



**CHAMBAL FERTILISERS AND CHEMICALS LIMITED**

Ref. No.: CFCL/SE/2024-25/140

February 6, 2025

**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 nine months ended December 31, 2024, which shall be shared with the Analysts / Investors.

You are requested to notify your constituents accordingly.

Thanking You,

Yours faithfully,

For **Chambal Fertilisers and Chemicals Limited**

**(Tridib Barat)**

Vice President - Legal & Company Secretary

**Encl.: As above.**



# Chambal Fertilisers and Chemicals Limited

## Investor Presentation

Quarter and Nine Months ended December 31, 2024



# Disclaimer

Following slides may contain certain “forward looking statement” including statement relating to strategic initiatives of Chambal Fertilisers and Chemicals Limited (“CFCL” or “Chambal” or “Company”), future business developments and economic performance.

While such forward-looking statement(s) reflect the Company’s assessment of development of its business, there are risks, uncertainties and other unknown factors, which may differ materially from the Company’s expectations. These factors include, but are not limited to, general market & macro-economic conditions, governmental and regulatory trend, movements in currency exchange and interest rate, competitive pressures, technological developments, changes in financial condition of third parties dealing with the Company, legislative developments etc.

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



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31-12-2024**

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# Business Development initiatives



## Crop Protection Chemicals (CPC) and Speciality Nutrients (SN) (including Biologicals)

- Strong growth continues
  - 39% growth in contribution q-o-q and 38% growth for 9 months y-o-y
  - 141 % growth in revenue in new territories till December'24
- 2 new weedicide products launched in current quarter and total 12 new weedicide, fungicide & insecticide products in 9 months

## Biologicals

- Robust increase in revenue by 67% in 9 months in “UTTAM SUPERRHIZA”, a Mycorrhiza biofertilizer product
- “UTTAM PRANAAM” (Bio Nano Phosphorus) launched in Q1 is showing promising results
- Biofungicide and Bionematicide to be launched in the next financial year Kharif and Rabi respectively

## Urea

~3% improvement in energy efficiency and ~125 MT/day increase in overall production y-o-y

## P&K Fertilisers

- Product portfolio approach continues

## Marketing initiatives

- Farmers reach out program “Seed to Harvest” showing positive results in CPC & SN volumes
- Educating the farmers on soil fertility by launching a book covering state and territory wise soil types with recommendation of fertilisers to be applied
- Encouraging response through Farmer call center “Hello Uttam Experts” for queries related to dosage of the products, weed control, insect pest management

## Others

- Joint Venture IMACID Morocco, performed well
- TAN (Technical Ammonium Nitrate) project progress on track

## CFCL-TERI partnership to establish ‘Centre of Excellence for Advanced and Sustainable Agriculture Solutions’

- TERI to carry out end-to-end research and to develop products to provide biological solutions as a complement to chemical agri-inputs
- The Centre of Excellence is in line with the Govt’s initiative under the PM PRANAAM scheme to promote alternative fertilisers and biogenic agri inputs



# Chambal Fertilisers and Chemicals Limited (CFCL) and The Energy and Resources Institute (TERI) partner to establish 'Centre of Excellence for Advanced and Sustainable Agriculture Solutions'



## MOU SIGNED

Chambal Fertilisers and Chemicals Limited (CFCL) and The Energy and Resources Institute (TERI) proudly announce the establishment of the CFCL-TERI Centre of Excellence for Advanced and Sustainable Agriculture Solutions. The Agreement was signed by Mr. Abhay Bajjal, Managing Director, CFCL and Dr. Vibha Dhawan, Director General, TERI on 2<sup>nd</sup> December, 2024

