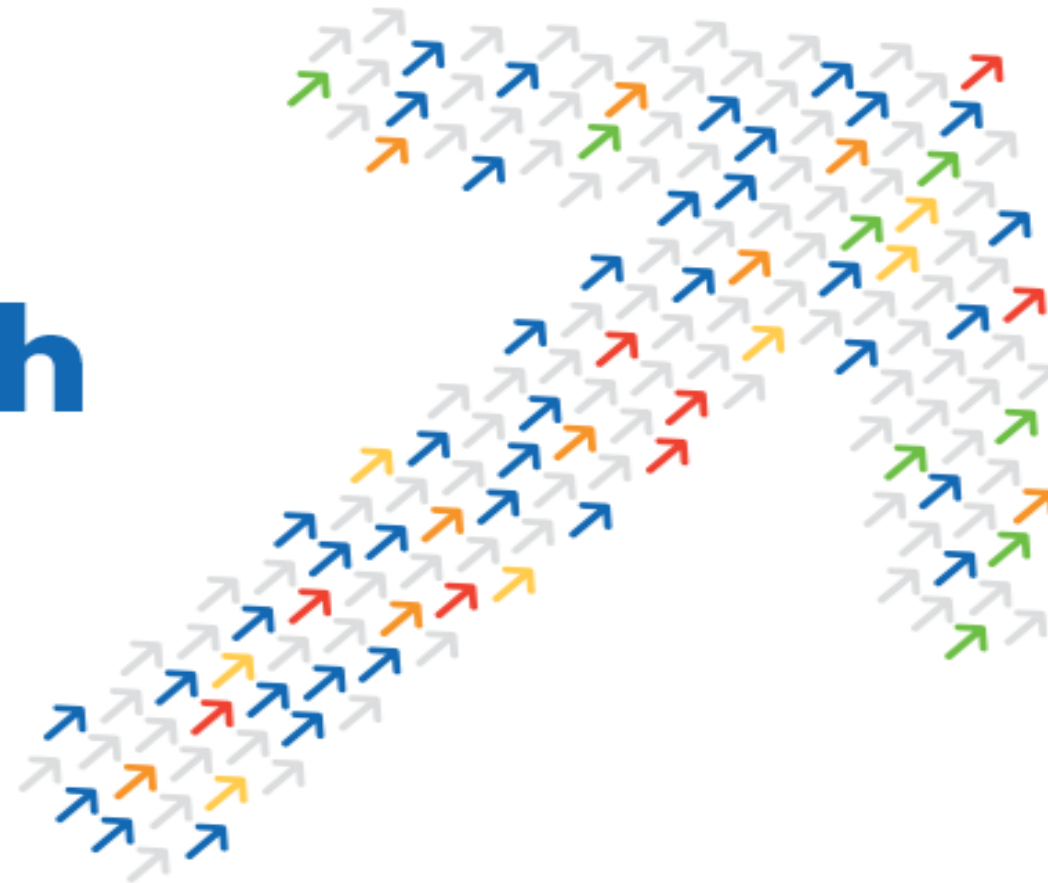


Accelerating **focussed growth**

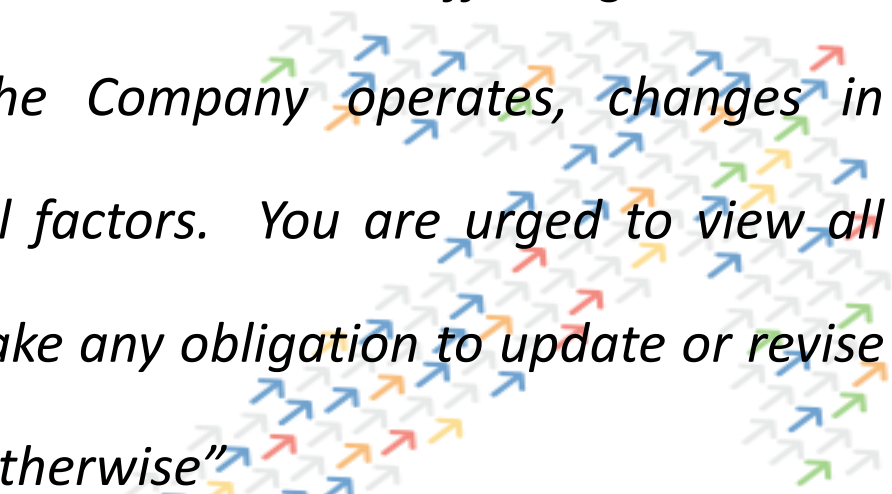


Analyst / Investors Communication on Financial results for period ended September 2019

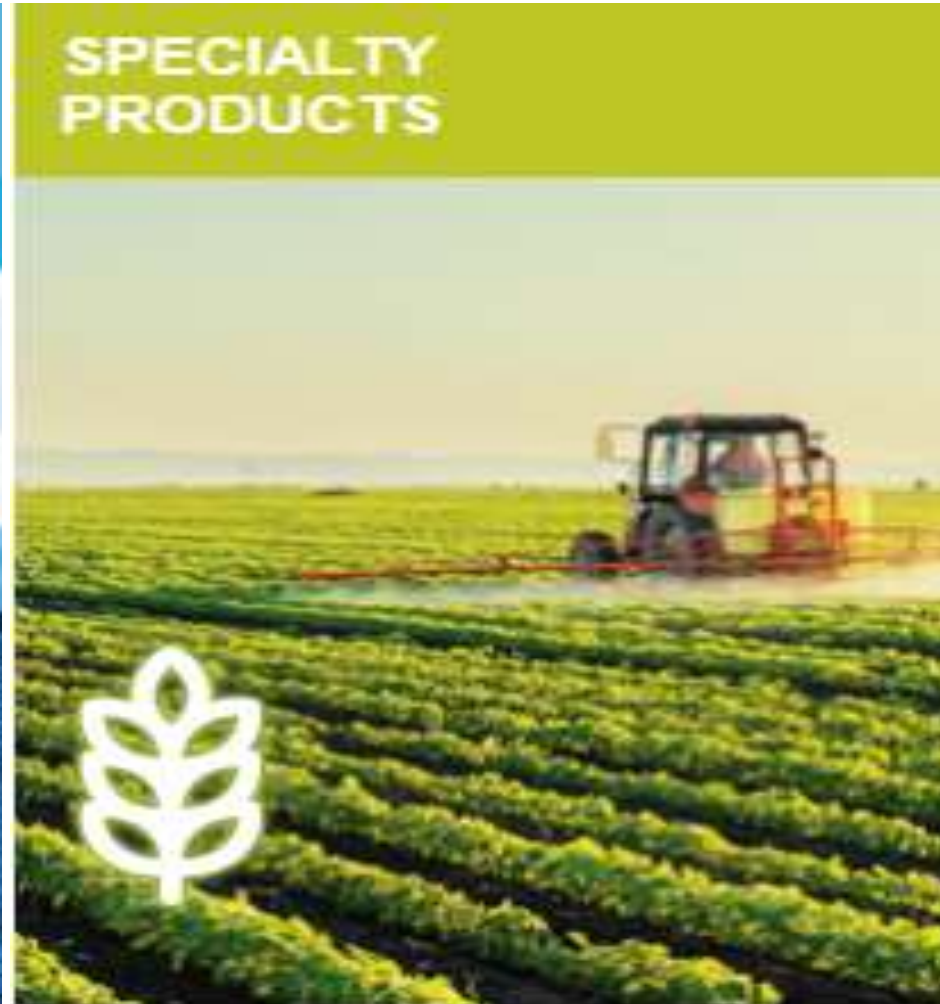
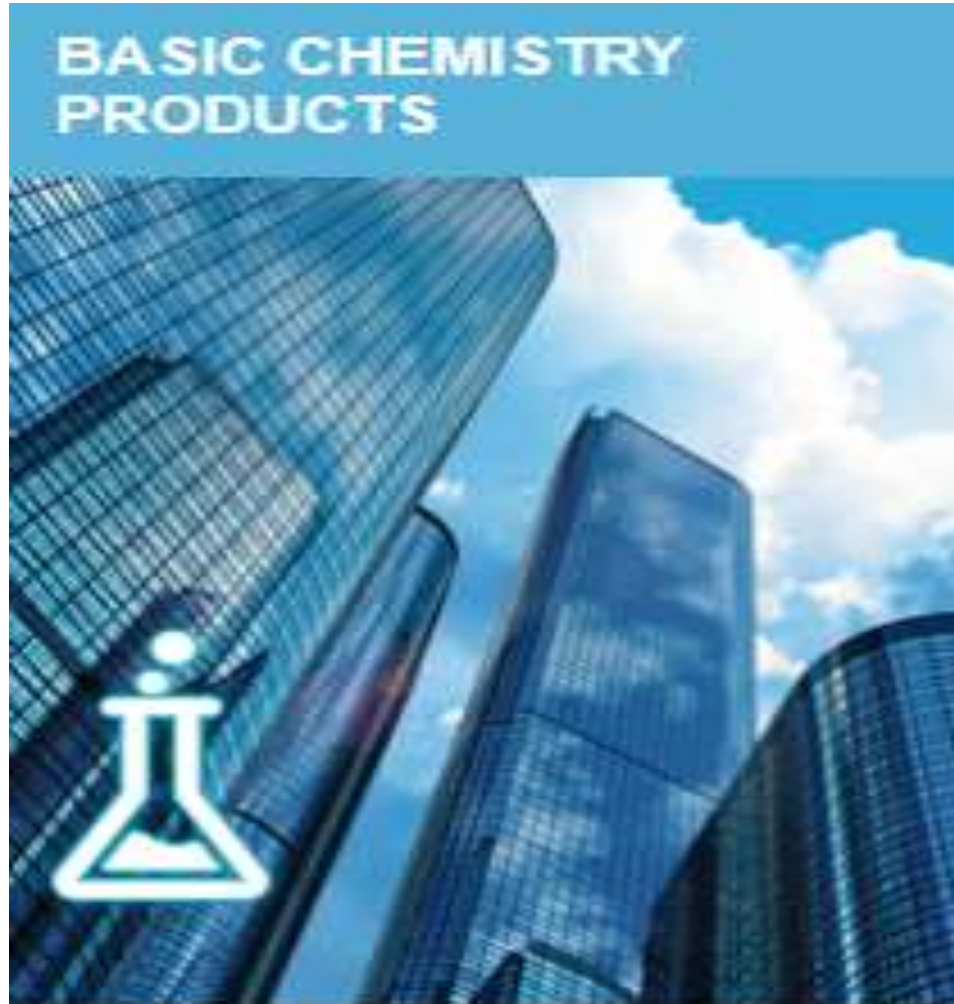
Date: 30th October 2019

Safe Harbour Statement

“This Presentation, except for the historical information, may contain statements, including the words or phrases such as ‘expects, anticipates, intends, will, would, undertakes, aims, estimates, contemplates, seeks to, objective, goal, projects, should’ and similar expressions or variations of these expressions or negatives of these terms indicating future performance or results, financial or otherwise of Tata Chemicals Limited, its direct and indirect subsidiaries and its associates. Actual results might differ substantially or materially from those expressed or implied. Important factors that could make a difference to the Company’s operations include, among others, economic conditions affecting demand / supply, price conditions in the domestic and overseas markets in which the Company operates, changes in Government policies and regulations, tax laws, and other statutes and incidental factors. You are urged to view all statements contained herein with caution. Tata Chemicals Limited does not undertake any obligation to update or revise forward look statements, whether as a result of new information, future events or otherwise”



