



February 3, 2025

The General Manager
Corporate Relations Department
BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai – 400 001
Scrip Code: 500770

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

Dear Sir / Madam,

Sub: Submission of Analysts/Investors Presentation

Ref: Letter dated January 27, 2025, informing about Analysts/Investors Call

With reference to the aforesaid letter, please find enclosed the presentation to be made to Analysts/Investors on the Unaudited Consolidated and Audited Standalone Financial Results for the third quarter and nine months ended December 31, 2024, during the Analysts/Investors call to be held on Monday, February 3, 2025.

The presentation is being submitted in compliance with Regulation 30(6) read with Schedule III Part A Para A of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015.

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

You are requested to take the same on record.

Thanking you,

**Yours faithfully,
For Tata Chemicals Limited**

**Rajiv Chandan
Chief General Counsel
& Company Secretary**

Encl.: as above

TATA CHEMICALS LIMITED

Bombay House 24 Homi Mody Street Fort Mumbai 400 001
Tel 91 22 6665 8282 Fax 91 22 6665 8143/44 www.tatachemicals.com
CIN : L24239MH1939PLC002893



Chemistry of
Sustainable Growth



Investors Communication
Quarter and Nine Months Ended December 2024





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.

Financial Highlights

Quarter and Nine Months Ended 31 December 2024

Performance Highlights - All time high production volumes, however performance affected by lower prices over PQ and PY

Consolidated

Q3FY25	9MFY25
Production Volumes (Soda Ash, Bicarb and Salt) 1480 Kts vs. 1389 Kts (PQ) 1311 Kts (PY)	Production Volumes (Soda Ash, Bicarb and Salt) 4259 Kts (CY) vs. 3984 Kts (PY)
Revenue ₹ 3,590 Cr (CY) vs. ₹ 3,999 Cr (PQ) ₹ 3,730 Cr (PY)	Revenue ₹ 11,378 Cr (CY) vs. ₹ 11,946 Cr (PY)
EBITDA ₹ 434 Cr (CY) vs. ₹ 618 Cr (PQ) ₹ 542 Cr (PY)	EBITDA ₹ 1,626 Cr (CY) vs. ₹ 2,404 Cr (PY)
PAT* ₹ 49 Cr (CY) vs. ₹ 267 Cr (PQ) ₹ 194 Cr (PY)	PAT* ₹ 491 Cr (CY) vs. ₹ 1,165 Cr (PY)
Gross Debt  ₹810 Cr ₹ 6,722 Cr (Dec 24) ₹ 5,912 Cr (Dec 23)	Net Debt  ₹ 952 Cr ₹ 5,329 Cr (Dec 24) ₹ 4,377 Cr (Dec 23)

Geography	Demand	Sentiment
India	↑	↑
China	↑	↑
Asia ex. China & India	↑	↑
Europe	↓	↔
Americas	↓	↔
Global Outlook	↓	↔

- China and India continue to experience robust growth, while US and Western Europe are witnessing slight declines due to reduced demand for flat and container glass.
- In other regions, Asia (Excl China and India) demand is robust, while slight decline is observed in demand of Americas (Excl US) and Africa
- Cessation underway for the non-profitable soda ash operations in UK (Lostock)
- Revenue was down by 4% in Q3FY25 as compared to PY mainly due to adverse price movement of Soda ash on account of market factors, although volumes are higher
- EBITDA down by 20% in Q3FY25 as compared to PY, mainly on account of lower pricing
- Net debt higher than PY mainly due to lower EBITDA and higher working capital (US, Kenya & India) and continuing capex spend

* PAT is from continuing operations, before exceptional items and before Non-Controlling interest ('NCI')

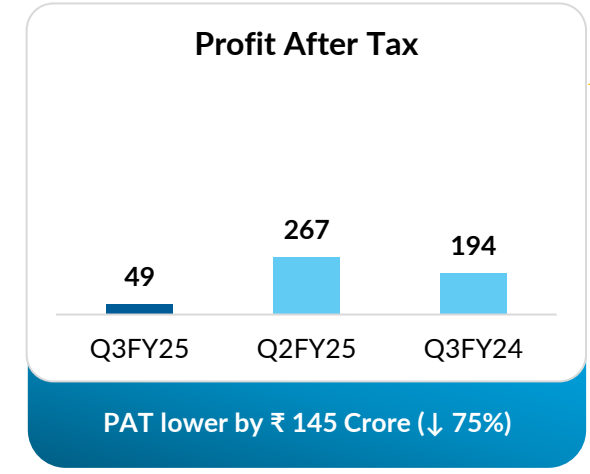
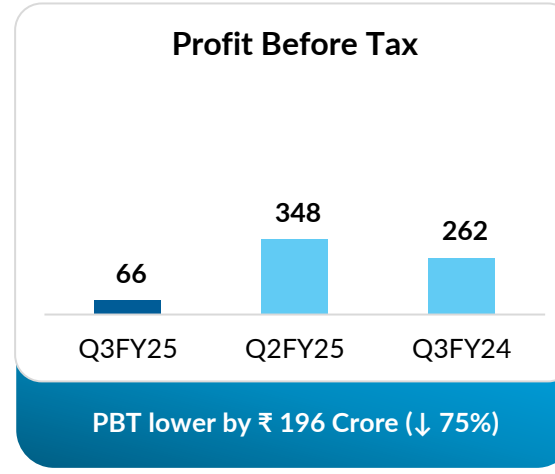
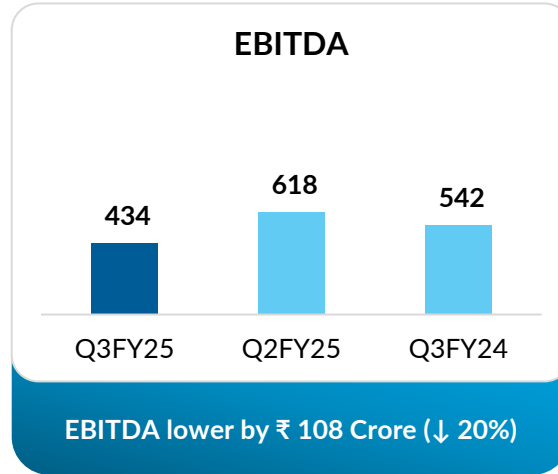
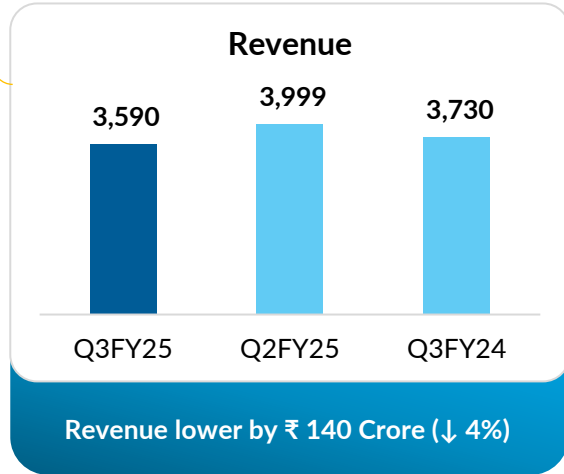
CY - Current Quarter (Q3FY25)/ Nine Months (9MFY25)

PQ - Previous Quarter (Q2FY25), PY - Previous Year's Quarter (Q3FY24)/ Nine Months (9MFY24)

