

**Coromandel International Limited**

CIN: L24120TG1961PLC000892

Regd. Office : "Coromandel House", 1-2-10, Sardar Patel Road, Secunderabad – 500 003

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

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

**TRANSCRIPT OF PROCEEDINGS OF THE 59<sup>th</sup> ANNUAL GENERAL MEETING OF THE COMPANY HELD ON JULY 26, 2021 AT 3:30 P.M IST THROUGH VIDEO CONFERENCING**

**Participants:**

Mr. A Vellayan	: Chairman
Mr. Arun Alagappan	: Executive Vice Chairman
Mr. Sumit Bose	: Director
Mr. Prasad Chandran	: Director
Ms. Aruna B. Advani	: Director
Mr. K. V. Parameshwar	: Director
Dr. R. Nagarajan	: Director
Mr. M. M. Venkatachalam	: Director
Mr. Ramesh K. B. Menon	: 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 shareowners,

A very warm welcome to each one of you. It gives me great pleasure to greet you all at the 59<sup>th</sup> Annual General Meeting of Coromandel International Limited.

I hope you and your family members are safe, and in good health.

We continue to be in the midst of the covid 19 pandemic. This humanitarian crisis is unseen in a century, in terms of its scale, to reality, and geographical spread. This filled our hearts with enormous pain and grief.

Several of our employees have also borne the brunt of this pandemic.

Today, I and my colleagues on the board offer our heartfelt condolences to all those who have lost their loved ones on this pandemic.

I now request that all of us observe a minute silence in memory of the departed soul.

**Mr. A Vellayan, Chairman:** Thank you.

## **Introduction and proceedings of the meeting**

**Dear Members,**

In view of the continuing covid-19 pandemic, the Ministry of Corporate affairs and SEBI have permitted companies to hold their AGM through video conference, or other audiovisual means and send annual reports and notice convening the Annual General Meeting electronically.

Considering the health and safety of all our stakeholders, and in particular the shareholders, the 59<sup>th</sup> AGM of your Company is being conducted through video conference to avoid physical presence of members at a common venue. Annual Report has been sent in an electronic mode to all the members holding shares in demat mode or in a physical mode and whose email addresses are registered with a company or registered and transfer agent or depository participant.

The requisite quorum for the meeting is present and therefore I now call the meeting to order.

Let me now introduce the directors and senior executives of the company who are attending this meeting.

- Mr. Arun Alagappan, Executive Vice Chairman who is on my left.
- Mr. Sameer Goel, Managing Director who's on my far left.
- Ms. Aruna Advani who's joining us from Mexico.
- Mr. K V Parameshwar joining us from Bengaluru.
- Mr. M M Venkatachalam joining us from coonoor.,
- Mr. Prasad Chandran joining us from Mumbai.
- Sri Ramesh Menon joining us from Chennai.
- Mr. R Nagarajan who joins us from the US and Mr. Sumit Bose who joins us from Kolkata.
- From Chennai we also have S Sankara Subramanian, Business Head-Fertiliser, Mrs Jayashree Satagopan, Chief Financial Officer and Mr. Rajesh Mukhija, Company Secretary on my right.
- From Hyderabad Mr. Arun Leslie George, Business Head - Retail Business, Mr. N. K Rajavelu, Business Head- crop protection, and Mr. Madhab Adhikari, Business Head - Speciality Nutrient & Organic business.
- Our statutory auditors, M/s. Deloitte Haskins & sells, Chartered Accountants represented by Mr. Sumit Trivedi, partner are joining the meeting from Hyderabad.
- The proposed new statutory auditors, M/s. S R Batliboi and Associates, Chartered Accountants, represented by Mr. Shankar Srinivasan partner joining the meeting from Hyderabad.
- Mr. Sridharan, from our Sridharan associates, secretarial auditor as well as the scrutinizer for the E-voting process, has joined the meeting from Chennai.
- Mr. Narsimha Murthy, Cost Auditor has joined the meeting from Hyderabad and Mrs. Jyothi Satish Cost Auditor has joined the meeting from Chennai.

Now, we will proceed with the meeting.

