



**CHAMBAL FERTILISERS AND CHEMICALS LIMITED**

Ref. No.: CFCL/SE/2024-25/63

August 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 ended June 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 ended June 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.



# Contents

01

**Business  
Development  
Initiatives**

02

**Status of TAN  
Project**

03

**Performance  
Quarter End**

04

**Corporate  
Social  
Responsibility**

# Business development initiatives



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

- Strong growth in revenue and margin
  - 40% growth in contribution y-o-y
  - 80% growth in revenue in new territories y-o-y, focus on new territories continue
  - Product pipeline being strengthened
- Introduced 8 new products covering Weedicide, Fungicide and Seed treatment

## Biologicals

- Robust growth in Mycorrhiza biofertilizer product launched last year
- Introduced “UTTAM PRANAAM” (Bio Nano Phosphorus), a unique product produced through biogenic process having 10% P<sub>2</sub>O<sub>5</sub>
- Working on new biological products, especially for Fungicides & Nematicide to be launched over a period of next 6-12 months

## Others

- Joint venture performance is good due to lower input prices
- TAN (Technical Ammonium Nitrate) project progress on track

## Urea

- ~2% improvement in energy efficiency and ~110 MT per day increase in production capacity combined for Plant I & II y-o-y after turnaround

## P&K Fertilisers

- Product portfolio approach continued
- Product portfolio optimized based on territories

## Finance initiative

- Rs. 1785 Crore pre-payment of long-term loans
- Now a “Zero Debt” Company

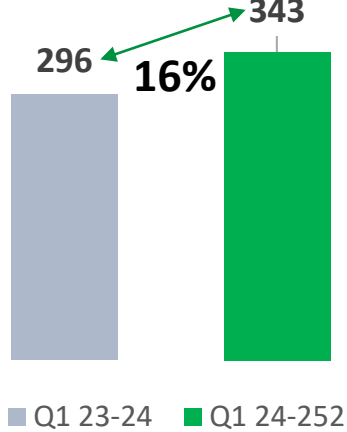
## Marketing initiatives

- Positive response from farmers on “Seed to Harvest” program, supporting strong growth in CPC and SN
- Targeted promotion of “UTTAM PRANAAM” digitally across all channel partners and farmers

