



**CHAMBAL FERTILISERS AND CHEMICALS LIMITED**

Ref. No.: CFCL/SE/2024-25/105

November 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 six months ended September 30, 2024, which shall be shared with the Analysts / Investors.

You are requested to notify your constituents accordingly.

Thanking You,

Yours faithfully,

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 Six Months ended September 30, 2024

# Disclaimer

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

While such forward-looking statement(s) reflect the Company’s assessment of development of its business, there are risks, uncertainties and other unknown factors, which may differ materially from the Company’s expectations. These factors include, but are not limited to, general market & macro-economic conditions, governmental and regulatory trend, movements in currency exchange and interest rate, competitive pressures, technological developments, changes in 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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30-09-2024**

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# Business Development initiatives



## Crop Protection Chemicals (CPC) and Speciality Nutrients (SN) (including Biologicals)

- Strong growth in revenue and margin continues
  - 36% growth in contribution y-o-y
  - 214% growth in revenue in new territories y-o-y, focus on new territories
- Introduced 2 new products in current quarter covering Fungicide
- Strong pipeline of 2-3 new products during Rabi

## Biologicals

- Robust revenue growth of 72% in the first half of the current financial year in “SUPERRIZA”, our Mycorrhiza biofertilizer product
- “UTTAM PRANAAM” (Bio Nano Phosphorus) introduced in Q1 FY 2024-25 is showing promising results
- Working on new biological products, especially for Fungicides & Nematicide to be launched over a period of next financial year

## Urea

- ~3% improvement in energy efficiency and ~125 MT/day increase in production combined for Plant I & II y-o-y

## P&K Fertilisers

- Product portfolio approach continues

## Marketing initiatives

- Online resolution of farmers queries by ‘Hello Uttam’ experts regarding dosage of products, weed control, pest management, etc. gaining traction
- Our farmers reach out program “Seed to Harvest” showing positive results in CPC & SN volumes
- “Uttam Santulit Poshan Abhiyan” program to generate awareness for balance nutrition.

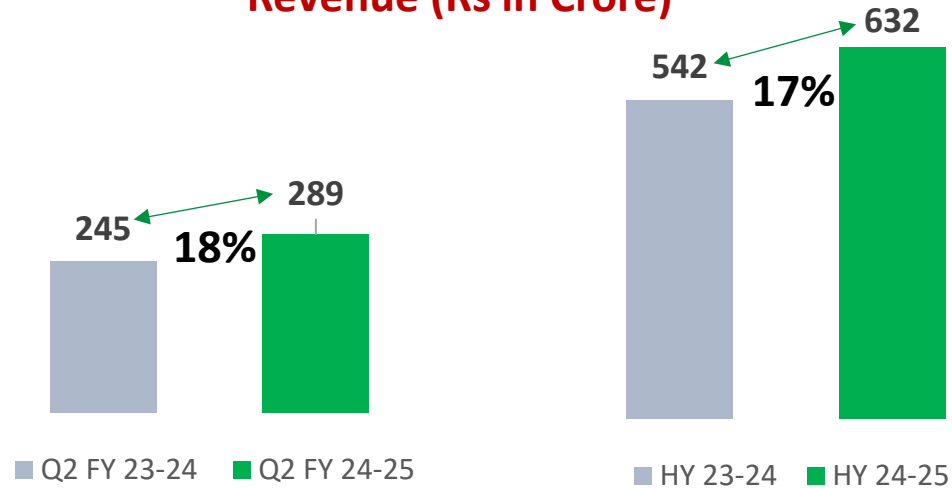
## Others

- Performance of Joint Venture is good due to lower input prices and higher volumes
- TAN (Technical Ammonium Nitrate) project progress on track

