



**CHAMBAL FERTILISERS AND CHEMICALS LIMITED**

November 1, 2022

**BSE Limited**

Phiroze Jeejeebhoy Towers  
25<sup>th</sup> 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 six months ended September 30, 2022, 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**

**Rajveer Singh**

Vice President - Legal & Secretary

**Encl.: a/a**



# Chambal Fertilisers and Chemicals Limited

Investor Presentation

Quarter and Six Months Ended September 30, 2022

1/15

## Disclaimer

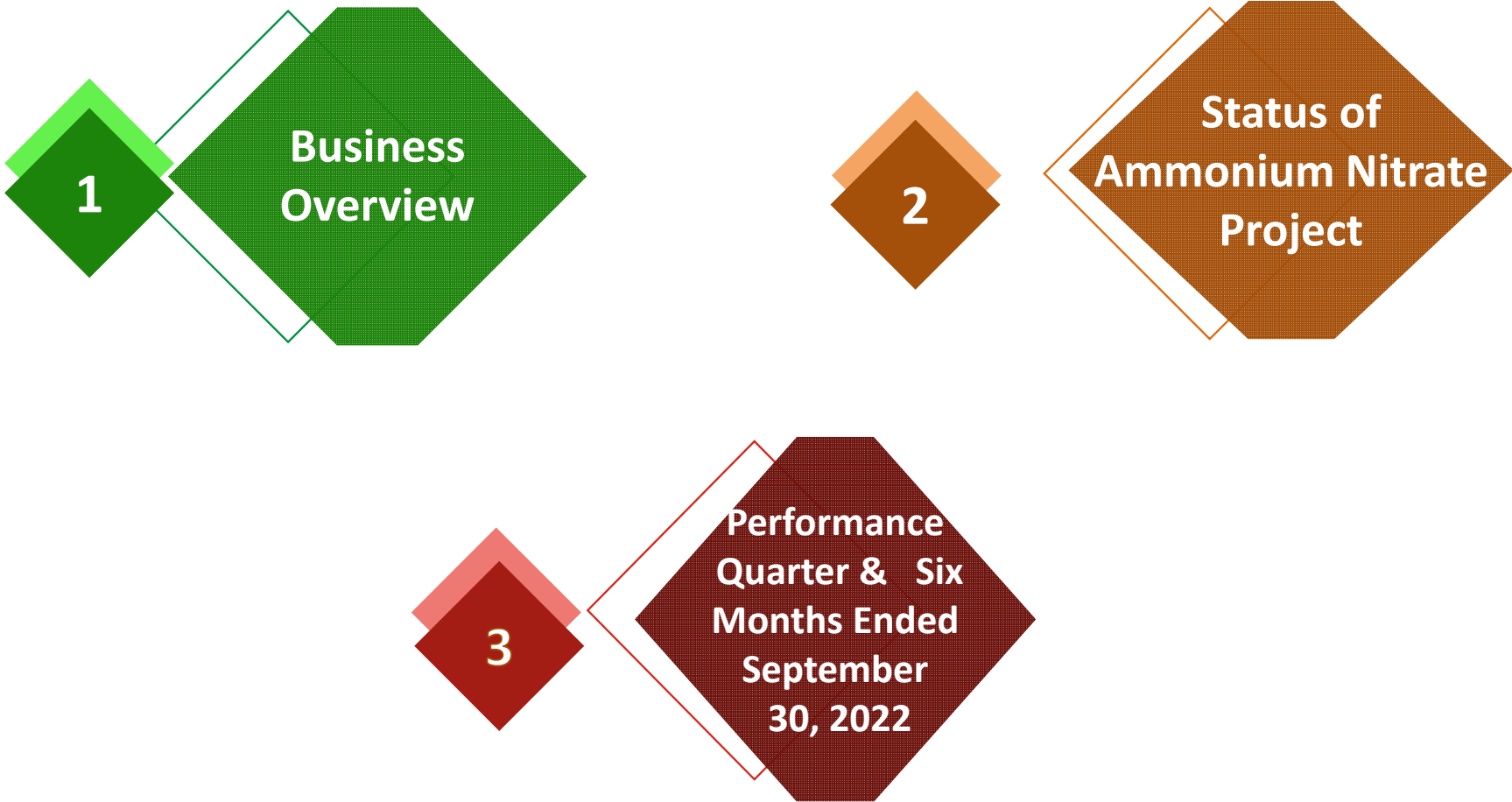
The following slides may contain “forward looking statements” including statements relating to the implementation of strategic initiatives by Chambal Fertilisers and Chemicals Limited (“CFCL” or “Chambal” or “Company”) and future business developments and economic performance.