**Dear Shareowners,**

The notice dated April 29 2021 convening this meeting, along with the copy of the annual report for the financial year ended March 31 2021 is already been circulated electronically, and with your permission, I shall take it as read. The Register of Directors and Key Managerial Personnel and their shareholdings. the Register of contracts or arrangements in which directors are interested, Certificates obtained from the Auditors of the Company confirming that the Company's ESOP schemes have been implemented in accordance with SEBI regulations, the resolutions passed by the members and such other documents as mentioned in the notice convening this meeting are made available for inspection by members. Those members seeking to inspect such documents may write to the company.

The reports of the statutory auditors on the financial statements of the company and the secretarial auditors for the financial year ended March 31, 2021 do not have any qualifications or observations or comments on the financial transactions or matters as having any adverse effect on the functioning of the company.

Accordingly, the reports of the statutory auditors and secretarial auditors are not required to be read out at the meeting. With your permission now, I would like to share my thoughts with the members.

**Chairman's Speech by Mr. A Vellayan, Chairman:**

Ladies and Gentlemen, good afternoon to one and all.

I welcome you again to the 59<sup>th</sup> Annual General Meeting of your Company.

Continuing with the practice initiated last year, this is the second time that your Company is hosting its AGM in virtual mode, connecting directly to its shareholders. The digital copy of the Annual Report for the financial year 2020-21 was sent to you some time back and I trust it would have given you an overview of your Company's performance.

**Macroeconomic review**

**Global Economy**

An overview of the global economy (*pause*) - The year gone by 2020-21 was a black swan event, exemplified by unprecedented disruption in health, trade and economy. After a massive contraction in the first half of the year, the global economy began reviving in the later part of 2020. IMF's World Economic Outlook of April 2021 estimates the world output to have de grown by a negative (-) 3.3% in 2020. Advanced economies and Emerging markets and developing economies witnessed output contractions by a negative (-) 4.7% and (-) 2.2% respectively.

The success in rolling out vaccines has helped positive sentiments resurface at the start of 2021. IMF's 2021 growth rate forecast for the world, Advanced Economies and Emerging markets are (+) 6%, (+) 5.1%, and (+) 6.7% respectively. However, the average growth rate for the three years, 2020 through 2022, would still be lower than the pre-pandemic level in 2019.

## **Indian Economy**

Moving on to an update on the Indian economy (*pause*) - India ushered into its new fiscal year 2020-21, exactly a week into an ongoing and dynamically evolving nationwide lockdown. The Government's efforts in the form of reduction in lending rates, moratorium of loans, easing out of financial obligations of states to the Centre, cash to farmers and declaring agriculture and allied activities under essential services - allowing them to operate during the lockdown period - enabled the country to keep its food security intact and ably prepare to face the pandemic.

In spite of severe restrictions across certain sectors with uncertainties linked with the second and a potential third wave of the pandemic, the headroom for accelerated recovery remains substantial. The impact of Government stimulus and infrastructure push, strengthening of corporate earnings and financial position, improving employment situation, surfacing of pent-up demand and forecast of a normal monsoon augurs well for economic recovery. IMF predicts the Indian economy to stage a steep rebound with a 12.5% GDP growth in the fiscal year 2021-22. However, any subsequent covid waves could turn out to be a downside risk to this growth forecast.

## **Industry overview**

Moving on to an update on the Indian agriculture sector (*pause*) - From 197 million tonnes in 2000-01 to an estimated 303 million tonnes in 2020-21, total food grain production in India has grown by an impressive 54%. The steady performance of the Indian agricultural sector signifies many things. The most prominent ones include food surplus, irrigation gains, yield improvement, and advancements made across agronomy practices, quality of agri-inputs, and technological interventions.

## **Company's Performance**

Moving on to an update on the company's performance during the last year (*pause*) - In a year marked with the Covid-19 pandemic, your Company delivered an all-round performance, strengthening its market and financial position, operating efficiencies, product mix and pipeline while also deepening its farmer engagement and digital footprint. Staying alert to the evolving socio-economic challenges as they panned out, your company showed agility in prioritizing the health and safety of its employees, ensured safe running of its operations, optimising production and catering to the requirements of the farmers.

