



CHAMBAL FERTILISERS AND CHEMICALS LIMITED

September 23, 2020

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,

In continuation to our letter dated September 22, 2020 and 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 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**

Rajveer Singh

Vice President - Legal & Secretary

Encl.: a/a



Chambal Fertilisers and Chemicals Limited

Corporate Snapshot

September 2020



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 “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.

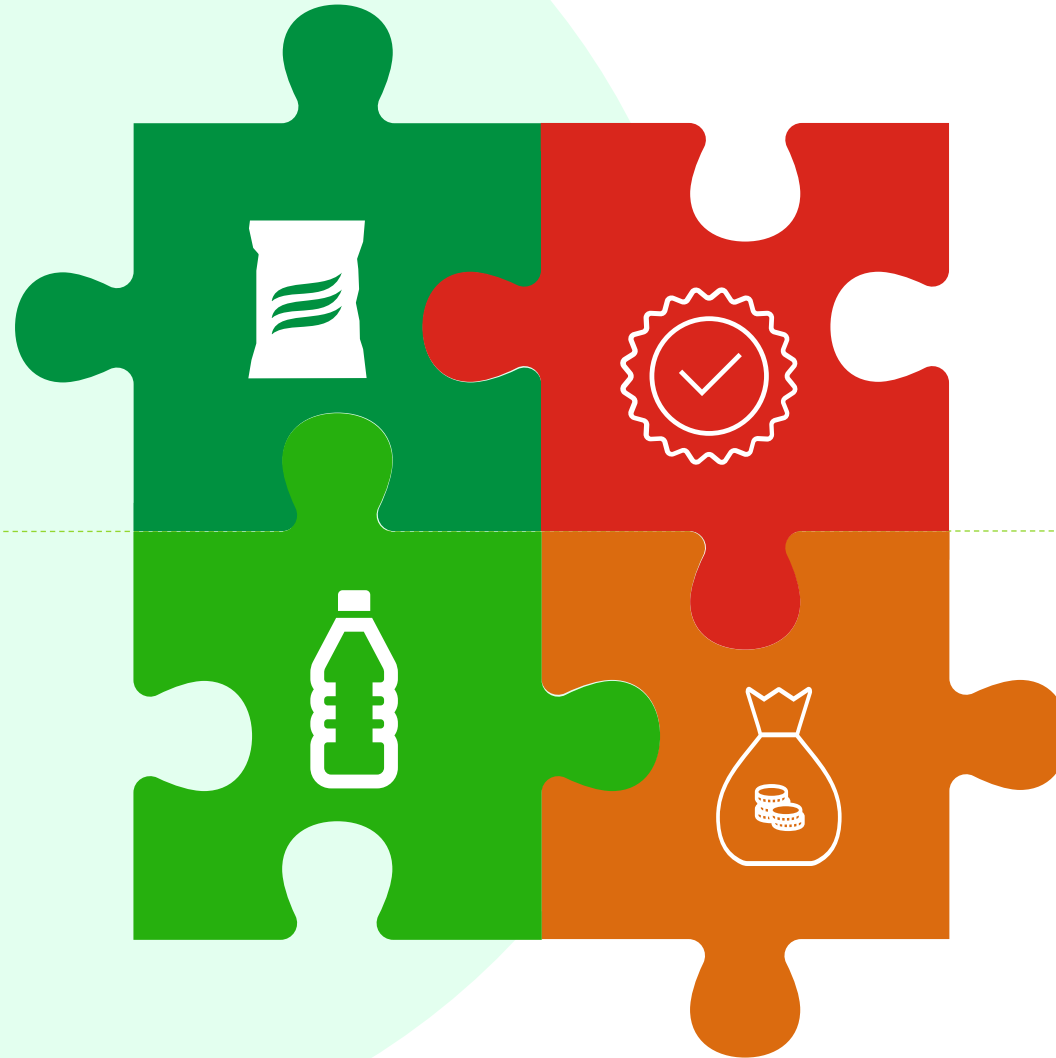
The Company undertakes no obligation to periodically revise any forward looking statements to reflect future/ likely events or circumstances.



