



Tata Chemicals Limited

AGM

9th August 2011

➔ **Growth in Developing Economies**

Developed countries grow at a slower pace, while developing countries lead world growth.

➔ **Positive policy direction and good monsoons in India**

Implementation of NBS in 'P' and 'K' fertilizers, Agriculture growth in India ~ 5.4%*

➔ **Increasing commodity prices**

Oil , Metal and other commodity prices rise upward

➔ **Severe weather conditions affect Tata Chemicals**

Operations affected by floods in Babrala, extreme cold weather in UK

- ➔ **Growth in Production and Sales volumes of most products**

- ➔ **Value enhancing upstream investments for key products**
 - British Salt (Brine)**
 - Gabon (Urea – Natural Gas)**
 - EPM Mining Ventures (Potash)**

- ➔ **Product and Business model innovations**
 - Tata Swach: ~ 4 lakh units sold**
 - Customized fertilizers and i-Shakti Pulses launched**
 - Entry into Seeds through acquisition of **Metahelix Life sciences**

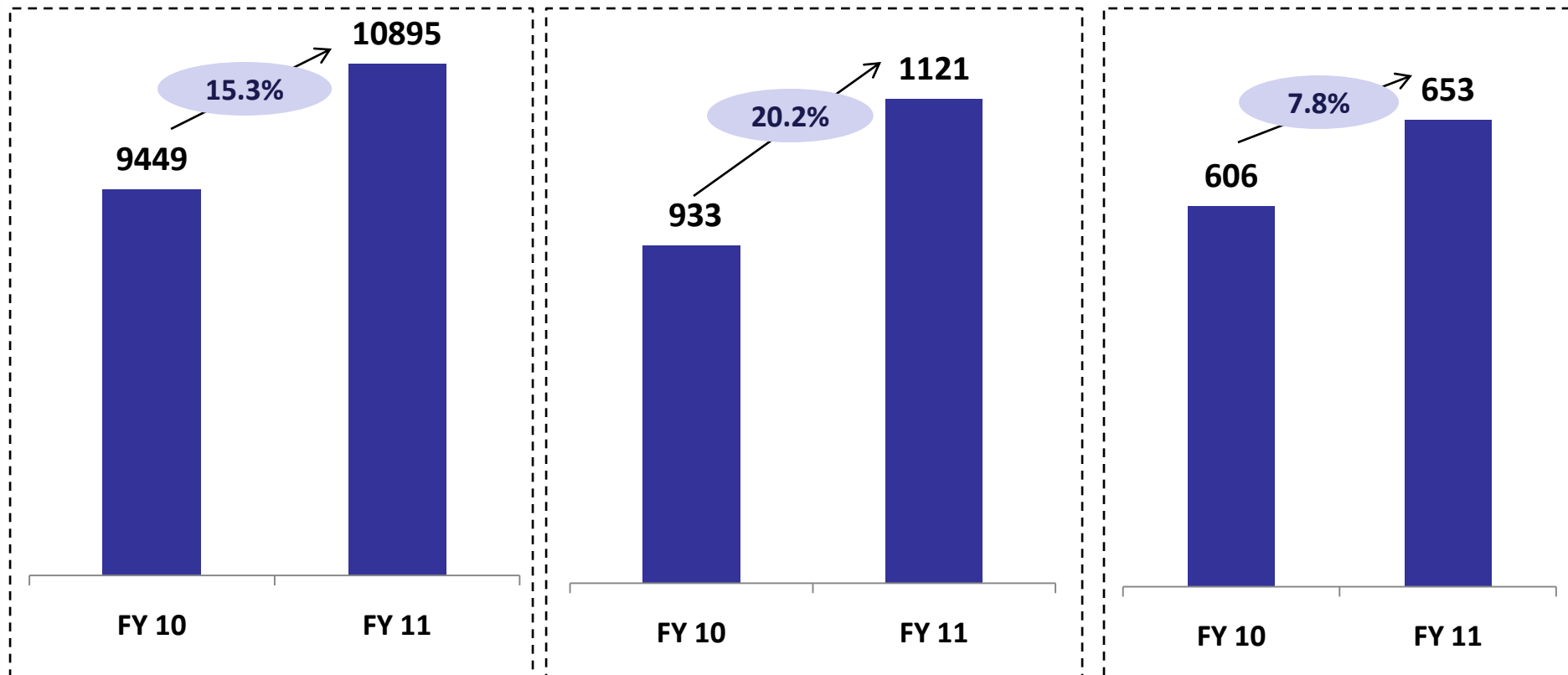
Consolidated Financial Performance



TURNOVER (Rs Cr.)

