

**Transform**  **Grow**

**Q2FY1819 RESULTS**



## Board Approval on Capex Expansion at Mithapur:

- The Company's Board of Directors today approved capital expenditure of Rs 2400 Cr towards capacity expansion at Mithapur facility.
- Move to enhance Soda Ash capacity by about 150,000 MT, salt production by 400,000 MT and upgrade turbines for higher efficiency with a reduction in our carbon footprint
- This expansion will be achieved without any additional carbon generation by focusing on energy from waste heat, solar and wind



## Entry into Lithium-ion battery sector and energy storage applications:

- Plan to enter into the Lithium-ion battery sector to develop cell chemistries to meet Indian applications
- Expected market in India for these applications could be 40-60 GWh by 2025
- In line with the Company's strategy to grow their Specialty business



## Q2FY1819- QUARTERLY FINANCIAL HIGHLIGHTS

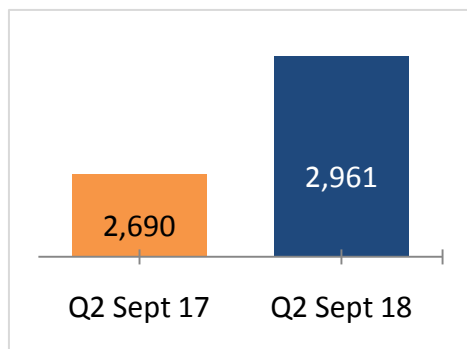
- Consolidated Revenue **up** by Rs 270 Cr to Rs 2,961 Cr (↑ 10 % as compared to Q2 FY2018)
- Standalone Revenue **up** by Rs 187 Cr to Rs 1014 Cr (↑ 23 % as compared to Q2 FY2018)
- Consolidated Net Profit **up** by Rs 59 Cr to Rs 409 Cr (↑ 17 % as compared to Q2 FY2018)
- Standalone Net profit **up** by Rs 154 Cr to Rs 295 Cr (↑ 109 % as compared to Q2 FY2018)
  
- Consolidated Net Debt at Rs 2,180 Cr as on 30 September, 18
- On a Standalone basis, the Company continues to be Cash positive



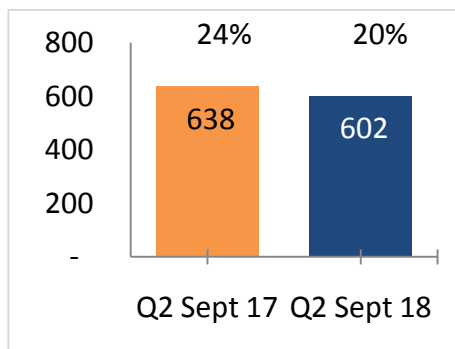
# Financial Highlights for the Quarter ended 30 September 2018

