



TATA CHEMICALS LIMITED

"Serving Society through Science"

FY2012
Media Presentation

Our Offerings



Living Industry Farm Essentials

Segment

Living
Essentials
(B2C)

Industrial
Essentials
(B2B)

Farm Essentials
(B2F)

Business

Consumer
Products

Bulk
Chemicals

Specialty
Chemicals

Crop
protection

Crop
nutrition

Seeds

Other
agri
inputs &
services

Key
products/
Services

Salt, Baking Soda,
Dal, Water
Purifier

Soda Ash,
Bicarb,
Others

Pesticides

Bulk &
Specialty
Fertilizer,
PGN

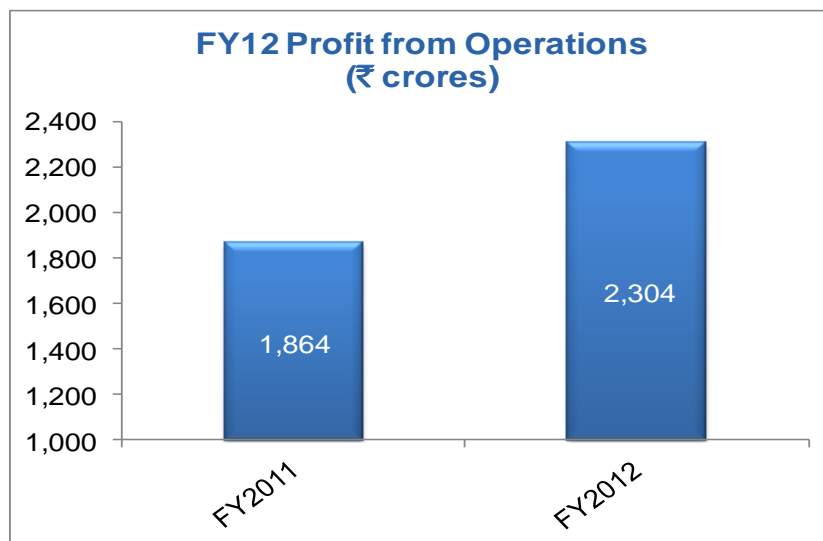
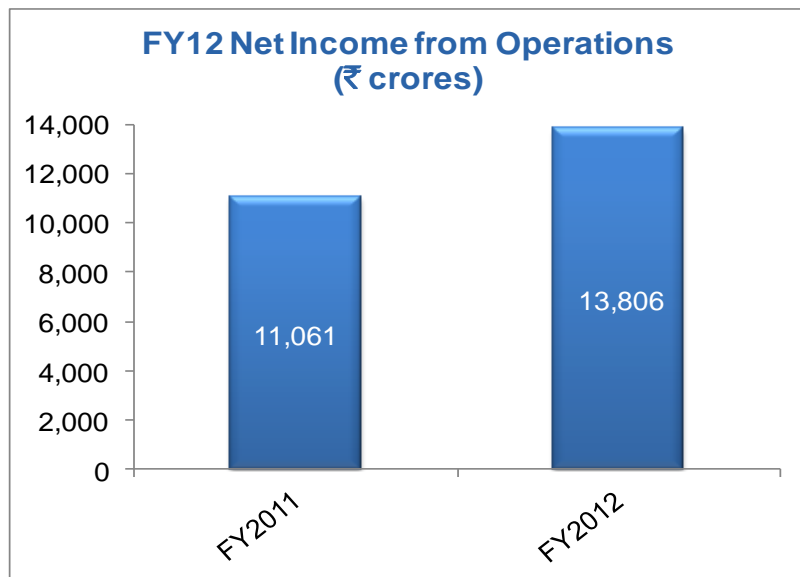
Seeds

Farm,
Service
Equipment

FY 12 Consolidated Financial Highlights

- **Net Sales at ₹ 13,806 Crores**
- **Profit from Operations at ₹ 2,304 Crores**
- **PBT at ₹ 1,383 Crores**
- **PAT after Minority Interest at ₹ 838 Crores**
- **EPS at ₹ 32.88**
- **Net Debt Equity ratio as of 31st March 2012 is 0.59**
- **Board of Directors recommend dividend of ₹ 10 per share**