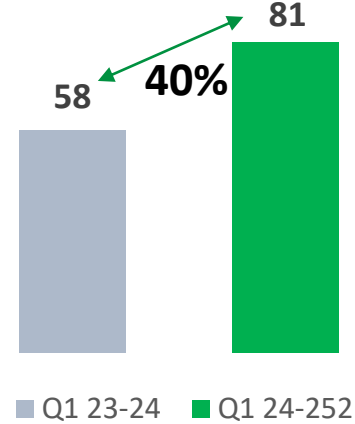


# Crop Protection Chemicals (CPC) & Speciality Nutrients Business (SN)

### Revenue (Rs Cr)

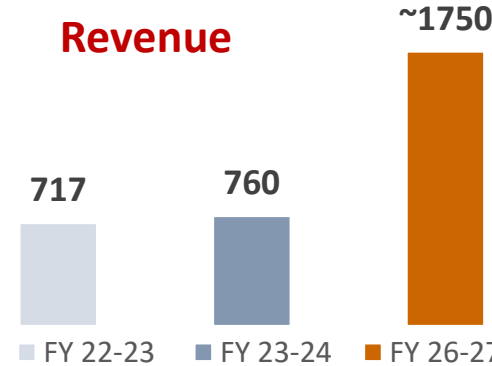


### Contribution (Rs Cr)

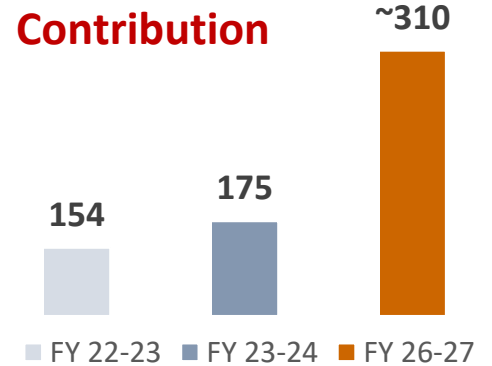


### Growing Business Target Focusing on Domestic B2C (Rs Cr)

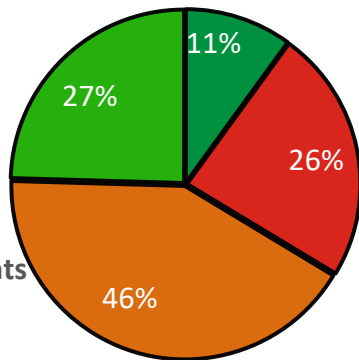
#### Revenue



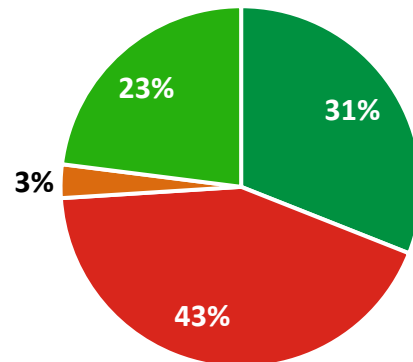
#### Contribution



- Insecticides
- Weedicides
- Fungicide
- Speciality Nutrients



### Volume Growth CY v/s LY Q1



### Revenue Share in Q1

- Strong pipeline of 4 new products during FY 25, in addition to 8 new products launched in Q1
- Focus on high value crops (fruits, vegetables & niche crops)
- Strong growth in sunrise category of biologicals, focusing soil health & sustainability
- Encouraging growth in revenue & margin of biological products
- Hybrid and Research variety Seeds is our new focus area

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



## Marketing arrangements

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

Collaboration with R&D institutions for biologicals for introduction of stable & effective microbials and bio-stimulants

## 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% (~Rs.10500 Cr) & depth of 17% (~Rs.1750 Cr) in FY 2026-27

## Farmer connect leveraging physical infrastructure

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

Innovation across products, service model for improved delivery incl drones

All new products continue to be tested under our "Uttam Santulit Poshan Abhiyan" program

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



## New Product - Bio Nano Phosphorus



“ **UTTAM PRANAAM**” ( Bio Nano Phosphorus) , a unique product produced through biogenic process having 10% P<sub>2</sub>O<sub>5</sub> along with traces of Calcium , Potassium , Manganese , Magnesium , Iron & Sulphur encapsulated by biomolecules such as Polysaccharides & Lipids

**Uttam Utpad**

**P** **PRANAAM** <sup>Uttam™</sup>  
Bio Phosphorus  
P<sub>2</sub>O<sub>5</sub> -10% (Liquid Fertiliser)

**P&B TECHNOLOGY**

**teri SMART**  
AGRISOLUTIONS

उत्तम का योगदान : सम्पूर्ण कृषि समाधान

हमारा नाम चम्बल फर्टिलाइजर्स एंड केमिकल्स लिमिटेड हमारे निशान

**चम्बल फर्टिलाइजर्स एंड केमिकल्स लिमिटेड**



## New Products Introduced in Q1



**Weedicide**



**Weedicide**



**Fungicide**



## Technical Ammonium Nitrate project progress

Total Project Cost -  
Rs 1645 Cr

Production Capacity  
-2.4 Lakh MTPA

Lump sum Turnkey  
Contractor - Larsen &  
Toubro

- Project implementation progressing as planned
- Statutory approvals are in place
- Amount spent on project till 30<sup>th</sup> June 2024 - Rs 342 Crores
- Orders for all long lead items have been placed
- Construction activities are in full swing

