



**CHAMBAL FERTILISERS AND CHEMICALS LIMITED**

January 29, 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 nine months ended December 31, 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 and Nine Months Ended December 31, 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 “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



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## Highlights

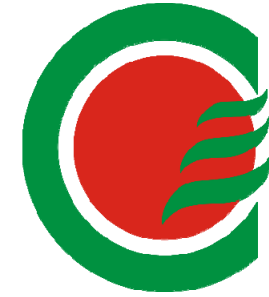


### Growth – New Business

- Project for manufacturing Technical Ammonium Nitrate at existing site at Gadepan, Rajasthan

### Performance Overview

- Excellent performance of joint venture IMACID, Morocco
- Steady Urea operations
- DAP/NPK - managed challenging environment of spiraling international prices and availability
- Healthy financial position and lower finance costs
- Interim dividend of Rs.4.50 per equity share considering 9 months' performance
- 5 FAI awards in various fields



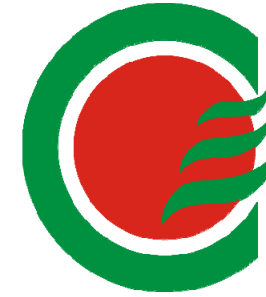
## Ammonium Nitrate Project

## Technical Ammonium Nitrate Plant at Gadepan site



- Technical Ammonium Nitrate plant - 2.20 Lakh MT/annum and Weak Nitric Acid plant - 1.80 Lakh MT/annum
- Estimated Project Cost of Rs. 1170 Crore
- Timeline: 36 months from the date of start
- Demand vs domestic supply gap increasing with demand CAGR of 5%-6%
- Coal mining, Cement Production, Iron Ore and Infrastructure Projects are main drivers for growth
- Significant opportunity even with announced new capacities
- Imports challenging - safety requirements, permissions, port limitations
- Competitive advantage – Ammonia, cost to serve, brownfield site, strong project & operations capability



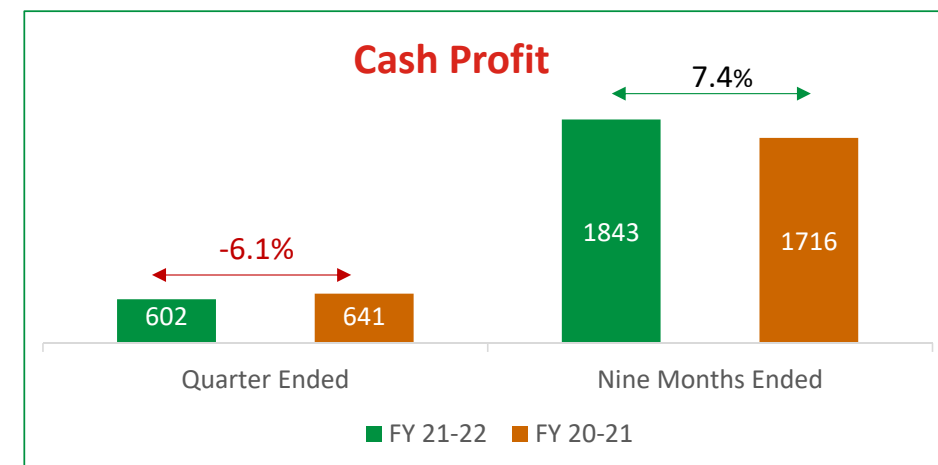
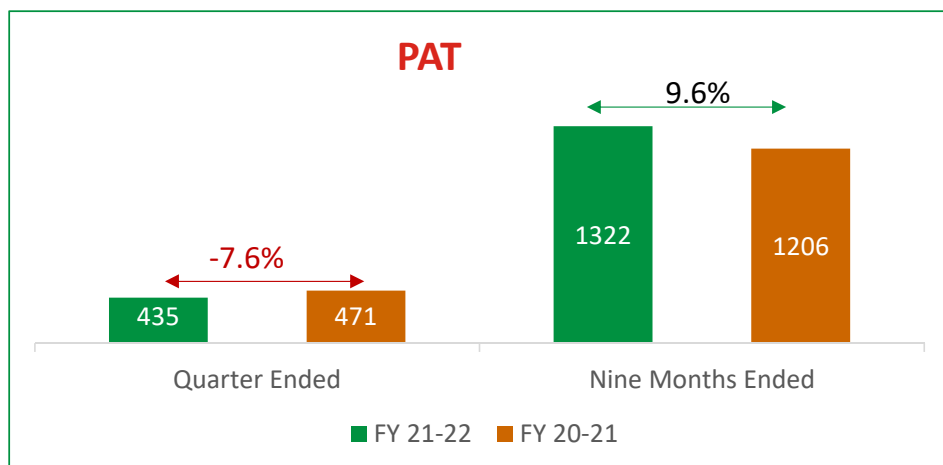
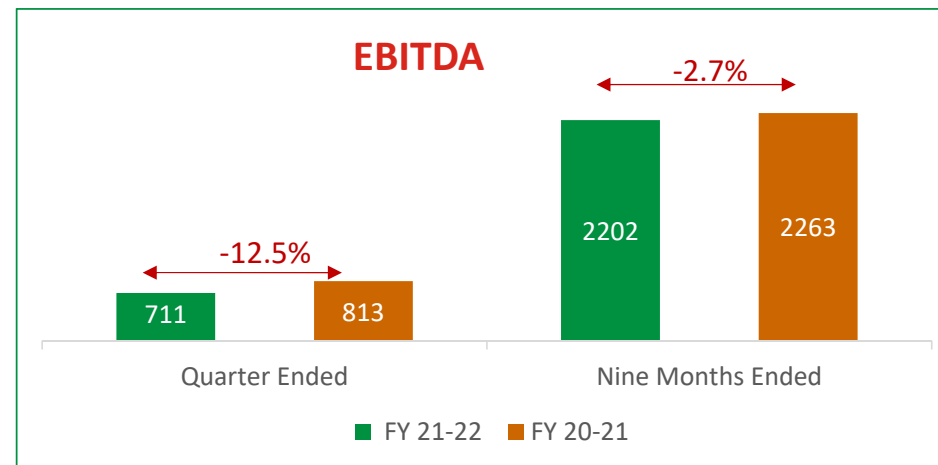
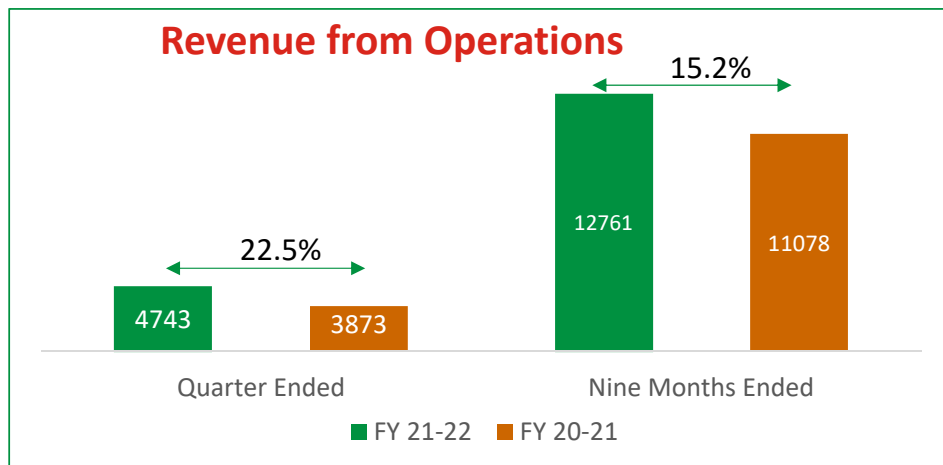


