



Investor Presentation Q3 FY 22-23

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Agriculture Industry: The Opportunity Ahead

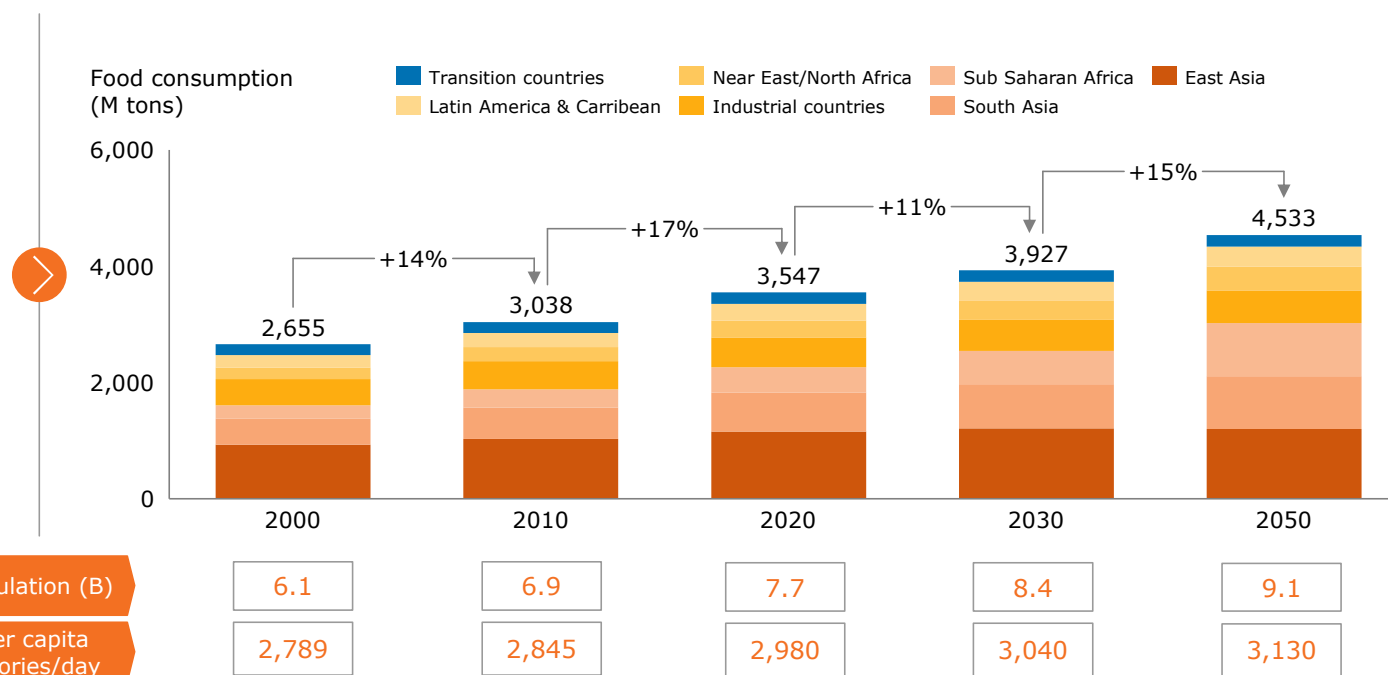
Global: Increasing population and wealth to drive up global food consumption

Strong increase in food demand expected

Increasing
population

Initiatives on
hunger and
poverty
eradication

Increasing
calorie intake
per capita



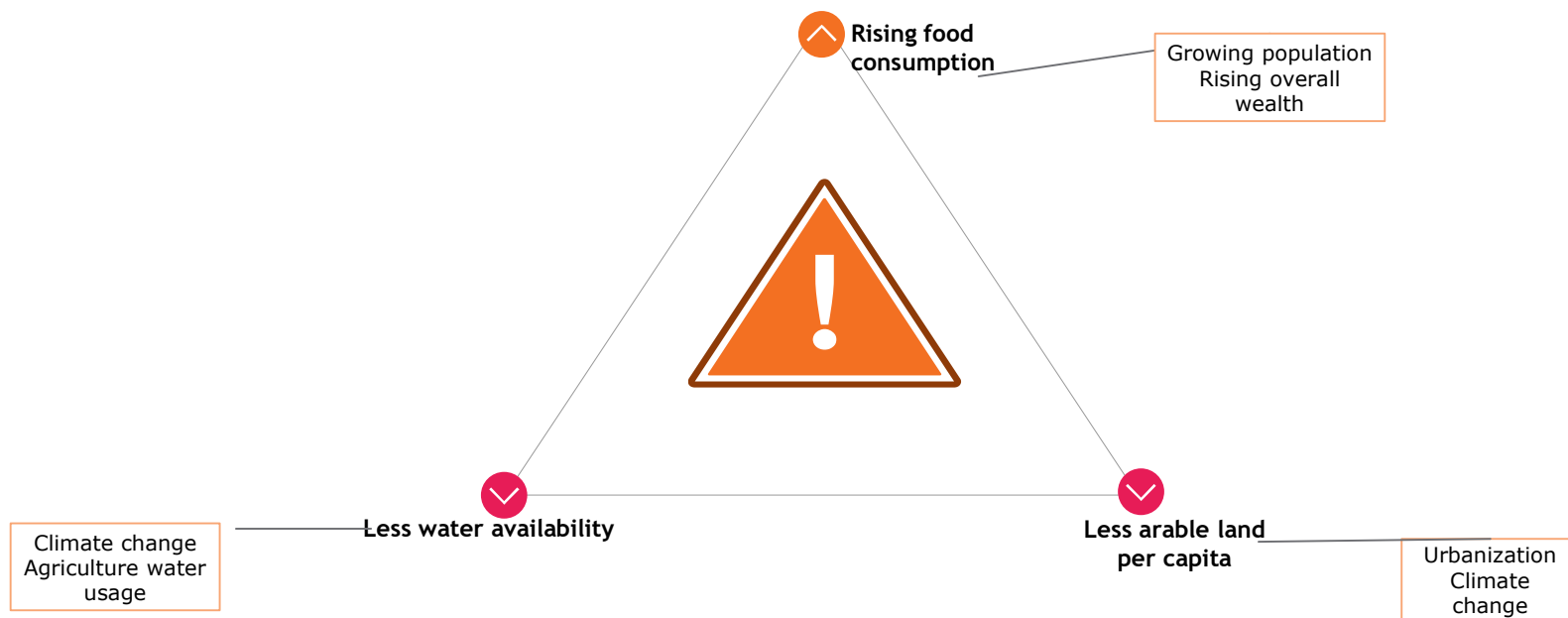
India, Africa, South East Asia and Australia emerging as new food bowls

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)

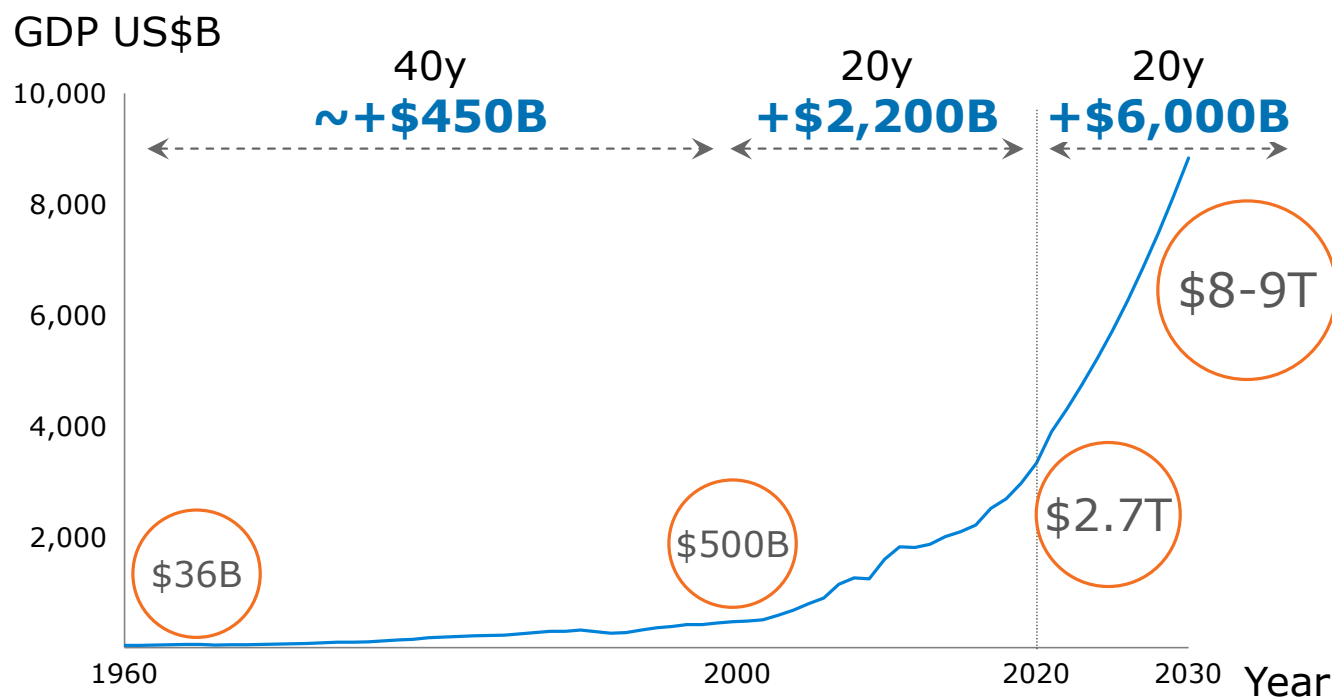
Combined with non-ceasing **water and land scarcity** seen leading to **Natural Resource pressure triangle**



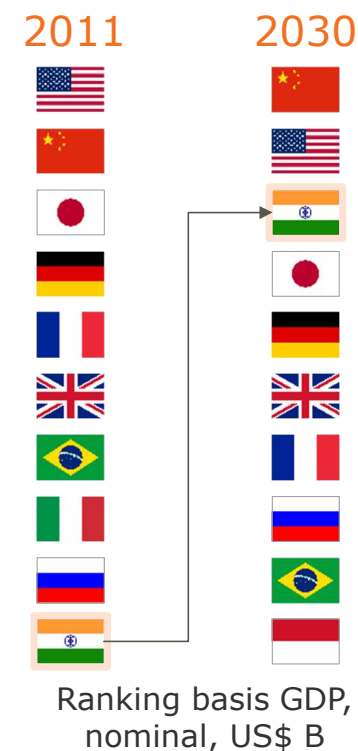
Pressure on improving the agri productivity

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 ...