# ELECTRICAL MAIN SUB-STATION



## CONTROL ROOM BUILDING



## PRILLING TOWER FOUNDATION





## **WEAK NITRIC ACID TANKS**



## **HIGH DENSITY AMMONIUM NITRATE ELECTRICAL SUB-STATION**



## **CONTAMINATED WATER TANK & EFFLUENT PITS**



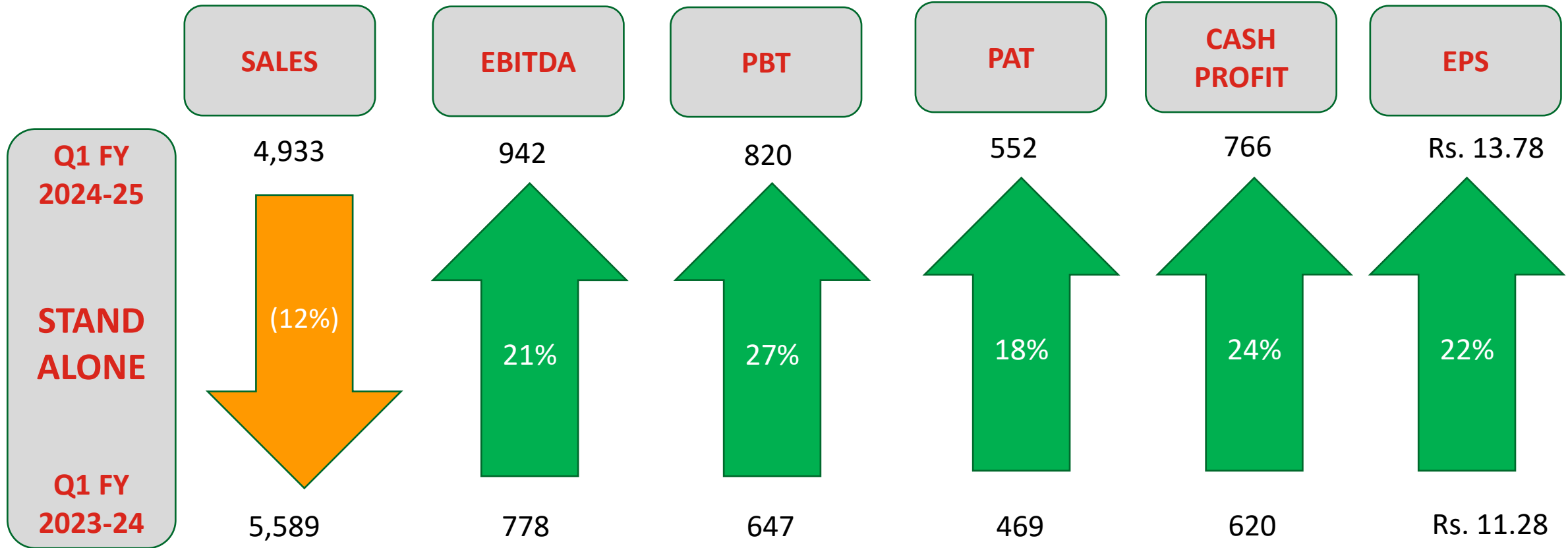


**Performance during  
Quarter ended June 30,  
2024**

# Performance Highlights : Q1 FY 2024-25 Vs Q1 FY 2023-24



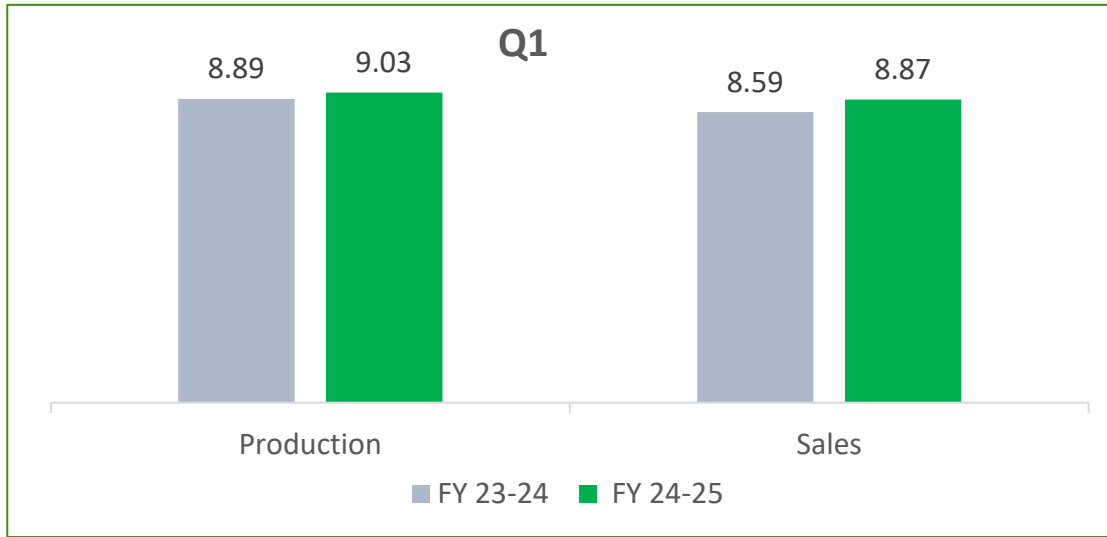
(Rs. Crore, except EPS)



