



**CHAMBAL FERTILISERS AND CHEMICALS LIMITED**

Ref. No.: CFCL/SE/2024-25/20

May 07, 2024

**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 year ended March 31, 2024, 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**

**(Tridib Barat)**

Vice President - Legal & Company Secretary

**Encl.: As above.**



# Chambal Fertilisers and Chemicals Limited

## Investor Presentation

Quarter and Year ended March 31, 2024

# 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 conditions, 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.



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Quarter and  
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# Business developments

## Bulk Fertiliser

- Energy saving schemes for Gadepan Plant I & II successfully implemented and delivering better than expected result
- Focus on new territories - 3.2 Lakhs MT Bulk Fertilisers sold in FY 24 (incl 2.6 Lakhs MT in Maharashtra State alone)
- Subsidy flow was healthy
- TAN Project progress on track

## Crop Protection Chemicals and Speciality Nutrients

- Deep farmer connect translate into strong double-digit volume growth for the year, despite challenges
- Range of new weedicide, insecticide and seed treatment offerings well received by the farmers
- Launched “**UTTAM PRANAAM**” 1<sup>st</sup> Bio Nano Phosphorus in April 2024

## ‘Seed to Harvest’ program

- Expanded reach during the year from 58 marketing Centre’s to 150 marketing Centre’s
- Conducted over 6300 farmer meetings, reaching out to more than 3.5 lac farmers, collected 87000 soil samples, covering 2941 villages and 300 locations
- Handed over 50 Drones to women Self Help Groups for agriculture use in assigned territories
- Conducted “Uttam Santulit Poshan Abhiyan” in 13 states, covering 40 locations, undertaking 790 trials on Bio Nano Phosphorus, Superrhiza and other newly introduced products

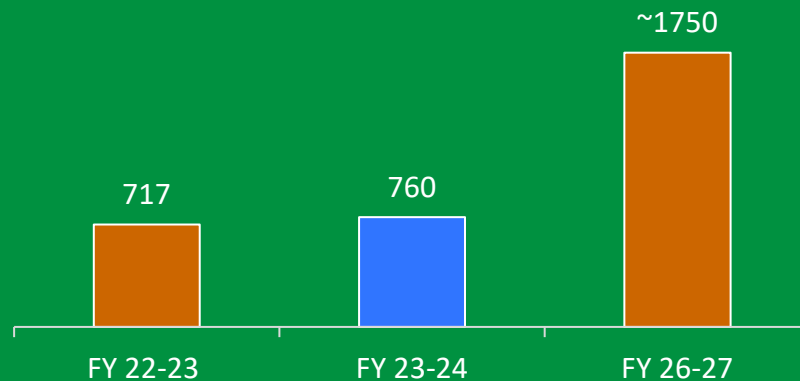




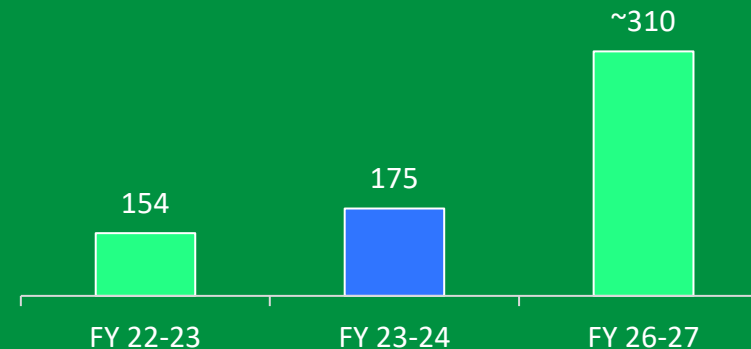
# Crop Protection Chemicals (CPC) & Speciality Nutrients Business (SN)

Growing business focusing on domestic B2C

Revenue (INR cr)



