



**TATA CHEMICALS**

# Investors Communication

Quarter & Nine Months Ended  
Dec 2021 : Q3 FY22

**Responsive.  
Resilient.  
Responsible.**

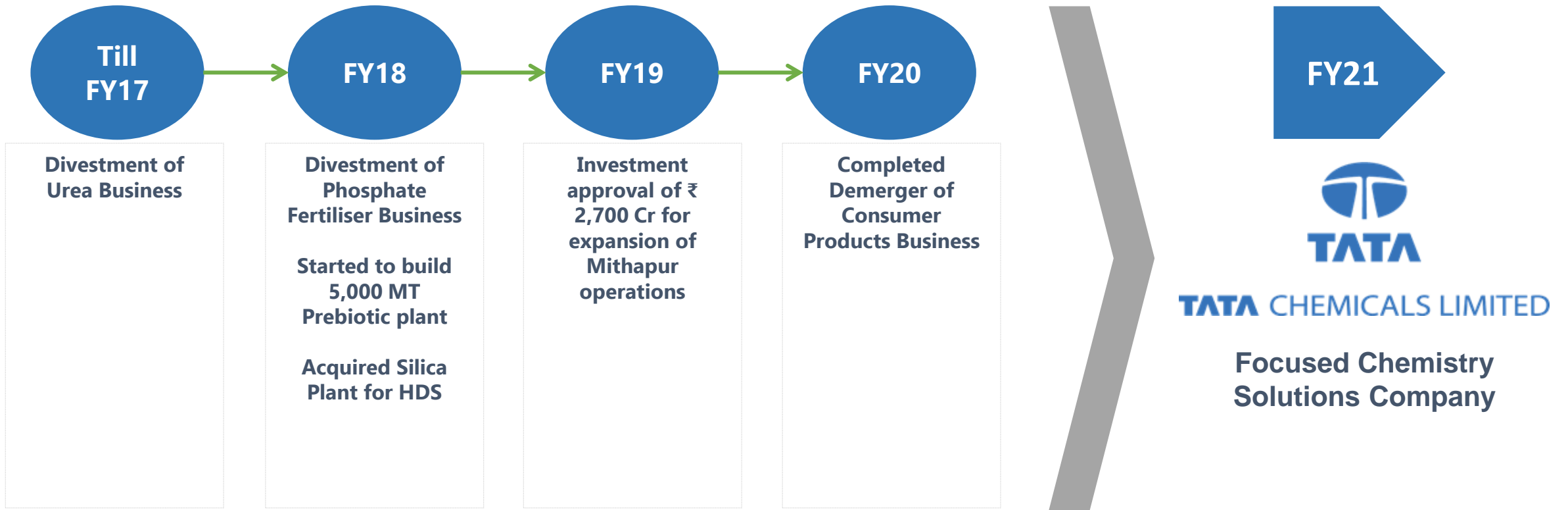


# Safe Harbour Statement

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“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”

# Journey So far



**Footprint across 4 Continents**



**Employing ~5,000 people**



**With 13 Manufacturing units**



**Supported by 3 R&D centers with 200 + Scientists**

# Our Facilities | India Operations

	Basic Chemistry Products	Specialty Products	Rallis India Limited*
Major Products	Soda ash, Bicarb, Salt, Marine chemicals and Cement	Prebiotics Specialty silica	Crop Care, Crop Protection and Seeds (herbicides, fungicides and insecticides, etc)
Installed Capacity	Soda Ash: 9,17,000 MTPA Bicarb: 105,500 MTPA Salt: 1,170,000 MTPA	Prebiotic: 5,000 MTPA Specialty silica:10,000 MTPA	
Location	Gujarat	Andhra Pradesh Tamil Nadu	Maharashtra Gujarat



\* TCL holds 50.06% Stake in Rallis India Limited

# Our Facilities | International Operations

	US	UK	Kenya
Major Products	Soda Ash	Soda Ash, Bicarb, Salt	Soda Ash
Installed Capacity	2,540,000 MTPA	Soda Ash: 400,000 MTPA Bicarb: 130,000 MTPA Salt: 430,000 MTPA	350,000 MTPA
Location	Wyoming, US	Lostock & Winnington, UK Middlewich, UK	Magadi, Kenya



# Our Facilities | R&D Facilities

TCL Innovation Centre



Rallis India R&D



- 225 Technically skilled Scientists in R&D
- 3 State-of-the-art innovation Centers
- Strong intellectual property |172 patents held (cumulative); 110 Active Applications

# **Financial Highlights**

**Quarter & Nine Months Ended**

**Dec 2021 : Q3 FY22**

# Performance Highlights

## Revenue

₹ 3,142 Cr

↑ 21% vs. Dec20

## EBITDA & margin

₹ 545 Cr (17%)

↑ 16% vs Dec20

## PAT & margin

₹ 340 Cr (11%)

↑ 69% vs Dec20

Growth in Soda Ash and Bicarb volumes vs previous year

Soda Ash pricing recovery on track across geographies

Standalone Revenue grew by 15% vs PY and EBITDA grew by 40%

Gross Debt as on Dec 21 is ₹ 6,937 Cr (vs ₹ 6,933 Cr as on Mar21)

