



February 5, 2019

The General Manager  
Corporate Relations Department  
BSE Limited  
Phiroze Jeejeebhoy Towers  
Dalal Street  
Mumbai – 400 001  
Scrip Code: 500770

National Stock Exchange of India Ltd.  
Exchange Plaza  
Bandra-Kurla Complex  
Bandra (E)  
Mumbai 400 051  
Symbol: TATACHEM

Dear Sir/Madam,

**Sub: Presentation for Analysts' Call**

**Ref.: Letter dated January 17, 2019 informing about Analysts' Call**

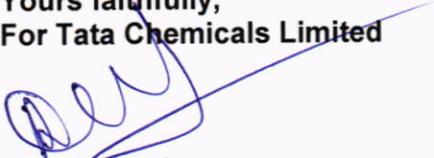
Further to our referred letter, please find enclosed presentation for the Analysts' Call scheduled on February 6, 2019.

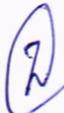
A copy of the presentation is also uploaded on the Company's website [www.tatachemicals.com](http://www.tatachemicals.com).

You are requested to take the same on record.

Thanking you,

**Yours faithfully,  
For Tata Chemicals Limited**

  
**Rajiv Chandan  
General Counsel & Company Secretary**

 Encl: As above

**TATA CHEMICALS LIMITED**

Bombay House 24 Homi Mody Street Fort Mumbai 400 001  
Tel 91 22 6665 8282 Fax 91 22 6665 8143/44 [www.tatachemicals.com](http://www.tatachemicals.com)  
CIN : L24239MH1939PLC002893



**Transform** **Grow**

Investors & Analyst Communication on Financial Results  
**Q3 & 9M ending 31 December 2018**

**Dated: : 5 February 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”*



## Key Highlights

### Revenue from Operation

- Consolidated at **Rs 2,832 Cr** (↑ by 10% vs. PY)
- Standalone at **Rs 1,019 Cr** (↑ by 12% vs. PY)

### Profit Before Tax, Exceptional items and Share of Profit from JV and Associate

- Consolidated at **Rs 326 Cr** (↓ by 10% vs. PY)
- Standalone at **Rs 189 Cr** (↑ by 1% vs. PY)

### Profit After Tax

- Consolidated at **Rs 219 Cr** (↓ by 60% vs. PY)
- Standalone at **Rs 128 Cr** (↓ by 16% vs. PY)

- Exceptional (Loss) / Gain of Rs **(28) Cr** for provision for increase in UK pension Liability vs. **Rs 60 Cr** for actuarial gain in post retrieval medical plan in TCNA for previous year
- Deferred (exceptional) tax gain in TCNA **NIL** for Current year vs. **Rs 247 Cr** previous year

### Net Debt position

- Consolidated Rs 2,103 Cr (↑ Rs 243 Cr over Mar18)
- Standalone continues to be **Net Debt Free**

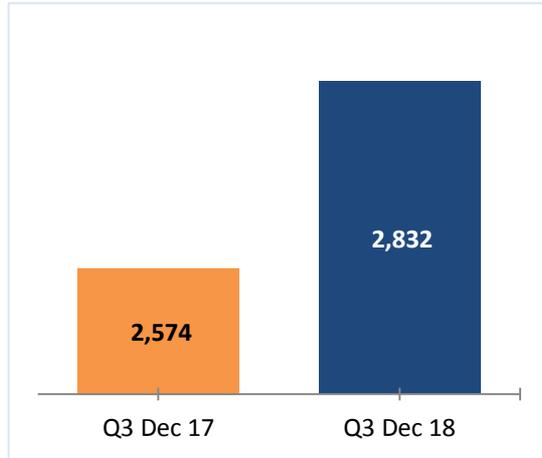
### Cash & Equivalent position

- Consolidated position **Rs 4,047 Cr**
- Standalone position **Rs 3,237 Cr**

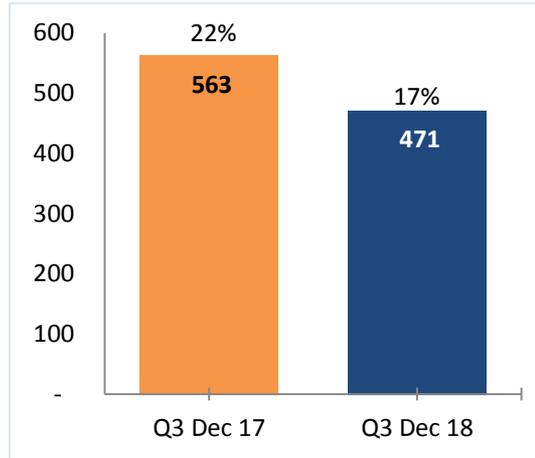
## Financial Performance: 3 months ended Dec18 (Q3 Dec - FY2019)