During the year, your Company registered good performance driven by a continuous emphasis on superior sales mix, farmer connect initiatives, increased operational efficiencies and better working capital management. The Company balanced partial capacity constraints arising out of lockdown with a staggered

annual turnaround plan for its various manufacturing units. Your company practiced measured restraint on Capex for a reasonable part of the volatile year. In the later part of the year, your company took a calibrated approach and improved the pace of implementation of its capital projects as the pandemic situation began to normalize.

### **Fertilisers Business Update**

An update on the fertiliser business (*pause*) - The Business achieved its highest ever primary sales volumes of 33.5 lakh tons, up by 7% over the last year. Market share moderated marginally to 15.3% in 2020-21 from 15.7% in the previous year. Point of Sales (PoS) volumes, the measure of actual consumption, recorded a growth of 18% over 2019-20 to reach 37.2 lakh tons. The business has substantially improved its working capital position as branding and marketing initiatives led to improved liquidation and higher market collections. Single Super Phosphate (SSP) business sustained its leadership position with a market share at 13.5%, growing its sales volumes by 17%.

### **CPC and Bio Business Update**

An update on the Crop Protection Chemicals and Bio business (*pause*) - During the year, the Crop Protection and Bio business registered their highest ever turnover, growing by 24%. The business took progressive steps towards upgrading its portfolio from old generics to patented combinations or recently off patented molecules. The business also partnered with the Government towards controlling the locust infestation by offering products like Malathion and Neemazal.

On the domestic formulation side, the new products were the key growth drivers for the Company and its share in domestic sales stands at ~25%. The Exports markets had a stable year registering growth in APAC and Africa.

### **Retail Business Update**

An update on the Retail business (*pause*) - Coromandel has successfully pioneered the rural retail model in India and operates a network of around ~770 outlets across Andhra Pradesh, Telangana, Karnataka, and Maharashtra which are supported by ~2,000-member strong field team. Besides contributing to the Company's growth and profitability, the Retail business goes a long way in strengthening the Company's connect and engagement with the farmers.

### **Specialty Nutrients Business Update**

An update on the Specialty Nutrients business (*pause*) – During the past year, your company's Specialty Nutrient Business has collaborated with various value chain partners including seed Companies, drip irrigation Companies, FPOs and contract farming entities to further strengthen its value proposition. The business added two new crop specific products to its portfolio with the launch of 'Fitsol Sugarcane' and 'Gromor Power 16-8-24' during the year addressing nutrient needs for sugarcane and flower segments.

## Organic Fertilisers Business Update

An update on the Organic business (*pause*) - During FY2020-21, the Company furthered its organic fertilisers business through an intensified awareness campaign and organic carbon tests at the farmers' fields. The business launched 'Godavari BhuBhagya', a bio enriched organic manure.

## Update on JVs

An update on the Joint Ventures (*pause*) –

During the year, TIFERT operations were impacted by the pandemic. The plant in Tunisia operated at 28% capacity in FY21. The performance of Foskor as well was affected during the year due to the disruptions caused by the Covid pandemic that resulted in lower capacity utilization. Overall, the plant in South Africa operated at 42% capacity in FY21. Together, Coromandel received about one lakh ton of acid during the year from the two JVs.

Your Company's JV with Yanmar and Mitsui, Japan had a very strong year, where it registered its highest ever Combine harvester & Rice-transplanter sales. Total income for the year for the JV was at Rs 154 crore, a growth of +76% and the net profit was Rs 16 crore against Rs 1.6 crore last year.

## Q1 FY2021-22 Update

Dear Shareholders, I am also happy to share with you a few key highlights from the standalone financial performance of your Company during the Quarter-1 of Financial Year 2021-22, as approved by the Board earlier today:

- Total Revenue for the company in Q1 FY22 grew by 14% over Q1 FY21 to Rs. 3,666 Cr
- Fertilizer Volume increased by 6% in Q1 FY22 to 7.87 Lakh Tonnes and accordingly the segment revenue for the business grew by 9% to Rs 3,060 Cr over last year
- CPC segment revenue grew by 19% in Q1FY22 over last year to Rs. 623 Cr
- Profit after tax was up by 33% at Rs. 329 Crores, and
- Earnings per share was up by 33% at Rs. 11.27 against same time last year

With a good southwest monsoon in our key operating markets and higher reservoir levels, we expect the agriculture sector growth to continue in the ongoing Kharif season as well.