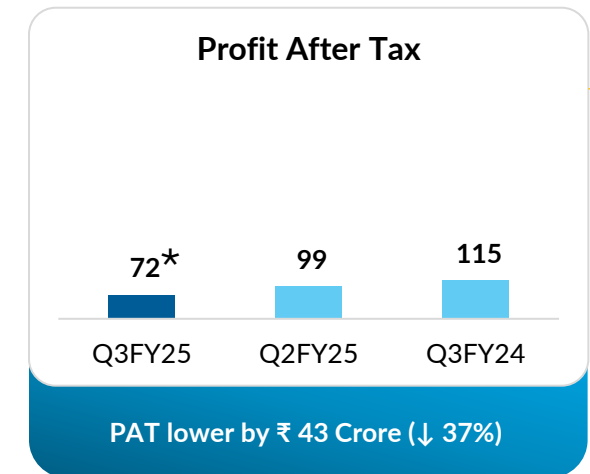
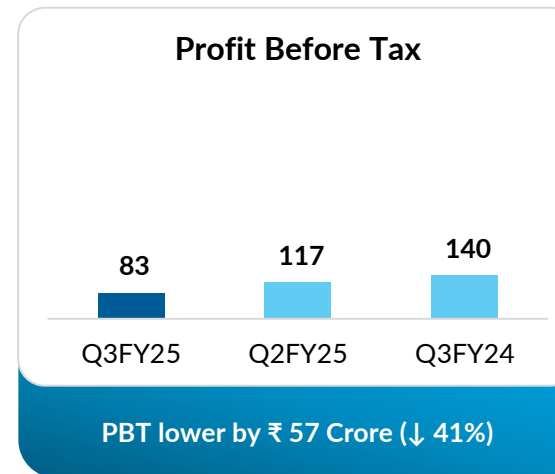
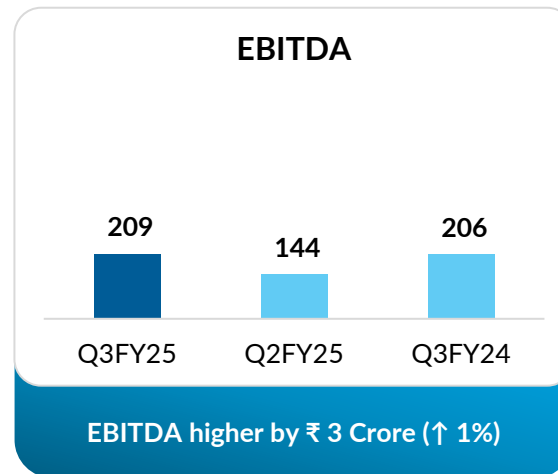
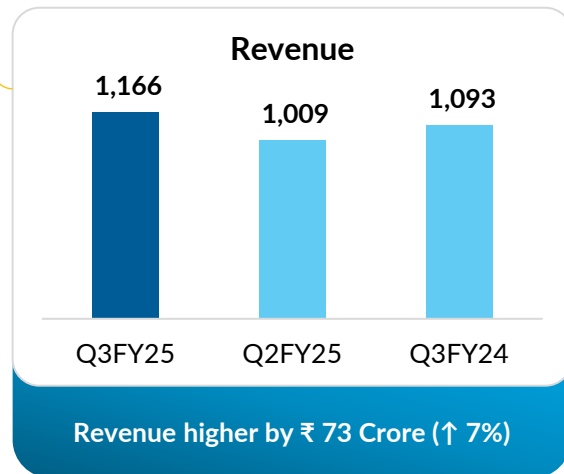
Financial Snapshot – Lower EBITDA due to decline in realisation, effect flowing into PBT and PAT

For the Quarter Ended 31 December 2024

Consolidated | ₹ Crore



Standalone | ₹ Crore



Note: Change is vs PY

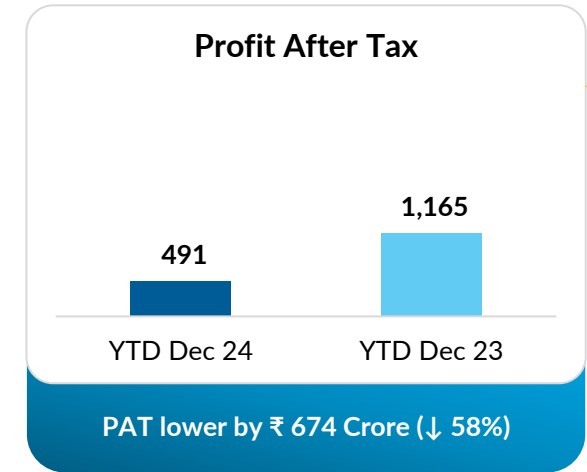
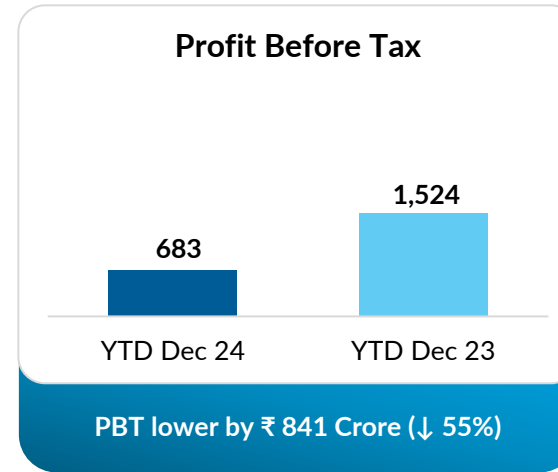
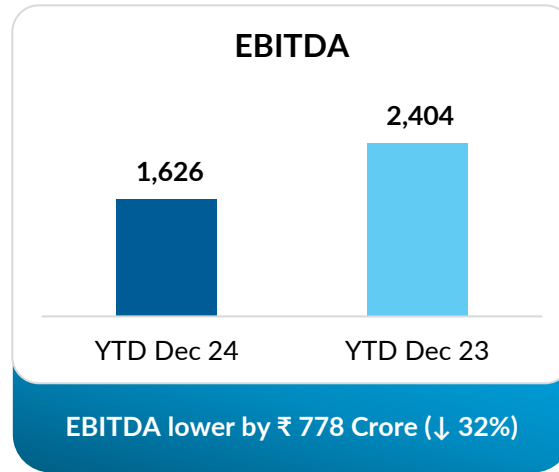
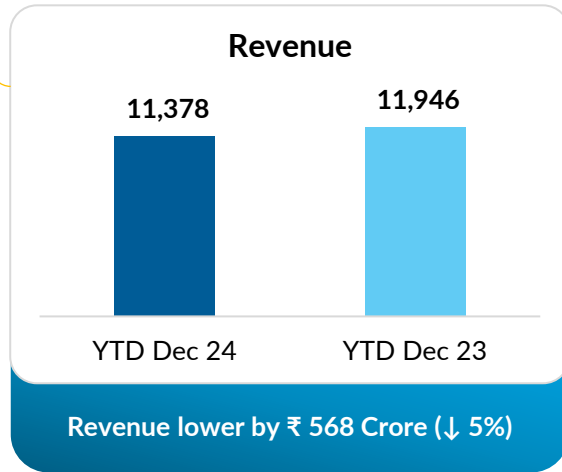
PBT & PAT includes continuing operations, before exceptional items, after share in JV & associates & before NCI

* PAT includes impact of ₹ 46 Cr finance cost with respect to Non-Convertible Debentures

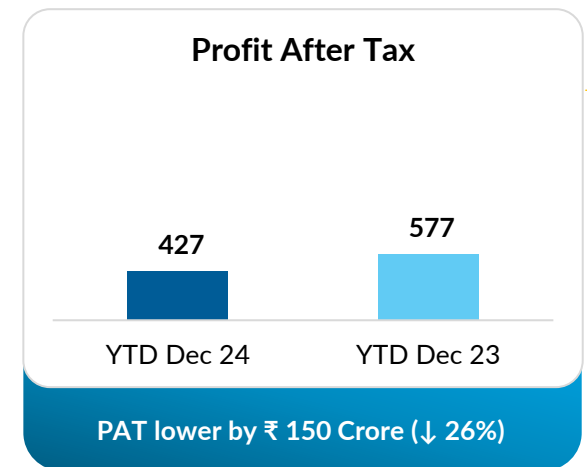
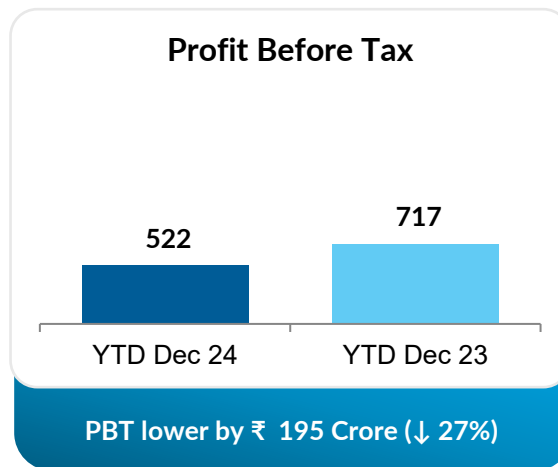
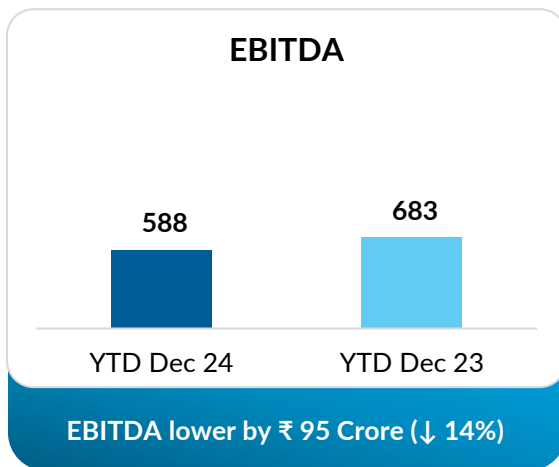
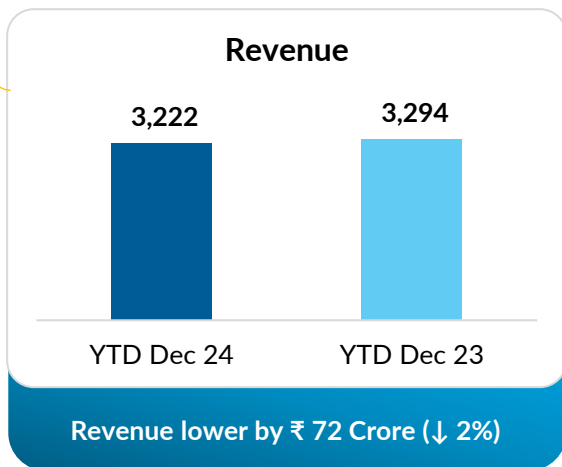
Financial Snapshot- Highest volumes offset by lower realisation, leading to drop in EBITDA, PBT & PAT

