

August 27, 2018

National Stock Exchange of India Limited  
Exchange Plaza, 5<sup>th</sup> 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: Disclosure under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulation, 2015**

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we would like to inform you that the Company would be participating in the Motilal Oswal Annual Investor Conference on August 28, 2018, at Mumbai. We enclose a copy of the presentation that is proposed to be made at the said conference. A copy of the presentation is also uploaded on our website at [www.coromandel.biz](http://www.coromandel.biz).

We request you to take the same on your record and acknowledge the receipt of the same.

Thanking you,

Yours faithfully,  
For Coromandel International Limited

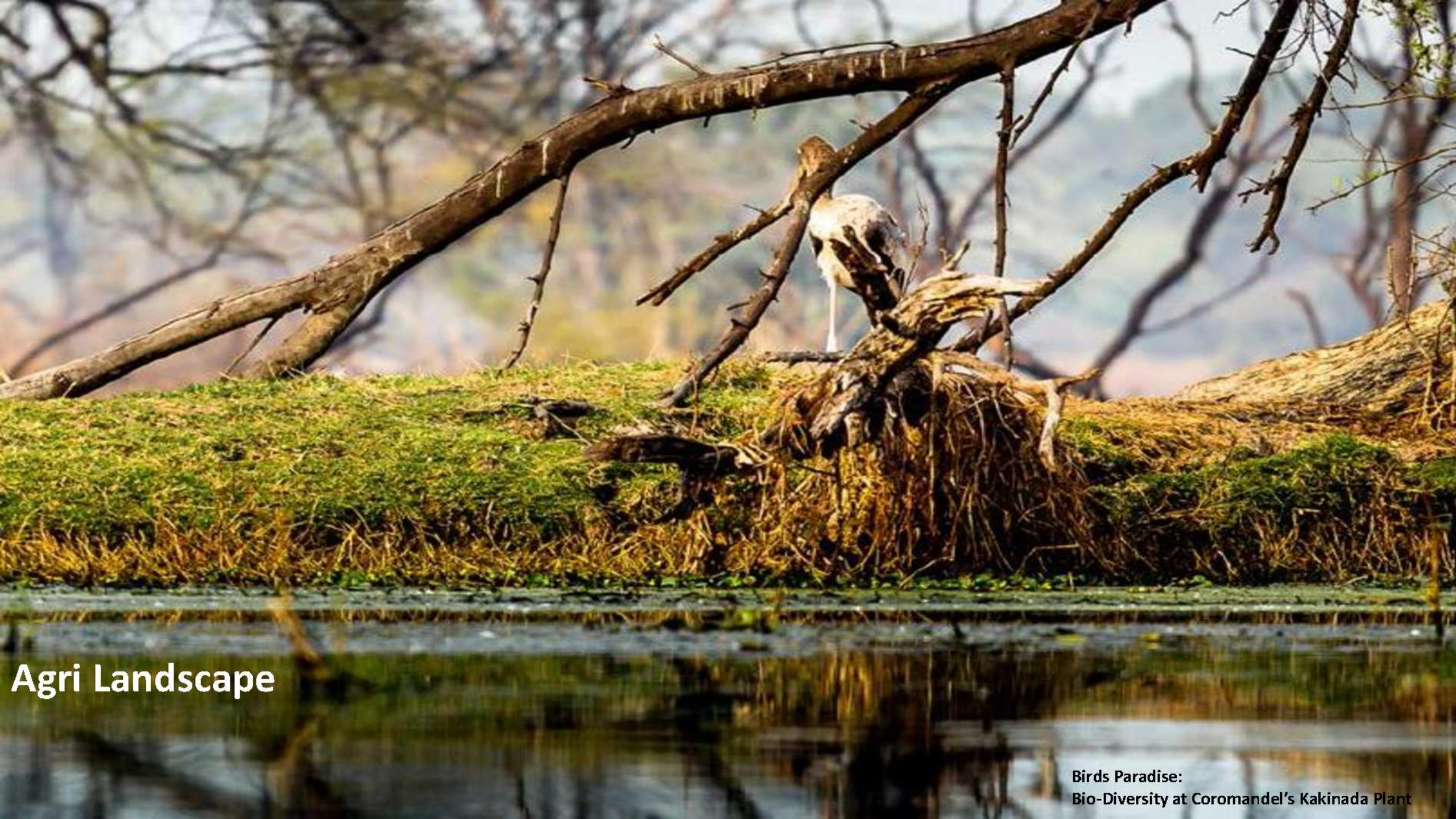


Pritam Vartak  
Manager – Secretarial



**Coromandel: Future Positive**  
**Aug 2018**





**Agri Landscape**

**Birds Paradise:  
Bio-Diversity at Coromandel's Kakinada Plant**



# Indian Agriculture: The Global Giant

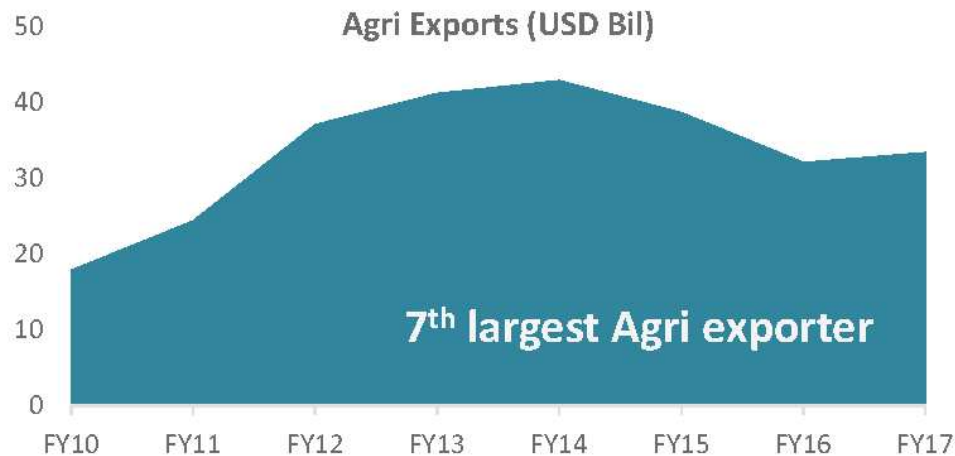


Source: U.S. Geological Survey

Crop	India Ranking	% Share
Pulses	1 <sup>st</sup>	23%
Oilseeds	1 <sup>st</sup>	11%
Cotton	1 <sup>st</sup>	29%
F & V	2 <sup>nd</sup>	11%
Sugarcane	2 <sup>nd</sup>	20%
Cereals	3 <sup>rd</sup>	11%