### Soda Ash Volumes

Q3 FY 22	886 Kts
Q3 FY 21	768 Kts

### Salt Volumes

Q3 FY 22	383 Kts
Q3 FY 21	417 Kts

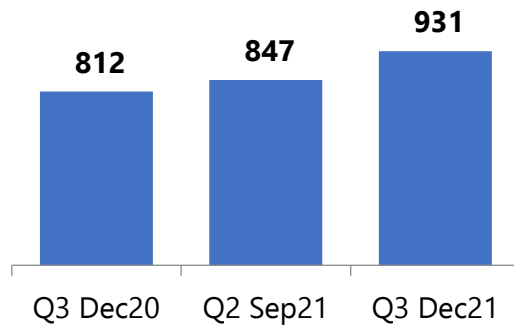
### Net Debt

Dec21	4,120 Cr
Mar21	3,828 Cr

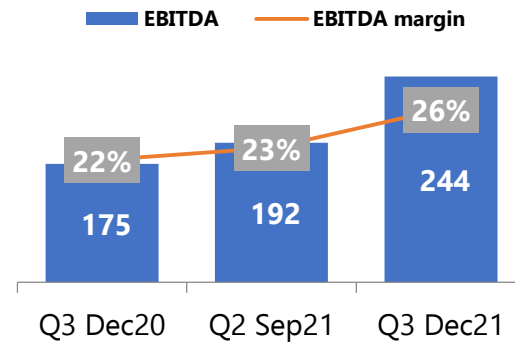


# Financial Snapshot for the quarter ended Dec21

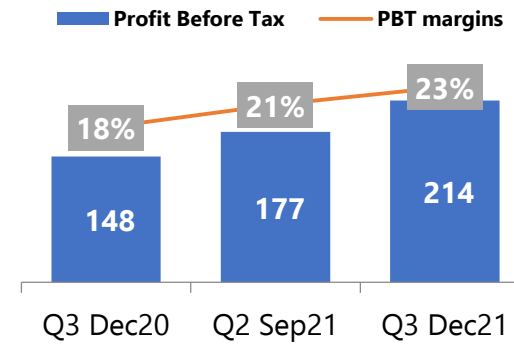
## Standalone | ₹ Crore



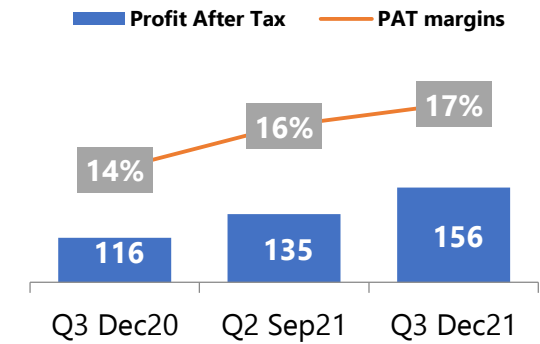
Revenue up by ₹ 119 Crore (↑15%)



EBITDA up by ₹ 70 Crore (↑40%)

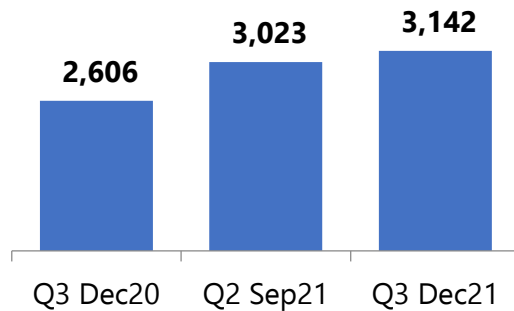


PBT up by ₹ 66 Crore (↑45%)

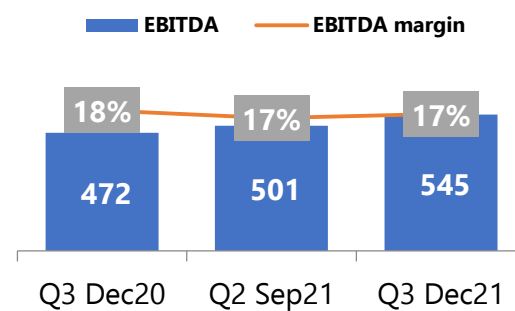


PAT up by 40 Crore (↑35%)

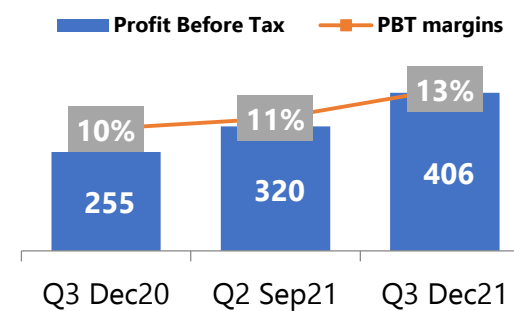
## Consolidated | ₹ Crore



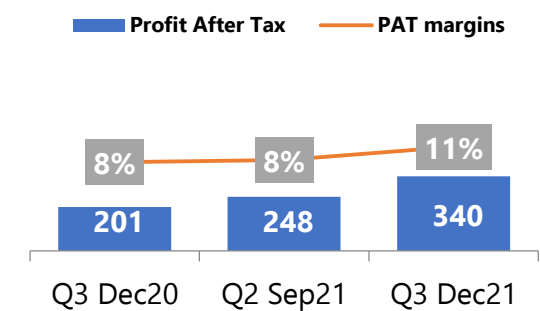
Revenue up by ₹ 536 Crore (↑21%)



EBITDA up by ₹ 73 Crore (↑16%)



PBT up by ₹ 152 Crore (↑60%)

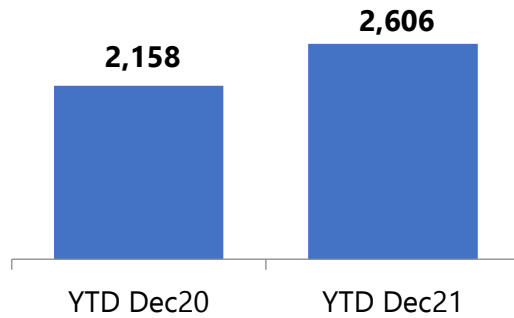


PAT up by ₹ 139 Crore (↑69%)

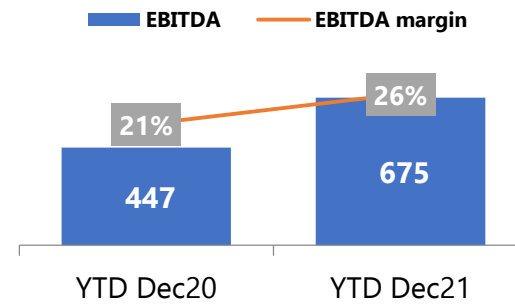
Note: Change is vs PY quarter  
PBT & PAT includes Continuing operations, after Share in JV & associates & before NCI

# Financial Snapshot for the Year Till Date Dec21

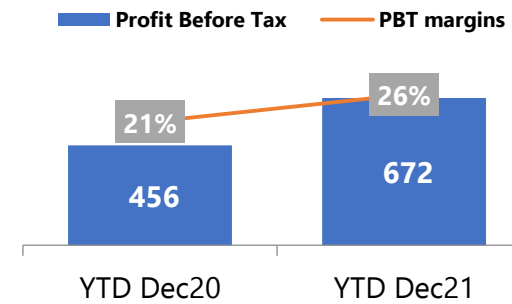
## Standalone | ₹ Crore



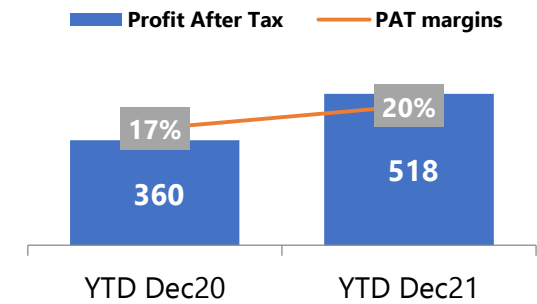
Revenue up by ₹ 449 Crore (↑21%)



