



CHAMBAL FERTILISERS AND CHEMICALS LIMITED

January 29, 2022

BSE Limited

Phiroze Jeejeebhoy Towers
25th 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,

Kindly refer to our letter dated January 29, 2022 submitting therewith a presentation on the financial results of the Company for the quarter and nine months ended December 31, 2021, for Analysts / Investors.

Please find enclosed a copy of the revised presentation, after rectifying typographical error in breakup of Revenue from Operations on slide 10.

We regret the inconvenience caused.

Thanking You,

Yours sincerely,

for Chambal Fertilisers and Chemicals Limited

Rajveer Singh

Vice President - Legal & Secretary



**CHAMBAL FERTILISERS
AND CHEMICALS LIMITED**

INVESTOR PRESENTATION

Quarter and Nine Months Ended December 31, 2021



Disclaimer

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

While these forward looking statements indicate the Company’s assessment with regard to the development of its business, there are a number of 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 trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with the Company, legislative developments, and other key factors that could affect the Company’s business and financial performance.

The Company undertakes no obligation to periodically revise any forward looking statements to reflect future/ likely events or circumstances.



Contents



Highlights



Growth – New Business

- Project for manufacturing Technical Ammonium Nitrate at existing site at Gadepan, Rajasthan

Performance Overview

- Excellent performance of joint venture IMACID, Morocco
- Steady Urea operations
- DAP/NPK - managed challenging environment of spiraling international prices and availability
- Healthy financial position and lower finance costs
- Interim dividend of Rs.4.50 per equity share considering 9 months' performance
- 5 FAI awards in various fields



Ammonium Nitrate Project

Technical Ammonium Nitrate Plant at Gadepan site



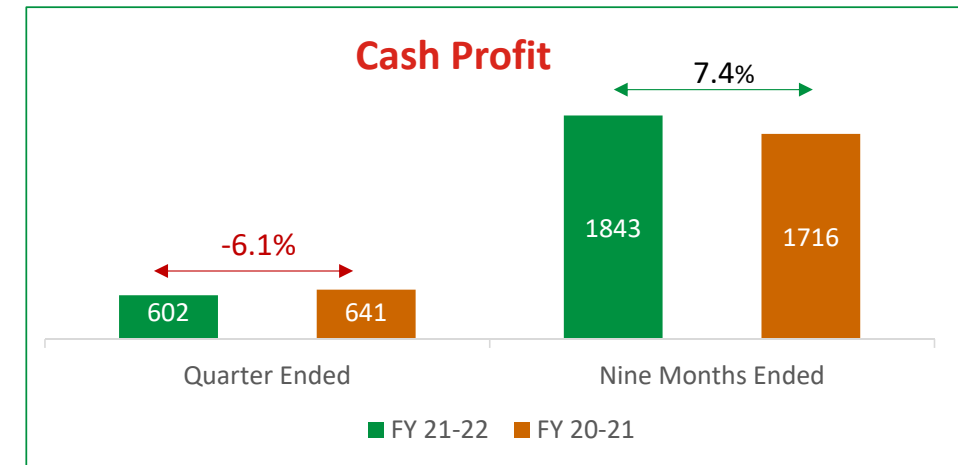
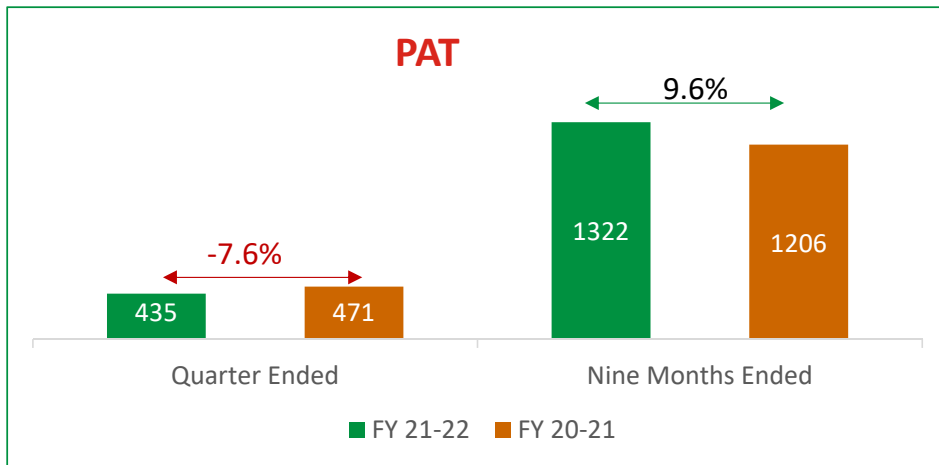
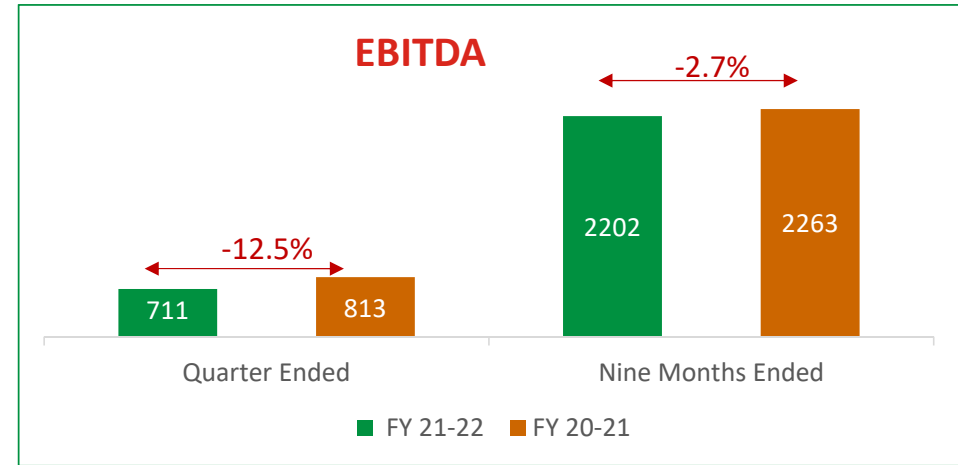
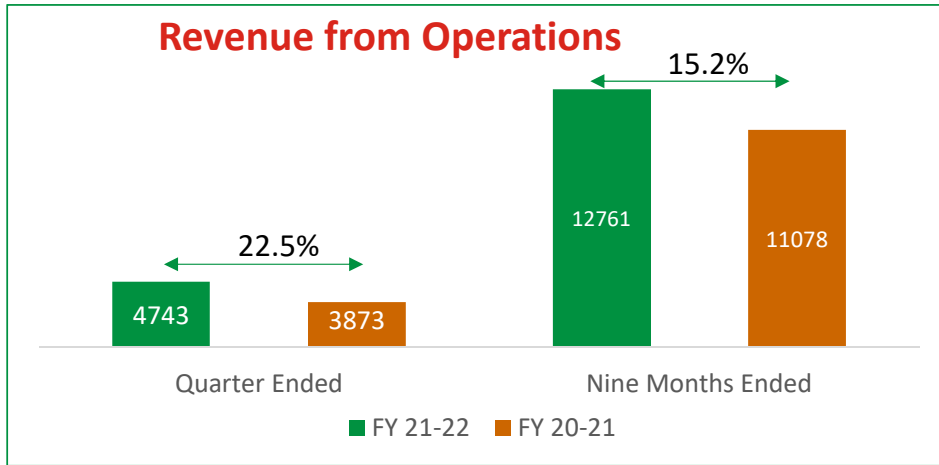
- Technical Ammonium Nitrate plant - 2.20 Lakh MT/annum and Weak Nitric Acid plant - 1.80 Lakh MT/annum
- Estimated Project Cost of Rs. 1170 Crore
- Timeline: 36 months from the date of start
- Demand vs domestic supply gap increasing with demand CAGR of 5%-6%
- Coal mining, Cement Production, Iron Ore and Infrastructure Projects are main drivers for growth
- Significant opportunity even with announced new capacities
- Imports challenging - safety requirements, permissions, port limitations
- Competitive advantage – Ammonia, cost to serve, brownfield site, strong project & operations capability



