



Q4 and FY 14/15 Results – Media Presentation

Q4 & FY1415 FINANCIAL HIGHLIGHTS



Q4 FY1415			
Consolidated	CY	PY	% Change
Net Sales	3,743	3,693	1%
EBITDA	411	322	28%
PBT	18	-1,158	102%
PAT	-74	-1,226	94%
EPS	-2.91	-48.11	94%

FY1415			
Consolidated	CY	PY	% Change
Net Sales	17,203	15,885	8%
EBITDA	2,157	1,810	19%
PBT	1,159	-519	323%
PAT	596	-1,032	158%
EPS	23.41	-40.51	158%

Q4 FY1415			
Standalone	CY	PY	% Change
Net Sales	2,113	2,003	5%
EBITDA	163	167	-2%
PBT	92	96	-4%
PAT	55	81	-32%
EPS	2.15	3.19	-32%

FY1415			
Standalone	CY	PY	% Change
Net Sales	10,082	8,679	16%
EBITDA	1,039	928	12%
PBT	854	569	50%
PAT	638	436	46%
EPS	25.04	17.12	46%

Rupees in Crores except EPS



KEY PERFORMANCE HIGHLIGHTS

Standalone

- Excellent performance in Soda Ash and Salt business.
- Consumer Business achieves milestone of sales turnover of Rs. 1500 Crores
- Pulses portfolio volume up by 47% YoY
- Urea and Phosphatics faces margin pressure
- Subsidy receivable at Rs. 1972 Cr as on 31st March 2015. Subsidy collections delay continues

Consolidated

- Magadi turnaround, positive performance in Q4FY15
- European restructuring progressing well
- USA operation performs to expectations
- Rallis India performance good despite of erratic weather conditions.

Declares dividend of Rs. 10 per share and a special dividend of 25% per share on the occasion of platinum jubilee year of the company

INDUSTRY ESSENTIALS



- Global and domestic stable and prices firming up
- Magadi operations shows good performance post restructuring
- Demand firming up at North America. Sold out for calendar 2015.



INORGANIC CHEMICALS



Mithapur soda ash production and sales volumes

Particulars ('000 tonnes)	QE Mar 15	QE Mar 14	YE Mar 15	YE Mar 14
Sales Volumes	175	180	683	695
Production Volumes	203	208	798	799

Subsidiary Volumes

Particulars ('000 tonnes)	Sales Volumes				Production Volumes			
	QE Mar 15	QE Mar 14	YE Mar 15	YE Mar 14	QE Mar 15	QE Mar 14	YE Mar 15	YE Mar 14
Europe	134	140	511	691	93	104	345	651
Africa	80	112	377	486	78	114	372	475
USA	569	599	2,363	2,390	558	570	2,316	2,361

LIVING ESSENTIALS



- TCL salt - market leader in the national branded salt segment with 67 % marker share.
- i - Shakti pulses and Besan volumes up by 47% on YOY basis
- i - Shakti Spices now available in Punjab, HP and Haryana
- Tata Salt Plus Double fortified salt and Tata Salt Crystal being test marketed



Branded Salt

* Includes Tata Salt & i-shakti Salt

Particulars ('000 tonnes)	QE Mar 15	QE Mar 14	YE Mar 15	YE Mar 14
Sales Volumes*	244	234	941	927
Production Volumes*	248	238	948	910



FARM ESSENTIALS

- Urea production on target, Gas pooling policy a positive.
- Energy consumption at lowest levels at Plants.
- New Product Tata Paras 20:20 performing well in the market



Nitrogenous (Urea)

Particulars ('000 tonnes)	QE Mar 15	QE Mar 14	YE Mar 15	YE Mar 14
Sales Volumes	310	226	1,243	1,162
Production Volumes	315	220	1,251	1,138

Phosphatic (NPK, DAP)

Particulars ('000 tonnes)	QE Mar 15	QE Mar 14	YE Mar 15	YE Mar 14
Sales Volumes	107	144	592	531
Production Volumes	136	118	659	518

THANK YOU

TATA
TATA CHEMICALS
75
YEARS
SERVING SOCIETY
THROUGH SCIENCE



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