



CHAMBAL FERTILISERS AND CHEMICALS LIMITED

February 7, 2023

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 and nine months ended December 31, 2022, 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

Q3 and 9M FY23 Earnings Presentation
February 2023

Disclaimer

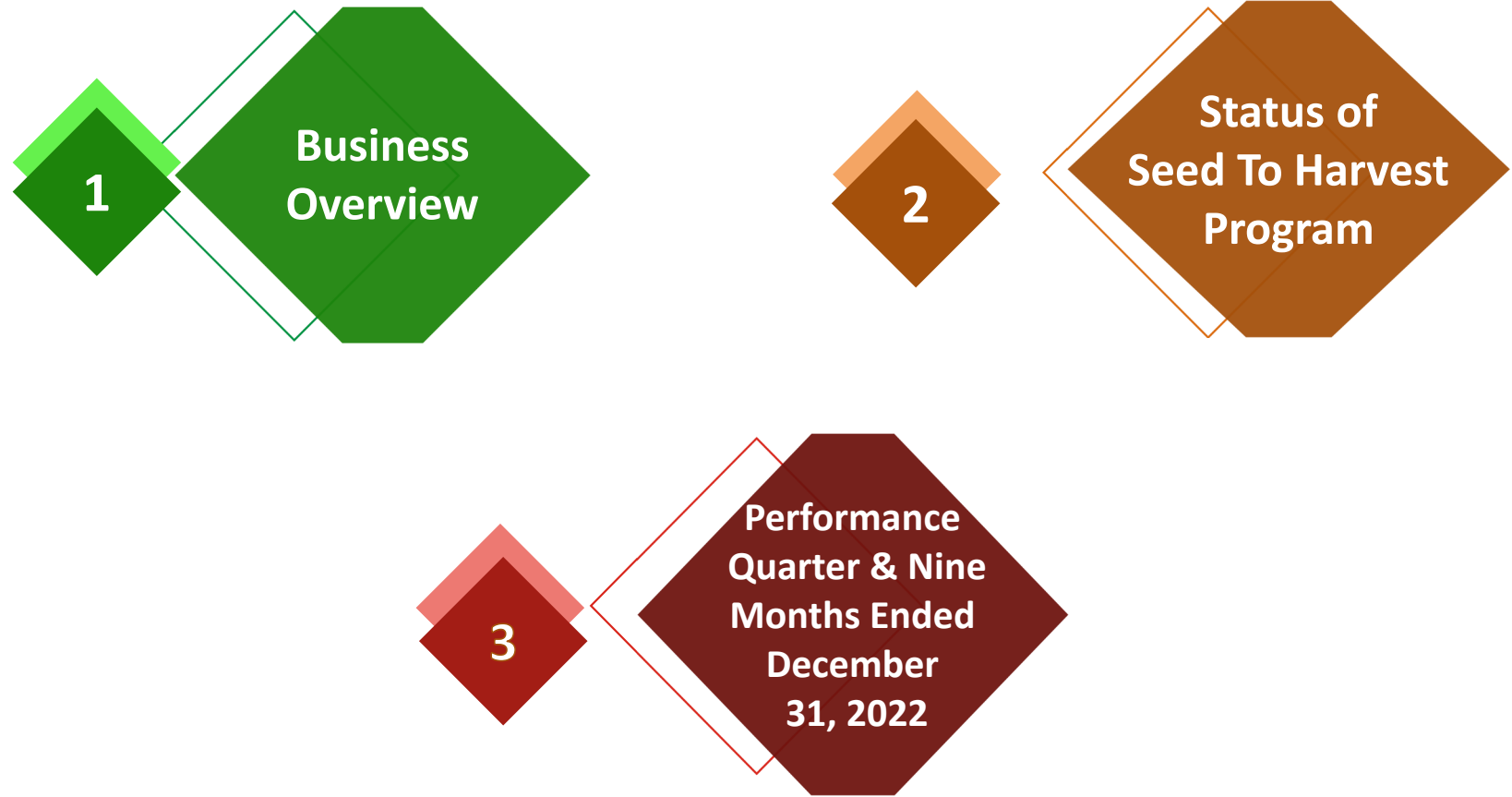
The following slides may contain “forward looking statements” including statements relating to the implementation of strategic initiatives by Chambal Fertilisers and Chemicals Limited (“CFCL” or “Chambal” or “Company”) and future business developments and economic performance.

