



CHAMBAL FERTILISERS AND CHEMICALS LIMITED

November 01, 2021

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,

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, 2021, which shall be shared with the Analysts / Investors.

You are requested to notify your constituents accordingly.

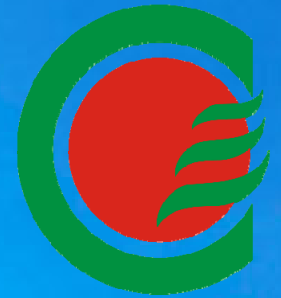
Thanking You,

Yours sincerely,

for **Chambal Fertilisers and Chemicals Limited**

Rajveer Singh
Vice President - Legal & Secretary

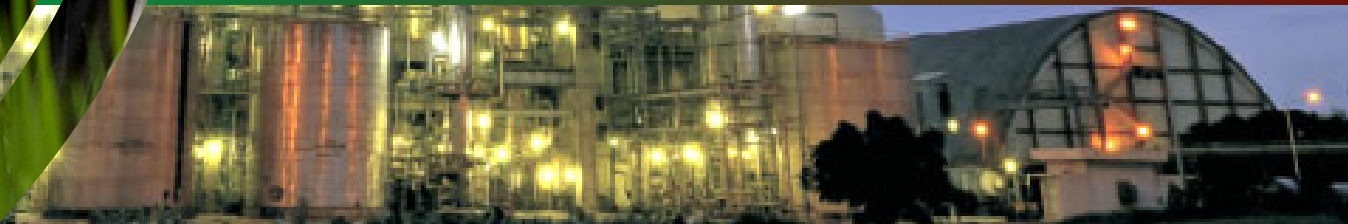
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Chambal Fertilisers and Chemicals Limited

Investor Presentation

Quarter and Six Months Ended September 30, 2021



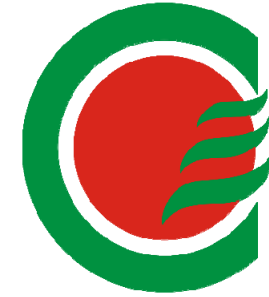
Disclaimer

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.



**Highlights for
Quarter and Six
Months Ended
September 30, 2021**

Key Business Developments: FY 21-22



Phosphate fertiliser – Industry Perspective

- Spiraling prices pose a significant challenge for the Phosphatic and complex fertilizer industry.
- During the quarter under review, international prices of DAP and NPK Fertilisers rose substantially.
- Significant initiative by Government of India which has announced additional subsidy of Rs.28,655 crore on Phosphatic Fertilisers and a special package of Rs.5,716 crore for additional subsidy on DAP for Rabi season.

Focus on crop protection products and speciality nutrients

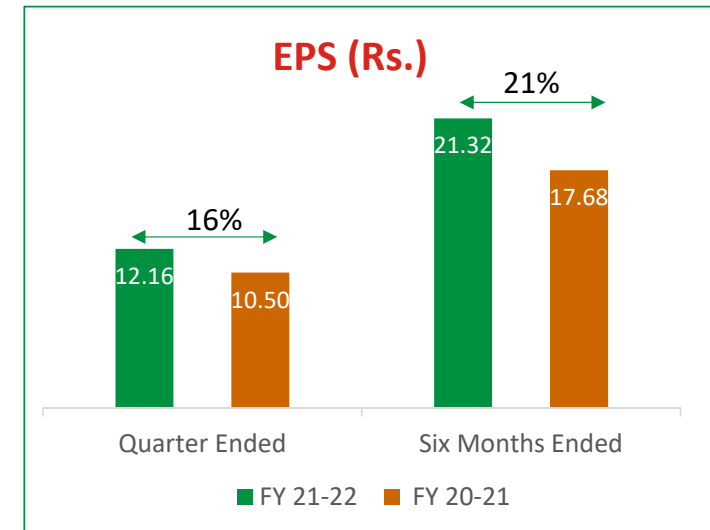
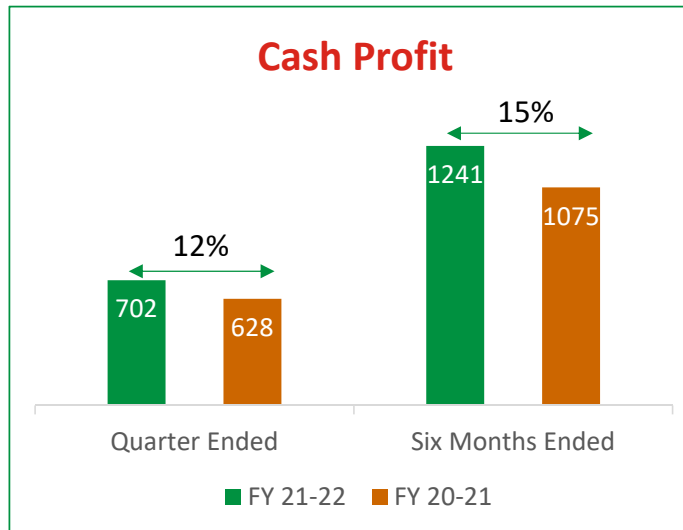
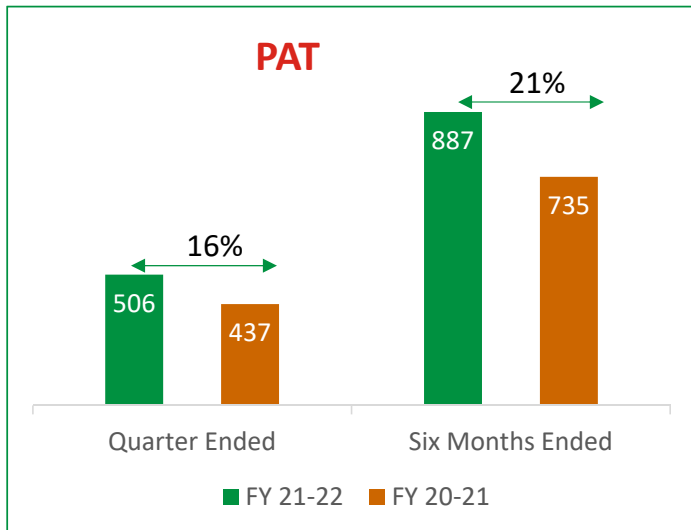
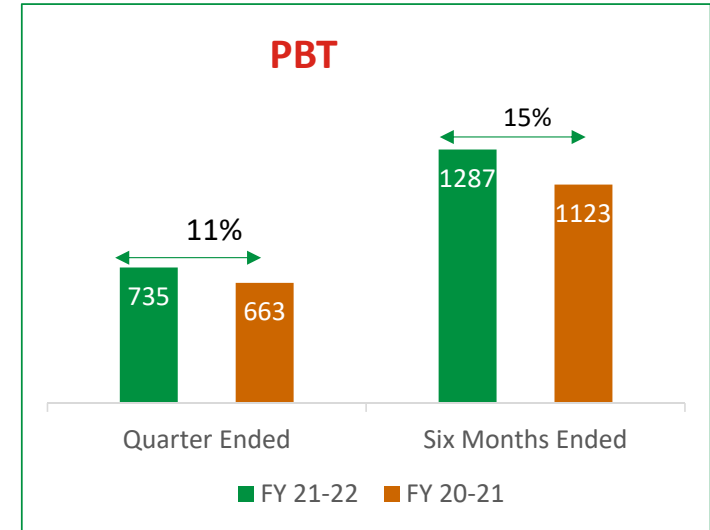
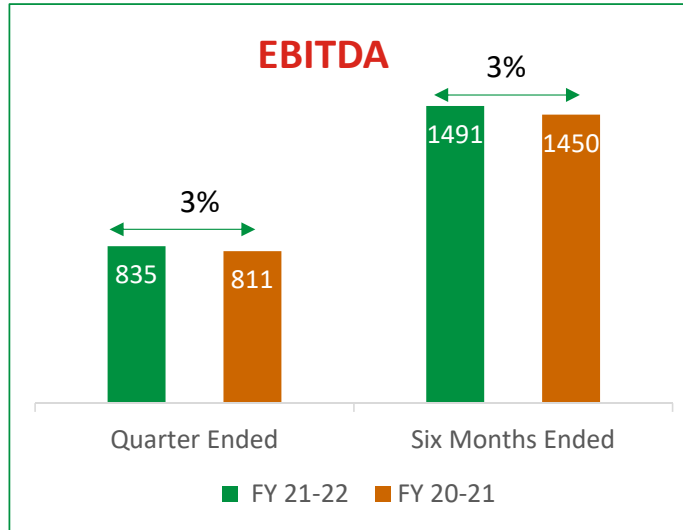
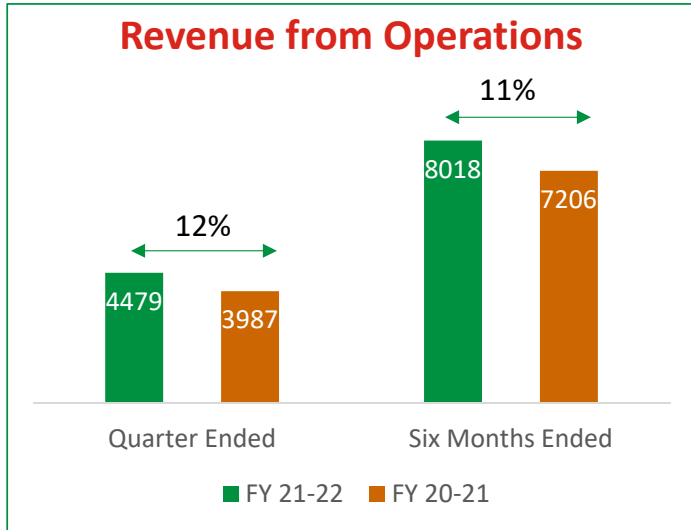
- Significant growth in revenue and profitability continued .
- Supply chain further strengthened by tie-ups with major suppliers of crop protection products.
- Accessible market size increased to 90% of the country.

