



# Investor Presentation

*Feb 2021 – Q3 FY21 Results*

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Agri industry: The opportunity ahead



Coromandel: Strong track record, future positive



Business-wise highlights: Unique strengths to win in the market



The Coromandel investment case: Summary



Coromandel: Q3 FY21 Results Update



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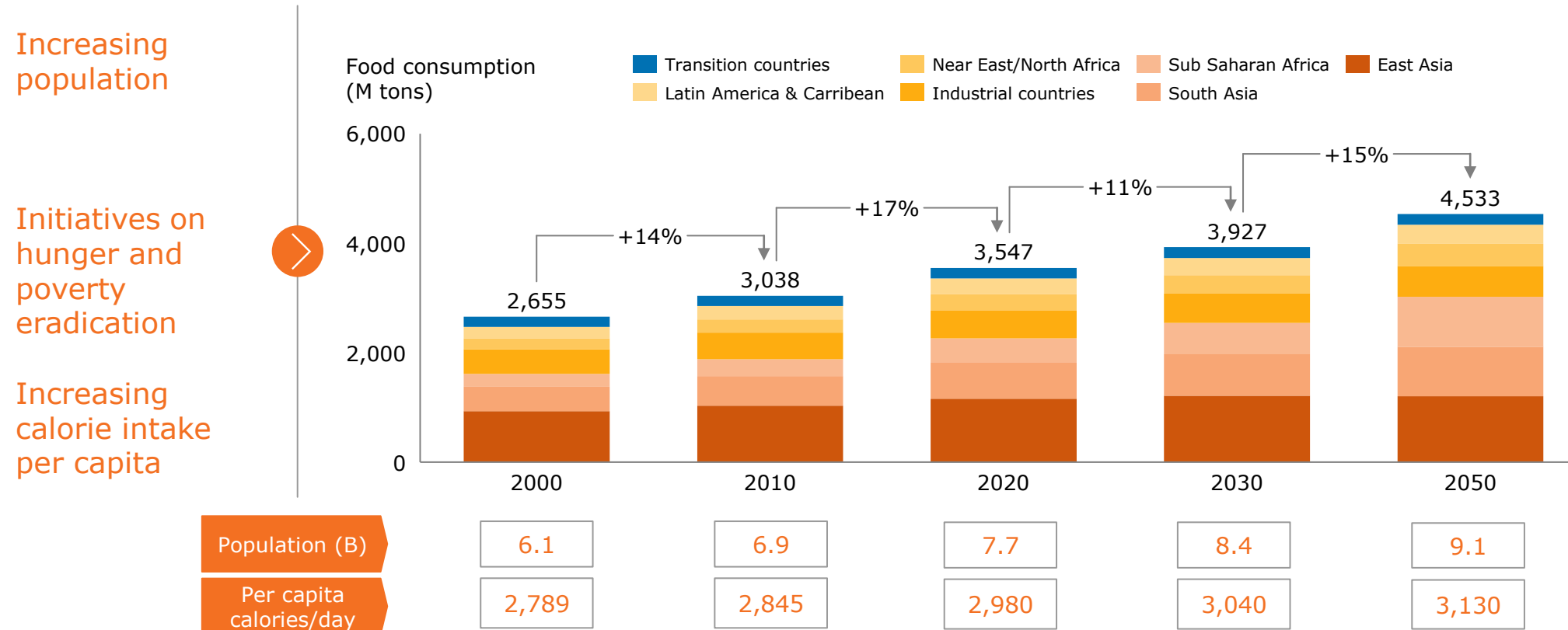
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# Global: Increasing population and wealth to drive up global food consumption

## Strong increase in food demand expected

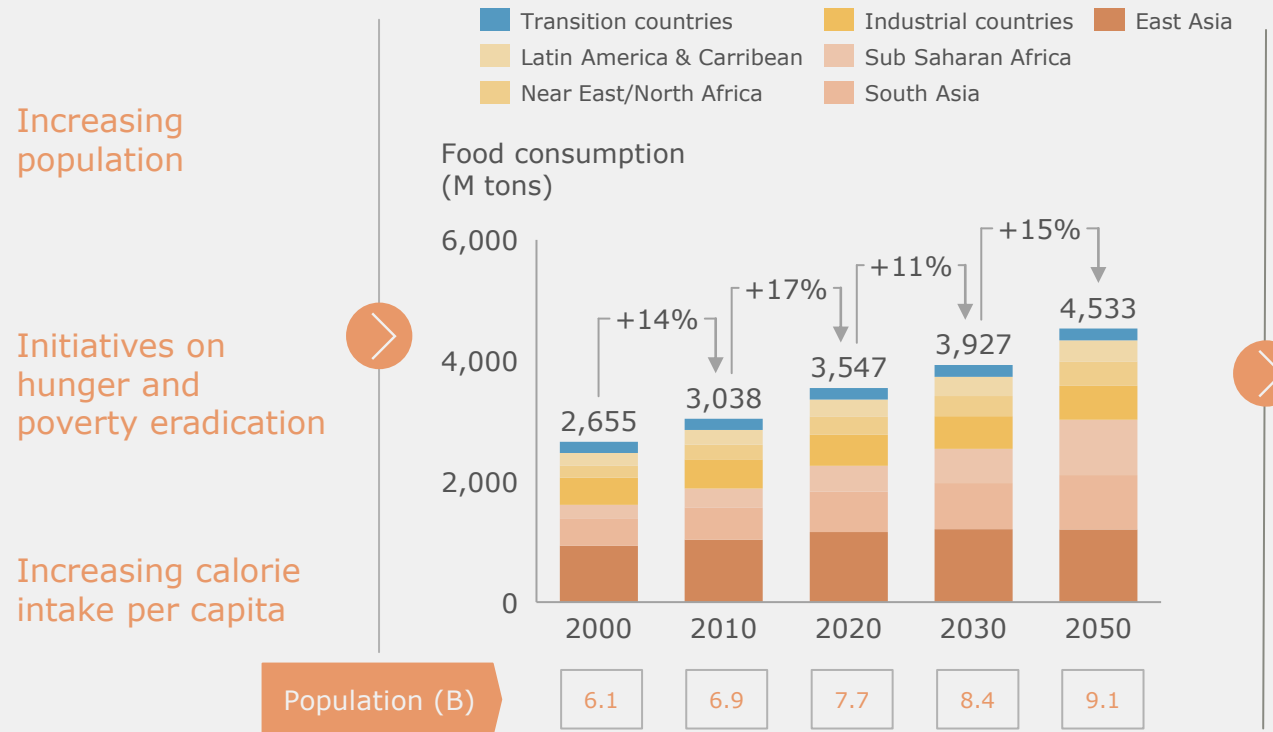


India, Africa, South East Asia and Australia emerging as new food bowls

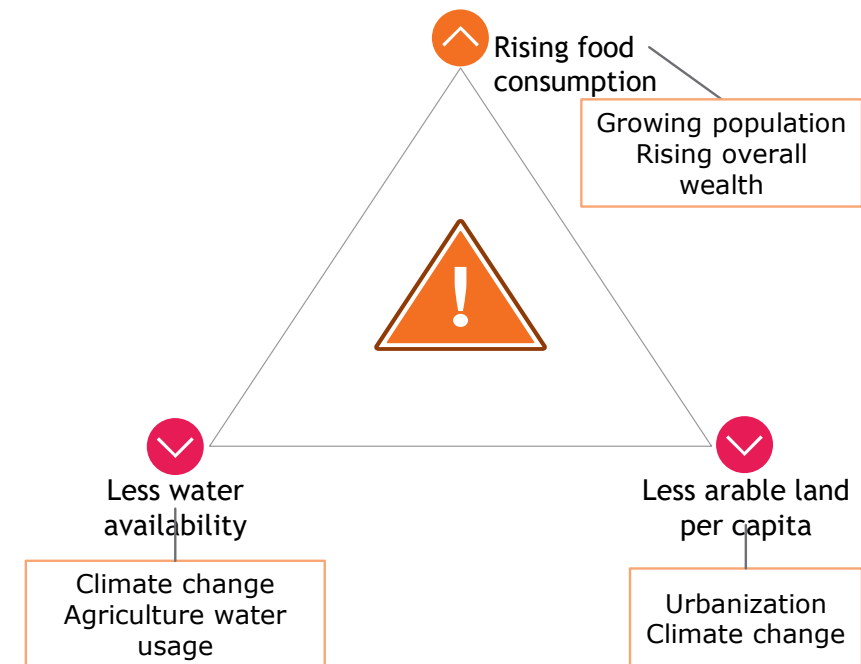
Note: Industrial countries include North America, Western Europe & ANZ; Transition Countries include Eastern Europe & Russia  
Source: FAOSTAT; BCG analysis

# Global agri trend: Rising consumption & resource exhaustion

Strong increase in food demand expected....



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

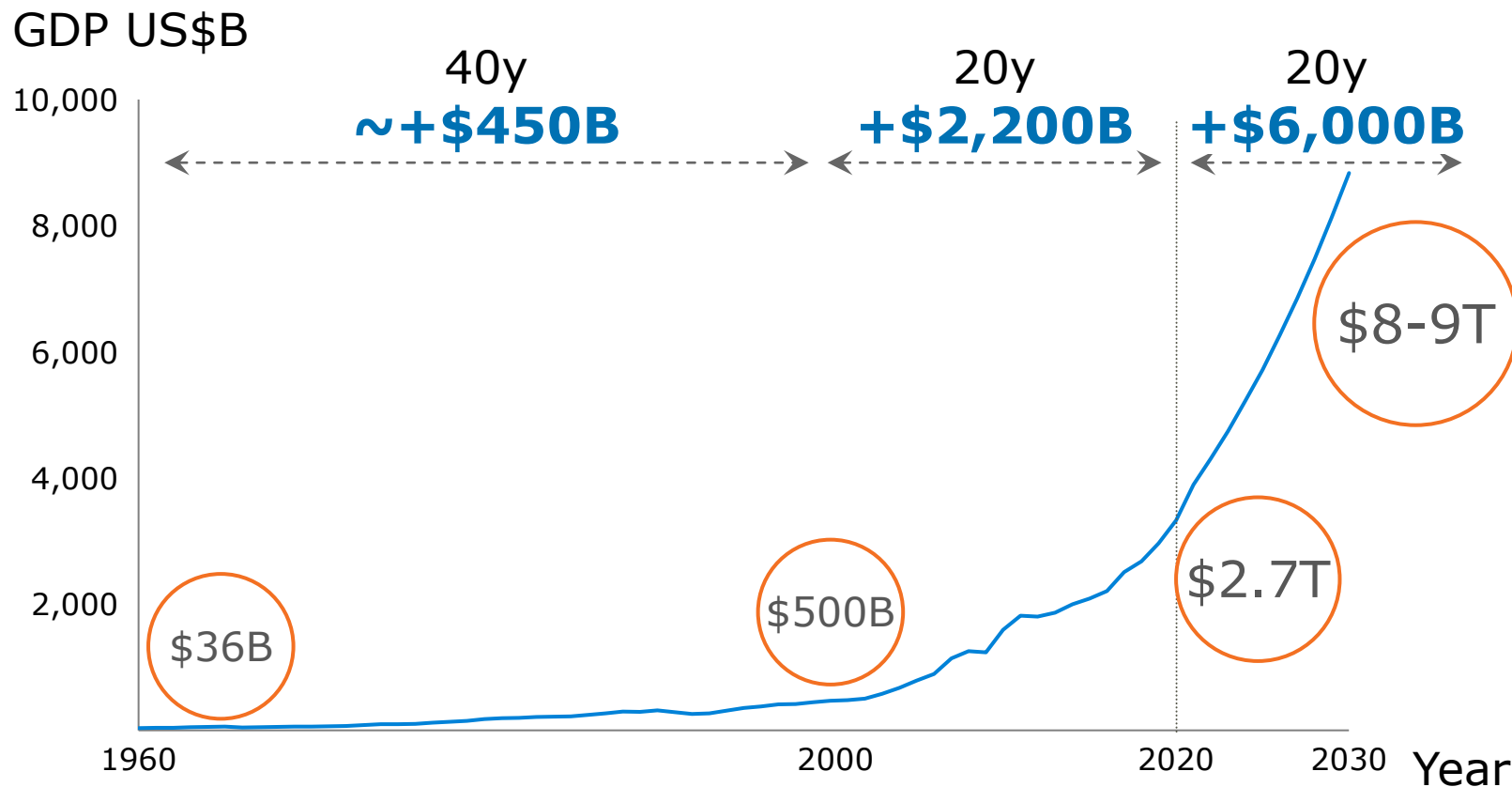


Pressure on improving the agri productivity

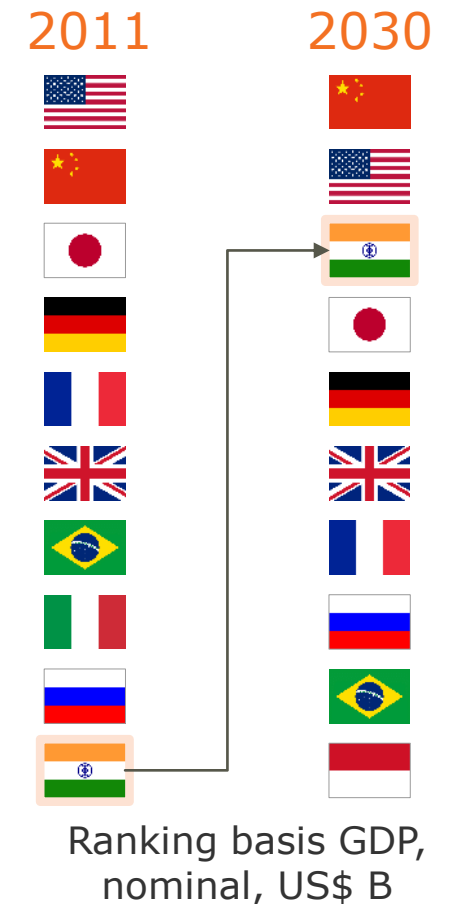
Note: Industrial countries include North America, Western Europe & ANZ; Transition Counties include Eastern Europe & Russia  
Source: FAOSTAT; BCG analysis



