

## **Coromandel International Limited**

CIN: L24120TG1961PLC000892

'Coromandel House', 1-2-10, Sardar Patel Road, Secunderabad - 500 003, Telangana, India.

Tel: 91-40-2784 2034 / 2784 7212 Fax: 91-40-2784 4117

E-mail: [mail@coromandel.murugappa.com](mailto:mail@coromandel.murugappa.com) | Website: [www.coromandel.biz](http://www.coromandel.biz)

### **TRANSCRIPT OF PROCEEDINGS OF THE 60<sup>th</sup> ANNUAL GENERAL MEETING OF THE COMPANY HELD ON JULY 27, 2022 AT 3:30 P.M. (IST) THROUGH VIDEO CONFERENCING**

#### **Participants:**

Mr. A Vellayan	:	Chairman
Mr. Arun Alagappan	:	Executive Vice Chairman
Mr. Sumit Bose	:	Director
Ms. Aruna B. Advani	:	Director
Mr. K. V. Parameshwar	:	Director
Dr. R. Nagarajan	:	Director
Mr. M. M. Venkatachalam	:	Director
Mr. Sudarshan Venu	:	Director
Mr. Sameer Goel	:	Managing Director

SBU Heads, Key Managerial Personnel, Statutory Auditors, Secretarial Auditors, Cost Auditors and shareholders

#### **Welcome address by Mr. A Vellayan, Chairman:**

My dear shareholders, very warm welcome to each and every one of you, gives me great pleasure with you all, at the 60th annual general meeting of Coromandel International Limited. I hope you and your family members are safe and in good health. In view of the continuing COVID 19 pandemic, the Ministry of corporate affairs and Securities and Exchange Board of India have permitted companies to hold their annual general meeting through video conference and send annual report and notice convening an AGM electronically. Considering the health and safety of all our shareholders, and in particular the shareholders the 60th annual general meeting of the company is being conducted through video conference to avoid physical presence of members and the common venue. The Annual Report has been sent in electronic mode to all the shareholders holding shares in DMat mode or physical mode, whose email addresses are registered with the company or registrar and transfer agent or depository participant. The requisite quorum for the meeting is present. Therefore, I now call the meeting in order. The chairman, let me now introduce the director's, auditors, senior executives of the companies who are attending this meeting. The directors, auditors, senior management to raise their hand or Namaste to indicate their presence when their names are called out by the chairman. Today we have a full board with us. Chairman to call out the names. Mr. Mr. Arun Alagappan, Mr. Mr. Sameer Goel, Mr. Mr. M M Venkatachalam, Mr. Mr. K V Parameshwar, Mrs. Aruna Advani, R Nagarajan, Mr. Sumit

Bose, Mr. Sudarshan Venu, Shankar Subramanian, President Nutirents on my far left, Prabhuram Devakonda, present CPC who is on my far right, Jayashree Satagopan, Chief financial officer is on my right, Rajesh Makhija, company secretary. Our statutory auditors, S.R. Batliboi & Co. LLP, Chartered Accountants represented by Mr. Shankar Srinivasan partner joining the meeting from Hyderabad. R Sridharan of R Sridharan and associates, secretarial auditor as well as scrutinizer for the e-voting process has joined the meeting from Chennai. Narasimha Murthy and Mr. Jyothi Satish, cost auditors have joined the meeting from Chennai. Now, we will proceed with the meeting.

Dear shareholders the notice dated 28th April 2022 convening this meeting along with a copy of the annual report for the financial year ended March 31 2022 has already been circulated electronically and with your permission, I shall take the same as read. The registrar of directors and the key management personnel in the shareholding and the registrar of contracts or arrangements in which the directors are interested. The certificate obtained from the auditors of the company confirming that company's ESOP schemes have been implemented in accordance with the SEBI regulations, resolutions passed by the members and such documents as mentioned in the notice, convening the meeting will be available for inspection by the members. Members seeking to inspect such documents may write to the company. Reports of the statutory auditors on the financial statements of the company and secretarial auditors for the financial year ended 31st March 22 do not have any qualifications or observations or comments on financial transactions or matters as having any adverse effect on functioning of the company. Accordingly, the reports of the statutory auditors and the Secretarial auditors are not required to be read out at the meeting. With your permission, I would now like to share my thoughts with you.

Ladies and gentlemen, good afternoon to one and all. I welcome you all to the 60th annual general meeting of your company, Coromandel International. I hope that you and your family are continuing to keep safe and healthy. The digital copy of the annual report for the financial year 21-22 were sent to you some time back, and I trust it would have given you an overview of your company's performance. I would like to take this opportunity to share my thoughts on the year gone by for the sector and the company.