Continuing Operations Only

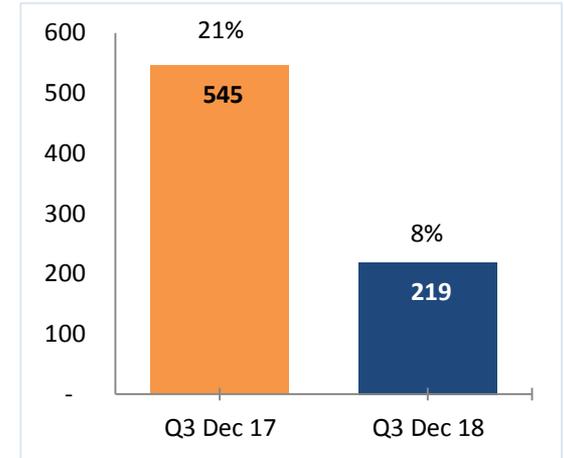
Consolidated



Revenue

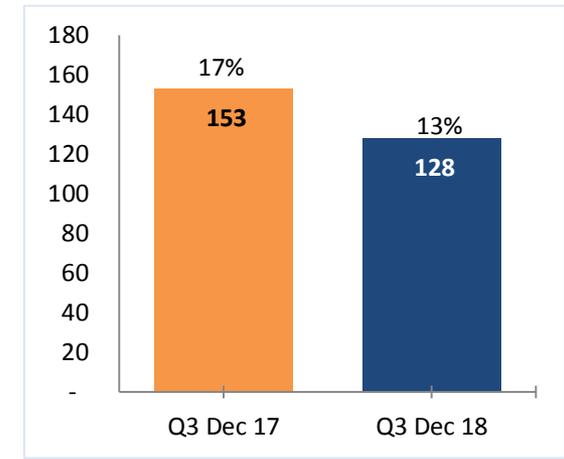
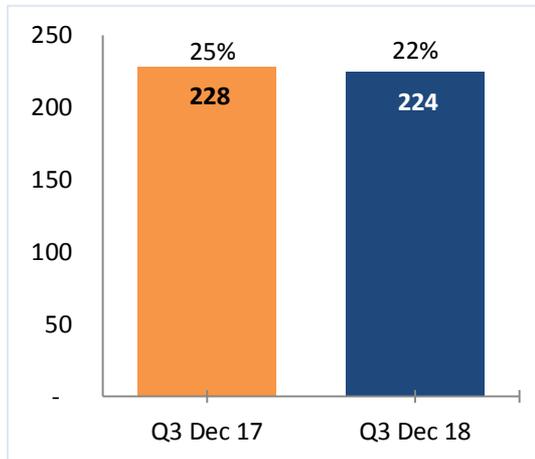
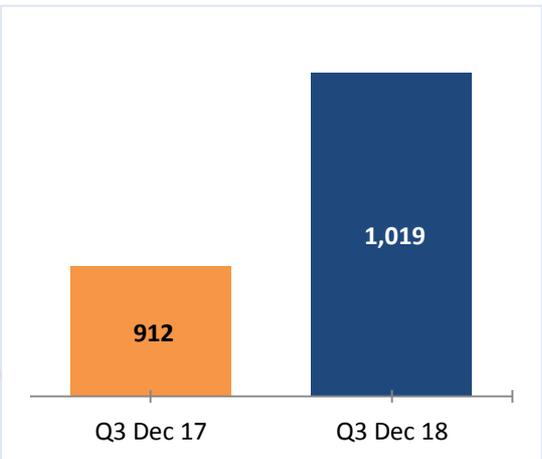


EBITDA



PAT

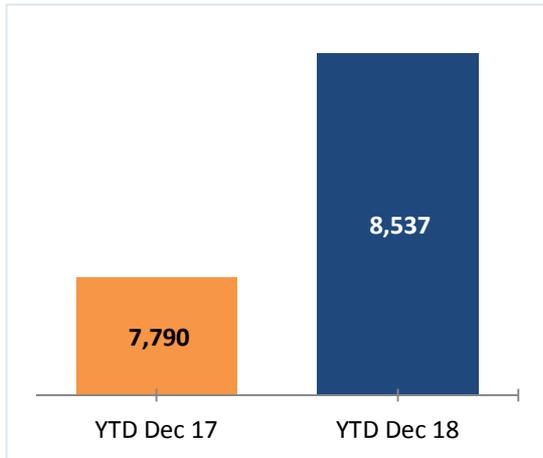
Standalone



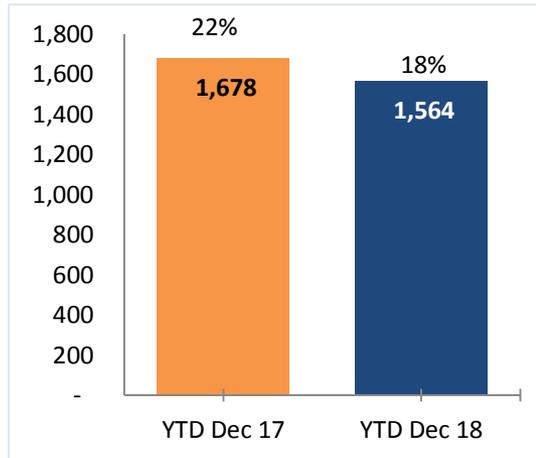
# Financial Performance: 9 months ended Dec18 (YTD Dec - FY2019)

Continuing Operations Only

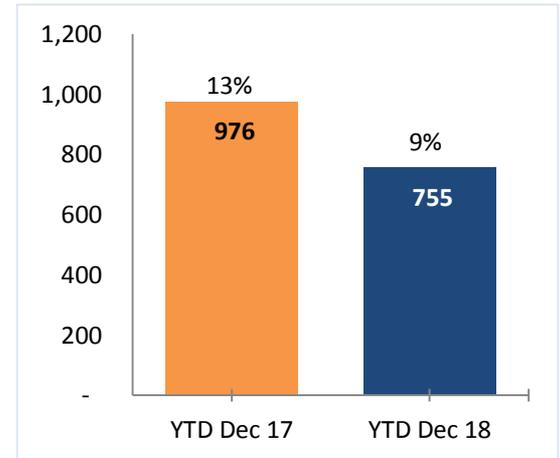
Consolidated



Revenue

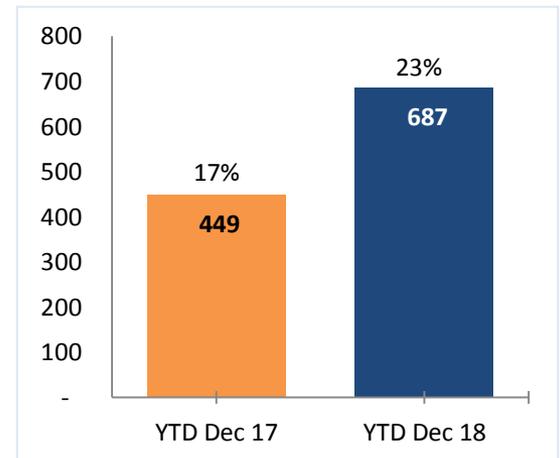
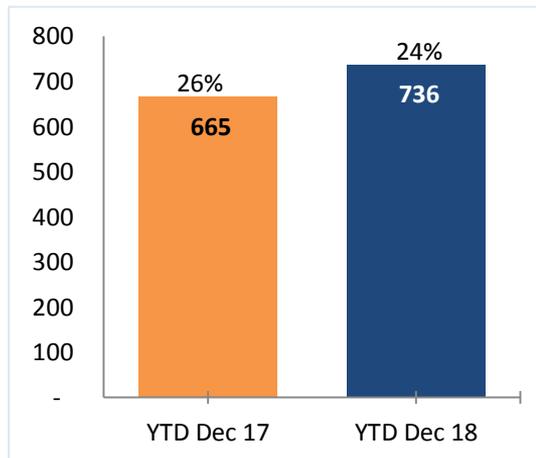


