



CHAMBAL FERTILISERS AND CHEMICALS LIMITED

August 04, 2021

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 ended June 30, 2021, 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 Ended June 30, 2021

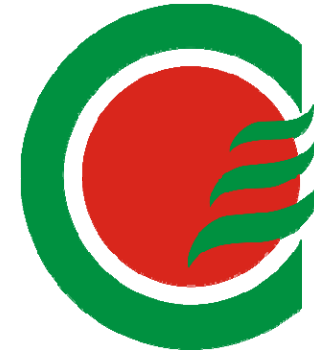
Disclaimer

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 “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.



Highlights for Q1



Key Business Developments: Q1 FY 21-22

Increasing footprint for growth - New Geographies

- Network development on track - Maharashtra, Gujarat, Andhra Pradesh, Telangana and West Bengal are operational.
- Accessible market increased by adding new territories.
- Uttam Brand well accepted in new territories .
- Encouraging response from trade network.

Focus on crop protection products and speciality nutrients

- New age crop protection products and crop specific nutrients launched.
- Significant growth in revenue and profitability.
- Accessible market size increased to 90% of the country.

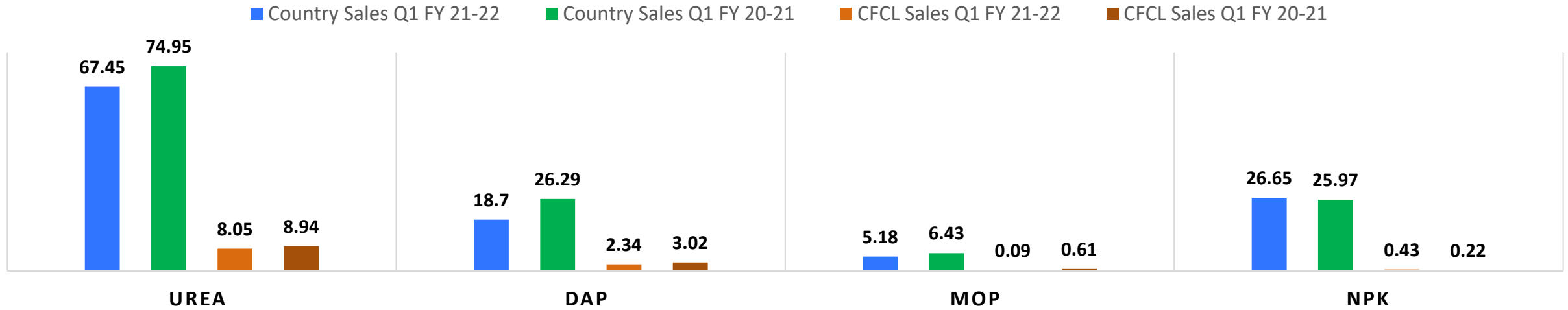
Strong liquidity position

- Subsidy receipt in Q1 FY 2021-22 has almost doubled as compared to the corresponding period of last year.
- Significant increase in market collections.

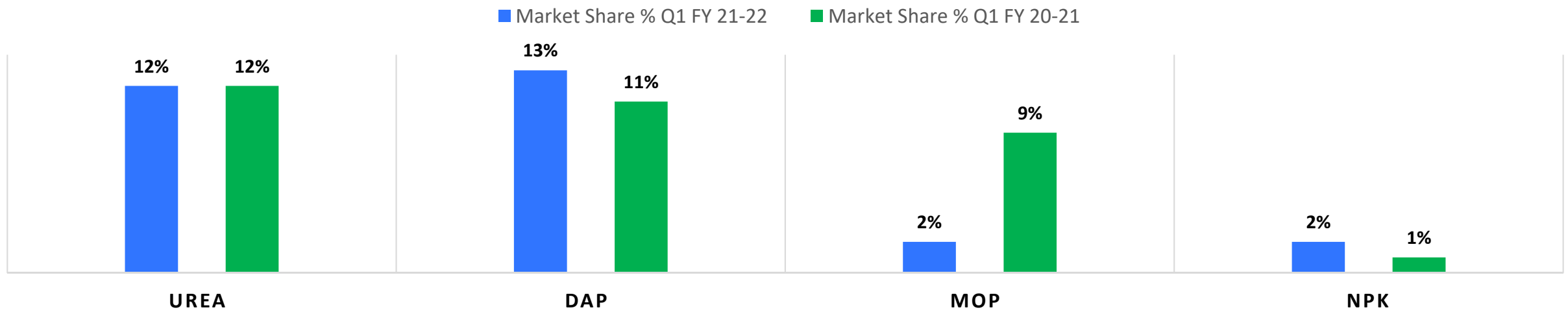


Increased / Sustained Market Share

Country sales Vs CFCL sales- Unit (Lakh/MT)