# India: A decade of accelerated growth ...



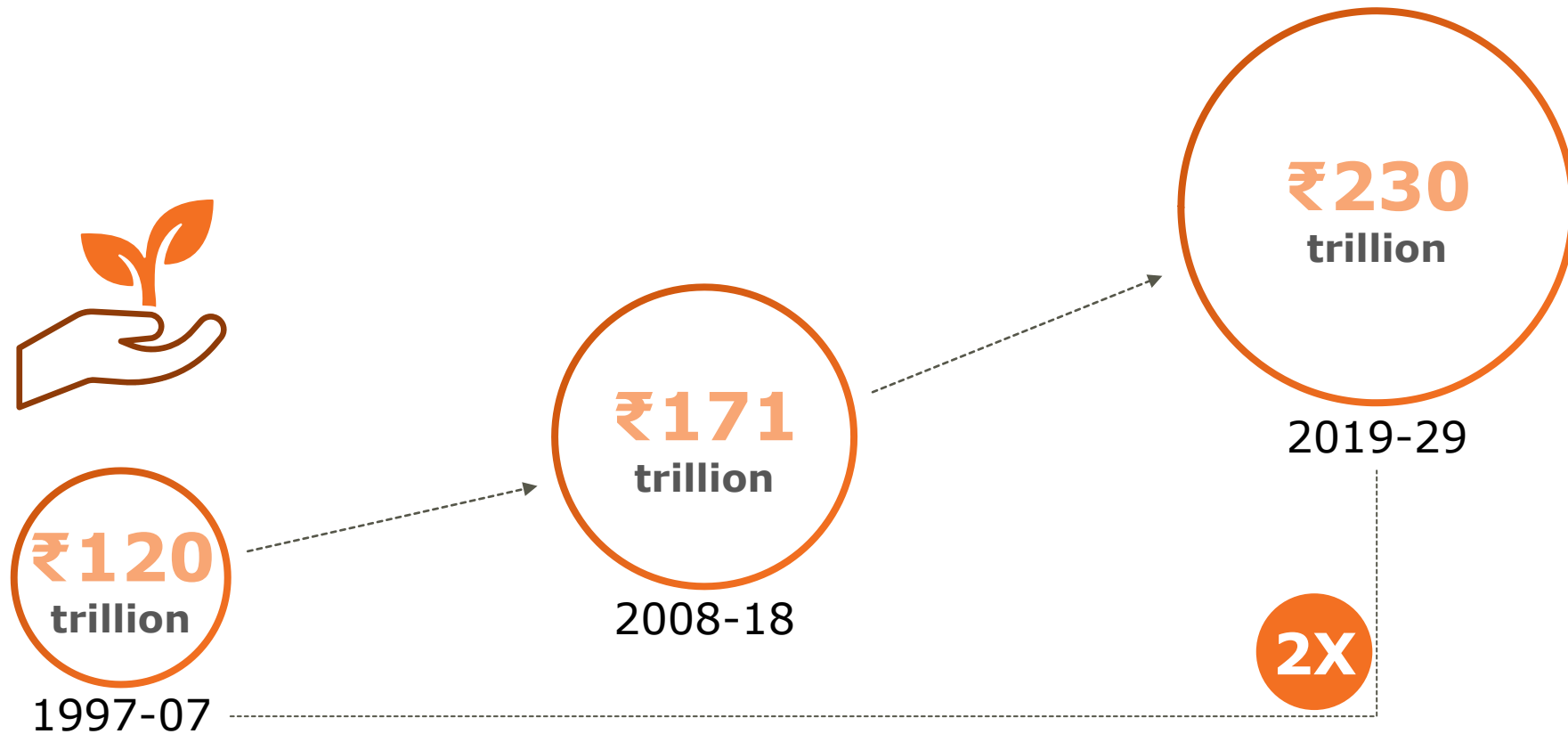
India expected to be 3<sup>rd</sup> largest economy



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

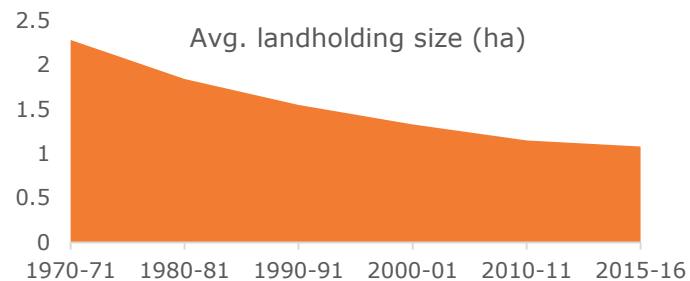
•———— Gross value added by Agri sector (cumulative) ————•





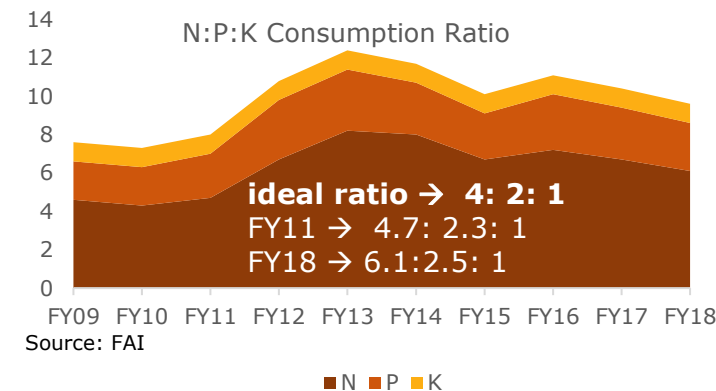
# India: The opportunity and imperative for value creation in Agri sector over the next 10 years are large...

## Falling per capita land holding

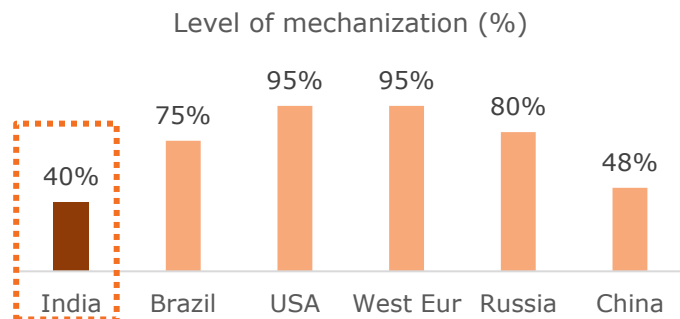


Source: Ministry of Agri

## Imbalanced Nutrient Usage

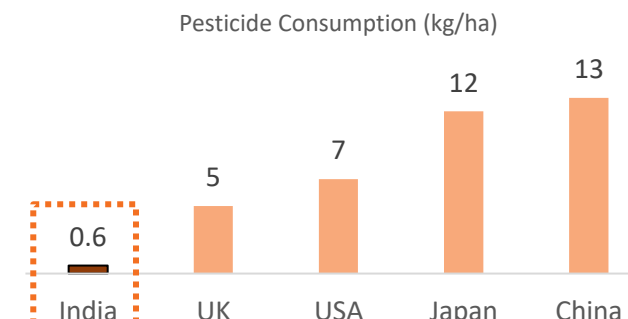


## Low Mechanization



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

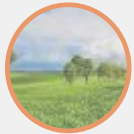


Logistics sector is evolving in India with **42 mega Food Parks** planned across the country

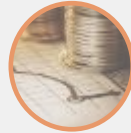
# Trends opening up significant opportunities for Agri cos



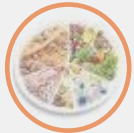
## Themes



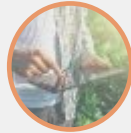
Rising pressure on natural resources



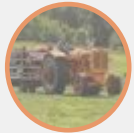
Continued importance to Political economy



Changing dietary patterns



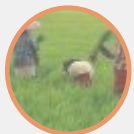
Rise of digital farmers



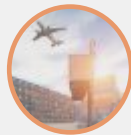
Evolution of farm holdings



Farm Technology advancements



Farm labor shortages



Evolution of logistics



## Implications

- Focus on **balanced plant nutrition** and improved Ag input penetration
- Focus on **specialized nutrients** and ag inputs for F&V, pulses in line with changing dietary preferences
- **Precision farming / ag tech** at the heart of holistic agri solution of the future
- **Micro-irrigation to gain prominence**; Agri-input delivery models will change
- **Digital** presents a great opportunity to drive **personalization and 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



## 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



# COVID 19: Agriculture reforms – Sets a good base for long term while taking care of short term



## Immediate Measures

- **Essential Industry:** Declared Agri Input industry as essential industry
- **Supply chain: Agri supply chain** including production given preference
- **PM Kisan: Front loading** first payment of Rs. 2000 (8.1 Cr Farmers)
- **MGNREGA: Increased allocation** to MGNREGA to aid migrant workers
- **Direct Procurement:** Telangana, Andhra, Punjab, Haryana, UP and Other



## Stimulus Package

- **Concessional Credit:** Rs. 2 Lakh crores
- **Working capital: Funding** through NABARD: Rs. 30,000 Crores
- **Agri infrastructure fund:** Rs. 1 Lakh crores
- **Formalisation of Micro Food Enterprises:** Rs. 10,000 Crores (2 Lakh MFEs)



## Agri Output Marketing Reform

- Ordinance passed to **Increased participation** in agri output space
- The **Essential Commodities** (Reforming Act)
- The Farming **Produce Trade and Commerce** (APMC Reform) and
- The Farmers Agreement on **Price Assurance** (Contract Farming)



Agri industry: The opportunity ahead



Coromandel: Strong track record, future positive



Business-wise highlights: Unique strengths to win in the market



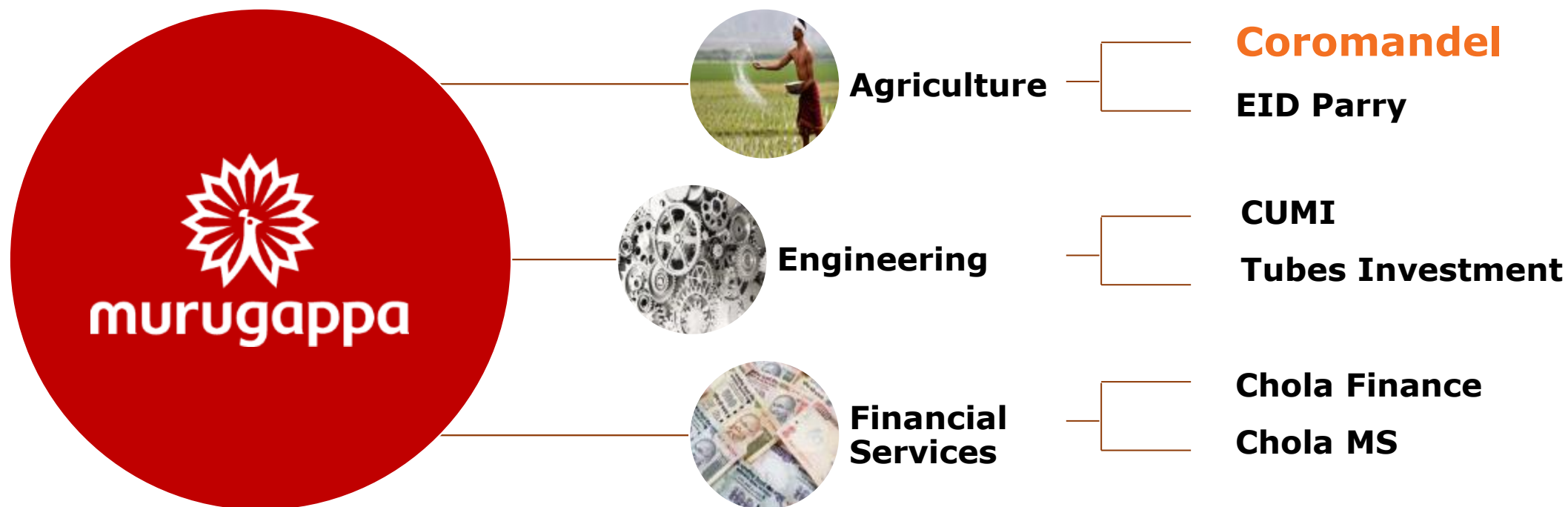
The Coromandel investment case: Summary



Coromandel: Q3 FY21 Result Update

# Murugappa Group: **Coromandel** flagship company of the group

●	<b>Workforce</b>	●	<b>Businesses</b>	●	<b>Revenue</b>	●	<b>Market Cap</b>	●	<b>Locations</b>	●
	<b>50,000+</b>		<b>28; 9 listed entities</b>		<b>381 Bn INR</b>		<b>950* Bn INR</b>		<b>90</b>	



# Coromandel: Strong Governance Structure

## The Spirit of the Murugappa Group

These **five lights** guide us as we navigate through professional and personal decisions.