EBITDA



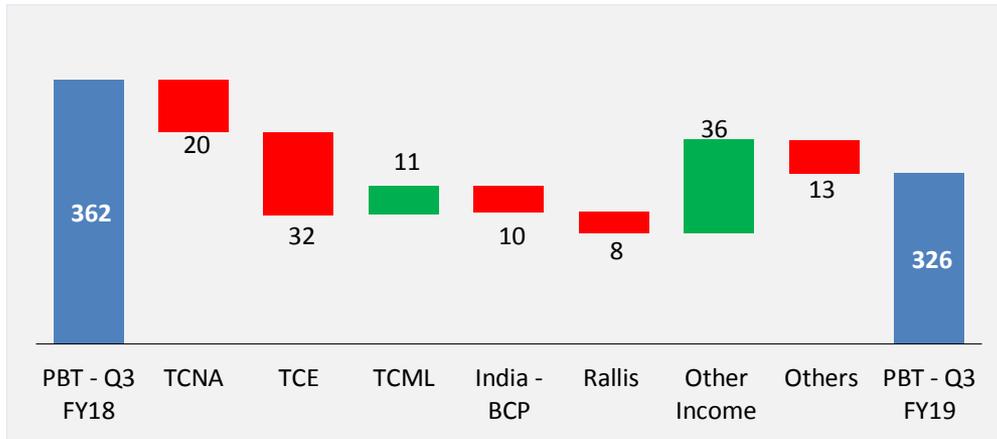
PAT

Standalone

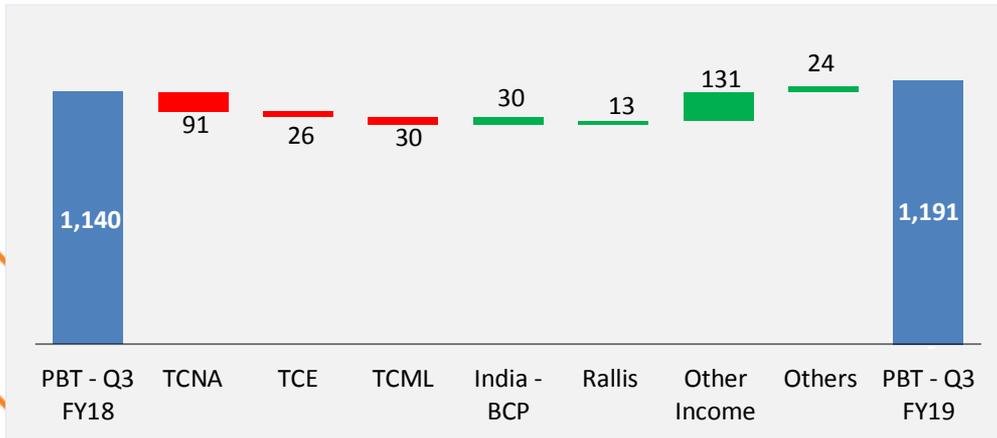


## Financial Performance: PBT – Reconciliation

Q3 Dec 18 – Rs Cr



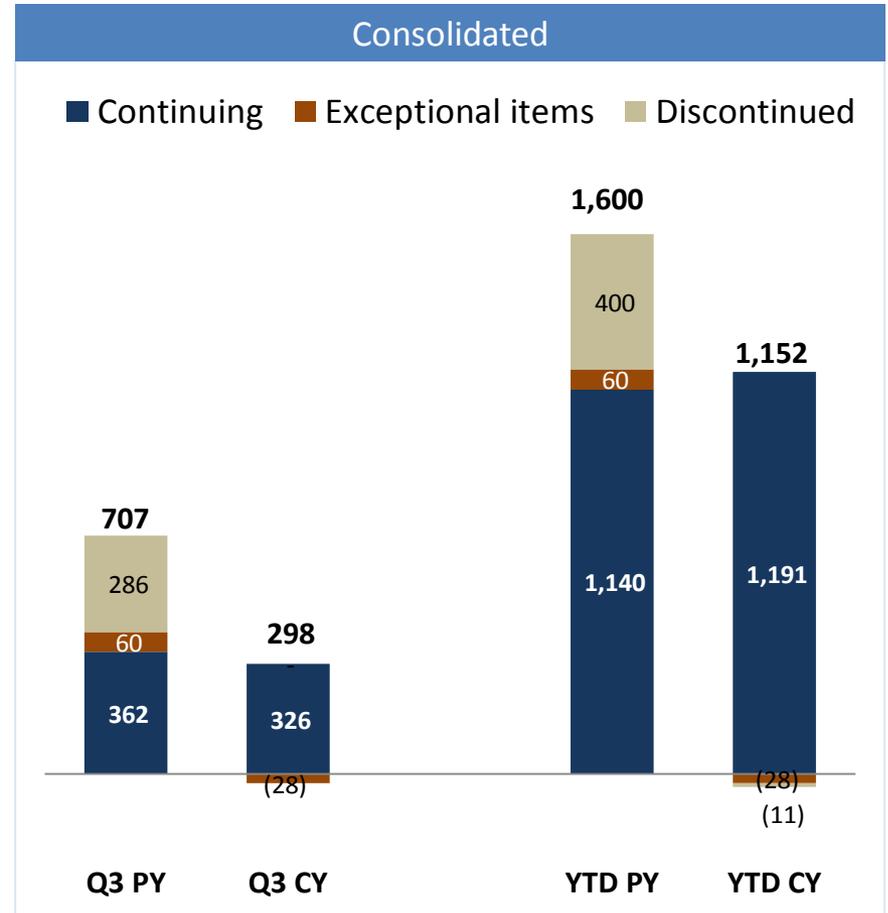
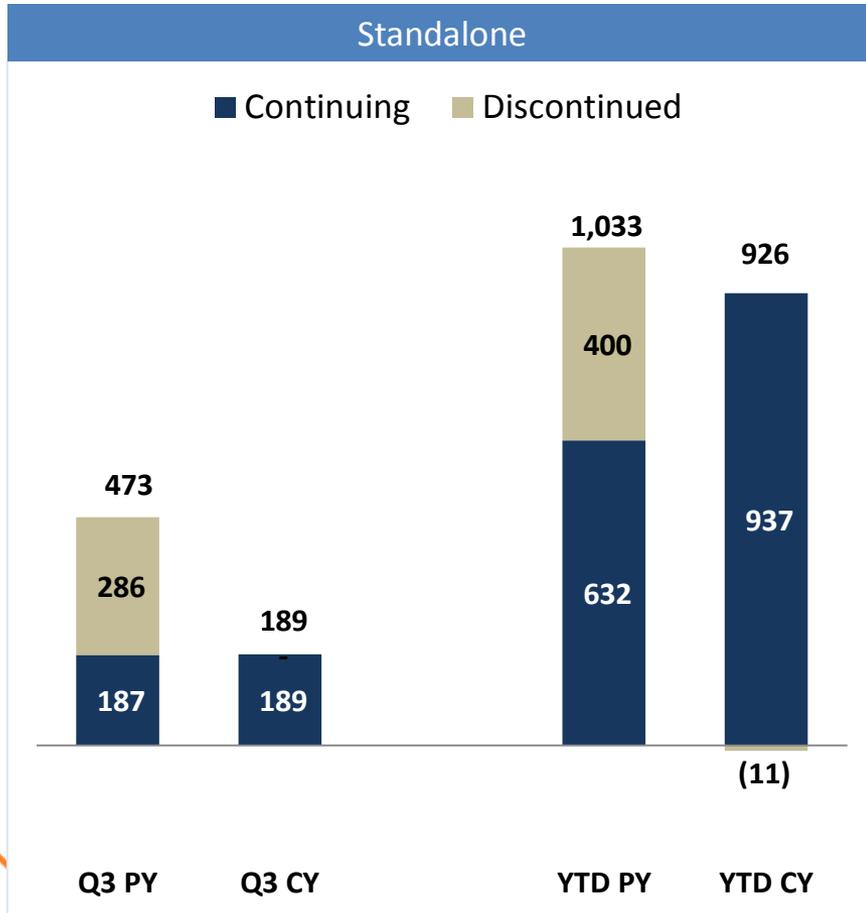
YTD Dec 18 – Rs Cr



