



August 8, 2017

The Secretary, Listing Department
BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai – 400 001
Scrip Code: 500770

The Manager, Listing Department
The National Stock Exchange of India Ltd
Exchange Plaza
Bandra-Kurla Complex
Bandra (E)
Mumbai 400 051
Symbol: TATACHEM

Ref: Letter dated July 27, 2017 informing about Analysts' call

Dear Sir/Madam,

Sub: Presentation for Analysts' call

Further to our above referred letter, please find enclosed presentation for the Analysts' call scheduled on August 9, 2017.

A copy of the presentation is also uploaded on the Company's website www.tatachemicals.com.

This is for your information and records.

Thanking you,

**Yours faithfully,
For Tata Chemicals Limited**


**Rajiv Chandan
General Counsel & Company Secretary**

Encl: As above

TATA CHEMICALS LIMITED

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CIN: L24239AH1939PLC002893

Reimagine *life*



Analyst / Investors Communication on Financial results for the period
Q1, June 2017 of FY2017-18

Dated: 9th August 2017

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

- ❖ **Consolidated Revenues** lower by **Rs 647 Crs** (↓ 20% as compared to Q1 FY2017)

- ❖ **Standalone Revenue** lower by **Rs 613 Crs** (↓ 38 % as compared to Q1 FY2017)
 - Haldia plant was shut for **entire quarter** i.e. June 2017

- ❖ **Consolidated Profit** lower by **Rs 28 Crs** (↓ 14% as compared to Q1 FY2017)
 - In Q1 FY17, there was a one time gain on sales of land in Rallis Rs 30 Crs.

- ❖ **Earnings per share (Consolidated)** decreased to **Rs 5.47 per share** from Rs 7.76 per share

Key Highlights

- ❖ Babrala Operations classified as **Discontinued Operation**
- ❖ **Consolidated Gross Debt** ↓ to **Rs. 6,789 Crs** from Rs. 7,443 Crs
- ❖ **Consolidated Cash & Cash equivalent** as on 30th June 2017 was **Rs. 1,686 Crs.**
- ❖ **Standalone Gross Debt** ↓ to **Rs 1,917 Crs** from Rs. 2,411 Crs
- ❖ **Standalone Cash & Cash equivalent** as on 30th June 2017 was **Rs. 1,031 Crs.**

Key Highlights : Quarter ended 30 June, 2017

Rs in Crore	Consolidated			Standalone		
	Q1 Jun18	Q1 Jun17	Var	Q1 Jun18	Q1 Jun17	Var
Revenue	2,649	3,296	↓(647)	984	1,597	↓(613)
EBITDA	450	581	↓(131)	183	292	↓(109)
<i>EBITDA margin</i>	17.0%	17.6%		18.6%	18.3%	
Profit Before Tax						
• Continuing Operations	266	373	↓(107)	174	274	↓(100)
• Discontinued Operations	57	12	↑45	57	12	↑45
Profit After Tax						
• Continuing Operations	140	198	↓(58)	122	195	↓(72)
• Discontinued Operations	38	8	↑30	38	8	↑30
Profit After Tax (combined)	178	206	↓(28)	160	203	↓(42)
<i>PAT margin</i>	5.5%	5.6%		10.4%	10.4%	

Key Highlights : Quarter ended 30 June, 2017

Consolidated

- TATA Chemicals North America maintains steady production. However, performance impacted due to lower realisations.
- TATA Chemicals Europe performance hit due to lower vol. on account of fire incidence at Lostock facility, partly offset by better sales vols. in salt and energy business.
- TATA Chemicals Magadi showing sign of improvement with better sales volumes
- Rallis India continues its steady performance and better working capital management.

Standalone

- India Chemicals: Continues its momentum despite lower sales vols. & higher input cost.
- Consumer business: Impacted due to lower vols., partly offset by lower marketing spend.
- Phosphatic Fertiliser: Impacted by lower sales vols., as Haldia facility was closed for the entire quarter.
- Urea Business: Maintained its performance with higher output. (PY Q1 FY17, witnessed an ATR for 22 days).
- Outstanding Gross Subsidy receivable as at 30th June 2017 was **Rs 1,101 crs** (Rs 1,684 Crs as on 31st Mar 17).

