



**CHAMBAL FERTILISERS AND CHEMICALS LIMITED**

Ref. No.: CFCL/SE/2023-24/42

February 6, 2024

**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, 2023, 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**

**(Tridib Barat)**

Vice President - Legal & Company Secretary

**Encl.: As above.**



# Chambal Fertilisers and Chemicals Limited

## Investor Presentation

Quarter and Nine Months Ended December 31, 2023

## Disclaimer

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

While forward looking statements reflect the Company’s assessment of development of its business, there are 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 trend, movements in currency exchange and interest rate, competitive pressures, technological developments, changes in the 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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Months Ended  
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# Business Development

## Bulk Fertiliser

- Urea production maintained at optimal levels
- DAP, NPK volumes remain subdued
- Continued Government support results in timely subsidy receipts
- Technical Ammonium Nitrate (TAN) project progress as per schedule

## Crop Protection and Specialty Nutrients

- Strong growth momentum continues
- Deep farmer connect aid in higher volumes
- Long term alliances for accessibility of new age chemistries

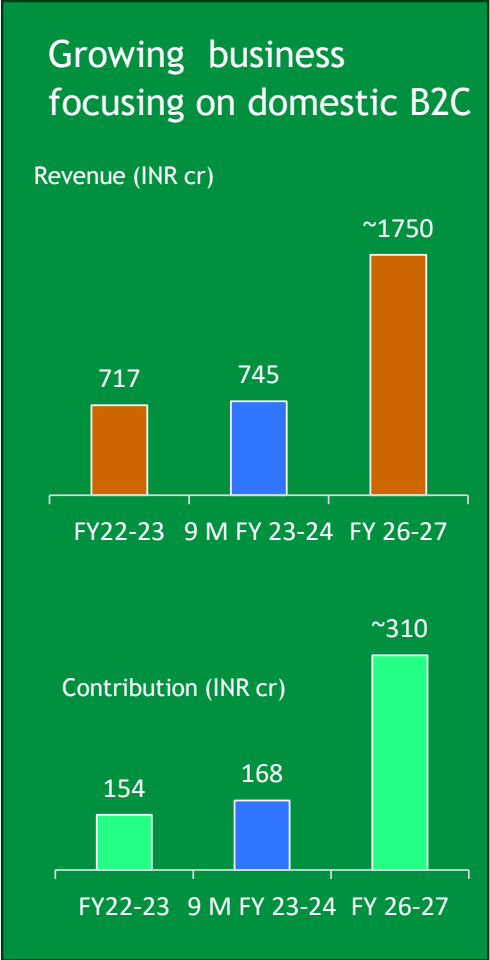
## Seed to Harvest Program

- Strong focus on digital media
  - Monthly Chambal ki Chitthi reaches over 1 lakh farmers, channel partners and internal teams
  - WhatsApp bot hosted over Toll-free number, connected with more than 12 lakh farmers with 12 campaigns
  - Healthy improvement in dealers, retailers and farmers reach via virtual interaction under PMKS facility





# CFCL's Crop Protection Chemicals (CPC) & Speciality Nutrient Business (SN)



### Product portfolio

- Strong pipeline of 12 new products for CPC, majorly weedicides next year
- 30% portfolio relevant for high value crops (Fruits & Vegetables & niche crops)
- Complete solution & Service provider inclusive of Nutrition & Crop protection
- Strong Growth in Sunrise category of biologicals, focusing soil health & sustainability
- Launching 1 innovative biological product next year and doubling the pipeline in collaboration with R&D based organisation in next 3 years



### Alliances with Innovators

- Alliances with innovator companies from Japan, US, Europe & Middle East for accessibility of new age Crop protection & Speciality nutrient products
- Collaboration with R&D institutions for Biologicals, both locally & globally for the introduction of Stable & effective microbials and biostimulants



### Effective sourcing & Quality assurance

- Exploring synergy with players having deep integration of innovation in manufacturing & formulation technology
- Tie up with Preferred suppliers for P2P arrangements for off patented generics & their combinations



