

Coromandel International Limited

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National Stock Exchange of India Limited Exchange Plaza, 5th Floor, Plot No.C/1 G Block, Bandra Kurla Complex, Bandra (E) Mumbai – 400 051. BSE Limited Phiroze Jeejeebhoy Towers Mumbai-400001

Dear Sirs,

Scrip Code: COROMANDEL/506395

Sub: <u>Disclosure under Regulations 30 and 46(2) of the SEBI (Listing Obligations &</u> <u>Disclosure Requirements) Regulation, 2015-Schedule of meetings with investors</u>

Pursuant to Regulation(s) 30(2) and 46(2) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we furnish below the details of Investor meetings (Non deal Road Shows) scheduled during May 2017:

Date(s)	Investor Event	
8 th to 12 th May, 2017	Non-deal Road Shows, United States of America	

We send herewith a copy of the presentation that is proposed to be made at the aforementioned Non-deal Road Shows to the investors. A copy of the same is also uploaded in the Company's website <u>www.coromandel.biz</u>.

Please take the above information on record and acknowledge receipt.

Thanking you,

Yours faithfully, For Coromandel International Limited

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P Varadarajan Company Secretary

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Coromandel: Opportunities Unbound May 2017



Contents



Indian Agriculture

- Scale & Scope
- Growth Levers
- Agricultural Reforms

Indian Agriculture: The Global Giant



Agri Exports (USD Bil)



Crop	India Ranking	% Share
Pulses	1 st	23%
Oilseeds	1 st	11%
Cotton	1 st	29%
F & V	2 nd	11%
Sugarcane	2 nd	20%
Cereals	3 rd	11%
		Source: FAOSTA

3rd largest Agriculture producer globally

Agriculture : Contribution to Indian Economy

- 17% contribution to GVA
- **12%** of country exports
- **50%** of employment

....But Productivity Gaps exist

3.0

2.5

2.0

1.5

1.0

0.5

0.0



Mega Growth Opportunities for bridging the productivity gaps

Agri Growth Levers



Source: Dept of Agri

Agri Growth Levers



- Food consumption to more than double by 2030
- Consumption towards premium food

<u>Digital India</u>





- Efficient delivery mechanism- Ag Inputs & Output
- Towards Cashless agri credit

... along with Agriculture reforms



Productivity I	roductivity Improvement		Water & Inputs		Integrated Farming	Improving Market Realization
Bio technology	Micro Irrigation	Minimizing crop losses: Crop Protection	Balancing nutrition	Increasing Irrigation Coverage	Allied Activities	E Procurement

More crop per drop: Potential to bring 69 million hectare area under Micro-Irrigation (8 mil currently)

Bringing additional area under irrigation coverage: 8 mil ha (USD 13 bil investment)

Connecting 585 agri yards centrally

Developing Agri infrastructure & storage capabilities

& Positive Policy Measures

Nutrient Based Subsidy

.....Towards deregulating the Fertiliser industry

Fertiliser Prices



- Easing working capital pressure
- Flexibility to fix farm gate prices
- Shift from Commodity based to Market driven

Make in India

.....Thrust towards Domestic Manufacturing



- Promotes infrastructure development
- Supports **domestic** manufacturing
- R&D and innovative solutions

& Positive Policy Measures

Direct Benefit TransferTowards balancing Soil Health Subsidy Disbursement on Farmer Purchase **Dept of Fert** Purchase info triggered PoS transaction Manufacturer Farmer Retailer Digitized land records & Farmer's Unique ID captured Pilot study under way **Product Flow Subsidy Flow**

- Informed farmer purchases based on Soil Health Status
- Subsidy to manufacturer to be paid on weekly basis
- Lead to digitization & improved rural connect
- Prevention on fertiliser leakage & diversion

DBT to improve nutrient usage & promote balanced application

... coupled with Rural Empowerment to boost Growth

सॉयल हैल्थ कार्ड कार्ड स्वस्थ धरा, खेत हरा	Soil Health	 ~60 million soil health cards issued upto Mar'2017 Budget allotment: USD 84 mil Organic thrust: Additional 0.5 mil ha coverage
REPORT OF DET VIEW	Financial Inclusion	 Bank Account for each household: 250 million accounts Crop Insurance (50% coverage by 2019) & Credit access
	Infrastructure Development	 2000 Model Retail Outlets- Agri inputs, Soil & Seed testing facilities Road development: 100 km/ day 100% rural electrification by 2018
	Irrigation Coverage	 89 Irrigation projects: Additional 8 mil hectare coverage Long Term Irrigation Fund

