

Q3 FY1415 Press Release

Mumbai: 6th February 2015

TATA CHEMICALS consolidated income from operations for

Q3 FY 1415 at Rs. 4,820 Crores – up by 5 %

Tata Chemicals Limited (TCL), a global company with LIFE as its business —Living, Industry and Farm Essentials reported an impressive 5% jump in its income from operation at Rs. 4,820 crores.

Key performance and financial 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. 1,664 Crore 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 revenues at Rs. 385 Crores. Crosses gross revenue of Rs. 1500 Crore in 9 months

Financial Highlights for the Q3 FY1415:

Standalone

Income from Operations at Rs. **3,019 Crores up by 13%**

Profit from Operations at Rs. **275 Crores up by 1%**

PBT at Rs. **257 Crores up by 35%**

PAT at Rs. **205 Crores up by 39%**

EPS at Rs. **8.03** (Not Annualised)

Consolidated

Income from Operations at Rs. **4,820 Crores up by 5%**

Profit from Operations at Rs. **590 Crores up by 17%**

PBT at Rs. **374 Crores up by 183%**

PAT after minority interest at Rs. **238 crores**

EPS at Rs. **9.35** (Not Annualised)

Commenting on the Company's Q3 FY1415 performance, Mr. R Mukundan, Managing Director, Tata Chemicals said:

"The quarter under review has been encouraging, apart from good performance by all businesses; the restructuring exercise at Kenya has been completed and has resulted in positive improvements. European operations restructuring is in progress.

Stand-alone revenue were up by 13 % to Rs. 3019 crores and net profit up by 39 % to Rs. 205 crores due to better performance in the consumer and chemicals business in India. Better realization at Tata Chemicals North America and positive performance by all the other businesses took the consolidated revenue to Rs. 4820 crores, a jump of 5%. Revenue growth of 5% is after closure of soda ash capacities in Kenya and UK in the previous year.

Consumer products business continues to grow consistently at the market place and maintains its leadership position with a market share of 69 % in the national branded edible salt market. I-shakti pulses and Tata Swach reported healthy volumes and continues to grow steadily with focus on increasing the penetration levels across India. Continued focus on expansion of branded products portfolio and market penetration helped Living Essential business achieve turnover of Rs. 1121 crores in first nine months of FY 201415.

The Fertiliser business continues to face headwinds due to lack of clarity in policy which resulted in substantial production loss. In addition to this, subsidy outstanding at Rs. 1693 crores is a challenge and continues to hamper the balance sheet. The new product NP 20 launched under farm essential business is doing well at market place and has received encouraging response.

We continue to focus on reshaping the portfolio to enhance share of consumer product business and non-subsidized farm inputs business."

BUSINESSWISE PERFORMANCE

Living Essentials

- Tata salt - market leader in the national branded salt segment with 69 % market 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

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

Farm Essentials

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

---:Ends:---

About Tata Chemicals

A part of the over US\$ 100 billion Tata Group, Tata Chemicals Limited, in its 75th year, 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. Tata Chemicals has been rated as one of the top 10% in Business and Consumer brands across all industry and consumer brand categories in India by Superbrands.

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 1st 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 more information please contact:

Chintan Joshi

Tata Chemicals Ltd.

Tel: + 91 22 6665 7496 / + 91 9223364761

Email: cjoshi@tatachemicals.com