



# Investor Presentation Q4 FY 23

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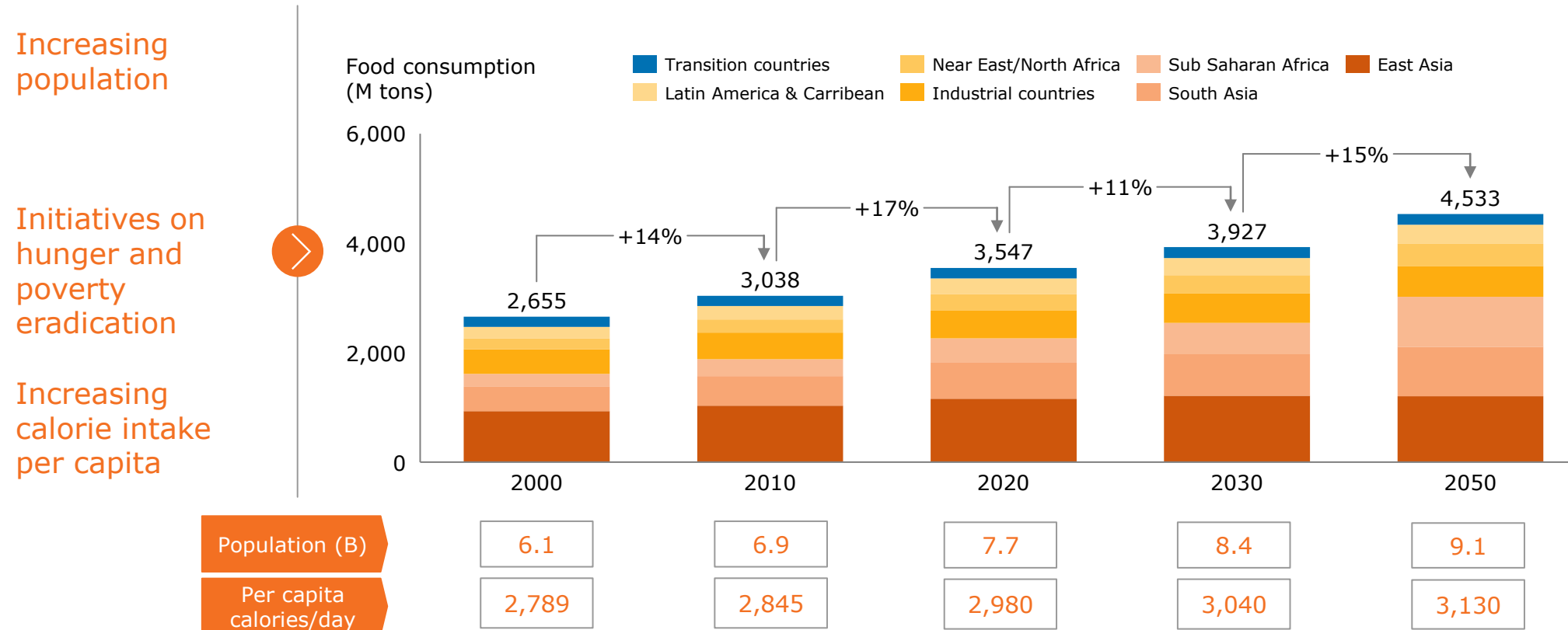




## Agriculture Industry: The Opportunity Ahead

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

## Strong increase in food demand expected



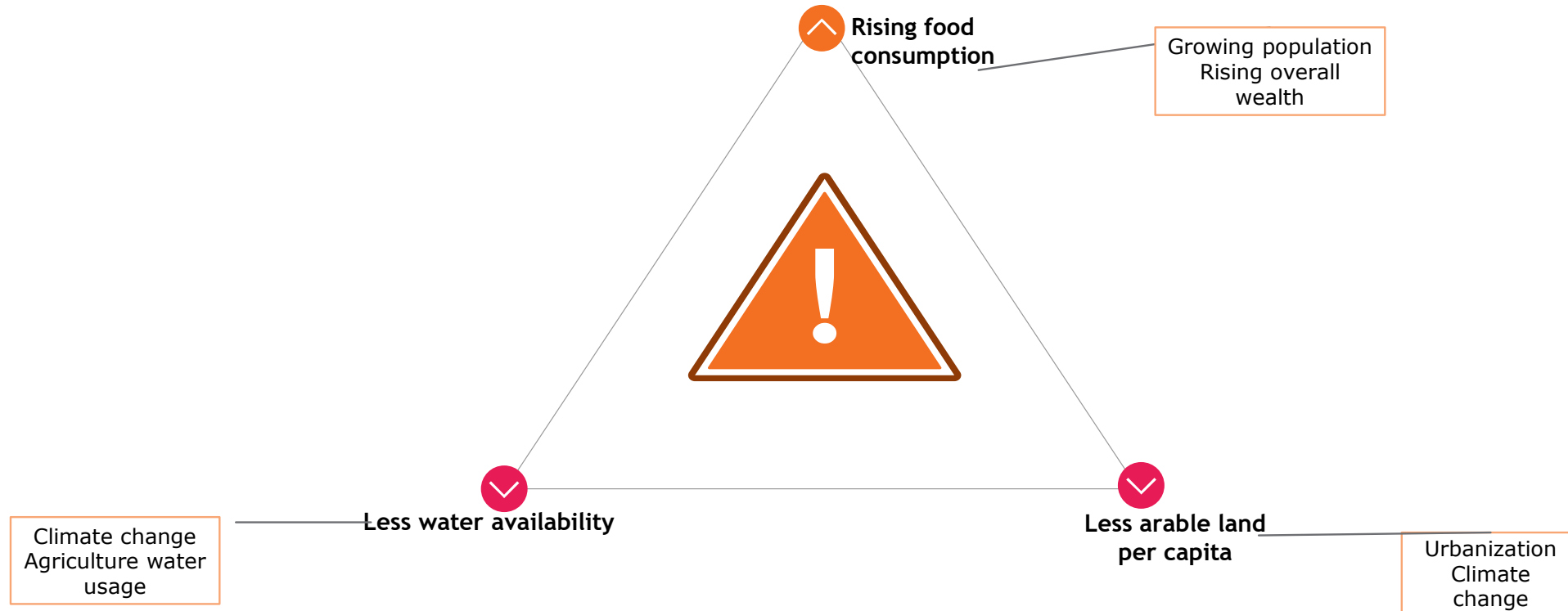
India, Africa, South East Asia and Australia emerging as new food bowls

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

## Global Agri trend:

# Rising consumption & resource exhaustion (Natural resource Pressure)

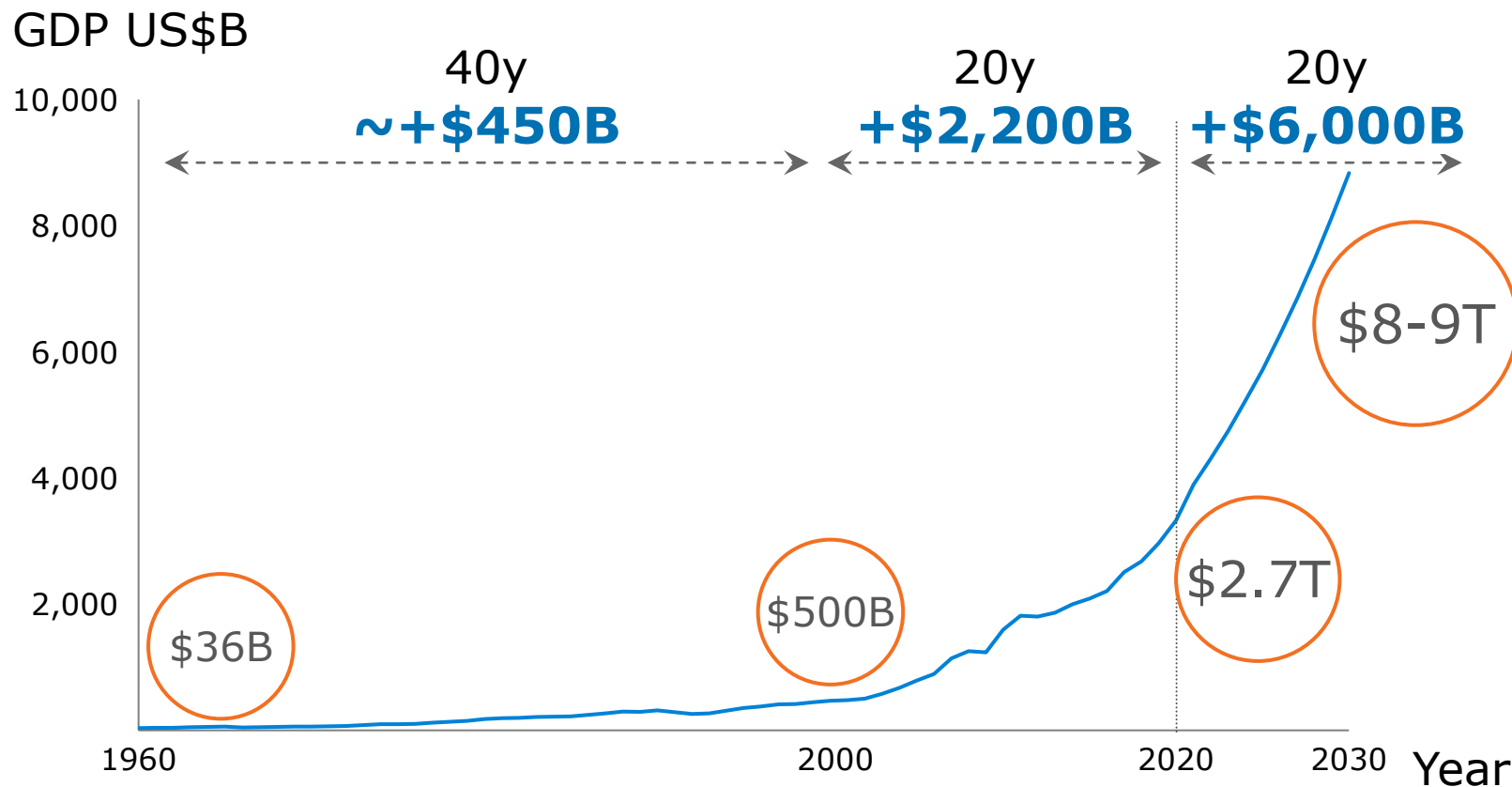
Combined with non-ceasing **water and land scarcity** seen leading to **Natural Resource pressure triangle**



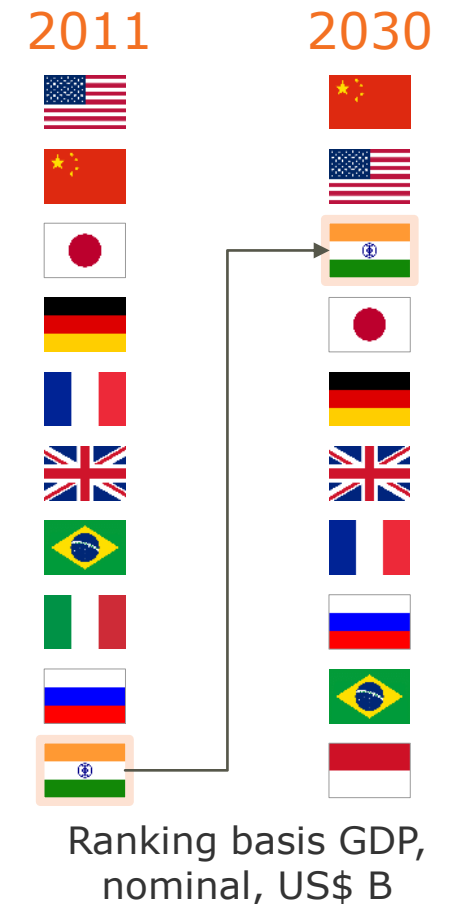
**Pressure on improving the agri productivity**