EBITDA up by ₹ 228 Crore (↑51%)

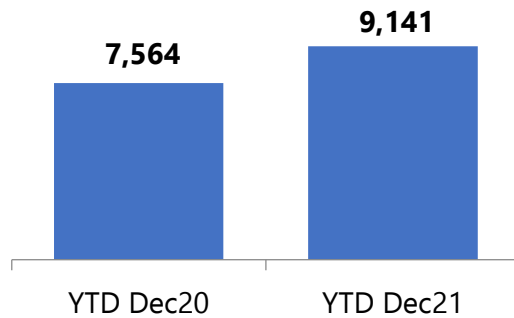


PBT up by ₹ 217 Crore (↑48%)

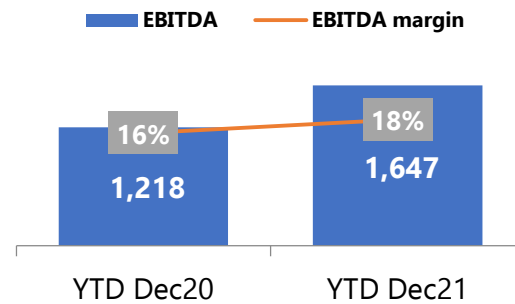


PAT up by ₹ 158 Crore (↑44%)

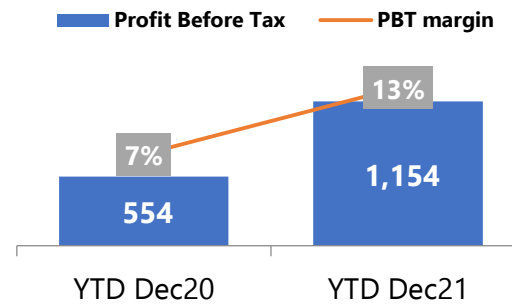
## Consolidated | ₹ Crore



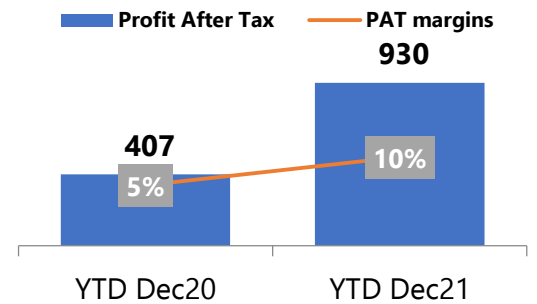
Revenue up by ₹ 1,578 Crore (↑21%)



EBITDA up by ₹ 429 Crore (↑35%)



PBT up by ₹ 600 Crore (↑108%)



PAT up by ₹ 523 Crore (↑129%)

Note: Change is vs PY quarter  
 PBT & PAT includes Continuing operations, after Share in JV & associates & before NCI  
 % in respective charts represents margins

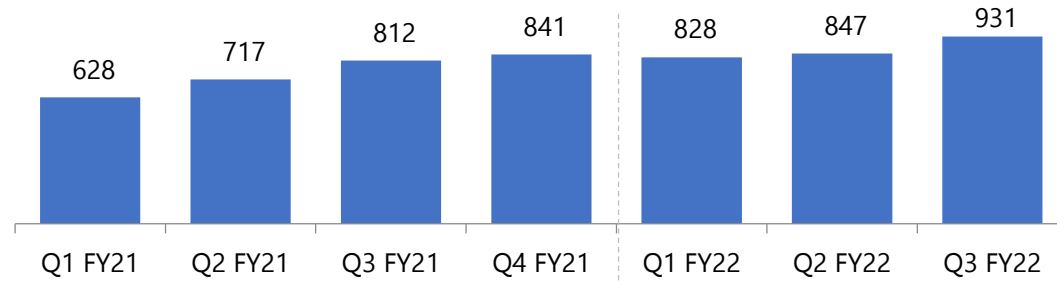
# Segment Revenues and Results

	₹ Crore	Consolidated				Standalone			
		Q3 Dec20	Q2 Sep21	Q3 Dec21	Variance	Q3 Dec20	Q2 Sep21	Q3 Dec21	Variance
Segment Revenues	Basic Chemistry Products	1,987	2,235	2,448	461	765	791	869	104
	Specialty Products	618	786	679	60	47	58	50	3
	<b>Less:</b> Inter Segment Revenue	(4)	(3)	(5)	(0)	-	-	-	-
		<b>2,601</b>	<b>3,018</b>	<b>3,122</b>	<b>521</b>	<b>812</b>	<b>849</b>	<b>919</b>	<b>107</b>
	Unallocated Revenue	5	4	20	14	0	(2)	13	12
	<b>Total Segment Revenue</b>	<b>2,606</b>	<b>3,023</b>	<b>3,142</b>	<b>536</b>	<b>812</b>	<b>847</b>	<b>931</b>	<b>119</b>
Segment Results	Basic Chemistry Products	298	279	345	47	180	195	237	57
	Specialty Products	38	58	40	2	(14)	(12)	(10)	4
	<b>Segment Results</b>	<b>336</b>	<b>337</b>	<b>385</b>	<b>49</b>	<b>166</b>	<b>183</b>	<b>227</b>	<b>61</b>
	Unallocated Expenses / (Income)	7	(9)	5	(2)	14	2	9	(5)
	Finance Costs	81	84	69	(12)	4	5	4	0
	<b>Profit after exceptional items, before share of profit of joint ventures and tax</b>	<b>248</b>	<b>262</b>	<b>312</b>	<b>64</b>	<b>148</b>	<b>177</b>	<b>214</b>	<b>66</b>

Basic Chemistry Products includes Soda Ash, Bicarb , Salt , Marine Chemicals and Other products  
Speciality Includes Nutritional Solutions, Silica and Rallis India