Strong liquidity position

- Market and subsidy debtors significantly lower.
- Cash surplus instead of short term borrowings provide strong and consistent liquidity.
- Strong financial position reduced the finance cost substantially.



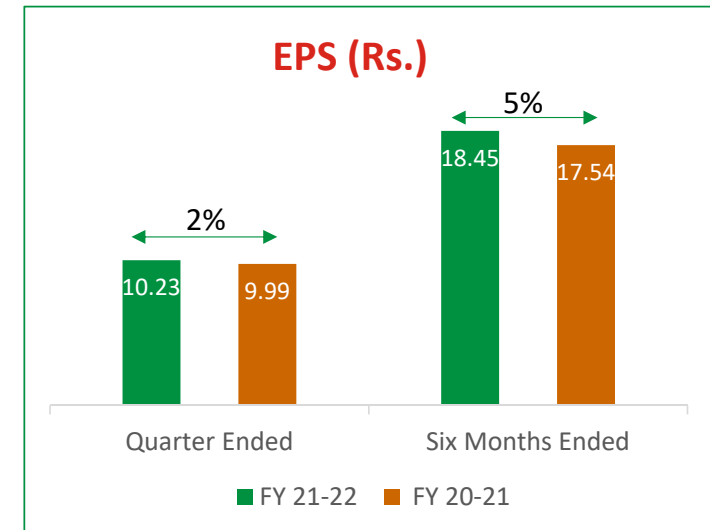
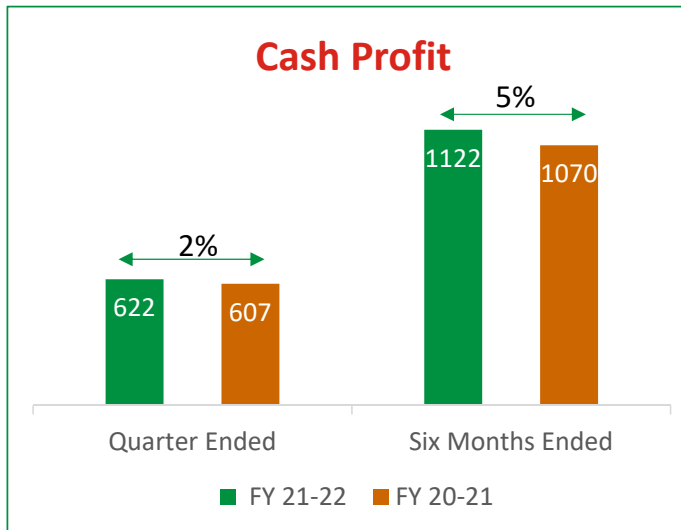
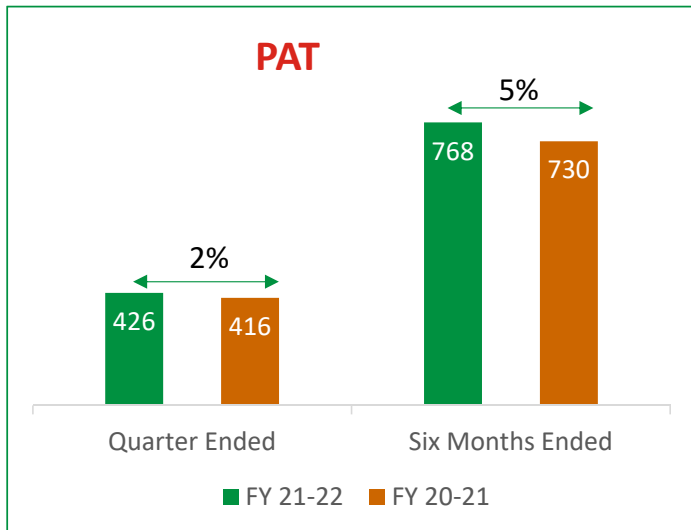
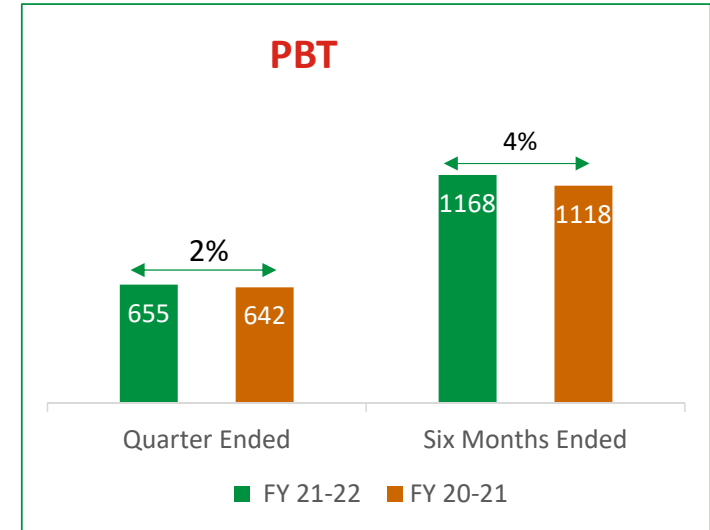
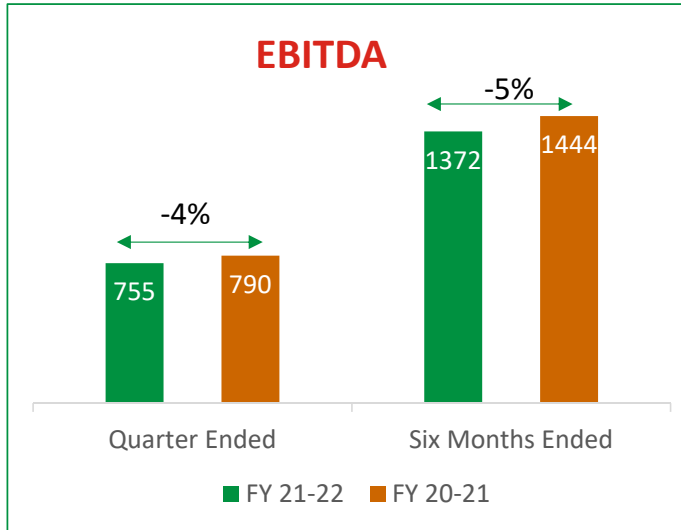
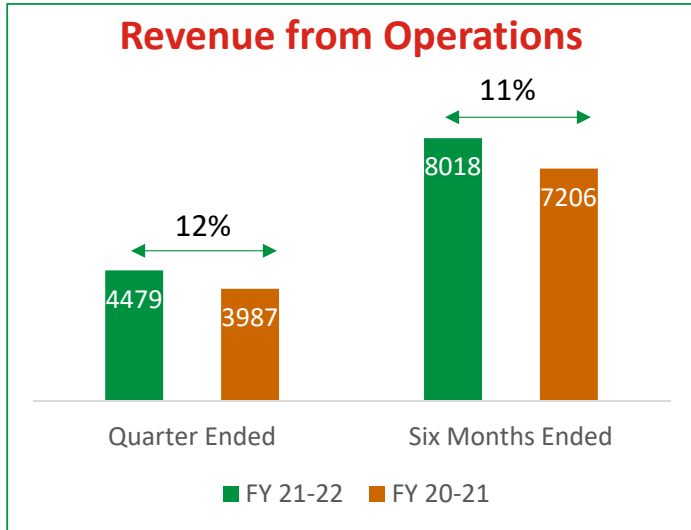
Performance Highlights : Quarter and Six Months Ended FY 2021-22 Vs FY 2020-21 – Consolidated