## Continuing Operations Only

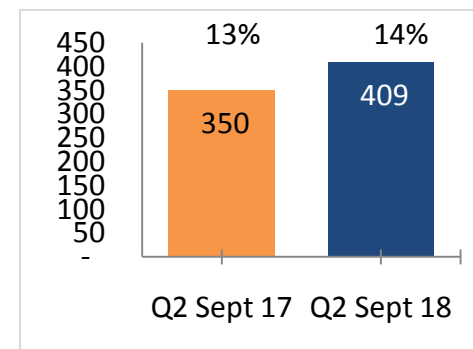
Consolidated



Revenue

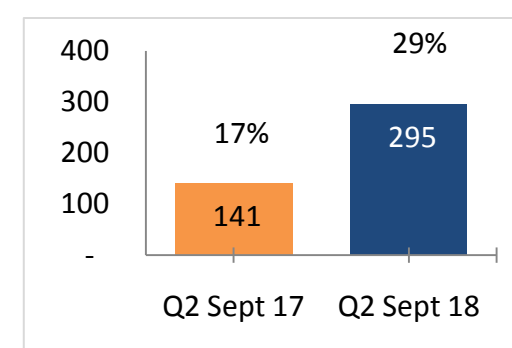
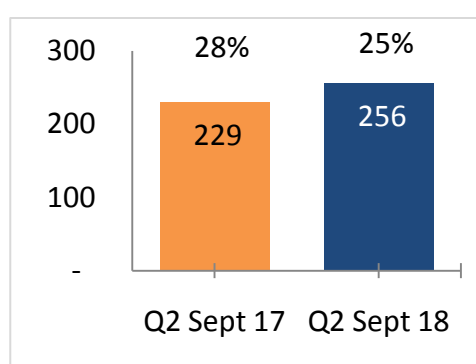
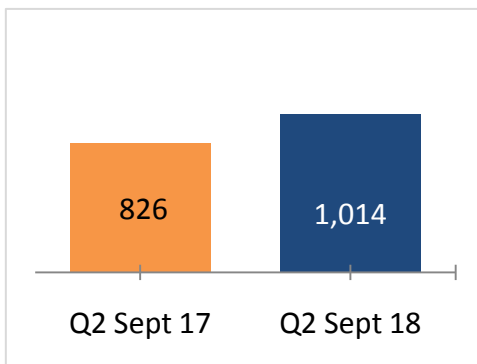


EBITDA



PAT

Standalone



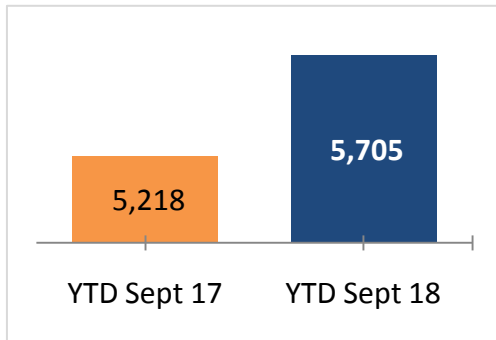
Note: Financials are for Continuing Operations only  
Consolidated PAT is before Non-controlling Interest



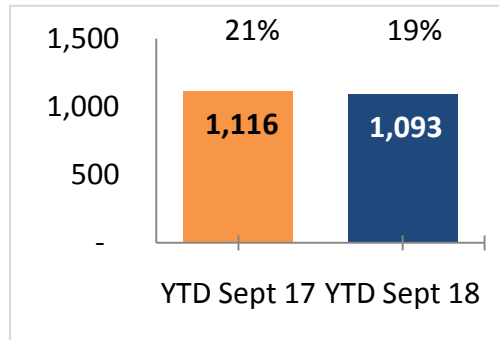
# Financial Highlights for Year Till Date 30 September 2018