The past year 21-22 was a period of recovery. New uncertainties in equal measure for both the Indian and global economies. The global economy experienced a swift recovery during the year with robust demand, revival, an uptick in investment in a resumption in merchandise trade. Growth was supported by fiscal stimulus extended by the government's leading to strong consumer spending. Merchandise trade was stronger than expected and global trade in goods surpassing pre-pandemic levels. However, supply-side bottlenecks, geopolitical flare ups, stronger than anticipated rebound of demand in high commodity prices lead to a rise in inflation during the year. Major commodity experienced significant surge during the year. The commodity price index increased by 70% in the last year, increases in fuel, fertiliser and food. On the Indian economy front while the country is not decoupled from global uncertainties, we have to move ahead. Significant increases in capital

expenditure and supply-side reform were undertaken to spur growth and expansion in recent years, are helping India posted strong recovery the year gone by estimated to grow by 8.7% in 21-22, and the most recent IMF estimates printing of 8% plus growth from 22-23. Major macroeconomic indicators have registered sustained recovery in higher government tax receipts and investments. Merchandise exports, global capital flows supported economic revival. India's merchandise exports for the year reached an all-time high of 418 billion, a 43% over the previous year, and 33% growth over the pre-pandemic levels. However, the supply disruptions and scaling of demand led to inflationary pressures, especially in the energy and commodity sectors, high commodity prices and an unprecedented dollar strengthening have also led to strain in the Forex. Despite these headwinds, India is still perhaps better positioned than many of its global peers to handle these short-term challenges. As far as Indian agriculture is concerned, the sector has experienced stable growth in the past two years, compared with other sectors of the economy, growing at 3.3% and 3%, respectively. India's agri exports crossed 50 billion in 21-22, growth of 20% over the last year. Despite the logistical challenges of high freight and container shortages, the trend has been highly encouraging and signals competitive of the Indian farm sector. In the view to promote sustainable farming practices, there has been an increased focus towards adoption of new technologies additions like Nano, flow release, coated, liquid and biofertilizer along with the shift towards safer chemistries and promoting integrated farm management practices. Further application technologies like drone-based spraying, applicator sensors are improving resource utilisation and driving farm efficiencies. During the year, Drone manufacturing has been brought under the production-linked incentive scheme, which can make the technology affordable to all stakeholders. Your companies display the healthy performance during the year, despite the market uncertainties. Registered a revenue of 19,111 crores for the year is significant growth of 35% over the previous year and the company's EBITDA was at 2154 crores at the growth of 8% over the previous year. The company is focused on operation sourcing and marketing efficiencies to ensure that agri inputs are available at the right time to the farmers. The company is strengthening its product and services offerings and introduced nine new products during the year.

From the investment front, the fertiliser business has successfully completed a significant backward integration deal in Senegal recently. In addition to ramping up its manufacturing capabilities to sustain debottlenecking efforts. Crop protection business is investing in revamping its infrastructure and organisational capabilities. The company is also actively pursuing opportunities. The aggrotech and start-up space have recently made some investments in two such ventures. In this digital transformation journey, Coromandel has taken significant steps in the last one year, by adopting business intelligence, dashboards, sales force productivity, tools and robotic process automation, which has improved the organization's process efficiencies and focusing capabilities. In its fight against the pandemic, your company prioritised safety for its employees and their families, and ensured a safe working environment. Government in government's efforts in COVID management to

vaccination process programmes providing oxygen generating units and spreading awareness of COVID protocols with the local communities around its plants and its extensive rural marketing network throughout the country. During the year, the company made steady progress towards environmental, social and corporate governance ESG goals and has improved its disclosures by releasing its first sustainability and integrated reports. Company instituted and it's renewed its focus on promoting a safe work environment and undertook structural strengthening projects, preventive maintenance, investment, safety training, company's social commitments touched upon 7.2 lakh lives. So, these various initiatives spanning in the areas of education, health and community development. Companies, fertiliser business recorded a strong performance during the year, strengthening its branding and marketing capabilities, manufacturing and supply chain efficiencies. Plant operated flexibly to moderate annual turnaround period and maximise production to operate at 84%. The new phosphoric acid plant commissioned in 2019, improved its utilisation levels registering record acid production and reducing the company's raw material import dependence to improve on the backward integration capabilities and the business initiated a brownfield project to expand its sulfuric acid manufacturing capacity at the Vizag plant. The plant is expected to come on stream in FY 2024 and will help in reducing import dependence for your company. The company engaged in smart sourcing the highly disrupted supply chain and diversified sources to improve operational flexibility. Long-term contracts and key suppliers ensured the raw material availability challenges were mitigated. Overall primary sales volume of DAP and complex were marginally lower at 3.2 lakh tonnes. Consumption as reflected through the point of sales, from retailers to farmers to the 34.5 lakh tonnes. Companies' consumption in market share includes 16.7%. The grains in major operating markets, it has expanded its network of renewal clinics, which supported the business in promoting balanced nutrition approach and market development initiatives. [Inaudible] phosphate registered a 55% consumption growth and maintained its leadership position with a market share of 16.1% last year at 12.8%. During this year, sales volumes grew by 17% to 7.6 lakh tonnes. The speciality nutrient business of your company reinforces its efforts to improve farm productivity by supplementing correcting secondary and micronutrient deficits and organic carbon deficiency prevailing in Indian soils. The Business setup liquid fertiliser plant in Vizag and introduced two new products, liquid fertiliser with zinc, the water-soluble fertiliser for the grape segment.