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

# India: A decade of accelerated growth ...



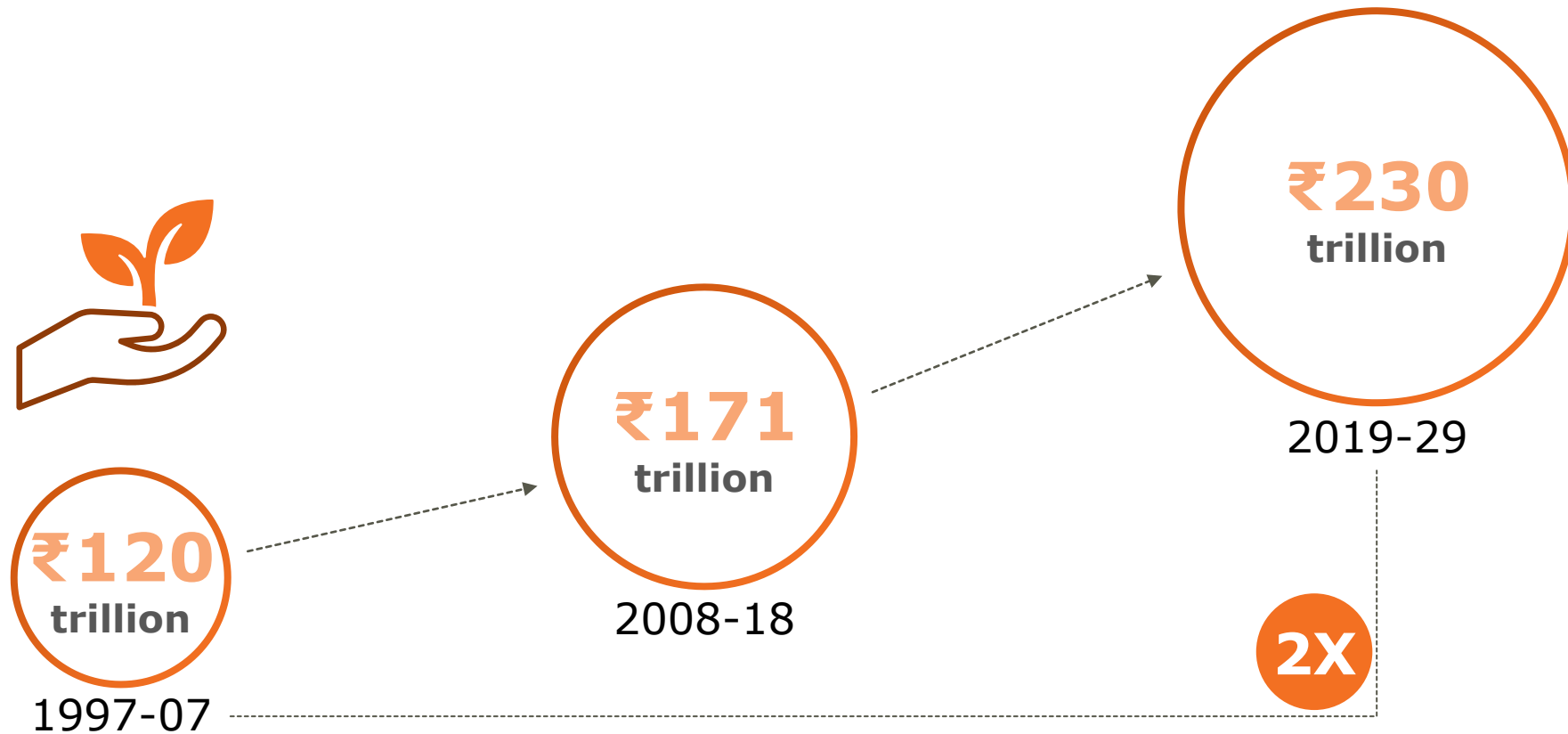
**India expected to be 3<sup>rd</sup> largest economy**



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

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

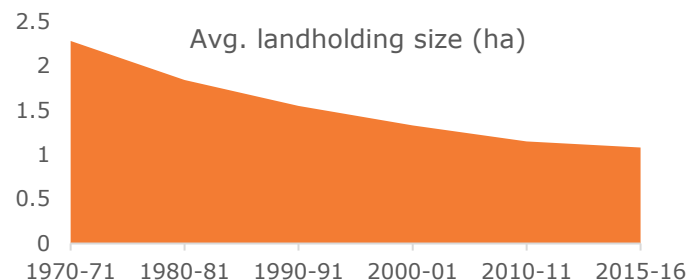
— Gross value added by Agri sector (cumulative) —



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

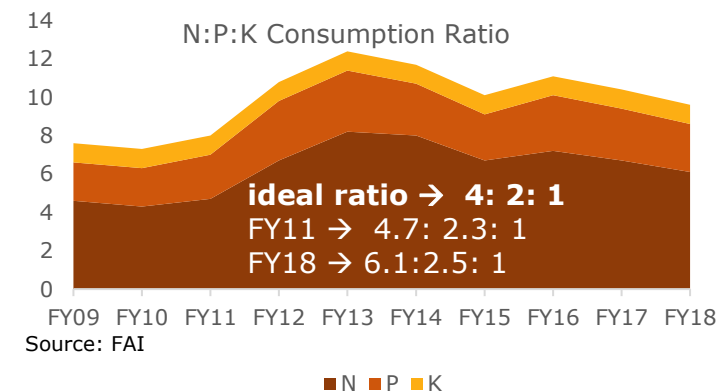
# India: The opportunity and imperative for value creation in Agri sector over the next 10 years are large...

## Falling per capita land holding

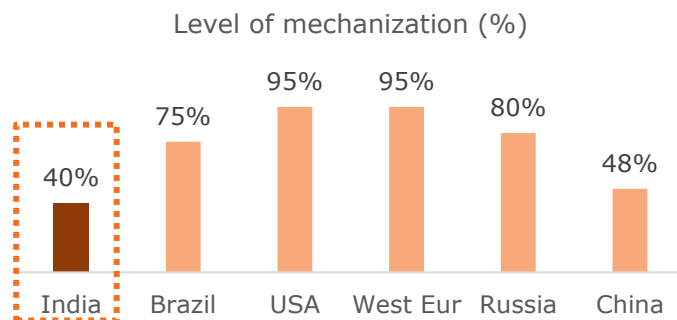


Source: Ministry of Agri

## Imbalanced Nutrient Usage

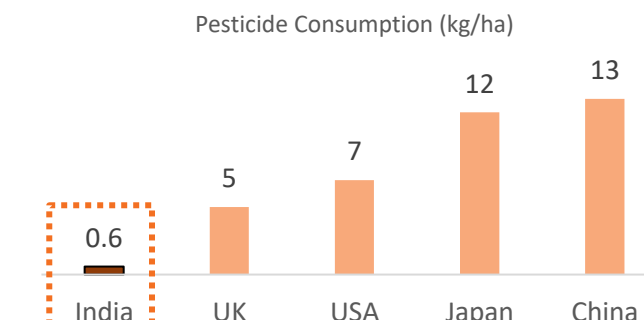


## Low Mechanization



Source: World Bank, FAO

## Low Crop Protection consumption



Source: FICCI

Mega Growth Opportunities for bridging the productivity gaps



# 8 global agri trends : Impact on India

## Rising pressure on natural resources



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

## Changing dietary preferences



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

## Evolution of farm holdings



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

## Farm labor shortages



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

## Continued importance to Political economy



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

## Rise of digital farmers



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

## Farm Tech advancements



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

## Evolution of logistics



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

# Trends opening up significant opportunities for Agri cos



## Implications

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





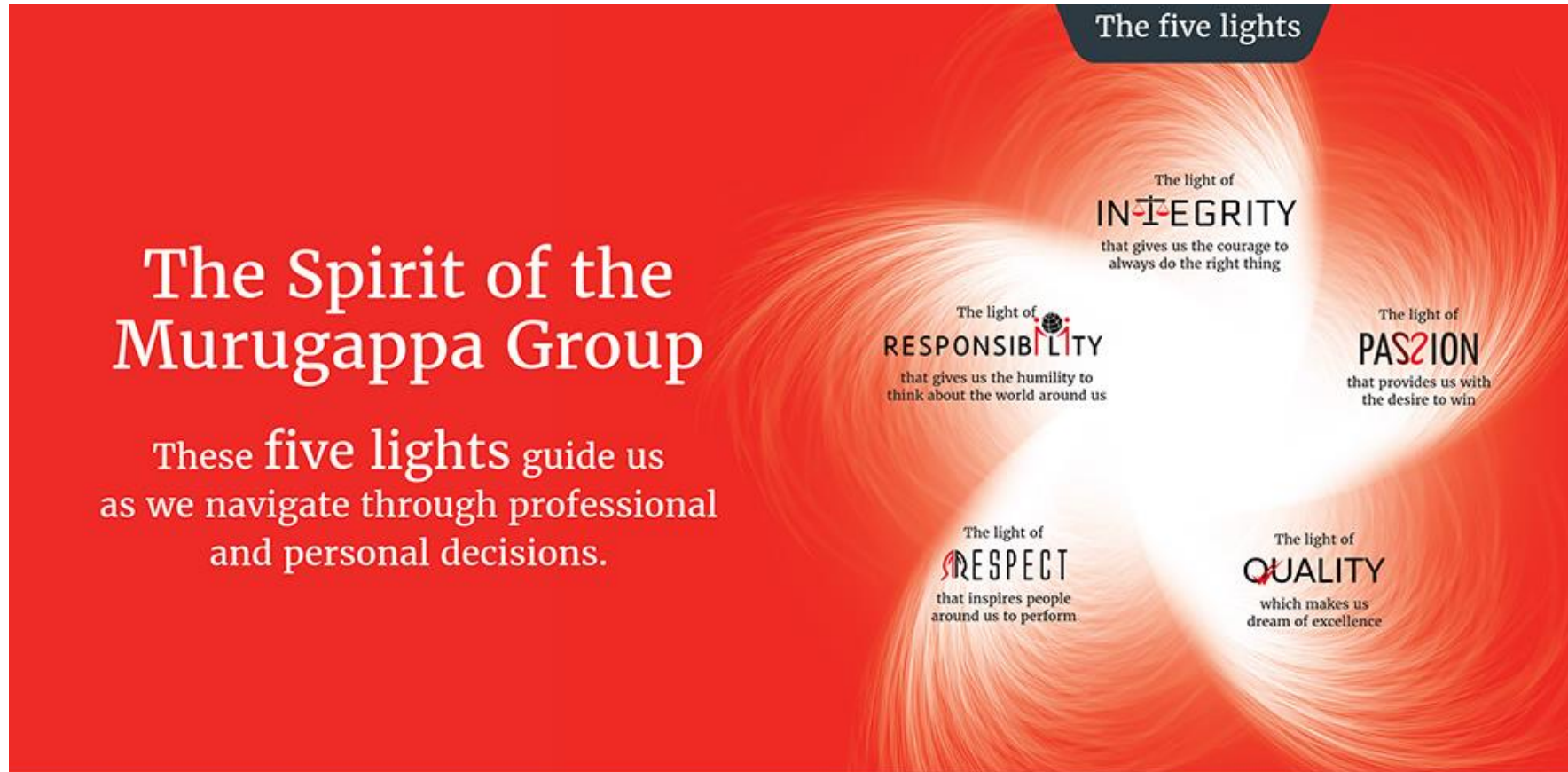
## TRANSFORMING AGRICULTURE CHANGING LIVES

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

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

## Coromandel: Transforming Indian Agriculture

# Coromandel: Strong Governance Structure



Eminent Board



Professional Management



Engaged employees



# Coromandel: a strong, responsible company

## Key Facts :

- Turnover: **Rs. 298 billion** (FY23)
- Market Cap: **Rs. 258 billion** (31<sup>st</sup> March 2023)
- Strong credit rating: CRISIL Ratings: Long Term - CRISIL **AAA/Stable**; Short Term - CRISIL **A1+**
- Net cash surplus
- **~5000** employees & ~8000 contract staff



STRONG BRAND EQUITY



COST EFFECTIVE  
MFG.& SUPPLY CHAIN



DOING IT RESPONSIBLY



BRINGING PROSPERITY  
TO 3M+ FARMERS

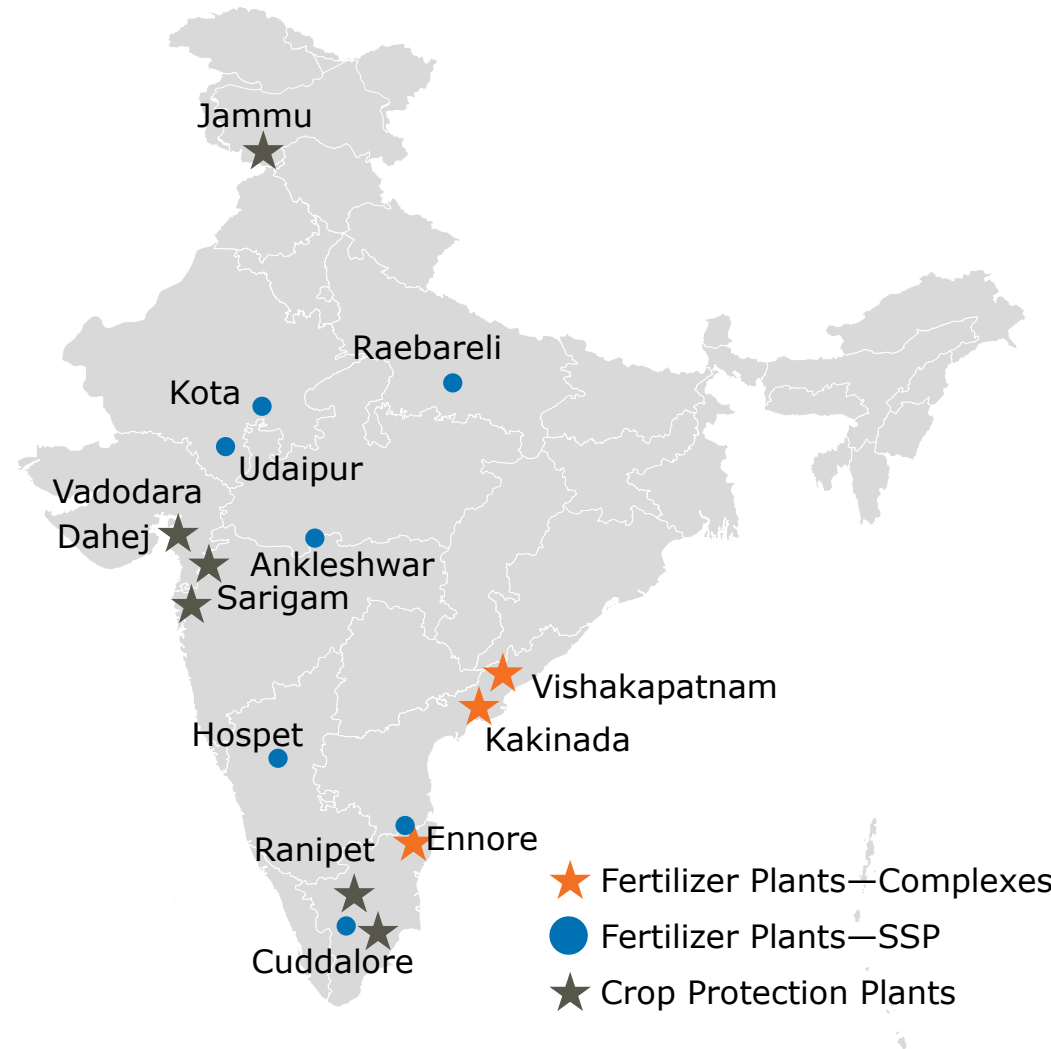


TECH and R&D FOCUS



# Coromandel: India footprint

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



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



## Farmer First

### Portfolio



**Fertilizer**



**Specialty  
Nutrients**



**Crop  
Protection**



**Organic**



**Biologicals**



Seeds  
Farm implements  
Aqua/Vet Feed  
**Traded  
Products**

### Rural Retail

### Farm Services



 Ag Tech

 Testing services (Soil, Water, Tissue)