## Performance - Quarter and 9 Months



## Performance Highlights : Quarter and Nine Months Ended FY 2021-22 Vs FY 2020-21 – Consolidated

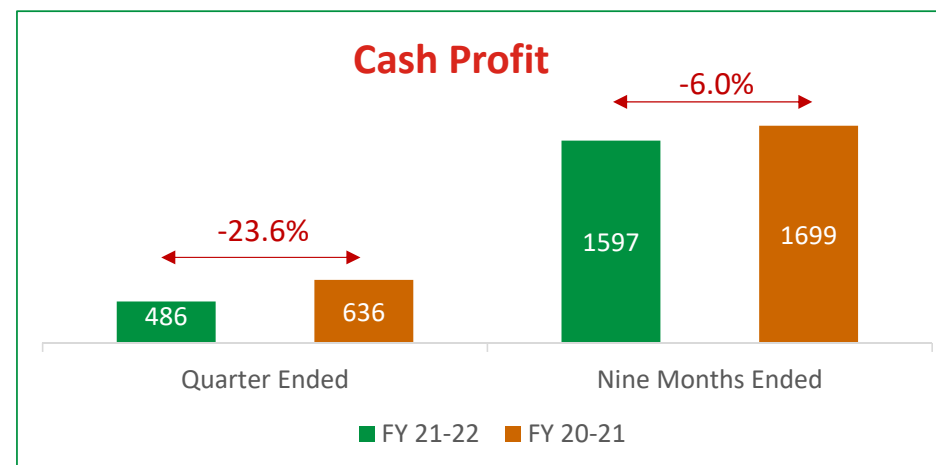
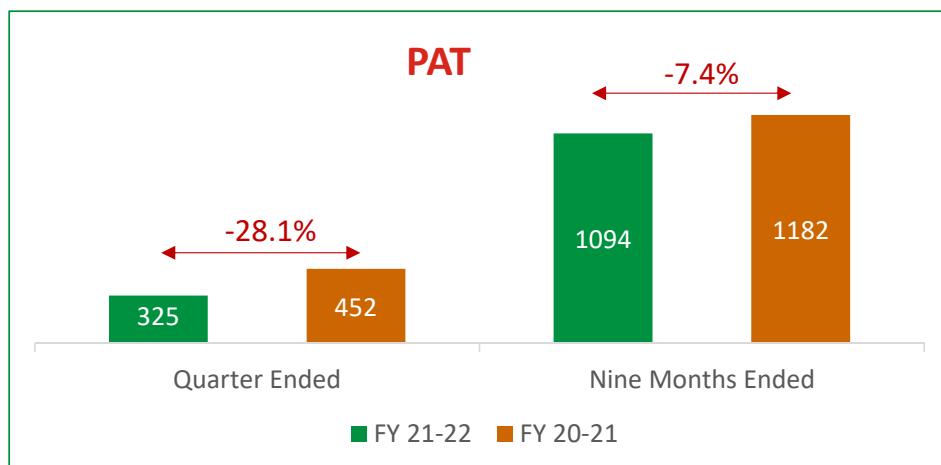
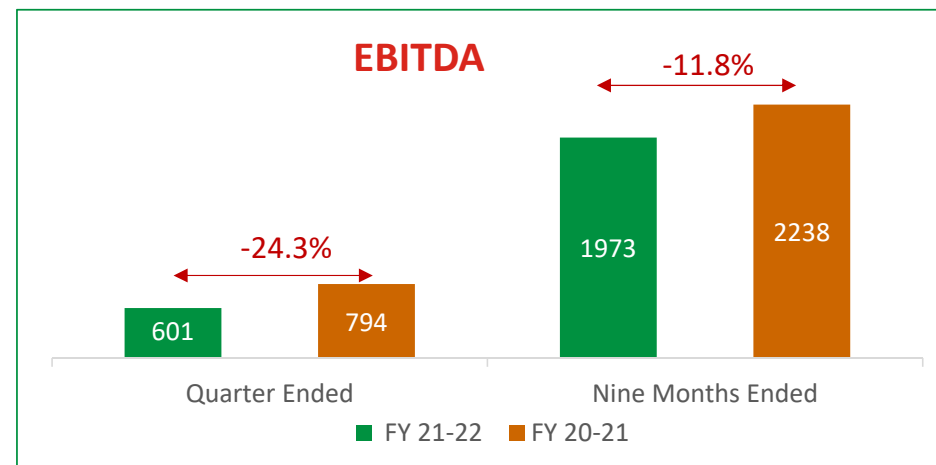
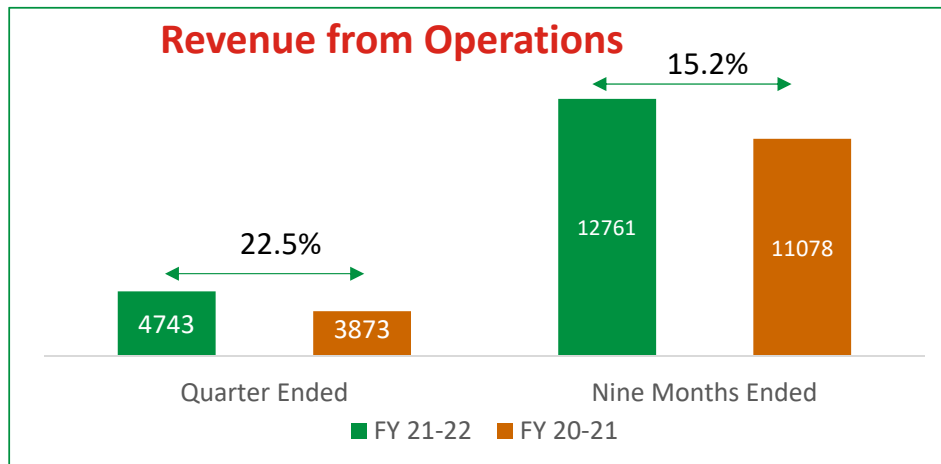
Amount (Rs. Crore)