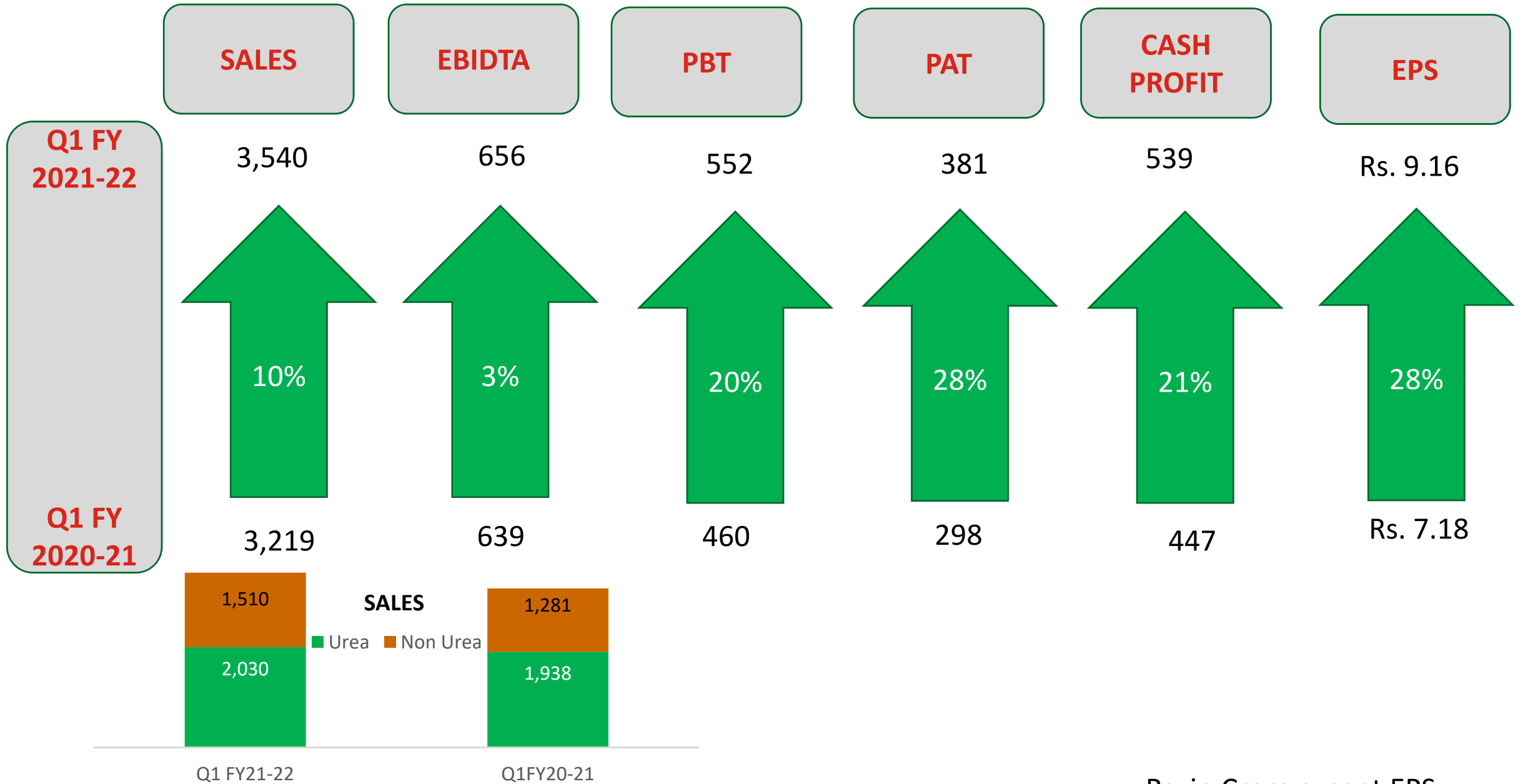


CFCL – Market Share



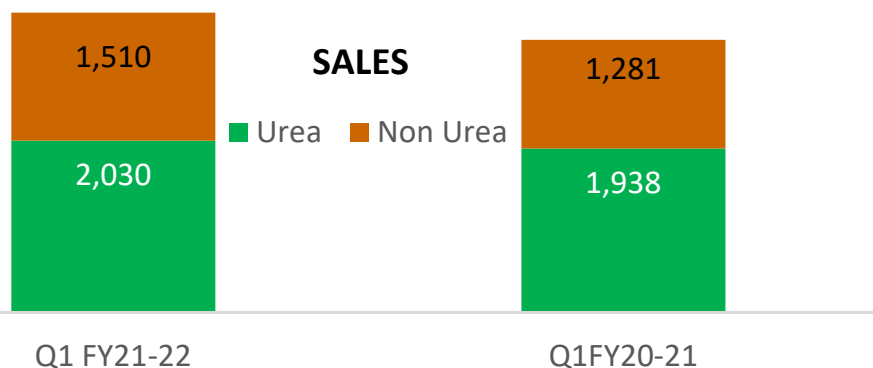
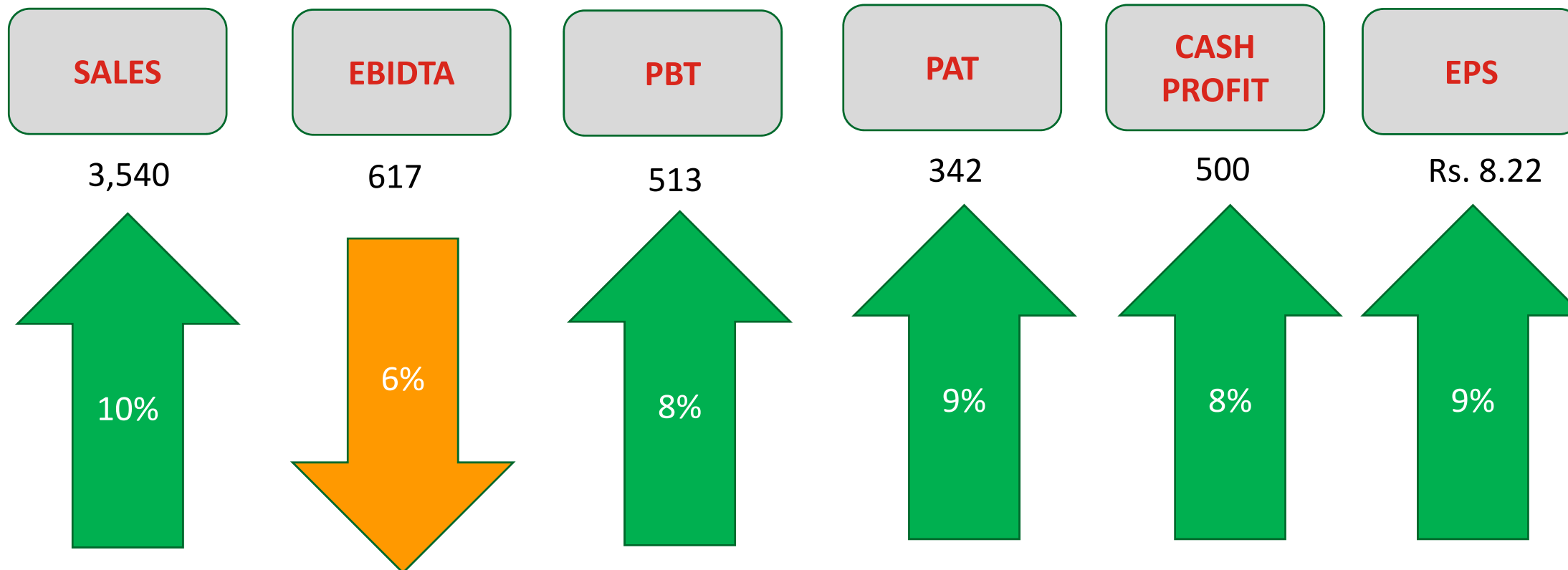


Performance Highlights : Q1 FY 2021-22 Vs Q1 FY 2020-21 – Consolidated



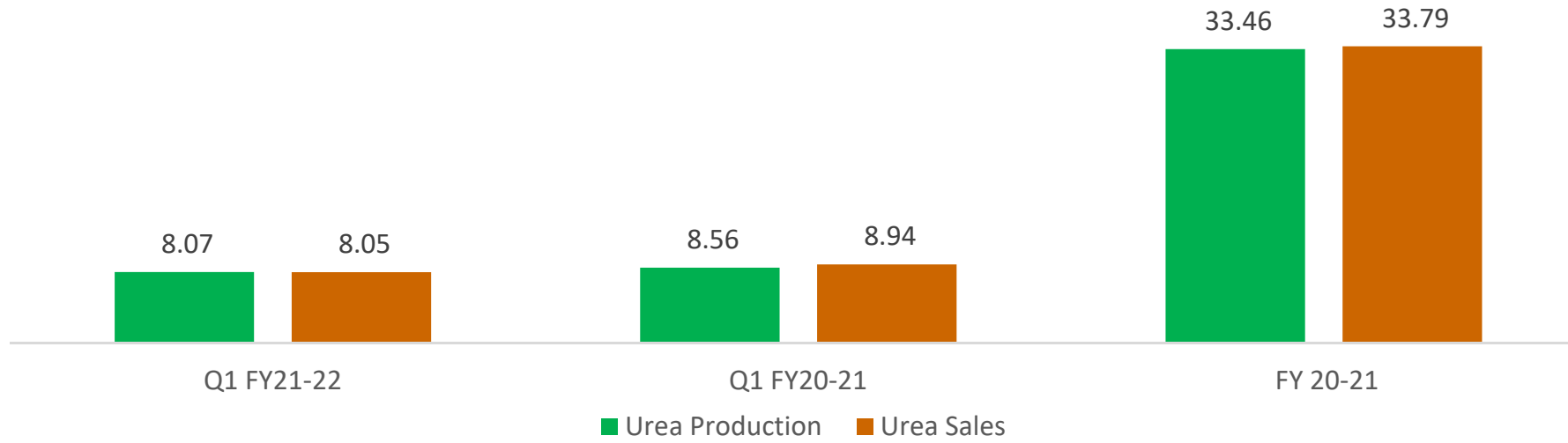
Rs. in Crore except EPS

Performance Highlights : Q1 FY 2021-22 Vs Q1 FY 2020-21 – Standalone



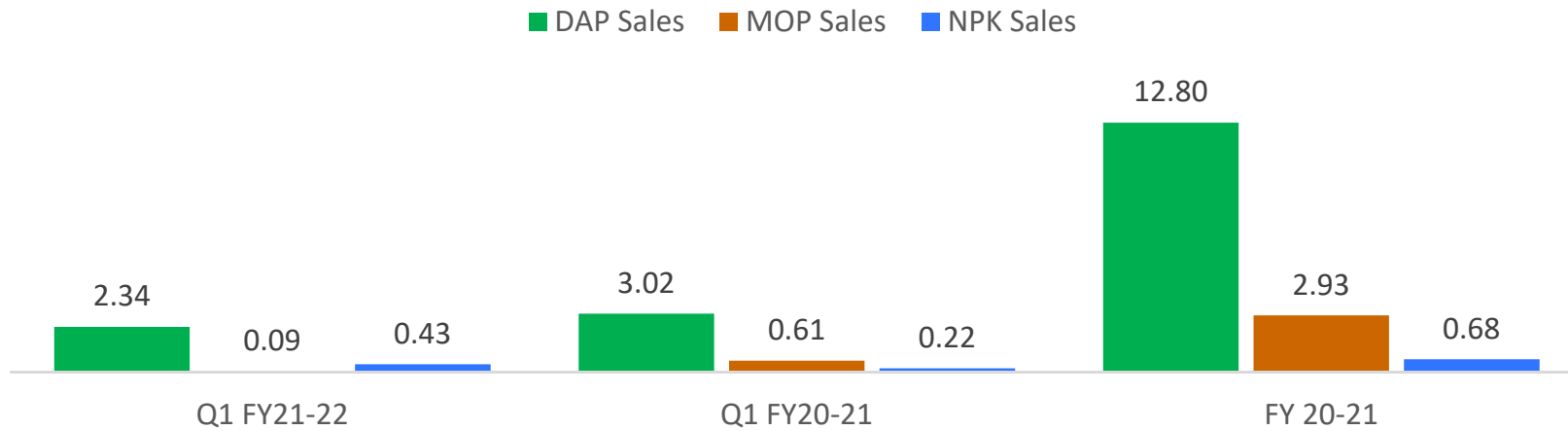
Rs. in Crore except EPS

Urea Production and Sales



- Urea production lower due to maintenance shutdown.
- Fertiliser sales lower due to erratic monsoon.