## ***HISTORIC COLLABORATION***

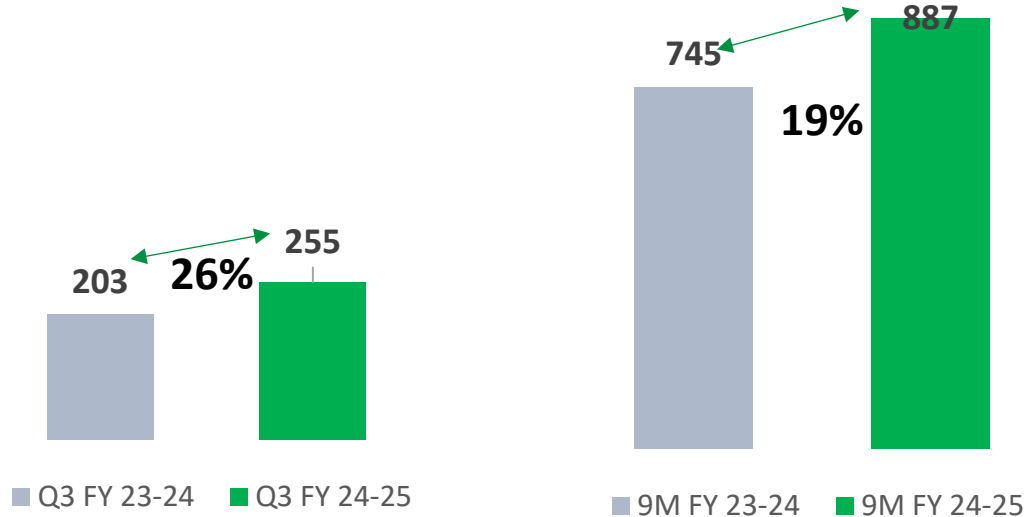
This collaboration marks a transformative step toward addressing challenges in Indian agriculture, focusing on innovative, eco-friendly solutions like nano-biotechnology fertilisers, bio-stimulants, and biopesticides. Aligned with India's BioE3 initiative, this effort aims to support food security, environmental health, and climate resilience.