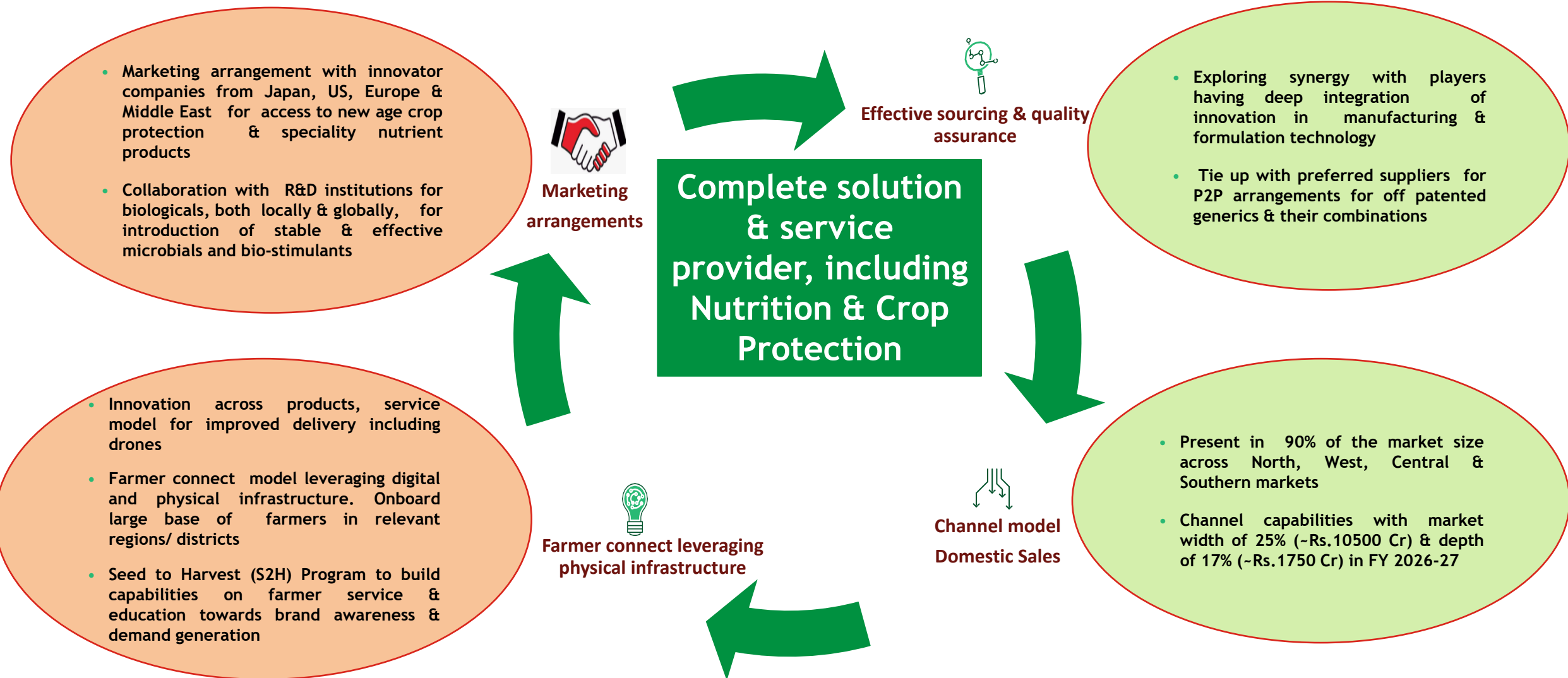
Contribution (INR cr)



- Strong pipeline of 12 new products of CPC for FY 25, with focus on weedicides. Already launched 4 products in April'24
- Focus on high value crops (fruits, vegetables & niche crops)
- Strong growth in sunrise category of biologicals, focusing soil health & sustainability



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



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



Volume Growth

23%

Insecticides



27%

Weedicides



28%

Fungicides



7%

Speciality Nutrients



Revenue Share  
FY 23-24

30%

28%

12%

30%





# 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)



## 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 31<sup>st</sup> March 2024 - Rs 260 Crores
- Orders for 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 and Year ended  
March 31, 2024**



# Performance Highlights

## STANDALONE

(Rs in Crore)

Q4 FY 23- 24	Q4 FY 22- 23	% VAR	Items	FY 23- 24	FY 22 - 23	% VAR
2643	3599	-27%	Revenue	17966	27773	-35%
229	153	50%	EBITDA	2428	2080	17%
115	10	1050%	PBT	1943	1452	34%
86	98 *	-12%	PAT	1331	1069*	25%

## CONSOLIDATED

(Rs in Crore)

97	94	3%	PAT	1276	1034	23%
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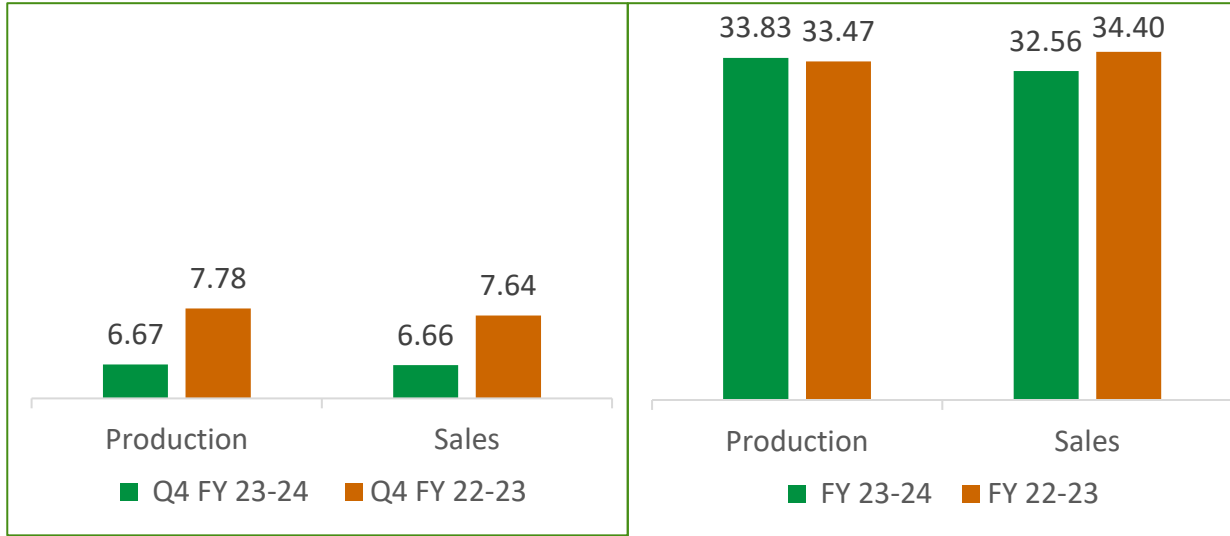
- **Bulk Fertilisers:**
  - Reduction in gas prices across the year, compared to last year
  - Lower Urea volume in Q4 due to planned maintenance shutdown of Gadepan I & II Plant
  - P&K Fertilisers business profitable in the quarter and year
  - Muted trading in P&K Fertilisers due to headwinds in pricing
- **Crop Protection Chemicals & Speciality Nutrients:**
  - Registered consistent growth in revenue & profit