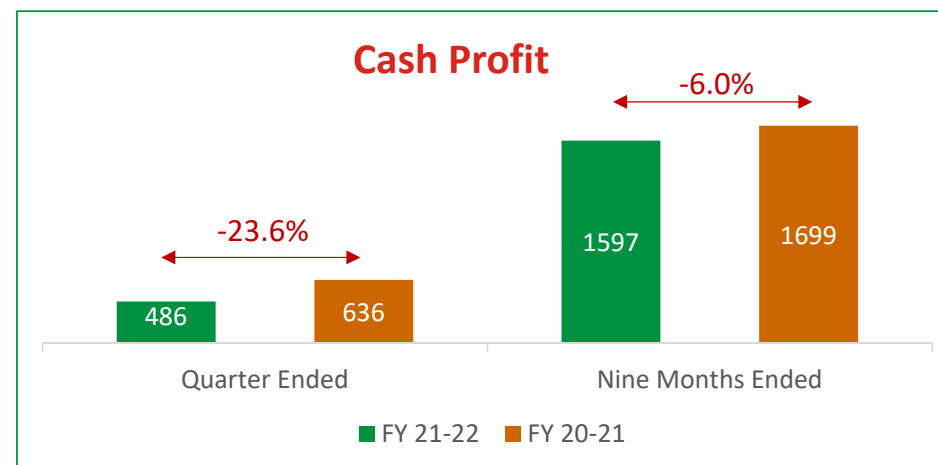
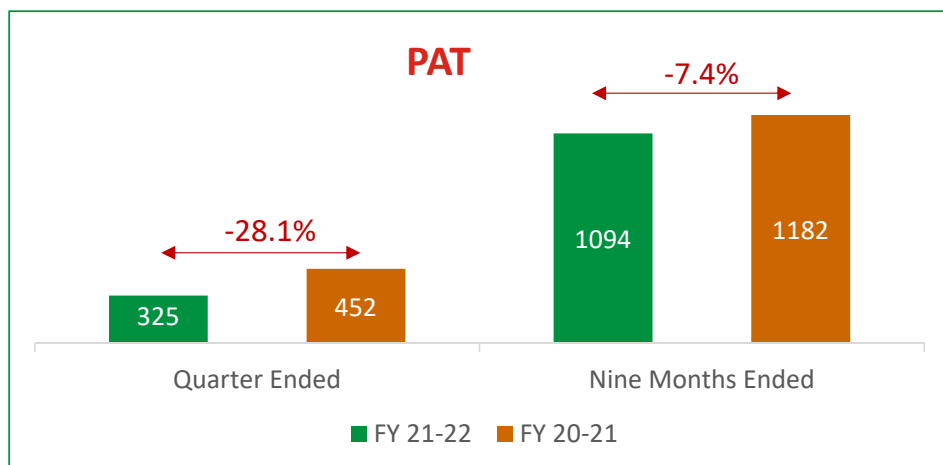
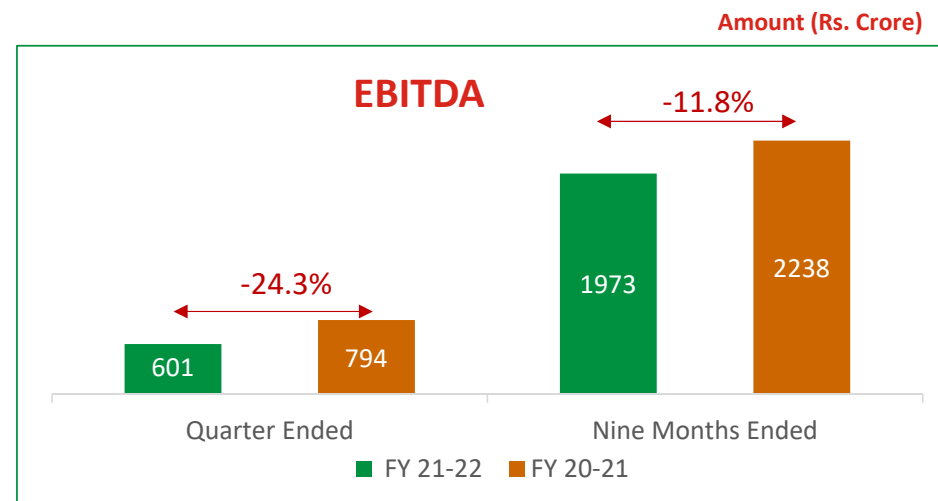
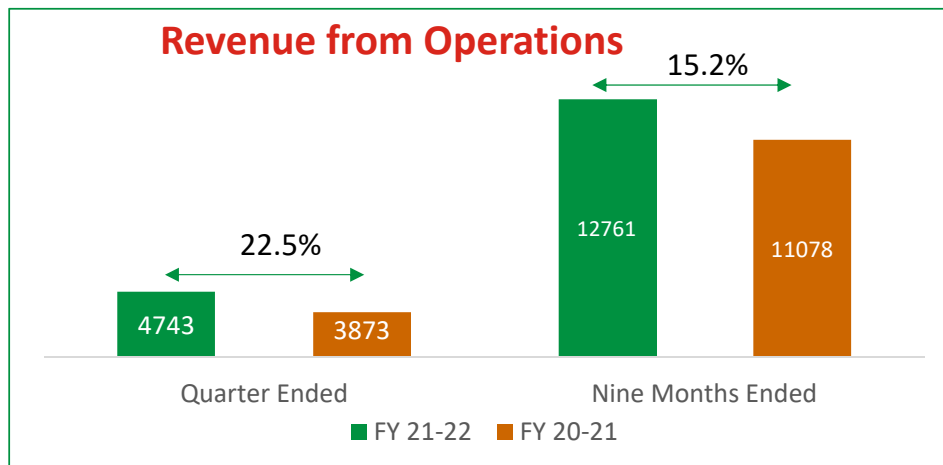
Performance - Quarter and 9 Months

Performance Highlights : Quarter and Nine Months Ended FY 2021-22 Vs FY 2020-21 – Consolidated

