

# **Q3 FY 2003 Financial Results**

**and**

# **Proposal to merge Hind Lever Chemicals with Tata Chemicals**

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January 24, 2003

## Q3 Financial Results overview

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- Maintained dominance in each operating segments
- Significant gains achieved through operational efficiency initiatives
- Market share enhanced across inorganic chemicals and salt segments
- Increased marketing focus, widening and deepening of distribution network
- Drive stronger alliances and create opportunities for greater operational synergies
- Continued reporting of growth oriented financial performance

# Segmental highlights

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## Soda ash

Highest ever quarterly export volume achieved - 31,000 MT compared with 34,000 MT in the whole of FY02

## Salt

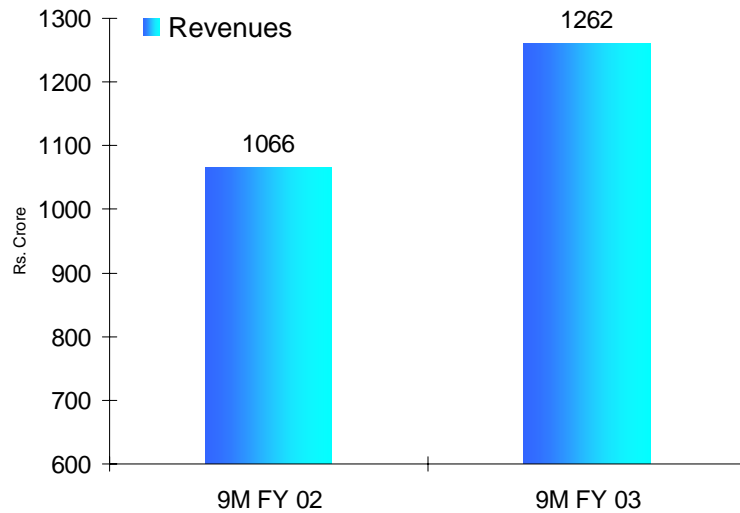
Sales increase 18% in a 'degrowing' segment  
Marketshare of 36.5% further strengthens leadership position

## Fertiliser

Leverages well developed 'Tata Kisan Kendra' network - commences trading of high demand fertiliser grades