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



Business overview



Steady performance on the back of good monsoon

Urea

- Improved subsidy collection resulted in reduced working capital stress
- Reduction in gas prices expected to reduce subsidy accumulation

Non urea

- Prices of phosphatic fertilisers continue to decline

Crop Protection Chemicals and Specialty Nutrients

- Continuing strong growth
- Seed to Harvest Program continues to make strong strides

Technical Ammonium Nitrate (TAN)

- TAN Project progress is on track



The Seed to Harvest program - 9 Months FY 22-23



116

Geographies

2200

Farmer meetings organized

9

Crops - Paddy, Soybean, Cotton, Vegetables, Maize, Groundnut, Wheat, Mustard, and Sugarcane

1163

Villages

91000+

Farmers connected

Enhancing value for the farmer





Corporate Social Responsibility Initiative

... Investing today for a sustainable future



Project Akshar – Pre primary & School education



Project Saksham – Technical & Vocational Education



Project Pragati – Employability & Empowerment



Transforming education domain in rural areas of Rajasthan

- Supporting 47 Aanganwadi Centers and 53 Government Schools, covering around 10000 students annually
- Improving learning pedagogy
- Integrating technology into learning
- Building robust educational infrastructure

Skilling Rural youth for a better future

- Supporting 5 Industrial Training Institutes and one Government Polytechnic College, to train around 2000 youth annually
- Enhancing employability quotient by facilitating quality technical education
- Making students industry ready with latest technical knowledge
- Facilitating placements of students in the industry

Building capacity – transforming lives

- Working with over 400 women folks in 8 villages
- Creating empowered self help groups
- Initiating new business ideas – one village one product
- Harvesting rural prosperity through farmer groups



Project Arogya – Healthcare and Sanitation

Strengthening healthcare services for a healthy community

- Supporting 3 Primary health centers and health care facilities in 26 villages & 100 + academic institutions
- Facilitating rural youth to avail modern medical facilities at doorstep
- Supporting government efforts towards healthcare facilities

Project Bhoomi – Environment Sustainability

Preserving natural resources for future generation

- Crop residue management in over 240 villages of Haryana, Punjab & Rajasthan for promoting sustainable method of agriculture
- Promoting alternative methods of crop residue management
- Sensitizing the farming community to adopt sustainable methods of agriculture

Project Saakar – Rural Development

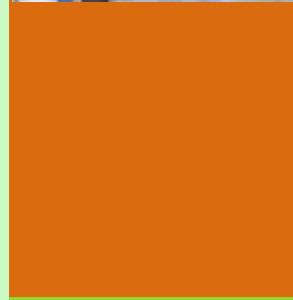
Building capacity – transforming lives

- Working in mainly 8 proximal villages for rural infrastructure development programs
- Working for Development of villages near the plant as model villages
- Touching lives of over 20000 rural folks in nearby villages

Project Udaan – Promotion of Sports

Nurturing the grassroots players

- Creating new pathways for rural youth
- Marking rural sports as a pivotal step in creating sports culture
- Providing a platform to rural youth to perform at a wider platform



REFLECTION OF OUR SUSTAINABLE FOOTPRINTS



**Performance - Quarter
and Nine Months Ended
December 31, 2022**

Performance Highlights



STANDALONE

Q3 FY 23	Q3 FY 22	% VAR	Rs in Crore	9 M FY 23	9 M FY 22	% VAR
8296	4743	75%	Revenue	24174	12761	89%
693	601	15%	EBITDA	1927	1973	-2%
495	501	-1%	PBT	1441	1669	-14%
324	325	-	PAT	971	1094	-11%