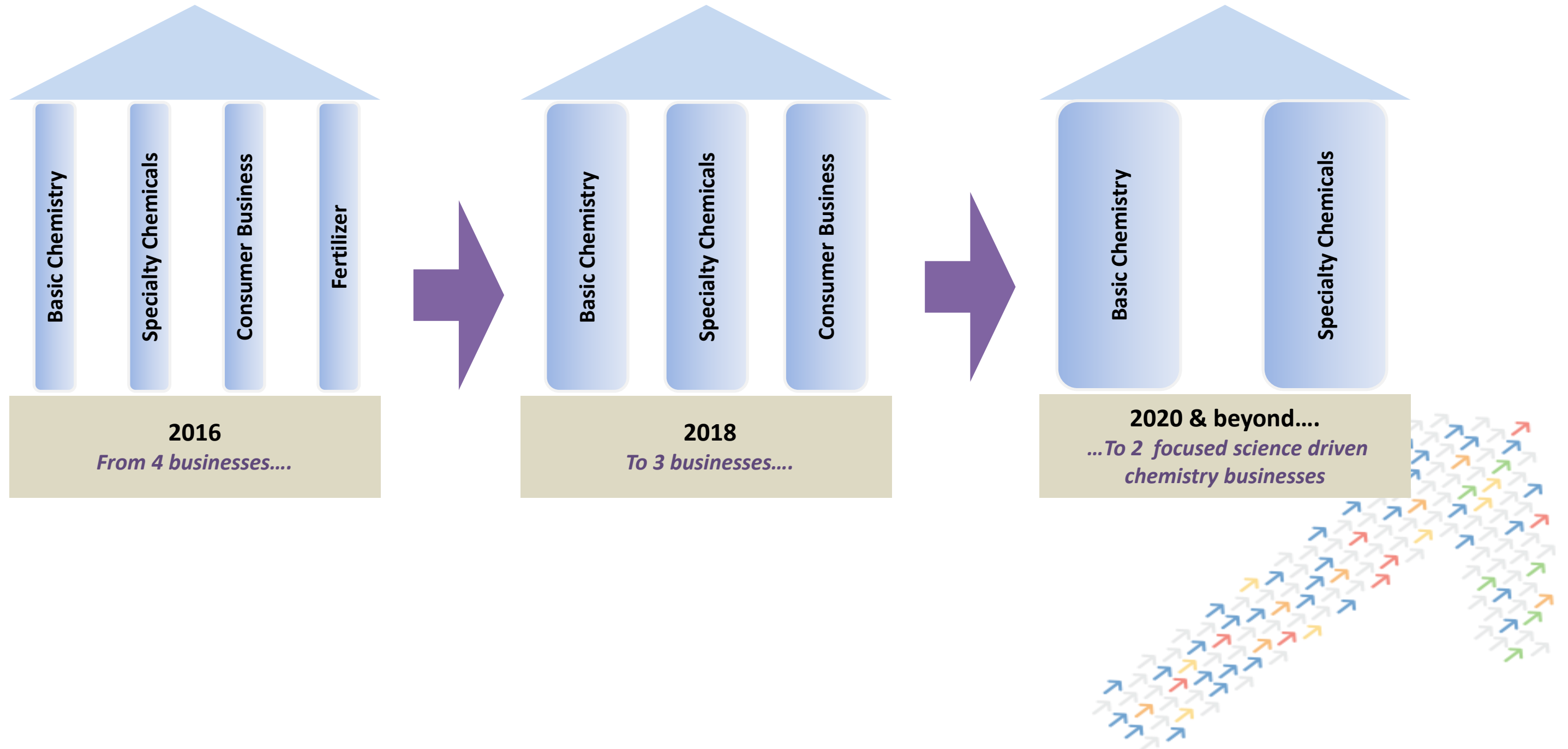
Business Overview



3rd largest Soda Ash producer globally | **5,000+ employees** across **4 continents**

| **160 million** households consume **Tata Salt** each month

Our Journey till date



An Innovative, Science-led Sustainable Chemistry Company

TATA CHEMICALS LIMITED

Mission : Serving Society through Science

Vision : Will be a leading sustainable Chemistry Solutions Company serving customers based on innovative, science-led differentiated products and solutions

Basic Chemistry



Soda Ash



Sodium Bicarbonate



Salt Manufacturing

Specialty Chemistry



Agro Sciences



Nutritional Sciences



Material Sciences



Energy Sciences

Technology (R&D) , Digitization, Sustainability

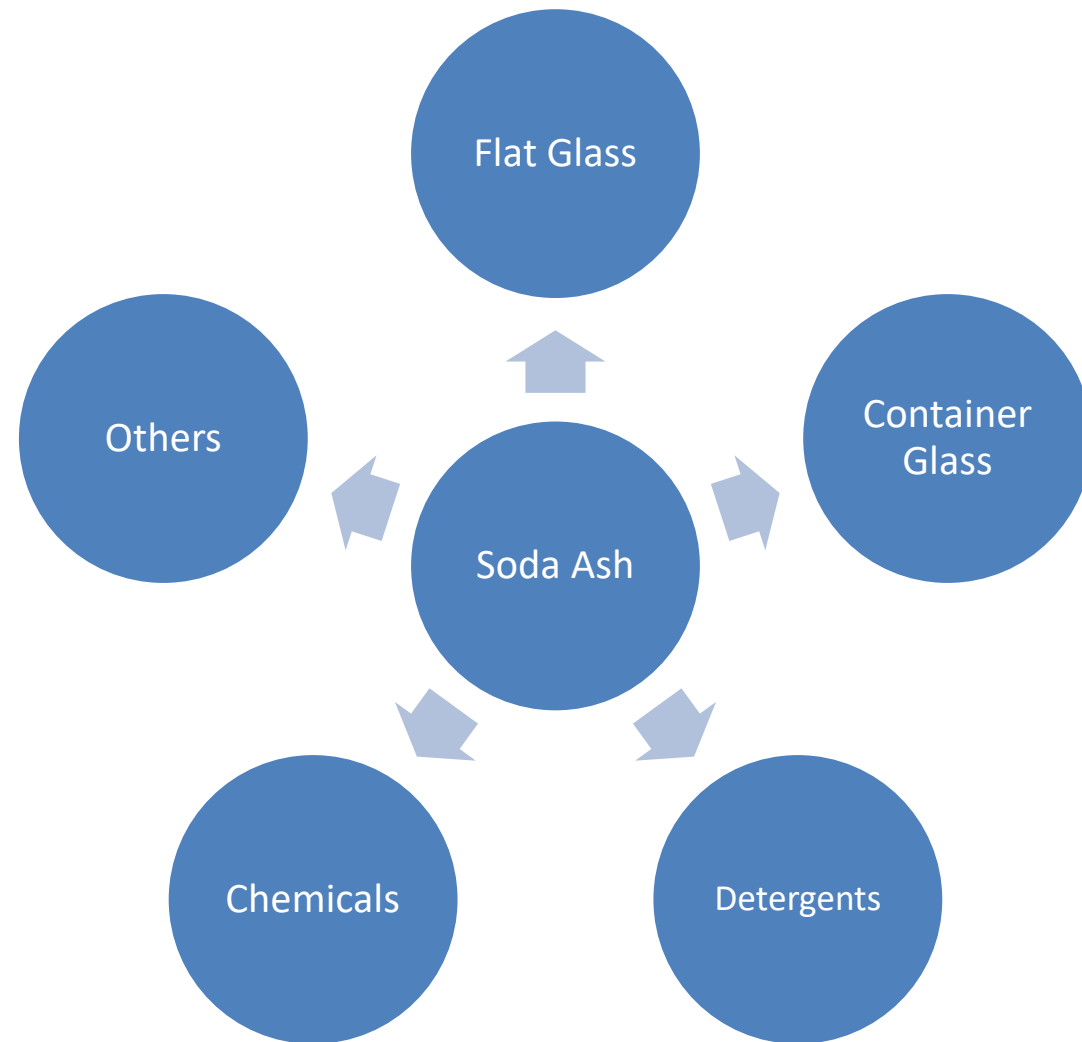
Unified Approach, Underpinned by Science and Rooted in R&D

VALUES : SPICE (Safety, Passion, Integrity, Care, Excellence)

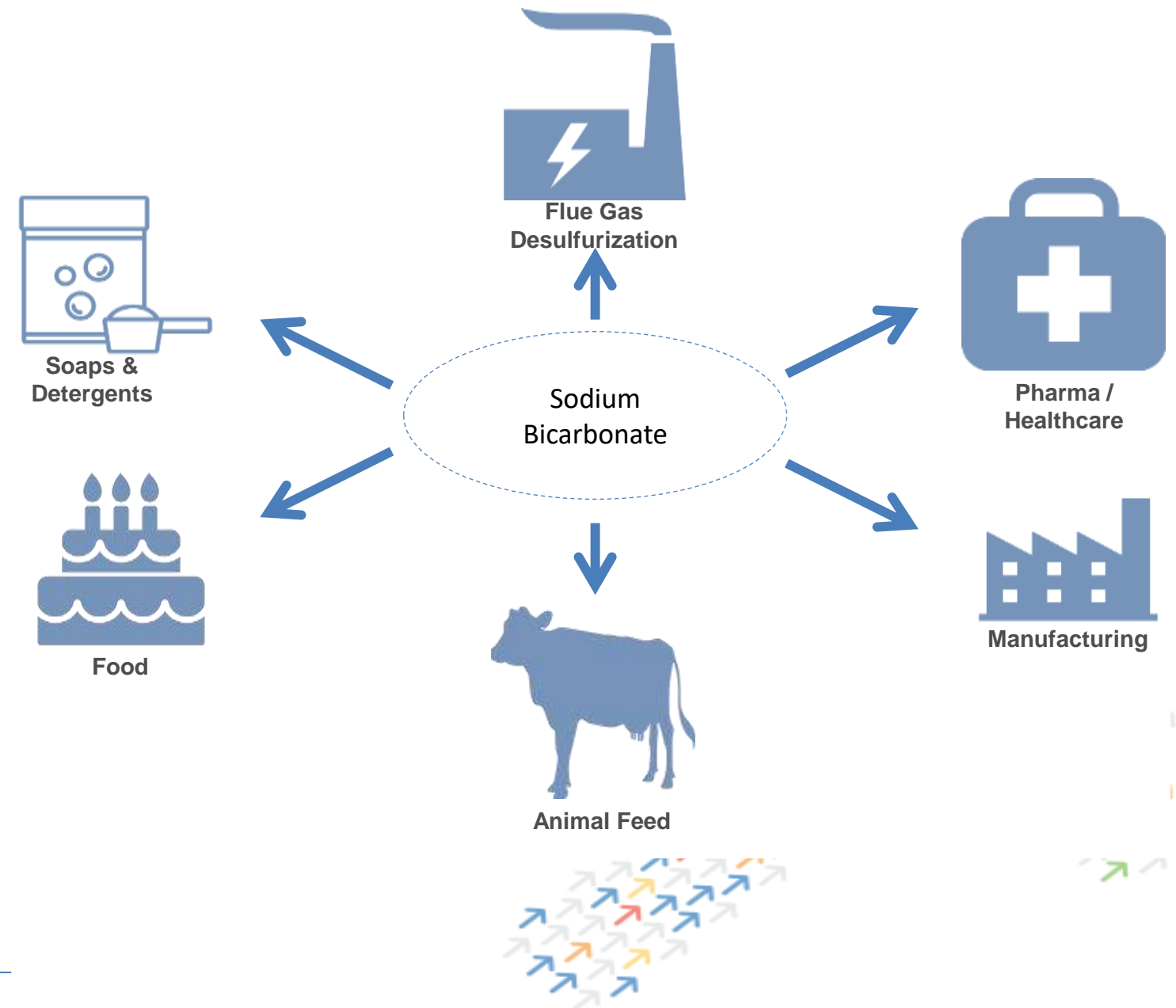


Basic Chemistry Products

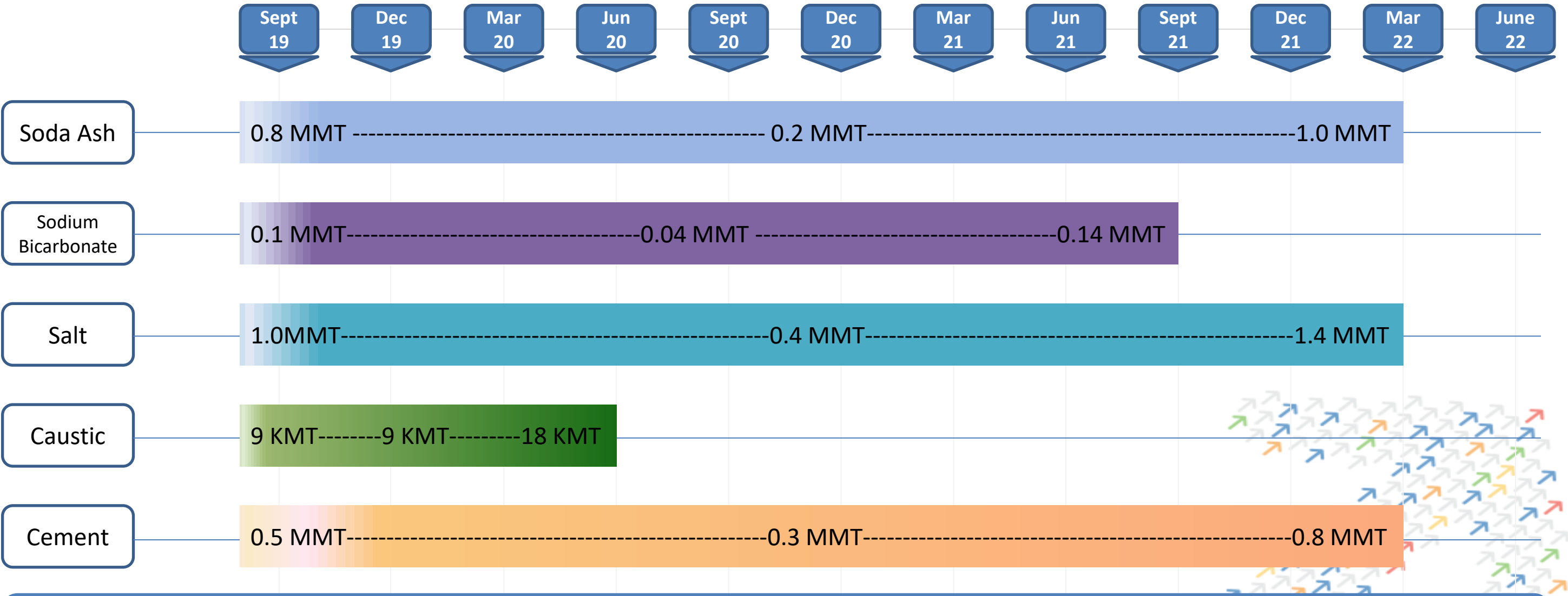
KEY APPLICATION SEGMENTS – Soda Ash



KEY APPLICATION SEGMENTS – Sodium Bicarbonate



Mithapur expansion: Implementation Schedule



Investment also include, projects related to setting up of common Utilities and projects related to Safety, Health & environment

