

Transform



Grow

Q1FY1819 RESULTS



Q1FY1819- QUARTERLY FINANCIAL HIGHLIGHTS

- Consolidated Revenue **up** by Rs 242 Cr to Rs 2,769 Cr (↑ 10 % as compared to Q1 FY2018)
- Standalone Revenue **up** by Rs 128 Cr to Rs 996 Cr (↑ 15 % as compared to Q1 FY2018)
- Consolidated Net Profit **up** by Rs 33 Cr to Rs 270 Cr (↑ 14 % as compared to Q1 FY2018)
- Standalone Net profit **up** by Rs 109 Cr to Rs 264 Cr (↑ 70 % as compared to Q1 FY2018)

- Consolidated Net Debt down from Rs 1,860 Cr to Rs 1,506 Cr
- On a Standalone basis, the Company continues to be Net Debt free

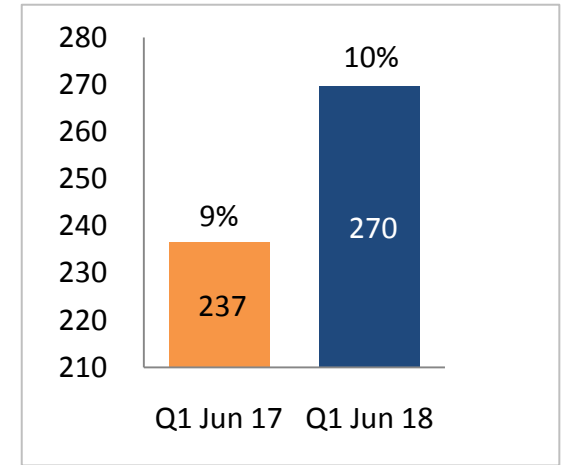
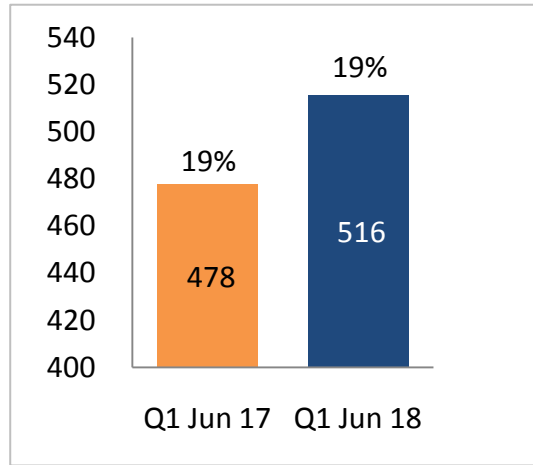
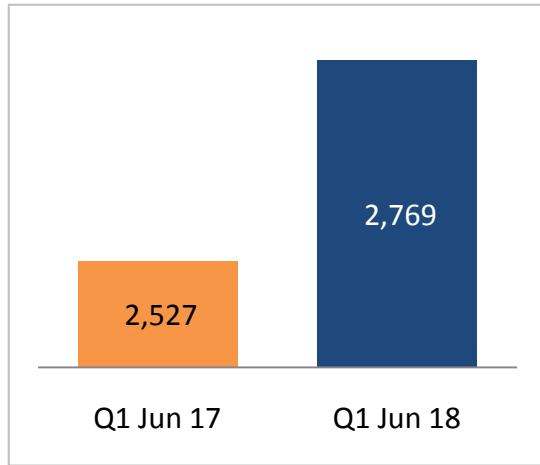
Q1FY1819- SEGMENT WISE RESULTS

Basic Chemistry Products	Soda Ash, Sodium Bicarbonate, Marine Chemicals, Caustic Soda, Cement & other bulk chemicals	up by Rs 63 Cr (↑ 3 %)
Consumer Products	Salt, Pulses, Spice and other branded consumer products	up by Rs. 108 Crs (↑ 33 %)
Specialty Products	Nutritional Solutions, Advance Materials, Traded seeds, pesticides and specialty crop nutrients	up by Rs. 116 Crs (↑ 25 %)

