



CHAMBAL FERTILISERS AND CHEMICALS LIMITED

May 26, 2023

BSE Limited

Phiroze Jeejeebhoy Towers
25th Floor, Dalal Street
Mumbai – 400 001

National Stock Exchange of India Limited

Exchange Plaza, C-1, Block G,
Bandra Kurla Complex,
Bandra (E)
Mumbai – 400 051

Dear Sir,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith a copy of the presentation, on the financial results of the Company for the quarter and year ended March 31, 2023, which shall be shared with the Analysts / Investors.

You are requested to notify your constituents accordingly.

Thanking You,

Yours sincerely,

for **Chambal Fertilisers and Chemicals Limited**

Anuj Jain

Assistant Vice President - Finance & Company Secretary

Encl.: a/a



Chambal Fertilisers and Chemicals Limited

Quarter and Year Ended March 31, 2023

Earnings Presentation

Disclaimer

The following slides may contain “forward looking statements” including statements relating to the implementation of strategic initiatives by Chambal Fertilisers and Chemicals Limited (“CFCL” or “Chambal” or “Company”) and future business developments and economic performance.

While these forward looking statements indicate the Company’s assessment with regard to the development of its business, there are a number of risks, uncertainties and other unknown factors that could cause actual developments and results to differ materially from the Company’s expectations.

These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with the Company, legislative developments, and other key factors that could affect the Company’s business and financial performance.

The Company undertakes no obligation to periodically revise any forward looking statements to reflect future/ likely events or circumstances.

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Business overview



Bulk Fertilisers

- Urea plants operated at optimal levels with best ever energy efficiency
- Reduction in gas prices in Q4 supported reduction in outstanding subsidy
- Sustained market share in P&K Fertilisers
- Prices of phosphatic fertilisers continued to soften. However, this was accompanied with reduction in subsidy rate
- Subsidy payments significantly improved from end of Q3 onwards

Crop protection and Speciality Nutrients

- Growth more than 50% y-o-y in Crop Protection Chemicals (CPC) and Speciality Nutrients (SN) with sustained margins
- 10 new products introduced, contributing to 9% of revenue in first year

Technical Ammonium Nitrate (TAN)

- TAN project progress on track



Seed to Harvest program

- Very positive response from farmers on Seed to Harvest program. Supporting strong growth in CPC and SN business



Distribution and Marketing built over several decades

PAN India reach covering ~ 90% of market

Product portfolio comprises Urea, DAP, MOP, NPK, CPC & SN

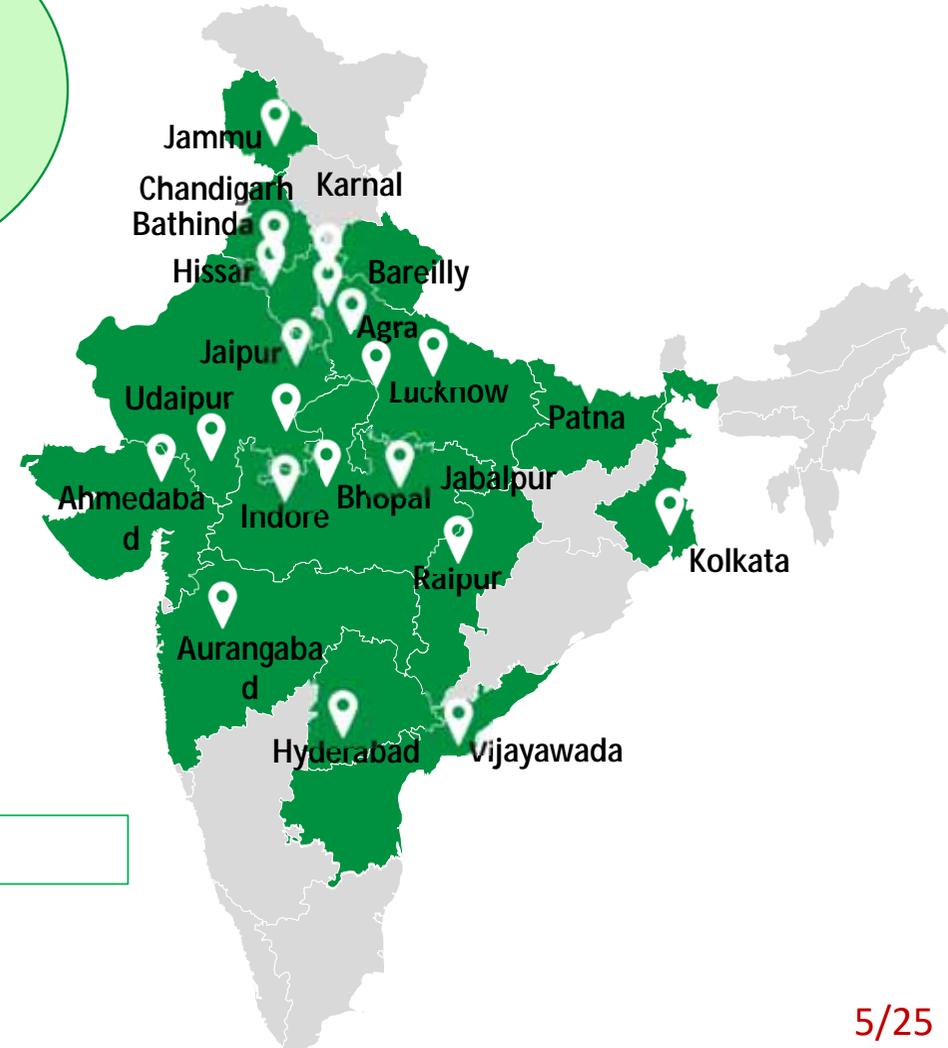
Deeply entrenched dealer & distribution network and brand association built over decades