Business Overview



- Largest single site urea producer in India



- Unparalleled distribution network and reach

- Aggressively growing non urea fertiliser segment of business

- Intense focus on cost leadership; one of the most efficient manufacturers of urea



Operations - Facilities



Three plants located at Gadepan in Kota district of Rajasthan

- Annual production of more than ~3.2 million MT of urea
- Company accounts for over 13% of the total urea produced in the country

Gadepan-I

- Ammonia Plant with a capacity to produce 1,800 MT of Ammonia per day
- Urea plant has the capacity to produce 3,100 MT of Urea per day

Gadepan-II

- Ammonia Plant has a capacity to produce 1,700 MT per day
- Urea Plant has a capacity of 3,000 MT per day of Urea

Gadepan – III

- Gadepan III plant is one of the most efficient plants in the world, producing 1.27 million MT urea per annum
- Energy consumption per MT of urea: below 5 gcal



Distribution and marketing



Unparalleled reach in 11 states across North, Western and Central India

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

Marketing network comprises of

Products supplied include Urea, DAP, NPK, MOP, pesticides and micro nutrients

14
Regional offices

~2,400
Dealers

~42,000
Retailers



Board of Directors



Mr. Saroj Kumar Poddar
Chairman



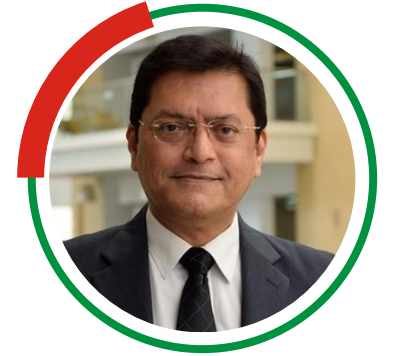
Mr. Shyam S. Bhartia
Co-Chairman



Mr. Chandra Shekhar Nopany
Non-Executive Director



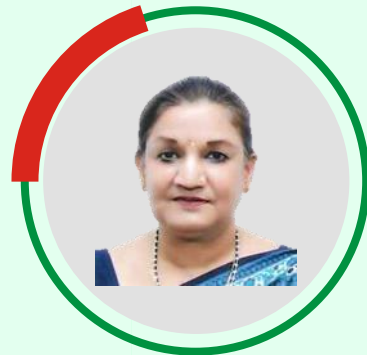
Mr. Marco P.A. Wadia
Independent Director



Mr. Pradeep J Banerjee
Independent Director



Ms. Radha Singh
Independent Director



Mrs. Rita Menon
Independent Director



Mr. Vivek Mehra
Independent Director



Mr. Anil Kapoor
Managing Director



Mr. Gaurav Mathur
Joint Managing Director

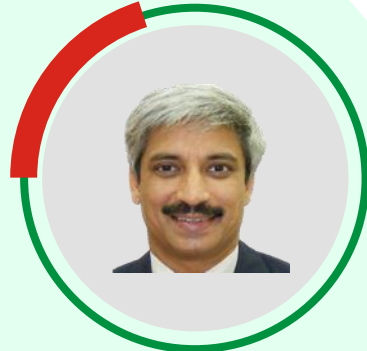


Senior Management Team



Mr. Anil Kapoor is B.Tech from Indian Institute of Technology, New Delhi and M.S. in Chemical Engineering from State University of New York, USA. Has over 40 years experience in the chemical and fertilizer industry.

Mr. Anil Kapoor
Managing Director



Mr. Gaurav Mathur is a chemical engineer from Indian Institute of Technology, Kanpur. Long standing experience of over 30 years in the Chemical industry.

Mr. Gaurav Mathur
Joint Managing Director



Mr. Abhay Bajjal holds a post graduate diploma in management from Indian Institute of Management, Kolkata and B.E. Mechanical Engineering from Delhi College of Engineering. Over 35 years experience. CFO since 2007.