For the Nine Months Ended 31 December 2024

Consolidated | ₹ Crore



Standalone | ₹ Crore



Unit wise Profit & Loss

Statement of Profit and Loss for the Quarter Ended December 2024

Units	Consolidated				India				US				UK				Kenya				Rallis			
₹ Crore	CY	PQ	PY	Var vs PY	CY	PQ	PY	Var vs PY	CY	PQ	PY	Var vs PY	CY	PQ	PY	Var vs PY	CY	PQ	PY	Var vs PY	CY	PQ	PY	Var vs PY
Revenues	3,590	3,999	3,730	(140)	1,166	1,009	1,093	73	1,273	1,391	1,260	13	534	531	594	(60)	136	168	163	(27)	522	928	598	(76)
EBITDA	434	618	542	(108)	209	144	206	3	146	223	145	1	10	26	57	(47)	22	43	56	(34)	45	166	61	(16)
Exceptional Items	(70)	-	-	(70)	-	-	-	-	-	-	-	-	(70)	-	-	(70)	-	-	-	-	-	-	-	-
Share of JV Income	32	44	60	(28)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
PBT ¹	66	348	262	(196)	83	117	140	(57)	(4)	78	15	(19)	(78)	(59)	(24)	(54)	22	47	54	(32)	19	143	30	(11)
PAT ²	49	267	194	(145)	72	99	115	(43)	2	65	11	(9)	(78)	(59)	(24)	(54)	18	40	23	(5)	11	99	24	(13)
PAT ³	(53)	194	158	(211)																				

Statement of Profit and Loss for the Nine Months Ended December 2024

Units	Consolidated			India			US			UK			Kenya			Rallis		
₹ Crore	CY	PY	Var	CY	PY	Var	CY	PY	Var	CY	PY	Var	CY	PY	Var	CY	PY	Var
Revenues	11,378	11,946	(568)	3,222	3,294	(72)	3,945	4,070	(125)	1,590	1,852	(262)	453	495	(42)	2,233	2,212	21
EBITDA	1,626	2,404	(778)	588	683	(95)	567	940	(373)	54	284	(230)	90	171	(81)	306	305	1
Exceptional Items	(70)	102	(172)	-	102	(102)	-	-	-	(70)	-	(70)	-	-	-	-	-	-
Share of JV Income	130	57	73	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
PBT ¹	683	1,524	(841)	522	717	(195)	120	541	(421)	(198)	49	(247)	104	163	(59)	227	225	2
PAT ²	491	1,165	(674)	427	577	(150)	105	442	(337)	(198)	49	(247)	91	99	(8)	157	169	(12)
PAT ³	276	1,109	(833)															

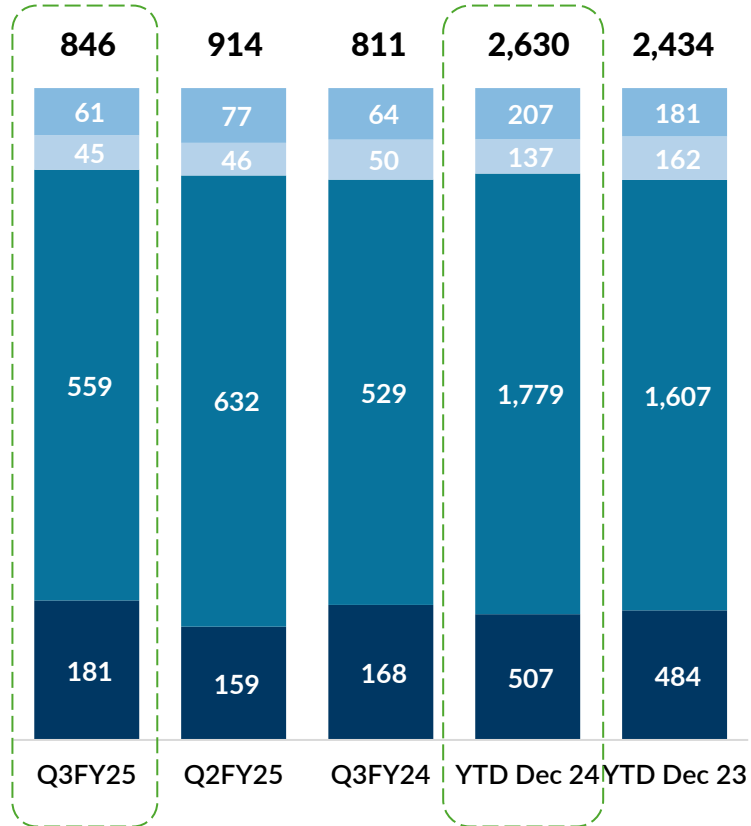
- Notes :
- Above financials are for Continuing Operations
 - Consolidated financials is after adjusting SPV & other adjustments
 - Rallis financials represent 100% share. Consolidated numbers is after adjustment of Rallis India's NCI.
1. Before exceptional items and after JV share
 2. Before exceptional items and NCI
 3. After exceptional items and NCI

