Coromandel

Investor Presentation
Q2 FY2122

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Agriculture Industry: The Opportunity Ahead

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

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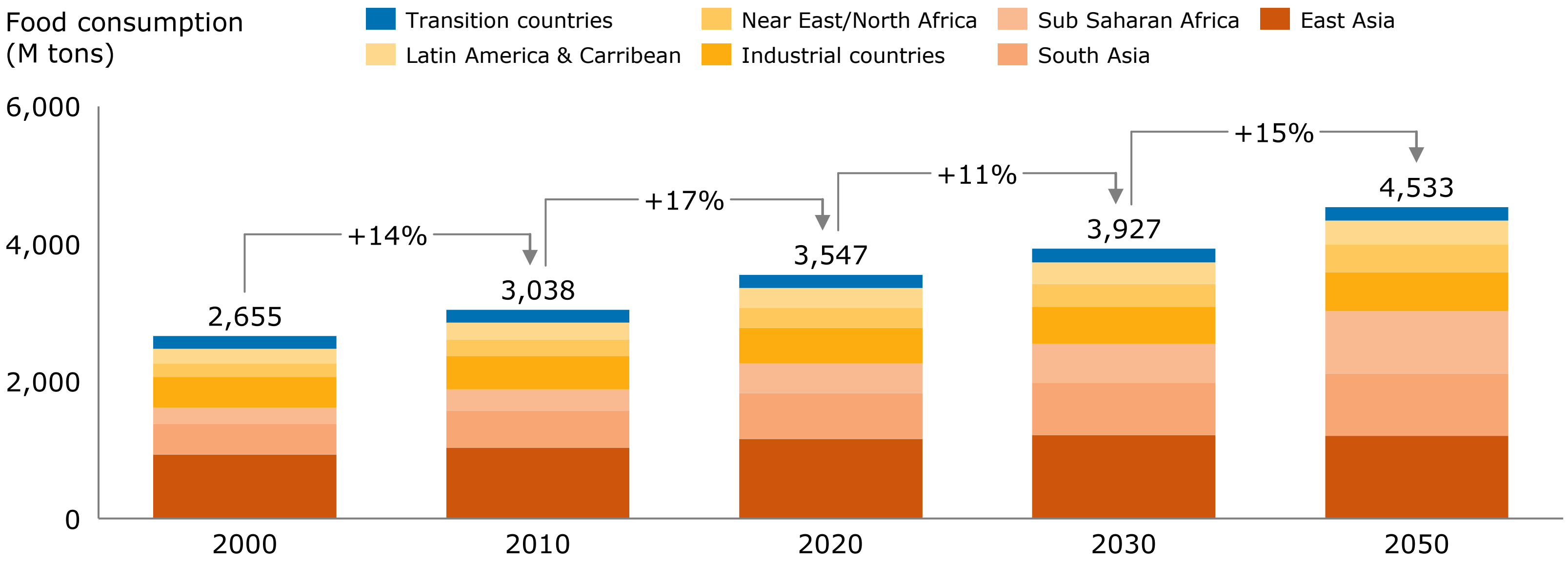
Strong increase in food demand expected

Increasing population

Initiatives on hunger and poverty eradication

Increasing calorie intake per capita



	2000	2010	2020	2030	2050
Population (B)	6.1	6.9	7.7	8.4	9.1
Per capita calories/day	2,789	2,845	2,980	3,040	3,130

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

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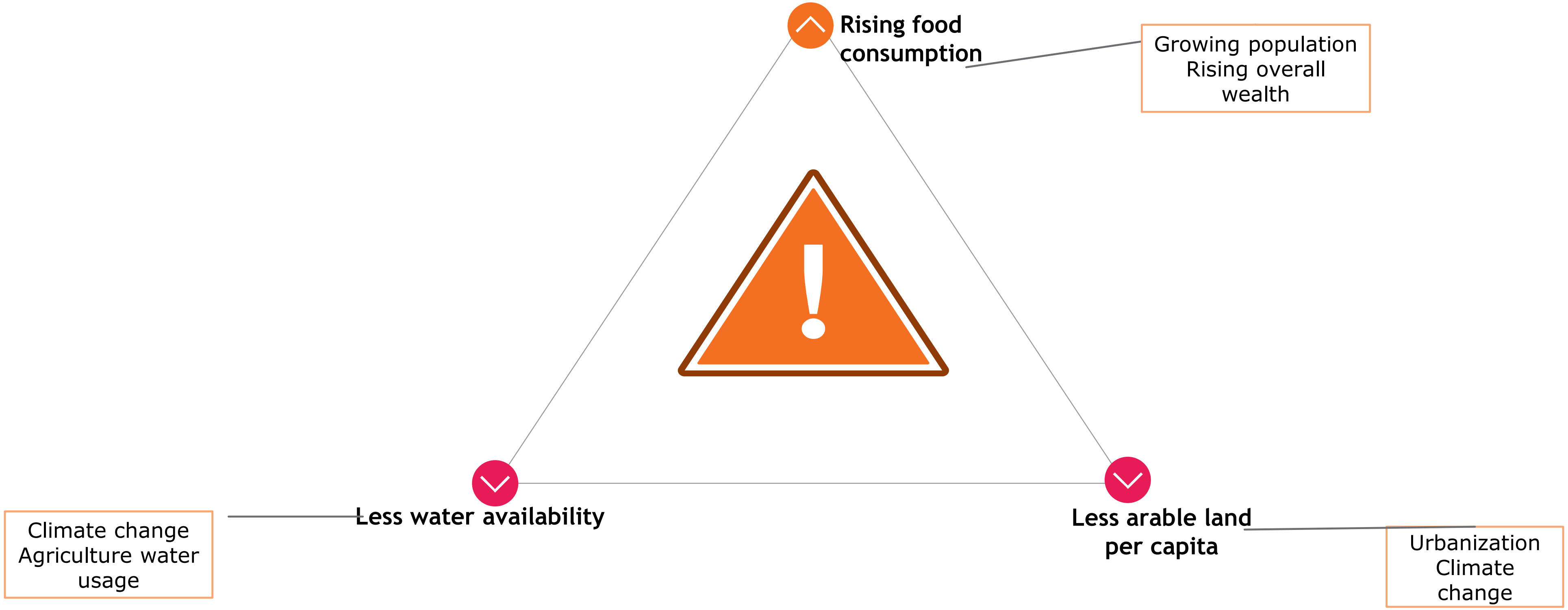
Note: Industrial countries include North America, Western Europe & ANZ; Transition Counties include Eastern Europe & Russia
Source: FAOSTAT; BCG analysis

Global agri trend:
Rising consumption & resource exhaustion (Natural resource Pressure)

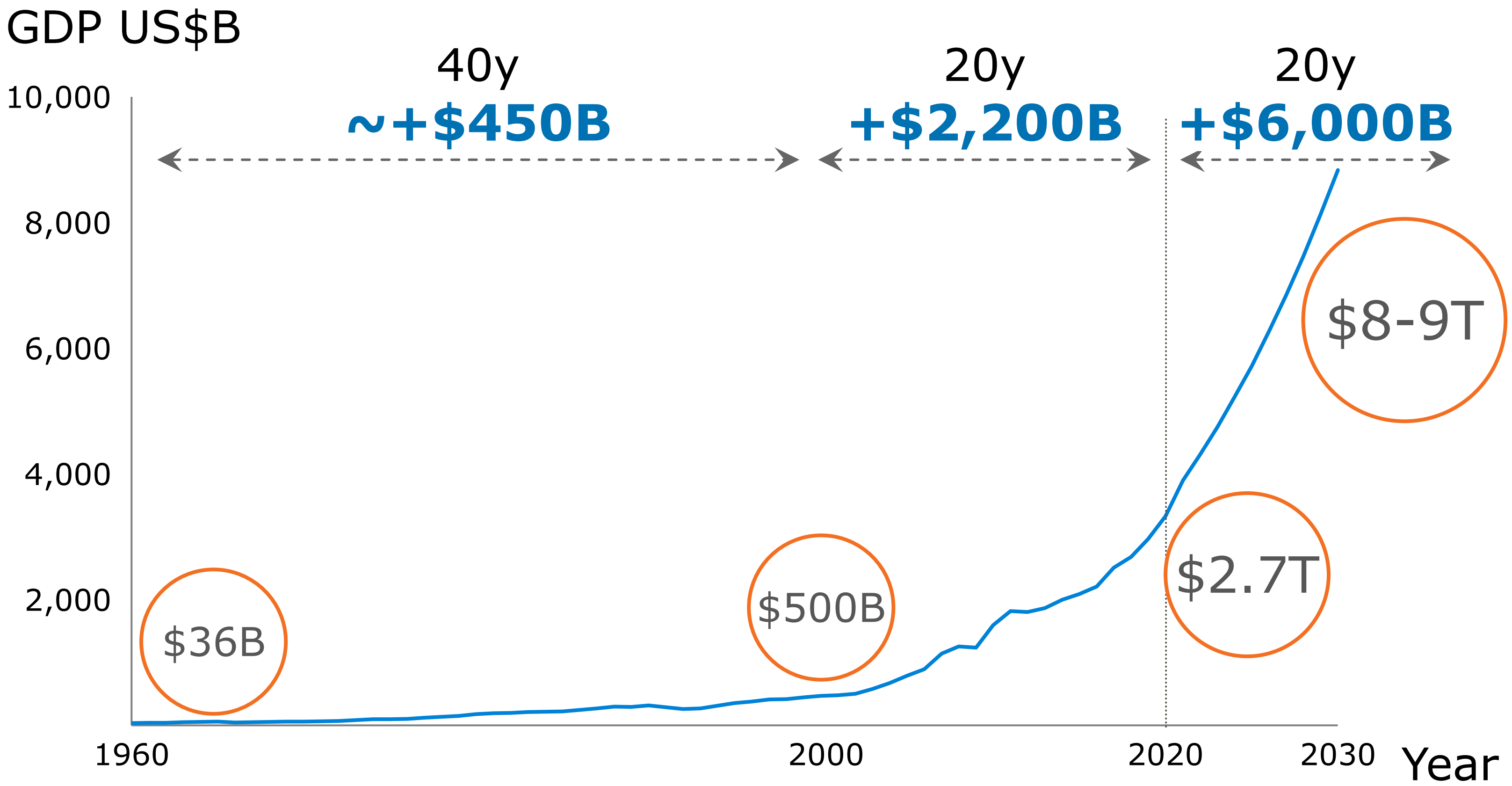
Combined with non-ceasing **water and land scarcity** seen leading to **Natural Resource pressure triangle**

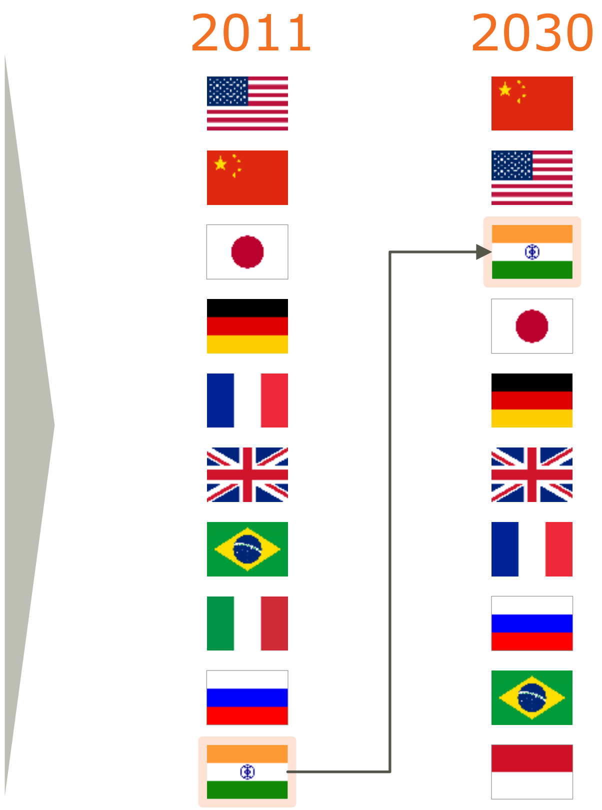


Pressure on improving the agri productivity

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

India:
A decade of accelerated growth …





Ranking basis GDP, nominal, US$ B

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

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Gross value added by Agri sector (cumulative)

