

CHAMBAL FERTILISERS AND CHEMICALS LIMITED

Record of Institutional Investor Meeting

1.	Date of Meeting	March 23, 2022
2.	Venue of Meeting	Virtual
3.	Event/Conference	Motiwal Oswal Ideation Conference 2022
4.	Company Representatives	Mr. Abhay Bajjal, Chief Financial Officer Mr. Anuj Jain, Assistant Vice President - Finance
5.	Gist of Discussions	<p>The main points of discussion were as under:</p> <ol style="list-style-type: none">I. The background of the Company and history of setting up the plants was explained. The Company is having three plants to manufacture Urea. Gadepan-I plant was set-up in the year 1994, Gadepan-II plant was set-up in the year 1999 and Gadepan-III plant was set up in the year 2019. The non-urea bulk fertilisers business of the Company had grown manifold after the Government of India had implemented nutrient based subsidy policy in the year 2010. The Company has also achieved growth in its business related to crop protection chemicals and specialty nutrients. The Company aims to achieve growth through geographical and product expansion.II. With reference to the current market scenario, the proactive approach of the Government of India and the industry has helped in ensuring supplies of P&K Fertilizers so far. However, the recent geopolitical developments may impact the supply chain of fertilisers across the globe which will also impact India. The supplies of P&K fertilisers in the global markets would be available provided the Indian buyers are ready to pay higher prices which would be driven by subsidy policy of the Government of India.III. The farmers decide the crop and input mix based on likely profitability. The current market conditions are favorable for farmers due to higher prices of farm produce and better crop conditions which will result into better than expected inflow for farmers. This factor is likely to support better demand for fertilizers and agri inputs.IV. There was a query that in case Government of India keeps the subsidy at higher level, it may create working capital pressure for the fertilizer companies. It was explained that the Government of India was regular in paying subsidy with minor delays and the Company does not expect major delays in payment of subsidies.V. Production of Urea beyond 100% capacity is need of the hour which will result in saving of subsidy and foreign exchange for the country.

Abhay Bajjal
23-03-2022