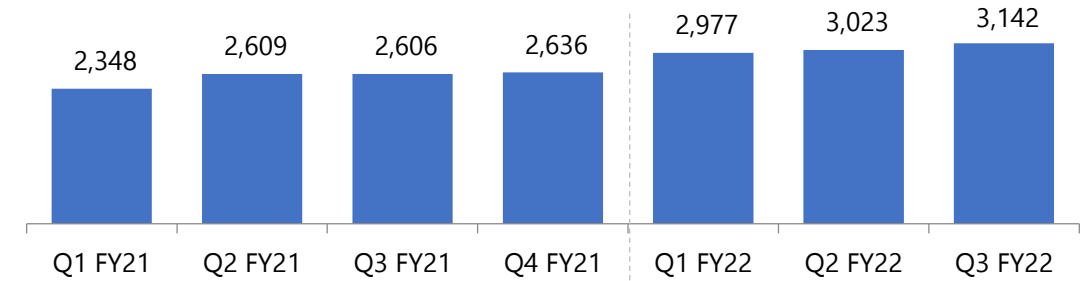
# Historical Financial Trends

Standalone | ₹ Crore

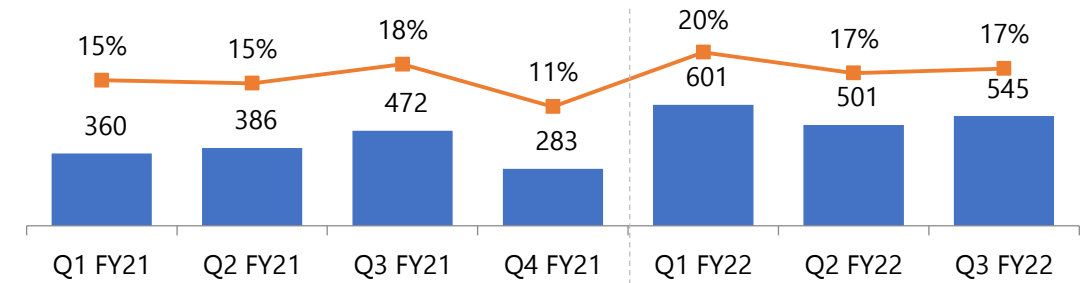
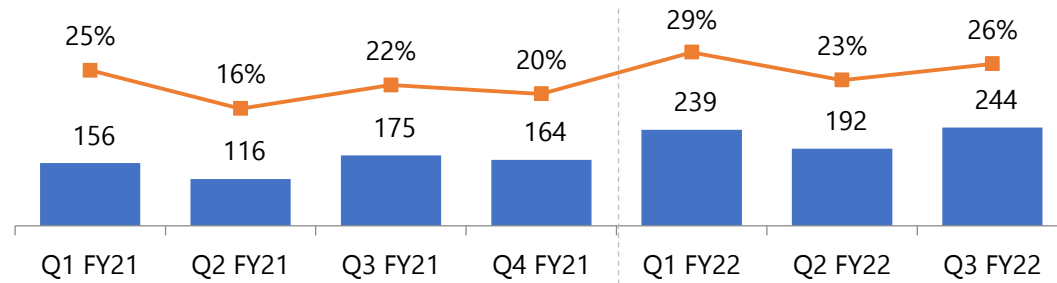


Revenue

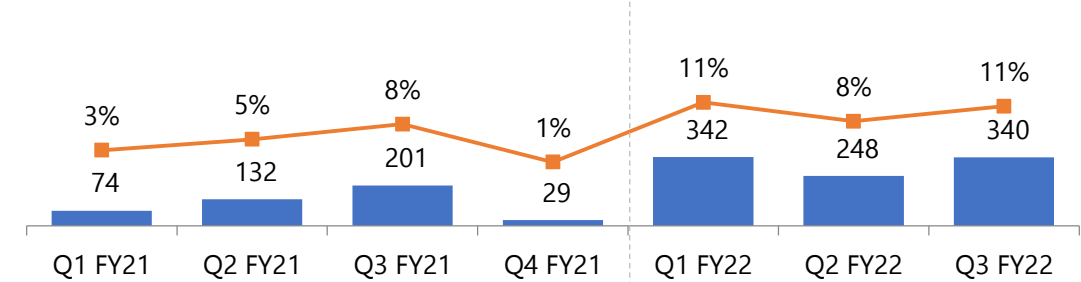
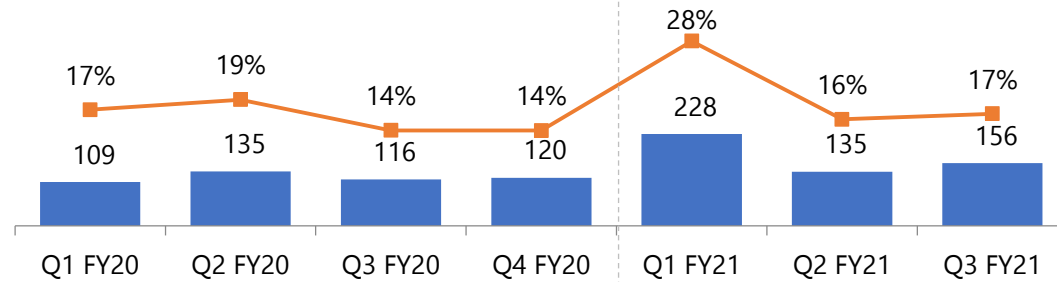
Consolidated | ₹ Crore