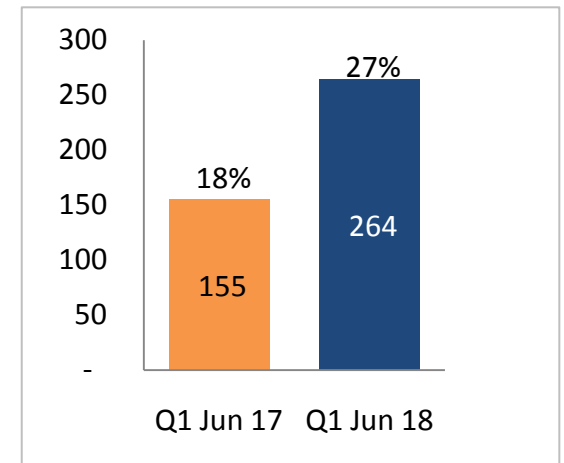
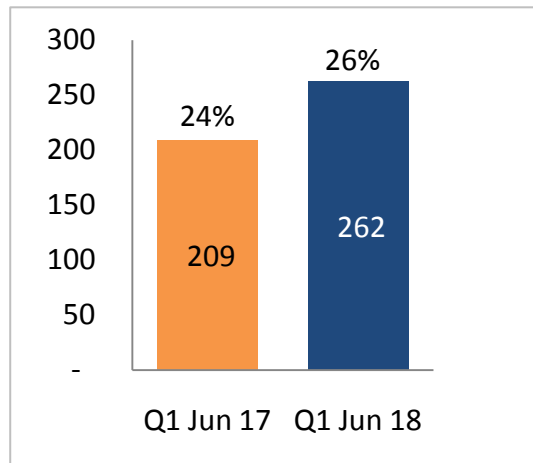
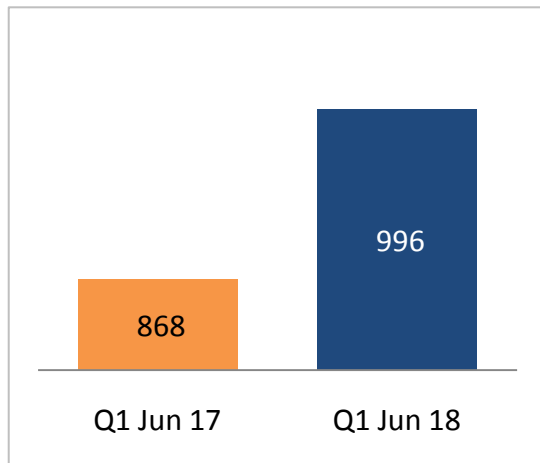
Q1FY1819- QUARTERLY FINANCIAL HIGHLIGHTS

Continuing Operations Only

Consolidated



Standalone



KEY PERFORMANCE HIGHLIGHTS

Standalone

- Soda Ash business continues to perform with healthy margins due to improved operational efficiencies, despite stiff competition and higher energy prices
- TATA Salt maintains its leadership position in the branded salt sector. Consumer products business continues to expand its product offerings under the Tata Sampann umbrella brand with the introduction of a range of all natural chutneys, after organic pulses and nutrimixes
- Tata Salt's 'Sehat Ki Chuski' campaign received global recognition at the MAA Worldwide Globes Awards
- Plans for Nutritional Solutions and HDS manufacturing facilities are on schedule
- On a standalone basis, the Company is 'Net Debt Free'

