

About Tata Chemicals



Living, Industry and Farm Essentials.



Tata Chemicals Limited is a part of the US \$ 70.8 billion Tata Group. Established in 1939, TCL is currently the second largest producer of soda ash in the world with manufacturing facilities in India, UK, Kenya and USA. It is India's leading Crop Nutrients Player with its own manufacturing of urea and phosphatic fertilisers & a leading player in crop protection business through its subsidiary Rallis India Ltd. TCL is the pioneer and India's market leader in the branded, iodised salt segment & Tata Salt has been recognised as India's No.1 Food Brand for more than five years reaching to over 60 million households in India..

TCL has undertaken several key steps recently to leverage its expertise in sciences to develop high-tech and more sustainable products. It has set up the TCL Innovation Centre in Pune to develop world-class R&D capability in the emerging areas of nanotechnology and biotechnology. TCL has also invested in a Centre for Agriculture & Technology (CAT) at Aligarh to provide advice on farming practices in general and crop nutrition practices & solutions in particular. The business is currently focused on working with sustainably grown feedstock for first generation bioethanol and biodiesel. For biodiesel, the company is currently focused on identifying, developing & cultivating superior varieties of jatropha as feedstock. TCL has also recently acquired an equity stake in JOil (Singapore), a jatropha seedling company founded by Temasek Life Sciences Laboratory that will set up tissue culture labs in India and other locations to develop jatropha seedlings using micro-propagation techniques. Tata Chemicals will also have exclusive marketing rights for JOil's jatropha seedlings in India and East Africa.

Apart from this, the company is actively involved in biofuels research. TCL's Innovation Centre is working on advanced technologies including second generation biofuels, technology for better processing of feedstock & on by-products. TCL is a part of ICRISAT's Sweet Sorghum Ethanol Research Consortium (SSERC).

The scope of this report is however limited to the India operations only. This does not include subsidiaries and Jv's.

Businesses

Tata Chemicals operates broadly in three sectors – Living Essentials, Industry Essentials and Farm Essentials. It is structured in order to address all major segments of consumers in society namely **Household** (Living Essentials), **Industry** (Industry Essentials) and the **Farmer** (Farm Essentials).

Living Essentials

The pillar of Living essentials covers products that are basic/essential to daily living e.g. salt, sodium bicarbonate or baking soda products, fresh produce and now water related products.

The Consumer Products Business (CPB) comprises predominantly of Tata Salt, a branded iodized edible salt, and Sodium Bicarbonate and water purifiers among other offerings. The company has launched a new refined salt, I-Shakti. The special Tata Salt Lite caters to the niche market of low sodium salt users with 15% less sodium than ordinary salts. Topp Salt is a brand of edible salt created for export. I-Shakti, a cooking soda, is targeted to help the leavening of the consumers.



To leverage its reach with farmers and housewives TCL started Khet-Se, a 50:50 joint venture in 2007 with Total Produce, Ireland- one of the largest fruits and vegetable distribution company in the world and Europe's largest and most accomplished fresh produce provider, to set up a fruits and vegetables distribution business in India.

To meet the challenge of providing safe drinking water to India's population, TCL, launched 'Tata Swach' in December 2009 a unique and innovative water purifier that combines low-cost ingredients such as rice husk ash with nano-technology. The product combines technology, performance, convenience and above all, affordability to serve a basic human right of millions of consumers.

Industry Essentials

The second pillar, Industry essentials, consists of products that are essential raw materials required for key industries such as glass, detergents, mining and chemical processing. TCL's journey as a soda ash manufacturer began in Mithapur, on the western coast of Gujarat. For many years, the synthetic soda ash plant at Mithapur represented the sum total of TCL's soda ash manufacturing activities. In 2006, TCL's soda ash capacity took a significant leap when it acquired the UK-based Brunner Mond Group, (Tata Chemicals Europe Limited)



