

Ref. No: 2022-23/069

November 03, 2022

National Stock Exchange of India Limited
Exchange Plaza, 5th Floor,
Bandra-Kurla Complex,
Bandra (E), Mumbai 400 051

Scrip Code: COROMANDEL

BSE Limited,
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai 400 001.

Scrip Code: 506395

Dear Sir(s),

Subject : Intimation under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulation, 2015 – Investors Presentation

With reference to captioned subject, we enclose a copy of the Investors Presentation being made by the Company in connection with the Unaudited Financial Results for the quarter and half year ended September 30, 2022, for your information and records.

Thanking you.

Yours sincerely,
For **Coromandel International Limited**

Rajesh Mukhija
Sr. Vice President - Legal
& Company Secretary

Encl. as above



Investor Presentation

Q2 FY 22-23

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Agriculture Industry: The Opportunity Ahead

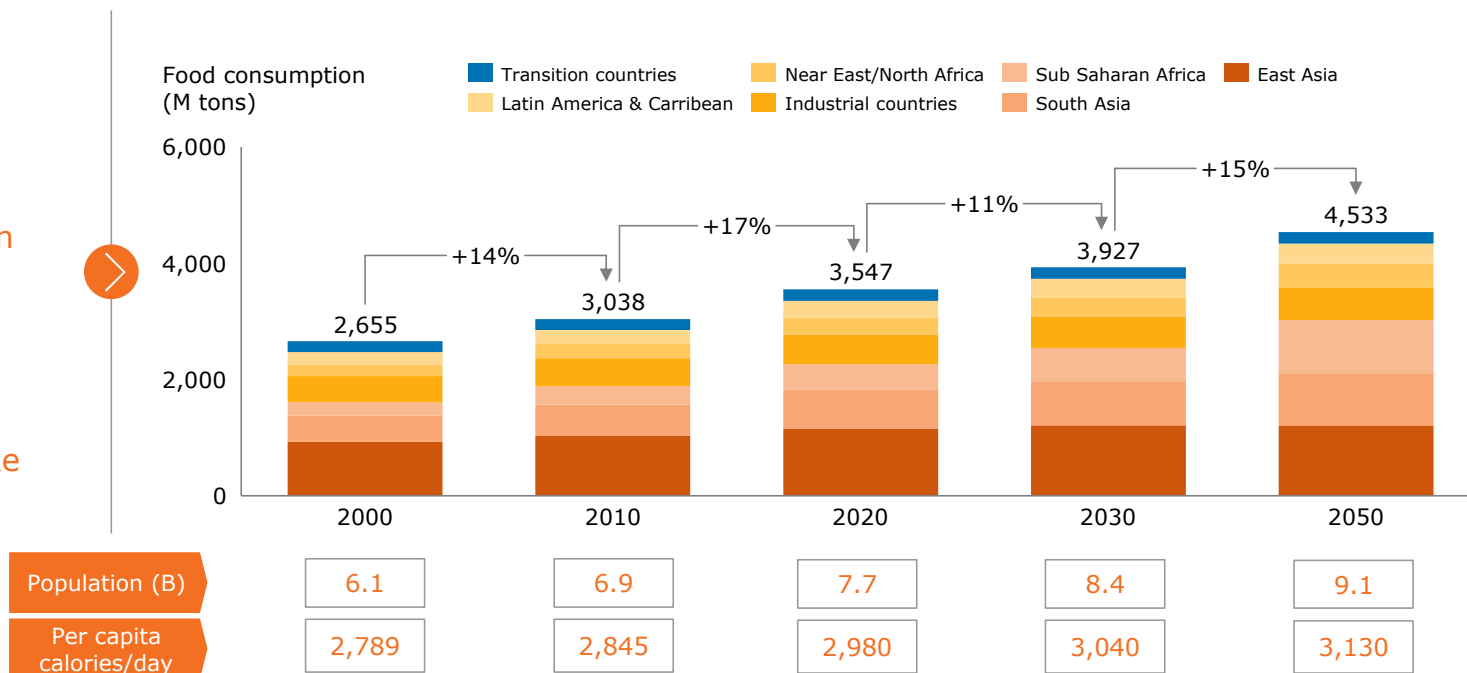
Global: Increasing population and wealth to drive up global food consumption

Strong increase in food demand expected

Increasing population

Initiatives on hunger and poverty eradication

Increasing calorie intake per capita

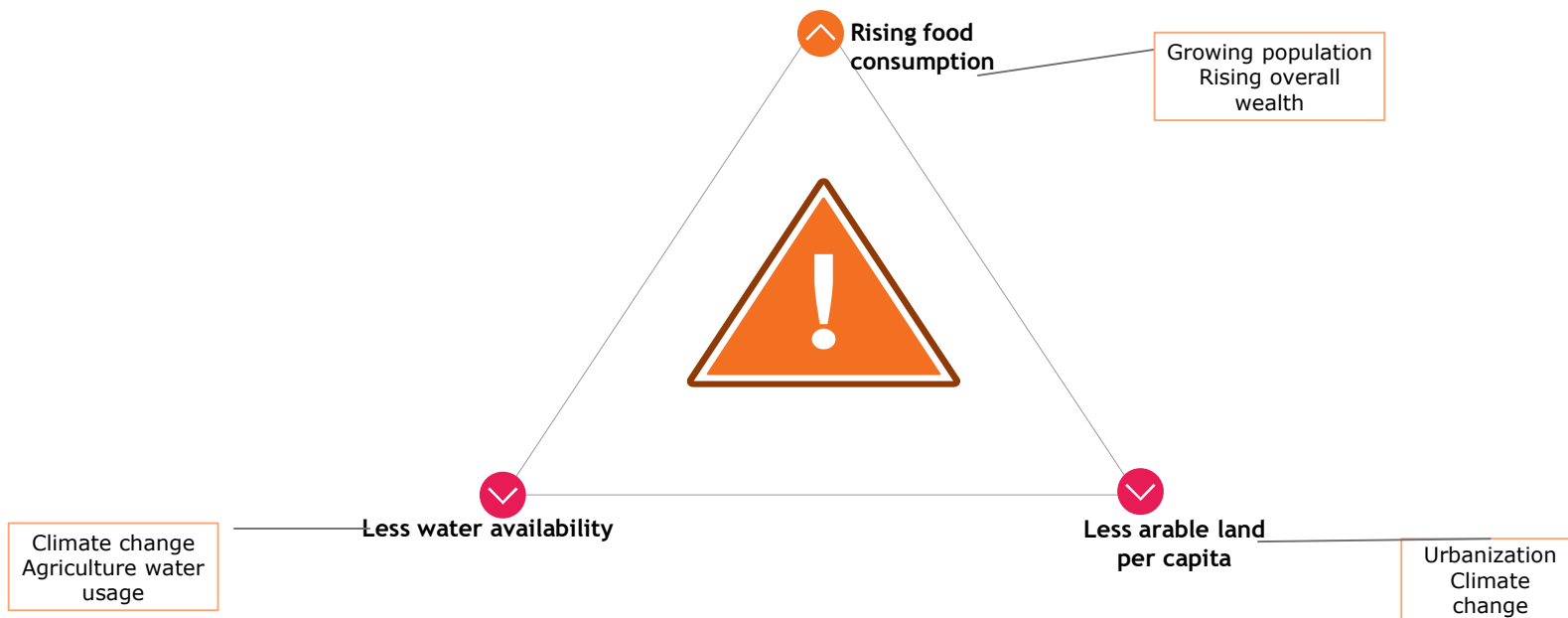


India, Africa, South East Asia and Australia emerging as new food bowls

Note: Industrial countries include North America, Western Europe & ANZ; Transition Counties include Eastern Europe & Russia
Source: FAOSTAT; BCG analysis

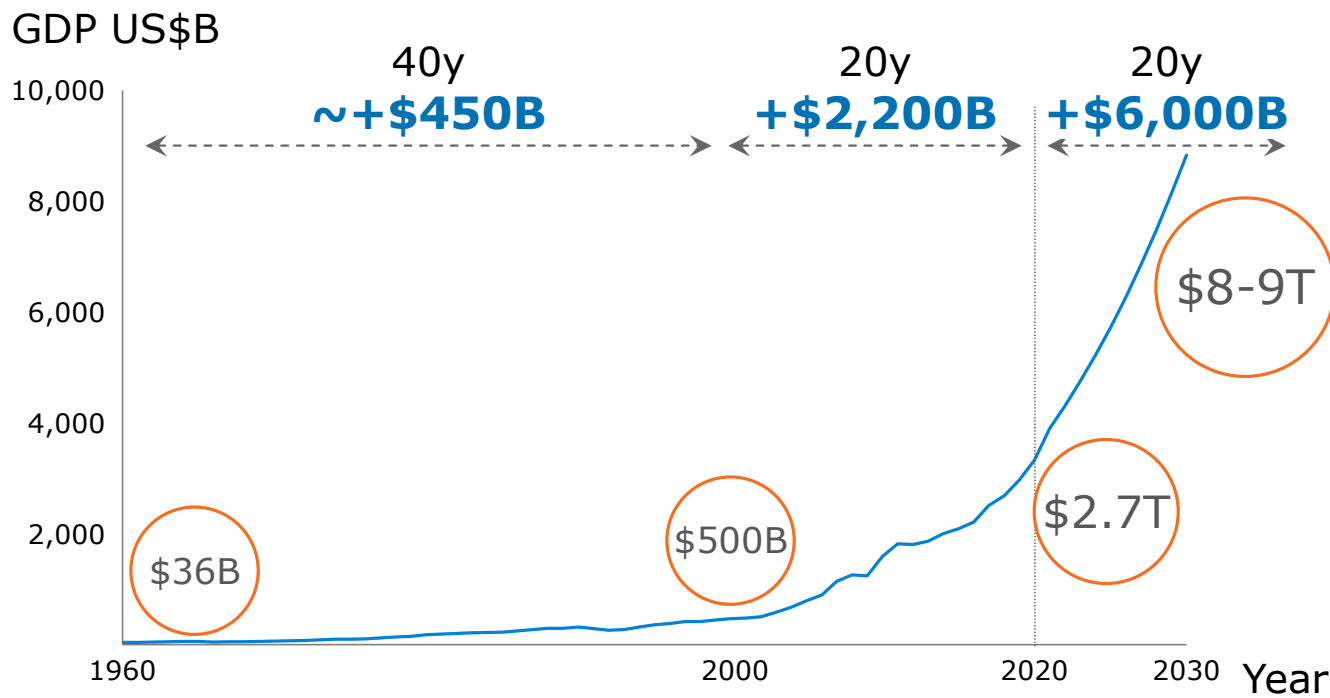
Global agri trend:
Rising consumption & resource exhaustion (Natural resource Pressure)

Combined with non-ceasing **water and land scarcity** seen leading to **Natural Resource pressure triangle**

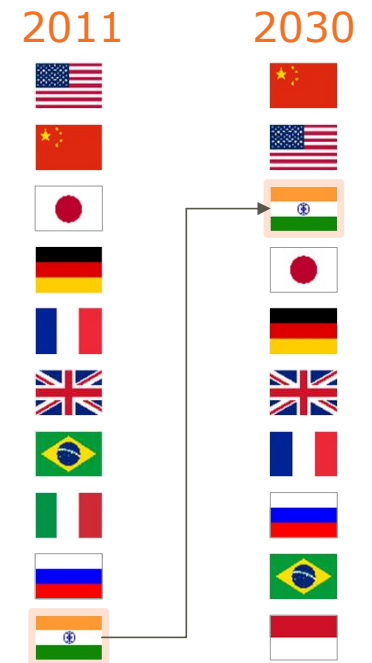


Pressure on improving the agri productivity

India: A decade of accelerated growth ...