Final approval for the transfer of **Babrala assets** to **Yara Fertiliser India Private Limited** from NCLT is *awaited*

Results : Subsidiary wise Financials

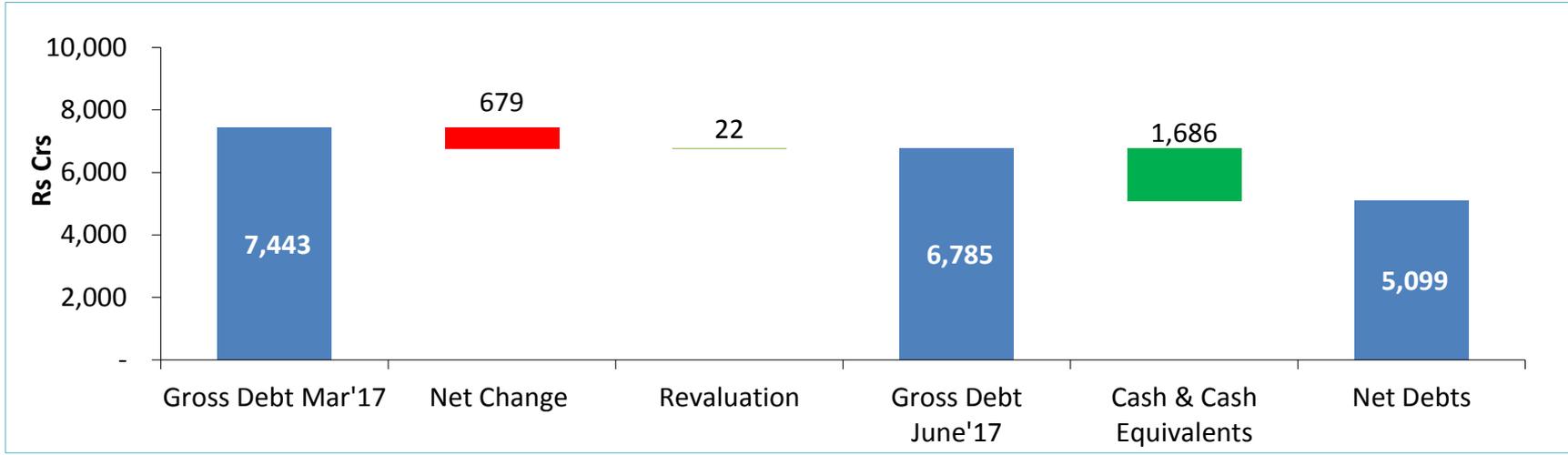
Quarter Ended June

Rs Crs	TCL India		TCNA		TCEHL		TCAHL		Rallis		Consolidated	
	CY	PY	CY	PY	CY	PY	CY	PY	CY	PY	CY	PY
Revenues	984	1,597	795	822	337	413	172	145	464	468	2,649	3,296
EBITDA	183	292	149	161	22	42	25	11	70	77	450	581
PBT	174	274	70	85	(11)	8	12	3	61	62	266	373
PAT	122	195	27	42	(12)	7	11	3	45	16	139	198