### Channel model Domestic Sales

- Present in 90% of the Market Size across North, West, Central & Southern markets
- Channel Capabilities with Market Width of 25% (~10500 Cr) & Depth of 17% (~1750 Cr) in FY 2026-27



### Farmer connect leveraging physical infrastructure

- Innovation across products, service model for improved delivery including drones
- Farmer connect model leveraging digital and physical infrastructure. Onboard large base of farmers in relevant regions/ districts
- Seed to Harvest (S2H) Program to build capabilities on farmer service & education towards brand awareness & demand generation
- S2H extension to new areas to focus Fruits & Vegetables

Strong Growth inspite of adverse market conditions on demand and reduction in prices

# CPC & SN Portfolio: Category wise volume growth – 9M FY 23-24 Vs 9M FY 22-23



**Volume Growth**

9%

Insecticides



24%

Weedicides



30%

Fungicides



16%

Speciality Nutrients



**Revenue Share  
9M FY 23-24**

30%

27%

12%

31%



## New CPC products introduced in FY 2023-24



Weedicide  
**UTTAM MOZO**  
(Metsulfuron Methyl 10% +  
Chlorimuron Ethyl  
10% WP )



Weedicide  
**UTTAM AMETO**  
(Ametryne 80% WDG)



Insecticide  
**UTTAM NADORA**  
(Flubendiamide 0.7% GR)



Selective Herbicide  
**UTTAM ZOZO**  
(Fenoxaprop-p-ethyl  
6.7% w/w EC)



Fungicide + Insecticide  
**UTTAM GRACE**  
(Pyraclostrobin 3.5% +  
Clothianidin 22.5 +  
Thiram 15% FS)



Insecticide  
**UTTAM JOBU**  
(Thiamethoxam 12.6%  
+ Lambda Cyhalothrin  
9.5% ZC)





## TAN Project Progress

Total Project Cost -  
Rs 1645 Cr

Production Capacity  
-2.4 Lakh MTPA

Lump sum turnkey  
Contractor - Larsen &  
Toubro

Plant to Commence  
operations by -  
October 2025

- Project Implementation progressing as planned
- Statutory approvals are in place
- Amount spent on project till 31<sup>st</sup> Dec.2023 Rs198 Crores (approx.)
- Orders for long lead items have been placed
- Construction activities are on full swing



## ELECTRICAL MAIN SUBSTATION



## CONTROL ROOM BUILDING



## AMMONIUM NITRATE MELT TANK





## WEAK NITRIC ACID TANKS



## HIGH DENSITY AMMONIUM NITRATE ELECTRICAL SUBSTATION



## CONTAMINATED WATER TANK & EFFLUENT PITS



# Seed to Harvest

(9M FY 23-24)



Seed to Harvest legacy continues..



Major crops- Paddy, Cotton, Soybean, Sugarcane, Maize, Ground nut and pulses and now focus on identified fruits & vegetables



Number of territories covered 300



Villages covered 2939



Farmers added 2.89 Lakh



Soil sample collections 87000 and continuing..



Farmers meetings 4605



Treated plot



Control plot



Before

After



untreated

Superior Treated





**Performance during  
Quarter and Nine  
Months Ended December  
31, 2023**



## Performance Highlights

### STANDALONE

Q3 FY 23- 24	Q3 FY 22- 23	% VAR	Rs in Crore	9 M FY 23- 24	9 M FY 22 - 23	% VAR
4349	8296	-48%	Revenue	15323	24174	-37%
724	693	4%	EBITDA	2199	1927	14%
608	495	23%	PBT	1827	1441	27%
404	325	24%	PAT	1245	971	28%