Amount (Rs. in Crore) except EPS



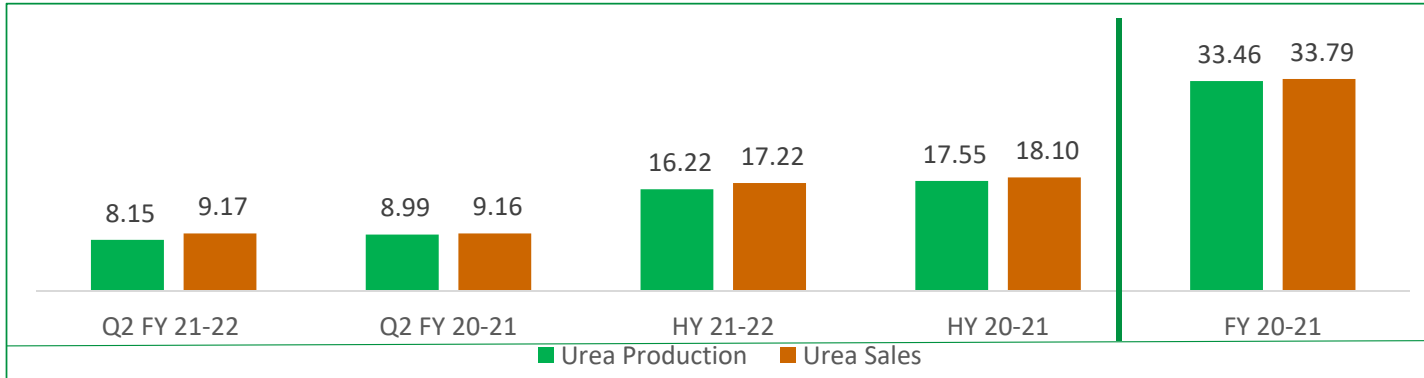
Performance Highlights : Quarter and Six Months Ended FY 2021-22 Vs FY 2020-21 – Standalone



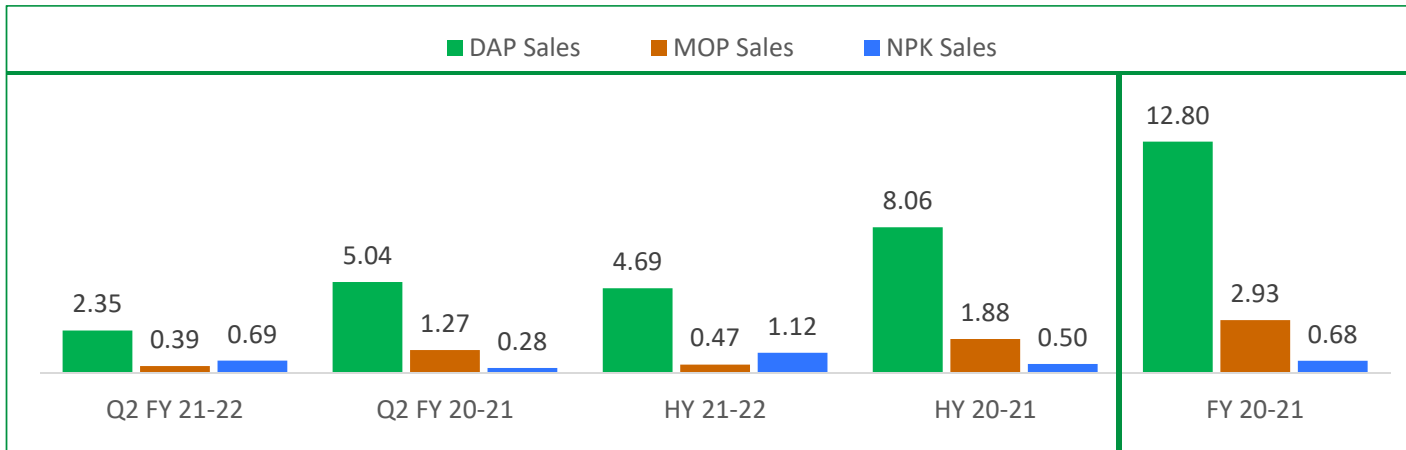
Amount (Rs. in Crore) except EPS



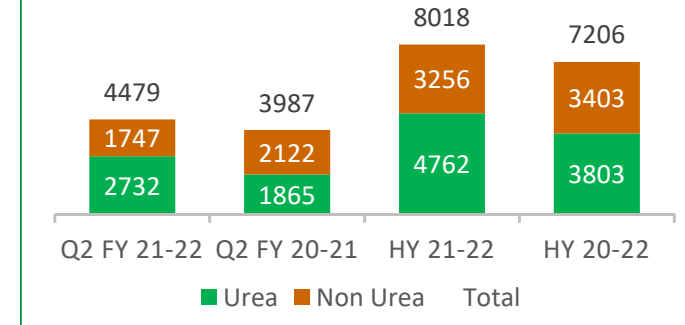
Urea Production and Sales



P & K Fertilisers Sales



Revenue from Operations (Rs. in Crore)



P & K Fertilisers sales lower due to availability constraints.