Mr. Abhay Bajjal
Chief Financial Officer



Mr. V.K. Gupta is B.Tech. (Agriculture Engineering) from Govind Ballabh Pant University of Agriculture & Technology and holds Post Graduate Diploma in Management (Special Package in Agriculture) from Indian Institute of Management, Ahmedabad. With 38 years' experience in the Fertiliser and agri industry, he has been with the Company for around 29 years and leads the marketing function.

Mr. V. K. Gupta
Vice President -
Marketing



Mr. Rajveer Singh is a law graduate from University of Delhi and a fellow member of the Institute of Company Secretaries of India. With an overall experience of 27 years, he has been with the Company for around 17 years' and leads the legal and secretarial function.

Mr. Rajveer Singh
Vice President-Legal &
Company Secretary



Mr. Upendra R. Singh is B.Tech. (Chemical) from Lakshminarayan Institute of Technology, Nagpur. With 31 years' experience in the Fertiliser Industry, he has been with the Company for around 28 years and leads the manufacturing operations.

**Mr. Upendra
Rajnarayan Singh**
Vice President-Works





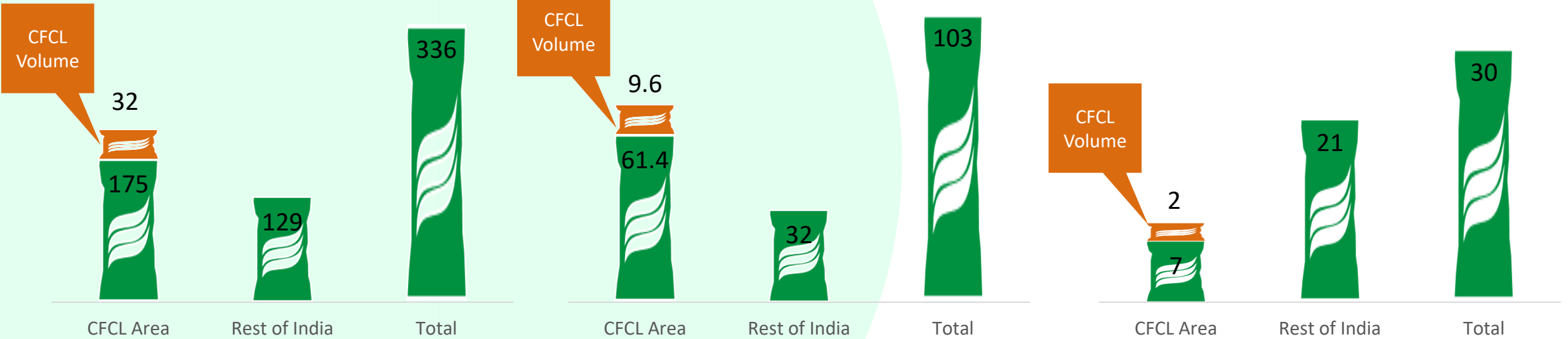
Nutrient Consumption: CFCL vs Others

Sales volume in lac MT (FY19-20)

Urea

DAP

MOP



CFCL enjoys significant market share across all these nutrients



- Long standing dealer and retailer partnerships developed over two decades
- CFCL's brand Uttam is the preferred brand amongst farmers in the states of Punjab, Haryana, Rajasthan and Madhya Pradesh
- Over the last 26 years, across CFCL's marketing territory, a farmer would have used a CFCL product at least once