Sales Volume

Key Products

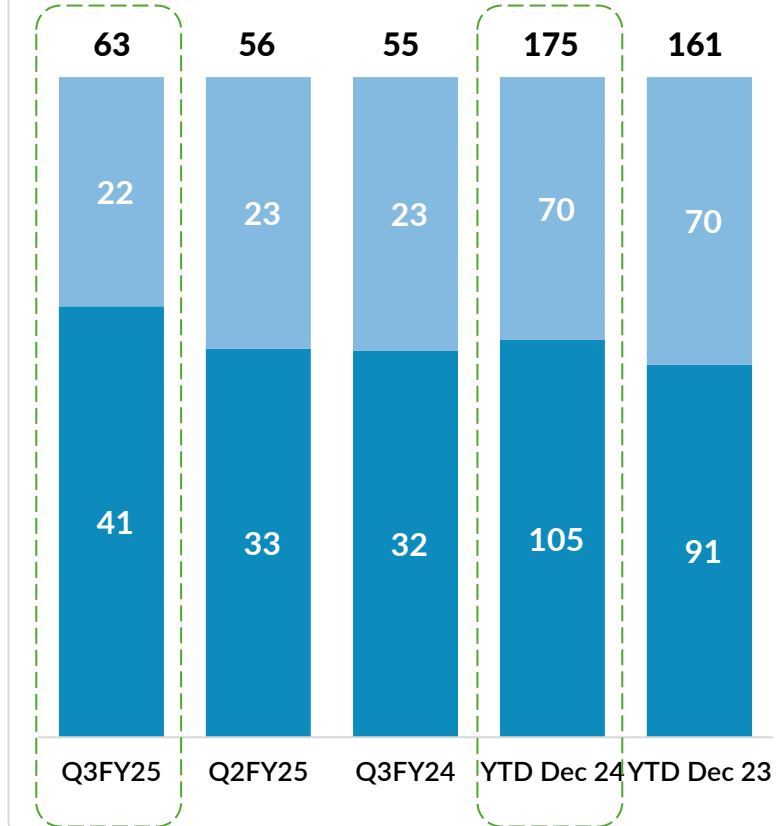
Soda Ash | In Kts

■ India ■ US ■ UK ■ Kenya



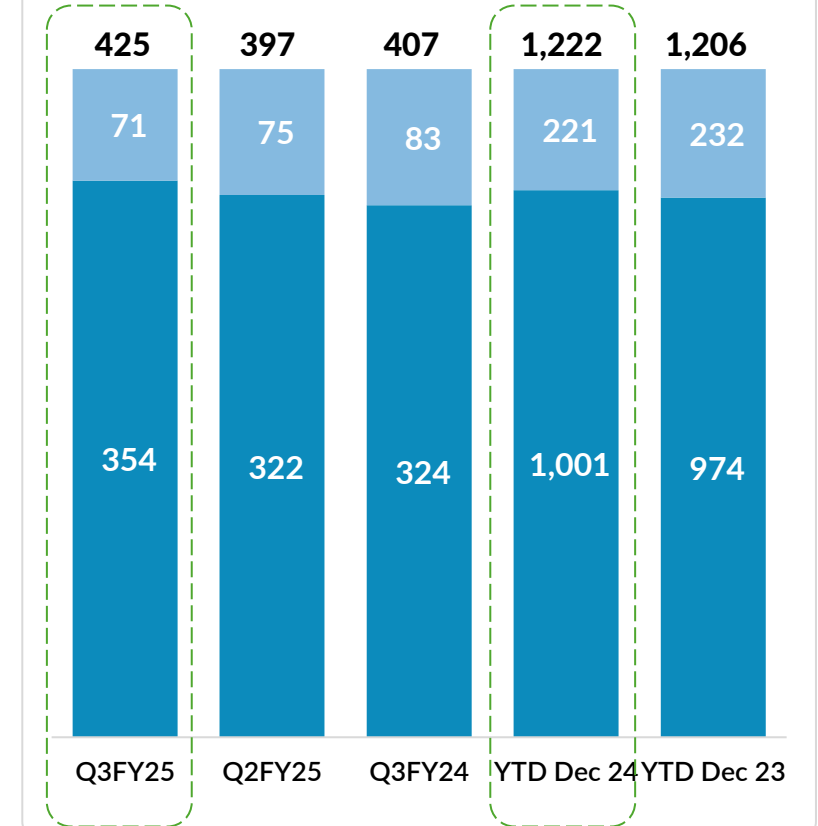
Sodium Bicarbonate | in Kts

■ India ■ UK



Salt | in Kts

■ India ■ UK

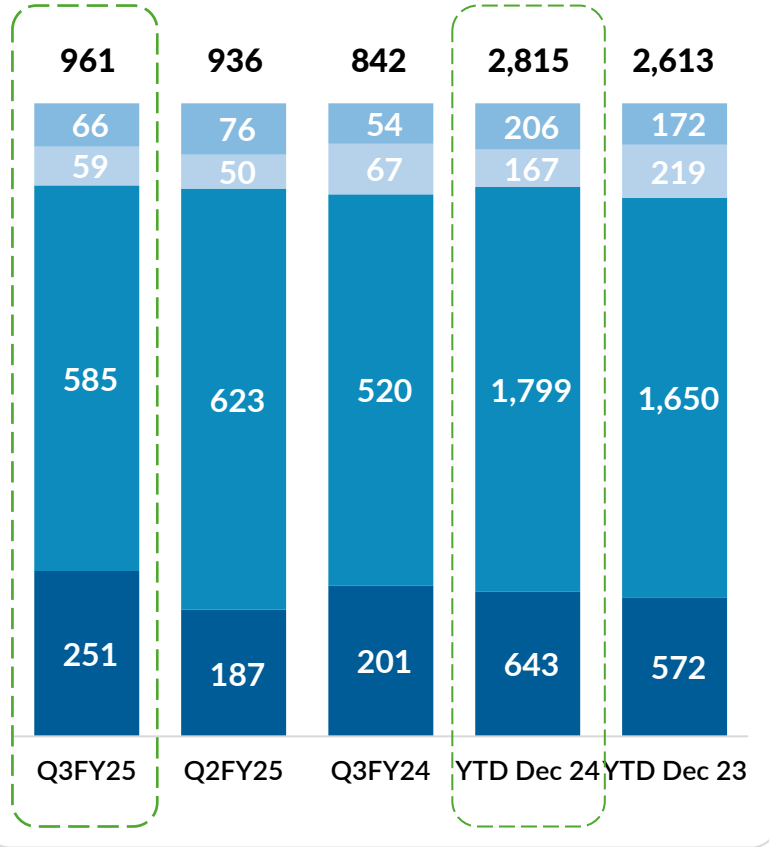


Production Volume

Key Products

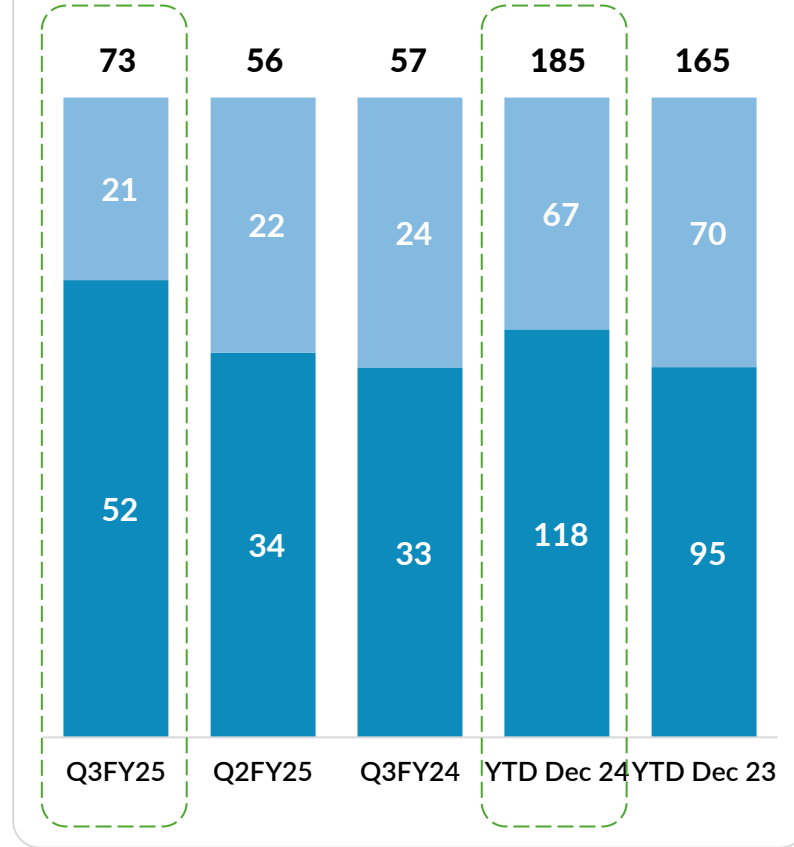
Soda Ash | In Kts