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.

# Contents



## Business overview



- One time margin loss of Rs. 237 crore on P& K fertilisers, during the quarter ended September 30, 2022, due to the following:
  - Substantial increase in prices of imported fertilisers and adverse movement in USD-INR exchange rate, which could not be passed on to the market; and
  - unanticipated losses on account of lower subsidy on DAP stock carried forward from the last year.

Both issues are industry wide and being pursued with the Government of India for consideration.

- Urea facilities continue to operate at optimal levels with overall better energy efficiency
- Working Capital pressure due to lag in subsidy payments, resulting in higher interest cost by Rs.60 crore from the corresponding quarter last year.
- The increased subsidy allocation by Government of India is expected to reduce the subsidy outstanding during the current quarter.
- Encouraging progress shown in crop protection chemicals by new molecules and new geographies.



# The Seed to Harvest program



**58**

Geographies

**1350**

Farmer meetings organised

**6**

Crops - Paddy, Soybean, Cotton, Vegetables, Maize and Groundnut

**45000+**

Farmers connected

**581**

Villages

**58**

assistants in the field

Enhancing value for the farmer



## Product Portfolio Enhanced with New Age Products in Q2



Weedicide  
UTTAM FLUFO  
(Oxyfluorfen 23.5% EC)

Insecticide  
UTTAM LEPIVEER  
(Flubendiamide 20% WDG)



Bio Fertilisers  
UTTAM SUPERRHIZA

# Product Portfolio Enhanced with New Age Products in Q2

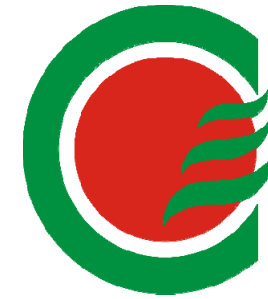


Potash Derived from Molasses



Micronutrient Magnesium Sulphate

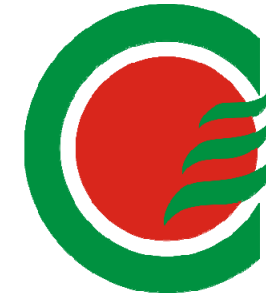




# Technical Ammonium Nitrate Project



- Board has approved revision in the capacity of the plant for manufacture of Technical Ammonium Nitrate from approximately 2,20,000 MT per annum to 2,40,000 MT per annum
- Revision in the estimated Project Cost from approximately Rs. 1170 Crore to Rs. 1645 Crore
- The Project is estimated to be completed in next 34 months
- Domestic Production of TAN supports **“Atmanirbhar”** initiative of the Government of India



**Performance - Quarter  
and Six Months Ended  
September 30, 2022**

## Performance Highlights



### STANDALONE

Q2 FY 23	Q2 FY 22	Rs in Crore	H1 FY 23	H1 FY 22	% VAR
8587	4479	Revenue	15878	8018	98%
534	755	EBITDA	1234	1372	-10%
370	655	PBT	946	1168	-19%
240	426	PAT	647	768	-16%