Mithapur Expansion: Updates



Agro Science: Rallis India

Alliances - Developing Technical for global Agro chemicals players

Key products

- **Pendimethalin:** Used as a pre-emergence herbicide to control annual grasses & certain broad leaved weeds. Global market size: **USD 413 Mn**
- **Acephate:** An organophosphate foliar & soil insecticide used primarily to control leaf miners, caterpillars, etc. **Global market size: USD 510 Mn**
- **Hexaconazole:** A Broad spectrum systemic triazole fungicide used for the control of many fungi particularly to control rice sheath blight in China, India, Vietnam and parts of East Asia. **Global Market size: USD 149 Mn**
- **Metribuzin:** A herbicide used both pre & post-emergence in crops including soy bean, potatoes, tomatoes & sugarcane. **Global market size: USD 196 Mn**
- **Metalaxyl:** An acylalanine fungicide used to control Pythium in a number of vegetable crops & Phytophthora in peas. **Global market size: USD 89 USD Mn**

Strategic Initiatives & Capex Plan

Domestic business:

- Refresh distribution channel: Add distributors to enhance growth
- Revitalize channel policies
- Increase focus on new product launches
- Improve connect between distributors and Company

International business

- Invest in capacity expansion
- Increase Registrations in International markets
- Expand foot prints in South East Asian countries and Africa

Scaling up capacities of selective molecules

- Setting up of Dahej chemical plant-Progress on track. Production expected to commence in FY21.
- Metri First phase of expansion (500MT) completed in June-19 commercial production on.
- Second phase of expansion of 500 MT underway—expected to be ready by Dec19.



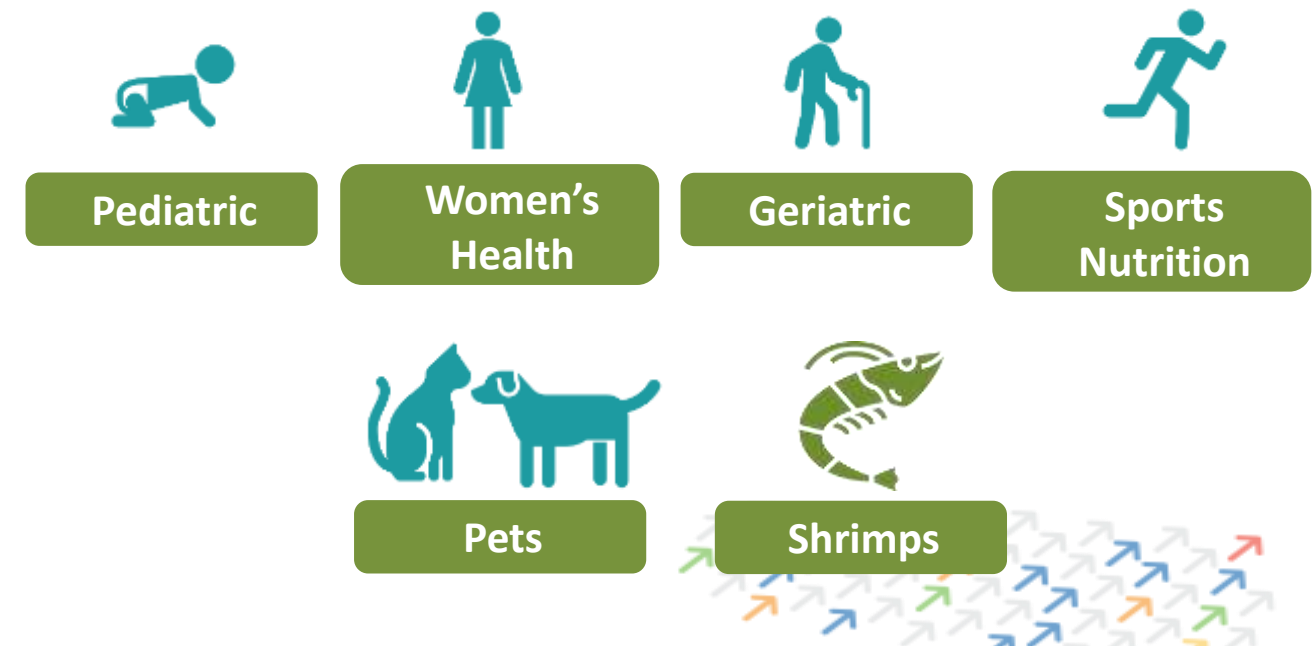
Nutritional Science: Prebiotics - Key application segments

General health application across Food segments
: For fiber addition + Sugar reduction



- Prebiotics like FOS (made by TCL) which is naturally sweet, also double up as a sugar reducer.
- From Indian Peda to Protein powders, the Ingredient is versatile and finds application in multiple food segments

Targeted Health applications across life stages
: Prebiotics for gut and digestive health



- From Infant Milk Powders to Sports Nutrition products, Gut microbiome modulation applications are seen for specific health benefits for life segments
- Beyond Human, It supports Animal health too especially as an alternate to antibiotics usage



Nutritional Science: TCL Opportunity

Opportunity

- TCL estimates global market to reach USD 8.5 billion by FY25
- Beyond global markets, Prebiotics opens up a bigger market in India with application as low calorie health food for Diabetics
- Diverse application segments open up customer segments: Human health, Animal health, skin health, oral health

TCL Advantage

- In-house developed Fermentation process biotech based technology, touted as one of the sustainable technologies for the future
- New facility dedicated for fermentation based products; State of the art facility with world class equipment, global manufacturing standards plus environmentally sustainable (zero liquid discharge, no use of fossil fuels, solar powered partially)
- Ability to offer an innovative ingredient that has application across several food formats. TCL supports customers with food tech team with prototypes and recipes.
- Long-term opportunity to expand into other fermentation product lines plus Microbiome solutions with a focus to grow the business internationally

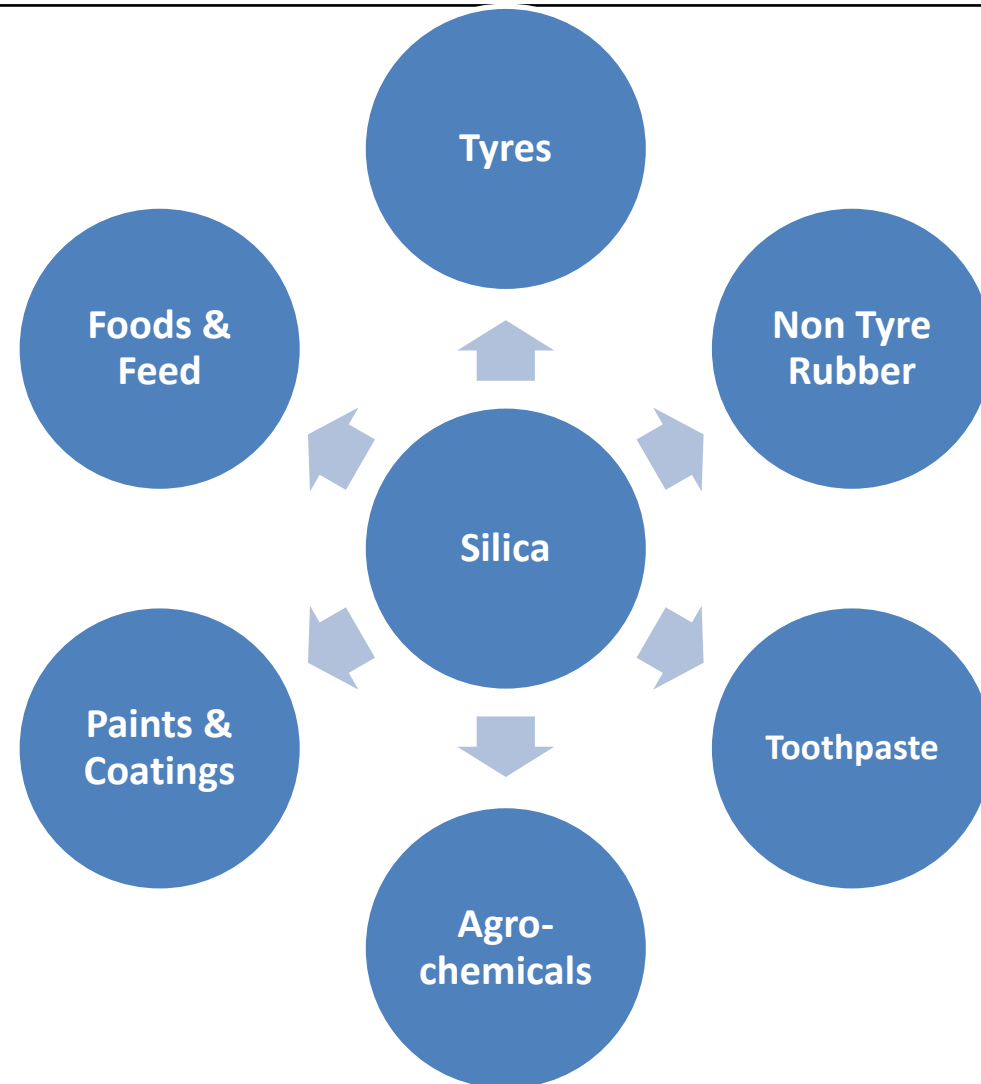
Progress

- Board Approval: Rs 270 Cr in Feb 17
- Secured Land from Government of Andhra Pradesh for setting up Manufacturing Facility
- Started trial run. Initial capacity of 5,000 MTPA



Material Science: Silica Opportunity

KEY APPLICATION SEGMENTS

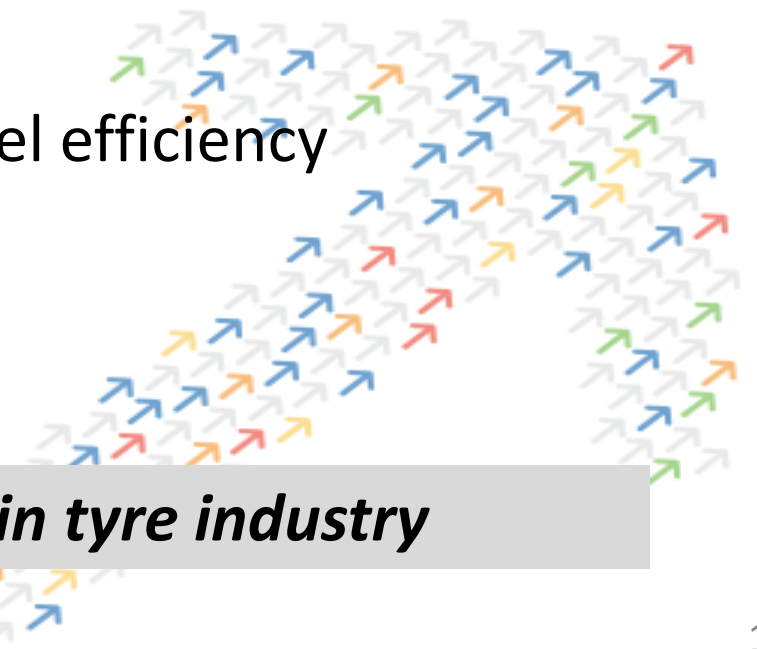


Key Focus Industry: Tyre Industry

Key application of HDS is in Tyre Industry.