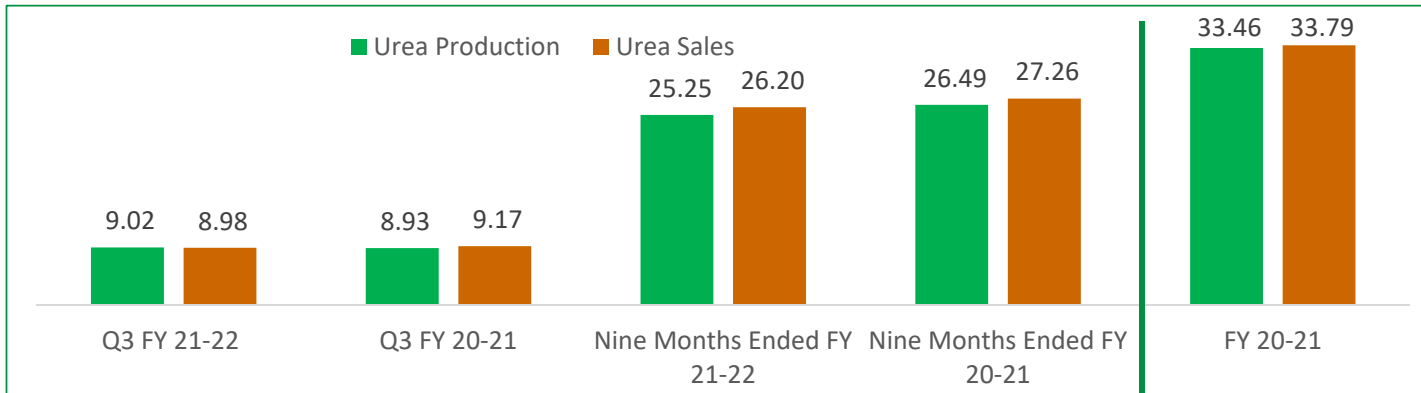
## Performance Highlights : Quarter and Nine Months Ended FY 2021-22 Vs FY 2020-21 – Standalone



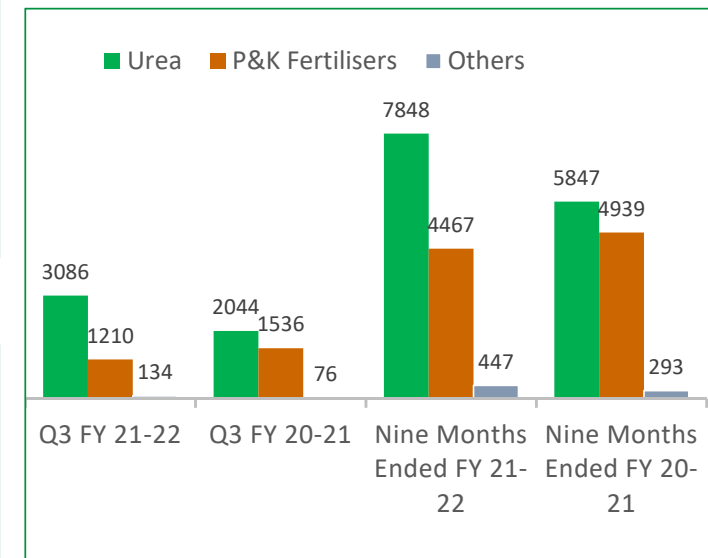
Amount (Rs. Crore)



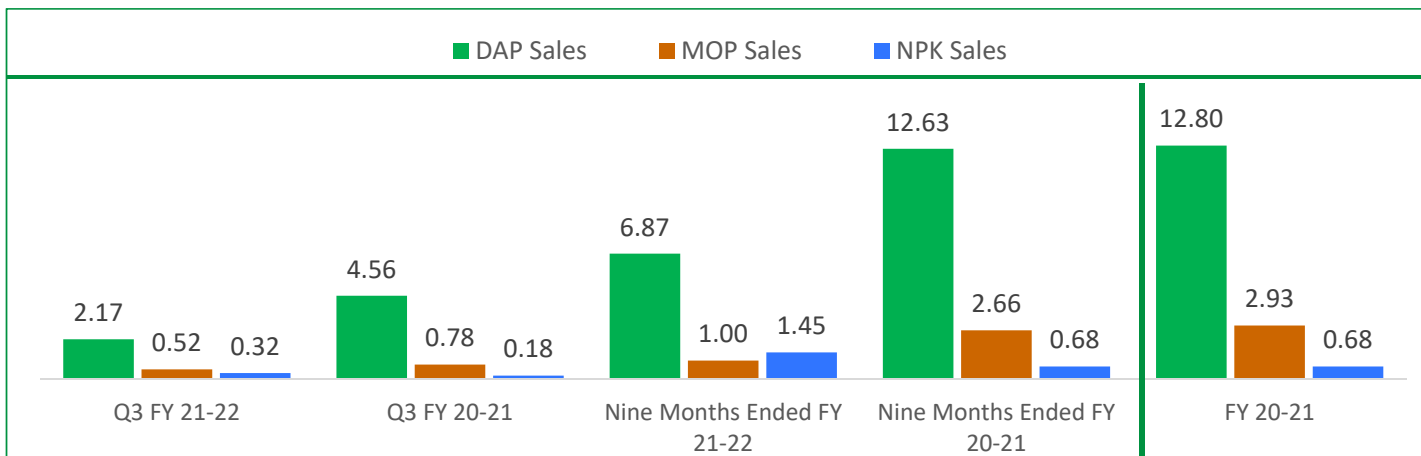
# Urea Production and Sales



# Revenue from Operations (Rs. Crore)



# P & K Fertilisers Sales



**P & K Fertilisers sales lower due to availability constraints**

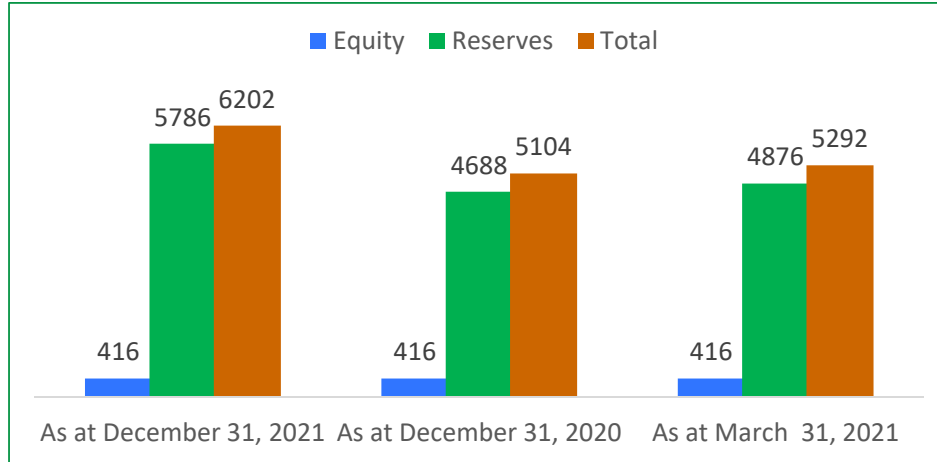
**Urea Revenue increased due to substantial increase in gas prices during the current quarter and nine months ended December 2021**