India expected to be 3rd largest economy

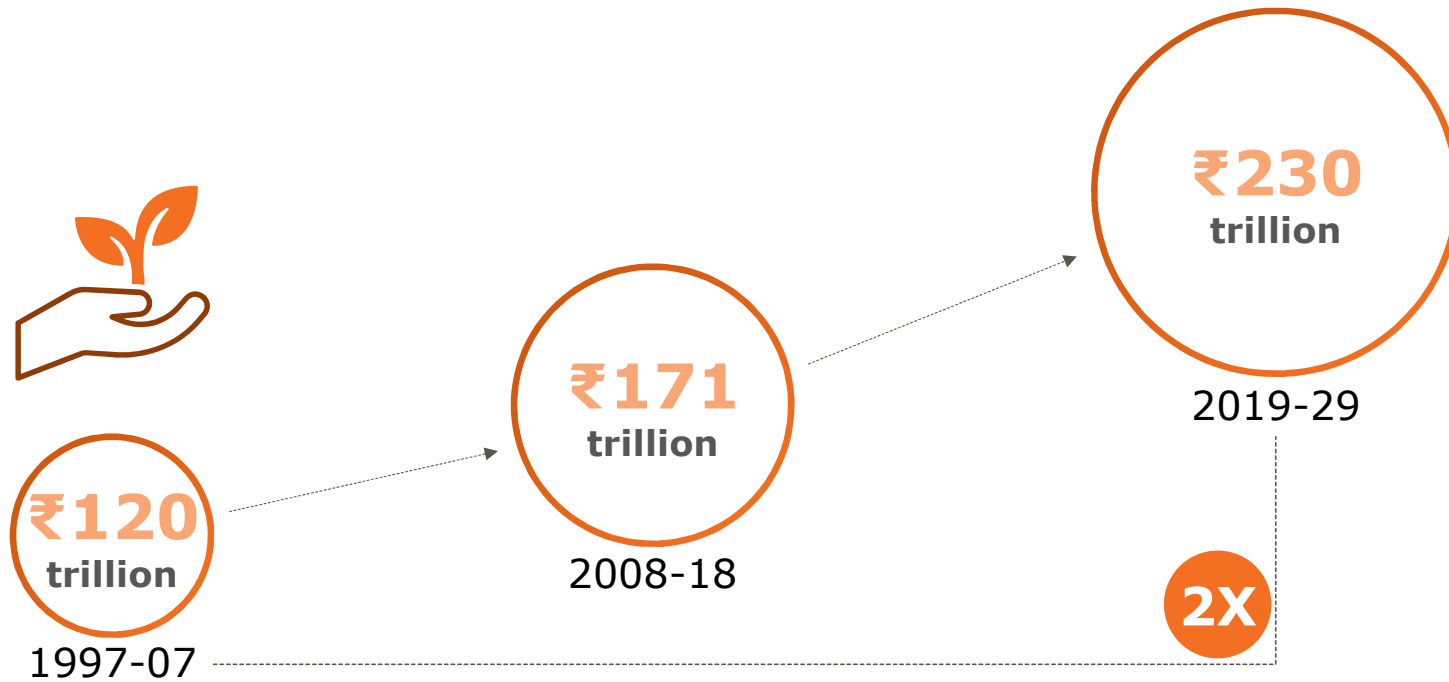


Ranking basis GDP, nominal, US\$ B

Note: Forecasts by International Monetary Fund, Oxford Economics, The Economist Intelligence Unit, OECD, The World Bank & Reserve Bank of India
Source: Oxford economics

India: ... with unparalleled value creation in Agri sector over the next 10 years in India

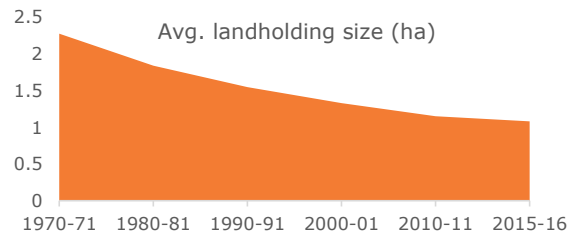
Gross value added by Agri sector (cumulative)



India Agri: ~\$1.7 trillion to ~\$3.3 trillion in 30 years

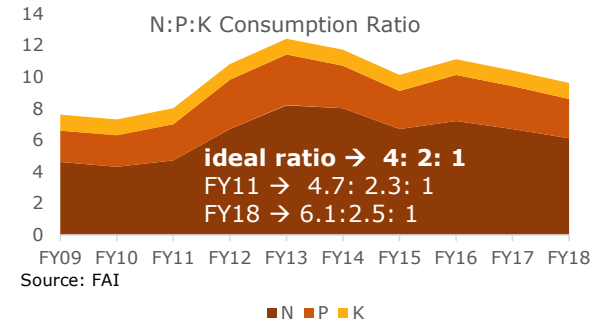
India: The opportunity and imperative for value creation in Agri sector over the next 10 years are large...

Falling per capita land holding



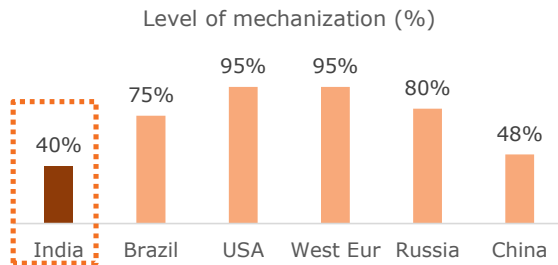
Source: Ministry of Agri

Imbalanced Nutrient Usage



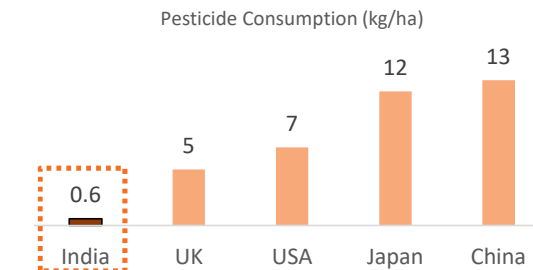
Source: FAI

Low Mechanization



Source: World Bank, FAO

Low Crop Protection consumption



Source: FICCI

Mega Growth Opportunities for bridging the productivity gaps

8 global agri trends : Impact on India

Rising pressure on natural resources



Pressure on natural resources is driving greater push towards **micro-irrigation** in India

Changing dietary preferences



Dietary patterns are evolving as **demand for fruits, vegetables & pulses** continues to grow at 6-8% CAGR v/s cereals (1%)

Evolution of farm holdings



Declining avg. farm holding (87% of India farmers hold <2 Ha) is adding pressure on farm productivity

Farm labor shortages



Decreasing labour availability is driving 10% p.a. rise in cultivation cost of major crops

Continued importance to Political economy



Additional Government interventions in the form of **higher MSP and Direct Benefit Transfer** to support farmers

Rise of digital farmers



Increasing mobile penetration to provide unique opportunity to use personalization to build deep farmer connect

Farm Tech advancements



Data-driven agriculture and Precision farming are changing the landscape of agri today & will continue to do so in the future

Evolution of logistics



Logistics sector is evolving in India with **42 mega Food Parks** planned across the country

Trends opening up significant opportunities for Agri cos



Implications

- **Balanced plant nutrition** - Improved Ag input penetration
- **Specialized nutrients** - F&V, pulses with changing dietary preferences
- **Precision farming / ag tech** - holistic agri solution of the future
- **Micro-irrigation** - Agri-input delivery models will change
- **Digital** presents a great opportunity to drive **personalization & farmer connect**
- Continued emphasis on improving farm productivity; **shared service models for mechanization** to gain prominence



Government policy focus positive for value creation in Agri sector



Farmer Focus

- **Doubling of farmer income:** Productivity, Price Realization
 - Productivity: **Soil Health Cards, customized fertilizer**
 - Realization: Direct Income Support - Centre & State initiatives, Agri Insurance, Electronic Agriculture Markets, MSP support
- **Contract farming** : Improved value chain linkage



Positive Policy shifts

- **Direct Benefit Transfer (DBT)** – Soil health cards, Direct benefit transfers
- **Nutrient self-sufficiency:** ‘**Make in India**’ to target intermediate & finished product capacity additions
- **Quality** consciousness: SSP – RM quality, Pesticide Management Bill
- **Sustainable farm solutions:** Balanced nutrition, Bio and Organic as next focus areas
- **Dynamic Policy Decisions:** Subsidy Rates, MSP Prices



Welfare Policy

- **JAM (Jan Dhan, Aadhaar, Mobile)** as enabler to direct benefit transfer for beneficiaries
- **Building Rural India:** Electrification, Ayushman Bharat (Health insurance)
- Push towards **Pulses & Oilseeds** – Self sufficiency goals



Infra Push

- Irrigation focus:
 - **Micro Irrigation** focus
 - Accelerated Irrigation Benefit Program – **River linkages**
- Increased investments in logistics, cold chain and warehousing
- Inland waterways, Sagarmala project – **Alternate distribution channel**
- Thrust on **Farm mechanization** – Custom Hiring Centres



TRANSFORMING
AGRICULTURE
CHANGING LIVES

For over five decades, we at Coromandel International Limited have been building viable crop solutions to make agriculture prosperous and sustainable.

We believe in harnessing the power of technology to harvest prosperity for our farmers. We are here to usher the next agri-renaissance.

Coromandel: Transforming Indian Agriculture

Coromandel: Strong Governance Structure

The Spirit of the Murugappa Group

These five lights guide us as we navigate through professional and personal decisions.