Revenues

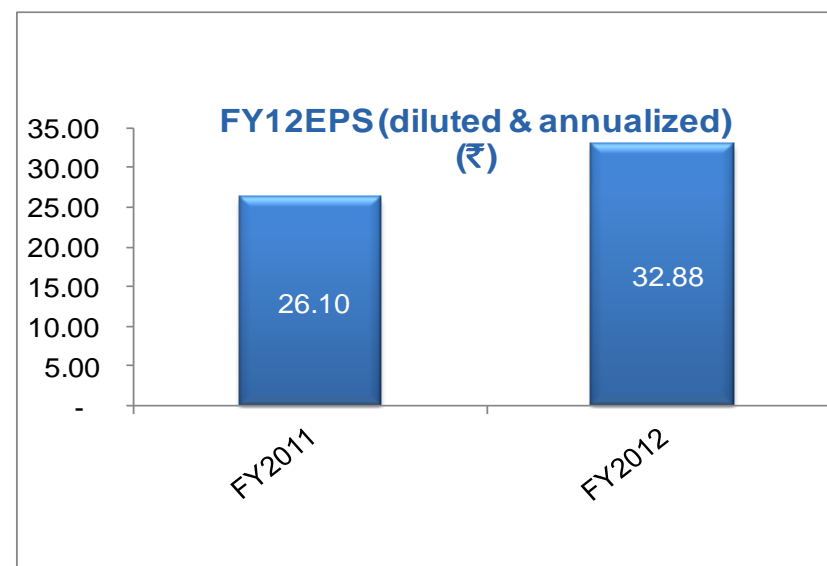
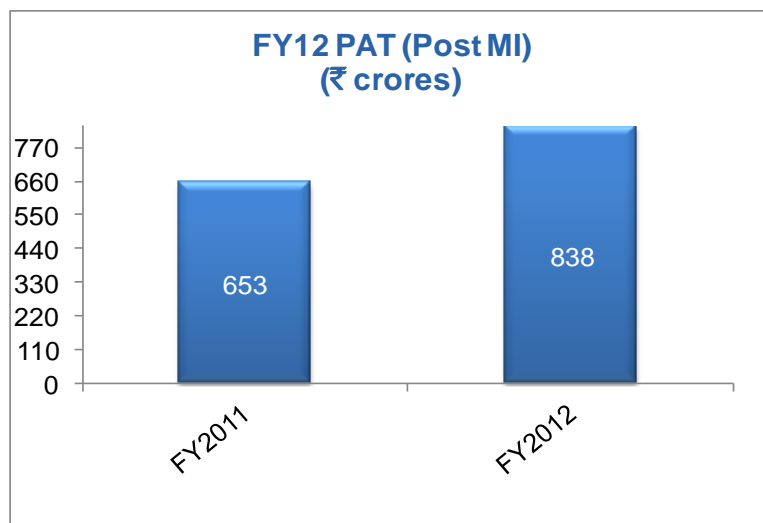


PAT & EPS



TATA

TATA CHEMICALS LIMITED



Consolidated Performance (Y-o-Y)

FY

Revenue

25%

EBITDA

24%

PBT

23%

PAT

28%

Robust performance
across all business
segments despite an
unfavorable business
environment

At an operating level
TCL registers highest
profits at Consolidated
ad Standalone level
during FY12



TATA CHEMICALS LIMITED

Standalone Performance (Y-o-Y)

FY

Revenue

26%

EBITDA

18%

PBT

37%

PAT

44%

Key Performance Highlights

- TCL India PAT for FY 2011 – 12 up by 44%
- Improved realizations and better cost management at TCEL
- British salt performs to expectations
- TCML doubles operating margins on the back of improved efficiencies
- Rallis India acquires majority stake in Zero Waste Organics Limited
- TCSAP forms equally owned JV, Natronx Technologies LLC, to construct 450 Kts of trona based dry sorbent for air pollution control

Living Essentials

- Tata Chemicals remained the market leader with 64% market share in the National Branded segment
- 200,000 MT Salt capacity expansion in Mithapur successfully commissioned
- Tata Salt Plus – Iron Fortified Iodized Salt and “Flavoritz” – Flavored Salts launched
- Urban India reach: ~8.5 crs households via >1 million retail outlets
- I-Shakti Pulse available across 19 states
- Tata Swach voted as the “Product of the Year - 2012”



Industry Essentials

- Global Soda Ash demand firm.
- Domestic Soda Ash demand flat due to delays in commissioning of some float glass line
- Demand for Sodium Bicarbonate in UK highest at 63 KT
- Capacity debottlenecking at TCNA added 100,000 MT
- Soda Ash and Sodium Bicarb operations stable in Mithapur
- British Salt performance robust – production, sales and realisations continue to be healthy
- Cement sales crossed 500,000 MT for the first time
- TCML doubles operating margins on the back of improved efficiencies



Farm Essentials

- SSP debottleneck completed on 30th November. Average production achieved 650TPD v/s earlier 450 TPD
- Plant shut down for replacing the Ammonia converter from 30th March to 1st May 2012.
- Haldia operations remained slow in Q4 owing to uncertain pricing for Phos Acid.
- Formal announcement of Urea Investment policy awaited



Thank You

For further information please log on to www.tatachemicals.com or contact:

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