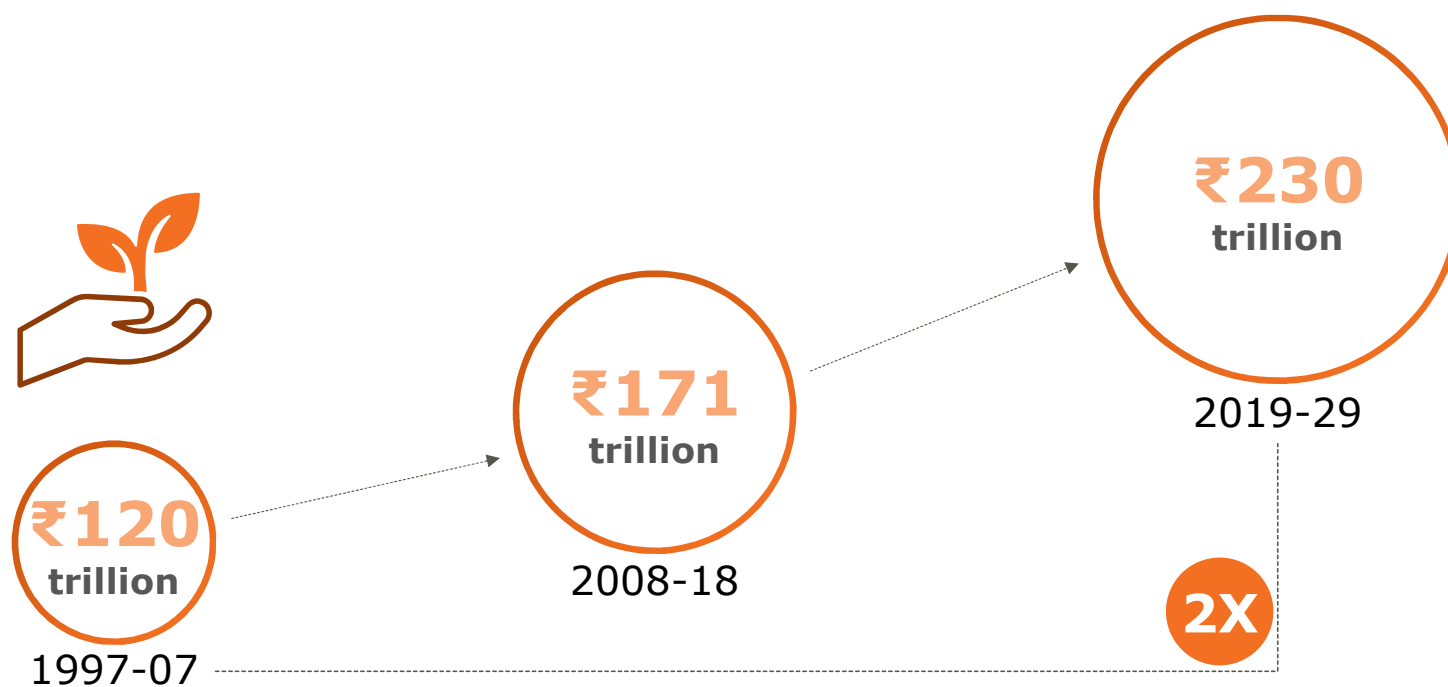
India expected to be 3rd largest economy



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

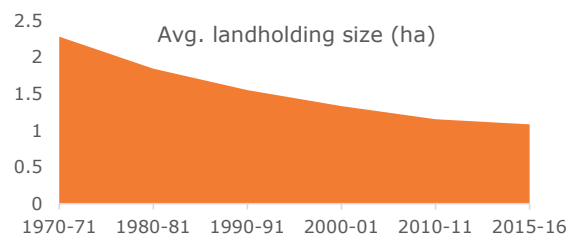
Gross value added by Agri sector (cumulative)



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

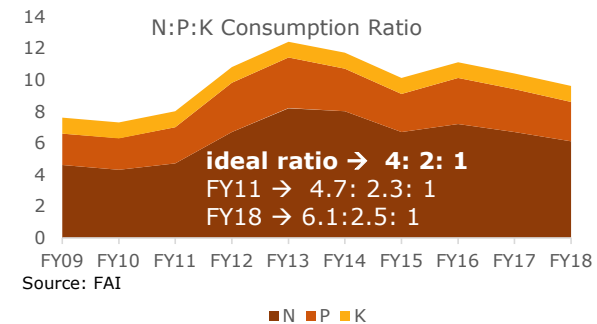
India: The opportunity and imperative for value creation in Agri sector over the next 10 years are large...

Falling per capita land holding

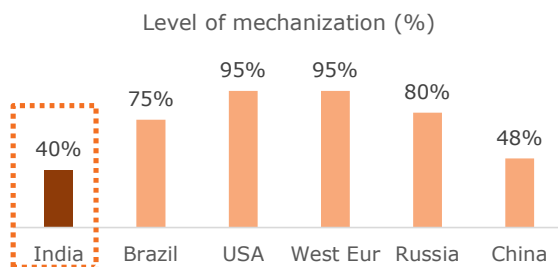


Source: Ministry of Agri

Imbalanced Nutrient Usage

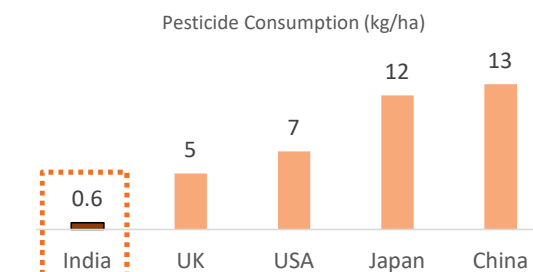


Low Mechanization



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



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



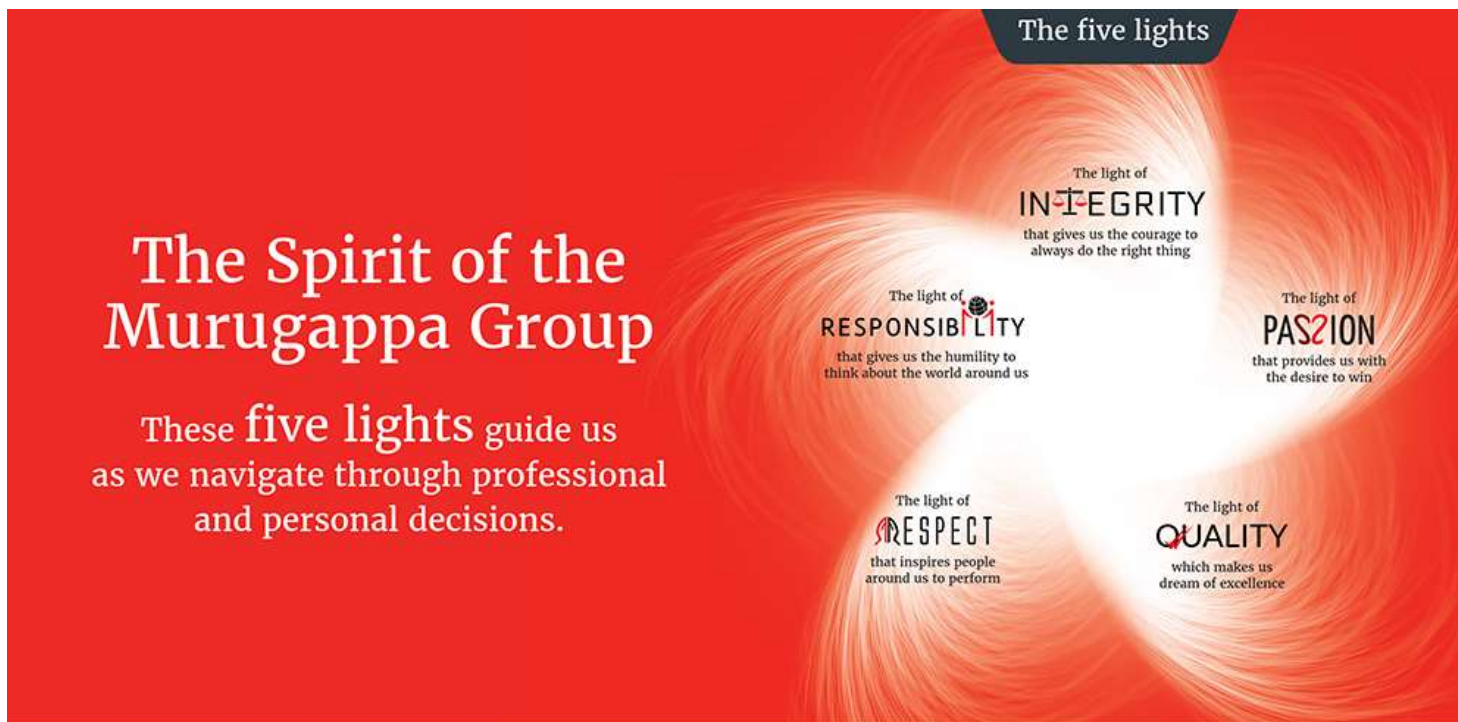
TRANSFORMING AGRICULTURE CHANGING LIVES

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. 192 billion** (FY21-22)
- Market Cap: **Rs. 261 billion** (December 2022)
- Strong credit rating: '**AAA**' (stable outlook)' with India Ratings and CRISIL AA+ (positive) with CRISIL
- Net cash surplus
- **~5000** employees & ~8000 contract staff