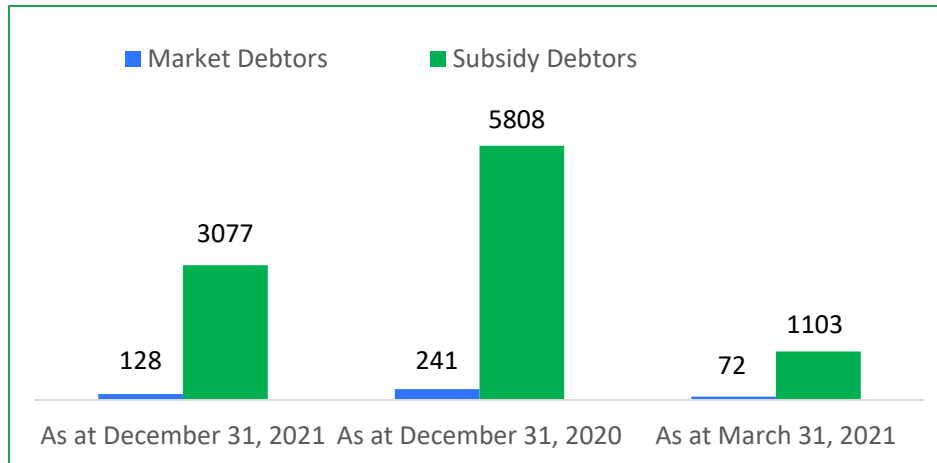


# Strong Financial Position

## Total Shareholders' Funds

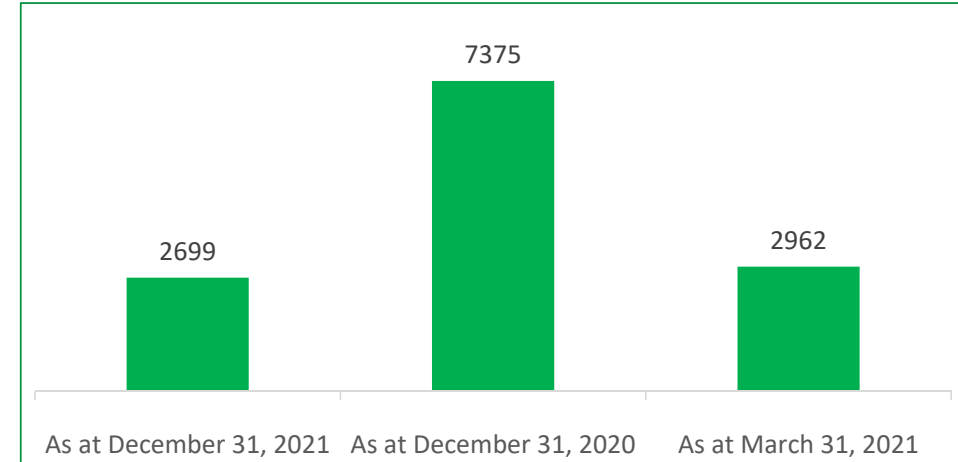


## Receivables

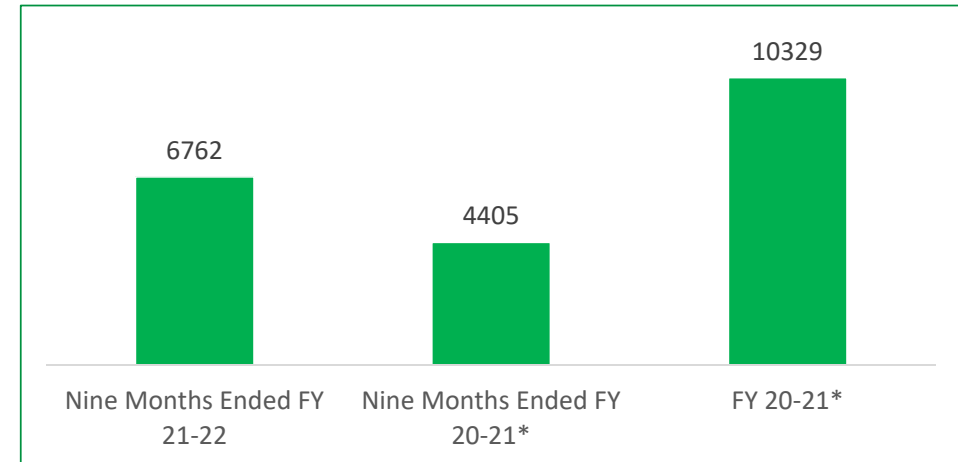


## Net Debt ( net of cash surplus)

Amount (Rs. Crore)