- TCNA:** Lower Production & impact of power outage (Rs 22 Cr), lower average selling price (Rs 22 Cr) and additional energy cost (Rs 8 Cr). Sales and Production volumes were higher vs. Q2.
- TCE:** Adverse Salt sales mix with higher energy / production costs
- TCML:** Higher Soda Ash volumes with improved sales realization
- India:** Higher energy cost vs. previous quarter. Margins improving over Q2. On YTD Dec18 level, margins improved due to increased selling price.
- Other Income:** Recognizing income from surplus cash

PBT is before Exceptional Gain, share of profit from JV and Associate  
 Other Income is excluding Ex Rate impact on Pref Shares

## Financial Performance: PBT before share of Profit / Loss from JVs



\*PY PBT includes Gain of Rs 60 Crs at US [Medical benefit Rs 78 Crs & Severance costs (18) Crs]

\*\* CY PBT includes GMP impact on UK Pension Rs (28) Crs

## Financial Performance: PAT – Reconciliation

Rs Cr	Q3 FY18	Q3 FY19	YTD FY18	YTD FY19
Reported PAT	831.6	266.3	1,492.3	936.8
PAT from Discontinued Operation	213.6	-	288.2	(8.0)
Deferred Tax Credit in TCNA	246.6	-	246.6	-
Exceptional (Loss) / Gain	-	-	-	-
US actuarial gain on amendment in medical benefit plan	59.6	-	59.6	-
Increase in Provision for UK Pension Liability	-	(27.5)	-	(27.5)
<b>Adjusted PAT</b>	<b>311.8</b>	<b>293.8</b>	<b>897.9</b>	<b>972.3</b>

# Financial Performance: Segment Information (Q3 Dec - FY2019)

## Consolidated

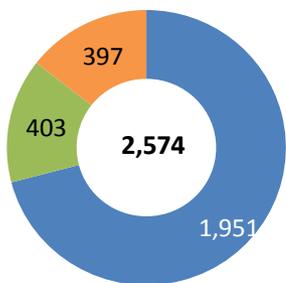
\*Excludes Inter Segment Revenue of **Rs 212 Cr** (PY Rs. 182 Cr) & Unallocated Revenue of **Rs 2 Cr** (PY Rs 4 Cr)

## Standalone

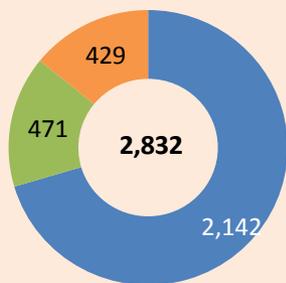
\*Excludes Inter Segment Revenue of **Rs 209 Cr** (PY Rs. 180 Cr) & Unallocated Revenue of **Rs (1) Cr** (PY Rs 4 Cr)

Revenues\*

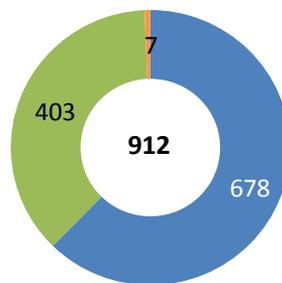
Q3 Dec 2017 (Rs Cr)



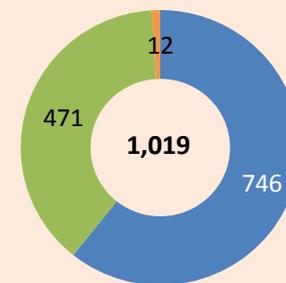
Q3 Dec 2018 (Rs Cr)



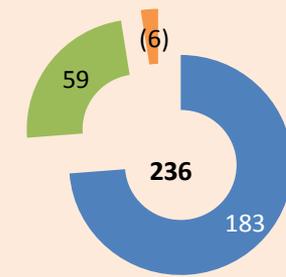
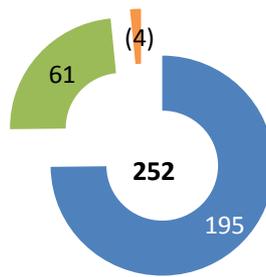
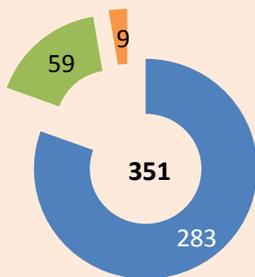
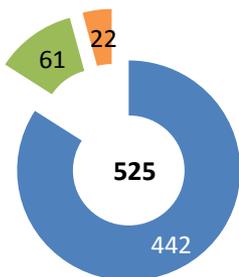
Q3 Dec 2017 (Rs Cr)