Together, we are committed to nurturing a sustainable future for agriculture

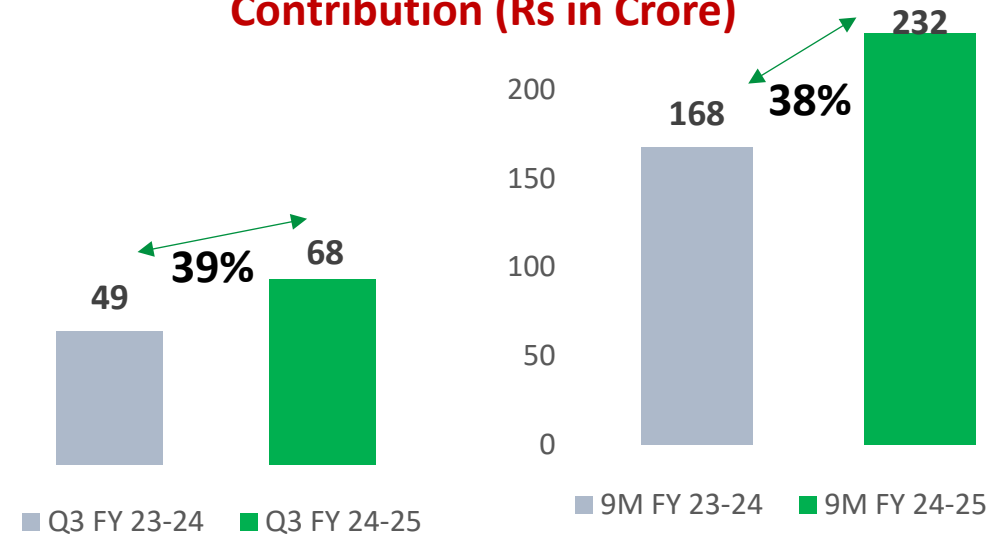


# Crop Protection Chemicals (CPC) & Speciality Nutrients (SN) Business

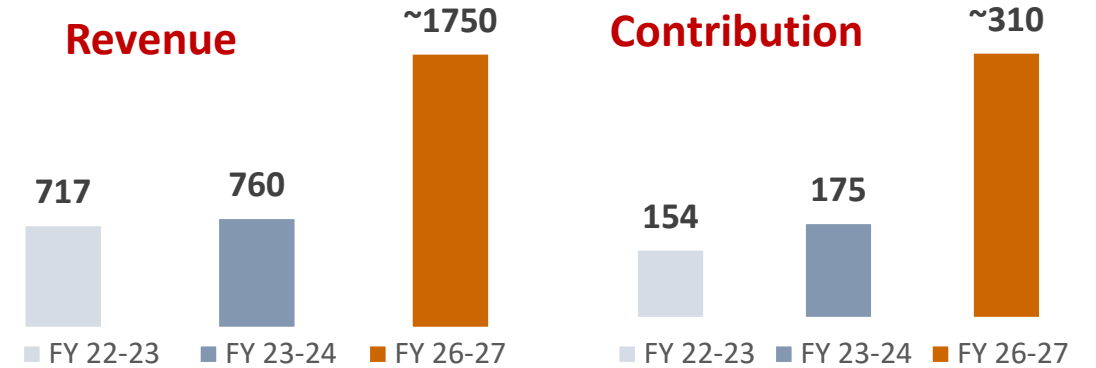
Revenue (Rs in Crore)



Contribution (Rs in Crore)



## Growing Business focusing on Domestic B2C (Rs in Crore)



- 12 new products launched till Q3 FY 25 covering Weedicide, Fungicide and Seed treatment
- Focus on high value crops (fruits, vegetables & niche crops)
- Strong growth in sunrise category of biologicals with focus on soil health & sustainable agriculture
- Hybrid and Research variety Seeds is our new focus area for next year

# Crop Protection Chemicals (CPC) & Speciality Nutrients (SN) Business



## Product Portfolio



### Strategic Collaboration

Collaboration with innovator companies from Japan, US, Europe & Middle East for access to new age crop protection & speciality nutrient products

Develop new age bio-solutions with R&D institutions for introduction of novel, stable & effective microbials and bio-stimulants



### Sourcing Strategy

Synergy with players having deep integration in manufacturing & formulation technology

Alliance with suppliers of choice for P2P arrangements of high-quality solo & combination products, both patented & generic

## Channel Strategy



### Channel Connect

Enhance channel capabilities with market width of 25% (~Rs.10500 Cr) & depth of 17% (~Rs.1750 Cr) in FY 2026-27



### Farmer Connect

Develop farmer connect model leveraging digital and physical infrastructure to onboard large base of farmers

Seed to Harvest (S2H): Program to identify farmers' problems & education for sustainable agricultural practices & brand awareness

Develop innovative service model for improved product delivery

**Complete solution & service provider, including Nutrition & Crop Protection**



## New products introduced in Q3 FY 25



**Weedicide**

## New products introduced in Q2 FY 25



**Fungicide**

## New products introduced in Q1 FY 25



### Weedicide



### Insecticide



### Fungicide



## Technical Ammonium Nitrate (TAN) project progress

Total Project Cost -  
Rs 1645 Cr

Production Capacity  
TAN-2.4 Lakh MTPA

- Construction activities in full swing
- Detail engineering nearing completion
- Civil foundation of major buildings & structures completed
- Amount spent on the project till 31<sup>st</sup> December 2024 - Rs 466 Crores
- Change in configuration of the plant to enable additional feed of warm ammonia in WNA and TAN plants and space provision in High Density Ammonium Nitrate (HDAN) plot plan to accommodate Low Density Ammonium Nitrate (LDAN) equipment - project completion timeline shifted to January'2026 - **No change in project cost**



# Bird's-eye view of TAN Project Site





# TAN Project Site - Structures and Pipe Racks



# Ammonium Nitrate Bag Storage and Bagging Area



# Cooling Tower & RO ZLD Area





# REFLECTION OF OUR SUSTAINABLE FOOTPRINTS



WINNER  
FAJ AWARD FOR  
BEST  
VIDEO FILM



SHIKSHA  
VIBHUSHAN  
BIJAMASHAI  
AWARD (CSR)



RUNNER-UP  
FAJ AWARD FOR  
ENVIRONMENT  
PROTECTION



RUNNER-UP  
FAJ AWARD FOR  
BEST PRODUCTION  
PERFORMANCE



**Performance during  
quarter and 9 months  
ended December 31,  
2024**



# Performance Highlights

## STANDALONE

Q3 FY 24-25	Q3 FY 23-24	% change y-o-y	Rs in Crore	9M FY 24-25	9M FY 23-24	% change y-o-y
4918	4349	13%	Revenue	14197	15323	-7%
843	724	16%	EBITDA	2619	2199	19%
753	608	24%	PBT	2322	1827	27%
505	404	25%	PAT	1557	1245	25%