The five lights

- The light of **INTEGRITY**
that gives us the courage to always do the right thing
- The light of **RESPONSIBILITY**
that gives us the humility to think about the world around us
- The light of **PASION**
that provides us with the desire to win
- The light of **RESPECT**
that inspires people around us to perform
- The light of **QUALITY**
which makes us dream of excellence



Eminent Board



Professional Management



Engaged employees

Coromandel: a strong, responsible company

Key Facts :

- Turnover: **Rs. 192 billion** (FY21-22)
- Market Cap: **Rs. 292 billion** (September 2022)
- Strong credit rating: '**AAA**' (stable outlook)' with India Ratings and CRISILAA+ (positive) with CRISIL
- Zero long term debt
- **~5000** employees & **~8000** contract staff



STRONG BRAND EQUITY



COST EFFECTIVE
MFG. & SUPPLY CHAIN



DOING IT RESPONSIBLY



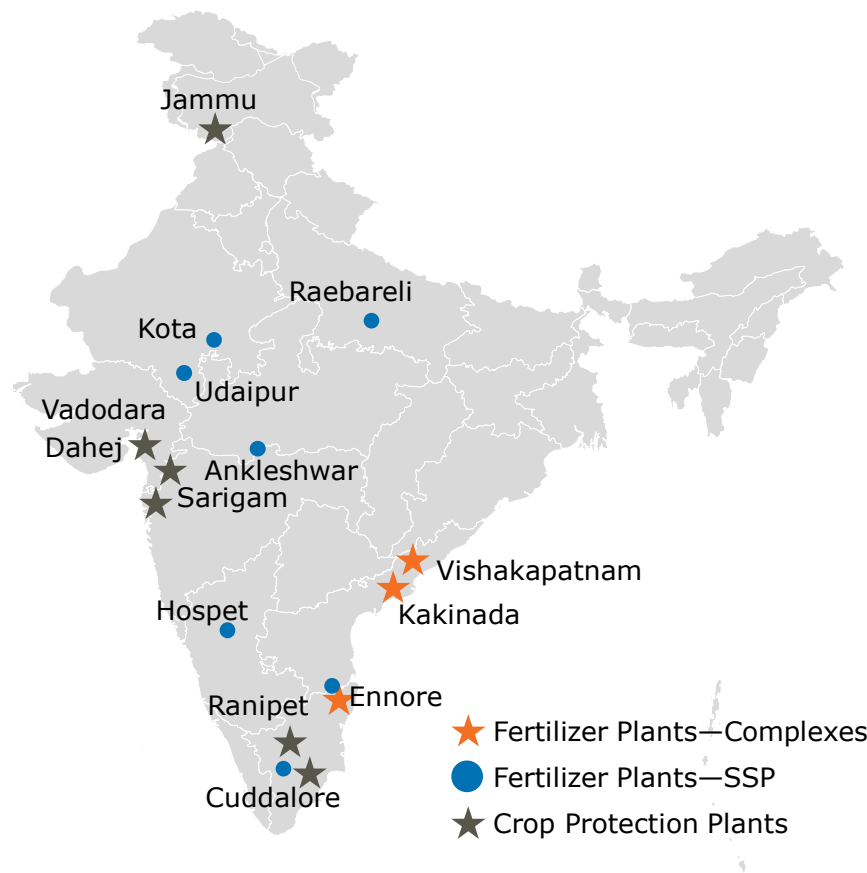
BRINGING PROSPERITY
TO 3M+ FARMERS



TECH and R&D FOCUS

Coromandel: India footprint

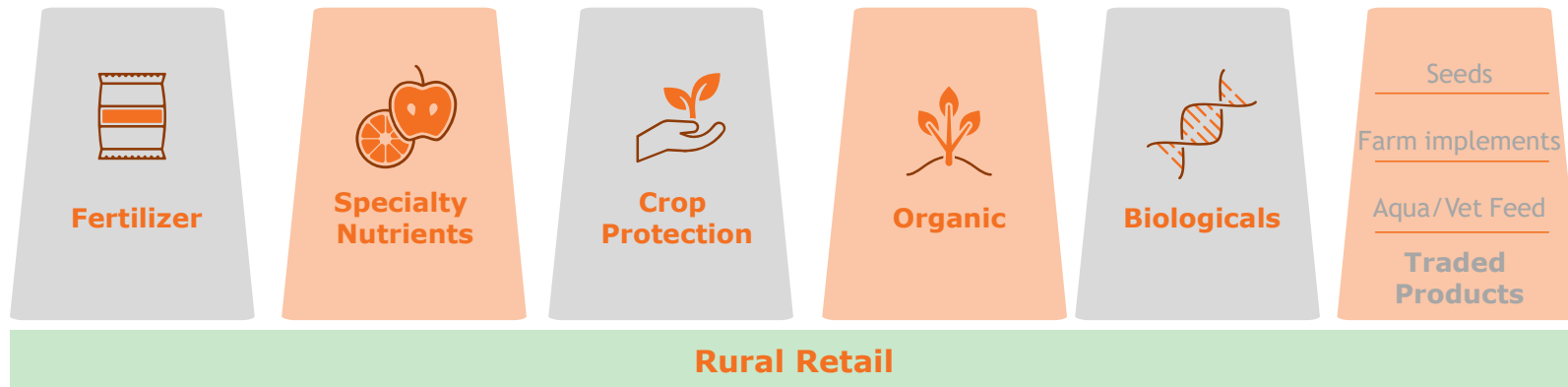
- India's largest private sector Phosphatic Fertilizer company
- Pioneers & market leaders in Specialty Nutrients
- India's largest Single Super Phosphate (SSP) company
- 5th largest Crop Protection Indian company
- Worlds' largest Neem based Bio pesticide manufacturer
- No. 1 Organic Manure player in India
- Largest Rural Retail Chain in India



- 17 manufacturing locations
- ~750 Retail centres
- ~20,000+ dealers
- Presence across ~81 countries
- ~ 2,000+ strong market development team

 **Farmer First**

Portfolio

Farm Services

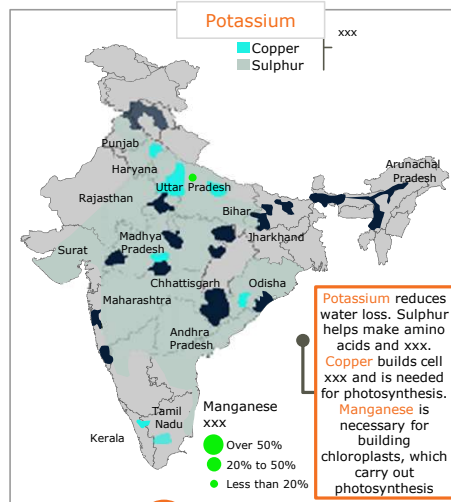
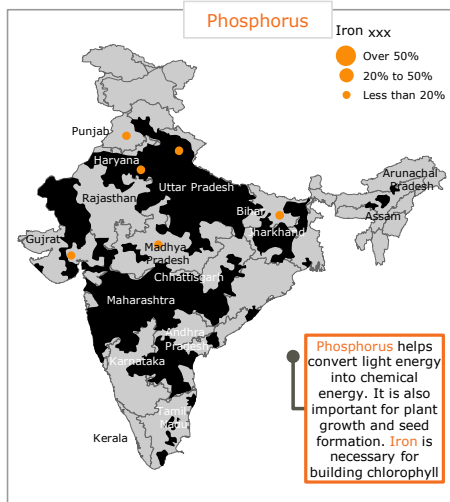
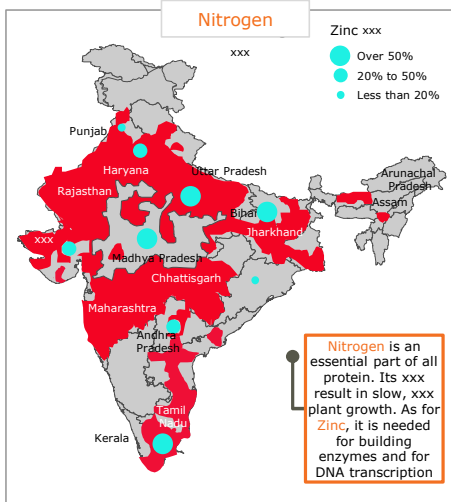



A 'Farmer First' winning business model

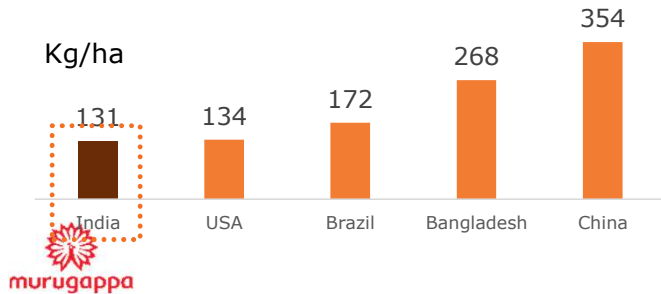
Business Wise Highlights

Fertilizer: Opportunity to address nutrient imbalance

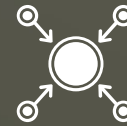
Widespread Soil Deficiency



Low Nutrient Usage



Best placed to capture this opportunity



Huge opportunity exists for Fertilizer business to provide balanced nutrition



Relatively untapped Secondary & Micro Nutrients segment



Organic products for soil rejuvenation

Fertilizer: Positive Policy Measures

Soil Health Cards ...



FARMER'S DETAILS		SOIL TEST DETAILS	
Name		Soil Type	
Address		Soil pH	
Mobile No.		Soil Moisture	
Land No.		Soil Temperature	
Block		Soil Salinity	
Dist.		Soil Organic Carbon	
State		Soil Nitrogen	
Block		Soil Phosphorus	
Soil Health Card No.		Soil Potassium	
Issue Date		Soil Zinc	
Valid Till		Soil Boron	
Remarks		Soil Manganese	
		Soil Sulfur	
		Soil Copper	
		Soil Iron	
		Soil Molybdenum	

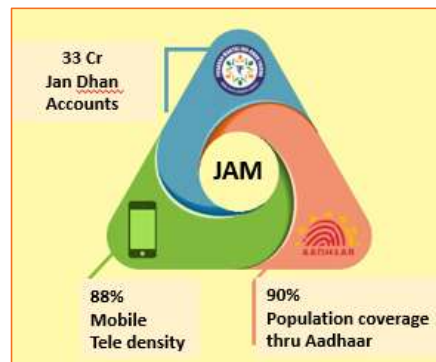
- Scheme started in 2015 by Government of India
- Soil health cards issued every two years—140 mil farmers covered

Direct Benefit Transfer (DBT)



- In 2018, DBT implemented pan India
- Accurate information gathering wrt availability of fertilizers
- DBT2.0: linking the soil health card data with the individual farm records

JAM Trinity for Direct Transfers



- Rural India high on “JAM” coverage—Jan Dhan (Bank account coverage), Aadhaar (Biometric system), Mobile (88% coverage)
- Paving way for direct subsidy transfer to farmers

Boosting investments



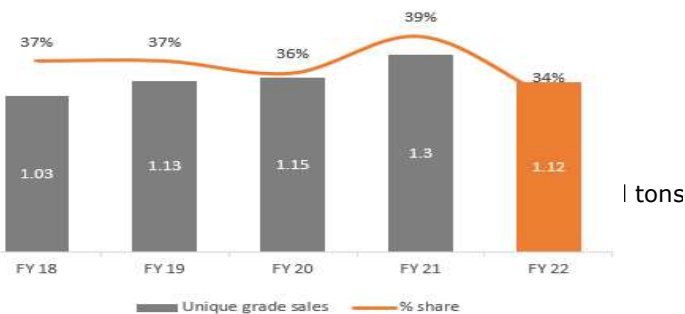
- Self sufficiency in Urea—Additional 6-7 million ton capacity
- P&K—Ensuring distribution flexibility for domestic manufacturers
- SSP—Addressing quality issues
- Lower corporate tax rates to boost investment

Coromandel Fertilizer: Highlights

Differentiated Product Offering



34%
unique
share



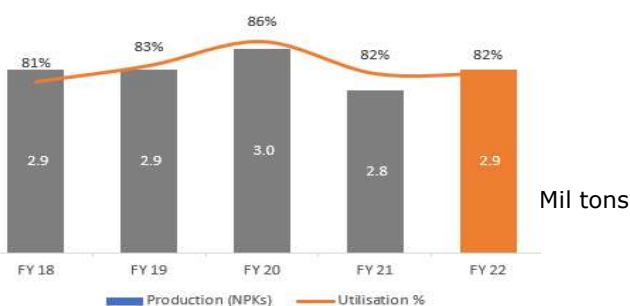
- 13 products catering to farmer needs
- Quality focus - Quick Test Kit
- Collaboration with IIT Bombay Monash, IIT Kharagpur, pilot farms initiatives for new R&D