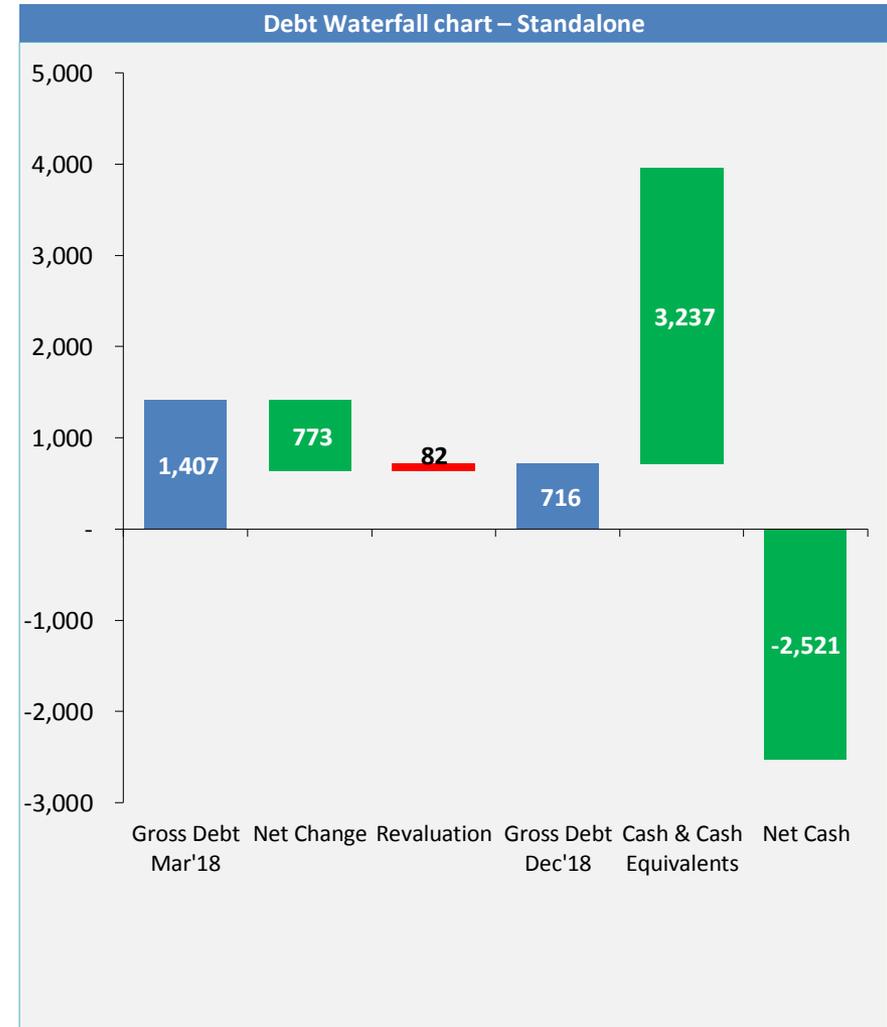
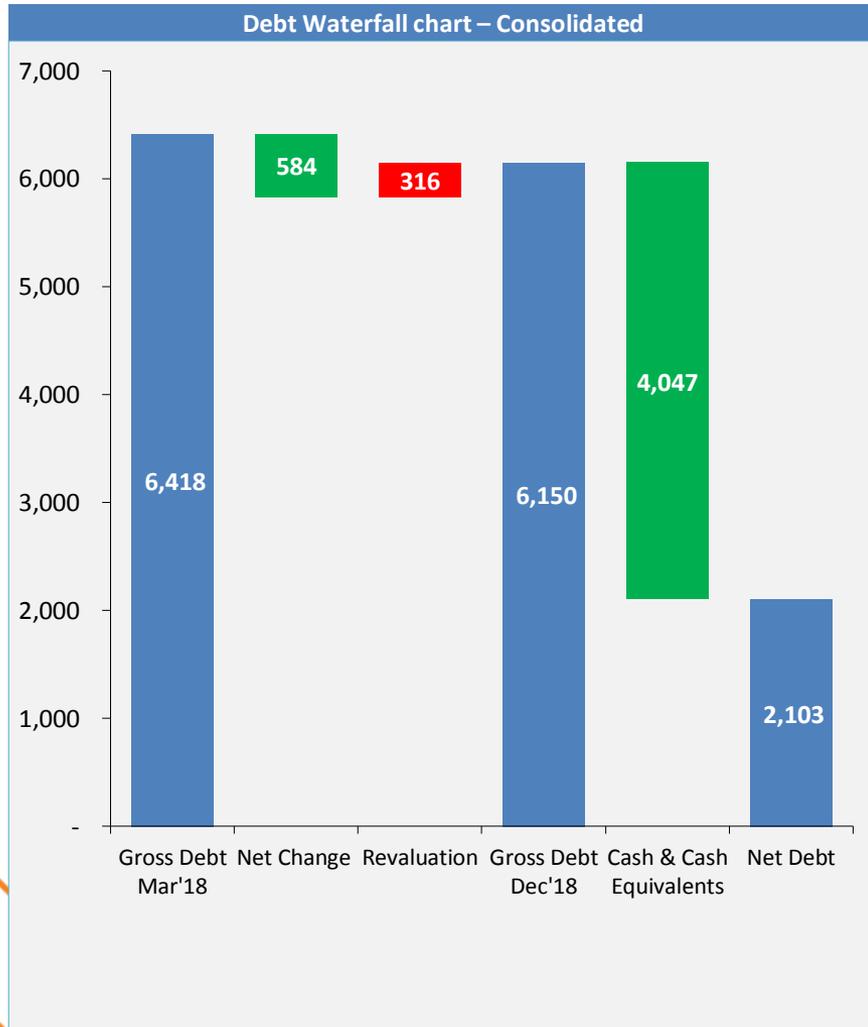
Q3 Dec 2018 (Rs Cr)