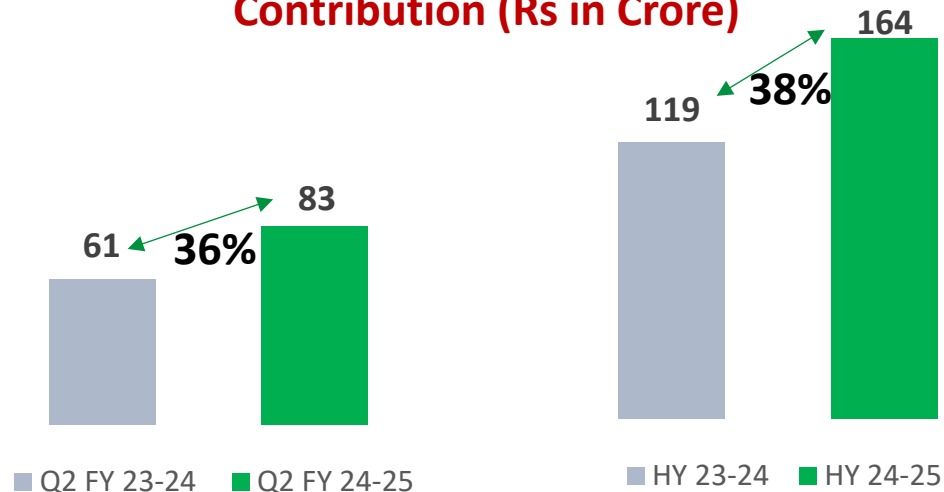


# Crop Protection Chemicals (CPC) & Speciality Nutrients (SN) Business

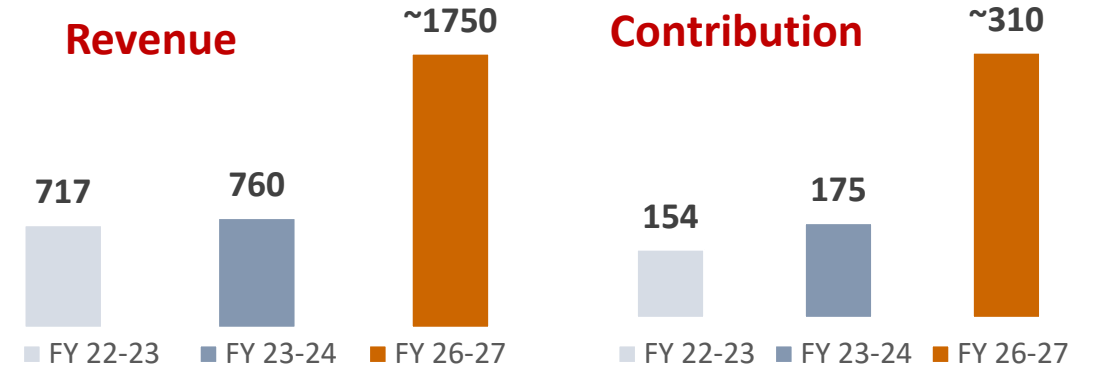
### Revenue (Rs in Crore)



### Contribution (Rs in Crore)



### Growing Business focusing on Domestic B2C (Rs in Crore)



- 10 new products launched in H1 FY 25 covering Weedicide, Fungicide and Seed treatment
- Focus on high value crops (fruits, vegetables & niche crops)
- Strong growth in sunrise category of biologicals with focus on soil health & sustainable agriculture
- Hybrid and Research variety Seeds is our new focus area for next year

# Crop Protection Chemicals (CPC) & Speciality Nutrients (SN) Business



## Product Portfolio



### Strategic Collaboration

Collaboration with innovator companies from Japan, US, Europe & Middle East for access to new age crop protection & speciality nutrient products

Develop new age bio-solutions with R&D institutions for introduction of novel, stable & effective microbials and bio-stimulants



### Sourcing Strategy

Synergy with players having deep integration in manufacturing & formulation technology

Alliance with suppliers of choice for P2P arrangements of high-quality solo & combination products, both patented & generic

## Channel Strategy



### Channel Connect

Enhance channel capabilities with market width of 25% (~Rs.10500 Cr) & depth of 17% (~Rs.1750 Cr) in FY 2026-27



### Farmer Connect

Develop farmer connect model leveraging digital and physical infrastructure to onboard large base of farmers

Seed to Harvest (S2H): Program to identify farmers' problems & education for sustainable agricultural practices & brand awareness

