Coromandel





Investor Presentation
Q3 FY2122

Disclaimer

Coromandel

Certain statements made in this presentation may not be based on historical information or facts and may be "forward looking statements," including those relating to general business plans and strategy of Coromandel International Ltd, its future outlook and growth prospects, and future developments in its businesses and its competitive and regulatory environment. Actual results may differ materially from these forward-looking statements due to a number of factors, including future changes or developments in Coromandel's business, its competitive environment, its ability to implement its strategies and initiatives and respond to technological changes and political, economic, regulatory and social conditions in India.

This presentation does not constitute a prospectus, offering circular or offering memorandum or an offer, or a solicitation of any offer, to purchase or sell, any shares and should not be considered as a recommendation that any investor should subscribe for or purchase any of Coromandel's shares. Neither this presentation nor any other documentation or information (or any part thereof) delivered or supplied under or in relation to the shares shall be deemed to constitute an offer of or an invitation by or on behalf of Coromandel. Coromandel, as such, makes no representation or warranty, express or implied, as to, and does not accept any responsibility or liability with respect to, the fairness, accuracy, completeness or correctness of any information or opinions contained herein.

The information contained in this presentation, unless otherwise specified is only current as of the date of this presentation. Coromandel assumes no responsibility to publicly amend, modify or revise any forward looking statements, on the basis of any subsequent development, information or events, or otherwise. Unless otherwise stated in this document, the information contained herein is based on management information and estimates. The information contained herein is subject to change without notice and past performance is not indicative of future results. Coromandel may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such revision or changes. This presentation may not be copied and disseminated in any manner.

THE INFORMATION PRESENTED HERE IS NOT AN OFFER OR SOLICITATION OF ANY OFFER TO PURCHASE OR SELL ANY EQUITY SHARES OR ANY OTHER SECURITY OF COROMANDEL INTERNATIONAL LTD.

Agriculture Industry: The Opportunity Ahead

murugappa

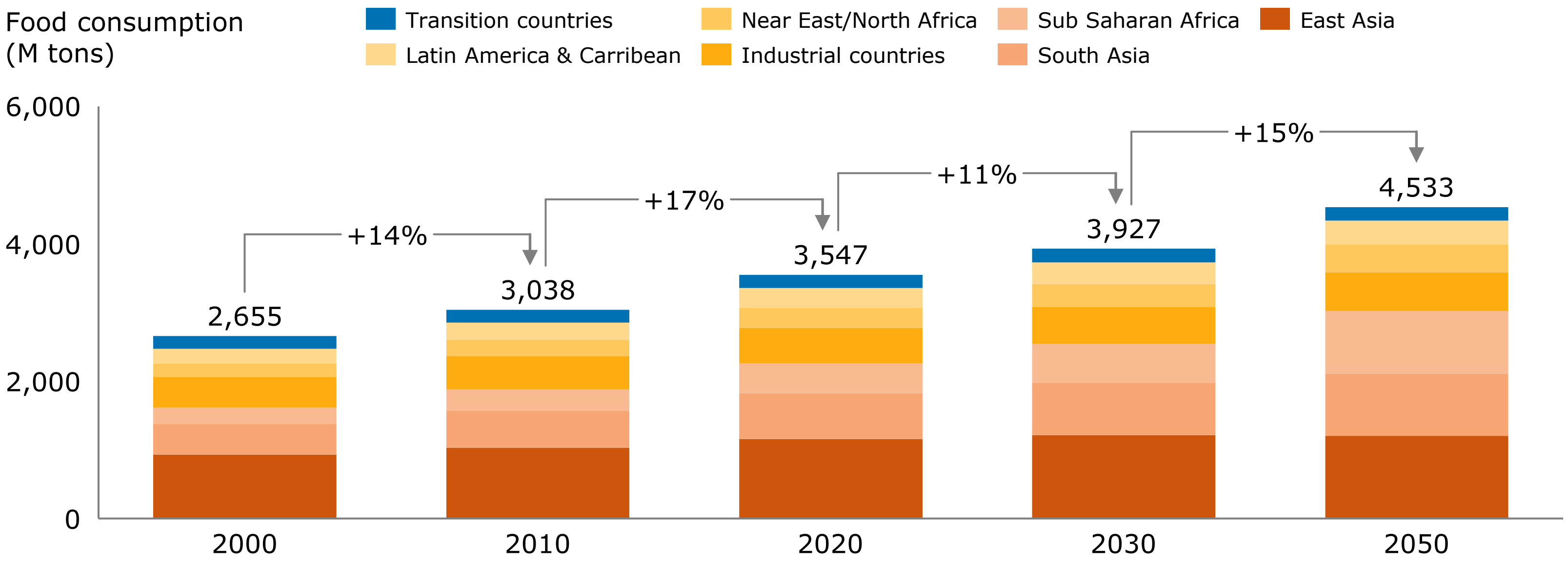
Global:
Increasing population and wealth to drive up global food consumption

Strong increase in food demand expected

Increasing population

Initiatives on hunger and poverty eradication

Increasing calorie intake per capita



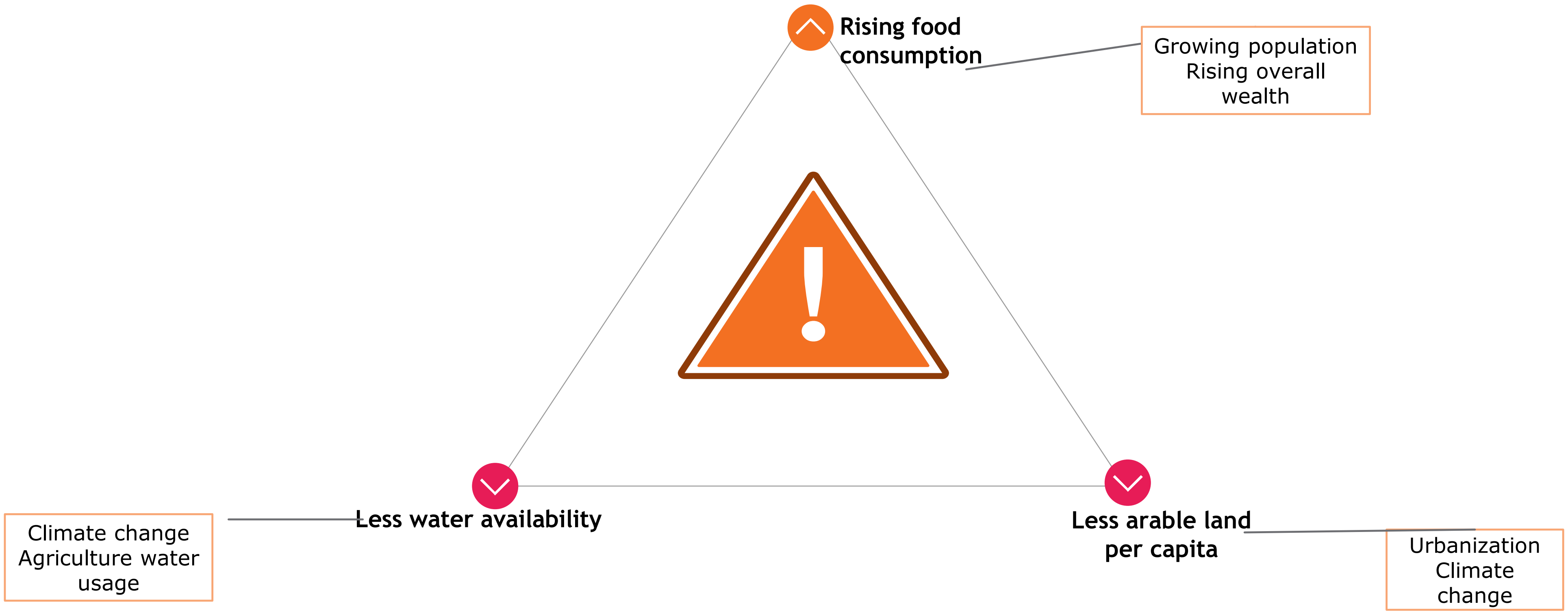
	2000	2010	2020	2030	2050
Population (B)	6.1	6.9	7.7	8.4	9.1
Per capita calories/day	2,789	2,845	2,980	3,040	3,130

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)

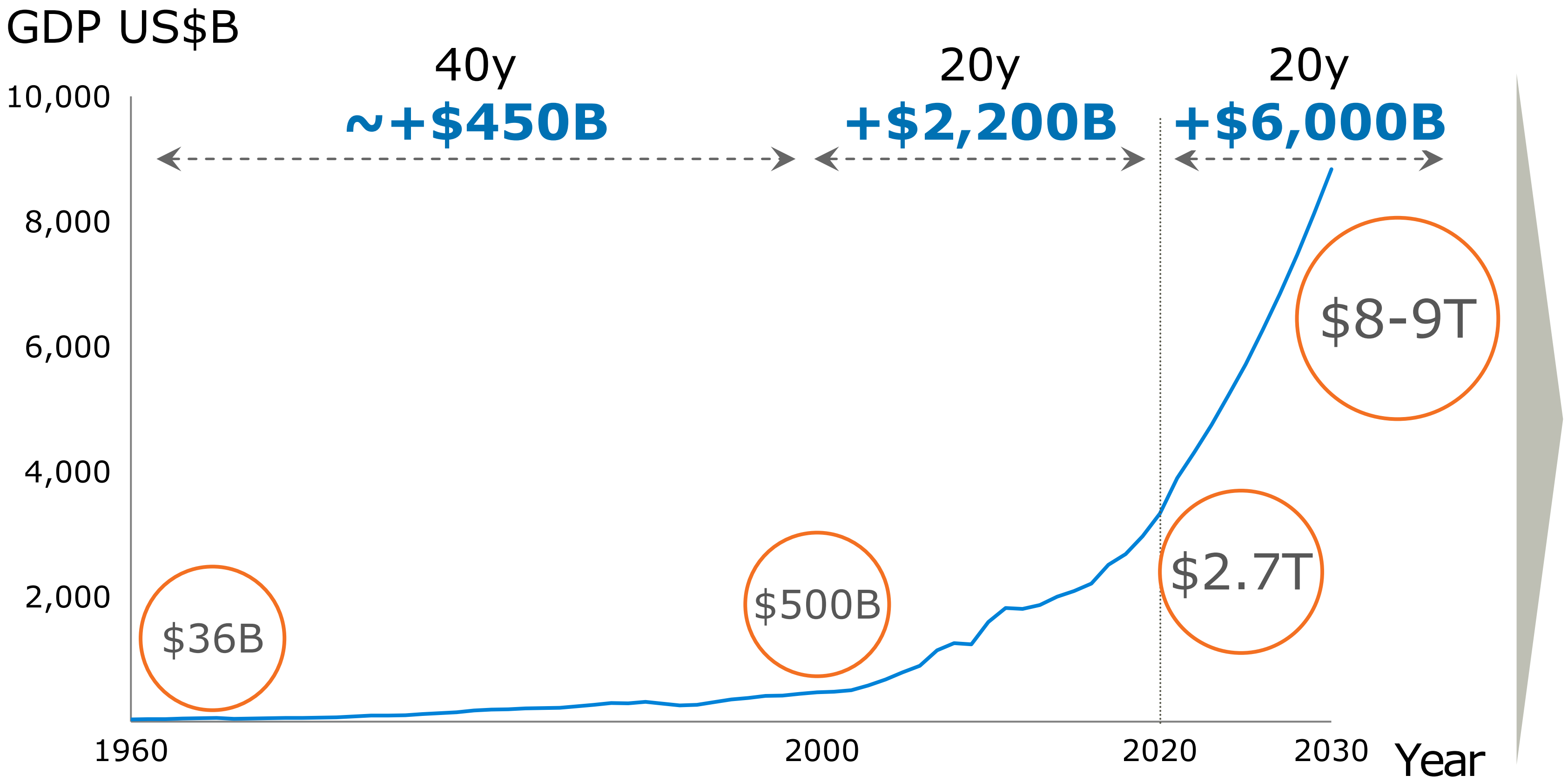
Combined with non-ceasing **water and land scarcity** seen leading to **Natural Resource pressure triangle**