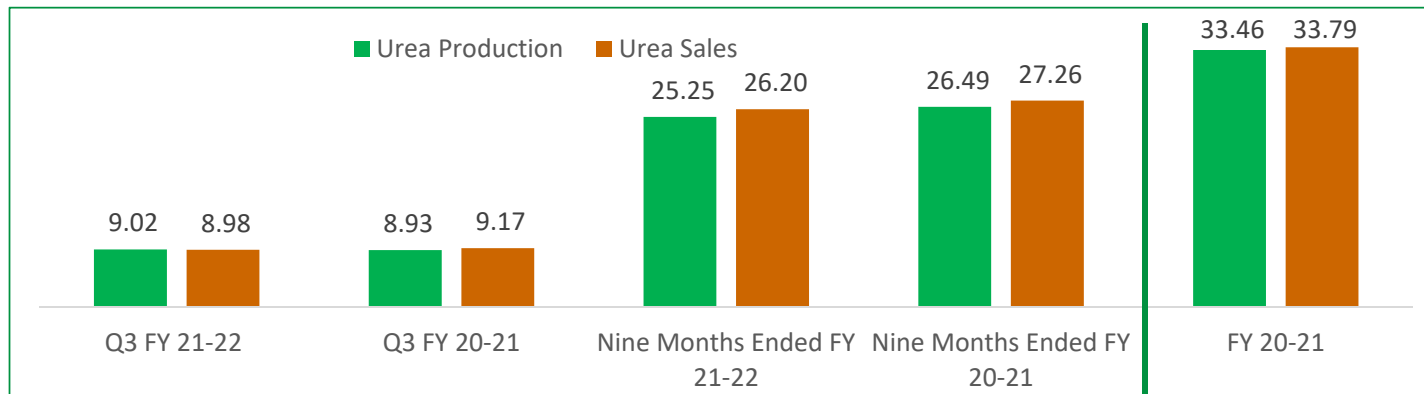
Amount (Rs. Crore)



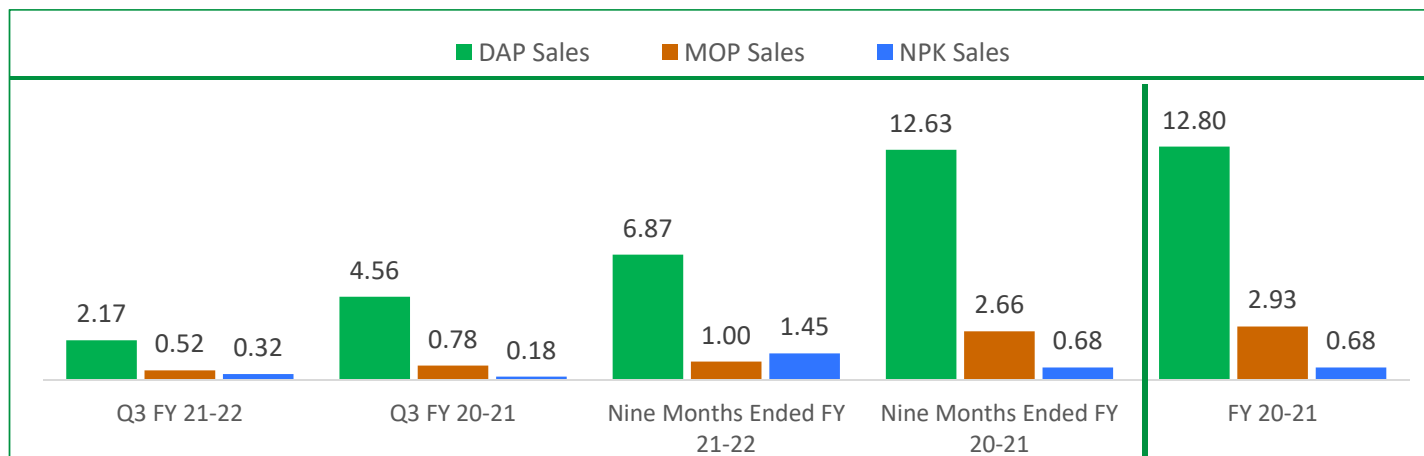
Performance Highlights : Quarter and Nine Months Ended FY 2021-22 Vs FY 2020-21 – Standalone



Urea Production and Sales

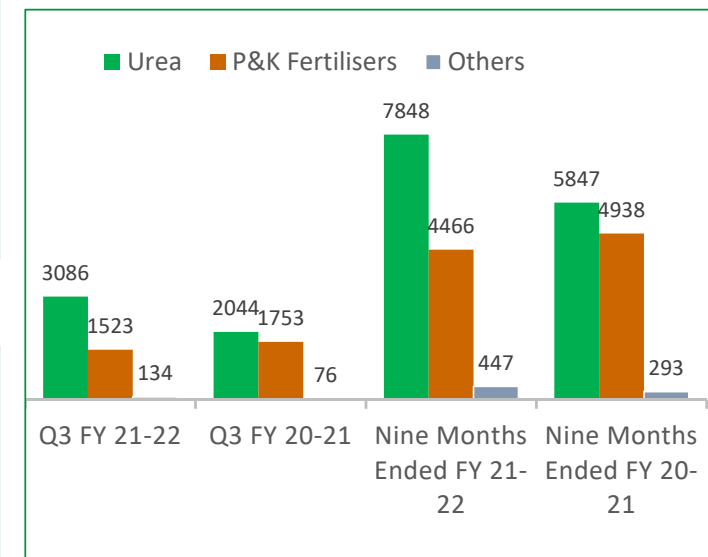


P & K Fertilisers Sales



P & K Fertilisers sales lower due to availability constraints

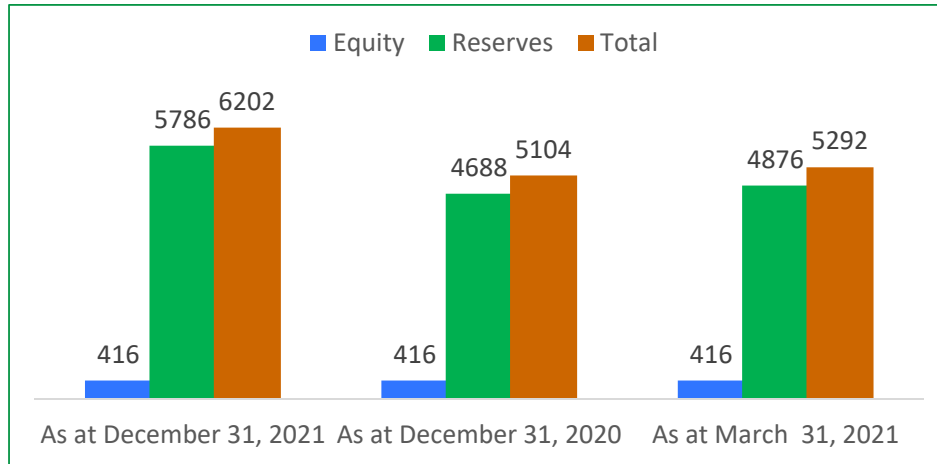
Revenue from Operations (Rs. Crore)