Develop innovative service model for improved product delivery

**Complete solution & service provider, including Nutrition & Crop Protection**

## New products introduced in Q2 FY 25



**Fungicide**



## New products introduced in Q1 FY 25



**Weedicide**



**Weedicide**



**Fungicide**



## Technical Ammonium Nitrate project progress

Total Project Cost -  
Rs 1645 Cr

Production Capacity  
-2.4 Lakh MTPA

- Project implementation progressing as planned
- Construction activities are in full swing
- Detail engineering completed ~90%
- Overall progress achieved ~37%
- Amount spent on project till 30<sup>th</sup> September 2024 - Rs 388 Crores
- 60% 3D Model reviewed

# ELECTRICAL MAIN SUB-STATION



**CONTROL ROOM BUILDING**



**COOLING TOWER BASIN & SUMP**



## HDAN ELECTRICAL SUB-STATION



## ANS STORAGE WAREHOUSE



## BAGGING & PALLETIZING BUILDING





**Performance during  
quarter and 6 months  
ended September 30,  
2024**



# Performance Highlights

## STANDALONE

Q2 FY 24-25	Q2 FY 23-24	% change y-o-y	Rs in Crore	H1 FY 24-25	H1 FY 23-24	% change y-o-y
4346	5386	-19%	Revenue	9279	10975	-15%
834	697	20%	EBITDA	1776	1475	20%
750	573	31%	PBT	1569	1219	29%
500	372	34%	PAT	1053	842	25%

## CONSOLIDATED

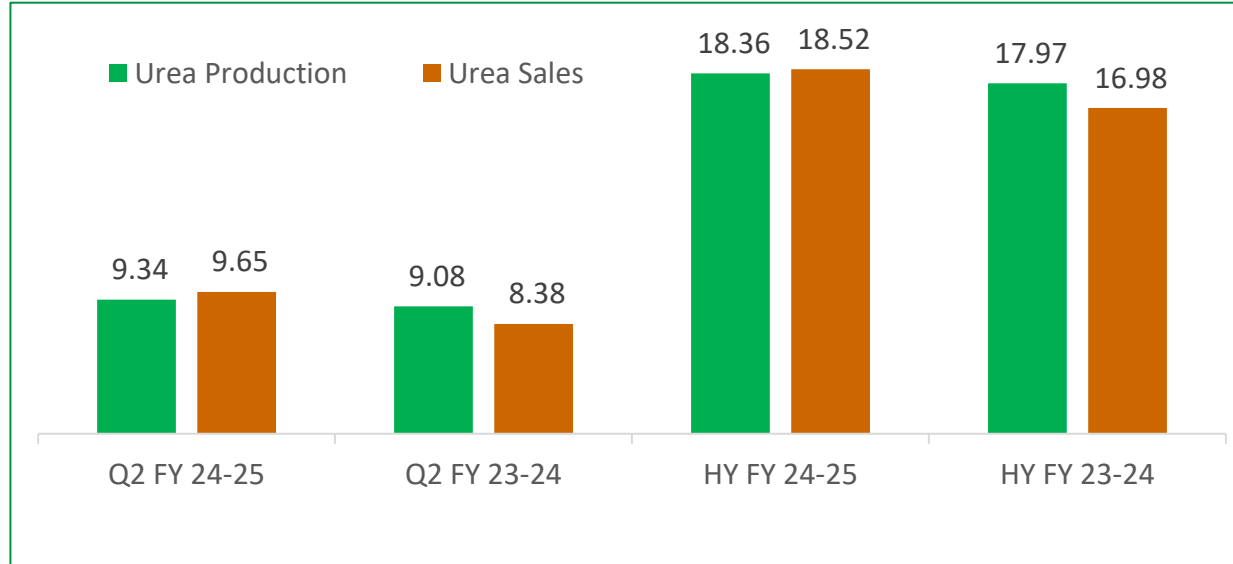
536	381	41%	PAT	985	720	37%
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- Lower revenue due to lower volumes of P&K Fertilisers
- Higher EBITDA, PBT and PAT due to :
  - Better energy efficiency and higher production and sales of Urea
  - Higher volumes and margin in CPC & SN