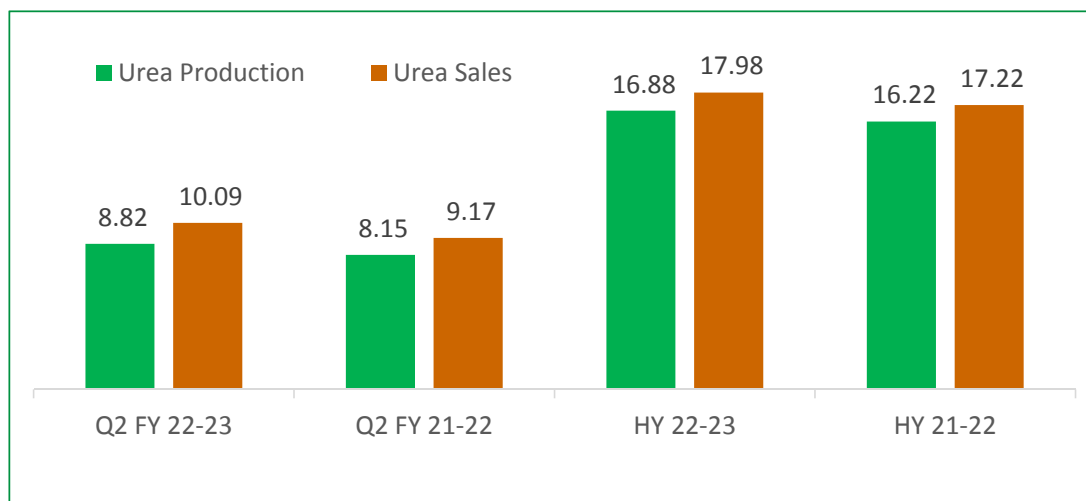
### CONSOLIDATED

274	506	PAT	616	887	-31%
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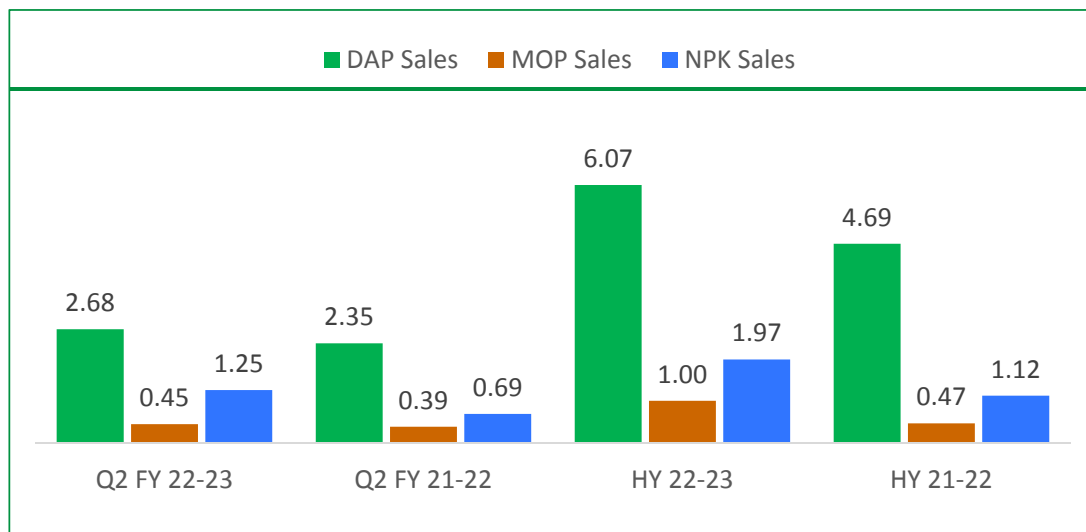
- Urea plants performed well and achieved better energy efficiency
- Crop Protection Chemicals (CPC) & Specialty Nutrients (SN) continuously achieved higher profits
- High cost of imported fertilisers with depreciated INR impacted the profitability of P&K fertilisers
- Lower subsidy on DAP opening stock further impacted the profitability

- Joint Venture- Indo Maroc Phosphore S.A. IMACID, Morocco margins under pressure on account of higher input prices