PBT (Rs Cr.)

PAT (Rs Cr.)

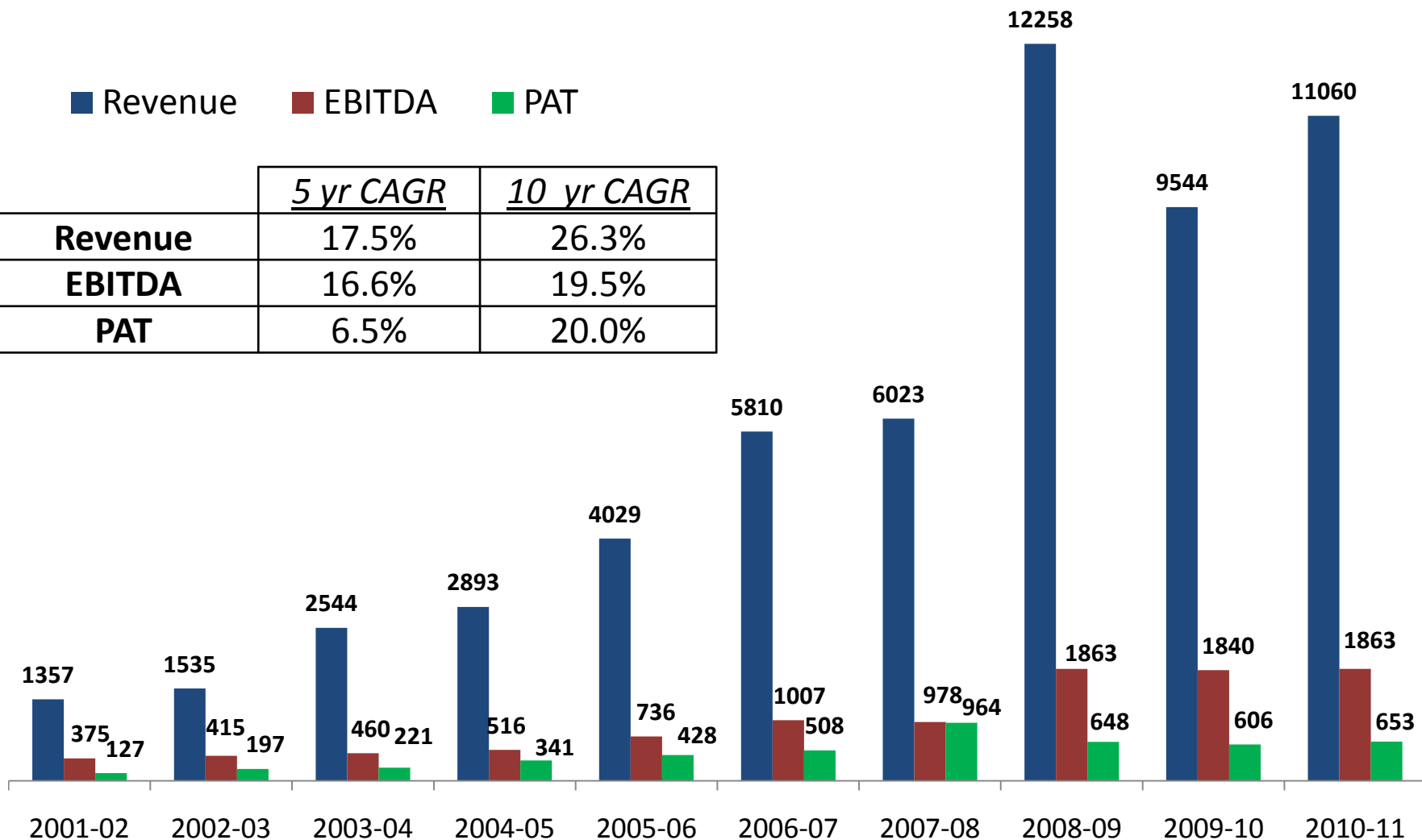


PBT crosses Rs 1000 cr.