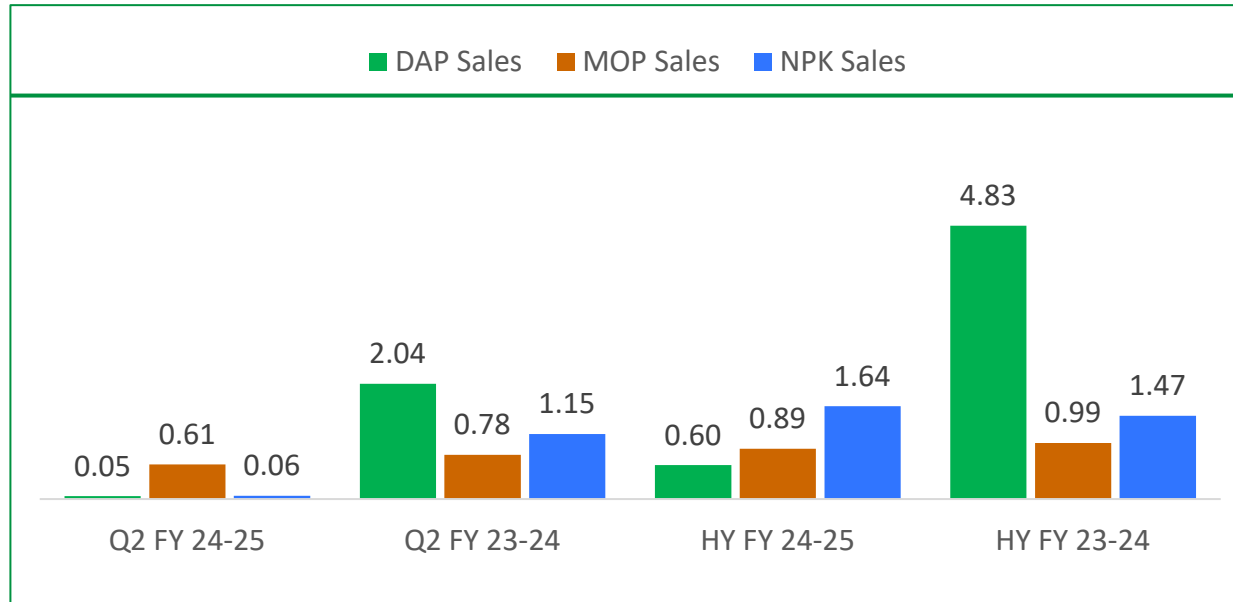
- Joint Venture- Indo Maroc Phosphore S.A. IMACID, Morocco : higher margins due to lower input prices and higher volumes



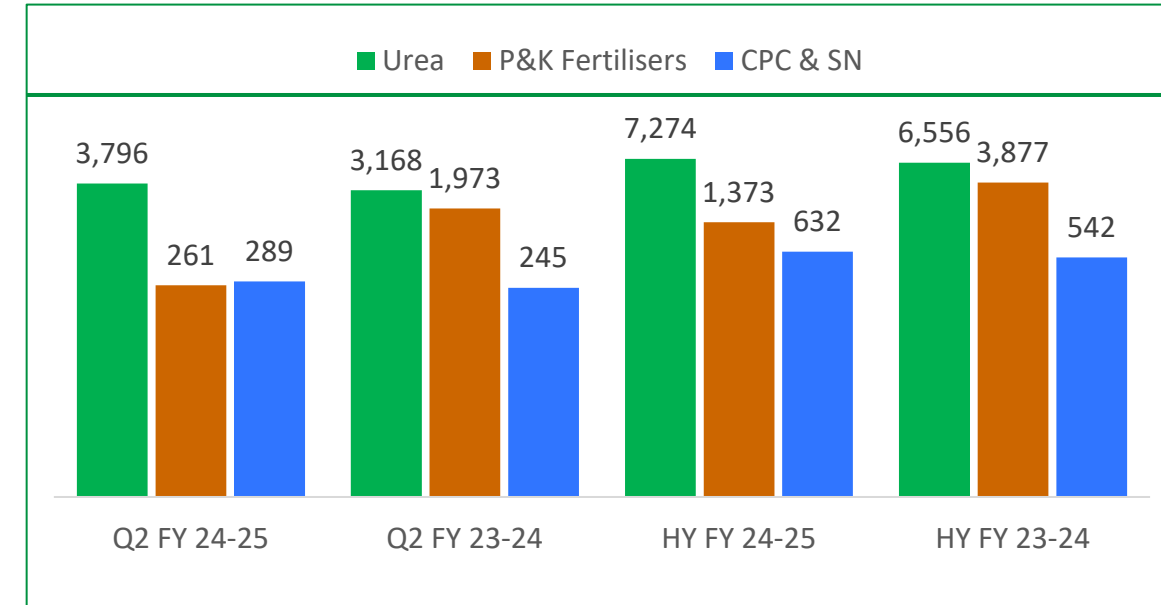
## Urea Production and Sales (Lakh/MT)