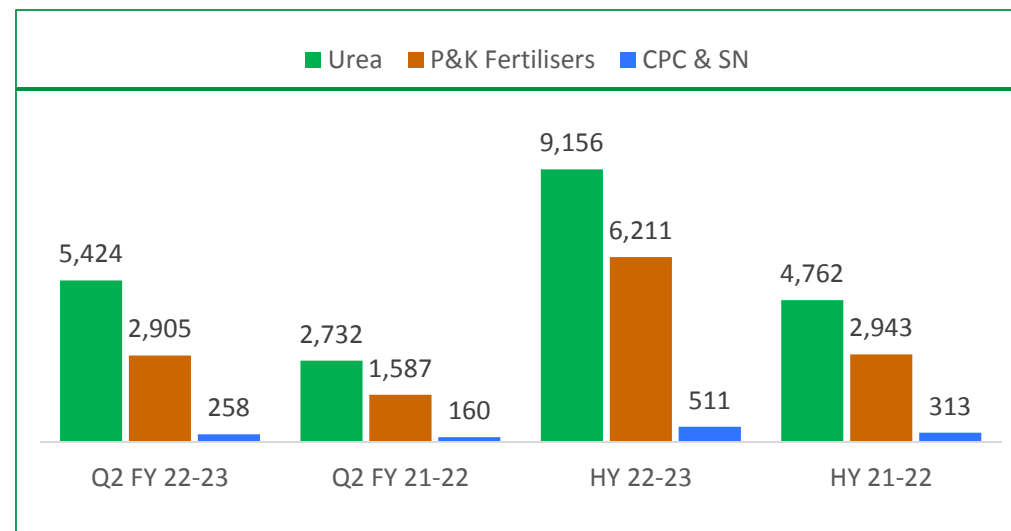
## Urea Production and Sales (Lakh/MT)



## P & K Fertilisers Sales (Lakh/MT)



## Revenue from Operations (Rs in Crore)

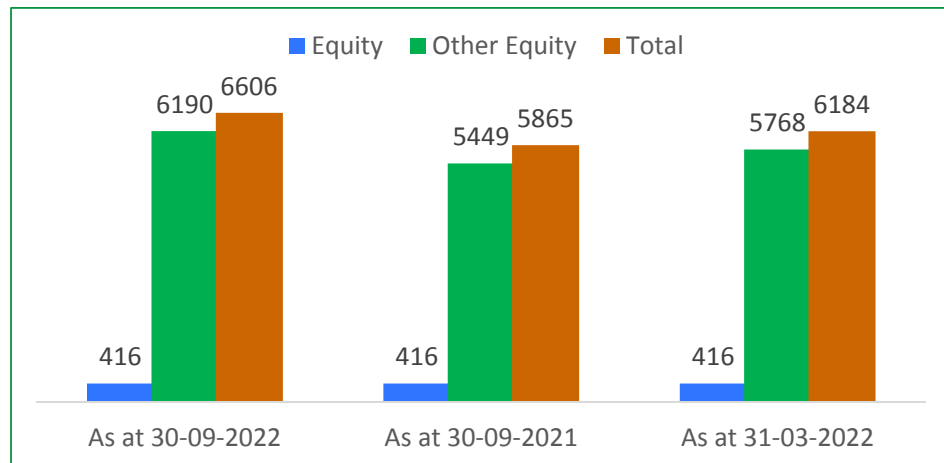


- Urea: Revenue increased mainly due to high gas prices
- P&K Fertilisers: Higher revenue due to higher volumes and prices
- CPC & SN: Continues strong double-digit growth of ~63%