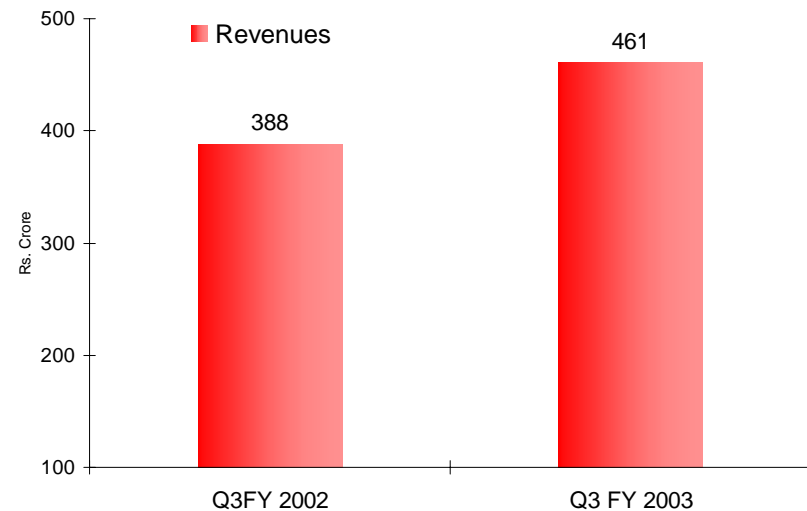
# Revenue performance

9 Months FY 2003



18%

Q3 FY 2003

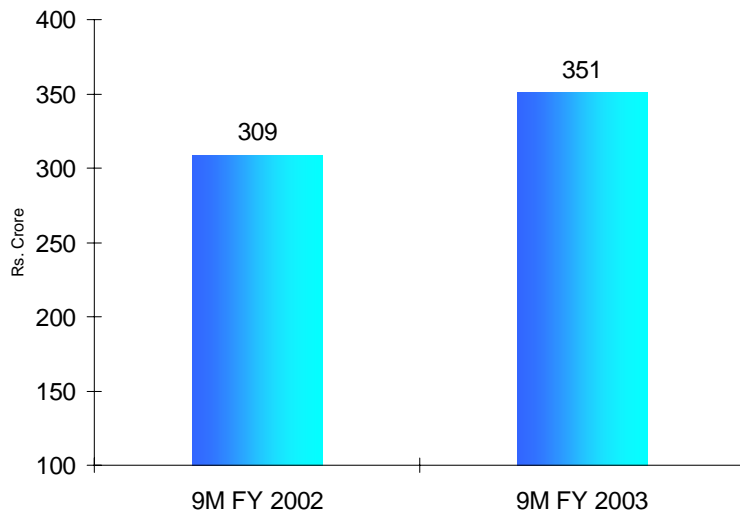


19%

# PBIDT

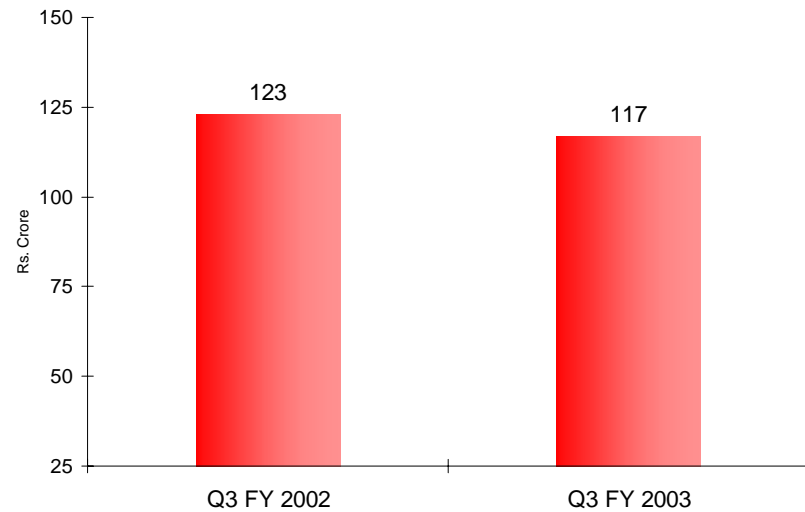


### 9 Months FY 2003



14%

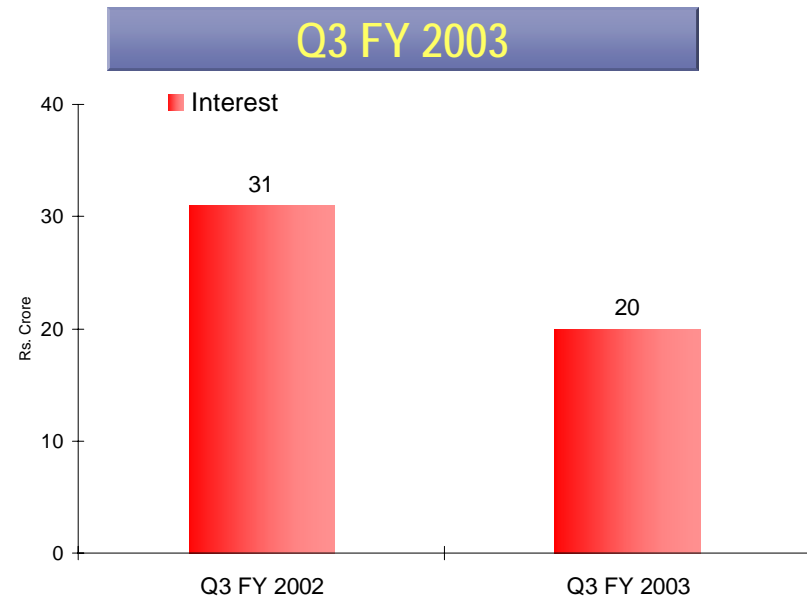
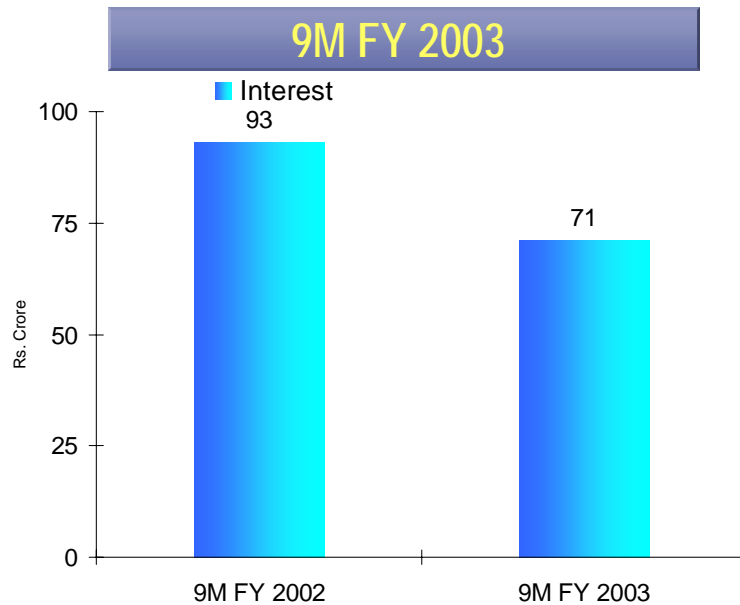
### Q3 FY 2003



5%

Q3 FY 2002 operating profit includes addition of loss of profit claim of approx. Rs 12 crore. Q3 