## Continuing Operations Only

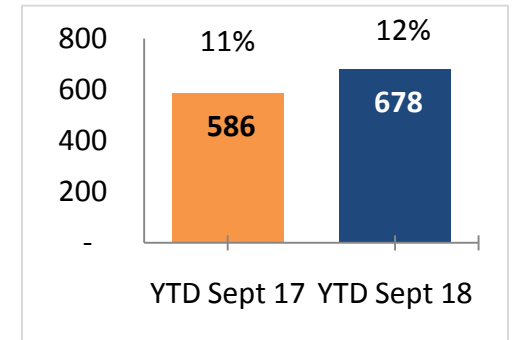
Consolidated



Revenue

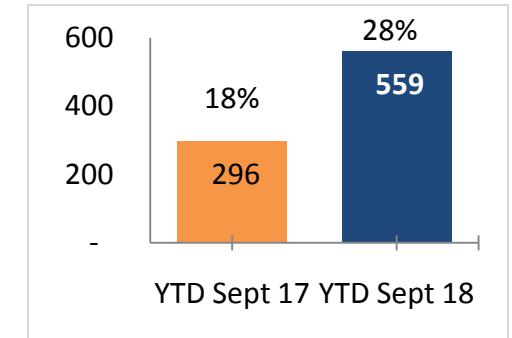
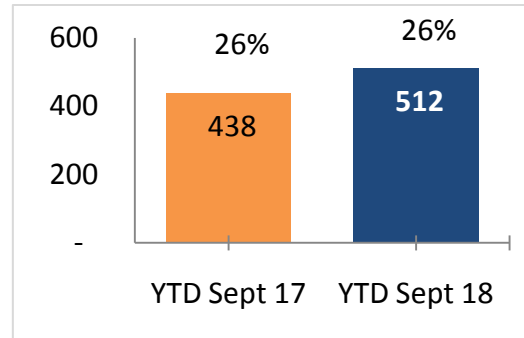
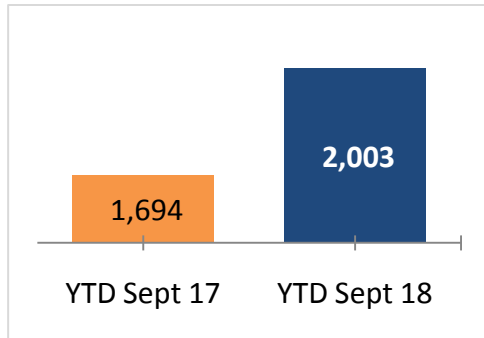


EBITDA



PAT

Standalone



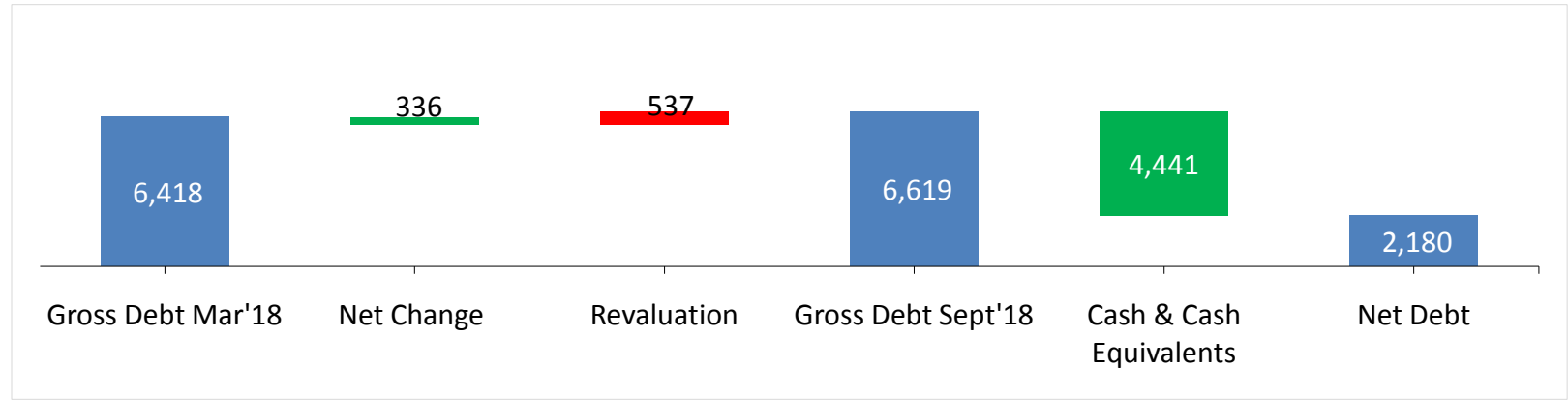
Note: Financials are for Continuing Operations only, Discontinued Operation reported a net loss of Rs (8) Cr (PY Profit of Rs 75 Cr)  
Consolidated PAT is before Non-controlling Interest