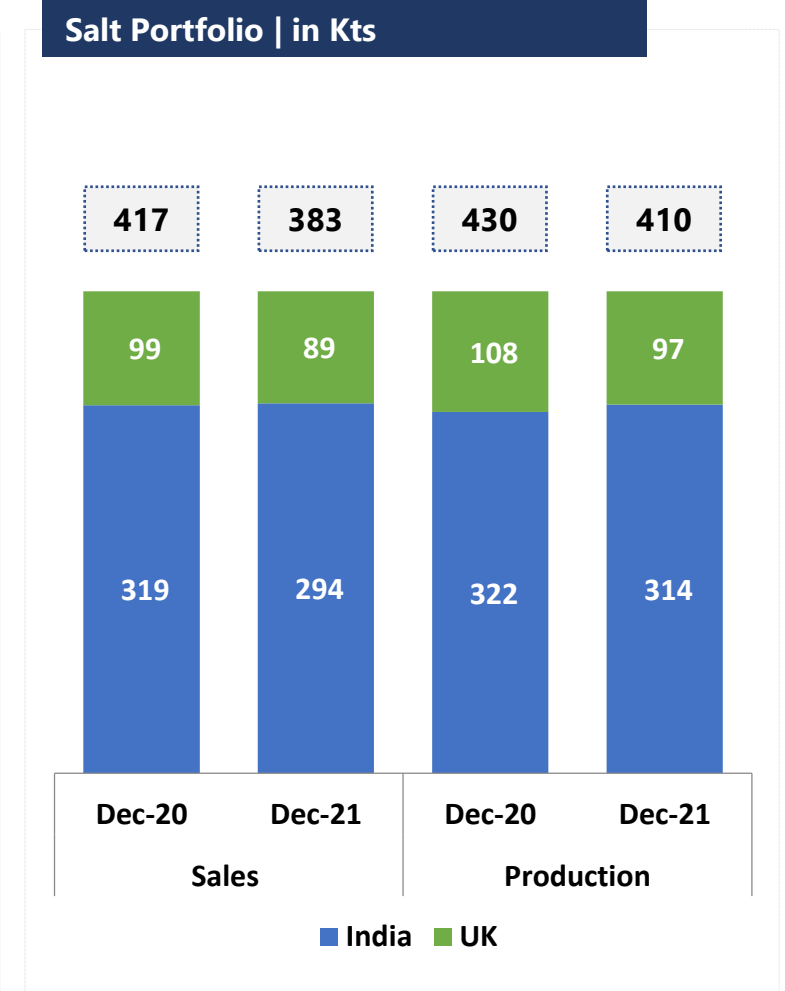
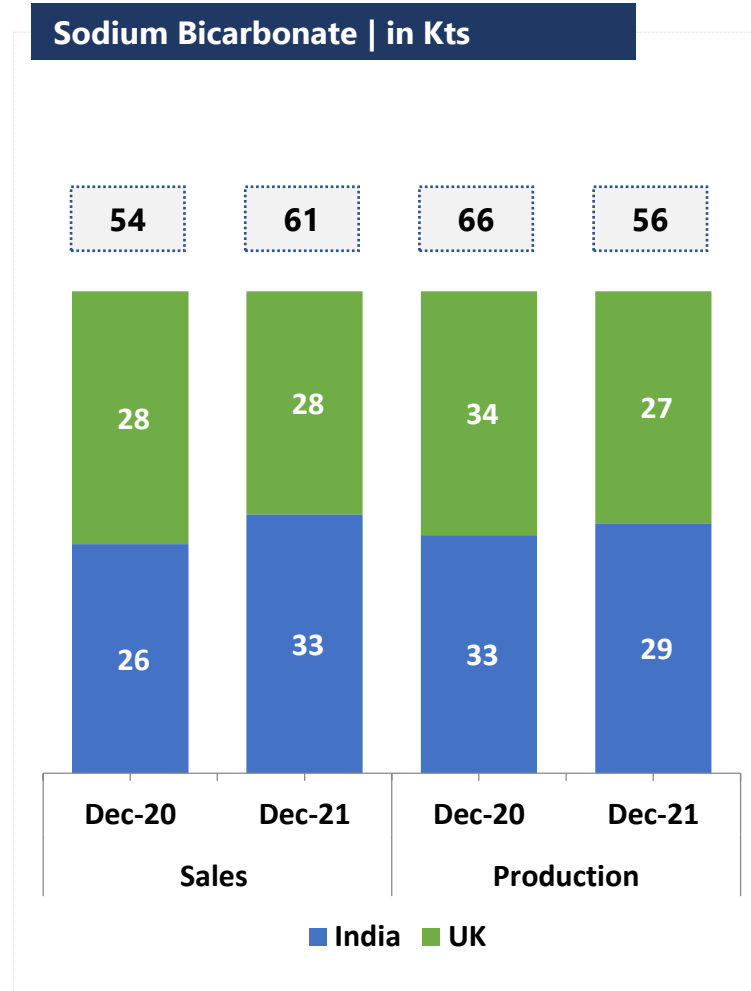
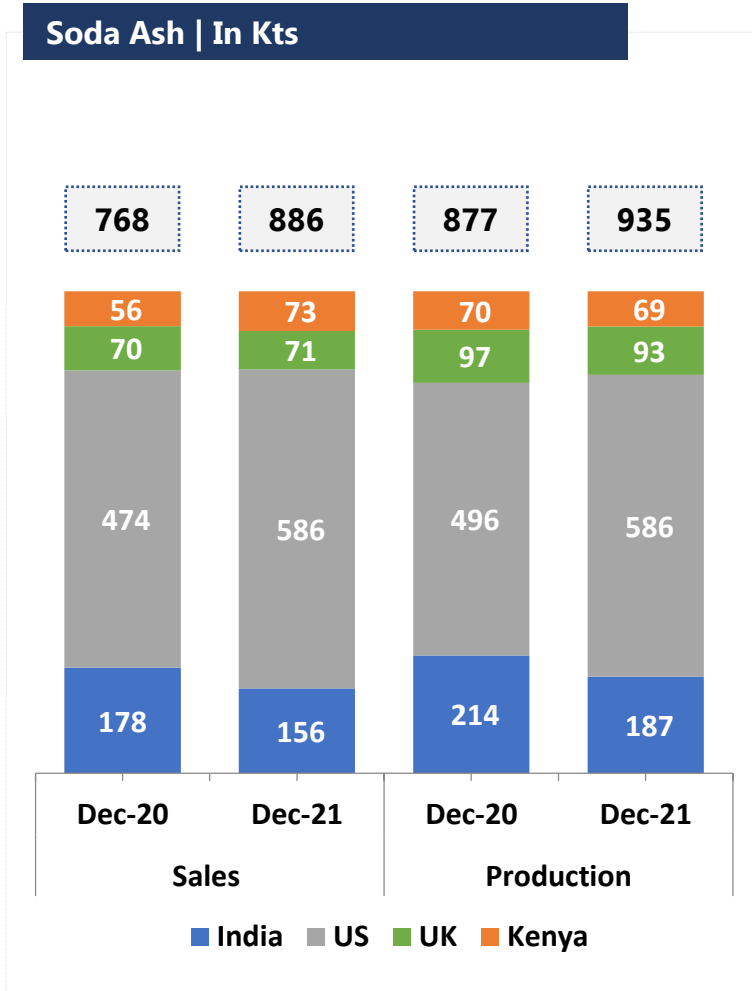
EBITDA & Margin