FY 2003 figure includes a charge of Rs 11 crore as escalation claim on account of urea business operations

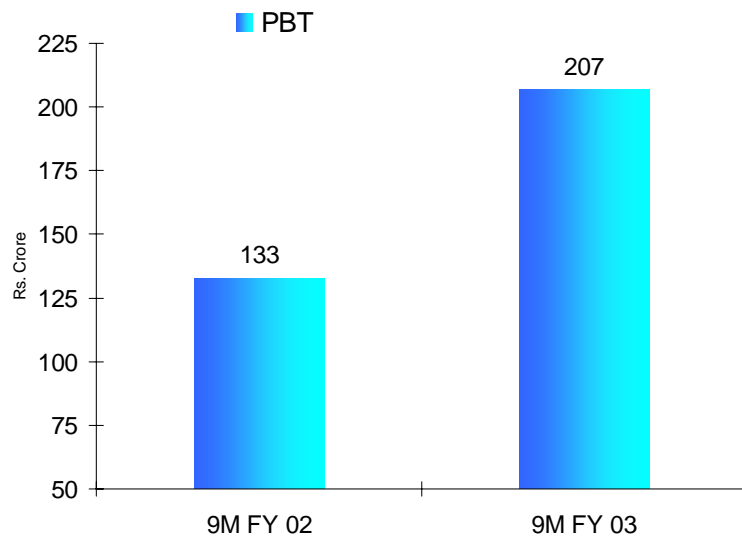
# Prudent financial management



- Debt reduced by 17.5 % from Rs 1,108 cr to Rs 913 cr (over 12 months)
- Interest reduced by over 34% in Q3 FY 2003
- Better working capital management, debtor and inventory control limit working capital requirement in a growing business