STRONG BRAND EQUITY



COST EFFECTIVE
MFG. & SUPPLY CHAIN



DOING IT RESPONSIBLY



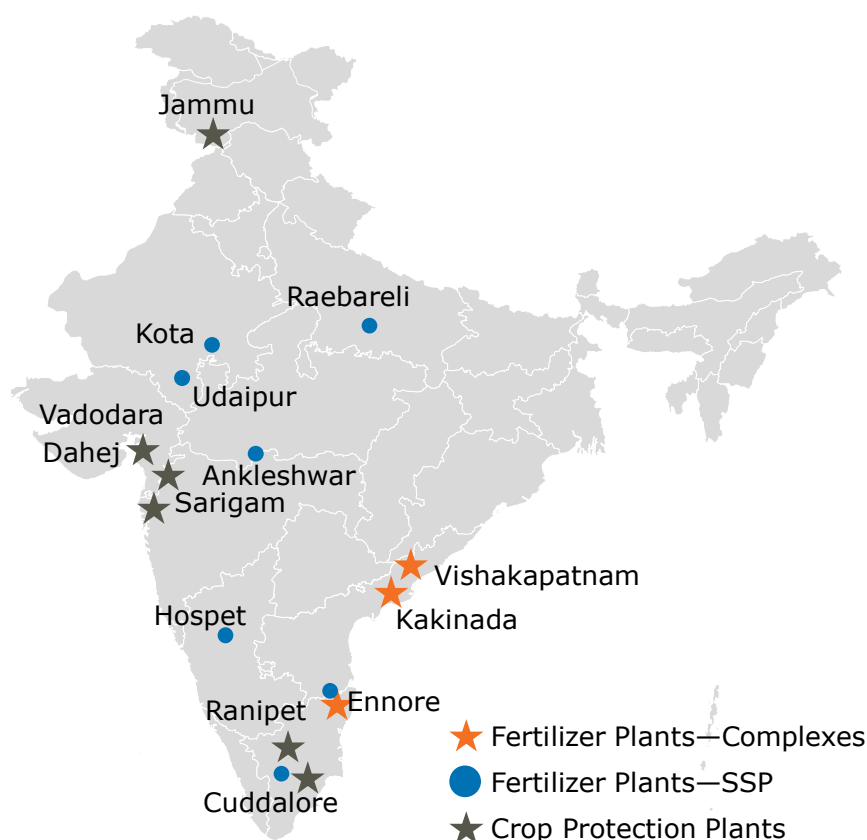
BRINGING PROSPERITY
TO 3M+ FARMERS



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
- World's 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

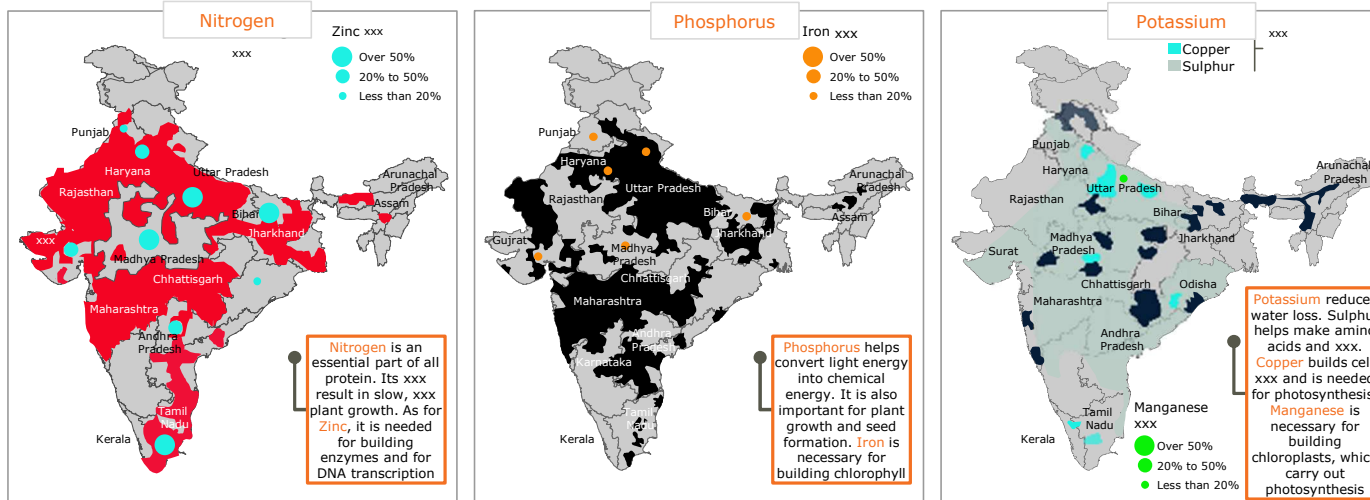
 Financing & Insurance

A 'Farmer First' winning business model

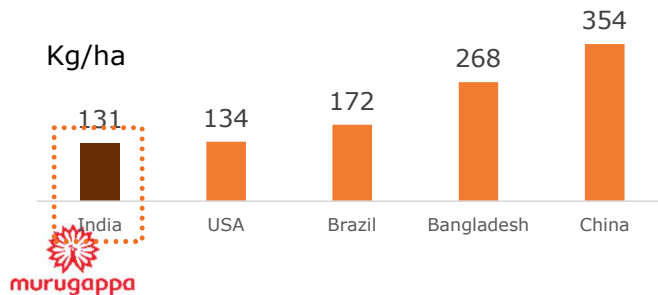
Business Wise Highlights

Fertilizer: Opportunity to address nutrient imbalance

Widespread Soil Deficiency

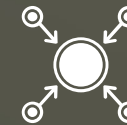


Low Nutrient Usage



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 ...



Soil Health Card		Soil Test Parameters	
1. Name of the farmer		2. Soil pH	
2. Name of the village		3. Soil Moisture	
3. Name of the block		4. Soil Salinity	
4. Name of the district		5. Soil Nitrogen	
5. Name of the state		6. Soil Phosphorus	
6. Name of the country		7. Soil Potassium	
7. Name of the farmer's mobile number		8. Soil Zinc	
8. Name of the farmer's email address		9. Soil Boron	
9. Name of the farmer's landline number		10. Soil Manganese	
10. Name of the farmer's fax number		11. Soil Copper	
11. Name of the farmer's internet address		12. Soil Nickel	
12. Name of the farmer's website		13. Soil Cadmium	
13. Name of the farmer's social media profile		14. Soil Lead	
14. Name of the farmer's blog		15. Soil Arsenic	
15. Name of the farmer's podcast		16. Soil Selenium	
16. Name of the farmer's video channel		17. Soil Vanadium	
17. Name of the farmer's e-mail list		18. Soil Molybdenum	
18. Name of the farmer's RSS feed		19. Soil Silicon	
19. Name of the farmer's Dribbble profile		20. Soil Fluorine	
20. Name of the farmer's SoundCloud profile		21. Soil Chlorine	
21. Name of the farmer's DeviantArt profile		22. Soil Iodine	
22. Name of the farmer's 500px profile		23. Soil Bismuth	
23. Name of the farmer's Fotogram profile		24. Soil Tellurium	
24. Name of the farmer's 500px profile		25. Soil Antimony	
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31. Name of the farmer's 500px profile		32. Soil Copper	
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96. Name of the farmer's 500px profile		97. Soil Calcium	
97. Name of the farmer's 500px profile		98. Soil Carbon	
98. Name of the farmer's 500px profile		99. Soil Chlorine	
99. Name of the farmer's 500px profile		100. Soil Copper	

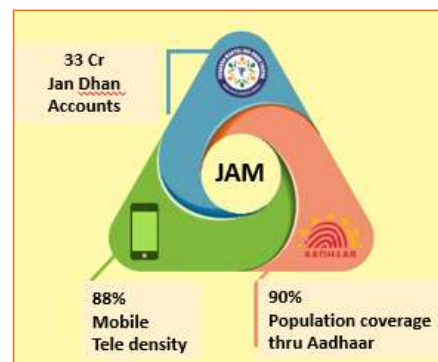
- Scheme started in 2015 by Government of India
- Soil health cards issued every two years—**140 mil farmers** covered

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



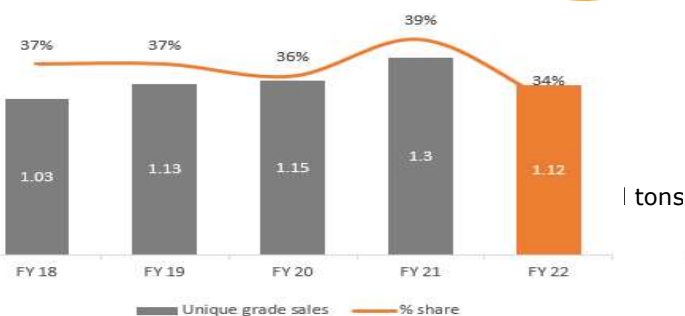
- **Self sufficiency in Urea**—Additional 6-7 million ton capacity
- **P&K**—Ensuring **distribution flexibility** for domestic manufacturers
- **SSP**—Addressing **quality** issues
- Lower **corporate tax rates** to boost investment

Coromandel Fertilizer: Highlights

Differentiated Product Offering



34%
unique
share



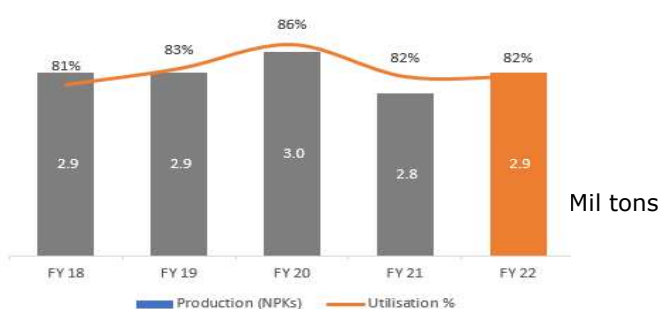
- 13 products catering to farmer needs
- Quality focus - Quick Test Kit
- Collaboration with IIT Bombay Monash, IIT Kharagpur, pilot farms initiatives for new R&D