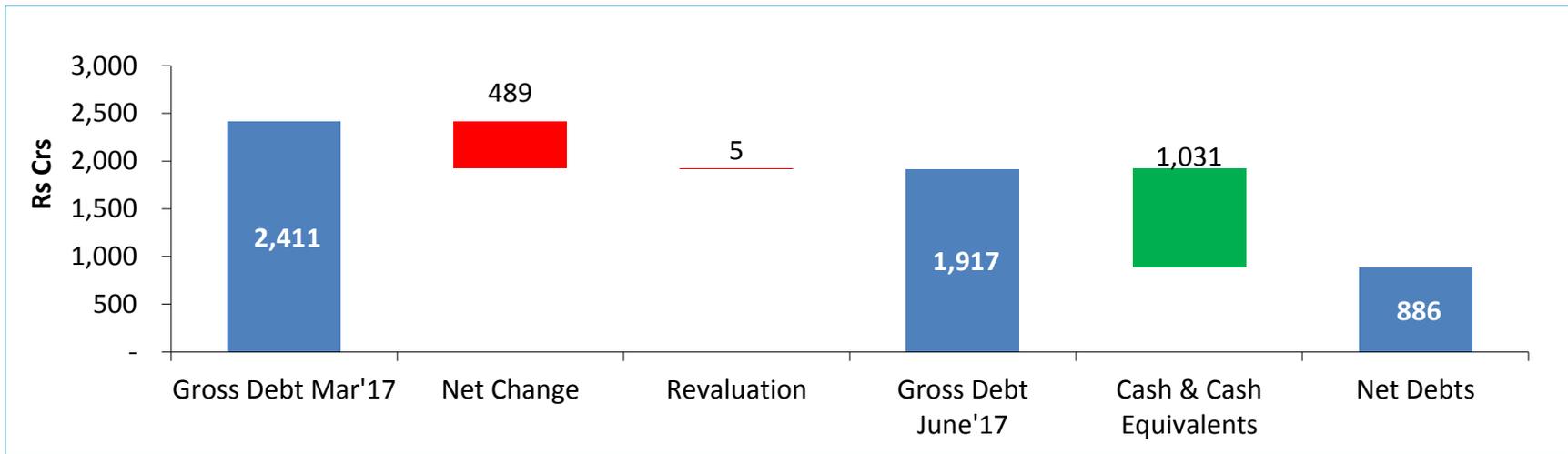
- Revenues - Including Other Operating Income
- PBT is after Exceptional Items
- PAT is after MI & Share in associate

Results : Debt position as on June 2017

Consolidated



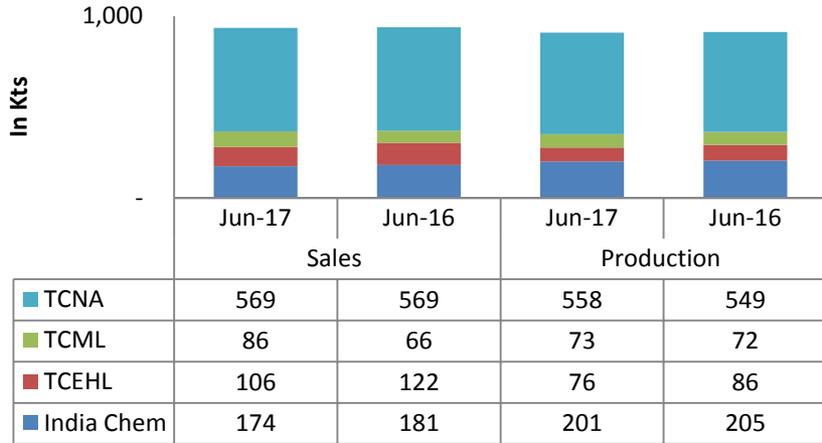
Standalone



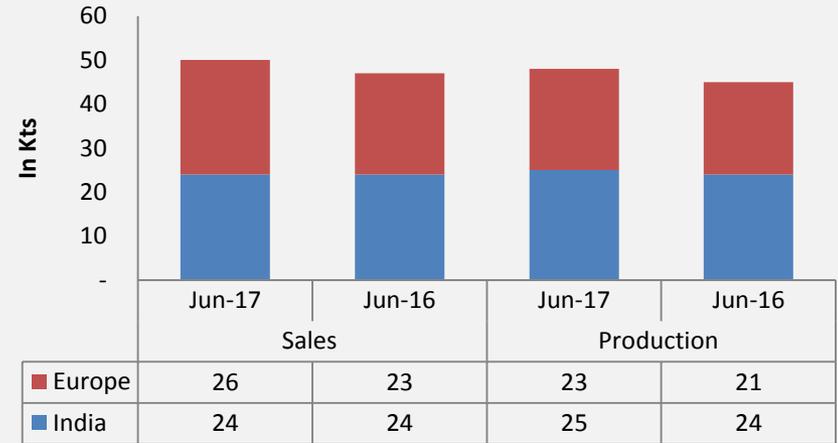
Gross Debt = Long Term Debt + Short Term Debt + Current Maturities