CONSOLIDATED

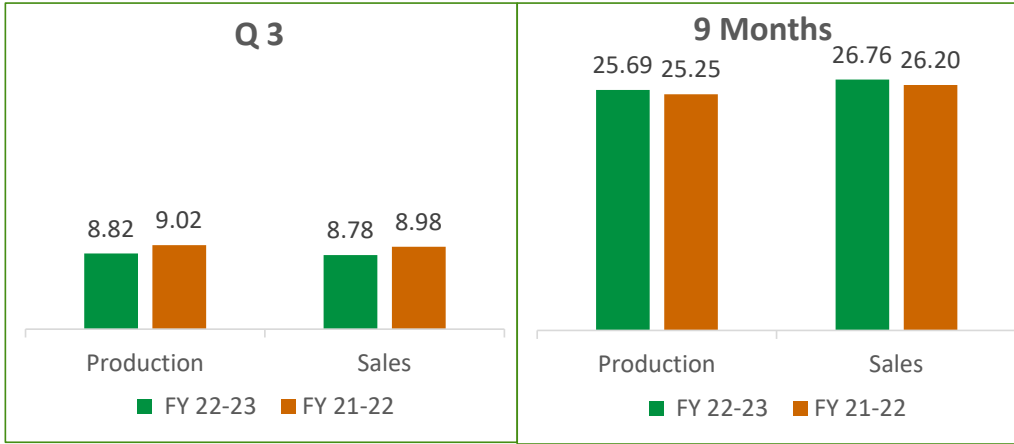
324	435	-26%	PAT	940	1322	-29%
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- Urea plants performed well with better energy efficiency
- Crop Protection Chemicals (CPC) & Specialty Nutrients (SN) continuously achieved higher profits
- High cost of materials with depreciated INR and inadequate subsidy impacted the profitability of P&K fertilisers

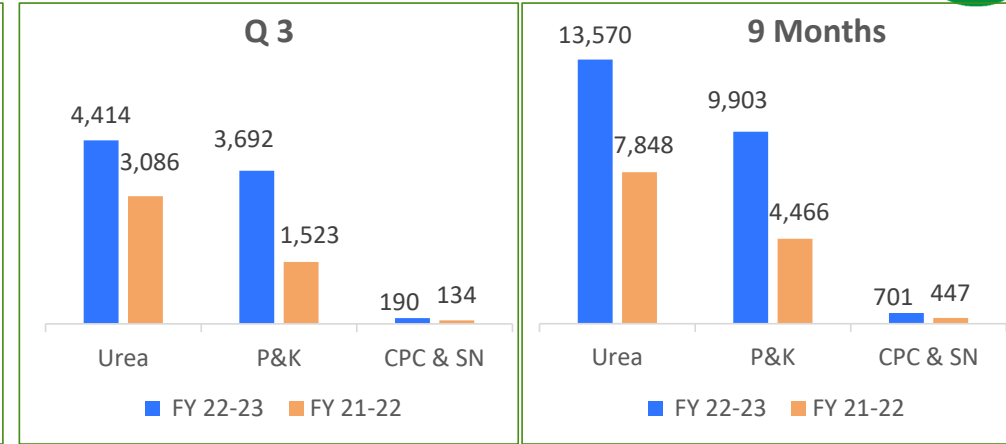
- Joint Venture- Indo Maroc Phosphore S.A. IMACID, Morocco - lower realisation impacted the profitability