1997-07	₹120 trillion
2008-18	₹171 trillion
2019-29	₹230 trillion

2X

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

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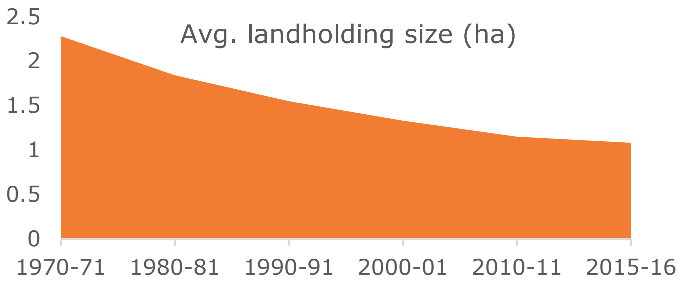
1. USD / INR rate conversion assumed at avg. rate of 1 $ = INR 70

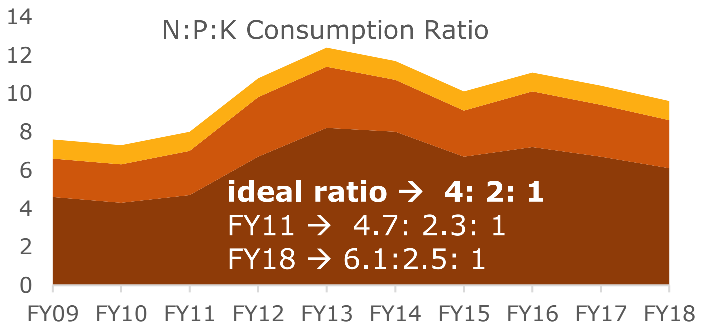
India: The opportunity and imperative for value creation in Agri sector over the next 10 years are large..

Falling per capita land holding



Source: Ministry of Agri

Imbalanced Nutrient Usage



Source: FAI

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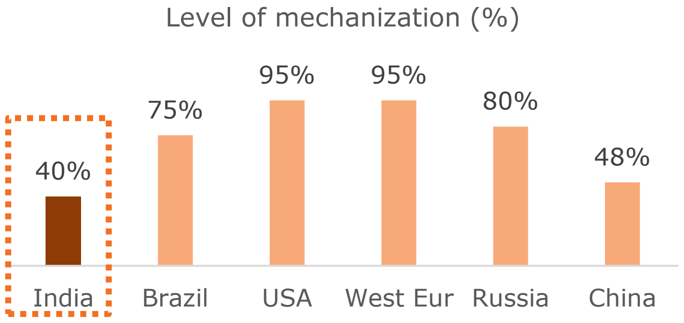
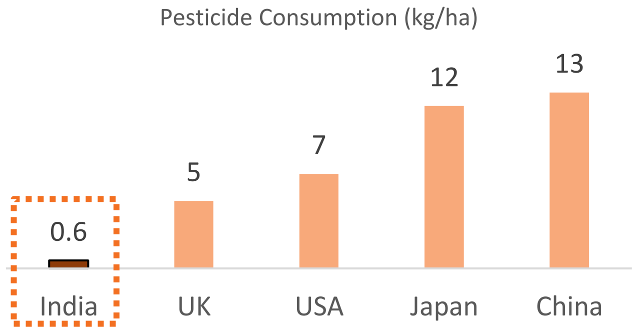
Low Mechanization



Source: World Bank, FAO

Low Crop Protection consumption



Source: FICCI

Mega Growth Opportunities for bridging the productivity gaps

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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

COVID - Accelerated these trends

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

Coromandel:
Transforming Indian Agriculture

Murugappa Group:
Coromandel flagship company of the group

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Workforce	Businesses	Revenue	Market Cap	Locations
53,000+	29; 10 listed entities	417 Bn INR	1605* Bn INR	90

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Agriculture
- **Coromandel**
- **EID Parry**

Engineering
- **CUMI**
- **Tubes Investment**

Financial Services
- **Chola Finance**
- **Chola MS**

120 years of trust

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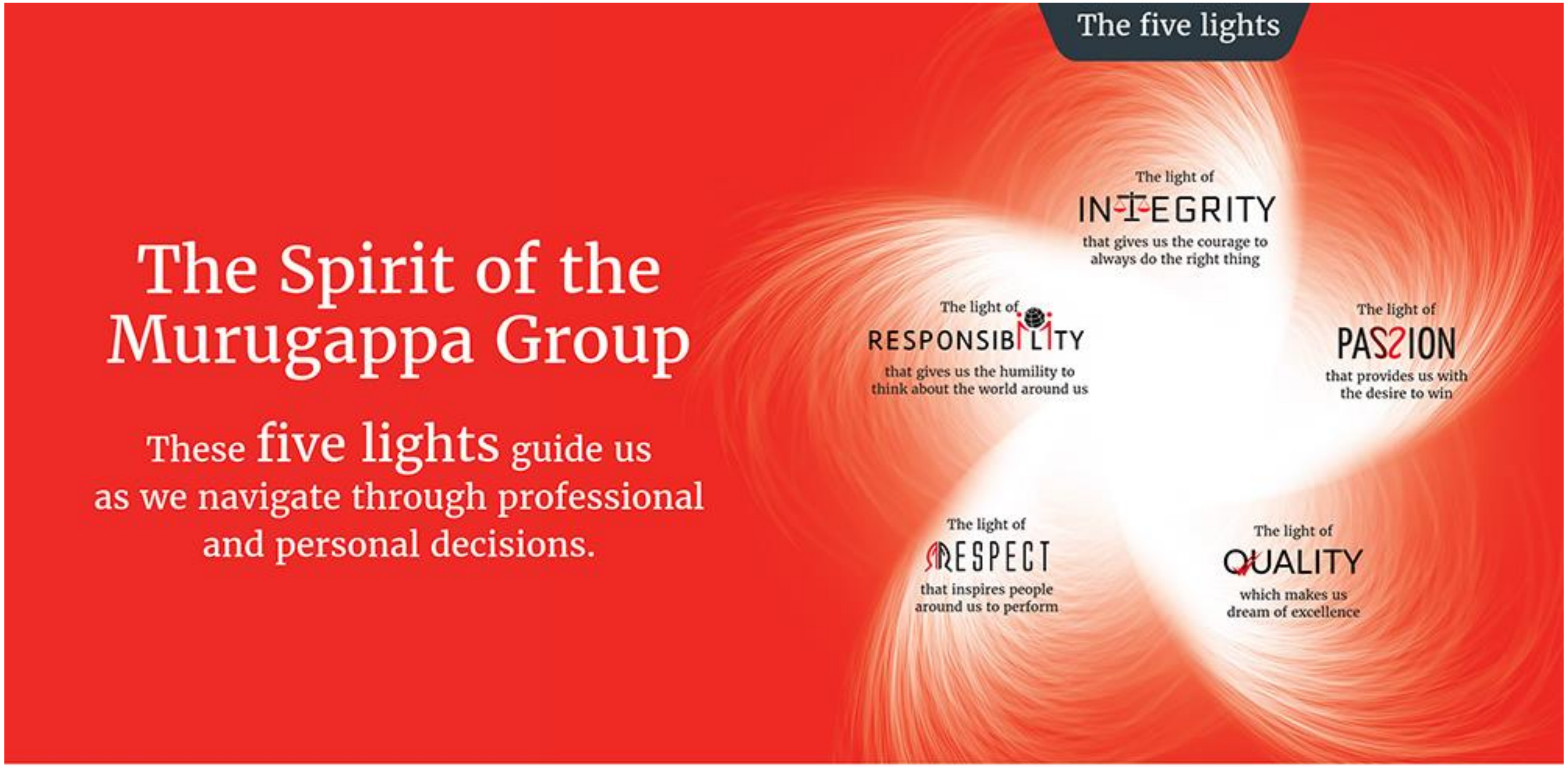
***As Oct 28th**

Coromandel: Strong Governance Structure



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Eminent Board

Professional Management

Engaged employees

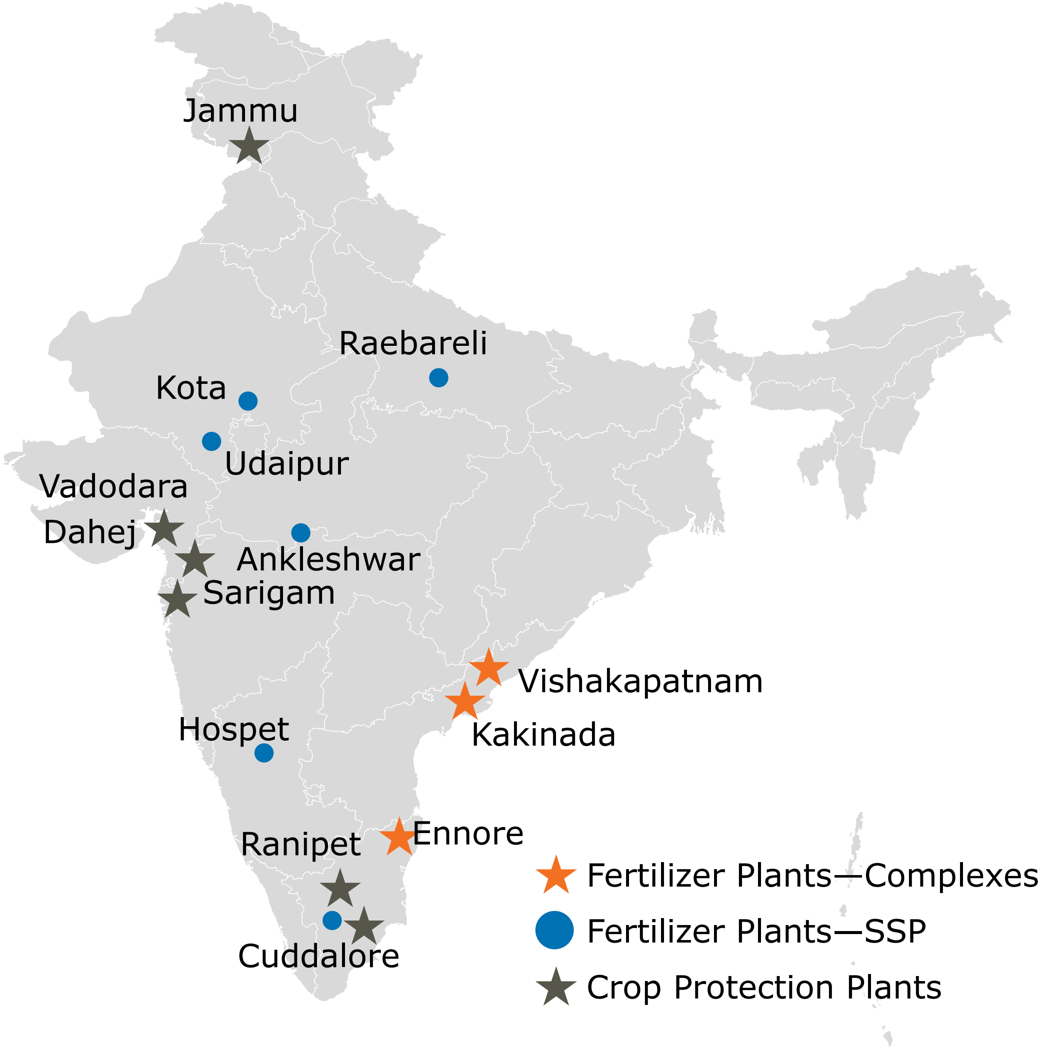
Coromandel: a strong, responsible company

Key Facts :