Ag Inputs Opportunities

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- Ag Nutrients

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- Crop Protection

Opportunities in Inputs space: Ag Nutrients

Nutrient Deficient India Soils



Source: IISS Bhopal

- More than 50% of the districts deficient in essential plant nutrients- Opportunity for Balanced Nutrition
- Relatively untapped Secondary & Micro Nutrients segment
- Organic products to balance plant growth

Opportunities in Inputs space: Micro Irrigation & Water Soluble Fertiliser



Productivity Increase: 40-50%

Increase in Farmer's income: 42%

- Current Micro Irrigation coverage at 6% (US: 55%, Brazil: 52%, China: 10%)
- Scope to scale up consumption of Water soluble Fertilisers

Source: Grant Thornton

Opportunities in Crop Protection space



Industry Updates: 2016-17

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Favorable Agriculture Environment in 2016-17



Source: IMD

Normal South West Monsoon: 97% LPA



& Record Output: +8%

Crop Output (in mil tons)			
	15-16	16-17	% Chg
Rice	104	109	4%
Wheat	92	97	5%
Coarse Cereals	39	44	15%
Pulses	16	22	35%
Total Food grains	252	272	8%
Oilseeds	25	34	33%
Cotton*	30	33	8%
Sugarcane	349	310	-11%
Horticulture	286	287	0%
*mil bales of 170 kg each Source: ministry of Agricultu			

....resulting in Growth in Agri GDP: +4.1%



Source: CSO

... Aided by Stable Business Scenario





& Positive Policy Reforms

- Agriculture focus: Crop Insurance, National Agriculture Market, Infrastructure strengthening
- 'Make in India' Initiative:
 - Making India self sufficient in Urea production by 2021
 - Freight Subsidy changes favouring domestic manufacturing in Phosphatics
- **Direct Benefit Transfer**: Bringing 'Soil Health' to focus
- New Urea Policy: Incentivizing production beyond Reassessed capacity
- Gas Price Pooling in Urea: Promoting Energy Efficiency
- Ease of introduction of new products in Water Soluble Fertiliser segment

... Resulted in improved Fertiliser Industry Dynamics



Indian Urea Industry: Supply Demand Scenario (in mil tons)



- Sharp fall in Imports (-26%)
- Partially substituted by domestic DAP production (+13%)
- Moderation in Sales (-7%)
- Improved consumption resulting in lower channel stocks

- Neem Coating of Urea resulting in improved nutrient efficiency: Moderation in sales (-7%)
- Domestic production up in last 2 years: Imports substitution
- However, N:P:K ratio remains skewed: 6.8:2.7:1 (Ideal:: 4:2:1)

Source: FAI

Coromandel Introduction

- About Coromandel
- Business Segments
- Financials

About Coromandel



Part of USD 4.5 bil Murugappa Group

About Coromandel

Key Facts :

- Turnover: USD 1.6 bil (FY16-17)
- Market Cap: USD 1.8 bil (May 2017)
- Strong credit rating: 'AA +' (Stable outlook)' with CRISIL India
- Employees: 4300 & equal no. of contract employees
- International Linkages: FOSKOR, GCT, CANPOTEX, SQM, GETAX , QAFCO, ICL, OCP, YANMAR etc
- International Market Serviced: Latin America, Africa, China, South East Asia, Middle East



Strong Brand Equity

Cost effective production

Doing it Responsibly

Bringing Prosperity

R&D Focus

Global Strategic Alliances



- Highly diversified sourcing
- Significant presence in LatAm markets
- Technology tie ups with global majors like Shell
- JV Partnership with global water soluble major, SQM Chile
- Farm Mechanization JV with
 Yanmar, Japan

