



16<sup>th</sup> June, 2017

The General Manager, Listing 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,

**Sub: Intimation of Schedule of Analyst / Institutional Investor Meetings under the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

This has reference to Regulation 30 (6) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("Listing Regulations, 2015").

In accordance with the said Regulation(s), please find below the details of scheduled meetings with Analyst / Institutional Investor:

Date	Name	Venue	Type of Meeting
19 <sup>th</sup> June, 2017	Kotak India Investment Forum	Hong Kong	Investors' Conference
20 <sup>th</sup> June, 2017	Kotak India Investment Forum	Singapore	Investors' Conference

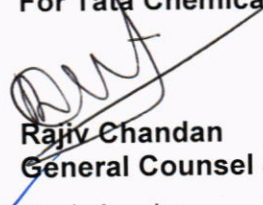
A presentation to be made to the Investors at the Conference is attached herewith. The same is also available on our website at [www.tatachemicals.com](http://www.tatachemicals.com).

Note: The schedule of the aforesaid meetings is subject to change. The change may happen due to exigencies on the part of Analyst / Institutional Investor/Company.

This is for your information and records.

Thanking you,

**Yours faithfully,  
For Tata Chemicals Limited**

  
**Rajiv Chandan  
General Counsel & Company Secretary**

Encl: As above

cc: Corporate Communications

**TATA CHEMICALS LIMITED**

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CIN : L24239MH1939PLC002893

# BRINGING SMILES TO



**John Mulhall – CFO, TATA Chemicals Ltd.**  
At KOTAK's India Investment Forum, Hongkong & Singapore  
19<sup>th</sup> & 20<sup>th</sup> June 2017

# We are a global company serving customers across 5 continents



- Head Office
- Manufacturing Facilities
- Markets

## Americas

- 1 Green River Basin, Wyoming, US

## Europe

- 2 Northwich, Lostock & Middlewich, UK

## Africa

- 3 Jorf Hasfar, Morocco (JV), North Africa
- 4 Magadi, Kenya

## Asia

- 5 Mithapur, Gujarat
- 6 Ankleshwar, Dahej, Gujarat (Rallis)
- 7 Lote, Maharashtra (Rallis)
- 8 Akola, Maharashtra (Rallis)
- 9 Babrala, UP
- 10 Haldia, West Bengal
- 11 Sriperumbudur, Tamil Nadu
- 12 Bengaluru, Karnataka (Metahelix)

- HO: Mumbai, India

**Consolidated Revenue from Operations of ~ ₹ 15,200 Cr (USD 2.3 Bn) in FY 2016-17 with interests across LIFE**

# We pursue opportunities in LIFE



## LIVING



- Tata Salt reaches 135 million households annually with a market share of 68.5%
- Tata Sampann focuses on providing everyday nourishing food to consumers (unpolished high protein Dals, low oil absorb Besan, Spices)

## INDUSTRY



- World's second largest producer of Soda Ash with ~70% of capacity being natural soda ash
- Suppliers to Global Glass and Detergent Brands

## FARM



- Touch 85% of India's arable land supporting 1.3 million farmers and serving over 20,000+ villages
- Help farmers enhance farm yields through innovative agri solutions-pesticides, specialty nutrients, seeds and agri services

# We are focused on delivering Long Term Value to our Stakeholders



**OUR  
MISSION**

**SERVING SOCIETY THROUGH SCIENCE**

**OUR LONG  
TERM VISION**

**SUSTAINABLE PROFITABLE GROWTH**

**Achieved through:**

- 1) Revenue Growth
- 2) Improving ROCE
- 3) PBT
- 4) Deep Consumer Engagement
- 5) Operational Excellence
- 6) Employee Engagement
- 7) Focus on Sustainability

