



Q3 FY14-15 FINANCIAL HIGHLIGHTS



Q3 FY1415			
Consolidated	CY	PY	% Change
Net Sales	4,820	4,580	5%
EBITDA	590	503	17%
PBT	374	132	183%
PAT	238	-16	
EPS	9.35	-0.63	

9 Months FY1415			
Consolidated	CY	PY	% Change
Net Sales	13,470	12,200	10%
EBITDA	1,746	1,488	17%
PBT	1,141	639	79%
PAT	671	194	246%
EPS	26.32	7.60	246%

Q3 FY1415			
Standalone	CY	PY	% Change
Net Sales	3,019	2,672	13%
EBITDA	275	273	1%
PBT	257	190	35%
PAT	205	148	39%
EPS	8.03	5.80	38%

9 Months FY1415			
Standalone	CY	PY	% Change
Net Sales	7,979	6,684	19%
EBITDA	876	761	15%
PBT	762	473	61%
PAT	583	355	64%
EPS	22.89	13.93	64%

Rupees in Crores except EPS

KEY PERFORMANCE HIGHLIGHTS

Standalone

- Soda Ash demand stable, prices firming up.
- Improved margins and volume in Salt business
- Farm Essential business - weaker operating performance – below expectation
- Subsidy receivable at Rs. 1664 Cr as on 31st December 2014. Subsidy collections under pressure.

Consolidated

- Global soda ash demand continues to be positive. Better realisation across all geographies
- Turnaround strategy in Kenya starting to show results
- European restructuring in progress
- Rallis India Q3 revenue at Rs. 385 Crores. Crosses gross revenue of Rs. 1500 Crore in 9 months

Q3 FY1415 KEY FINANCIAL HIGHLIGHTS

Particulars (Rs Crs)	QE Dec 14							QE Dec 13						
	TCL	TCEHL	TCAHL	IMACID	TCNA	Rallis	Consol	TCL	TCEHL	TCAHL	IMACID	TCNA	Rallis	Consol
Net Sales (Incl. Other Operating Income)	3,019	445	166	151	793	390	4,820	2,672	547	181	145	755	401	4,580
Profit from operations	275	8	41	13	202	51	590	273	-59	0	17	201	59	503
PBT (after exceptional items)	257	-38	26	15	157	36	374	190	-222	-32	15	156	47	132
PAT (after MI & Share in Associate)	205	-38	26	12	100	13	238	148	-222	-32	12	88	15	-16

INDUSTRY ESSENTIALS



- Global Soda Ash demand positive. Prices firming up
- Domestic Soda Ash demand stable
- Domestic Soda ash demand in Europe stable
- Magadi operations show that turnaround strategy has started showing results
- Better realization at North America



INORGANIC CHEMICALS



Mithapur soda ash production and sales volumes

Particulars (^{'000 tonnes})	QE Dec14	QE Dec13	YTD Dec14	YTD Dec13
Sales Volumes	180	183	508	515
Production Volumes	207	203	595	591

Subsidiary Volumes

Particulars (^{'000 tonnes})	Sales Volumes				Production Volumes			
	QE Dec14	QE Dec13	YTD Dec14	YTD Dec13	QE Dec14	QE Dec13	YTD Dec14	YTD Dec13
Europe	122	189	377	551	86	178	253	548
Africa	85	118	298	374	83	114	294	361
USA	624	612	1,793	1,791	602	604	1,758	1,790

LIVING ESSENTIALS

- TCL salt - market leader in the national branded salt segment with 69 % marker share.
- I shakti pulses and Besan achieved all time high sales in Nov 2014. Available in about 90,000 retail outlets now.
- I-shakti Spices being test marketed in Punjab, encouraging market response



Branded Salt

* Includes Tata Salt & i-shakti Salt



Particulars ('000 tonnes)	QE Dec14	QE Dec13	YTD Dec14	YTD Dec13
Sales Volumes*	234	236	697	693
Production Volumes*	228	185	700	672

FARM ESSENTIALS

- Urea production impacted due to lack of policy clarity
- Specialty fertiliser registers higher sales
- New Product Tata Paras 20:20 received good market response



Nitrogenous (Urea)

Particulars ('000 tonnes)	QE Dec14	QE Dec13	YTD Dec14	YTD Dec13
Sales Volumes	305	317	933	935
Production Volumes	304	309	935	918

Phosphatic (NPK, DAP)

Particulars ('000 tonnes)	QE Dec14	QE Dec13	YTD Dec14	YTD Dec13
Sales Volumes	217	172	485	386
Production Volumes	211	168	528	400

THANK YOU

TATA
TATA CHEMICALS
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YEARS
SERVING SOCIETY
THROUGH SCIENCE



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