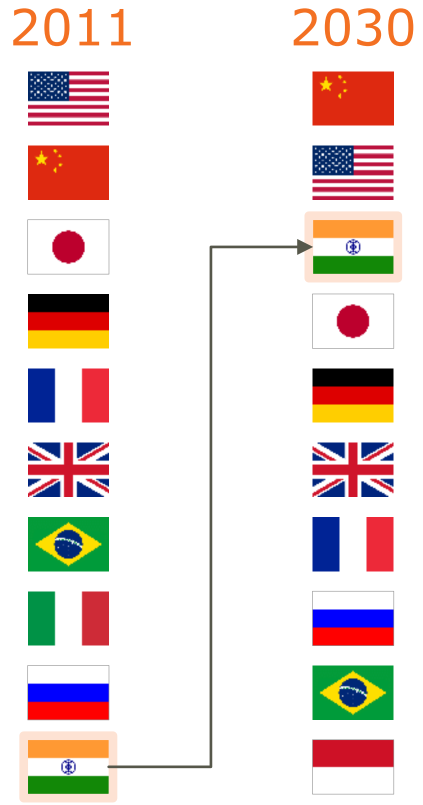


Pressure on improving the agri productivity

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

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)

₹120 trillion
1997-07

₹171 trillion
2008-18

₹230 trillion
2019-29

2X

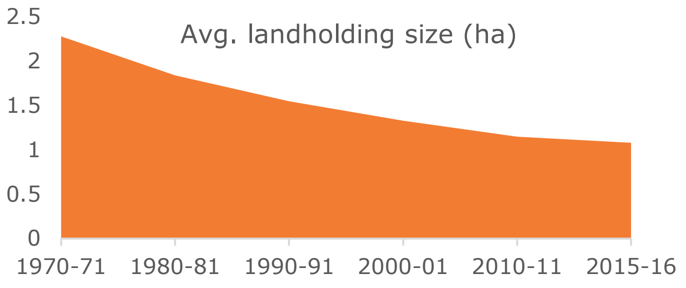
India Agri: ~$1.7 trillion to ~$3.3 trillion in 30 years

1. USD / INR rate conversion assumed at avg. rate of 1 $ = INR 70

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

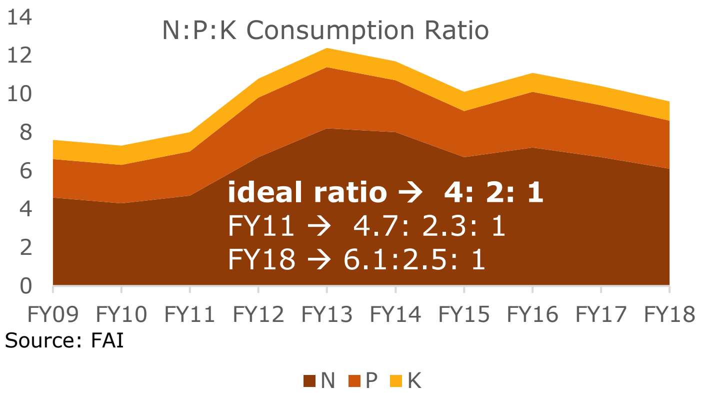
Coromandel

Falling per capita land holding



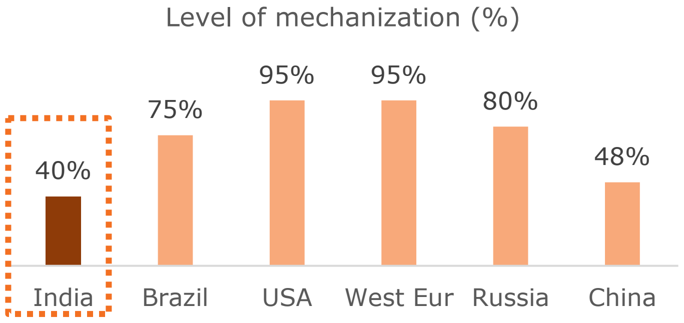
Source: Ministry of Agri

Imbalanced Nutrient Usage



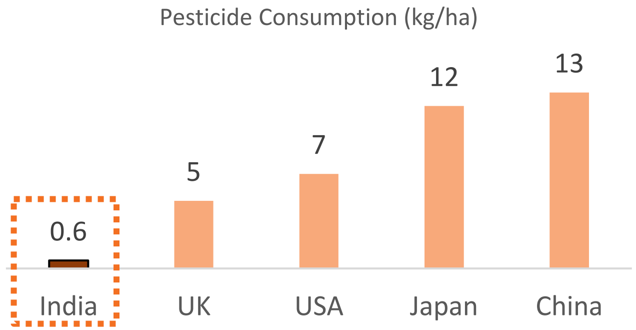
Source: FAI

Low Mechanization



Source: World Bank, FAO

Low Crop Protection consumption



Source: FICCI

Mega Growth Opportunities for bridging the productivity gaps

murugappa

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

COVID - Accelerated these trends

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

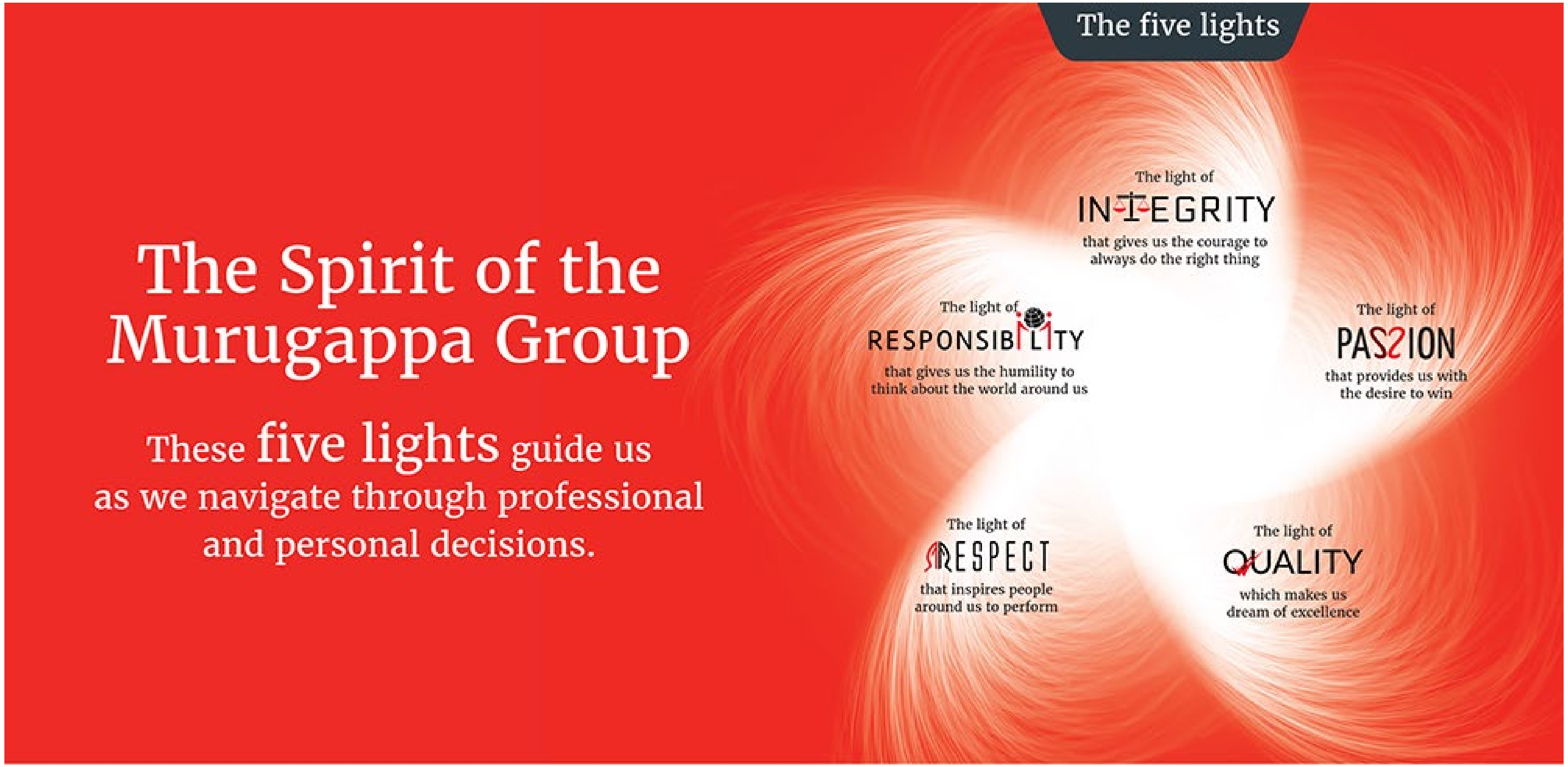
- **JAM (Jan Dhan, Aadhaar, Mobile)** as enabler to direct benefit transfer for beneficiaries
- **Building Rural India:** Electrification, Ayushman Bharat (Health insurance)
- Push towards **Pulses & Oilseeds** – Self sufficiency goals