one of the world's leading manufacturer of soda ash and sodium bicarbonate. Through this acquisition, manufacturing facilities in Northwich and Winnington, UK and Lake Magadi, Kenya joined the TCL fold. In early 2008, TCL successfully completed the acquisition of US-based General Chemical (now Tata Chemicals North America) Industrial Products (GCIP), thereby gaining access to some of the world's largest recoverable iron ore deposits which can be very economically converted to soda ash at GCIP's plant in Green River, Wyoming. The acquisition of GCIP increased TCL's soda ash capacity to around 5 million tonnes per annum. Moreover, about 60% of this capacity is based on natural soda ash units at Wyoming and Lake Magadi. TCL's customer base now encompasses some of the world's leading and recognizable companies such as Procter & Gamble, Unilever, Church & Dwight, Saint Gobain, Pilkington, Asahi, Owens Illinois, Guardian, PPG, Vale and Xstrata.

Farm Essentials

Inputs needed to improve productivity of the farm as a whole e.g. fertilizers, pesticides, specialty nutrients, seeds, agri-services and crop protection constitute the third pillar of TCL. The Crop Nutrition and Agri-Business has its presence across all the three key agro-



nutrients; viz. nitrogen (N), phosphorus (P) and potassium (K). While the nitrogenous fertilizer, urea, is manufactured at Babrala in the northern state of Uttar Pradesh at one of the industry's most efficient plants, phosphatic fertilizers DAP and complexes are manufactured at Haldia in West Bengal in eastern India and MOP is imported. To secure the raw material supply of phosphatic rock for its Haldia plant, in 2005 TCL acquired an equal partnership in the Moroccan company Indo Maroc Phosphore S.A. (IMACID), along with Chambal Fertilisers and the global phosphate major, OCP of Morocco. The company also helps small farmers

enhance the yield from their land by providing end-to-end solutions through its network of Tata Kisan Sansars (Tata Farmer Centres) in the northern states of Uttar Pradesh, Punjab, Haryana, Uttarakhand and West Bengal, Bihar and Jharkhand. The centers are one-stop resource centers; they stock seeds, pesticides and fertilizers; lease out farm equipment and implements to farmers who cannot afford to buy expensive modern machinery; provide

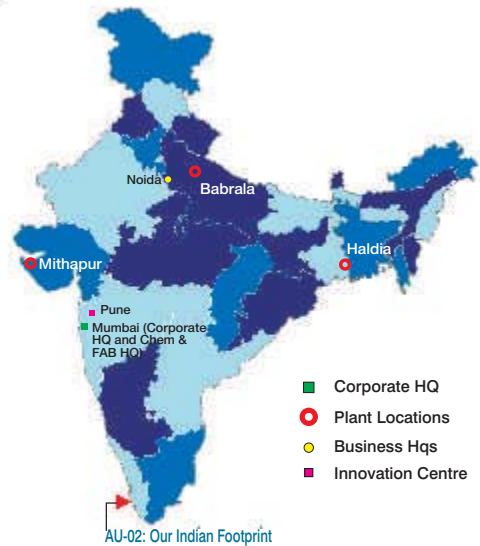


agronomy services like soil testing and mapping and fertilizer testing; facilitate credit finance, arrange crop insurance and even provide buyback facilities.

Through Rallis, its subsidiary, TCL will look to enhancing value creation as well as accessing business synergies in the agri-inputs sector — crop nutrition and crop protection. Currently, TCL is a dominant player in the crop nutrition segment. Rallis has a leadership position in the Indian Crop Protection industry and with this; TCL will strengthen its presence in the entire agri-input space.

Tata Chemicals organisation structure

SEGMENT	LIVING ESSENTIALS (B2C)	INDUSTRY ESSENTIALS (B2B)		FARM ESSENTIALS (B2F)				
	BUSINESS	CONSUMER PRODUCTS	BULK CHEMICALS	SPECIALTY CHEMICALS	CROP PROTECTION	CROP NUTRITION	SEEDS	OTHER AGRI-INPUTS & SERVICES
Key Products/ Services (examples)	Salt, Cooking Soda, Water, Fresh Produce, Staples	Soda Ash, Bicarb, Others			Pesticides	Bulk & Specialty Fertilizer, PGN	Seeds	Farm Equipment, Services



Nature & Ownership:

TATA CHEMICALS LIMITED, a company registered under Indian Companies Act, 1913, is a widely held Company. The shareholding pattern is depicted in the Fig. Ab-01 & 02: We have 3210 employees in India and 1446 employees overseas totaling to 4656 employees as of 31st March 2010.

