



# **TATA CHEMICALS**

## **Annual General Meeting**

*06 July 2022*



**Chemistry of Resilience**

# FY22: Operating Performance

## Sales Volume

Soda Ash	Salt
<b>3,665</b> KT ↑	<b>1,609</b> KT ↑
FY 21: 3,023 KT	FY 21: 1,581 KT

## Revenue

Consolidated
<b>₹ 12,622</b> Cr ↑
Increased by 23.7% FY21

## EBITDA

<b>₹ 2,305</b> Cr ↑	<b>18%</b> ↑
FY 21: ₹ 1,501 Cr	15% in FY21

## PAT

<b>₹ 1,405</b> Cr ↑	<b>11%</b> ↑
FY 21: ₹ 436 Cr	4% in FY21



- Soda Ash volumes bounced back to pre COVID levels
- Salt continues to register consistent growth
- Highest ever consolidated EBITDA
- 3x increase in consolidated PAT
- EBITDA% and PAT% at 18% and 11%

# Key Business Highlights

## Strong Soda Ash Demand Recovery

**21%**

Growth Compared to FY21

## Mithapur Capacity Expansion Project on track (FY24)

**22%**

Increase in Soda Ash

**36%**

Increase in Salt

## Revenue Per Employee

**2.7** Cr

In FY21 Rs. 2.2 Cr

## Growth in Specialty Businesses

**54%**

Silica

**42%**

Prebiotics

Growth Compared to FY21

## Net Debt : EBITDA

**1.9**

Reduced from 2.6 in FY21

## Social Impact

**2.3** Lac

Direct Beneficiaries

## # Customers Acquired in New Businesses

**150**

Silica > 100 New Customers  
Prebiotics > 50 New Customers

## Capex incurred

**1,277** Cr

In FY21 Rs. 1,242 Cr

## Market Capitalization

₹ **24,822** Cr

30% increase as compared to  
March 31, 2021



**Cooling Towers**



**HPB-5 Boiler**



**Mithapur  
Capacity  
Expansion**



**Ultra Filtration - Skids**

**Cogen Power**









## Strengthen Core & Expand Sustainable Adjacencies

Embed Sustainability

- **Grow the core (Soda Ash, Bicarb, Salt & Marine Chemicals) for leadership.**
- **Growth capex of Rs. 5,000 Cr. under execution**
  - ✓ **Rs. 3,000 Cr. (onstream by FY24)**
- **Embed sustainability - reduce carbon footprint in line with SBTi commitment**
- **Expand sustainable adjacencies (low carbon & circularity)**
  - ✓ **Grow capacity of Highly Dispersible Silica by 5X.**
  - ✓ **Build sustainable fermentation platform (Prebiotics)**

# Growth Driven by Sustainability Trends

Sustainability Levers	Key Trends	Products in our Portfolio Benefiting from Trends	Business Segments
<div>Climate Change</div> <div></div>	Renewable Energy - Solar Glass for PV Cell	Soda Ash	Basic Chemistry
	Electric Mobility - Demand Growth of Lithium Carbonate		
	Decarbonization - Carbon Capture & Utilization	Sodium Bicarbonate	
	Air Pollution - Flue Gas Treatment		
	Automotive Sustainability - Green Labelling for Automotive Tyres		
<div>Circular Economy</div> <div></div>	Replacement of Single Use Plastics - Container Glass	Soda Ash	Specialty Products
	Renewable Feedstock - Fermentation Technology	Prebiotics	
	Sustainable Agriculture - Biologics, Bio Nutrients & Bio Pesticides	Agrochemicals	
<div>Health</div> <div></div>	Immunity	Prebiotics	Basic Chemistry
	Aging Population – Kidney Health (Haemodialysis)	Sodium Bicarbonate	
<div>Food Security</div> <div></div>	Farm Productivity	Agrochemicals	Specialty Products
	Bovine & Poultry Productivity	Sodium Bicarbonate	Basic Chemistry