Efficient Manufacturing



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

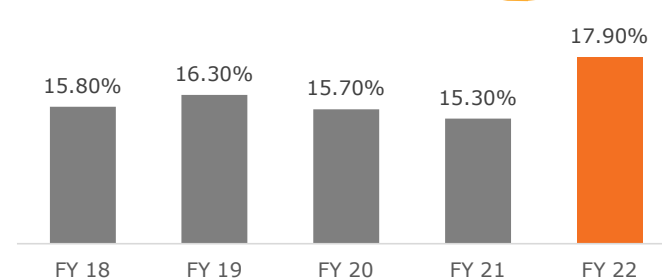


- Strong cost positioning - upstream integration
 - Strategic tech tie-up with global players
 - JVs for Phos. acid security
 - Utilization: NPK Plants
- *Lower in FY2021 due to COVID Pandemic

Winning in Markets



17.9%
Market
share



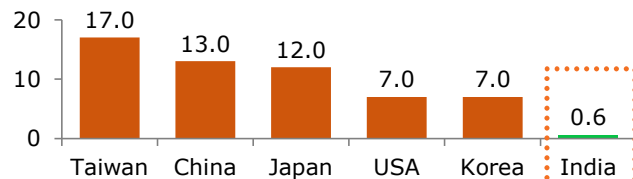
- 2nd largest Phosphatic marketer in India
- Largest SSP marketer - ~14% market share
- Best in class agronomists & market development team (~300)

Crop Protection: Market opportunity large

India ... massive potential exists

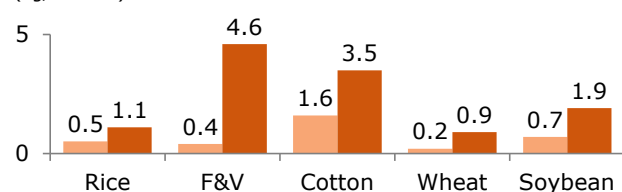
India – Consumption lowest in world

Pesticide consumption
(kg/hectare)



Consumption across crops significantly lower

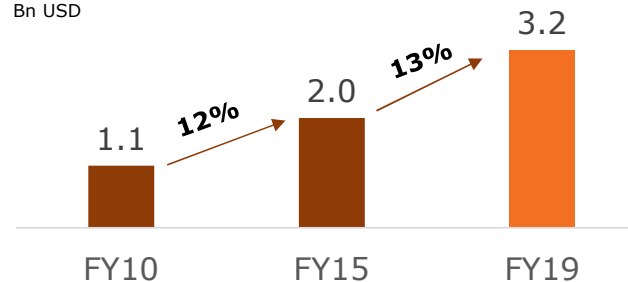
Pesticide consumption
(kg/hectare)



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

Exports slated to grow at 9% CAGR

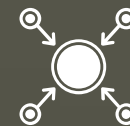
Bn USD



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

- **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: **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

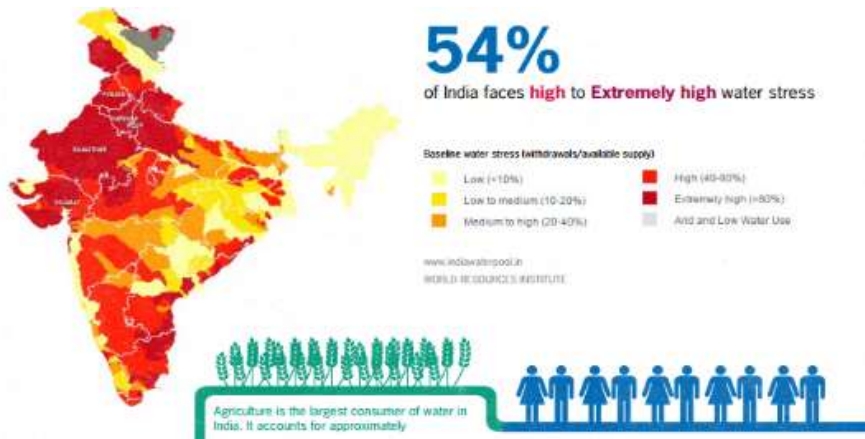
- Manufacturing facility in Cuddalore, TN
- Highest purity and best in class stability at plant - 2 yrs shelf life
- Mfg. process: Aflatoxins < 50ppb vs European norms of 100 ppb
- Global Organic certifications: DNV, IMO



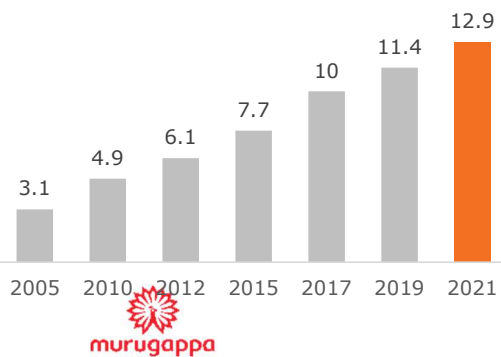
Sales and Marketing

- 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



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

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
- 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

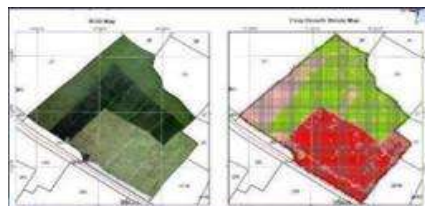
- **Largest Organic marketer** in India – >2.0 Lac tons annually
- **Strong activation focus:** Tie-ups with Agri universities and organic farms
- **Soil health testing** services for farmers

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	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

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



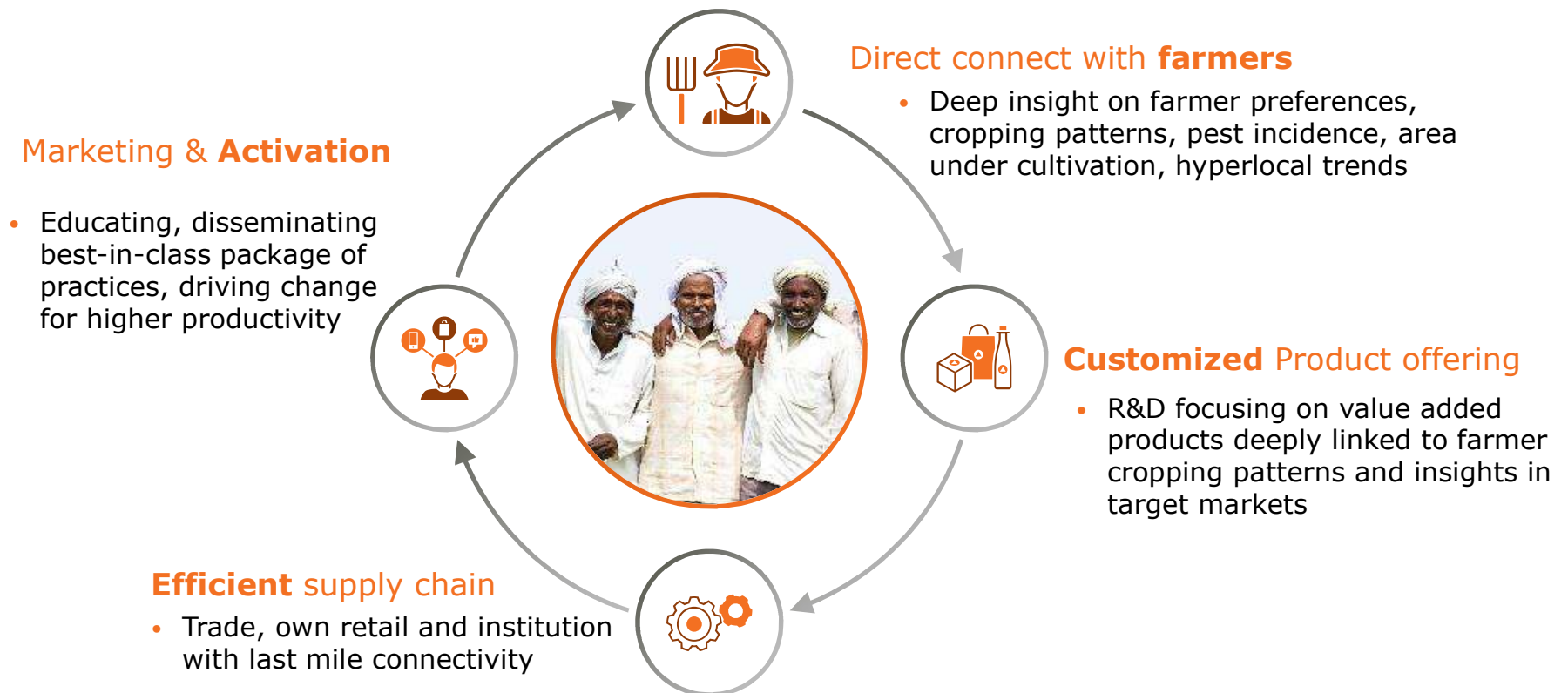
- Girl Child Education Scheme has touched 16K+ children and counting
- More than 5K girls benefited through scholarships