It improved its sourcing capabilities for organic products and registered a 27% volume growth. With the merger of CSQM during the year, the business has fully integrated water-soluble fertiliser manufacturing operations. The crop production business, your company witnessed the strong revenue growth, improving its top line by 20% over last year 2511 Crores increase was led by a technical sale in exports and domestic b2b channel. New and speciality products continue to do well and contributed 56% of the domestic formulation business. With a view to enriching its product portfolio, the business introduced six new products during the year, including one novel combination product, business, r&d, and product development teams are working on a rich pipeline of new molecules and

combination products. With its network of 750 rural retail outlets, a company has established the largest agri inputs network in the country, offering a bouquet of products, services and farm advisory. Despite the COVID 19 restrictions, retail business continued to serve farming community and took utmost safety measures and sensitised customers with pandemic-related safety protocols. The business has been testing out new technology solutions in the area of nutrient management, crop diagnostics and spraying. During the year, initiated drone and boom spraying trials just received encouraging response from the farming community. Update on JB'S during the year, TIFERT operations are impacted by the pandemic and other social and technical issues. Unfortunately, the plant is operating at 29% capacity. Indian partners Coromandel GSFC's continue to provide necessary technical support to TIFERT. Financial performance of Foskor improves during the year with efficient mining operations, resulting in High Rock production. However, acid production was affected due to the disruptions caused by the pandemic, resulting in lower capacity utilisation of 41%. Your company is working with the Foskor team on a business turnaround plan and is providing technical assistance for improving the acid production and plant efficiencies. Coromandel joint venture with Yanmar and Mitsui has been consolidating its position as amongst the market leaders in India, the combine harvester rice transplanter segments, the JV reported a total income of rupees 146 crores during the year. Looking ahead, raw material availability, government policies, geopolitical situation, pandemic flares in currency and interest costs are likely to have significant influence on the demand and supply dynamics of agri inputs. However higher agri commodity prices focused approach for the government to increase farm output and normal monsoon forecast coupled with sufficient reservoir levels present a positive outlook for Indian agriculture. With the emerging agri landscape, evolving consumer preferences that the sector is opening up New Opportunities, Coromandel is realigning itself to tap the potential and this includes empowering business through organisational realignment, driving digital transformation, establishing back-end linkages and enabling people development. To build a growth momentum within the company, we are marketing, setting up of a dedicated office in Chennai to embark upon growth opportunities. We are also investing the emerging business model start-ups in the ag tech ecosystem. They're also strengthening our ESG approach, and setting long-term commitments drives sustainability across our operations. Moving on to the changes in the Coromandel board's constitution. I would like to mention that Mr. Prasad Chandran and Mr. Ramesh Menon recently retired from the board as directors after serving eight years and one year respectively. On behalf of the board and all of you, I would like to thank them for their contribution during their tenure. On behalf of the board, and all of you I would like to welcome the Mr. Sudarshan Venu to the board of Coromandel. He joined us during the past year with his diversified expertise, including manufacturing technology and financial services. Sudarshan would be a great asset to the Coromandel board. I would like to thank members of the Board for their continued support and guidance throughout the year on behalf of the Board of Directors. I would like to thank all our stakeholders, including our customers, shareholders, banking partners, channel partners and the government for

supporting us in our journey. I would like to wholeheartedly thank my fellow colleagues at the factories and offices of Coromandel for ensuring yet another year of successful business operations. With all your continued support and blessings of Almighty, I eagerly look forward to the upcoming year. We have a brief video on your company and its performance during the financial year 21-22. I would request the moderator to please play the video. Stay safe. Thank you all.

Coromandel International had its beginning at the Oval Office in the US where then President of United States, Mr. John F. Kennedy, and the then Indian Prime Minister, Mr. Jawaharlal Nehru, sold to US companies, IMC and Chevron to set up a fertiliser plant at Vishakhapatnam. From a humble beginning of manufacturing its first fertiliser in 1966, Coromandel International has orchestrated its journey to becoming the largest private phosphatic fertiliser manufacturer in India, and has been a trusted partner for farmers over the years. Through a pioneering journey, Coromandel is today amongst India's leading agri solutions providers, offering diverse products and services across the farming value chain. The company's prerogative is to enhance the prosperity of farmers through quality farm solutions with sustainable value for all stakeholders.

Coromandel offers fertiliser, crop protection, biopesticide, speciality nutrients and organic fertiliser solutions to the farmers of India. In addition to the manufacturing and sales of these agri inputs, the company also operates India's largest Agri retail chain, reaching directly to more than 3 million farmers annually. Coromandel promotes balanced nutrition and is also the largest NPK and speciality nutrients player in the country. It is the number one SSP player in India, and it is the sixth largest Indian agro Chemical Company promoting integrated pest management practices among our farmers. Over the years, Coromandel has expanded its bio solutions to a company is presently the largest manufacturer of neem-based biopesticides globally and is the largest marketer of organic products in India. Coromandel while being headquartered in Secundrabad, has its divisional offices in Bangalore, Vijayawada, Pune, Indore, Noida and Kolkata. The company has 16 manufacturing locations across India, producing 4.4 million tonnes of nutrients and 90,000 plus tonnes of crop protection products. Coromandel has several global subsidiaries to market its products and has engaged in technology and sourcing partnerships with leading international players across the globe to operate and have its products sold in 80 plus countries outside India. The company's products are sold through its 20,000 Plus dealers across the country, while also providing farmer advisory services to two crores plus farmers annually through its 2000 Plus marketing and agronomic team. The company also operates 750 Plus retail stores in Andhra Pradesh, Telangana and Karnataka. These deliverables have been made possible with the help of a highly experienced personnel base across the company with a strength of 5000 plus personnel.