- Turnover: **Rs. 142 billion** (FY20-21)
- Market Cap: **Rs. 237 billion** (Oct 2021)
- Strong credit rating: **'AA +'** (Positive outlook)' with CRISIL India
- Zero long term debt
- **~5000** employees & ~8000 contract staff

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

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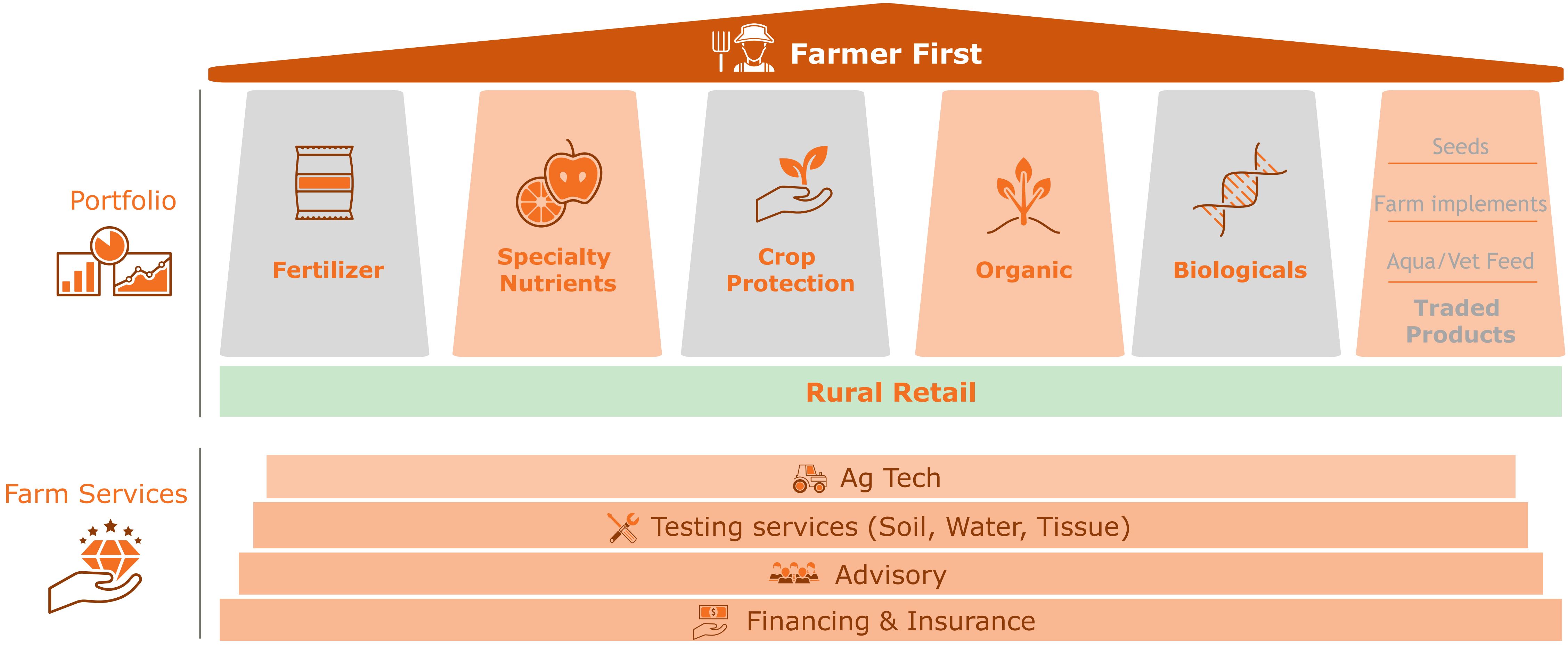

A 'Farmer First' winning business model

Business Wise Highlights

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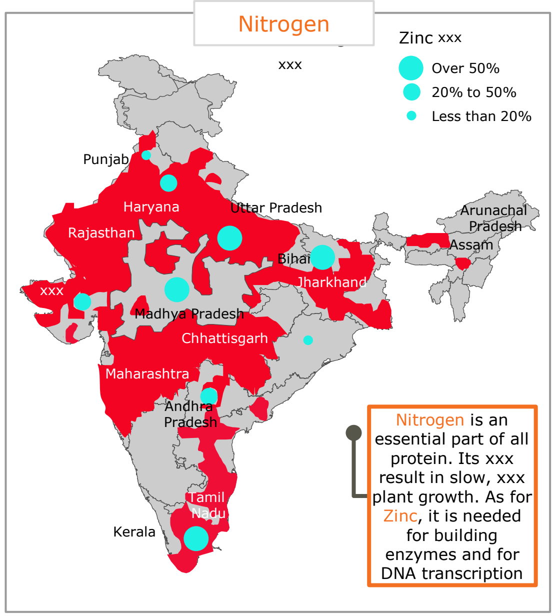
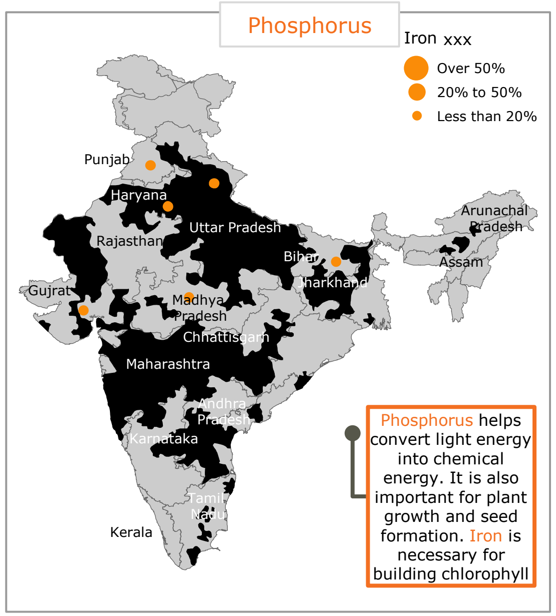
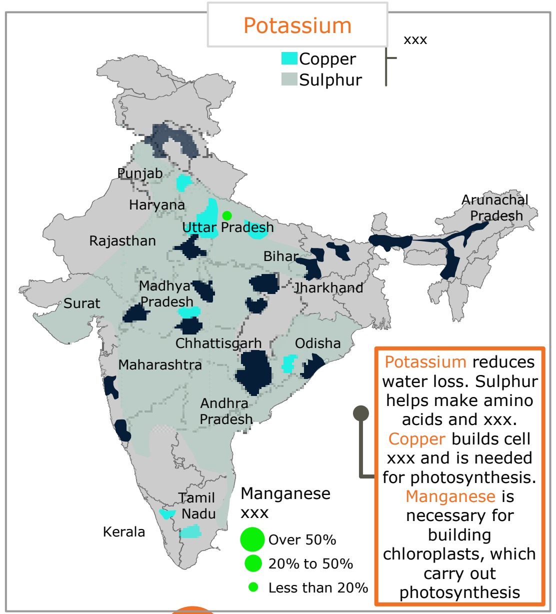
Fertilizer: Opportunity to address nutrient imbalance

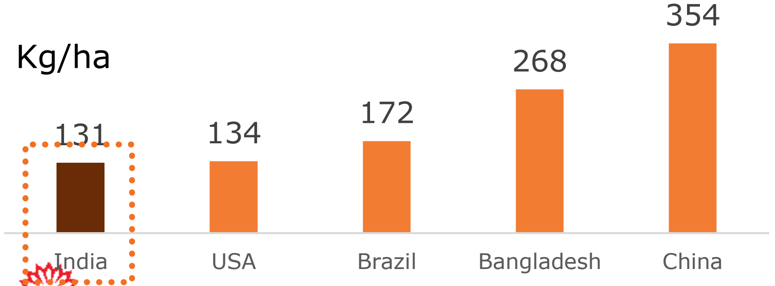
Widespread Soil Deficiency







Low Nutrient Usage



Best placed to capture this opportunity

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Huge opportunity exists for Fertilizer business to provide balanced nutrition

Relatively untapped Secondary & Micro Nutrients segment

Organic products for soil rejuvenation

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Fertilizer: Positive Policy Measures

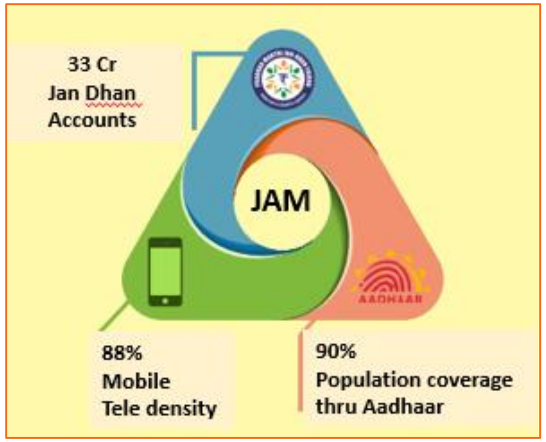
Soil Health Cards …

- 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

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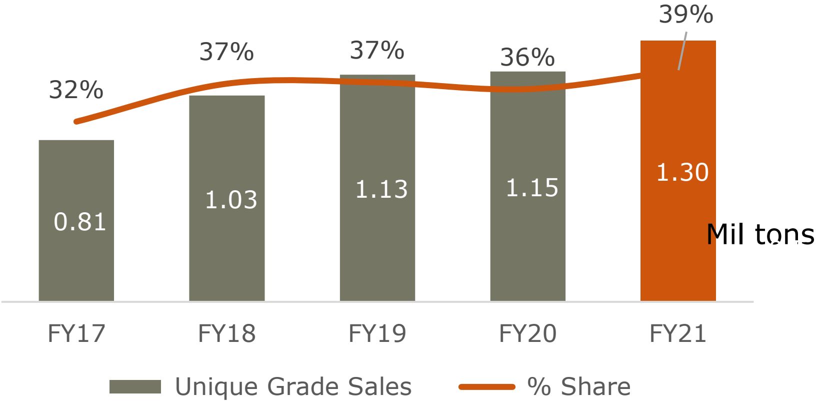
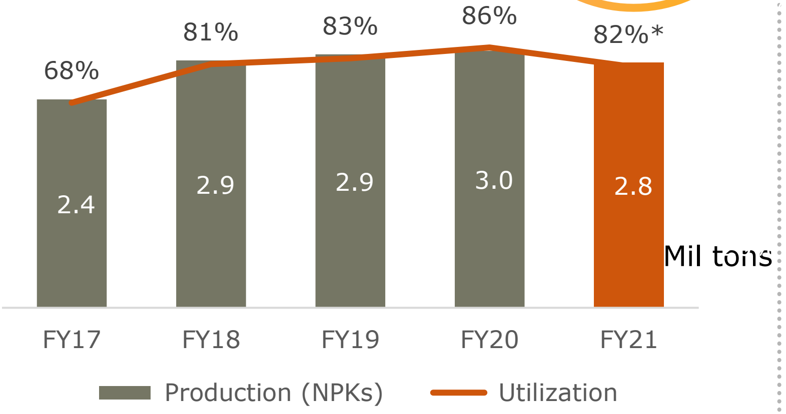
Coromandel Fertilizer: Highlights