**WE DELIVER  
ON OUR GOALS**

## STAKEHOLDERS



**High Performance for  
our Stakeholders**



**Care for the  
Community**

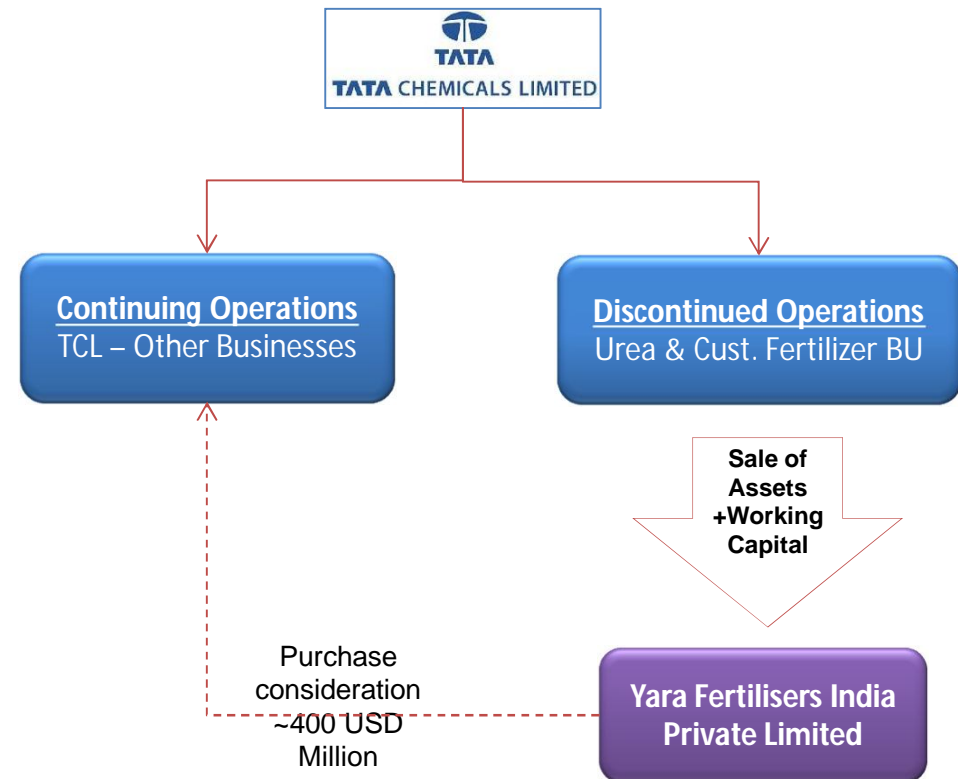


**Nurture a committed &  
passionate workforce**

## Major highlights - FY2017

- TATA Chemicals has announced to transfer the ownership rights of Urea and Customised Fertilizer business to Yara Fertiliser India Private Limited for Rs 2,670 Crs, subject to adjustments.
- We adopted IND-AS for financial reporting purpose i.e. from 1<sup>st</sup> April 2015.
- We announced two new green field projects pertaining Nutritional solutions and Highly Dispersible Silica (HDS) with the total investment of Rs 565 crs
- In India, we launched TATA Nx Zero Sugar, a 100% Natural Sweetener and TATA Nx Lite & Sweet, a 50% less calorie sweetener under Nutraceuticals segment.

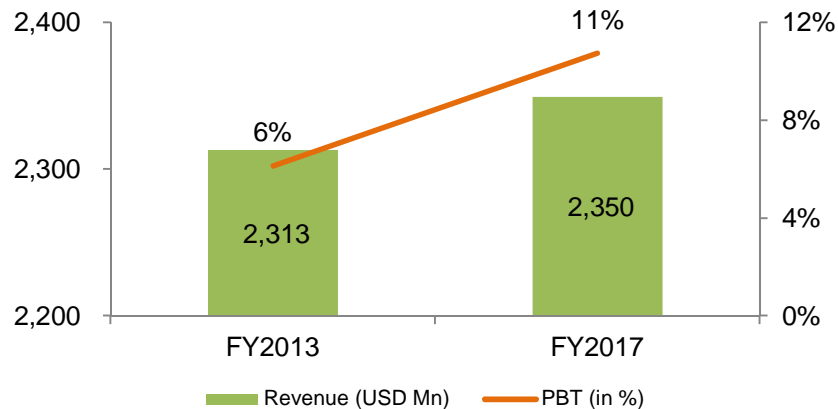
### TCL – Yara transaction details



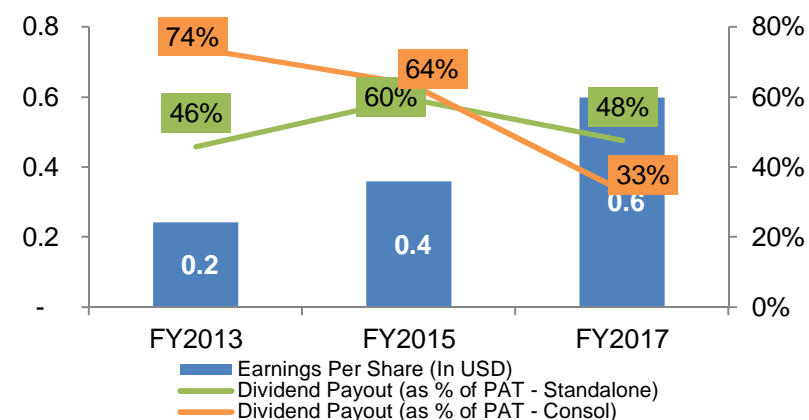
The above transaction is expected to complete during 2<sup>nd</sup> Quarter of FY2017-18.