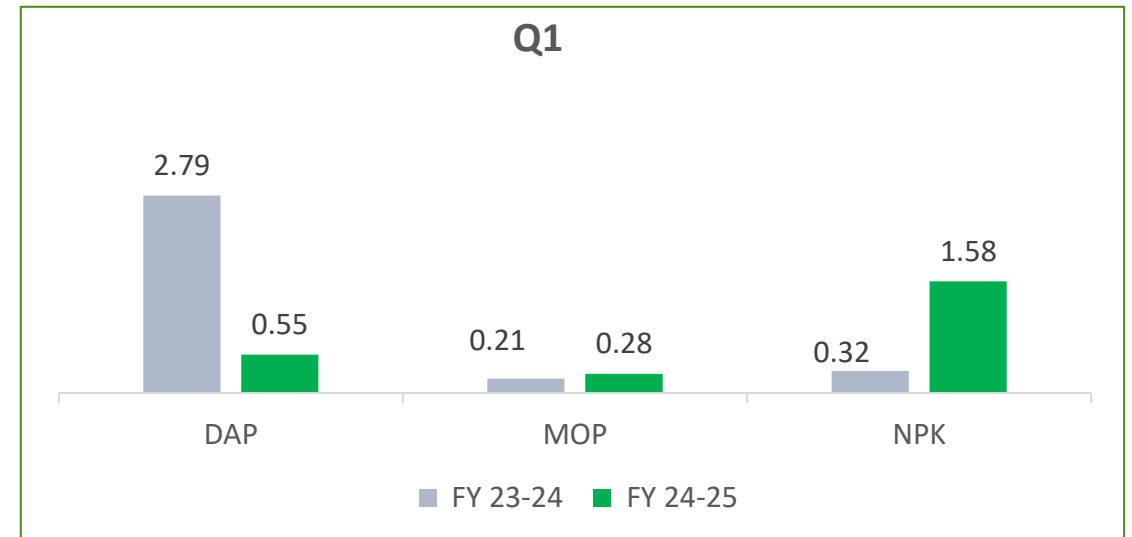
CONSOLIDATED			
Q1 FY 2024-25	P&L Summary	Q1 FY 2023-24	% Change
838	EBITDA	648	29
448	PAT	339	32