 Advisory

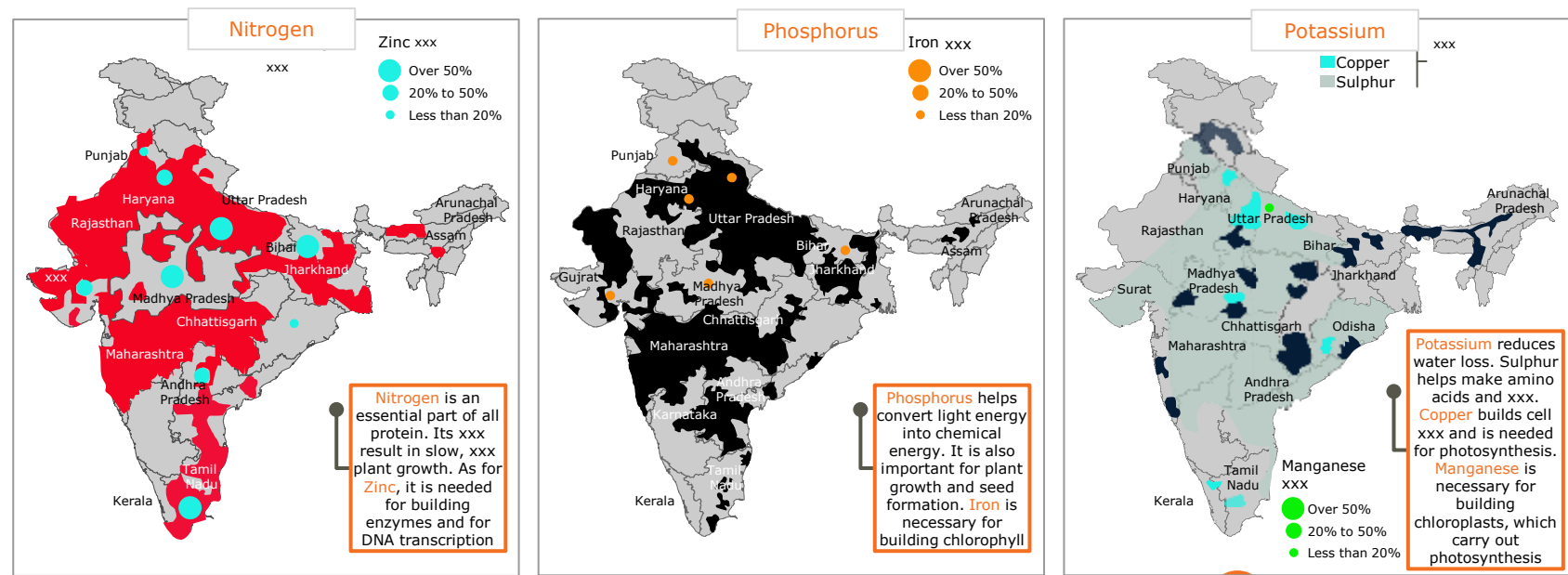
 Financing & Insurance

A 'Farmer First' winning business model

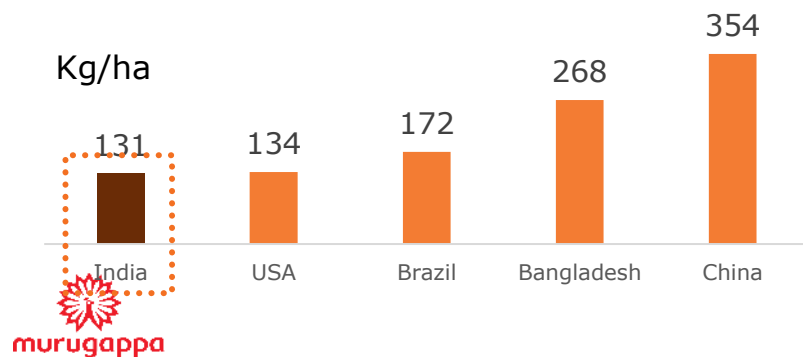
**Business Wise Highlights**

# Fertilizer: Opportunity to address nutrient imbalance

## Widespread Soil Deficiency

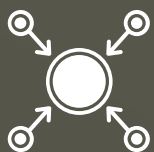


## Low Nutrient Usage



Best placed to capture this opportunity

**Coromandel**



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 ...



The image shows a Soil Health Card form. It includes a header with the Government of India logo and the text 'Soil Health Card'. Below this, there are sections for 'Farm Details' (Name, Address, Phone, etc.) and 'Soil Test Results' (pH, Nitrogen, Phosphorus, Potassium, etc.). There is also a section for 'Soil Sample Details' (Location, Date, etc.). The form is designed to be filled out by farmers or agricultural officials to monitor soil health and recommend appropriate fertilizers.

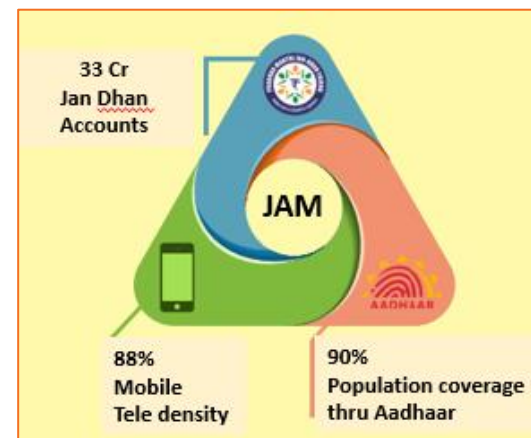
- Scheme started in 2015 by Government of India
- Soil health cards issued every two years—**140 mil farmers** covered

## 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



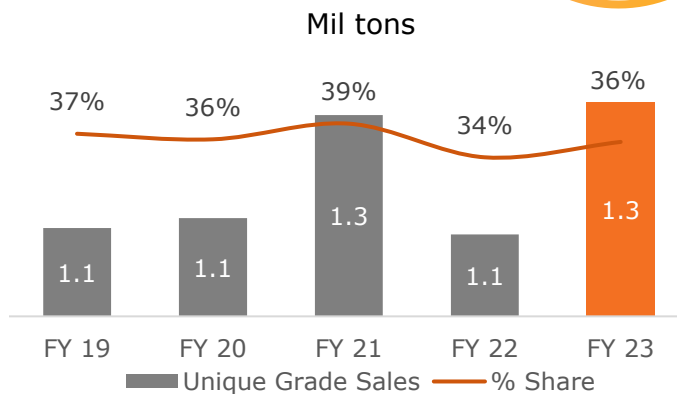
- **Self sufficiency in Urea**—Additional 6-7 million ton capacity
- **P&K**—Ensuring **distribution flexibility** for domestic manufacturers
- **SSP**—Addressing **quality** issues
- Lower **corporate tax rates** to boost investment

# Coromandel Fertilizer: Highlights

## Differentiated Product Offering



**36%**  
unique  
share



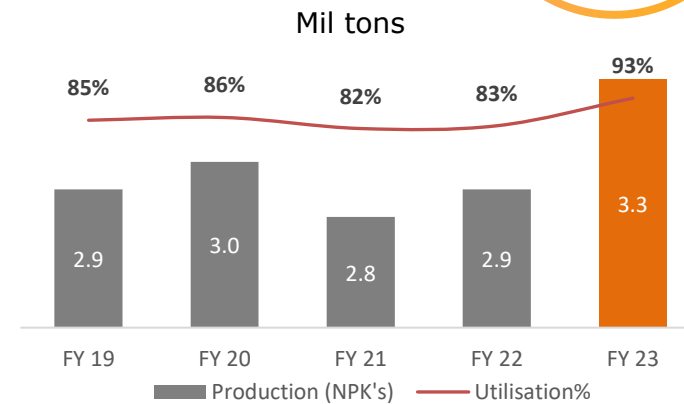
- 13 products catering to farmer needs
- Quality focus - Quick Test Kit
- Collaboration with IIT Bombay Monash, IIT Kharagpur, pilot farms initiatives for new R&D



## Efficient Manufacturing



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

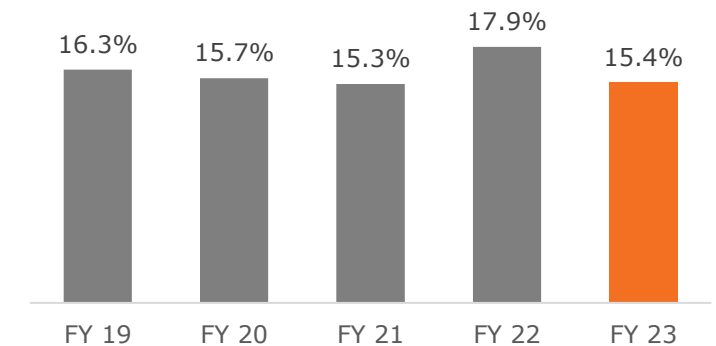


- Strong cost positioning - upstream integration
  - Strategic tech tie-up with global players
  - JVs for Phos. acid security
  - Utilization: NPK Plants
- \*Lower in FY2021 due to COVID Pandemic

## Winning in Markets



**15.4%**  
Market  
share



- 2<sup>nd</sup> largest Phosphatic marketer in India
- Largest SSP marketer - ~15% market share
- Best in class agronomists & market development team (~300)

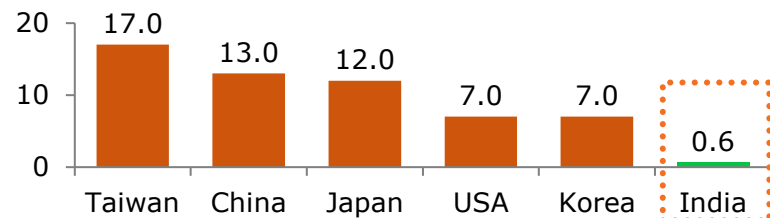


# Crop Protection: Market opportunity large

## India ... massive potential exists

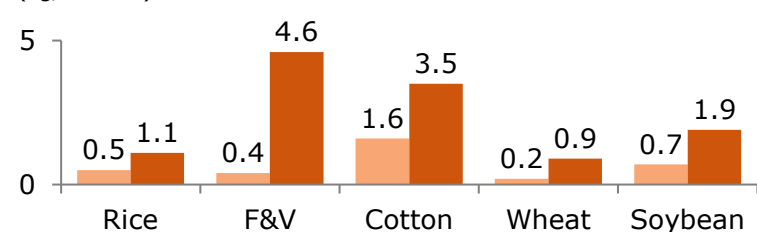
### India – Consumption lowest in world

Pesticide consumption  
(kg/hectare)



### Consumption across crops significantly lower

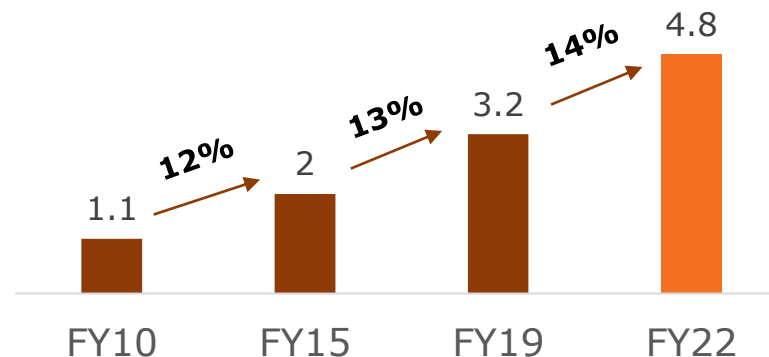
Pesticide consumption  
(kg/hectare)



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

## Exports slated to grow at 10% CAGR

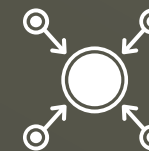
Bn USD



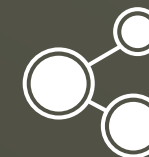
### India – Unique advantages to boost exports:

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

Best placed to capture this opportunity



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



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

# Coromandel Crop Protection: Highlights



**Large**

Crop protection company in India

**80,000+**

Tons per annum manufacturing capacity from 6 plant locations

**10,000+**  
dealers

Presence across

**~60+**

brands based product portfolio sold across ~81 countries

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

China desk for sourcing security

## Key Strengths

### Product Offering

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



### Manufacturing

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



### Sales and Marketing

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



# Coromandel Biologicals: Highlights



**No.1**

Azadirachtin  
manufacturing  
facility in the  
world



**60%**

Export share

State of the  
art  
laboratories

## Key Strengths



### New Product development

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



### Manufacturing

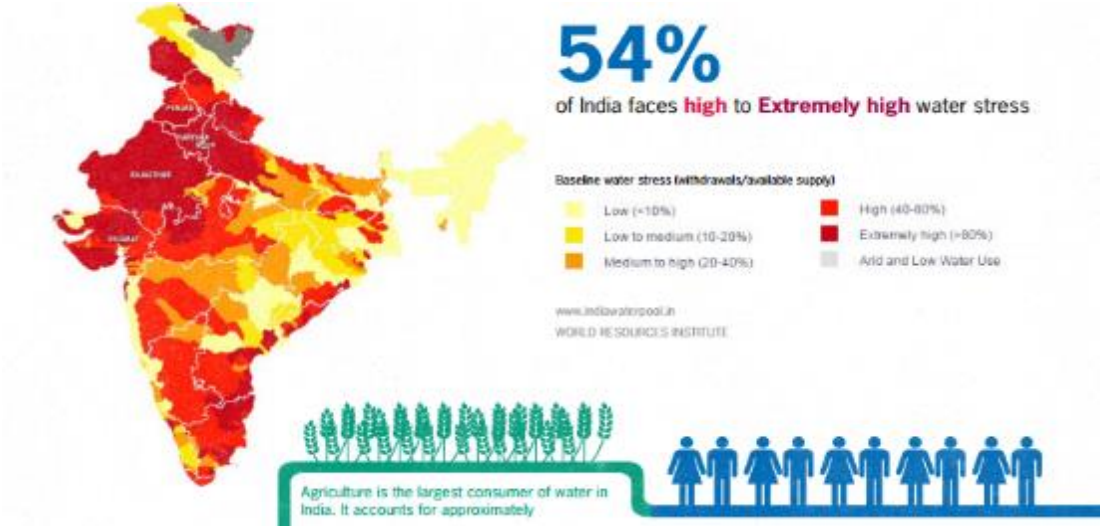
- Manufacturing facility in Cuddalore, TN
- Highest purity and best in class stability at plant - 2 yrs shelf life
- Mfg. process: Aflatoxins < 50ppb vs European norms of 100 ppb
- Global Organic certifications: DNV, IMO



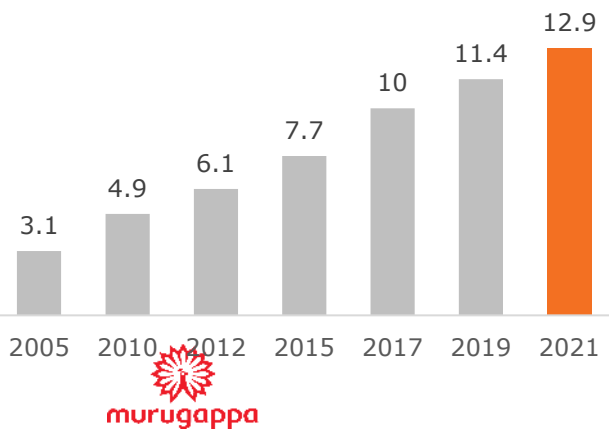
### Sales and Marketing

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

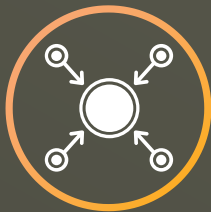
# Specialty Nutrients: Market opportunity large – micro irrigation, secondary & micro nutrients



Potential: 69 mil Ha  
Current coverage: 12.9 mil Ha



Best placed to capture this opportunity



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



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



Scope to scale up consumption of Water soluble Fertilizers

# Coromandel Specialty Nutrients: Highlights



## Market leaders

In WSF & Sulphur segments

## Activation

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

Improving share of

## Focus Products

**Strong R&D**

Unique product development  
Crop specific offerings

## Key Strengths



### Product Offering

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



### Sourcing & Manufacturing

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



### Sales and Marketing

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



# Coromandel Retail: Comprehensive Agri Solutions



**~750**

Retail Centers

Significant presence in AP, TG, KN

**ONE**

Stop Shop for Agriculture needs

Convergence of Products & Services



**3 million +**

Farmers - Direct connect

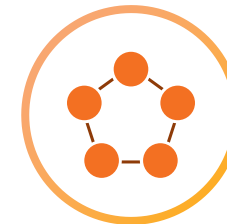
Farmer driven insights

## Key Strengths



### Key achievements

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



### Comprehensive Agri solutions

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



### Consumer Connect

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

# Coromandel Organic: Highlights



## No.1

Organic fertilizer  
marketer in India

### Growth drivers for future

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

## Key Strengths



### Product Offering

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



### Sales & Marketing / Activation

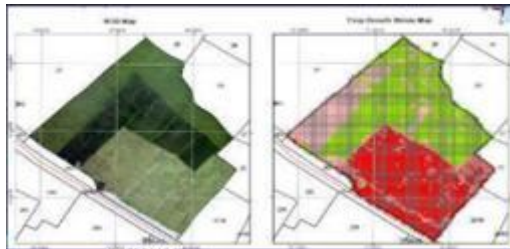
- **Largest Organic marketer** in India – >2.0 Lac tons annually
- **Strong activation focus**: Tie-ups with Agri universities and organic farms
- **Soil health testing** services for farmers

# Coromandel AgTech: Successful forays

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



Stress Map



Soil pH



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



**Crop advisory** provided to farmers based crop diagnostics results



Timely interventions enhancing farmer prosperity



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



# Coromandel: Leveraging Technology for Farmer Prosperity



~50,000 soil tests carried out annually



Farm advisory through Scientists' panel



Gromor **Nutrient Manager** based nutrients recommendations



Hiring Farm machinery through **Custom Hiring Centers**



Developing superior **delivery mechanisms - Injectables**



**E kiosks** for improving reach & product delivery

# Coromandel: Focus on Sustainable development

## Bird's Paradise



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

## Green Belt



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



# Coromandel CSR: Doing it responsibly

## Healthcare Initiatives



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

## Girl Child Education Scheme



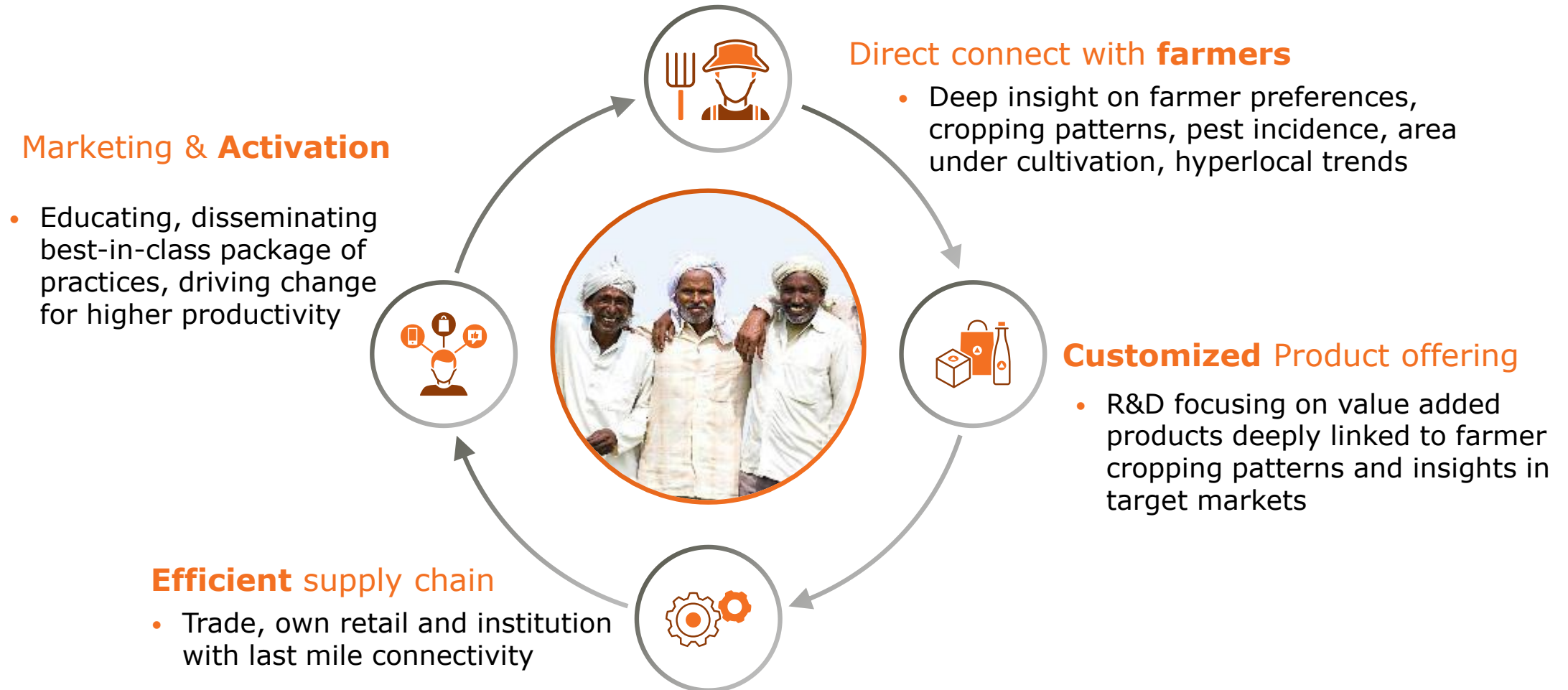
- Girl Child Education Scheme has touched 16K+ children and counting
- More than 5K girls benefited through scholarships

## Community Development



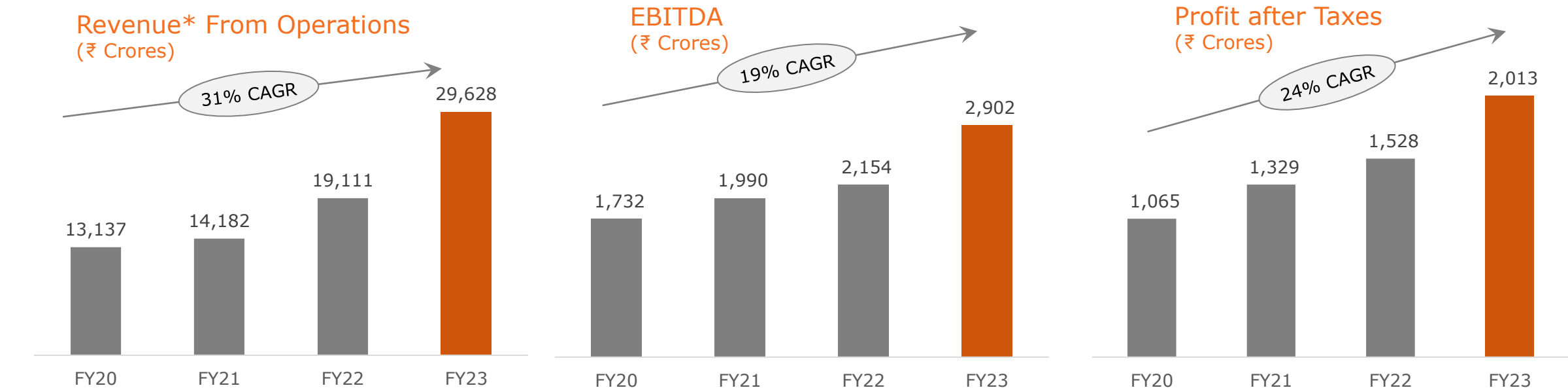
- Community development initiatives focussed on creating employment opportunities: Computer skills, Tailoring training
- Toilet construction under Swachh Bharat

# Coromandel: Converting farmer insights into farmer prosperity

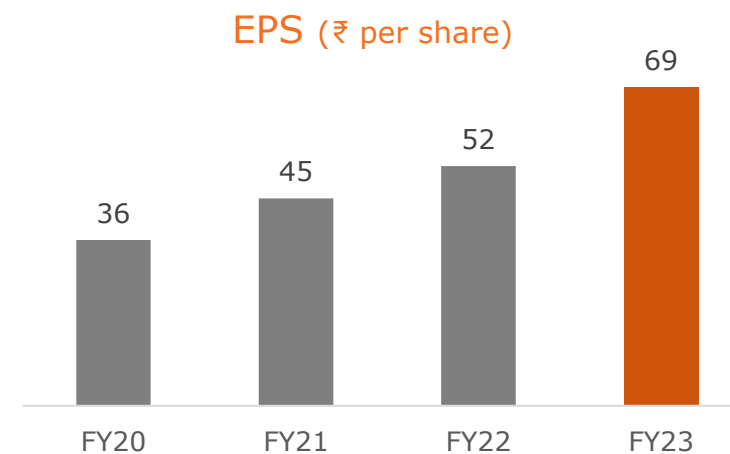
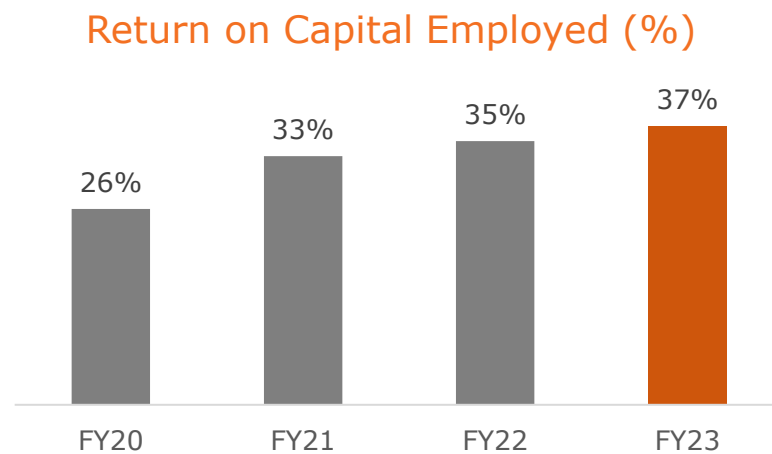