Marketing network comprises of:

Regional offices
20

Dealers
~4,200

Retailers
~60,000



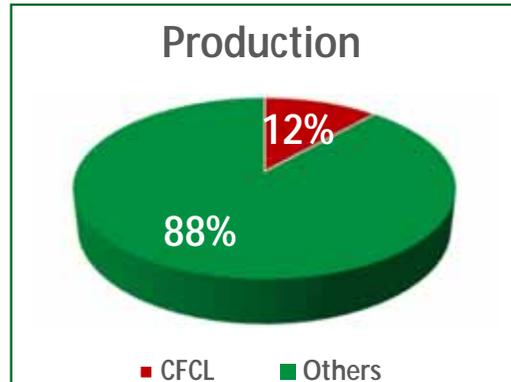
CFCL's "Uttam" brand continues to have strong salience



CFCL Share FY 23 : Urea

Qty in Lakhs MT

CFCL Share FY 23 : DAP



Total Production : 285
CFCL Production : 33



Total Import : 65
CFCL Import : 9



Total Sales : 370
CFCL Sales : 33



Total Sales : 118
CFCL Sales : 11



CFCL Share FY 23 : MOP



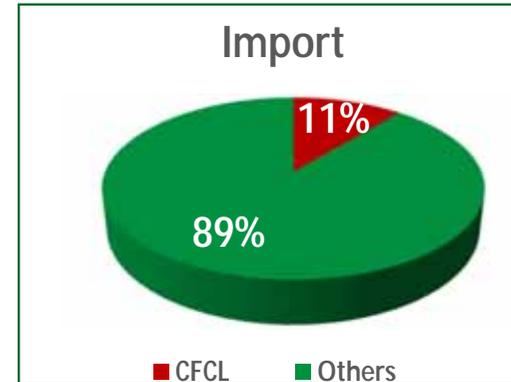
■ CFCL ■ Others
Total Import : 14
CFCL Import : 2



■ Others ■ CFCL
Total Sales : 17
CFCL Sales : 2

Qty in Lakhs MT

CFCL Share FY 23 : NPK



■ CFCL ■ Others
Total Import : 27
CFCL Import : 3



■ CFCL ■ Others
Total Sales : 117
CFCL Sales : 3

New CPC & SN products introduced in FY 2022-23



Insecticide
UTTAM FENTOL
(Tolfenpyrad 15 % EC)



Insecticide
PIFRO
(Fipronil 5% SC)



Herbicide
UTTAM FILLIP
(Bispyribac sodium
10% SC)



Selective Herbicide
UTTAM FLUZI
(Fluazifop – p – butyl
13.4% + fomesafen
11.1% SL)



Herbicide
UTTAM TEMONE
(Tembotrione 34.4%
SC)

New CPC & SN products introduced in FY 2022-23



Weedicide
UTTAM FLUFO
(Oxyfluorfen 23.5% EC)



Insecticide
UTTAM LEPIVEER
(Flubendiamide 20% WDG)



