

TATA CHEMICALS

Annual General Meeting

06 July 2022



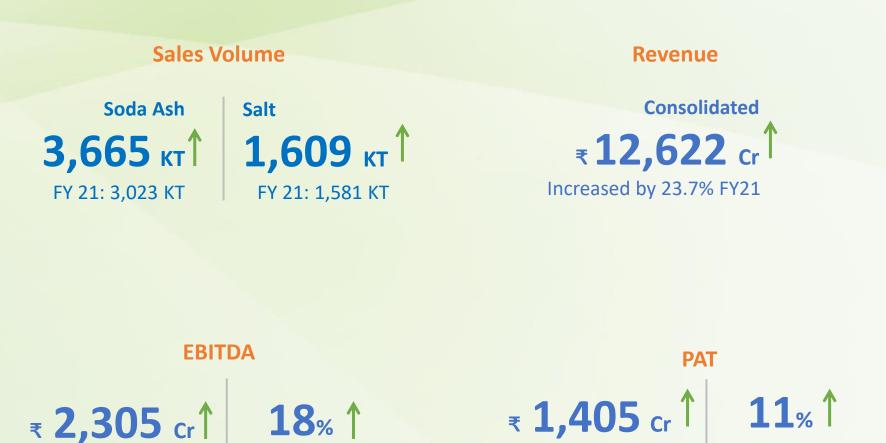
Chemistry of Resilience

FY22: Operating Performance

15% in FY21

FY 21: ₹ 1,501 Cr





4% in FY21

FY 21: ₹ 436 Cr

- 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

Growth in Specialty Businesses

54% 42% Silica Prebiotics Growth Compared to FY21

Customers Acquired in New Businesses

150

Silica > 100 New Customers Prebiotics > 50 New Customers Mithapur Capacity Expansion Project on track (FY24)

22%

Increase in Soda Ash

Increase in Salt

36%

Net Debt : EBITDA

1.9 Reduced from 2.6 in FY21

Capex incurred

1,277 Cr In FY21 Rs. 1,242 Cr **Revenue Per Employee**

2.7 Cr In FY21 Rs. 2.2 Cr

Social Impact

2.3 Lac Direct Beneficiaries

Market Capitalization

₹ **24,822** cr

30% increase as compared to March 31, 2021

Market Capitalization based on Closing Price as on March 31, 2022



Transforming to a Focused Sustainable Portfolio



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



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

Strategy Roadmap



	Basic Chemistry Products		
	Soda Ash	Salt Manufacturing	Sodium Bicarbonate
Position	#3	#1	#1
	Globally	India & UK	India & UK

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

Goals

Key Levers

Enablers

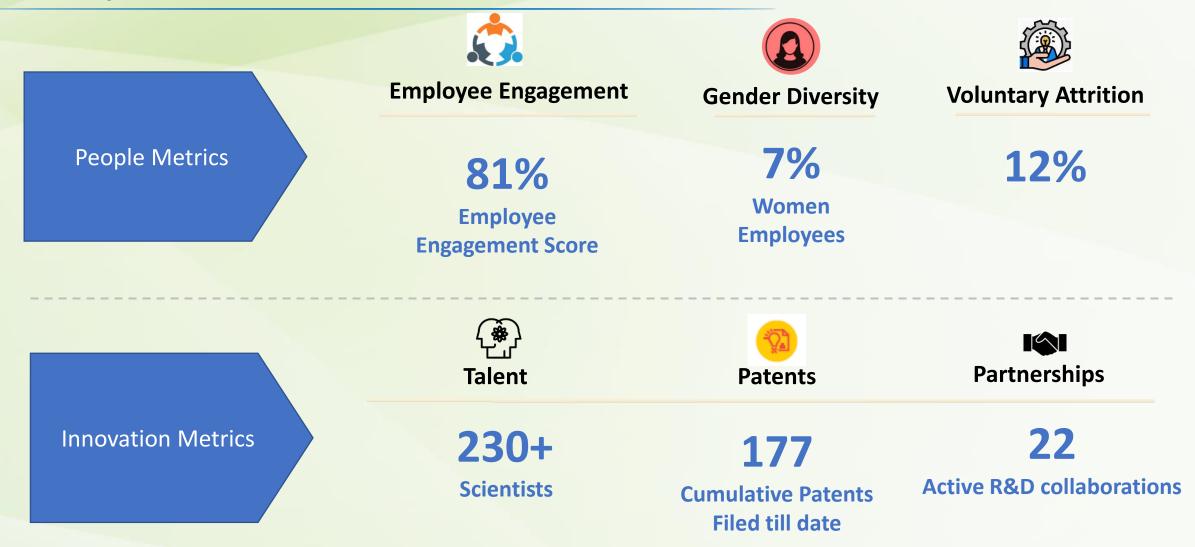
- Project Execution Timely Delivery of Growth Capex
- Resilience & Competitiveness