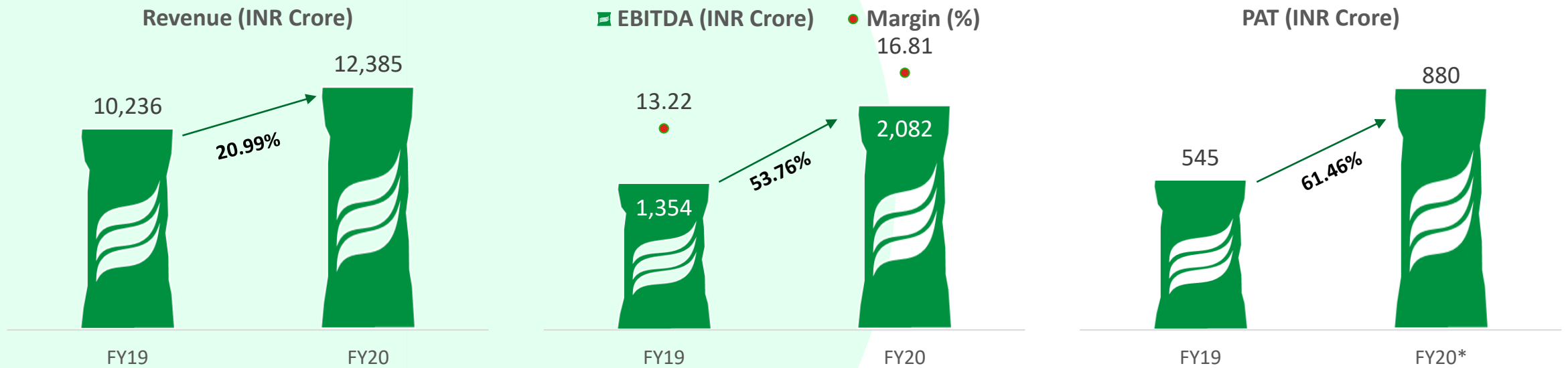


Unmatched channel and brand presence

- Bouquet of products sold under a Single Window concept
- Very long standing and trusted supplier relationships
- Timely payments and supplies
- Strong marketing and financial discipline