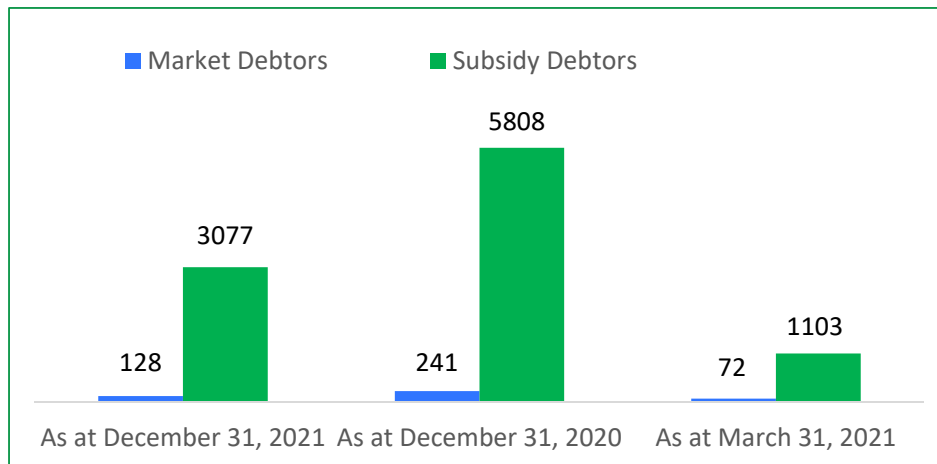
Urea Revenue increased due to substantial increase in gas prices during the current quarter and nine months ended December 2021

Strong Financial Position

Total Shareholders' Funds

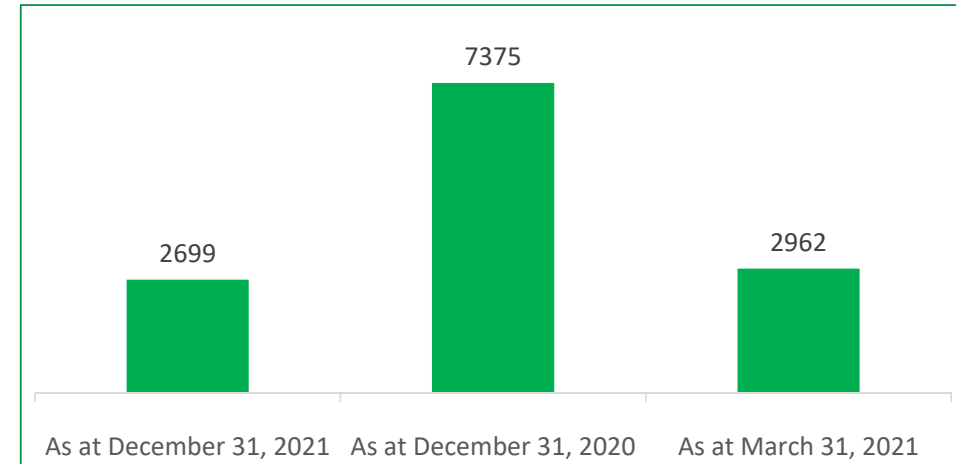


Receivables

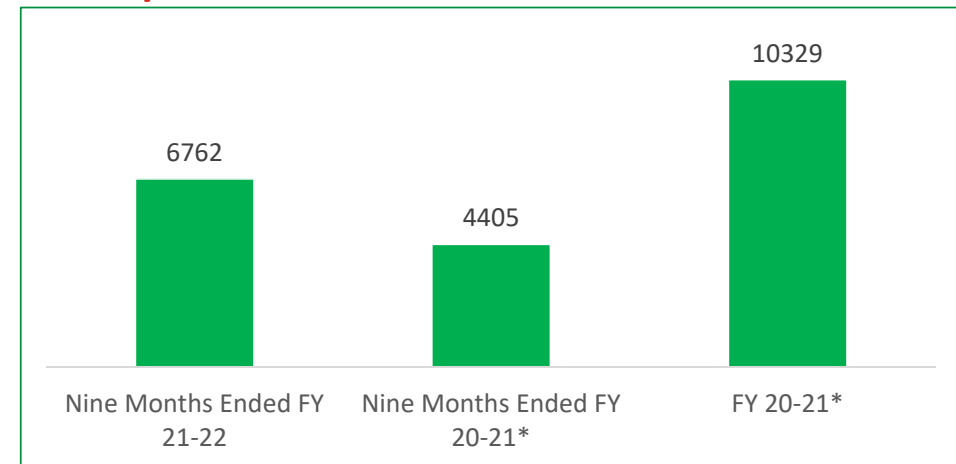


Amount (Rs. Crore)

Net Debt (net of cash surplus)