## Why Coromandel

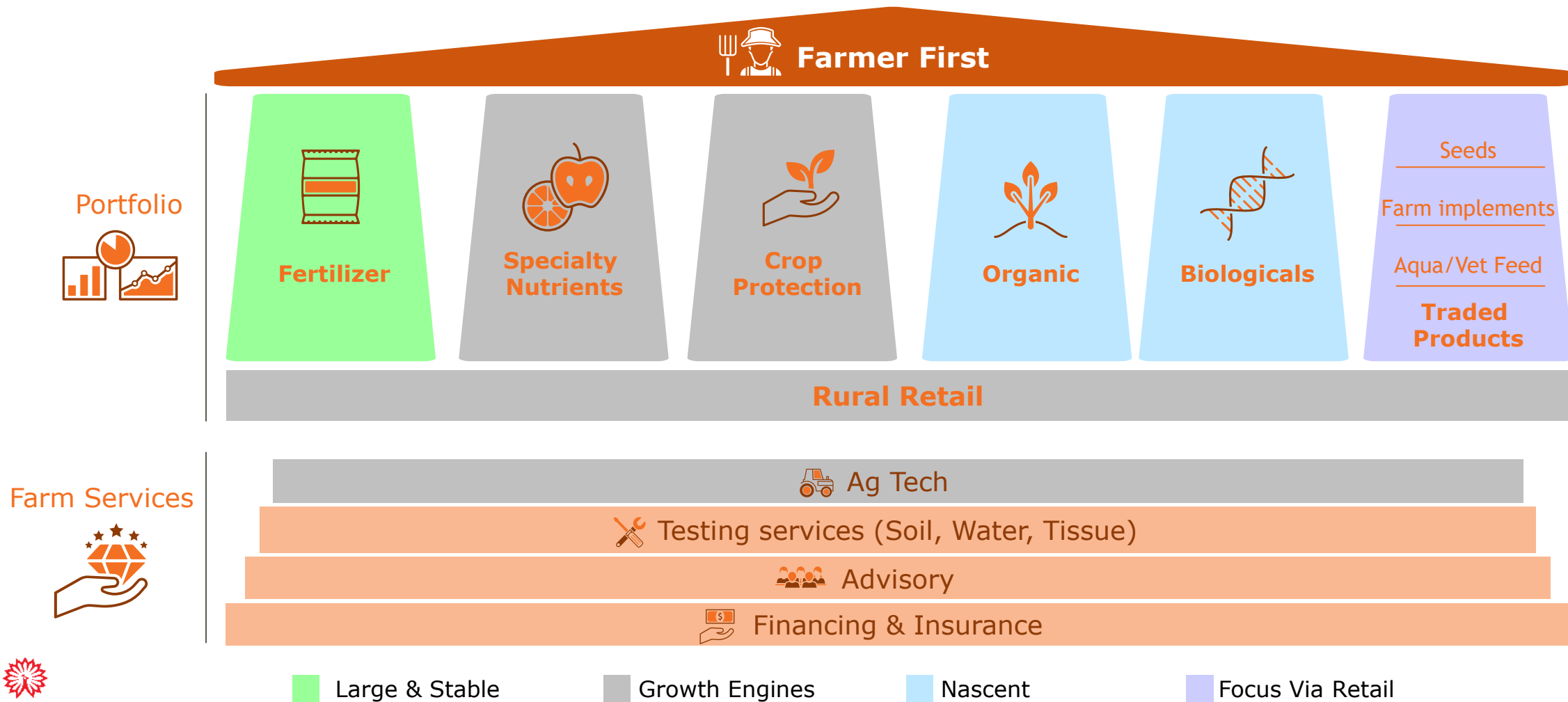
# Coromandel: Track record of sustained financial performance

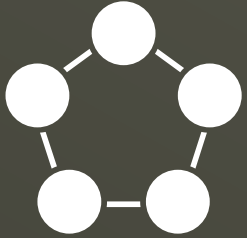


\*Fertilizer revenue subject to commodity price movement and subsidy policies

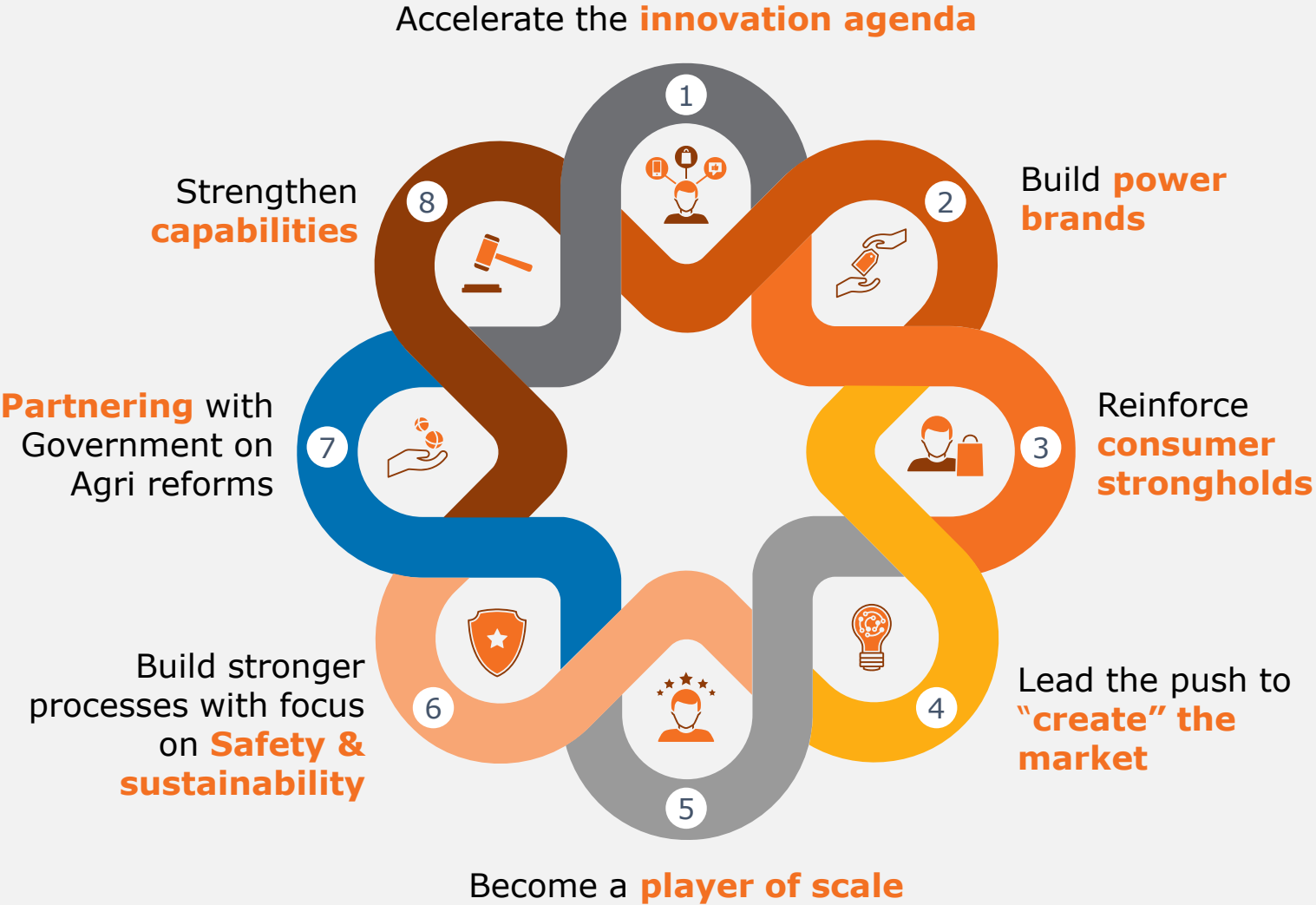


# Coromandel – Holistic farm solutions provider... ...with unique business model driving farm prosperity





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





# Coromandel Value Proposition

## Unparalleled value creation opportunity in India agriculture space

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



## Coromandel has a strong track record of delivering consistent value

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



## Coromandel best placed to capture the opportunity

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



## A heritage of strong governance & value structure

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



**FY 23**

# **Q4 & Full Year Results**



# Performance Highlights

|            | Sales Qty*<br>(FERT) | Total Income | EBITDA     | Profit After<br>Tax | Book Value | Basic EPS | Net Debt<br>to equity ratio |
|------------|----------------------|--------------|------------|---------------------|------------|-----------|-----------------------------|
| FY 22-23   | 32.46 Lakh MT        | ₹ 29,799 Cr  | ₹ 2,926 Cr | ₹ 2,037 Cr          | ₹ 270      | ₹ 69      | 0.00 times                  |
|            | 8.5%                 | 55%          | 36%        | 34%                 | 24%        | 33%       |                             |
| FY21-22    | 29.92 Lakh MT        | ₹ 19,255 Cr  | ₹ 2,150 Cr | ₹ 1,525 Cr          | ₹ 217      | ₹ 52      | 0.00 times                  |
|            | Sales Qty*<br>(FERT) | Total Income | EBITDA     | Profit After<br>Tax | Book Value | Basic EPS | Net Debt<br>to equity ratio |
| Q4 2022-23 | 5.38 Lakh MT         | ₹ 5,523 Cr   | ₹ 403 Cr   | ₹ 263 Cr            | ₹ 270      | ₹ 8.5     | 0.00 times                  |
|            | -1%                  | 28%          | 6%         | -9%                 | 24%        | -14%      |                             |
| Q4 2021-22 | 5.43 Lakh MT         | ₹ 4,304 Cr   | ₹ 380 Cr   | ₹ 291 Cr            | ₹ 217      | ₹ 9.9     | 0.00 times                  |

\* Fertilisers Sales Qty excludes the imported Qty.

**Note:** No's are given as per Consolidated financials. EBITDA & PAT excludes share of profit/loss in JV.

# Business Environment – Agriculture

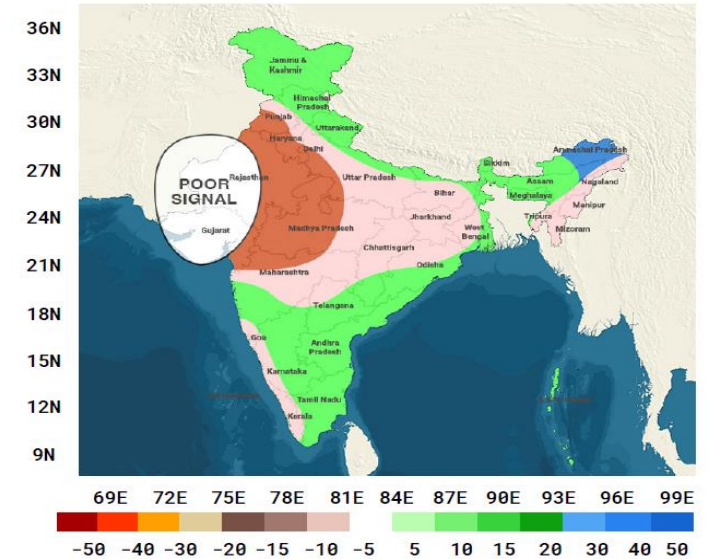
## Global

- Likely **extension of Russia-Ukraine pact** for supplies of Grains & Fertilisers
- **Commodities prices falling** amid growth concerns
- Crude prices expected to increase based on output cut announced by OPEC+

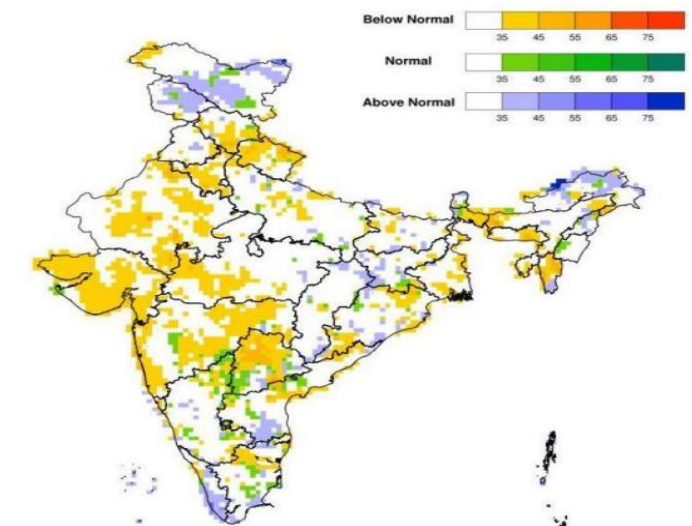
## India

- Normal Monsoon Forecast
  - **96% of LPA** (IMD), 94% of LPA (Skymet)
  - Jun: 99%; Jul: 95%; Aug: 92%; Sep: 90%
  - South Parts except Kerala & Coastal Karnataka to receive normal Rains.
  - Central, Northern, Western & Eastern Parts at risk
- **Reservoir levels @ 98% of LY, 120% of LPA**
- Summer crop sowing: 67.7 Lakh ha (-2%)
  - Paddy (7%), Oilseeds – Down (7.5%)