Coromandel's healthy performance during the fiscal year 2021-22 underlines the strong business fundamentals the company has built over the years. The year gone by was a challenging one for not just Coromandel but for the agri input sector in general,



underscored by the rising commodity prices, geopolitical uncertainty, pockets of COVID-19 surges and monetary tightening by several governments across the globe. Despite these challenges, Coromandel registered as standalone revenue growth of 35% during the year 2021-22 to reach a revenue of 19,231 crore rupees, the company's standalone profits before tax improved by 9% to reach 1931 crore rupees for the year. The company's good performance was driven by a continuous emphasis on efficient sourcing, superior sales mix, Farmer connect initiatives, increased operational efficiencies, and better working capital management. Coromandel r&d team continues to work on a rich product pipeline, launching nine new products during the year gone by and will continue to develop differentiated solutions for the farming community. As an important mandate to secure its back-end supply chain, the company pursued strategic investments in Senegal rock phosphate mines, in addition to initiating a new sulfuric acid plant and De-bottlenecking the existing phosphoric acid plants during the year. The cynical mine is expected to provide up to 1/3 of Coromandel's rock phosphate requirements in due course of time, while the new sulfuric acid plant will help Coromandel augment the capacity of sulfuric acid production at Vizag from 1800 metric tonnes per day to 3300 metric tonnes per day. Coromandel's ESG framework built on three pillars forms the foundation of our approach to nurturing a sustainable tomorrow. These pillars are protecting the planet, minimising resource and inclusive growth. Coromandel's ESG strategy and encapsulates the company's value creation potential and forms the foundation for our strategic responses towards sustainability. Coromandel's total revenue was at 19,231 crore rupees for the year, an increase of 35% over the past year, profits before tax was 1931 crore rupees, a significant growth of 9% over the past year, your company continues to be debt free with a return on capital employed at 29%. The Nutrient business consolidated revenue was 16,714 crore rupees in 2021-22 as against 12,200 crore rupees in the previous year with a growth of 37%. PBIT during the year was 1671 crore rupees as against 1653 crore rupees in the previous year.

The crop protection business revenue was 2488 crore rupees in 2021-22 as against 2058 crore rupees in the previous year with a growth of 21%. PBIT during the year was 357 crore rupees as against 333 crore rupees in the previous year. The continued support and a strong backing of all our stakeholders continues to motivate team Coromandel to keep achieving newer heights every day. While the year gone by was a highly successful year for the company. We are committed to keep improving and deliver on our promises as always, together, we all look forward to yet another year of progress and success. Thank you all.

**Mr. Vellayan:** The total income in q1 was at 5776 crores compared to 3677 crores in the same period previous year, registering a growth of 57% over the previous year. EBITDA q1 was 683 crores registering a growth of 42% for q1 on the previous year, PAT for q1 was 496 crores versus 329 in q1 for the previous year registering year-on-year growth 50%.

Ladies and gentlemen, we now take up the resolutions as set forth in the notice of the meeting. The AGM resolutions, Ordinary business set out in the AGM pertains to adoption of our audited standalone financial statements for the financial year ended 31st March 2022

together with the reports to the board and directors and auditors thereon. Adoption of the audited consolidated financial statements of the company year ended 31 March 2022 together with the report of the auditors. Declaration of the final dividend for the financial year ended 31st March 22 and confirmation of interim dividend paid during the financial year 21-22. My reappointment as director liable to retire by rotation. The special business set out in the AGM notice pertains to payment of commission to me as chairman, the appointment of Narain [Inaudible] to office a place a profit and ratification, remuneration to cost auditors for the financial year 2020-22 and 23. Resolutions and the explanatory statements in respect of the special business have been provided in the notice. Your company by virtue of its being listed company is required to provide an e-voting facility to shareholders. Voting by show of hands is no longer permitted. The company has engaged the services of KFin technologies provide the services of remote e-voting to all its members cast their votes on all business contained in the notice. Voting will be in proportion to the shares held by the members as on the cut-off date this being Wednesday, July 20th 2022. In our case, in line with regulatory requirements remote e-voting facility on KFin e-voting platform that was made available from July 23 22 at 9 am and closed on July 26 at 5pm. As mentioned in the notice convening the meeting, those members who did not, could not avail of remote e-voting, company is pleased to provide facility to provide to such members to cast their votes electronically during the AGM on all proposed resolutions through KFin Instapoll. The Instapoll facility will be activated at the end of the meeting, members can avail this facility and cast their votes on the resolutions proposed in the notice. Let me clarify that this facility is available only to those members who are present in the meeting, and who have not cast their vote through the remote e-voting facility provided earlier by the company. The members who have already voted through the remote e-voting, such members will not be able to cast the vote again. The board has appointed Mr. R Sridharan of M/S R Sridharan and Associates, practising company secretary for scrutinising the e-voting process in a fair and transparent manner. Once all of you have cast your votes, the votes will be counted by R Sridharan and the scrutinizer. He will then unblock the results of the remote e-voting, which will then be consolidated with the results the voting done during the meeting. Voting results, along with the scrutinizer's report will be communicated to the stock exchanges within two working days and the same will be placed on the website of the company and on the e-voting platform of KFin. Ladies and gentleman, a few shareholders are registered themselves as speaker to make queries and comments at the meeting, relating to accounts and operations. In the interest of time, and with a view to giving adequate opportunity to all, I request members be judicious in time, restrict themselves to two or three minutes. After all the queries are raised. I will be pleased to give my response to your queries in a consolidated manner. I now request the moderator to facilitate shareholders to speak and make queries and comments.

