



**CHAMBAL FERTILISERS AND CHEMICALS LIMITED**

Ref. No. : CFCL/SE/2023-24/05

November 3, 2023

**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, 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**

**Anuj Jain**

Assistant Vice President - Finance & Company Secretary

**Encl.: a/a**



# Chambal Fertilisers and Chemicals Limited

Investor Presentation

Quarter and Six Months Ended September 30, 2023

1/26

## 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.

---

## Contents



01

**Business  
Developments**

02

**Performance in  
Quarter and Six  
Months Ended  
30-09-2023**

03

**Corporate  
Social  
Responsibility**

# Business developments



## Bulk Fertiliser

- Urea production continues at optimal levels
- Lower P&K prices and volumes translate to subdued revenue growth
- Continued Government support results in healthy subsidy receipts
- Energy Saving Schemes

## Technical Ammonium Nitrate

- Diversification into TAN and Chemicals business
- TAN project progress on schedule

## Crop Protection Chemicals and Specialty Nutrients

- Business sustains strong double digit volumes growth
- Introduced a range of weedicides and other products

## Seed to Harvest program

- Introduction of digital interface helps strengthen Chambal's connect with the farmer
- Provide a convenient option to choose a specific Chambal product
- Bring a variety of agri input offerings



## CFCL Gadepan plants energy saving schemes : Roadmap for next 3 years



**Total investment**  
~ Rs. 350-375 Cr.

**Estimated saving**  
~ Rs.100 Cr.  
per year

### Major Schemes:

- Replacement of steam turbines with efficient ones and/ or motors in plants
- Conversion of Low-pressure steam condensate stripper to Medium-pressure steam stripper
- Increasing capability of Gas turbine by suction cooling
- Installation of Hydrogen recovery plant from waste gases
- Efficiency improvement in synthesis section of Ammonia plants

**FURTHER ENERGY SAVING SCHEMES BEYOND 3 YEARS ARE UNDER EXAMINATION**

---

## CFCL's diversification into TAN and Chemicals business



- Setting up a plant for manufacture of
  - Technical Ammonium Nitrate (TAN) - 2.4 lac MTPA and
  - Weak Nitric Acid - 2.1 lac MTPA
- Estimated investment - Rs 1645 Crore with expected ROCE of 15-17% p.a.
- Lump sum turnkey contract awarded to Larsen & Toubro
- Plants to commence operations by October'2025
- Surplus Technical Ammonia of existing plants is a feedstock for production of TAN
- TAN demand expected to grow at CAGR of ~8-10% over FY'22-30 period in multiple core sectors such as Coal, Metal Mining, Infrastructure, etc.
- CFCL is further evaluating entry into Nitric Acid value chain



## TAN Site isolated and Boundary Wall Completed



## Building Foundation Work Started



## WEAK NITRIC ACID Tanks - Foundation Work Started



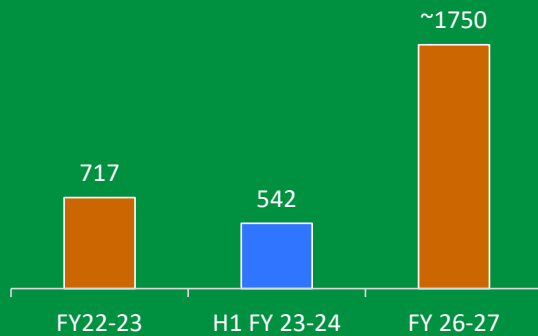


# CFCL's Crop Protection Chemicals & Speciality Nutrient Business

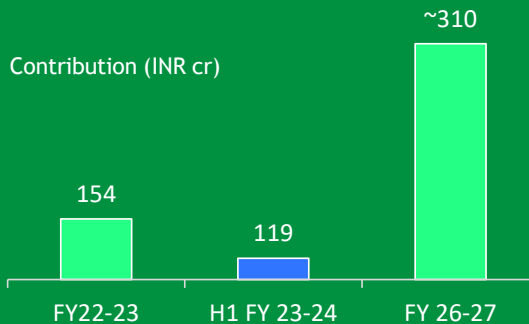


## Growing business focusing on domestic B2C

Revenue (INR cr)



Contribution (INR cr)