### CONSOLIDATED

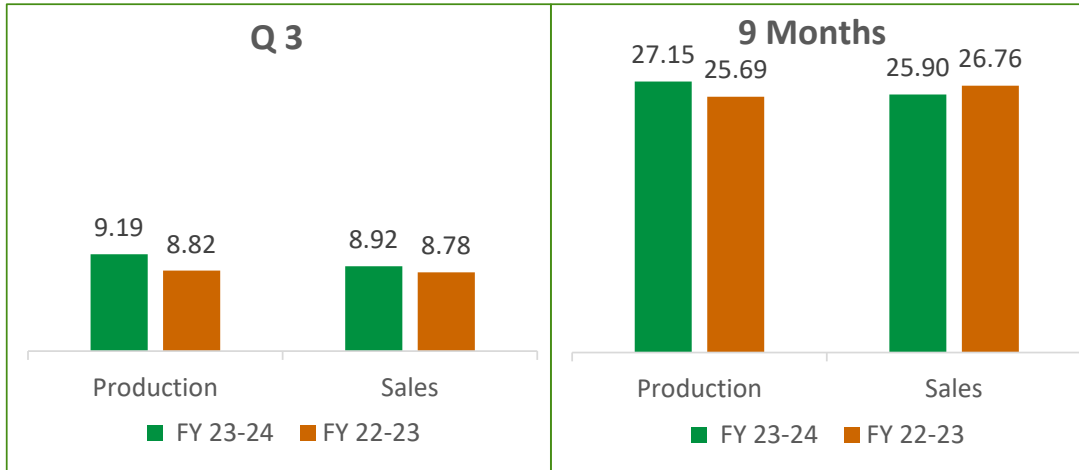
459	324	42%	PAT	1179	940	25%
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- Urea plants performed well with better energy efficiency
- Crop Protection Chemicals & Speciality Nutrients registered consistent growth in revenue and profit
- Lower P&K imports due to lower margin and inadequate subsidy

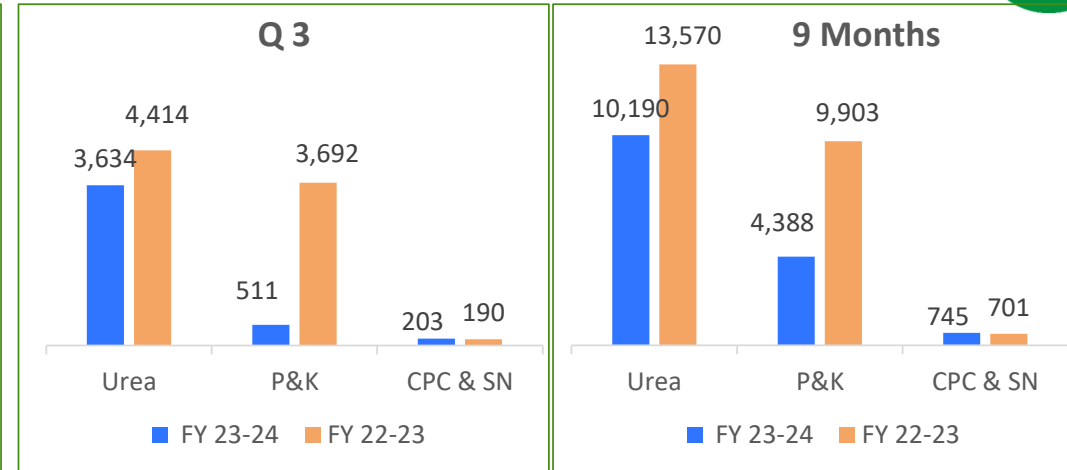
- Joint Venture- Indo Maroc Phosphore S.A. IMACID, Morocco - higher profits due to lower input cost