PAT & Margin

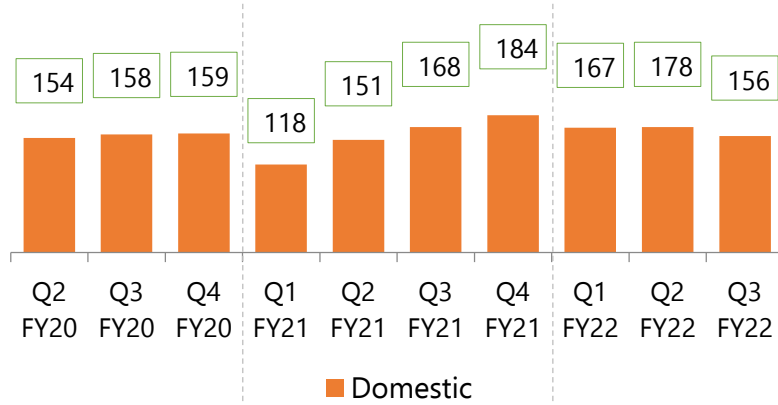


# Quarterly Volumes | Key Products

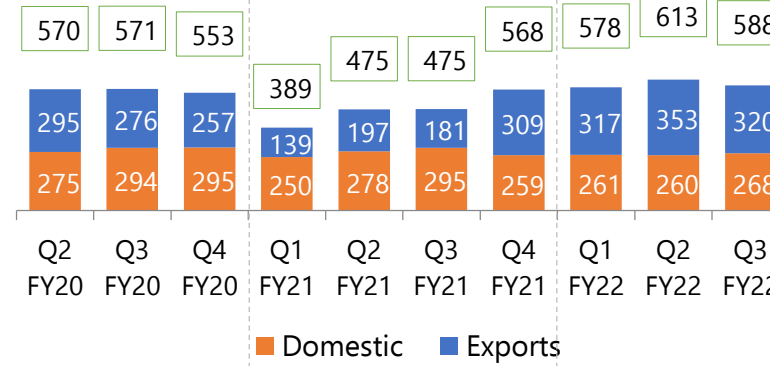


# Soda Ash Volume Trends

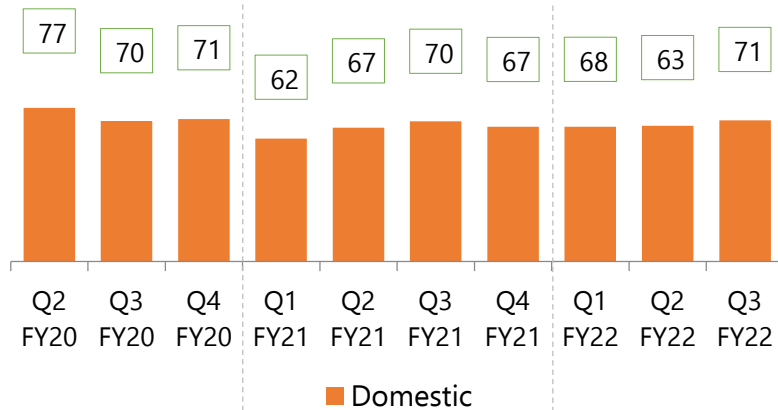
India | In Kts



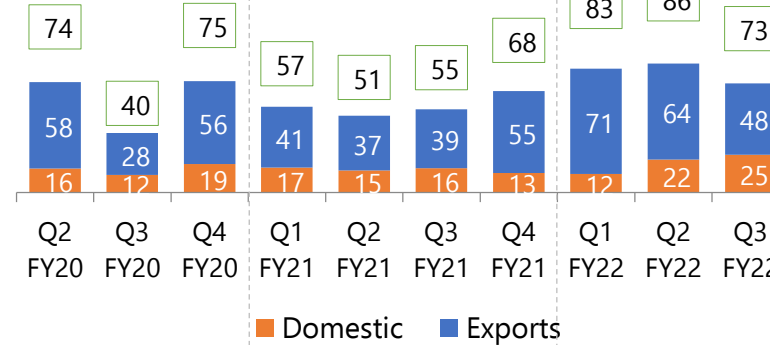
US | In Kts



UK | In Kts



Kenya | In Kts



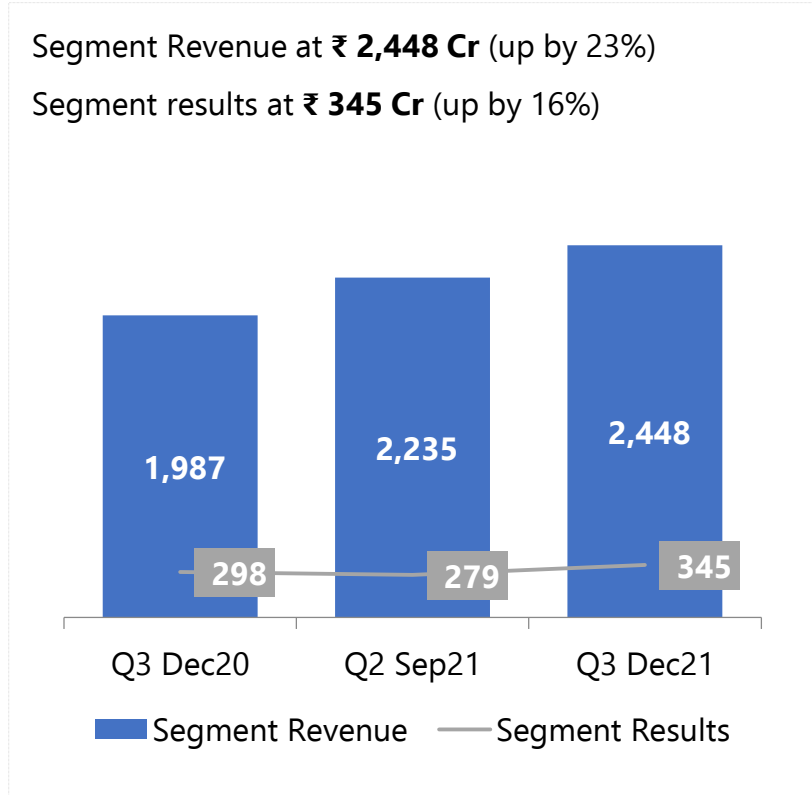
→US sales volumes remain strong with growth in domestic and export market as compared with previous year.

→UK sales volumes remain stable.

→Kenya volumes continues to be strong, on the back of higher export and domestic sales.

# Q3 FY22 Basic Chemistry Products Segment

	Key Highlights
India	<ul style="list-style-type: none"> <li>→ Revenue at ₹ 869 Cr (up 14%), EBIT was ₹ 236 Cr up (vs ₹ 178 Cr PY).</li> <li>→ Margins improved on account higher realizations, which was partially off set by marginally lower sales volumes in Soda Ash and Salt.</li> </ul>
US	<ul style="list-style-type: none"> <li>→ Revenue at ₹ 891 Cr (up by 20%) and EBIT was ₹ 62 Cr (vs. ₹ 76 Cr PY)</li> <li>→ US volumes remain strong with growth in domestic and export market as compared with pervious year. Export volume mix higher than previous year. Export pricing sees recovery, while domestic price remains stable.</li> <li>→ Margins were lower due to higher energy costs, labor cost and maintenance spends.</li> </ul>
UK	<ul style="list-style-type: none"> <li>→ Revenue at ₹ 551 Cr (up by 47%) and EBIT was ₹ 25 Cr (vs. ₹ 10 Cr PY).</li> <li>→ UK soda ash sales volumes remained stable, with higher sales realisation.</li> <li>→ Margins were higher due to higher sales realisations, despite raising input costs including coke, ammonia, packaging and plant fixed costs. Forward purchase of carbon credits begins in Q3.</li> </ul>
Kenya	<ul style="list-style-type: none"> <li>→ Revenue at ₹ 132 Cr (up by 24%) and EBIT was ₹ 18 Cr (vs. ₹ 17 Cr PY).</li> <li>→ Kenya continues to perform well, with improved sales volumes and higher sales realizations.</li> <li>→ Margins remained flat vs PY. Kenya continues its focus on cost optimization and plant efficiencies.</li> </ul>