Bio Fertilisers
UTTAM SUPERRHIZA



Potash Derived
from Molasses



Micronutrient
Magnesium
Sulphate

REFLECTION OF OUR SUSTAINABLE FOOTPRINT



FAI AWARD
FOR TECHNICAL
INNOVATION



FAI AWARD FOR
ENVIRONMENT
PROTECTION



FAI AWARD FOR
BEST PRODUCTION
PERFORMANCE



RAJASTHAN
ENERGY
CONSERVATION
AWARD



FICCI AWARD
FOR
EDUCATION
(CSR)



SHIKSHA
VIBHUSHAN
BHAMASHAH
AWARD (CSR)



The Seed to Harvest program - FY 22-23

116

Geographies

2784

Farmer meetings

31900

Soil samples

1163

Villages

91000+

Farmers connected



Major Crops - Paddy, Soybean, Cotton, Vegetables, Maize, Groundnut, Wheat, Mustard, and Sugarcane

Enhancing value for the Farmer



... Investing today for a sustainable future

CORPORATE SOCIAL RESPONSIBILITY



Project Akshar – Pre-primary & School Education

Transforming education domain in rural areas of Rajasthan

- Supporting 47 Aanganwadi centers and 53 Government schools, covering around 10000 students annually
- Improving learning pedagogy
- Integrating technology into learning – Smart classes, Computer Lab & Mini Science centers
- Building robust educational infrastructure



Project Saksham – Technical & Vocational Education

Skilling Rural youth for a better future

- Supporting 5 Industrial Training Institutes and one Government Polytechnic College, to train around 2000 youth annually
- Enhancing employability quotient by facilitating quality technical education
- Making students industry ready with latest technical knowledge
- Facilitating placements of students in the industry



Project Pragati – Employability & Empowerment

Building capacity – transforming lives

- Working with over 400 women folks in 8 villages
- Creating empowered self help groups
- Initiating new business ideas – one village one product
- Harvesting rural prosperity through farmer groups
- Short term vocational trainings for women



Project Arogya – Healthcare and Sanitation

Strengthening healthcare services for a healthy community

- Supporting 3 Primary health centers and health care facilities in 26 villages & 100+ academic institutions
- Facilitating rural youth to avail modern medical facilities at doorstep
- Supporting government efforts towards healthcare facilities
- Round the clock medical services at health centers

Project Bhoomi – Environment Sustainability

Preserving natural resources for future generation

- Crop residue management in over 240 villages of Haryana, Punjab & Rajasthan for promoting sustainable method of agriculture
- Promoting alternative methods of crop residue management
- Sensitizing the farming community to adopt sustainable methods of agriculture
- Prevention of emission of ~ 1.15 Lakh MT of Green House Gases (GHGs) in Punjab & Haryana

Project Saakar – Rural Development

Redefining Rural Infrastructure for Model Villages

- Working in mainly 8 proximal villages for rural infrastructure development programs
- Working for Development of villages near the plant as model villages
- 100000+ community members benefitted annually

Project Udaan – Promotion of Sports

Nurturing the grassroots players

- Supporting 20 Senior Secondary schools, 5 ITIs & Polytechnic College and 3 Mini Sports Development Centre
- Creating new pathways for rural youth
- Marking rural sports as a pivotal step in creating sports culture
- Providing a platform to rural youth to perform at a wider platform
- Organizing inter, intra-school events and competitions, cluster level events





**Performance - Quarter
and Year Ended March
31, 2023**



Performance Highlights

STANDALONE

| Q4 FY 23 | Q4 FY 22 | Rs in Crore | FY 23 | FY 22 |
|-------------|-------------|-------------|-------|-------|
| 3599 | 3307 | REVENUE | 27773 | 16069 |
| 153 | 385 | EBITDA | 2080 | 2358 |
| 98 | 194 | PAT | 1069 | 1287 |