A product that improves overall tyre performance, i.e.

- Improves rolling resistance
- Better wear and tear
- Improves vehicle's fuel efficiency



HDS is expected to witness double digit growth, driven by adoption in tyre industry

Material Science: Silica Opportunity

Opportunity

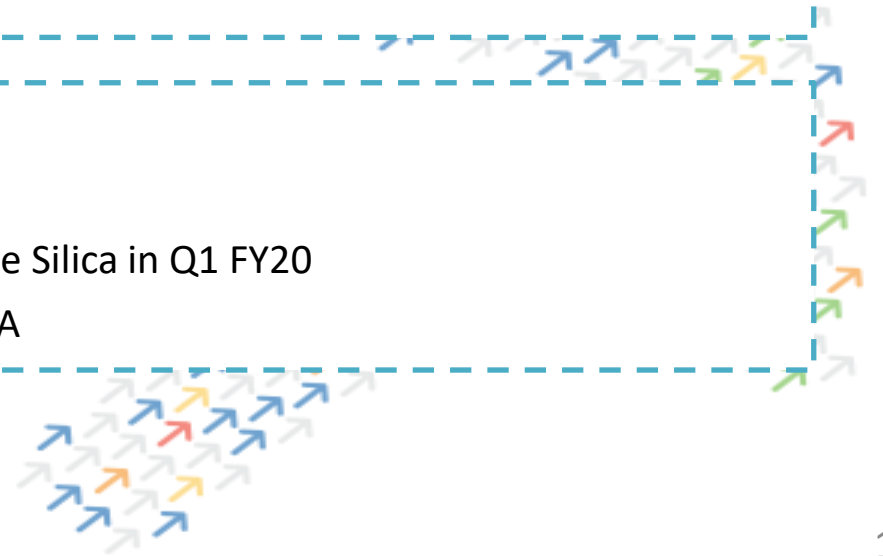
- TCL estimates Indian market to reach approximately 125 k T/A.
- Could witness inflection in growth, driven by tighter emission norms
- Other applications include coatings, pesticides and oral care

TCL Advantage

- Product proven at one of the leading / major tyre manufacturer in India.
- Conventional Silica & Highly Dispersible Silica is under testing and approval stage at multiple tyre manufacturers.
- Stringent qualification process takes 18-24 months; **may act as an entry barrier**
- Multiple sources of differentiation:
 - Priority platform for HDS Technology: Cutting edge for customising products
 - Reliable and Consistent Product Quality: Infrastructure, Process and People
 - Customer Proximity: Only silica plant in South India
- Long-term opportunity with a focus to grow the business internationally.

Progress

- Board Approval: Rs 295 Cr in Feb 17
- Acquisition of Allied silica Limited (part of Rs 295 Cr)
- Completed trial run in Q4 FY19 & started trial production of food & rubber grade Silica in Q1 FY20
- Expect to start commercial production in Q4 FY20, with capacity of 10,000 MTPA



Specialty Products: Updates

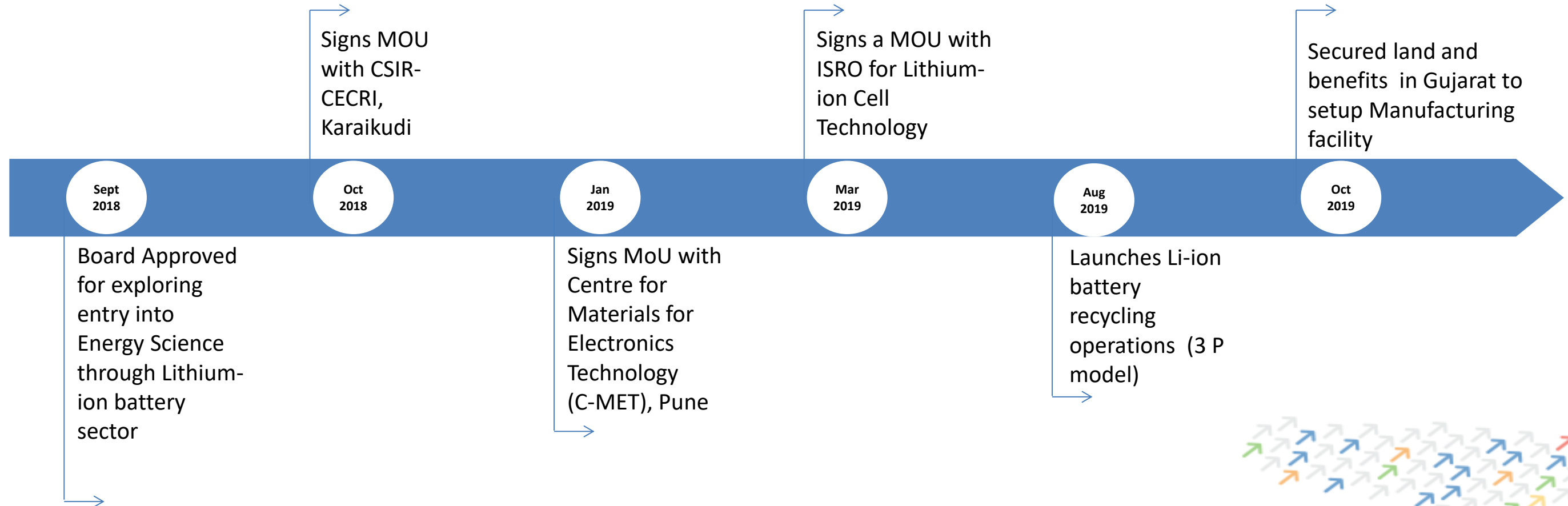
Nutritional Science: Nellore



Material Science: Cuddalore



Energy Science: Business Updates



Actively in discussion with couple of Technology suppliers for joint venture, for setting up new manufacturing facility

Accelerating **focussed growth**



Q2 Sept 2019 Financial Updates

Key Highlights

Revenue from Operations

Standalone : For Sept 19 Quarter : ₹ 1,021 Cr, up by 1 % | For period ended September 19: ₹ 2,052 Cr, up by 2 %

Consolidated : For Sept 19 Quarter : ₹ 3,084 Cr, up by 4 % | For period ended September 19: ₹ 5,980 Cr, up by 5 %

Net Profit for the Company (Continuing & Discontinued Operations)

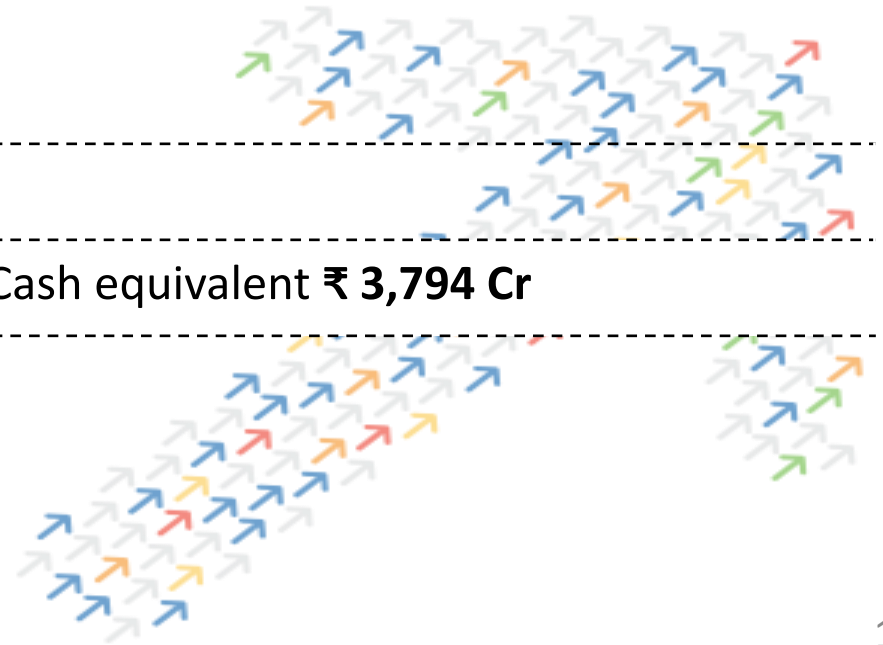
Standalone : For Sept 19 Quarter : ₹ 294 Cr, down by 1 % | For period ended September 19: ₹ 548 Cr, down by 2 %

Consolidated : For Sept 19 Quarter : ₹ 437 Cr, up by 7 % | For period ended September 19: ₹ 718 Cr, up by 6 %

Borrowing and Cash Position

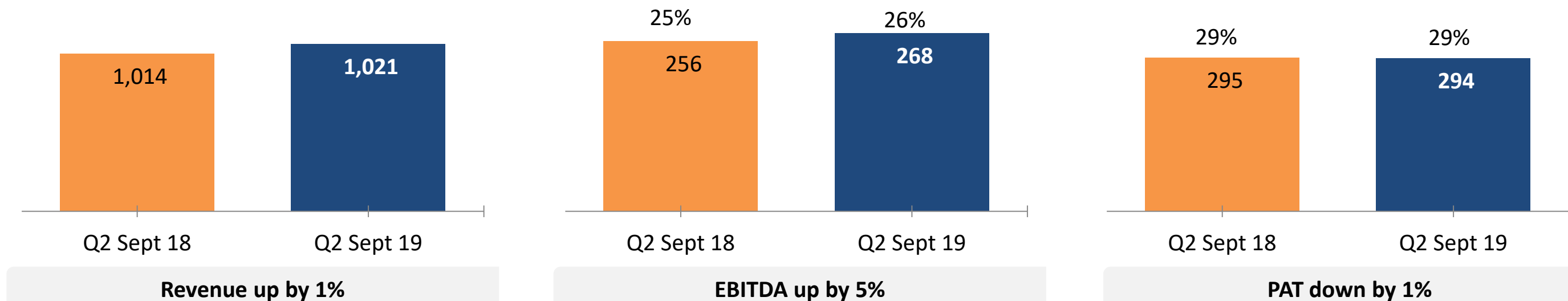
In Standalone books net borrowings is **Cash Positive**

In Consolidated books net borrowings (including Lease Liabilities) stood at ₹ 2,256 Cr, Cash and Cash equivalent ₹ 3,794 Cr

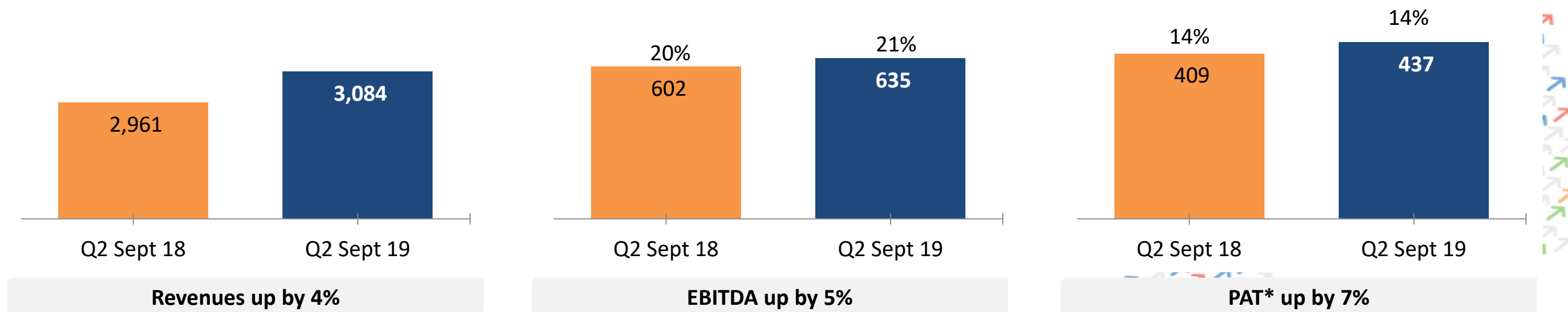


Financial Updates: For the Quarter September 2019

Standalone (₹ Cr)