Efficient Manufacturing



**4.5
MT**
capacity
(NPK+SSP)

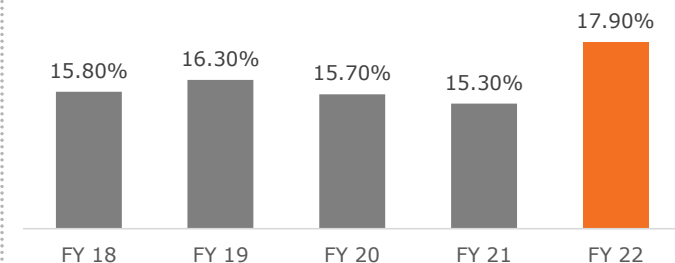


- Strong cost positioning - upstream integration
 - Strategic tech tie-up with global players
 - JVs for Phos. acid security
 - Utilization: NPK Plants
- *Lower in FY2021 due to COVID Pandemic

Winning in Markets



17.9%
Market
share



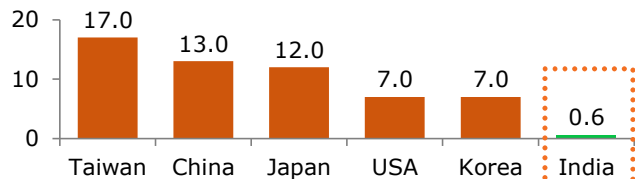
- 2nd largest Phosphatic marketer in India
- Largest SSP marketer - ~14% market share
- Best in class agronomists & market development team (~300)

Crop Protection: Market opportunity large

India ... massive potential exists

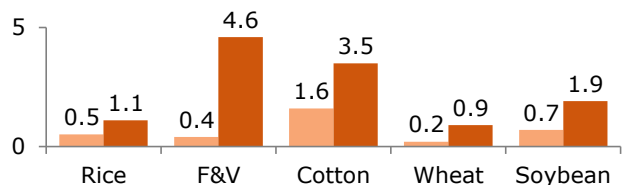
India – Consumption lowest in world

Pesticide consumption (kg/hectare)



Consumption across crops significantly lower

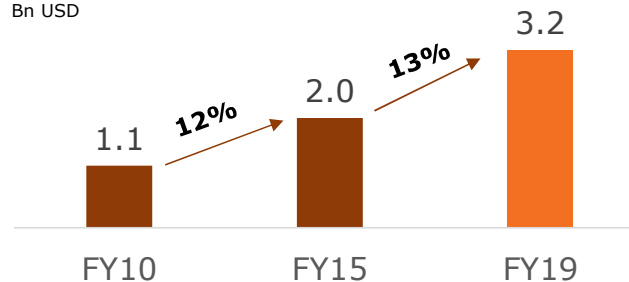
Pesticide consumption (kg/hectare)



Source: Ken Research 2016, Ministry of Commerce, BCG Analysis

Exports slated to grow at 9% CAGR

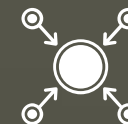
Bn USD



India – Unique advantages to boost exports:

- Low cost operations with high quality
- Strong IP protection - CRAMS
- Skilled manpower & process engineering skills
- Strong presence in generic space
- SEZs & strong investment climate

Best placed to capture this opportunity



India is well positioned to tap the huge multi-year exports opportunity in Ag-chem



Improvement in Crop protection usage domestically in the future to provide fresh impetus

Coromandel Crop Protection: Highlights



Large

Crop protection company in India

80,000+

Tons per annum manufacturing capacity from 6 plant locations

10,000+

dealers

Presence across

~60+

brands based product portfolio sold across ~81 countries

Strategic collaborations with global players across the entire value chain (R&D, mfg. & sourcing) in **US, Canada, Europe, China, Japan**

China desk for sourcing security

Key Strengths



Product Offering

- **1000+** product registrations globally resulting in geographically diversified sales
- Focus on **new products/combinations** development - **Rich product pipeline**
- State of the art R&D center & pilot labs



Manufacturing

- **3rd Largest** Mancozeb manufacturer globally
- 3 technical and 2 formulation facilities
- Ability to manufacture **17 technical**
- Manufacturing capacity across **6 plant** locations



Sales and Marketing

- B2B and B2C presence
- Geographically diversified sales: **41% international sales**
- Best in class **agronomists** & market development team (~300)

Coromandel Biologicals: Highlights



No.1

Azadirachtin manufacturing facility in the world

60%

Export share

State of the art laboratories



Key Strengths



New Product development

- Rich product pipeline
- Strong R&D capabilities: Research on Azadirachtin from plant extracts, microbial bio pesticides
- Tie-ups with Indian and International CROs



Manufacturing

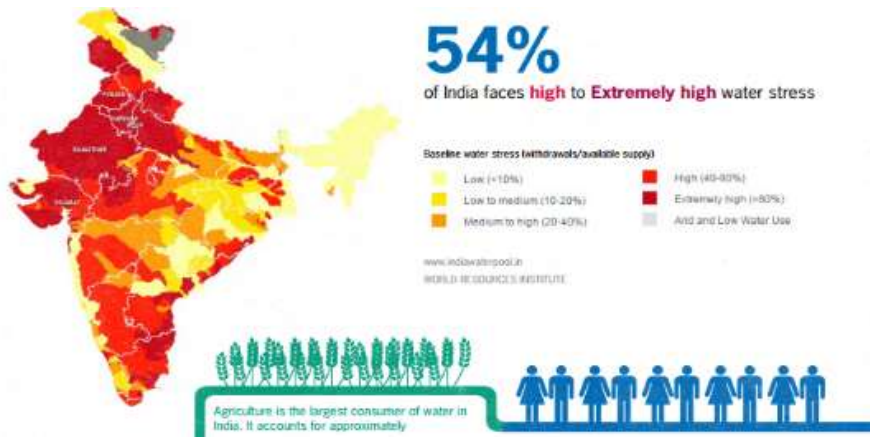
- Manufacturing facility in Cuddalore, TN
- Highest purity and best in class stability at plant - 2 yrs shelf life
- Mfg. process: Aflatoxins < 50ppb vs European norms of 100 ppb
- Global Organic certifications: DNV, IMO



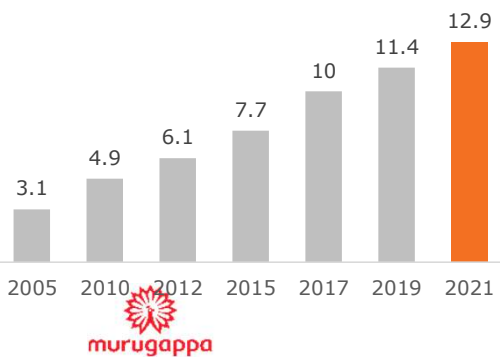
Sales and Marketing

- Export contribution driven by significant presence in USA, Canada & Europe
- Tie-ups with Agri institutions etc.

Specialty Nutrients: Market opportunity large – micro irrigation, secondary & micro nutrients



Potential: 69 mil Ha
Current coverage: 11.4 mil Ha



Best placed to capture this opportunity



Potential for Specialty Nutrients business to capture market as micro-irrigation coverage expands



Current Micro Irrigation coverage in India at 6% (US: 55%, Brazil: 52%, China: 10%)



Scope to scale up consumption of Water soluble Fertilizers

Coromandel Specialty Nutrients: Highlights



Market leaders

In WSF & Sulphur segments

Activation

Tie-ups with Drip Irrigation, contract farming, Agri university etc.

Improving share of

Focus Products

Strong R&D

Unique product development
Crop specific offerings

Key Strengths



Product Offering

- Focus on **Crop specific nutrient & liquid fertilizer solutions** targeting Cereals, pulses, cotton and horticulture crops
- Exclusive offerings of WSF grades - **AcuSpray, Insta, Superia, Fitsol**



Sourcing & Manufacturing

- **Efficient manufacturing capabilities:** Bentonite sulphur, Water Soluble Fertilizers (WSFs)



Sales and Marketing

- Strong dealer network to capture whitespace emerging from **increasing micro irrigation penetration**
- Agronomist team for Extension support

Coromandel Retail: Comprehensive Agri Solutions



~750

Retail Centers

Significant presence in AP, TG, KN

ONE

Stop Shop for Agriculture needs

Convergence of Products & Services



3 million +

Farmers - Direct connect

Farmer driven insights

Key Strengths



Key achievements

- India's largest agri retail chain
- Strong brand equity providing customer value proposition of Quality, Trust & farm Advice



Comprehensive Agri solutions

- Own manufactured and label products: Ag nutrients, crop pesticides, seeds, vet feed, farm implements
- Value added services: farm mechanization, agri insurance, soil testing, credit, extension activities etc.



Consumer Connect

- Strong farmer connect - ~70% turnover through Captive product
- Non Fertilizer Focus: ~45% of sales
- Educating farmers through regular meetings
- Scientist at store to assist farmers

Coromandel Organic: Highlights



No.1

Organic fertilizer marketer in India

Growth drivers for future

- Regulatory push
- Swachh Bharat - Waste treatment management
- Soil Health Focus- Sustainable Agriculture
- Consumption shift- Organic Food

Key Strengths



Product Offering

- Product portfolio:
 - Soil **health** (City compost)
 - Soil **nutrition** (Kash, PROM, CMS, Nrich)
 - Soil **amendment** (Gypsum)



Sales & Marketing / Activation

- **Largest Organic marketer** in India – 2.0 Lac tons annually
- **Strong activation focus:** Tie-ups with Agri universities and organic farms
- **Soil health testing** services for farmers

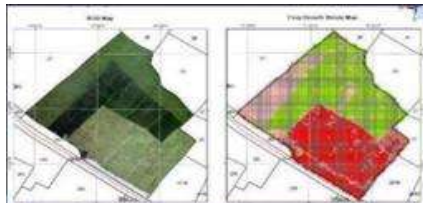
Coromandel AgTech: Successful forays

Coromandel has successfully forayed into Agtech by carrying out pilot trials using Drones



Stress Map

Soil pH



Real time crop diagnostics quickly highlighting stressed regions needing intervention made possible



Crop advisory provided to farmers based crop diagnostics results



Timely interventions enhancing farmer prosperity

	Yield improvement	Additional income/acre (Rs)	Avg Net Returns
Paddy	18%	5848	34%
Cotton	23%	8547	55%

Coromandel: Leveraging Technology for Farmer Prosperity



~50,000 soil tests carried out annually



Farm advisory through Scientists' panel



Gromor Nutrient Manager based nutrients recommendations



Hiring Farm machinery through Custom Hiring Centers



Developing superior delivery mechanisms - Injectables



E kiosks for improving reach & product delivery

Coromandel: Focus on Sustainable development

Bird's Paradise



- Bird's Paradise was established at Kakinada plant is home to 100+ species
- Recognized by **UNDP** 'Turning a Factory into a Bird Sanctuary'
- Extensive coverage by Discovery

Green Belt



- Converting Phospho gypsum heaps into green belt
- 1st of its kind initiative globally

Coromandel CSR: Doing it responsibly

Healthcare Initiatives



- Coro Medical Centres have touched 80K+ beneficiaries annually
- Supporting Paediatric ward at Kakinada Government Hospital, Hrudhya – Heart Foundation