- 1 Strong sales channel in North & Central India**
  - 20 Regional offices across 13 states working with ~4000 dealers
  - Strong presence in 262 districts across
  - ~20% market width & ~15% market depth
- 2 Strong CPC product portfolio**
  - Cereals (63%) , Oil Seeds & Pulses ( 16%), Sugarcane (6%), Cotton (5%) and Food & Vegetables ( 6%)
  - Focus on Fruits & Vegetables & high value crops by adding new premium products
- 3 Co-marketing relationship with innovative organizations**
  - Time tested relationship with leading American , European , Japanese , Middle east & domestic companies for introduction of safe & scalable products
- 4 High brand recall, driven by on-ground sales force and farmer connect**
  - Seed to Harvest– Demand generation program
  - Digital interface through app & other interventions to strengthen “Uttam” Brand
  - High preference & trust with strong brand recall due to quality assurance
  - Aspiration to be a trusted crop solution company in Agri inputs



## CPC & SN Portfolio : Category wise revenue growth – H1 FY 23-24 Vs H1 FY 22-23

Volume Growth

9%

Insecticides



35%

Revenue Share  
as at 30-09-23

15%

Weedicides



23%

9%

Fungicides



13%

14%

Speciality Nutrients



29%

## 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)

# Seed to Harvest (S2H)



Seed to Harvest legacy continues..

*Major crops- Paddy, Cotton, Soybean, Sugarcane, Maize, Ground nut and pulses*

Growth in number of territories from 116 to 150

Villages covered from 1163 to 1498

Farmers added 2.30 Lakh.

Soil sample collections- 42000 and continuing.

Farmers meetings- 3146 till Kharif 23



**Performance - Quarter  
and Six Months Ended  
September 30, 2023**

## Performance Highlights



### STANDALONE

Q2 FY 23-24	Q2 FY 22-23	Rs in Crore	H1 FY 23-24	H1 FY 22-23	% VAR
5386	8587	Revenue	10975	15878	-31%
697	534	EBITDA	1475	1234	20%
573	370	PBT	1219	946	29%
372	240	PAT	842	647	30%