■ India ■ US ■ UK ■ Kenya



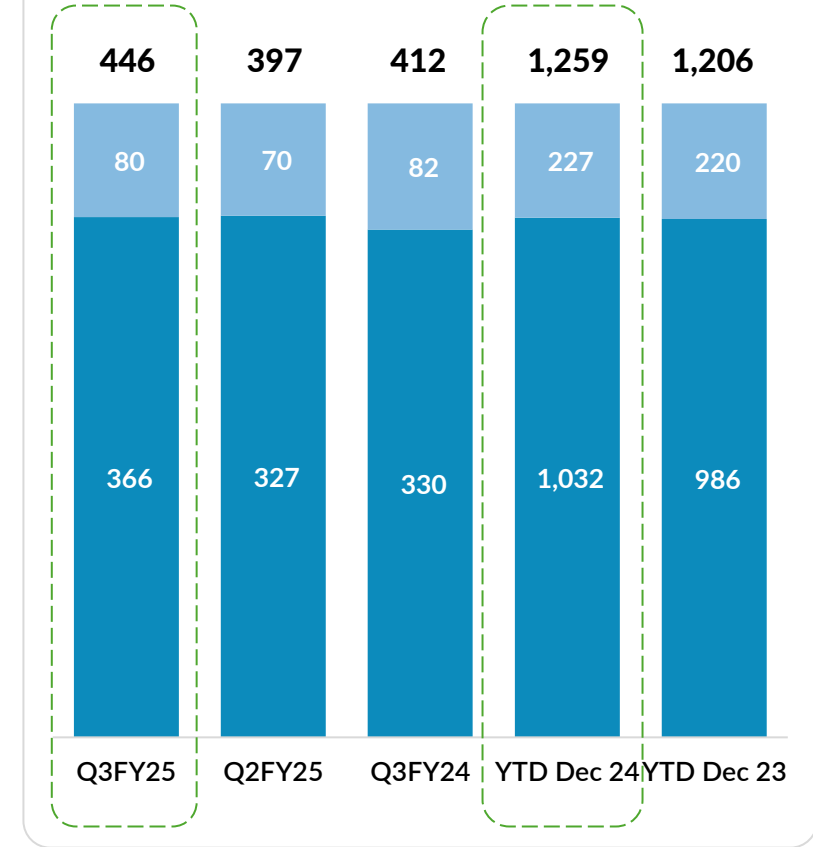
Sodium Bicarbonate | In Kts

■ India ■ UK



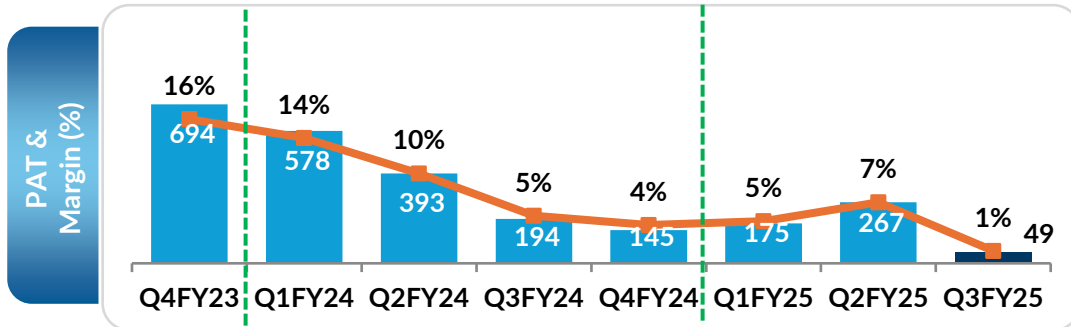
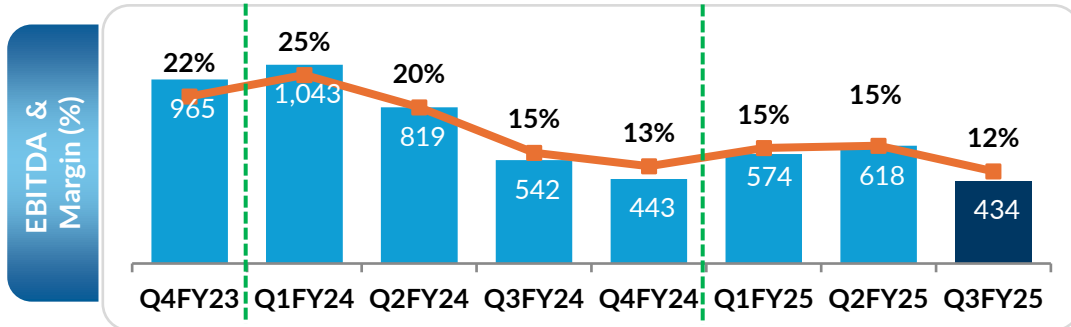
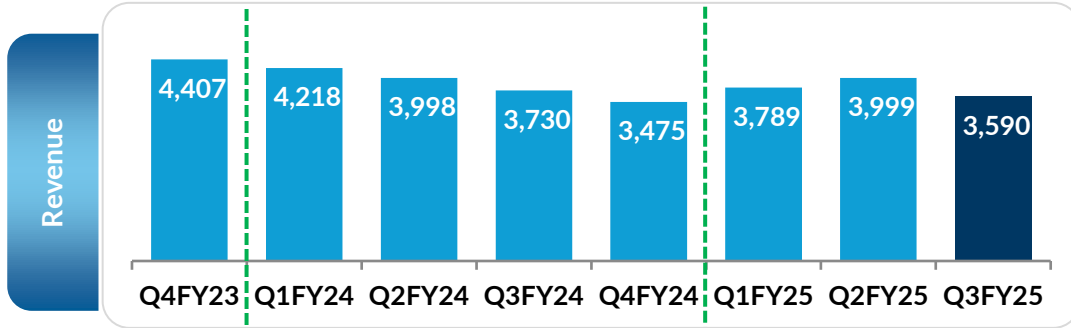
Salt | In Kts

■ India ■ UK

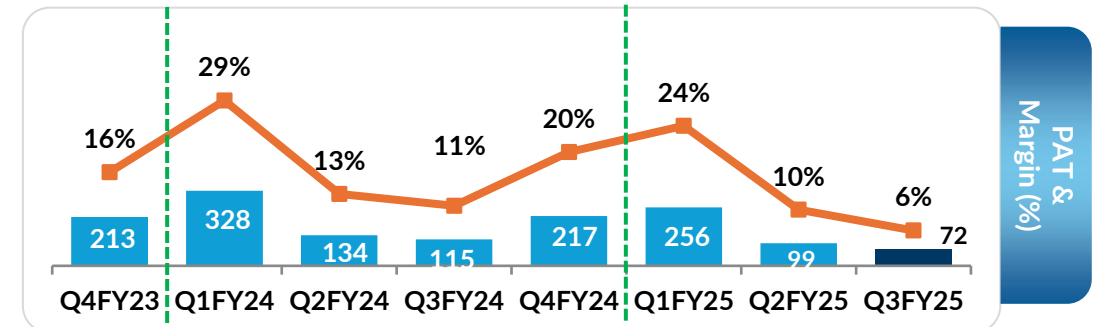
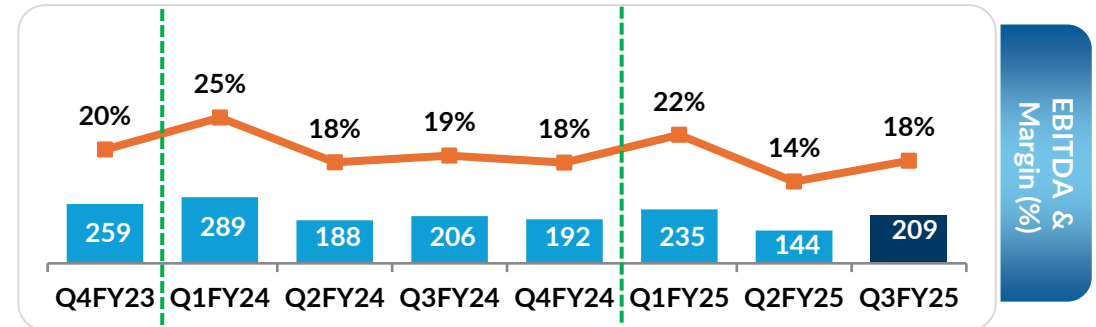
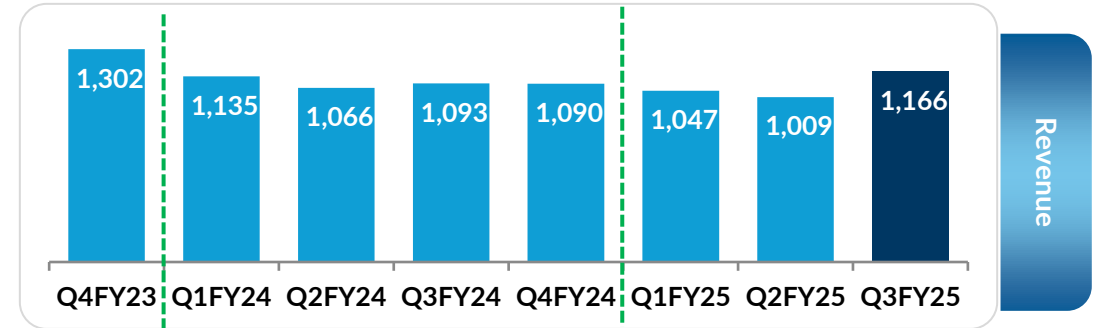