Our consolidated shareholder funds for the reporting period as on 31st March 2009 and 31st March 2010 were Rs.4770 Crs and Rs. 4716 Crs, while shareholder funds for standalone Indian operations were Rs. 3859 Crs & Rs. 4283 respectively.

Total consolidated sources of funds amounted to Rs.11,326 Crs As on 31st March 2009 and Rs.10,255 Crs as on 31st March 2010, while sources of funds for India operations were Rs. 7638 Crs and Rs.7420 Crs respectively.

Category	Percentage
Tata Companies & Trusts	28.16
Resident Individuals	22.98
Foreign Holdings	13.40
Public Financial Institutions	22.32
Government / Government Companies	00.03
Other Companies, Mutual Funds	12.95
Nationalized Banks	00.16
Total	100.00

Fig. Ab-01

Category No: of Shares	Percentage Shares	Percentage Shareholders
1-500	8.87	89.21
501-1000	3.71	5.83
1001-2000	3.47	2.83
2001-3000	1.87	0.88
3001-4000	1.10	0.37
4001-5000	0.91	0.23
5001-10000	2.33	0.389
Greater than 10000	77.74	0.26
Total	100.00	100.00

Fig. Ab-02

Our Global Presence



★ Facilities ● Markets

Registered Office:

Tata Chemicals Limited Bombay House

24 Homi Mody Street Fort, Mumbai 400 001

Tel: (022) 6665 8282 Fax: (022) 6665 8143 / 44

write to: Mr. S. G. Choudhary, Chief Technology and Sustainability officer.

sustainability@tatachemicals.com

corporate_communications@tatachemicals.com



National & Global Voluntary Commitments:

We are also committed to following national and global voluntary commitments:

- GRI-G3 - Corporate Sustainability Reporting (www.gri.org)
- TERI-CoRE-BCSD (www.teri.in.org)
- World Safety Declaration (www.worldsafetydeclaration.com)
- IFA Safety Commitment
- Global Roundtable on Climate Change The Earth Institute, Columbia University
- UN Global Compact Joined 23/09/2002
- UN Millennium Development Goal
- Responsible Care (www.responsiblecare.org)
- CII – Mission for Sustainable Growth
- AMAI-World Chlorine Council Safety Commitment.
- AIChE-Center for Chemical Process Safety
- We are participating in the Tata Groups initiative on Climate Change guided by TQMS. Our aim is to strengthen sustainability network within the organization ensuring awareness, knowledge, action and internalization

CHEMICALS

Soda Ash

- Light
- Dense
- Medium Dense
- Granular

Sodium Tri Polyphosphate (STPP)

- Technical
- Refined
- Pharma
- Animal Feed: Alkakarab

Cement

- OPC
- PPC

Others

- Caustic Soda
- Liquid Chlorine
- Hydrochloric Acid
- Vacuum Evaporated Salt
- Pure Salt Dried (PSD, VSD)
- Liquid Bromine
- Marine Gypsum
- Phospho Gypsum
- Sodium Floro Silicate (SFS)
- Sulphuric Acid
- Phosphoric Acid

PRODUCTS

Agri & Crop Nutrition

Fertilisers

- Nitrogenous Fertilisers (Urea "PARAS")
- Phosphatic Fertilisers (DAP PARAS)
- Potassic Fertilisers
- Complex Fertilisers (NPK)

Phosphatic Fertilisers

- Paras SSP
- Tata PARAS DAP (Imported)

Value Added Fertilisers

- Tata PARAS Calcium Nitrate
- Tata PARAS Zinc Sulphate
- Tata PARAS Micro Booster

SERVICES

- Farm Management Services (FSM)
- Tata Kisan Sansar (TKS)

CONSUMER PRODUCTS

Salt

- Tata Salt
- i-Shakti Powder Salt
- i-Shakti Crystal Salt
- Tata Salt Lite
- Topp Salt

Cooking Soda

- i-Shakti Cooking Soda