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



## Revenue from Operations (Rs in Crore)

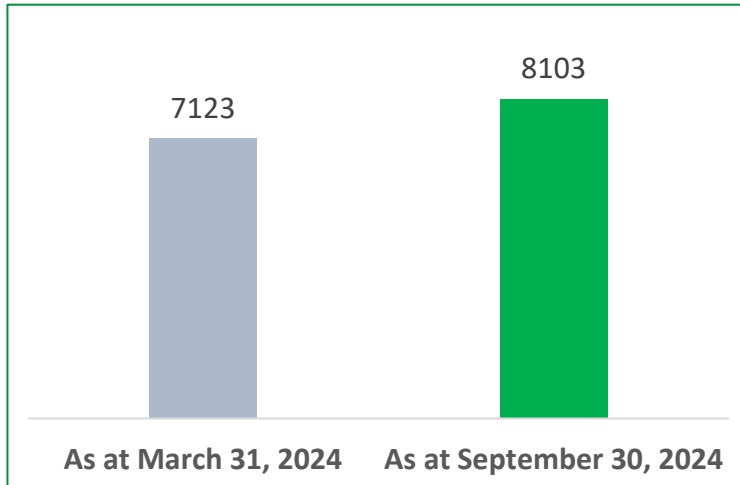


- Urea: Revenue increased due to higher sales volume
- P&K Fertilisers: Revenue decreased due to lower DAP volumes
- CPC & SN: Increase in revenue due to higher volumes