## CONSOLIDATED

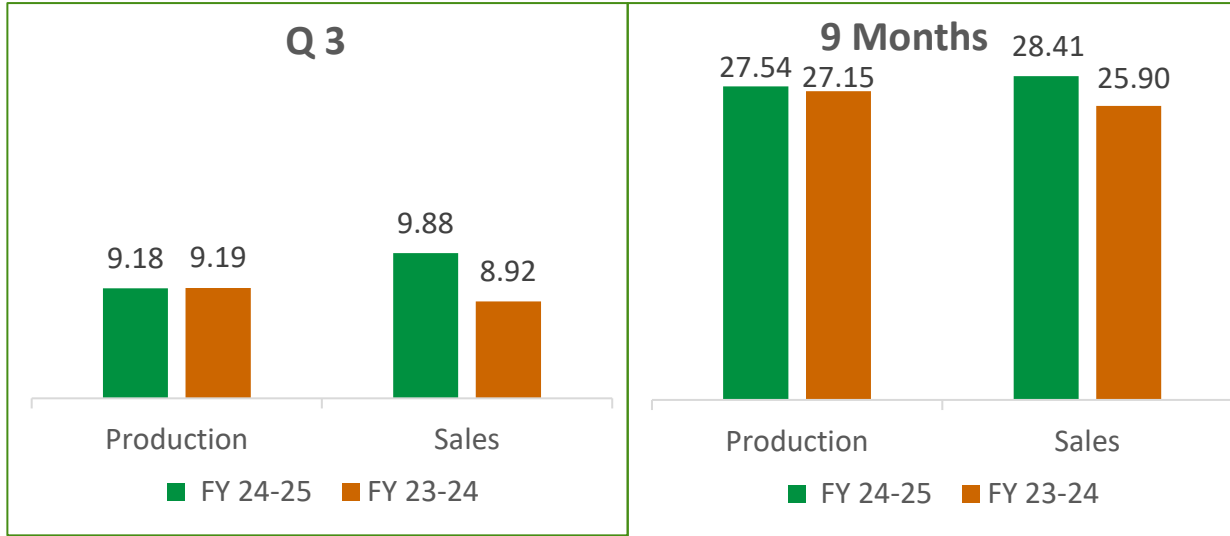
534	459	16%	PAT	1519	1179	29%
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- Higher revenue in Q3 due to increase in sales volume of P&K Fertilisers and Urea
- Higher EBITDA, PBT and PAT due to:
  - Better energy efficiency and higher production and sale of Urea
  - Higher volumes and margin in CPC & SN

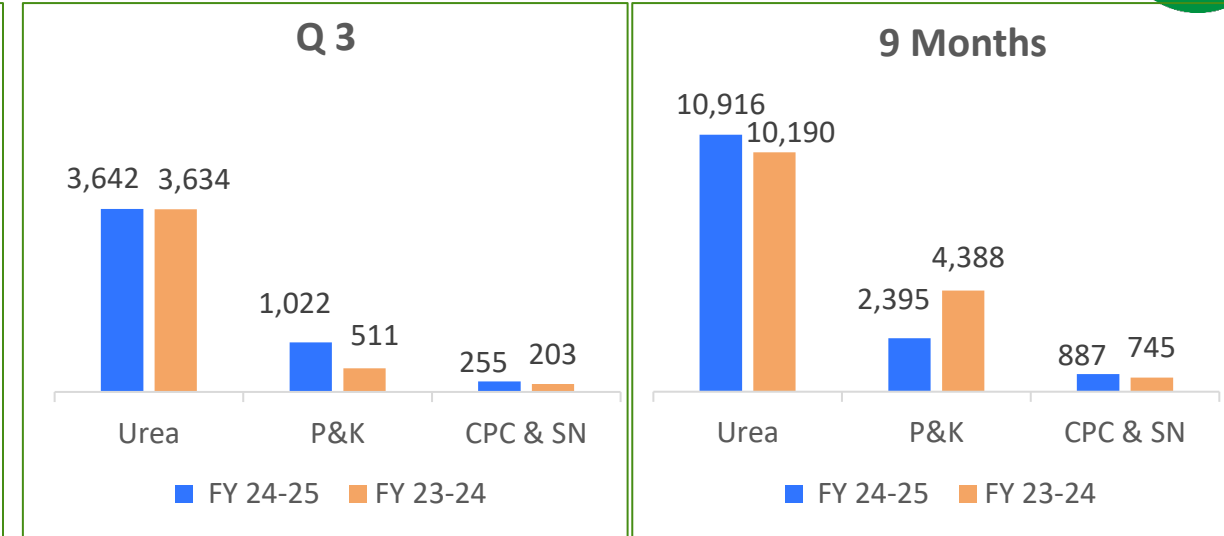
- Joint Venture- Indo Maroc Phosphore S.A. IMACID, Morocco: higher margins due to increase in sales volume and better realization