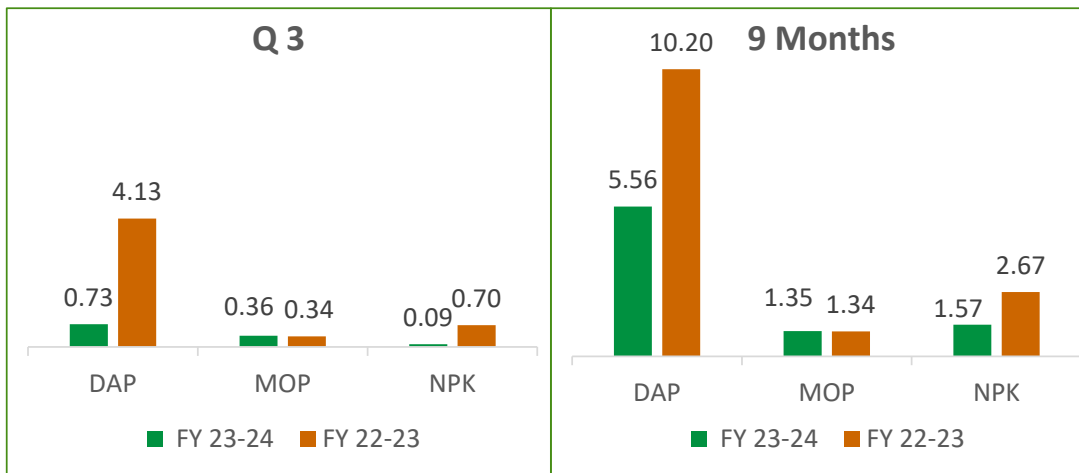
## Urea Production and Sales (Lakh/MT)



## Revenue from Operations (Rs in Crore)



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

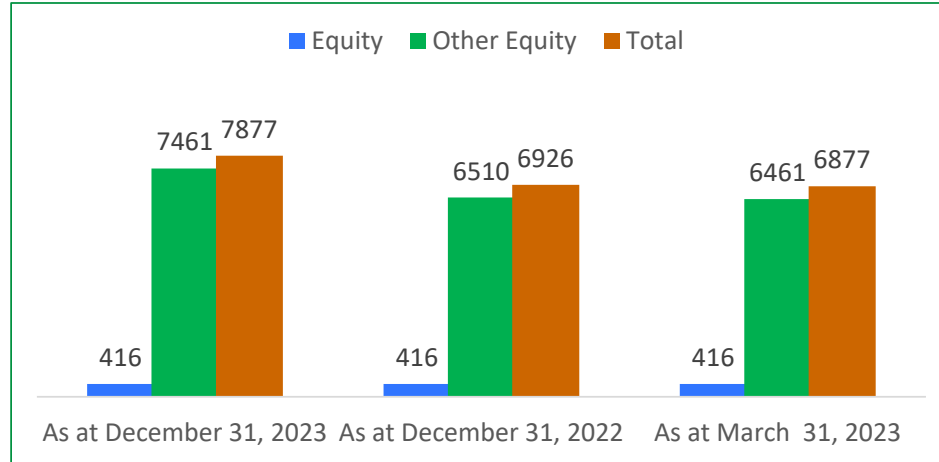


- Urea: Revenue decreased mainly due to lower gas prices and lower volume
- P&K Fertilisers: Lower revenue mainly due to lower volume
- CPC & SN: Strong growth momentum