Unit - Lakh/MT

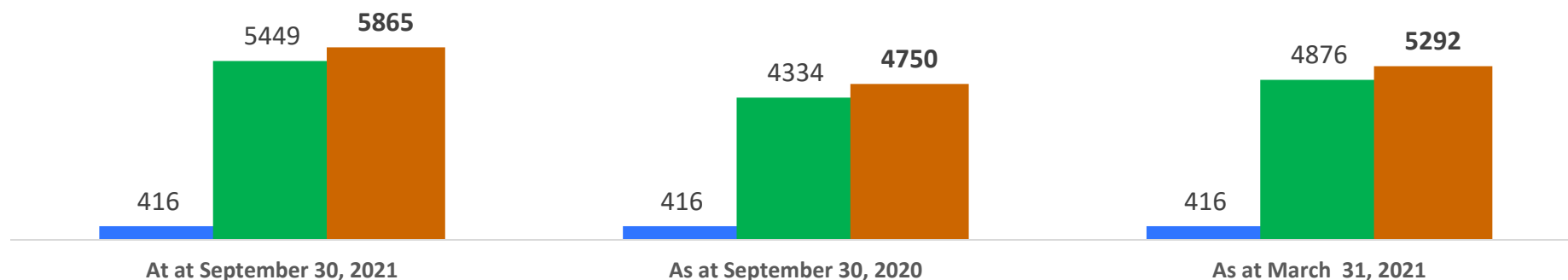
Strong Financial Position



Amount (Rs. in Crore)

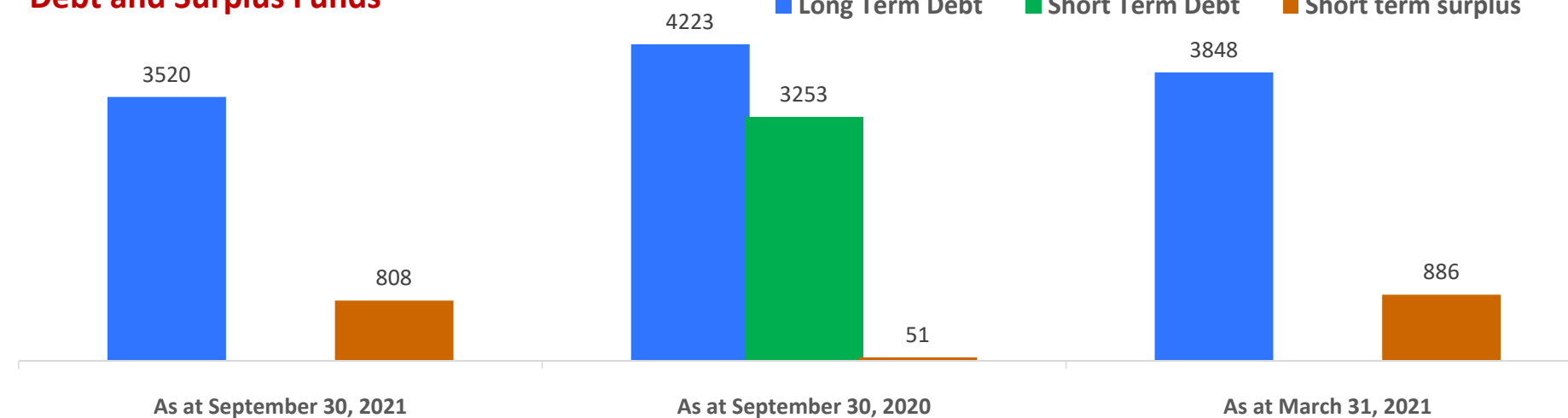
Total Shareholders' Funds

■ Equity ■ Reserves ■ Total



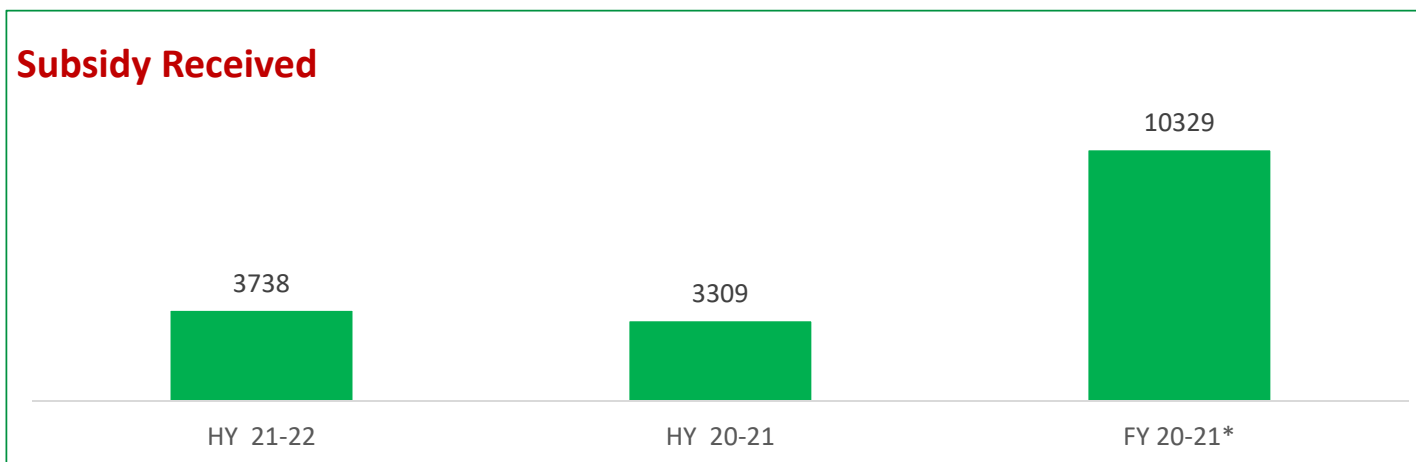
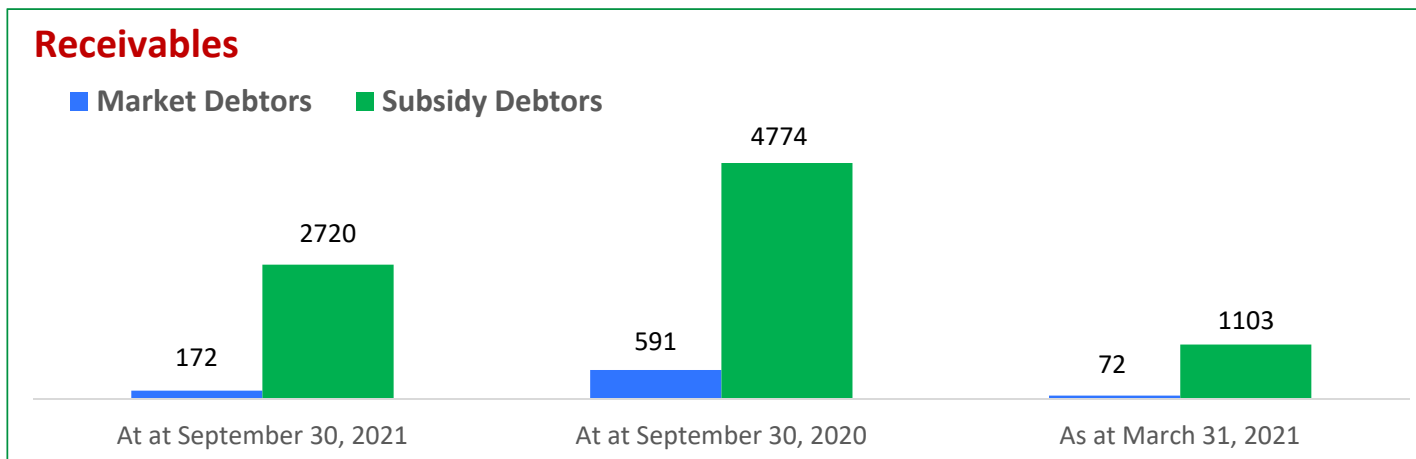
Debt and Surplus Funds