Non Urea Sales

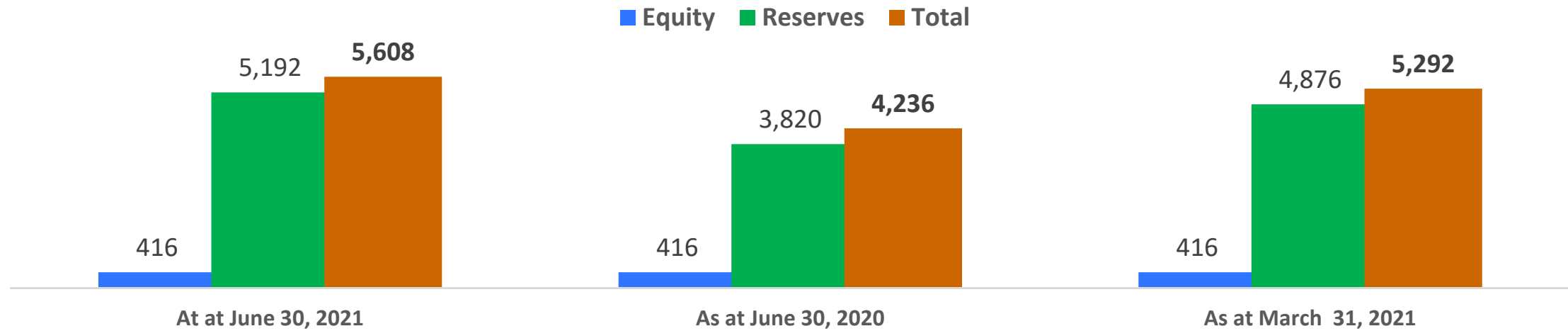


Unit Lakh/MT

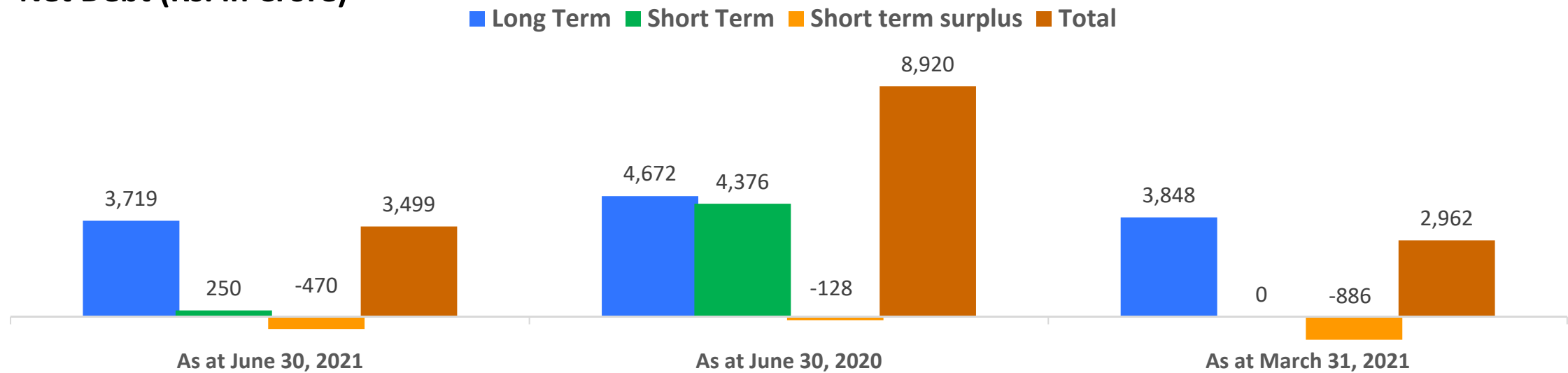
Strong Financial Position



Total Shareholder Funds (Rs. in Crore)



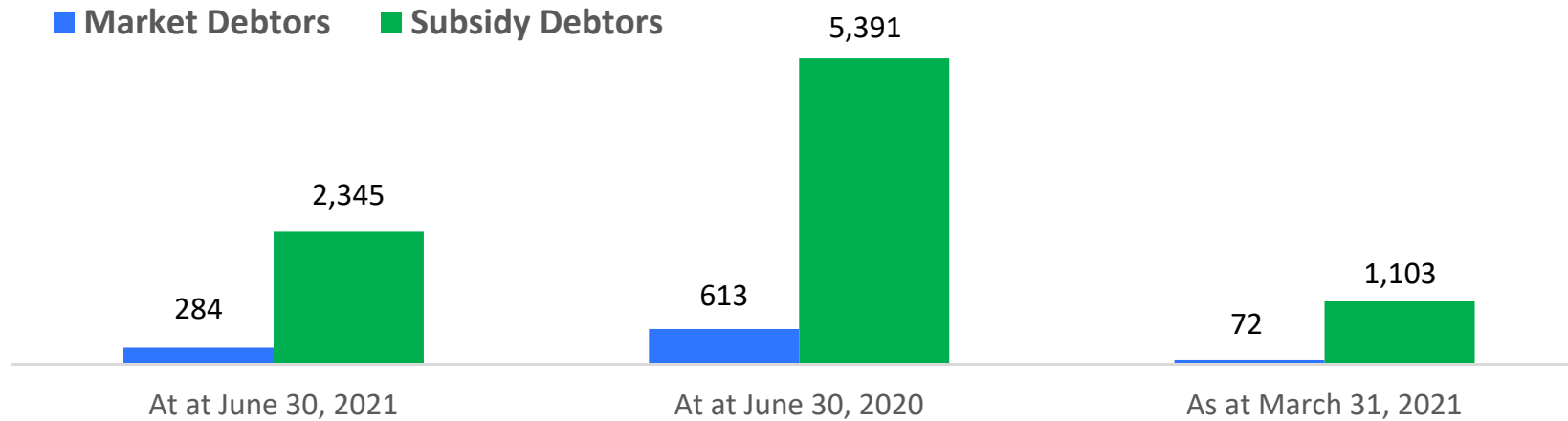
Net Debt (Rs. in Crore)



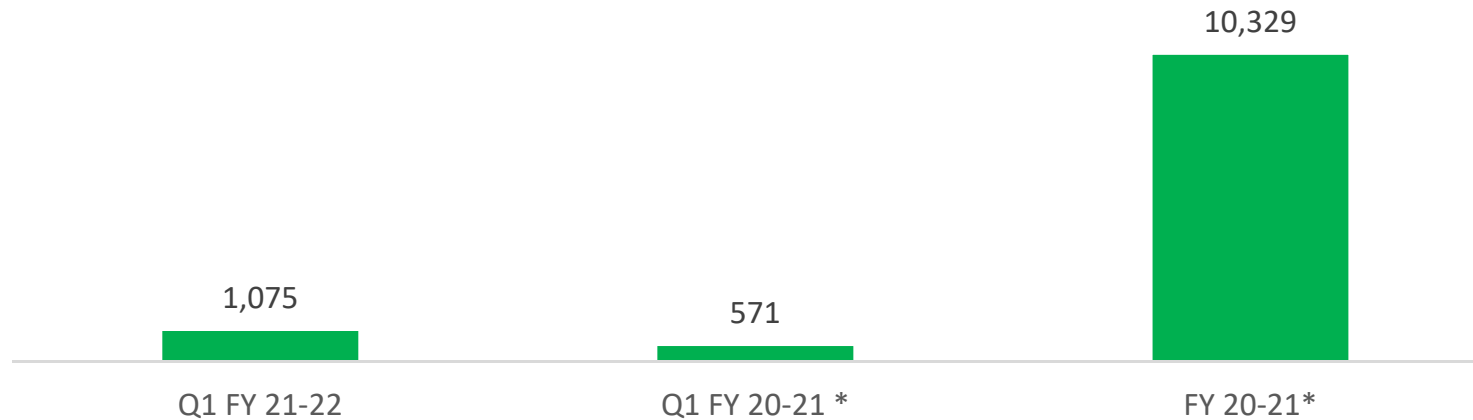
Strong Liquidity Position



Receivables (Rs. in Crore)