## Looking ahead

Looking ahead (*pause*) –

As we are in the second quarter of FY2021-22, we are witnessing serious challenges in terms of availability and prices of our key raw materials. The evolving scenario on raw materials is expected to pose stress on the margins of the agri inputs industry as a whole. Although Government of India has rendered timely help

by announcing a higher subsidy for the phosphatic sector, the situation is quite challenging. However, I am cautiously optimistic that the strong fundamentals and a proactive risk mitigation approach of your company will ensure Coromandel will perform well in the near term.

### **Changes in Board's constitution**

On behalf of the Board and all of you, I would like to welcome Mr. Arun Alagappan and Mr. Ramesh Menon to the Board of Coromandel. My congratulations and best wishes to Mr. Arun Alagappan on his subsequent appointment as the Executive Vice Chairman of the company as well. These appointments are subject to approval of the Members. I am sure the guidance and leadership of Mr. Arun Alagappan and Mr. Ramesh Menon will help the company in scaling new heights in the coming days.

### **Acknowledgement**

On behalf of the Board of Coromandel, I would like to take this opportunity to thank our shareholders, customers, suppliers, banking partners, channel partners and the government for reposing faith in us and supporting us throughout. I would like to whole heartedly thank my colleagues across factories and offices at Coromandel for going above and beyond their call of duty to support the business during the pandemic. With your continued support, I eagerly look forward to the upcoming year.

We have a brief video on your Company and its performance during the financial year 2020-21. I would request the Moderator to please play the video.

Stay safe and thank you all.

### **End of Chairman Speech**

At the request of Mr. A Vellayan, Chairman, Moderator played AV on Company's Performance.

### **On conclusion of AV, Mr. A Vellayan, Chairman stated:**

Ladies and gentlemen,

We now take up the resolutions as set forth in the notice of the meeting. The Ordinary businesses set out in the AGM notice pertain to:

1. Adoption of Audited Standalone Financial Statements for the financial year ended March 31, 2021, together with the Reports of the Board of Directors and the Auditors thereon.
2. Adoption of Audited Consolidated Financial Statements for the financial year ended March 31, 2021, together with the Report of the Auditors thereon.

3. Declaration of Final Dividend for the financial year ended March 31, 2021 and confirmation of interim dividend paid during the financial year 2020-21.
4. Re-appointment of Mr. M M Venkatachalam, as a Director liable to retire by rotation.
5. Appointment of M/s. S.R. Batliboi & Associates LLP, as Statutory Auditors of the Company for a period of five consecutive years.

The Special businesses set out in the AGM notice pertain to:

6. Appointment of Mr. A Vellayan as a Director of the Company.
7. Appointment of Mr. Arun Alagappan as a Director of the Company.
8. Appointment of Mr. Arun Alagappan as a Whole-time Director designated as Executive Vice Chairman of the Company.
9. Appointment of Mr. Ramesh K.B. Menon as a Director of the Company.
10. Ratification of Remuneration to Cost Auditors for the financial year ending March 31, 2022.

The resolutions and the explanatory statement in respect of the special business have been provided in the Notice.

Your Company, by virtue of being a listed company, is required to provide e-voting facility to its shareholders. Voting by show of hands is no longer permitted.

The Company has engaged the services of M/s. KFin Technologies Private Limited to provide the facility of remote e-Voting to all its Members to cast their votes on all businesses contained in the Notice.

Voting will be in proportion to the shares held by the Members as on the cut-off date, this being Monday, July 19, 2021, in our case. In line with the regulatory requirements, remote e-Voting facility on KFin's e-Voting platform was made available from July 23, 2021, at 9:00 AM and closed on July 25, 2021, at 5:00 PM India time.

As mentioned in the Notice convening the meeting, for those members who did not or could not avail the remote e-Voting facility, the Company is pleased to provide the facility to such members to cast their votes electronically during the AGM on all the proposed resolutions through KFin's Instapoll mechanism.

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 please clarify that this facility is available only to those members who are present in the meeting and who have not cast their votes through the remote e-Voting facility provided earlier by the Company. If a member has already voted in the remote e-Voting, such member will not be able to cast the vote again.