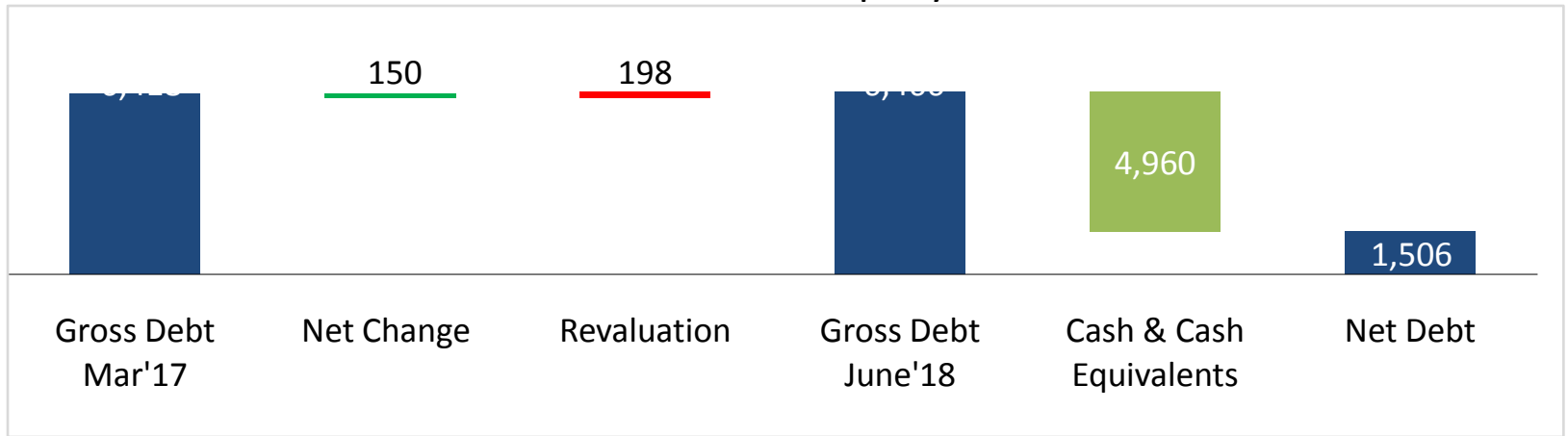
KEY PERFORMANCE HIGHLIGHTS

Consolidated

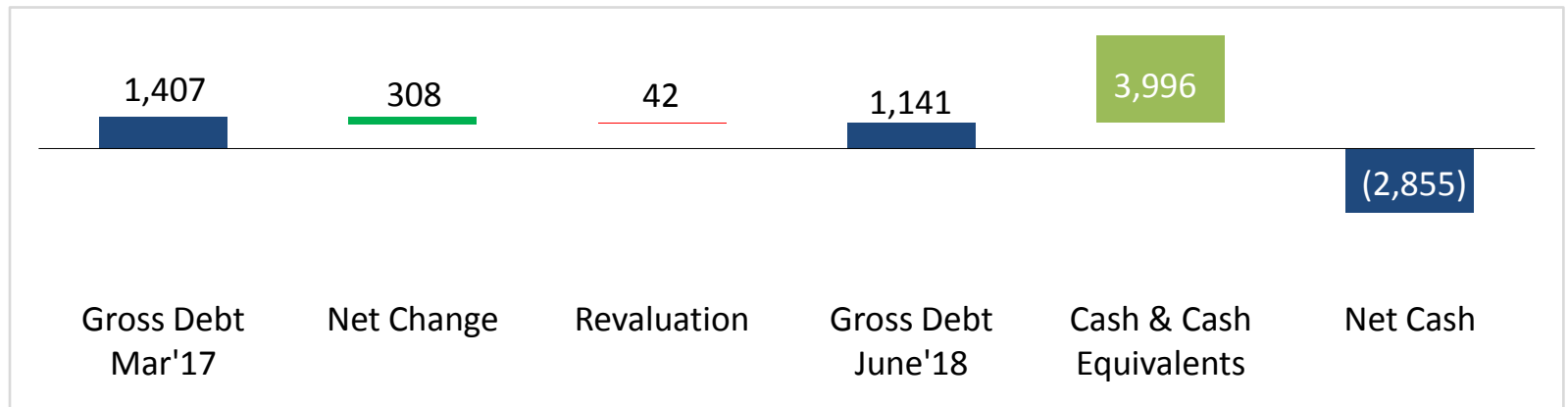
- Though US operations showed better production and realisation, the performance reflects the planned outage during the quarter
- UK operations back on track after some operational disturbance earlier this year
- Magadi operations experienced improved sales realisations but the performance was impacted by heavy rains, however operations are now back on track
- Rallis India sales volumes were higher benefitting from a normal monsoon in most parts of the country

Consolidated Net Debt down to Rs 1,506 Cr
On a Standalone basis, the Company is 'Net Debt Free'

Consolidated



Standalone



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

OTHER HIGHLIGHTS

Tata Sampann introduces a range of all natural chutneys after successfully launching Organic pulses and Nutrimixes



Tata Nx Zero sugar now available to provide nutritional solutions for a healthy life



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THANK YOU

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