**Moderator:** Thank you, Chairman sir. I am moderator here. I will bring the pre-registered speakers who are currently available now one by one. The first speaker is Mr. Yusuf Yunus Rangwala. Mr. Yusuf Yunus is not available at this moment. We will move to the second



registered speaker Mr. Kamal Kishore. Mr. Kamal Kishore is also not available at this moment. We will move to the third registered speaker, Mr. Shrikant Jhawar, Mr. Shrikant is also not available at this moment. We will move to the fourth registered speaker, Mr. Dinesh Amaralal Kotecha from Vasai. I would request Mr. Dinesh to unmute your audio and switch on your camera and proceed Thank you.

**Mr. Dinesh:** Yes sir. Can you, can you hear my voice, sir? Yes, sir.

**Moderator:** Yes sir, we can use your voice.

**Mr. Dinesh:** Mr. Chairman, can you hear my voice?

**Mr. Vellayan:** Yeah, yeah.

**Mr. Dinesh:** Okay, okay. Okay. Good afternoon, sir. Humble regard to all the elderly people, directors in the board. So, I am very happy with the results even the first quarter results are very good. I was just trying to understand you know, in the Coromandel International Limited, now, do we have anything to you know, in the group between EID Parry or your other companies to be you know, synchronised for business? That is what I would like to know first of all, secondly, I am very happy with the results in the sense that you know, we are number one in I mean, now, what is the ranking in the in the fertiliser industry sir, that that is what I would like to know. Thirdly, what lessons have we learned, you know, what, what are the feedbacks and suggestions given last year by your farmers, by your stockist, by your customers, which you have tried to implement for still better results now and sir, lastly, I got very few questions today. But due to lack of time, today, there is one meeting at four o'clock right now, Mahindra Life science is holding a physical meeting in Bombay at YB Chavan Hall. So, we can also take inspiration from them, forget the SEBI rules, SEBI will say this and that, they will try to dissuade shareholders from coming. Cricket matches are held 50,000 people are coming in the stadium without masks. So, you could also held a physical meeting and you could have met personally, meeting person is a very good thing because because these VC meetings you know Wi-Fi connections are there, heavy rains are there, connections are not there. Now, you have just heard the first three speakers could not join because today there are already 18 meetings right now and right now between 3 and 3:30, there are 16 meetings. So please see to it that meetings are also, you can hold it hold it on Saturday, then BSE is not working or nowadays even SEBI has, government has made this law that you can keep the AGM also on Sunday, if you want once, so please see to it that you know for the convenience of the shareholders, you keep meeting in a way in which we are convenience. Other than that. I would also like to know whether any new takeovers are there on the Anvil or new takeovers or verticals or horizontals are there on the anvil or are we planning for that? I wish you all the best and Mr. Vellayan hope to see you in the next meeting physically. Thank you very much and wish you all the best, sir.

**Moderator:** Thank you, sir. Thank you. We will move to the next speaker. The next registered speaker is Mr. AV Mani Sundaram, Mr. AV Mani Sundaram has not joined at this moment. We will move to the next sixth registered speaker, sixth registered speaker is Bharti Saraf from Kolkata is also not joined at this moment. We will move to the seventh registered Speaker. The seventh district speaker is Mr. Suresh Chand Jain from Hyderabad. I request Mr. Suresh Chand to unmute your audio and switch on your camera and proceed. Thank you.

**Mr. Suresh:** आवाज़ आरहा है सर?

**Moderator:** हाँ जी सर, आप बात कर सकते हैं।

**Mr. Suresh:** आदरनीय चेयरमैन सर, उपस्थित सभी डायरेक्टर गन और शेयरहोल्डर साथियों। सर, मैं आपका बहुत पुराना शेयरहोल्डर हूँ और गोदना के शेयर भी आपके अंदर merge हुए थे और इसी प्रकार मेरे पास डबल शेयर होगये और सर मैं हैदराबाद के अंदर आप देखे तो मैं पहचानते हैं, आप हैदराबाद आये तो हम आपसे मिल चुके हैं और सर इसके पहले मैंने आपसे निवेदन किया था की रथ साहब जैसे आदमी को भिजाये और आपने हमें मान सन्मान देते हुए आपने कंपनी सेक्रेटरी को जो भिजाया है, उसके लिए मैं आपको और तथा आपके टीम को बहुत बहुत धन्यवाद देता हूँ और उनके सर आपका जो चेयरमैन स्पीच था और कंपनियों का आपने जो वीडियो बताया और कंपनी की पूरी रूप रेखा जानने का हमें शुभ अवसर मिला है सर और कंपनी की बहुत सी जानकारी हमें प्राप्त हुई। सर हम बीच में सुने थे की NFCL आप लेने वाले हैं, सर, आपके फैक्ट्री के बाजू के NFCL की कंपनी है, अगर आप लिए तो मैं समझता हूँ की आपको जगह और फैसिलिटी और पूरे वर्कर भी आपको जानते पहचानते हैं और आपको बहुत ही सुविधा देंगे। इसके बारे में आप विचार कीजिये क्योंकि हैदराबाद के अंदर rumour है की NFCL आप नागाजुना फ़र्टिलाइज़र आप लेने वाले हैं, और सर मैं ज़्यादा कुछ नहीं कहता हूँ क्योंकि आपने कंपनी की पूरी रूपरेखा अपने बता दी, कंपनी का वीडियो भी आपने बता दिया। इसके साथ में पूछने का अभी कुछ रहा ही नहीं। सर, और मैं अपने विचारों को विरहाम देते हुए और आपने जो मुझे बोलने का शुभ अवसर दिया उसके लिए बहुत बहुत बहुत धन्यवाद सर।