## Subsidy Received

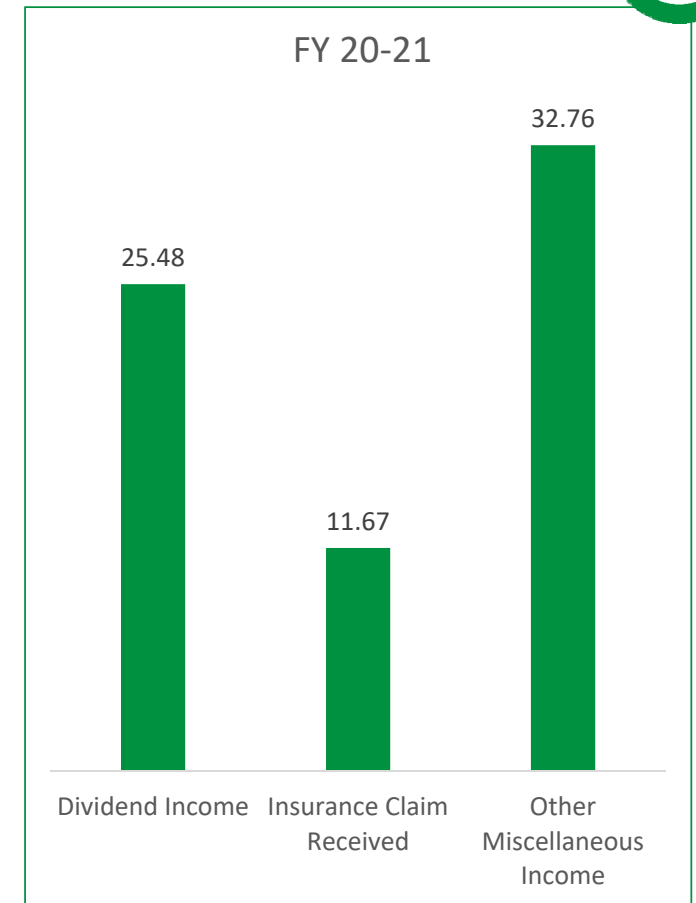
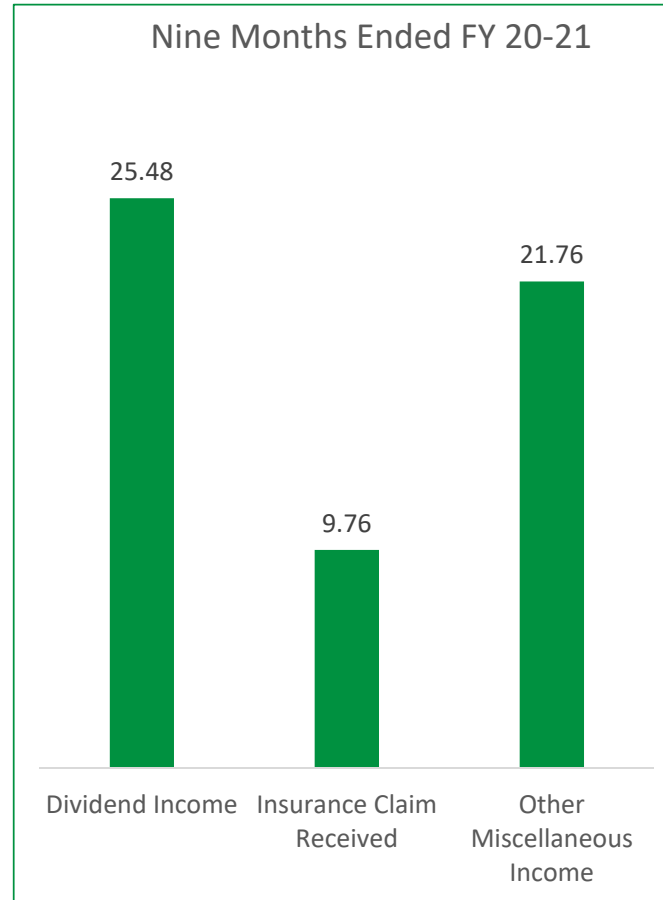
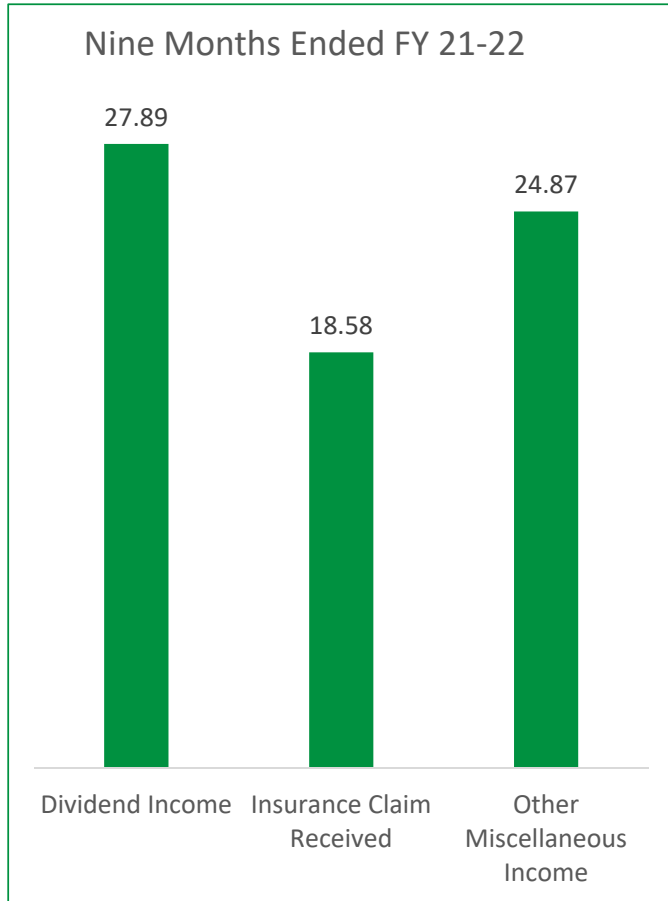


\* excluding subsidy receipt of Rs.1,274 crore under Special Banking Arrangement and including one time clearance of subsidy arrears by Govt. of India amounting to over Rs.5,500 crore.



## Major Items of Other Income

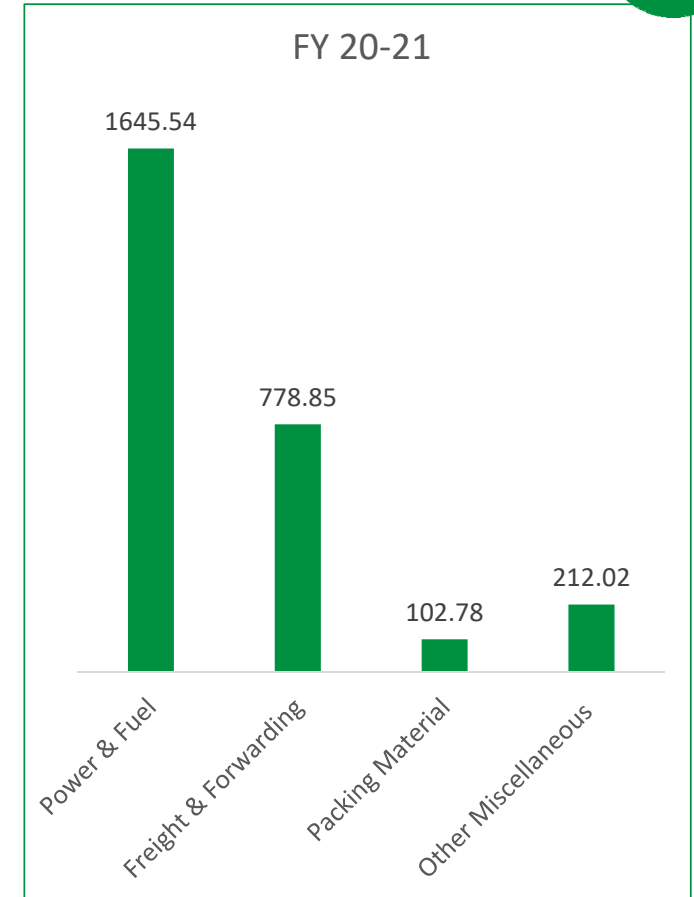
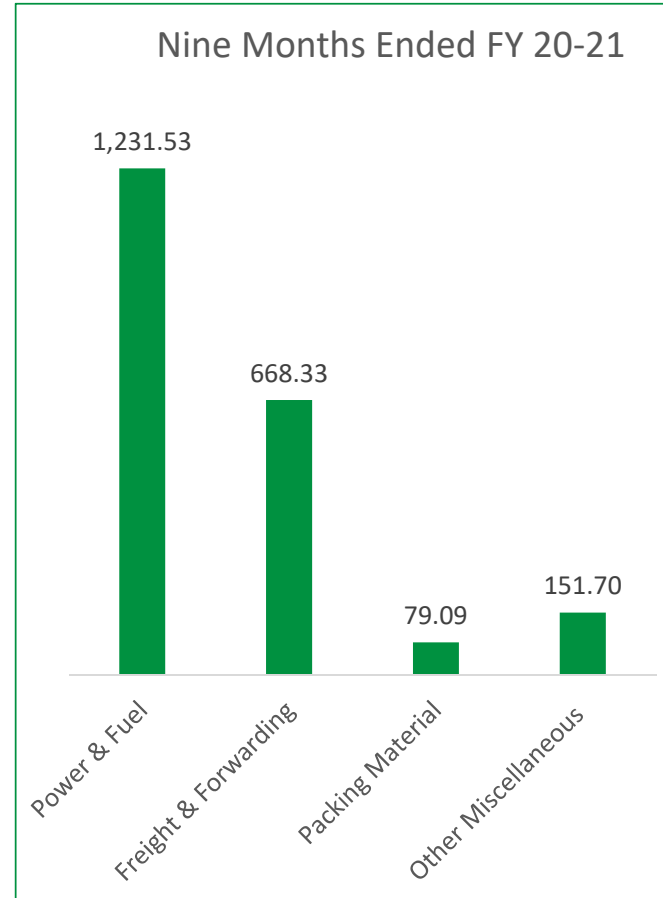
Amount (Rs. Crore)