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

Coromandel: Transforming Indian Agriculture

Coromandel: Strong Governance Structure



murugappa

Eminent Board

Professional Management

Engaged employees

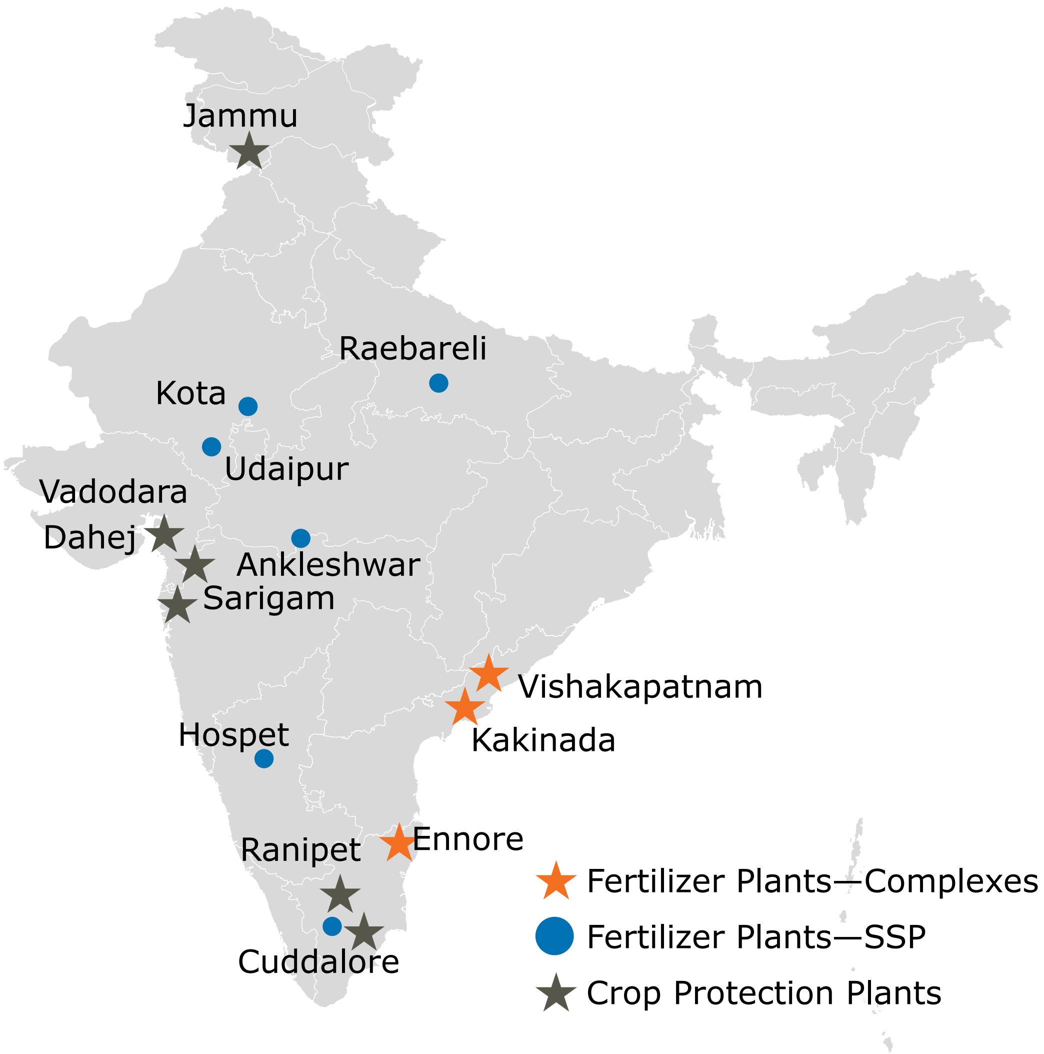
Coromandel: a strong, responsible company

Key Facts :

- Turnover: **Rs. 142 billion** (FY20-21)
- Market Cap: **Rs. 235 billion** (Jan 2022)
- Strong credit rating: **'AA +'** (Positive outlook)' with CRISIL India
- Zero long term debt
- **~5000** employees & ~8000 contract staff

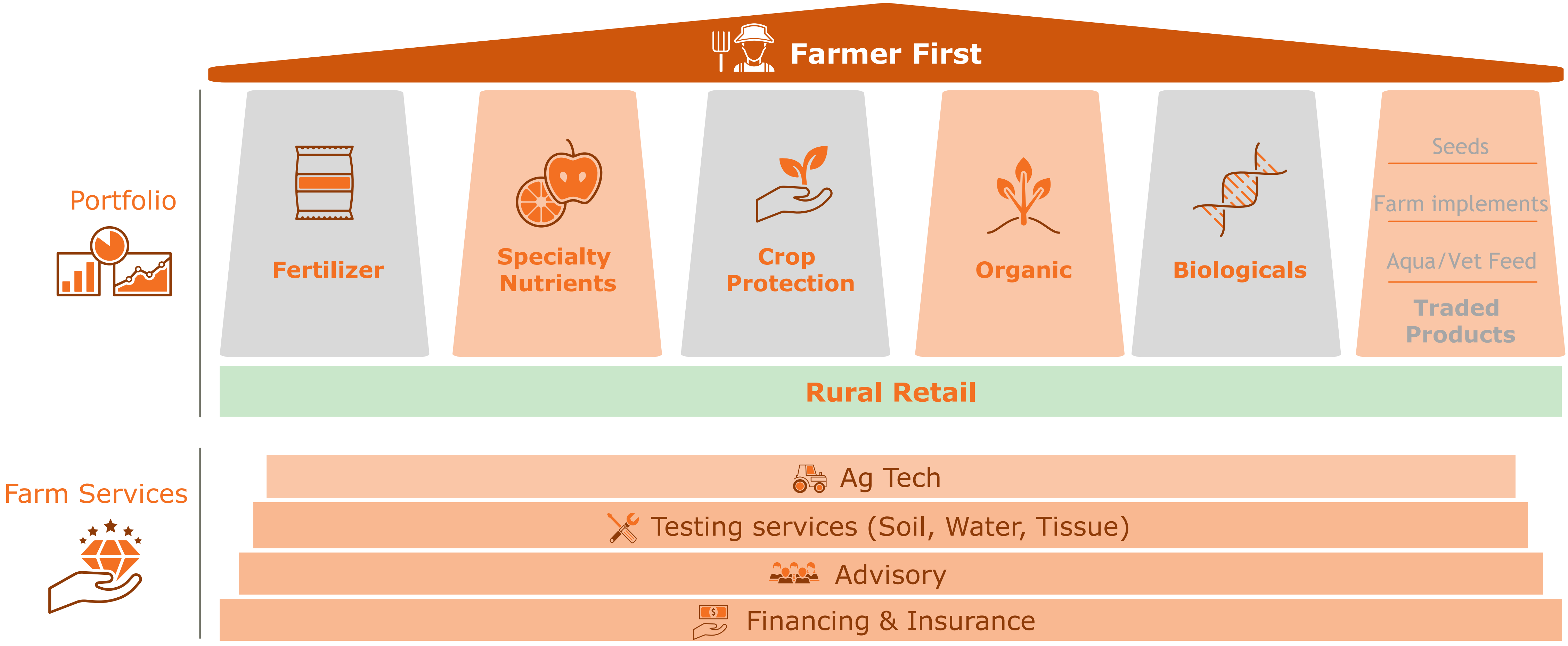
Coromandel: India footprint

- 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



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

Coromandel



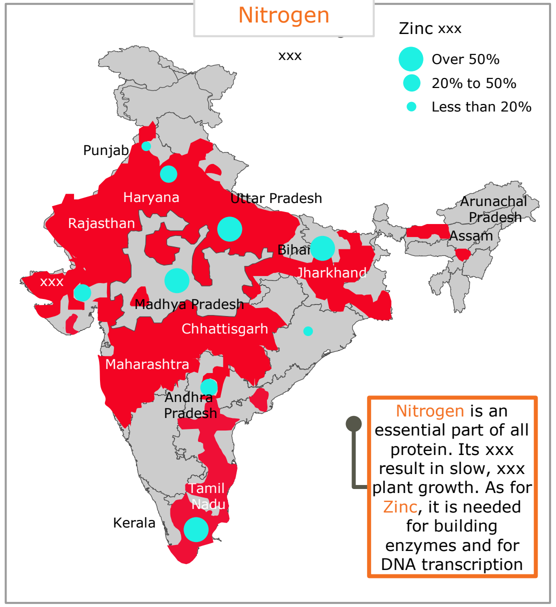
A 'Farmer First' winning business model

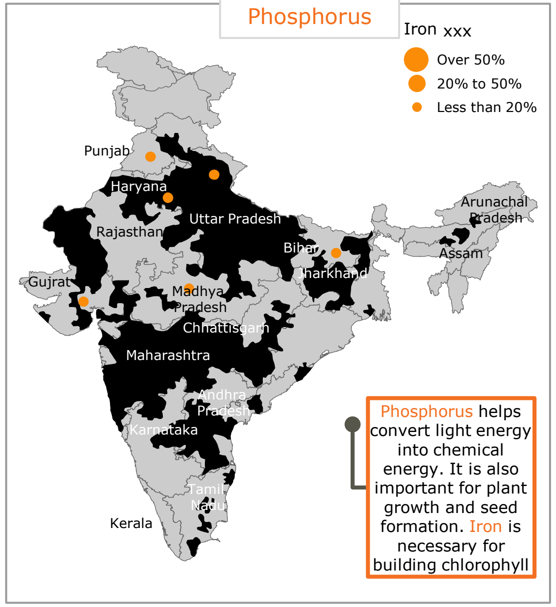
Business Wise Highlights

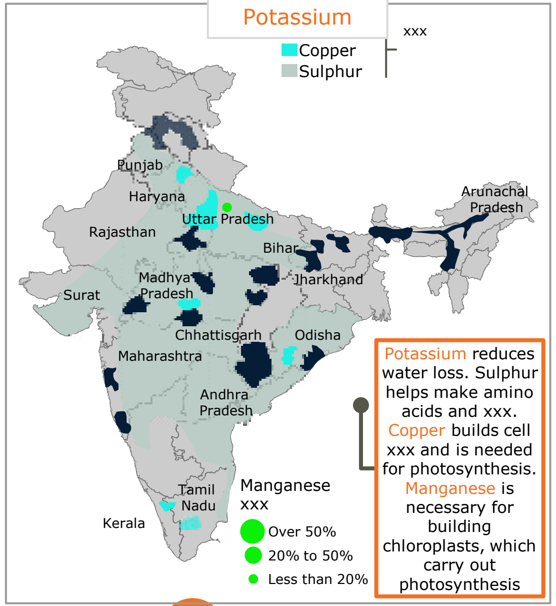
murugappa

Fertilizer: Opportunity to address nutrient imbalance

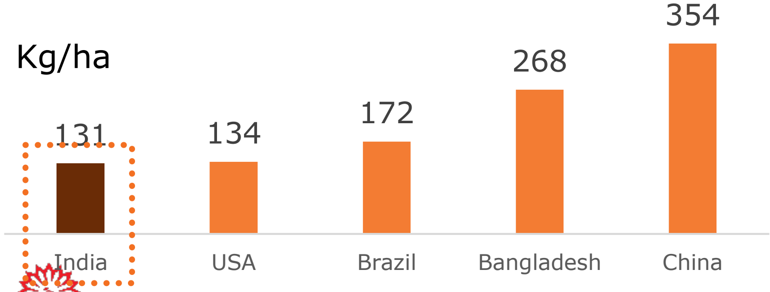
Widespread Soil Deficiency







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

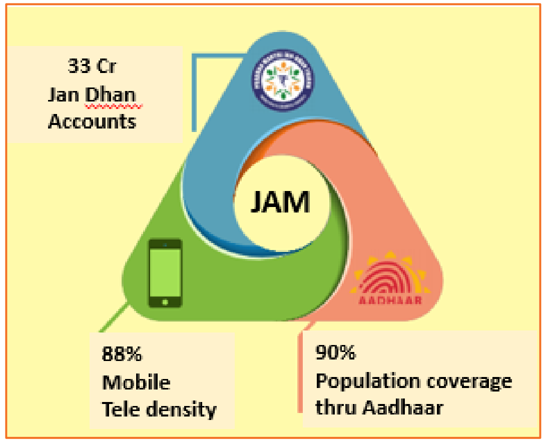
Soil Health Cards …

- 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



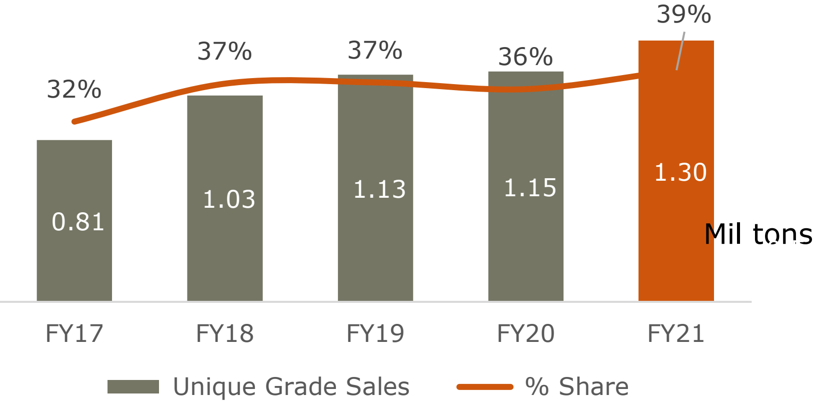
- Rural India high on "JAM" coverage—Jan Dhan (Bank account coverage), Aadhaar (Biometric system), Mobile (88% coverage)
- Paving way for direct subsidy transfer to farmers