Subsidy Received



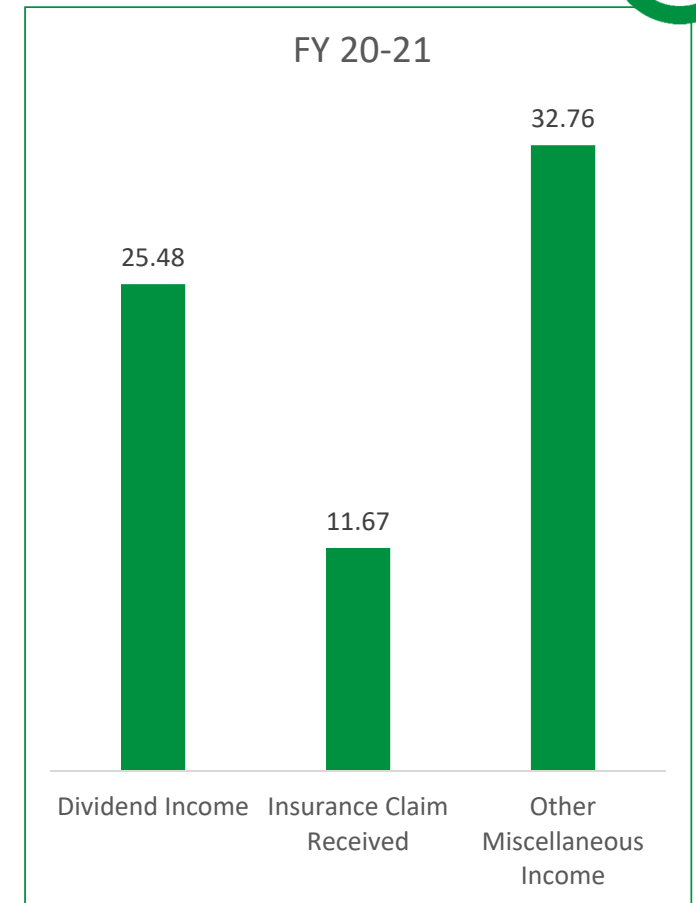
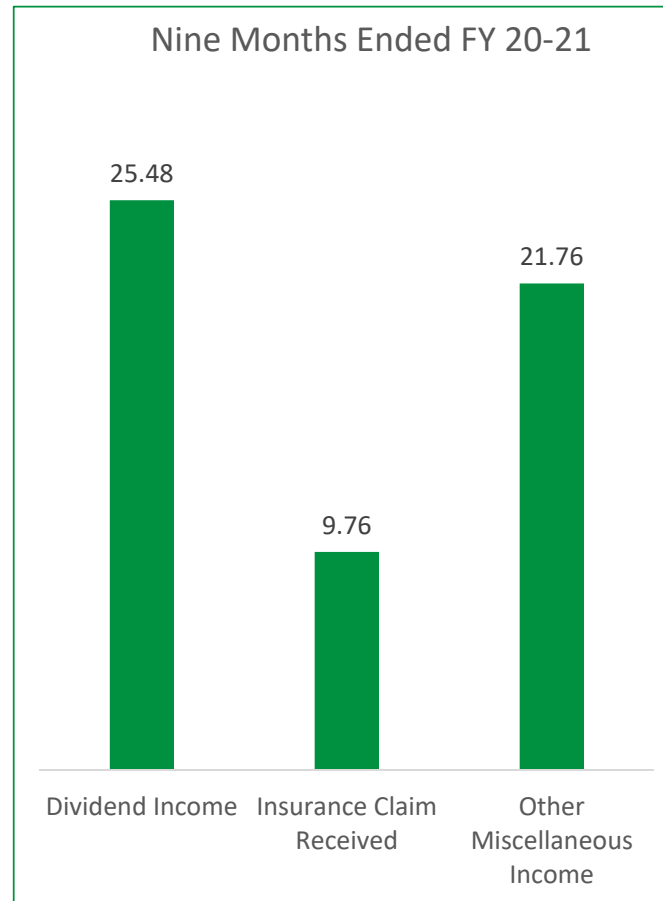
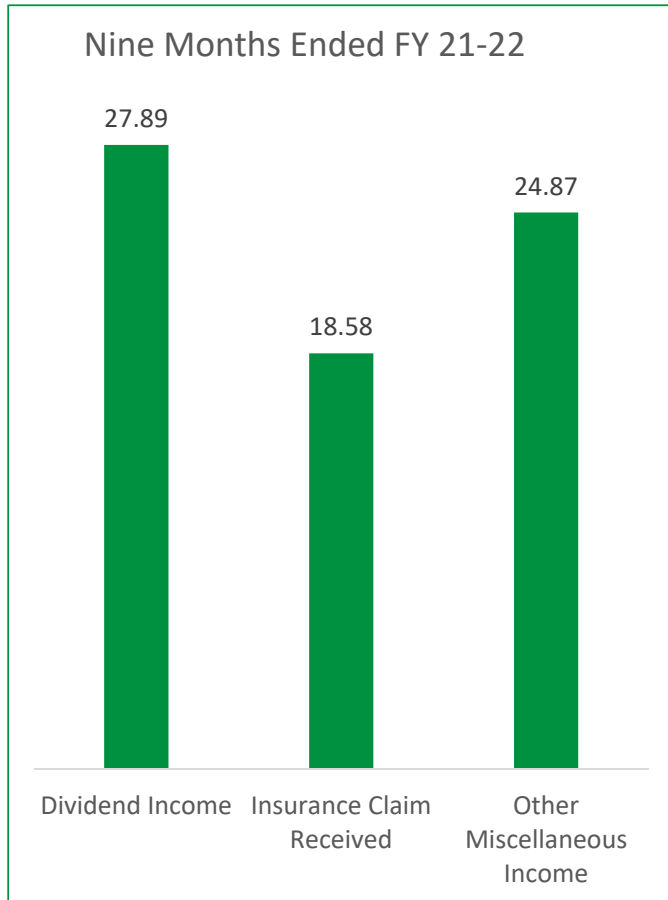
* excluding subsidy receipt of Rs.1,274 crore under Special Banking Arrangement and including one time clearance of subsidy arrears by Govt. of India amounting to over Rs.5,500 crore.





Major Items of Other Income

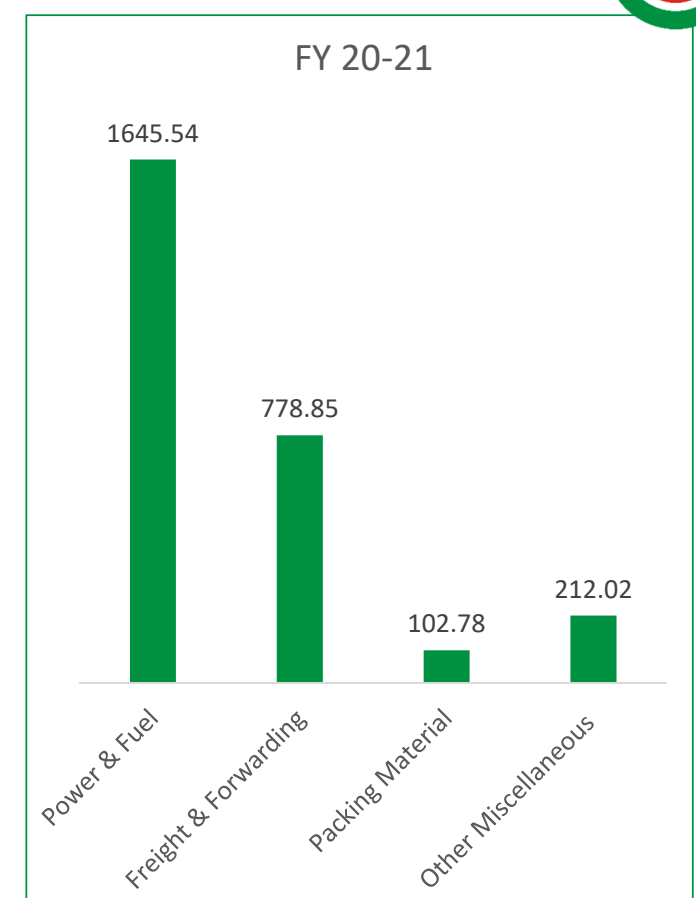
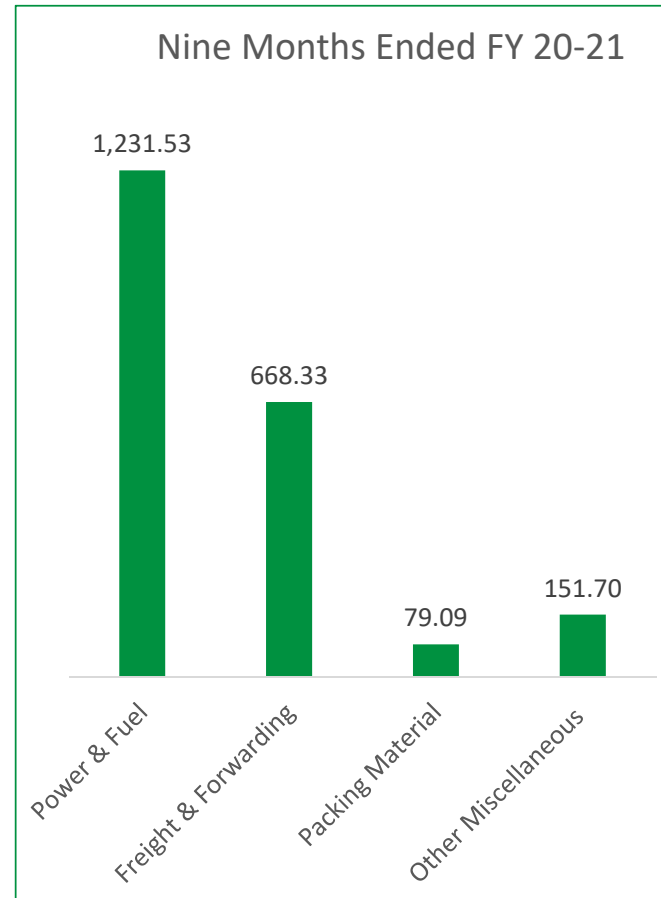
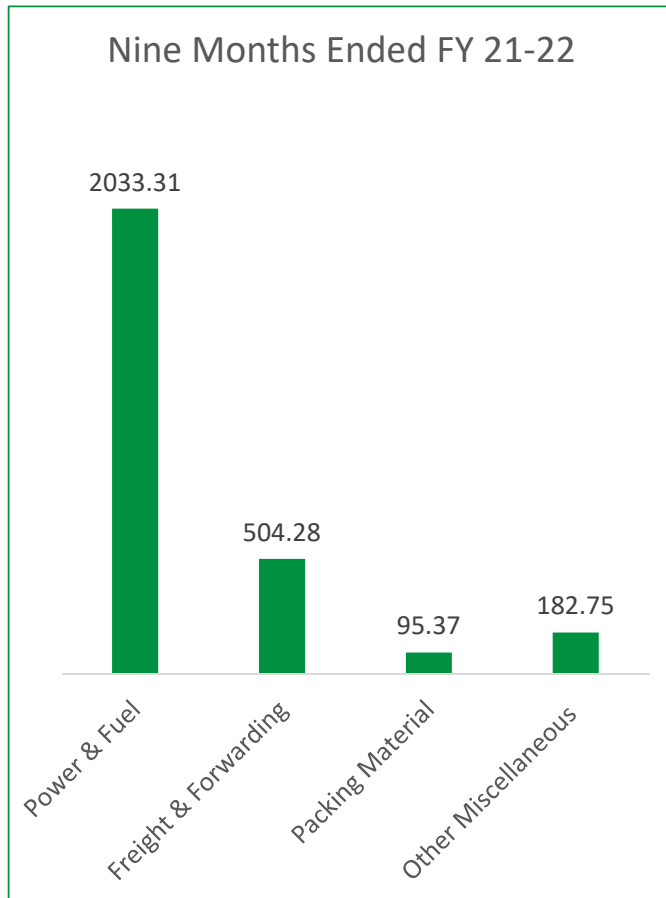
Amount (Rs. Crore)