■ Long Term Debt ■ Short Term Debt ■ Short term surplus



Strong Liquidity Position

Amount (Rs. in Crore)

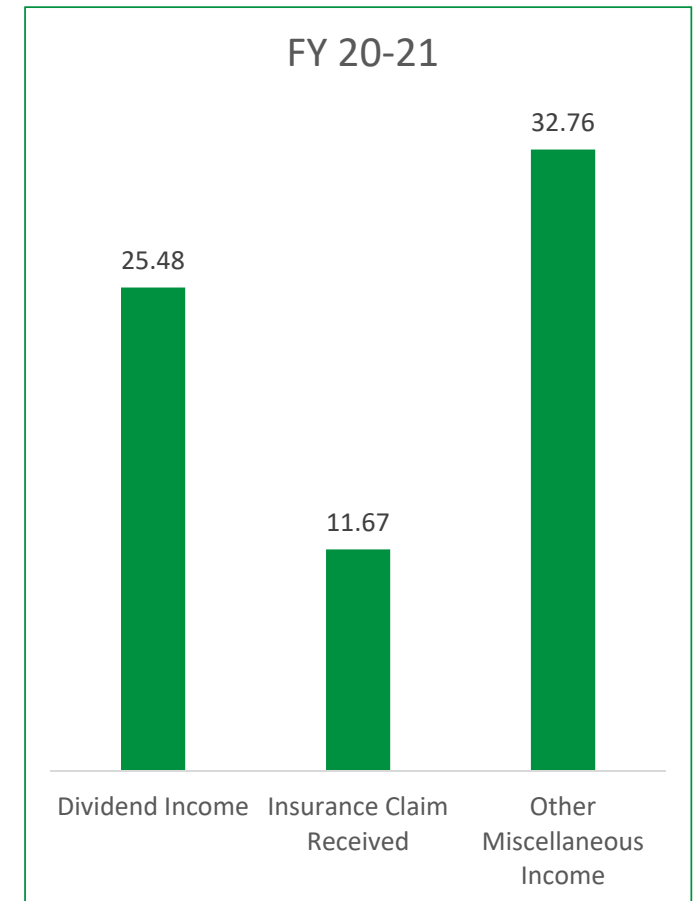
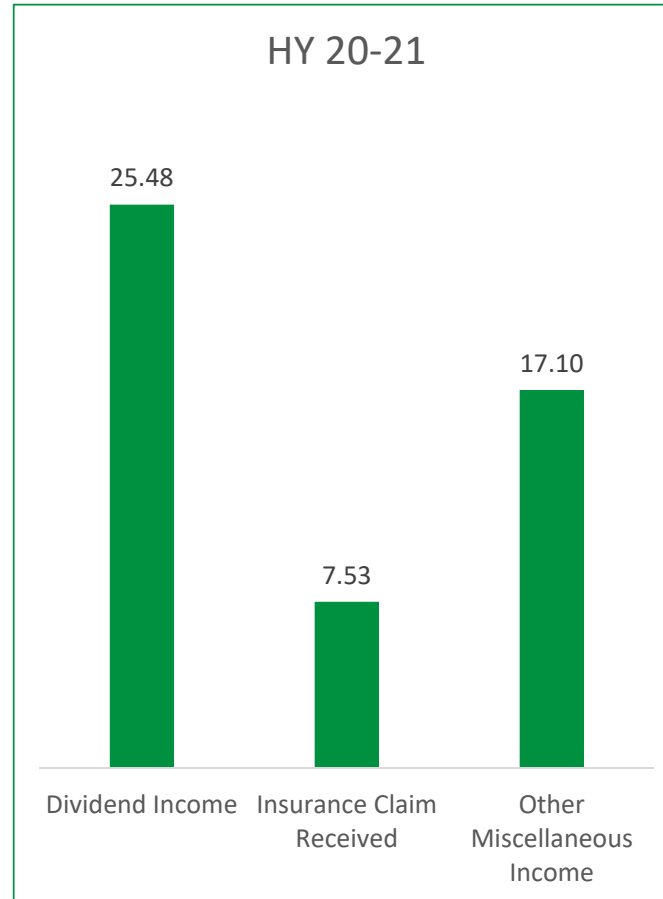
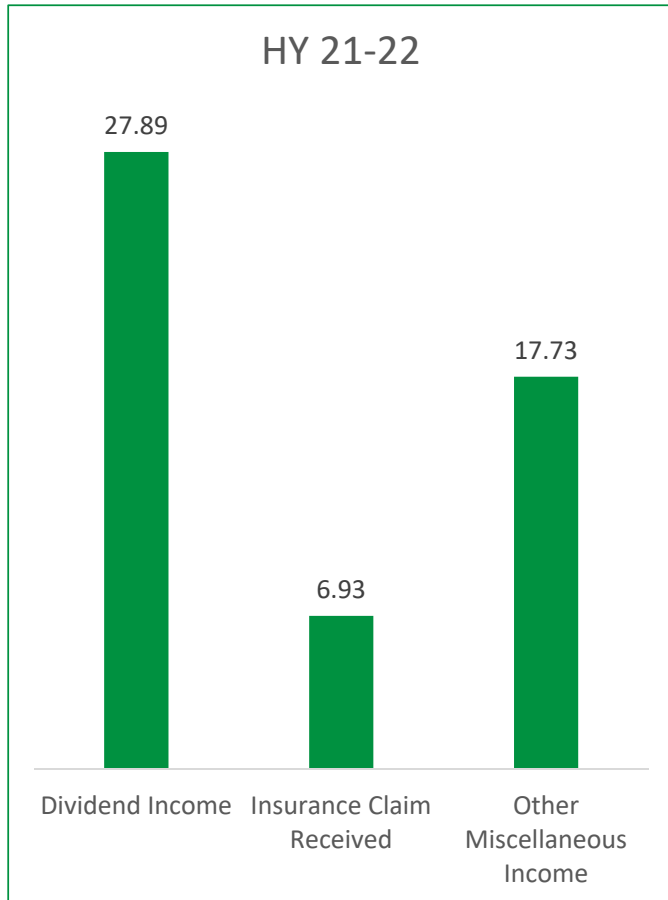


* excluding subsidy receipt of Rs.1,274 crore under Special Banking Arrangement and including one time clearance of subsidy arrears by Government of India amounting to over Rs.5,500 crore.