Skymet Forecasts – June to Sept, 2023



IMD Forecasts

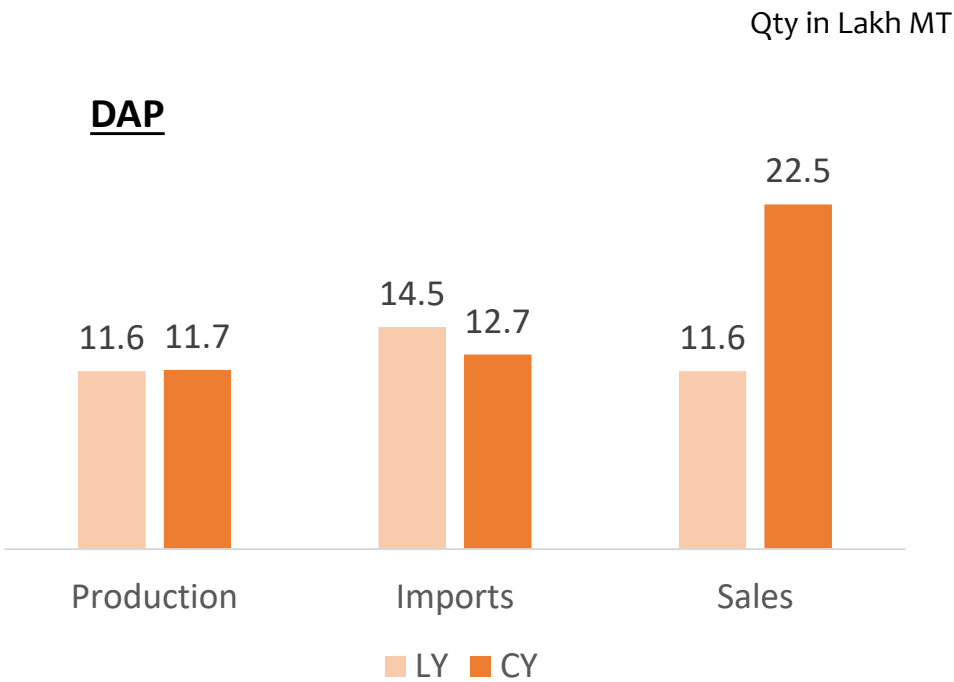


**Agri Growth expected to be stable**



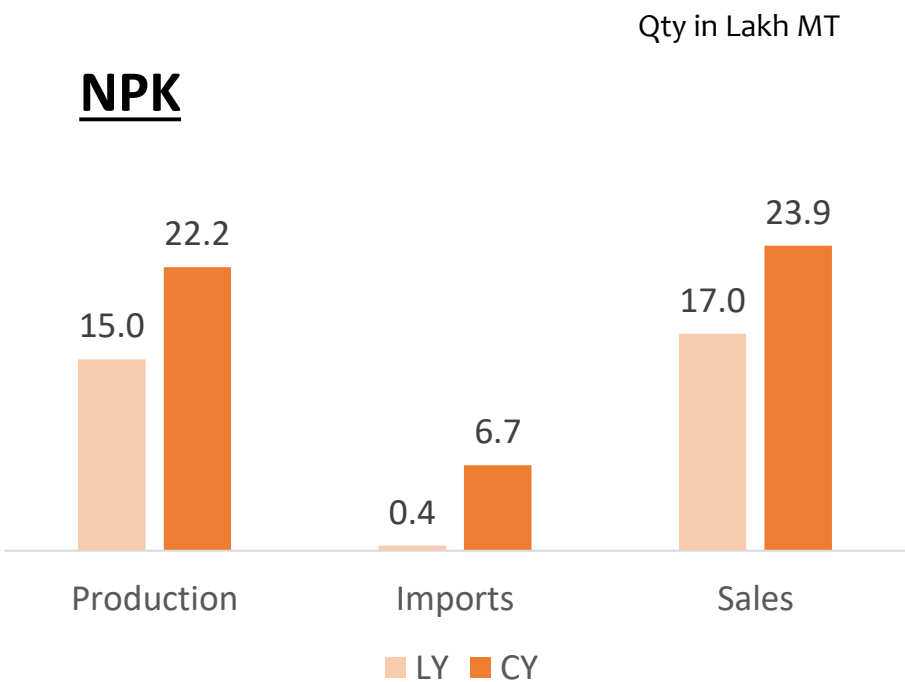
# Industry: DAP + Complex Fertilisers: Q4 FY23

## DAP



Production growth: **1%**  
Imports growth: **-12%**  
Pr Sales growth: **94%** (CIL: 13%)

## NPK

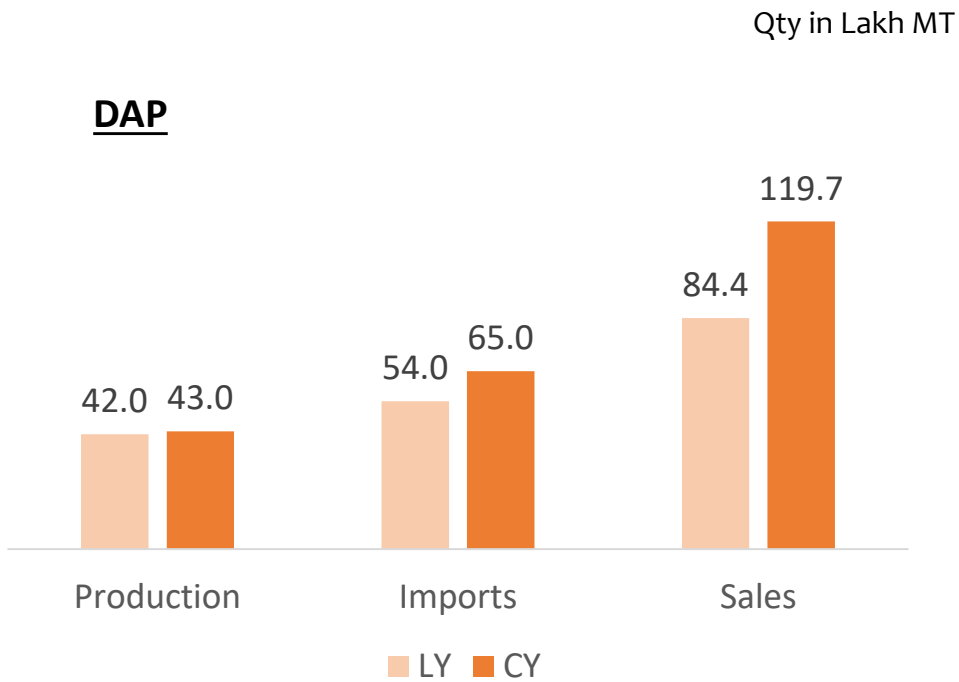


Production growth: **48%**  
Imports growth: **+ve%**  
Pr Sales growth: **41%** (CIL: 3%)

| In lakh tons   | LY   | CY   | % chg |
|----------------|------|------|-------|
| Industry sales | 28.6 | 46.4 | 62%   |
| CIL Sales      | 5.9  | 6.3  | 5%    |

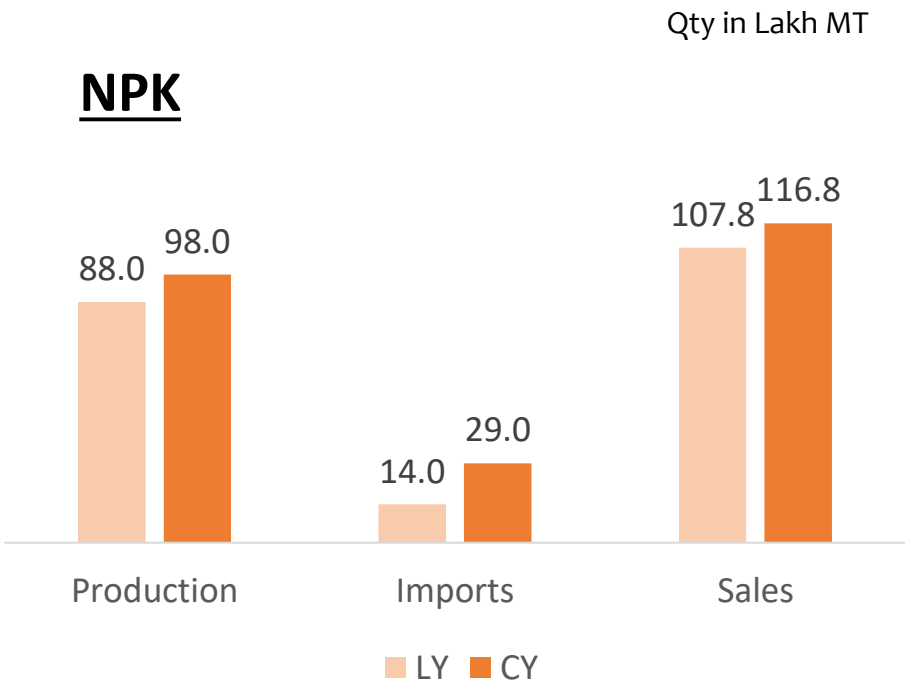
# Industry: DAP + Complex Fertilisers: FY 23

## DAP



Production growth: **2%**  
Imports growth: **20%**  
Pr Sales growth: **42%** (CIL: 8%)

## NPK

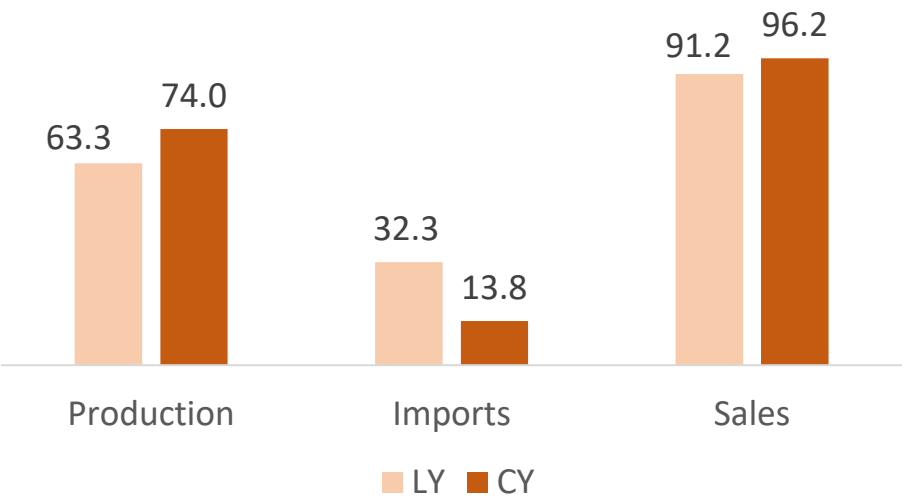


Production growth: 11%  
Imports growth: **107%**  
Pr Sales growth: 8% (CIL: 10%)

| In lakh tons   | LY    | CY    | % chg |
|----------------|-------|-------|-------|
| Industry sales | 192.2 | 236.5 | 23%   |
| CIL Sales      | 33.2  | 36.4  | 10%   |

Qty in Lakh MT

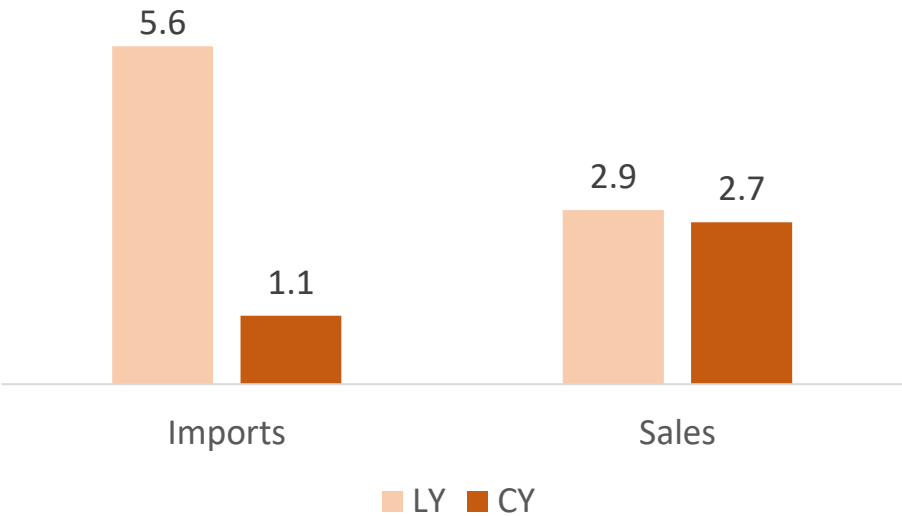
## Urea



Production growth: 17%  
Imports growth: -57%  
Sales growth: 5% (CIL: 140%)