**Moderator:** Thank you, sir. Thank you. We will move to the next speaker. The eighth registered speaker is K Girija Devi from Hyderabad is not joined at this moment. We will move to the ninth registered speaker; the ninth registered speaker is Mr. Aspi Baman Shaw Besaniya from Mumbai. Mr. Aspi has also not joined at this moment. We will move to the 10th registered speaker, Mr. Santosh Kumar Saraf from Kolkata I would request Mr. Santosh to unmute your audio and switch on your camera.

**Mr. Santosh:** Namaskar sir, Namaskar.

**Moderator:** Please proceed.

**Mr. Santosh:** सर, मैं हिंदी में बोल सकता हूँ?

**Mr. Vellayan:** हाँ

**Mr. Santosh:** आदरनिये सभापति जी, उपस्थित सदस्यगण और मेरे शेयरहोल्डर भाइयों और बहनो। जो आज हम लोग वीडियो कांफ्रेंस through मीटिंग कर रहे हैं, मैं Santosh Kumar Saraf, Kolkata से आप सभी को नमस्कार करता हूँ। आशा करता हूँ, आप जितने भी डायरेक्टर हैं, जितने भी अधिकारी गन हैं, इस समय अच्छे स्वास्थ्य में और सुरक्षित होंगे। सर, मैं कंपनी के मैनेजमेंट को धन्यवाद देता हूँ, काफी अच्छा रिजल्ट देने के लिए सर। आपकी कंपनी का बहुत अच्छा रिजल्ट दिया और आपने अपने स्पीच में और प्रेजेंटेशन में सब बातें बहुत क्लियर कर दी की कैसे प्यूचर का प्लान है, कैसे ग्रोथ है और क्या आईडिया है। सर, मेरे के दो प्रश्न हैं सर, अपना फ़र्टिलाइज़र इंडस्ट्री में है लेकिन हमारे फीमेल एम्प्लोयी की संख्या बहुत कम है सर। तो मैं चाहूंगा की मेल और फीमेल एम्प्लोयी का जो गैप है इसको जहाँ तक चेष्टा करके गैप की कमती किया जाये तो अच्छा है, सर, आज के फीमेल भी जो है वो हर श्रेत्र में काम करने में success है सर, अगर मौका मिले तो लेकिन अभी आदिवासी महिला को प्रेजिडेंट बनाया और [Inaudible] महिलाये है, इसके अलावा महिलाये गोल्ड मैडल भी लेके आरही है। बैडमिंटन में भी लेके आरही है तो उनको मौका मिलना चाहिए सर हुनर दिखने का। तो मैं चाहूंगा की आप भी उसको मौका दीजिये, एम्पावरमेंट करिये सर। एक सर, मैं आशा करता हूँ आप सबको हेल्थ इन्श्युरन्स, एक्सीडेंटल इन्श्युरन्स और मैटरनिटी बेनिफिट और पाटर्निटी बेनिफिट अदि की सुविधा ज़रूर होगी सर। नेक्स्ट टाइम आपसे रिक्वेस्ट रहेगा की आपके बैलेंसशीट के बिज़नेस कॉलम में इसको रिफ्लेक्ट करिये जिससे की हमें नॉलेज हो की क्या क्या फैसिलिटी आप प्रोवाइड कर रहे हैं। अभी गवर्नमेंट का भी रूल है इसको रिफ्लेक्ट करने के लिए सर। सर, बाकि अपने फेस्टिलिज़र इंडस्ट्री में तो सिंगल उसे प्लास्टिक का उसे करते थे पैकेजिंग या किसी के लिए तो वो तो बंद होगया सर, उसके अल्टरनाते में क्या कदम उठा रहे हैं और आपने क्या स्टेप लिए है, ये भी बताने का कष्ट करियेगा सर। दूसरा मेरा पर्सनल सर, जितने भी एम्प्लोयी हैं, उनके लिए बूस्टर दोसे का ज़रूर इंतेज़ाम करिये सर, बूस्टर दोसे लगवाने के बाद में, मैंने भी बूस्टर दोसे लगवाया था। कोविड ने मुझे भी अटैक किया लेकिन बहुत सिंपल उसका इफ़ेक्ट आया, मैं चाहूंगा जितने भी एम्प्लोयी हैं उनकी फॅमिली को एडवाइस ये है की बूस्टर दोसे ले ले। क्योंकि अभी कोविड की सीजन फिरसे दोबारा अभी आरही है तो उसमे उनको काफी सेफ्टी होगी सर। लास्ट मैं ये कहूंगा की वीडियो कांफ्रेंस मीटिंग के बारे में कहना चाहूंगा नेक्स्ट ईयर, वीडियो कांफ्रेंस मीटिंग होगा या नहीं होगा आपको भी नहीं मालूम और मेरको भी नहीं मालूम है सर तो मैं चाहूंगा की कभी अगर आप फिजिकल मीटिंग करते हैं तो मेरे लिए तो कोलकाता से आके मीटिंग अटेंड करना पॉसिबल नहीं होगा, ऐसे मैं चाहूंगा की आप ड्यूल कांसेप्ट बनवाएं, फिजिकल भी करिये और हाइब्रिड भी करिये एक साथ में। अभी कोलकाता में Kesoram Industries का नाम सुना होगा Birla जी की है, उन्होंने कलामंदिर में मीटिंग की थी सर, तो उन्होंने फिजिकल की भी की और हाइब्रिड भी, तो पहले जो फिजिकल स्पीकर हैं उनको बोलने का मौका दिया और फिर जो हाइब्रिड स्पीकर थे उनको बोलने का मौका दिया था..