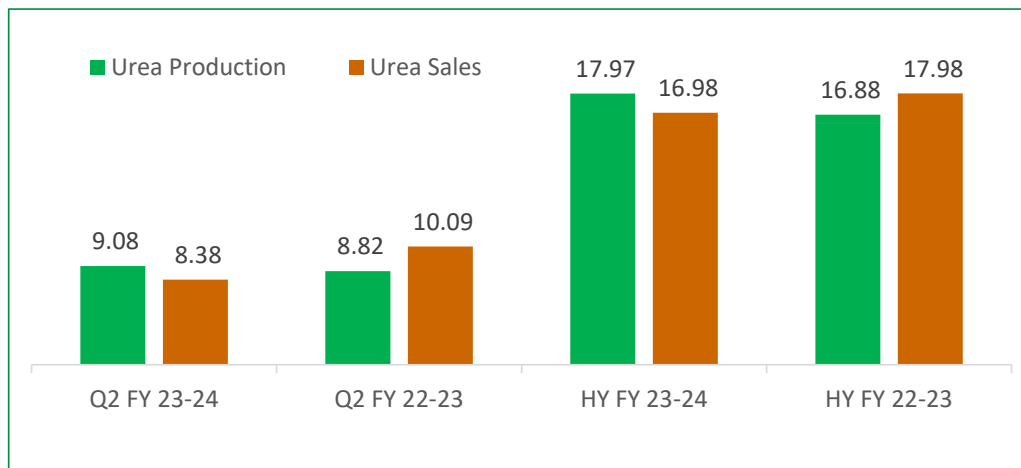
### CONSOLIDATED

381	274	PAT	720	616	17%
-----	-----	-----	-----	-----	-----

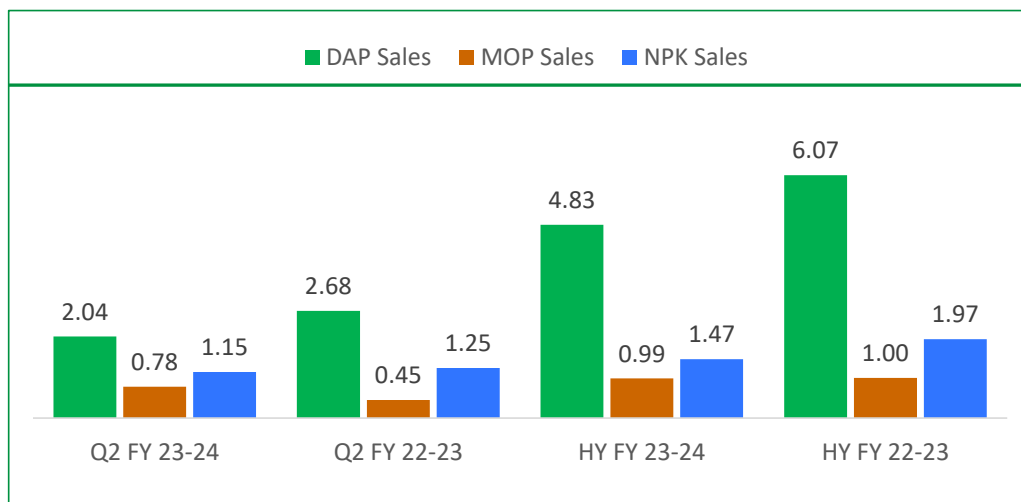
- Lower revenue due to :
  - **Urea** : Majorly due to lower Gas prices and also due to lower sales volumes
  - **P&K Fertilisers** : Lower import prices and lower volumes
- Higher EBITDA, PBT and PAT due to :
  - Better margin on P&K Sales

- Joint Venture- Indo Maroc Phosphore S.A. IMACID, Morocco : Lower margins due to high input prices

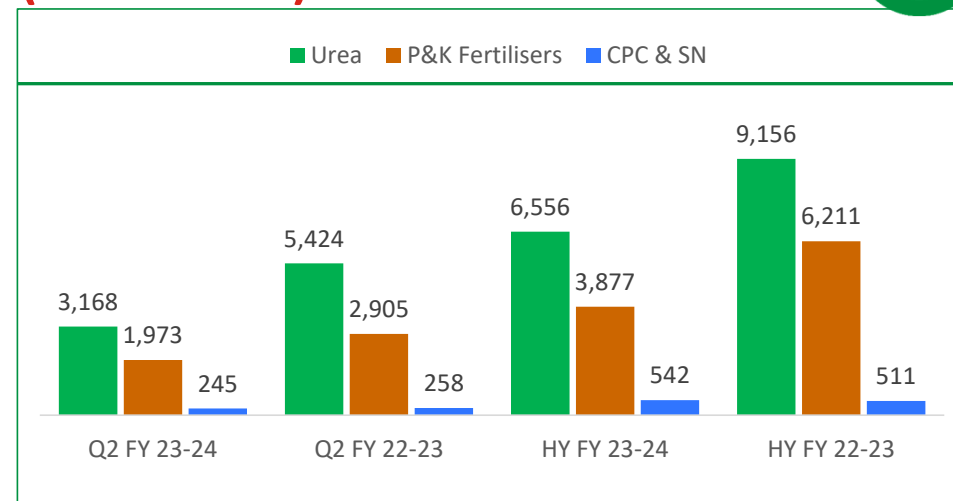
## Urea Production and Sales (Lakh/MT)



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



## Revenue from Operations (Rs in Crore)

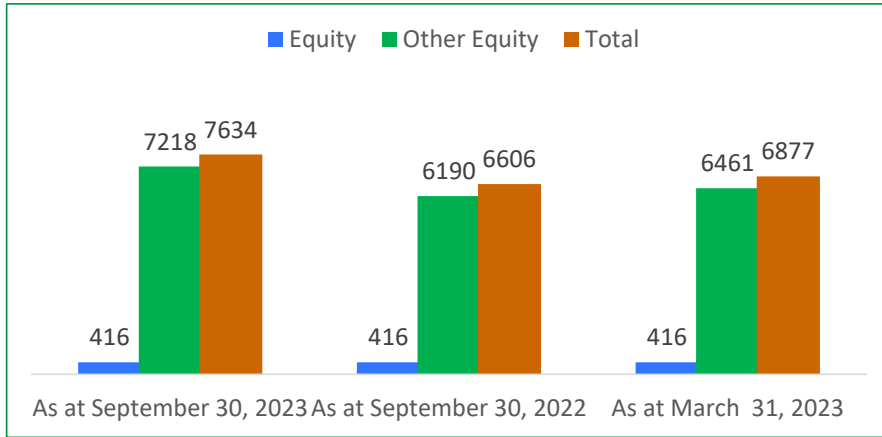


- Urea: Revenue decreased majorly due to lower gas prices and lower sales volumes
- P&K Fertilisers: Revenue decreased due to lower prices and volumes
- CPC & SN: Increased volumes ~10%