# Strategy Roadmap

## Basic Chemistry Products

## Specialty Chemistry Products

Soda Ash	Salt Manufacturing	Sodium Bicarbonate
<b># 3</b> <i>Globally</i>	<b># 1</b> <i>India &amp; UK</i>	<b># 1</b> <i>India &amp; UK</i>

Specialty Silica	Prebiotics	Agrochemicals
<b># 3</b> <i>India</i>	<b># 1</b> <i>India</i>	<b># 7</b> <i>India</i>

### Position

### Strategic Goals

### Key Levers

### Enablers

- Market Leadership - #1 in all key products
- Deleverage through robust cash flows
- Improve ROCE

- Accelerated Revenue Growth
- New Products & Formulations Development
- Market leadership #1 HD Silica & Prebiotics

- Project Execution – Timely Delivery of Growth Capex
- Resilience & Competitiveness

- Capacity Utilization & Expansion
- New Product Formulations & Applications to Expand Customer Base

- People: Engagement, Diversity, Talent Development
- Digital: CRM, Process Automation, Analytics, Cost Optimization
- Sustainability – Decarbonatization, Circularity, Green Chemistry

# People & Innovation Focus



Employee Engagement

81%

Employee  
Engagement Score



Gender Diversity

7%

Women  
Employees



Voluntary Attrition

12%

People Metrics



Talent

230+

Scientists



Patents

177

Cumulative Patents  
Filed till date



Partnerships

22

Active R&D collaborations

Innovation Metrics



# Digitalization: Connectivity, Automation & Analytics



Key Customers on digital CRM platform

100%  
Till Date

Suppliers on boarded

9,990  
on common procurement platform. Till Date

Transport Management System

Till Date  
35,100  
Trips Completed in FY22

IIoT & Digital Twin Soda Ash

Fy22 Till Date  
22%  
Reduction in Variability FY22  
- improves efficiency

Satellite Image Analytics

36,000 acres  
Improving predictability and efficiency of solar salt operations. Till Date



## Climate Change

First and largest industrial scale Carbon Capture & Usage (CCU) unit in UK to produce Sodium bicarbonate



Carbon Capture Capacity

FY22

**40,000**  
MT

CO<sub>2</sub> emission

FY22

**4.47**<sub>Mn</sub>  
MT



## Circular Economy

% Water re-cycled

FY22

**87%**

Fly ash consumption

FY22

**100%**

Waste / plastics as Fuel

FY21

**860**

MT of plastics for  
cement kiln

Total waste material used

FY22

**570,500**  
MT

# Community Engagement

## Lives & Livelihood



**70,000 +** FY22

People covered under Affirmative Action

**12,000 +** FY22

Women covered under various empowerment Programs

**57,000 +** FY22

Students and youths supported – Skill training, Online classes, Scholarships, etc

**72,000 +** FY22

People covered under Nutrition & Drinking Water Programs

**27,000 +** till date

Rural artisans onboarded onto Okhai platform

## Environment



**581 Mn CC Ft.** till date

(Eq. to the Annual Consumption of ~3.5 Lac Households)

Jal Dhan : Total water harvested capacity

**1,70,000** FY22 (Till date 1.4 Million )

Mangroves Trees planted

**37** FY 22 (Till date 850)

Whale Sharks rescued

## Awards & Accolades



**Dun & Bradstreet award for ESG Performance in the Manufacturing category**



**Among Top Ten Safe Places to Work Survey, 2020-21**



**4<sup>th</sup> spot in Responsible Business Ranking 2021 (Economic Times SDG Summit 2021)**



**Winner of Quality Innovation Award by QIA Laatukeskus Excellence Finland (only Indian company to win this award)**



**Industrial Innovation Award for the third time in a row**



**“Two” National awards at ISQ Quality Innovation Awards**



**Thank You**