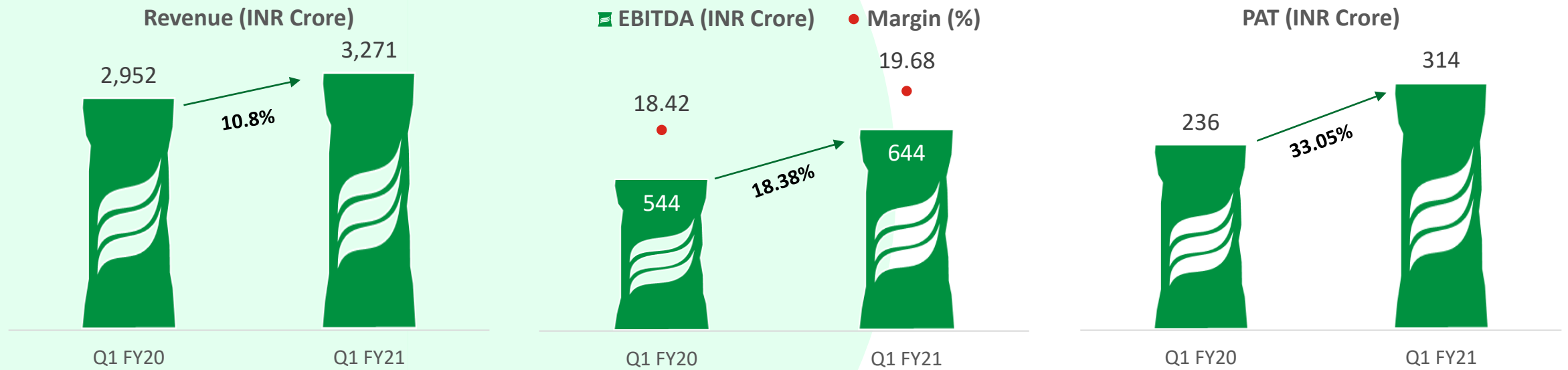


CFCL - Financial Overview

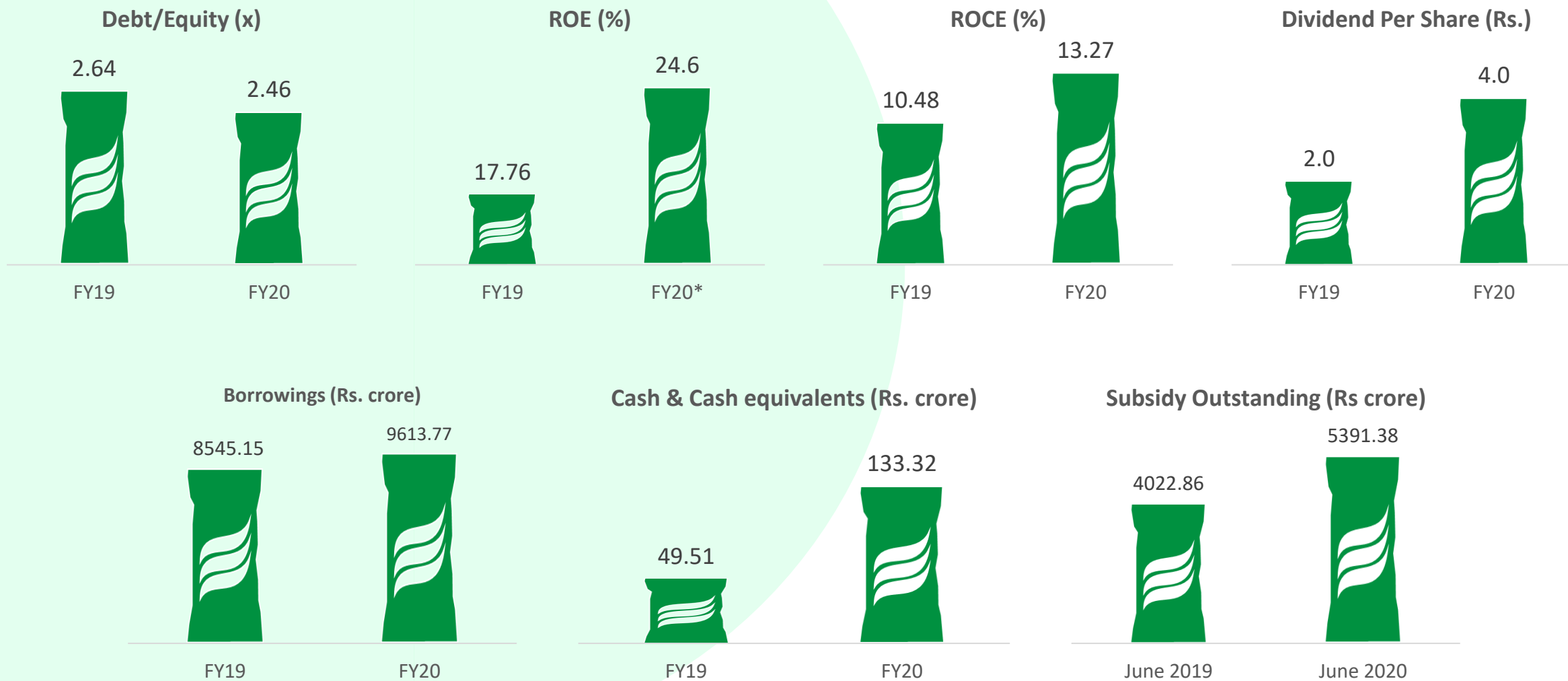


*Adjusted for one time deferred tax benefit of Rs. 343.97 crore

CFCL - Financial Overview



CFCL - Financial Ratios & Balance sheet Details



* Adjusted for one time deferred tax gain of Rs. 343.97 crore



Growth Outlook



Continually drive operational efficiencies and optimise urea sales volumes

Increase marketshare and brand recall across defined target markets

Leverage established distribution presence to bring to the farmer a range of non urea fertiliser and other agri-inputs



Enhance Free Cash, pare debt and interest costs




Contact Us



For queries and requests, please contact: www.chambalfertilisers.com


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 **CDR India**

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rishab@cdr-india.com





Thank You