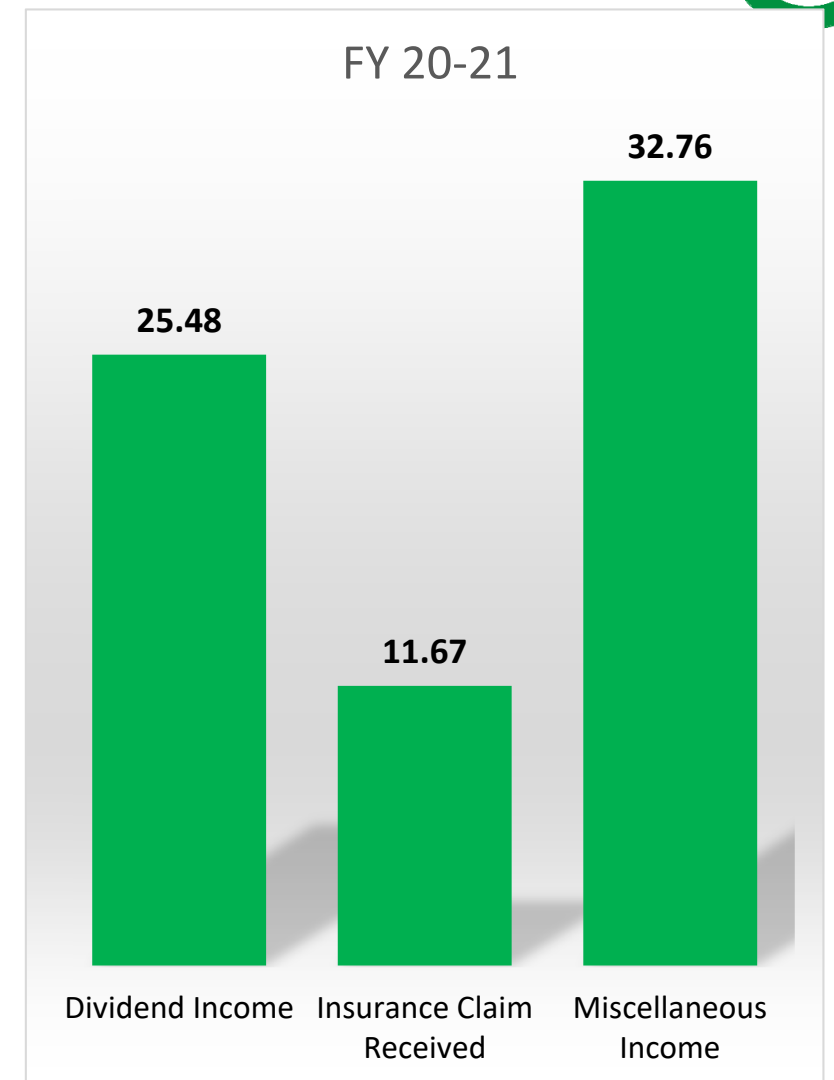
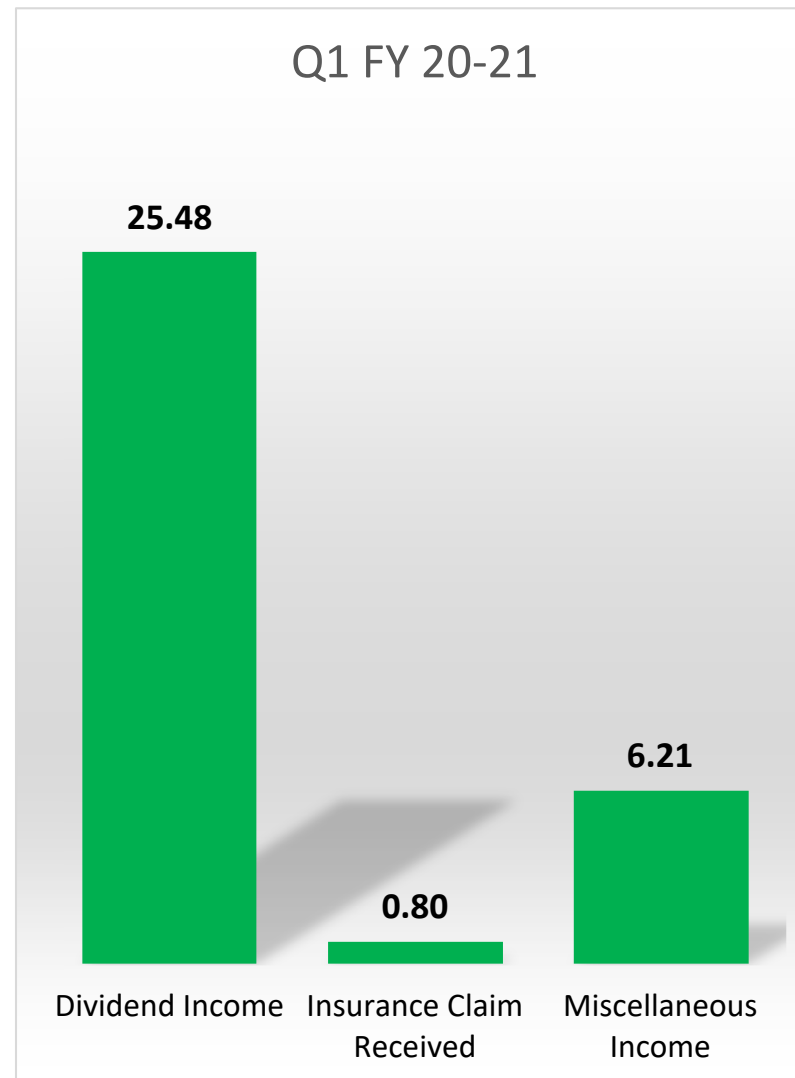
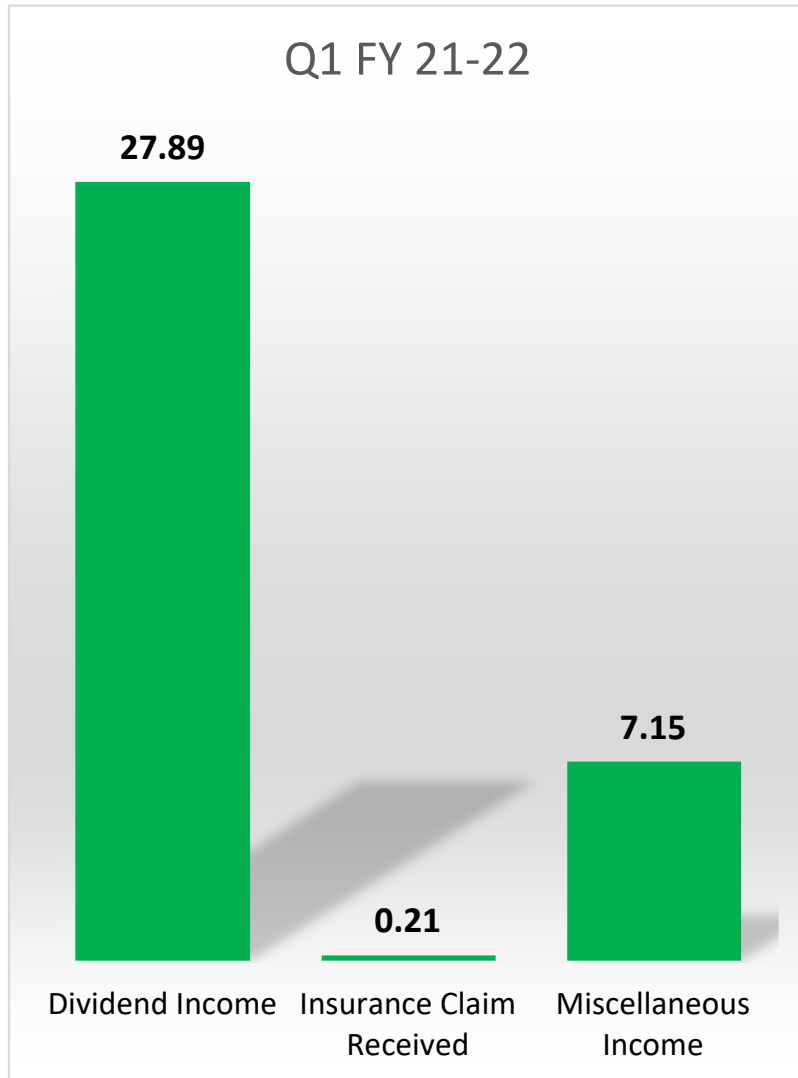
Subsidy Received (Rs. in Crore)