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

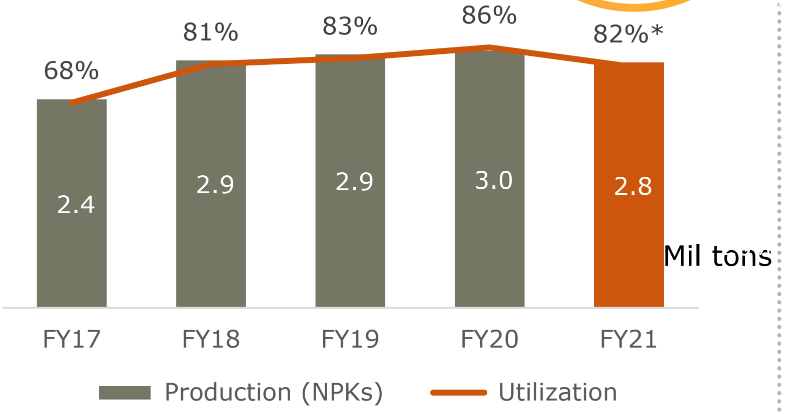
Coromandel Fertilizer: Highlights

Differentiated Product Offering



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

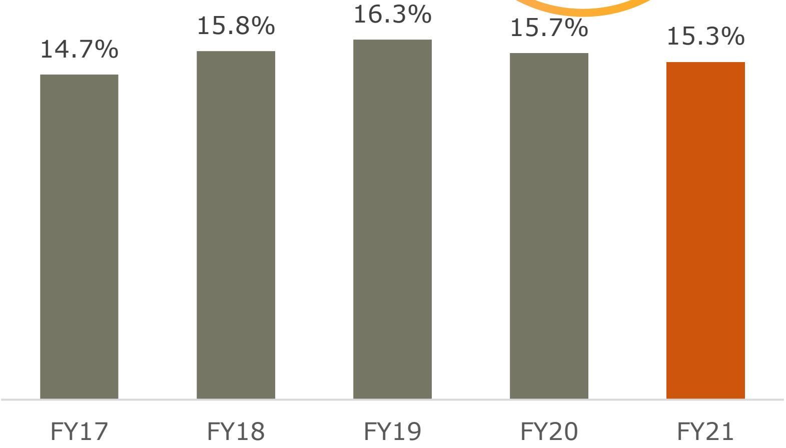
Efficient Manufacturing



- 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



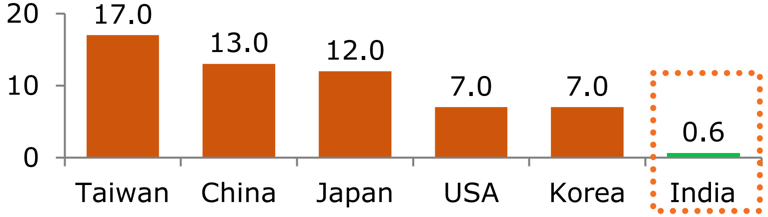
- 2nd largest Phosphatic marketer in India
- Largest SSP marketer - 14% market share
- Best in class agronomists & market development team (~300)

Crop Protection: Market opportunity large

India … massive potential exists

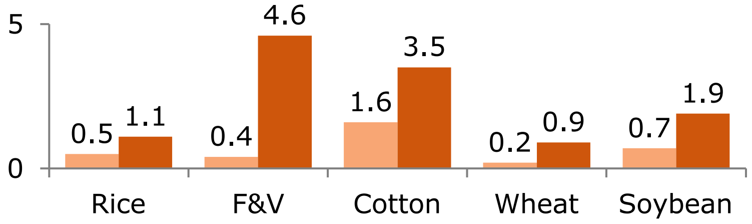
India – Consumption lowest in world

Pesticide consumption (kg/hectare)



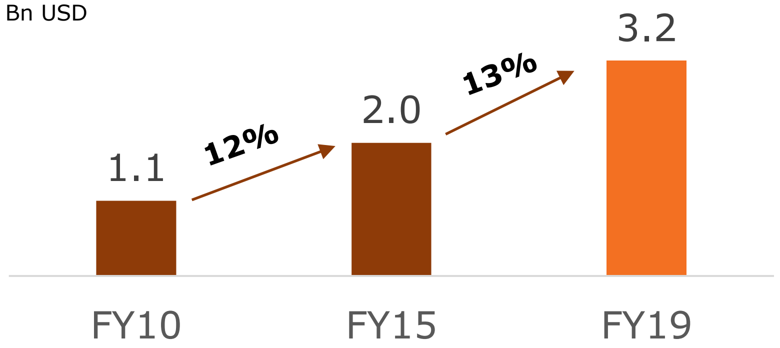
Consumption across crops significantly lower

Pesticide consumption (kg/hectare)



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

Exports slated to grow at 9% CAGR



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

Coromandel

murugappa

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

Coromandel

Large
Crop protection company in India

10,000+
dealers

80,000+
Tons per annum manufacturing capacity from 6 plant locations

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: 39% international sales
- Best in class agronomists & market development team (~300)

murugappa

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

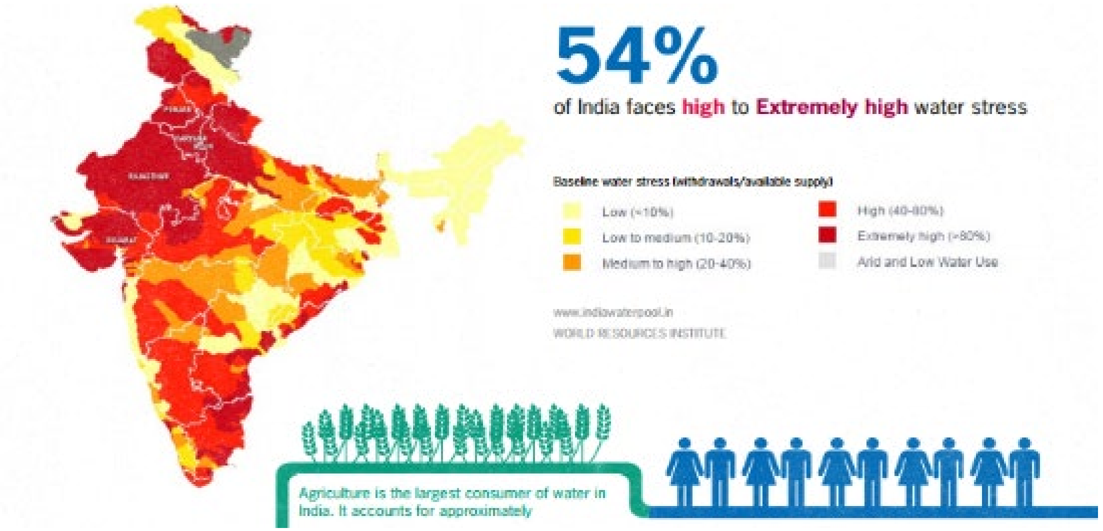
Manufacturing

- 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

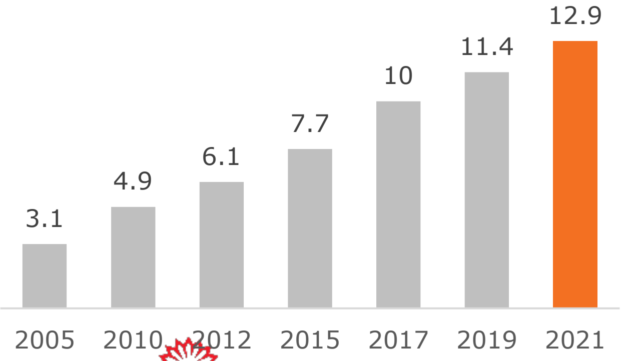
Sales and Marketing

- 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



Coromandel

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

murugappa

Coromandel

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 - Speedfol, Insta, Superia, Ultrasol

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

murugappa

Coromandel Retail: Comprehensive Agri Solutions

~750

Retail Centers

Significant presence in AP, TG, KN; foray into Maharashtra

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: ~47% 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
- Swachch 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)

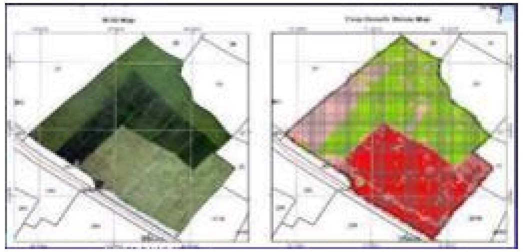
Sales & Marketing / Activation

- Largest Organic marketer in India – 1.7 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

murugappa

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 Swatch Bharat

Coromandel: Converting farmer insights into farmer prosperity

Coromandel

Direct connect with **farmers**

- Deep insight on farmer preferences, cropping patterns, pest incidence, area under cultivation, hyperlocal trends

Customized **Product offering**

- R&D focusing on value added products deeply linked to farmer cropping patterns and insights in target markets

Efficient supply chain

- Trade, own retail and institution with last mile connectivity

Marketing & **Activation**

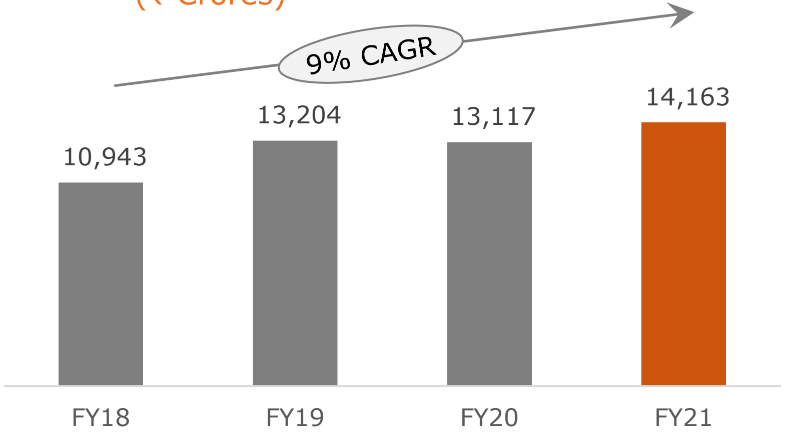
- Educating, disseminating best-in-class package of practices, driving change for higher productivity