Historical Financial Trends

Consolidated | ₹ Crore



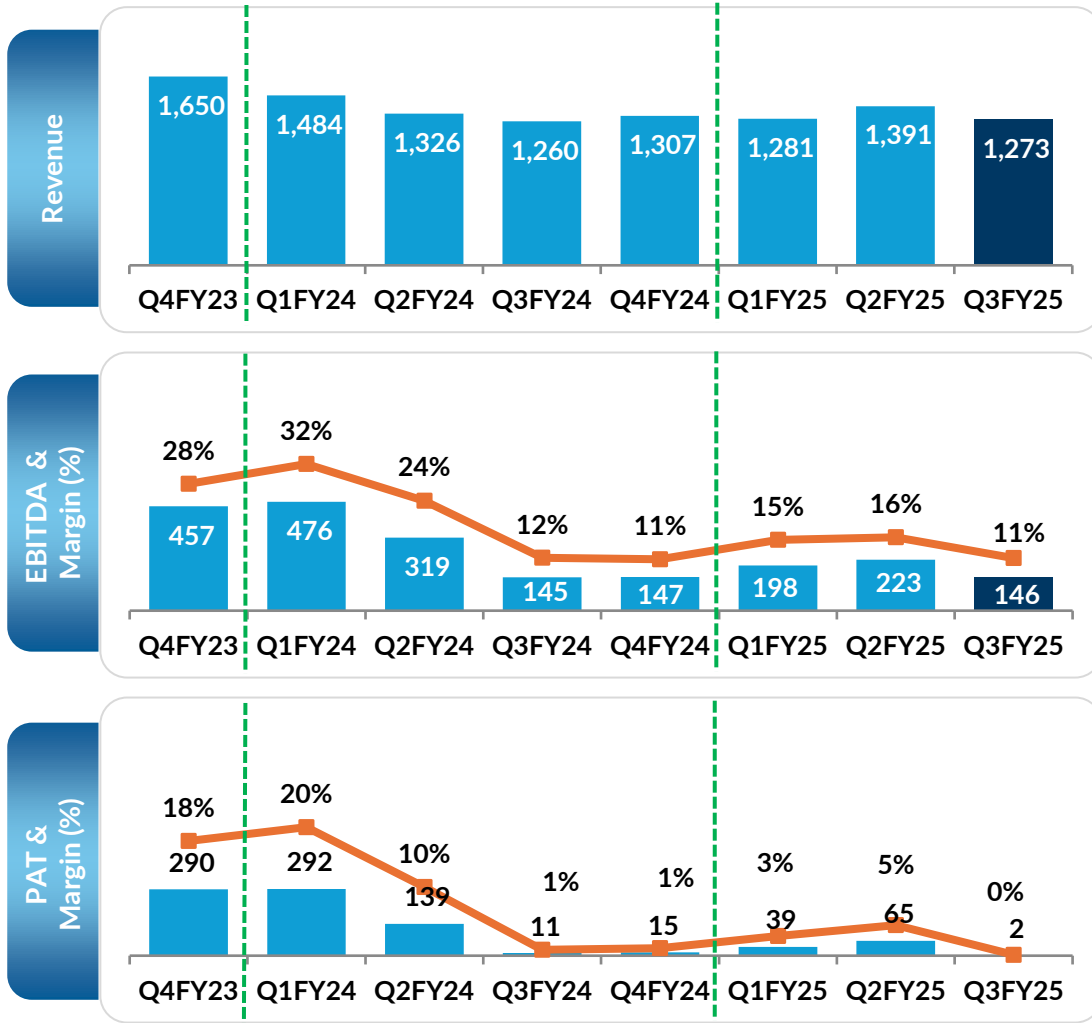
Standalone | ₹ Crore



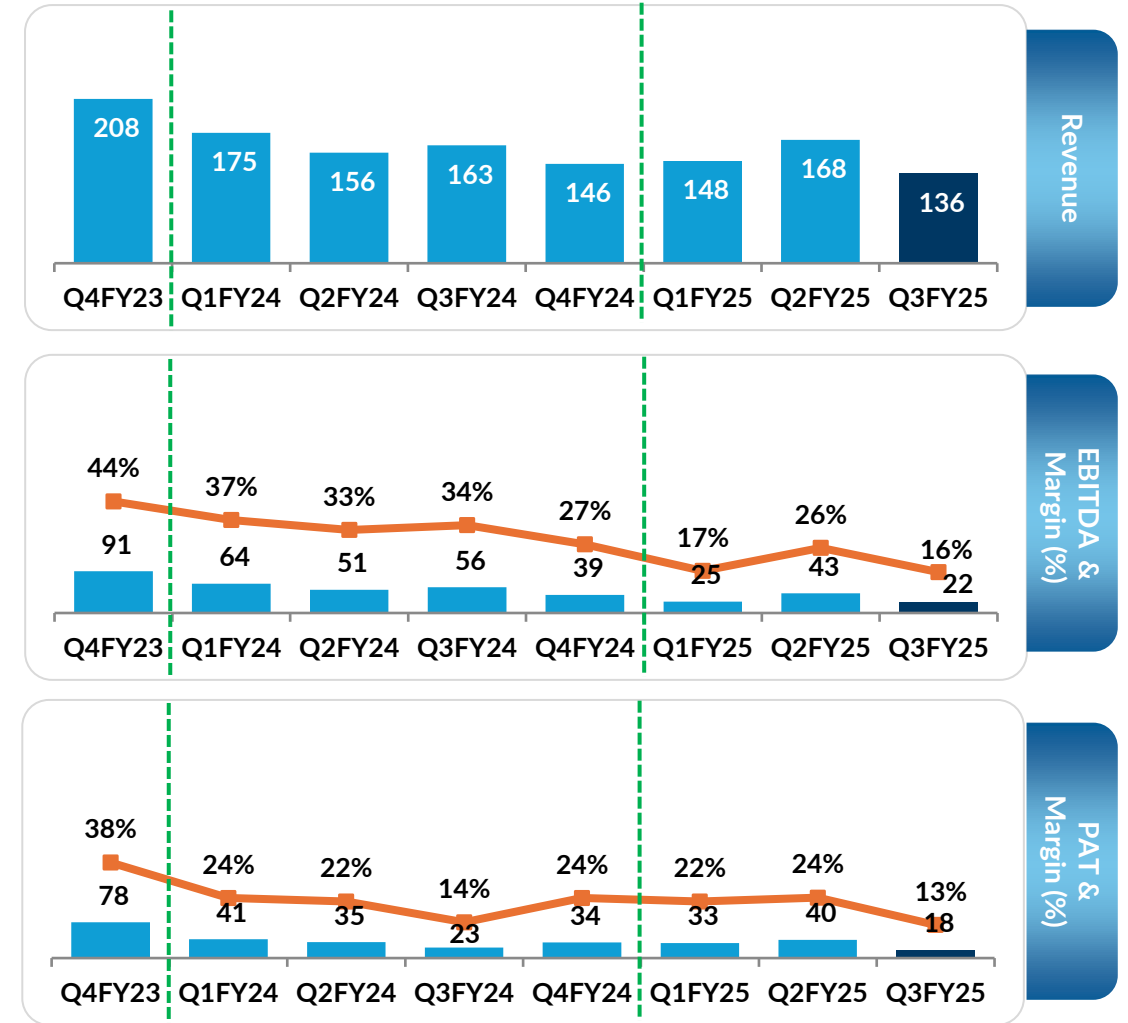
Note: PAT is after share of JV and before exceptional items & NCI

