

Coromandel International Limited

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CIN: L24120TG1961PLC000892 Website: www.coromandel.biz

May 06, 2017

National Stock Exchange of India Limited Exchange Plaza, 5th Floor, Plot No.C/1 G Block, Bandra Kurla Complex, Bandra (E) Mumbai – 400 051.

BSE Limited Phiroze Jeejeebhoy Towers Mumbai-400001

Dear Sirs,

Scrip Code: COROMANDEL/506395

Sub: <u>Disclosure under Regulations 30 and 46(2) of the SEBI (Listing Obligations & Disclosure Requirements) Regulation, 2015-Schedule of meetings with investors</u>

Pursuant to Regulation(s) 30(2) and 46(2) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we furnish below the details of Investor meetings (Non deal Road Shows) scheduled during May 2017:

| Date(s) 8 th to 12 th May, 2017 | Investor Event | |
|---|---|--|
| | Non-deal Road Shows, United States of America | |

We send herewith a copy of the presentation that is proposed to be made at the aforementioned Non-deal Road Shows to the investors. A copy of the same is also uploaded in the Company's website www.coromandel.biz.

Please take the above information on record and acknowledge receipt.

Thanking you,

Yours faithfully,

For Coromandel International Limited

P Varadarajan Company Secretary

/pv

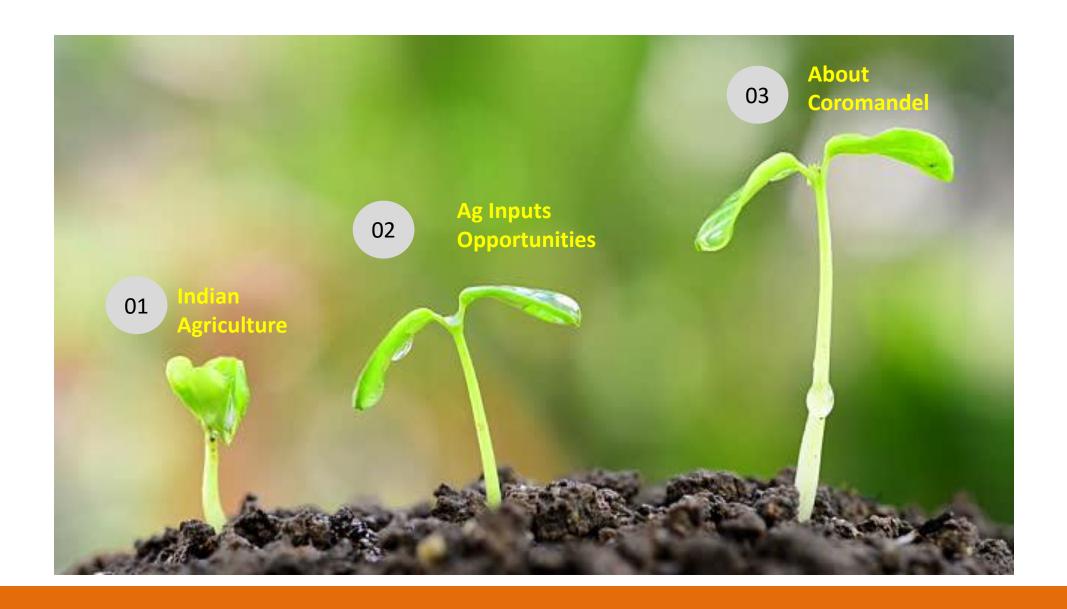




Coromandel: Opportunities Unbound May 2017

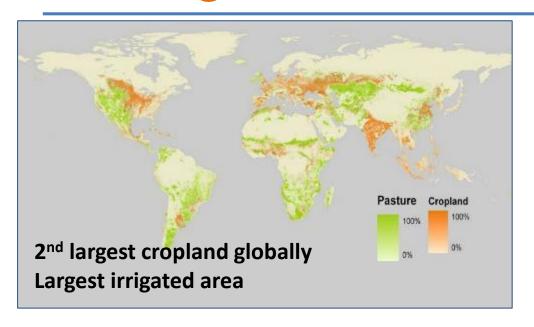


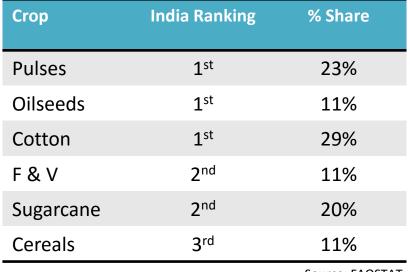
Contents





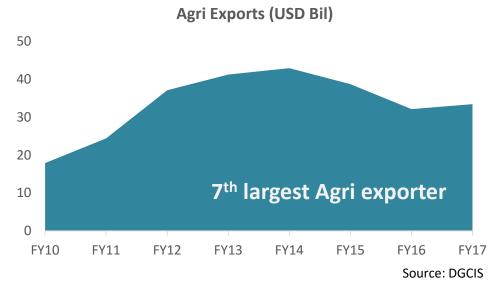
Indian Agriculture: The Global Giant





3rd largest Agriculture producer globally

Source: FAOSTAT

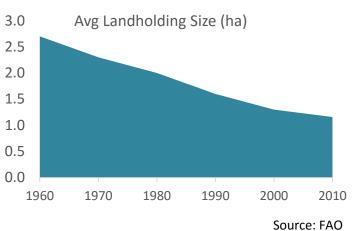


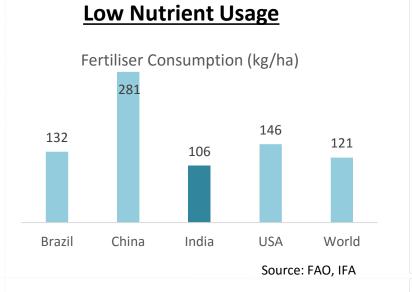
Agriculture: Contribution to Indian Economy

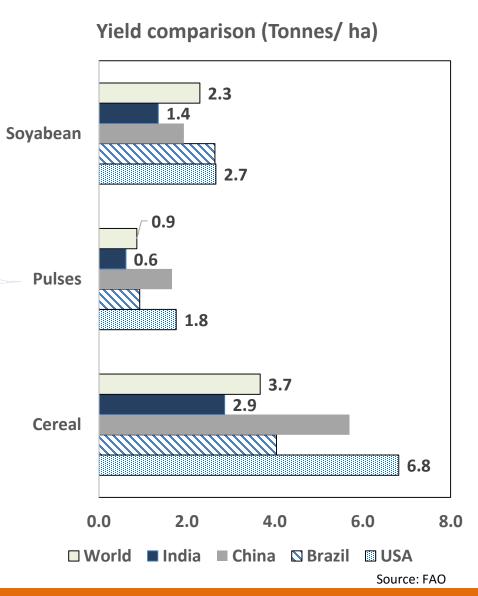
- **17%** contribution to GVA
- **12%** of country exports
- **50%** of employment

....But Productivity Gaps exist

Falling per capita land holding



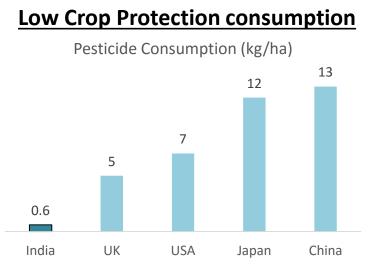




Low Mechanization

| Country | Level of farm Mechanization |
|----------|--------------------------------|
| India | 40% |
| Brazil | 75% |
| USA | 95% |
| West Eur | 95% |
| Russia | 80% |
| China | 48% |