Why Coromandel

murugappa

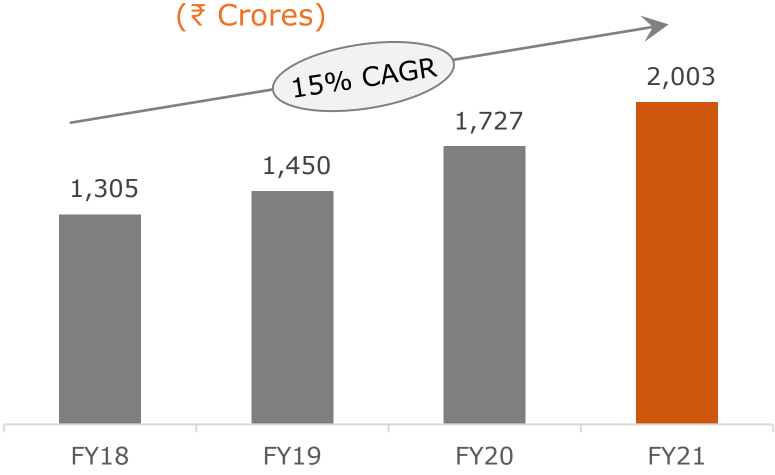
Coromandel: Track record of sustained financial performance

Revenue* From Operations
(₹ Crores)

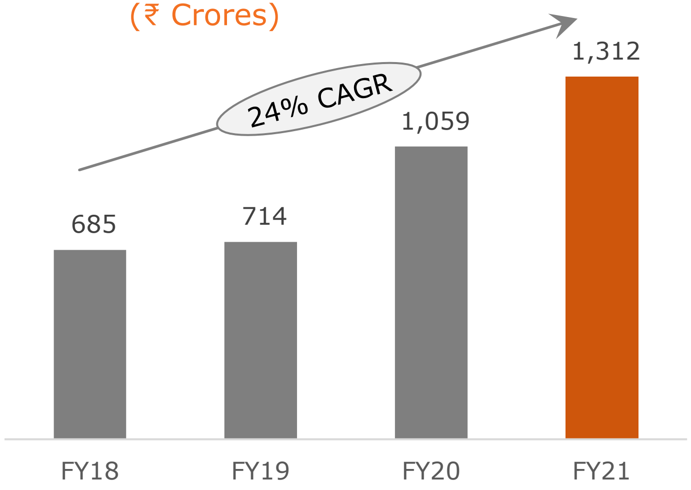


*Fertilizer revenue subject to commodity price movement and subsidy policies

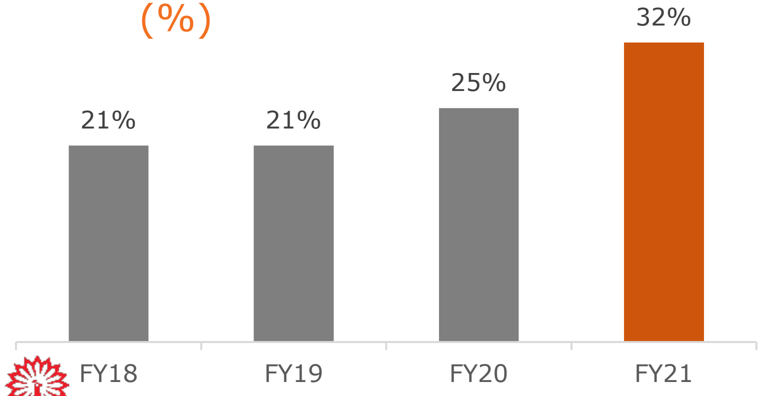
EBITDA
(₹ Crores)



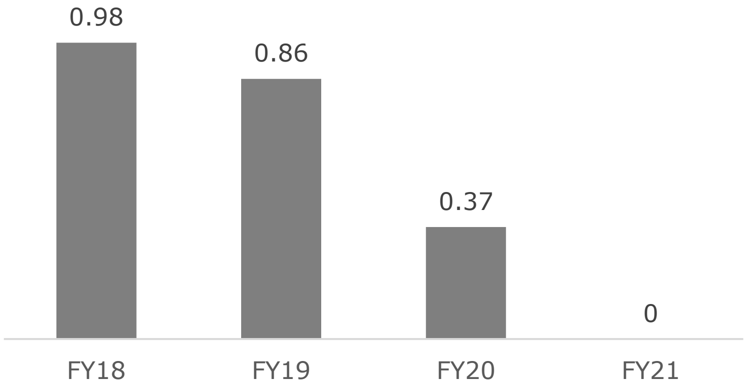
Profit after Taxes
(₹ Crores)



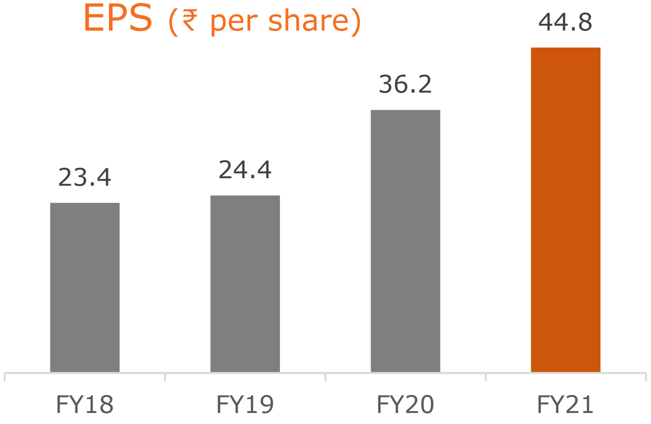
Return on Capital Employed (%)



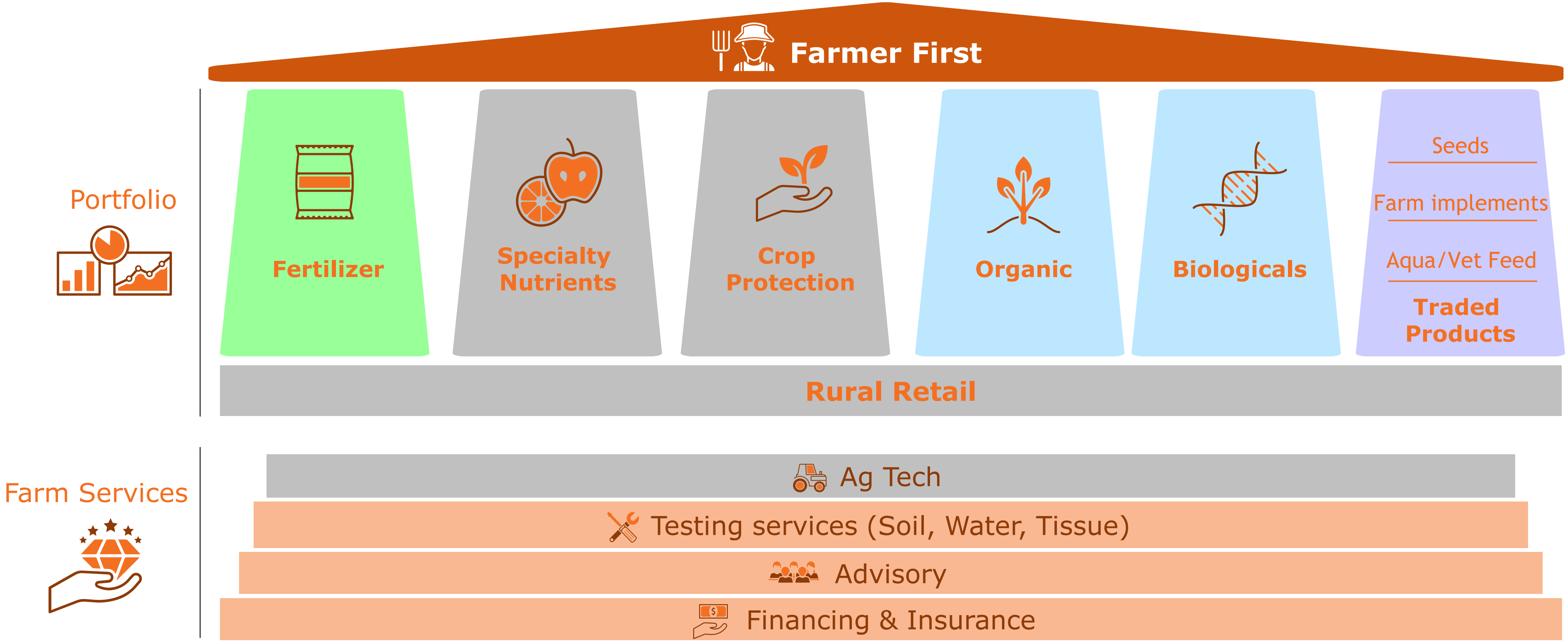
Debt to Equity Ratio



EPS (₹ per share)



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



Large & Stable | Growth Engines | Nascent | Focus Via Retail

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

Bringing smiles to millions of farmers

CIL: Q3 Result Update

Coromandel

Rs. Crs

Parameter	Turnover	EBITDA	PBT	PAT
Q3 21-22	5,100	546	510	382
% Growth	44%	9%	15%	14%
Q3 20-21	3,542	500	445	334

Strong Revenue Growth, Stressed Margin (High RM Prices)

murugappa

Environment: Rainfall & Agriculture

Coromandel

- **NE Monsoon Bountiful: Highest since 1901**
  - **+44% LPA** (31 Dec)
  - **TN +59%, Kar +104%, AP: +40%**
  - Heavy Rains impacted Standing Crop/ Spraying
- Reservoir Level at **119% of LPA** and Same as LY
- Crop sowings: **Up by 1%** from last year
  - Oil Seeds **+23%** - Govt Support
  - Rice **-20%** - Excess Stocks with FCI
  - **Crop Diversification**
- AP/TG (Jan): 29 Lac Ha **(-6%** LY)
  - Rice: -35%, TG (-50%), AP (-8%)
  - TG: Oilseeds **(+50%)**
  - Chilli Crop Damage
- Global Food Price Index
  - Strong demand - **Veg oil & cereals**
  - **Higher Consumption of Fert across Key Markets**
    - **Global Shortages of Fertilizer**