Historical Financial Trends

USA | ₹ Crore



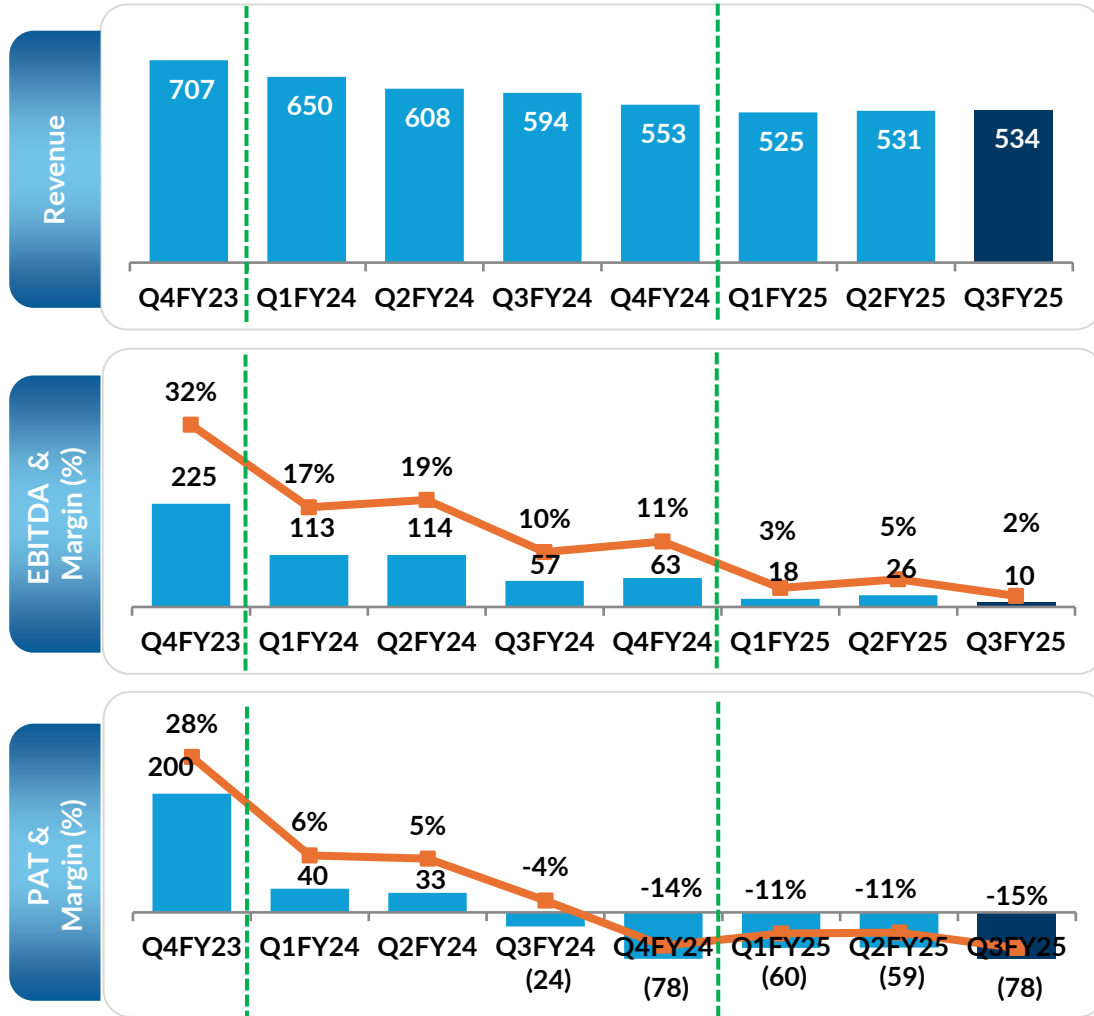
Kenya | ₹ Crore



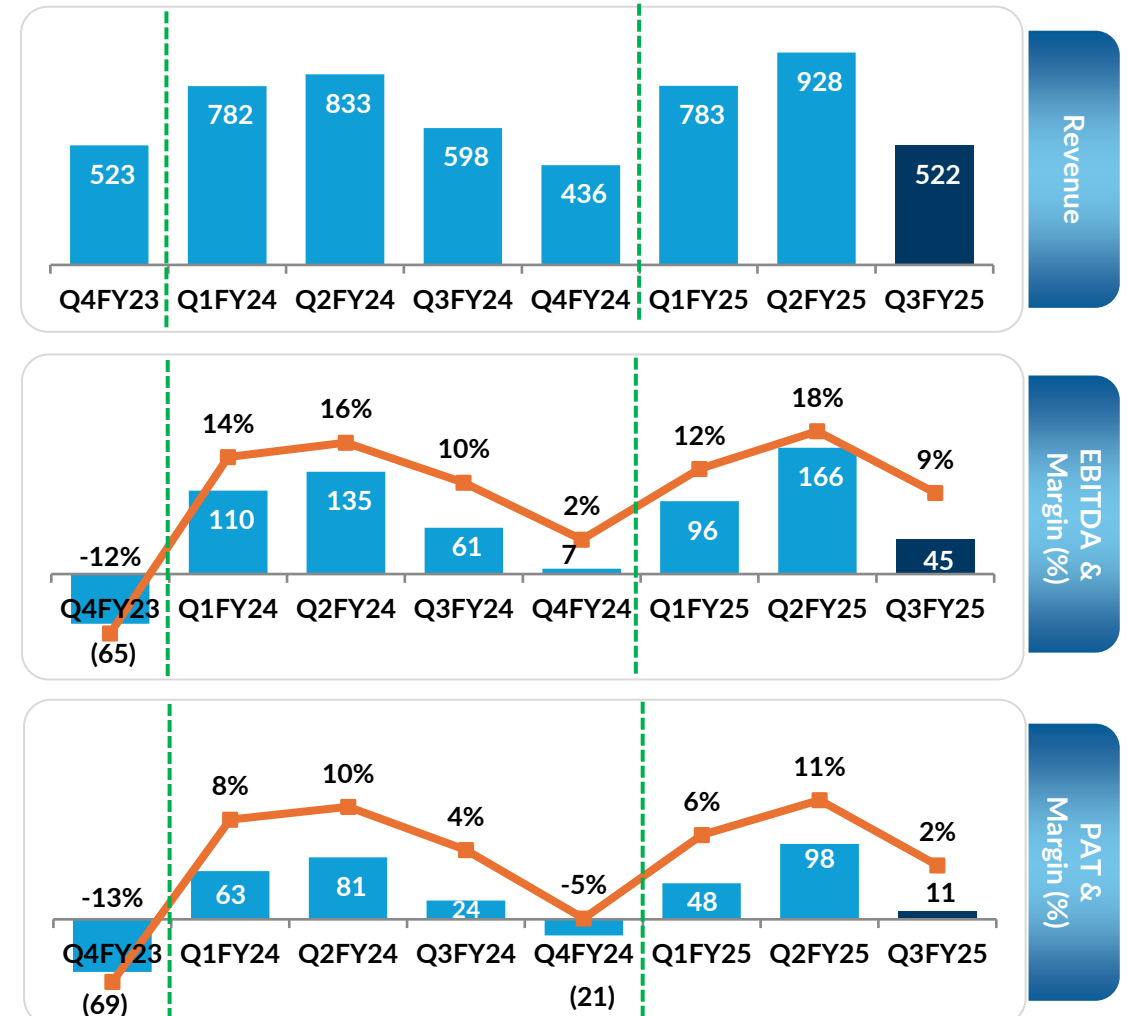
Note: PAT is before exceptional items and NCI

Historical Financial Trends

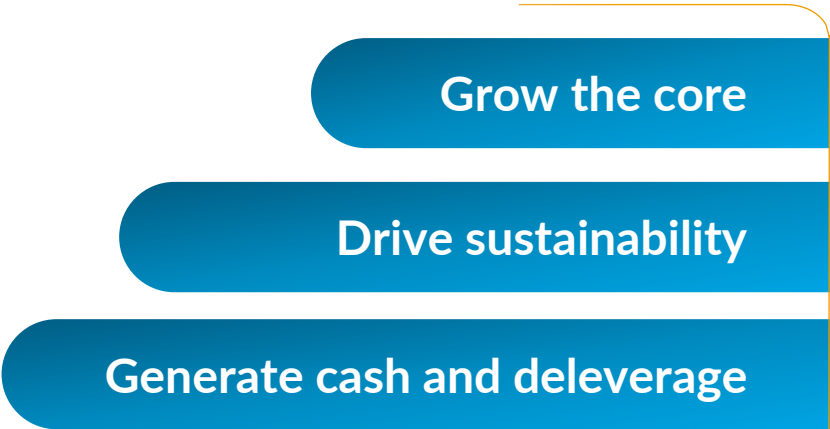
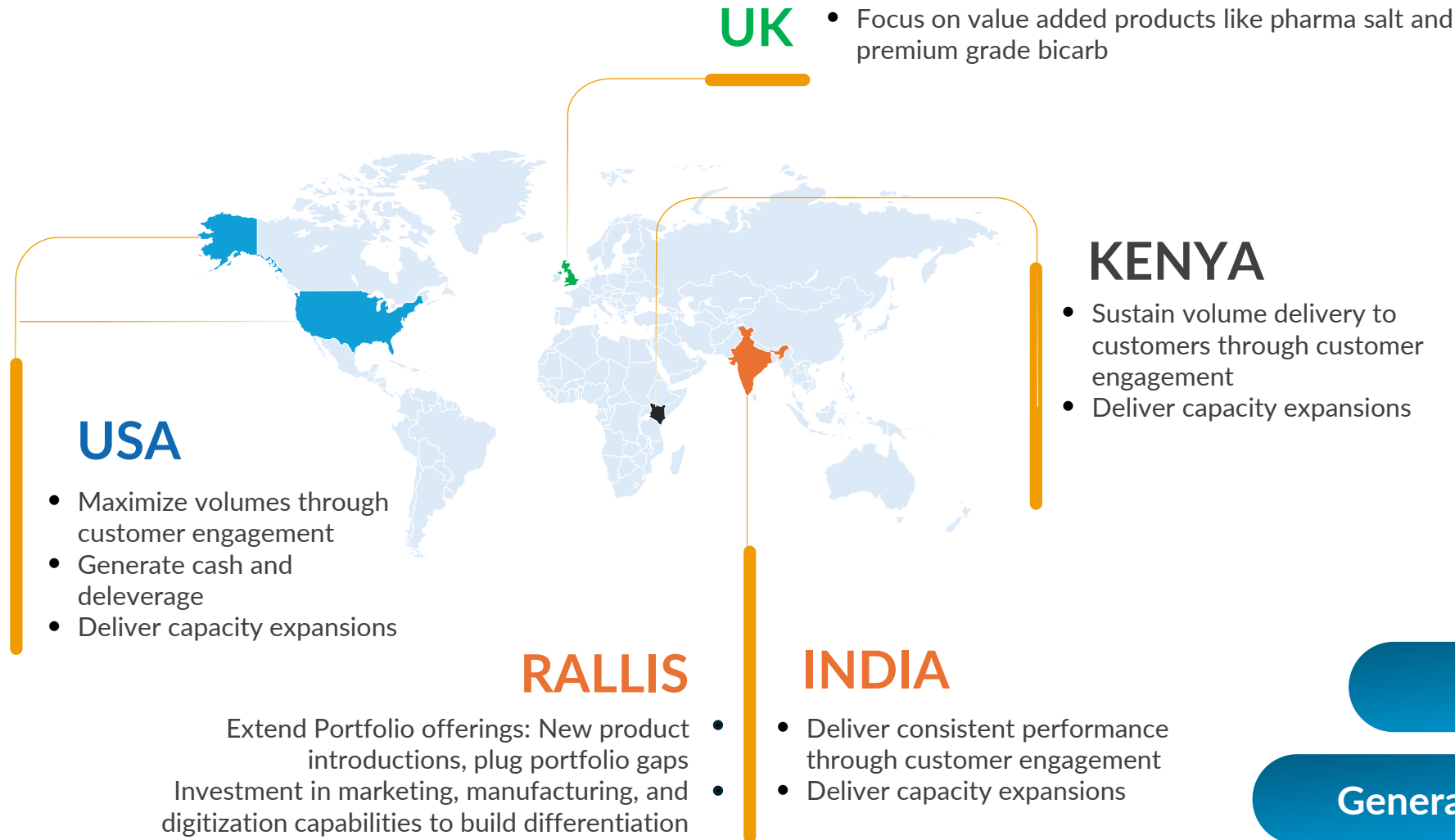
UK | ₹ Crore