Major Items of Other Income

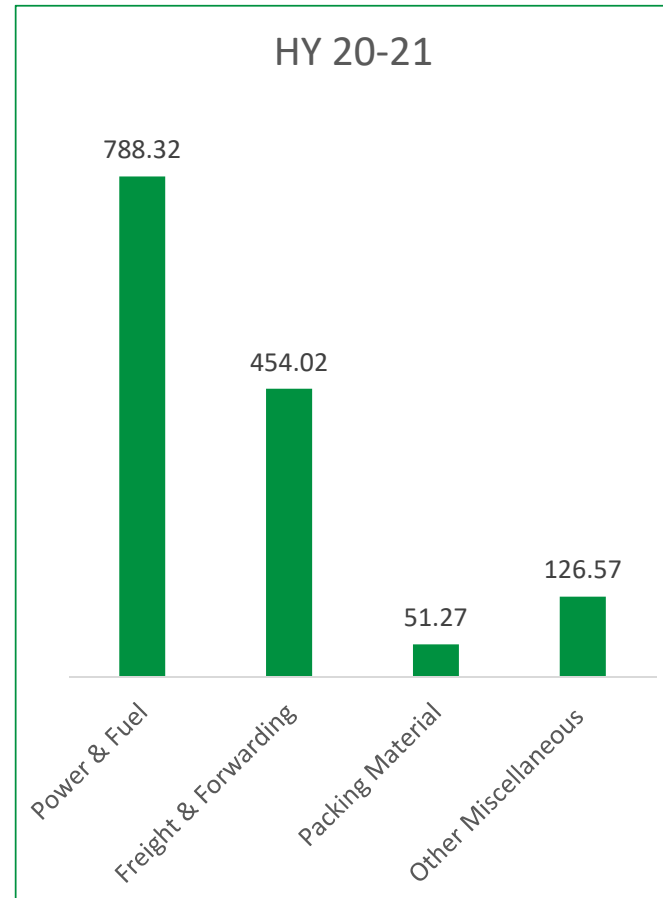
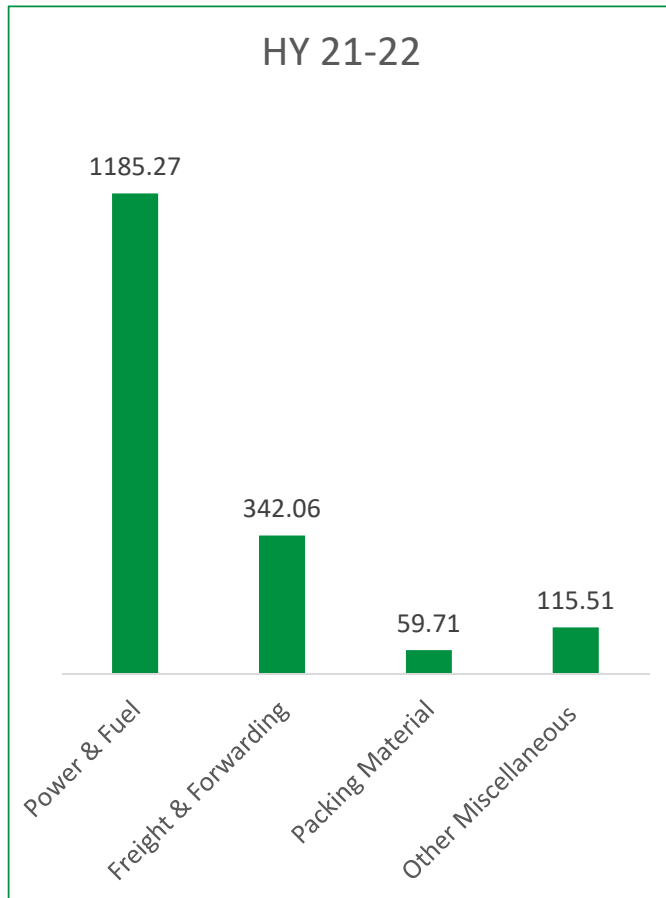
Amount (Rs. in Crore)





Major Items of Other Expenses

Amount (Rs. in 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%

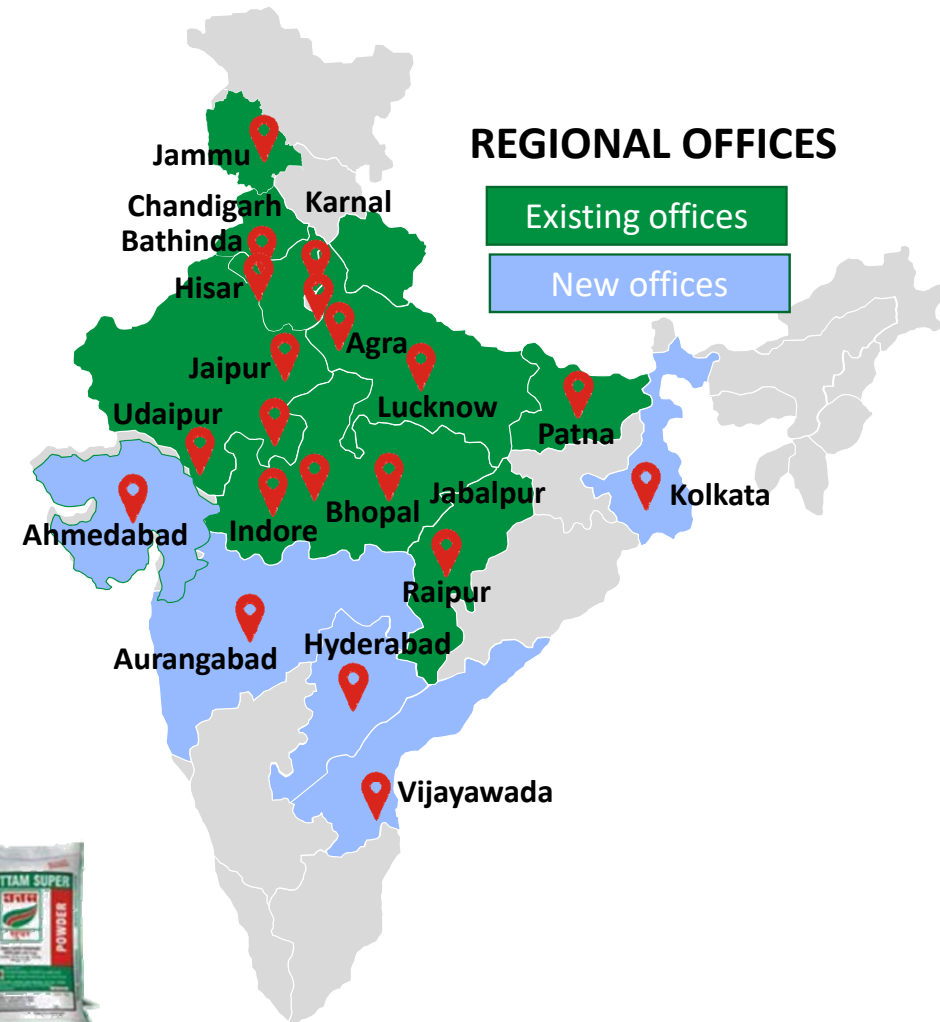
We have made inroads in the emerging markets during 1st year of operations with sales of 1.32 Lakh MT of phosphatic and potassic Fertilisers