- Joint Venture- Indo Maroc Phosphore S.A. IMACID, Morocco - good performance due to higher production and better margins

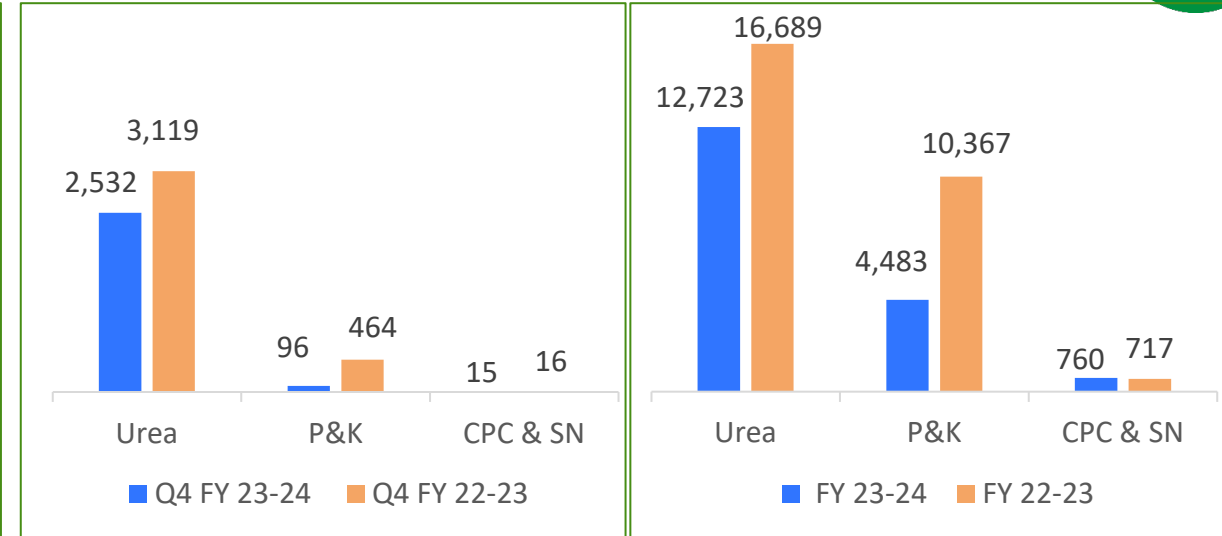
\* Includes one-time deferred tax gain of Rs 84 Crore



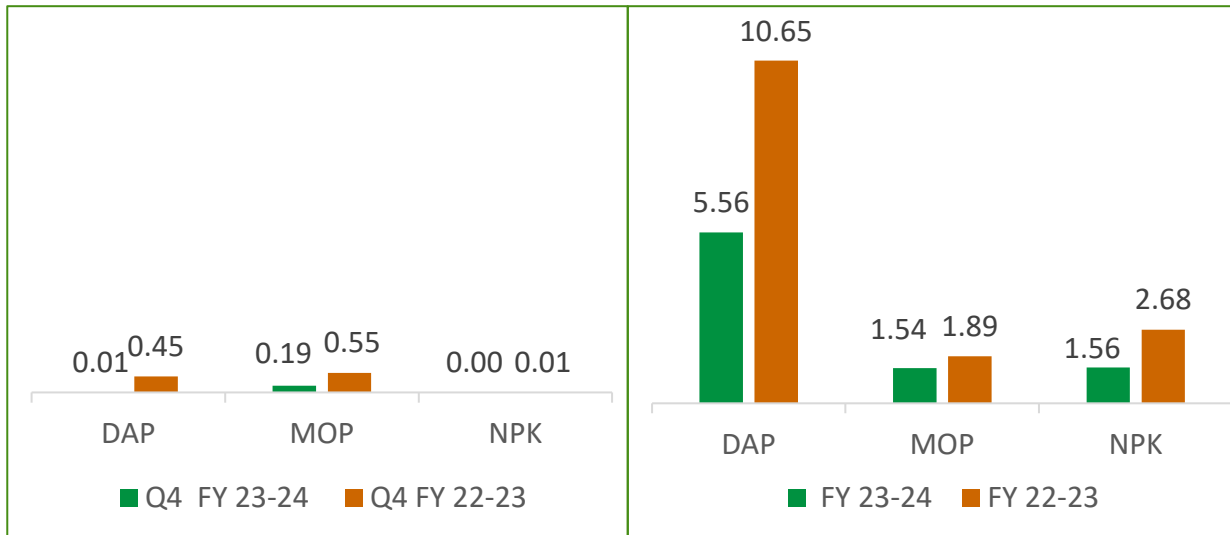
## Urea Production and Sales (Lakh/MT)