Qty in Lakh MT

## MOP

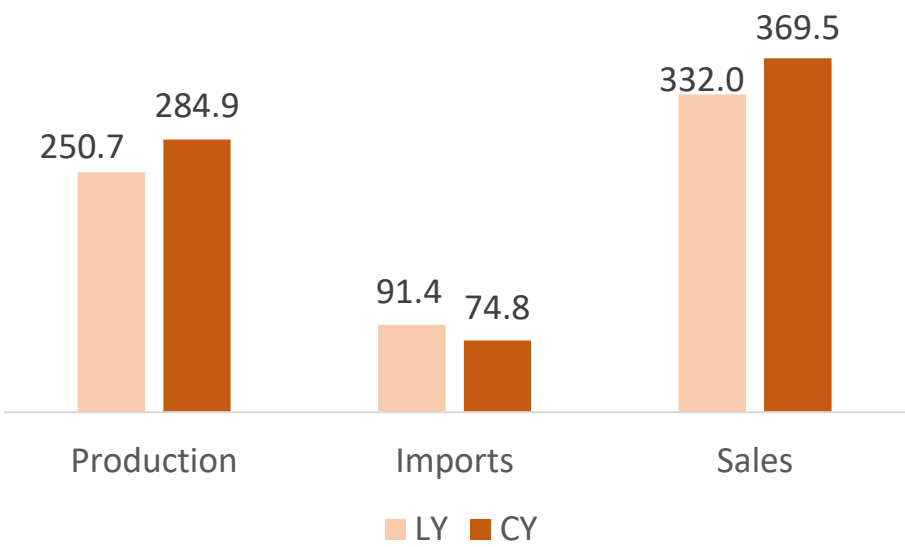


Imports growth: -80%  
Sales growth: -7%

# Industry: MOP & Urea : FY 23

Qty in Lakh MT

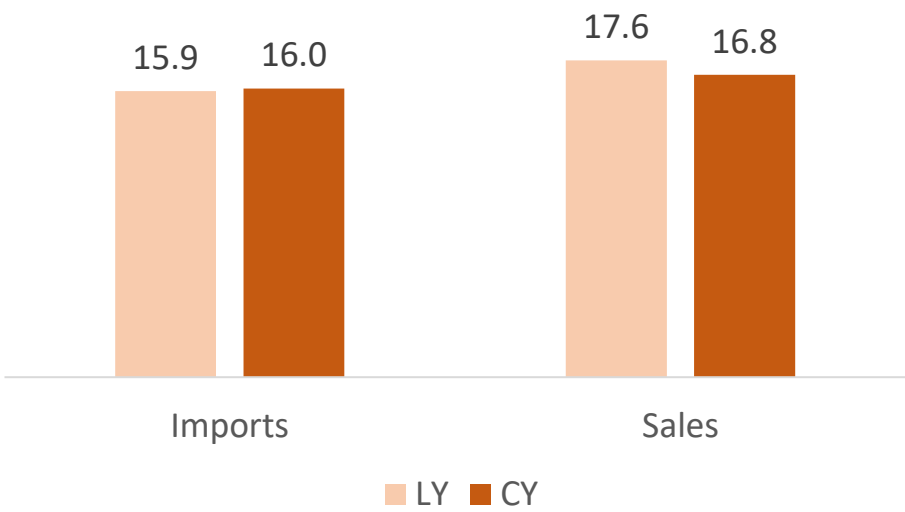
## Urea



Production growth: 14%  
Imports growth: -18%  
Sales growth: 11% (CIL: 143%)

Qty in Lakh MT

## MOP

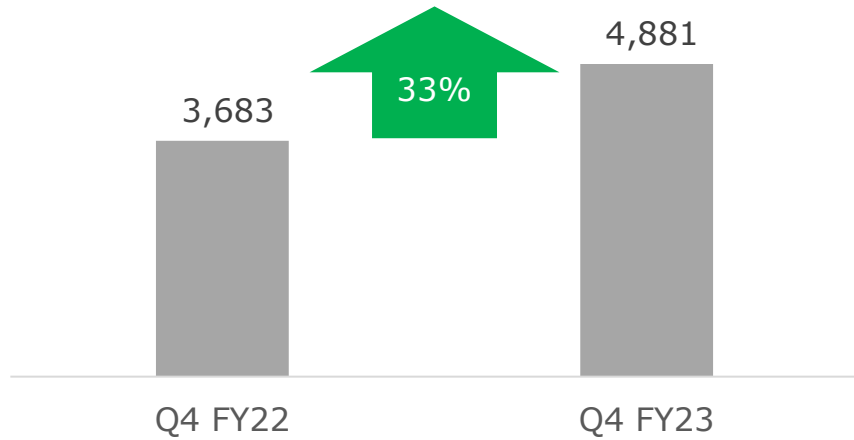


Imports growth: 1%  
Sales growth: -5% (CIL: +2%)

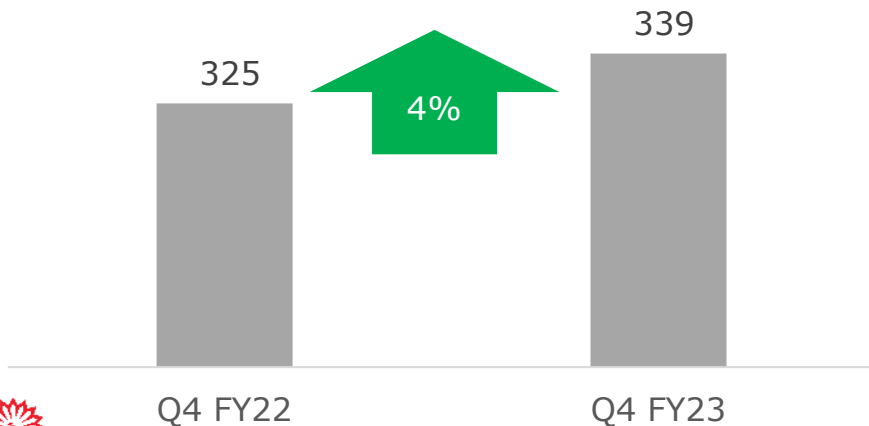


# CIL: Nutrients – Q4 FY23

Sales in Rs. Crs



PBIT in Rs. Crs



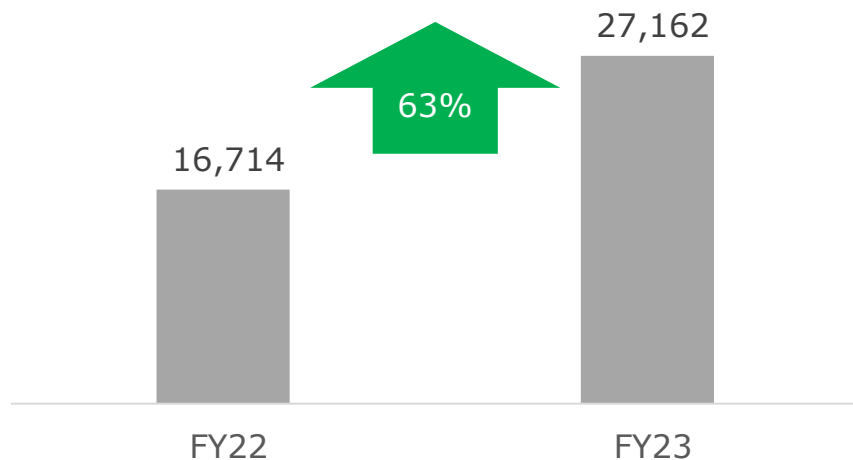
## Volume Summary

Vol LMT

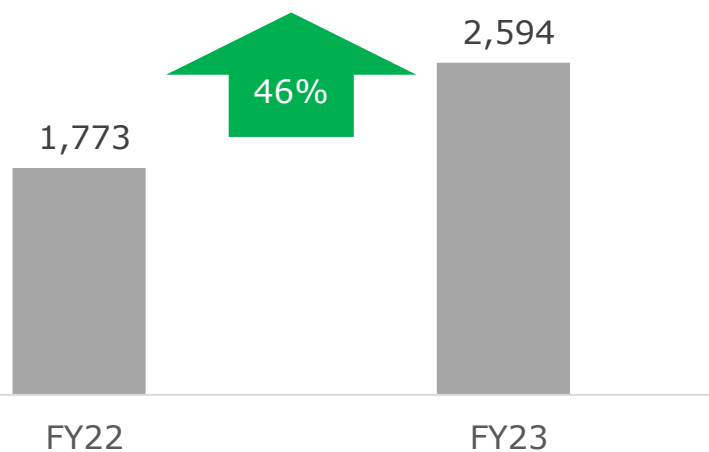
| Segment                        | Q4 FY22 | Q4 FY23 | Growth |
|--------------------------------|---------|---------|--------|
| NPK +DAP (Mfd)                 | 5.43    | 5.38    | -1%    |
| NPK +DAP (Imp)                 | 0.53    | 0.87    | 64%    |
| NP/NPKs Total                  | 5.96    | 6.25    | 5%     |
| Primary Market Share (NP/NPKs) | 20.8%   | 13.5%   |        |
| PoS Market Share (NP/NPKs)     | 23.5%   | 23.7%   |        |
| Urea                           | 2.25    | 5.42    | 140%   |
| MOP                            | 0.00    | 0.01    | NA     |
| SSP                            | 1.59    | 1.9     | 19%    |

# CIL: Nutrients – FY23

Sales in Rs. Crs



PBIT in Rs. Crs

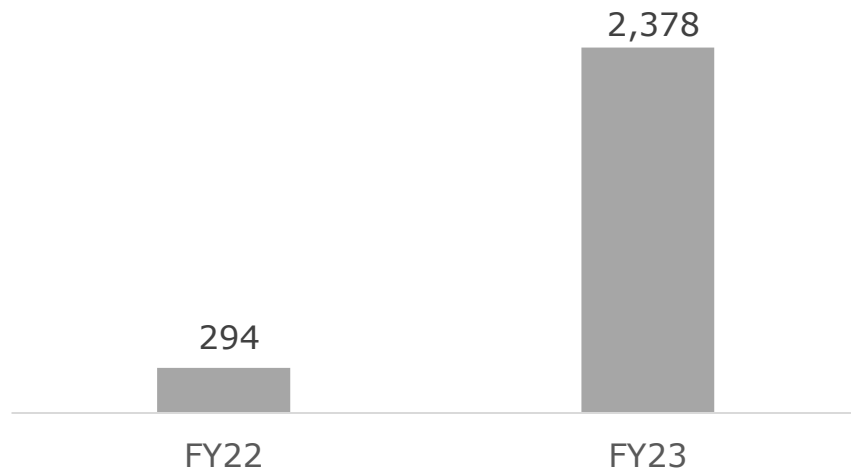


## Volume Summary

Vol LMT

| Segment                        | FY22  | FY23  | Growth |
|--------------------------------|-------|-------|--------|
| NPK +DAP (Mfd)                 | 29.92 | 32.46 | 8%     |
| NPK +DAP (Imp)                 | 3.3   | 4     | 21%    |
| NP/NPKs Total                  | 33.22 | 36.45 | 10%    |
| Primary Market Share (NP/NPKs) | 17.3% | 15.4% |        |
| PoS Market Share (NP/NPKs)     | 16.1  | 16.7% |        |
| Urea                           | 6.08  | 14.76 | 143%   |
| MOP                            | 0.256 | 0.262 | 2%     |
| SSP                            | 7.56  | 8.08  | 7%     |

## Subsidy Outstanding (Rs in Crs)



Q4: Receipts of **Rs. 4,483 Crs.** (Rs. 2,618 Crs. LY)

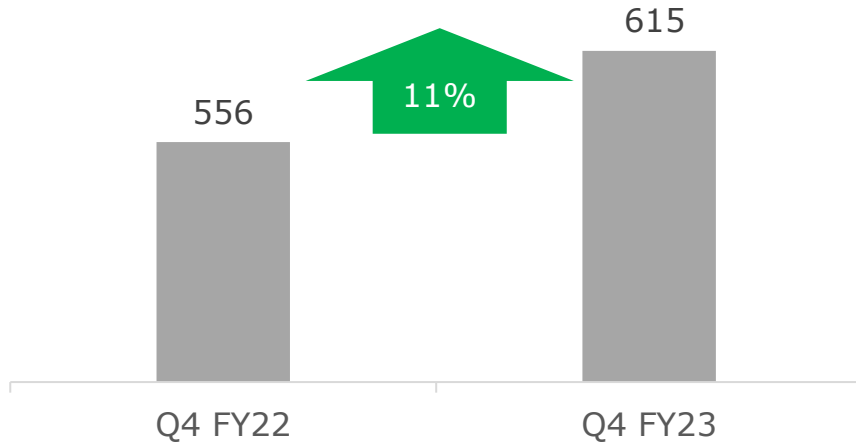
FY23: Receipts of Rs. **Rs. 12,477 Crs.** (Rs. 7,077 Crs. LY)