Source: FAOSTAT

**3<sup>rd</sup> largest Agriculture producer globally**



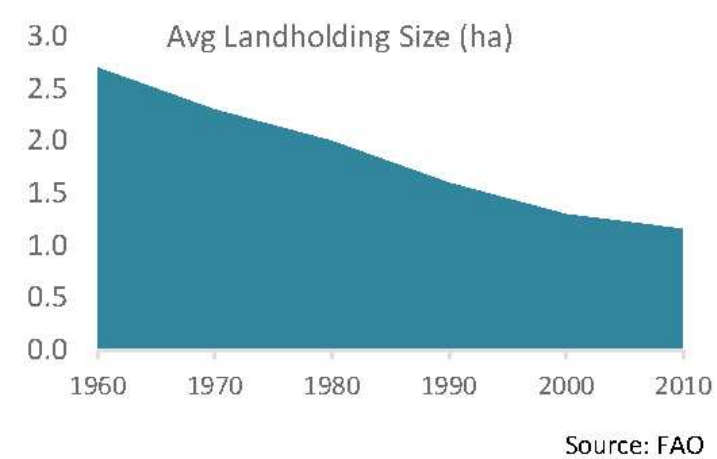
Source: DGCIS

## 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

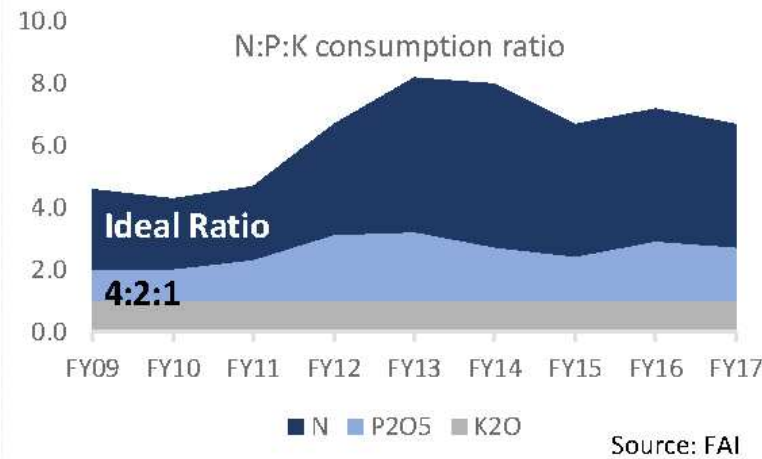


## Low Mechanization

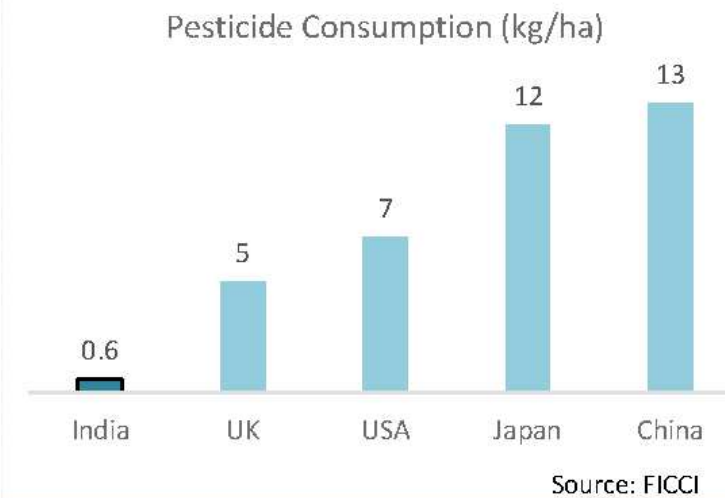
Country	Level of farm Mechanization
India	40%
Brazil	75%
USA	95%
West Eur	95%
Russia	80%
China	48%