Rallis | ₹ Crore



Note: PAT is before exceptional items and NCI



Grow the Core

Expansion Plan On Track

Expansion - Completed

Products	Capacity (Lacs MT) Expansion
Soda Ash (India)	2.3
Bi-carb (India)	1.4
Salt (India)	3.3
Pharma Salt (UK)	0.7

Expansion - Project Pipeline

Products	Capacity (Lacs MT) Expansion
Soda Ash (India)	3.2
Silica (India)	0.6
Soda Ash (US)	4.0
Soda Ash (Kenya)	3.5
Bicarb (UK)	1.8



Priorities

ESG Focus

Sustainable & Ethical Impacts

Climate Change

Absolute carbon emission reduction

Circular Economy

Water Neutrality, zero solid waste and recycle

Bio-diversity

Preserve Natural Capital, conservation & restoration of biodiversity

Focus Areas & Projects

- Improved S&P's Corporate Sustainability Assessment Score (CSA) with high data availability moved up from 32 in 2023 to 49 in 2024 (Industry average 32) (All scores out of 100)
- Energy crop plantations at pilot scale commenced in Mithapur
- Life Cycle Assessment study in USA and UK on track
- Setting up 2 MWh solar park in Mithapur taking cumulative capacity to 7.8 MWh
- 24.52 MCFT of water harvesting capacity added by creating small (farm ponds, well recharge, etc.) & medium (community ponds, watershed) structures
- In YTD FY25 under our project 'My Greening' a total of 2.71 lakh saplings have been planted across different villages in Devbhoomi Dwarka Dist. in Gujarat (Cumulative 476,000)
- Mangroves planted across Sundarbans, Cuddalore, Pulicat Lake and Jamnagar – 3,30,000 in YTD FY25 (Cumulative 5,10,000)
- Whale Sharks rescued - 21 in YTD FY25 off the coast of Saurashtra region of Gujarat (Cumulative 966 since start of the project)

Employee Safety and Health



Global Safety Meet



Fire Drill - Mithapur



Evacuation Drill - South Africa



Evacuation Drill - Mombasa (Kenya)

Awards and Recognitions



Tata Chemicals recognized among CII Top 20 Innovative Companies 2024 Award



Tata Chemicals received Special Appreciation for DEI (Diversity, Equity, and Inclusion) at CII-EFI National Conference



Tata Chemicals won the ISCM award for excellence in supply chain management in the chemical industry



Tata Chemicals emerged as a winner in the Large Manufacturing Category for Best Trademark Portfolio (2019-24)

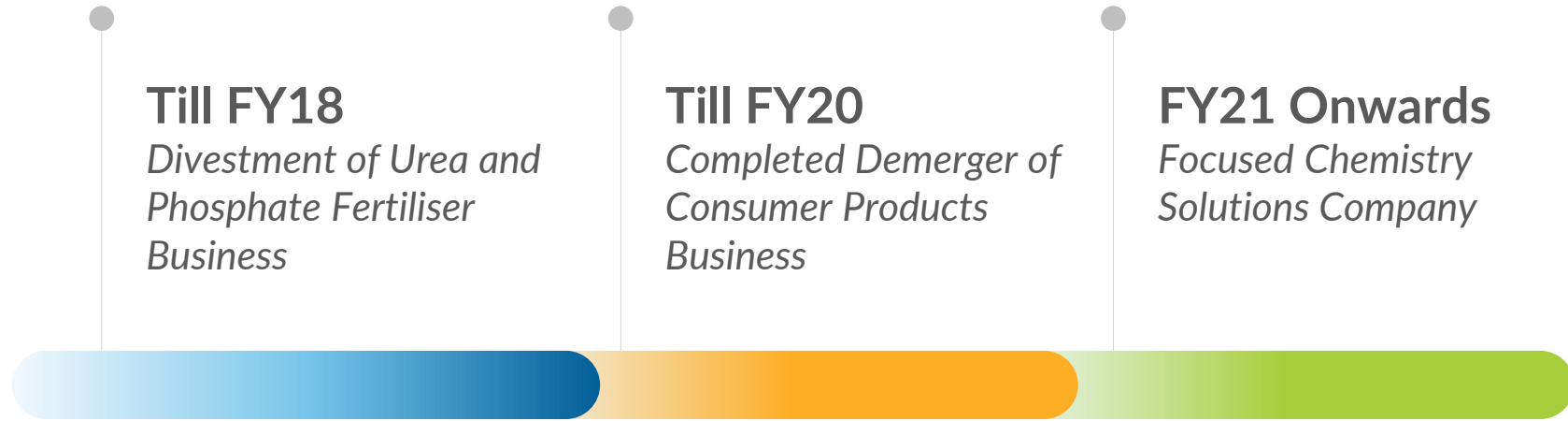


Tata Chemicals Mambattu plant honored with the prestigious Confederation of Indian Industry National Award for Excellence in Water Management 2024

Annexure

Tata Chemicals Background

Journey So Far



Footprints across
4 Continents



Employing
~5000 People



With
13 Manufacturing Units



Supported by R&D Centres with
200+ Scientists

Our Facilities

India Operations



Major Products

Soda Ash, Bicarb, Salt, Marine Chemicals and Cement

Installed Capacity

Soda Ash: 1,091,000 MTPA
Bicarb: 290,000 MTPA
Salt: 1,600,000 MTPA

Location

Gujarat



Major Products

Prebiotics, Specialty Silica

Installed Capacity

Prebiotic: 5,000 MTPA
Specialty Silica: 10,800 MTPA

Location

Andhra Pradesh
Tamil Nadu



Major Products

Crop Care, Crop Protection and Seeds (Herbicides, Fungicides and Insecticides etc.)

Location

Maharashtra and Gujarat

¹ Tata Chem India holds 55.04% stake in Rallis India Limited

Our Facilities

International Operations



USA

Major Products

Soda Ash

Installed Capacity

2,540,000 MTPA

Location

Wyoming, USA



UK

Major Products

Soda Ash, Bicarb, Salt

Installed Capacity

Soda Ash: 400,000 MTPA

Bicarb: 130,000 MTPA

Salt: 430,000 MTPA

Pharma Salt : 70,000 MTPA

Location

Lostock, Winnington,
Middlewich, UK



KENYA

Major Products

Soda Ash

Installed Capacity

350,000 MTPA

Location

Magadi, Kenya

Our facilities

R&D Centers



Tata Chem India Innovation Centre



Rallis India R&D Centre

200+

*Technically Skilled
Scientists in R&D*

3

*State-of-the-art
Innovation Centers*

221

*Patents Filed
148 Granted*

Thank You

For any queries, please contact below :

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