

July, 2013



# **Investors Presentation**

(Quantitative details for 2012-13)

This presentation contains forward-looking statements which may be identified by their use of words contains “plans,” “expects,” “will,” “anticipates,” “believes,” “intends,” “projects,” “estimates” or other words of similar meaning. All statements that address expectations or projections about the future, including, but not limited to, statements about the strategy for growth, product development, market position, expenditures, and financial results, are forward-looking statements.

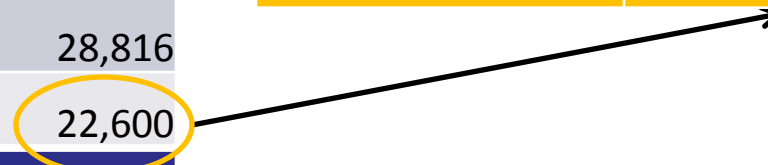
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# Quantitative Details 2012-13

## (a) Materials consumed (Incl. packing material)

Particulars	Qty in MT	Amount in Rs. Lacs
Ammonia	329,249	115,053
Rockphosphate	560,470	62,689
Urea	129,783	29,118
Sulphur	201,132	25,944
Muriate of Potash	163,551	43,198
Phosphoric Acid	326,371	158,451
Plant Protection Chemicals		28,816
Others		22,600
<b>Total</b>		<b>485,869</b>

Particulars	Amt in Rs. Lacs
MAP	333
Packing Material	6,870
Sulphuric Acid	11,780
Others	3,617
<b>Total</b>	<b>22,600</b>



# Quantitative Details 2012-13

## (b) purchase of stock-in-trade

Particulars	Qty in MT	Amount in Rs. Lacs
Di- Ammonium Phosphate ( DAP)	231,286	79,145
Ammonium Phosphatic fertilisers	-	-
Muriate of Potash	39,874	10,561
UREA	675,142	34,145
Ammonia	4,943	1,846
Plant Protection Chemicals		10,556
Others		16,746
<b>Total</b>		<b>152,999</b>

# Quantitative Details 2012-13

## (c )(i)Sales - Manufactured Products \*

Particulars	Qty in MT	Amount in Rs. Lacs
Di- Ammonium Phosphate (DAP)	234,711	51,790
Ammonium Phosphatic fertilisers	1,557,515	293,755
Single superphosphate	90,733	6,065
Plant protection chemicals		48,688
Others		19,897
<b>Total</b>		<b>420,195</b>

\* net of ED where applicable

# Quantitative Details 2012-13

## (c )(ii)Sales - Stock-in-trade

Particulars	Qty in MT	Amount in Rs. Lacs
Di- Ammonium Phosphate (DAP)	225,765	51,783
Ammonium phosphatic fertilisers	40,069	4,978
Muriate of potash	84,534	11,997
Urea	546,976	28,766
Ammonia	4,943	1,885
Plant protection chemicals		10,342
Others		25,908
<b>Total</b>		<b>1,35,657</b>

# Quantitative Details 2012-13

## (d) (i) Opening Stock of FG – Manufactured Products\*

Particulars	Qty in MT	Amount in Rs. Lacs
Di- Ammonium Phosphate (DAP)	28,423	9,420
Ammonium Phosphatic Fertilisers	107,380	25,509
Single super phosphate	4,687	435
Plant protection chemicals		9,146
Others		1,916
<b>Total</b>		<b>46,426</b>

\* Net of Shortages/in-transit losses/captive consumption/samples

# Quantitative Details 2012-13

## (d) (i) Opening Stock of FG - Stock-in-trade\*

Particulars	Qty in MT	Amount in Rs. Lacs
Di- Ammonium Phosphate (DAP)	5,525	1,959
Ammonium Phosphatic Fertilisers	44,591	9,907
Muriate of potash	53,219	13,620
Urea	14,362	662
Plant protection chemicals		2,546
Others		5,702
<b>Total</b>		<b>34,396</b>

\* Net of Shortages/in-transit losses/captive consumption/samples



# Quantitative Details 2012-13

## (e) (i) Closing Stock of FG – Manufactured Products\*

Particulars	Qty in MT	Amount in Rs. Lacs
Di- Ammonium Phosphate (DAP)	18,131	6,004
Ammonium Phosphatic Fertilisers	81,086	23,464
Single super phosphate	8,979	1,383
Plant protection chemicals		8,181
Others		2,297
<b>Total</b>		<b>41,329</b>

\* Net of Shortages/in-transit losses/captive consumption/samples

# Quantitative Details 2012-13

## (e) (ii) Closing Stock of FG– Stock-in-trade\*

Particulars	Qty in MT	Amount in Rs. Lacs
Di- Ammonium Phosphate (DAP)	9,523	3,466
Ammonium Phosphatic Fertilisers	3,668	838
Muriate of potash	8,049	2,448
Urea	142,822	7,311
Plant protection chemicals		4,245
Others		7,516
<b>Total</b>		<b>25,824</b>

\* Net of Shortages/in-transit losses/captive consumption/samples

# THANK YOU