Community Development



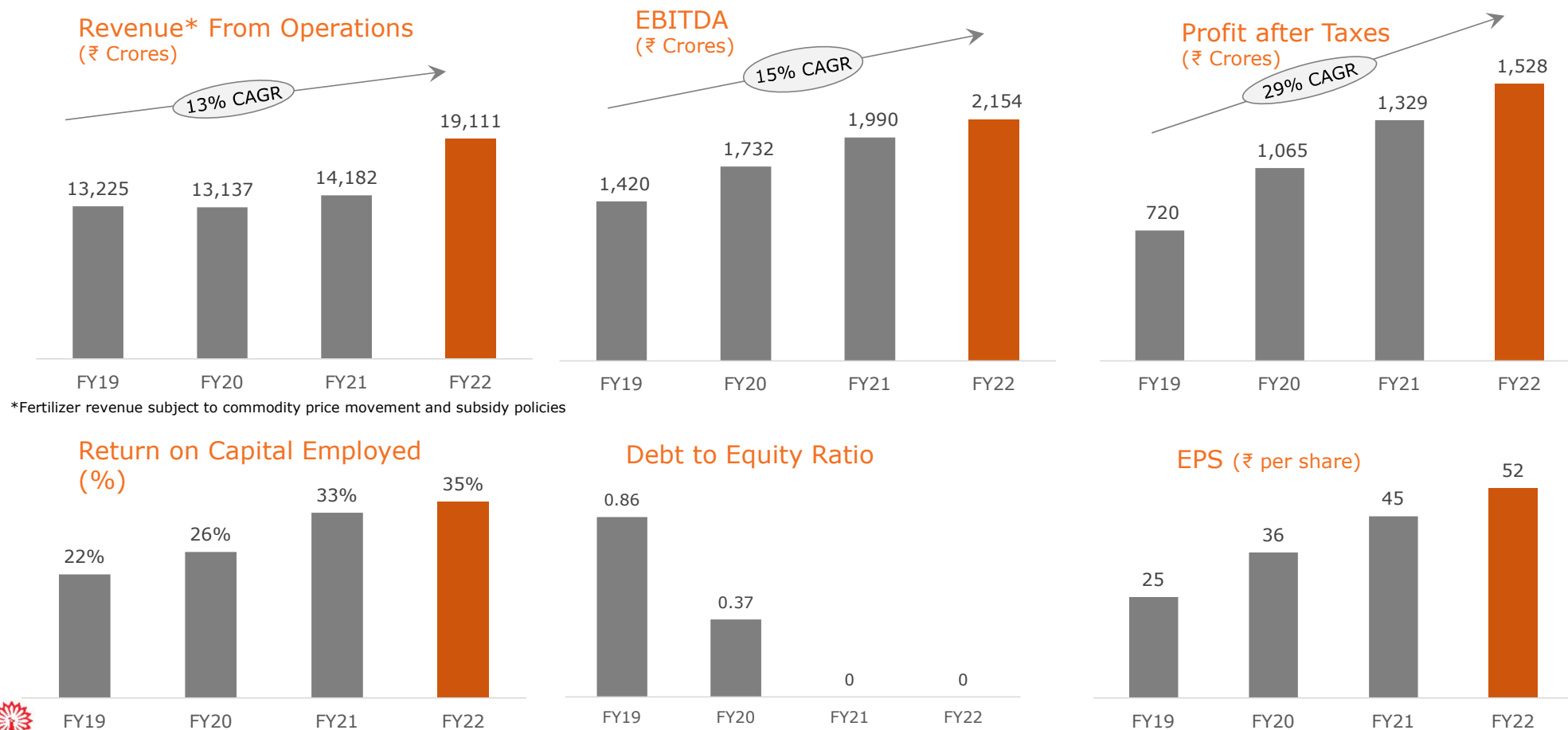
- Community development initiatives focussed on creating employment opportunities: Computer skills, Tailoring training
- Toilet construction under Swachh Bharat

Coromandel: Converting farmer insights into farmer prosperity



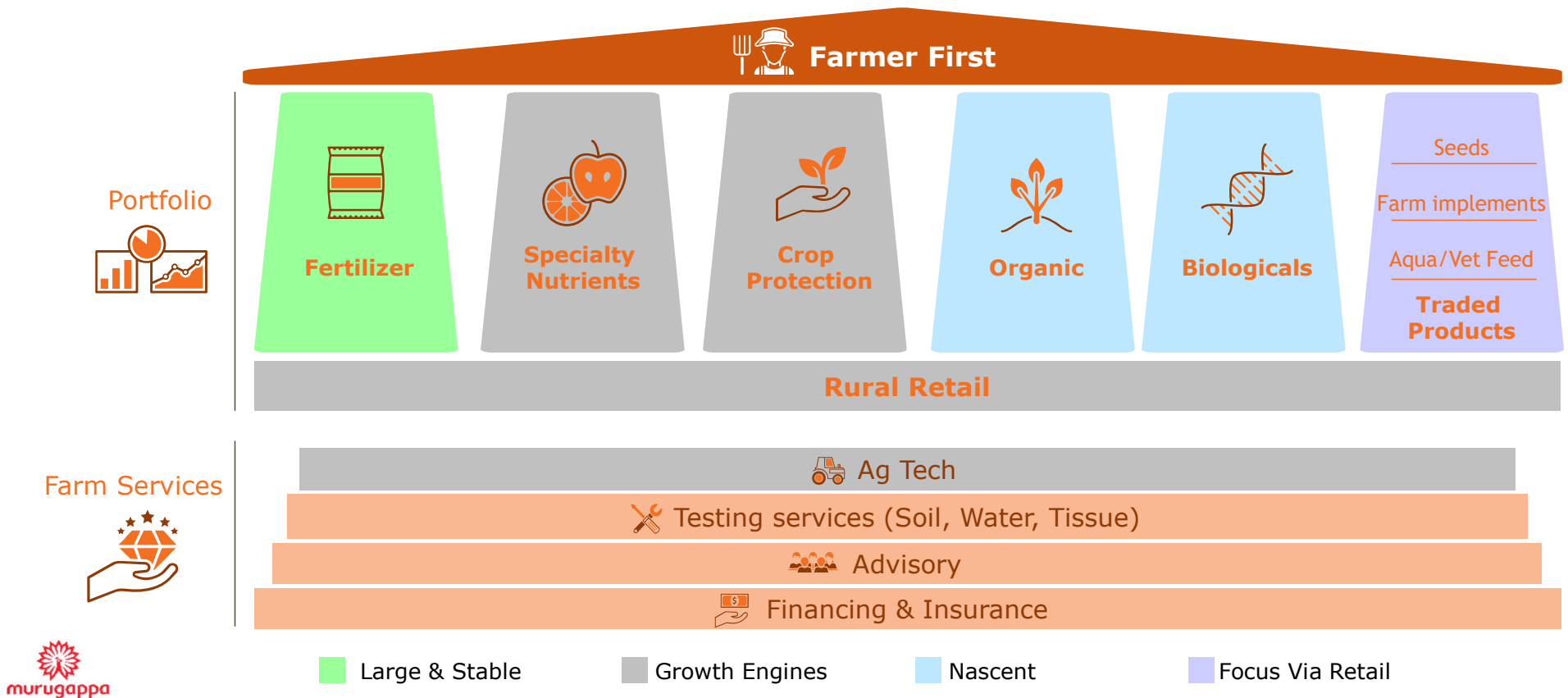
Why Coromandel

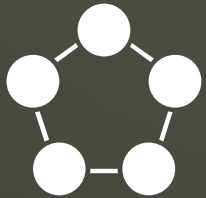
Coromandel: Track record of sustained financial performance



As per consolidated financials of the Company

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

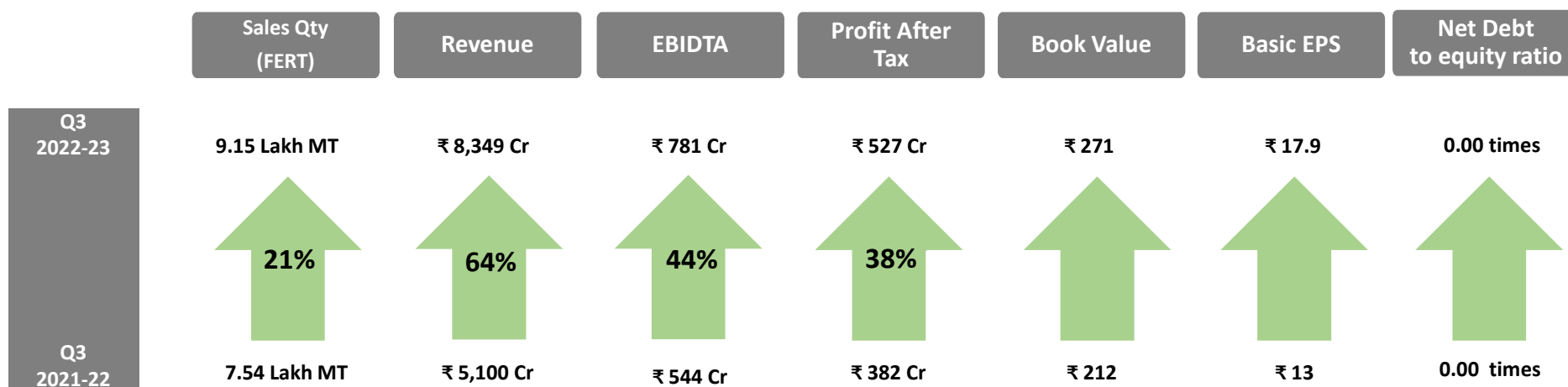
- Flagship company of 118 year old Murugappa Group
- Strong commitment to values: Integrity, Passion, Quality, Respect and Responsibility

FY 22-23

Q3 Results



Performance Highlights



As per consolidated financials

Business Environment – Agriculture Bright Spot

- All India cumulative rainfall > normal by 20% (Oct'22 to Dec'22)
 - Deficit in rainfall WB (-28%), Odisha (-10%), TG (-4%)
- Reservoir storage at 100% of LY storage & 120% of avg of last 10 years
- Improved crop sowing: +4% (Led by wheat & oilseeds)
- Fall in Centre's buffer stocks (Dec 1) due to lower Govt procurement
 - Rice: 11.5 mil ton (LY: 21.3 mt)
 - Wheat: 19.0 mil ton (LY: 37.8 mt)
- Increase in MSP for all mandated rabi crops
- Rice procurement status (Dec 31): 36 mil ton (+11%)
 - Full year target: 52 mil ton

MSP Increase – Rabi Crops

	MSP CY	MSP LY	Inc
Wheat	2125	2015	5%
Barley	1735	1635	6%
Gram	5335	5230	2%
Lentil	6000	5500	9%
Mustard	5450	5050	8%
Safflower	5650	5441	4%