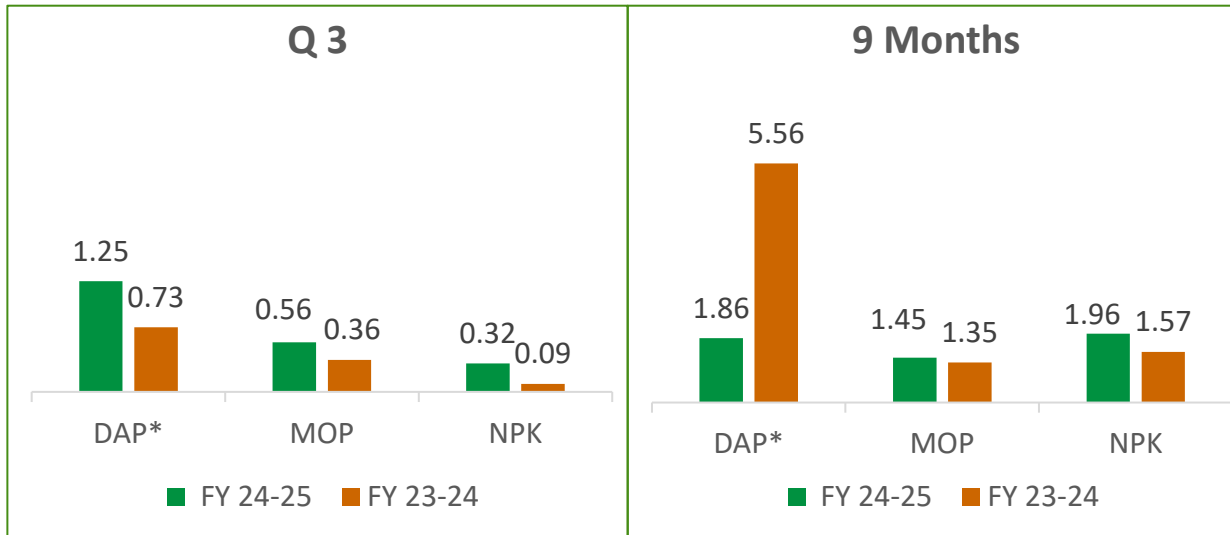
## Urea Production and Sales (Lakh/MT)



## Revenue from Operations (Rs in Crore)



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



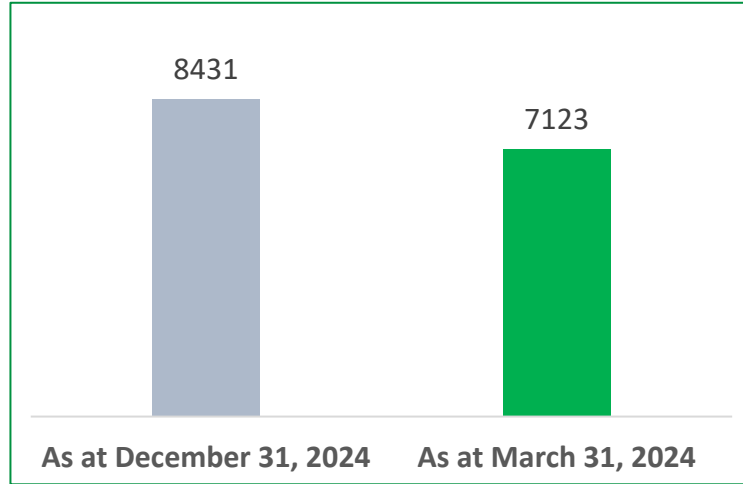
- Urea: Higher sales volume resulted in higher revenue
- P&K Fertilisers: Lower revenue in 9 months due to lower DAP volumes
- CPC & SN: Increase in revenue due to higher volumes