The Board has appointed Mr. R Sridharan of M/s. R Sridharan & Associates, Practicing 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 Mr. R Sridharan, the Scrutiniser. He will then unblock the results of the remote e-Voting which will then be consolidated with the results of the voting done today during the meeting.

The Voting Results along with Scrutinizer's report will be communicated to the Stock Exchanges within 48 hours and the same will be placed on the website of the Company and on e-Voting platform of KFin.

### **Question Answer Session**

#### **Mr. A Vellayan, Chairman:**

Ladies and gentlemen,

A few shareholders have registered themselves as Speaker to make queries and comments at the meeting relating to the accounts and operations of the company during the year 2021. We have not received any queries on K Fin platform. In the interest of time, and with a view to give adequate opportunity to all I request the members to be judicious in time, restrict themselves to do to 2-3 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 their queries and comments.

#### **Moderator:**

Thank you Chairman sir. I will pin three registered speakers one by one who are currently available now. The first speaker is Mr. Abhishek. I would request Mr. Abhishek to unmute your audio and switch on your camera and proceed it with your query. Thank you. Mr. Abhishek.

#### **Moderator:**

Mr. Abhishek I would request you to unmute your audio and proceed with your query. Since there is no response from the first speaker, we will go to the next speaker. The next speaker is Mr. Suresh Chand Jain. I would request Mr. Suresh Chand Jain.

#### **Kamal Kishore Jain :**

Hello, आवाज़ आ रहा है, sir? हाँ, okay आवाज़ आ रहा है, sir?

#### **Moderator:**

हाँ sir, हाँ sir.

**Mr. Suresh Chand Jain:**

हां, okay sir. हां ठीक हैं, Vellayan साब और all directors, हम Kamal Kishore और Suresh Chand दोनों join कर रहे हैं। Kamal Kishore का joining नहीं हो रहा है। What is the problem? और sir Vellayan sir मैं आपको बहुत सालों से जानता हूं और पंद्रह बीस साल से, जब मेरे पास Godavari Fertilizers का shares थे, जब मेरे को यह merger में share मिले थे। कल तक का मेरे को बात करने का बहुत अच्छा मौका मिला। और Vellayan साब इतना अच्छा आदमी हैं, जो shareholders हमको बहुत अच्छा return दिए हैं। हम बहुत खुश हैं। आपका present Secretary's department, Mr. Satish, उसको बात करने को नहीं आता। अजीब उल्टा-शुल्टा बातें करता। क्या वह company का दामाद हैं? मेरा account block कर दिया। What is the problem? कौन हैं वह Satish Kumar? उल्टा-शुल्टा बता करा। वह Dev Kishan अच्छा बात करा, last year Vardhan साब अच्छा बात करा। यह अपने आप को क्या समझता हैं, यह आदमी? Tata company में जैसे दिमाग दिखा कर बात करा। इससे अच्छा company का secretary बात करता हैं।

वो next question sir, Nagarjuna Fertilizers का हमारे को news आ रहा है कि coromandel वाले merge कर रहे हैं। आप purchasing कर रहे हैं। उसके बारे में बताइये। क्यों बोले तो, हम NFL का company visit में गए उसका माल आपका माल एक ही हैं। हमको बहुत दिनों से बहुत सालों से सुनने में आ रहा company merge हो रहा आप buying कर रहे हैं बोलके। तो हमको बहुत बड़ी खुशी की बात है। अगर आप ले लिया तो company को चार तार लग जाएगा और company के Nagarjuna Fertilizers को पूरा retention leader अच्छे से अच्छा मिल जाएगा। और company का अभी जो present MD NFL हैं, उनको भी company लिए तो उनको भी long term में market capital बढ़ने से उनको भी benefit मिलेगा। Sir, और यह मेरा एक account Kamal Kishore का मैं login कर रहा हूं, login किया तो lock बोलके आ रहा। Satish Kumar कर रहा हैं? या कारी वाला कर रहा हैं? मेरे को उसके बारे में बताइए। और sir Satish को sir बिल्कुल बात करने को नहीं आता। हमेशा पच्चीस साल से आ रहा हैं इतना अच्छा respond मिल रहा था, इतना अच्छा reply देता था, हमारे बात कीजिये।