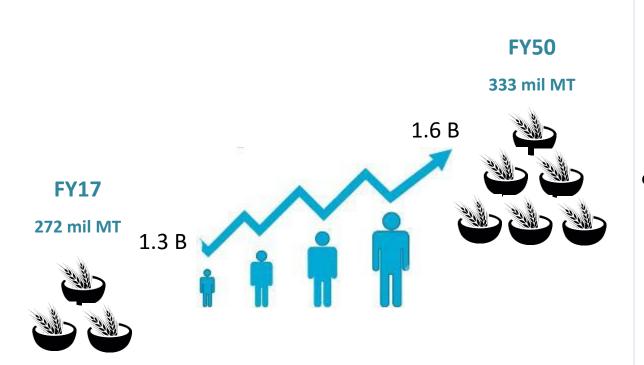
Source: World Bank, FAO



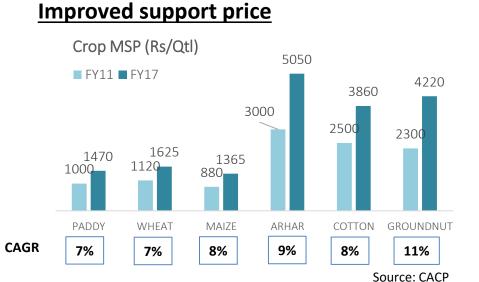
Source: FICCI

Agri Growth Levers

Food Security



Annual food requirement in India to go up at 1% CAGR

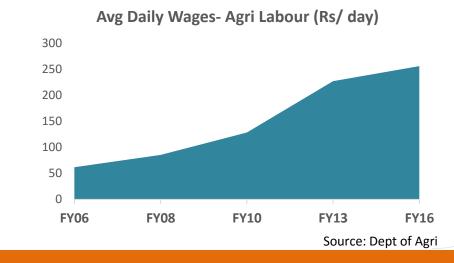


Higher

Disposable

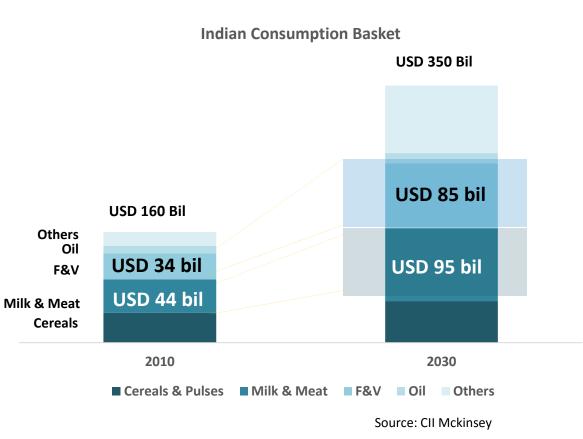
Income

....Coupled with Rural Wage Growth



Agri Growth Levers

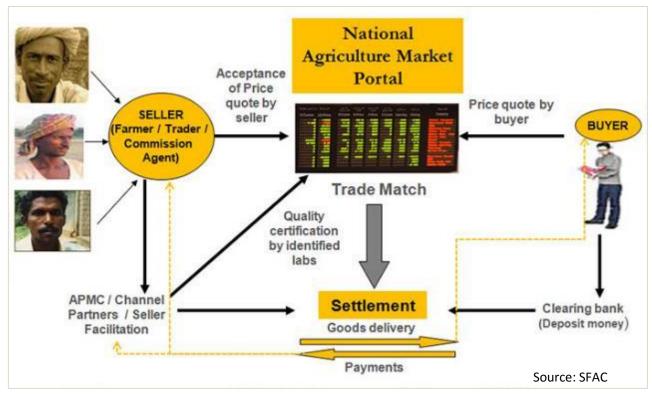
Dietary Shifts



- Food consumption to more than double by 2030
- Consumption towards premium food

Digital India

Unified National Agriculture Market



- Efficient delivery mechanism- Ag Inputs & Output
- Towards Cashless agri credit

... along with Agriculture reforms

Doubling Farmer Income by 2022

Productivity Improvement

Water & Inputs

Integrated Farming

Improving
Market
Realization

Bio technology Micro Irrigation Minimizing crop losses:
Crop
Protection

Balancing nutrition

Increasing Irrigation Coverage

Allied Activities

E Procurement

More crop per drop: Potential to bring 69 million hectare area under Micro-Irrigation (8 mil currently)

Bringing additional area under irrigation coverage: 8 mil ha (USD 13 bil investment)

Connecting 585 agri yards centrally

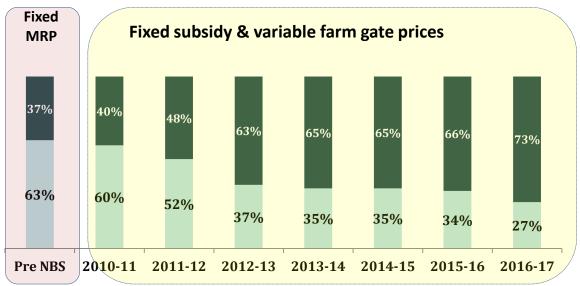
Developing Agri infrastructure & storage capabilities

& Positive Policy Measures

Nutrient Based Subsidy

.....Towards deregulating the Fertiliser industry

Fertiliser Prices



- Subsidy as % of total realization Farmgate price as % of total realization
- Easing working capital pressure
- Flexibility to fix farm gate prices
- Shift from Commodity based to Market driven

Make in India

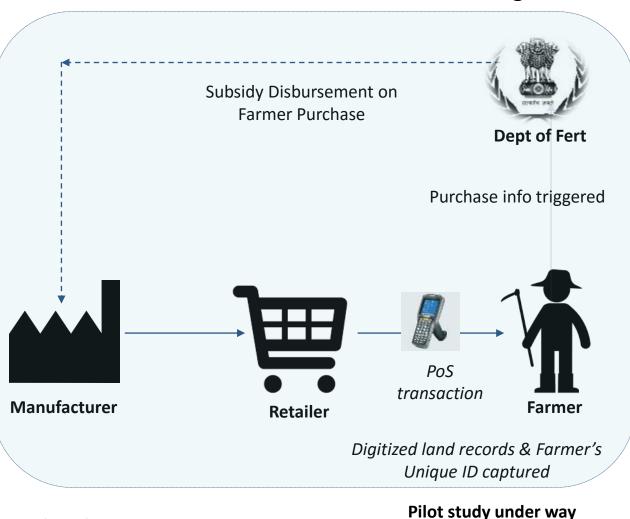
.....Thrust towards **Domestic Manufacturing**



- Promotes infrastructure development
- Supports domestic manufacturing
- R&D and innovative solutions

& Positive Policy Measures

Direct Benefit TransferTowards **balancing Soil Health**



Product Flow

Subsidy Flow

- Informed farmer purchases based on Soil Health Status
- Subsidy to manufacturer to be paid on weekly basis
- Lead to digitization & improved rural connect
- Prevention on fertiliser leakage & diversion

DBT to improve nutrient usage & promote balanced application

... coupled with Rural Empowerment to boost Growth



Soil Health

- ~60 million soil health cards issued upto Mar'2017
- Budget allotment: USD 84 mil
- Organic thrust: Additional 0.5 mil ha coverage



Financial

Inclusion

- Bank Account for each household: 250 million accounts
- Crop Insurance (50% coverage by 2019) & Credit access



Infrastructure

Development

- 2000 Model Retail Outlets- Agri inputs, Soil & Seed testing facilities
- Road development: 100 km/ day
- 100% rural electrification by 2018



Irrigation

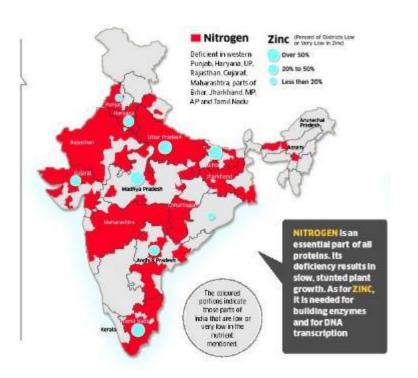
Coverage

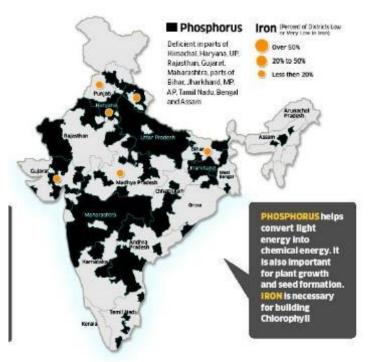
- 89 Irrigation projects: Additional 8 mil hectare coverage
- Long Term Irrigation Fund

