TATA
TATA CHEMICALS

Q1 FY15-16 Results – Investor Presentation

Q1 FY15-16 FINANCIAL HIGHLIGHTS

Q1 FY1516			
Consolidated	**CY**	**PY**	**% Change**
Net Sales	4067	3850	6%
EBITDA	491	510	-4%
PBT	276	315	-12%
PAT	153	176	-13%
EPS	6.01	6.89	-13%

Q1 FY1516			
Standalone	**CY**	**PY**	**% Change**
Net Sales	2328	2114	10%
EBITDA	247	279	-12%
PBT	201	231	-13%
PAT	146	170	-14%
EPS	5.73	6.65	-14%

Rupees in Crores except EPS

KEY PERFORMANCE HIGHLIGHTS

Standalone

- Robust performance in Soda Ash and Salt business
- Consumer portfolio revenues up by 23% over Q1 FY14-15. Pulses portfolio revenues grew by 96% over Q1 FY14-15, and 44% over trailing quarter
- New Urea Policy & Gas Pooling from Jun 2015
- Subsidy receivable at Rs. 1,403 Cr as on 30th June 2015

Consolidated

- Magadi continues positive performance in Q1 FY15-16
- European operations stabilizing
- US volumes marginally impacted due to production outages; being addressed
- Weaker demand due to adverse climatic conditions impact Rallis India performance, expect pick up in H2 FY15-16

Q1 FY1516 KEY FINANCIAL HIGHLIGHTS

Particulars (Rs Crs)	QE Jun 15							QE Jun 14						
	TCL	TCEHL	TCAHL	IMACID	TCNA	Rallis	Consol	TCL	TCEHL	TCAHL	IMACID	TCNA	Rallis	Consol
Net Sales (Incl. Other Operating Income)	2,328	409	178	192	708	469	4,067	2,114	425	190	153	688	471	3,850
Profit from operations	247	22	31	20	136	59	491	279	18	3	14	147	61	510
PBT (after exceptional items)	201	-15	14	17	91	42	276	231	-13	-16	12	104	48	315
PAT (after MI & Share in Associate)	146	-15	13	14	54	17	153	170	-13	-16	11	58	19	176

INDUSTRY ESSENTIALS

- Global demand and supply situation for soda ash in equilibrium
- Magadi operations shows improved performance post restructuring, with better margins and reduced costs
- Strong demand in North America, sold out for calendar 2015

INORGANIC CHEMICALS

Mithapur soda ash production and sales volumes

Particulars ('000 tonnes)	QE Jun15	QE Jun14
Sales Volumes	166	162
Production Volumes	197	190

Subsidiary Volumes

Particulars ('000 tonnes)	Sales Volumes		Production Volumes	
	QE Jun15	QE Jun14	QE Jun15	QE Jun14
Europe	129	125	90	87
Africa	68*	120	71*	125
USA	538	567	506	570

*post PAM mothball

LIVING ESSENTIALS

- TCL market leader in the national branded salt segment with 67.7 % market share. New Tata Salt and Tata Salt Lite packs launched
- Branded Pulses and Besan revenues grew by 96% over Q1FY15
- Branded Spices available in Punjab, HP and Haryana
- Tata Salt Plus Double Fortified salt and Tata Salt Crystal being test marketed

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

Particulars ('000 tonnes)	QE Jun15	QE Jun14
Sales Volumes*	251	232
Production Volumes*	248	236

FARM ESSENTIALS

- Urea production in line with expectation
- New Urea and Gas pooling policy from Jun15
- New Product Tata Paras 20:20 received well in the market place

Urea

Particulars ('000 tonnes)	QE Jun15	QE Jun14
Sales Volumes	290	306
Production Volumes	308	316

Complex Fertiliser

Particulars ('000 tonnes)	QE Jun15	QE Jun14
Sales Volumes	85	157
Production Volumes	197	159

*DAP market serviced through inputs

THANK YOU

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