Business Structure



Growth Journey





Business Segments

Coromandel Phosphatic Fertilisers



Coromandel Phosphatic Fertilisers: Key Strengths

Sourcing	Cost Leadership	Marketing Strength	
 Strategic Alliances in Sourcing – Long Term tie-up with Foskor, South Africa and Group Chemique, Tunisia, OCP, Morocco Supply agreement : Ammonia and Sulphur with Mitsui Potash from Canpotex 	 Low cost manufacturer of Phos acid - Visak and Ennore Kakinada - High Efficiency and low conversion cost Ex Plant/Rail deliveries - Low Freight Cost Low cost of borrowing Access to low cost electricity – Stake in APGPCL 	 Wider reach and penetration Strong brand image in the home market Wide Product Range - Low 'P' to high 'P' Direct contact with farmers - Mana Gromor Centers Extensive field promotions 	

Alternate Sources

Manufacturing Flexibility

Unique Grade Focus

Coromandel Phosphatic Fertilisers: Locational Advantage



Presence across major consumption pockets

~60% market share in highest consuming AP & Telangana markets



State wise Nutrient Ratio

Primary markets maintains the balanced nutrient ratio

- Market leader in Complex fertiliser segment
- 2nd largest Phosphatics player in India
- Highest producer and marketer of unique fertiliser grades
- Plants located along strategic sourcing ports
- Three Pronged Channel Approach: Trade, Retail, Institution

Direct Benefit Transfer (DBT): Changing Scenario



Advantage Coromandel:

- Direct farmer connect through ~800 Mana Gromor Centers
- Integrated Nutrient Team with Agronomist support
- Feet on the Street: ~2200 marketing team
- Unique product focus: 33% sales share
- High brand equity in key markets
- Significant Retailer Reach

Coromandel Phosphatics: Manufacturing efficiency

- Strategically located Plants in highly irrigated southern Indian states and in heart of fertilizer consumption market – low freight cost
- Plant Facilities State of art with good infrastructure support & robust systems
- Phosphate Lowest cost manufacturer in India
- Backward integration into manufacturing the intermediate phosphoric acid from rock
- Captive jetty at Vizag, Own storage tanks and pipeline for raw materials:
 Ammonia & molten sulphur (Vizag & Ennore) Lower handling and associated costs
- Captive power plants at Vizag & Ennore





5th Largest Crop Protection Company in India: USD 210 mil

Technical Manufacturing Capacity 50,000+ MT/ annum

3rd Largest Mancozeb manufacturer globally

Robust Environment Management Systems: ~USD 10 mil investment in last 5 years

Coromandel Crop Protection : Exports



- **7 Subsidiaries** in key global geographies
- Presence across 71 countries
- ~USD 80 mil revenue from exports

- Exports share: 40%
- ~800 global registrations
- B2B & B2C presence

Coromandel Crop Protection : Domestic Formulations

- Wide product portfolio ~60 brands
- Customer reach thru 9000+ retailers





Generic Specialities

Coromandel Focus Crops and Major States



Rice –Andhra, Telangana, Tamil Nadu, West Bengal, Punjab



Grapes – Maharashtra, Karnataka



Cotton — Punjab, Andhra, Karnataka, Gujarat



Chilli – Andhra, Madhya Pradesh



Soyabean – Madhya Pradesh, Maharashtra



Pulses- Madhya Pradesh, Uttar Pradesh, Maharashtra, Rajasthan



F & V – All India
Coromandel Crop Protection: Strong R & D

- Process Synthesis / Development
- Process Improvement
- Formulation Development
- Effluent treatability Study
- Pilot Plant (Scale up)
- Centralized R&D at Hyderabad



- Strong product pipeline
- Focusing on molecules going off patent over next 5 years

Plan to introduce 2-3 new products every year

Coromandel Crop Protection: Growth Strategy

- Focus on Export Registrations to improve market penetration
 - B2C presence
 - Expand business in LATAM, Africa & APAC by leveraging strong registration portfolio
- Domestic market expansion
 - Product portfolio expansion
- Increase R&D focus
 - Off Patent molecule synthesis and process improvements in existing range
- Improving souring efficiency & Cost Position
 - Generate market information through China office





Crop Protection Performance: Year Gone By



Growth Drivers:

- High demand for key molecule Mancozeb from international & domestic markets
- Capacity augmentation of Mancozeb at Dahej and Sarigam
- Successful product launches
- Improved cost position

Coromandel Retail



Dec-08

Dec-07

Mar-09 Mar-11 Mar-13 Mar-16

Coromandel Retail: Improving Customer Value Proposition



Quality, Trust & Farm Advice

Existing

Planned

Coromandel Specialty Nutrients





Agronomist team to bring crop focus- Developing market based on total nutrition package