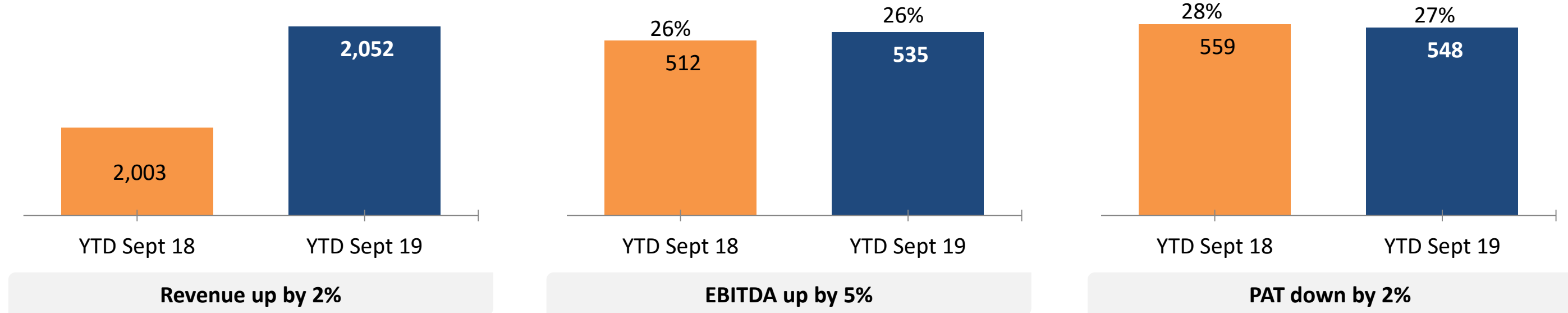
Consolidated (₹ Cr)



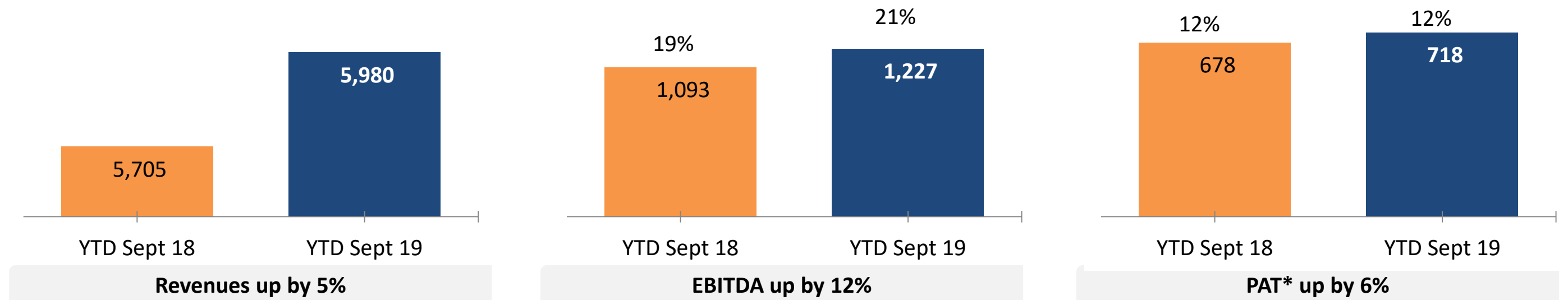
Note: PAT includes Continued Operations, after Share in JV & associates & before NCI

Financial Updates: For the Period ended September 2019

Standalone (₹ Cr)



Consolidated (₹ Cr)



Note: PAT includes Continued, after Share in JV & associates & before NCI

Financial Updates: Balance Sheet as at September 2019

Rs Cr	Consolidated		Standalone	
	30-Sep-19	31-Mar-19	30-Sep-19	31-Mar-19
Non - Current Assets	19,717	18,807	10,030	9,528
Inventories	1,643	1,726	658	628
Investments	2,324	2,252	2,092	2,146
Trade Receivables	1,641	1,453	164	185
Cash and Cash Equivalent	1,493	1,952	667	1,101
Others Current Assets	633	716	364	410
Assets Classified as held for Sale	6	-	-	-
Total Assets	27,457	26,905	13,975	13,998
Equity & Reserves	12,683	12,341	12,048	11,796
Non - Controlling Interests	2,992	2,915	-	-
Non-Current Liabilities	2,943	2,917	321	304
Borrowings (Non Current) / Lease Liabilities	3,457	4,783	23	13
Borrowings (Current)	164	352	-	1
Trade Payables	1,563	1,475	480	569
Others Current Liabilities	3,655	2,121	1,103	1,315
Liabilities associated with assets classified as held for Sale	-	-	-	-
Total Equities and Liabilities	27,457	26,905	13,975	13,998

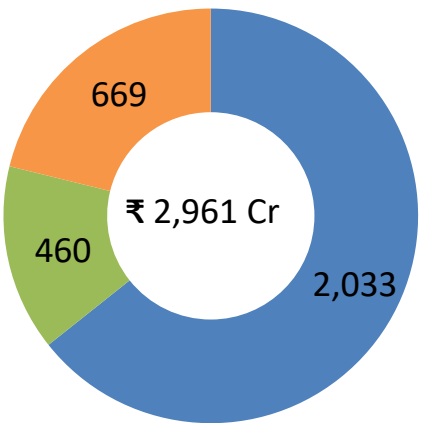
Segment Revenues and Results

Consolidated

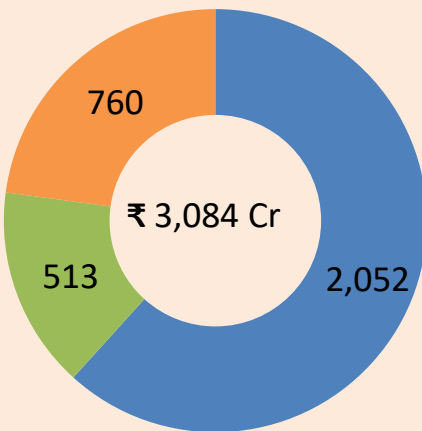
*Excludes Inter Segment Revenue of ₹ 247 Cr (PY ₹ 207 Cr) & Unallocated Revenue of ₹ 5 Cr (PY ₹ 7 Cr)

Revenues*

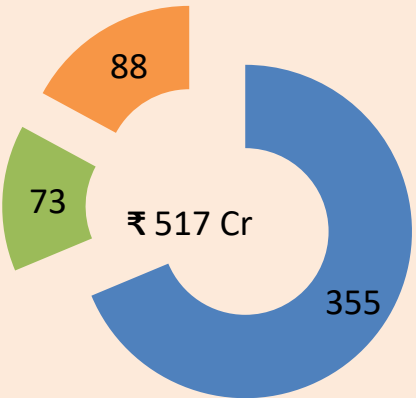
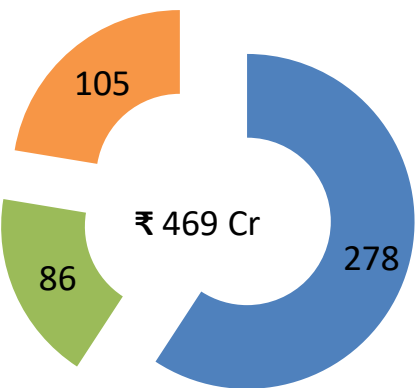
Q2 Sept 2018 (₹ Cr)



Q2 Sept 2019 (₹ Cr)



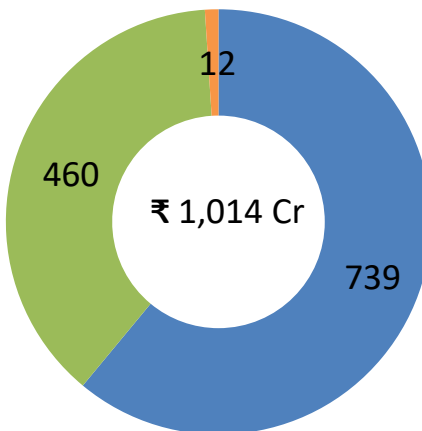
Results



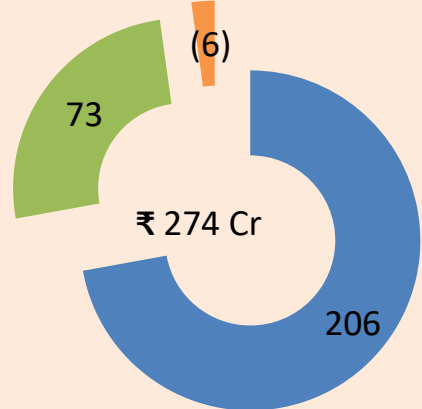
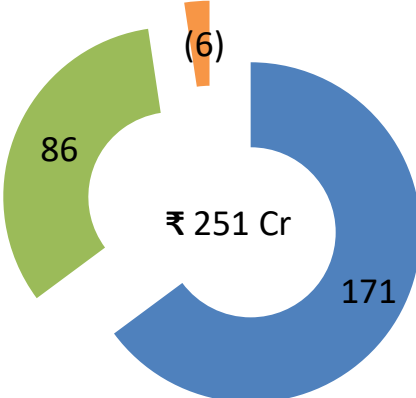
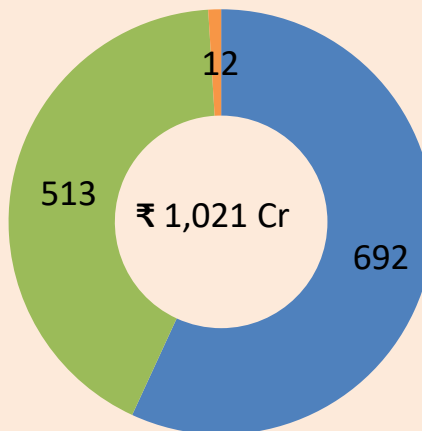
Standalone

*Excludes Inter Segment Revenue of ₹ 197 Cr (PY ₹ 200 Cr) & Unallocated Revenue of NIL (PY ₹ 4 Cr)

Q2 Sept 2018 (₹ Cr)

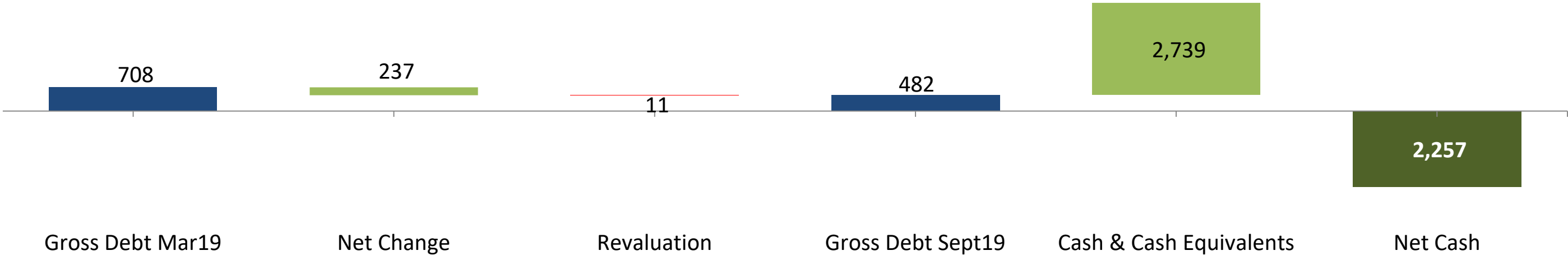


Q2 Sept 2019 (₹ Cr)

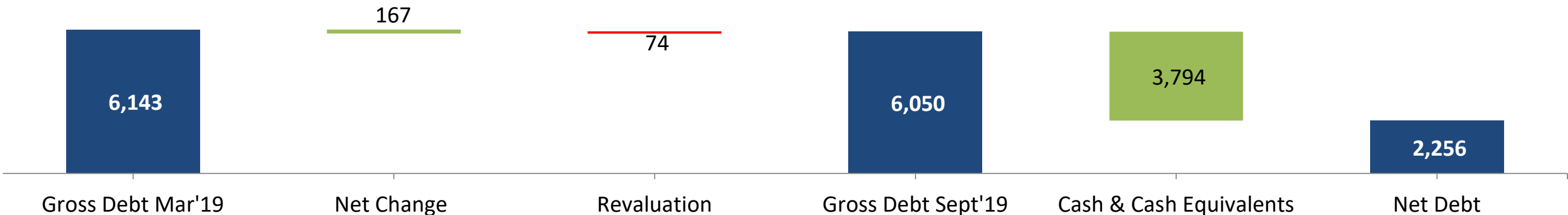


Borrowings Position as on September 2019

Standalone (₹ Cr)



Consolidated (₹ Cr)