\* Includes TSP 10,970 MT)

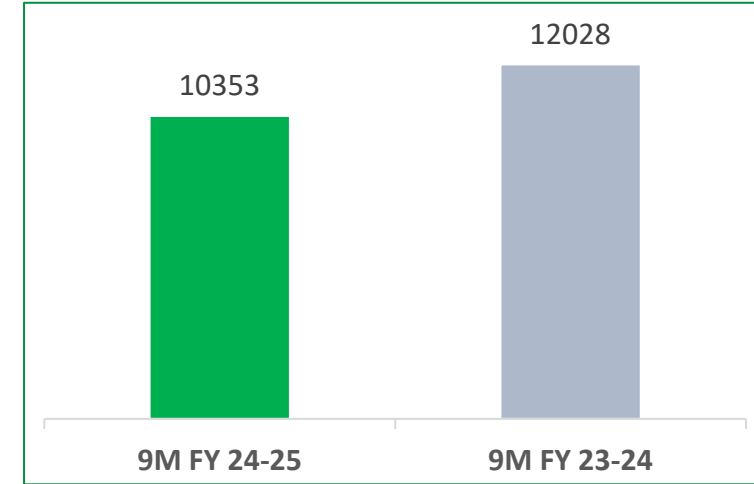


# Financial Position – Standalone (Rs in Crore)

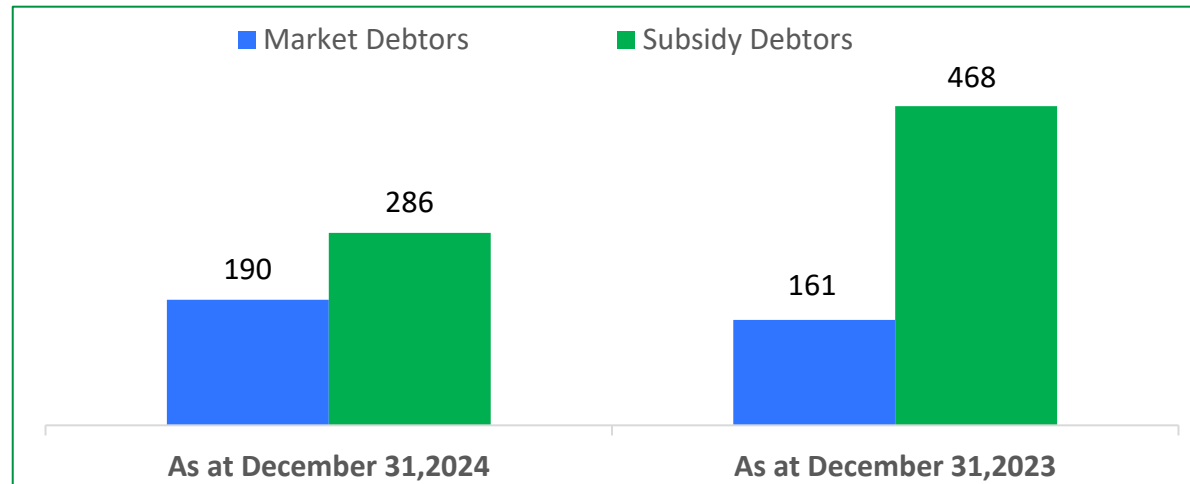
## Total Equity



## Subsidy received



## Receivables





## CHAMBAL FERTILISERS AND CHEMICALS LIMITED



## Corporate Social Responsibility Initiatives

Investing today for a sustainable tomorrow



## SAMVARTIKA 8.0

8th edition of Annual Cultural Festival of adopted schools & anganwadi centers organized on 8th October 2024 at Kota

- Theme of the event - Life History of Prithviraj Chauhan
- Number of students participated - 400