# Financial Position - Standalone

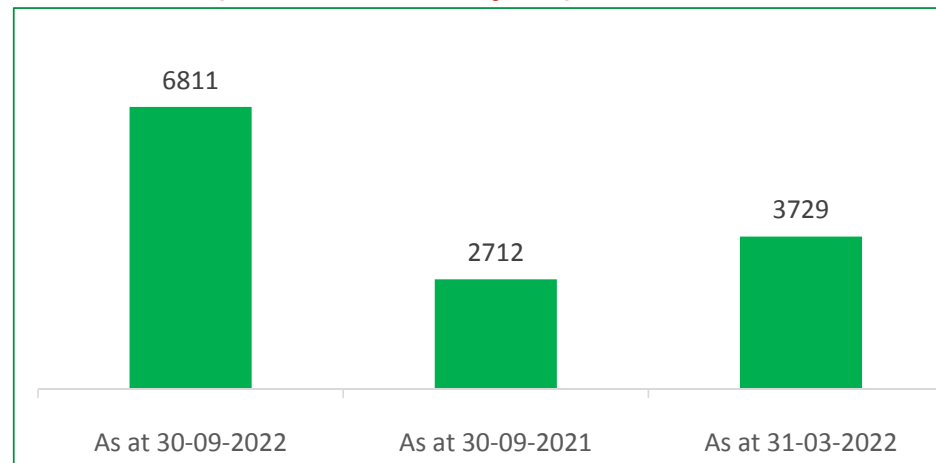


## Total Equity

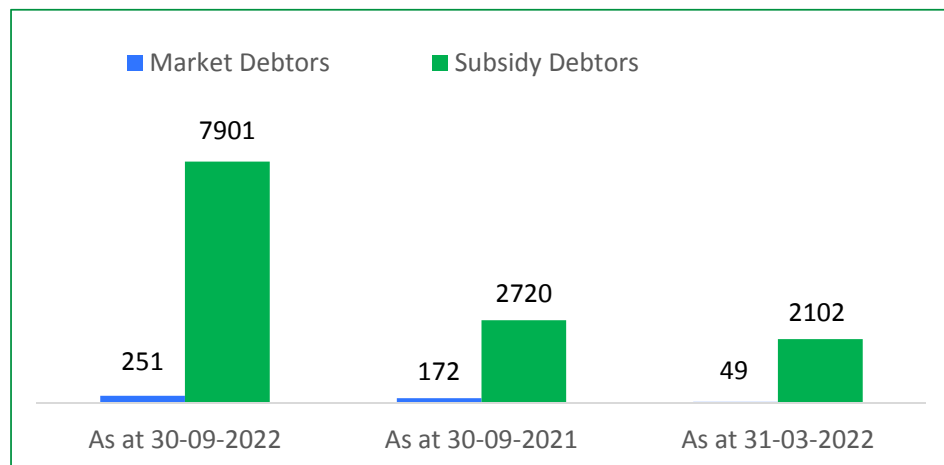


## Net Debt ( net of cash surplus)

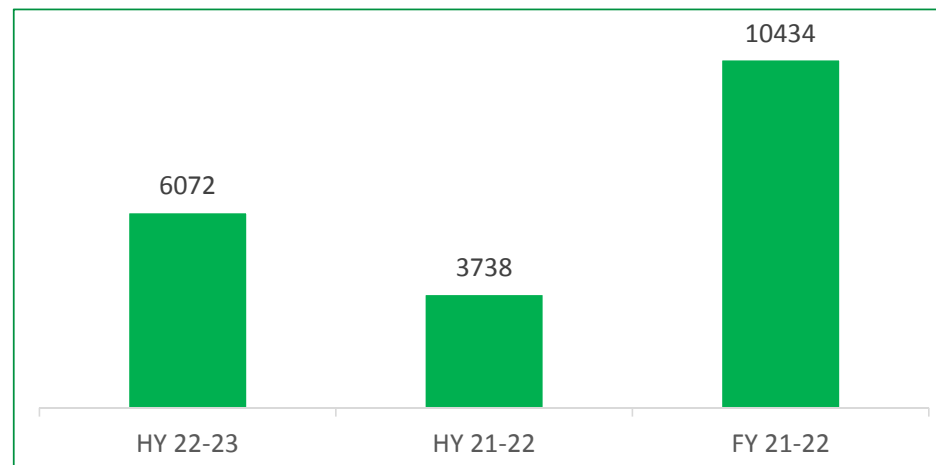
(Rs in Crore)