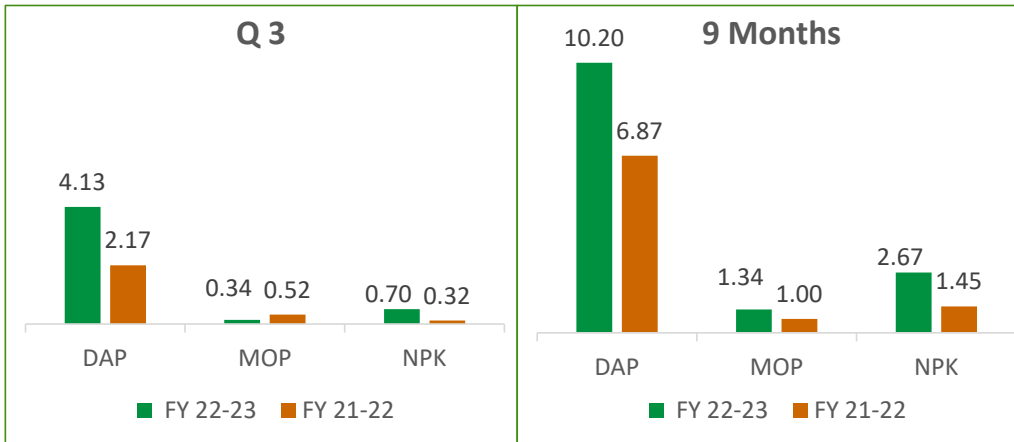
Urea Production and Sales (Lakh/MT)



Revenue from Operations (Rs in Crore)



P & K Fertilisers Sales (Lakh/MT)

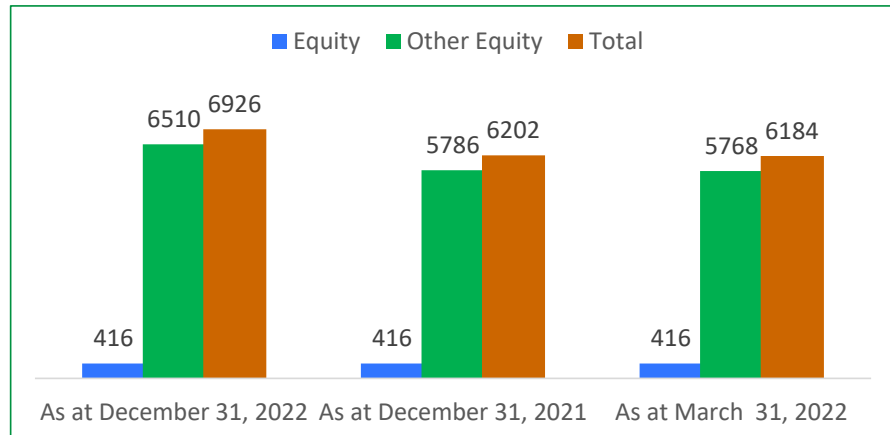


- Urea: Revenue increased mainly due to higher gas prices
- P&K Fertilisers: Higher revenue due to higher volumes and prices
- CPC & SN: Continues strong double-digit growth