# A snap shot of our performance

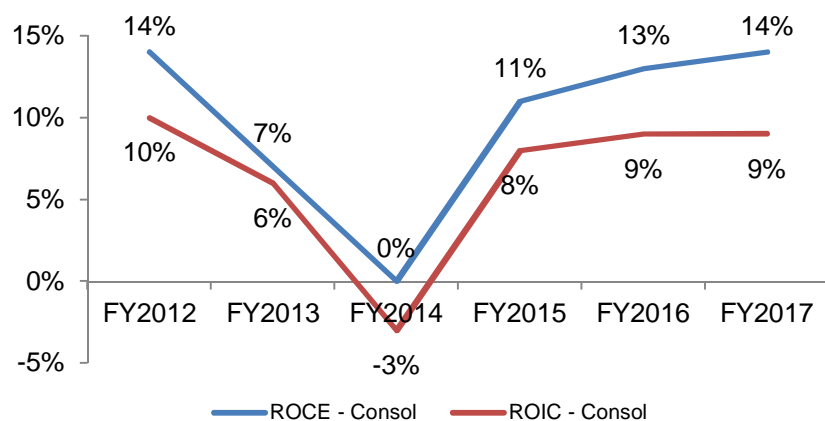
We maintain our Revenue from operations while significantly improving our profitability



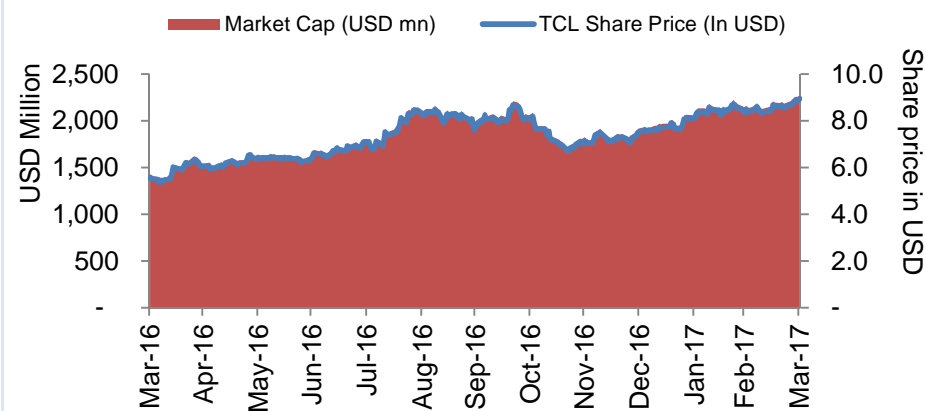
Providing consistent dividend payouts<sup>1</sup> & creating shareholders value



Sustaining operational efficiencies across businesses



While holding attention in the market place

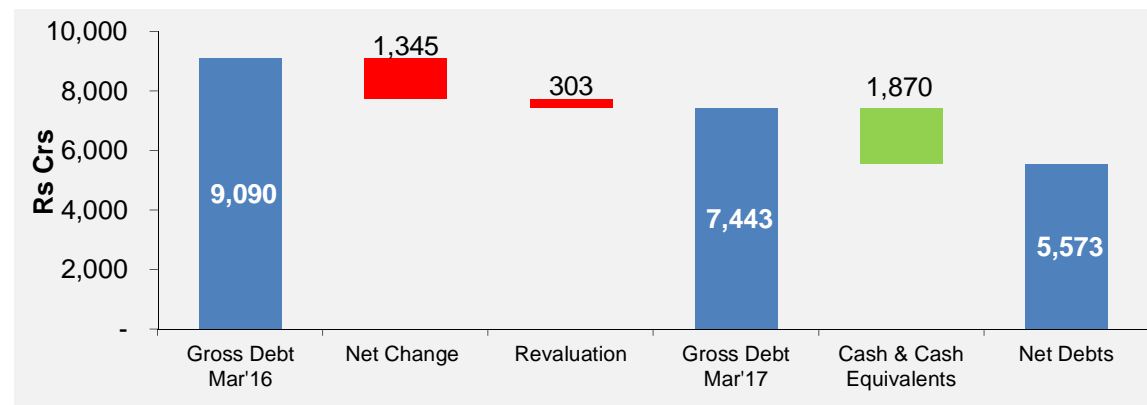


FY2014: Without the impact of Impairment & restructuring cost ROCE=10% & ROIC =7%