Volumes : Q1 – June 2017 for Key products

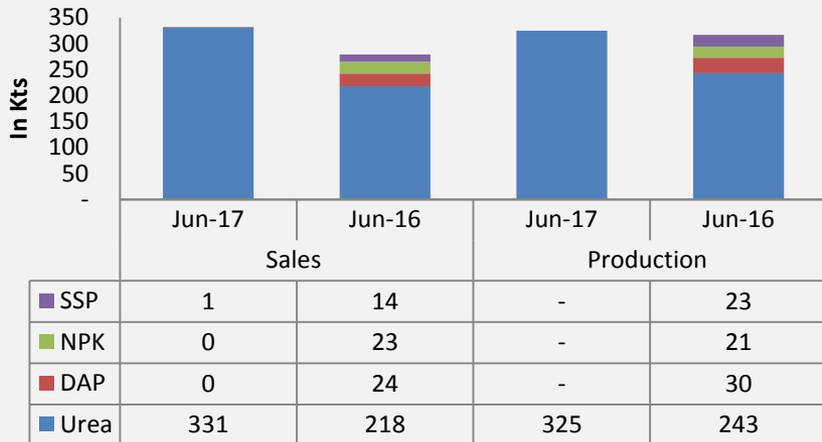
Soda Ash volumes (In Kts.)



Sodium Bicarbonate volumes (In Kts.)

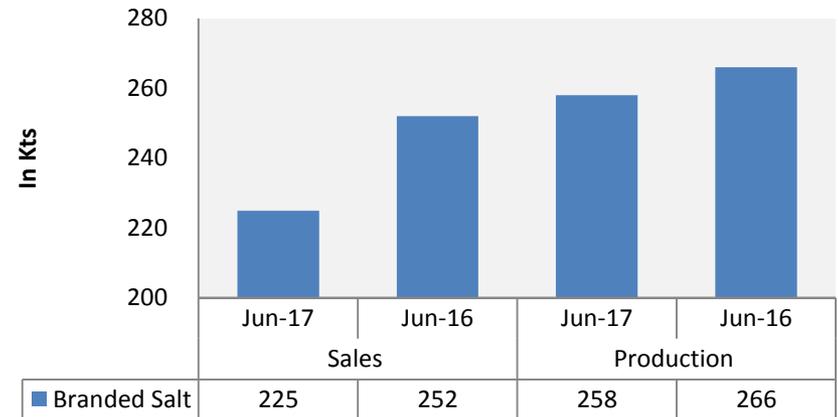


Fertilizers volumes (In Kts.)



Branded Salt (In Kts)

(including TATA Salt & i-shakti)





LIVING



Tata Salt reaches 143 million households annually with a market share of 65.6%*

Tata Sampann provides everyday nourishing food to consumers (unpolished high protein Dals, low oil absorb Besan, Spices)

Nutritional Solutions provides Innovative range of prebiotics and healthier alternatives to regular sugar

INDUSTRY



World's second largest producer of Soda Ash with ~70% of capacity being natural soda ash

Suppliers to Global Glass and Detergent Brands

FARM



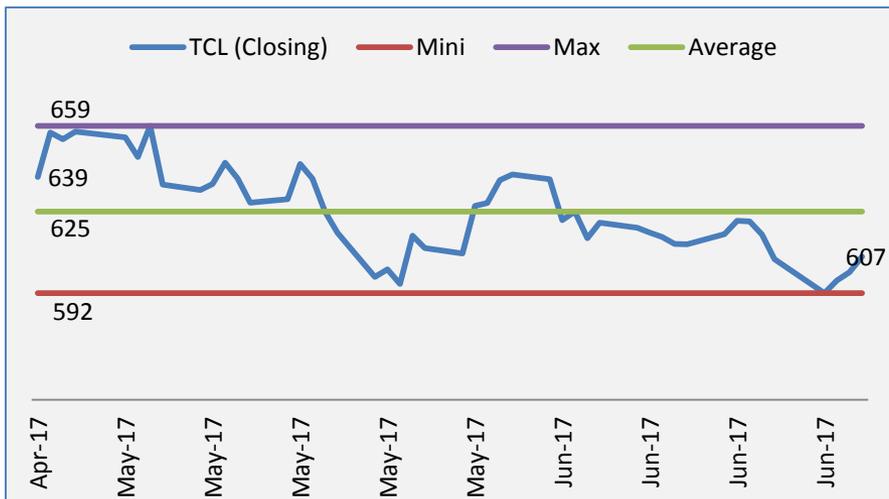
Serving 25,000+ villages of India's and supporting 7 Million farmers in farm prosperity.