Financial Position - Standalone

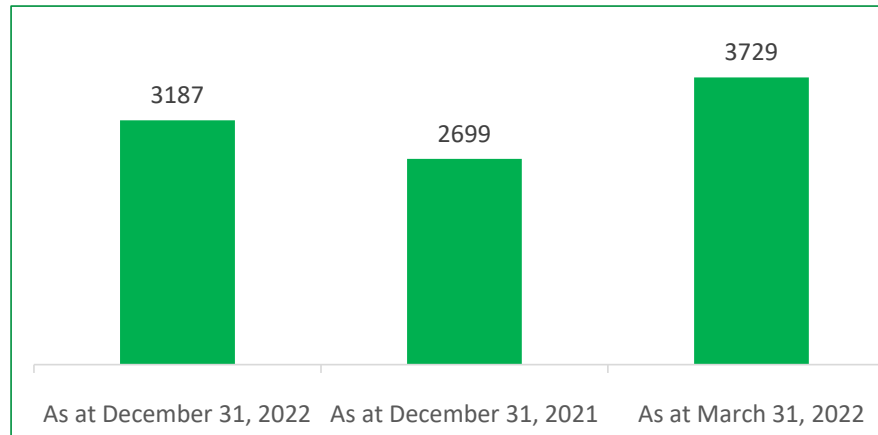


Total Equity

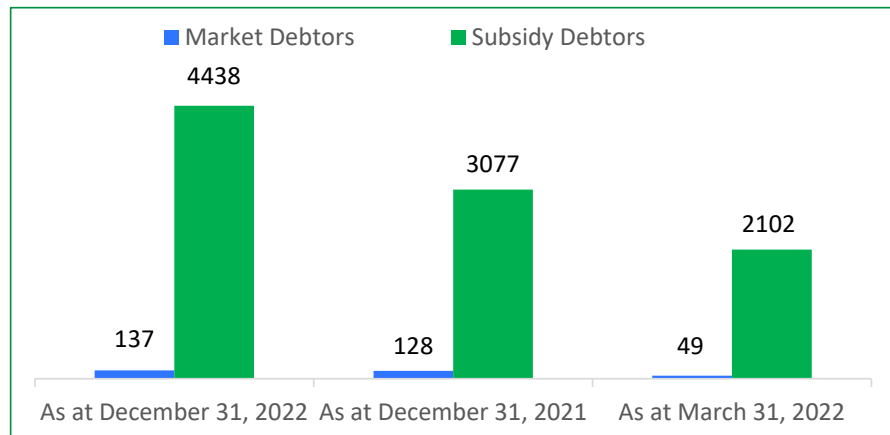


Net Debt (net of cash surplus)

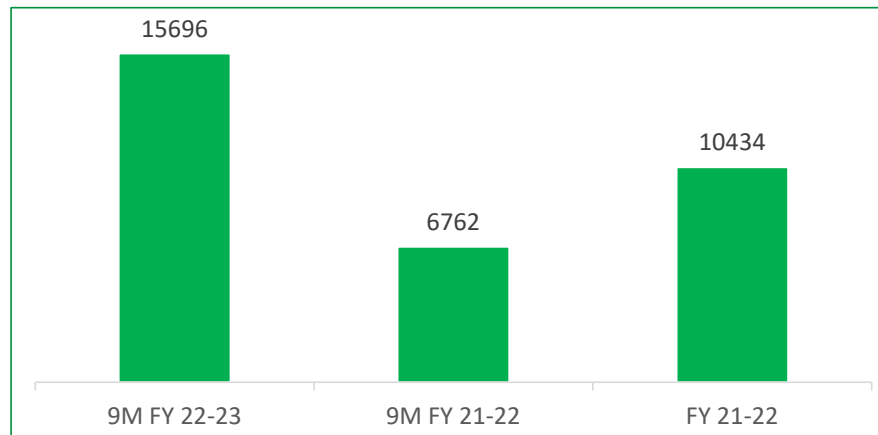
(Rs in Crore)