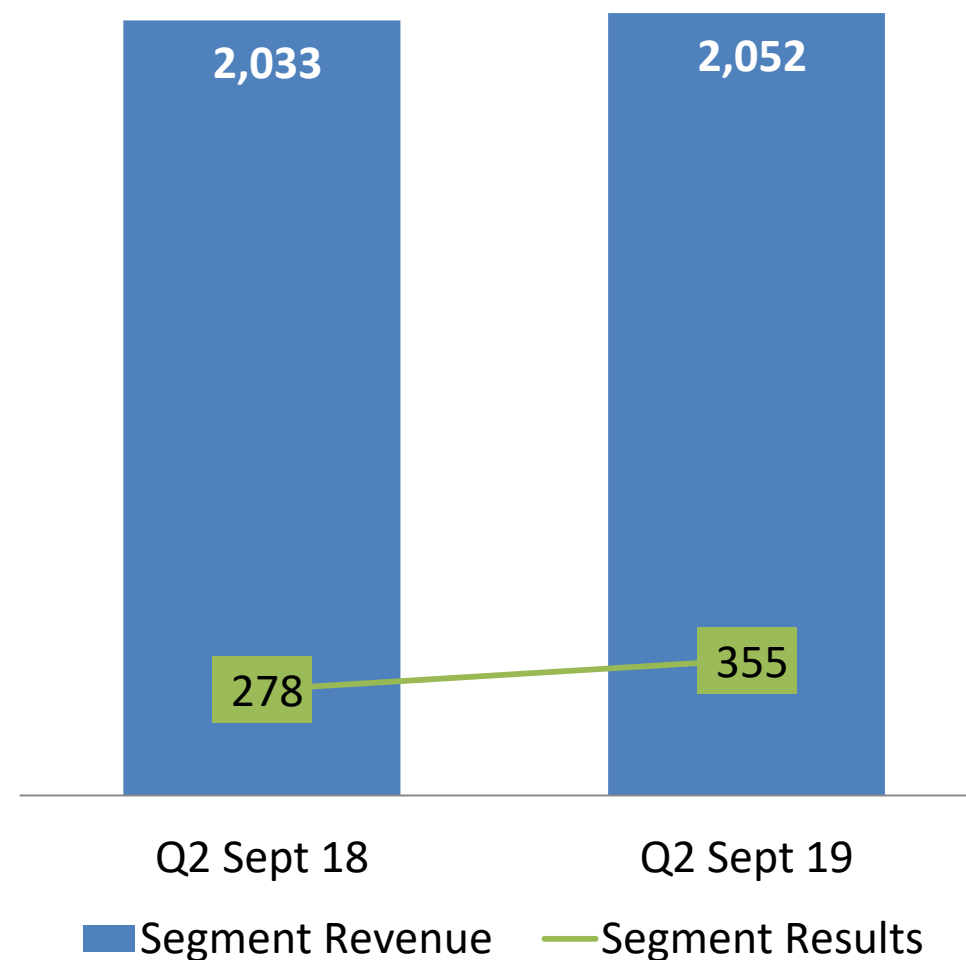


Segment: Basic Chemistry Products

- **TCL India:** Revenue at **₹692 Cr (down by 6%, vs PY ₹738 Cr)**, margins on the Soda ash continues to improve over PY, leading to Segment results at **₹206 Cr** (PY ₹171 Cr), despite lower production volumes by 17kts.
- **TCNA:** Revenue at **₹886 Cr (up by 3%, vs PY ₹858 Cr)**, due to improved sales volumes and better sales realization. EBITDA was at **₹186 Cr (up 9% vs PY ₹170 Cr)**.
- **TCE Group:** Revenue at **₹337 Cr (down by 5%, vs PY ₹353 Cr)**, due to lower sales & trading volumes. EBITDA was at **₹45 Cr (up by 36% vs PY ₹33 Cr)** on account of higher sales realization partly off set by higher manufacturing cost.
- **TCML:** Revenue at **₹139 Cr (up by 9%, vs PY ₹128 Cr)**, due to higher sales volumes and better sales realization. EBITDA was at **₹27 Cr (up by 108% vs PY ₹ 13 Cr)** on the back of improved efficiencies, lower input cost, lower fixed cost.

Segment Revenues & Results (₹ Cr)

Overall Segment Revenue at **₹ 2,052 Cr**, up by 1%
| Segment results at **₹ 355 Cr**, up by 28%



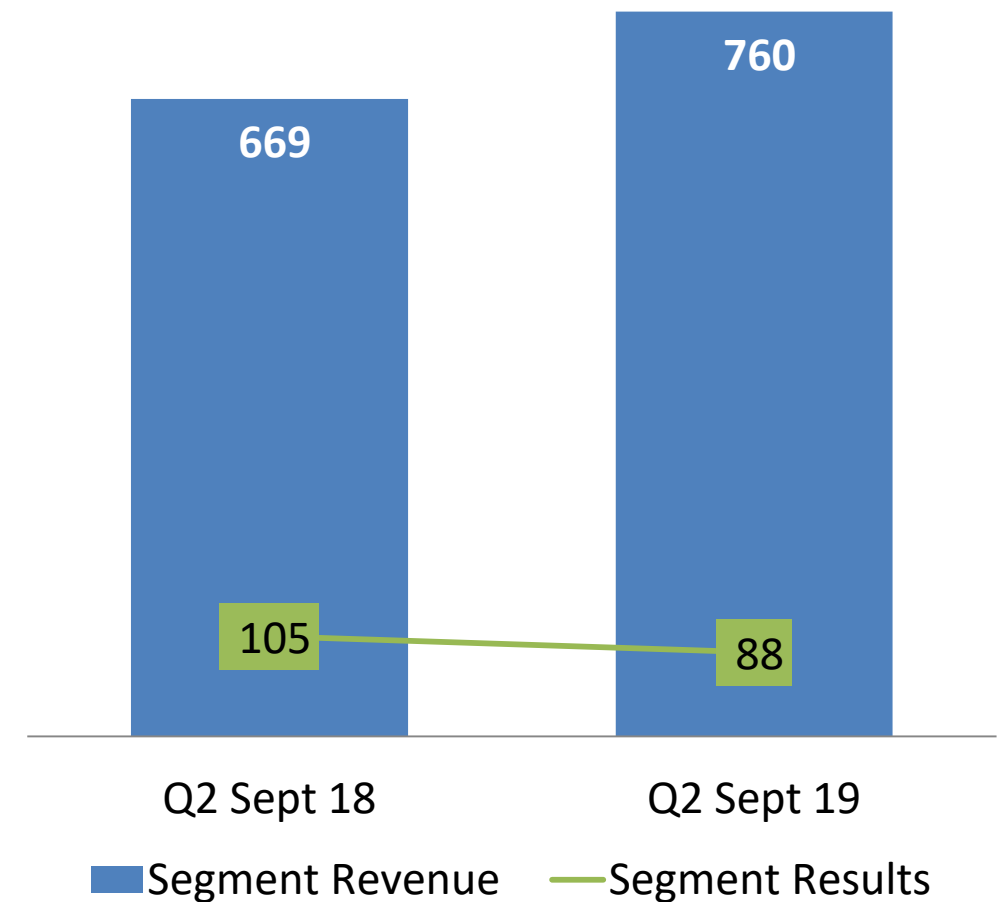


Segment: Specialty Products

- **Nutritional Solutions and Other Specialty products:** Revenues at ₹ 12 Cr vs PY ₹ 12 Cr. Margins were impacted on account of lower sales realization and higher marketing spend.
- As stated earlier, we are carrying out trial production at our Cuddalore facility and expect to start trial run at our Nellore facility during H2 of FY20. Both the projects are on track and as per schedule.
- **Rallis India Limited:** Revenue at ₹ 749 Cr, (up by 14%, vs PY ₹ 656 Cr), increase is primarily due to higher volumes and better realization from International business and Metahelix.
- EBITDA margin for the quarter impacted due to higher input prices and higher competitive intensity, in select products both in India and Internationally exerted pressure on the margins & profitability

Segment Revenues & Results (₹ Cr)

Overall Segment revenue at ₹ 760 Cr 14 %
| Segment Results at ₹ 88 Cr, down by 16%



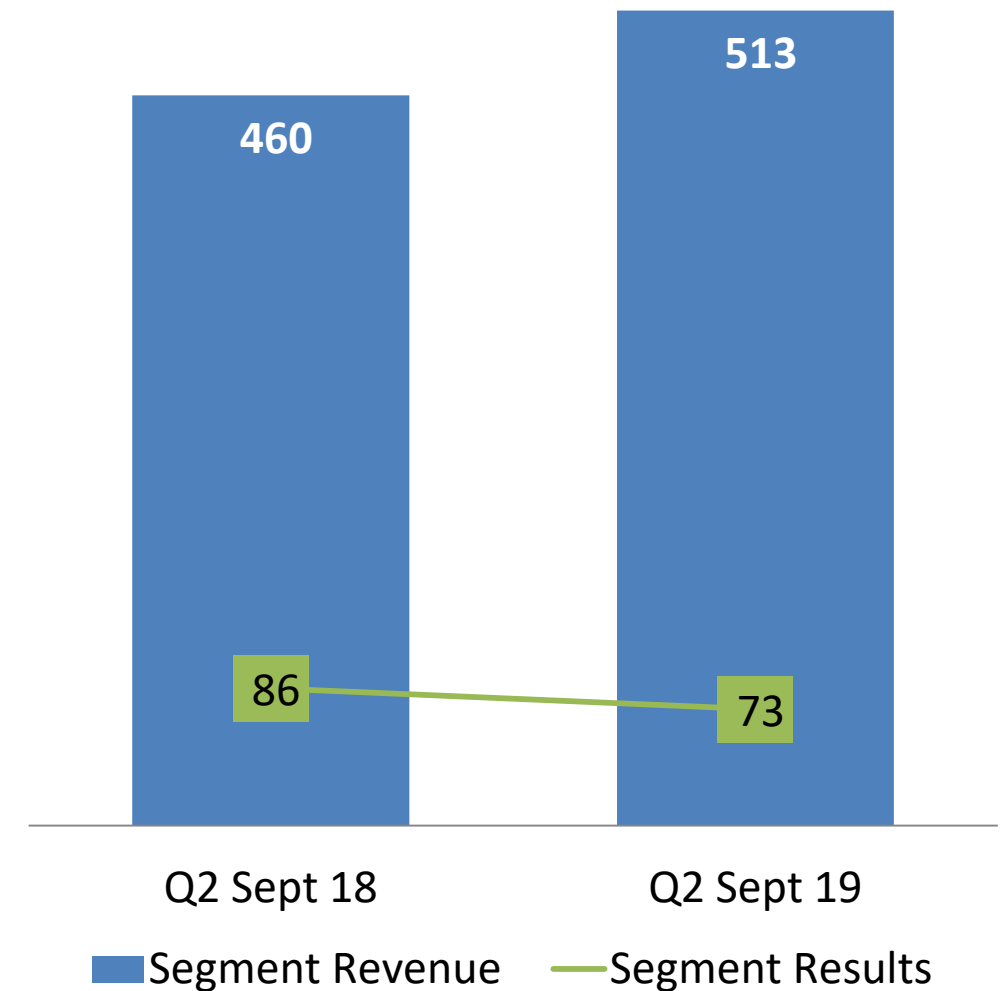


Segment: Consumer Products Business

- **Salt Business:** Tata Salt continues to maintain its leadership position in the branded salt segment with market share more than 25% in the overall edible salt market and ~65% market share in branded Salt market in India.
- Salt portfolio continues to go strong in the market with higher sales volumes (up 2% at 295 kts. Vs. PY 288 kts.). Margins were impacted due to higher marketing cost and other fixed costs.
- **Pulses and Spices:** Pulses and Spices portfolio continues to perform well with revenue growth of ~26% (vs PY), despite of strong competition from regional brands and unorganized market.
- **New products:** Tata Dx detergent, TATA Sampann Mixes, Poha and other products are well accepted in the market and getting good repeat customers. We continue to invest in brand building activity with the focus to enhance top of the mind awareness for all the products.