36 Meritorious students and 42 sportspersons of our adopted schools felicitated for their academic and sports achievements

Various activities on “Disaster Management and mitigation” conducted in 20 Senior Secondary schools of Kota & Baran district

Augmentation of infrastructure of digital and computer labs in adopted schools  
New computer systems installed





## Project Saksham - Technical & Vocational Education

224 students of Industrial Training Institute and 52 students of Govt. Polytechnic College Baran got placed in various companies  
(Total - 575 from ITI & 76 from Polytechnic College placed this year)

Expert lecture series organized in technical institutes to give industry perspective to students

147 students on 5 courses at newly established Chambal Fertilisers Skill Institute successfully completed training and received placement offers (Total 363 students this year)

courses offered -

- General Duty Assistant (GDA)
- Customer Relationship Management (CRM)
- Banking Correspondent and Banking Facilitator (BCBF)
- Advanced Beauty Therapist (ABT)
- Assistant Electrician and AC Mechanic (AE/ RAC)

155 youth of 6 villages trained in 6 courses in Q3 FY 25 (432 youth trained in FY 24-25 in 18 courses)



## Project Arogya - Healthcare and Sanitation Initiative

22,123 outpatient department (OPD) and 10259 path tests conducted in 3 Primary Health Centers in Q3 FY 25  
(total 65,881 sessions & 29875 tests in FY 24-25)

299 health sessions conducted in villages during Q3 FY 25 More than 12000 community members participated  
(outreach to more than 36,000 members during FY 24-25)

Efforts for TB eradication in nearby villages

- 4030 community members underwent screening in Q3 FY 25 (Total 12417)
- 44 suspected cases identified and tested (Total 152 cases)
- 3 TB patients identified (total 14 cases) and linked with Govt. TB eradication program

Women Health Clubs established, and Village Health, Sanitation and Nutrition Committee revived in 31 villages



## Project Pragati - Employability & Empowerment

### One village - One product -

Following initiatives made fully functional -

- Spice Packaging Unit at Community Hall Pachra (Gram Panchayat Bhonra, District Kota)
- Dabu Printing and Block Printing Unit at Community Hall Ballabhpura (Gram Panchayat Bhonra, District Kota)
- Millet Based bakery unit at Gadepan (Gram Panchayat Gadepan, District Kota)

35 women folk being supported through garment manufacturing unit, sanitary napkin manufacturing unit, school bag and reusable bag production unit at Gadepan



## Project Saakar - Rural Development Initiative

- Fostering a comprehensive and inclusive approach for improving the overall quality of life in villages across the Kota, Baran, and Bundi districts of Rajasthan

Developing infrastructure facilities like-

- Community halls, common spaces, entrance gates
- Cement concrete Roads and drainage system
- Developing Gadepan village as model village with all the basic amenities
- Plantation of 17000+ saplings in villages to increase green cover







## Project Bhoomi - Environmental Sustainability

### Supporting farming community in 380 villages of selected villages of Rajasthan, Haryana and Punjab for following activities

- Crop Residue Management in villages (post harvesting)
  - Good Agriculture Practices (GAP)
  - Farmer training programs through experts
  - Farmer Field Schools, dissemination of modern agriculture practices
  - Development of demonstration plots to showcase best agri practices
- 
- Solid Waste Management initiative in 8 key villages located near Gadepan plant location
  - Plantation drive in villages to increase green cover



## Promotion of Sports

- Annual Institute Sports day celebrated in 20 schools and 6 technical institutes in Q3
- 2nd Edition of UDAAN Cricket League organized in the month of December 2024, Total 26 teams participated in the league



### Participation in state and national level sports events -


- 7 students of Karate Team won 2 Gold, 3 Silver & 2 Bronze medals at SSKF National Level Karate Championship in Varanasi
- Boys team of Govt. Sr. Sec. School Bamori participated & won gold medal in 2nd "Sports For All" tournament – Jaipur chapter (Dec 2024)
- Boys team of Govt. Sr. Sec. School Digod participated & won bronze medal in 2nd "Sports for All" tournament – Jaipur chapter (Dec 2024)



# Contact Us





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# Thank You