Differentiated Product Offering



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

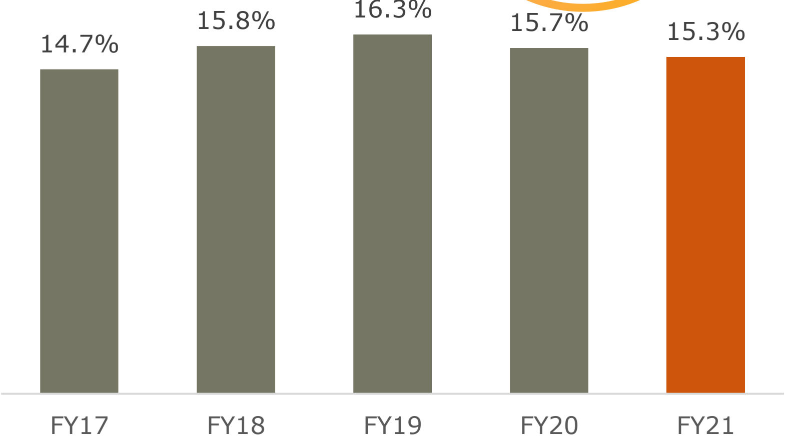
Efficient Manufacturing



- 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



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

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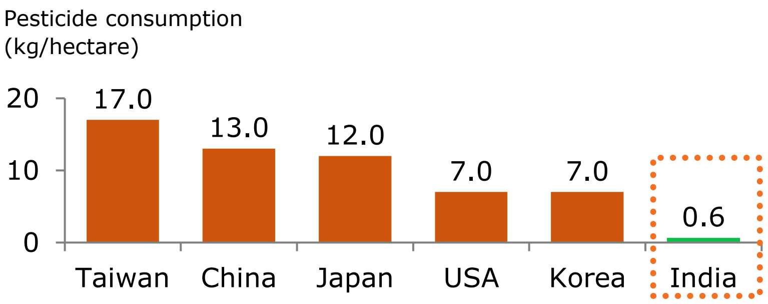
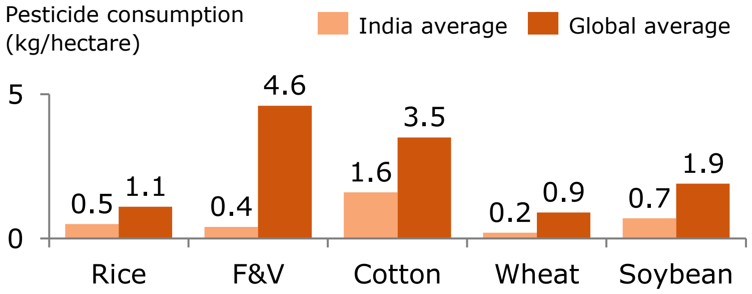
Crop Protection: Market opportunity large

India … massive potential exists

India – Consumption lowest in world

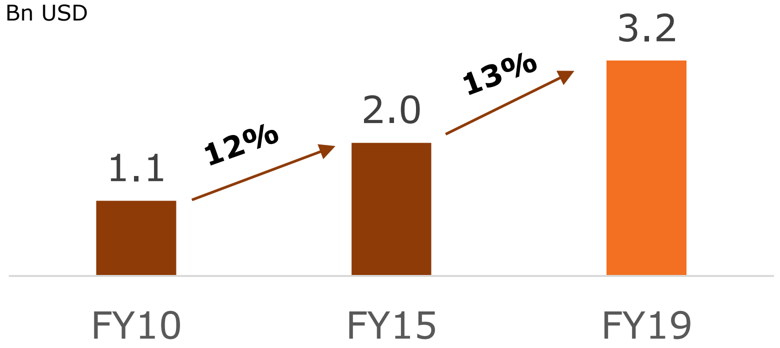


Consumption across crops significantly lower



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

Exports slated to grow at 9% CAGR



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

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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

10,000+
dealers

80,000+
Tons per annum manufacturing capacity from 6 plant locations

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: 39% 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

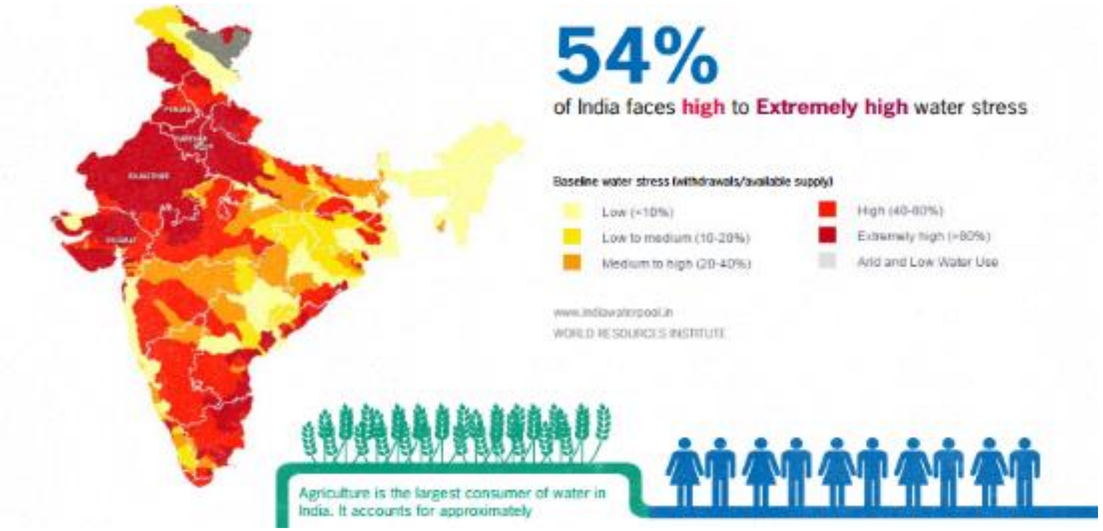
Manufacturing

- 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

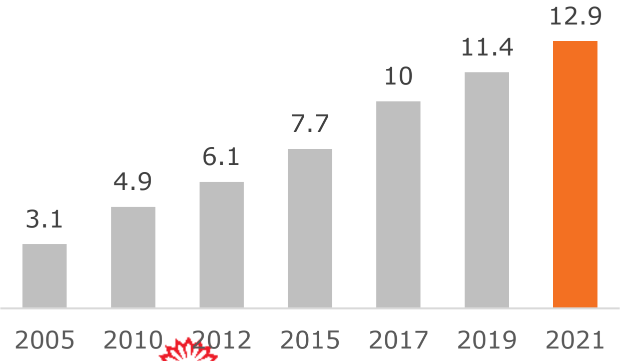
Sales and Marketing

- 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: 11.4 mil Ha



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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

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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

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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

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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)

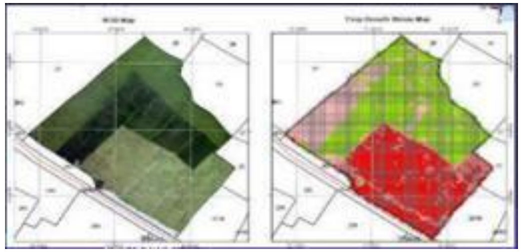
Sales & Marketing / Activation

- Largest Organic marketer in India – 1.7 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 Swatch Bharat

Coromandel: Converting farmer insights into farmer prosperity

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Direct connect with **farmers**

- Deep insight on farmer preferences, cropping patterns, pest incidence, area under cultivation, hyperlocal trends

Customized Product offering

- R&D focusing on value added products deeply linked to farmer cropping patterns and insights in target markets

Efficient supply chain

- Trade, own retail and institution with last mile connectivity

Marketing & **Activation**

- Educating, disseminating best-in-class package of practices, driving change for higher productivity

Why Coromandel

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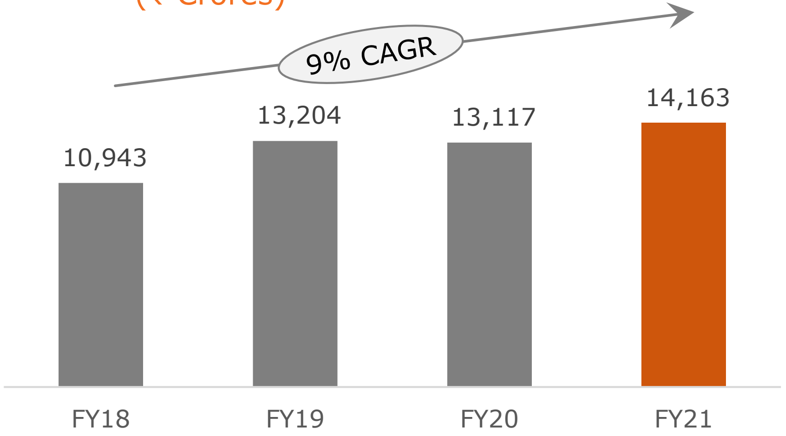
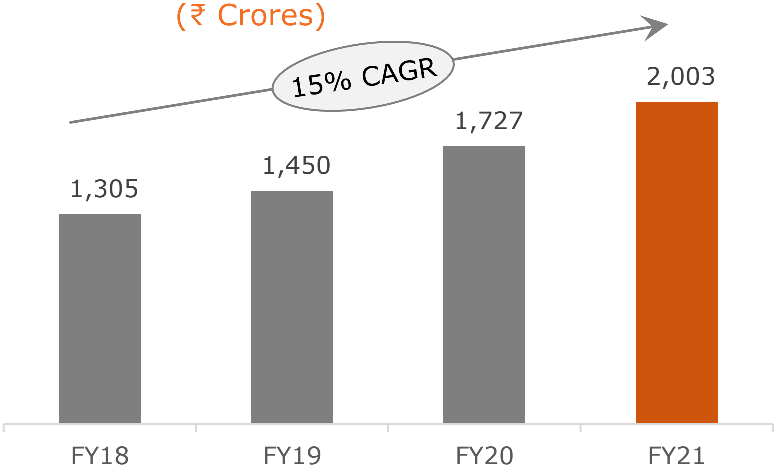
Coromandel: Track record of sustained financial performance

Revenue* From Operations
(₹ Crores)

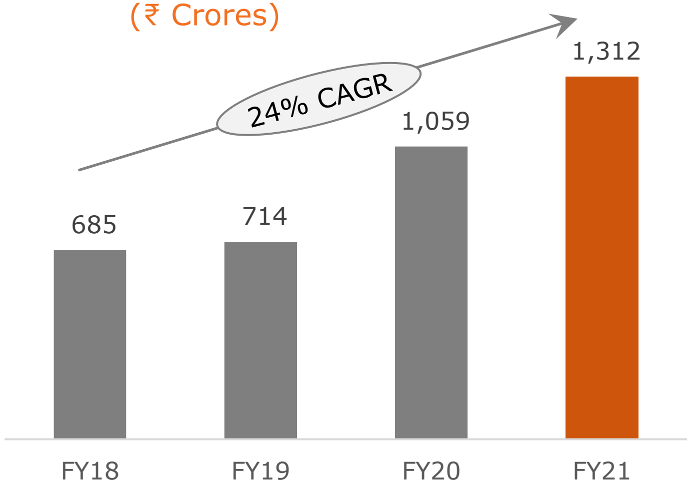


*Fertilizer revenue subject to commodity price movement and subsidy policies

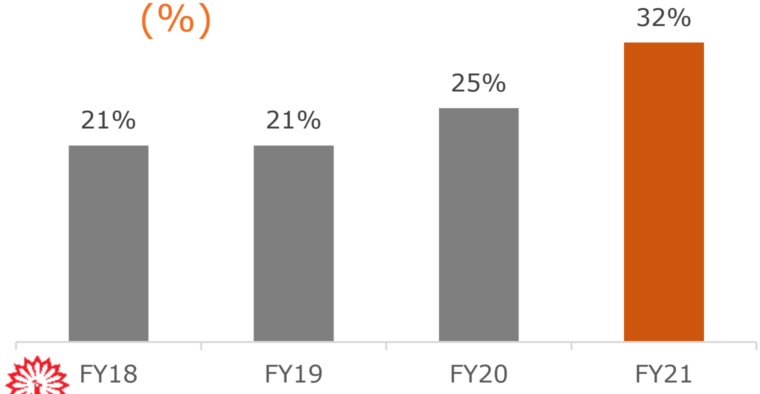
EBITDA
(₹ Crores)



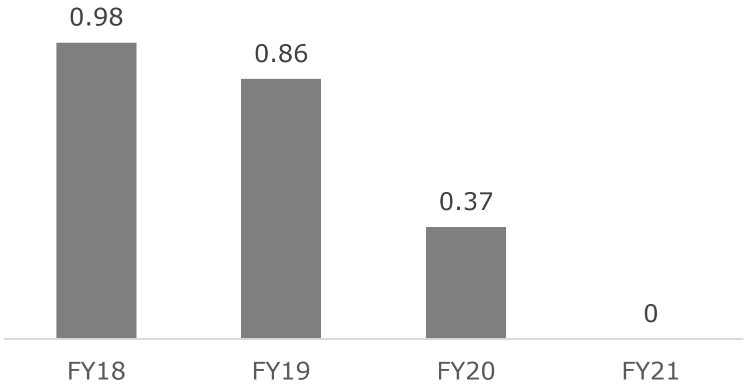
Profit after Taxes
(₹ Crores)



