



**Q1 FY 2013-14**  
**Press Release**

**MUMBAI, August 5, 2013**

**TATA CHEMICALS consolidated income from operations  
for Q1 FY1314 at Rs. 3,312 Crores – up by 8 %.**

**PAT at Rs. 75 Crores**

**Q1 FY1314 Consolidated Financial Highlights**

- Income from Operations at Rs. 3,312 Crores
- Profit from Operations at Rs. 411 Crores
- PBT at Rs. 161 Crores
- PAT at Rs. 75 Crores
- EPS at Rs. 2.95 (Not Annualised)

**Q1 FY1314 Standalone Financial Highlights**

- Income from Operations at Rs. 1,692 Crores
- Profit from Operations at Rs. 213 Crores
- PBT at Rs. 131 Crores
- PAT at Rs. 100 Crores
- EPS at Rs. 3.94 (Not Annualised)

**Q1 FY1314 performance highlights:**

- Domestic chemicals business registers healthy sales volumes in most of the products, realisations stable
- Consumer products business performance on expected lines.
- Global Chemicals performance impacted due to softening demand, lower realisations and plant stoppages
- Haldia production suffers due to non-availability of Phos acid in Q1
- Agri and Trading fertiliser business volumes impacted due to volatile exchange rates
- Rallis EBITDA up at 12% due to improved performance of Metahelix

**Financial Performance Highlights**

- Subsidy receivable at Rs. 1160 Crs as on 30<sup>th</sup> June 2013 compared to Rs. 1753 Crs on 31<sup>st</sup> March 2013
- Subsidy collections likely to face pressure in the coming quarters.
- ECB USD 475 million : The third instalment of USD 95 million repaid in June 2013



**Commenting on the Company's Q1 FY1314 performance, Mr. R Mukundan, Managing Director said:**

*"Overall for the quarter, domestic businesses showed decent performance with chemicals and consumer business portfolio registering satisfactory numbers. Fertilisers and Agri-business had an adverse impact of foreign exchange volatility and raw material shortages. International entities are challenged with issues of softening demand, lower realisations, plant stoppages and increasing energy prices.*

*Consumer facing business continued its progressive journey with i-Shakti pulses registering 79 % growth in sales compared with same period last year. Tata swach sales picked up during the quarter impressively.*

*We remain cautious on global demand scenario going forward domestically as well as internationally and while prices may remain at the same levels margins remains under pressure. Subsidy outstanding has come down as compared to March 2013 levels, but will continue to remain challenge in the balance portion of the year.*

*The implementation of the nutritional solutions plant in Chennai is on schedule. On strategic front, we continue to focus on building specialty chemicals and consumer business portfolio."*

**BUSINESSWISE PERFORMANCE**

**Living Essentials**

- *Tata Salt sales up by 3.4%.*
- *TCL salt franchisee market leader with 65.2 % market share in national branded salt segment*
- *Launched operation 'Vistaar' to enhance retail penetration for i-Shakti Pulses*

**Industry Essentials**

- *Global Soda Ash demand as well as realisations stable*
- *Domestic Soda Ash demand stable and prices improving*
- *Soda Ash production at Europe impacted due to delayed turndown*
- *Magadi production marginally impacted due to power interruption*
- *Production at Tata Chemicals North America on expected lines*

## **Farm Essentials**

- Urea production in line with expectation. Q1 experienced higher Urea imports. Global urea prices down. Will have to watch the next few quarters.
- **Neem coated urea** accounted for **35.7%** of total urea production. SSP production higher than expectation
- DAP / NPK production impacted due to clarity on subsidies and raw material stoppages
- In Q1 FY14 **Rallis registered 20% growth** in revenue – net sales at Rs. 409 crores – a new milestone. Net profit at **Rs. 27 Crores up by 14%**
- IMACID resumed production in May 2013 post shut down. Production on expected line

### **----Ends----**

A part of the over US\$ 100 billion Tata Group, Tata Chemicals Limited (TCL) is a global company with interests in businesses that focus on LIFE —Living, Industrial and Farm Essentials. The story of the company is about harnessing the fruits of science for goals that go beyond business.

Through its Living Essentials portfolio the company has positively impacted the lives of millions of Indians. Tata Chemicals is the pioneer and market leader in India's branded iodised salt segment. With the introduction of an innovative, low-cost, nanotechnology based water purifier; it is providing affordable, safe drinking water to the masses. Extending its portfolio from salt to other food essentials, TCL unveiled India's first national brand of pulses in 2010.

The company's Industry Essentials product range provides key ingredients to some of the world's largest manufacturers of glass, detergents and other industrial products. Tata Chemicals currently is the world's second largest producer of soda ash with manufacturing facilities in Asia, Europe, Africa and North America. Starting April 1<sup>st</sup> 2011, these key international subsidiaries have been rebranded as Tata Chemicals Europe Limited(TCE), Tata Chemicals Magadi Limited (TCM), Tata Chemicals South Africa Pty Limited, Tata Chemicals North America Inc.(TCNA), and Tata Chemicals (Soda Ash) partners (TCSAP).

With its Farming Essentials portfolio the company has carved a niche in India as a crop nutrients provider. It is a leading manufacturer of urea and phosphatic fertilizers and, through its subsidiary Rallis, has a strong position in the crop protection business.

The Tata Chemicals Innovation Centre is home to world class R&D capabilities in the emerging areas of nanotechnology and biotechnology. The company's Centre for Agri-Solutions and Technology provides advice on farming solutions and crop nutrition practices.

The company has also entered into a joint venture with Temasek Life Sciences Laboratory Ltd. Singapore (JOiL) to develop jathropa seedlings to enable bio fuels capability.

In line with its **mission, 'serving society through science'**, the company is applying its expertise in sciences, to develop high-tech and sustainable products.

**.For further information contact:**

**Chintan Joshi**

Tata Chemicals Ltd. Tel : +91 22 6665 8282

E-mail: [cjoshi@tatachemicals.com](mailto:cjoshi@tatachemicals.com)

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