## Major Items of Other Expenses

Amount (Rs. Crore)



### Note :

1. Increase in Power & Fuel primarily due to increase in gas prices.
2. Decrease in Freight & Forwarding Expenses mainly due to lower volumes of fertilisers.





## Pan India Presence

Accessible market  
(of total market size)

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

We have made inroads in the emerging markets during 1<sup>st</sup> year of operations with sales of 1.76 Lakh MT of phosphatic and potassic Fertilisers

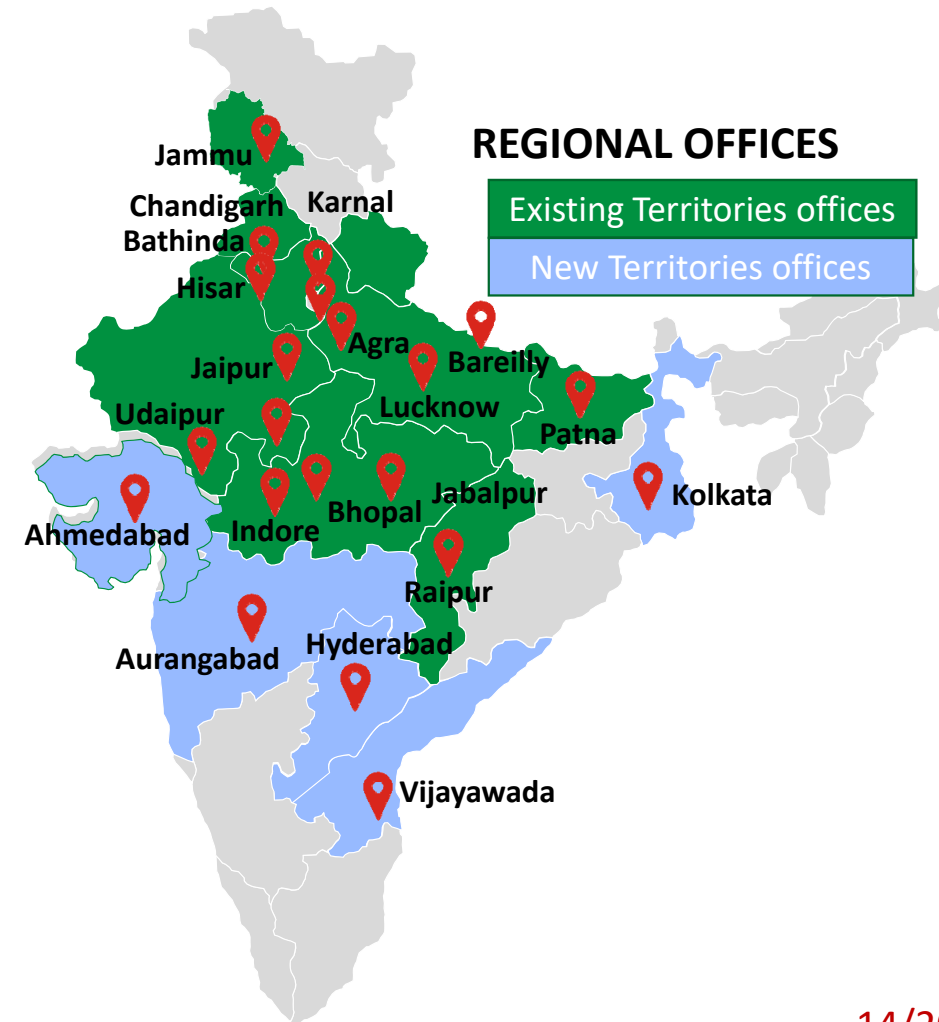
Marketing network comprises of

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

**20**  
Regional offices

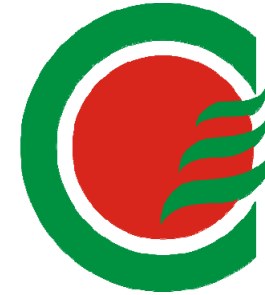
**~3,700**  
Dealers

**~50,000**  
Retailers

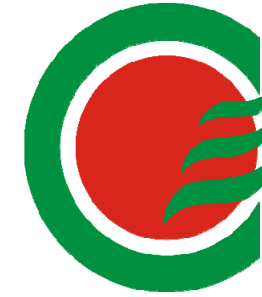


# WE PROVED OUR METTLE ONCE AGAIN

Chambal Fertilisers and Chemicals Limited, once again has made its mark.  
The Company has been recognised as winner at very prestigious  
FAI Awards 2020-21 in the category of