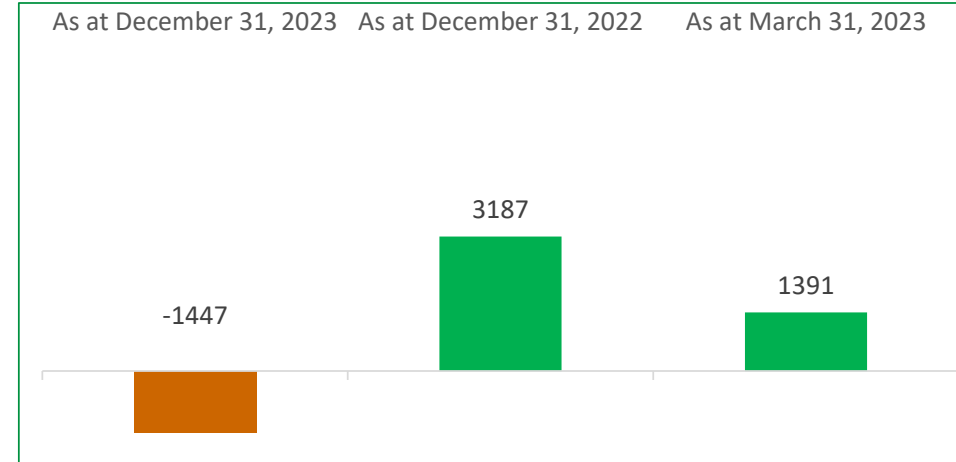


## Financial Position - Standalone

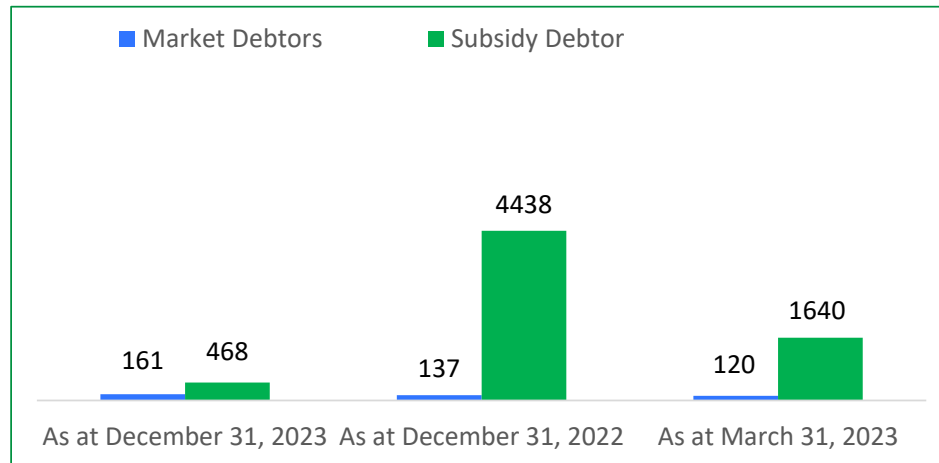
### Total Equity



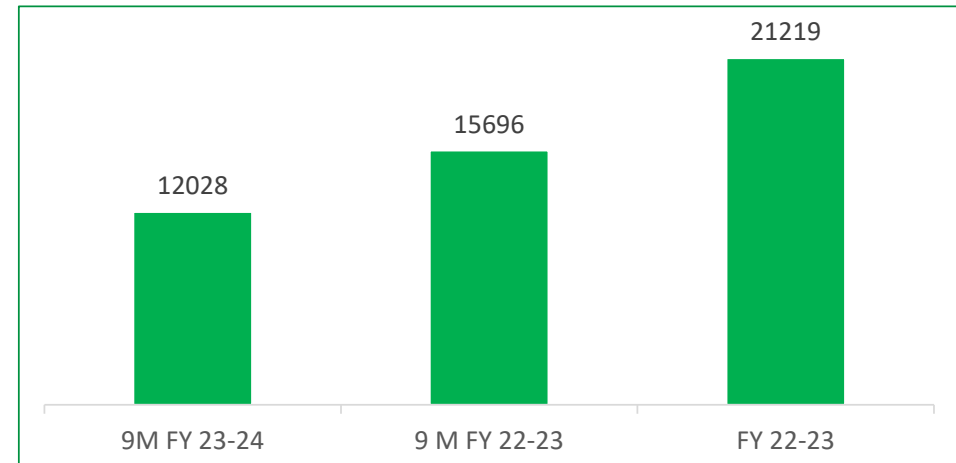
### Net Debt ( net of cash surplus) (Rs in Crore)



### Receivables



### Subsidy Received





## Chambal shines at National Energy Conservation Award 2023

Chambal Fertilizers and Chemicals Limited (CFCL) has been recognized with the Certificate of Merit at the National Energy Conservation Award 2023, hosted by the Bureau of Energy Efficiency (BEE) at Vigyan Bhawan, New Delhi. CFCL received this prestigious award in the fertilizer category, acknowledging its substantial contributions to energy efficiency and conservation.