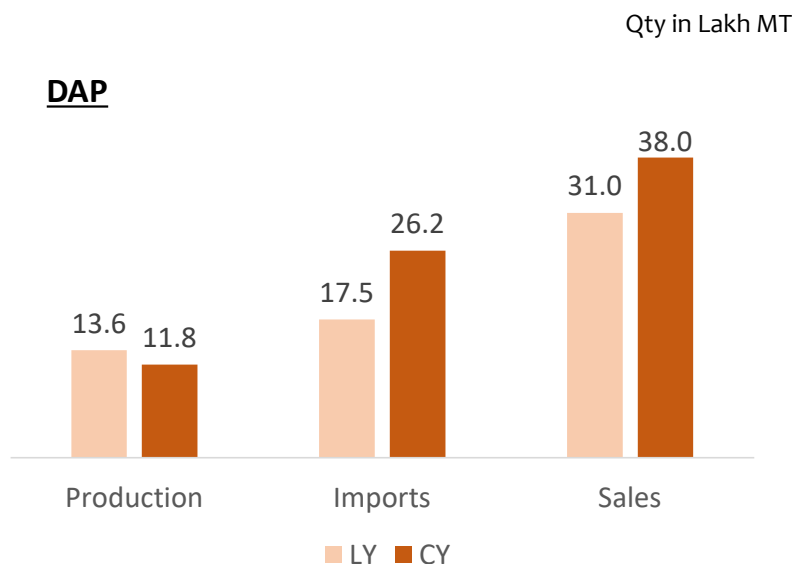
Rabi sowing (lakh ha) – 30 Dec

	LY	CY	chg
Wheat	314	325	4%
Rice	14	17	21%
Pulses	150	153	2%
Coarse cereal	45	47	4%
Oilseeds	95	104	9%
Total	617	645	4%

Good Rabi season

Industry: DAP + Complex Fertilisers: Q3 FY22-23

DAP

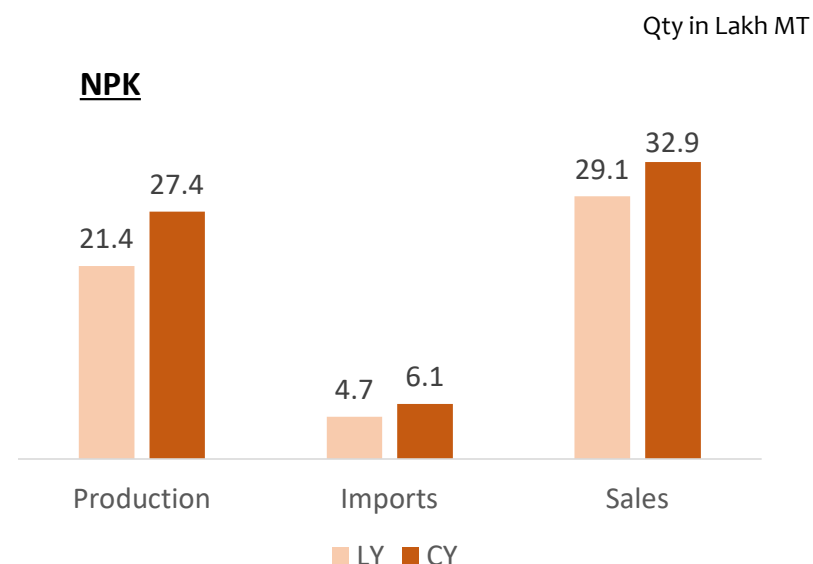


Production growth: **-13%**

Imports growth: **50%**

Pr Sales growth: 22% (CIL: **27%**)

NPK



Production growth: **28%**

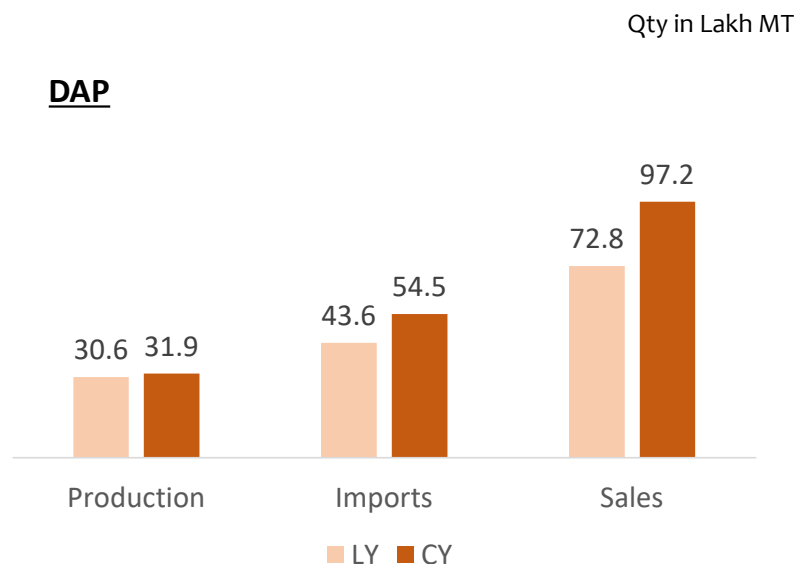
Imports growth: **30%**

Pr Sales growth: 13% (CIL: **27%**)

In lakh tons	LY	CY	% Gr
Industry sales	60.2	70.9	17.8%
CIL Sales	8.3	10.5	26.5%

Industry: DAP + Complex Fertilisers: YTD Dec'22

DAP

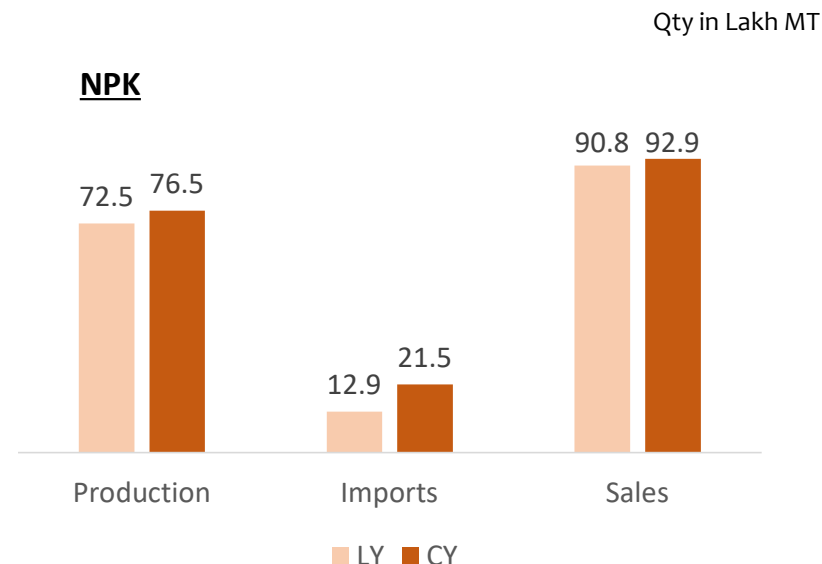


Production growth: 4%

Imports growth: 25%

Pr Sales growth: 33% (CIL: 7%)

NPK



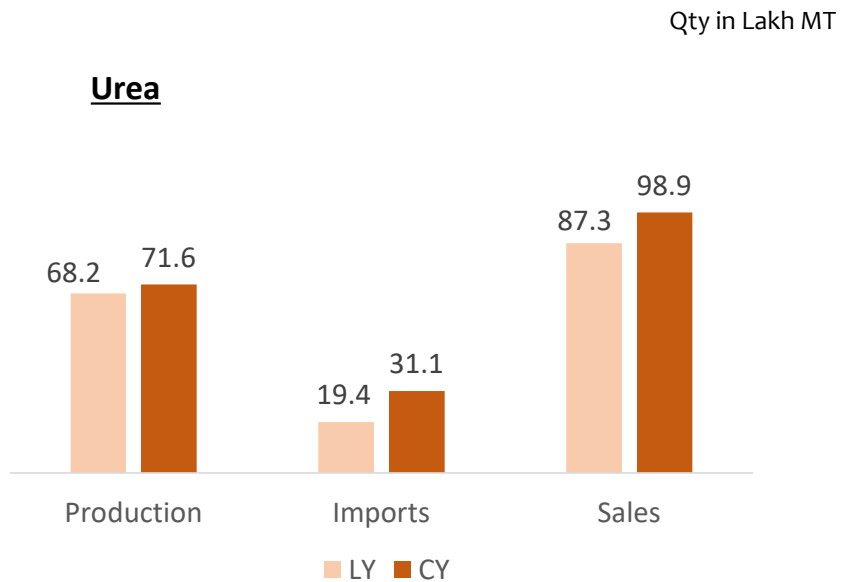
Production growth: 6%

Imports growth: 67%

Pr Sales growth: 2% (CIL: 11%)

In lakh tons	LY	CY	% chg
Industry sales	163.6	190.1	16.2%
CIL Sales	27.3	30.2	10.6%