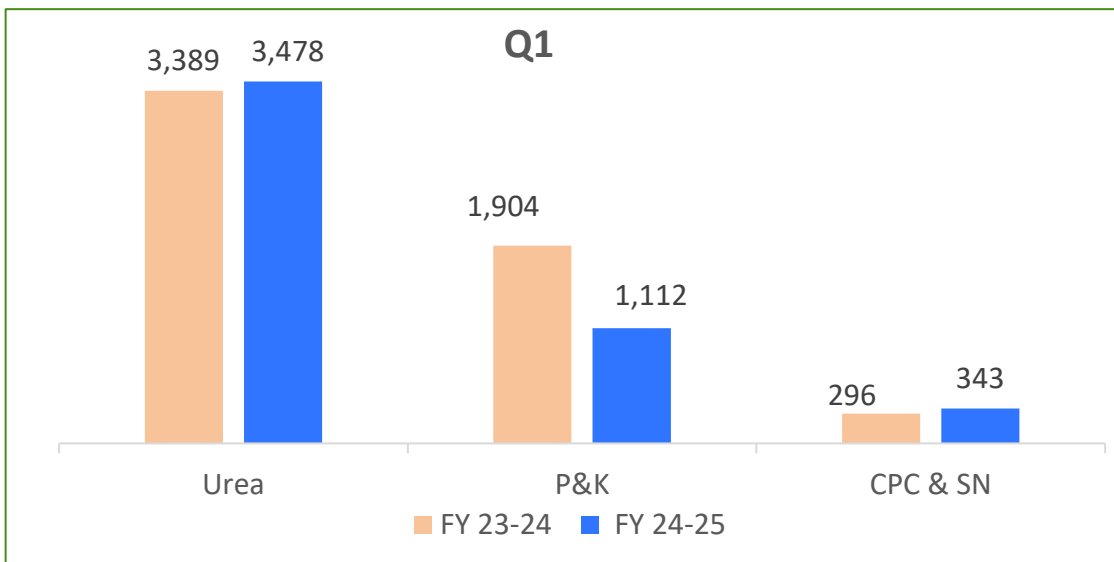
## Urea Production and Sales (Lakhs MT)



## P & K Fertilisers Sales (Lakhs MT)



## Revenue from Operations (Rs. Crore)

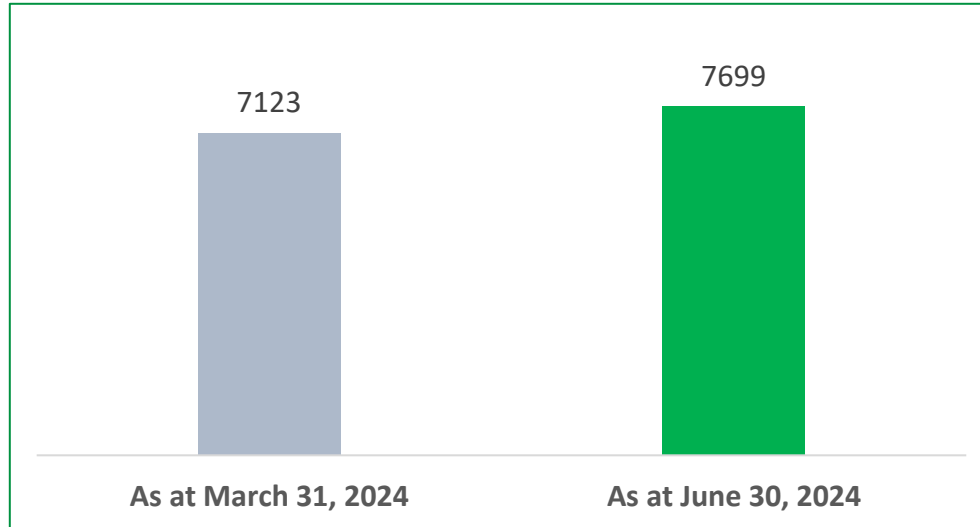


- Urea: Higher revenue and Higher volumes
- P&K Fertilisers: Lower revenue due to lower DAP volumes
- CPC & SN: Continued robust growth in top line and margins

