

Q2 FY1516 Press Release

Mumbai: 06th November 2015

**TATA CHEMICALS consolidated income from operations for
Q2 FY15-16 at Rs. 4,997 Crores – up by 4% YoY**

Consumer Business Portfolio achieves a revenue growth of 35% YoY

Tata Chemicals Limited (TCL), a global company with LIFE (Living, Industry and Farm Essentials) at its core, reported income from operations at Rs. 4,997 crores up by 4% YoY.

Key performance and financial highlights:

Standalone

- Robust performance in Soda Ash and Salt business
- Consumer products portfolio revenue up by 35% over Q2 FY14-15
- Spices launched successfully in NCR and states of North India
- Uneven and deficit monsoon impact performance of the Agri business
- Subsidy receivable at Rs. 1,005 Crores as on 30th September 2015 (Rs 1972 crores as on March 2015)

Consolidated

- Magadi continues positive performance with improved profitability
- Steam turbine in full operation in UK, continued focus on further operational improvements
- US volumes impacted due to production outages; being addressed
- Adverse climatic conditions impact Rallis India performance

Commenting on the Company's Q2 FY16 performance, Mr. R Mukundan, Managing Director, Tata Chemicals said:

“The quarter under review saw the chemicals and consumer business portfolio registering satisfactory numbers. The marked improvement in the Chemicals business has been a reflection of the improved performance at Magadi. While the steam turbine project has been successfully implemented in UK, we continue to remain vigilant and focused on further opportunities to improve business. An uneven and deficit monsoon has impacted fertiliser and other agri-input businesses.

Stand-alone revenue was up by 8% to Rs. 3,056 crores, due to better performance in the consumer and chemicals business in India. Improved volumes of pulses, which grew by 70% over last year, salt and non-bulk agri business also contributed to the higher turnover. Better contribution, reflecting reduced energy costs, and overall improved performance of the Chemical business, as well as positive performance by all the other businesses took the consolidated revenue to Rs. 4,997 crores, up 4% over the last quarter of FY14-15.

The Consumer Products business continues to grow and maintained its leadership position with a market share of 67.3% in the national branded edible salt market. In line with our focus on expanding the consumer products business, we launched a range of spices in the last quarter, bringing everyday food products including pulses, under the newly introduced umbrella brand, Tata Sampann.

The Nutraceuticals business also increased its reach with our product FOS now available across 70 cities in India.

In the fertilizer business, the subsidy outstanding is Rs 1,005 crores as on 30th September 2015, and still remains a challenge.

Going forward we expect the Indian market to continue the overall growth momentum, and also remain positive about the growth across our businesses and transformation to a more consumer facing portfolio.”

BUSINESSWISE PERFORMANCE

Living Essentials

- Consumer products portfolio revenue up by 35% over Q2 FY14-15
- TCL market leader in the national branded salt segment with 67.3 % market share
- Introduction of new brand Tata Sampann for nourishing everyday foods portfolio. Tata Sampann Spices launched successfully in NCR and northern states in Sep
- Tata Sampann Pulses achieved over 70% volume growth and growth across regions

Industry Essentials

- Global demand and supply situation for soda ash in equilibrium, freight rates soften
- Magadi operations continue improved performance, with reduced costs and better margins
- Steam turbine in full operation in UK, continued focus on further operational improvements

Farm Essentials

- Demand of Urea and complex fertilisers showed growth
- Urea production in line with expectation
- Tata Paras 20:20 continues to be 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 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.

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