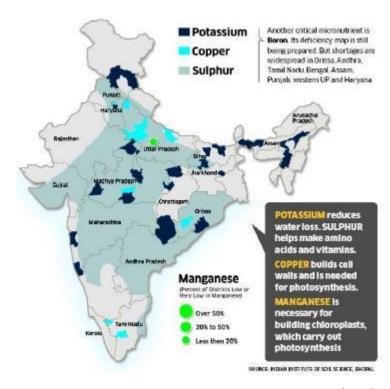


Opportunities in Inputs space: Ag Nutrients

Nutrient Deficient India Soils



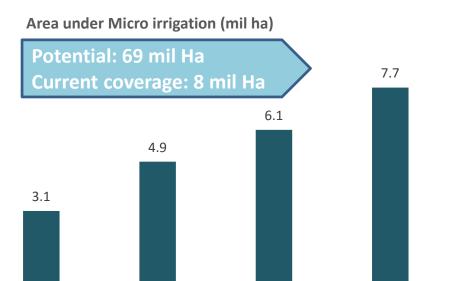




Source: IISS Bhopal

- More than 50% of the districts deficient in essential plant nutrients- Opportunity for Balanced Nutrition
- Relatively untapped Secondary & Micro Nutrients segment
- Organic products to balance plant growth

Opportunities in Inputs space: Micro Irrigation & Water Soluble Fertiliser



2012

2015



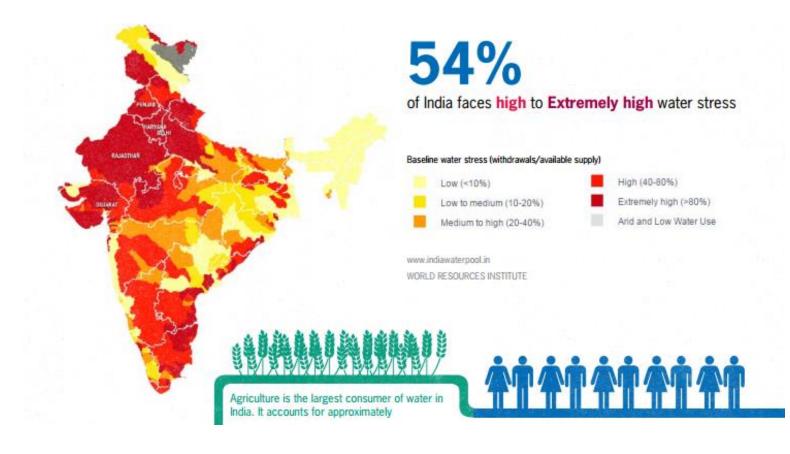
2005

Increase in Water Use Efficiency: 50 – 90%

Productivity Increase: 40-50%

2010

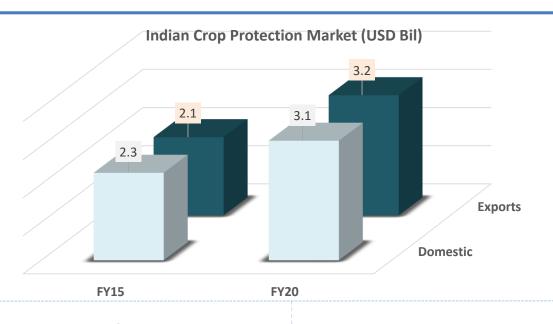
Increase in Farmer's income: 42%



- Current Micro Irrigation coverage at 6% (US: 55%, Brazil: 52%, China: 10%)
- Scope to scale up consumption of Water soluble Fertilisers

Source: Grant Thornton

Opportunities in Crop Protection space



- Exports segment to grow by 9% p.a.
- Domestic segment to grow by 7% p.a.

Increasing Pest Incidence

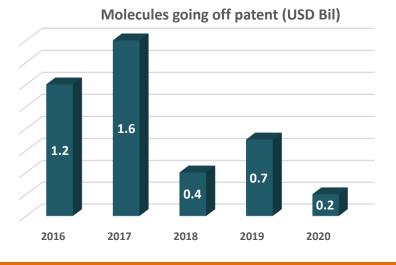
| | 1940 | | At Present | |
|------------|----------------|------------------|----------------|------------------|
| | Total Pests | Serious Pests | Total Pests | Serious Pests |
| | | | | |
| Rice | 35 | 10 | 240 | 17 |
| Wheat | 20 | 2 | 100 | 19 |
| Sugarcane | 28 | 2 | 240 | 43 |
| Ground Nut | 10 | 4 | 100 | 12 |
| Mustard | 10 | 4 | 38 | 12 |
| Pulses | 35 | 6 | 250 | 34 |

Herbicide Opportunities

Increasing labour cost to boost herbicide usage
Global share: 47% India share: 16%

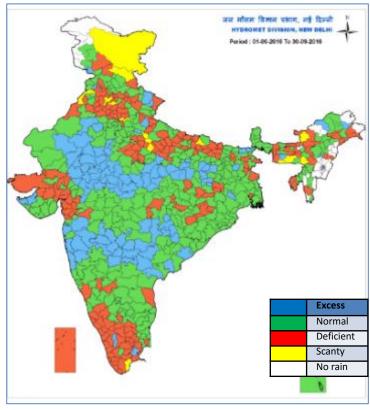
Easing in GM Crop norms

Opportunities in Generic Space



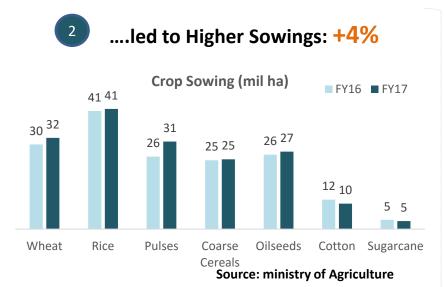


Favorable Agriculture Environment in 2016-17



Source: IMD

Normal South West Monsoon: 97% LPA



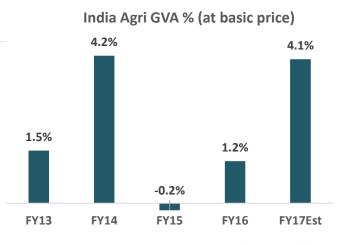
& Record Output: +8%

| Crop Output (in mil tons) | | | | | |
|---------------------------|-------|-------|-------|--|--|
| | 15-16 | 16-17 | % Chg | | |
| Rice | 104 | 109 | 4% | | |
| Wheat | 92 | 97 | 5% | | |
| Coarse Cereals | 39 | 44 | 15% | | |
| Pulses | 16 | 22 | 35% | | |
| Total Food grains | 252 | 272 | 8% | | |
| Oilseeds | 25 | 34 | 33% | | |
| Cotton* | 30 | 33 | 8% | | |
| Sugarcane | 349 | 310 | -11% | | |
| Horticulture | 286 | 287 | 0% | | |

*mil bales of 170 kg each

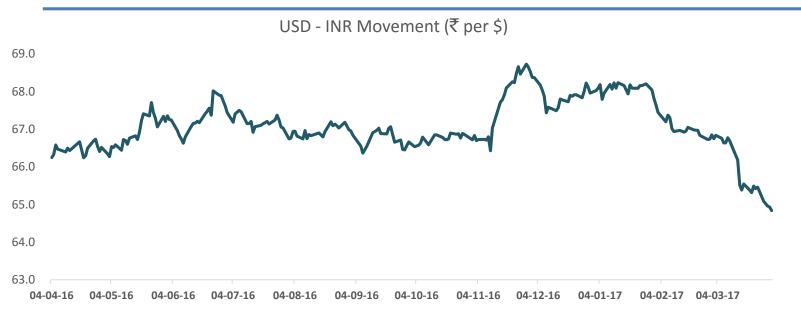
Source: ministry of Agriculture

....resulting in
Growth in Agri GDP: +4.1%



Source: CSO

... Aided by Stable Business Scenario



- Soft to Stable raw material prices
- Rupee Strengthening
- Moderation in Fertiliser Channel Inventory