CONSOLIDATED

| | | | | |
|----|-----|-----|------|------|
| 94 | 244 | PAT | 1034 | 1566 |
|----|-----|-----|------|------|

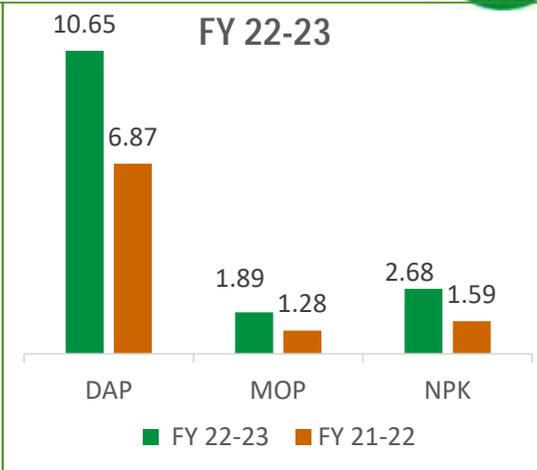
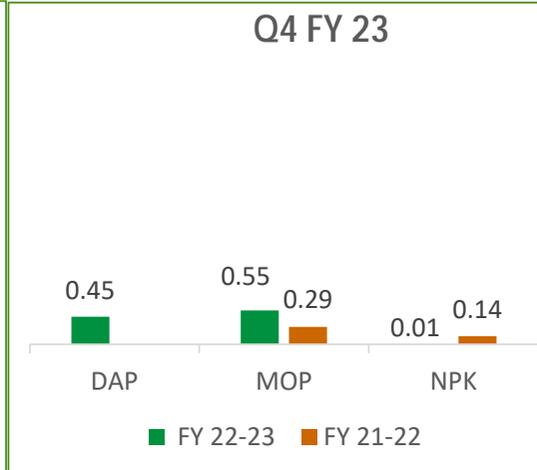
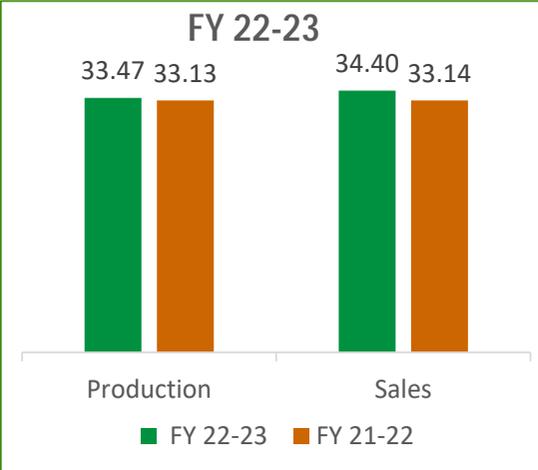
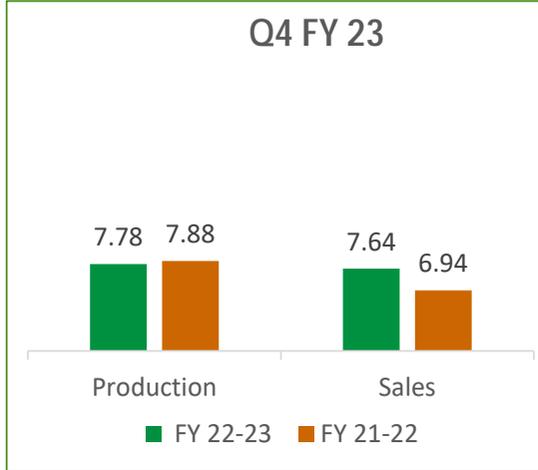
- Urea plants performed well with better energy efficiency
- Crop Protection Chemicals (CPC) & Speciality Nutrients (SN) continued to grow
- High cost of materials and inadequate Nutrient Based Subsidy (NBS) rates substantially impacted the profitability of P&K fertilisers
- NBS rates recently announced for Q4 FY23 for April-September 2023, resulted into losses

- Joint Venture Morocco - lower production and lower margins impacted the profitability

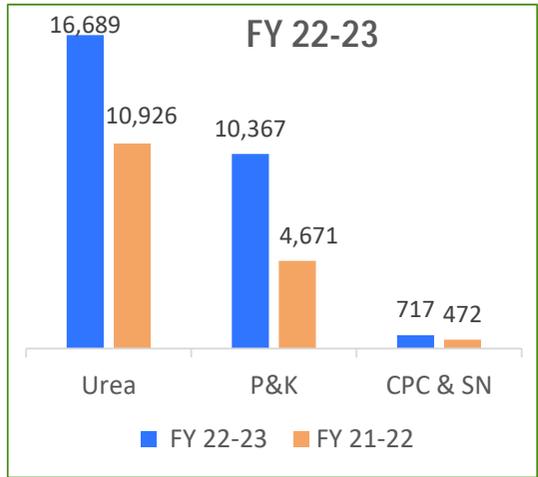
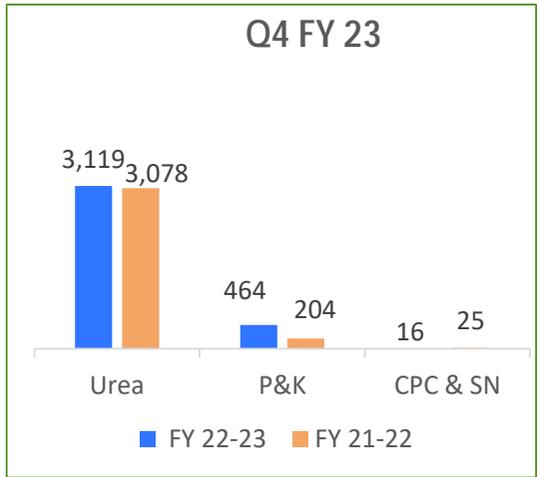