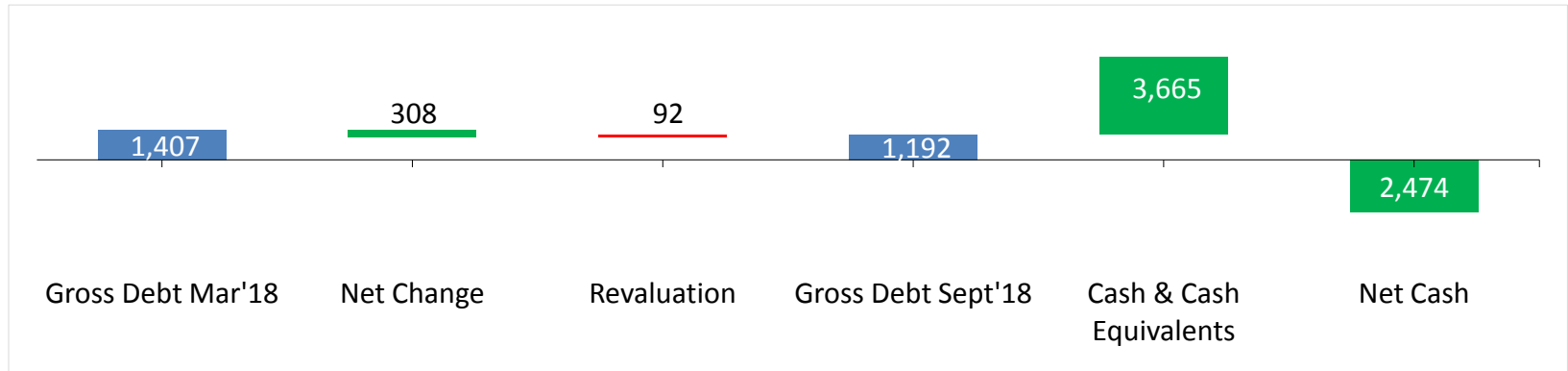
## Consolidated Net Debt at Rs 2,180 Cr

On a Standalone basis, the Company is 'Net Debt Free'

Consolidated



Standalone



## Q2FY1819- SEGMENT WISE RESULTS

|                                 |   |   |
|---------------------------------|---|---|
| <b>Basic Chemistry Products</b> | Soda Ash, Sodium Bicarbonate, Marine Chemicals, Caustic Soda, Cement & other bulk chemicals | Rs. <b>2,033 Cr</b> , ↑ by <b>Rs. 139 Cr</b> (7%) |
| <b>Consumer Products</b>        | Salt, Pulses, Spices and other branded consumer products                                    | Rs. <b>460 Cr</b> , ↑ by <b>Rs. 82 Cr</b> (22%)   |
| <b>Specialty Products</b>       | Nutritional Solutions, Advanced Materials, Seeds, Pesticides and Specialty crop nutrients   | Rs. <b>669 Cr</b> , ↑ by <b>Rs. 73 Cr</b> (12%)   |





## KEY PERFORMANCE HIGHLIGHTS

### Basic Chemistry Products

- Indian operations continue to register healthy volumes and margins due to improved operational efficiencies, despite higher energy prices
- Europe performance muted due to lower trading activity and higher fixed costs
- North America operations witnessed strong demand. However performance was impacted due to lower operational efficiencies and the installation of new environmental equipment, partially offset by better sales realization
- Magadi performance back on track, with improved sales and higher realization



# KEY PERFORMANCE HIGHLIGHTS

## Consumer Products

- Consumer products business registered an growth of 22% over Q2FY18
- Tata Salt continues to maintain its leadership position, with increased volume and realization
- Pulses & Spices portfolios' revenues grew by ~130%, largely driven by higher sales volumes over the previous year
- Improvement in market reach and availability remains our focus, especially in modern format stores and online retailing



# KEY PERFORMANCE HIGHLIGHTS

## Specialty Products

- Higher sales volumes from International business supported Rallis India's performance
- Nutritional Solutions business registered higher sales volumes. Margins were impacted due to higher fixed costs
- Both facilities, Nutraceuticals in Nellore & Silica in Cuddalore, are on schedule for commissioning in 2019



Silica facility in  
Cuddalore, Tamil  
Nadu

## RECENT RECOGNITIONS



Tata Chemicals awarded at ASIA's Most Trusted Companies Award 2018 held in Thailand. IBC InfoMedia conducted a physical survey in around 10 major countries of Asia in collaboration with Berkshire Media

Tata Nx Zero Sugar awarded Ayush Kamal Ratna by the Ministry of Ayush



Tata Chemicals Magadi wins Award for Best use of Digital platform in Agriculture sector across Kenya at the 2nd Digital Inclusion Awards at Nairobi ,Kenya



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**THANK YOU**

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