**Suresh chand jain:**

Hello, मैं suresh chand jain बात कर रहा हूं, वो kamal का account block हो गया हैं बोलके, मेरे अंदर आये थे। उन्होंने बात की। Sir आपका आपके company के अंदर हमारे को Godavari Fertilizers के बाद आपके अंदर आए। और हमें बहुत खुशी हुआ के हमें return भी अच्छा मिल रहा हैं, और हमारे पूरे पैसे dividend के अंदर हमारे वो वसूल हो गए। अभी जो भी हैं so हमारे को पूरे free के अंदर share आ रहे हैं। Sir, वो Kamal Kishore का जो cell हैं वो block हो गया। और वो कांवी वाले कर रहे हैं या आप के तरफ से हुआ? इसके बारे में हमें थोड़ी बहुत जानकारी चाहिए। और मैं Varadarajan साब मैं आपको तथा आपकी team को बहुत बहुत धन्यवाद देता हूं। मैं बहुत बहुत धन्यवाद देता हूं कि आप दिन गुनी और रात छःगुनी करते हुए company को बहुत ही आगे लेके जाइए। sir ज़रा satish भाई के बारे में आप विचार करके हमारे को inform करो। धन्यवाद sir. धन्यवाद sir.

**Moderator:**

Thank you sir. we will move to the next speaker. The next speaker is Mr. Prafful Chouda. I request Mr. Prafful to unmute your audio and to switch on your camera to proceed with query.

It seems that Mr. Prafful is not done the echo test and court so he is not able to hear us so I'll move to the next speaker.

The next speaker is Mr. Dinesh Amartal Kotecha. I would request Mr. Dinesh to unmute your audio and switch on your camera to proceed with query. Thank you.

**Mr. Dinesh:**

Yes, yes. Yes, sir. Can you see me sir?

**Moderator:**

We can hear you sir. We are yet to get your videos.

**Mr. Dinesh:**

I have started my video sir.

**Moderator:**

It will come up.

**Mr. Dinesh:**

Okay, sir. Good afternoon, sir. Mr. Vellayan ji, I know you must be knowing me if you remember I had met you in Baroda. First of all, thanks for fantastic results you know page seven of yours says everything you said future positive means everything is there included whatever you wanted to say in just two words, you have said in the balance sheet team future positive and your performance you know, on page seven which you are shown is just you know, everything is in spite of and despite of everything is record breaking the results that you're given the turnover, the profit, the dividends, everything. I mean, no debts, that's your zero and that is a fantastic feather in our cap sir. So now there is no limit to our growth. I would just want to know, the takeover that we are doing of some companies like you know, last year you did a takeover of some fertilizer company. Now, has it been what you can say the merger of thinking of the management of our company and their company being clear now? Because you know, now what, what are you expecting the turnover to be? Because I think the current government's policy of the fertiliser is very good and government is also looking at, you know, giving benefits to the fertiliser company, because we are under the essential commodity, and essential commodities government is getting special packages and special relief also. So, I would like you to explain a little bit more about the future of the next two years. So do we have a 2030 agenda? How would you like to grow? Also, sir, there are some qualifications in the auditor's report. The latest updates on that i.e Auditors qualifications which are there. Other than that, sir, I've got no other queries right now and I wish you all the best just to meet you in person. On the audio video I had connected at this AGM. Thank you very much and wish you all the best, sir. I wish you all the best. Thank you. Thank you.

**Moderator:**

Thank you, sir.

So we'll move to the next speaker. The next speaker is Mr. Yusuf Yunus. Since he has not joined me. We will go to the next speaker Mr Kamal Kishore. Even I'm not able to see Mr. Kamal Kishore is online at this moment, sir.

We'll move to the Next speaker, Mr. Santosh Kumar Saraf.

I will request Mr. Santosh Kumar to unmute your audio and switch on your camera to proceed with your query.

Mr. Santhosh Kumar Saraf.

I would request Mr. Santosh Kumar Sarf to unmute your audio and proceed with your query.

Since there is no response from the speaker, we will move to the next the speaker. The next speaker, Mr. P Jaychand and Mr. Manisundaram and Mr. P Sham sundari. They have not joined the call at this moment, sir.