Urea Production and Sales (Lakhs/MT)

P & K Fertilisers Sales (Lakhs/MT)



Revenue from Operations (Rs in Crore)

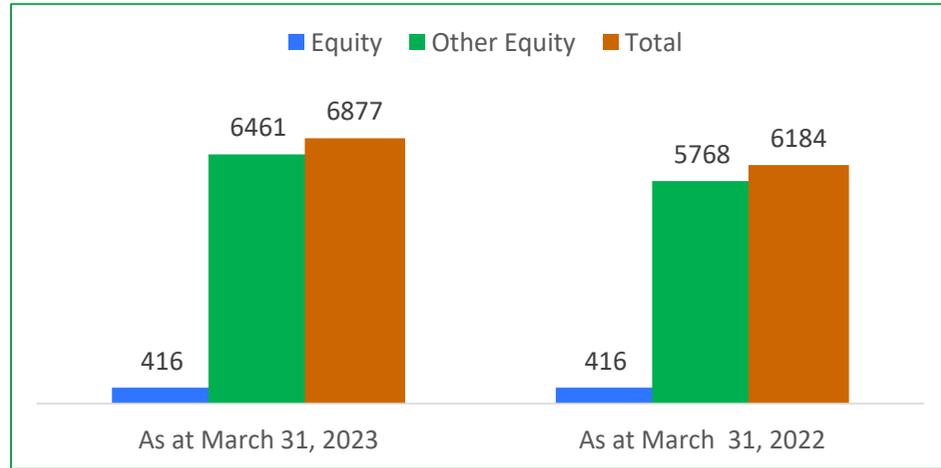


- Urea: Revenue increased mainly due to higher gas prices and higher volume
- P&K Fertilisers: Higher revenue due to higher volumes and prices
- CPC & SN: Robust growth in revenue