## The Fertiliser Association of India (FAI) Awards

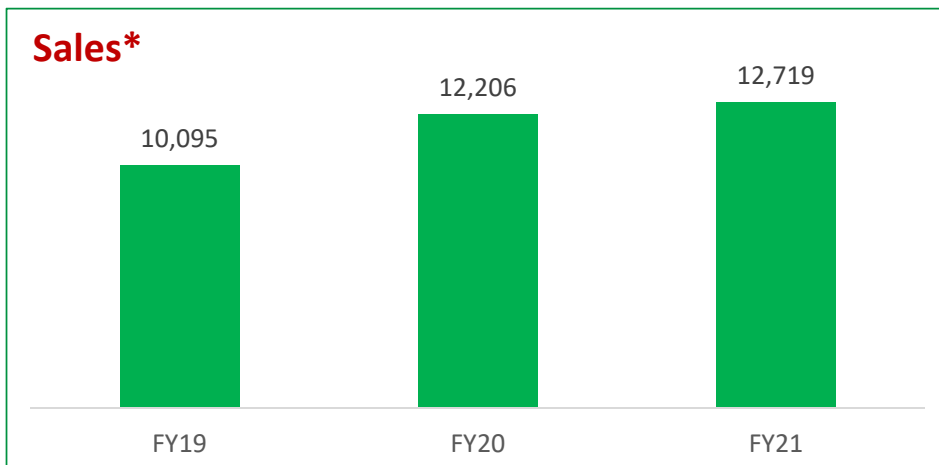


## Past Performance

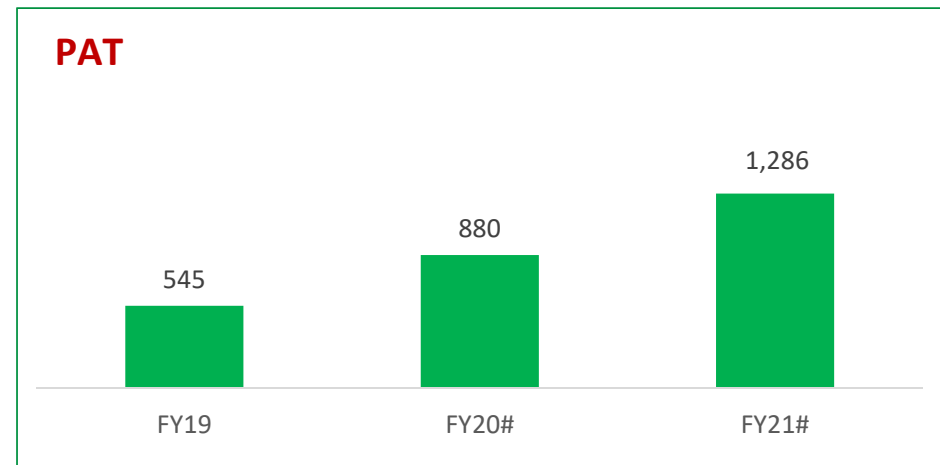
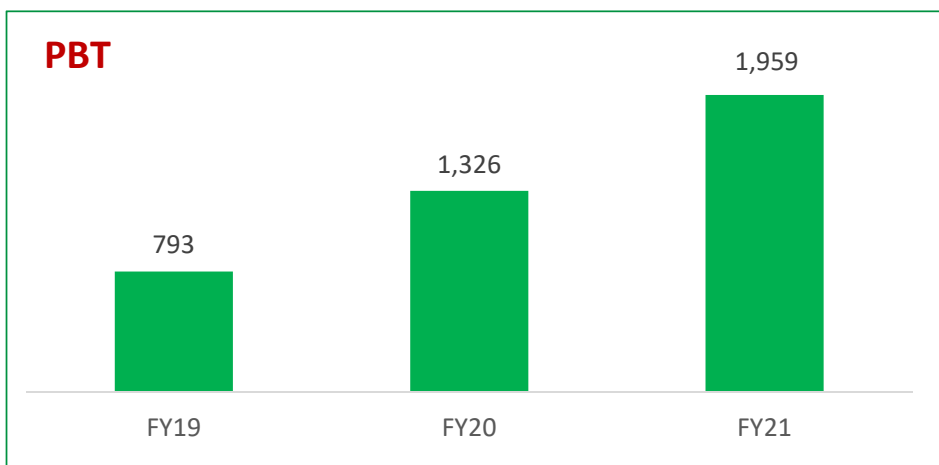


# Performance Highlights (Standalone)

Amount (Rs. Crore)



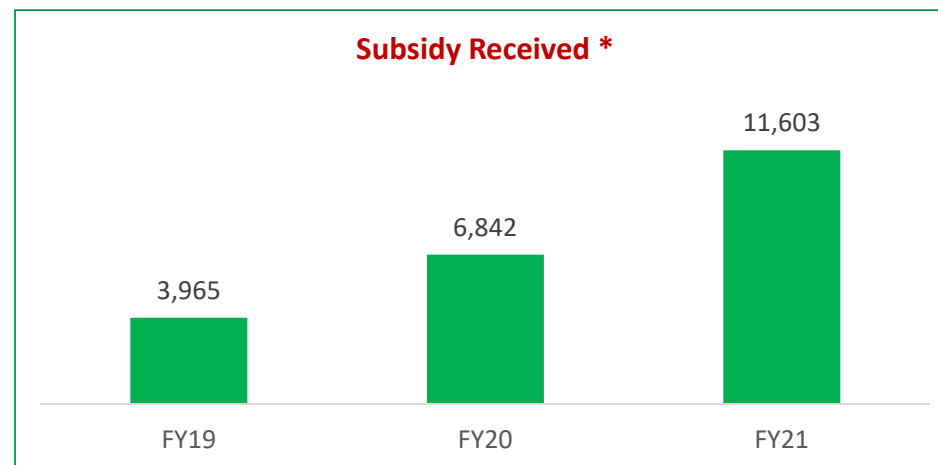
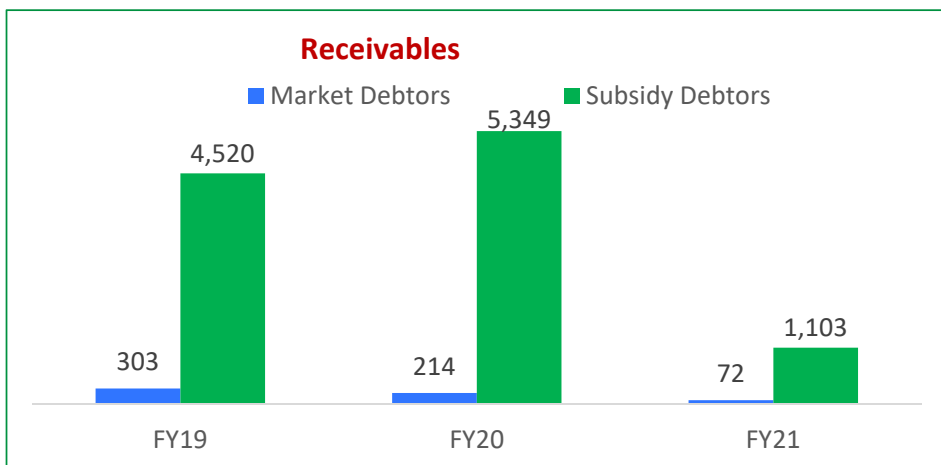
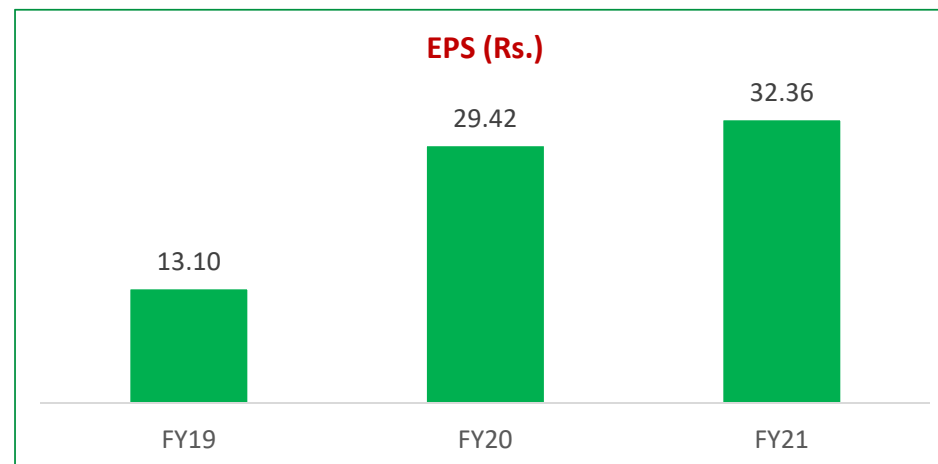
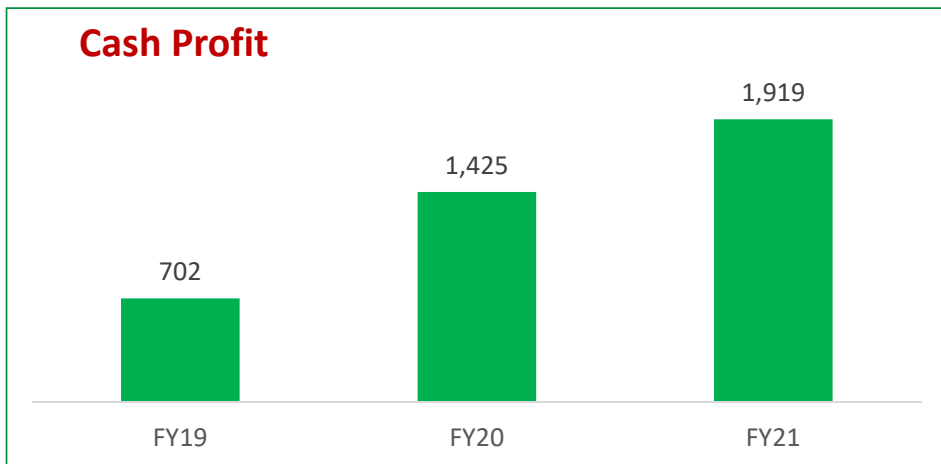
\*The revenue from Gadepan-III Plant commenced from January 1, 2019.