World's 2nd largest producer of Soda Ash, reach 143 Mn households annually through the Tata Salt brand and covers 25,000+ villages of India through our Agri business

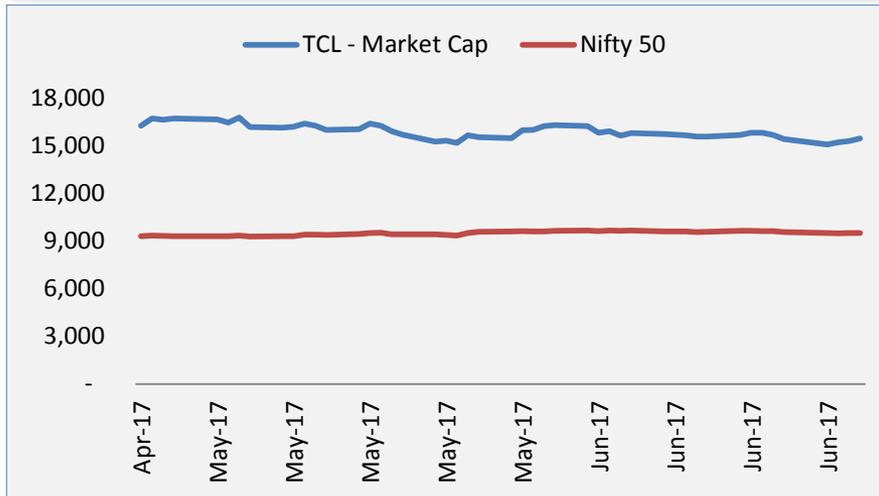
* Source – Nielsen Panel FY 2017

General Information

TATA Chemicals - Share Price movement (close)



TCL- Market Capitalisation and Nifty 50 Index



TATA Chemicals - Shareholding pattern

Shareholding (in %)	Mar-16	Mar-17	Jun-17
Promoter & Promoter Group	30.9%	30.8%	30.8%
<u>Public Shareholding</u>			
Institutions	47.6%	43.4%	42.9%
Non institution	21.5%	25.8%	26.3%
Total	100.0%	100.0%	100.0%

Exchange Rate (Average)

Date	Rs / USD	Rs / GBP
30-Jun-16	66.943	96.170
30-Sep-16	66.955	91.998
31-Dec-16	67.113	89.149
31-Mar-17	67.074	87.571
30-Jun-17	64.473	82.538

GST Impact on TATA Chemicals Limited

S No	Major Products	Rates under pre GST regime	Rates under GST regime
1	Soda Ash and Sodium Bicarbonate	18.13%	18.00%
2	Common Salt (including iodized salt)	Exempt	Exempt
3	Rock salt, Black salt	5.5%	0%
4	Pulses (branded)	-*	5.0%
5	Spices	5.0%	5.0%
6	Fertiliser business		
	– Urea	6.05%	5.0%
	– Phosphatic	6.05%	5.0%

Notes:

1. Chemicals business remains flat
2. Fertiliser Business impacted due to reduction of GST rate to 5%
3. Consumer portfolio
 1. Salt : Exempt from GST
 2. Branded Pulses and Spices remains flat

* Note: Few states in India had 0% - 5% tax rates for Pulses



Living, **I**ndustry and **F**arm **E**ssentials.

For any question/queries please contact

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