# Q3 FY22 Specialty Products Segment

## Key Highlights

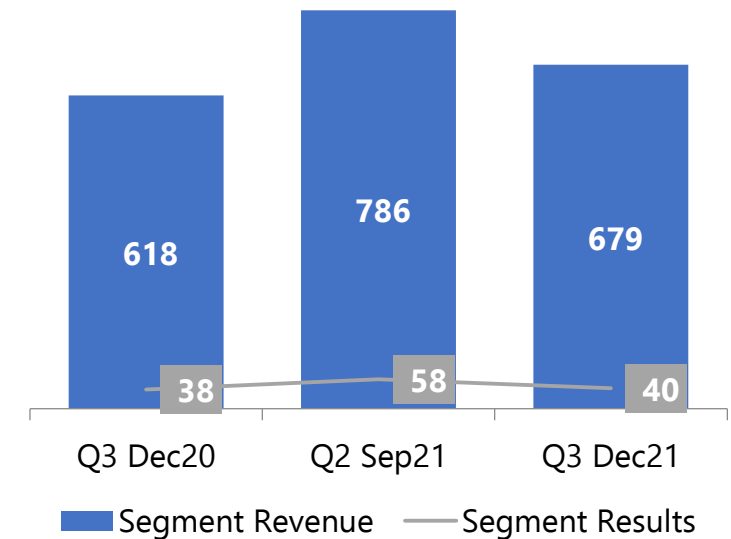
### Specialty Products

- Revenue increased for the quarter to **₹ 50 Cr** (up by 6%), on the back of higher sales volumes across products portfolio.
- Export market gaining traction for FOS products

### Agri Science (Rallis India Ltd)

- Revenue at **₹ 628 Cr** vs ₹ 570 Cr and EBIT stood at **₹ 48 Cr** vs ₹ 52 Cr PY
- Revenue remained steady with growth coming from domestic crop care and International business. Ban on hybrid paddy crop in some of the states have impacted the seeds business during the quarter.
- Margins were impacted due to higher raw material and fixed costs.

Segment Revenue at **₹ 679 Cr** (up by 10%)  
 Segment results at **₹ 40 Cr** vs ₹ 38 Cr PY





# Unit wise Profit & Loss

## Statement of Profit and Loss for the quarter ended Dec21

Units ₹ Cr	TCL India			US			UK			Kenya			Rallis			Consolidated		
	PY	CY	Var	PY	CY	Var	PY	CY	Var	PY	CY	Var	PY	CY	Var	PY	CY	Var
Revenues	812	<b>931</b>	119	742	<b>891</b>	149	374	<b>551</b>	177	107	<b>132</b>	25	570	<b>628</b>	58	2,606	<b>3,142</b>	536
EBITDA	175	<b>244</b>	69	158	<b>143</b>	(15)	45	<b>66</b>	21	26	<b>25</b>	(1)	63	<b>67</b>	4	472	<b>545</b>	73
EBIT	126	<b>189</b>	63	76	<b>62</b>	(14)	10	<b>25</b>	15	17	<b>18</b>	1	52	<b>48</b>	(3)	286	<b>342</b>	55
PBT	148	<b>214</b>	66	35	<b>37</b>	2	2	<b>13</b>	11	16	<b>18</b>	2	62	<b>53</b>	(9)	255	<b>406</b>	151
PAT (before NCI)	116	<b>156</b>	40	19	<b>25</b>	6	2	<b>13</b>	11	16	<b>18</b>	2	46	<b>40</b>	(6)	201	<b>340</b>	139
PAT (after NCI)																161	<b>301</b>	149

## Statement of Profit and Loss for the Year till date Dec21

Units ₹ Cr	TCL India			US			UK			Kenya			Rallis			Consolidated <sup>1</sup>		
	PY	CY	Var	PY	CY	Var	PY	CY	Var	PY	CY	Var	PY	CY	Var	PY	CY	Var
Revenues	2,158	<b>2,606</b>	448	2,071	<b>2,596</b>	525	1,026	<b>1,373</b>	347	298	<b>406</b>	108	1,954	<b>2,096</b>	142	7,564	<b>9,141</b>	1,577
EBITDA	447	<b>675</b>	228	289	<b>512</b>	223	119	<b>77</b>	(42)	41	<b>83</b>	42	305	<b>276</b>	(29)	1,218	<b>1,647</b>	429
EBIT <sup>2</sup>	302	<b>511</b>	209	46	<b>270</b>	224	15	<b>(40)</b>	(55)	16	<b>60</b>	44	256	<b>221</b>	(35)	650	<b>1,047</b>	397
PBT <sup>3</sup>	456	<b>672</b>	216	(111)	<b>167</b>	278	(11)	<b>(72)</b>	(61)	10	<b>43</b>	33	292	<b>239</b>	(53)	554	<b>1,154</b>	600
PAT (before NCI)	360	<b>518</b>	158	(131)	<b>110</b>	241	(11)	<b>(72)</b>	(61)	10	<b>43</b>	33	220	<b>178</b>	(42)	407	<b>930</b>	523
PAT (after NCI) <sup>4</sup>																245	<b>789</b>	544

Note: Above financials are for Continuing Operations

NCI : Non Controlling Interest

1 .Consolidated financials is after adjusting SPV & other adjustments , 2. EBIT excludes Other Income 3 .PBT is after exceptional items & Share in JV and PAT (before NCI) 4 .Rallis financials represent 100 % share. Consolidated numbers is after adjustment of Rallis India's NCI.