Major Items of Other Expenses

Amount (Rs. Crore)



Note :

1. Increase in Power & Fuel primarily due to increase in gas prices.
2. Decrease in Freight & Forwarding Expenses mainly due to lower volumes of fertilisers.



Pan India Presence

Accessible market
(of total market size)

- Urea : 88%
- DAP : 88%
- MOP : 71%
- NPK : 76%
- Crop Protection Chemicals : 90%

We have made inroads in the emerging markets during 1st year of operations with sales of 1.76 Lakh MT of phosphatic and potassic Fertilisers

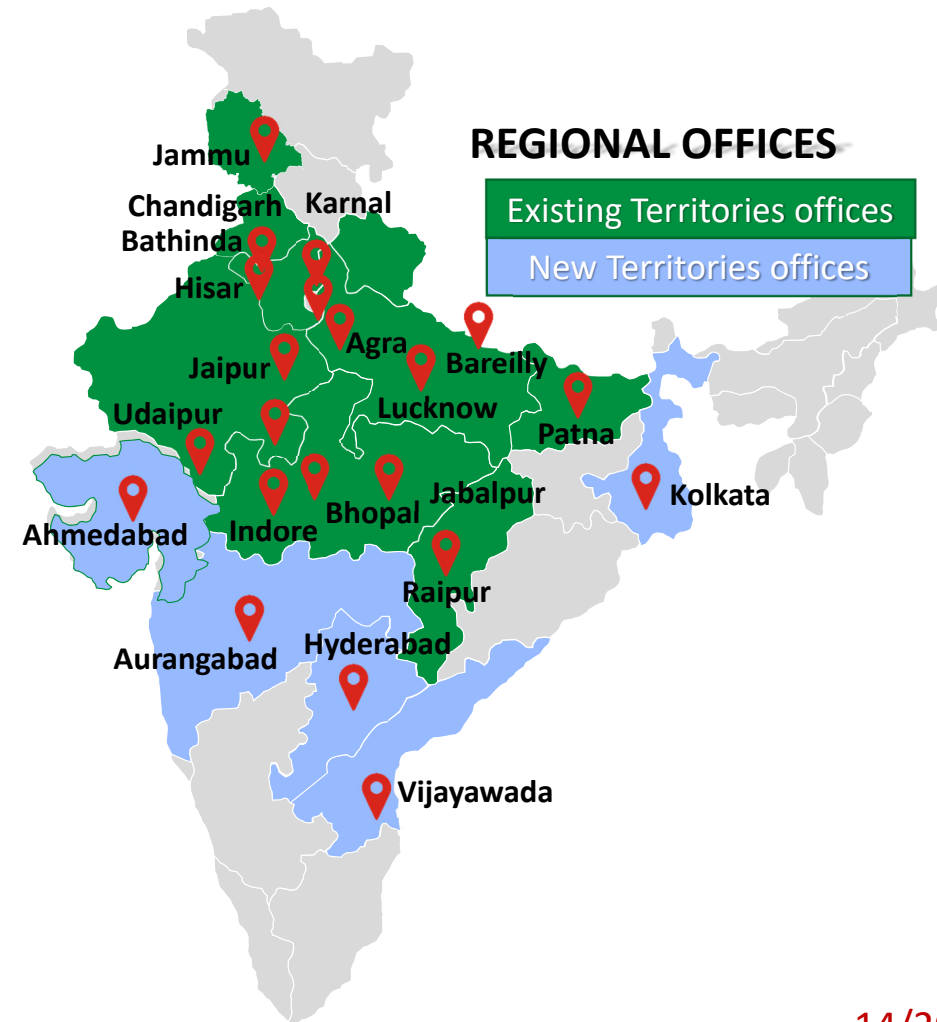
Marketing network comprises of

Deeply entrenched dealer and distribution network and brand association built over decades

20
Regional offices

~3,700
Dealers

~50,000
Retailers



WE PROVED OUR METTLE ONCE AGAIN

Chambal Fertilisers and Chemicals Limited, once again has made its mark.
The Company has been recognised as winner at very prestigious
FAI Awards 2020-21 in the category of



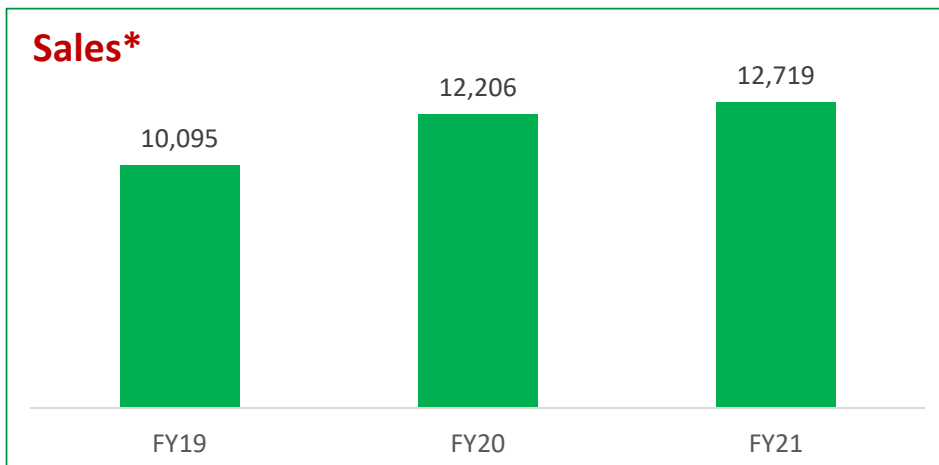
The Fertiliser Association of India (FAI) Awards



