



Q2 FY 2013
Press Release

MUMBAI, November 09, 2012

**TATA CHEMICALS Standalone Income from operations for
Q2 FY13 at ₹ 2,441 up by 23%**

PAT at ₹ 173 Crores up by 26%

Q2 FY2013 Standalone Financial Highlights

- Income from Operations at ₹ 2,441 Crores up by 23%
- Profit from Operations at ₹ 332 Crores up by 25%
- PBT at ₹ 240 Crores up by 30%
- PAT at ₹ 173 Crores up by 26%
- EPS (Not Annualised) at ₹ 6.80 up by 26%

H1 FY2013 Standalone Financial Highlights

- Income from Operations at ₹ 3,979 Crores
- Profit from Operations at ₹ 556 Crores
- PBT at ₹ 330 Crores
- PAT at ₹ 241 Crores
- EPS (Not Annualised) at ₹ 9.47

Q2 FY2013 Consolidated Financial Highlights

- Income from Operations at ₹ 4,197 Crores up by 17%
- Profit from Operations at ₹ 661 Crores down by 2%
- PBT at ₹ 439 Crores down by 9%
- PAT after Minority Interest at ₹ 257 Crores down by 7%
- EPS at ₹ 10 (Not Annualised) down by 7%

H1 FY2013 Consolidated Financial Highlights

- Income from Operations at ₹ 7,263 Crores
- Profit from Operations at ₹ 1156 Crores
- PBT at ₹ 650 Crores
- PAT after Minority Interest at ₹ 364 Crores
- EPS at ₹ 14 (Not Annualised)

Q2 FY13 – performance highlights:

- Increase in sales across segments
- Demand across Soda Ash, Bi-carb and Salt stable
- Salt franchise achieves highest sales in the quarter
- Water purifier business launched new variant Lavita in September 2012.
- Pulses foray growing healthily Q on Q. Now available in more than 21 states.
- While fertilisers production was on target, pricing pressure would remain a challenge

Commenting on the Company's Q2 FY2013 performance, Mr. R Mukundan, Managing Director said:

"Performance for the quarter under review has been very encouraging and has been a good turn around for TCL. The company registered 17% rise in sales turnover during the quarter despite challenges posed by the uncertainties across the globe.

Going forward we expect Indian market to continue the growth momentum, however there would be continued pressure in the complex fertilizer business. We continue to lead the market in the national branded salt category with 67% market share. Our water purifier business launched a new variant LaVita enhancing the offering basket.

We also remain positive about the continued growth across our businesses and the transformation to more consumer and specialty portfolio."

BUSINESSWISE PERFORMANCE

Living Essentials

- Market share of 67% in the national branded salt segment
- Salt franchise achieved highest ever sales in the H1
- Launched LaVita – New variant under water purifier business

Industry Essentials

- Global Demand for Soda Ash & Bicarb was stable during Q2
- TCL India Soda Ash production on expected lines
- TCE – Production down due to equipment failure.
- TCM – While dredge outages have resulted in overall lower production, PAM production for the quarter better than expectation
- TCNA – Capacity remains sold out for the year. Export growth encouraging

Farm Essentials

- Urea production on expected lines
- Neem coated urea showed healthy demand – accounted of 50% of product mix
- SSP production higher than expectation
- DAP and NPK production for H1 impacted due to raw material unavailability during Q1 and poor demand.

----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 1st 2011, these key international subsidiaries have been rebranded as Tata Chemicals Europe Limited, Tata Chemicals Magadi Limited, Tata Chemicals South Africa Pty Limited, Tata Chemicals North America Inc., and Tata Chemicals (Soda Ash) partners.

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.*

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Some of the statements in this document that are not historical facts are forward looking statements. These statements are based on the present business environment and regulatory framework. We assume no responsibility for any action taken based on the said information, or to update the same as circumstances change.