



# TATA CHEMICALS LIMITED

Q3 FY 2012  
Press Release

MUMBAI, February 10, 2012

## TATA CHEMICALS' 9M FY2012 NET PROFIT UP 38% AT ₹ 699 CRORE

EPS (diluted & non-annualised) at ₹ 27.4 per share

### 9M FY2012 Consolidated Financial Highlights

- Net Sales higher by 23% to ₹ 10,335 crore
- Profit from Operations rise to ₹ 1,757 crore; EBIDTA margins at 17%
  - TCL has not recognised subsidy income of ₹ 45 crore on opening stock of raw materials for Phosphatic & Potassic fertilisers, in accordance with the office memorandum issued by the Department of Fertilisers (DoF) dated July 11, 2011. The matter is being contested
- PBT at ₹ 1,121 crore vis-à-vis ₹ 859 crore
- PAT (after Minority Interest) at ₹ 699 crore against ₹ 508 crore. It includes following non-operational items:
  - Profit of ₹ 51 crore from sale of Investments
  - Unrealized loss of ₹ 60 crore on revaluation of un-hedged ECB in accordance with notification issued MCA
  - Impairment of assets ₹ 23 crore (Biofuels & Rallis (Turbhe facility))
  - VRS at Rallis (Turbhe facility) & Mithapur of ₹ 20 crore
  - Provision for impairment of investment in Khet-Se ₹ 12 crore; post suspension of operations
  - Impact of ₹ 33 crore in accordance with the above circular issued by DoF
- EPS (diluted & non-annualized) at ₹ 27.44

### **Q3 FY12 Business Highlights & Developments**

- **Growth across all locations - domestic and International**
- **Demand environment across major products stable**
  - **Rising input costs exerting pressure on margins, partially mitigated by higher realizations and efficient operations**
  - **However, early signs of contraction of Soda Ash demand beginning to appear**
- **Expansion of Soda Ash capacity by 100,000 TPA at TCNA concluded**
- **Improved operational efficiencies at Customised fertiliser plant**
  - **Rupee depreciation and higher farm gate prices restraining off-take**
- **Debottlenecking of SSP capacity by 50,000 TPA at Haldia complete. Post commencement stabilisation underway**

#### **Commenting on the Company's Q3 FY2012 performance, Mr. R Mukundan, Managing Director said:**

*"We are delighted to report continuing strong operating and financial performance. All our facilities both, domestic and international have performed well. Our production and sales volumes have been stable. While input prices have been rising, our operational efficiencies have enabled us to increase prices to a lesser degree, thus keeping our end consumer relatively protected.*

*During the quarter under review, we completed the 100,000 tonne expansion of our natural soda ash facility in North America as well as the debottlenecking of our SSP capacity at Haldia by 50,000 MT. Both these operations are expected to achieve stability in the current quarter. We have also significantly expanded our distribution presence for i-Shakti pulses and are now present in 18 states across the country.*

*Firm input prices continue to present a challenge but the strengthening of the Indian rupee over the last month has been encouraging. While current demand environment appears stable, it continues to be influenced by several macro environment factors. I am however confident that our access to low cost resources combined with efficient operations and well entrenched and expansive distribution network will enable us to continue to create value and drive growth."*

## **BUSINESS PERFORMANCE**

### **Chemicals**

- Prices hiked across locations - helped mitigate impact of rising input cost
- Domestic demand for soda ash stable
  - Operational performance maintained at Mithapur facility
  - Higher variable cost of production given rising input costs (imported coal & limestone) continue – usage efficiency and price hike partially offset the impact
- Tata Chemicals Europe operations witnessing improving utilization
  - Delayed onset of winter with mild conditions in January may impact salt sales
- British Salt performance robust - production, sales and realisations continue to be healthy
- Steady improvement in Magadi operations. Volumes lower largely due to power outage and lack of rakes
  - Magadi Return to Excellence Programme (MRTE) initiatives likely to bring down consumption in next few quarters
- Production at Tata Chemicals North America moderated due to slow resumption of operations post expansion
  - However, improved realisations partially mitigated the impact

### **Consumer Products**

- Strong demand continues for branded salt pan India - volumes growth at ~ 9%
- National branded segment as a percent of total salt segment grows strongly – stands at 24% in 2010-11
  - Maintained leadership position with a 64% market share in the National Branded segment
- i-Shakti pulses available across 18 states
  - Strong sales promotion activities enable robust off-take for i-Shakti range of pulses

**Fertilizers**

- Operations at Babrala stable; new ammonia convertor to be hooked up in March/April 2012
- Improvement in profitability of customised fertiliser on account of steady rise in volumes and firm pricing
- Specialty fertiliser register healthy volume growth – plans to aggressively grow this business
- Firm prices of Phosphoric acid combined with higher sales volumes at IMACID improve performance

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