Girl Child Education Scheme



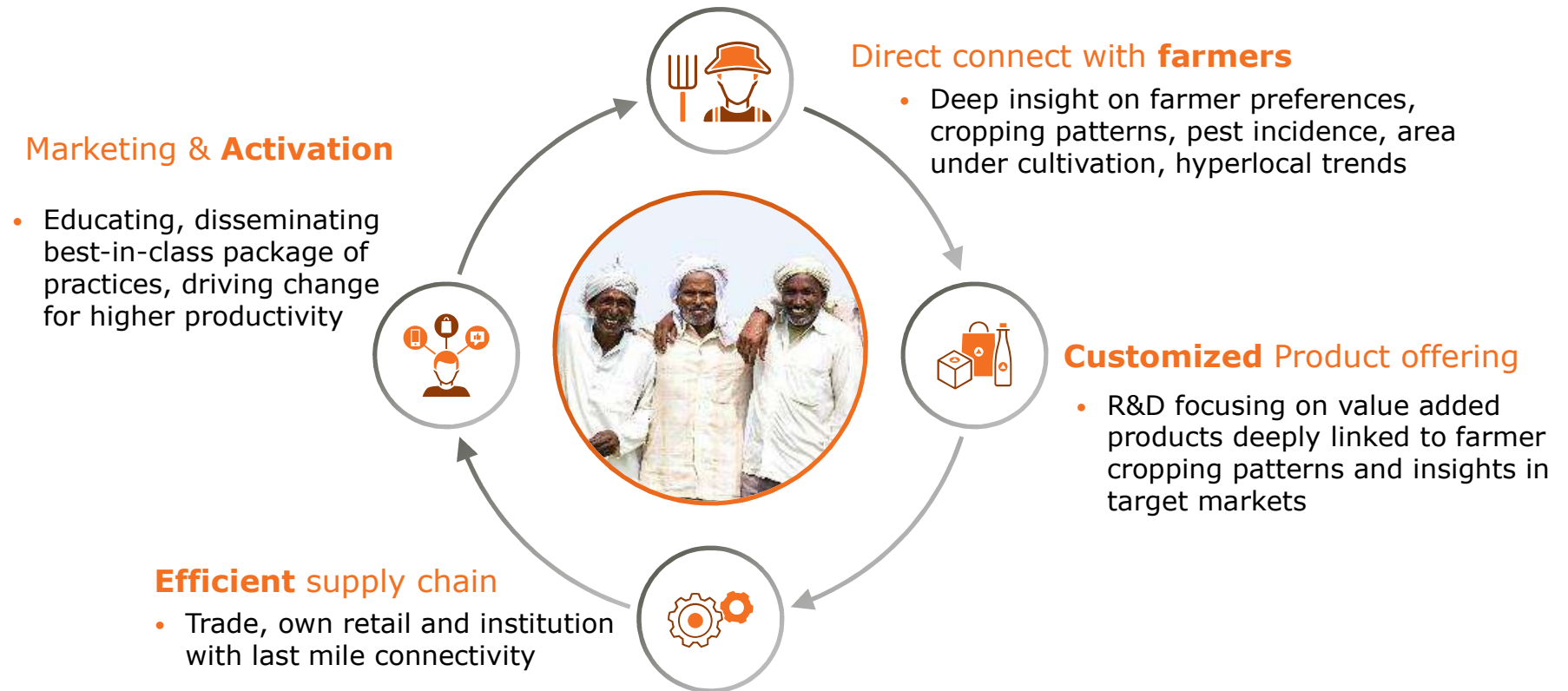
- Girl Child Education Scheme has touched 16K+ children and counting
- More than 5K girls benefited through scholarships

Community Development



- Community development initiatives focussed on creating employment opportunities: Computer skills, Tailoring training
- Toilet construction under Swachh Bharat

Coromandel: Converting farmer insights into farmer prosperity

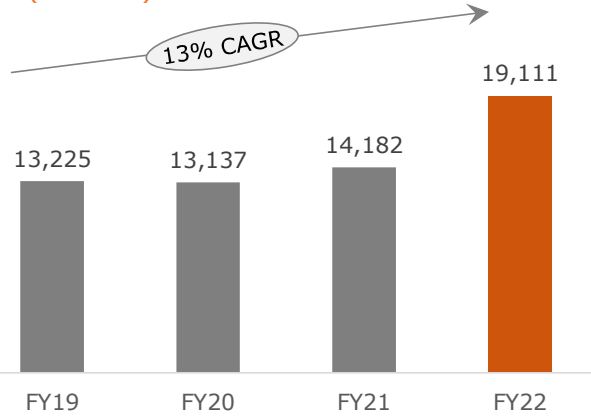


Why Coromandel

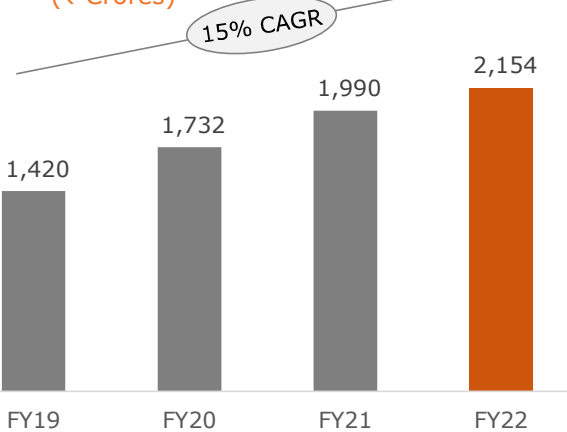
Coromandel: Track record of sustained financial performance



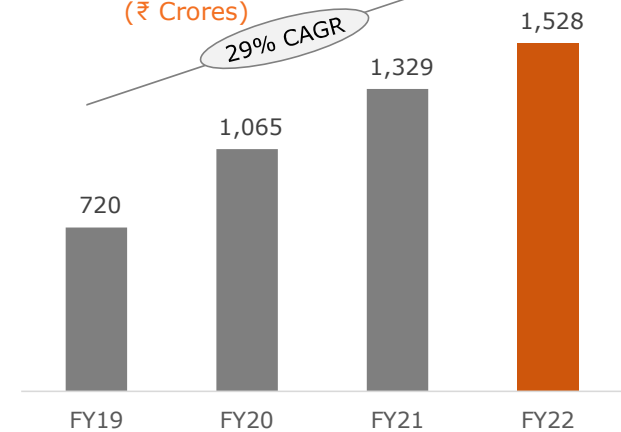
Revenue* From Operations
(₹ Crores)



EBITDA
(₹ Crores)

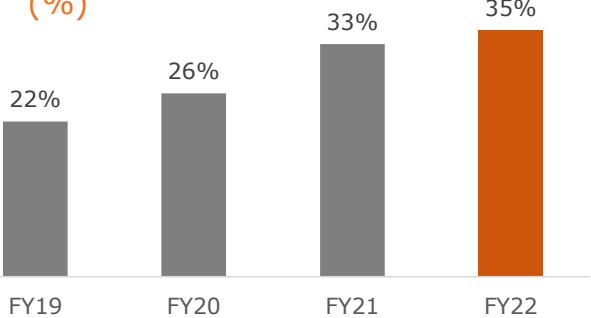


Profit after Taxes
(₹ Crores)

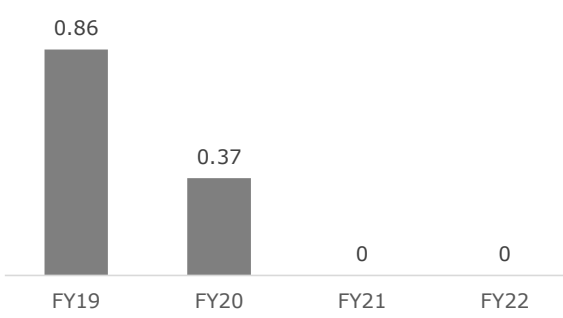


*Fertilizer revenue subject to commodity price movement and subsidy policies

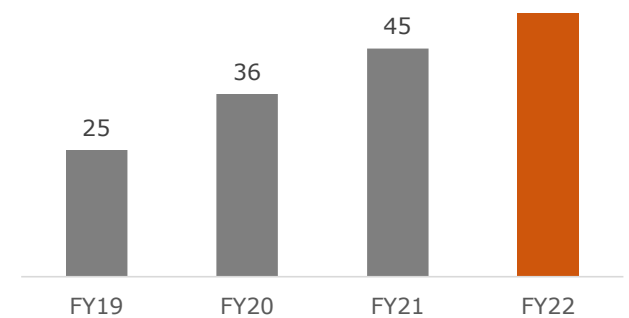
Return on Capital Employed
(%)



Debt to Equity Ratio

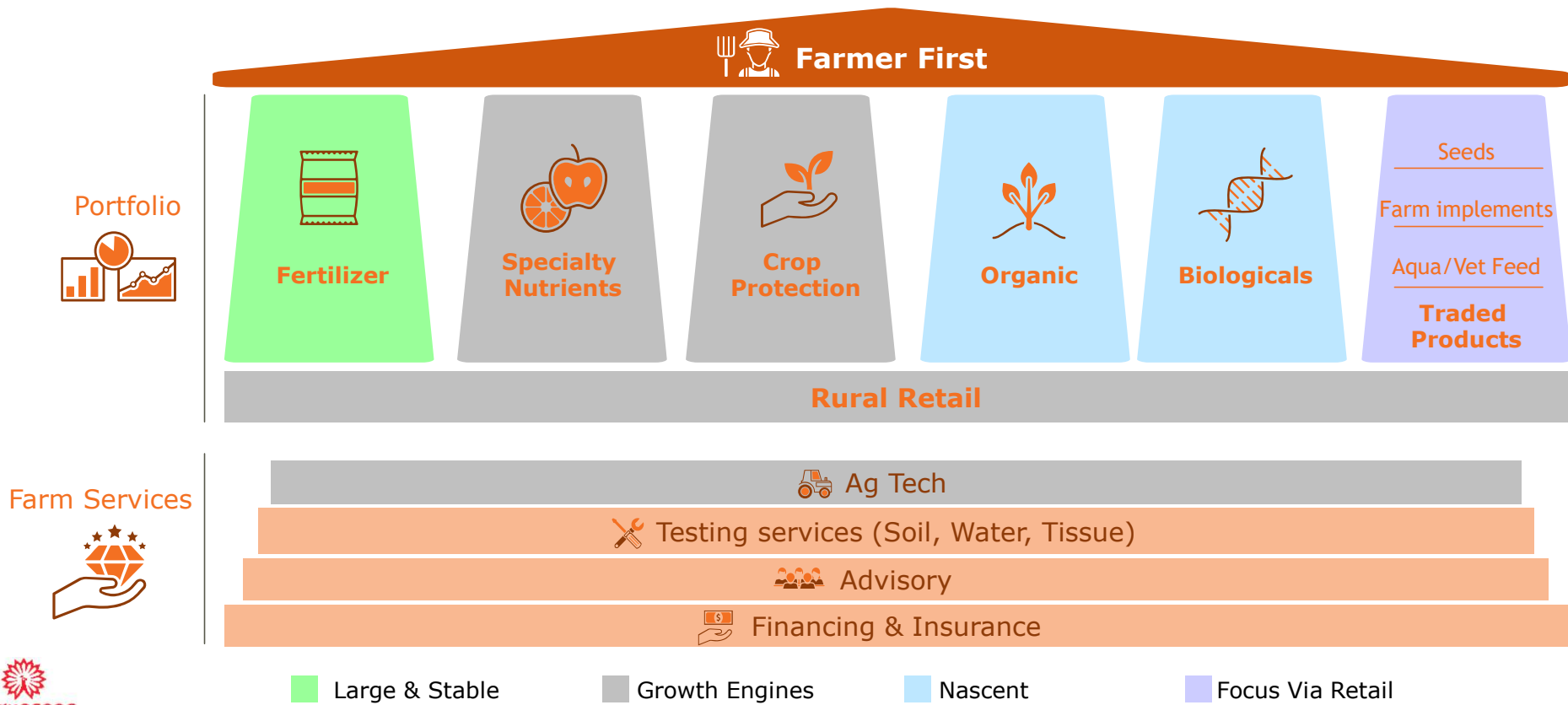


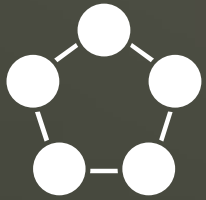
EPS (₹ per share)



As per consolidated financials of the Company

Coromandel – Holistic farm solutions provider... ...with unique business model driving farm prosperity





Eight key elements of our Strategy to capture the India Ag opportunity & deliver consistent value...