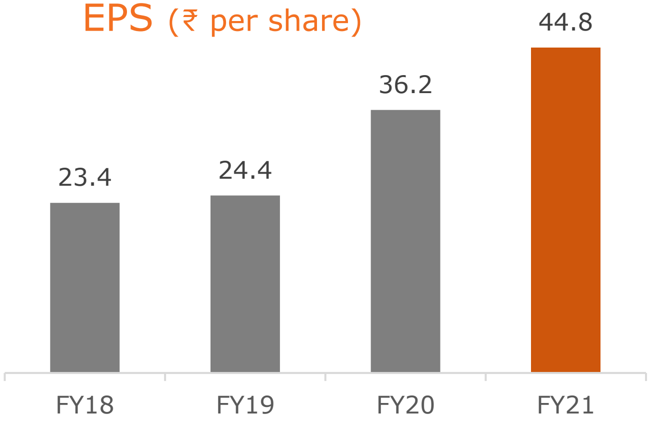
Return on Capital Employed (%)



Debt to Equity Ratio



EPS (₹ per share)



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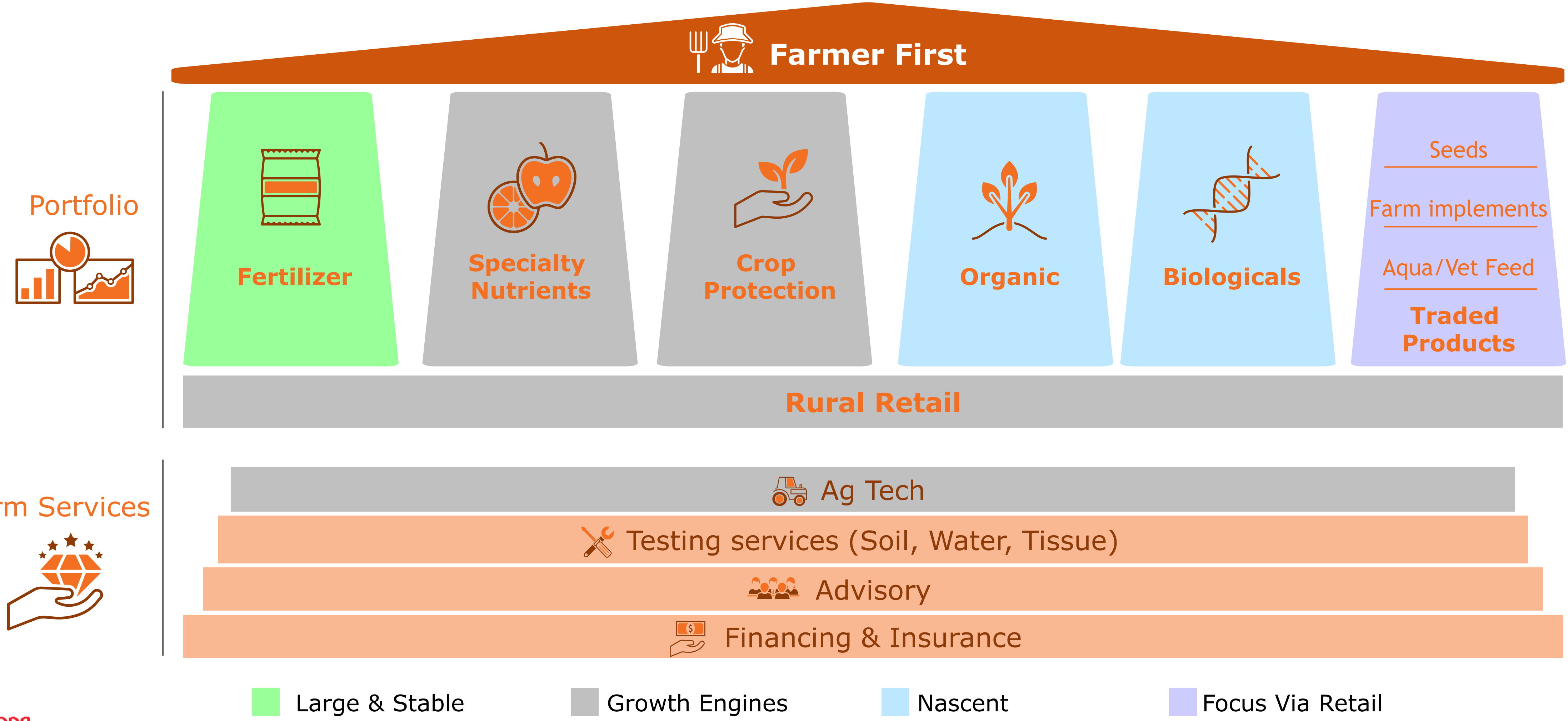
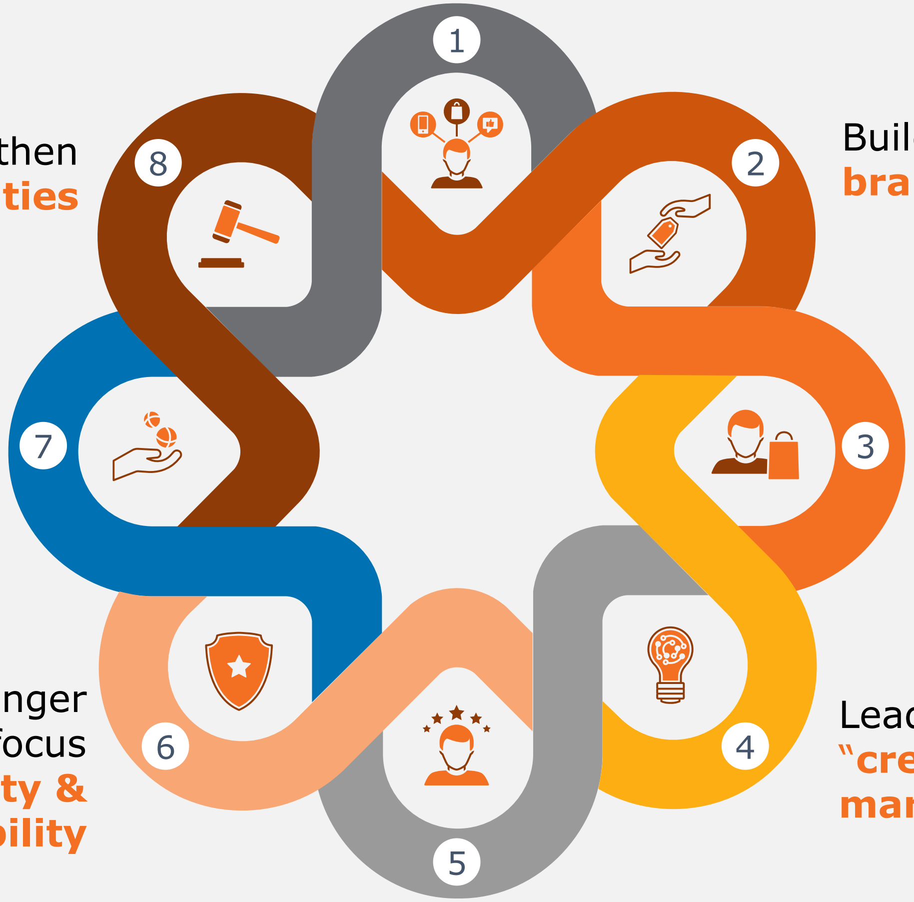
Coromandel – Holistic farm solutions provider…
…with unique business model driving farm prosperity



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

Accelerate the **innovation agenda**



1. Accelerate the **innovation agenda**
2. Build **power brands**
3. Reinforce **consumer strongholds**
4. Lead the push to **"create" the market**
5. Become a **player of scale**
6. Build stronger processes with focus on **Safety & sustainability**
7. **Partnering** with Government on Agri reforms
8. Strengthen **capabilities**

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

Bringing smiles to millions of farmers

CIL: Q2 Result Update

Rs. Crs

Parameter	Turnover	EBITDA	PBT	PAT	EBITDA%
Q2 21-22	6147	743	701	519	12%
% Growth	33%	-12%	-11%	-12%	
Q2 20-21	4611	843	784	587	18%

Strong Revenue Growth, Stressed Margin (High RM Prices)

Environment: Global Shortage Economy

Coromandel

Economic Revival post Covid 19 in CY21

- **Global: 5.9%** - Surge in demand
- **India: 9.5%** - Fastest growing Big Economy

Global **Supply Imbalance**

- Across **all commodities**

Reduced **Investments in Conventional Fossil** fuels

Dependence on **China**: **15% global exports share**

Move towards **Protectionism & Self Sufficiency**

Agri inputs impacted:

- Increase in Demand: **Agri Record Production** and **Higher Prices**
- Reduced supplies of **Imported Finished goods** and **Raw Materials**

Constrained Supplies & Rising Prices

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Environment: Strong Demand

Coromandel

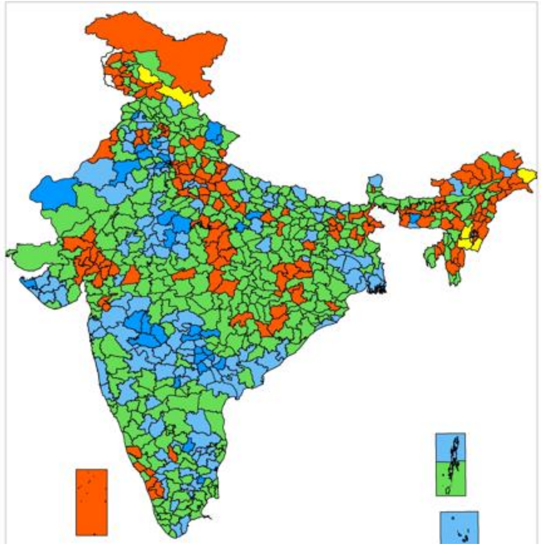
South West Monsoon at -1% LPA (30 Sep)

- Strong Performance in addressable markets:
  - **TG +39%, AP +19%, Mah +19%, WB: +15%, Kar:+3%**
  - **Odisha: -9%**
- Sep Revival in Central & North:
  - **MP: 0%, Guj: 0%**
  - **Raj: +17%, Punjab: -7%, Har: +30%, UP: -5%**

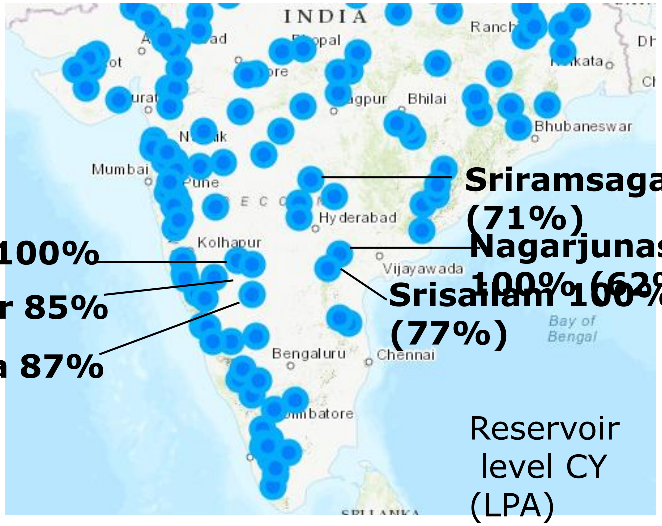
Healthy Reservoir levels (7 Oct)

- All India: 94% LY, 107% LPA
- South: 98% LY, 126% LPA
- West: 92% LY, 115% LPA

SW Monsoon: 1st Jun-30th Sep



Reservoir level (%)- South (7 Oct)