The award ceremony was graced by the esteemed presence of Chief Guest President Draupadi Murmu. Shri R K Singh, Hon'ble Cabinet Minister (Power, New & Renewable Energy), honored CFCL's Managing Director, Mr. Abhay Baijal, AVP-Production, Mr. Ajay Tayal, and AVP – TS & Strategic Projects, Mr. Rajnish Chaba with the award.

The National Energy Conservation Award (NECA) is a prestigious accolade organized by the Government of India, first instituted on December 14, 1991. Celebrated annually as National Energy Conservation Day, the awards, presented by eminent personalities, commend outstanding efforts in various sectors towards energy conservation. This initiative continues to inspire industries and organizations to embrace energy-efficient practices.



## The microbiologist

Uttam Superrhiza named as winner of Applied Microbiology International Product of the Year 2023

BY [LINDA STEWART](#) | 29 NOVEMBER 2023

Mycorrhiza biofertilizer Uttam Superrhiza has been named as the winner of the Applied Microbiology International Product of the Year 2023.

The prestigious prize recognizes a commercial product derived from microbiology research, with special consideration given to those products that have addressed the United Nations Sustainable Development Goals.



...Investing today for a sustainable future

# CORPORATE SOCIAL RESPONSIBILITY INITIATIVES



## Project Akshar - Pre School & School Education

- Support to 32 Government Schools of Haryana, Madhya Pradesh and Punjab
- Supporting underprivileged bright girl students for further studies in reputed schools
- Students supported for coaching classes for preparation of Medical and Engineering Entrance Exam



## Project Saksham - Technical & Vocational Education

- Chambal Fertilisers Skill Institute offering 3 vocational courses to students (batch size 25)
  - General Duty Assistant
  - Banking Correspondent & Banking Facilitator
  - Customer Relationship Management
- 75 students secured placements in various companies
- 86 students of ITI & Polytechnic College received placement (total 332 in FY 2023-24)



## Project Arogya - Healthcare & Sanitation

- OPD services in Primary Health Centres (PHC) in Q3 – 21250 patients & YTD – 72255 patients
- Path lab services in Q3 – 7170 tests & YTD – 27124 tests
- Infrastructure development activities undergoing in newly adopted PHC Bamori (Kota)
- 16994 community members participated in 332 healthcare activities in Q3 & YTD -39245



## Project Pragati - Employability & Empowerment

- Augmenting livelihood and income generation activities in villages under “One Village - one product initiative”
- Establishing paper recycling unit and bakery unit to provide livelihood to local women self help groups
- Offering short term vocational courses to youth girls in selected villages to create self employment opportunities



## Project Saakar - Rural Development Initiative

- 7 open gyms established in nearby villages
- Village Gadepan being developed as model village - community place, entrance gate, storm water drain network, Cement Concrete Roads being developed
- Infrastructure development works under progress in selected villages of Kota, Baran and Bundi districts of Rajasthan



## Project Bhoomi - Environmental Sustainability

- Crop Residue Management done in more than 380 selected villages of Haryana and Punjab during post paddy harvesting
- Promotion of in-situ and ex-situ methods of Crop Residue Management in project villages
- Promoting modern agriculture and regenerative agriculture activities in selected districts of Rajasthan, Haryana and Punjab



## Project Udaan - Promotion of Sports

- Govt. Sr. Sec. School Bamori & Sarola participated in state level Kho-Kho tournament and became winner and runner up of the event
- School Level Sports Competition organized in 20 Senior Secondary Schools
- Futsal tournament Organized in Sports Development Center for age group 13-18 years
- Udaan Premier League - cricket tournament organized for age group 18-35 years, Total 28 teams participated





**CHAMBAL FERTILISERS  
AND CHEMICALS LIMITED**


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## Contact Us






For queries and requests, please contact:


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[www.chambalfertilisers.com](http://www.chambalfertilisers.com)



**Thank You**