### The five lights

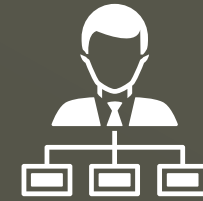
The light of  
**INTEGRITY**  
that gives us the courage to  
always do the right thing

The light of  
**RESPONSIBILITY**  
that gives us the humility to  
think about the world around us

The light of  
**PAS2ION**  
that provides us with  
the desire to win

The light of  
**RESPECT**  
that inspires people  
around us to perform

The light of  
**QUALITY**  
which makes us  
dream of excellence



Eminent Board



Professional Management



Engaged employees



# Coromandel: a strong, responsible company

## Key Facts :

- Turnover: **Rs. 131 billion** (FY19-20)
- Market Cap: **Rs. 249 billion** (Feb 2021)
- Strong credit rating: '**AA +**' (Stable outlook)' with CRISIL India
- Zero long term debt
- **~4500** employees & ~7500 contract staff



STRONG BRAND EQUITY



COST EFFECTIVE  
MFG.& SUPPLY CHAIN



DOING IT RESPONSIBLY



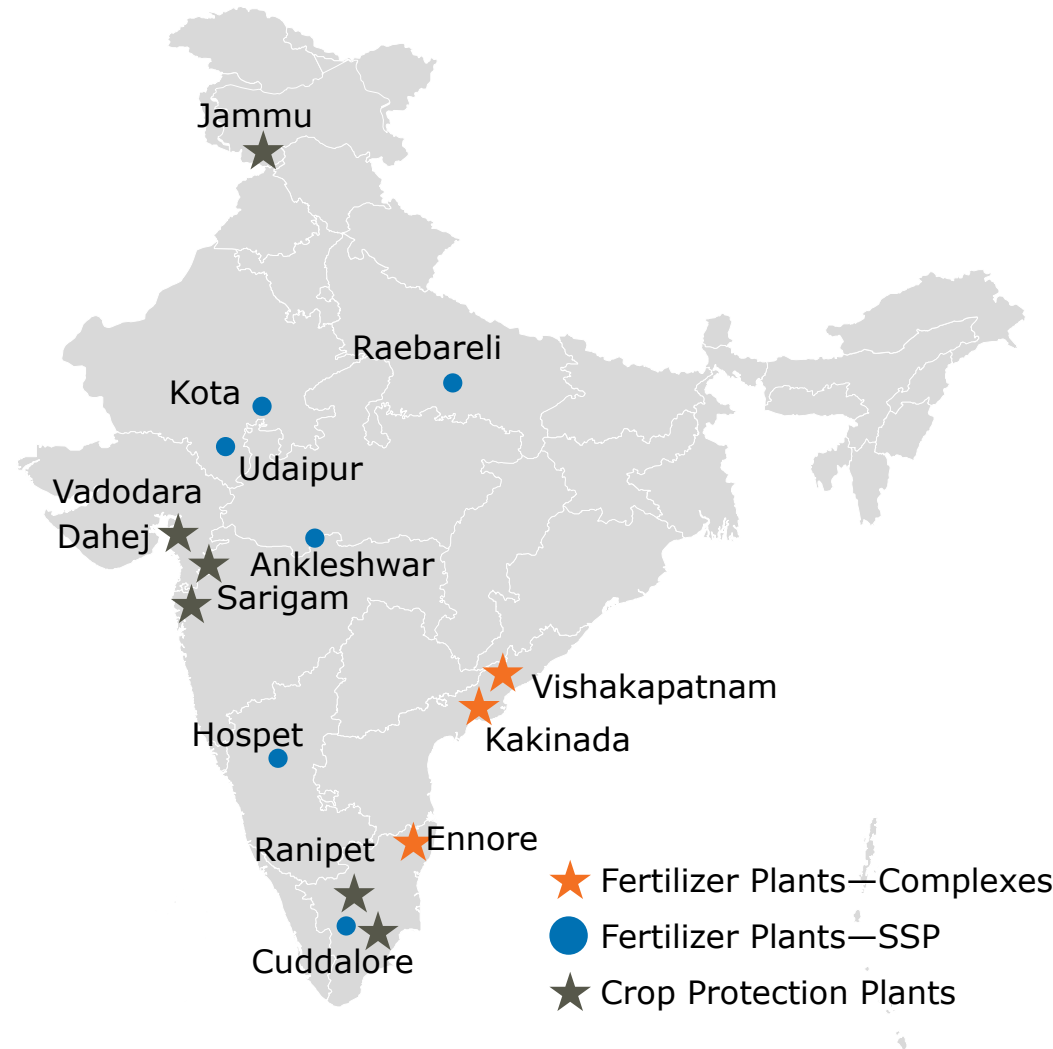
BRINGING PROSPERITY  
TO 3M+ FARMERS



TECH and R&D FOCUS

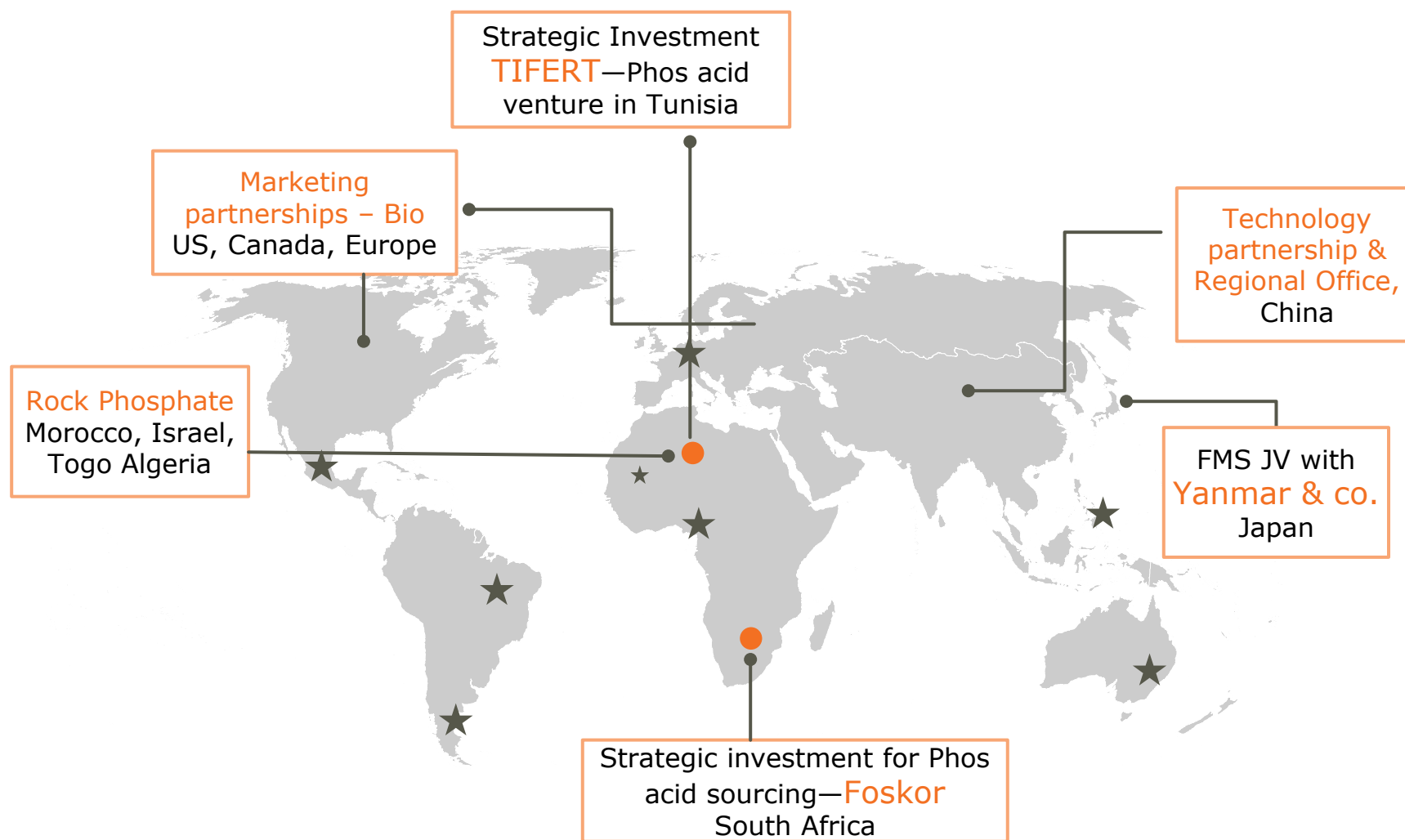
# Coromandel: India footprint

- 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



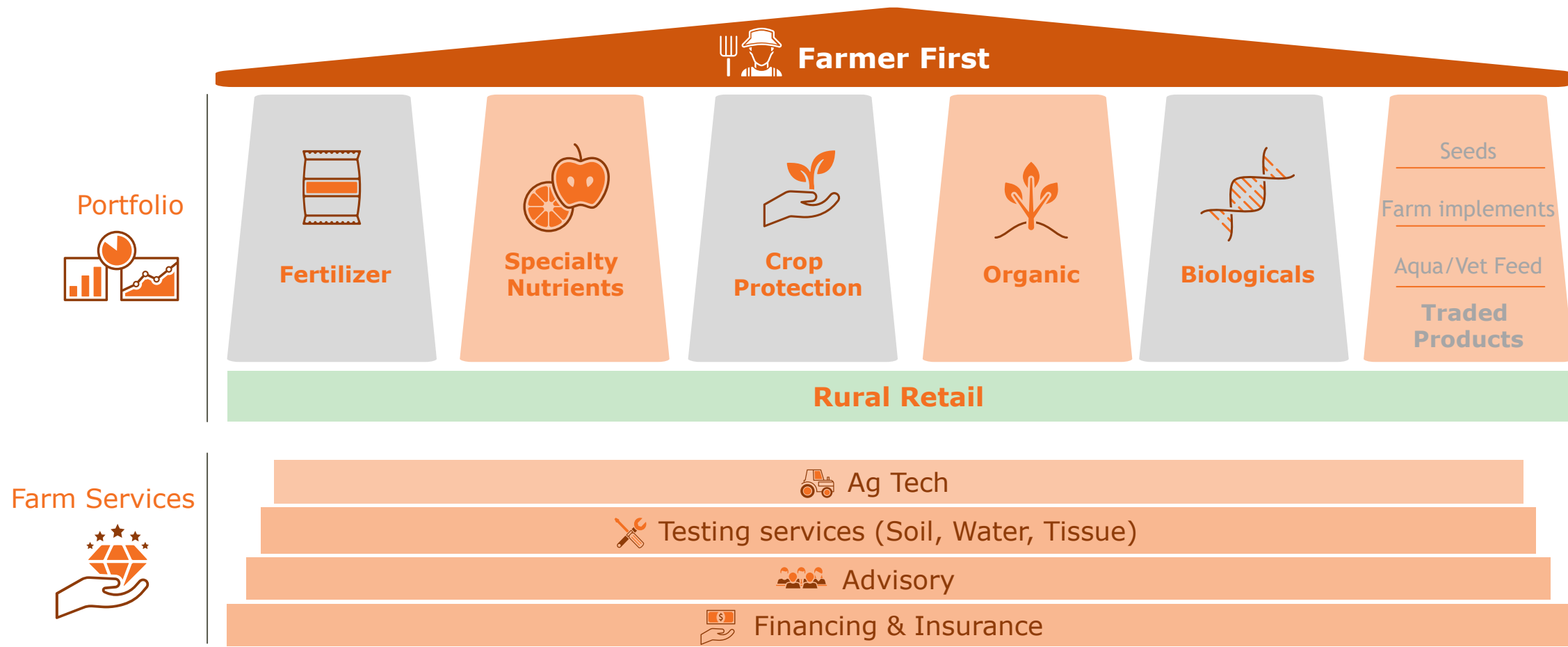
- 16 manufacturing locations
- ~750 Retail centres
- ~20,000+ dealers
- Presence across ~81 countries
- ~ 2,000+ strong market development team

# Coromandel: Global footprint & collaborations



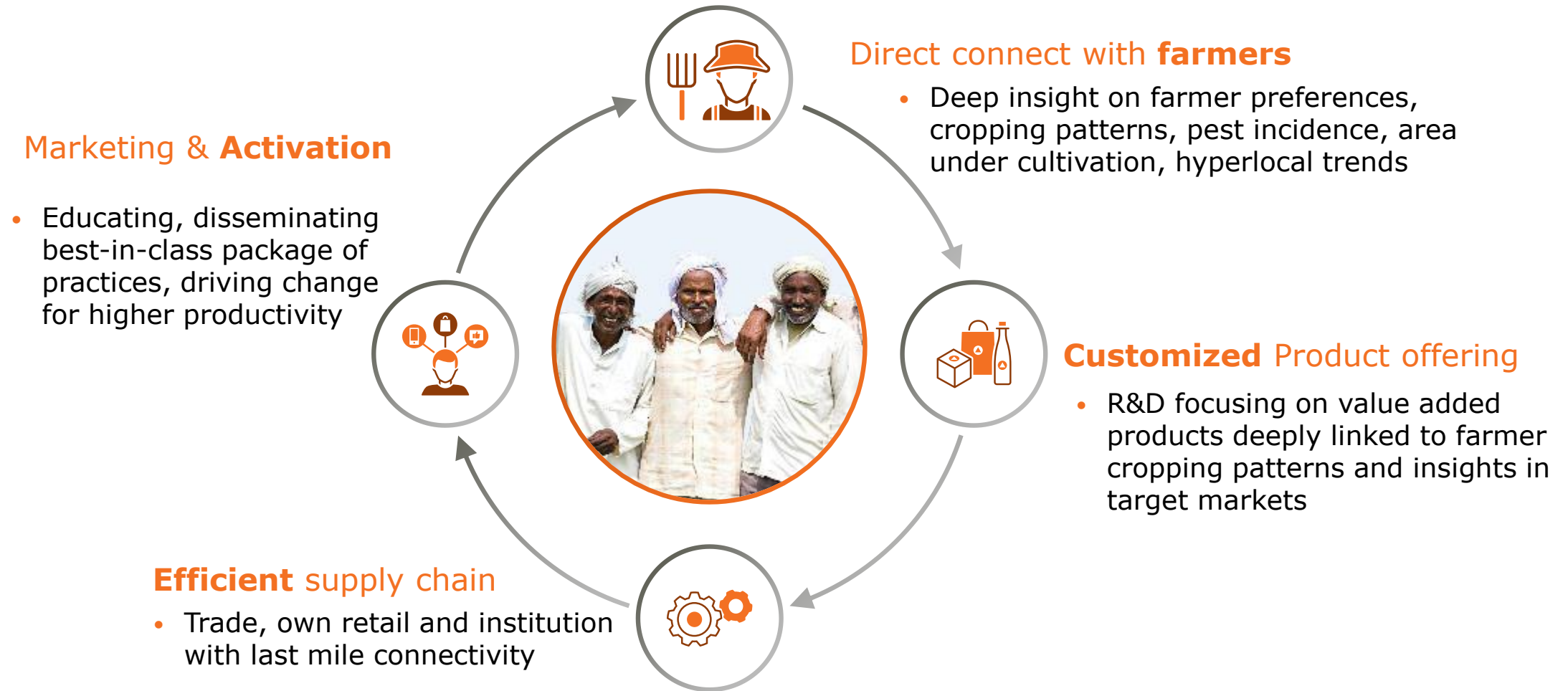
- Highly **diversified** sourcing
- Significant market presence in **International** markets
- **Technology** tie ups with global majors like **Shell**
- Farm Mechanization JV with **Yanmar, Japan**