So the next speaker is Mr. Kirti Shah. I would request the speaker Mr. Kirti shah to unmute your audio and switch on your camera to proceed with the query. Since there is no response from the speaker Mr. Kirti Shah, or now we have Mr. Abhishek Jain online I would request Mr. Abhishek Jain to switch on your camera and unmute yourself and proceeded with your query.

**Mr. Abhishek:**

Yes sir, Done sir. My name is... Am I audible? Hello

**Moderator:**

Yes, you are audible.

**Mr. Abhishek:**

Hello

**Moderator:**

Yes, you are audible.

**Mr. Abhishek:**

Yes. Yes. I will switch on my camera as well, sir. Sir, my name is Abhishek. share holder of the company. My DPID -IN304137 Client id is 41359154. First of all, I congratulate the management on the eve of annual general body meeting first all is well with you and your family. In this challenging situation our company deserves much more respect completing more than decade of operations, profitability, dividend history and becoming one of the strongest brands in our respective industry.

**Moderator:**

I would request the speaker Abhishek to increase your volume because your volume is not coming correctly.

**Mr. Abhishek:**

Okay okay okay. Now, I think I would be audible sir. Now I am audible sir?

**Moderator:**

Yeah, thank you.

**Mr. Abhishek:**

Yeah, I am the long-term shareholders of the company and my entire family is the shareholder of the company and the sir, most of the shareholders are facing technical issues even Santosh kumar sir had called me that the eco test is not allowing him to enter into the annual general body meeting. He has also joined as a participant and even these days and also, we have tried to join and we are facing the technical issue with the KFIN portal and most of the time the issue is persistent and I request the Kfin team to look into. And as a long-term shareholder, we would like to appreciate the management we are in the 59th annual general body meeting today we are marching towards the 60th annual general body meeting that is our diamond trivia So hope, the shareholders are expecting a bonus from the company so hope that the management will fulfil the wishes and desire of the minority shareholders by issuing a bonus for the minority investor fraternity.

Sir, and we also thank the management for having given us a very good return to the surprise of the stock market and we can see that our stock has escalated to a very high level and hope that it is the right time for the management to declare bonus for the investor fraternity. With the Coronavirus and lockdown almost virtually no industry untouched after the COVID. So, any salary cut for the employees and any salary cut taken by the management. What is your view of the management going forward as turnover and growth remain challenging in the coming quarter? And what are our efforts to improve the working capital, ROCE < EBIDTA and interest coverage ratios, sir? And what are our efforts being taken to reduce other expenses, legal professional charges, professional and audit fees sir, myself and my team are running a legal firm in Chennai. So I will request you to kindly enroll our firm on the empanelment of the company and we will be glad to extend our services to coromandel. And regarding the CSR, one company is doing excellent amount of CSR. We do appreciate the part of CSR being done by the management, I will request the management to provide the dedicate as much as CSR towards the COVID pandemic so that we can work and come out of this crisis as soon as possible. And I will request the management to kindly dedicate some part of CSR to the investor fraternity the investors or family members who are being affected by COVID. And as the year as we are we eligible after verifying that credentials, the management can take a call by paying the CSR coromandel management and nothing much to ask sir, we are well wisher of the company and I have 25 accounts in my family, we exercised our e-voting and voted for all the accounts in favour. And I would request the management to kindly take care of requests from other minority investor community, nothing much to ask. I wish the company and the Board of Directors a great success and prosperity in the coming future. Thank you for giving the opportunity sir.

**Moderator:**

Thankyou Mr. Abhishek.

The other speakers Mr. Bharat Shah, Mr. Srikanth, and M V Murugappan. So, these speakers are currently not available at this moment. One second Sir, Mr. M V Murugappan has just joined and since the speaker

Mr. M V Murugappan still not completed the echo test so I'm just giving some couple of seconds for them to do that.

**Kamal Chand Jain:**

Hello, sir. Hello. आवाज़ आ रही है sir?