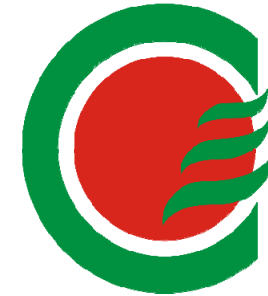
Marketing network comprises of

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

19 Regional offices | **~3,645** Dealers

~50,000 Retailers



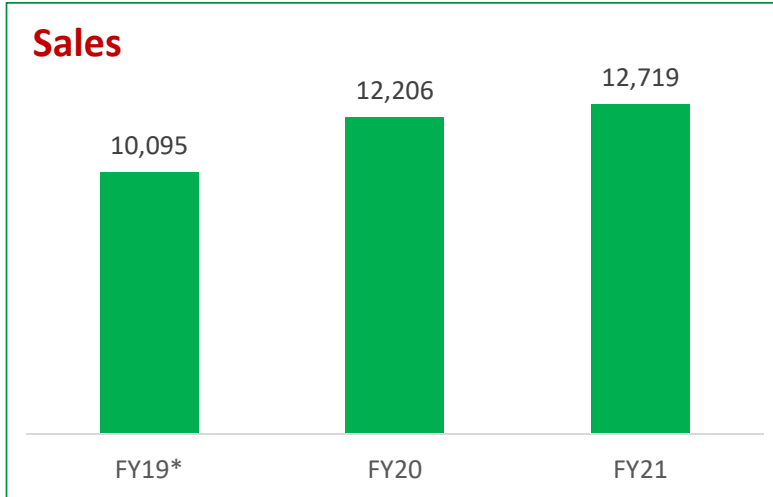


Past Annual Performance

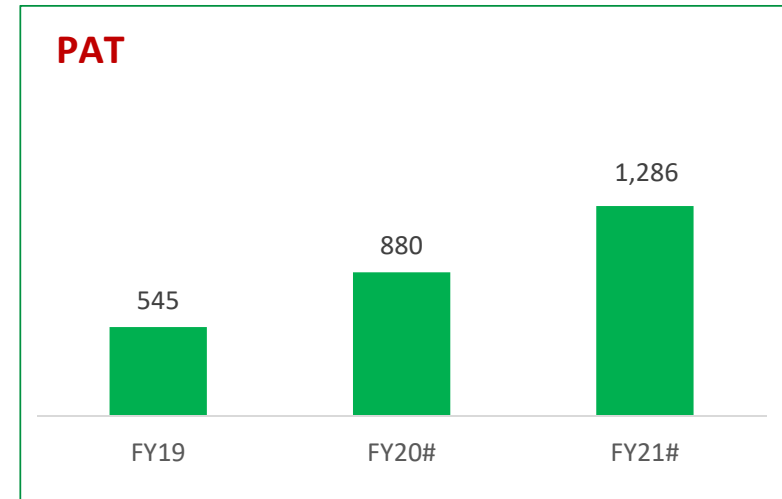
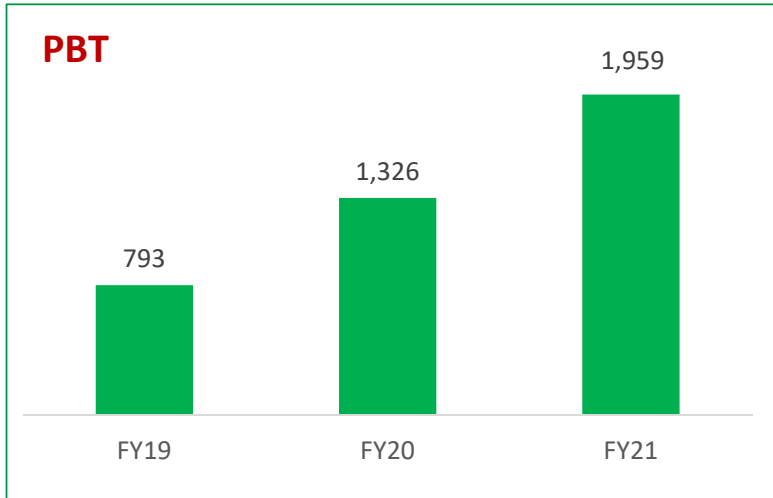
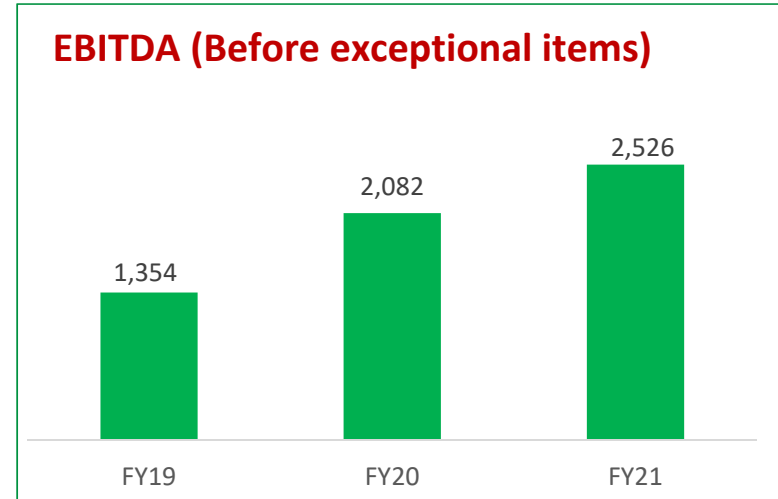


Performance Highlights (Standalone)

Amount (Rs. in Crore)