# Coromandel: A 'Farmer First' winning business model





# Coromandel: Converting farmer insights into farmer prosperity





Agri industry: The opportunity ahead



Coromandel: Strong track record, future positive



Business-wise highlights: Unique strengths to win in the market



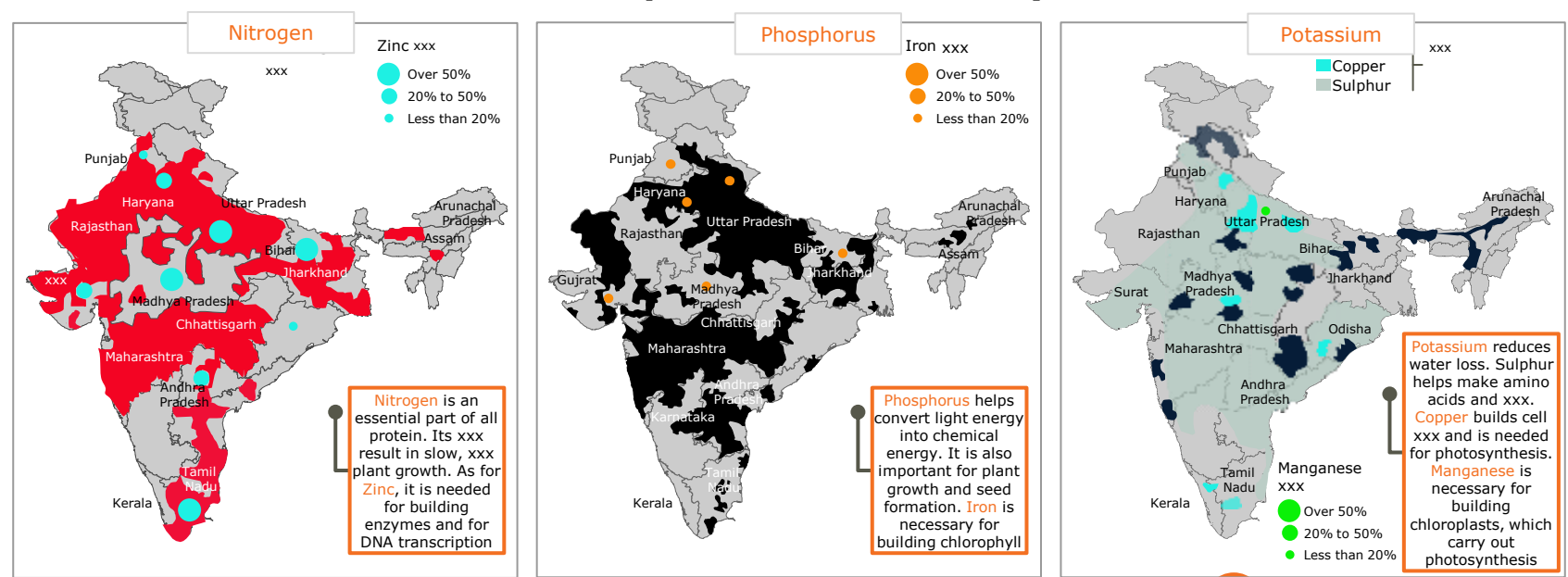
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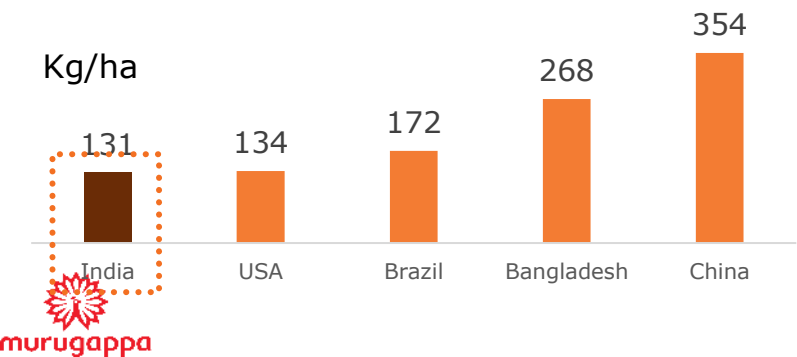
Coromandel: Q3 FY21 Result Update

# Fertilizer: Opportunity to address nutrient imbalance

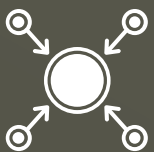
## Widespread Soil Deficiency



## 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 ...



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 'Farmer's 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 a farmer or a local official.

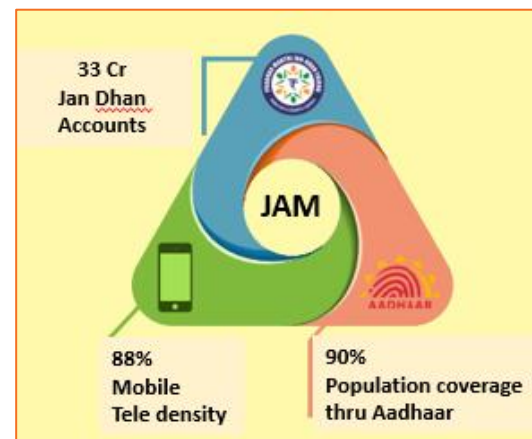
- Scheme started in 2015 by Government of India
- Soil health cards issued every two years—**140 mil farmers** covered

## 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

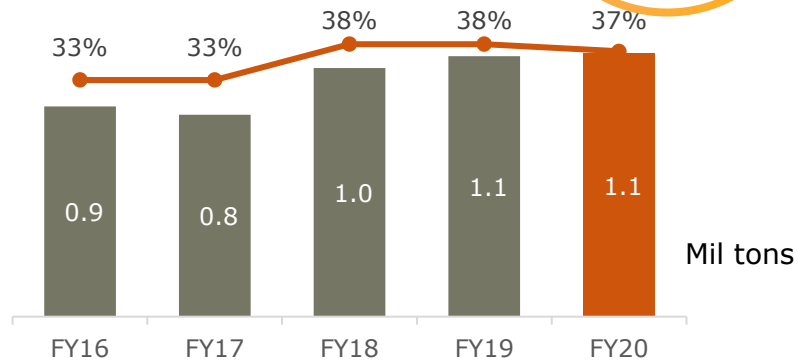


# Coromandel Fertilizer: Highlights

## Differentiated Product Offering



**37%**  
unique  
share



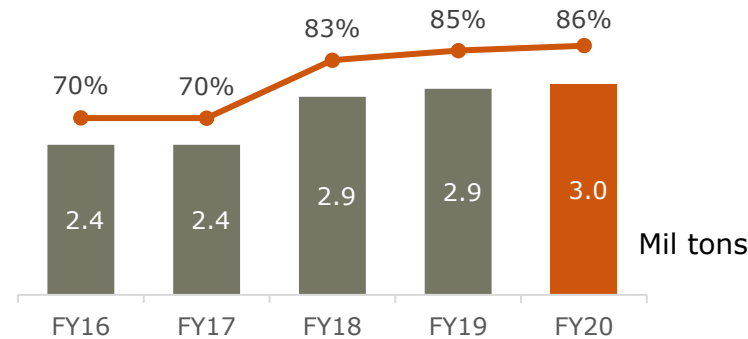
■ Unique Grade Sales — % Share

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

## Efficient Manufacturing



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



■ Production — Utilization

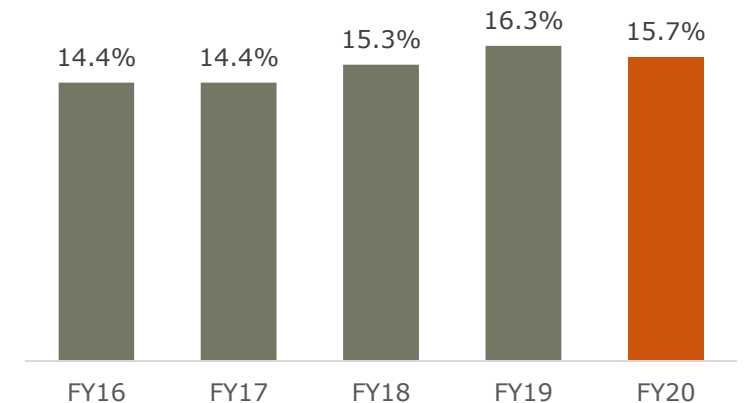
- Strong cost positioning - upstream integration
- Strategic tech tie-up with global players
- JVs for Phos. acid security

\*Utilization: NPK Plants

## Winning in Markets



**15.7%**  
Market  
share



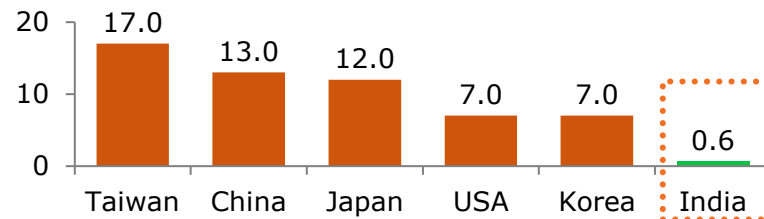
- 2<sup>nd</sup> largest Phosphatic marketer in India
- Largest SSP marketer - 14% market share
- Best in class agronomists & market development team (~300)

# Crop Protection: Market opportunity large

## India ... massive potential exists

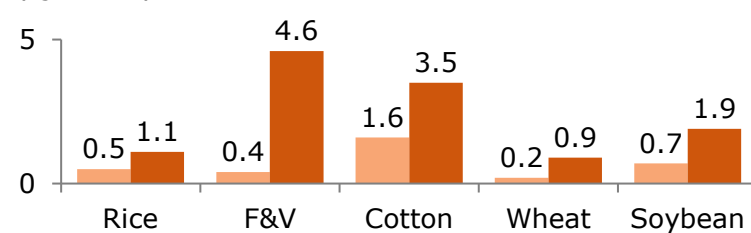
### India – Consumption lowest in world

Pesticide consumption  
(kg/hectare)



### Consumption across crops significantly lower

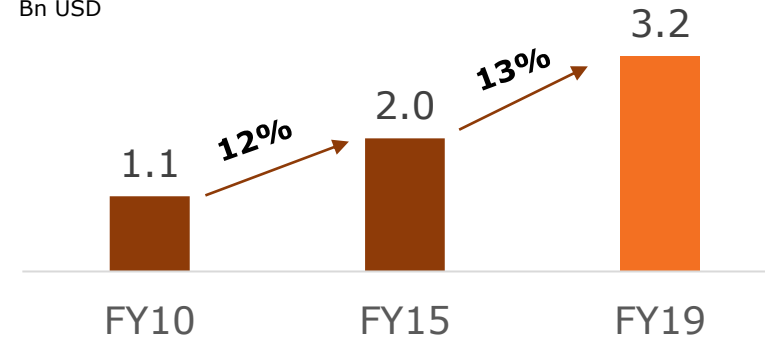
Pesticide consumption  
(kg/hectare)



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

## Exports slated to grow at 9% CAGR

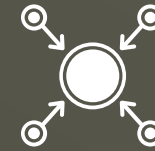
Bn USD



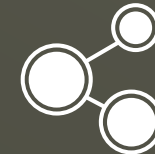
### India – Unique advantages to boost exports:

- 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



**5th**

Largest 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: **42% international sales**
- Best in class **agronomists** & market development team (~300)