Source: World Bank, FAO

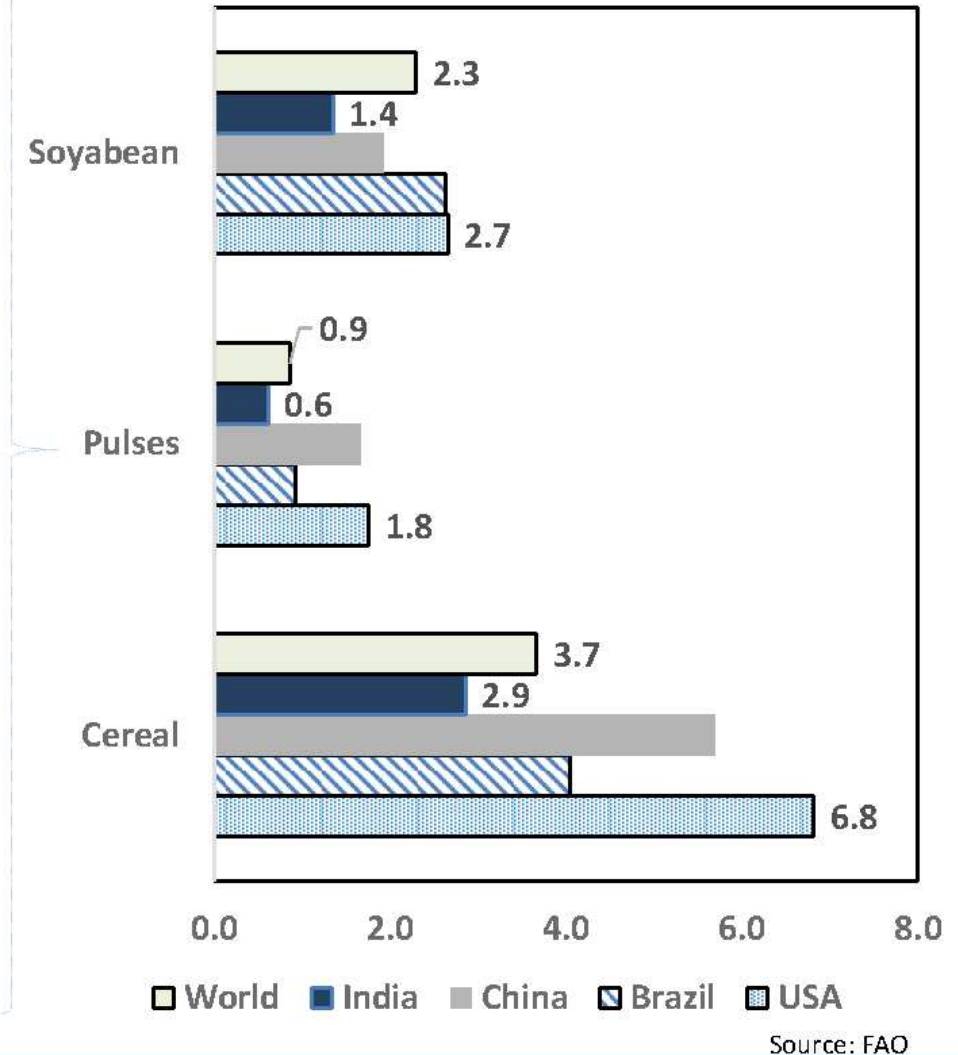
## Imbalanced Nutrient Usage



## Low Crop Protection consumption

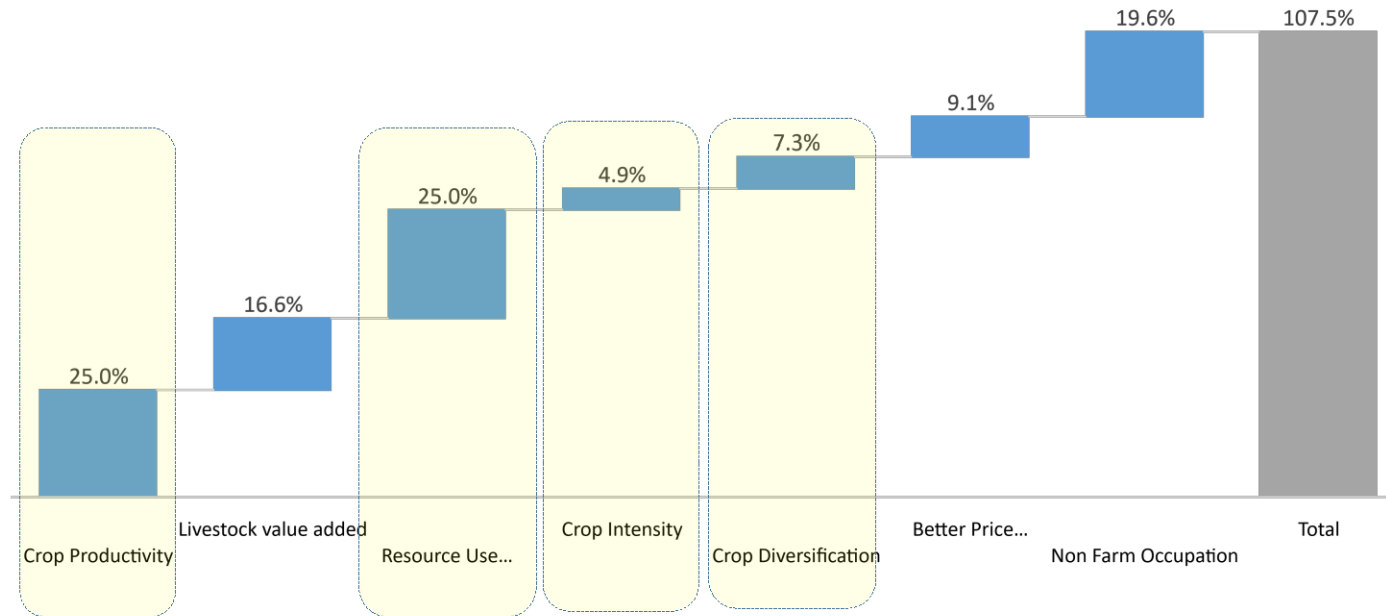


## Yield comparison (Tonnes/ ha)



# Efforts being made to Double Farmer Income by 2022

Prospects of Growth from various sources (10 years)