* excluding subsidy receipt under Special Banking Arrangement

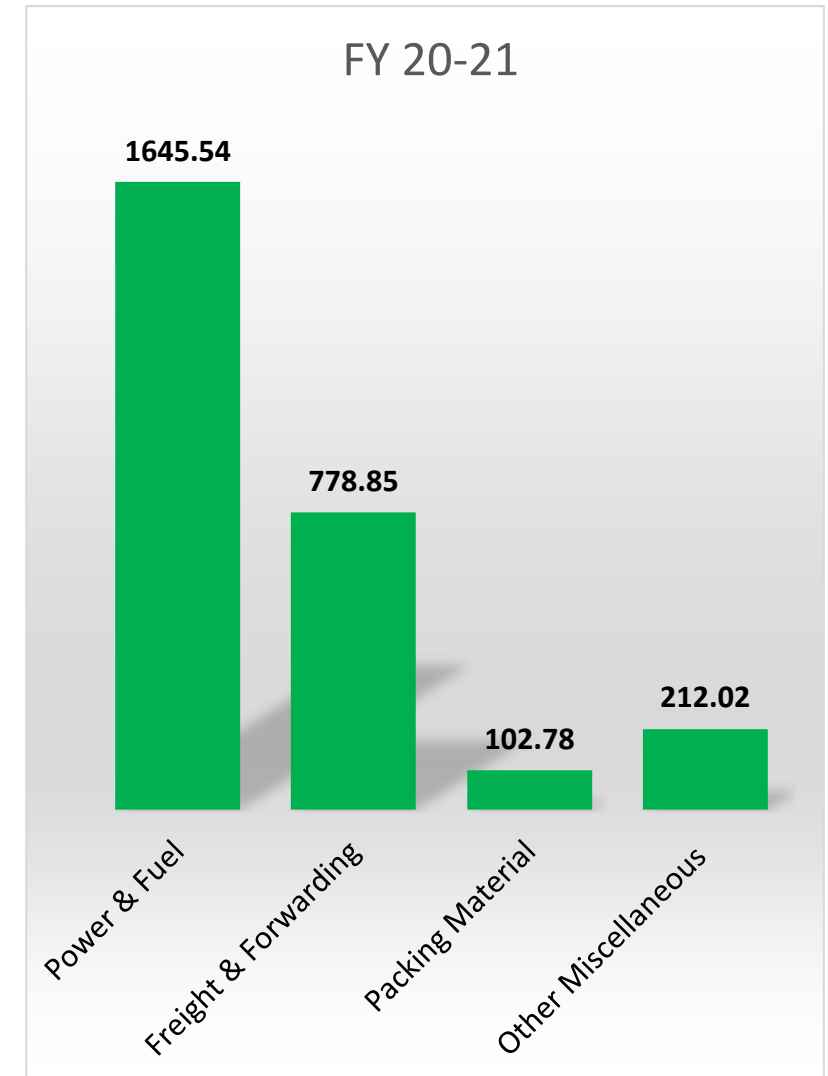
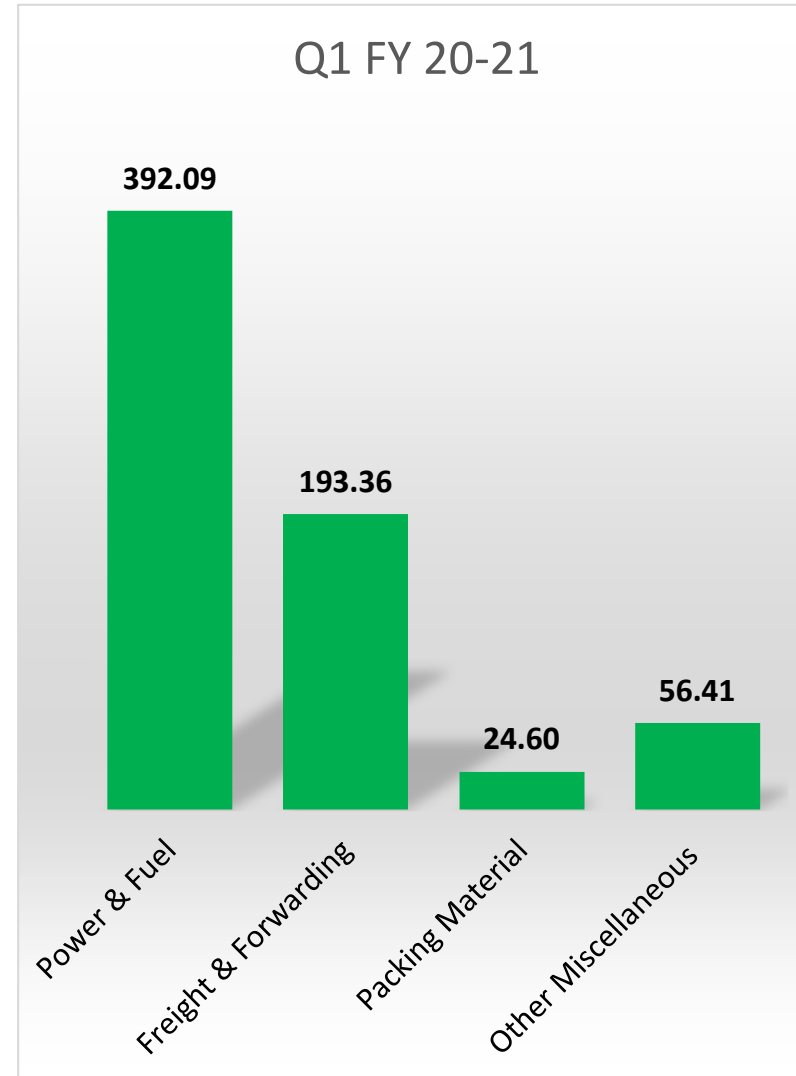
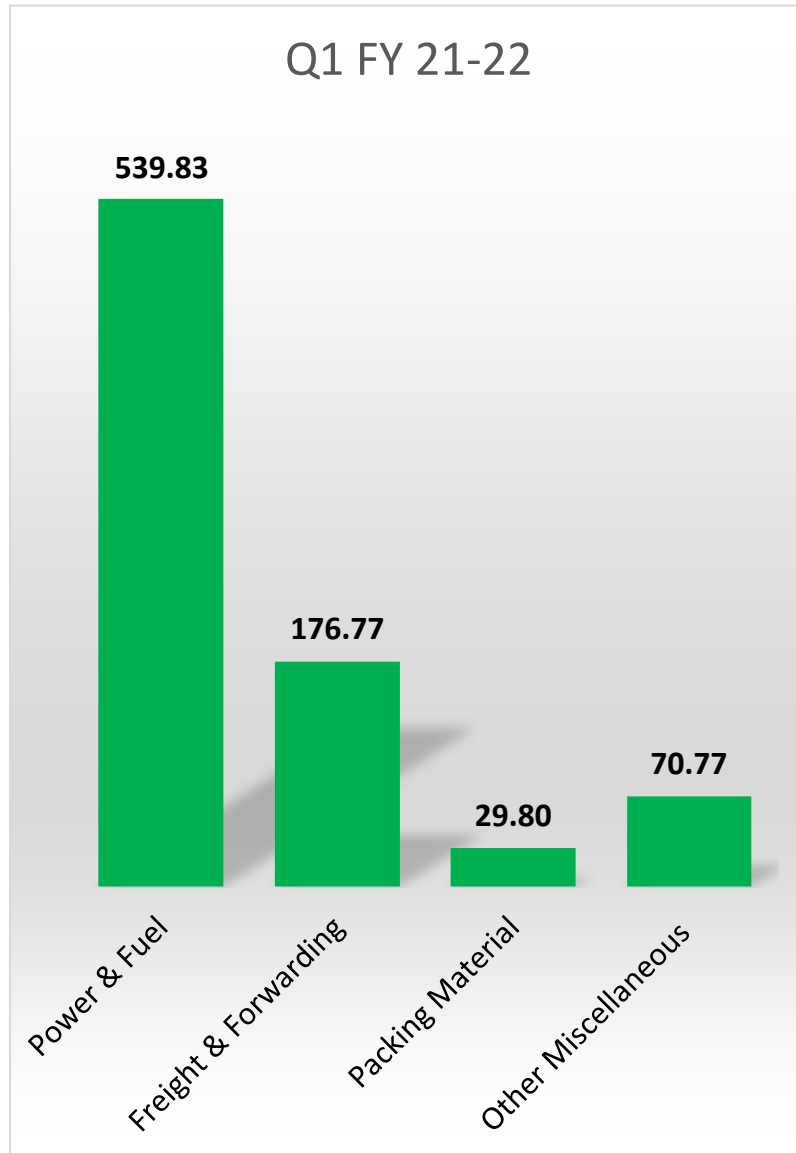