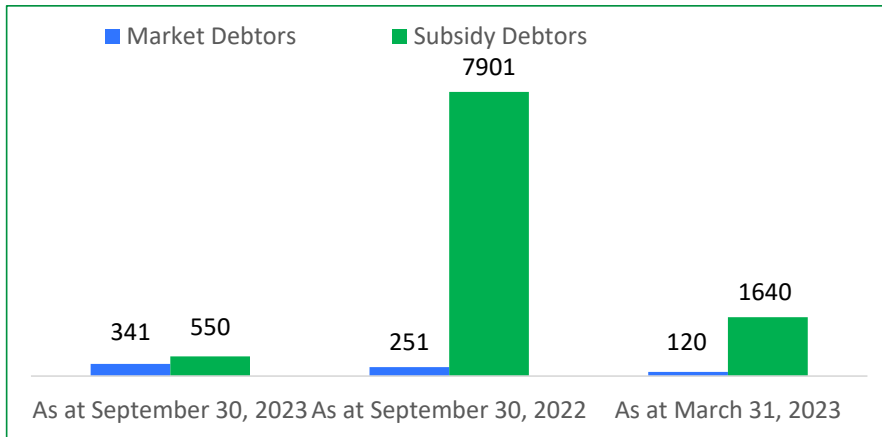


# Financial Position - Standalone

## Total Equity

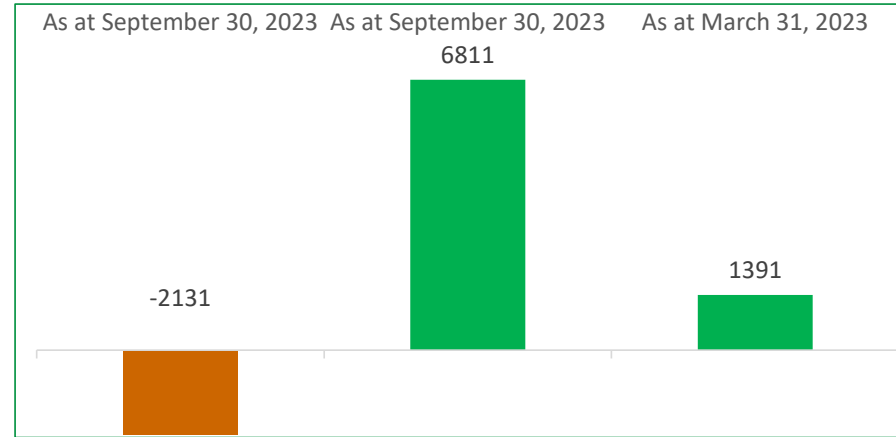


## Receivables

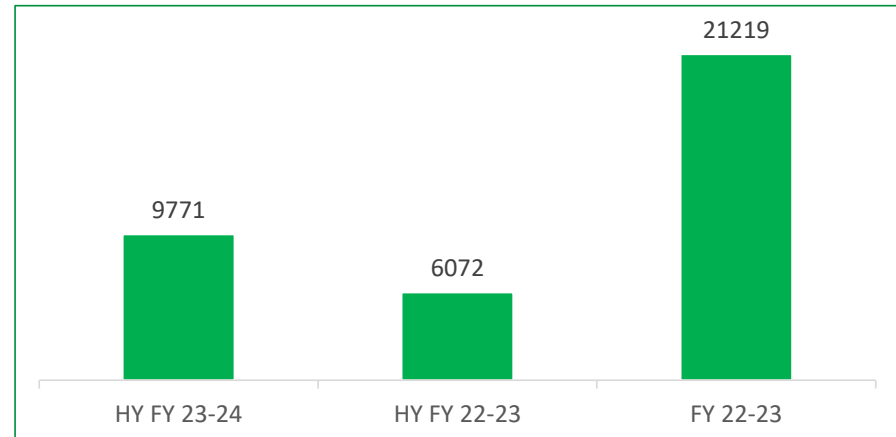


## Net Debt ( net of cash surplus)

(Rs in Crore)



## Subsidy Received







# CORPORATE SOCIAL RESPONSIBILITY INITIATIVE

## Awards and Accolades



Department of Education, Government of Rajasthan conferred **Bhamashah – Shiksha Vibhushan Award** to **CFCL** for its education initiative in Kota and Baran districts of Rajasthan

Presented by **Mr. B. D. Kalla, Minister of Education, Govt. of Rajasthan**

Date – 11<sup>th</sup> September 2023  
Venue – Birla Auditorium, Jaipur

*... Investing today for a sustainable future*

# Project Akshar - Preschool & School Education



**54 Government Schools**

10,000 students

**47 Aanganwadi centers**

1,361 students

Adopted one Govt. Upper Primary School – Devpura (Dist. Kota)

7th edition of Annual Cultural Festival of adopted schools Samvartika organized on the theme “Life History of Maharana Pratap”

Around 30 schools being supported in Haryana, Punjab and Madhya Pradesh.