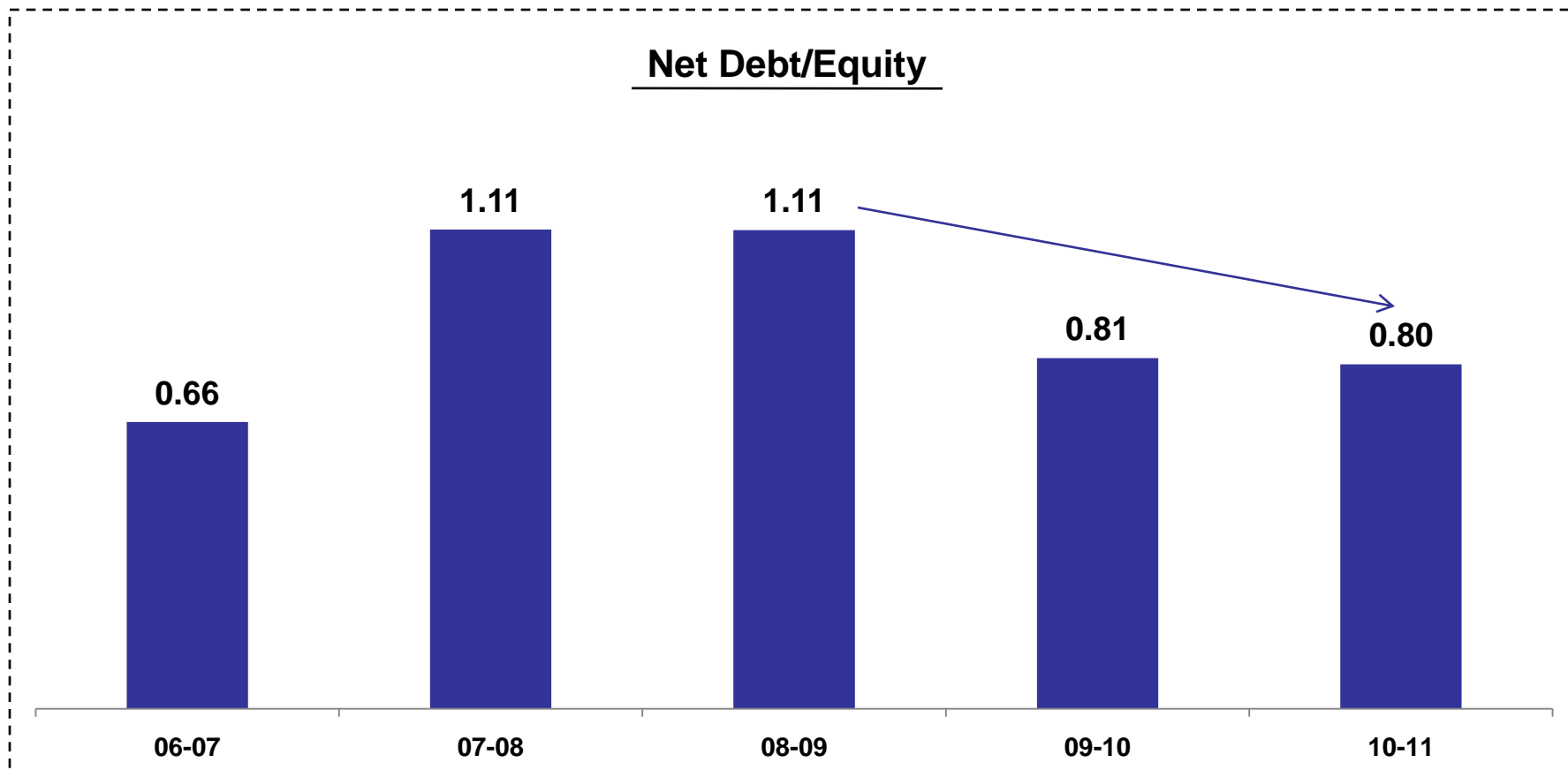
Consolidated Financial Performance (10 year)

■ Revenue ■ EBITDA ■ PAT

	<u>5 yr CAGR</u>	<u>10 yr CAGR</u>
Revenue	17.5%	26.3%
EBITDA	16.6%	19.5%
PAT	6.5%	20.0%



Consolidated Financial Performance



Delivered a **steady Balance Sheet performance**, while investing ~Rs 740 cr. in upstream investments (British Salt – Rs 695 cr., EPM – Rs 45 cr.)

Upstream investments to secure resources

1. **Acquisition of British Salt** secures brine supply for Tata Chemical Europe
2. Investment **Urea project in Gabon** provides access to globally cost competitive capacity
3. Investment in **Potash project in US** to secure supplies at globally competitive cost position

BRITISH SALT



Portfolio enhancement through value added offerings

1. **Launch of i-Shakti pulses** capitalizes on innovative business model.
2. **Launch of Customized fertilizers** as cost effective, crop and region specific fertilizer - '**Paras Farmoola**'
3. **Acquisition of Metahelix** by Rallis India marks entry in technology led **Seeds** segment



Acquisition of British Salt



Acquired 100% stake in UK's British Salt

1. UK's leading manufacturer of pure dried vacuum salt products (50% market share)
2. Industrial and household applications – food, water treatment, textiles etc.
3. Long-term customer relationships with leading food & chemicals companies
4. Secures long term brine supplies for Tata Chemicals Europe operations.
5. Additional cash flows through potential gas storage business