Major Items of Other Income (Rs. in Crore)





Major Items of Other Expenses (Rs. in Crore)





Pan India Presence

Accessible market
(of total market size)

- Urea : 88%
- DAP : 88%
- MOP : 71%
- NPK : 76%
- Crop Protection Chemicals : 90%

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

Marketing
network
comprises of

Products supplied
include Urea, DAP,
NPKs, MOP, crop
protection
chemicals and
speciality
nutrients

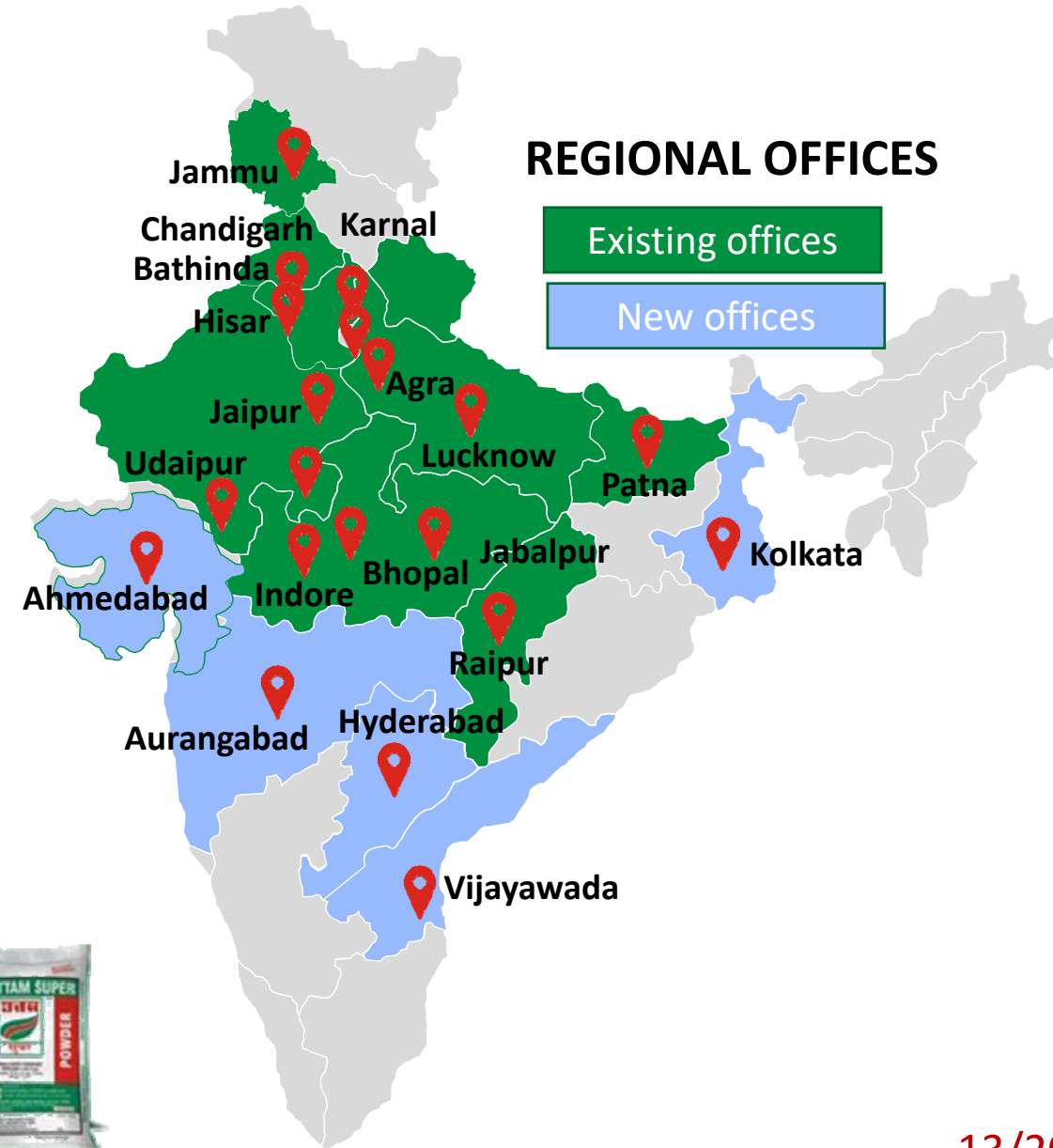
| | |
|-------------------------------|--------------------------|
| 19 Regional offices | ~3,640 Dealers |
|-------------------------------|--------------------------|

~50,000
Retailers

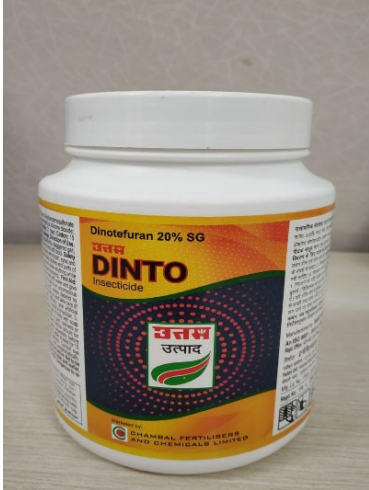
REGIONAL OFFICES

Existing offices

New offices



Product Portfolio Enhanced with New Age Products



**Broad spectrum
Neonicotinoid
group Insecticide
(Dinotefuron 20% SG)**



**Insecticides which
regulates
the insect life cycle
(Pyriproxyfen 10% EC)**



**Systemic Insecticide
(Thiomethoxam 30% FS)**



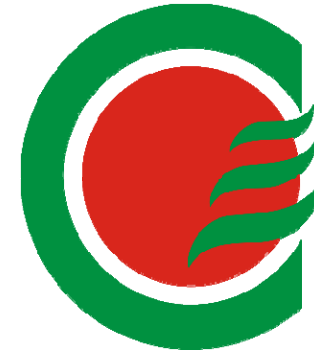
**Systemic fungicide
(Isoprothiolane 40% EC)**



**Systemic fungicide.
(Tebuconazole 25.9% EC)**



**Sulphur based
micronized granules
fertiliser, contains 90%
Sulphur.**

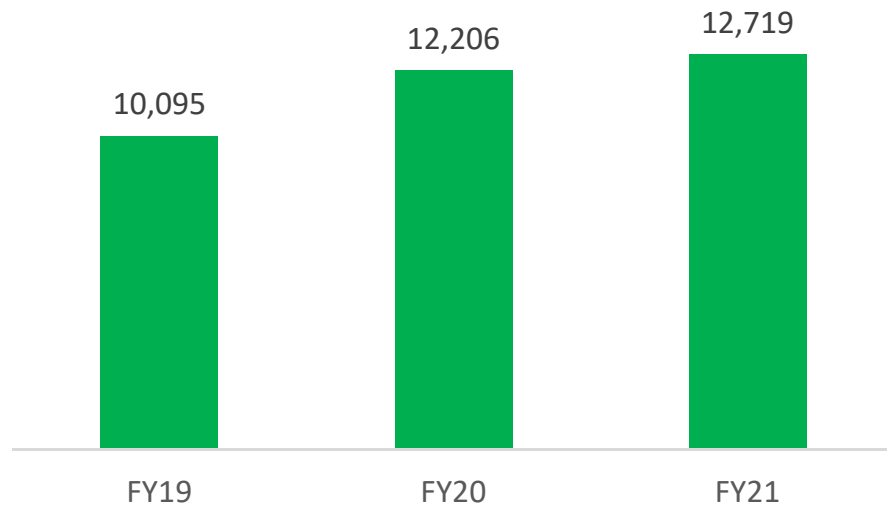


Past Performance



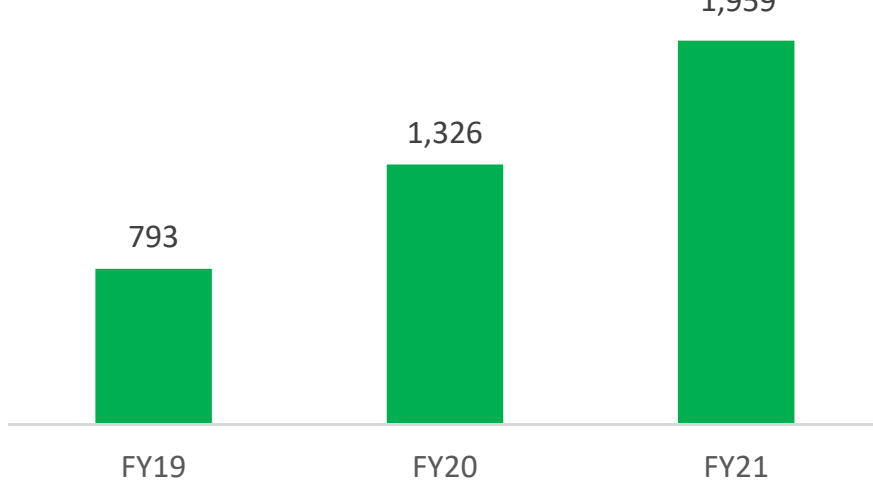
Performance Highlights (Standalone)