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3rd Successive Year of Monsoon: Augurs Well for Rabi

Environment: Strong Demand Agriculture

Coromandel

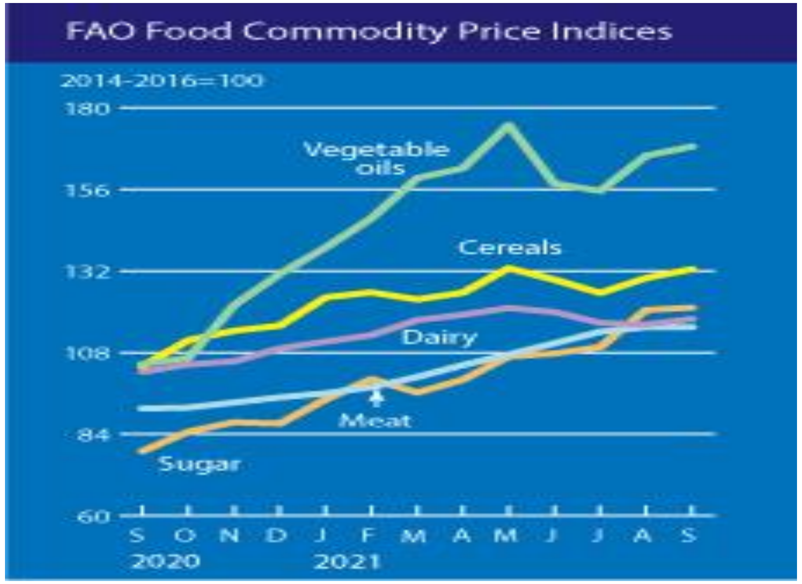
- **All India Crop sowings**: **Marginally up** from last year
  - Except Cotton and Coarse Cereals
  - **AP/TG:** 87.1 Lac HA (-3% Over LY), Paddy **(+11%)**
  - Major decline (Cotton: -21%)
- **All India Production**: 1st Advance Est.
  - Rice, Sugarcane, Cotton, Pulses up
- Agri **Exports (Apr-Sep): $10 Bil (+18%)**
  - Led by Cereal, Livestock
- **Global Food Price Index**
  - Strong demand – Cereals & **Veg oil**

Agriculture continues to be a Sweet Spot

All India Kharif – Sowing & Output status

	Sowing (30 Sep) - lakh ha			Output Est - mil ton		
	2020	**2021**	**% inc**	**2020**	**2021**	**% inc**
Rice	409	423	**3%**	104	107	**3%**
Pulse	139	142	**2%**	9	9	**9%**
Coarse cereals	183	178	-3%	36	34	-7%
Oilseeds	199	196	-1%	24	23	-3%
Sugarcane	54	55	**2%**	399	419	**5%**
Jute	7	7	1%	9	9	1%
Cotton	128	120	-6%	35^	36^	**2%**
Total	**1119**	**1122**	**0%**			

^Cotton - in mil bales



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Environment: Govt Policies

- **GDP Growth: 20.1% (Q1),**
  - **FY Estimate of 9.5% (IMF)**
  - Investment upgrade by Moody **(Stable from Negative)**
- **Agriculture** continues to do well
  - GVA **at +4.5% (Q1),** +3.5% (LY-Q1)
- **PM Kisan** 2nd Instalment**: Rs. 19,500 Crs. to farmers**
- **Imports Substitution** of Edible oil
  - **Oil Palm** Cultivation: Rs. 11,000 Crs (For Plantation)
    - **Target 10 Lakhs Ha** from 3.5 Lakh ha
- **MSP for Rabi - I**ncrease by (2-6%)
- **Drones Policy Notified:**
  - Registration by DGCA, No Approval (Green Zone)
  - PLI for drones
  - **Agri Ministry/DoF – Deployment in Agri sector**

Oil Palm – Up Land East Godavari

Vaccination: 100 Crs. Doses (75% of Eligible Population)

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Environment: Govt Policies

Coromandel

- **Fertilizer:**
  - **Rollover of NBS rates** for H2
  - **Additional Subsidy** of Rs. 28,655 cr sanctioned
  - **Special Package:** DAP (Rs 438/ bag) & **Select NPKs** (Rs. 100/Bag)
  - **Pricing Cap:** DAP Rs. 1,200/Bag, NPK (Select Grades) Rs.1,470/Bag
  - **Move to Balance Nutrition:** Use of NPK and SSP
- **CIBRC: Fast tracking Registrations**
  - **Outsourcing** of Regulatory Evaluation (IITR, Lucknow)
- **Proposed ban on 27 Molecules**
  - **Expert Committee** interaction with Industry: Report awaited
- **Thrust** on **Green Energy:** Green Hydrogen & Ammonia

Green Hydrogen Push

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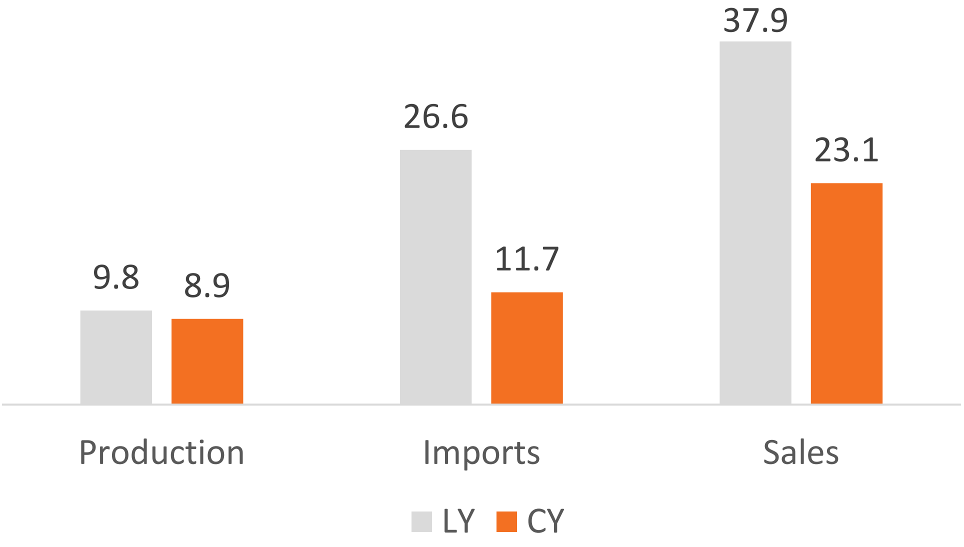
Phosphatic Industry: Q2 FY21-22

Qty in Lakh MT

DAP



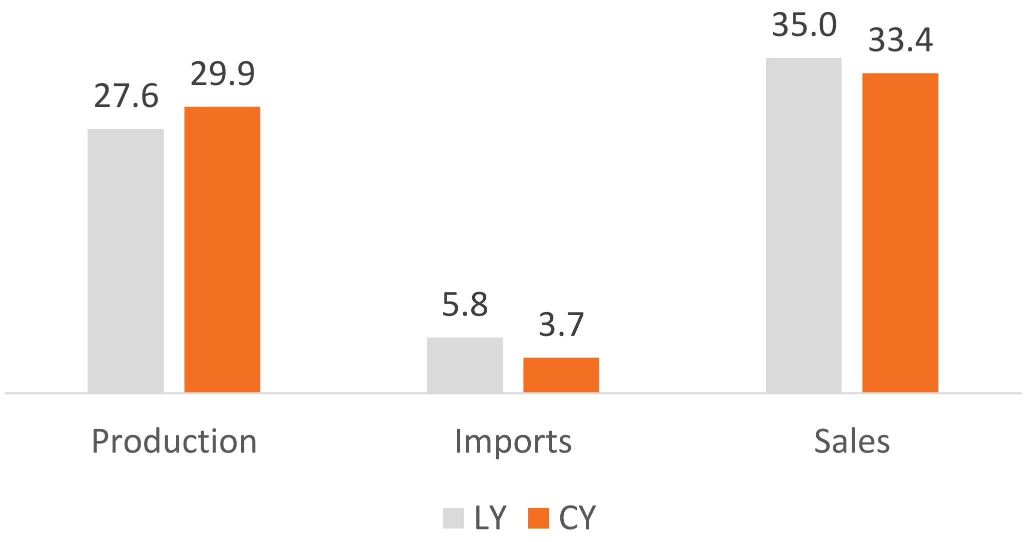
Production growth: **-9%**

Imports growth: -56%

Pr Sales growth: -39%

Qty in Lakh MT

NPK



Production growth: 8%

Imports growth: -36%

Pr Sales growth: -5%

In lakh tons	**LY**	**CY**	**% chg**
Primary sales	**72.9**	**56.5**	**-22.5%**
PoS Sales	**69.8**	**61.6**	**-12%**

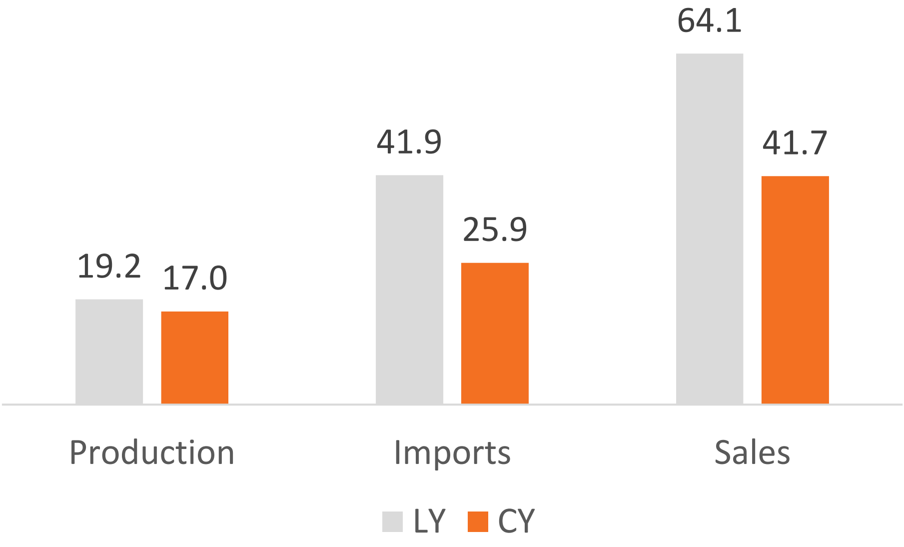
Source: mfms

Phosphatic Industry: H1 FY21-22

Coromandel

Qty in Lakh MT

DAP



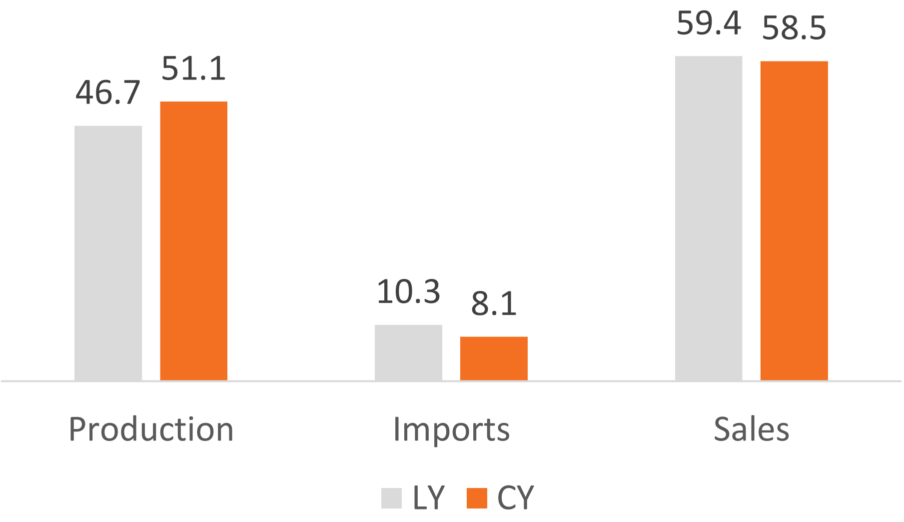
Production growth: **-11%**

Imports growth: -8%

Pr Sales growth: -35%

Qty in Lakh MT

NPK



Production growth: 9%

Imports growth: -21%

Pr Sales growth: -1%

In lakh tons	LY	CY	% chg
Industry sales	**123.5**	**100.2**	**-19%**
PoS Sales	**115.29**	**101.18**	**-12%**

