



## Q3 FY16-17 Results

## Q3 FY16-17 FINANCIAL HIGHLIGHTS

Q3 FY1617			
Consolidated	CY	PY	% Change
Total Income from Ops	3,495	3,991	-12%
EBITDA	583	471	24%
PBT - Continuing Operations	360	259	39%
PBT - Discontinuing Operations	50	43	16%
PBT - Total	410	303	36%
PAT *	264	198	33%
EPS *	10.34	7.79	33%

Q3 FY1617			
Standalone	CY	PY	% Change
Total Income from Ops	1,909	2,430	-21%
EBITDA	322	270	19%
PBT - Continuing Operations	255	181	41%
PBT - Discontinuing Operations	50	43	16%
PBT - Total	305	224	36%
PAT *	210	164	28%
EPS *	8.24	6.46	28%

\* Nos for Continuing & Discontinuing Operations

## KEY PERFORMANCE HIGHLIGHTS

### Consolidated

- North American operations register increased production volume over previous year, benefiting from improved plant reliability.
- UK operations continue their improved performance on account of cost control and Kenya operations improves its product performance. Profit performance improves further across all units.
- Rallis registered improved performance with higher sales and operating margins, revenues up by 7%
- Consolidated net debt on 31<sup>st</sup> December was Rs. 5,883 Cr against Rs 7,830 Cr on 31 March 2016

### Standalone

- Sustained operational performance in the Soda Ash and Salt business
- Better margins due to change in sales mix and lower input cost in phosphate business, delivers profitability
- Sustained Operational excellence at Urea
- Overall improved working capital management
- On a standalone basis net debt on 31<sup>st</sup> December was Rs. 1,318 Cr against Rs 2,937 Cr on 31<sup>st</sup> March 2016

# INDUSTRY ESSENTIALS

- Indian Chemicals business continues to register steady performance, in spite of lower sales volumes
- North American operations show improved operating margins and output
- European operations continues to register good performance on the back of cost control measures
- Magadi improves product performance yielding better results



# INORGANIC CHEMICALS

Mithapur soda ash production and sales volumes

Particulars ('000 tonnes)	QE Dec16	QE Dec15
<b>Sales Volumes</b>	164	174
<b>Production Volumes</b>	199	202

Subsidiary Volumes

Particulars ('000 tonnes)	Sales Volumes		Production Volumes	
	QE Dec16	QE Dec15	QE Dec16	QE Dec15
<b>Europe</b>	123	127	94	85
<b>Africa</b>	68	72	78	86
<b>USA</b>	556	472	561	499

# LIVING ESSENTIALS

- Tata Salt was ranked as one of the Most Trusted Brand by the Brand Equity Survey.
- Encouraging response received for the newly launched products under the Tata Sampann brand
- Tata Salt remains the market leader in national branded segment

## Branded Salt

*\* Includes Tata Salt & i-shakti Salt*

Particulars ('000 tonnes)	QE Dec 16	QE Dec 15
Sales Volumes*	272	252
Production Volumes*	259	244



# FARM ESSENTIALS

- Normal monsoon rain led to good prospects for agriculture and healthy demand
- Focus on maintaining efficient operations and market driven product strategy at Haldia
- Better margins in urea business due to higher sales volume and working capital management

## Urea

Particulars ( <sup>'000</sup> tonnes)	QE Dec16	QE Dec15
<b>Sales Volumes</b>	348	309
<b>Production Volumes</b>	330	311

## Complex Fertiliser

Particulars ( <sup>'000</sup> tonnes)	QE Dec16	QE Dec15
<b>Sales Volumes*</b>	156	136
<b>Production Volumes</b>	161	45

\*DAP market serviced through inputs



Keya Muriya  
D: + 91 9819635036  
Email: [kmuriya@tatachemicals.com](mailto:kmuriya@tatachemicals.com)

**THANK YOU**