## Revenue from Operations (Rs in Crore)



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

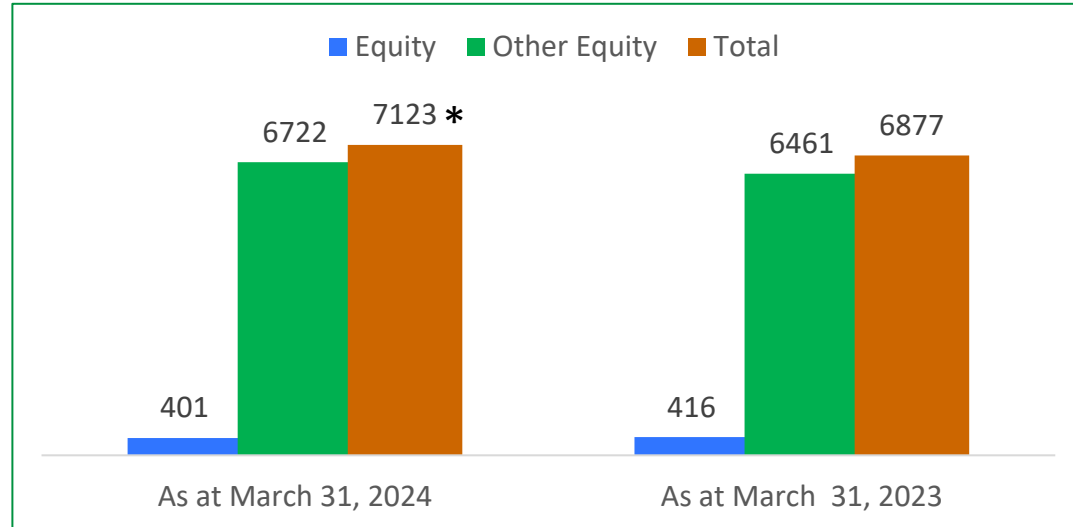


- Urea: Revenue decreased mainly due to lower gas prices and lower volume
- P&K Fertilisers: Lower revenue primarily due to lower volume
- CPC & SN: Continued growth momentum



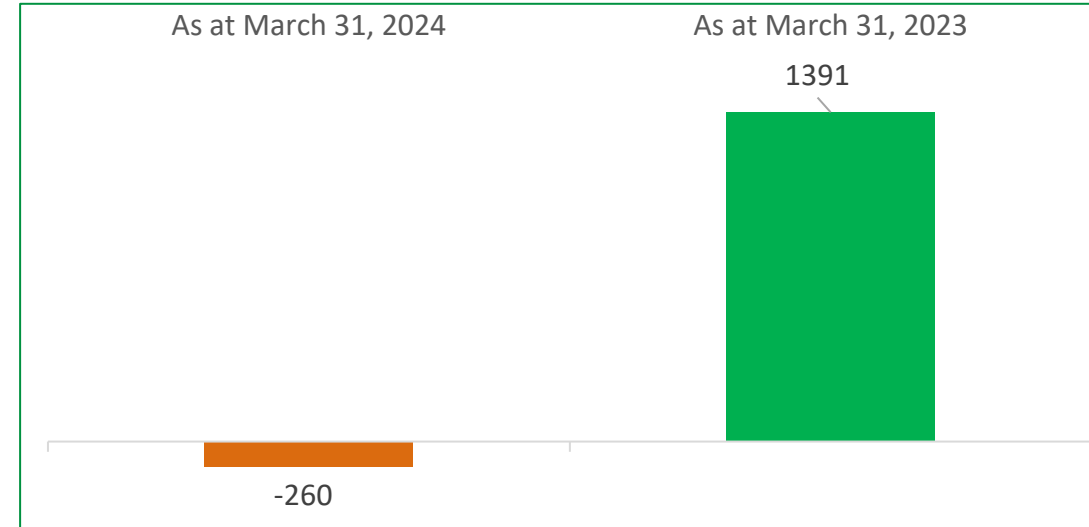
# Financial Position – Standalone (Rs in Crore)