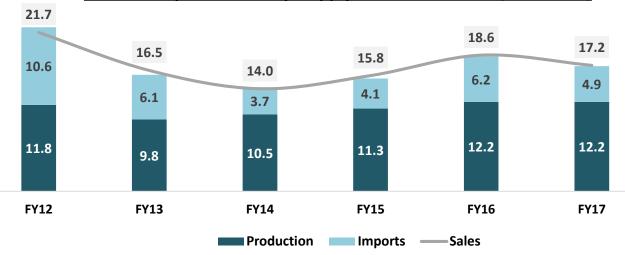


& Positive Policy Reforms

- Agriculture focus: Crop Insurance, National Agriculture Market, Infrastructure strengthening
- 'Make in India' Initiative:
 - Making India self sufficient in Urea production by 2021
 - Freight Subsidy changes favouring domestic manufacturing in Phosphatics
- Direct Benefit Transfer: Bringing 'Soil Health' to focus
- New Urea Policy: Incentivizing production beyond Reassessed capacity
- Gas Price Pooling in Urea: Promoting Energy Efficiency
- Ease of introduction of new products in Water Soluble Fertiliser segment

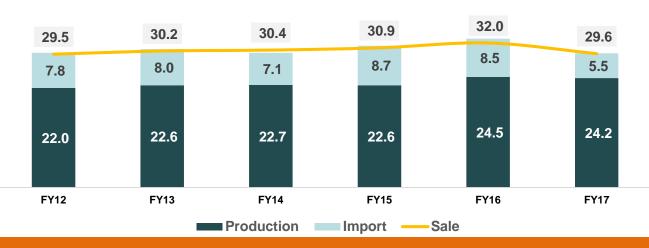
... Resulted in improved Fertiliser Industry Dynamics

Indian Phosphatic Industry: Supply-Demand Scenario (in mil tons)



- Sharp fall in Imports (-26%)
- Partially substituted by domestic DAP production (+13%)
- Moderation in Sales (-7%)
- Improved consumption resulting in lower channel stocks

Indian Urea Industry: Supply Demand Scenario (in mil tons)



- Neem Coating of Urea resulting in improved nutrient
 efficiency: Moderation in sales (-7%)
- Domestic production up in last 2 years: Imports substitution
- However, N:P:K ratio remains skewed: 6.8:2.7:1 (Ideal:: 4:2:1)



About Coromandel

India's largest private sector Phosphatic Fertiliser company

5th largest Ag Chem Indian company

India's largest Single Super Phosphate (SSP) company



Pioneers & market leaders in Specialty Nutrients

No. 1 Organic Manure player in India

Largest Rural Retail Chain across India

About Coromandel

Key Facts:

- Turnover: USD 1.6 bil (FY16-17)
- Market Cap: USD 1.8 bil (May 2017)
- Strong credit rating: 'AA +' (Stable outlook)' with CRISIL India
- Employees: 4300 & equal no. of contract employees
- International Linkages: FOSKOR, GCT, CANPOTEX, SQM, GETAX, QAFCO, ICL, OCP, YANMAR etc.
- **International Market** Serviced: Latin America, Africa, China, South East Asia, Middle East





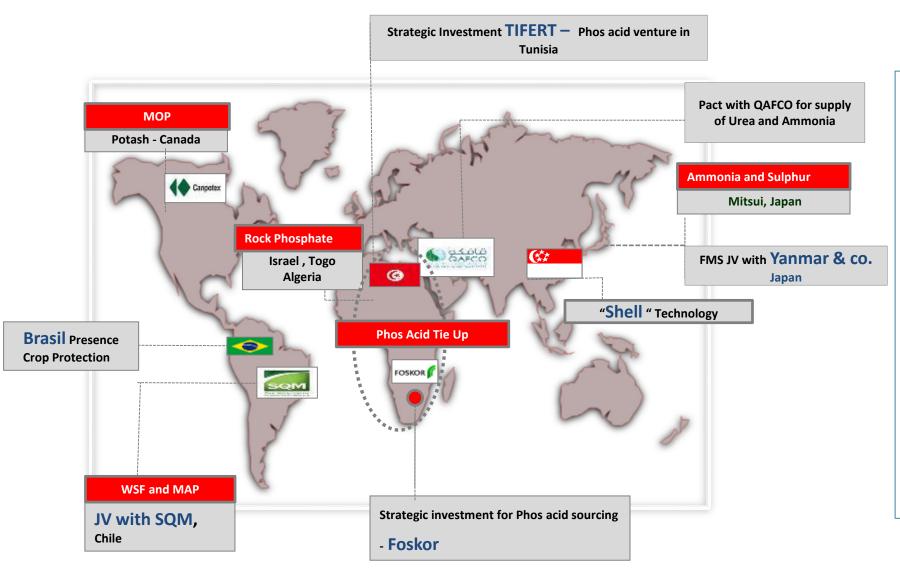


Doing it Responsibly



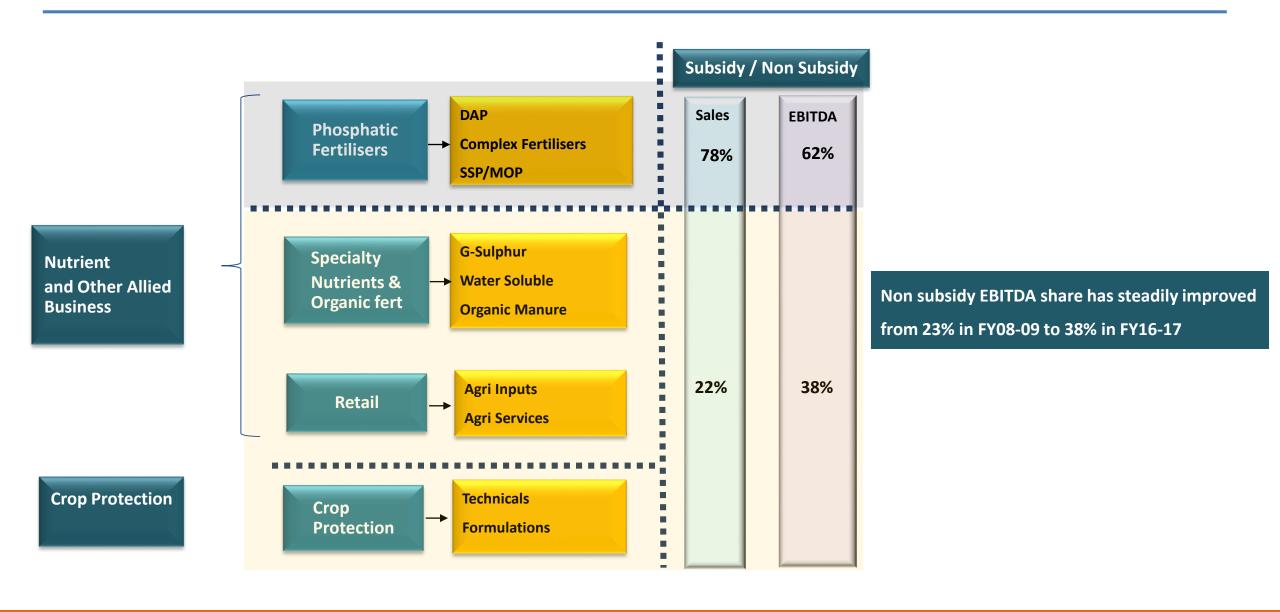


Global Strategic Alliances

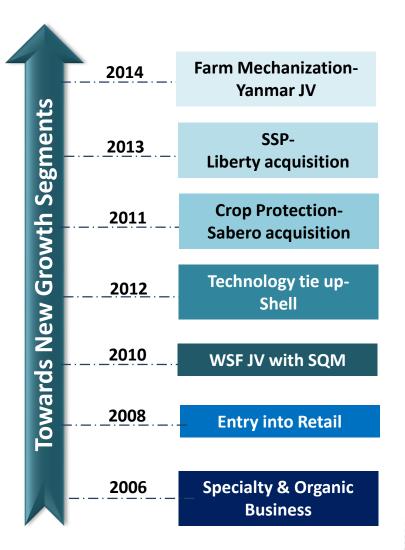


- Highly diversified sourcing
- Significant presence in LatAm markets
- Technology tie ups with global majors like Shell
- JV Partnership with global water soluble major, SQM Chile
- Farm Mechanization JV withYanmar, Japan