BRITISH SALT



Globally cost competitive Urea project in Gabon



Urea manufacturing project in Gabon

1. 25.1% stake in Stream -1 (1.3 mtpa)
2. Combined capacity of the ammonia-urea complex is of 2.6 mtpa (Stream -1 and Stream 2).
3. Strategically located near Gabon's main sea port
4. Gas supply at competitive fixed price for 25 years
5. 10 Year Tax holiday after commencement of commercial production and 10% concessional rate thereafter



Investment in Potash project in US



Invested in US-based potash miner EPM Mining Ventures

1. Investment in EPM mining ventures
2. EPM Mining Ventures is in the process of developing the world-class Sulphate of Potash (SoP) prospect in U.S.A.
3. It has leases with U.S. government for 96,000 acres of land for SOP mining at Lake Sevier, Utah, USA.
4. EPM Mining Ventures also has 40 per cent stake in Emerald Peak Minerals, which controls 6,409 acres of land leased from the State of Utah and is contiguous to its land.



Lake Sevier, Utah

Portfolio enhancement through value added products



Customized fertilizer launch

1. Launched 'Paras Farmoola' - India's first customized fertilizer product.
2. Knowledge based, cost effective, crop and region specific fertilizer



Entry in Seeds Segment

1. **Acquisition of Metahelix** by Rallis India marks **entry in technology led Seeds** segment
2. Supplements Agri-inputs portfolio



Launch of i-Shakti pulses



1. Capitalizes on **innovative business model** – combining farmer relationship and distribution network
2. Helps to meet an important nutritional need for the Indian Population

Tata Chemicals' remains Committed to Climate change initiative



TATA

Climate^ochange
Grey to Green

Carbon Abatement

Reduce in-plant specific emissions TCO₂/mt products

Carbon conscious growth

Grow existing businesses in a carbon conscious manner

4 CDM projects registered and 44,942 mt Certified Emission Reductions (CERs) earned so far

TCL Goal - 20% reduction in carbon intensity of all products by 2020

Sustainability Governance

**“Climate, Water, Green
Cover” Stakeholder
Engagement**



**Natural Resource
Management – Metrics
and Reporting**

Tata Chemicals' CSR efforts reach out to all stakeholders



Environment Conservation

- Water & Salinity Ingress Management
- **Pond Management**



- **Integrated Agriculture Growth**



Natural Resource Management

- Mangrove Plantation
- **Bio-diversity Reserve**
- Save the **Whale Shark Campaign**



- **Lion Conservation**
- **Eco Clubs**
- **Rural energy**



Livelihood Support & promotion

- Rural Enterprise Development
- **Okhai Handicrafts**
- **Uday – Rural BPO**



- Self- help groups & Group Enterprise
- **Okhamandal Livelihood project**



Health, Education, Infrastructure

- Lifeline express
- Swasthangan
- **Divya Dristi (Eye Camps)**
- **Medical Camps**



- **Swach Jal Mission**
- Brick paved tracks
- Infrastructure support
- **Babrara Flood relief**





- **Quality**
 - Sustained Excellence Award at JRDQV 2010
- **Corporate Sustainability and SHE**
 - "ICC" award for Excellence in Management of SHE
 - CII ITC Sustainability Awards for TCL Babrala and Mithapur
 - 4th in top ten Carbon Disclosure Leadership Index in CDP2010 - India 200 report
 - Serious Adopters of Affirmative Action by Tata Group
 - Gujarat Safety Council Award for TCL, Mithapur
- **Innovation**
 - Global ICIS award for Best Product Innovation – Tata Swach
 - Gold at the Asian Innovation Awards 2010 for Tata Swach



- **Product**

- Tata Salt Hall of Fame award at the Economic Times BE Survey 2010
- Pitch Marketing Award- Tata Swach in the 'Bottom of the Pyramid' category
- Gold at IDSA Design Awards for Tata Swach Design
- Sniff Award for Tata Swach for New Product Innovation in Leapvult Change leadership Awards 2010

- **Finance**

- Silver ICAI Award for Excellence in Financial Reporting

- **Communications**

- Gold Quill Awards for Excellence in Communications
- 11 ABCI National Awards and Star Communicator Company of the year for Corporate Communications
- 5 PRCI awards for communication excellence

Tata Chemicals' – Power of one



TATA CHEMICALS LIMITED



TATA CHEMICALS NORTH AMERICA



TATA CHEMICALS EUROPE



TATA CHEMICALS MAGADI