## Total Equity

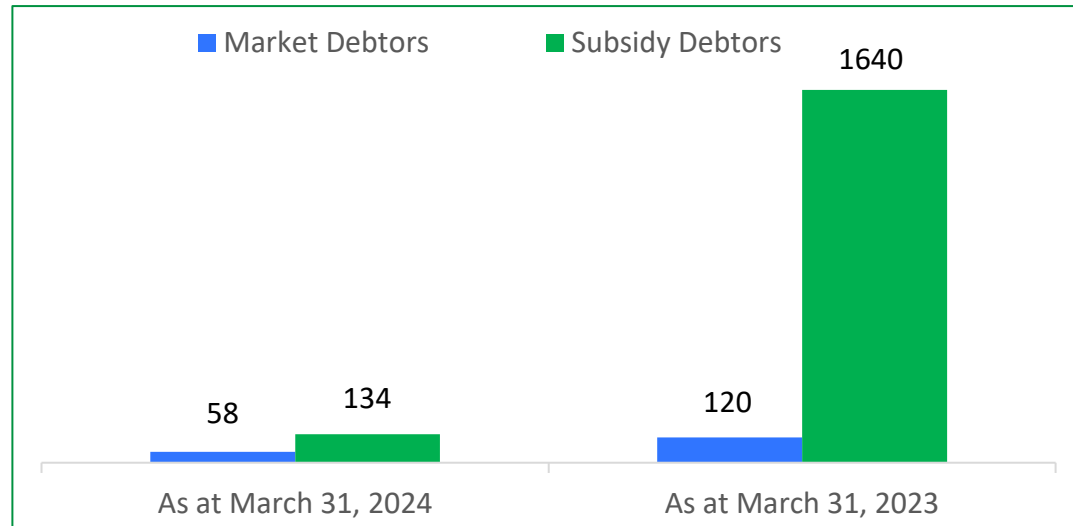


\* Payment of Rs. 865 Crores (including tax) on account of buyback of shares

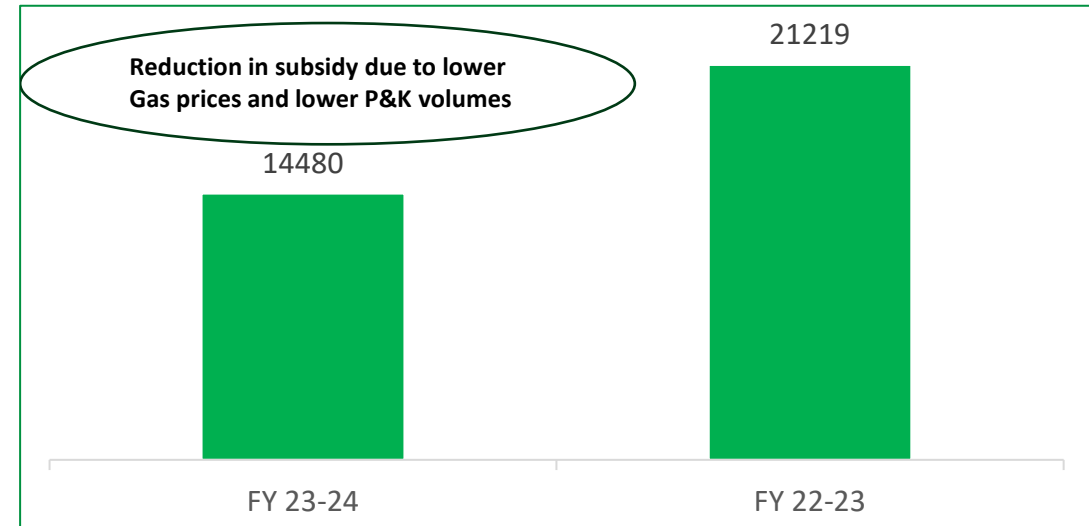
## Net Debt ( net of cash surplus)



## Receivables



## Subsidy received







## Chambal shines at National Energy Conservation Award 2023

Chambal Fertilizers and Chemicals Limited (CFCL) has been recognized with the Certificate of Merit at the National Energy Conservation Award 2023, hosted by the Bureau of Energy Efficiency (BEE) at Vigyan Bhawan, New Delhi. CFCL received this prestigious award in the fertilizer category, acknowledging its substantial contributions to energy efficiency and conservation.

The award ceremony was graced by the esteemed presence of Chief Guest President Draupadi Murmu. Shri R K Singh, Hon'ble Cabinet Minister (Power, New & Renewable Energy), honored CFCL's Managing Director, Mr. Abhay Bajjal, AVP-Production, Mr. Ajay Tayal, and AVP – TS & Strategic Projects, Mr. Rajnish Chaba with the award.

The National Energy Conservation Award (NECA) is a prestigious accolade organized by the Government of India, first instituted on December 14, 1991. Celebrated annually as National Energy Conservation Day, the awards, presented by eminent personalities, commend outstanding efforts in various sectors towards energy conservation. This initiative continues to inspire industries and organizations to embrace energy-efficient practices.



## The microbiologist

Uttam Superrhiza named as winner of Applied Microbiology International Product of the Year 2023

BY [LINDA STEWART](#) | 29 NOVEMBER 2023

Mycorrhiza biofertilizer Uttam Superrhiza has been named as the winner of the Applied Microbiology International Product of the Year 2023.

The prestigious prize recognizes a commercial product derived from microbiology research, with special consideration given to those products that have addressed the United Nations Sustainable Development Goals.