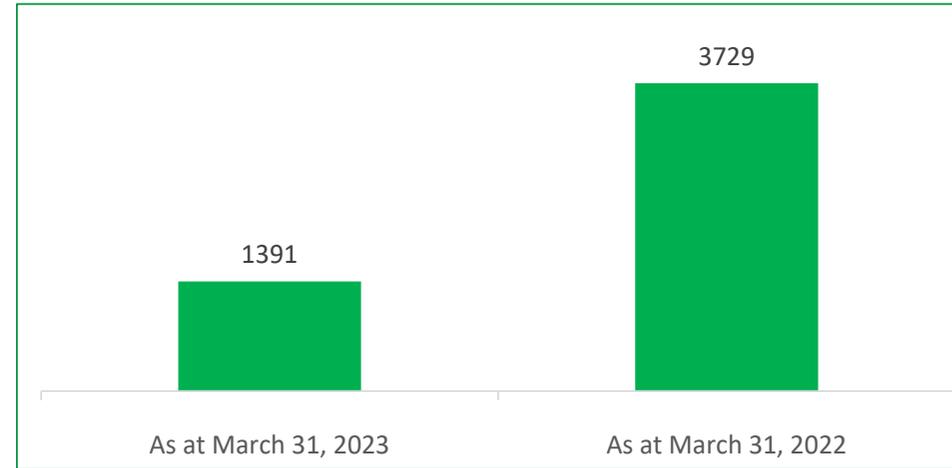
Financial Position - Standalone

Total Equity

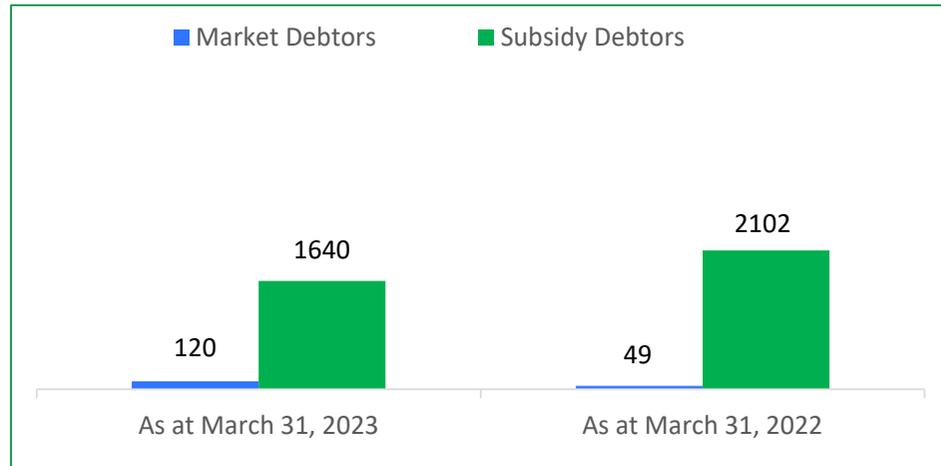


Net Debt (net of cash surplus)

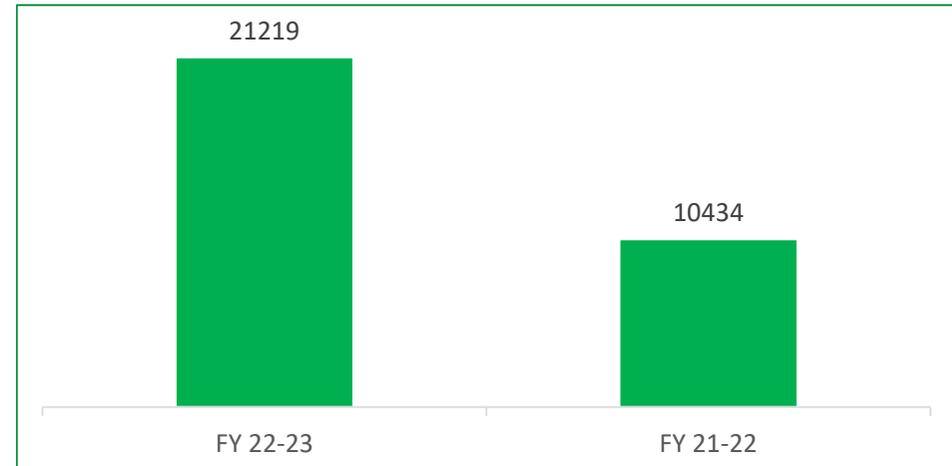
(Rs in Crore)