## Nutrient rates (Rs/kg)

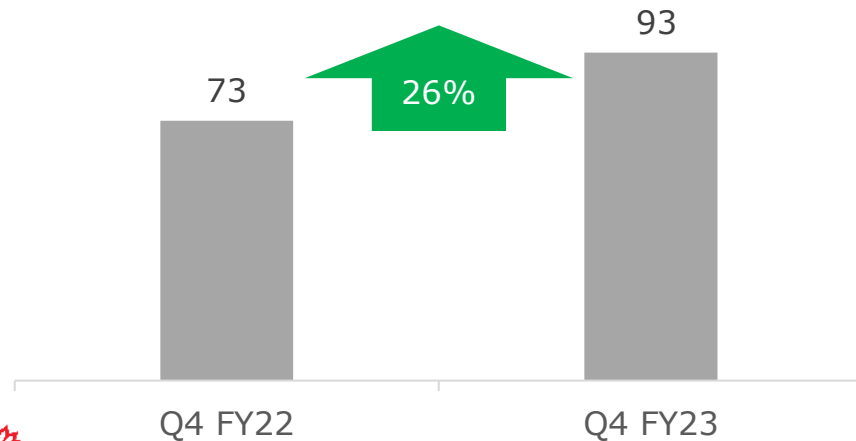
|                     | N     | P     | K     | S    |
|---------------------|-------|-------|-------|------|
| 21-22               | 18.79 | 45.32 | 10.12 | 2.37 |
| 22-23 (Kharif)      | 91.96 | 72.74 | 25.31 | 6.94 |
| 22-23 (w.e.f 1 Oct) | 98.02 | 66.93 | 23.65 | 6.12 |

# CIL: Crop Protection – Q4 FY23

Sales in Rs. Crs



PBIT in Rs. Crs



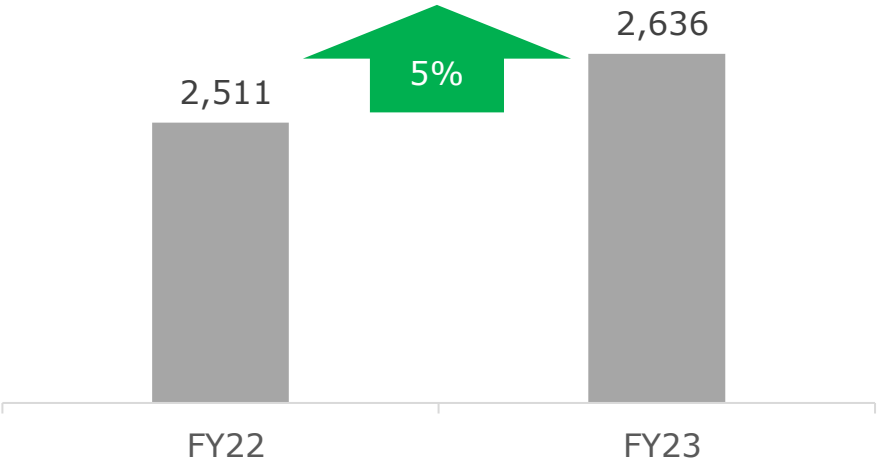
In Rs. Crs.

| Market       | Q4 FY22    | Q4 FY23    | Growth     |
|--------------|------------|------------|------------|
| Domestic     | 371        | 368        | -0.8%      |
| Exports      | 185        | 247        | 33.5%      |
| <b>Total</b> | <b>556</b> | <b>615</b> | <b>11%</b> |

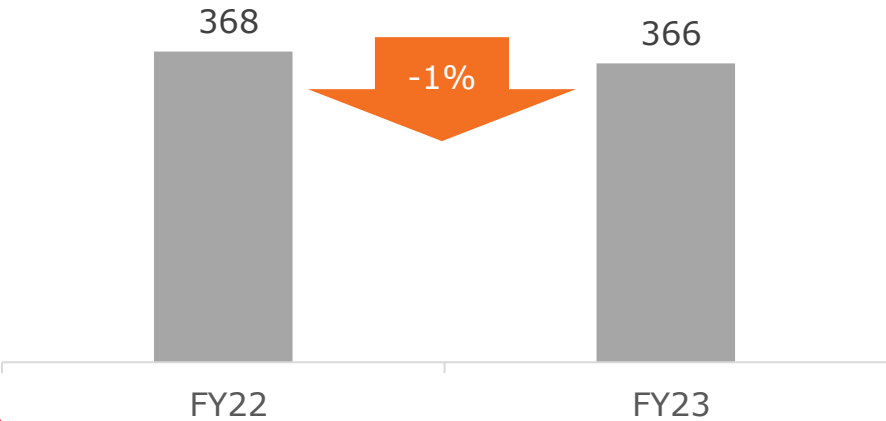


# CIL: Crop Protection – FY23

Sales in Rs. Crs



PBIT in Rs. Crs



**Note:** Sales & PBIT(before un-allocable exp.) is given per Consolidated financials

In Rs. Crs.

| Market   | FY22  | FY23  | Growth |
|----------|-------|-------|--------|
| Domestic | 1,585 | 1,744 | 10%    |
| Exports  | 926   | 892   | -3.7%  |
| Total    | 2,511 | 2,636 | 5%     |

# New Product Launches Q4 FY'23



**CLAREO**  
Herbicide



## Two Technicals Commercialized

1. Azoxystrobin
2. Cyproconazole

# New Product Launches FY 23



**Acumist Calcium –**  
Concentrated Liquid Calcium



**Azamax -**  
Insecticide



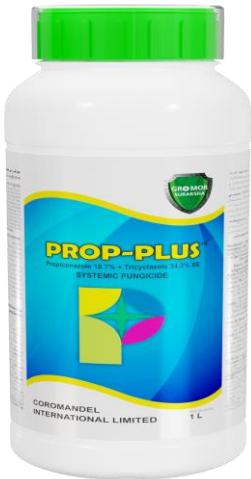
Soil conditioner



Growth booster



**Phendal Plus –**  
Insecticide



**Prop-Plus** combination  
fungicide



**Ortain  
super** combination  
insecticide



**Canister**  
Insecticide



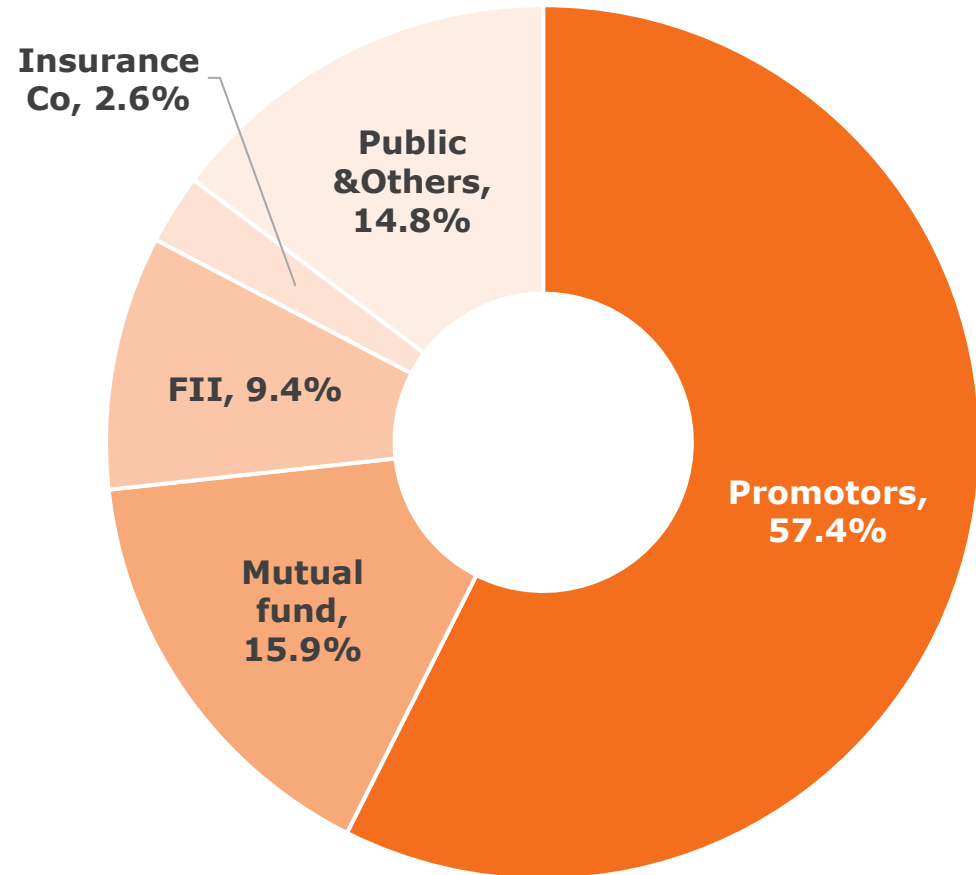
**CLAREO**  
Herbicide

# CIL: Consolidated P&L – Q4 & FY 23

Rs. Crs

| Q4 LY        | FY 21-22      | P&L(Summary)                   | Q4 CY        | FY 22-23      | Q4 Gr%     | YTD Gr%    |
|--------------|---------------|--------------------------------|--------------|---------------|------------|------------|
| <b>4,227</b> | <b>19,111</b> | <b>Revenue from Operations</b> | <b>5,476</b> | <b>29,628</b> | <b>30%</b> | <b>55%</b> |
| 669          | 3,227         | Gross Margin                   | 761          | 4,135         | 14%        | 28%        |
| 16%          | 17%           | GM %                           | 14%          | 14%           |            |            |
| 289          | 1,077         | Fixed Expenses                 | 358          | 1,209         | 24%        | 12%        |
| <b>380</b>   | <b>2,150</b>  | <b>EBITDA</b>                  | <b>403</b>   | <b>2,926</b>  | <b>6%</b>  | <b>36%</b> |
| 9%           | 11%           | EBITDA Margin %                | 7%           | 10%           |            |            |
| 45           | 173           | Depreciation                   | 45           | 182           |            |            |
| -33          | -67           | Interest Exp./ (income)        | -4           | -4            |            |            |
| 390          | 2,046         | PBT                            | 353          | 2,725         | -9%        | 33%        |
| 9%           | 11%           | PBT %                          | 6%           | 9%            |            |            |
| <b>291</b>   | <b>1,525</b>  | <b>PAT</b>                     | <b>263</b>   | <b>2,037</b>  | <b>-9%</b> | <b>34%</b> |
| 7%           | 8%            | PAT %                          | 5%           | 7%            |            |            |

# Share Holding Pattern – 31<sup>st</sup> March 2023



- Promoters:
  - EID Parry (India) Ltd (56.3%)
  - Individual/HUF (0.6%)
  - Trust/NRI/Others (0.5%)
- Top Domestic Institutional Holdings:
  - Kotak Mutual Fund (4.6%)
  - DSP Mutual Fund (2.8%)
  - UTI Mutual Fund (1.5%)
  - Axis (1.5%)
  - SBI (0.9%)
- Top Foreign Institutional Investors
  - Vanguard (1.4%)
  - Kotak (0.5%)
  - Govt Pension Funds (Global) (0.5%)
  - Principal Fund, Inc. (0.5%)
  - MIT (0.5%)
  - ADIA (0.4%)





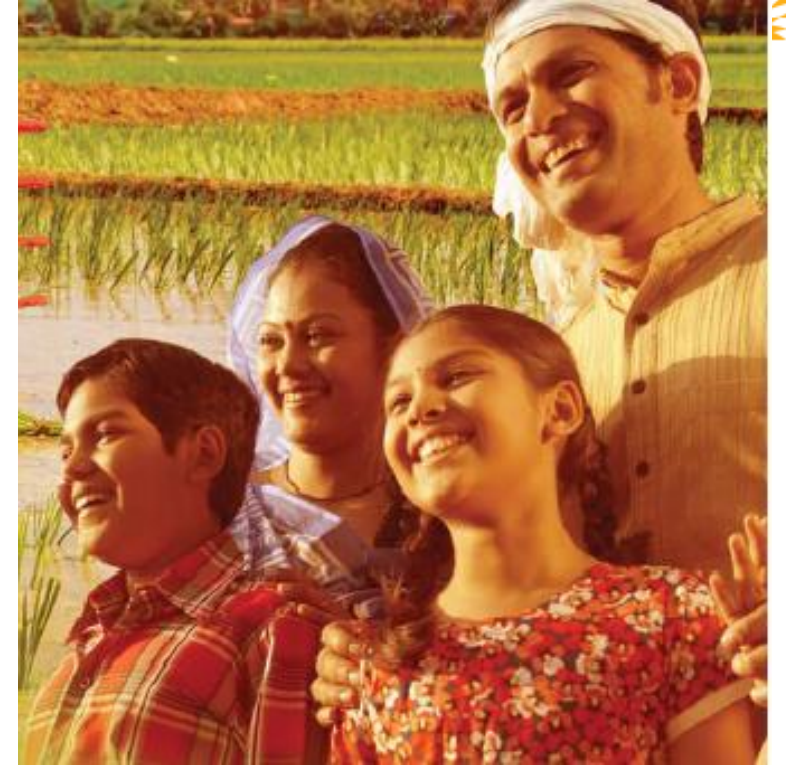
**The 1<sup>st</sup> Green Revolution**  
driven by **Agri-inputs**

**Achieving self-sufficiency**  
**in food grains**



**The 2<sup>nd</sup> Green Revolution to be powered by superior**  
**products, smarter delivery mechanisms & agri-tech**

**Achieving Income Security and Farm Sustainability**





Thank You

Corporate Office:  
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Olympia Terraces, 15B(SP),  
SIDCO Industrial Estate, Guindy,  
Chennai – 600032, Tamil Nadu.



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