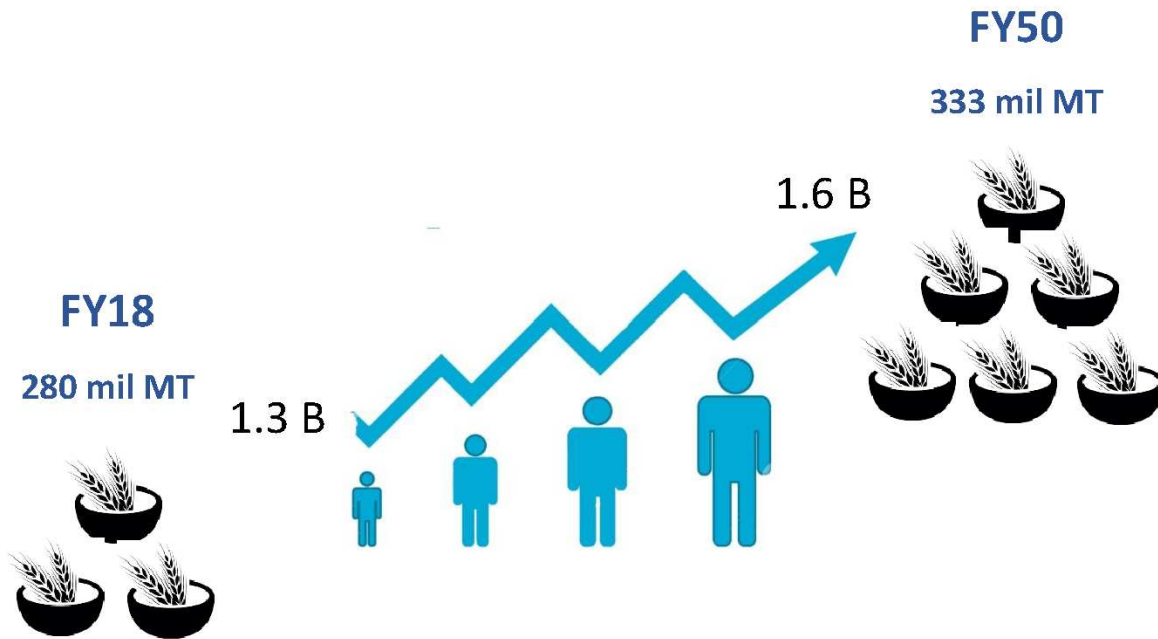
Source: Niti Aayog

## Policy Measures in Union Budget 18-19

- MSP at 1.5x Cost of Production
- Institutional credit at USD 17 billion
- Increased allocation under Crop Insurance
- Upgrade existing 22,000 rural haats into Gramin Agricultural Markets (GrAMs)
- Solar Water Pumps: 96 deprived irrigation districts

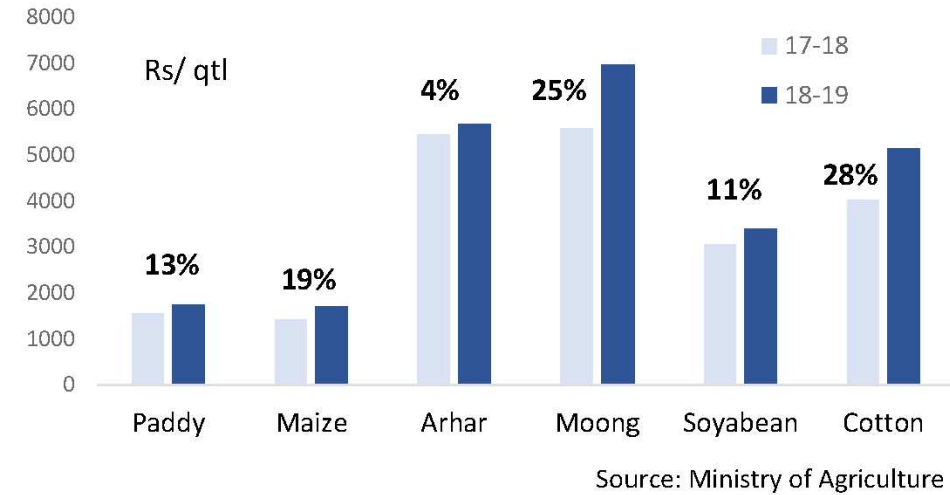
- **Increasing output** – Productivity, Cropping Intensity
- **Improving realization** – Price Discovery, Remunerative pricing, Crop Diversification
- **Reducing cost** - Balanced Application, Resource Use efficiency
- **Covering Risk** – Crop Insurance, Livestock & Non farm income

## Food Security



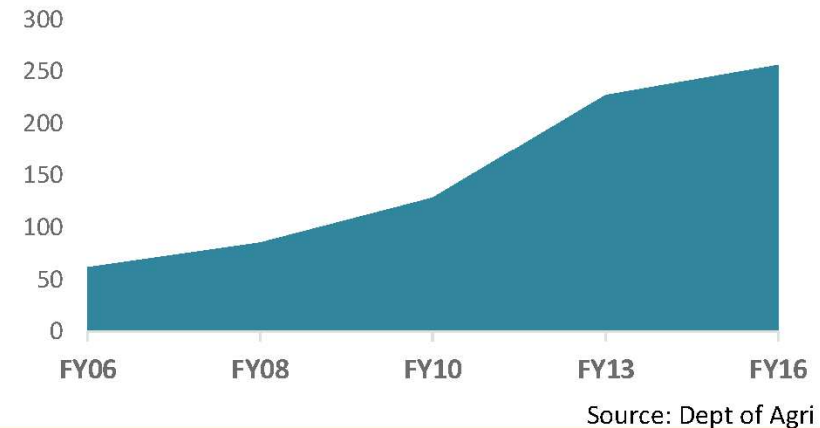
Annual food requirement in India to go up at 1% CAGR