Supporting preschool education in aanganwadi centers through PENCIL model and Socio Emotional Learning.

12 students received Govt. Scholarship for JEE – NEET entrance exam preparation.



# Project Saksham – Technical & Vocational Education



**5** Govt ITIs    **11** Trades

**1** Polytechnic College    **5** Branches



Diploma Chemical Engineering Branch opened at Govt. Polytechnic College Baran.



Admissions started in Solar Panel Technician trade at Govt. ITI Jhalawar.



More than 170 students secured placement offers from various blue-chip companies.



Focus on personality development and additional certification on "Fire & Safety" & "Occupational Health & First Aid".



Working model development in all institutes – Drone, E rickshaw, E battery charging station.



# Project Arogya – Healthcare and Sanitation



**4** Primary Health Centers

**26** Villages

**100+** Institutions

Adopted Government Primary Health Centre Bamori (District Kota).

Total OPD Sessions in HY1 – 51005 (HY1 FY 22-23 36677)

Total Path lab test in HY1 – 19954 (HY1 FY 22-23 19954)

22251 community members participated in over 400 health activities, camps and awareness sessions.

Women Village Health Groups formed in 26 villages - 388 women enrolled.



# Project Pragati – Employability & Empowerment



**8 Villages**

**400+** women folks engaged through Self Help Groups

Creating empowered self-help groups

Initiating new business ideas – one village one product

Harvesting rural prosperity through farmer groups

Short term vocational trainings for youth girls & women

Supporting rural youth to start entrepreneurial activities

Facilitating women folks to sell handmade products through brand name “Kriti”.



# Project Saakar– Rural Development Initiative



Selected villages of Kota, Baran and Bundi Districts

Over 1 lakh beneficiaries



Transforming rural landscape in selected villages of Kota, Baran & Bundi district of Rajasthan



Developing nearby villages of plant location as model village



Creating sustainable and community led infrastructure facilities in nearby villages – CC roads, Community halls, common spaces, parks and other



Creating robust solid waste management system in villages.



# Project Bhoomi- Environmental Sustainability



**380** villages

**10** districts

**3** states (Haryana, Punjab & Rajasthan)

Prevented emission of around 116 million Kg Green House Gases by preventing residue burning.

Facilitating small and marginalized farmers to avail scientific and advanced agriculture practices to prevent crop residue burning especially after paddy harvesting.

Targeting to prevent crop residue burning in around 1.5 lakh acre area in selected villages of Haryana and Punjab.

Creating aggregators & end users pool to help farming community to scientifically and optimally utilize the crop residue.



# Project Pragati – Promotion of Sports



**20** Sr. Sec. Schools

**5** Technical Institutes

**5** Sports Development Center

Inaugurated Newly Developed Stadium at Sangod with football, volleyball, basketball court, cinder track, cricket pitch and walkway

2 mini marathon organized for age group 13 to 18 years.

Kabaddi team of Mahatma Gandhi English Medium School won district level sports event

16 students selected in district level teams for state games.





# Project Pragati – Promotion of Sports



**20** Sr. Sec. Schools

**5** Technical Institutes

**5** Sports Development Center

- Inaugurated Newly Developed Stadium at Sangod with football, volleyball, basketball court, cinder track, cricket pitch and walkway.
- 2 mini marathon organized for age group 13 to 18 years.
- Kabaddi team of Mahatma Gandhi English Medium School won district level sports event.
- 16 students selected in district level teams for state games.




---

## Contact Us





For queries and requests, please contact:


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

 **Tel:** +91 11 4169 7900

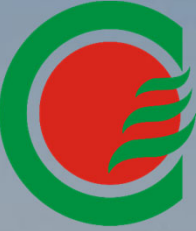
 **Email:** [anand.agarwal@chambal.in](mailto:anand.agarwal@chambal.in)

 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)

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



**Thank You**