# Coromandel Biologicals: Highlights



**No.1**

Azadirachtin  
manufacturing  
facility in the  
world



**61%**

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

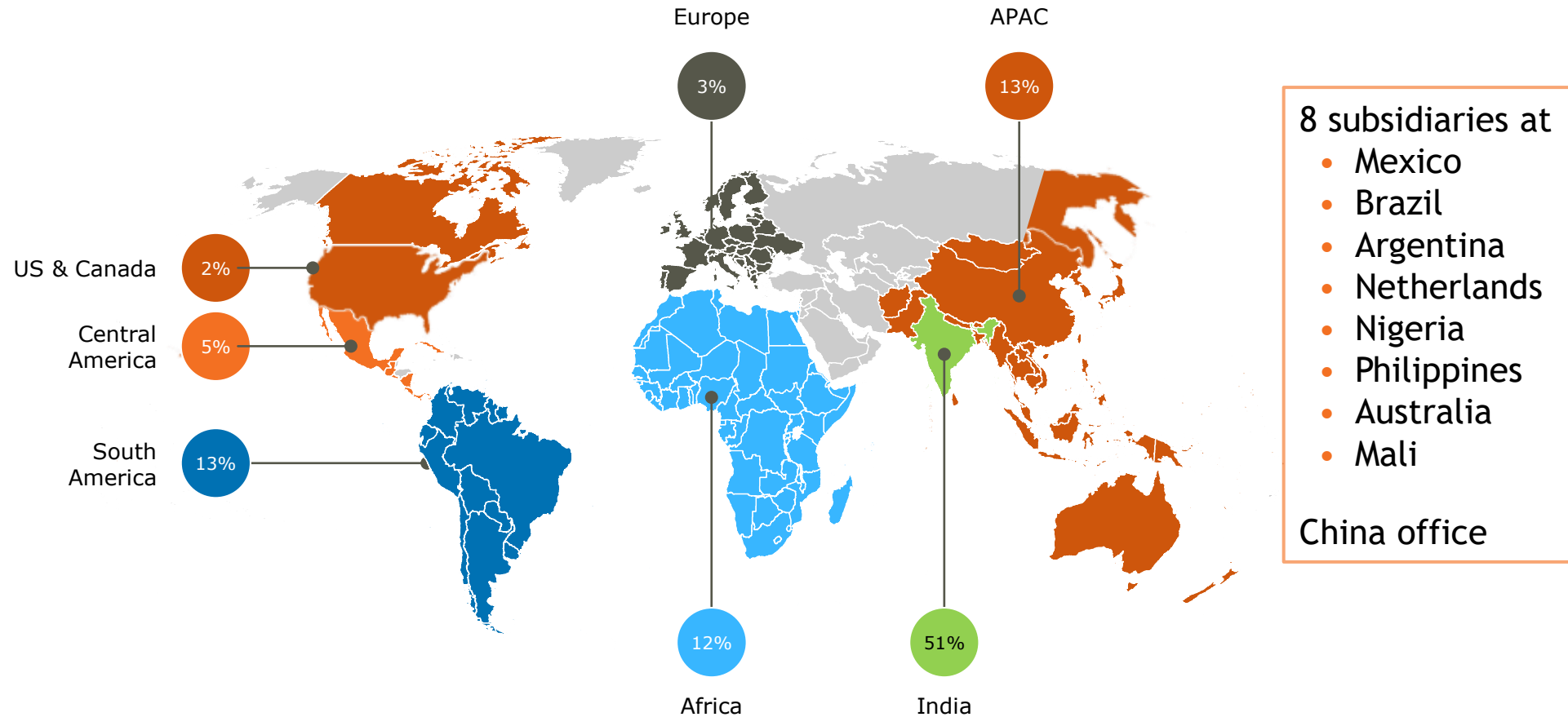


### Sales and Marketing

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

# Coromandel Crop Protection: Global footprint

Beyond India ... Creating a true global champion



8 subsidiaries at

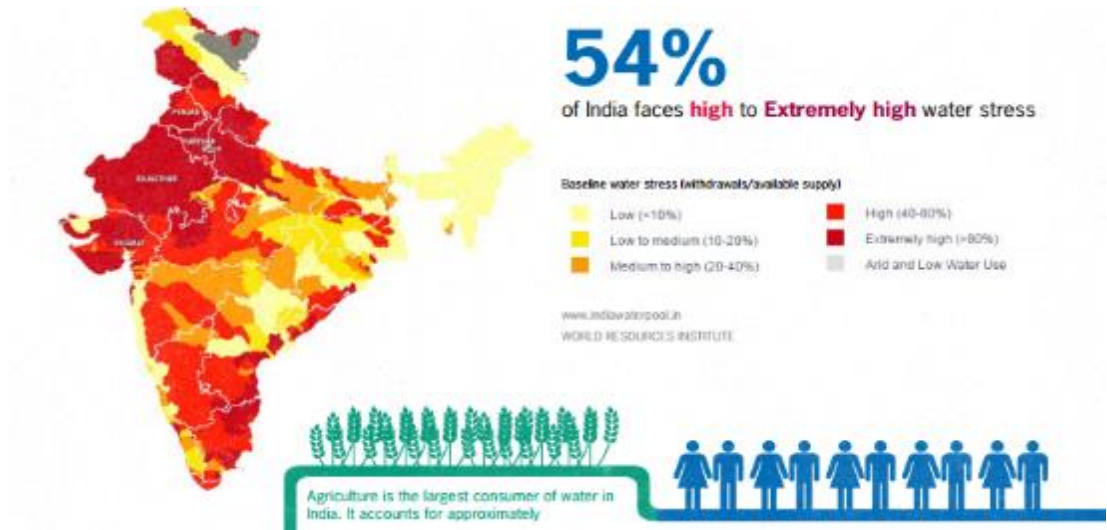
- Mexico
- Brazil
- Argentina
- Netherlands
- Nigeria
- Philippines
- Australia
- Mali

China office

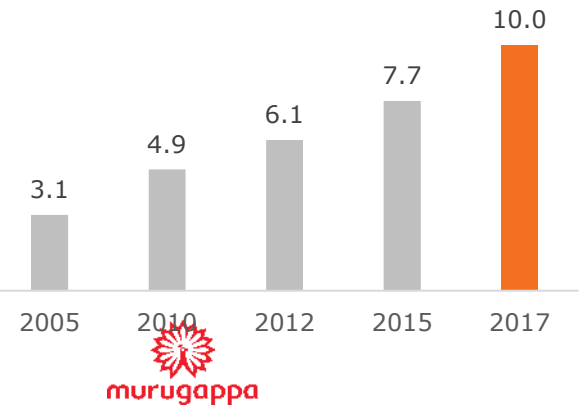
International markets: B2B to B2C



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



Potential: 69 mil Ha  
Current coverage: 8 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 - **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

# 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

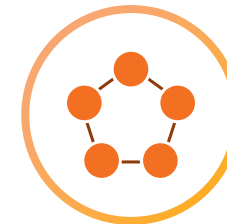
Farmer driven insights

## 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
- 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 – 1.3 lakh tons annually
- **Strong activation focus**: Tie-ups with Agri universities and organic farms
- **Soil health testing** services for farmers

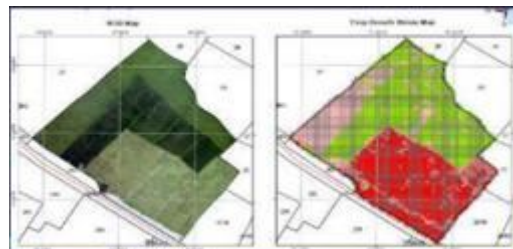


# Coromandel AgTech: Successful forays

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





Agri industry: The opportunity ahead



Coromandel: Strong track record, future positive



Business-wise highlights: Unique strengths to win in the market



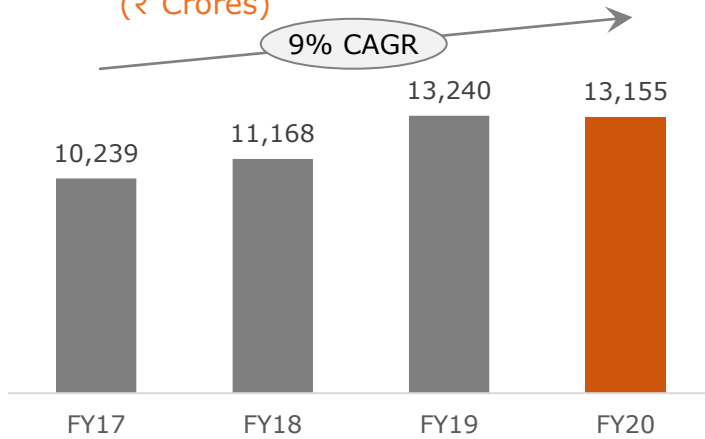
The Coromandel investment case: Summary



Coromandel: Q3 FY21 Result Update

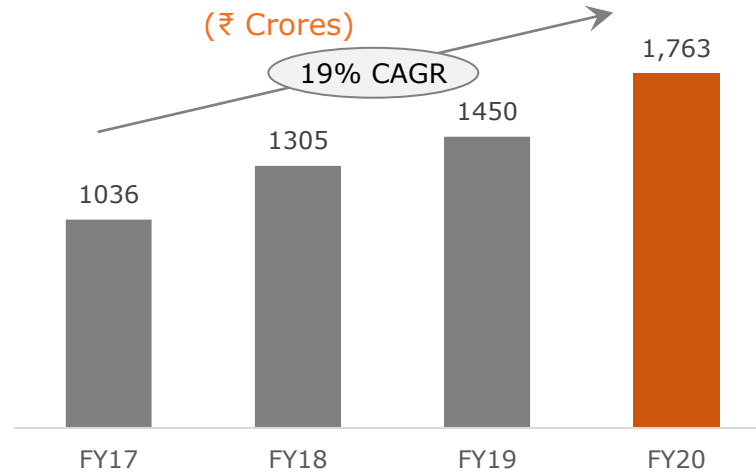
# Coromandel: Track record of sustained financial performance

Revenue\* From Operations  
(₹ Crores)

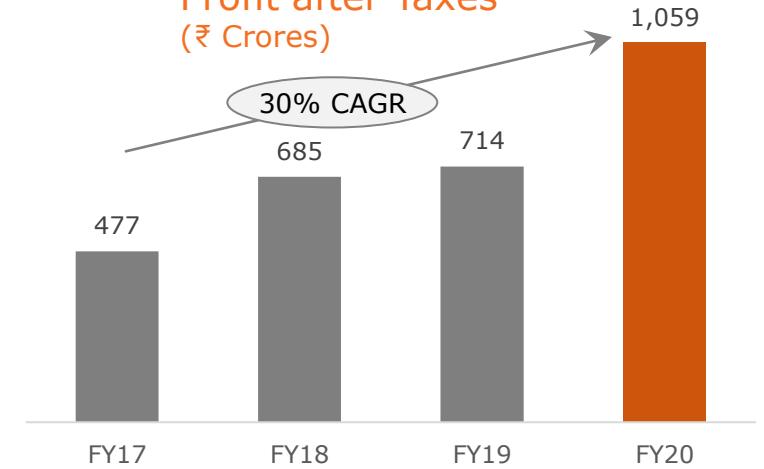


\*Fertilizer revenue subject to commodity price movement and subsidy policies

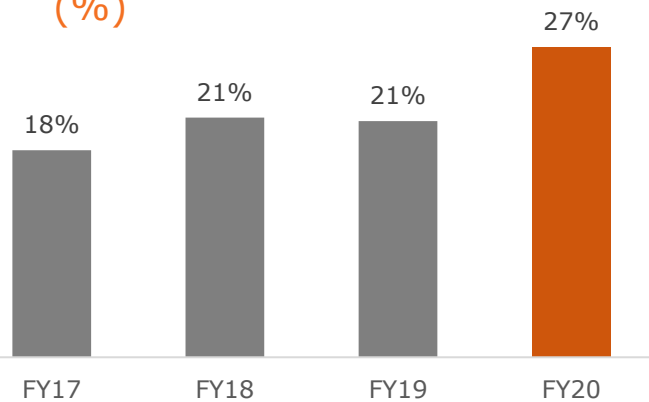
EBITDA  
(₹ Crores)



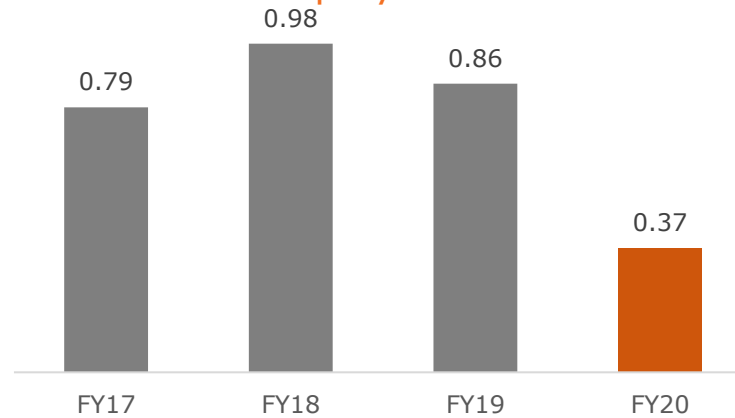
Profit after Taxes  
(₹ Crores)



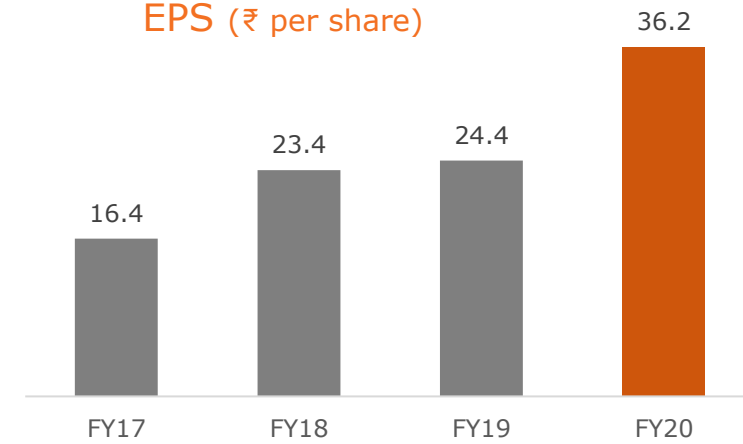
Return on Capital Employed  
(%)