## Improved support price (at 50% Cost of Prod )



## ....Coupled with Rural Wage Growth

Avg Daily Wages- Agri Labour (Rs/ day)

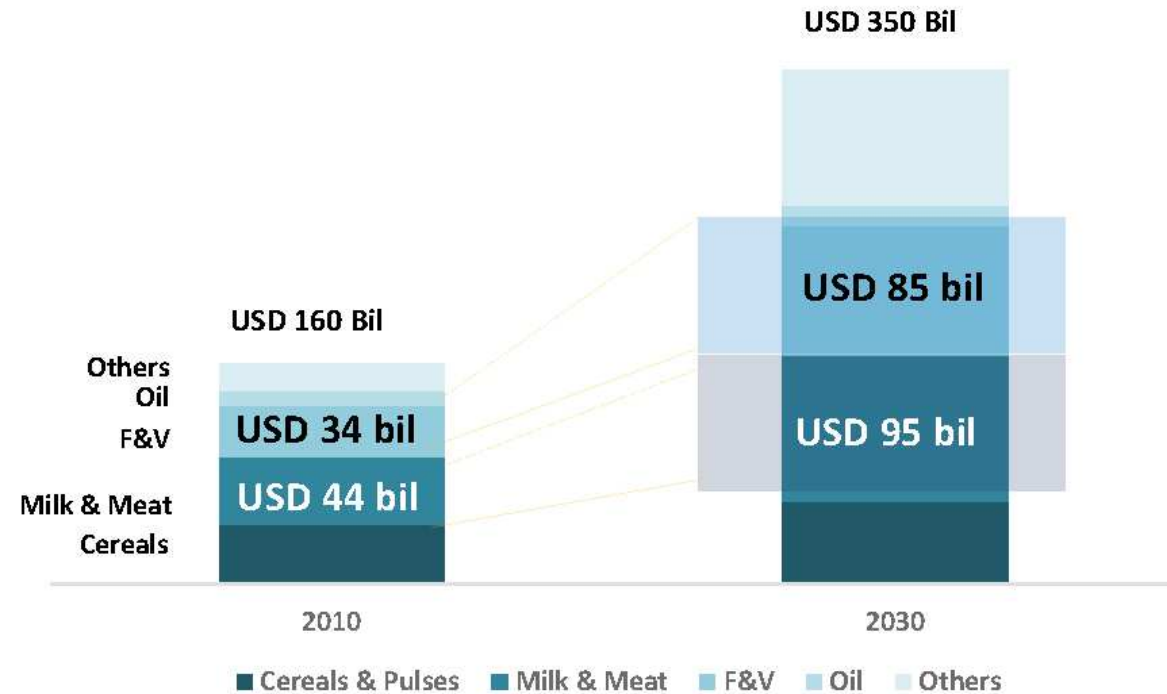


Higher  
Disposable  
Income



## Dietary Shifts

Indian Consumption Basket