1. FY2015: Company paid 25% higher dividend on account of Platinum Jubilee year of the Company
2. FY2017: BOD recommended 11% dividend, which is subject to shareholders approval at AGM
3. All the financials till FY15 are as per I GAAP and FY16 & FY17 are as per IND-AS
4. Exchange rate considered: 1USD= Rs 65

# Debt Water fall chart – As on March 2017

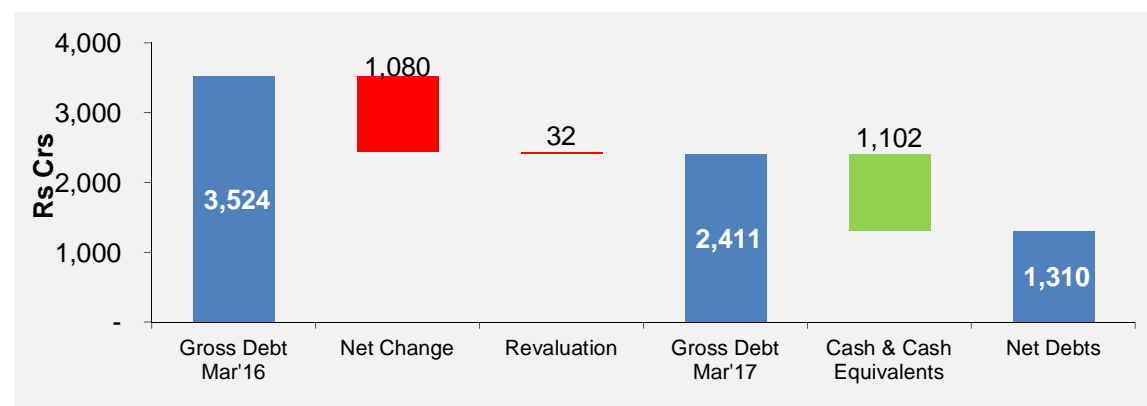
## Consolidated Gross and Net Debt



Consolidated Net Debt as on Mar16 :  
Rs 7,830 Crs

Net Debt  
down by  
Rs.2,257 crs

## Standalone Gross and Net Debt



Standalone Net Debt as on Mar16 :  
Rs 2,937 Crs

Net Debt  
down by  
Rs.1,627 crs



# We are committed to Sustainability & Empowering our Communities



## Empowering Community

- Connecting **600+** rural artisans with customers through Okhai
- **2000+** youth trained in vocational trades
- Employable skills training provided to **1,300+** youth



## Reducing Environmental Impact

- **313 ft<sup>3</sup>** of water harvesting capacity created
- Specific carbon emission reduction initiatives rolled out across our domestic and international sites
- **76%** of virgin limestone requirement met through recycled materials
- Bulkers help replace **3 Mn** plastic bags p.a.
- Reuse of HDPE bags – Fresh bags used for only **2.5%** of the production



## Conserving Nature & Biodiversity

- **491** whale sharks rescued under Whale Shark Project
- **830 m<sup>2</sup>** of artificial coral reef created
- **~700,000** new mangroves planted

# Our Strategic Direction ahead



# We deliver Operational Excellence through relentless focus on Safety and Continuous Improvement



**“Target Zero Harm” safety initiative across all sites**  
Flagship programs include Suraksha Jyot, Looking For Trouble, SRESHTO, Process Safety Management (PSM)



**Lean Six Sigma deployed globally for process and delivery effectiveness**  
Over 1500 trained, 340+ projects completed



**Execution Excellence program aimed at simplification of processes**  
to bring in agility and accelerate decision making  
100+ projects have been undertaken



We have what it takes...

Backed by a  
Strong Heritage...



With Brands  
trusted by Consumers...



Driven by our  
Passionate People...



# THANK YOU





For any question /queries please contact

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