Receivables



Subsidy Received

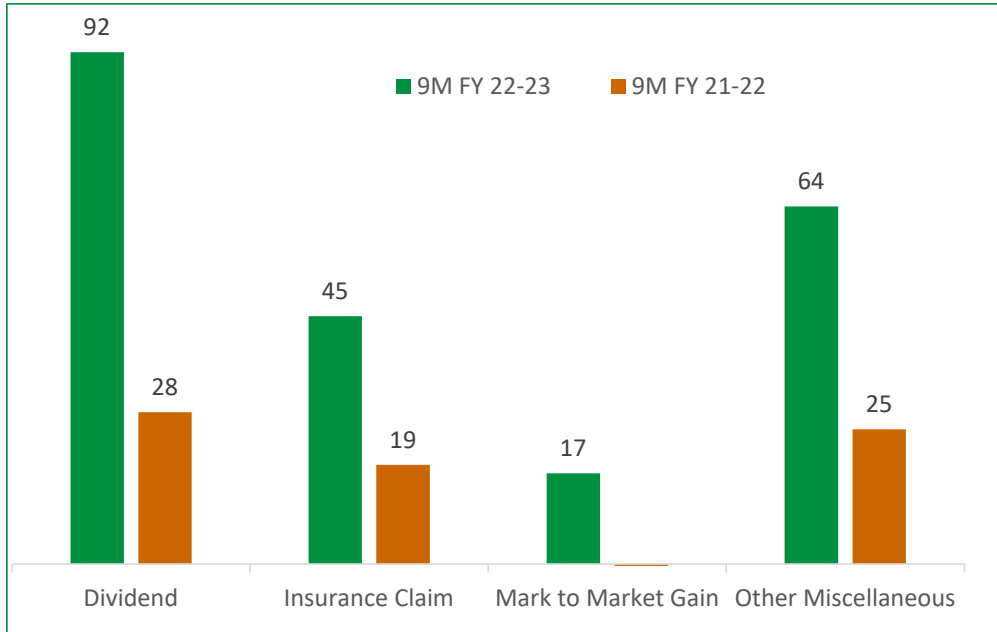


Note: Rs 2898 crore subsidy received subsequently during January 2023



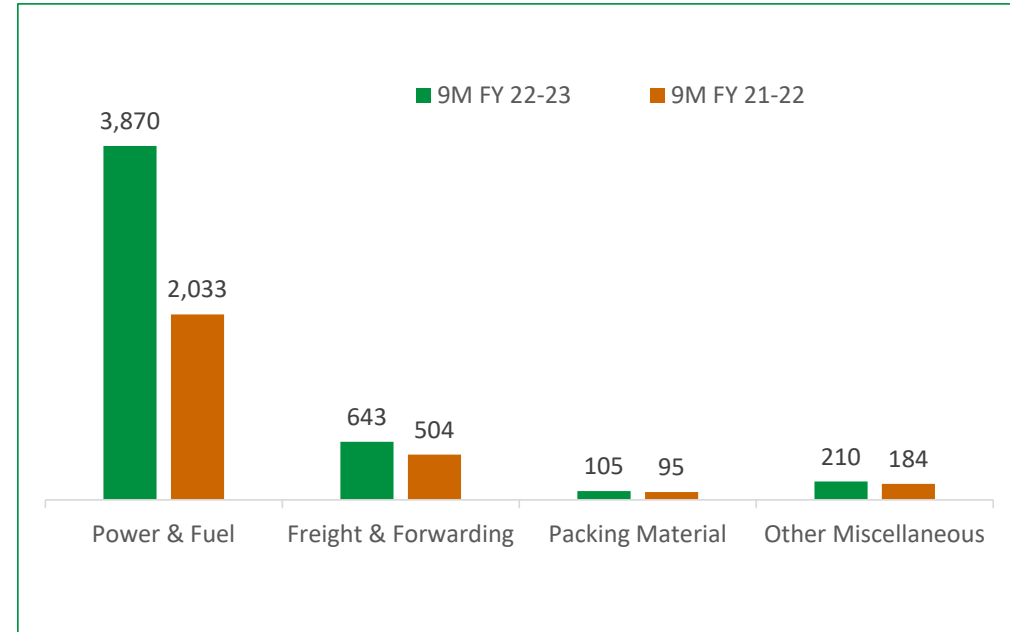
(Rs in Crore)

Major Items of Other Income - Standalone



- Other Miscellaneous income includes GST refund of Rs.41 Crore on Ocean freight in FY 2022-23

Major Items of Other Expenses - Standalone






- Increase in Power & Fuel due to substantial increase in gas prices
- Increase in Freight & Forwarding mainly due to higher volumes of fertilisers

Contact Us





For queries and requests, please contact:


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www.chambalfertilisers.com



Thank You