Business Structure



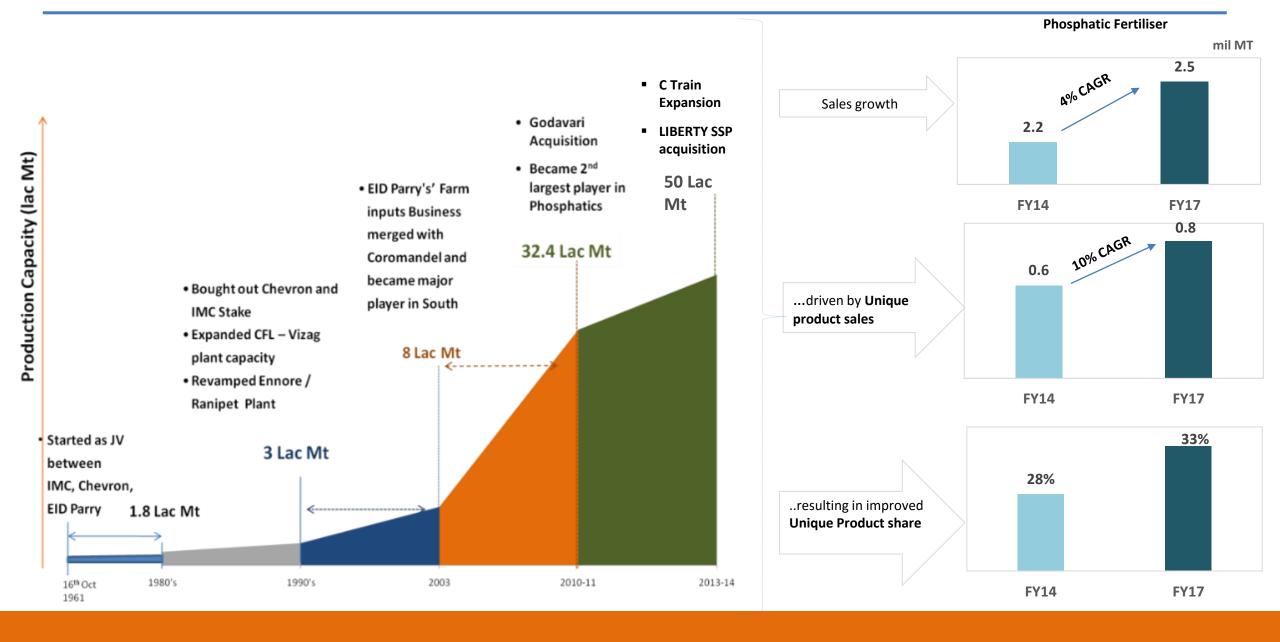
Growth Journey







Coromandel Phosphatic Fertilisers



Coromandel Phosphatic Fertilisers: Key Strengths

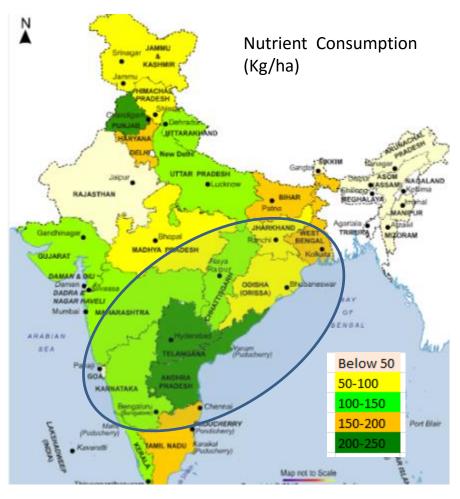
| Sourcing | Cost Leadership | Marketing Strength |
|--|---|---|
| Strategic Alliances in Sourcing — • Long Term tie-up with Foskor, South Africa and Group Chemique, Tunisia, OCP, Morocco • Supply agreement: • Ammonia and Sulphur with Mitsui • Long Term tie-up with Foskor, South and Example Company Chemique, Tunisia, Company Chemique, Tu | Low cost manufacturer of Phos acid - Visak and Ennore Kakinada - High Efficiency and low conversion cost Ex Plant/Rail deliveries - Low Freight Cost Low cost of borrowing Access to low cost electricity — Stake in APGPCL | Wider reach and penetration Strong brand image in the home market Wide Product Range - Low 'P' to high 'P' Direct contact with farmers - Mana Gromor Centers Extensive field promotions |

Alternate Sources

Manufacturing Flexibility

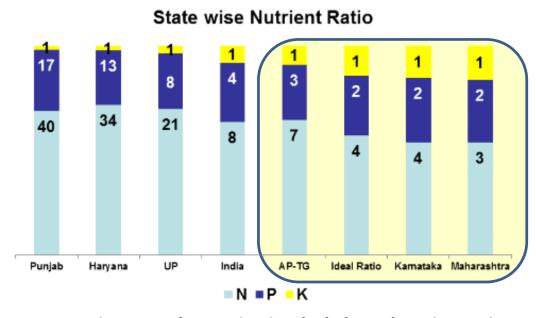
Unique Grade Focus

Coromandel Phosphatic Fertilisers: Locational Advantage



Presence across major consumption pockets

~60% market share in highest consuming AP & Telangana markets

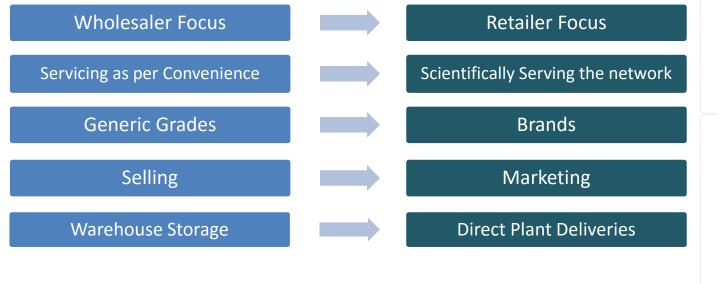


Primary markets maintains the balanced nutrient ratio

- Market leader in Complex fertiliser segment
- 2nd largest Phosphatics player in India
- Highest producer and marketer of unique fertiliser grades
- Plants located along strategic sourcing ports
- Three Pronged Channel Approach: Trade, Retail, Institution

Direct Benefit Transfer (DBT): Changing Scenario

Paradigm Shift post DBT



Advantage Coromandel:

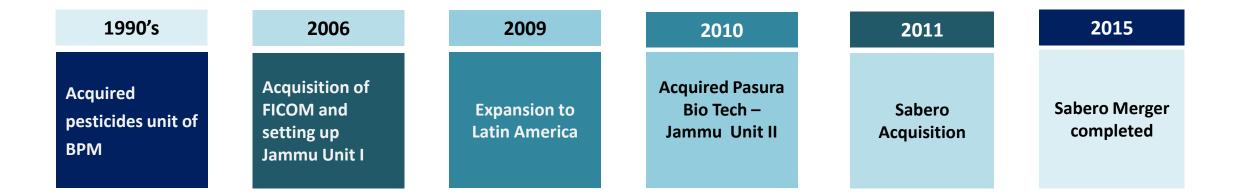
- Direct farmer connect through ~800 Mana Gromor Centers
- Integrated Nutrient Team with Agronomist support
- Feet on the Street: ~2200 marketing team
- Unique product focus: 33% sales share
- High brand equity in key markets
- Significant Retailer Reach

Coromandel Phosphatics: Manufacturing efficiency

- Strategically located Plants in highly irrigated southern Indian states and in heart
 of fertilizer consumption market low freight cost
- Plant Facilities State of art with good infrastructure support & robust systems
- Phosphate Lowest cost manufacturer in India
- Backward integration into manufacturing the intermediate phosphoric acid
 from rock
- Captive jetty at Vizag, Own storage tanks and pipeline for raw materials:
 Ammonia & molten sulphur (Vizag & Ennore) Lower handling and associated costs
- Captive power plants at Vizag & Ennore