Segment Revenues & Results (₹ Cr)

Overall Segment Revenue at ₹ **513 Cr** 12 %
| Segment Results at ₹ **73 Cr**, down by 15%



Financial updates: Operating Entities

Statement of Profit and Loss (Continuing Operations) for the quarter ended Sept 2019

Units	TCL India		US		UK		Africa		Rallis		Consolidated*	
₹ Cr	PY	CY	PY	CY	PY	CY	PY	CY	PY	CY	PY	CY
Revenue	1,014	1,021	858	886	353	337	128	139	656	749	2,961	3,084
EBITDA	256	268	170	186	33	45	13	27	126	119	602	635
PBT	380	312	89	86	6	8	4	16	119	105	492	473
PAT	295	294	45	46	6	8	4	16	85	81	322	355

Statement of Profit and Loss (Continuing Operations) for the period ended Sept 2019

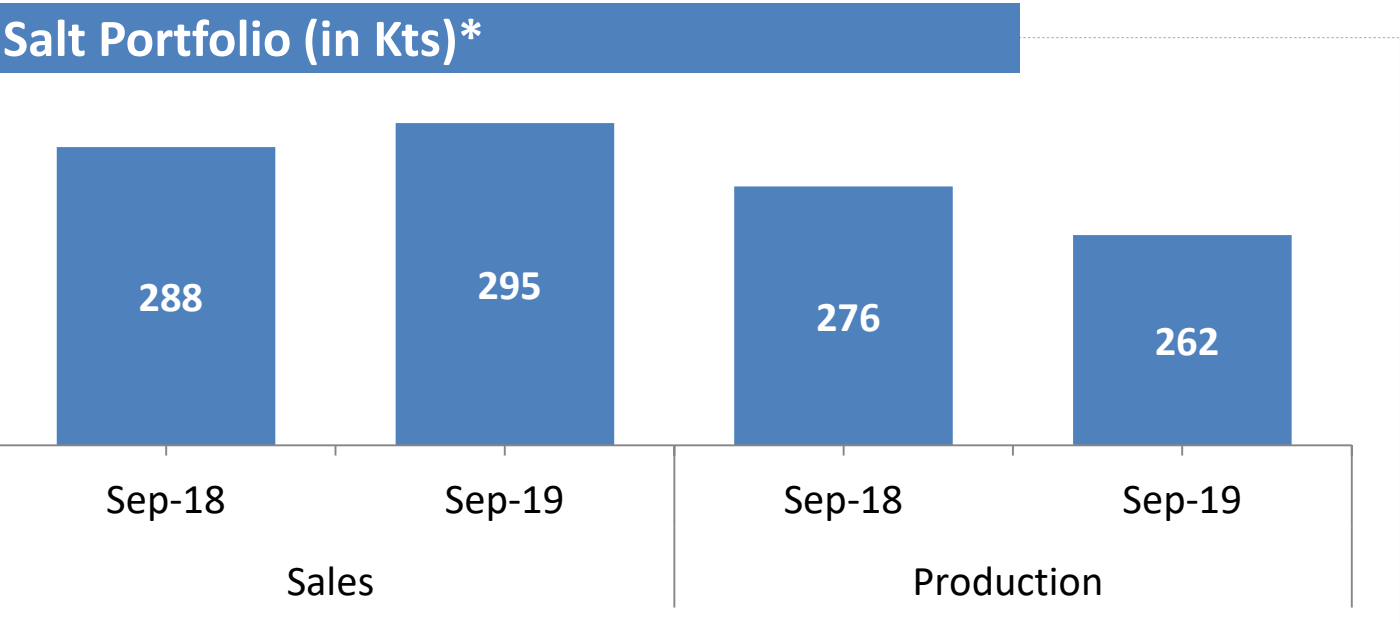
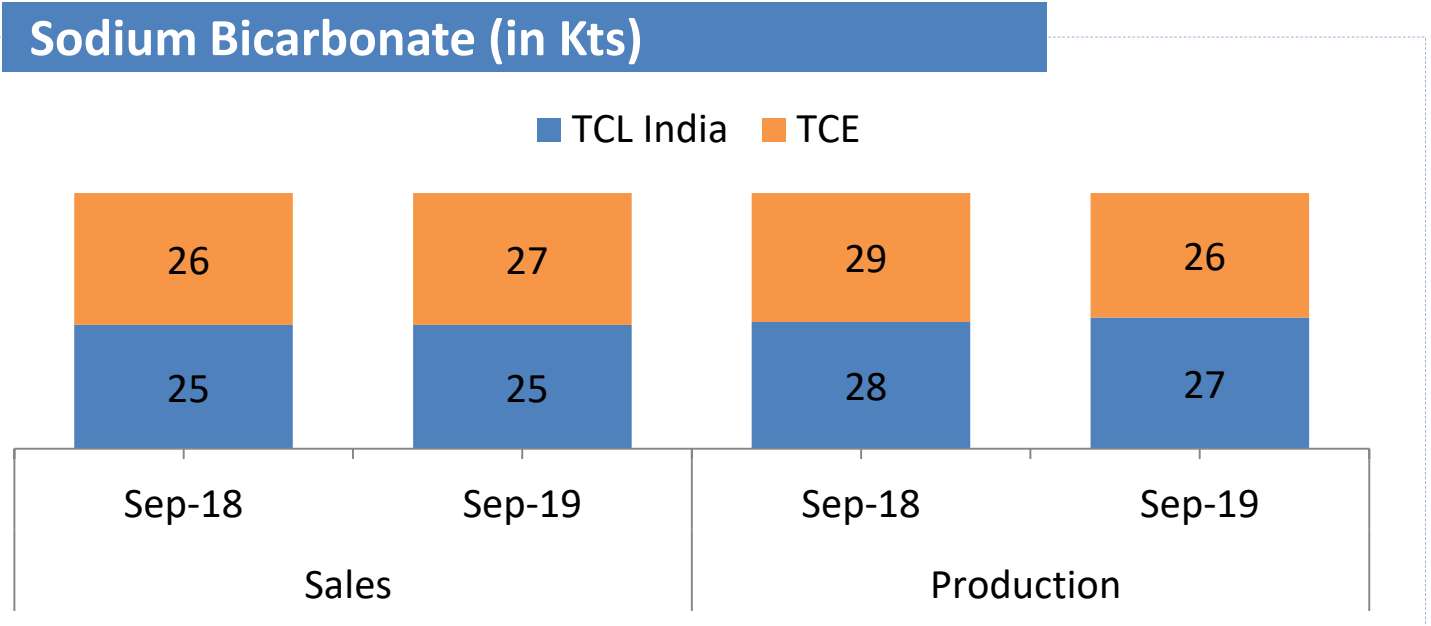
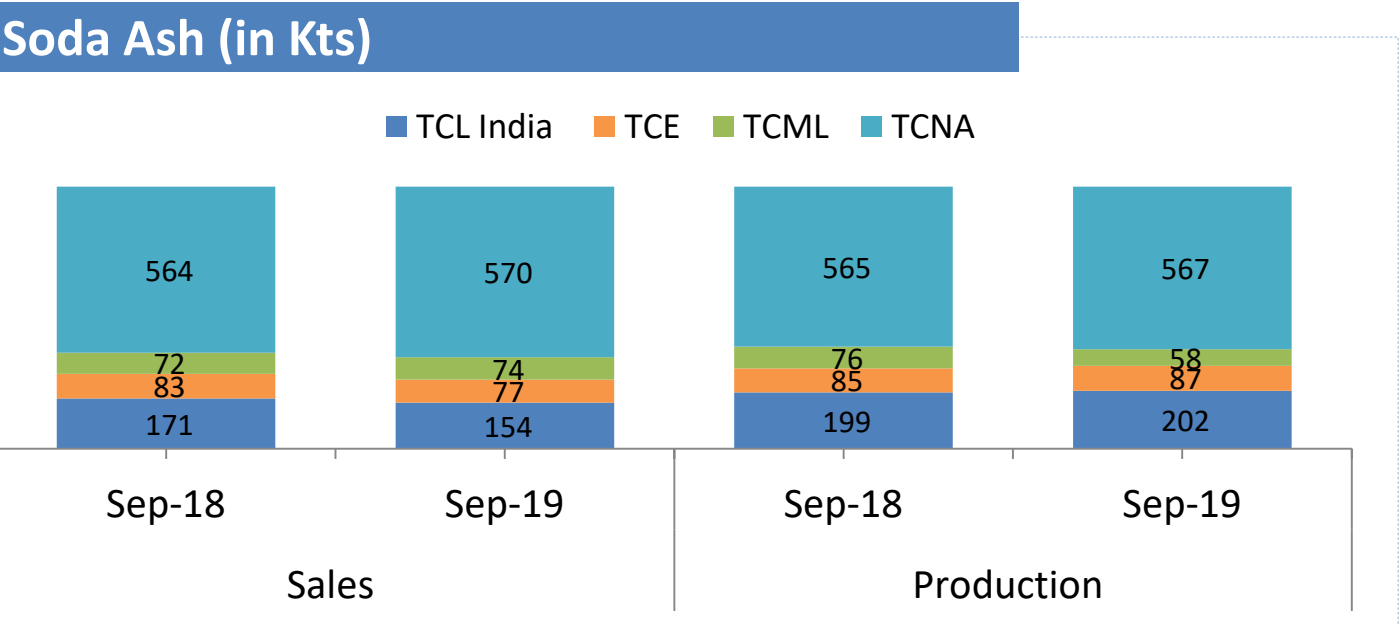
Units	TCL India		US		UK		Africa		Rallis		Consolidated*	
₹ Cr	PY	CY	PY	CY	PY	CY	PY	CY	PY	CY	PY	CY
Revenue	2,003	2,052	1,623	1,731	697	643	220	262	1,227	1,372	5,705	5,980
EBITDA	512	535	302	375	64	60	(2)	48	207	214	1,093	1,227
PBT	748	671	141	177	11	(7)	(21)	25	195	192	865	888
PAT	559	548	66	93	11	(7)	(21)	25	140	148	536	563

* Consolidated financials is after adjusting SPV & Consolidation adjustments

• PBT is after exceptional items & Share in JV and PAT (after NCI) for Equity Shareholders