Coromandel Value Proposition

Unparalleled value creation opportunity in India agriculture space

- India agriculture opportunity large; GV to reach INR 230 trillion by 2029
- Government focused on doubling farmer's income
- India well placed to capitalize on exports opportunity - increasing global presence and acceptance



Coromandel has a strong track record of delivering consistent value

- Top quartile TSR performer over the last 3 years (in the S&P BSE 200)
- Strong balance sheet, zero long term debt
- AA+ credit rating from CRISIL India



Coromandel best placed to capture the opportunity

- Leading Indian agri inputs player with significant global presence
- Integrated manufacturing facilities - low cost operations
- Value added solutions based on farmer driven insights
- Educating the last mile farmer, driving ground level changes



A heritage of strong governance & value structure

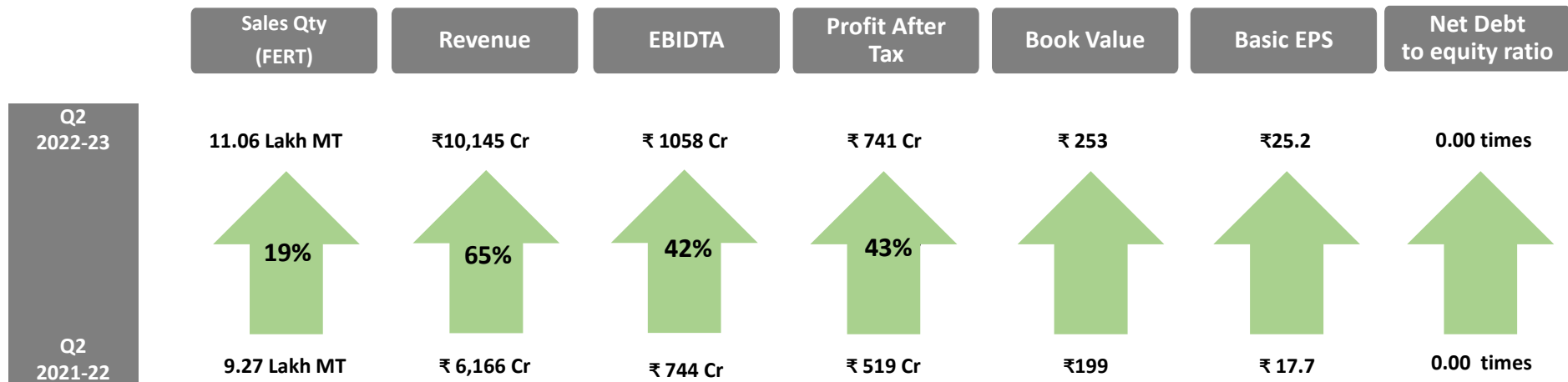
- Flagship company of 118 year old Murugappa Group
- Strong commitment to values: Integrity, Passion, Quality, Respect and Responsibility

FY 22-23

Q2 Results



Performance Highlights

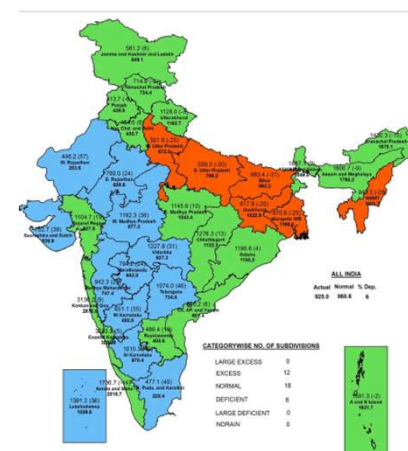


As per consolidated financials

Business Environment – Agriculture Bright Spot

- Above Normal SW Monsoon (30 Sep): **106% of LPA**
 - South: **122%**, Central **119%**
 - North-West: 101%, **East 82%**
 - Excess rains in UP/ Bihar in Oct
- **Kharif sowing**: Around last year levels (30 Sep)
 - **Lower paddy** acreage in Jharkhand, WB, UP, MP, AP, Bihar.
 - **Telangana up.**
 - **Higher acreage** seen in **Cotton**(Guj, Mah, Kar, AP) & **coarse cereals**
- Higher price realisation – **yields down**
- **NE Monsoon** – expected to be **Normal**
- Reservoir storage (27 Oct) at **108% of LY & 117% of avg of last 10 yr**
 - **Good Rabi expected**

Monsoon position (30th Sep)

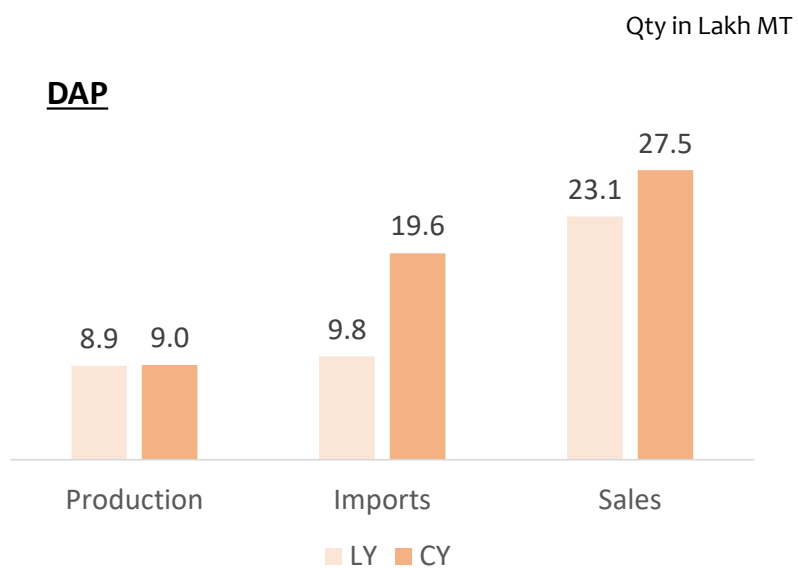


Crop sowing (30th Sept) - in lakh ha

	LY	CY	% chg
Rice	423	403	-5%
Pulses	139	134	-4%
Coarse cereals	175	184	5%
Oilseeds	194	192	-1%
Sugarcane	55	56	1%
Cotton	119	128	8%
Jute	7	7	0%
Total	1112	1103	-1%

4th successive year of favourable Monsoon

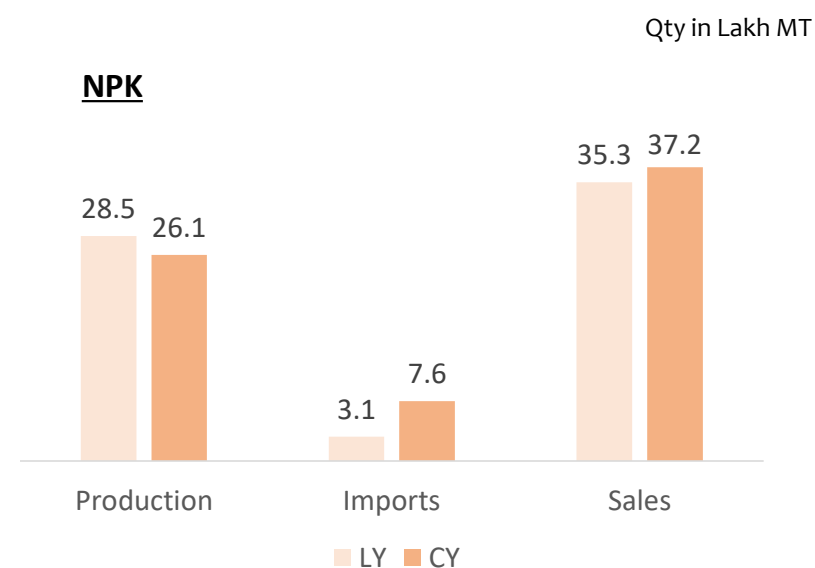
Industry: DAP + Complex Fertilisers: Q2 FY22-23



Production growth: 0.9%

Imports growth: 99.7%

Pr Sales growth: 18.7% (CIL:19%)



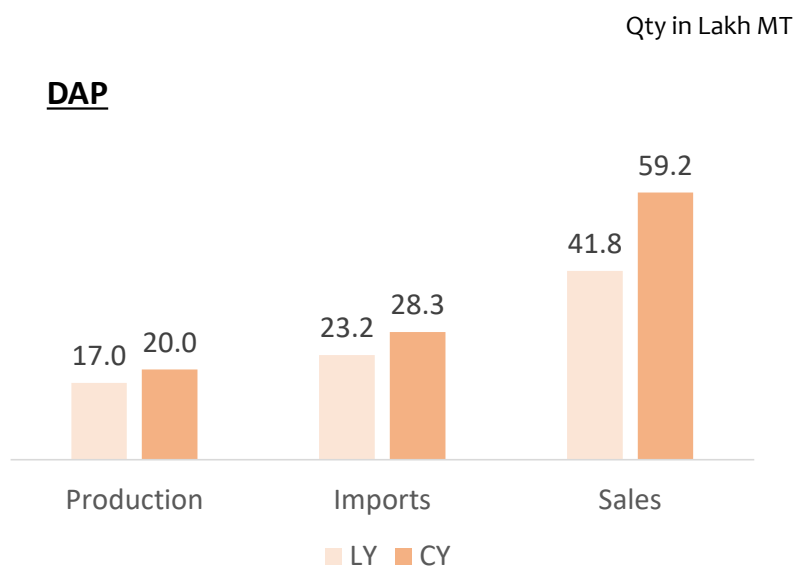
Production growth: -8.4%

Imports growth: 141%

Pr Sales growth: 5.3% (CIL: 14%)