Results

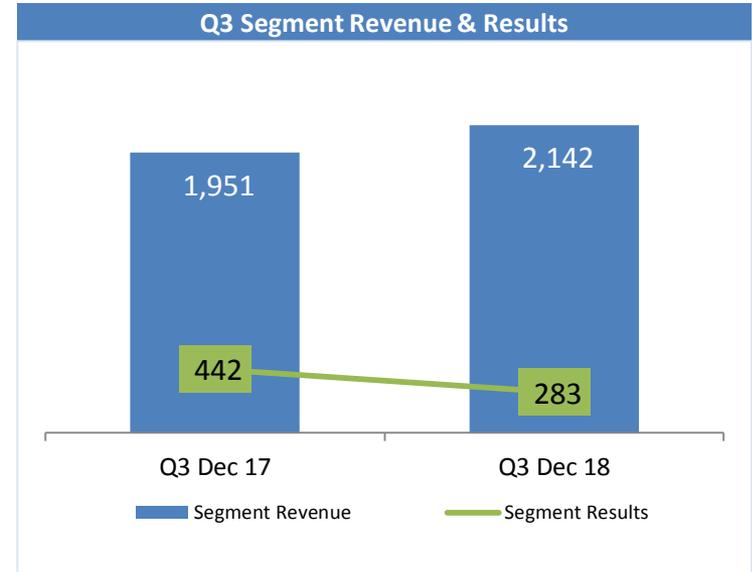


## Financial Update: Borrowing position



## Business Updates: Basic Chemistry Products

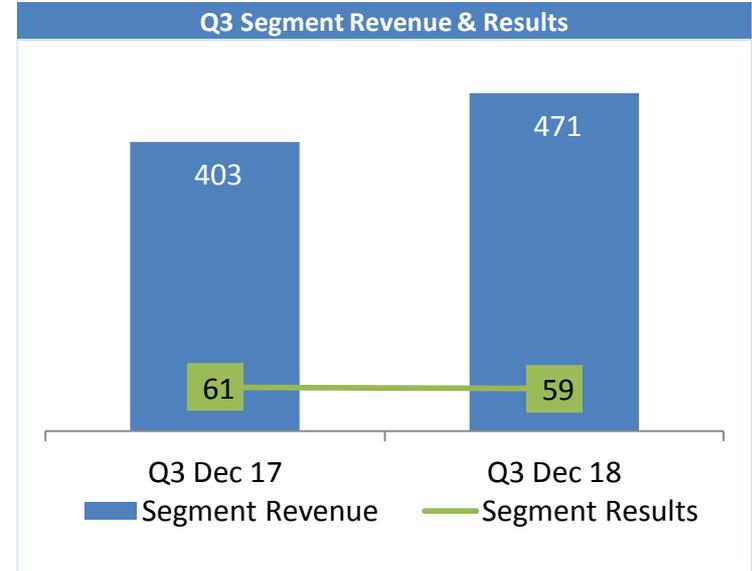
- Revenue from India business was at Rs 746 Cr (up by 10%), on account of higher sales realization, partly offset by lower sales volumes by 10 Kts. Margins was at Rs 183 Cr (down by 6%), mainly due to higher power / fuel cost.
- Revenue from Tata Chemicals North America operations was at Rs 889 Cr (up 13%) due to higher sales volumes. Margins were impacted due to Lower production, higher plant and other fixed costs.
- Revenue from Tata Chemicals Europe operations was at Rs 371 Cr (vs. Rs 375 Cr PY). Margins was impacted mainly due to the following reasons:
  - Higher fixed cost in soda ash and Salt business.
  - One off increase in UK Pension liability
- Revenue from Tata Chemicals Magadi operations was at Rs 144 Cr (up by 23%), mainly due to higher sales volumes and better sales realization. Margins were better lower fixed costs and improved operational efficiencies.



Products	Planned Capacity Increase
Salt	400,000 MT
Soda Ash	200,000 MT
Bicarb	35,000 MT
Cement	300,000 MT

## Business Updates: Consumer Products

- Salt business remained stable, with TATA Salt continues to perform well with **Market Share of ~25%** of the overall salt industry.
- Revenue from consumer products business stood at Rs 471 Cr ( up by 17%) with improved sales volumes in TATA Salt, Pulses and spices. Margins were marginally impacted due to higher marketing spends in pulses, new products and spices.
- Revenue from Pulses and spices portfolio grew by 110 % over previous year.
- Marketing campaigns launched to strengthen existing and new categories & products.
- Focus to continue on e-commerce and MM Stores for pulses and besan.
- New products launch: Rice and Red Poha
- Our marketing investments increased ~33 % over the previous year for 9m ending Dec 2018.



### New Product Launches \*



**Basmati Rice**

1kg



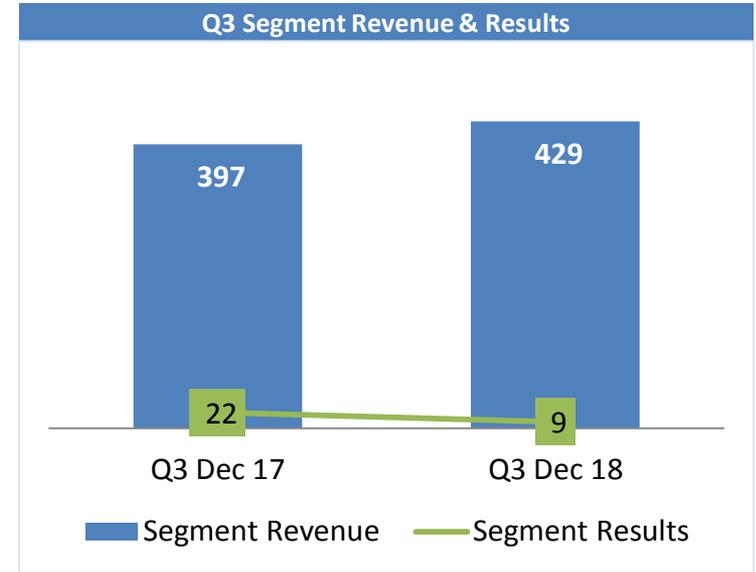
**Red Rice Poha**

500g

\* Currently launched in selected markets only

## Business Updates: Specialty Products

- Revenue from overall specialty products business stood at Rs 429 Cr ( up by 8%).
- Rallis India revenue stood at Rs 417 Cr ( up by 7%), due to higher sales realization in international market and improved sale in Metahelix with margins remain flat.
- A part of our overall strategy to grow Specialty Products business, we have invested to upgrade our Silica plant and enhance its operational readiness to consistently produce high quality products meeting customer requirements.
- In line with our plan, this upgrade was followed by a trial production run to demonstrate plant's capability.
- As far as our Nutritional solution business is concerned, we are very much on-track to deliver on our stated strategy for the business.