Coromandel Crop Protection



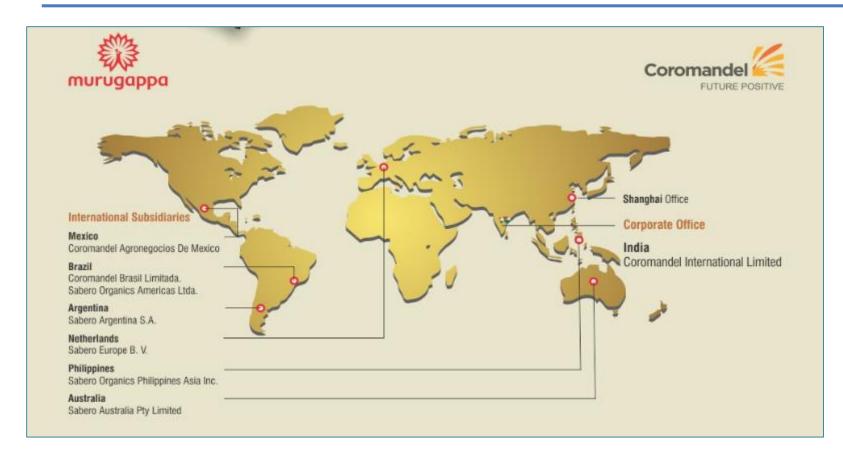
5th Largest Crop Protection Company in India: USD 210 mil

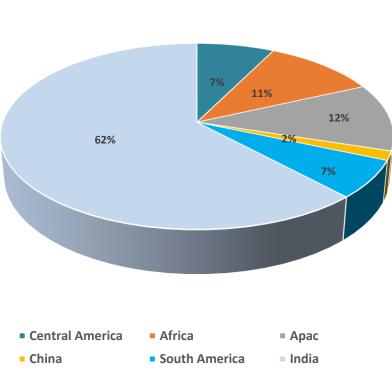
Technical Manufacturing Capacity 50,000+ MT/ annum

3rd Largest Mancozeb manufacturer globally

Robust **Environment Management** Systems: ~USD 10 mil investment in last 5 years

Coromandel Crop Protection: Exports





Sales Share: 16-17

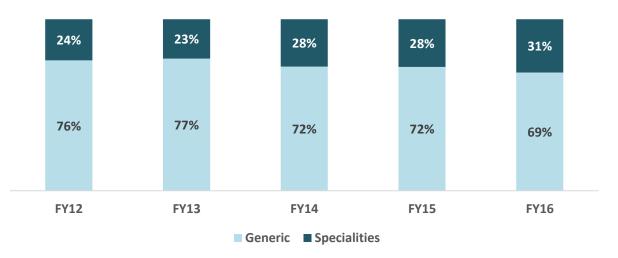
- 7 Subsidiaries in key global geographies
- Presence across 71 countries
- ~USD 80 mil revenue from exports

- **Exports** share: **40%**
- ~800 global registrations
- B2B & B2C presence

Coromandel Crop Protection: Domestic Formulations

- Wide product portfolio ~60 brands
- Customer reach thru 9000+ retailers

Specialties Focus



Coromandel Focus Crops and Major States



Rice –Andhra, Telangana, Tamil Nadu, West Bengal, Punjab



Grapes – Maharashtra, Karnataka



Cotton – Punjab, Andhra, Karnataka, Gujarat



Chilli – Andhra, Madhya Pradesh



Soyabean – Madhya Pradesh, Maharashtra



Pulses- Madhya Pradesh, Uttar Pradesh, Maharashtra, Rajasthan



F & V - All India

Coromandel Crop Protection: Strong R & D

- Process Synthesis / Development
- Process Improvement
- Formulation Development
- Effluent treatability Study
- Pilot Plant (Scale up)
- Centralized R&D at Hyderabad



- Strong product pipeline
- Focusing on molecules going off patent over next 5 years

Coromandel Crop Protection: Growth Strategy

- Focus on Export Registrations to improve market penetration
 - B2C presence
 - Expand business in LATAM, Africa & APAC by leveraging strong registration portfolio

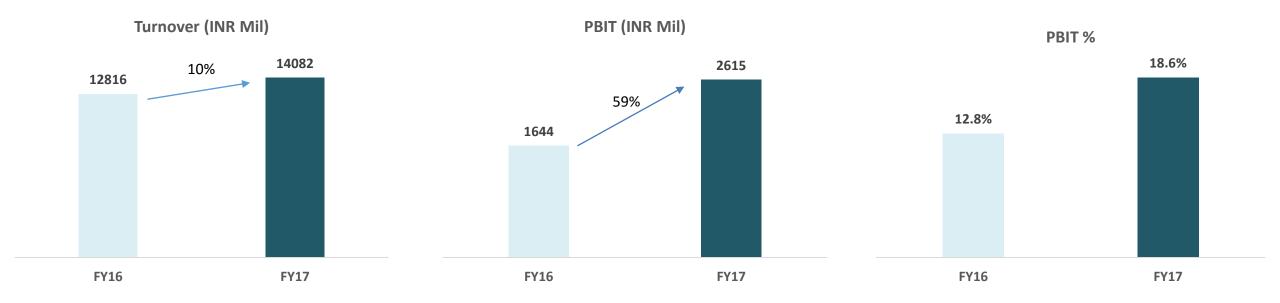


- Product portfolio expansion
- Increase R&D focus
 - Off Patent molecule synthesis and process improvements in existing range
- Improving souring efficiency & Cost Position
 - Generate market information through China office





Crop Protection Performance: Year Gone By



Growth Drivers:

- High demand for key molecule Mancozeb from international & domestic markets
- Capacity augmentation of Mancozeb at Dahej and Sarigam
- Successful product launches
- Improved cost position

Coromandel Retail

Farming Solutions

Products

Ag Nutrients

Crop Chem

Seeds

Vet Feed

Farm Implements

Services

Farm Mechanization

Agri Insurance

Credit

Soil/ Petiole Testing

Extension Activities

Convergence of

Products & Services:

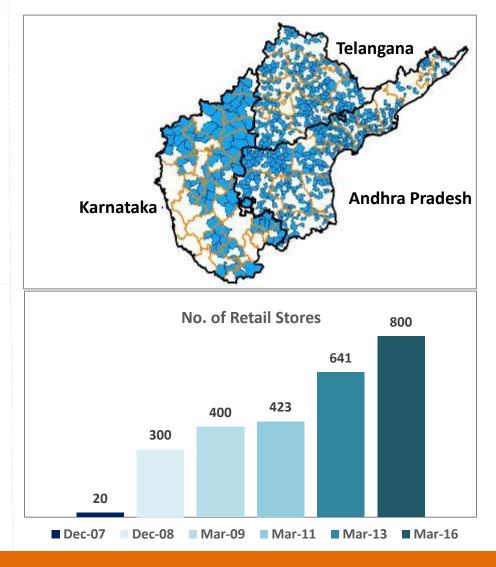
One Stop Shop

for Agriculture needs

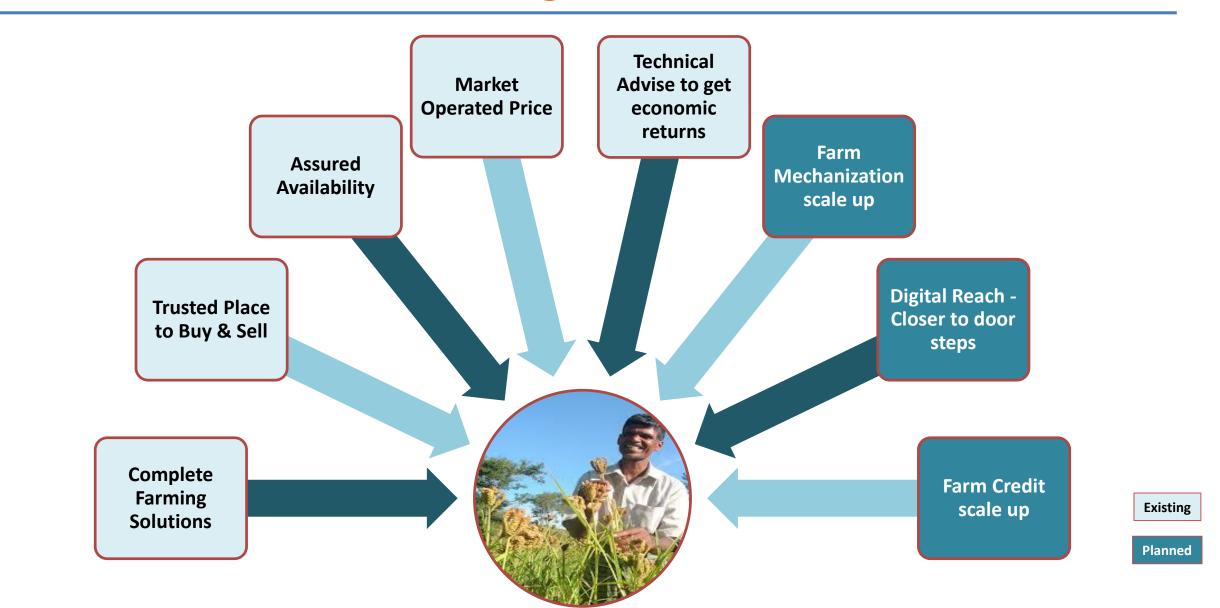


- ~70% turnover through Captive products
- Non Fertiliser Focus: ~45% of annual sales
- 'Retailer of the Year' award by CMO Asia