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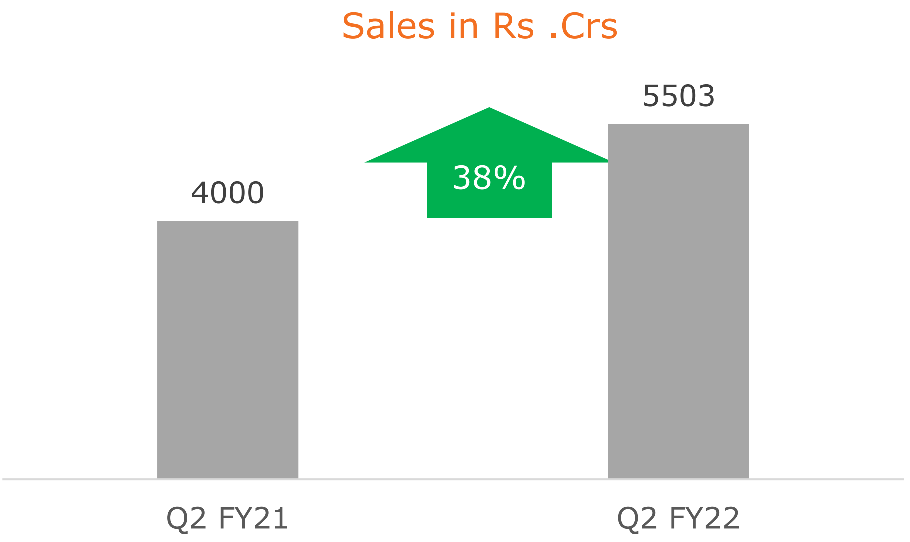
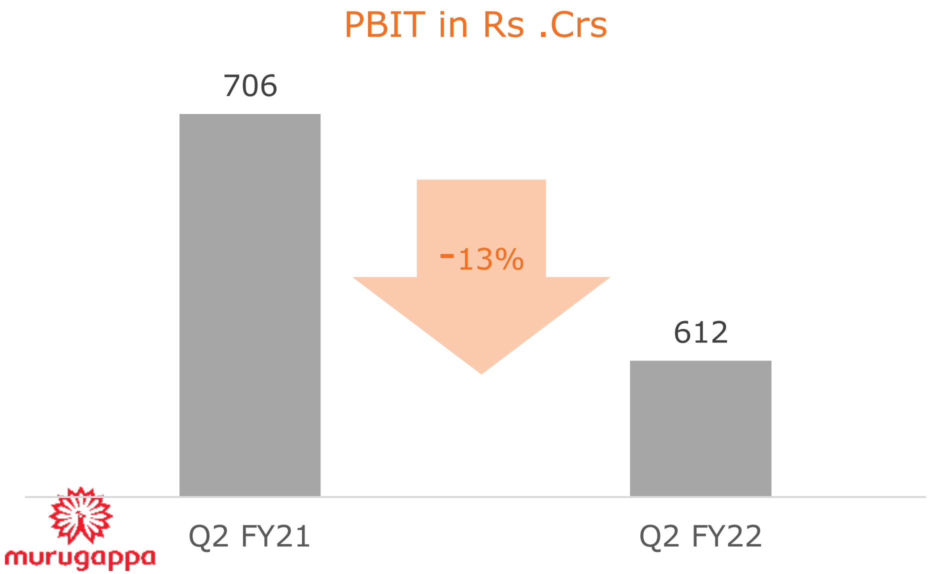
Source: mfms

CIL: Nutrients – Q2





*Before Un-allocable Expenses

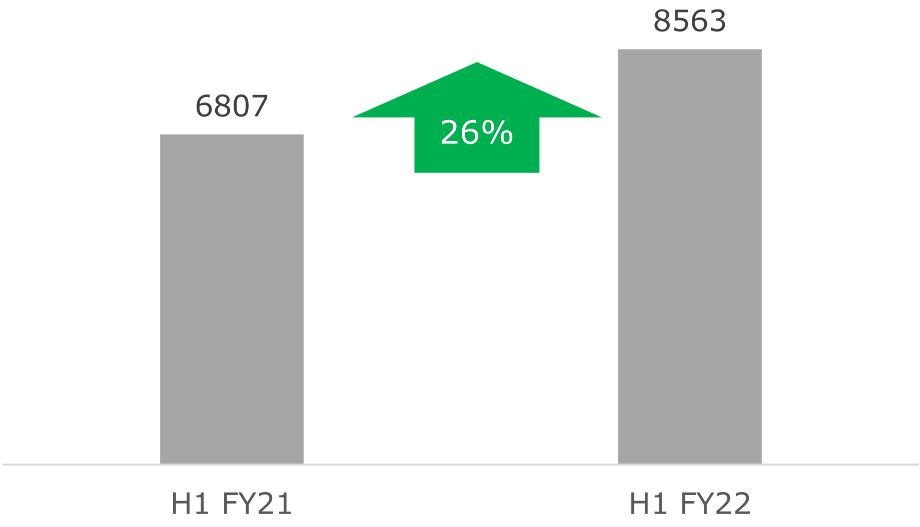
Volume Summary

Vol LMT

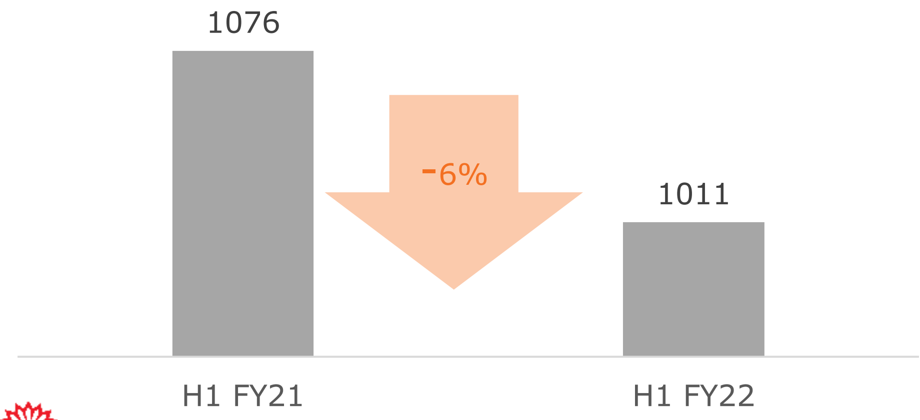
Segment	Q2 FY21	Q2 FY22	Growth
NPK +DAP (Mfd)	9.54	9.27	-3%
NPK +DAP (Imp)	1.65	1.95	18%
NP/NPKs Total	9.42	9.40	0%
Primary Market Share (NP/NPKs)	15.2%	19.6%	
PoS Market Share (NP/NPKs)	19.7%	20.4%	
Urea	1.92	2.02	6%
MOP	0.80	0.10	-87%
SSP	2.02	2.26	11%

CIL: Nutrients – H1

Sales in Rs .Crs



PBIT in Rs .Crs



Volume Summary

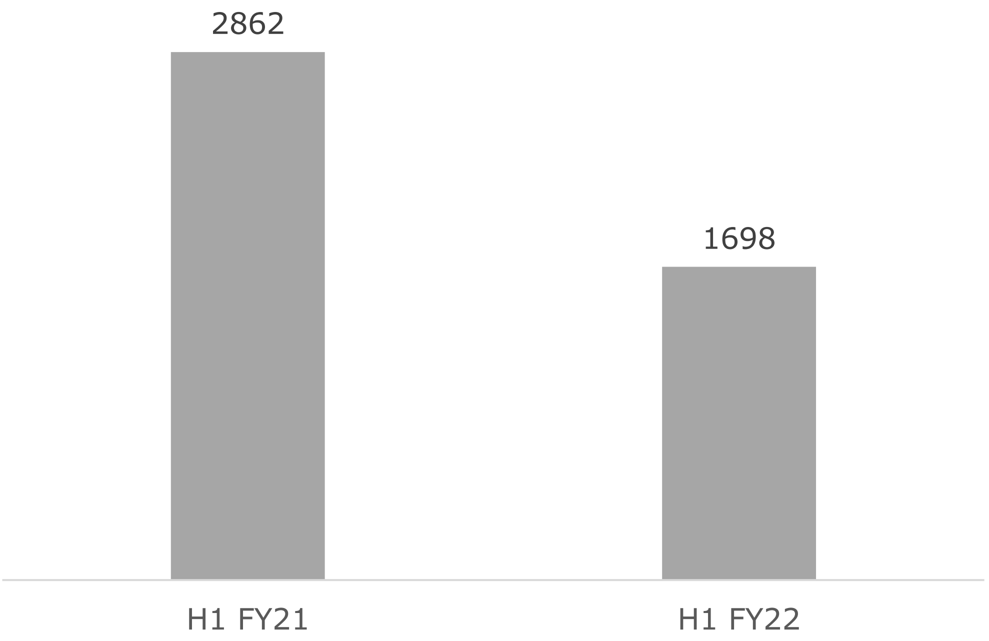
Vol LMT

Segment	H1 FY21	H1 FY22	Growth
NPK +DAP (Mfd)	17.18	16.95	-1%
NPK +DAP (Imp)	2.28	2.05	-11%
NP/NPKs Total	15.75	16.24	3%
Primary Market Share (NP/NPKs)	15.8%	18.9%	
PoS Market Share (NP/NPKs)	17.8%	16.8%	
Urea	2.52	2.50	0%
MOP	1.13	0.25	-349%
SSP	3.31	4.11	24%

*Before Un-allocable Expenses

Subsidy – H1

Subsidy outstanding Rs. Crs



H1: Receipts of Rs. 2,193 Crs. (Rs. 1,311 Crs. LY)

Nutrient rates (Rs/kg)

	N	P	K	S
20-21	18.789	**14.888**	10.116	2.374
21-22	18.789	**45.323**	10.116	2.374
% chg	**0%**	**204%**	**0%**	**0%**

- Rollover of Increased subsidy rates for P under NBS Policy
  - **Special Package** for DAP (Rs 438/ bag) and **Select Grades of NPK** (Rs. 100/Bag)

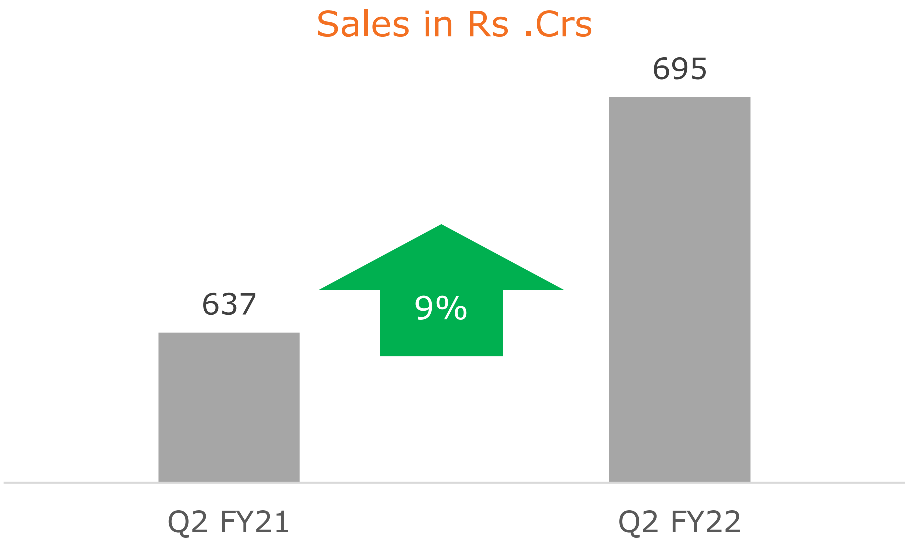
Mitigation by Govt support through NBS revision and Special Package