- Update on the new projects**
- **Nellore facility** (Nutrition Solutions) is on schedule. We are likely to install most of the equipment during this year.
  - **Silica facility** is being upgraded to meet the environmental and other safety norms of Tata Group.

## Business Updates: Subsidiary Financials

### Q3 Dec – FY2019

Units	TCL India		US		UK		Africa		Rallis		Consolidated*	
	PY	CY	PY	CY	PY	CY	PY	CY	PY	CY	PY	CY
Rs Cr												
Revenue	912	1,019	787	889	375	371	117	144	389	417	2,574	2,832
EBITDA	228	224	180	171	63	14	20	29	38	28	563	471
PBT	187	189	100	80	25	(7)	8	19	28	20	362	326
PAT	153	128	327 <sup>1</sup>	35	25	(35) <sup>2</sup>	8	19	25	14	545	219

### YTD Dec – FY2019

Units	TCL India		US		UK		Africa		Rallis		Consolidated*	
	PY	CY	PY	CY	PY	CY	PY	CY	PY	CY	PY	CY
Rs Cr												
Revenue	2,606	3,022	2,439	2,512	1,069	1,068	345	365	1,438	1,644	7,790	8,537
EBITDA	665	736	547	473	139	78	61	27	230	234	1,678	1,564
PBT	632	937	312	221	31	5	28	(2)	202	215	1,140	1,191
PAT	449	687	423	102	31	(23)	28	(2)	148	154	976	755

\* Include SPV and after consolidation adjustments

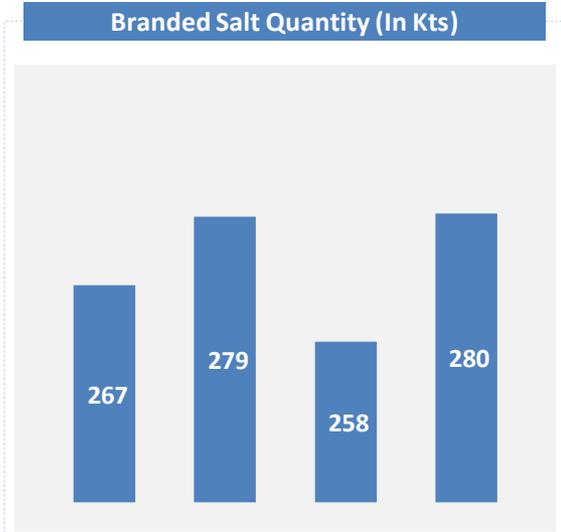
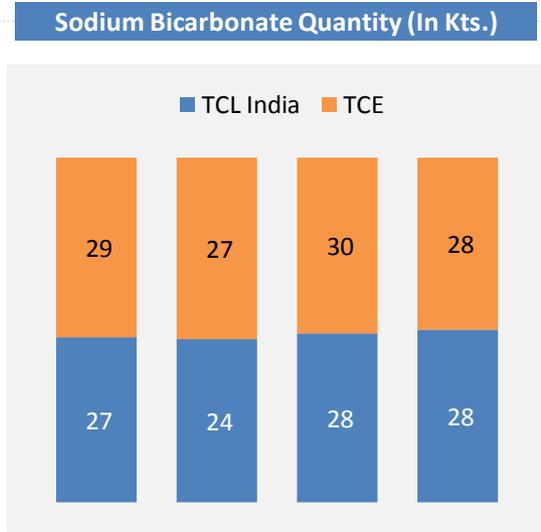
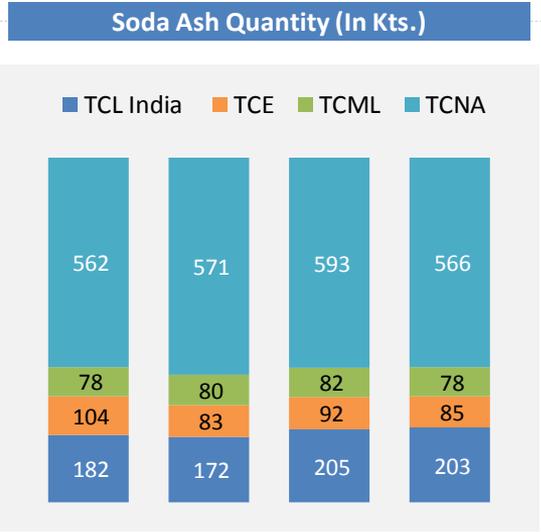
- PBT is before exceptional items & Share of profit of Joint Ventures and PAT (after NCI) for Equity Shareholders