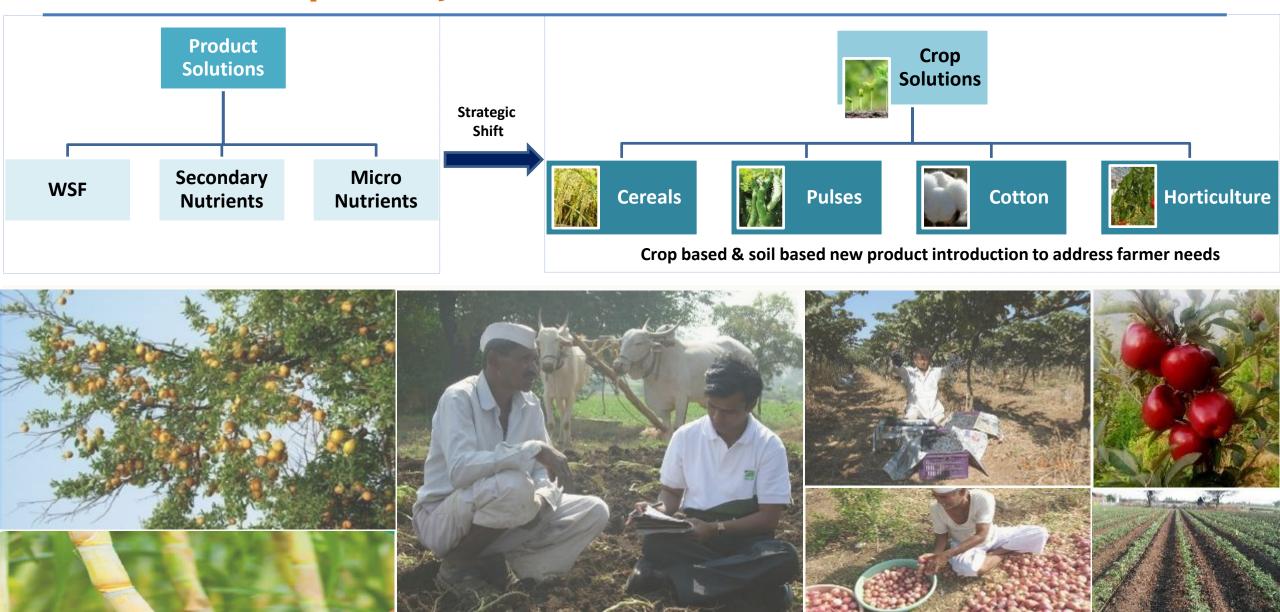
<u>Customer Reach</u> **2.8 million** farmers annually



Coromandel Retail: Improving Customer Value Proposition



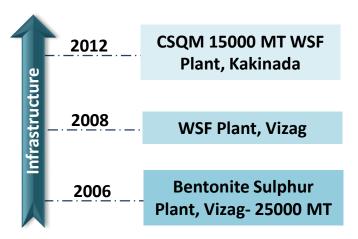
Coromandel Specialty Nutrients



Agronomist team to bring crop focus- Developing market based on total nutrition package

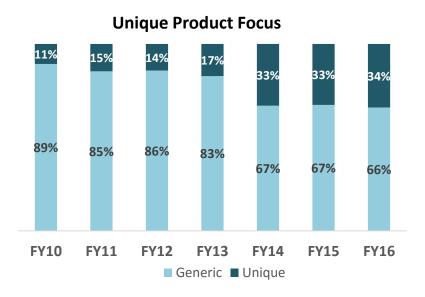
Coromandel Specialty Nutrients: Balancing Growth

Manufacturing Capability

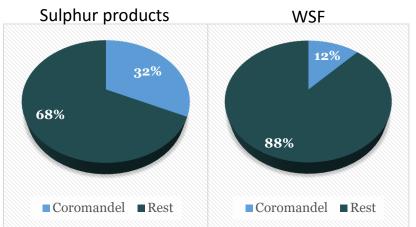


- 1st Bentonite Sulphur plant in India
- Exclusive manufacturers of WSF grades - Speedfol, Insta, Superia

Marketing Capability



Value based Market Share



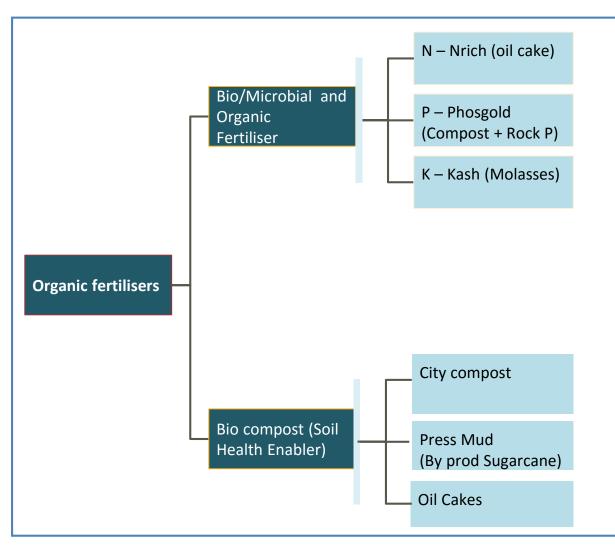
Knowledge Capability

- Dedicated Agronomist Team
- SQM Crop Knowledge
- Agronomic & Process R&D



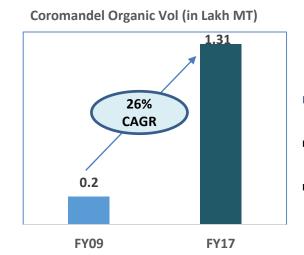
Coromandel Organic Manure: Enriching Soil Health

Product Portfolio



Growth Drivers

- Regulatory push from government- Market Development Assistance
- Push towards waste treatment & management
- Soil Health Focus- Sustainable Agriculture
- Consumption shift- Green Food



- **Pioneers** in Organic Fertilisers
- Market leaders ~30% value share
- Efficient sourcing & distribution

Organic Farming has grown almost 7 fold in last 10 years - increasing demand for organic food products