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

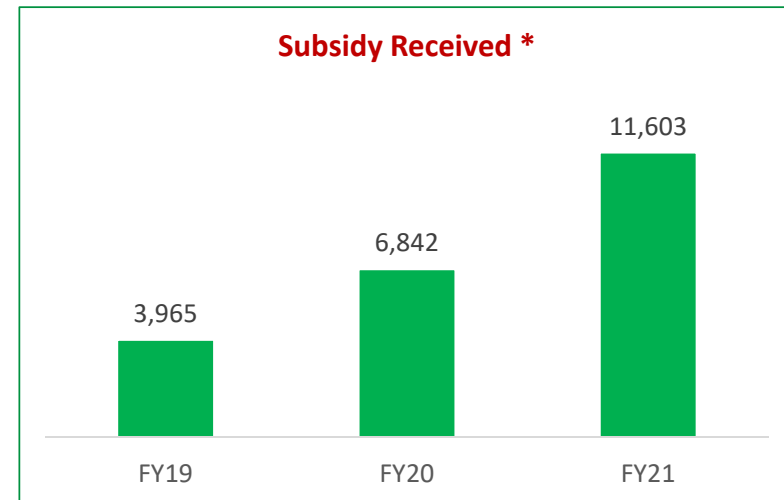
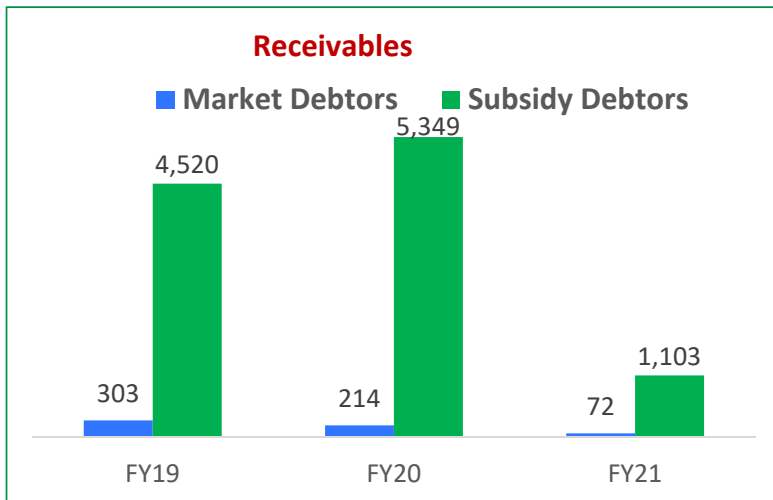
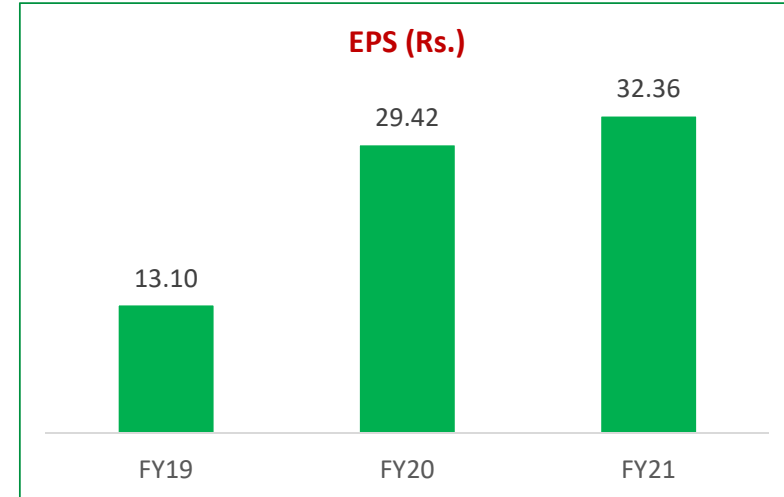
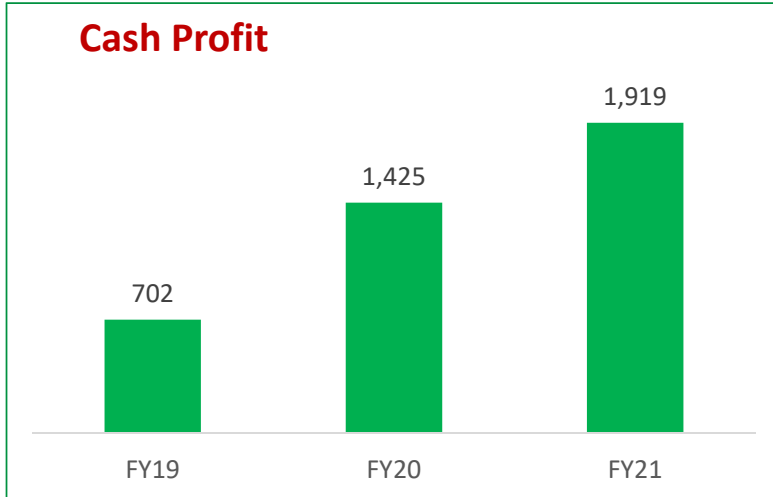


Excluding one time deferred tax benefit of Rs.344 crore and Rs.61.25 crore during FY 2020 and 2021 respectively.



Cash Profit, EPS and Receivables (Standalone)

Amount (Rs. in Crore) except EPS

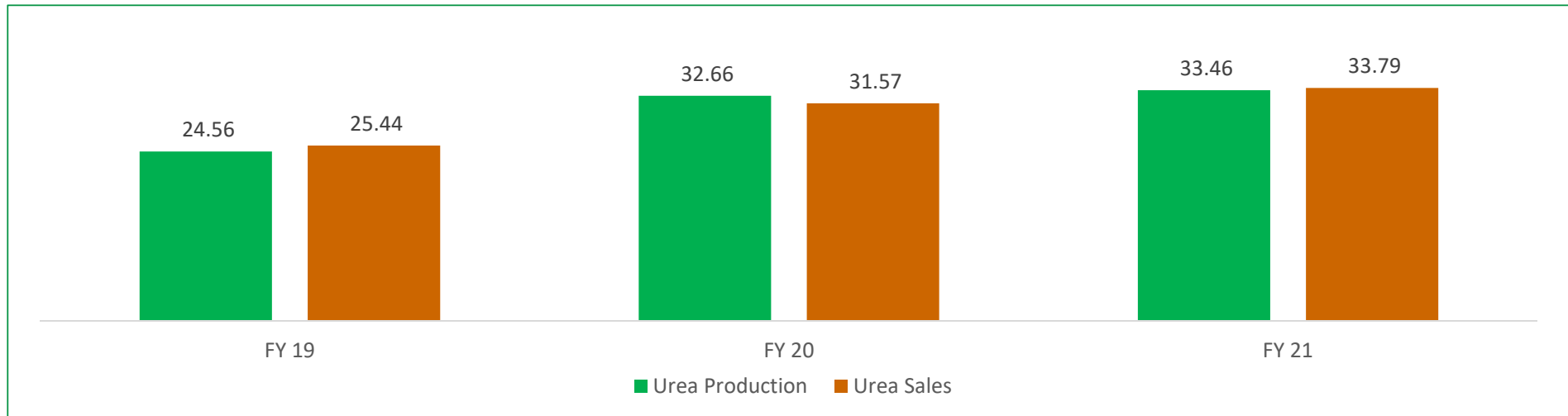


* including subsidy received under Special Banking Arrangement

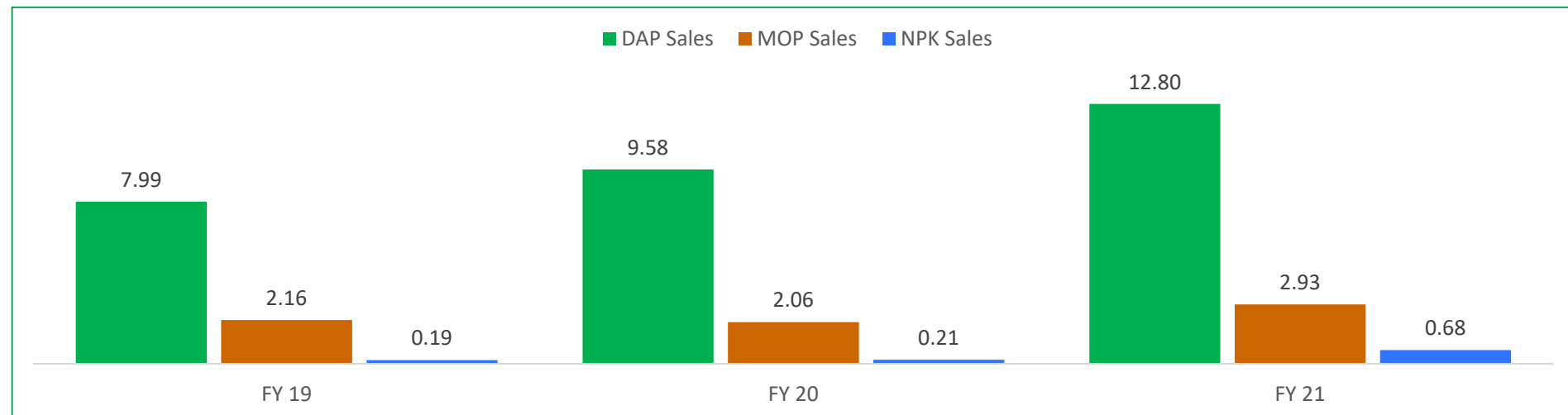


Urea Production and Sales

Unit - Lakh/MT



P&K Fertilisers Sales




Contact Us





For queries and requests, please contact:


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