SALES (Rs. in Crore)*

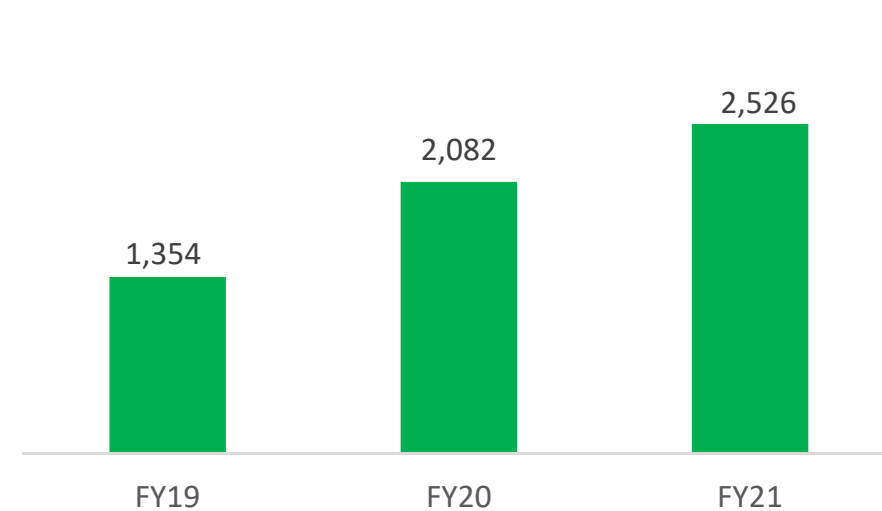


- Revenue increase/decrease is mainly due to variation in gas prices and quantity sold.
- The revenue from Gadepan-III Plant commenced from January 1, 2019.

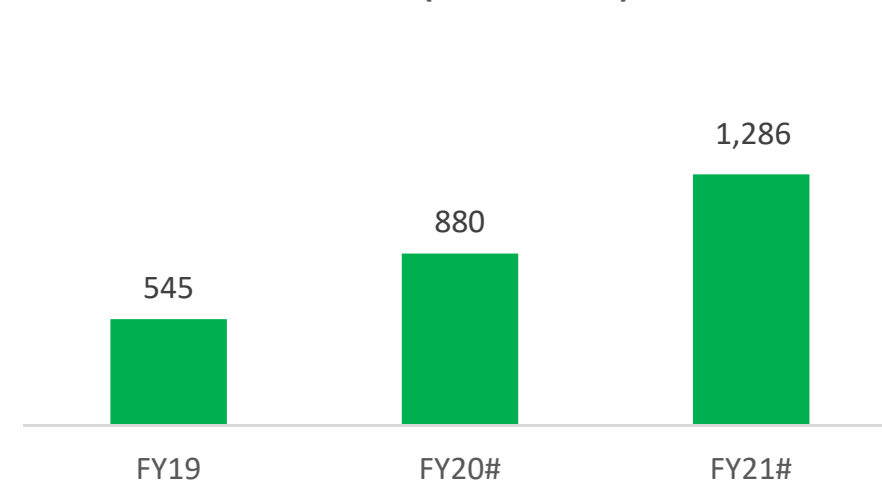
PBT (Rs. in Crore)



EBIDTA before exceptional items (Rs. in Crore)



PAT (Rs. in Crore)

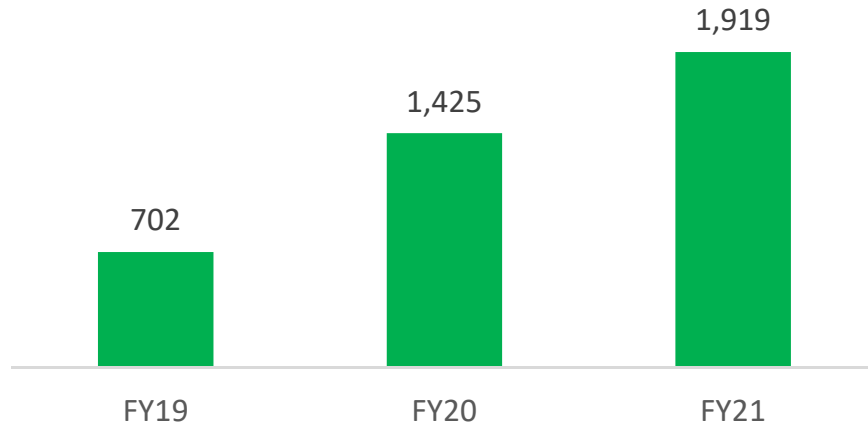


Excluding one time deferred tax benefit of Rs.344 crore and Rs.61.25 crore during FY 20 and 21 respectively.

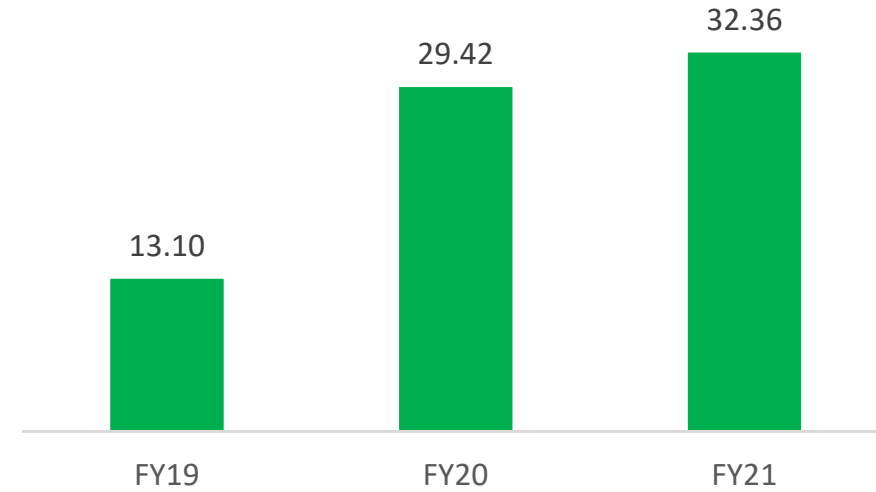


Cash Profit, EPS and Receivables (Standalone)

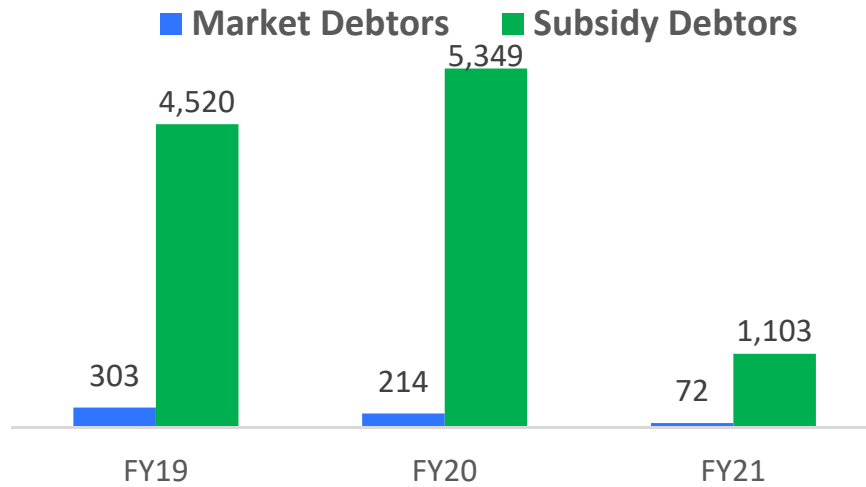
Cash Profit (Rs. in Crore)



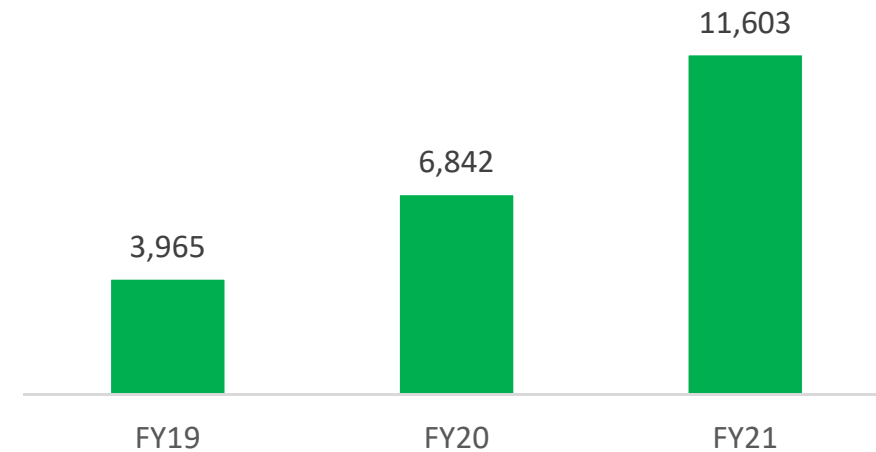
EPS (Rs.)