Debt to Equity Ratio

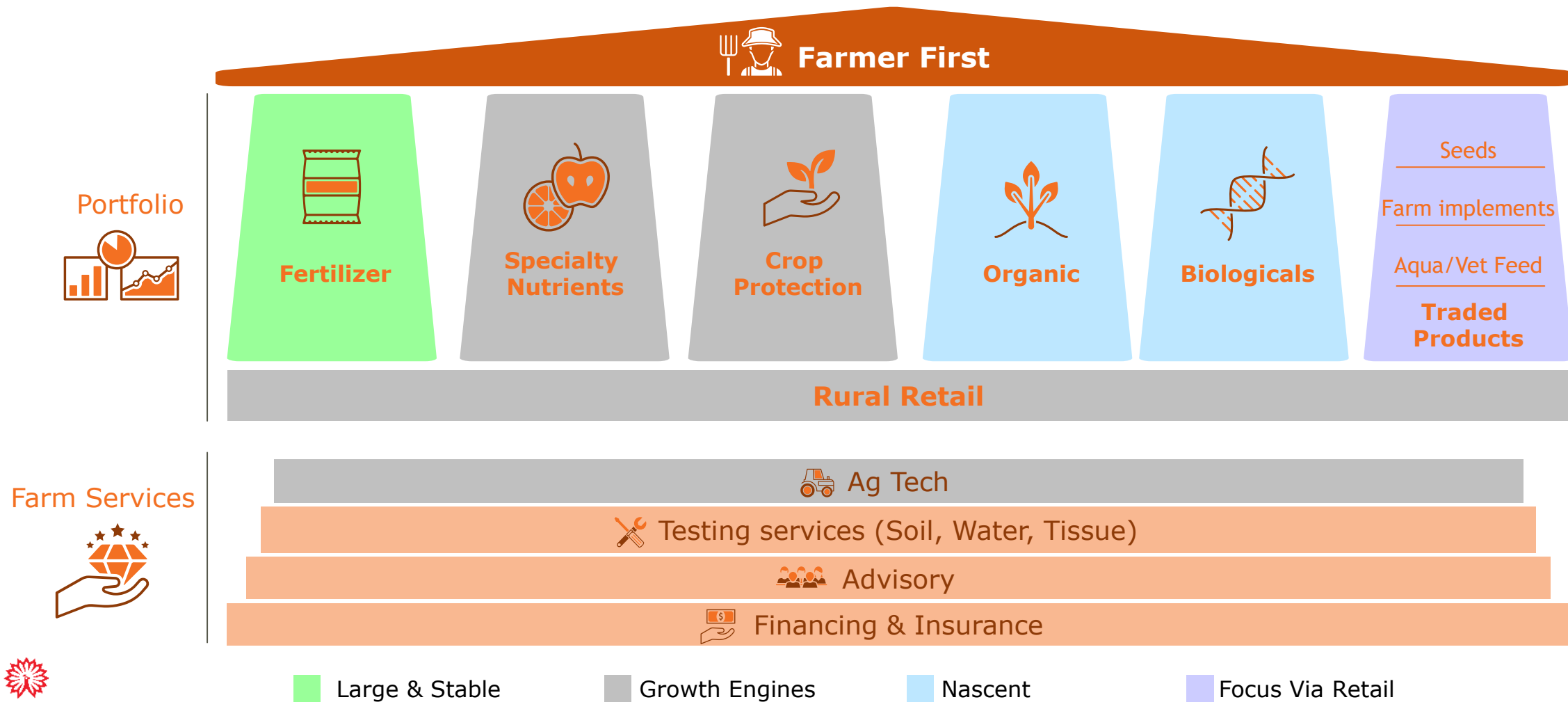


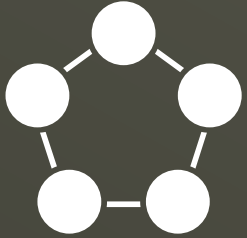
EPS (₹ per share)





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





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



Agri industry: The opportunity ahead



Coromandel: Strong track record, future positive



Business-wise highlights: Unique strengths to win in the market



The Coromandel investment case: Summary

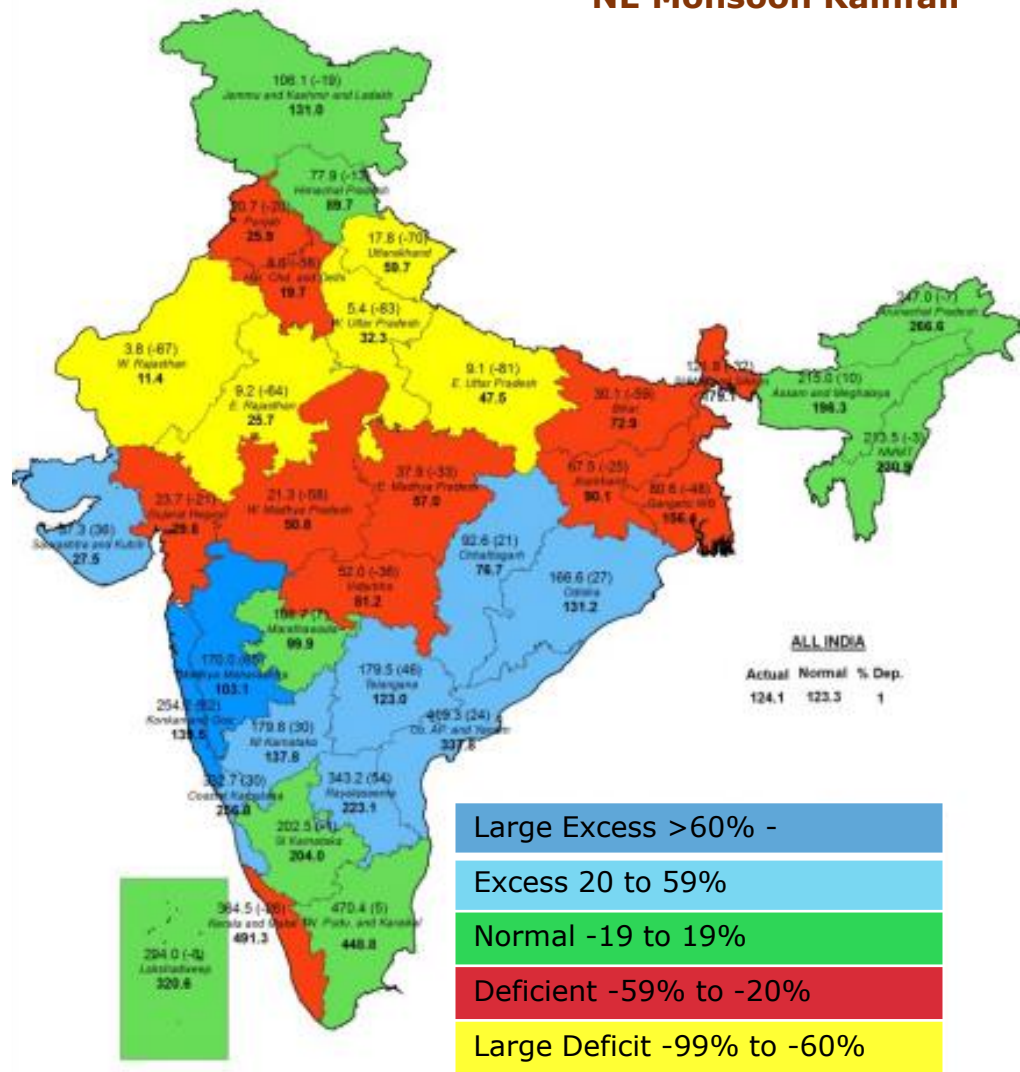


Coromandel: Q3 FY21 Results Update



# Monsoons and Crop Sowing

NE Monsoon Rainfall

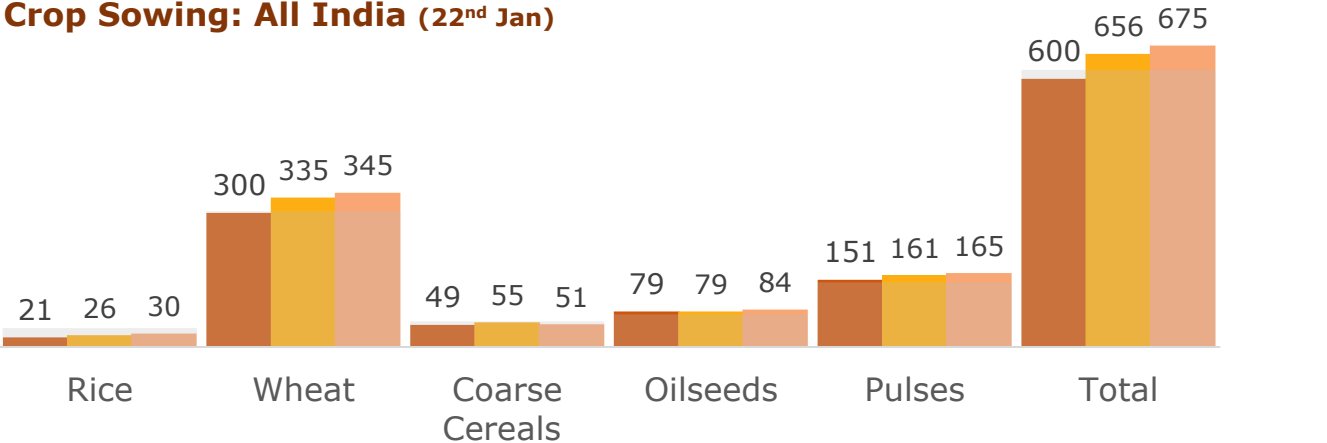


- All India: **+1%** over average
- South Peninsula: **+15%**
  - TN: +5%, AP: +33%, TG: +46%, KAR: +13%**



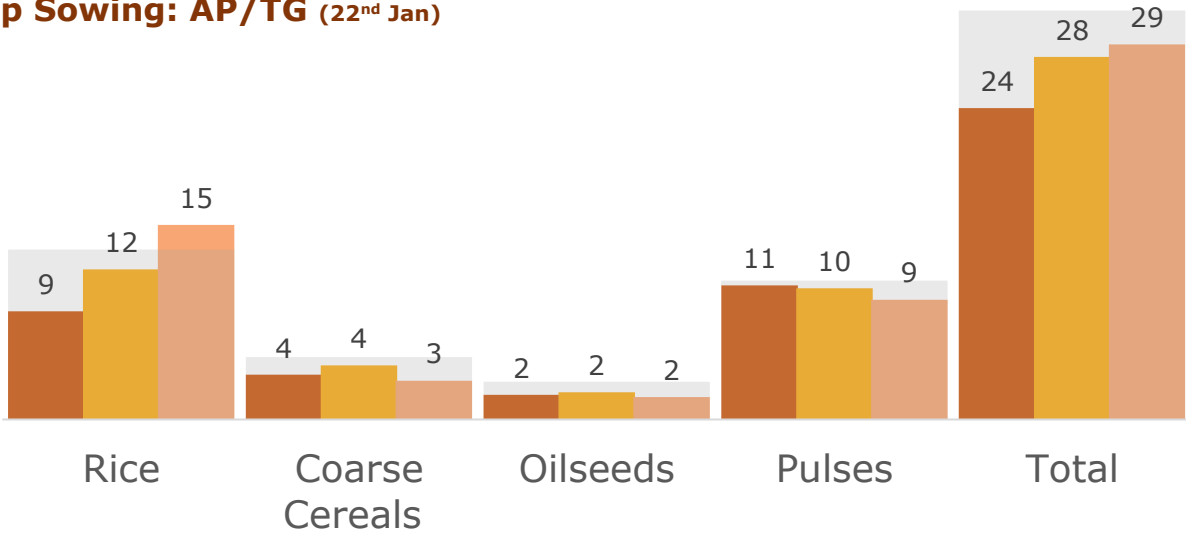
Source: Agri Ministry Website

Crop Sowing: All India (22<sup>nd</sup> Jan)



All India Crop sowing: **675 lakh ha. (+3% growth) & 109% of season**

Crop Sowing: AP/TG (22<sup>nd</sup> Jan)