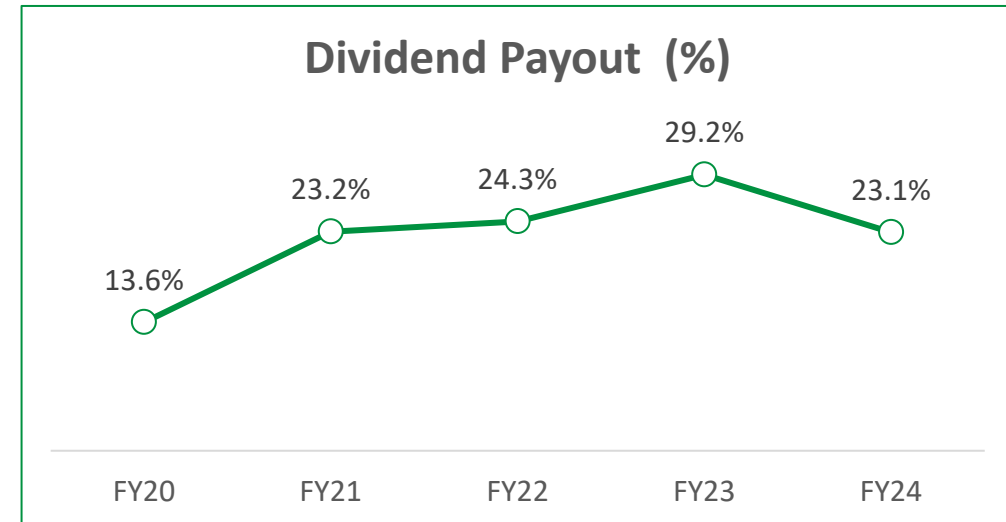
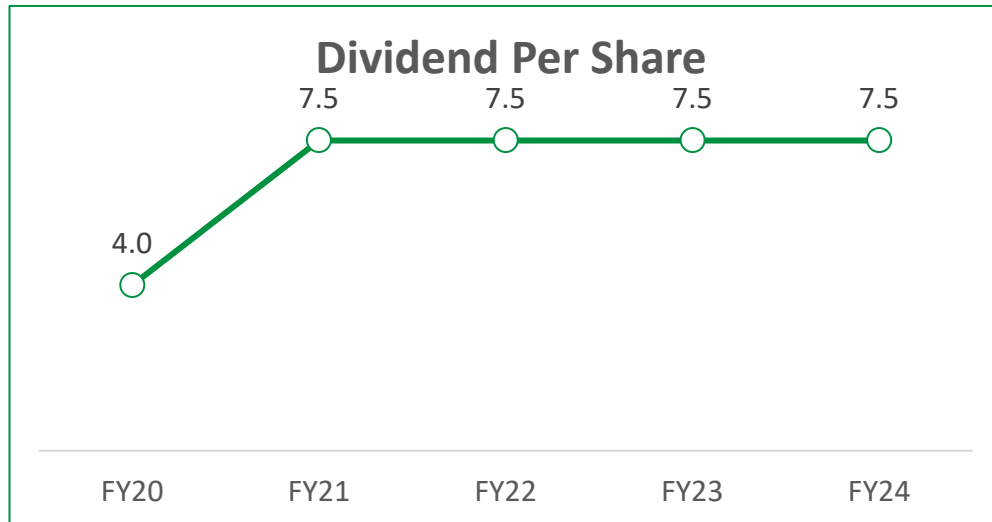
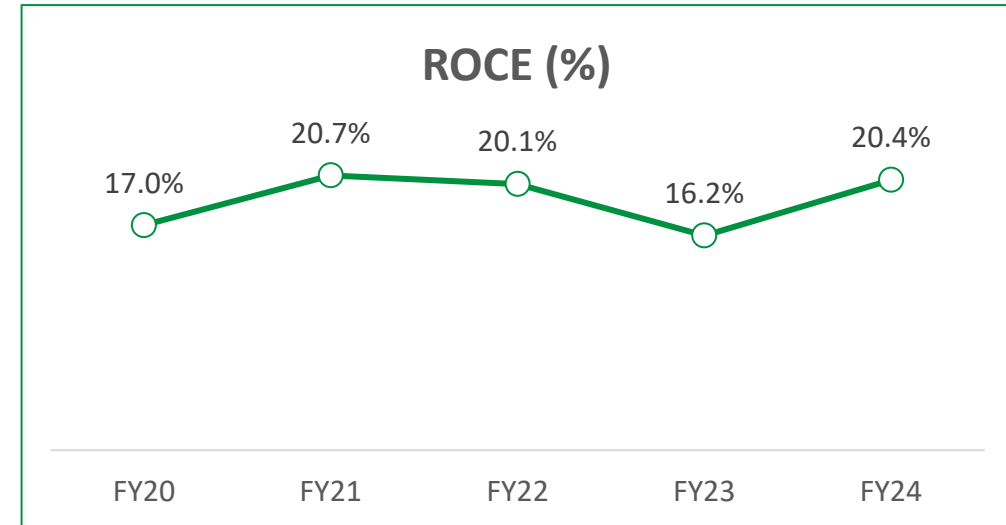
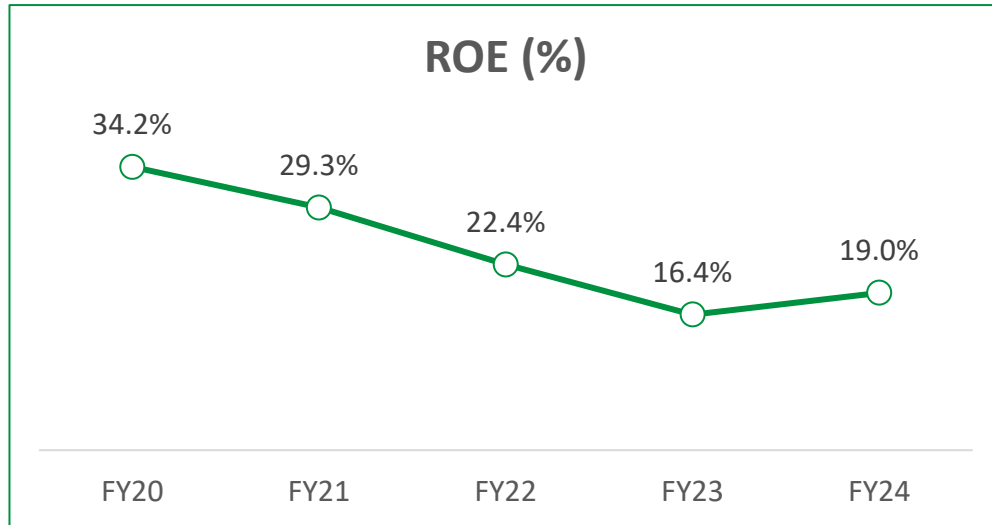