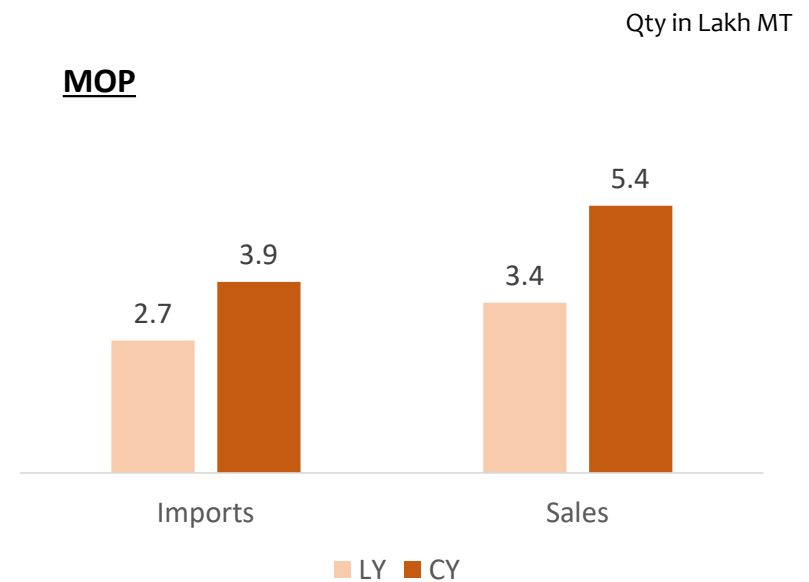
Industry: MOP & Urea : Q3 FY22-23



Production growth: 5%

Imports growth: 60%

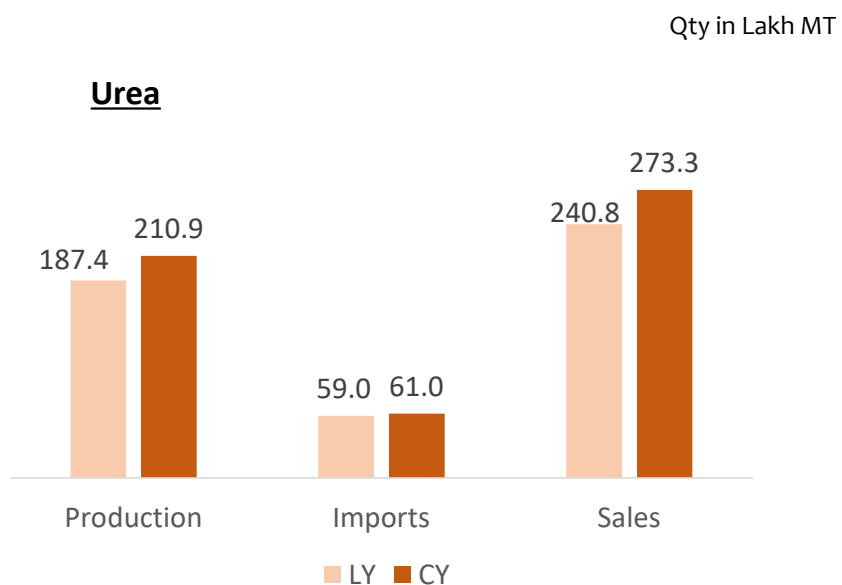
Sales growth: 13% (CIL: 202%)



Imports growth: 44%

Sales growth: 34% (CIL: 471%)

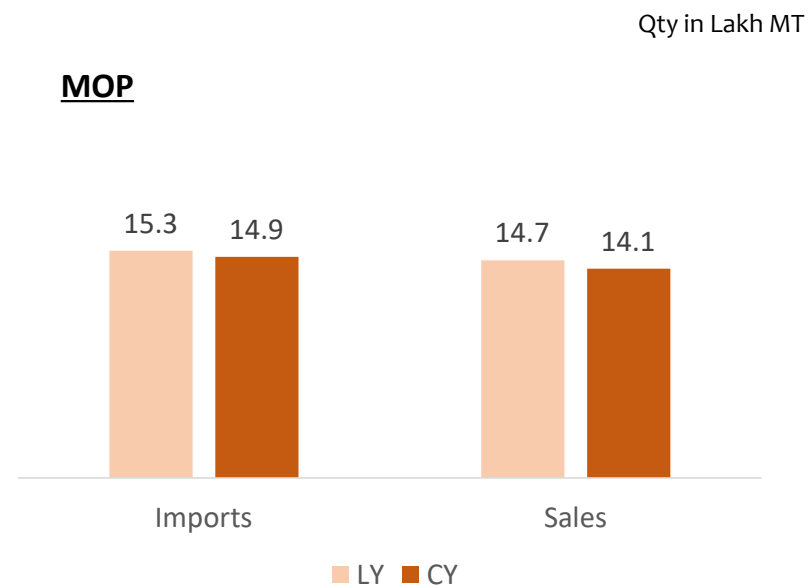
Industry: MOP & Urea : YTD Dec'22



Production growth: 13%

Imports growth: 3%

Sales growth: 13% (CIL: 144%)

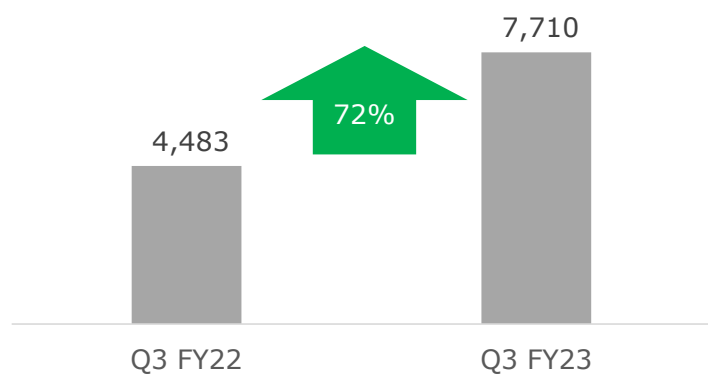


Imports growth: -3%

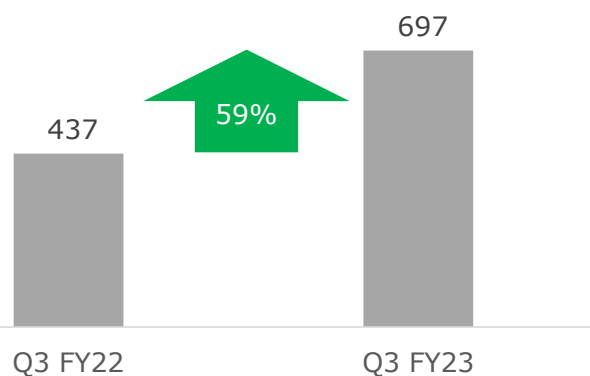
Sales growth: -4% (CIL: -1%)

CIL: Nutrients – Q3

Sales in Rs. Crs



PBIT in Rs.Crs



*Before Un-allocable Expenses

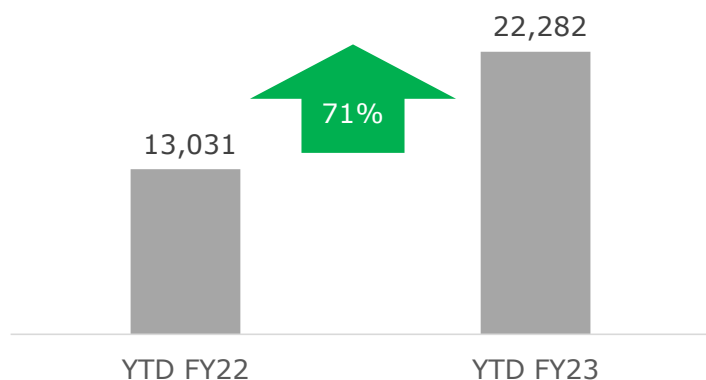
Volume Summary

Vol LMT

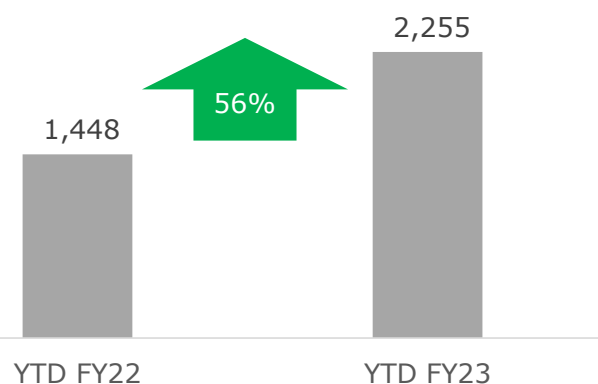
Segment	Q3 FY22	Q3 FY23	Growth
NPK +DAP (Mfd)	7.5	9.2	21%
NPK +DAP (Imp)	0.7	1.4	88%
NP/NPKs Total	8.3	10.5	27%
Primary Market Share (NP/NPKs)	13.7%	14.8%	
PoS Market Share (NP/NPKs)	12.5%	12.7%	
Urea	1.3	4.0	202%
MOP	0.00	0.02	470%
SSP	1.9	2.2	17%

CIL: Nutrients – YTD Dec'22

Sales in Rs. Crs



PBIT in Rs.Crs



*Before Un-allocable Expenses

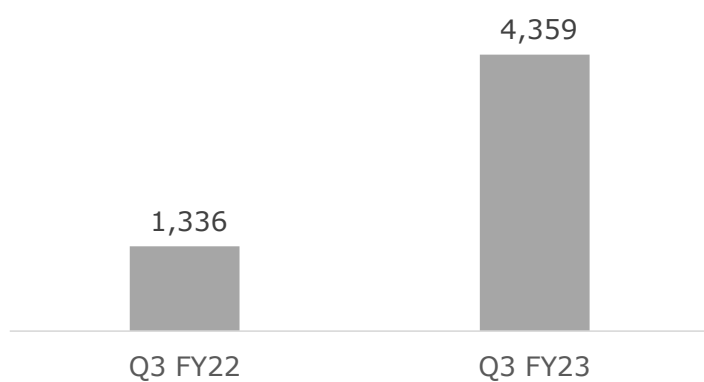
Volume Summary

Vol LMT

Segment	YTD Dec'21	YTD Dec'22	Growth
NPK +DAP (Mfd)	24.5	27.1	11%
NPK +DAP (Imp)	2.8	3.1	12%
NP/NPKs Total	27.3	30.2	11%
Primary Market Share (NP/NPKs)	16.7%	15.9%	
PoS Market Share (NP/NPKs)	14.7%	15.3%	
Urea	3.83	9.34	144%
MOP	0.26	0.25	-1%
SSP	5.97	6.18	4%

Subsidy – Q3 FY23

Subsidy Outstanding (Rs in Crs)