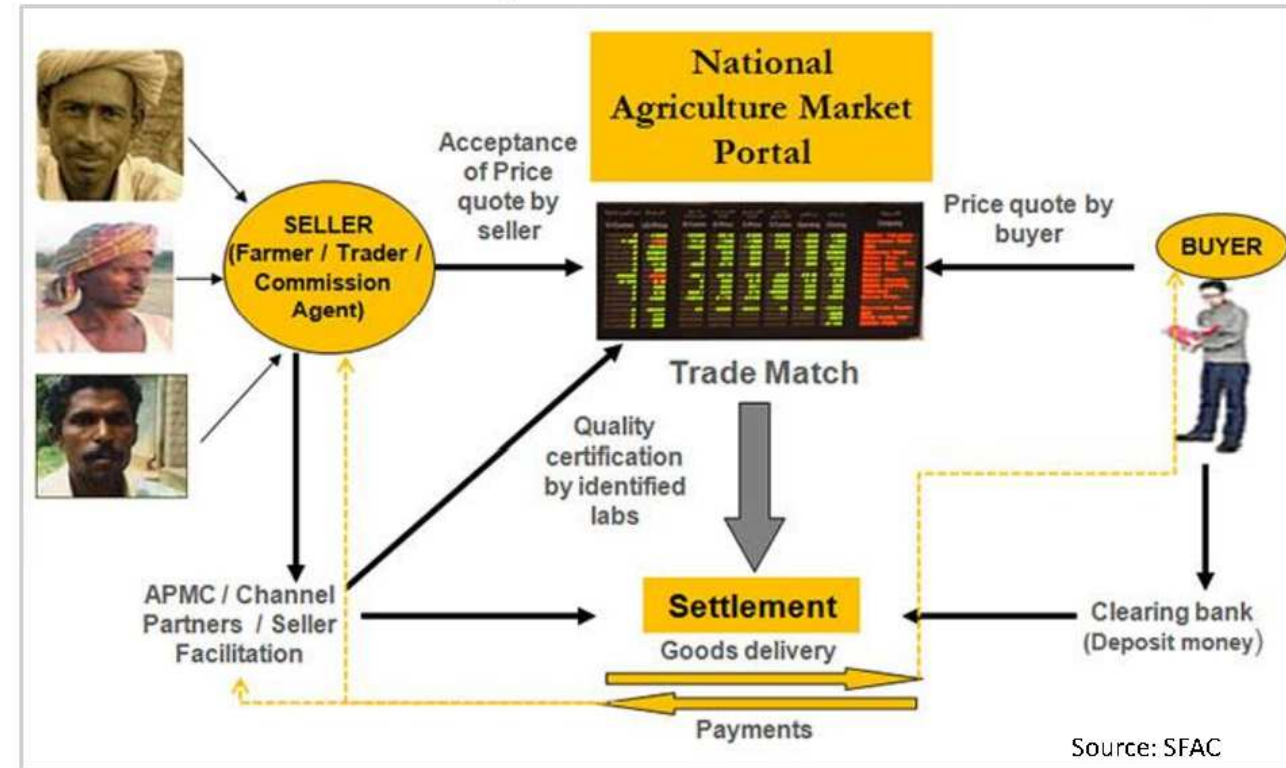


Source: CII McKinsey

- 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)

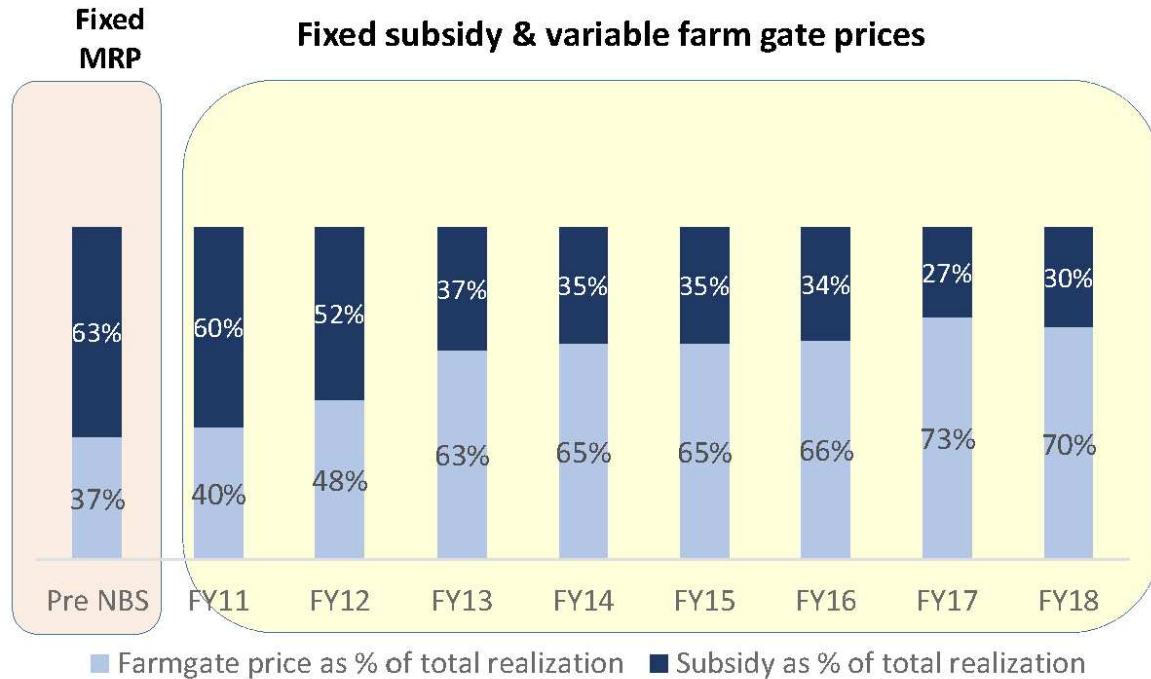
Bringing additional area under irrigation coverage: **8 mil ha (USD 13 bil investment)**