Specialty Chemistry Products						
Specialty Silica	Prebiotics	Agrochemicals				
#3	#1	# 7				
India	India	India				

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







Digitalization: Connectivity, Automation & Analytics

Key Customers on digital
CRM platformSuppliers on boardedTransport Management
System100%
Till Date9,99035,1000n common procurement
platform. Till DateTrips Completed in FY22

IIoT & Digital Twin Soda Ash

22%

Reduction in Variability FY22 - improves efficiency

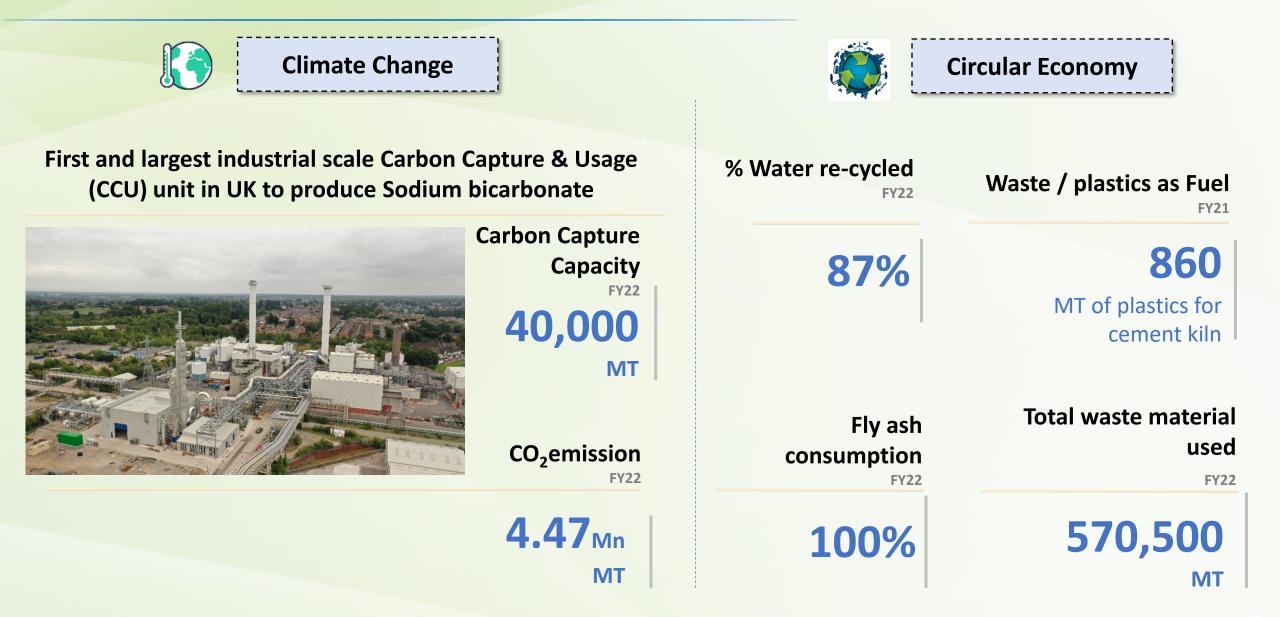


Satellite Image Analytics

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

Sustainability





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

Est. 135 Ltr. of water consumption per household per day







Awards & Accolades



Dun & Bradstreet award for ESG Performance in the Manufacturing category



Among Top Ten Safe Places to Work Survey, 2020-21 Responsible Business Rankings India's Top Companies for Sustainability and CSR

FUTURESCAPE

4th 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