## Receivables



## Subsidy Received

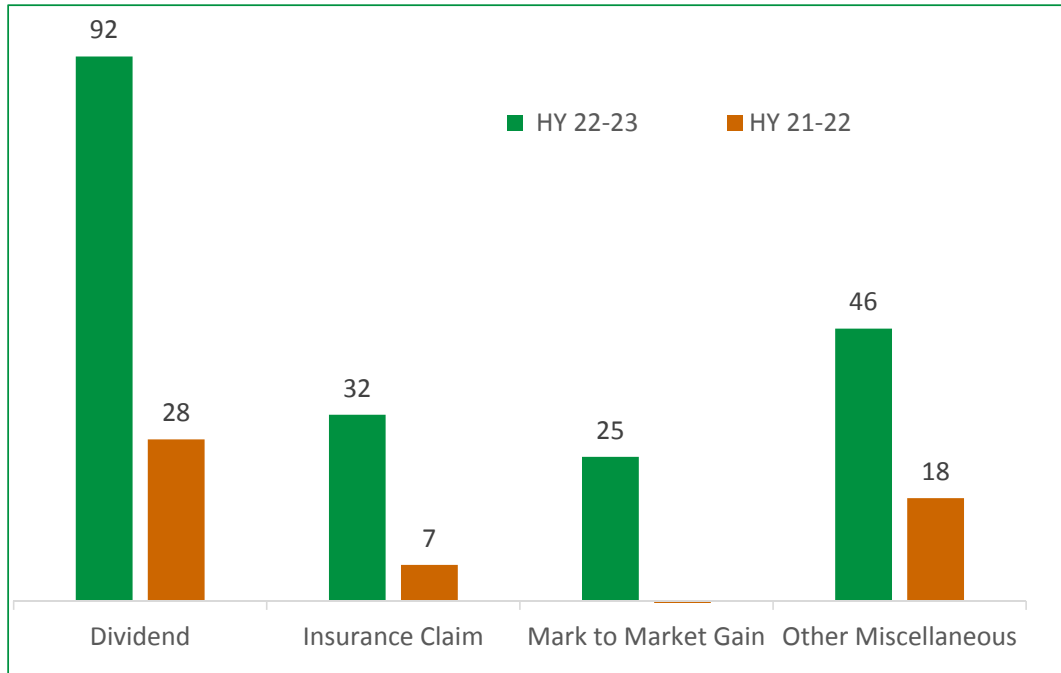


**Note: Rs. 1825 crore subsidy received subsequently during October 2022**

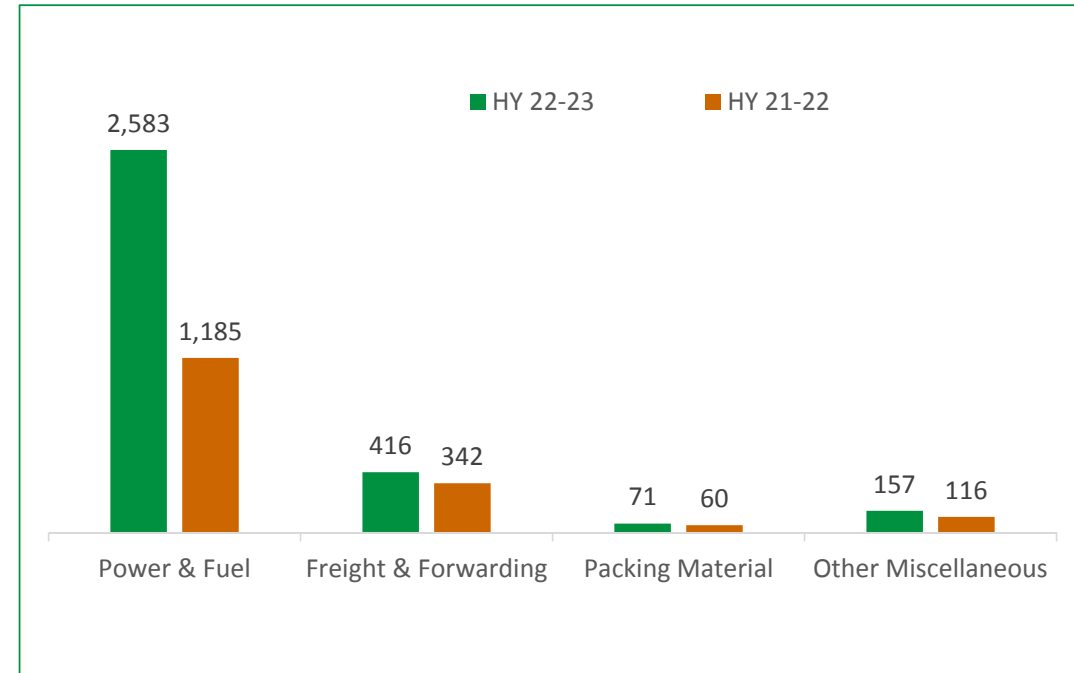


(Rs in Crore)

## Major Items of Other Income - Standalone



## Major Items of Other Expenses - Standalone





- Increase in Power & Fuel cost due to substantial increase in gas prices.
- Increase in Freight & Forwarding and Packing Material costs mainly due to higher volumes of fertilisers


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## Contact Us




For queries and requests, please contact:


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[www.chambalfertilisers.com](http://www.chambalfertilisers.com)