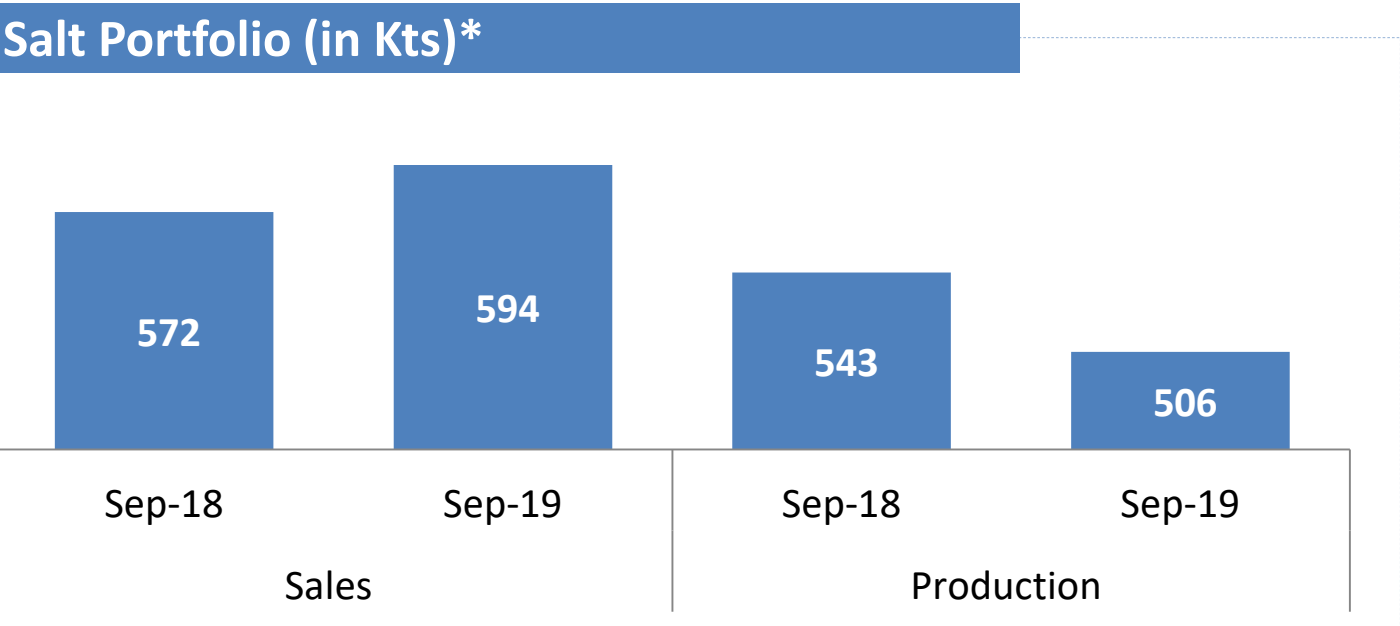
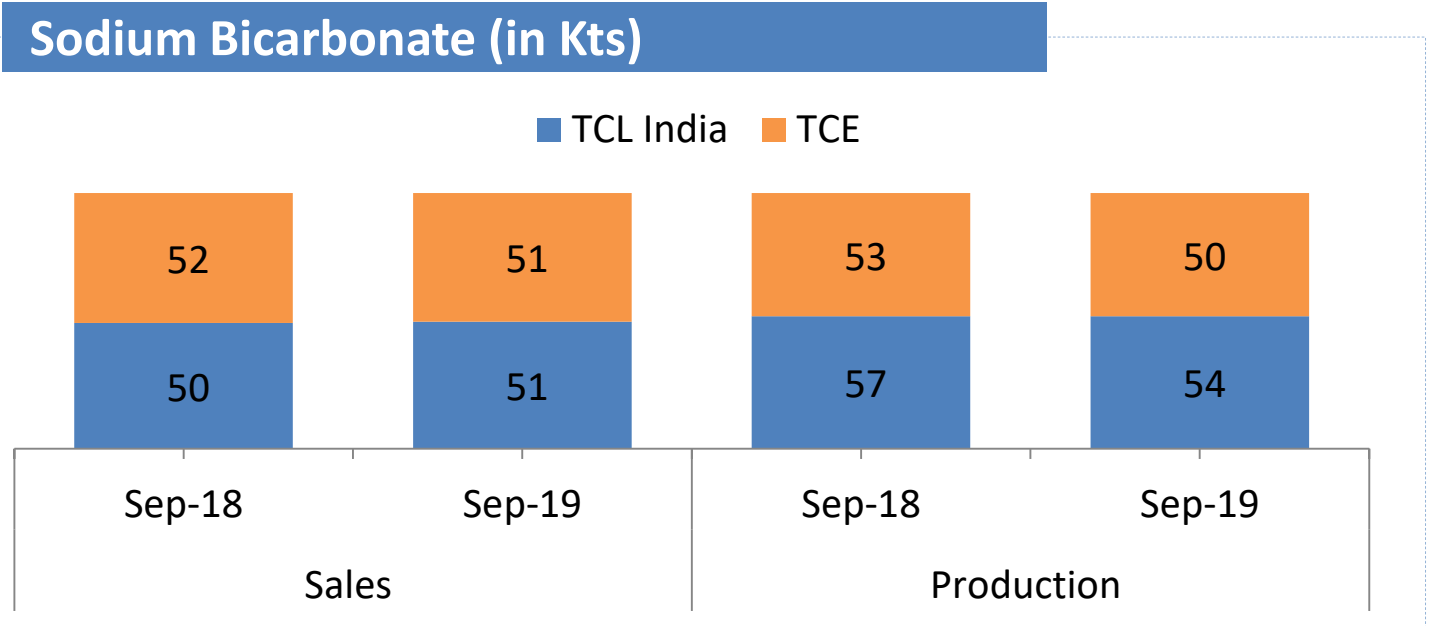
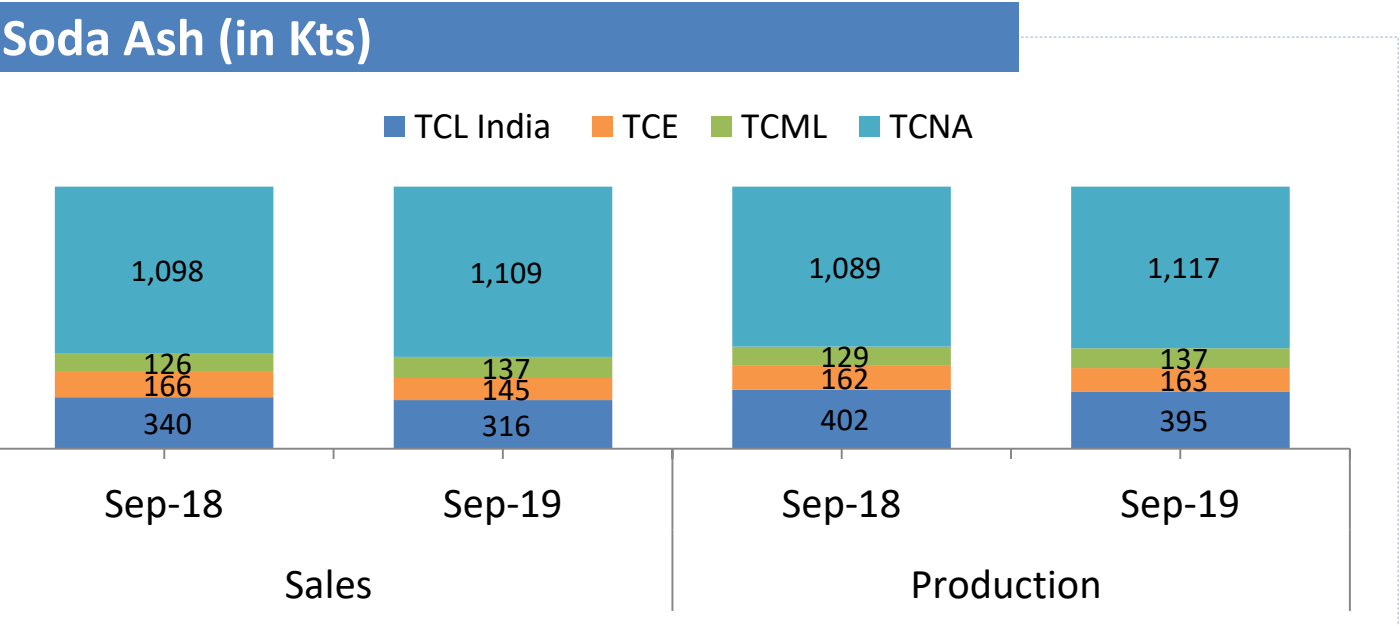
Volumes (for the quarter): Major Products



* Edible Salt



Volumes (for the half year): Major Products

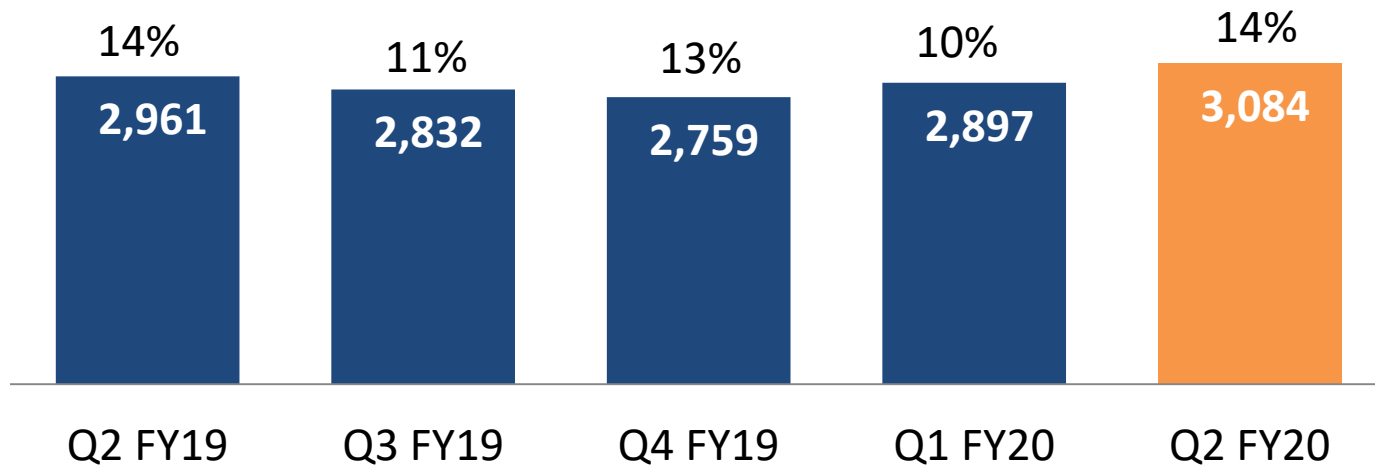


* Edible Salt

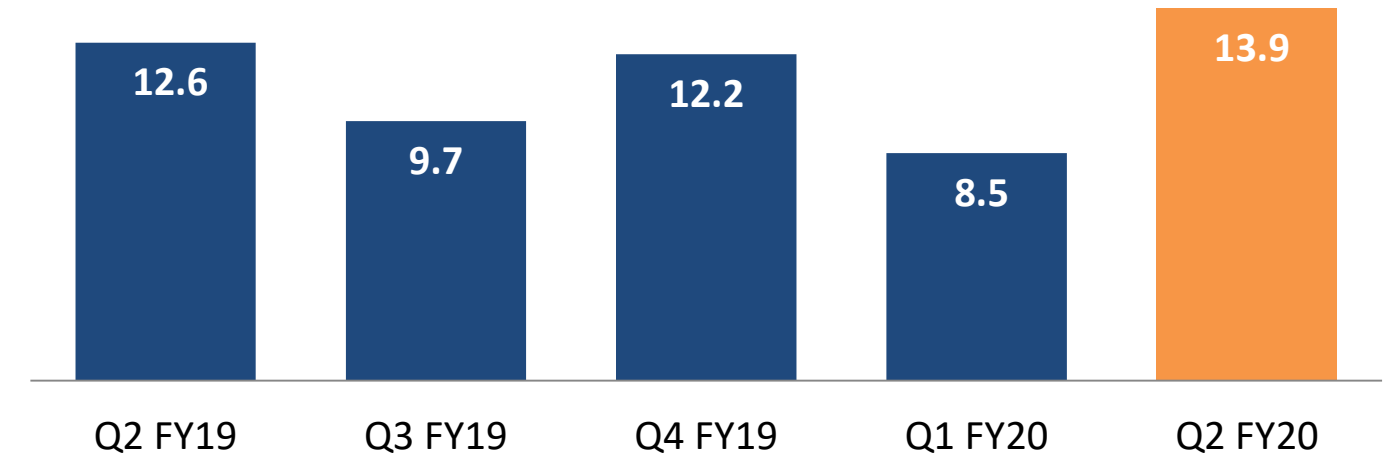


Additional Information

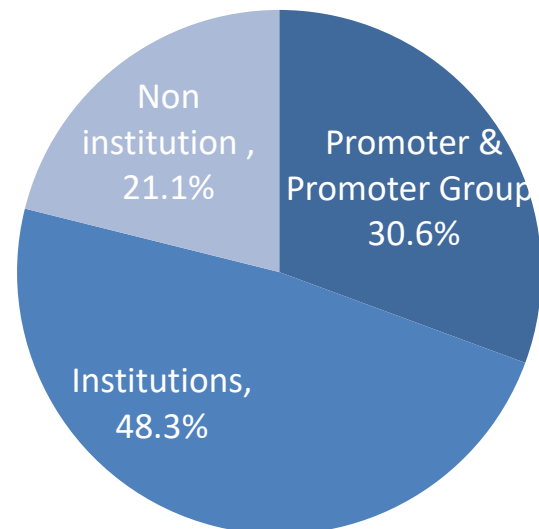
Revenues (₹ Cr) & PAT (%)



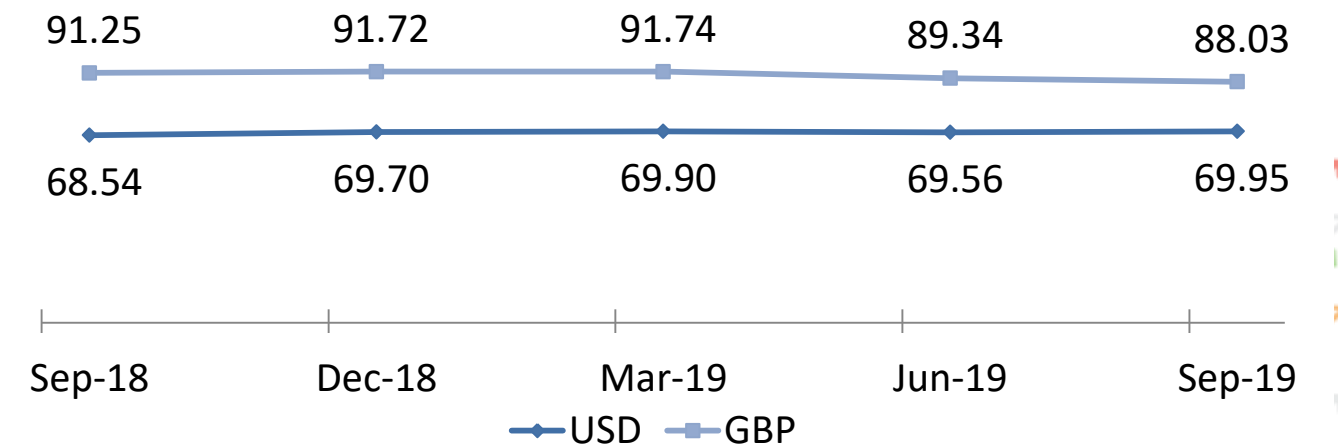
Earnings Price Per Share (in ₹)



Shareholding Pattern



Exchange rate (Average)



Accelerating **focussed growth**



For any question/queries please contact

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