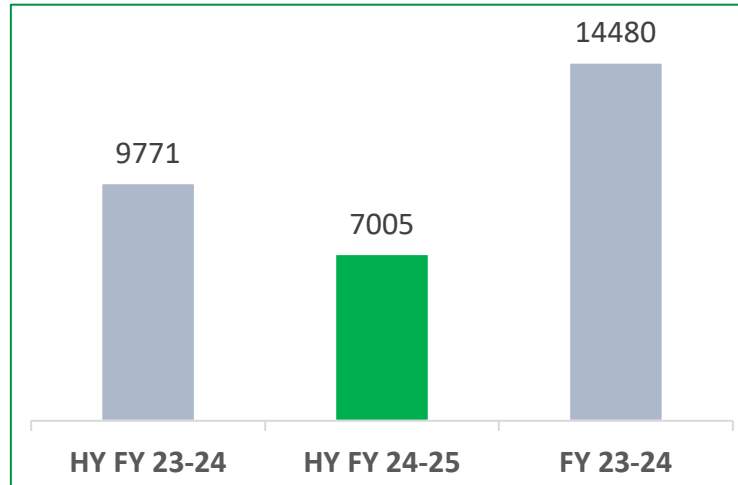


# Financial Position – Standalone (Rs in Crore)

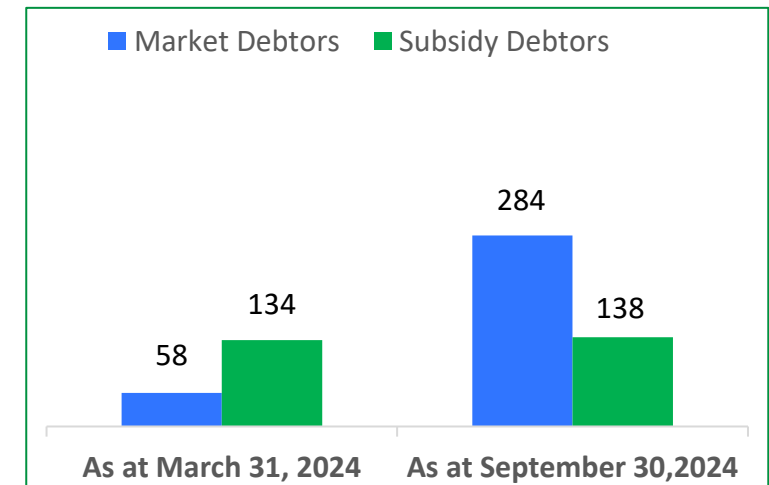
### Total Equity



### Subsidy received



### Receivables





# Corporate Social Responsibility (CSR) initiatives



**Bhamashah Award presented by Rajasthan Government, is a testament to CFCL's impactful CSR initiative**

***Investing today for a **sustainable tomorrow*****



## Project Akshar

Pre school & School  
Education

**57 Government Schools**  
**47 Aanganwadi centers**  
**10,000+ children**

- Adopted 3 more Government Schools of Kota, taking total number to 57.
- Career guidance sessions for students of class 10.
- Mass plantation in adopted schools and Aanganwadi centers.
- Education week awareness rally organized in 4 adopted schools.



## Project Saksham

Technical & Vocational Education

**5 Industrial Training Institutes**  
**1 Govt. Polytechnic College (GPC)**  
**2000+ youth**

- Out of 315 eligible students, 262 got placement offers.
- Vocational Training program facilitated training of 220 youth in 10 different trades across 10 villages.
- 35 students from GPC completed Summer Internship in CFCL.
- Around 85% admission completed in academic year 2024-25.
- 'World Youth Skills Day' celebrated in ITI Baran and Jhalawar



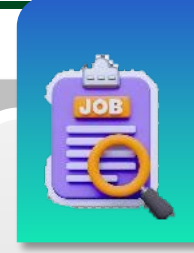


## Project Arogya

Healthcare & Sanitation

**4 Primary Health Centers**  
**100+ associated buildings**  
**200000+ community members**

- 25,346 OPD sessions and 10,532 Path lab tests conducted during Q2 FY 25
- 309 health camps & awareness activities organized and reached to 17,272 community members.
- 4,211 community members screened for Tuberculosis (TB) - 4 TB patients identified for further treatment.
- 124 women club and health & sanitation committee meetings organized - engaged 1,655 members in discussions



## Project Pragati

Employability & Empowerment

**Self Help Groups in 8 villages**  
**Chambal Fertilisers Skill Institute**  
**5 courses offered**

- 2 additional courses - Advanced Beautician and Electrical & AC mechanic, offered in Skill Institute
- 150 students from the institute received placement offer from companies
- Target for the year- 540 students
- Establishment of block printing unit and spice packaging unit under 'One Village One Product' initiative





## Project Saakar

Rural Development Initiative

Selected villages of Kota, Baran, & Bundi and nearby villages of Gadepan

- Developing infrastructure facilities like
  - Community halls, common spaces, entrance gates.
  - Cement concrete roads and drainage system
- Developing Gadepan village as model village with all basic amenities.
- Plantation of 1,000 saplings on forest land



## Project Bhoomi

Environmental Sustainability, Animal Welfare & Soil Health

380 selected villages of Rajasthan, Haryana and Punjab

- Project focusing on promoting regenerative agriculture practices and modern agriculture techniques.
- Solid waste management commenced in 8 core villages of Kota and waste segregation center developed for promoting waste management practices.
- Various sensitization sessions on waste management, night chaupal to address plastic pollution etc., were organized.





## Project Udaan

Promotion of Sports



**26 institutions of Kota & Baran districts**  
**7 sports development centers**  
**Mini Stadium Sangod**


- Aimed at fostering sportsmanship among rural students and youth through structured sports activities.
- 76 students participated in 7 sports activities at district, state and national level sports events and bagged medals in their respective categories.
- National Sports Day celebrated in 20 schools.



# Contact Us





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**Thank You**