**Moderator:**

हां जी।

**Kamal Chand Jain:**

साब आप हमको face to face देखेंगे तो पेचाएंगे। हम बहुत अच्छे हमेशा पच्चीस साल से देखते हैं, हमेशा अच्छा बात करते हैं। Suresh Chand Kamal Chand Kishore, secretary department एक company का मालिक हैं क्या? Satish Kumar अपने आप को मालिक बोलता, बहुत बड़े बड़े बात करता हैं। आज तक कोई company secretary अच्छा आदमी बड़े chairman टाटा के कोई आदमी ऐसा बात नहीं करता। कैसा बड़ी-बड़ी बात करता हैं? इसके बारे में step उठाइए साब और हमको company से बहुत अच्छा benefit मिला। हम कंपनी के तारीफ़ करते। Vellayan sir आप जब तक कंपनी के chairman थे हम सब को बहुत अच्छा return मिला। Thank you sir.

**Moderator:**

Sir since there is no, you know, other speakers are available even the Mr. M V Murugappan echo test is not completed.

With this, we have completed the Q&A session, with the registered speakers who are available in the AGM and now I am handing over to you sir.

Thank you.

**Mr. A Vellayan, Chairman:**

Thank you very much members for your queries and the interest in the operations. I will now respond to some of the queries.

I think, first of all, I'd like to thank Mr. Abhishek, Mr. Suresh Chand Jain and Mr. Dinesh and all the other speakers who have appreciated the work done by the team in the company and I'm sure that our team will be very happy to hear your appreciative comments.

There were some questions.

One was on a long-term growth strategy. I think now since the company has become debt free, we have formed a group within the Company and we are developing a long-term plan. I think it will take the new group at least nine months to a year to come out with this plan. The reason I'm saying it is you know that as a company, we have always proceeded with caution. Despite the fact, we are debt free, we are fully

aware that the coming six months to nine months is going to be the most difficult time for the phosphatic fertiliser industry because of rising prices and China going out of the market and not supplying India. These two are major factors. We are conscious of them. We have taken action to protect ourselves against them. Therefore, we will use this time to draw up an LTS to de risk our businesses and also to see how, by backward integration, we can strengthen our business model. As in when the long-term business plan is ready, we'll be happy to share it with our shareholders.

The second question was on acquisition. Yes, Coromandel has grown by acquisition over the years we have taken over Godavari, we've taken over Sabero, Liberty and we have made a success of them. One very important thing is that we will only go in for a takeover if we are 100% sure that we can make a success of it. There was a reference to Nagarjuna. Please understand that Nagarjuna is in the Urea business. At the moment, we are in the Phosphatic business. That does not preclude us going into other businesses but we will move very cautiously in the next nine months because of the current economic situation and also the strains in our existing business because of raw material and the China factor.

There was a question regarding auditor qualifications. We do not have any qualifications or observations or comments on the financial statements and I think there is no adverse effect on the functioning of the company. If there is anything in particular, you can please get in touch with the company, and we'll be happy to respond.

On the topic of working capital, yes, while we have gone into a no debt situation, we see a situation this year that it might be important for the Company to hold raw material stock in excess of requirements, as the government is very keen that we supply our addressable market and do not short especially because after a good monsoon, they will be good demand. Having higher inventory has become normal and some of our working capital will get stuck in this, but we are long term players and it is important for us to take care of our long term customers and the wishes of the government that the farmers in a good monsoon period are fed with as much fertiliser as they require.

In terms of the capex plans, there was a question: There will be capex plans in the CPC business, they will be some capex plans in the backward integration in the fertiliser business and they will be some capex plans in maybe some adjacent areas of agritech, which we as a team looking at very closely. But at the moment, I'm not in a position to share this with you, as in when the plans fructify and come to some stage. We'll be happy to share this with you.

Once again, shareholders, I'd like to thank you for your interest shown and participating in the AGM and asking the questions and also appreciating the performance.

Ladies and gentlemen, this concludes the business part of the meeting.

The Insta Poll facility will be activated now to enable members to cast their votes. This facility is available on the left hand corner of the video conferencing screen in the form of the thumb sign. Members can click on the same to take them to the Insta Poll page and vote. The scrutinizer will submit a report to the company after consolidating the remote E-voting and voting at the AGM.

As there is no other business to be transacted, declared the meeting is closed. I thank you for your cooperation and ensuring the smooth conduct of the meeting.

xxx