# Strategic Priorities

	Current Year	Near Term
India	Standalone	<ul style="list-style-type: none"> <li>• First tranche of Soda Ash, Bicarb &amp; Salt expansion on stream by FY23, delivering incremental revenues</li> <li>• Continue focus on costs</li> <li>• Qualification with customers on Prebiotics &amp; Silica</li> </ul>
	Rallis	<ul style="list-style-type: none"> <li>• Research led new Active Ingredients and combination formulations to build a strong and innovative product portfolio</li> <li>• Leveraging emerging technologies for value added portfolio including GM traits</li> </ul>
International	US	<ul style="list-style-type: none"> <li>• Manage ANSAC exit through own supply chain &amp; sales network</li> </ul>
	UK	<ul style="list-style-type: none"> <li>• Manage energy &amp; carbon cost pressures and continuous cost focus</li> </ul>
	Kenya	<ul style="list-style-type: none"> <li>• Maximize volumes &amp; continuous cost focus</li> </ul>

- **Invest and grow in India**
- **Focus on cash generation across geographies**
- **Deleverage international debt**

# Sustainability and Employee Engagement

## ESG initiatives



	Priorities	Focus Areas
<b>Climate Change</b>	Signed SBTi and taken absolute carbon emission reduction target	<ul style="list-style-type: none"> <li>Fuel Change, Energy efficiency, renewable energy &amp; CCU &amp; usage.</li> </ul>
<b>Circular Economy</b>	Water Neutrality, zero solid waste and recycle	<ul style="list-style-type: none"> <li>Water harvesting and conservation</li> <li>Solid waste recycle &amp; cement plant consumed waste utilising waste material at Mithapur</li> </ul>
<b>Biodiversity</b>	Preserve Natural Capital, conservation & restoration of biodiversity	<ul style="list-style-type: none"> <li>Mangroves plantation in and around Mithapur</li> <li>Whale shark conservation</li> <li>Water harvesting for farm lands</li> </ul>



**Carbon Capture Utilisation Unit in UK commissioned in current year and operating well.**

## Employee Safety and Health

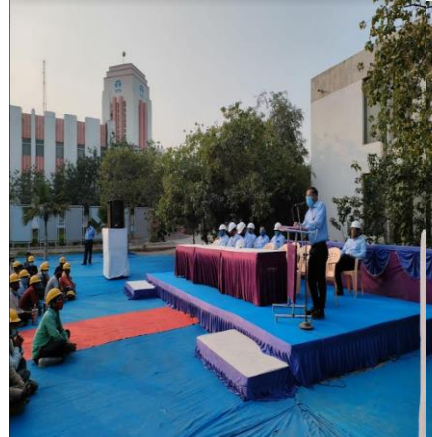
Mock Drill at Cuddalore



Fire Fighting Training Mambattu



Safety communication to contractors Mithapur



TCML Mock Fire Drill



# Awards and Recognitions



Tata Chemicals bag 2 awards: 'Heritage Company of India' and Corporate Award for 'Excellence in CSR' at the FICCI-organised India @75: Chemical and Petrochemical Industry Awards 2021



Tata Chemicals awarded with a 5-star rating for its sustainable development efforts by Minister of Mines; 3<sup>rd</sup> time consecutive in row



Tata Chemicals receives certification for "Safe Workplace for Women" and continues to be amongst the "Top 10 Rainmaker's Safe Places to Work Survey 2020-21"



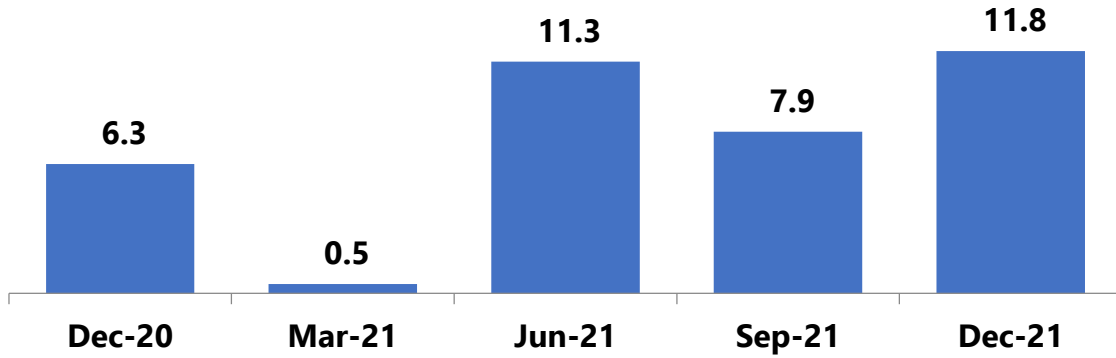
Tata Chemicals ranks among the Top 25 Most Innovative Companies in India by CII for the 3<sup>rd</sup> time straight in a row



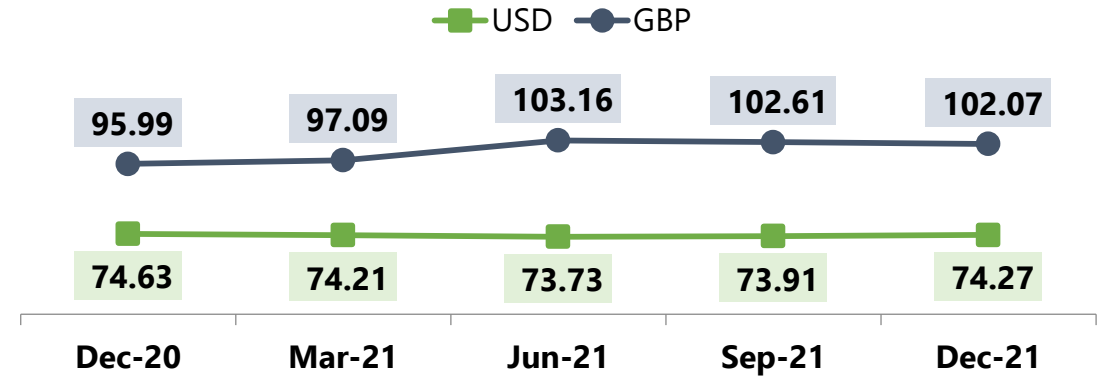
Tata Chemicals Scores "B" (Management Band) at Carbon Discloser Project'21 which is higher than Asia's regional average score

# Supplementary Information

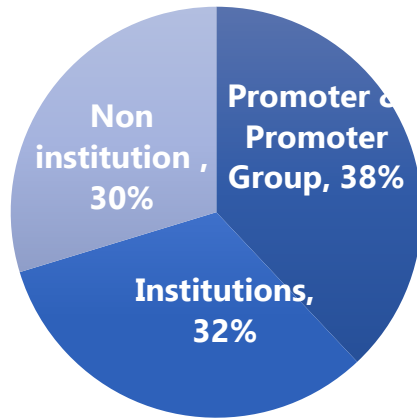
**Consolidated Earnings Price Per Share | In ₹**



**Exchange | Average rate per ₹**



**Shareholding Pattern as on Dec 21 | In %**



# Thank You

For any queries please contact below :

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**Responsive.  
Resilient.  
Responsible.**