**Moderator:** Santosh जी please wrap up your question sir.

**Mr. Santosh:** बस ख़तम कर रहा हूँ, मैं ख़तम कर रहा हूँ, तो फिर अभी इसकी चेष्टा करिये सर। अगले साल अगर आप ड्यूल कांसेप्ट अपनाएंगे तो अच्छा रहेगा सर। और हम अपने दिल की भावना आपको प्रकट कर सकेंगे और अपने करमचैर्यों के लिए सद्भावना प्रकट कर सकेंगे सर, उनके कार्य की सरहाना कर सकेंगे सर, आपके कार्य की सरहाना कर सकेंगे और ये KFIN का जो प्लेटफार्म है इसकी भी सरहाना करता हूँ, इनके मॉडरेटर लोग की भी सरहाना करता हूँ, बहुत sincere, बहोत दयान से देखते हैं कौन अटेंड किया कौन नहीं किया और उनके मॉडरेटर की सर्विस की भी मैं सरहाना करता हूँ। भगवन उनको भी अच्छी सर्विस देने के लिए भगवन उनको आशीर्वाद दे और ज़्यादा समय न लेते हुए एक बार फिर हाथ जोड़के आपको प्रार्थना करता हूँ अगले साल ड्यूल कांसेप्ट के लिए विचार करियेगा। अगर होता है, वीडियो होती है तो विचार करियेगा की हमें बोलने का मौका मिलेगा। जय हिंदी। जय भारत। नमस्कार।

**Moderator:** Thank you, sir. Thank you. We will move to the next registered speaker. The next registered speaker is Mr. Ravi Shankar Gula. Mr. Ramesh Shankar is not available at this moment. We will move to the last registered speaker; 12th registered speaker is Mr. Redappa Gundluru from Hyderabad. I would request Mr. Redappa Gundluru to unmute your audio and switch on your camera and proceed. Thank you.

**Mr. Redappa:** Thank you moderator. I am opening my camera, please wait. Sir, camera is not opening sir. What is the problem, sir?

**Moderator:** Sir, the camera you have not switched on as of now sir. So please continue and meanwhile you can continue.

**Mr. Redappa:** Okay. Sir, am I visible and audible sir?

**Moderator:** Yes sir, you are visible and audible sir.

**Mr. Redappa:** Thank you, moderator.

**Moderator:** Sir, Mr. Chairman, Vellayan, and Arun Alagappa, Executive director sir and director Sameer Goel sir and other vice presidents and CFOs and other independent directors of this company. And finally, Mr. Rajesh Makhija, Vice President and legal company secretary, compliance officer, Namaste and Good evening, sir. Sir, my name is Redappa Gundluru, I am from Pearl City, Hyderabad. I'm a financial advisor and business partner with Motilal Oswal financial, shareholders at Murugappa group we are very happy and proud about the company performance of financial 22. Chairman sir, you have given very good information and presentation, nice video presentation sir. Thank you so much. Sir, corporate Governance point of view. I would like to thank sir; I would like to highlight this sir. Account transparency, accountability integrity is very good, sir. So corporate governance is very good, fantastic, sir, financials also very good sir. So, my special kudos to all the KMP's sir, sir financial point of view sir, congratulations for wonderful numbers you have posted sir consistently. So, my company CEO team and doing consistent financial performance and

quality management with the technical momentum growth mindset we have sir, thank you so much. Go ahead and also thank you for your given 6 rupees dividend sir. A final dividend and interim dividend also. Thank you so much every day your constituents are giving a dividend pay-out also. And also, sir, I would like to congratulate this management and AMP team for achieving double-digit growth of 35%. So, 191 rupees to billion dollars, ah billion rupees. So, higher margins sir and also, I am happy and good to see backward integration result and strengthening the leadership sir, position of SSP, so financial is a healthy and long-term growth is very good fantastic we are very happy. Sir, awards point of view sir, congratulations, I am congratulating the management for this wonderful achievement sir. I have never ever seen this type of achievements in this type of CSR awards. Sir, I am very proud sir, golden peacock awards also we have achieved, inspiring people our practice award 2022 and many more sir. Mahatma award, CSR times award, Best company in emerging region ESP, ESG awards. ESG segments also you are doing wonderful you are doing good sir, business. So, industry champion gold award you have received. I have gone through all the Annual Report, colourful photographs with the ministers all these things sir. Thank you and very happy sir. Sir, CSR point of view sir, where my company is doing consisting a tremendous, I have you seen this video presentation sir, so very happy and you are giving very good support to the needy people and especially Rasulpura school sir. Fantastic sir. So, Icamp, Kakinada school, Kakinada bird century and mobile medical van, many more skill level programmes and you're doing wonderful, very happy sir. Sir. Mr. Chairman, I have three questions, sir. Sir, I would like to ask some values, sir. Traders' fertilisers fell by 22% in financial 21. Sir, any reason and is there any improvements of q2 or q1 and q2? So, this is my first question. The second one is sir, margins have surely increased but not high highs sir, 14% Higher 14% achieved margin 21. So, given expansion plans and as per IR report, backward integration, do we see any going backs of those levels' sir.? My second question sir,