In lakh tons	LY	CY	% Gr
Industry sales	58.5	64.6	10%
CIL Sales	11.2	12.4	11%

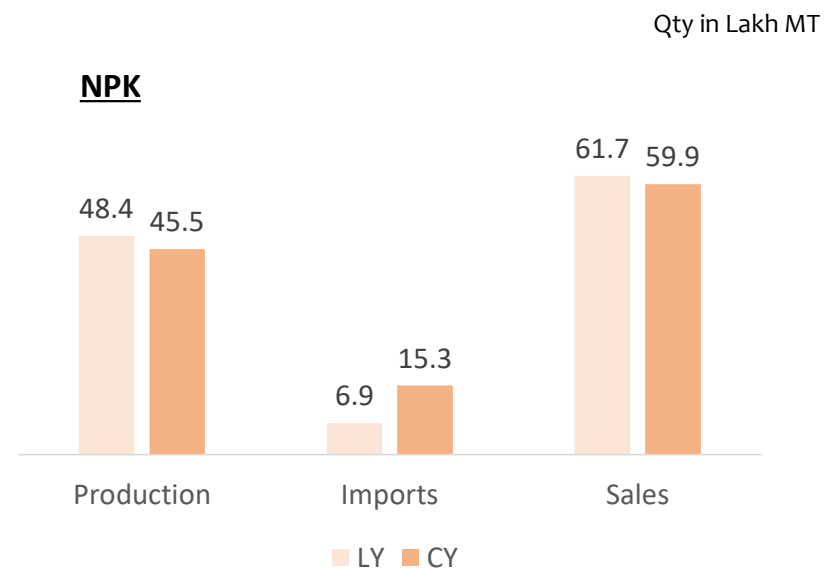
Industry: DAP + Complex Fertilisers: H1 FY22-23



Production growth: 17.3%

Imports growth: 21.8%

Pr Sales growth: 41.7% (CIL: -6%)



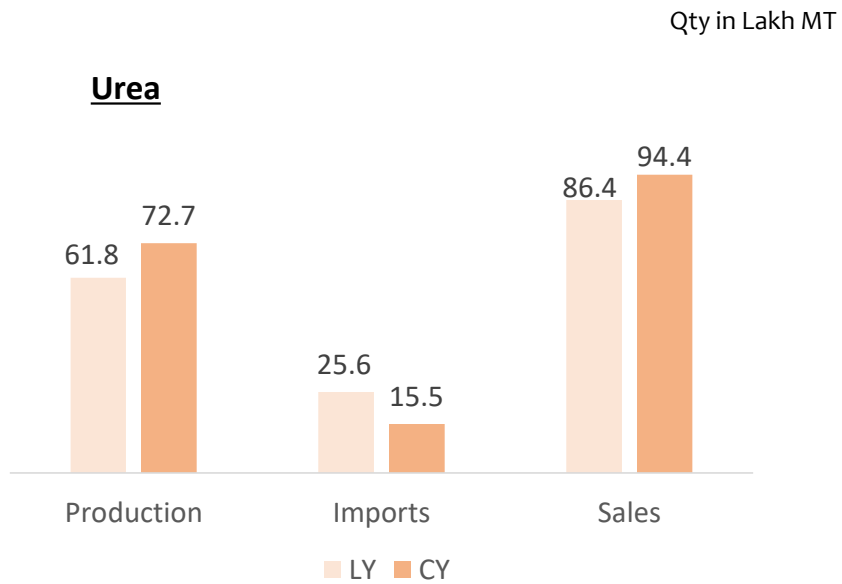
Production growth: -6%

Imports growth: 121.5%

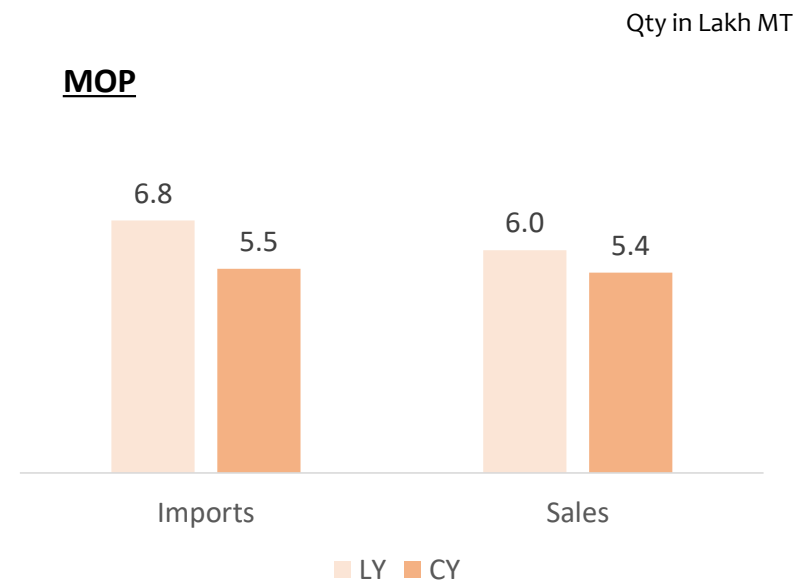
Pr Sales growth: -2.9% (CIL: 14%)

In lakh tons	LY	CY	% chg
Industry sales	103.4	119.1	15.1%
CIL Sales	19.0	19.7	3.7%

Industry: MOP & Urea : Q2 FY22-23

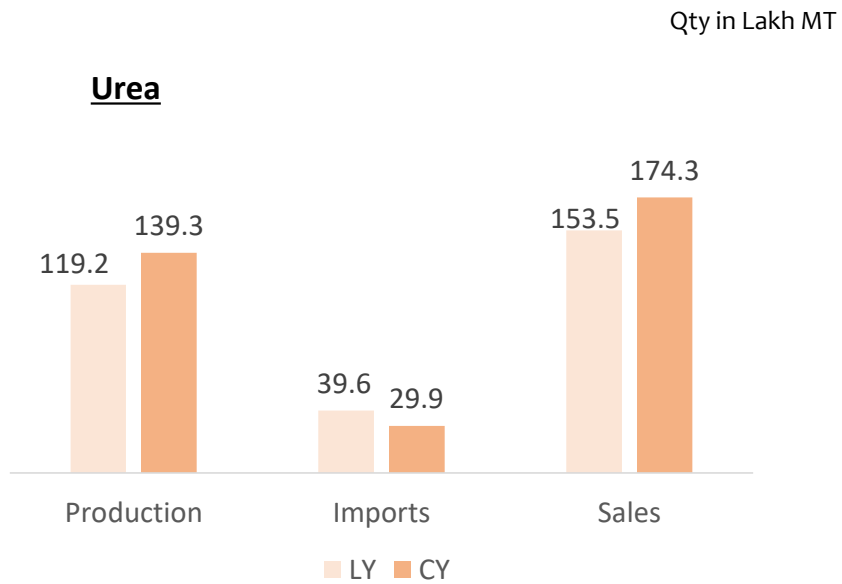


Production growth: 17.6%
 Imports growth: -39.3%
 Sales growth: 9.2% (CIL: 83%)

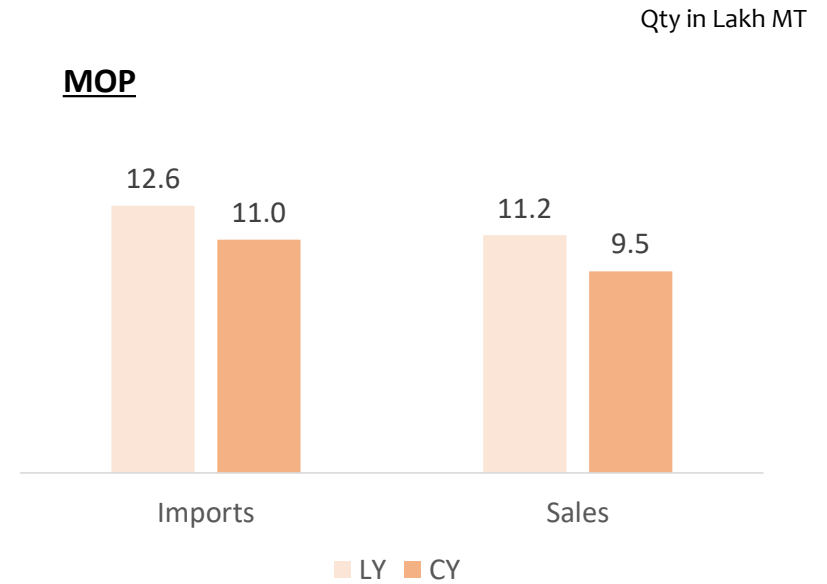


Imports growth: -11.1%
 Sales growth: -18.8% (CIL: 86%)

Industry: MOP & Urea : H1 FY22-23



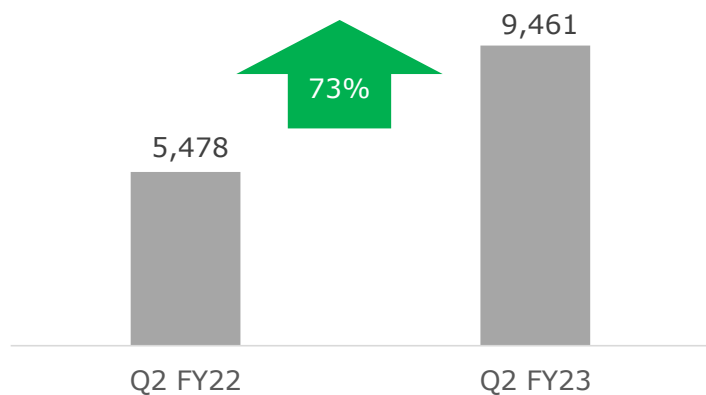
Production growth: 16.8%
 Imports growth: -24.5%
 Sales growth: 13.6% (CIL: 113%)



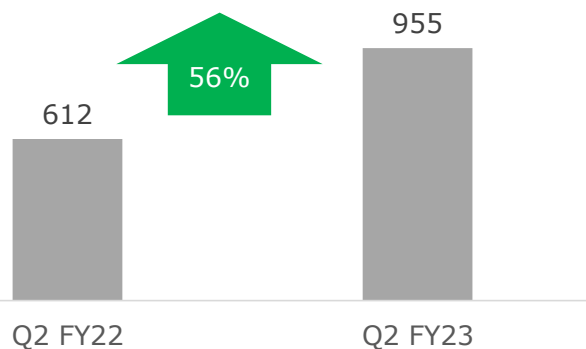
Imports growth: -12.7%
 Sales growth: -15.4% (CIL: -6%)

CIL: Nutrients – Q2

Sales in Rs. Crs



PBIT in Rs.Crs



*Before Un-allocable Expenses

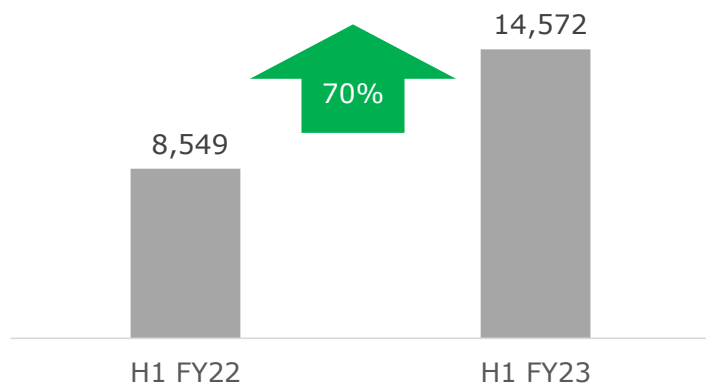
Volume Summary

Vol LMT

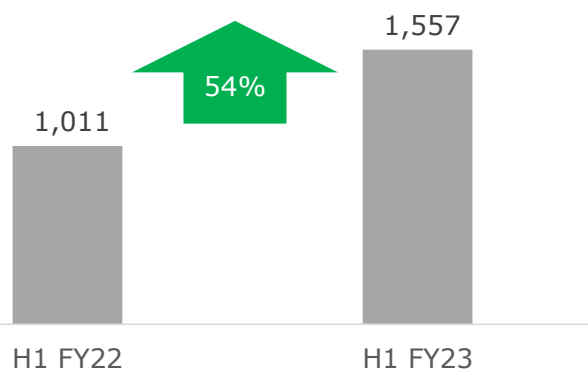
Segment	Q2 FY22	Q2 FY23	Growth
NPK +DAP (Mfd)	9.27	11.06	19%
NPK +DAP (Imp)	1.95	1.37	-30%
NP/NPKs Total	11.22	12.43	11%
Primary Market Share (NP/NPKs)	19.2%	19.2%	
PoS Market Share (NP/NPKs)	19.7%	20.7%	
Urea	2.03	3.71	83%
MOP	0.11	0.20	85%
SSP	2.26	2.43	8%