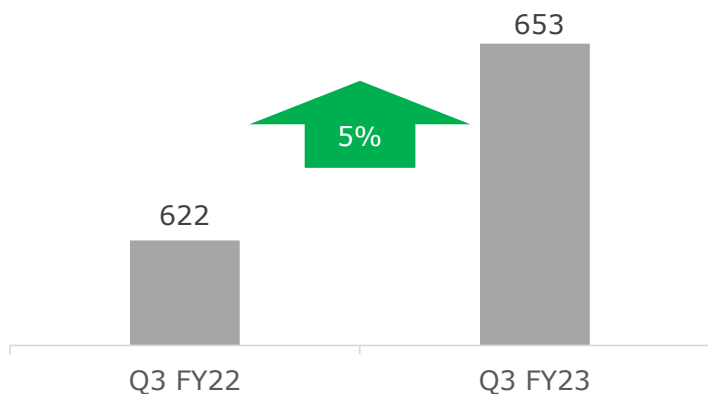
Q3: Receipts of **Rs. 3,992 Crs.** (Rs. 2,296 Crs. LY)

Nutrient rates (Rs/kg)

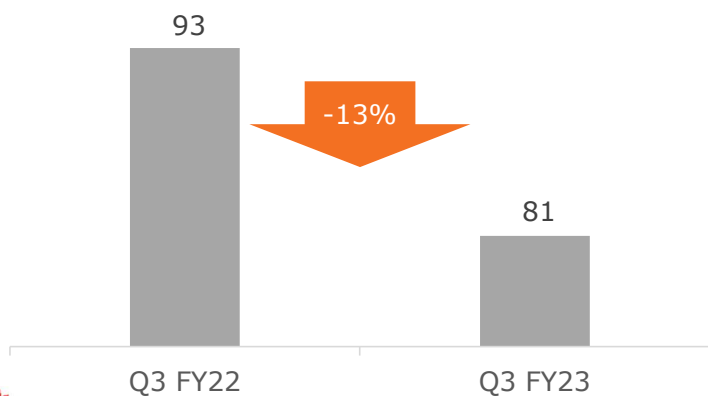
	N	P	K	S
21-22	18.79	45.32	10.12	2.37
22-23 (Kharif)	91.96	72.74	25.31	6.94
22-23 (w.e.f 1 Oct)	98.02	66.93	23.65	6.12

CIL: Crop Protection – Q3 FY23

Sales in Rs. Crs



PBIT in Rs. Crs



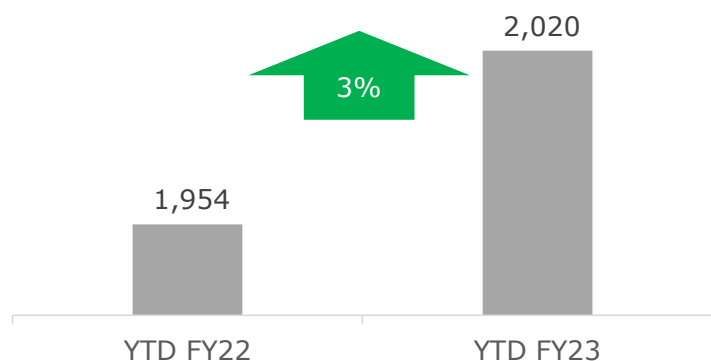
*Before Un-allocable Expenses

In Rs. Crs.

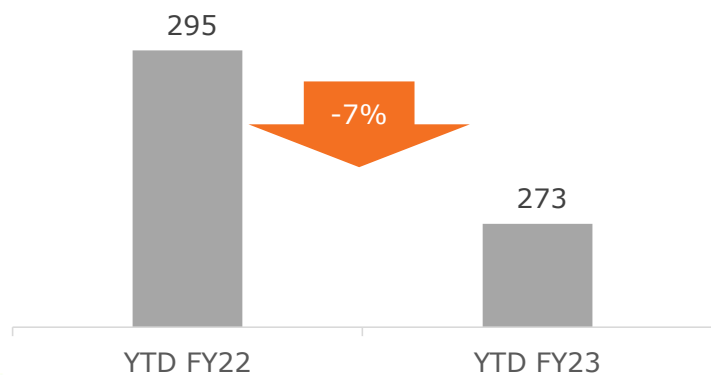
Market	Q3 FY22	Q3 FY23	Growth
Domestic	314	355	13%
Exports	308	298	-3%
Total	622	653	5%

CIL: Crop Protection – YTD Dec'22

Sales in Rs. Crs



PBIT in Rs. Crs



In Rs. Crs.

Market	YTD Dec'21	YTD Dec'22	Growth
Domestic	1,115	1,259	13%
Exports	839	761	-9%
Total	1,954	2,020	3%

New Product Launches Q3 FY'23



Neem – soil conditioner



Abda – Growth booster

**Gardina products – Urban segment
Speciality Nutrients Business**



**Azamax (Insecticide)
– Bio business**

New Product Launches YTD Dec'22



Acumist Calcium –
Concentrated Liquid Calcium



Azamax -
Insecticide



Soil conditioner



Growth booster



Phendal Plus –
Insecticide



Prop-Plus combination
fungicide



Ortain
super combination
insecticide



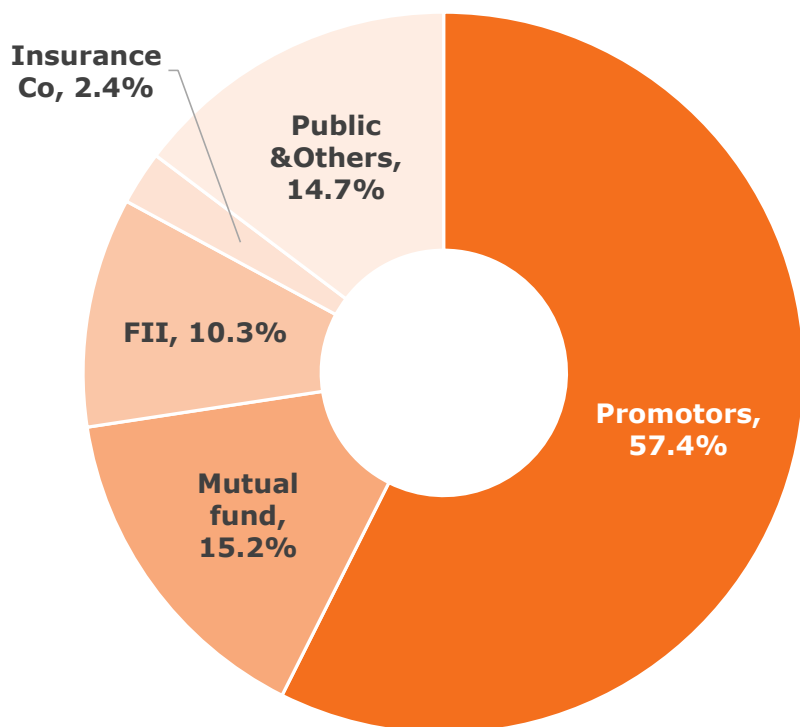
Canister
Insecticide

CIL: Consolidated P&L – Q3 & YTD

Rs. Crs

Q3 LY	YTD LY	P&L(Summary)	Q3 CY	YTD CY	Q3 Gr%	YTD Gr%
5,100	14,952	Total Income	8,349	24,276	64%	62%
804	2,576	Gross Margin	1,068	3,389	33%	32%
16%	17%	GM %	13%	14%		
260	805	Fixed Expenses	288	866	11%	7%
544	1,770	EBIDTA	781	2,523	44%	43%
11%	12%	EBIDTA Margin %	9%	10%		
43	127	Depreciation	47	137		
-14	-34	Interest Exp./ (income)	6	-3		
511	1,661	PBT	706	2,364	38%	42%
10%	11%	PBT %	8%	10%		
382	1,239	PAT	527	1,766	38%	43%
7%	8%	PAT %	6%	7%		

Share Holding Pattern – 31st Dec 2022



- Promoters:
 - EID Parry (India) Ltd (56.3%)
 - Individual/HUF (0.6%)
 - Trust/NRI/Others (0.5%)
- Top Domestic Institutional Holdings:
 - Kotak Mutual Fund (4.5%)
 - DSP Mutual Fund (2.4%)
 - UTI Mutual Fund (1.4%)
 - Axis (1.3%)
 - SBI (0.9%)
- Top Foreign Institutional Investors
 - Vanguard (1.4%)
 - Kotak (0.6%)
 - Goldman Sachs (0.6%)
 - Govt Pension Funds (Global) (0.6%)
 - Principal Fund, Inc. (0.5%)
 - MIT (0.5%)



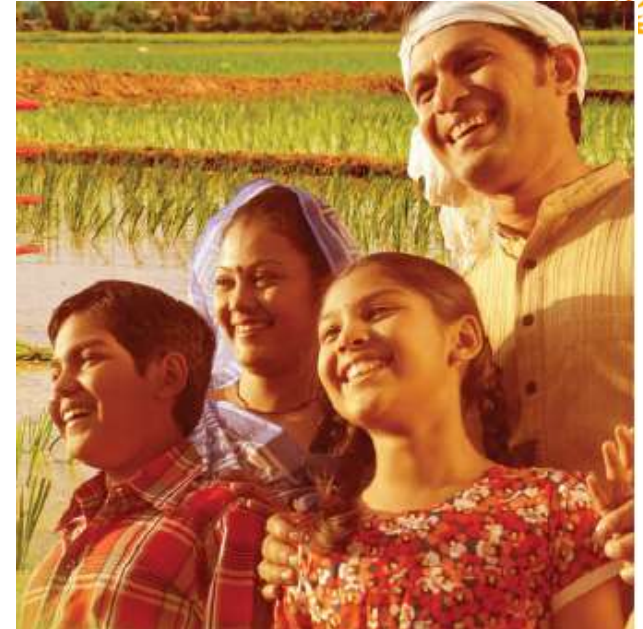
The 1st Green Revolution
driven by **Agri-inputs**

Achieving self-sufficiency
in food grains



The 2nd Green Revolution to be powered by superior
products, smarter delivery mechanisms & agri-tech

Achieving Income Security and Farm Sustainability





Thank You

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Coromandel House, 1-2-10, SP Road
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Mr Mayur Gangwal, General Manager
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Phone no: 040 6699-7300