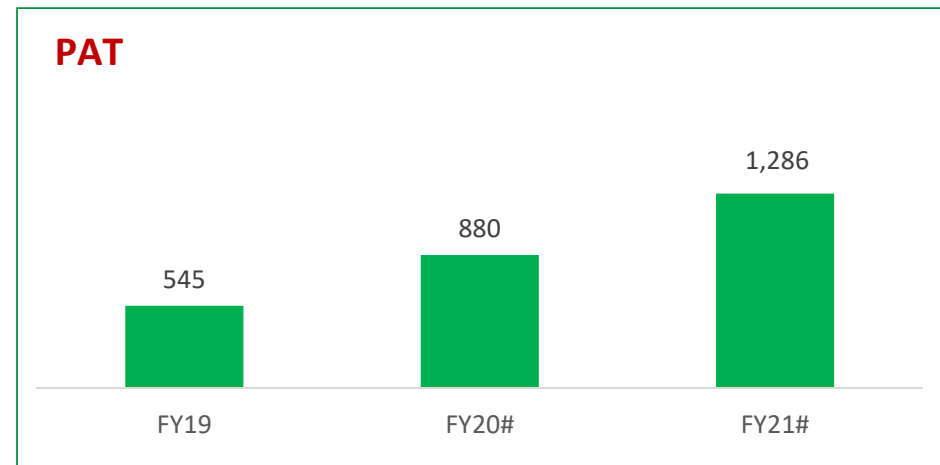
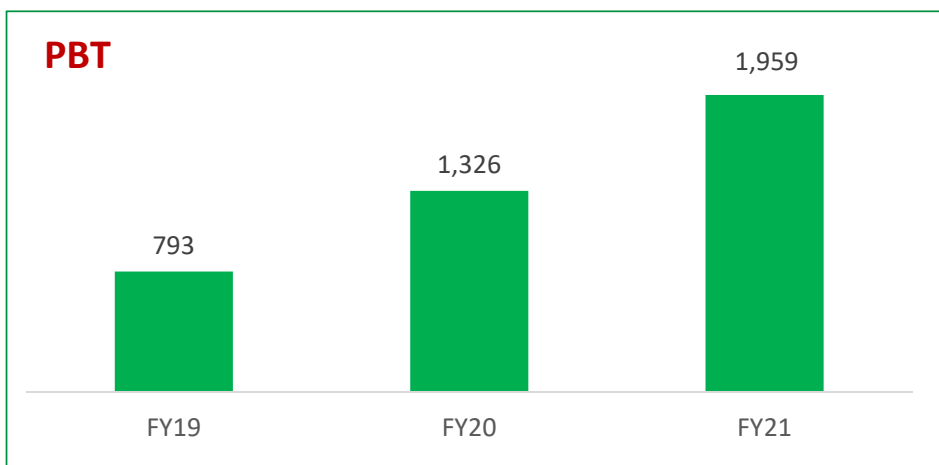
Past Performance

Performance Highlights (Standalone)

Amount (Rs. Crore)



*The revenue from Gadepan-III Plant commenced from January 1, 2019.



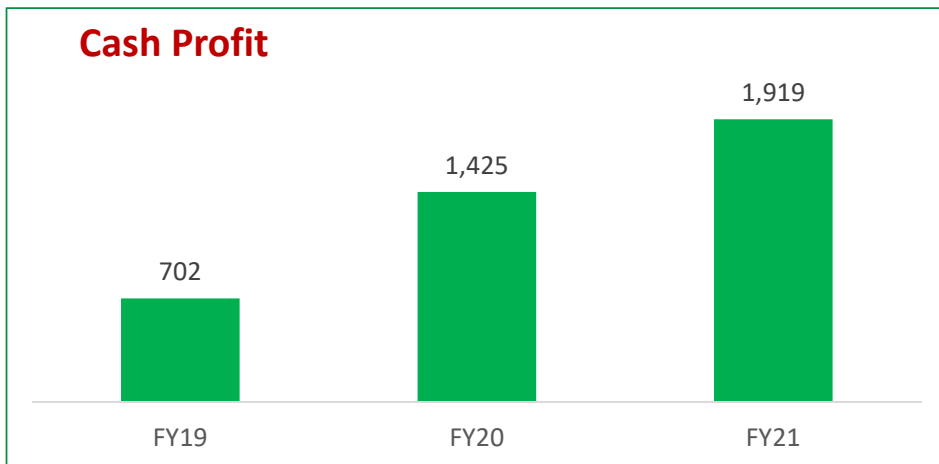
Excluding one time deferred tax benefit of Rs.344 crore and Rs.61.25 crore during FY 2020 and 2021 respectively.

Cash Profit, EPS and Receivables (Standalone)