Connecting **585 agri yards** centrally

Developing **Agri infrastructure & storage** capabilities

## Nutrient Based Subsidy

.....Towards **deregulating** the Fertiliser industry



- Easing **working capital** pressure
- **Flexibility** to fix farm gate prices
- Shift from Commodity based to **Market driven**

## Make in India

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



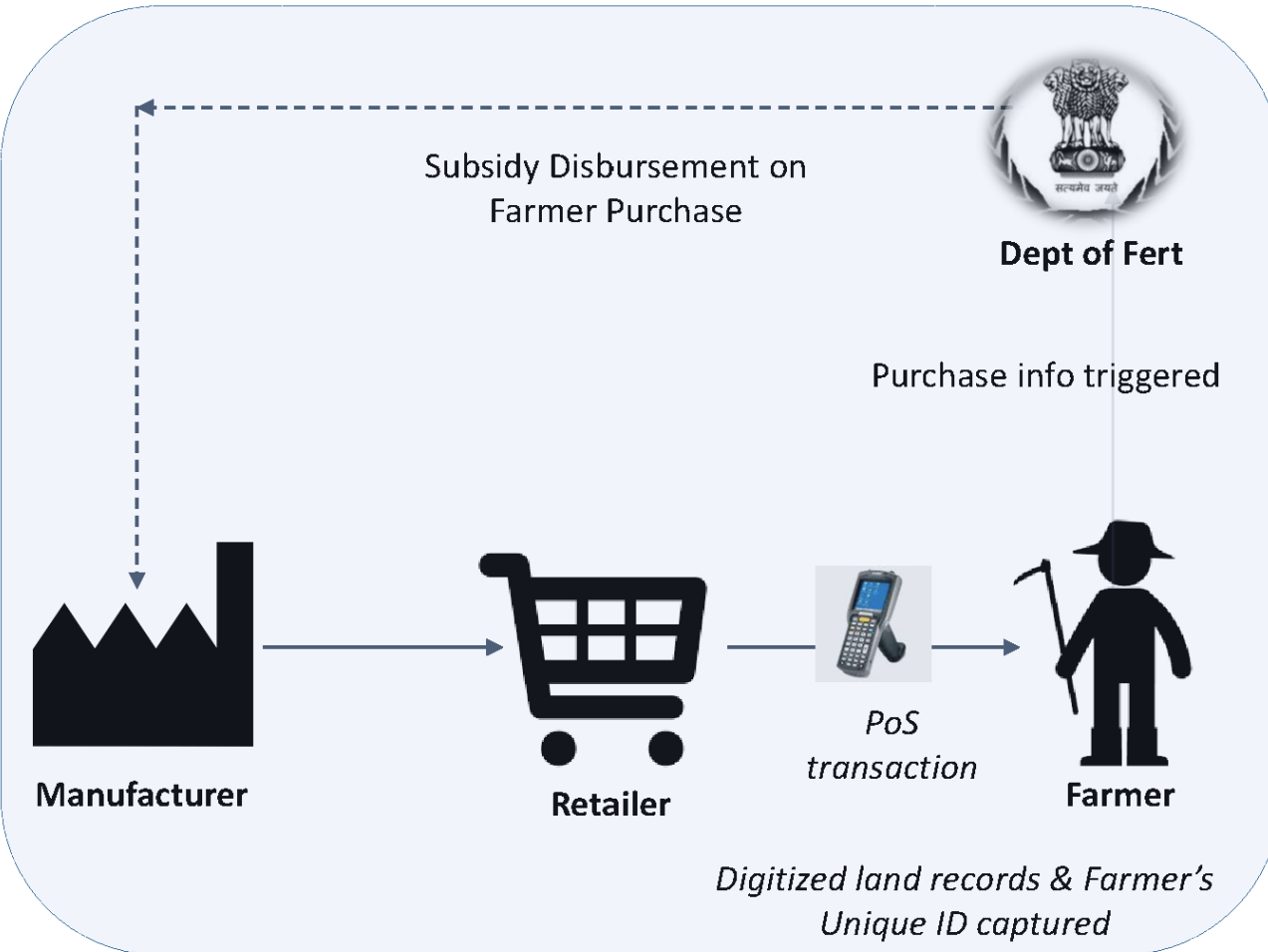
Investment   Innovation   Skill Devt   Protect IP   Best in Class

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



# & Positive Policy Measures

## Direct Benefit Transfer .....Towards **balancing Soil Health**



- 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**

**Product Flow** →      **Subsidy Flow** ←

# Our Industry



Birds Paradise at Coromandel's Kakinada Plant:  
Home to ~100 species of migratory birds