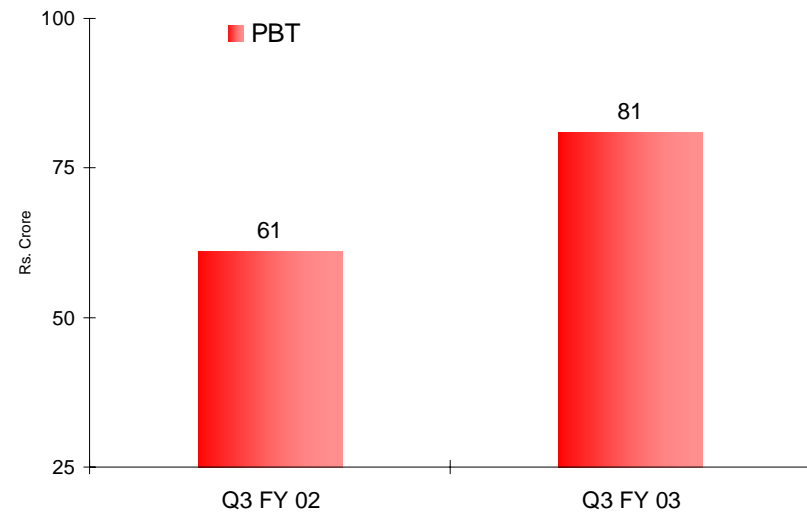
# Profit before Tax

9 Months FY 03



56%

Q3 FY 2003



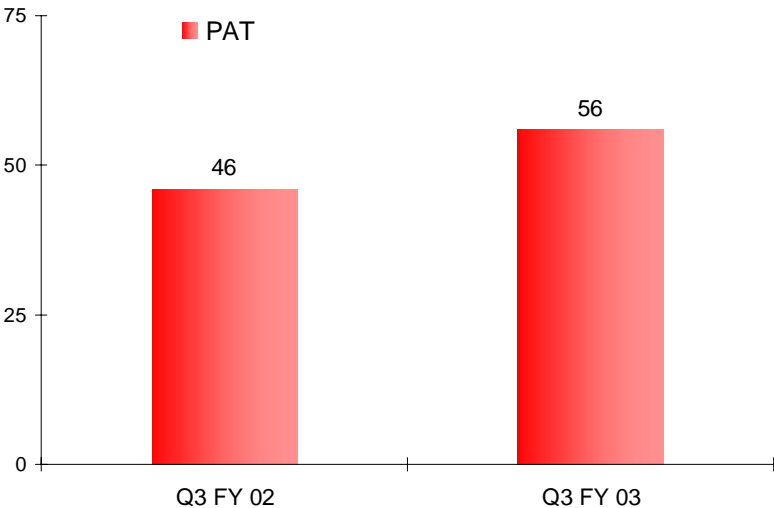
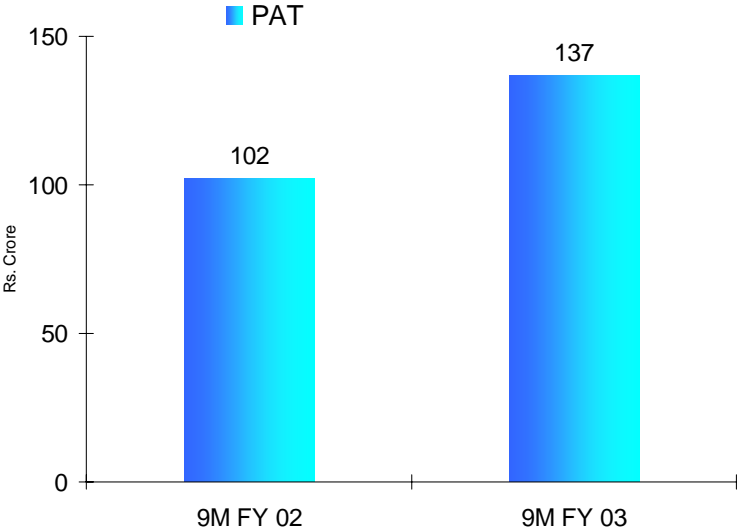
32%

# Net Profit



9 Months FY 03

Q3 FY 2003



33%

20%