Coromandel Specialty Nutrients: Balancing Growth



Manufacturing Capability

Marketing Capability



Knowledge Capability

- Dedicated Agronomist Team
- SQM Crop Knowledge
- Agronomic & Process R&D

- 1st Bentonite Sulphur plant in India
- Exclusive manufacturers of WSF grades - Speedfol, Insta, Superia





Coromandel Organic Manure: Enriching Soil Health



Organic Farming has grown almost 7 fold in last 10 years - increasing demand for organic food products

Coromandel SSP

SSP : Among Market Leaders	Started SSP manufacturing in 1906 from Ranipet Plant:
~11% market share	1 st Fertiliser Plant in India

SSP - FY 2016-17 Coromandel sales volume



- Manufacturing capacity ~1 mil MT/ annum
- Presence across major SSP consuming crops- Pulses & Oilseeds
- Improving quality perception and positioning of the product:
 - Quick Test Kits
 - Quality Certification: ISO 9001, ISO 14001 & OHSAS 18001 Management
- Expanding product range Granular, Fortified SSP

Expanded SSP presence thru Liberty Phosphate acquisition in 2013

Farm Mechanization: Eyeing the Future



- Market leadership in TN, AP, Kerala for Rice transplanters
- Service centers in AP, Telangana & Tamil Nadu
- Synergistic approach through Coromandel Retail operations
- Indigenization of spares
- Expanding portfolio to include other Yanmar models (Combine , Tractors, Harvesters)
- Partnering with Govt.- Custom Hiring Centers

Yanmar Coromandel Agrisolutions – JV between Coromandel, Yanmar & Mitsui

Coromandel Key Financials

Turnover (USD Mil)



PAT (USD Mil) & PAT %



EBIDTA (USD Mil) & EBIDTA %





*As per new accounting standards Ind AS

In Rs Mio

	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016*	FY 2017*
Revenue	77,204	99,796	91,038	1,01,140	1,13,630	1,17,003	1,02,499
YoY (Growth) (%)	18%	29%	-9%	11%	12%	3%	-12%
EBITDA before PY Subsidy	8,291	9,728	6,591	7,578	8,495	7,896	9,820
PY Subsidy	2,265	461	1,088	349	-	-	-
EBITDA Reported	10,556	10,189	7,679	7,926	8,495	7,896	9,820
YoY (Growth) (%)	49%	-3%	-25%	3%	7%	-7%	24%
PBT after exceptional item	9,857	9,111	5,567	5,171	5,920	5,291	7,123
PAT	6,937	6,345	4,337	3,649	4,018	3,574	4,770
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EPS (Rs.) -Basic	24.66	22.64	12.46	15.27	13.80	12.27	16.36
Debt / Total Capital (%)	44.4%	54.9%	56.1%	44.4%	51.0%	50.4%	43.5%
LT Debt / Total Capital (%)	9.6%	12.2%	22.4%	10.6%	5.5%	1.8%	0.0%

*As per new accounting standards Ind AS

Coromandel Financials- Balance Sheet

In Rs Mio

	FY 2011	FY 2012	FY 2013	FY 2014	FY 2015	FY 2016*	FY 2017*
Equity	19567	24161	23029	23066	22020	26340	28908
Debt & Other LT liabilities	15923	29774	29761	18730	23178	26890	22398
Deferred Tax Liability	815	675	1877	1890	1875	1679	1495
Sources of Funds	36305	54610	54666	43685	47074	54909	52801
Net Fixed Assets	11041	18226	22764	18085	14261	13612	13495
Investments	1330	1495	1597	3416	3520	4769	3884
Cash	9605	9847	5346	4722	3176	1978	1678
Deposits	0	2698	3850	2850	4700	4800	5223
Bonds	4300	0	0	0	0	0	0
Inventory	15139	19218	14775	17529	22592	23458	17246
Subsidy	9690	16260	13756	11123	17894	23671	25570
Debtors	2024	9579	18201	14835	14464	16419	16217
Other Current Assets	2163	2328	3832	3490	3010	3111	3138
Current Liabilities	18987	25041	29454	32363	36543	36908	33649
Net Current Assets	23933	34889	30306	22185	29293	36528	35423
Application of Funds	36305	54610	54666	43685	47074	54909	52801

Thank You