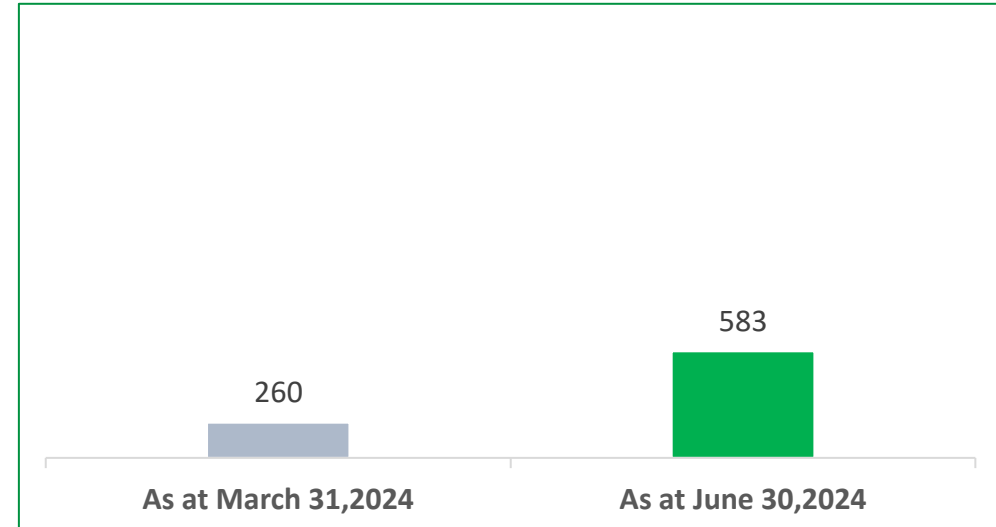


# Financial Position – Standalone (Rs. Crore)

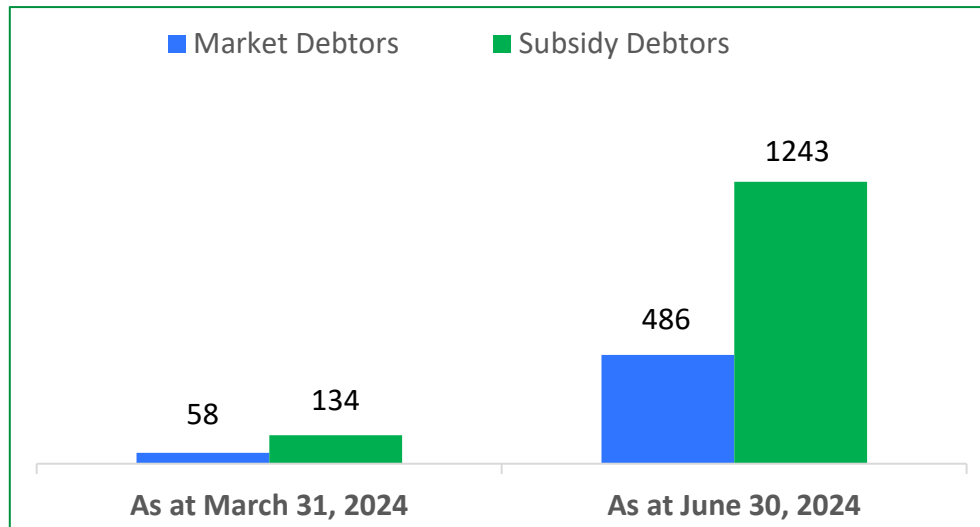
## Total Equity



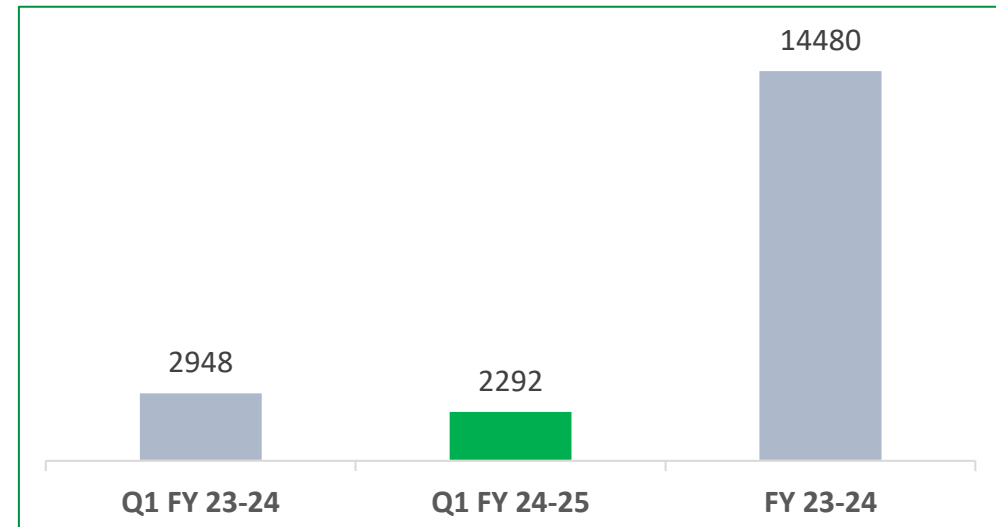
## Net Cash Surplus



## Receivables



## Subsidy received







# CHAMBAL FERTILISERS AND CHEMICALS LIMITED



## Corporate Social Responsibility Initiatives

*Investing today for a sustainable tomorrow*



- Uttarakhand
- Haryana
- Punjab
- Rajasthan
- Madhya Pradesh

## PUNJAB & HARYANA

- Project Bhoomi
- Project Akshar

## UTTARAKHAND

- Project Akshar

## RAJASTHAN

- Project Akshar
- Project Saksham
- Project Bhoomi
- Project Saakar
- Project Pragati
- Project Udaan
- Project Arogya

## MADHYA PRADESH

- Project Akshar



# Our CSR presence

*Investing today for a sustainable tomorrow*



## Project Akshar – Education initiative

**54 Government Schools**  
**47 Aanganwadi centers**  
**10000+ children**

- Summer **camp**s on “digital literacy” and “STEM learning” organized for school students in all adopted schools.
- **Board results** for academic year 2023-24 –
  - Class 10<sup>th</sup> – 95% results
  - Class 12<sup>th</sup> – 99% results
- Planning to **establish a new CBSE based school** for rural students.
- International Yoga day celebrated in all schools.



## Project Saksham – Technical & Vocational Education initiative

**5 Industrial Training Institute**  
**1 Govt. Polytechnic College**  
**2000+ youth annually**

- 113 youth out of 315 eligible students got placement offers from various companies
- Working model of “Solar energy powered e – rickshaw” developed by students of Polytechnic College Baran





## Project Arogya – Healthcare & Sanitation initiative

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

- 18,412 OPD sessions and 9,084 Path lab tests conducted during quarter 1 of FY 24-25
- 162 health camps & awareness activities organized. Around 6000 community members participated
- 4176 community members screened for Tuberculosis (TB) and 7 TB patients identified in Q1. Treatment started through Nikshay Abhiyan of Gol.