<sup>1</sup> Includes Rs 247 Cr of TCNA groups deferred tax gain

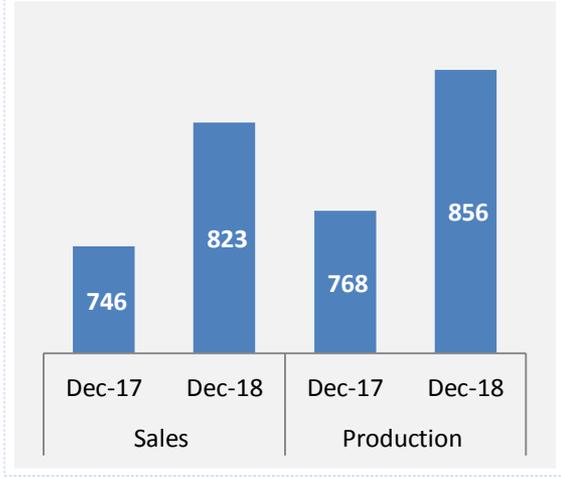
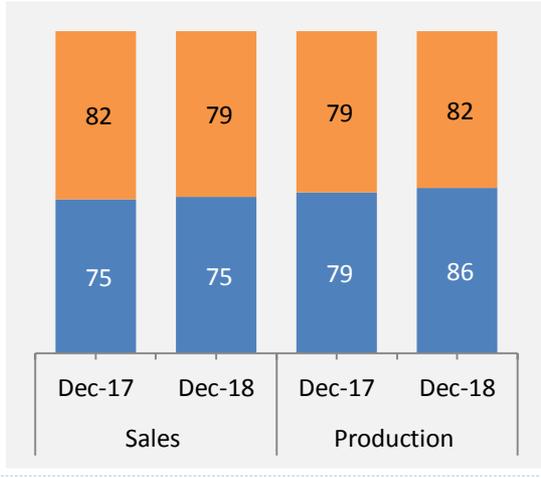
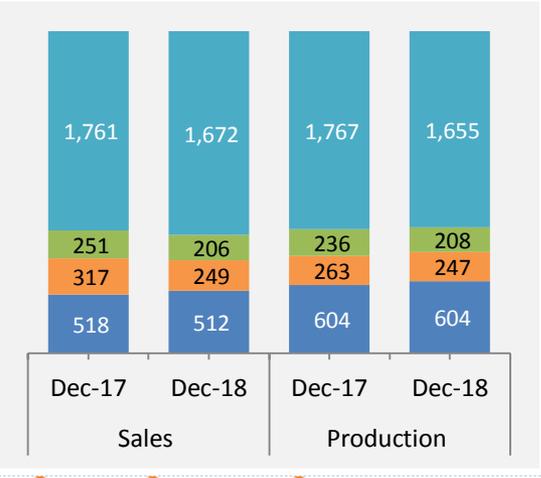
<sup>2</sup> includes Rs 28 Cr cost pertaining to Increase in Pension Liability for UK entities

# Key Products: Production & Sales

Q3 Dec - FY2019



YTD Dec - FY2019



# Awards, Recognitions and Customer connect

Awards & Recognitions



Customer Connect

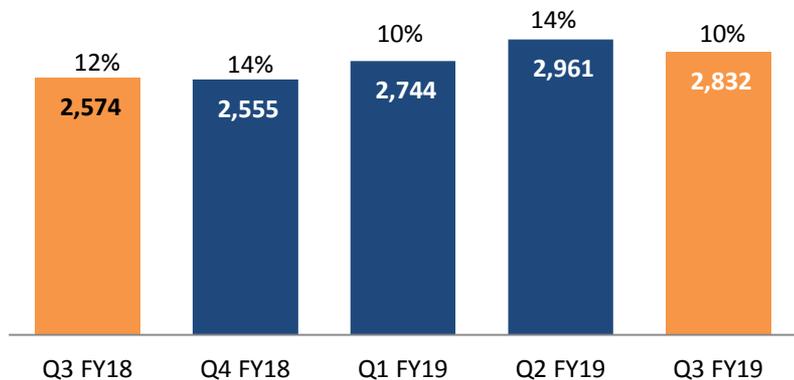


Utsav Exhibition, Pune (Oct'18)

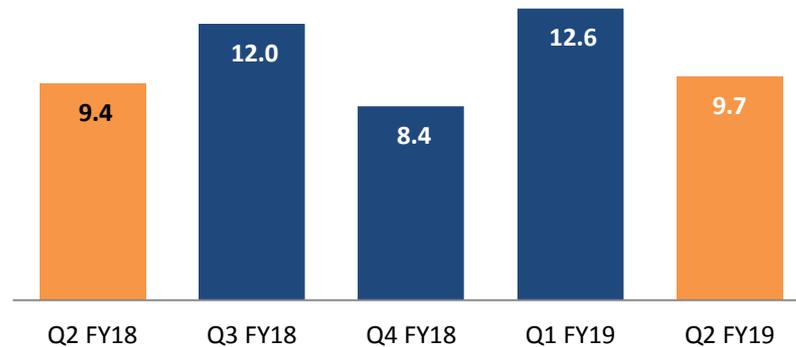


## Other Financials Highlights

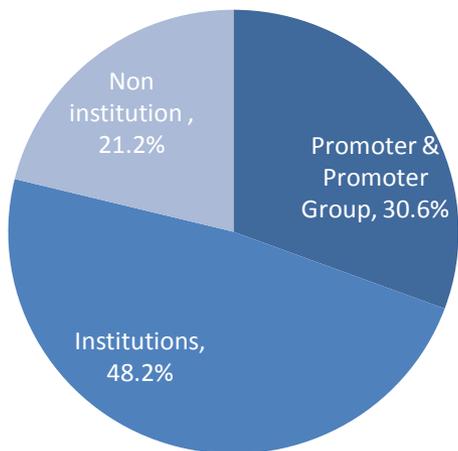
Trailing Quarters – Consolidated Revenue (Rs Cr) & PAT\* Margin (%)



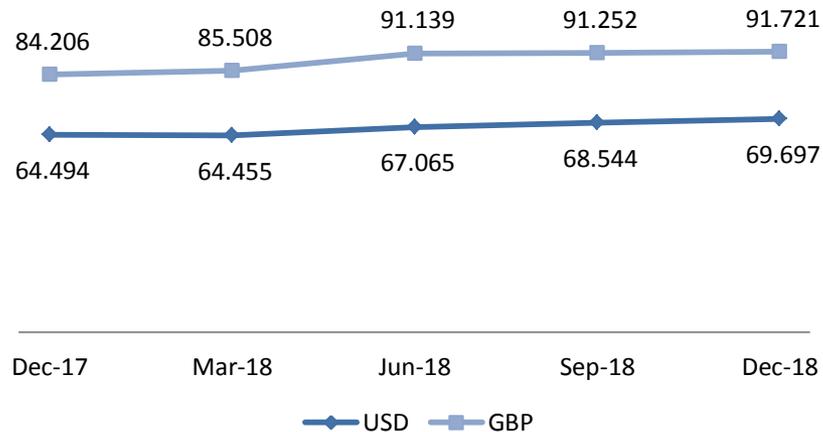
Earnings Per Share (Consolidated)



Shareholding Pattern as on 31 Dec 2018



Applicable Exchange Rate (Average)



\*PAT before Non-controlling Interests for continuing operation

Note: Q3 FY18 PAT and EPS excludes exceptional gain of Rs 247 Cr & 60 Cr

Q3 FY19 PAT and EPS excludes exceptional loss of Rs 28 Cr

# Transform Grow

For any question/queries please contact

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