Rabi – All India Sowing Update

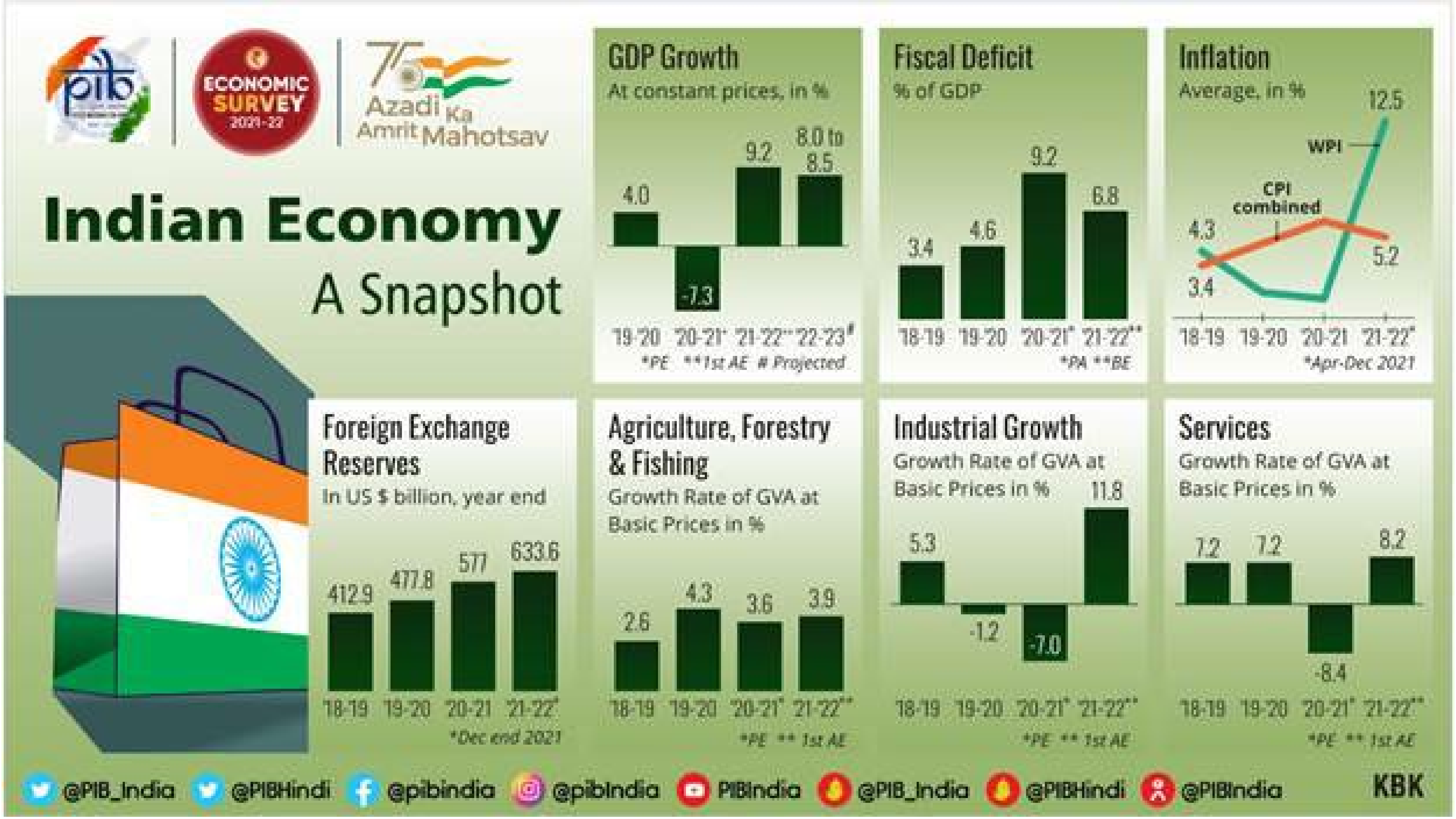
	Sowing (21 Jan) - lakh ha		
	2020	**2021**	**% inc**
Rice	34.9	28.2	**-20%**
Pulse	164.9	166.4	**+1%**
Nutri cereals	52.0	50.1	-4%
Oilseeds	83.2	102.0	**+23%**
Wheat	345.9	342.3	**-1%**
Total	**680.8**	**689.1**	**+1%**

murugappa

India: Record Food grain Production 21-22, Erratic Procurement

FUTURE BY DESIGN AGRI 2.0 IN IT TO WIN IT

Environment: Economic Survey



India - Fastest Growing Big Economy 2021-24

Environment: Budget, Elections and Health

Coromandel

Budget Highlights:

- **Agri:**
  - **Hitech and Digital Services to Farmers (PPP Model)**
  - **Use of Kisan Drones**
  - **Funds for Startups, FPOs, Rental Machinery and Technology**
  - **Crop Diversification:**
    - **Millets, Oilseeds,**
  - **Promoting post harvest value addition: Infra & Logistics**
  - **Ken Betwa Link Project: 9.1 Lakh Hectare**
    - **5 More Project link in Pipeline incl. Godavari-Krishna, Krishna-Pennar**

State Elections:

- **Uttar Pradesh,** Utk, Punjab, Manipur, Goa: Results – **10th Mar**
- **Emphasis on Fertilizer Availability and Prices**

COVID 3rd Wave:

- High number of Cases in January, Peak in Early Feb
- Vaccination drive: Second dose, Teens, Booster dose

Ken – Betwa Link Project
9.1 Lakh Ha in MP and UP (Bundelkhand)

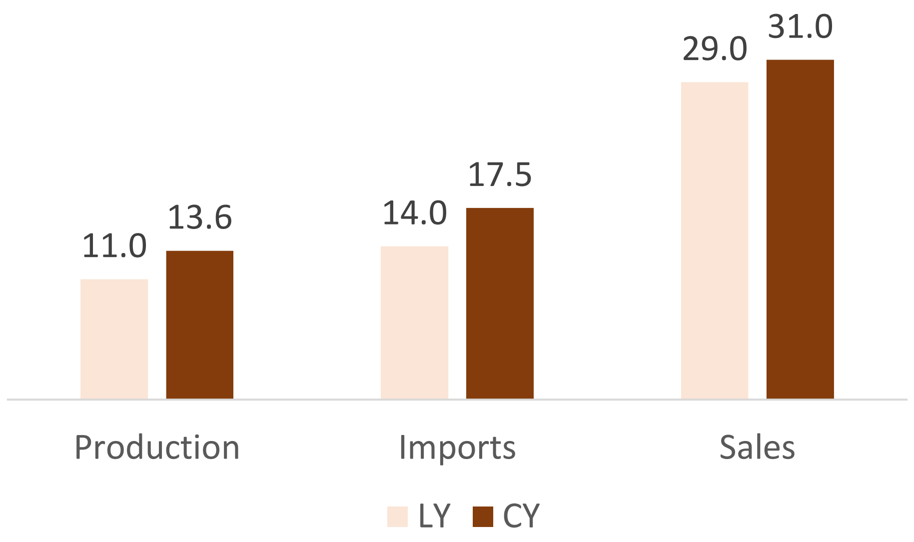
Fertilizer Subsidy Allocation: 1.05 Lk Crores, 42K Crs. (NPK)

murugappa

Industry DAP + Complex Fertilisers: Q3 FY21-22

Qty in Lakh MT

DAP



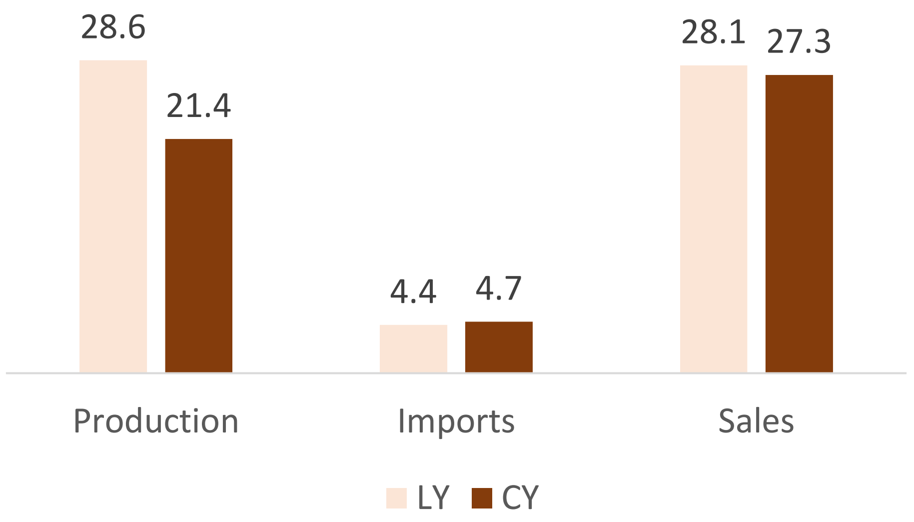
Production growth: **24%**

Imports growth: 25%

Pr Sales growth: 7% (CIL: 23%)

Qty in Lakh MT

NPK



Production growth: -25%

Imports growth: 7%

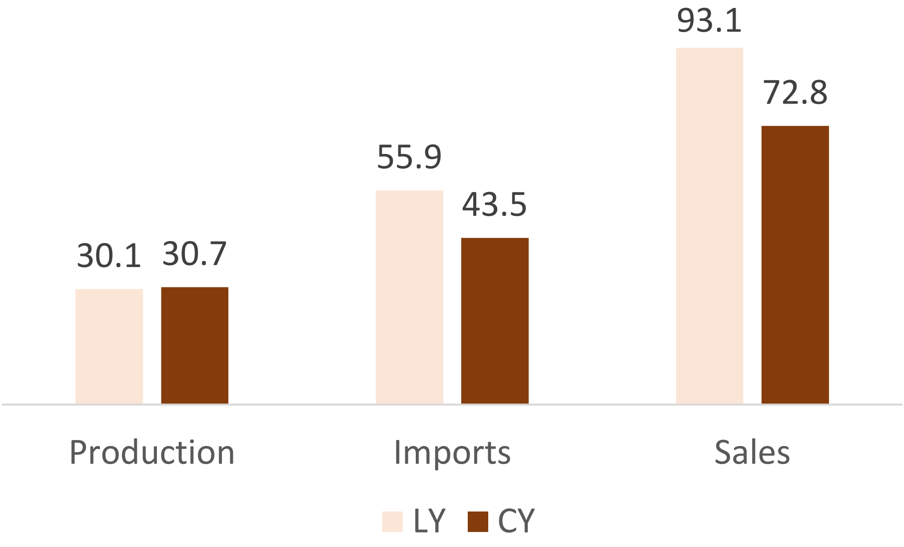
Pr Sales growth: -3% (CIL: -2%)