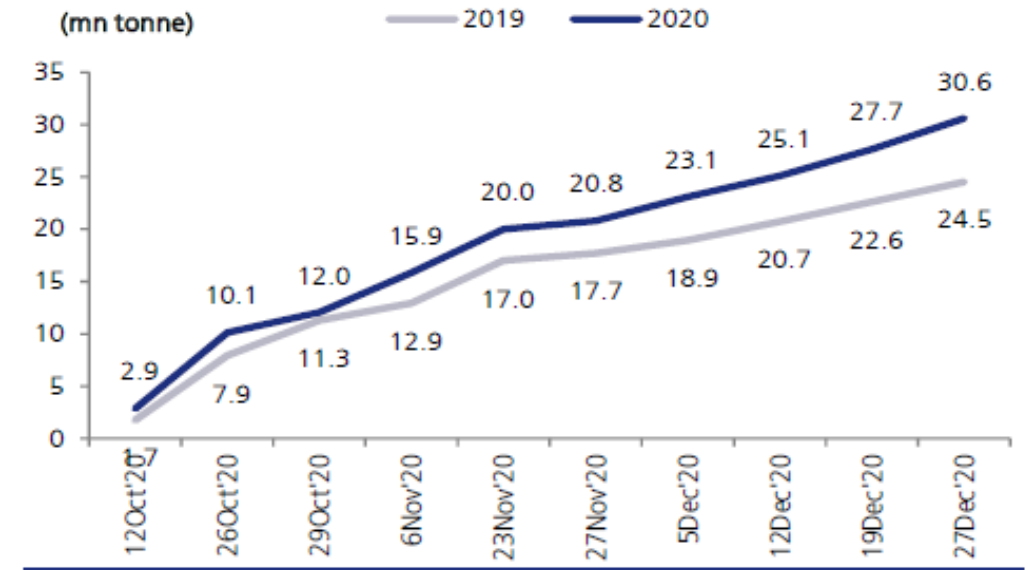


FY1819 FY1920 FY2021 Normal

AP/TG Crop sowing : **29lakh ha. (+3% Over LY) & 92% of season**



- **Farm Bills**
  - Protest: Punjab/Haryana & Western UP
  - Supreme Court: Appointed panel for review
- **Paddy Procurement** exceeded LY (+25%)
- **PM Kisan** fund: Benefitted 9 Crs. farmers
- **MNREGA:** Non Agri Income growth (+53%) YoY
- **Subsidy allocations**
  - Additional Rs. 65,000 Crs. for Fertilizer Subsidy
- **Labour code Bills: 1<sup>st</sup> April 2021 Implementation**
- **Proposed Ban on 27 Molecules**
  - Expert Committee appointed
- **Pesticide Management Bill**
  - Replace the Insecticides Act 1968
  - Tighter regulatory oversight
- **Atmanirbhar Bharat: PLI Scheme**

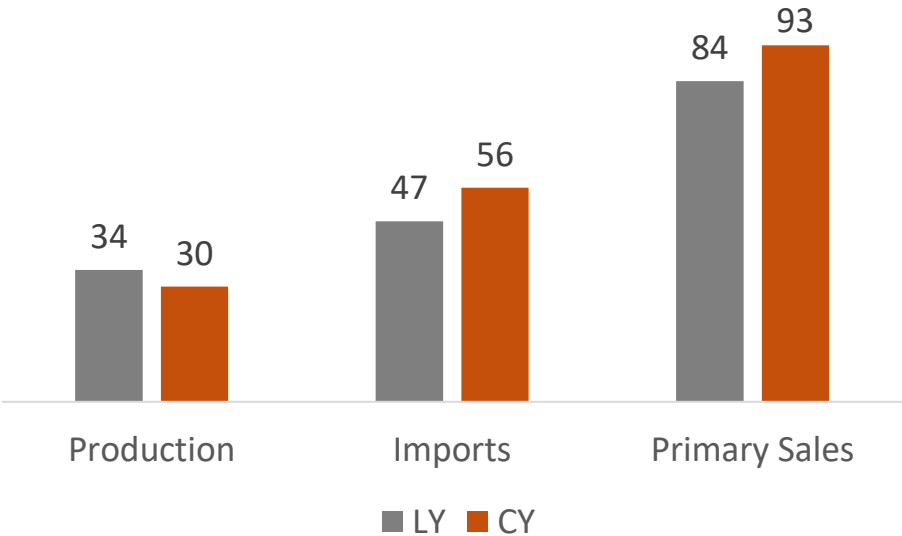


Source: FCI, JM Financial

**MSP Based Procurement – Strong Support**

**DAP**

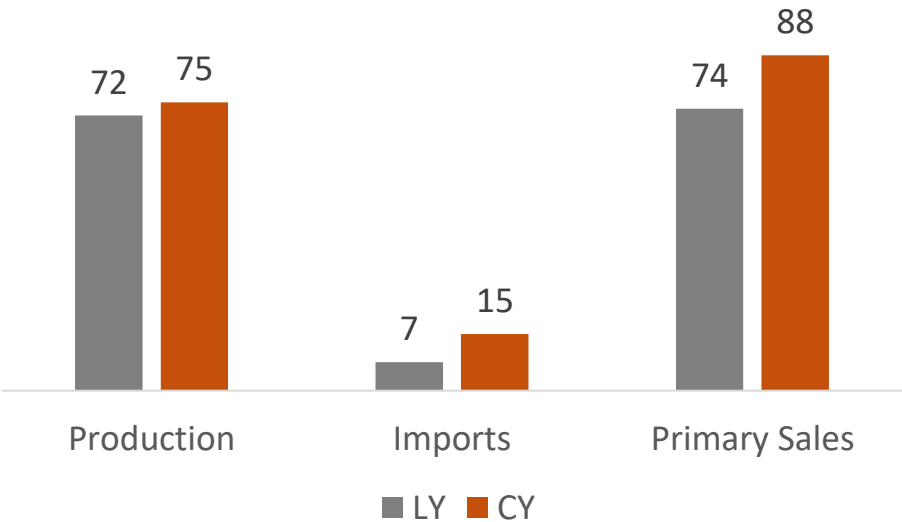
Vol Int



**Production growth:** -12%  
**Imports growth:** 19%  
**Primary Sales growth:** 11%

**NPK**

Vol Int



**Production growth:** 5%  
**Imports growth:** 99%  
**Sales growth:** 19%

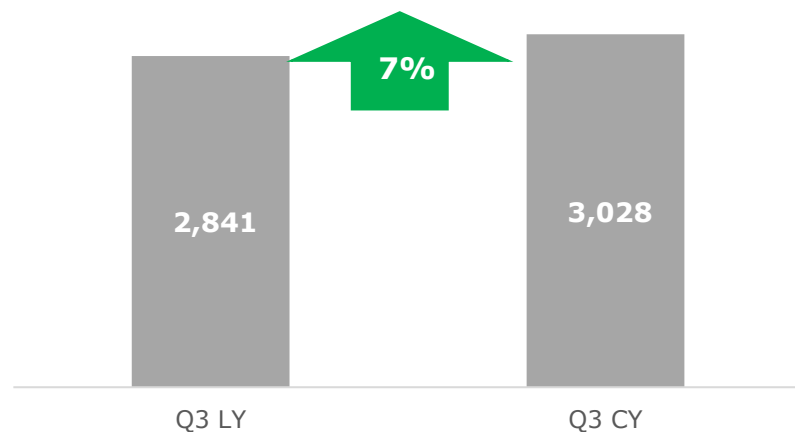
Phosphatic Total	LY	CY	% chg
Primary Sales	157	181	+15%
PoS Sales	159	191	+20%

# Performance Highlights: Q3 and YTD

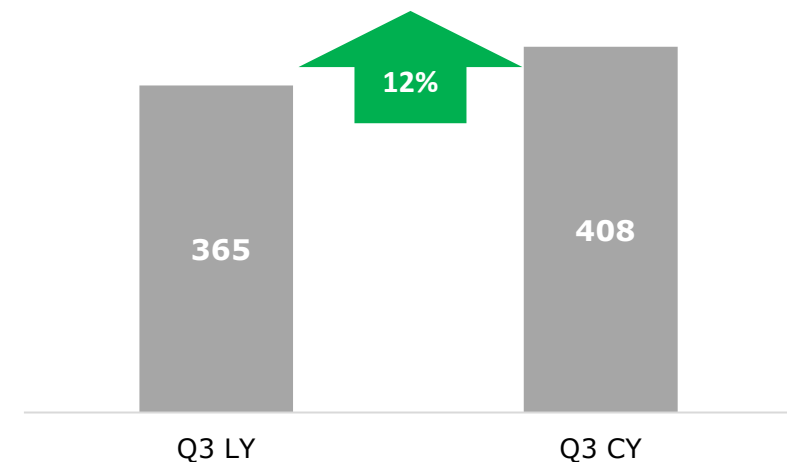
	Sales	EBITDA	PBT	EPS	EBITDA%	ROCE	DE Ratio
Q3 FY 20-21	₹ 3,513 Cr	₹ 492 Cr	₹ 439 Cr	₹ 11.11	14.0%	31%	0.01
Growth %	7%	14%	24%	24%			
Q3 FY 19-20	₹ 3,276 Cr	₹ 430 Cr	₹ 353 Cr	₹ 8.98	13.1%	26%	0.36

YTD Dec 20	₹ 11,322 Cr	₹ 1,743 Cr	₹ 1,555 Cr	39.43	15.4%	38%	0.01
Growth %	10%	30%	46%	39%			
YTD Dec 19	₹ 10,263 Cr	₹ 1,338 Cr	₹ 1,062 Cr	28.31	13.0%	27%	0.36

Sales Rs. Crs.



PBIT\* Rs. Crs.



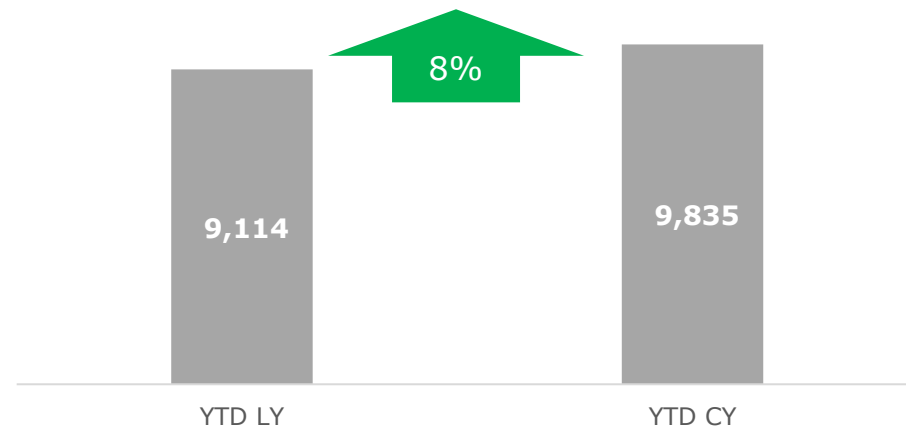
\*Before Un-allocable Expenses

## Volume Summary

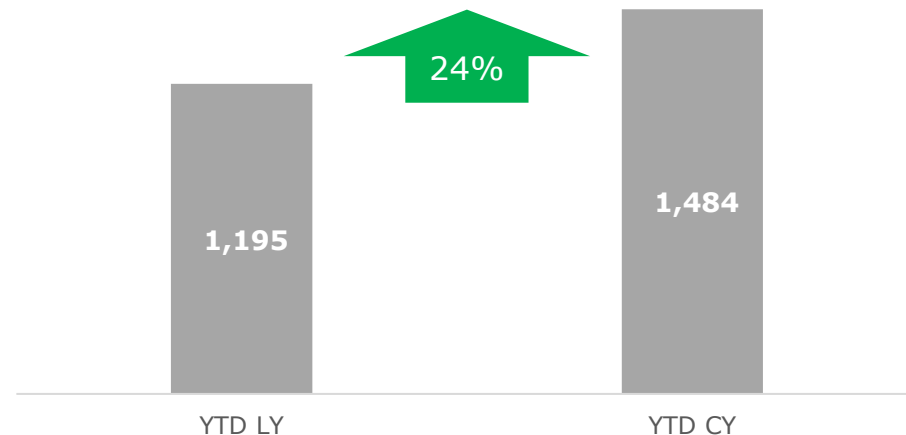
Vol LMT

Segment	FY1920	FY2021	Growth
NPK +DAP (Mfd)	7.48	7.1	-5%
NPK +DAP (Imp)	0.10	1.07	100% +
NP/NPKs Total	7.58	8.17	8%
Primary Market Share (NP/NPKs)	12.7%	14.3%	
PoS Market Share (NP/NPKs)	10.4%	9.8%	
Urea	1.47	2.76	88%
MOP	0.35	0.48	35%
SSP	1.49	1.58	6%

Sales (Rs. Crs.)



PBIT\* (Rs. Crs.)