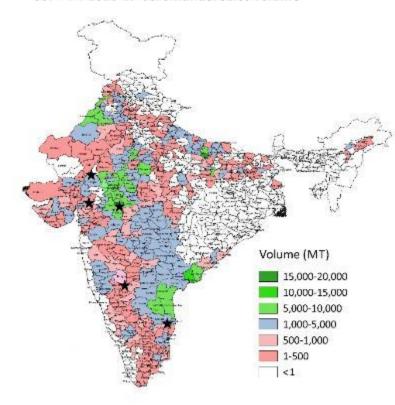
Coromandel SSP

SSP: Among Market Leaders

~11% market share

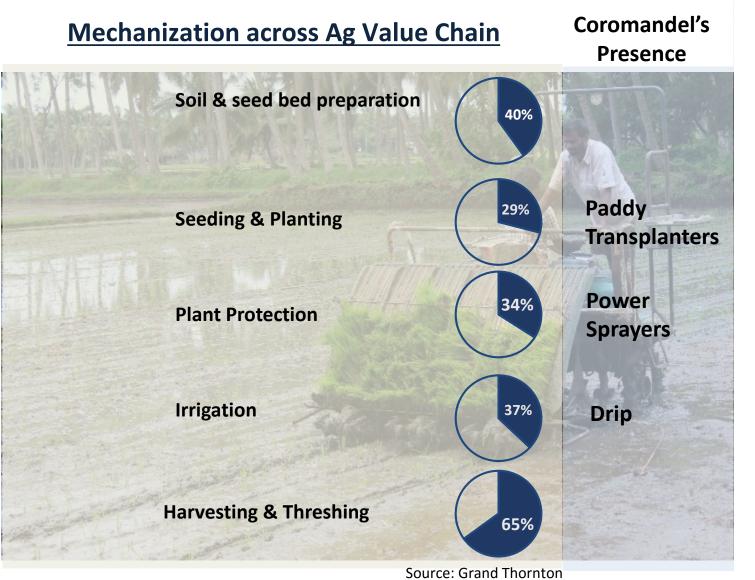
Started **SSP manufacturing in 1906** from Ranipet Plant: **1**st **Fertiliser Plant** in India

SSP - FY 2016-17 Coromandel sales volume



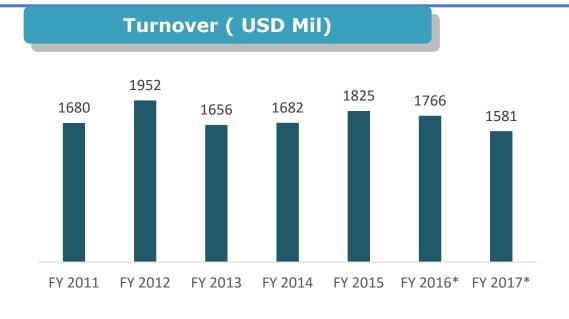
- Manufacturing capacity ~1 mil MT/ annum
- Presence across major SSP consuming crops- Pulses & Oilseeds
- Improving quality perception and positioning of the product:
 - Quick Test Kits
 - Quality Certification: ISO 9001, ISO 14001 & OHSAS 18001 Management
- Expanding product range Granular, Fortified SSP

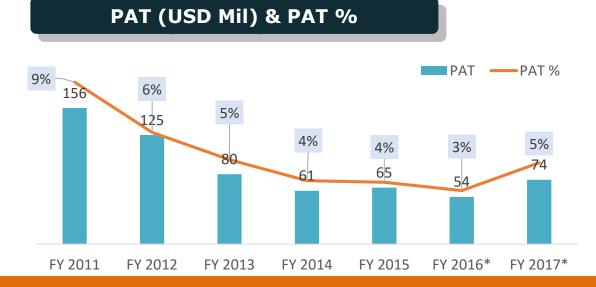
Farm Mechanization: Eyeing the Future

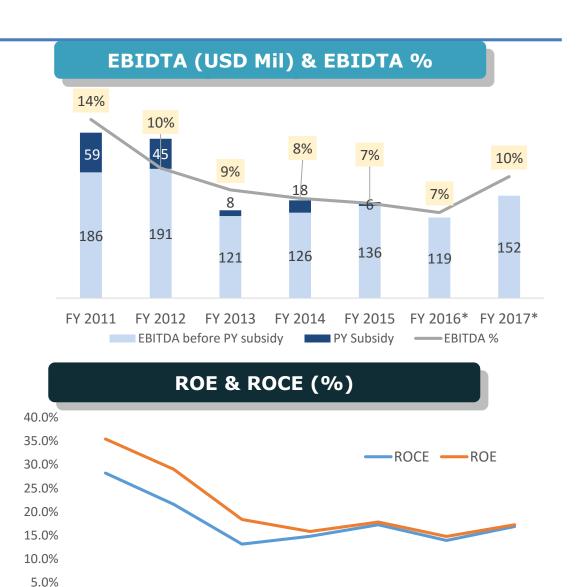


- Market leadership in TN, AP, Kerala for Rice transplanters
- Service centers in AP, Telangana & Tamil Nadu
- Synergistic approach through Coromandel Retail operations
- Indigenization of spares
- Expanding portfolio to include other Yanmar
 models (Combine , Tractors, Harvesters)
- Partnering with Govt.- Custom Hiring Centers

Coromandel Key Financials







0.0%

FY 2011

FY 2012

FY 2013

FY 2014

FY 2015 FY 2016* FY 2017*

Coromandel Financials- P&L

In Rs Mio

| | FY 2011 | FY 2012 | FY 2013 | FY 2014 | FY 2015 | FY 2016* | FY 2017* |
|-----------------------------|---------|---------|---------|----------|----------|----------|----------|
| Revenue | 77,204 | 99,796 | 91,038 | 1,01,140 | 1,13,630 | 1,17,003 | 1,02,499 |
| YoY (Growth) (%) | 18% | 29% | -9% | 11% | 12% | 3% | -12% |
| EBITDA before PY Subsidy | 8,291 | 9,728 | 6,591 | 7,578 | 8,495 | 7,896 | 9,820 |
| PY Subsidy | 2,265 | 461 | 1,088 | 349 | - | - | - |
| EBITDA Reported | 10,556 | 10,189 | 7,679 | 7,926 | 8,495 | 7,896 | 9,820 |
| YoY (Growth) (%) | 49% | -3% | -25% | 3% | 7% | -7% | 24% |
| PBT after exceptional item | 9,857 | 9,111 | 5,567 | 5,171 | 5,920 | 5,291 | 7,123 |
| PAT | 6,937 | 6,345 | 4,337 | 3,649 | 4,018 | 3,574 | 4,770 |
| | | | | | | | |
| EPS (Rs.) -Basic | 24.66 | 22.64 | 12.46 | 15.27 | 13.80 | 12.27 | 16.36 |
| Debt / Total Capital (%) | 44.4% | 54.9% | 56.1% | 44.4% | 51.0% | 50.4% | 43.5% |
| LT Debt / Total Capital (%) | 9.6% | 12.2% | 22.4% | 10.6% | 5.5% | 1.8% | 0.0% |

^{*}As per new accounting standards Ind AS

Coromandel Financials- Balance Sheet

In Rs Mio

| | FY 2011 | FY 2012 | FY 2013 | FY 2014 | FY 2015 | FY 2016* | FY 2017* |
|-----------------------------|---------|---------|---------|---------|---------|----------|----------|
| | | | | | | | |
| Equity | 19567 | 24161 | 23029 | 23066 | 22020 | 26340 | 28908 |
| Debt & Other LT liabilities | 15923 | 29774 | 29761 | 18730 | 23178 | 26890 | 22398 |
| Deferred Tax Liability | 815 | 675 | 1877 | 1890 | 1875 | 1679 | 1495 |
| Sources of Funds | 36305 | 54610 | 54666 | 43685 | 47074 | 54909 | 52801 |
| | | | | | | | |
| Net Fixed Assets | 11041 | 18226 | 22764 | 18085 | 14261 | 13612 | 13495 |
| Investments | 1330 | 1495 | 1597 | 3416 | 3520 | 4769 | 3884 |
| Cash | 9605 | 9847 | 5346 | 4722 | 3176 | 1978 | 1678 |
| Deposits | 0 | 2698 | 3850 | 2850 | 4700 | 4800 | 5223 |
| Bonds | 4300 | 0 | 0 | 0 | 0 | 0 | 0 |
| Inventory | 15139 | 19218 | 14775 | 17529 | 22592 | 23458 | 17246 |
| Subsidy | 9690 | 16260 | 13756 | 11123 | 17894 | 23671 | 25570 |
| Debtors | 2024 | 9579 | 18201 | 14835 | 14464 | 16419 | 16217 |
| Other Current Assets | 2163 | 2328 | 3832 | 3490 | 3010 | 3111 | 3138 |
| Current Liabilities | 18987 | 25041 | 29454 | 32363 | 36543 | 36908 | 33649 |
| Net Current Assets | 23933 | 34889 | 30306 | 22185 | 29293 | 36528 | 35423 |
| Application of Funds | 36305 | 54610 | 54666 | 43685 | 47074 | 54909 | 52801 |

Thank You