# Excluding one time deferred tax benefit of Rs.344 crore and Rs.61.25 crore during FY 2020 and 2021 respectively.

# Cash Profit, EPS and Receivables (Standalone)

Amount (Rs. Crore) except EPS

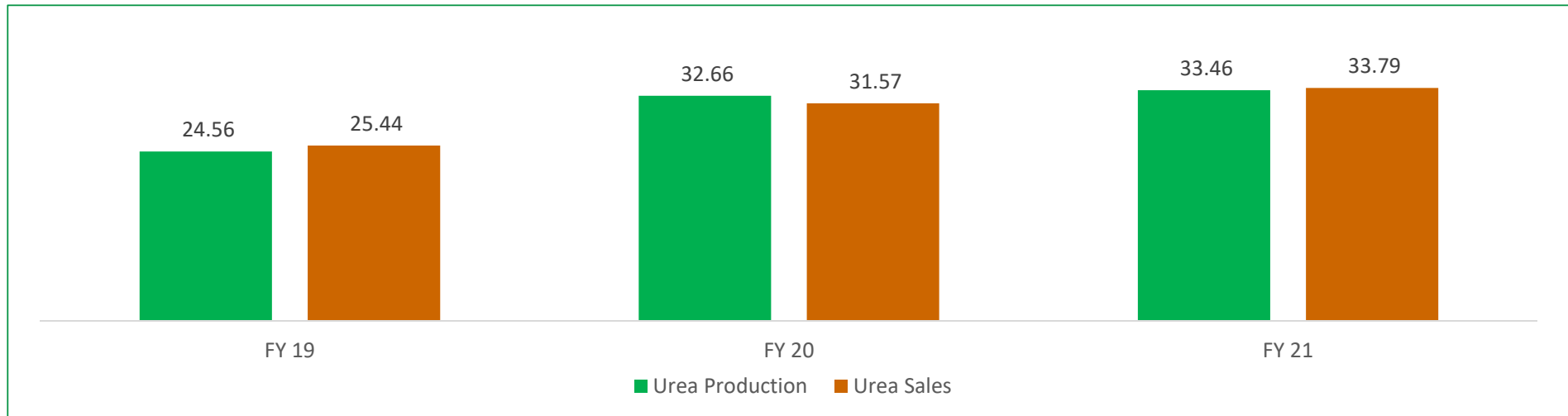


\* including subsidy received under Special Banking Arrangement

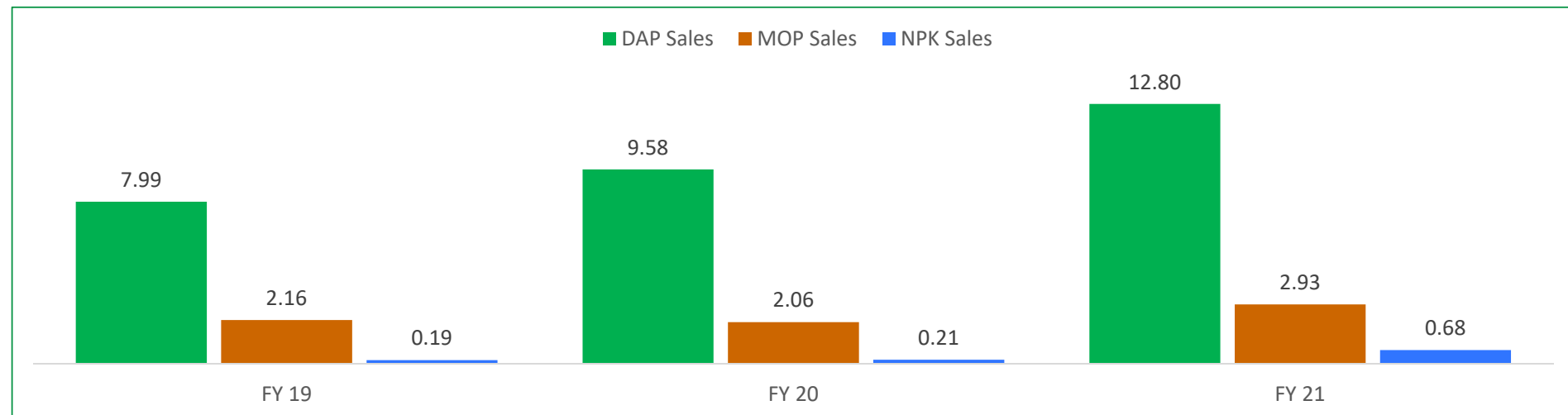


## Urea Production and Sales

Unit - Lakh/MT



## P&K Fertilisers Sales







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## Contact Us





For queries and requests, please contact:


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[rishab@cdr-india.com](mailto:rishab@cdr-india.com)

**For further details kindly visit Company Website :**  
[www.chambalfertilisers.com](http://www.chambalfertilisers.com)