\*Before Un-allocable Expenses

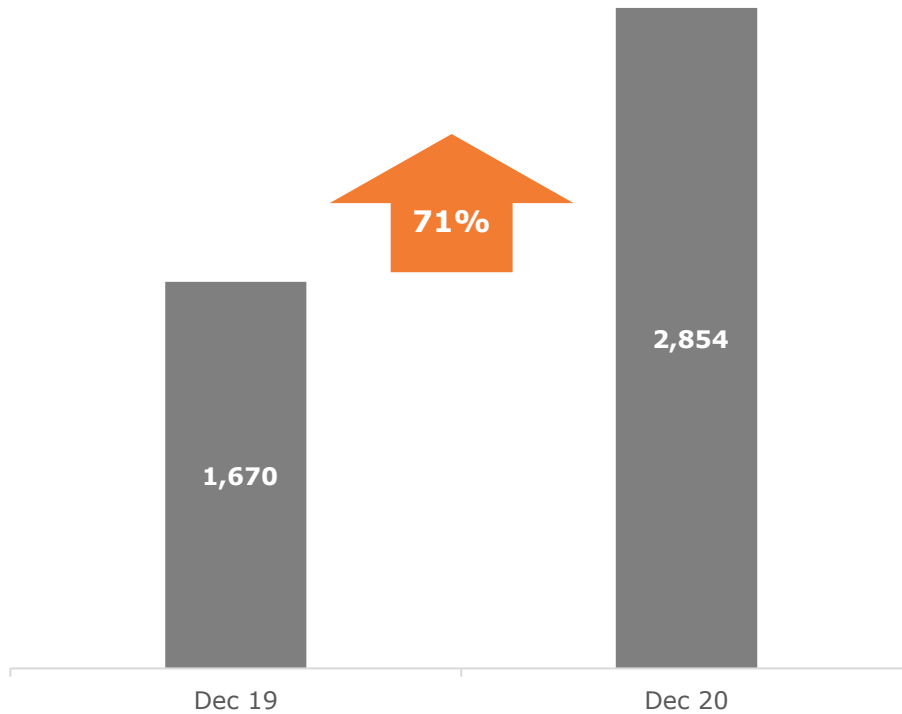
## Volume Summary

Vol LMT

Segment	FY1920	FY2021	Growth
NPK +DAP (Mfd)	23.92	24.29	2%
NPK +DAP (Imp)	0.61	3.35	100% +
NP/NPKs Total	24.52	27.64	13%
Primary Market Share (NP/NPKs)	15.6%	15.3%	
PoS Market Share (NP/NPKs)	15.1%	14.6%	
Urea	3.61	5.28	46%
MOP	1.19	1.61	36%
SSP	4.66	4.89	5%



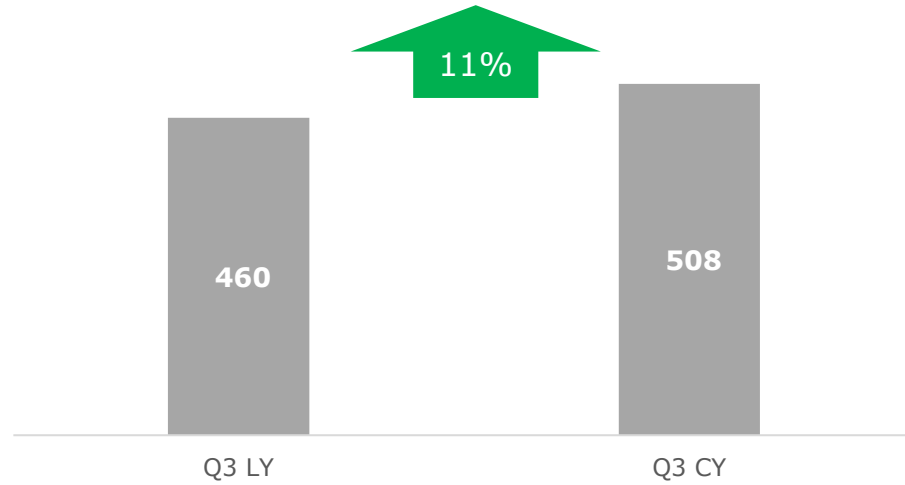
Subsidy Receivable In Rs. Crs



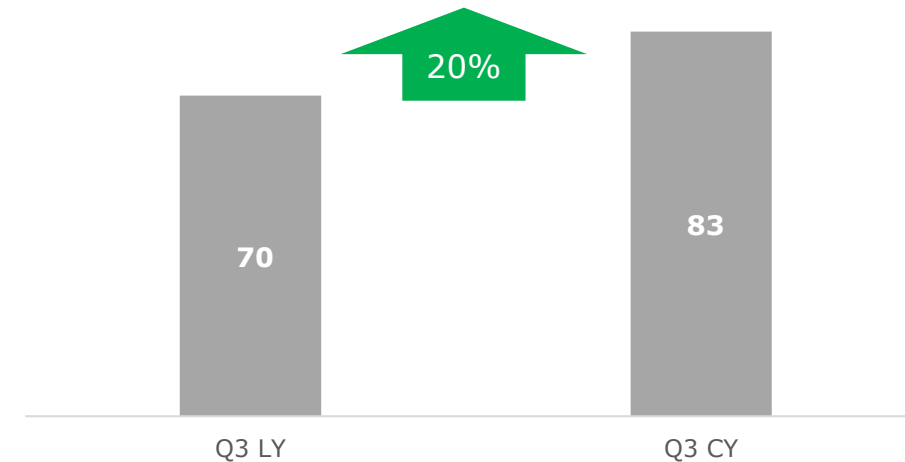
- YTD: Receipts of Rs. 2,091 Crs. (Rs. 3,325 Crs. LY)
  - Lower Subsidy allocation to NPK Industry
- Additional allocation of **RS. 65,000 Crs.** to Fertilizer Subsidy
  - Disbursement Commenced from January'21
- Budget Allocation FY2122:
  - Total: Rs. 79,529 Crs. (FY2021 RE- Rs. 133,947 Crs.)
  - NPKs: Rs. 20,762 Crs.
  - Urea: Rs. 58,767 Crs.

# CIL: Crop Protection – Q3

Sales (Rs. Crs.)



PBIT\* (Rs. Crs.)

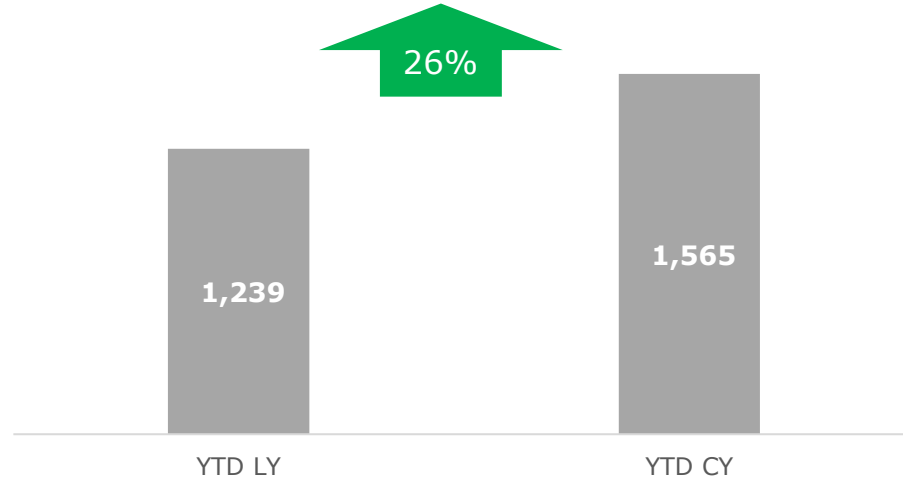


\*Before Un-allocable Expenses

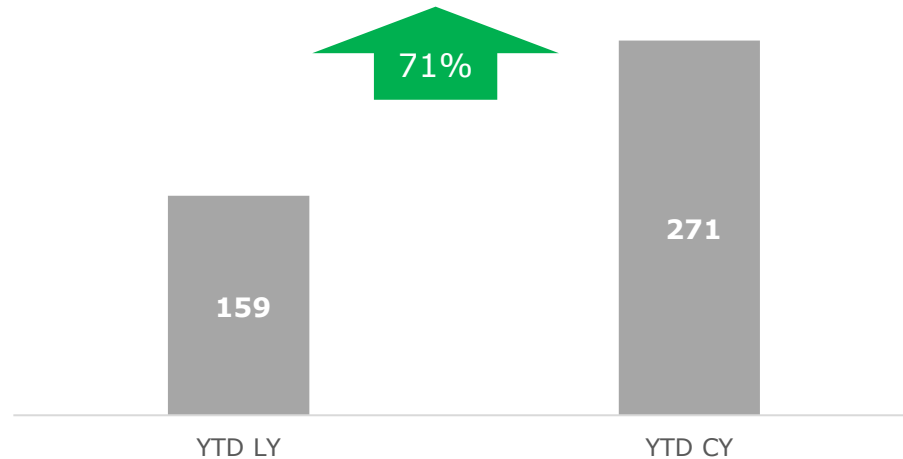
In Rs. Crs.			
Market	FY1920	FY2021	Growth
Domestic	261	274	5%
Exports	199	234	18%
Total	460	508	11%

# CIL: Crop Protection – YTD

Sales Rs. Crs.



PBIT\* Rs. Crs.



\*Before Un-allocable Expenses

In Rs. Crs.

Market	FY1920	FY2021	Growth
Domestic	724	950	31%
Exports	515	615	19%
Total	1239	1565	26%

## Crop Protection

**Molecule:** Tembotrione

Selective, post-emergence broad spectrum herbicide



**Speciality Nutrient**  
Water Soluble Fertilizer  
For Flowers



# CIL: P&L Statement – Standalone (Q3, YTD)

Q3 2019-20	YTD 2019-20	Description	Q3 2020-21	% Growth	YTD 2020-21	% Growth
3276	10263	<b>Revenue from Ops</b>	3513	<b>7%</b>	11322	<b>10%</b>
1029	3071	<b>Gross Margin</b>	1145	<b>11%</b>	3614	<b>18%</b>
31%	30%	<b>GM%</b>	33%		32%	
599	1733	Other Expenses	653	<b>9%</b>	1871	<b>8%</b>
430	1338	<b>EBITDA</b>	492	<b>14%</b>	1742	<b>30%</b>
13%	13%	<b>EBITDA %</b>	14%		15%	
41	112	Depreciation	42		126	
46	192	Interest	21		89	
9	28	Other Income	8.5		27	
353	1062	<b>PBT</b>	438	<b>24%</b>	1555	<b>46%</b>
11%	10%	<b>PBT %</b>	12%		14%	
263	828	<b>PAT</b>	326	<b>24%</b>	1156	<b>39%</b>
8%	8%	<b>PAT %</b>	9%		10%	





## Work Place

- **Work form Home:** Online meeting, Reviews and Rapid response team
- **Plant operations:** Adequate safety measures as per guidelines
- **Employee Safety:** Screening, social distancing, staggered shifts
- **Logistics:** Safe unloading, safe evacuation of stock



## Retail Stores and Mktg

- **Stores are open:** Essential commodity
- **Strick safety measures:** to protect customers and employees
- **Direct deliveries:** to reduce contacts at stores
- **Digital Interaction:** with dealers, retailers and farmers through digital channel



## Social Responsibility

- **Support authorities:** Support to centre, state government and local authorities
- **Distribution:** Distribution of masks, sanitizers, hand wash shop and daily essentials
- **Education to farmers:** on aspects of safety and hygiene
- **Digital campaign:** to spread awareness

# Customer Connect in COVID Times





**LIVE WEBINAR**  
ON  
**COVID – 19 PANDEMIC**  
**INDIVIDUAL READINESS PRE & POST COVID**



**Dr. Srinivas**  
MBBS, MD, PULMONOLOGY MEDICINE

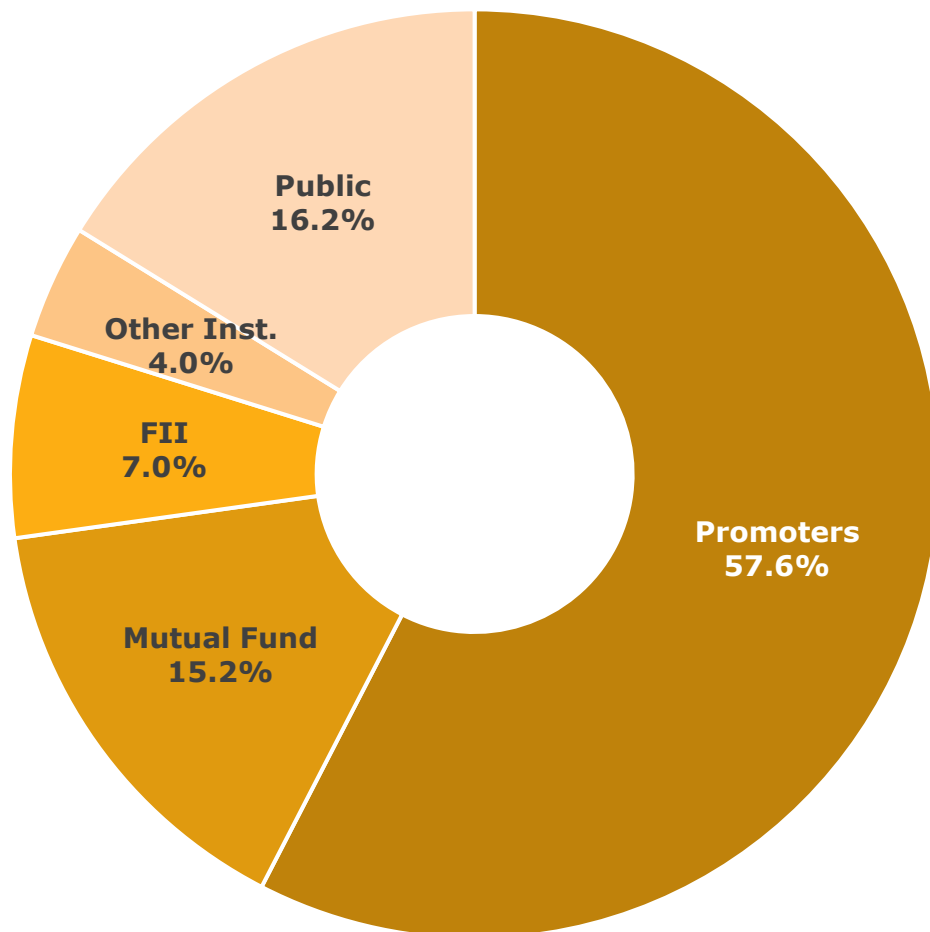
SEP 27th | 3 to 5 PM

IN ASSOCIATION WITH





# Share Holding Pattern – 31<sup>st</sup> December



- Promoters:
  - EID Parry: 56.42%
  - Individual/HUF: 0.65%
  - Trust/Corporate Bodies: 0.51%
- Top Domestic Institutional Holdings:
  - Kotak Mutual Fund
  - DSP Mutual Fund
  - UTI Mutual Fund
  - Motilal Mutual Fund
  - ICICI Prudential Life Insurance Ltd.
- Top Foreign Institutional Investors
  - Kotak Funds
  - Govt Pension Funds (Global)
  - MIT
  - Principal Funds
  - Vanguard





**Thank You**

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](mailto:JayashreeSatagopan@coromandel.murugappa.com)  
Mr Saurabh Jain  
[JainS1@coromandel.murugappa.com](mailto:JainS1@coromandel.murugappa.com)  
Phone no: 040 6699-7300