Receivables



Subsidy Received

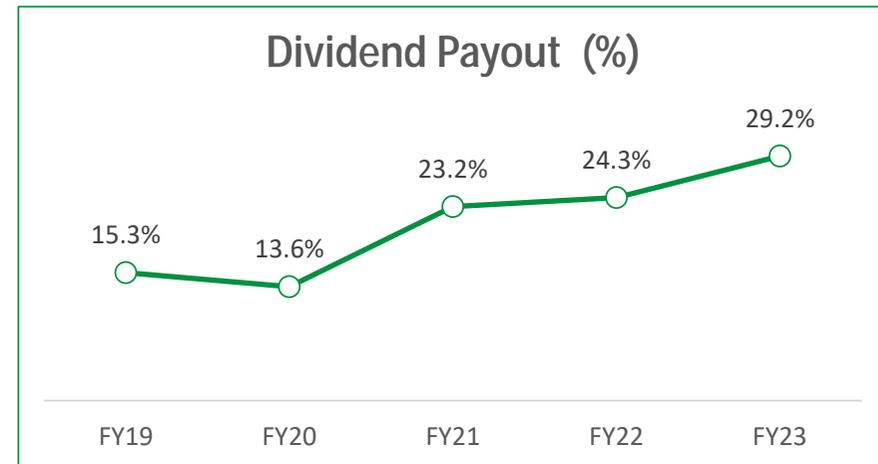
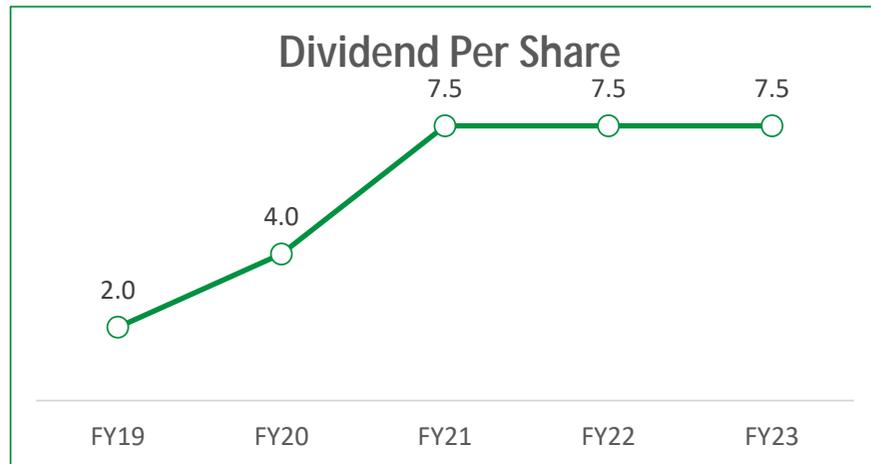
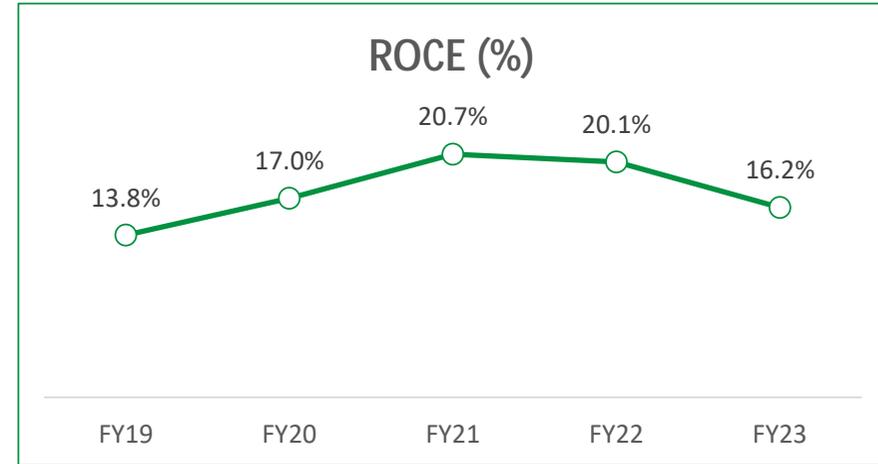
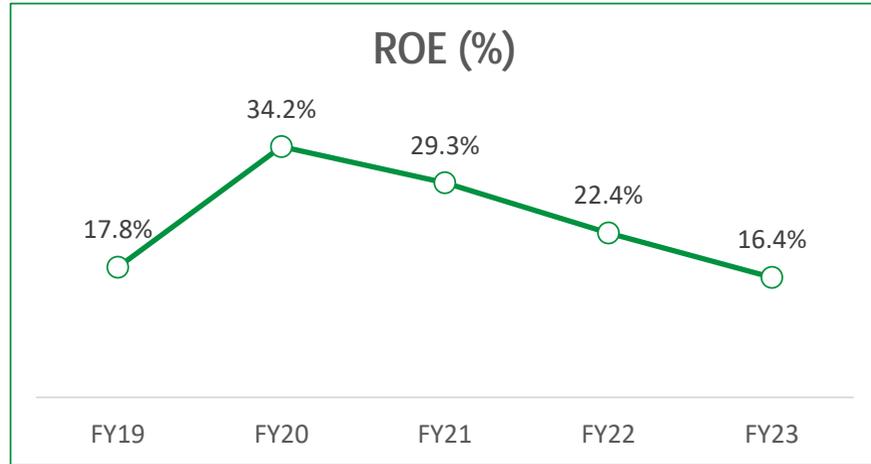