Source: mfms

Industry DAP + Complex Fertilisers: YTD FY21-22

Qty in Lakh MT

DAP



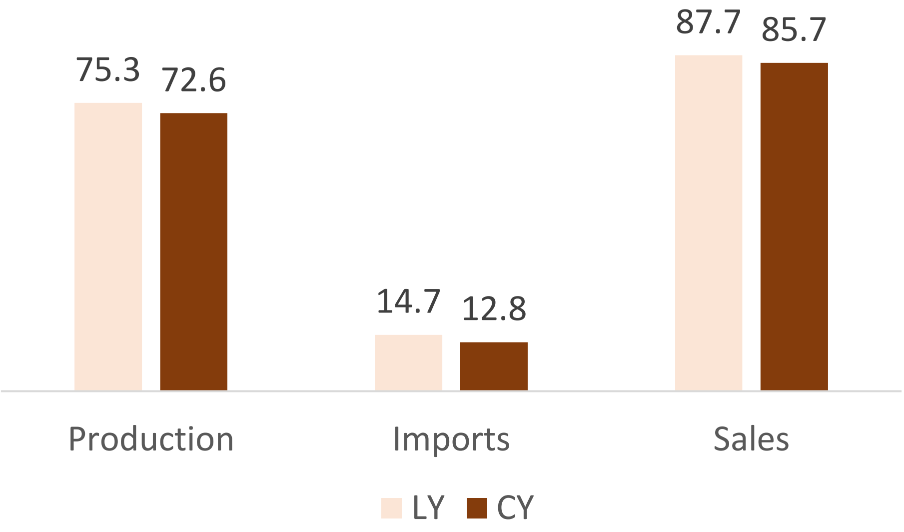
Production growth: **2%**

Imports growth: -22%

Pr Sales growth: -23% (CIL: -17%)

Qty in Lakh MT

NPK



Production growth: -4%

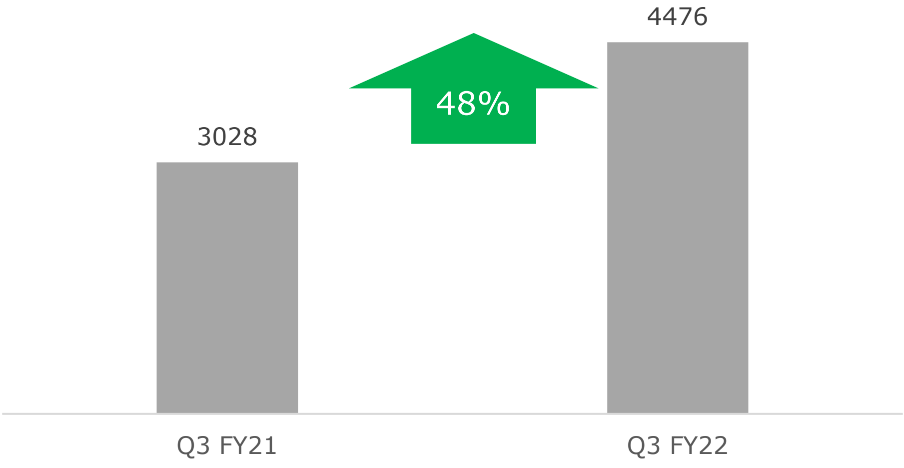
Imports growth: -13%

Pr Sales growth: -2% (CIL: 2%)

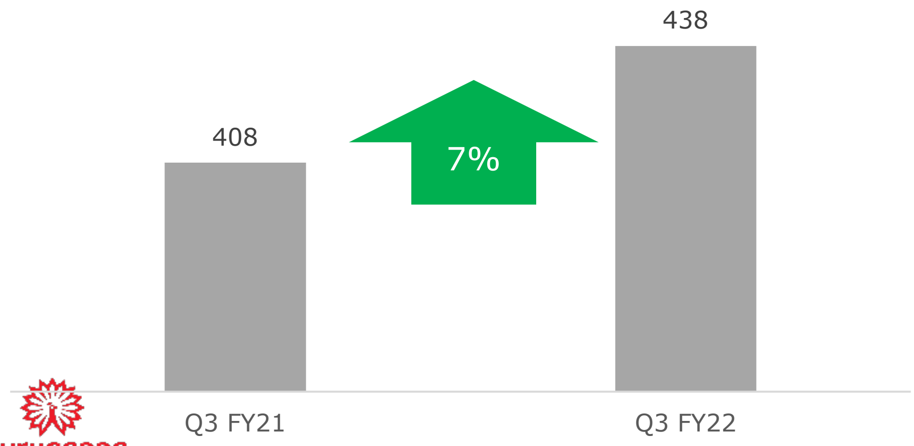
Source: mfms

CIL: Nutrients – Q3

Sales in Rs.Crs



PBIT in Rs.Crs



*Before Un-allocable Expenses

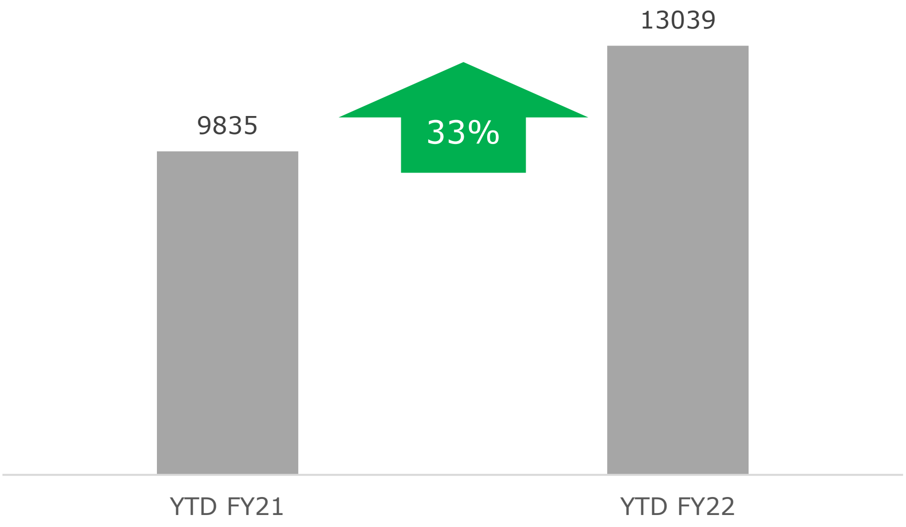
Volume Summary

Vol LMT

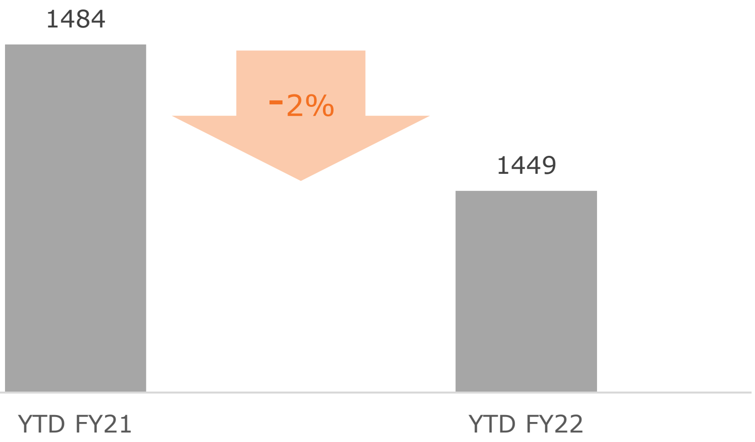
Segment	Q3 FY21	Q3 FY22	Growth
NPK +DAP (Mfd)	7.10	7.54	6%
NPK +DAP (Imp)	1.07	0.72	-32%
NP/NPKs Total	8.17	8.26	1%
Primary Market Share (NP/NPKs)	15%	14%	
PoS Market Share (NP/NPKs)	10%	13%	
Urea	2.76	1.32	-52%
MOP	0.48	0.003	-99%
SSP	1.58	1.86	17%

CIL: Nutrients – YTD

Sales in Rs Crs



PBIT in Rs Crs



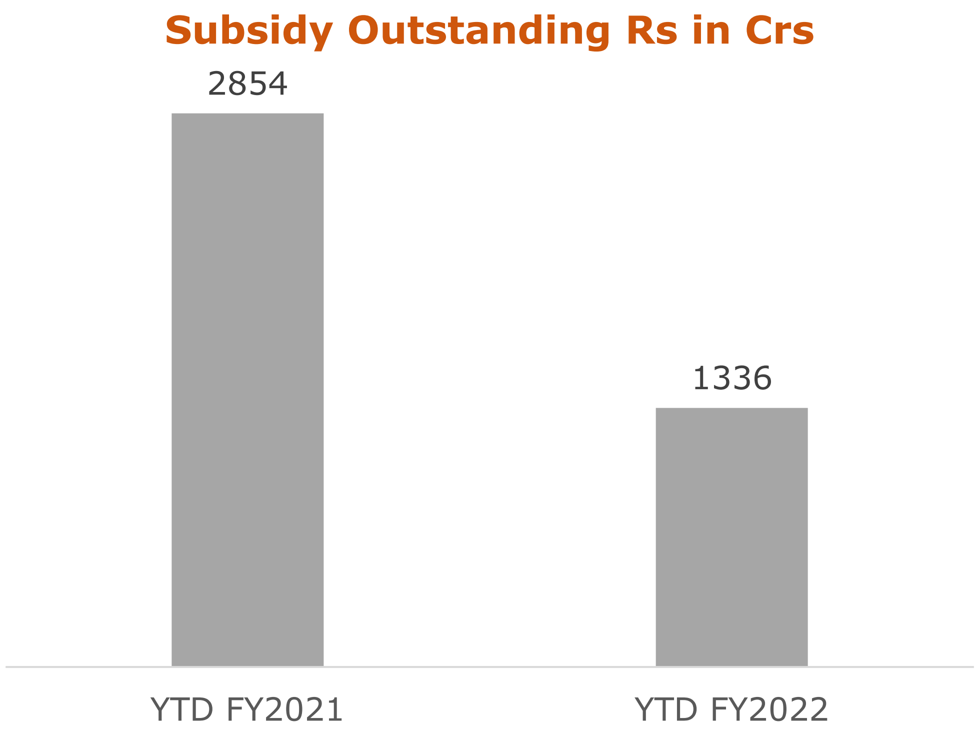
*Before Un-allocable Expenses

Volume Summary

Vol LMT

Segment	YTD FY21	YTD FY22	Growth
NPK +DAP (Mfd)	24.29	24.48	1%
NPK +DAP (Imp)	3.35	2.77	-17%
NP/NPKs Total	27.64	27.25	-1%
Primary Market Share (NP/NPKs)	15%	17%	
PoS Market Share (NP/NPKs)	15%	15%	
Urea	5.28	3.82	-27%
MOP	1.61	0.26	-84%
SSP	4.89	5.97	22%

Subsidy – Q3



Q3: Receipts of Rs. 2,293 Crs. (Rs. 795 Crs. LY)

Nutrient rates (Rs/kg)

	N	P	K	S
20-21	18.789	**14.888**	10.116	2.374
21-22	18.789	**45.323**	10.116	2.374
% chg	**0%**	**204%**	**0%**	**0%**

- Rollover of Increased subsidy rates for P under NBS Policy
  - **Special Package** for DAP (Rs 438/ bag) and **Select Grades of NPK** (Rs. 100/Bag)