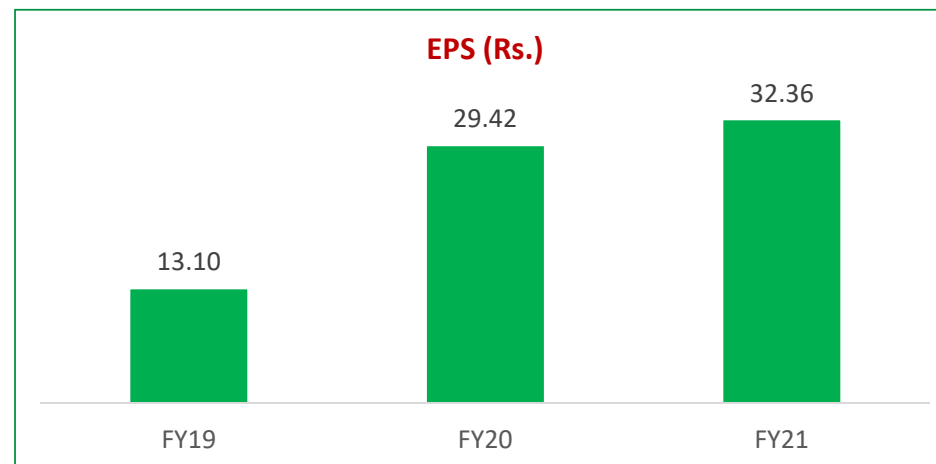
Amount (Rs. Crore) except EPS



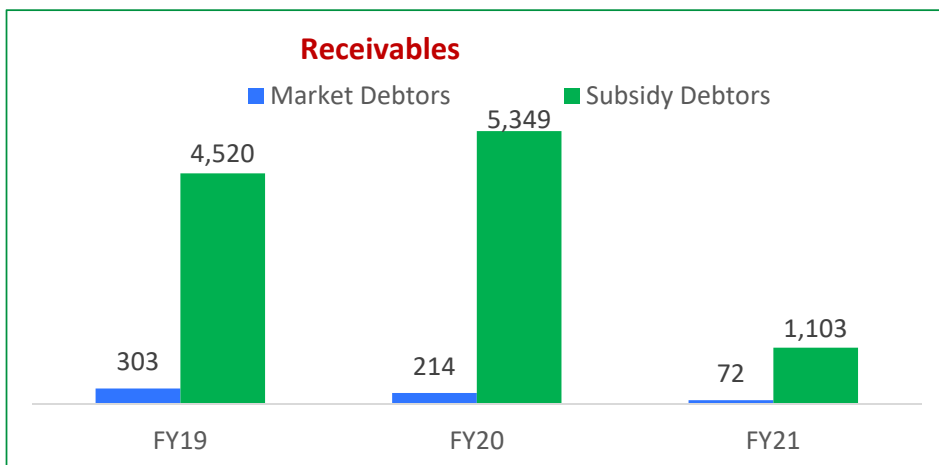
Cash Profit



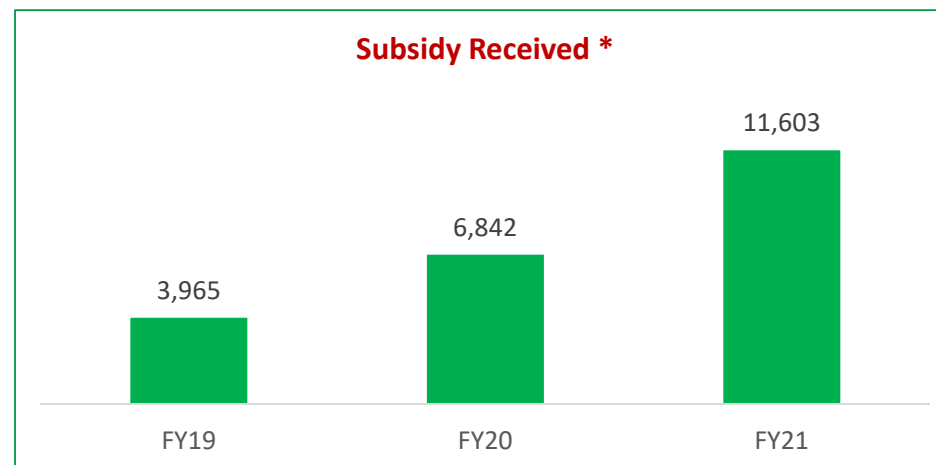
EPS (Rs.)



Receivables



Subsidy Received *

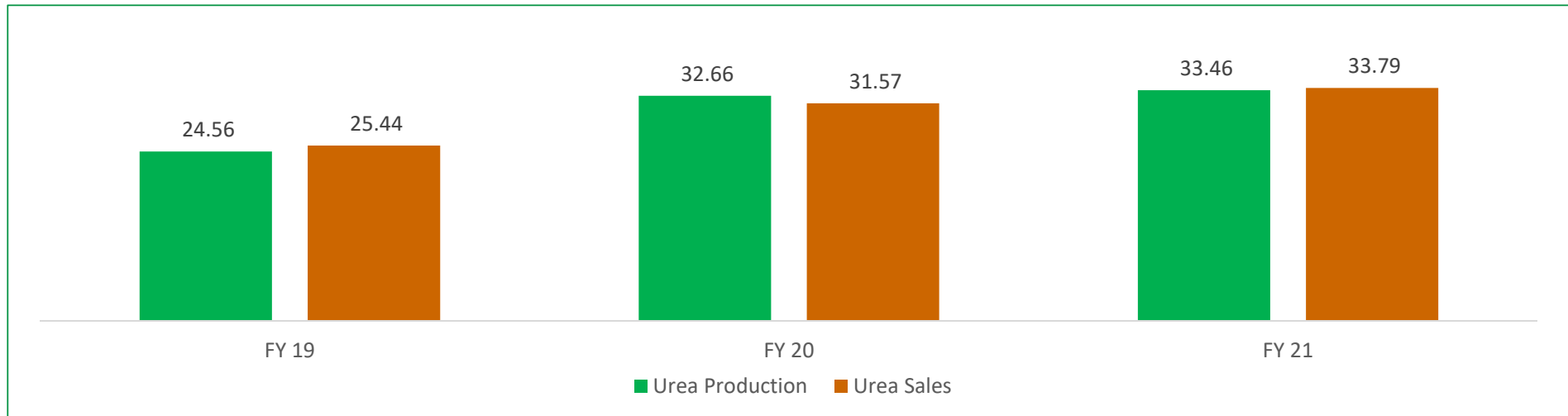


* including subsidy received under Special Banking Arrangement

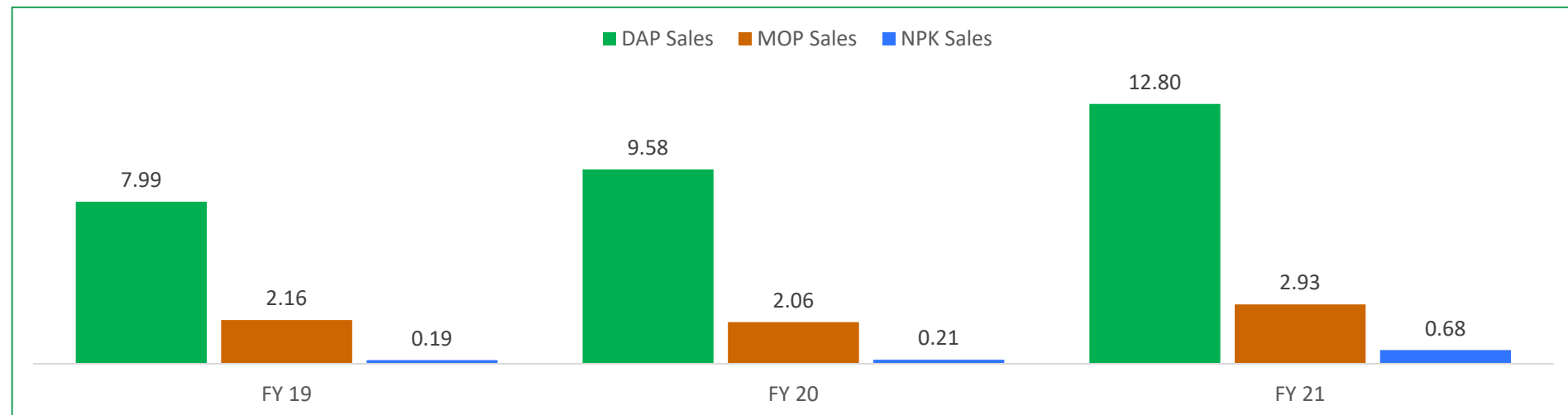


Urea Production and Sales

Unit - Lakh/MT



P&K Fertilisers Sales




Contact Us




For queries and requests, please contact:


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rishab@cdr-india.com

For further details kindly visit Company Website :
www.chambalfertilisers.com