CIL: Nutrients – H1

Sales in Rs. Crs



PBIT in Rs.Crs



*Before Un-allocable Expenses

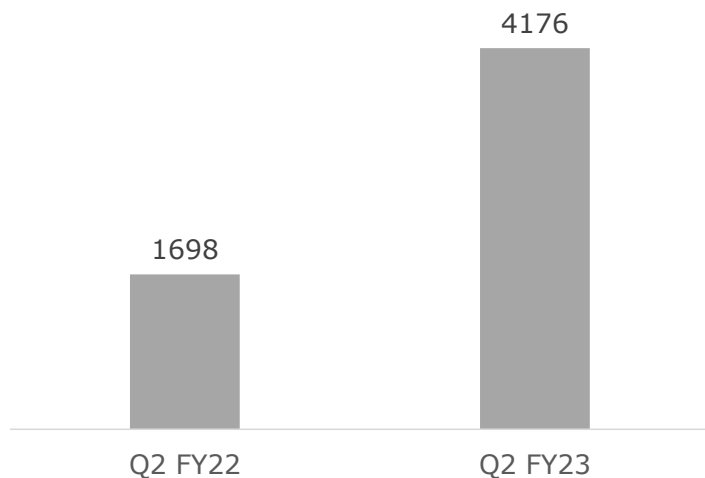
Volume Summary

Vol LMT

Segment	H1 FY22	H1 FY23	Growth
NPK +DAP (Mfd)	16.94	17.94	9%
NPK +DAP (Imp)	2.05	1.76	-14%
NP/NPKs Total	18.99	19.7	4%
Primary Market Share (NP/NPKs)	18.4%	16.5%	
PoS Market Share (NP/NPKs)	16.3%	17.1%	
Urea	2.5	5.3	113%
MOP	0.25	0.24	-6%
SSP	4.12	4.02	-2%

Subsidy – Q2 FY23

Subsidy Outstanding (Rs in Crs)



Q2: Receipts of **Rs. 3,866 Crs.** (Rs. 1671 Crs. LY)

Nutrient rates (Rs/kg)

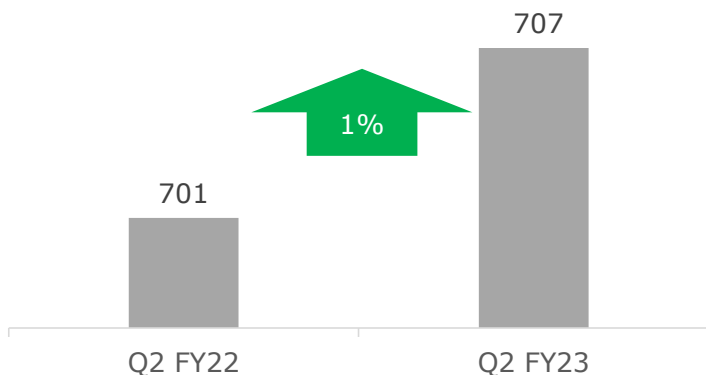
	N	P	K	S
21-22	18.79	45.32	10.12	2.37
22-23 (Kharif)	91.96	72.74	25.31	6.94
22-23 (Rabi)	98.02	66.93	23.65	6.12

Subsidy – Rabi 2022-23

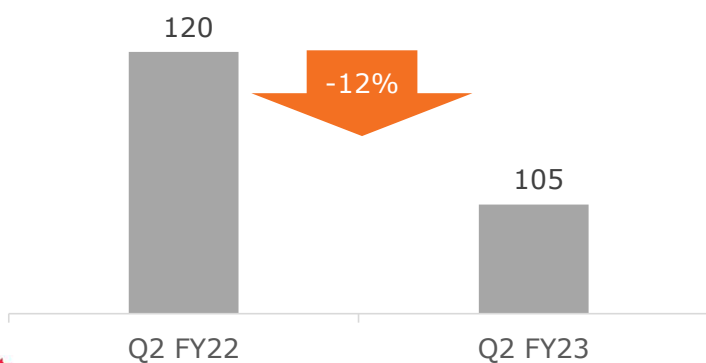
Subsidy approved by Cabinet for the NBS Rabi-2022 (from 01.10.2022 to 31.03.2023) was Rs. 51,875 Crores

CIL: Crop Protection – Q2 FY23

Sales in Rs. Crs



PBIT in Rs. Crs



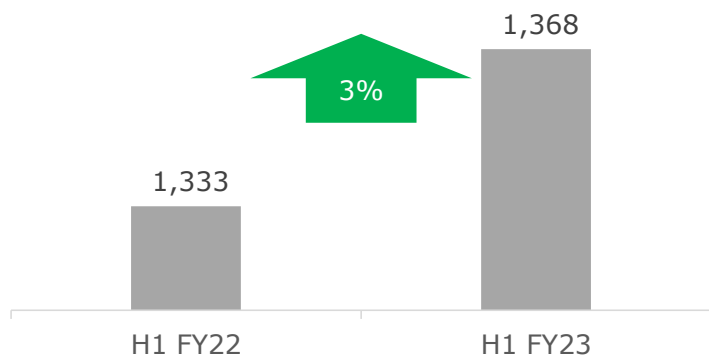
*Before Un-allocable Expenses

In Rs. Crs.

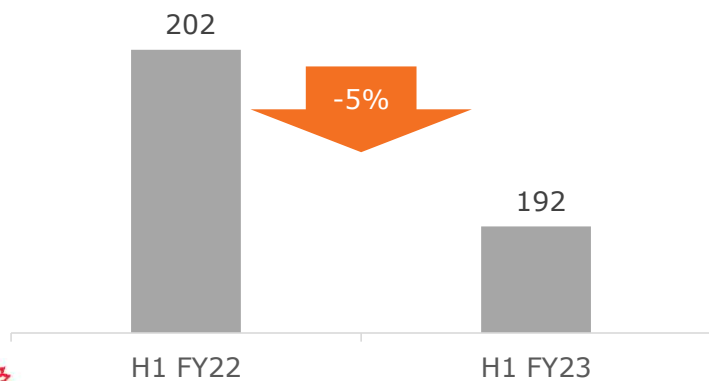
Market	Q2 FY22	Q2 FY23	Growth
Domestic	466	500	7%
Exports	235	207	-12%
Total	701	707	1%

CIL: Crop Protection – H1 FY23

Sales in Rs. Crs



PBIT in Rs. Crs



*Before Un-allocable Expenses

In Rs. Crs.

Market	H1 FY22	H1 FY23	Growth
Domestic	865	955	10%
Exports	468	413	-12%
Total	1,333	1,368	3%

New Product Launches Q2 FY23



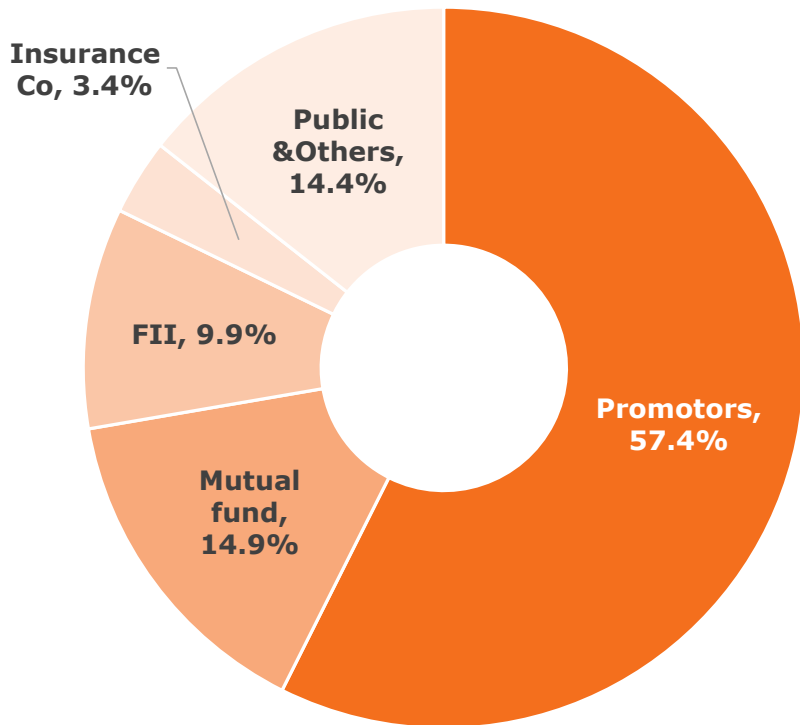
SND – 1 New product
'Acumist Calcium' –
Concentrated Liquid Calcium

CIL: Consolidated P&L – Q2 & YTD

Rs. Crs

Q2 LY	H1 LY	P&L(Summary)	Q2 CY	H1 CY	Gr% Q2	Gr% H1
6,166	9,852	Total Income	10,145	15,927	65%	62%
998	1,750	Gross Margin	1,365	2,320	37%	33%
16%	18%	GM %	13%	15%		
265	541	Fixed Expenses	311	579	18%	7%
744	1,229	EBIDTA	1,058	1,744	42%	42%
12%	12%	EBIDTA Margin %	10%	11%		
42	84	Depreciation	46	90		
-8	-20	Interest Exp./ (income)	13	-8		
701	1,149	PBT	989	1,658	41%	44%
11%	12%	PBT %	10%	10%		
519	857	PAT	741	1,240	43%	45%
8%	9%	PAT %	7%	8%		

Share Holding Pattern – 30th Sep 2022



- Promoters:
 - EID Parry (India) Ltd (56.3%)
 - Individual/HUF (0.6%)
 - Trust/NRI/Others (0.5%)
- Top Domestic Institutional Holdings:
 - Kotak Mutual Fund (4.8%)
 - DSP Mutual Fund (2.6%)
 - UTI Mutual Fund (1.4%)
 - Axis (1.2%)
 - L&T (0.9%)
- Top Foreign Institutional Investors
 - Vanguard (1.4%)
 - Kotak (0.7%)
 - Goldman Sachs (0.6%)
 - Principal (0.5%)
 - Govt Pension Funds (Global) (0.5%)
 - MIT (0.5%)
 - Morgan Stanley (0.4%)



The 1st Green Revolution
driven by **Agri-inputs**

Achieving self-sufficiency
in food grains

The 2nd Green Revolution to be powered by superior
products, smarter delivery mechanisms & agri-tech

Achieving Income Security and Farm Sustainability



Thank You

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