Mitigation by Govt support through NBS revision and Special Package

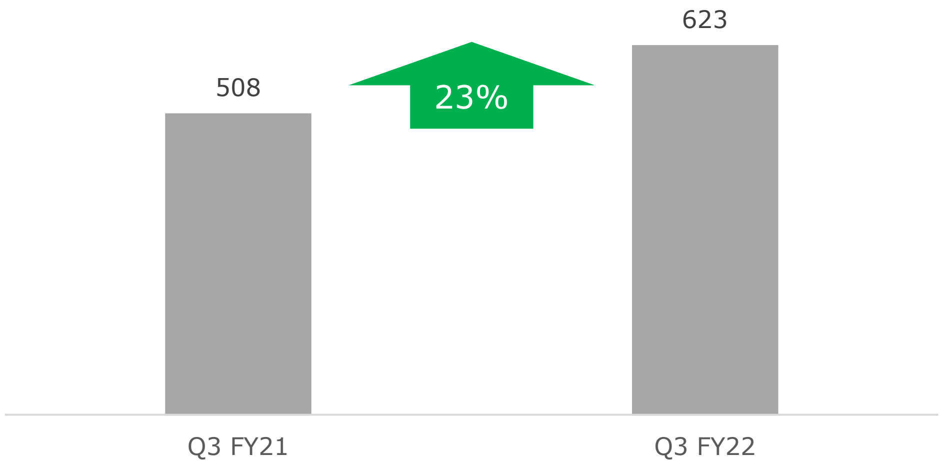
New Product Launches YTD

Gro Shakti Plus - Nutrient

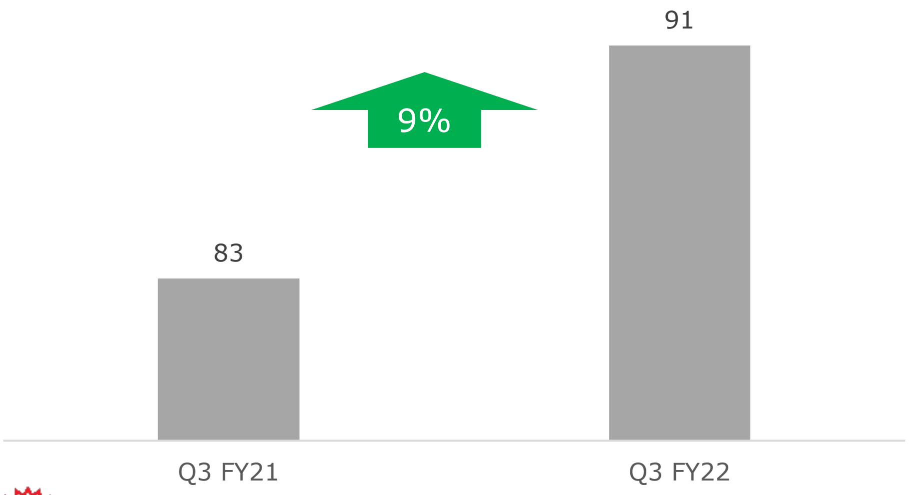
6 New Products - CPC

CIL: Crop Protection – Q3

Sales in Rs.Crs



PBIT in Rs.Crs

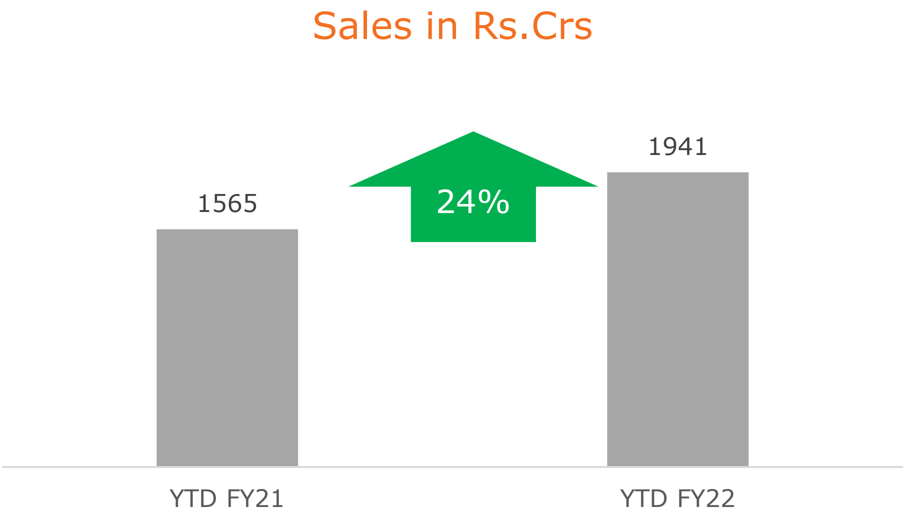


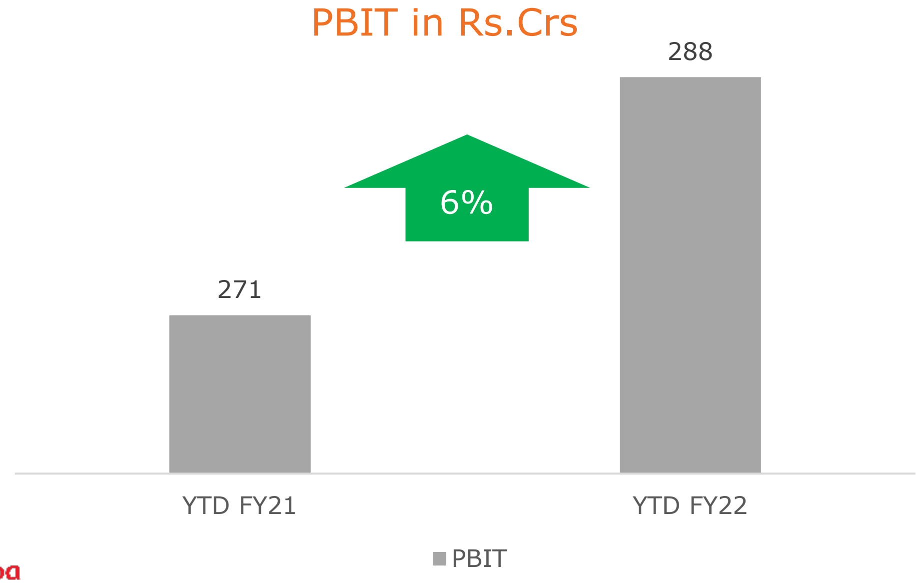
In Rs. Crs.

Market	Q3 FY21	Q3 FY22	Growth
Domestic	316	350	11%
Exports	192	273	42%
Total	**508**	**623**	**23%**

*Before Un-allocable Expenses

CIL: Crop Protection – YTD





*Before Un-allocable Expenses

In Rs. Crs.

Market	YTD FY21	YTD FY22	Growth
Domestic	1051	1201	14%
Exports	514	740	44%
Total	**1565**	**1941**	**24%**

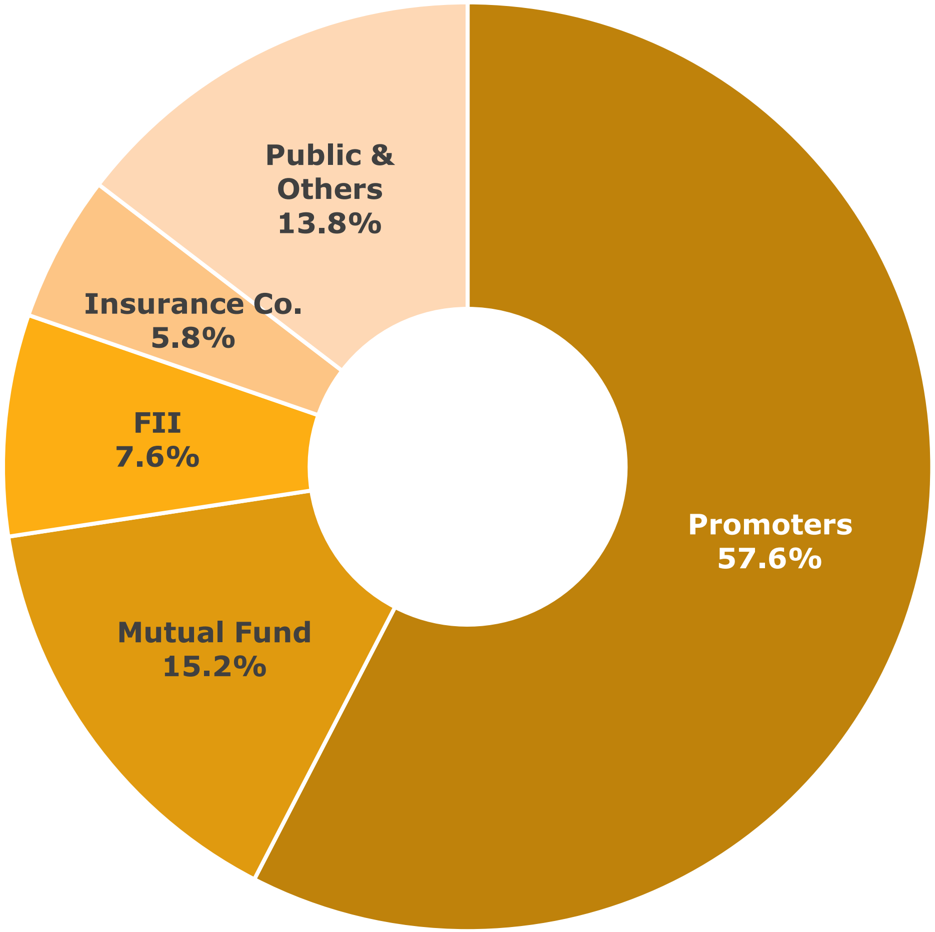
CIL: Consolidated P&L – Q3, YTD

Coromandel

Q3 LY	YTD LY	P&L(Summary)	Q3 CY	YTD CY	Gr% Q3	Gr% YTD
3,542	**11,385**	**Revenue from Ops**	**5,100**	**14,952**	**44%**	**31%**
757	2,550	Gross Margin	808	2,572	7%	1%
21%	22%	GM %	16%	17%		
248	758	Other Expenses	256	784		
500	**1,756**	**EBIDTA**	**546**	**1,775**	**9%**	**1%**
14%	15%	EBIDTA Margin %	11%	12%		
42	126	Depreciation	43	127		
4	36	Interest	-14	-34		
445	1,567	PBT	510	1,656	15%	6%
13%	14%	PBT %	10%	11%		
334	**1,173**	**PAT**	**382**	**1,239**	**14%**	**6%**
9%	10%	PAT %	7%	8%		

murugappa

Share Holding Pattern – 31st Dec 2021



- Promoters:
  - EID Parry: 56.42%
  - Individual/HUF: 0.65%
  - Trust/Corporate Bodies: 0.51%

- Top Domestic Institutional Holdings:
  - Kotak Mutual Fund
  - DSP Mutual Fund
  - LIC India
  - UTI Mutual Fund
  - ICICI Prudential Life Insurance Ltd.

- Top Foreign Institutional Investors
  - Govt Pension Funds (Global)
  - Vanguard
  - MIT
  - DFA
  - Kotak

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**

murugappa

Achieving **Income Security and Farm Sustainability**

Coromandel……Bringing Smiles to the Farmers

Corporate Office:
Coromandel International Ltd.,
Coromandel House, 1-2-10, SP Road
Secunderabad, Telangana 500003

For Investor Relations, contact:
Ms Jayashree Satagopan
JayashreeSatagopan@coromandel.murugappa.com
Mr Saurabh Jain
JainS1@coromandel.murugappa.com
Phone no: 040 6699-7300