## Project Pragati – Employability & Empowerment initiative

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

- Courses offered –
  - General Duty Assistance
  - Banking Correspondent and Banking Facilitator
  - Customer Relationship Management
  - Advanced Beautician
  - Electrical & AC mechanic
- 90 students received placements from various companies during Q1
- Target for the year- 540 students



## Project Saakar – Rural Development Initiative

**Selected villages of District Kota,  
Baran, Bundi and Pali**  
**Nearby villages of Gadepan  
(District Kota)**

- Developing infrastructure facilities like -
  - Community Halls, common spaces
  - Cement Concrete Roads and drainage system
  - Entrance Gates, Common spaces, sheds etc.
- Developing Gadepan village as model village with all the basic amenities



## Project Bhoomi – Environmental Sustainability, Animal Welfare and Soil Health

**380 villages of selected villages  
of Rajasthan, Haryana and  
Punjab**

- Project focused on promoting regenerative agriculture practices and modern agriculture techniques
- Solid waste management commenced in 8 core villages of Kota
- Resource recovery center established in Gadepan village





# Project Udaan—

Promotion of Sports



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


- Aimed at fostering sportsmanship among rural students and youth through structured sports activities
- Students participating in various sports activities at District, State and National level
- Various village level sports tournaments / events planned in project area like – volleyball, football, cricket league, marathon etc.



# Contact Us



 Anand Agarwal, Chief Financial Officer  
 **Chambal Fertilisers and Chemicals Limited**


 **Tel:** +91 11 4169 7900

 **Email:** [anand.agarwal@chambal.in](mailto:anand.agarwal@chambal.in)

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

 Gavin Desa / Rishab Barar  
 **CDR India**

 **Tel:** +91 22 6645 1237 / 1235

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



**Thank You**

