



05 August, 2015

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

National Stock Exchange of India Ltd.  
Exchange Plaza  
Bandra-Kurla Complex  
Bandra (E)  
Mumbai 400 051

Dear Sir,

**FINANCIAL RESULTS  
FOR THE FIRST QUARTER ENDED JUNE 30, 2015**

Further to our letter of date on the captioned subject, enclosed is a copy of the Press Release, for your records.

Thanking You,

Yours faithfully,  
For Tata Chemicals Limited

A handwritten signature in black ink, appearing to be 'Rajiv Chandan', written over a circular stamp.

(Rajiv Chandan)  
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](http://www.tatachemicals.com)  
CIN : L24239MH1939PLC002893

Q1 FY1516 Press Release

Mumbai: 05<sup>th</sup> August 2015

**TATA CHEMICALS consolidated income from operations for  
Q1 FY15-16 at Rs. 4067 Crores – up by 6% YoY**

**Consumer Portfolio achieves a revenue growth of 23% YoY**

Tata Chemicals Limited (TCL), a global company with LIFE (Living, Industry and Farm Essentials) at its core, reported income from operations at Rs. 4067 crores up by 6% YoY.

**Key performance and financial highlights:**

**Standalone**

- Robust performance in Soda Ash and Salt business
- Consumer portfolio revenues up by 23% over Q1 FY14-15. Pulses portfolio revenues grew by 96% over Q1 FY14-15, and 44% over trailing quarter
- New Urea Policy & Gas Pooling from Jun 2015
- Subsidy receivable at Rs. 1,403 crores as on 30th June 2015

**Consolidated**

- Magadi continues positive performance in Q1 FY15-16
- European operations are showing signs of stabilization
- US operations marginally impacted due to production outages
- Weaker demand due to adverse climatic conditions impact Rallis India performance, expect pick up in H2 FY15-16

**Commenting on the Company's Q1 FY16 performance, Mr. R Mukundan, Managing Director, Tata Chemicals said:**

*"The quarter under review has been encouraging with the overall performance of the chemicals business showing a marked improvement, this has been a reflection of the improved performance at Magadi post the challenging restructuring exercise carried out last year. The performance of US operations and Indian Chemical business were in line with expectations, as also the salt portfolio, which continues to grow at a steady pace.*

*Stand-alone revenues were up by 10% to Rs. 2,328 crores due to better performance in the consumer and chemicals business in India. Improved volumes of salt, pulses and non-bulk agri business also contributed to the higher turnover. Better margins and overall improved performance at Tata Chemicals Magadi and positive performance by the other businesses took the consolidated revenue to Rs. 4067 crores, up by 6% on YoY basis.*

*Consumer products business continues to grow consistently at the market place and maintained its leadership position with a market share of 67.7 % in the national branded edible salt market. Pulses revenues grew by 96% over the same quarter last year and by 44% over the trailing quarter.*

*We are encouraged by new Urea policy which makes production at full capacity possible for efficient units like ours. With the current strengthening of monsoon and expectation of deficit to reduce significantly, there are signs of cautious recovery and we hope this will help us cope with the pressure.*

*Going forward in FY2015 -16, we will continue our development of the portfolio to enhance share of consumer product business and non-subsidized farm inputs business."*

## **BUSINESSWISE PERFORMANCE**

### **Living Essentials**

- TCL - market leader in the national branded salt segment with 67.7 % market share. New Tata Salt and Tata Salt Lite packs launched
- Our Branded Pulses and Besan revenues volumes up by 79% over Q1FY15
- Our Branded Spices available in Punjab, HP and Haryana
- Tata Salt Plus Double Fortified salt and Tata Salt Crystal being test marketed

### **Industry Essentials**

- Global demand and supply situation for soda ash in equilibrium
- Magadi operations shows improved performance post restructuring, with better margins and reduced costs
- Strong demand in North America, sold out for calendar 2015

### **Farm Essentials**

- Urea production in line with expectation
- New Urea and Gas pooling policy from Jun15
- New Product Tata Paras 20:20 received well in the market place

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**About Tata Chemicals**

A part of the over US\$ 100 billion Tata Group, Tata Chemicals Limited, in its 75<sup>th</sup> 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:**

Keya Muriya

Tata Chemicals Ltd.

Tel: + 91 22 6665 7496 / + 91 9819635036

Email: [kmuriya@tatachemicals.com](mailto:kmuriya@tatachemicals.com)