# Financial Ratios

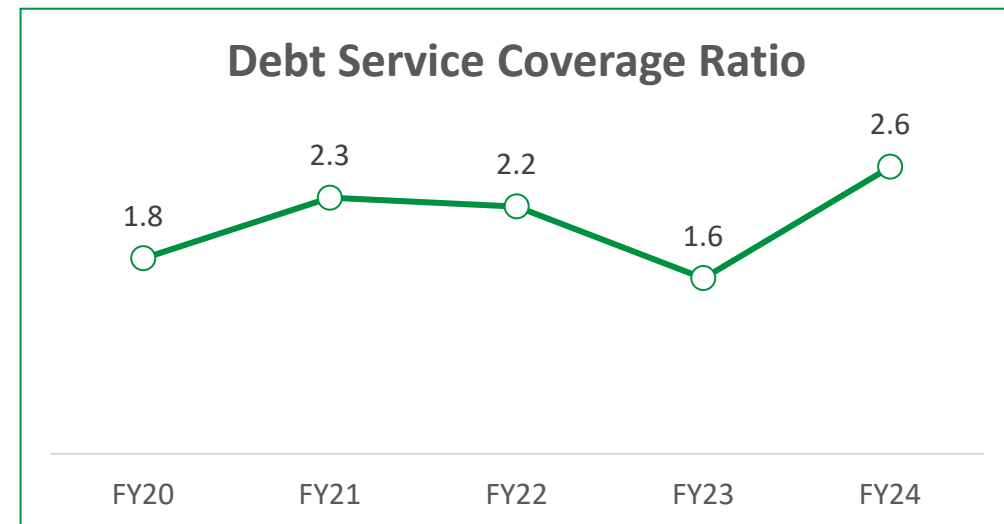
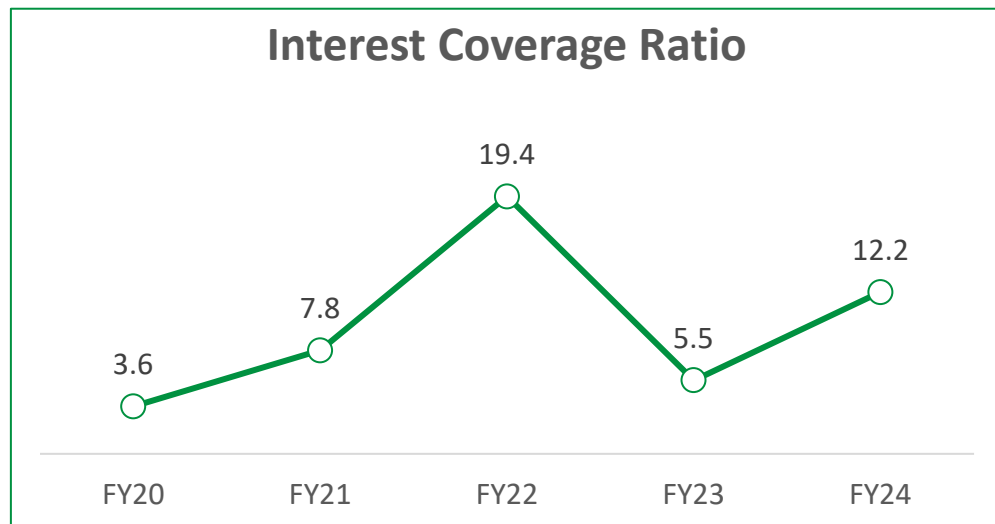
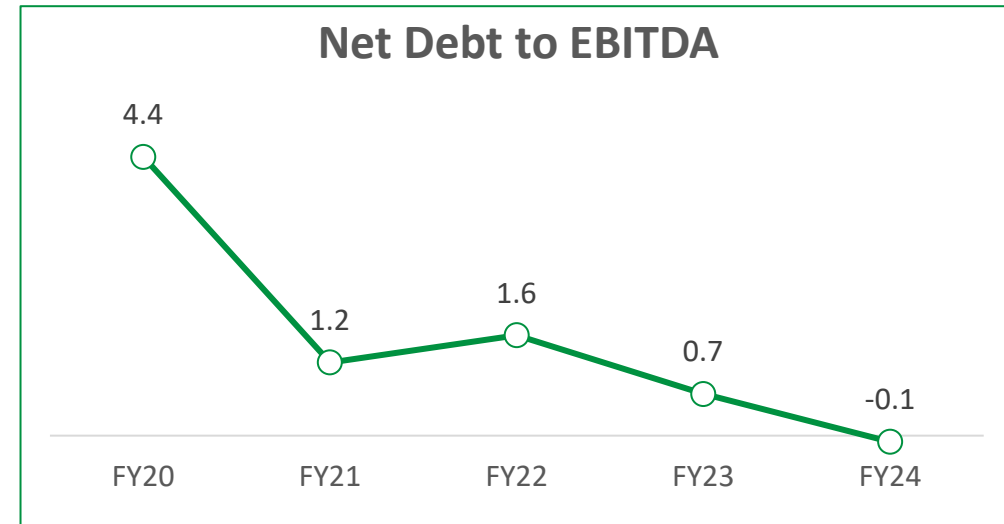
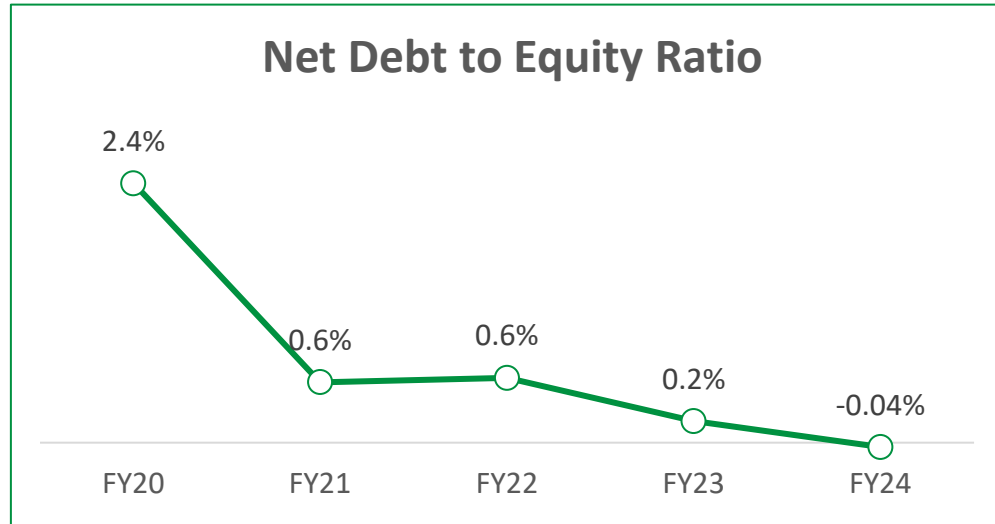