Receivables (Rs. in Crore)



Subsidy Received (Rs. in Crore)*

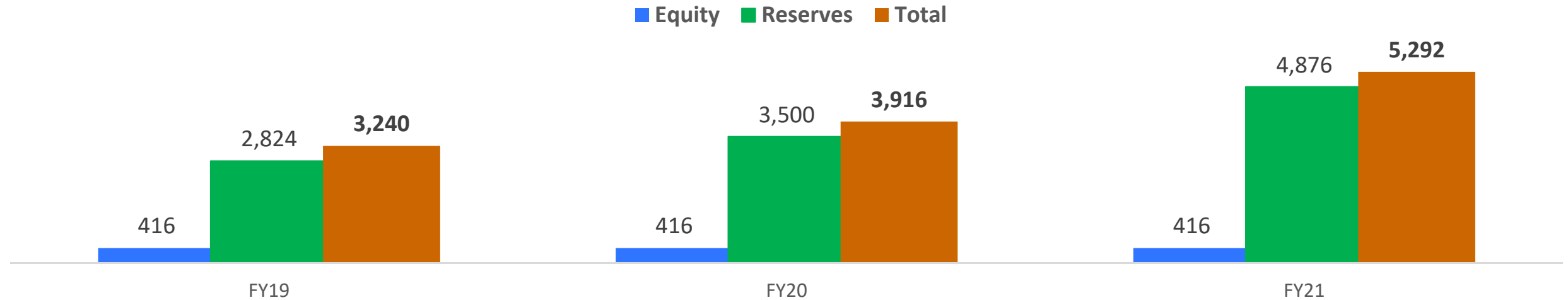


* including subsidy receipt under Special Banking Arrangement

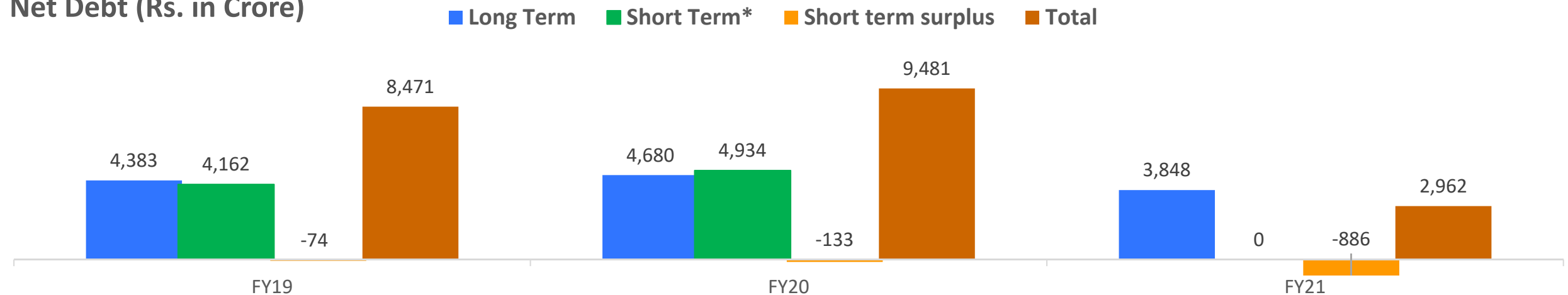
Strong Financial Position (Standalone)



Total Shareholder Funds (Rs. in Crore)

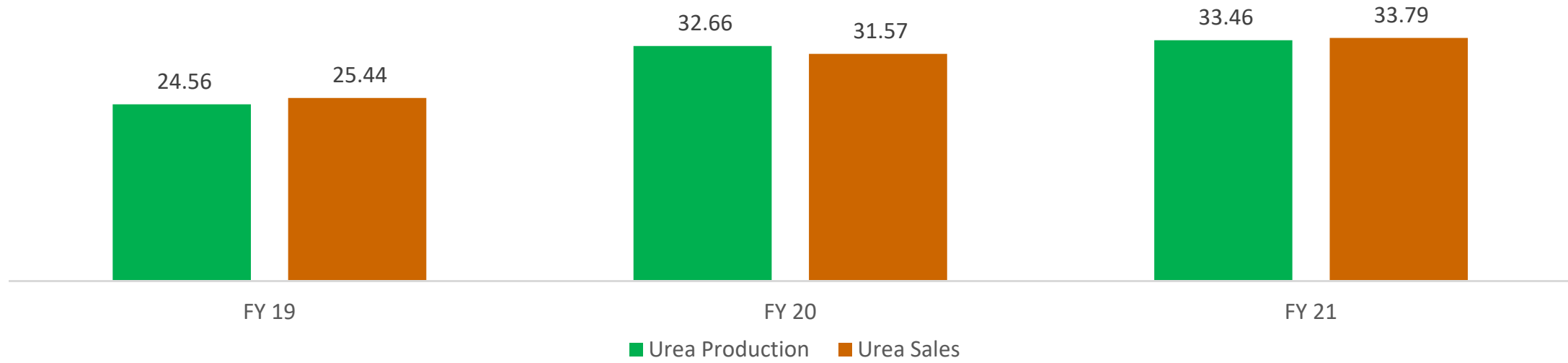


Net Debt (Rs. in Crore)

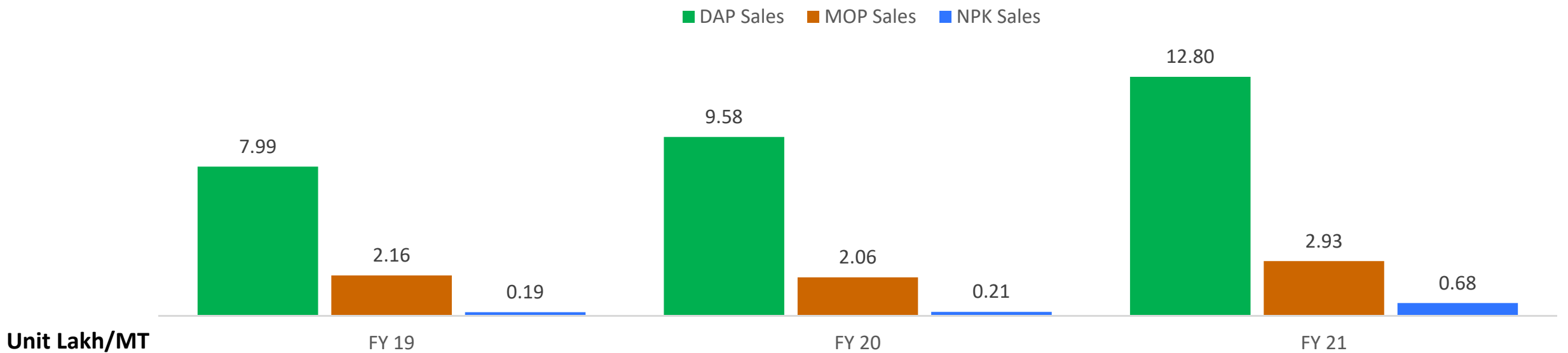


*Short Term loans include the amount received under Special banking Arrangements from Government of India against Subsidy outstanding, which is adjusted against the subsidy in the next financial year.

Urea Production and Sales



Non Urea Sales






Unit Lakh/MT

Contact Us




For queries and requests, please contact:


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For further details kindly visit Company Website : www.chambalfertilisers.com