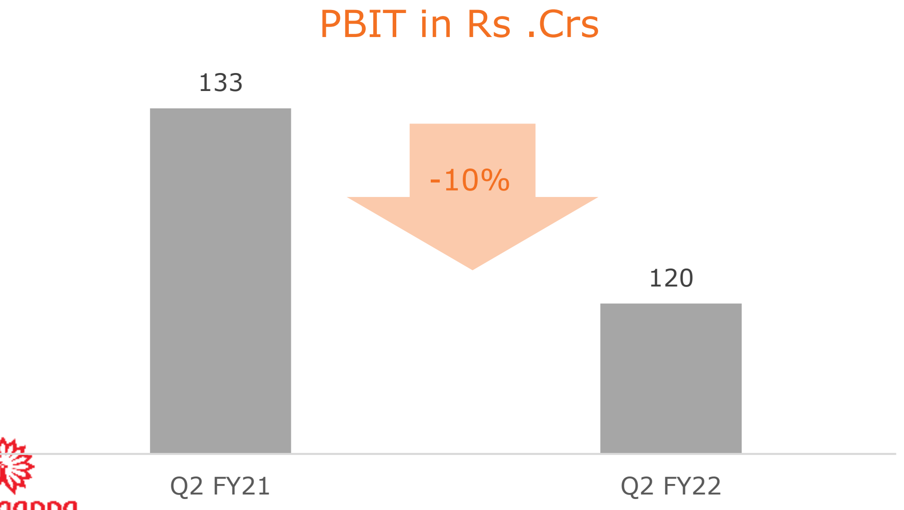
New Product Launches H1

Gro Shakti Plus - Nutrient

6 New Products - CPC

CIL: Crop Protection – Q2



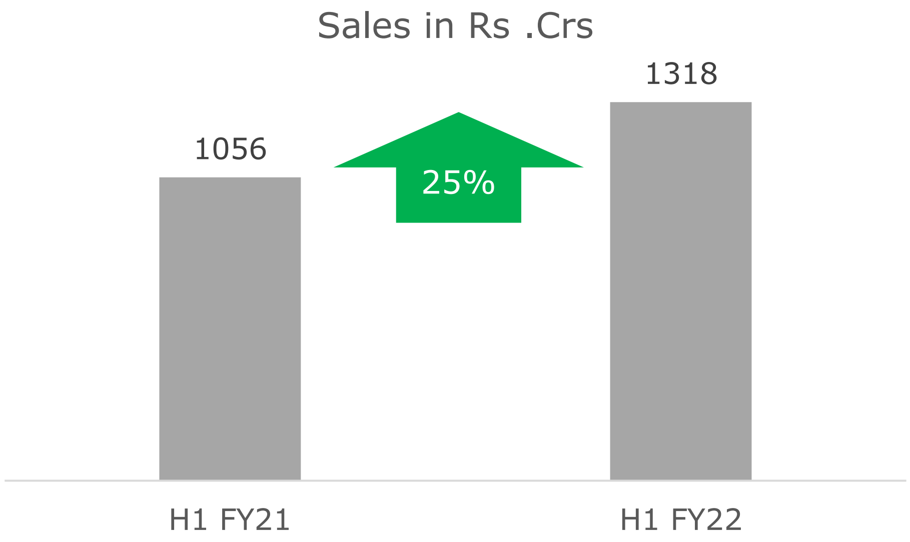


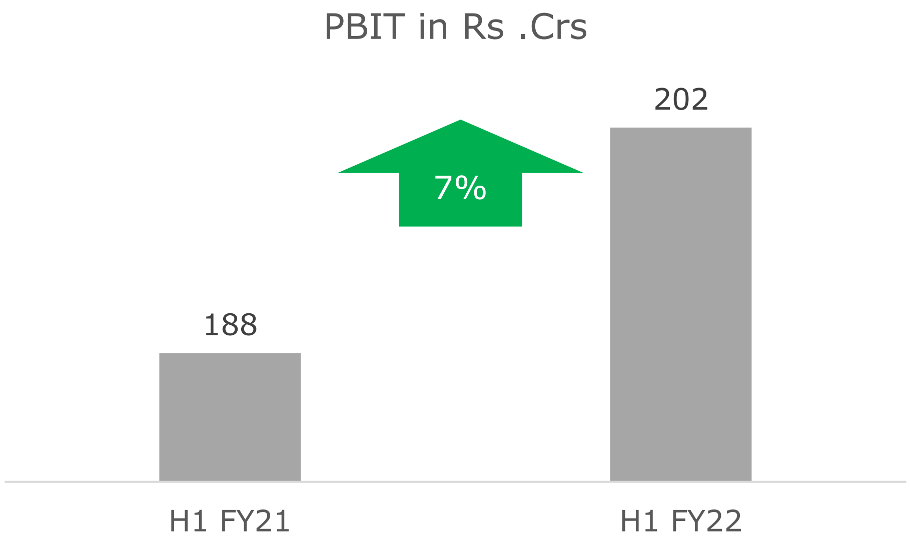
*Before Un-allocable Expenses

In Rs. Crs.

Market	Q1 FY21	Q1 FY22	Growth
Domestic	459	460	0%
Exports	178	235	32%
Total	**637**	**695**	**9%**

CIL: Crop Protection – H1





In Rs. Crs.

Market	H1 FY21	H1 FY22	Growth
Domestic	734	850	16%
Exports	322	468	45%
Total	**1056**	**1318**	**25%**

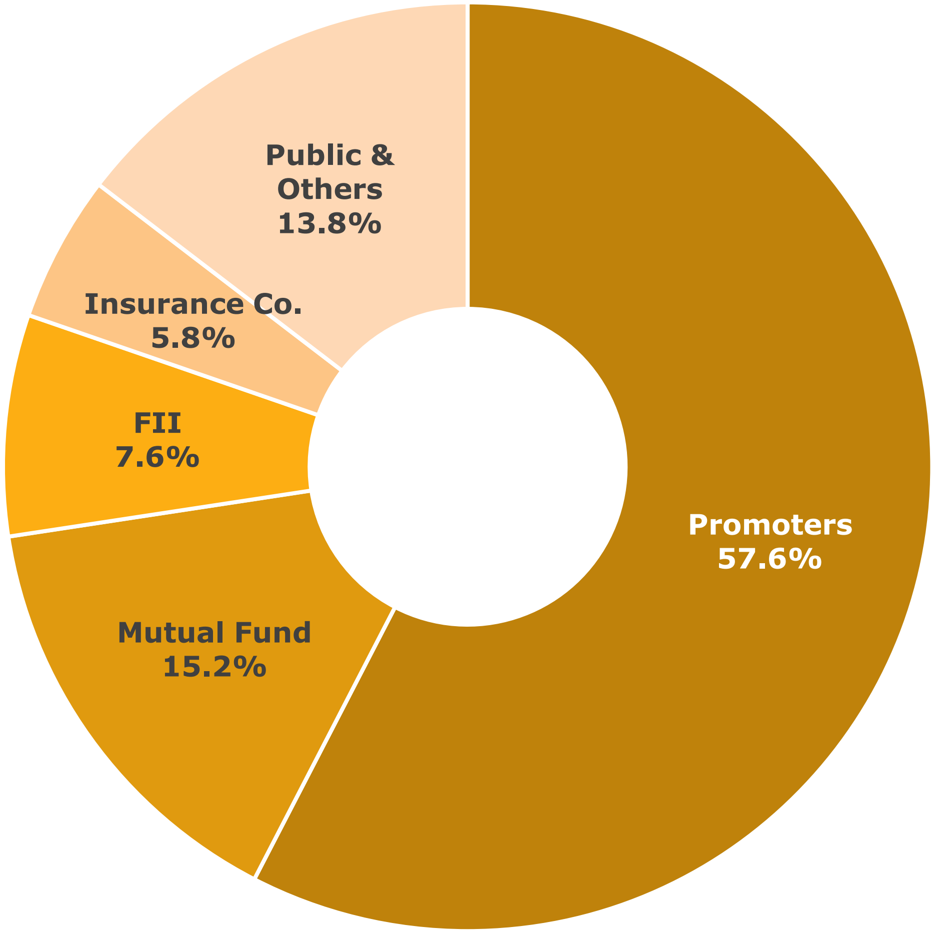
*Before Un-allocable Expenses

CIL: Consolidated P&L – Q2, H1

Q2 LY	H1 LY	P&L(Summary)	Q2 CY	H1 CY	Gr% Q2	Gr% H1
4,611	**7,825**	**Revenue from Ops**	**6,148**	**9,811**	**33%**	**25%**
1,161	2,048	Gross Margin	824	1,396	-29%	-32%
25%	26%	GM %	13%	14%		
701	1221	Other Expenses	709	1351	1%	11%
843	**1256**	**EBIDTA**	**743**	**1226**	**-12%**	**-2%**
18%	16%	EBIDTA Margin %	12%	12%		
42	84	Depreciation	42	84	0%	
17	50	Interest	0	-4		
784	1122	PBT	701	1146	-11%	2%
17%	14%	PBT %	11%	12%		
587	**835**	**PAT**	**519**	**854**	**-12%**	**2%**
13%	11%	PAT %	8%	9%		

Share Holding Pattern – 30th September 2021

Coromandel



- Promoters:
  - EID Parry: 56.42%
  - Individual/HUF: 0.65%
  - Trust/Corporate Bodies: 0.51%

- Top Domestic Institutional Holdings:
  - Kotak Mutual Fund
  - DSP Mutual Fund
  - LIC India
  - UTI Mutual Fund
  - ICICI Prudential Life Insurance Ltd.

- Top Foreign Institutional Investors
  - Govt Pension Funds (Global)
  - Vanguard
  - MIT
  - DFA
  - Kotak

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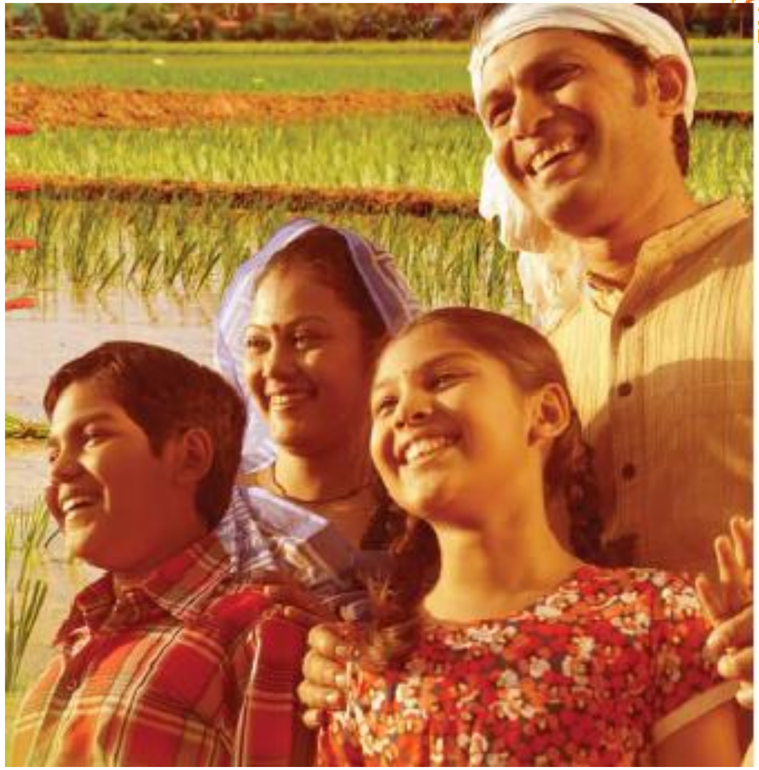

The 1st Green Revolution driven by **Agri-inputs**

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**

Coromandel……Bringing Smiles to the Farmers

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