# Financials Ratios (Standalone) – Continued Operations





# Financials Ratios (Standalone) – Continued Operations







# CORPORATE SOCIAL RESPONSIBILITY INITIATIVES





# Project Akshar

## Pre - school and School Education




### Outreach




**54 Government Schools** - Rajasthan  
**47 Aanganwadi centers** - Rajasthan  
**32 Govt. Schools** - Haryana, Punjab & Madhya Pradesh  
**1 School** in Uttarakhand

### Education



**22 meritorious students** facilitated to receive coaching for engineering and medical entrance exam preparation

### Infrastructure



**3 new Anganwadi** centers  
**16 additional rooms** in 7 schools  
**Renovation** work in **6 Anganwadi** centres and **18 Government Schools**

### Recognition



**Bhamashah - Shiksha Vibhushan Award** Conferred by Government of Rajasthan for exemplary support in education domain in rural areas.

# Project Saksham

## Technical and Vocational Education



### Outreach



**5 Industrial Training Institute**  
**1 Government Polytechnic** College  
 District **Kota, Baran and Jhalawar**

### Academics




Opening of new courses -  
**Diploma Chemical Engineering** at Polytechnic College Baran  
**Solar Electrician trade** at ITI Jhalawar

### Certification



**Fire and Safety** course  
**Occupational Health and First Aid**  
**Personality Development Course**

### Placements



Over 500 students placed in various blue-chip companies during the year 2023-24







## Project Arogya Healthcare and Sanitation



### Outreach




4 Primary Health Centers – Kota  
Health care facilities in **26** villages -  
Kota and Baran districts  
**100+** Academic Institutes - Kota,  
Baran

### Healthcare




**1.30 Lacs** community members  
received OPD & Path Lab services  
**0.70 lacs** community members  
participated in various health  
activities

### Energy Self Sufficiency



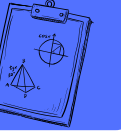
Adopted Primary Health Centers  
**equipped with solar panels for**  
energy self sufficiency (20 Kw each)

### Water



**Drinking water facility** augmented  
in selected academic institutions in  
Rajasthan, Haryana and Punjab

## Project Pragati Employability and Empowerment



### Outreach



**Nearby villages of Kota district**  
50 Self Help Groups in villages  
Women folks in communities

### Skill development



Established **Chambal Fertilisers Skill Institute (CFSI)** at Gadepan (Kota) to promote skill development amongst youth

### Courses at CFSI



Banking Correspondent & Banking Facilitator  
Customer Relationship Management  
General Duty Assistant

### Placements



**150 students secured** placements  
in various organizations / companies  
/ banking institutions during Oct 23  
to March 24








# Project Saakar

## Rural Development Initiative



### Outreach



**Selected villages** of District Kota, Baran, Bundi and Pali

**Nearby villages** of Gadepan (District Kota)

### Infrastructure



Community Halls, common spaces  
Cement Concrete Roads and drainage system  
Entrance Gates, Common spaces, sheds etc.

### Healthy living



**Open gym facilities established at 7 villages** of District Kota (Rajasthan)

Recreational Centers and community parks developed in villages.

### Infrastructure




Pond Rejuvenation in villages  
Entrance Gate development  
Infra development in academic institutions

# Project Bhoomi

## Environmental Sustainability, Animal Welfare & Soil Health Initiative



### Outreach




<b>Haryana</b>	<b>2 districts</b>	<b>120 villages</b>
<b>Punjab</b>	<b>4 districts</b>	<b>200 villages</b>
<b>Rajasthan</b>	<b>2 districts</b>	<b>60 villages</b>

### Key activities



Crop Residue Management  
Sustainable Agriculture  
Promotion of modern agriculture practices


### Impact



Savings of **3.67 lacs tons of GHG Emission** during Paddy harvesting

Prevented residue burning in **2.38 lacs acre land in Haryana & Punjab**

### Soil Health



**31500 soil samples** tested and health cards distributed to farmers during the year through Agriculture Development Laboratory Gadepan (Kota)






# Project Udaan

## Promotion of Sports



### Outreach




26 academic institutions of Kota & Baran district

7 Sports Development Centers

1 stadium at Sangod block

### Focus on



Developing basic competencies amongst students


Sports as integral part of academic curriculum of schools

### Sports events



Mini Marathon, Cricket Tournament, Futsal Tournament, Basketball tournament organized.

### Participation



Participation by students in 7 states and national level tournament for kabaddi, Kho Kho, Athletics etc.



# Awards and Accolades






Government of Rajasthan conferred  
 5th consecutive Bhamashah Award – “Shiksha Vibhushan” to Chambal Fertilisers and Chemicals Limited

# Contact Us





For queries and requests, please contact:


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 **Chambal Fertilisers and Chemicals Limited**

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





**Thank You**