**Moderator:** Mr. Redappa Gaaru, please wrap up your question.

**Mr. Redappa:** Yes sir, I have question sir, please, give opportunity. Thank you. So, what is the status of CapEx plans? So firstly, commission sulphuric acid plant at the Vishakhapatnam and other initiatives sir. So, expansion SSP an AMP by oversee sites. Phosphoric acid sir, so what is the CapEx plan? Sir, the fourth question is a tremendous increase the amount payable is so around 29 plus many million Indian rupees. So, an increase to 39,000 million rupees sir. So, any reason to such a huge spike sir, payable this increase sir? I would like to know. So final question is sir, given the cash balances, company has any plans to organic growth? So, please comment on the information on this and throw some light on this organic growth and this cash balances. So finally, the company secretary I would like to thanks company secretary Mr. Rajesh is really good and professional person. So, I have interacted with personally and officially it's a very good team we are having, that's the reason my company governance is fantastic sir. So, my especially thanks to this his team. So finally, sir, thanks to Karvy. Karvy is a wonderful platform. So, I can immediately I can vote

here. So other platforms, there is no this type of service. Immediately Instapoll is there. That is a very good thing. So thank you Karvy. Thank you, sir, once again. I personally believe that our company will achieve many higher awards and recognitions and reach further heights of financial targets of 23 under leadership of Arun sir and my chairman and all the board members. So, I wish board good health and happiness sir. So...

**Moderator:** Thank you sir.

**Mr. Redappa:** Sir, making [Inaudible] your moto sir, thank you so much for giving this opportunity.

**Moderator:** Thank you, sir. With this we have completed the q&a session with the previous speakers who are available during the term. Now we are handing over the session back to you, chairman sir, thank you.

**Mr. Vellayan:** I request Mr. Arun Alagappan, Sameer Goel and Jayashree to answer the questions.

**Mrs. Jayashree:** So, thank you all for your questions. We first had a question from Dinesh, do we have anything in the group to synchronise businesses? There are opportunities and as in the past, Coromandel will continue to see where the opportunities can be synchronised and take it forward. As far as the ranking in the fertiliser industry is concerned, Coromandel is the number one player in the private sector and we continue to improve our footprint by investing more both in the main fertiliser business as well as an SSP. Last year we have undertaken quite a lot of expansion programmes in the SSP because there has been a need in the market. Well, in terms of the feedback from the farmers, which have been implemented, our retail team as well as dealers and their agronomist worked very closely with the farmers, they continue to take their inputs. Several Nutirclinics have been opened during the year, which continuously feeds information and provide farm advisory services to the farmers. We heard your request for the physical meeting. As we go along, we can look into it. In terms of new opportunities for takeovers, Coromandel will continue to evaluate the opportunities in the market as long as they are synergistic and complementary to our businesses, we will take a look into it. In terms of future growth, there are opportunities within the businesses that we are currently operating plus the company will continue to evaluate inorganic growth opportunities in our growth businesses. On the digital meeting and request for the hybrid meeting, it's well taken, we will continue to focus on those. Thanks to Mr. Redappa for some of your compliments. You have mentioned that the volumes are slightly lower. Well on the main fertilisers, It has been slightly lower, but SSP we have seen a spike and there has been some debottlenecking of the capacity at our plants in Kakinada and Vizag that should help us to get our volumes back. The margins have been healthy primarily because of the backward integration, and the company will continue to focus on looking at such opportunities. We have done the PAP 2. Currently, we are focusing on the sulfuric acid plant three at Vizag and we have also recently announced for a 45% stake at the Senegal mines. Apart from that, the company is also looking into setting up a



new multipurpose plant, which is in Ankleshwar for fungicides and we are also evaluating some plants for in the herbicide segment. The payables spike as you know, is mainly because of the increase in the raw material prices that have been witnessed in the last year. Well, the cash balance will be looked into for investments both within for the CapEx funding as well as any interesting opportunities that could come in the inorganic space. I guess that answers most of the questions and there was one comment in terms of whether Coromandel is looking into Nagarjuna fertilisers as we have maintained in the past, the company is focused on the NPK segment and we will continue our focus in that area. Thank you very much.

**Mr. Vellayan:** Thank you very much to the members for your queries and interest in the operations of the company. Ladies and gentlemen, this concludes the business part of the meeting. Instapoll facility will be activated now to enable members to cast their votes. This facility is available from the left-hand corner of the video conferencing screen in the form of a thumb sign. Members can click on this the same to take them to the Instapoll page and vote. Mr. R Sridharan, the scrutinizer will submit a report of the company after consolidating the remote e-voting and voting at the e-AGM. As there is no other business to be transacted, I declare the meeting has closed. I thank you all for your cooperation and ensuring smooth conduct of the meeting.