Financial Ratios

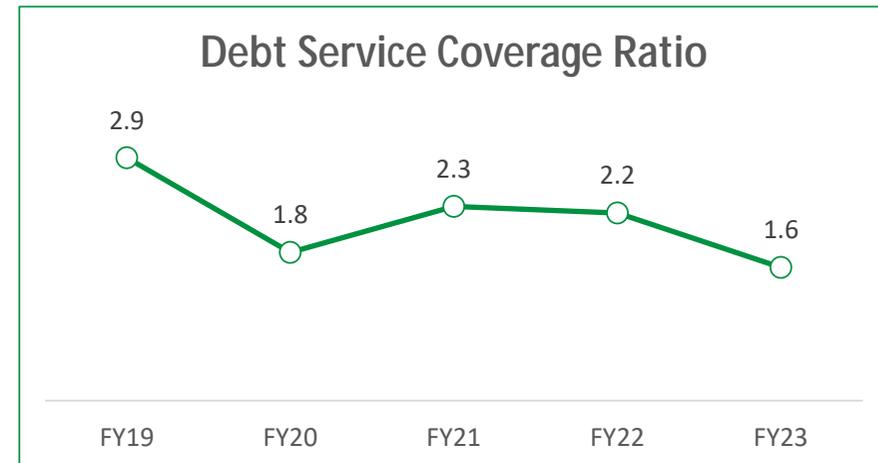
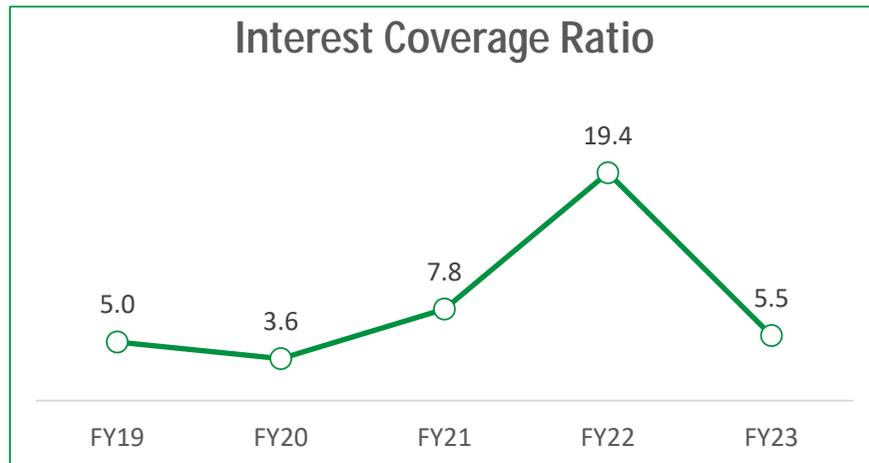
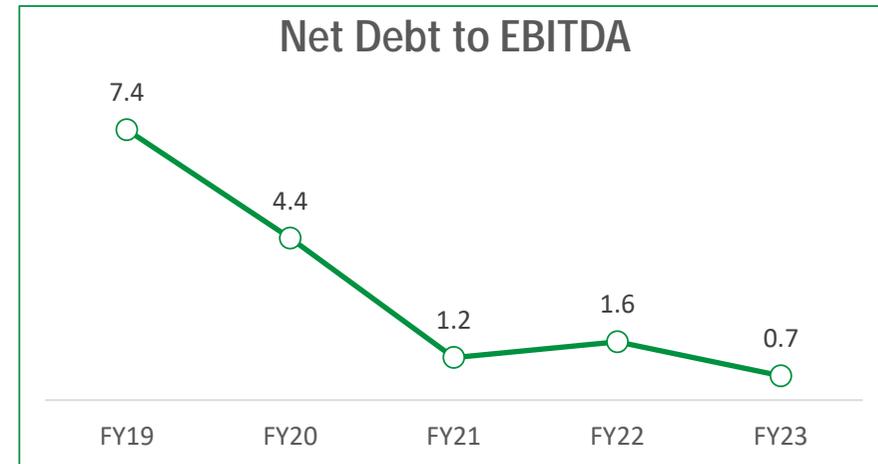
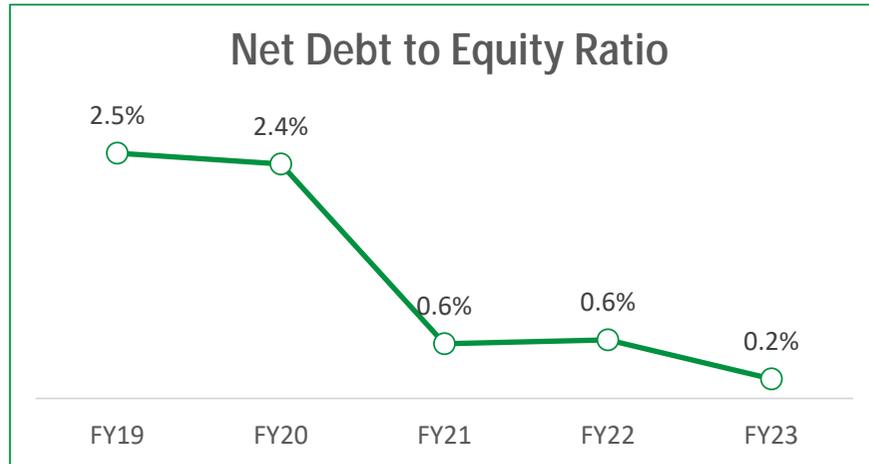


Financials Ratios (Standalone) – Continued Operations





Financials Ratios (Standalone) – Continued Operations



Contact Us



For queries and requests, please contact:

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www.chambalfertilisers.com



Thank You

