

Coromandel International

Q2 FY 23-24

Performance Updates





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Q2 Performance Highlights - Consolidated



	Revenue from Operations	EBITDA	Profit After Tax	Book Value	Basic EPS	Net Debt to equity ratio
Q2 FY24	₹ 6,988 Cr	₹ 1,059 Cr	₹ 755 Cr	₹ 308	₹ 25.7	0.0 times
	-31%	0.2%	2%	22%	2%	
Q2 FY23	₹ 10,113 Cr	₹ 1,057 Cr	₹ 741 Cr	₹ 253	₹ 25.2	0.0 times

H1 Performance Highlights - Consolidated

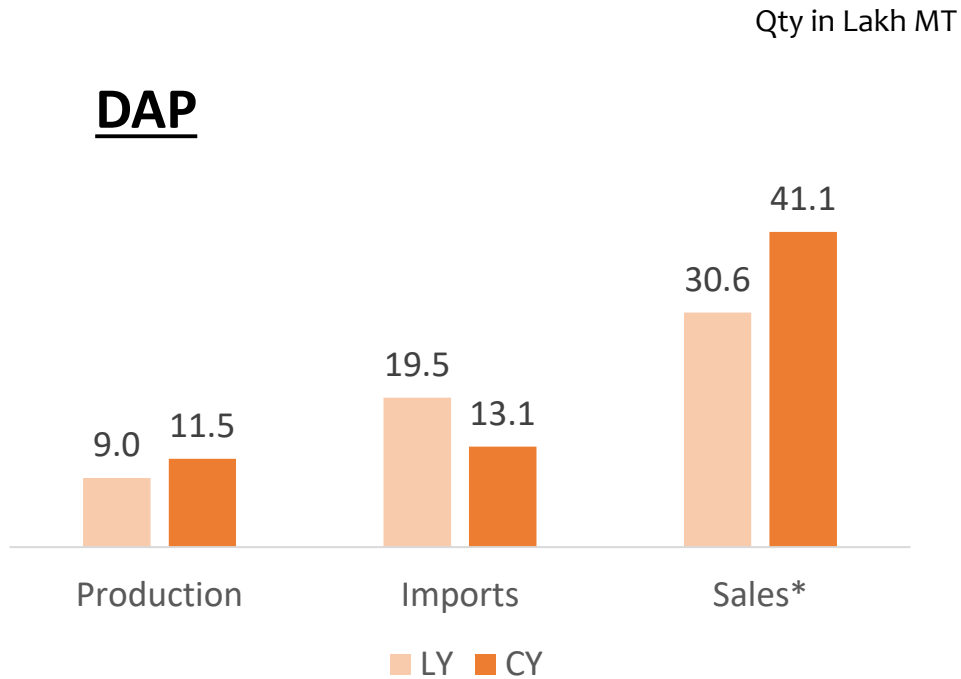


	Revenue from Operations	EBITDA	Profit After Tax	Book Value	Basic EPS	Net Debt to equity ratio
H1 FY24	₹ 12,682 Cr	₹ 1,768 Cr	₹ 1,249 Cr	₹ 308	₹ 42.5	0.0 times
	-20%	1%	1%	22%	0.7%	
H1 FY23	₹ 15,842 Cr	₹ 1,742 Cr	₹ 1,240 Cr	₹ 253	₹ 42.2	0.0 times

Fertiliser Industry DAP & NPK: Q2 FY24



DAP

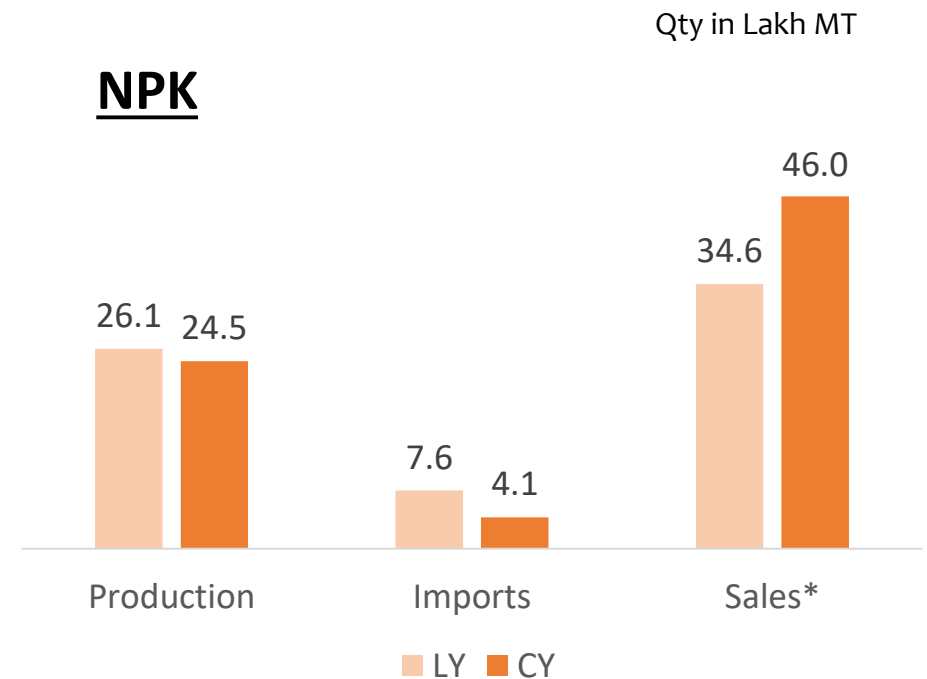


Production growth: 27%

Imports growth: -33%

Sales growth: 34%

NPK



Production growth: -6%

Imports growth: -46%

Sales growth: 33%

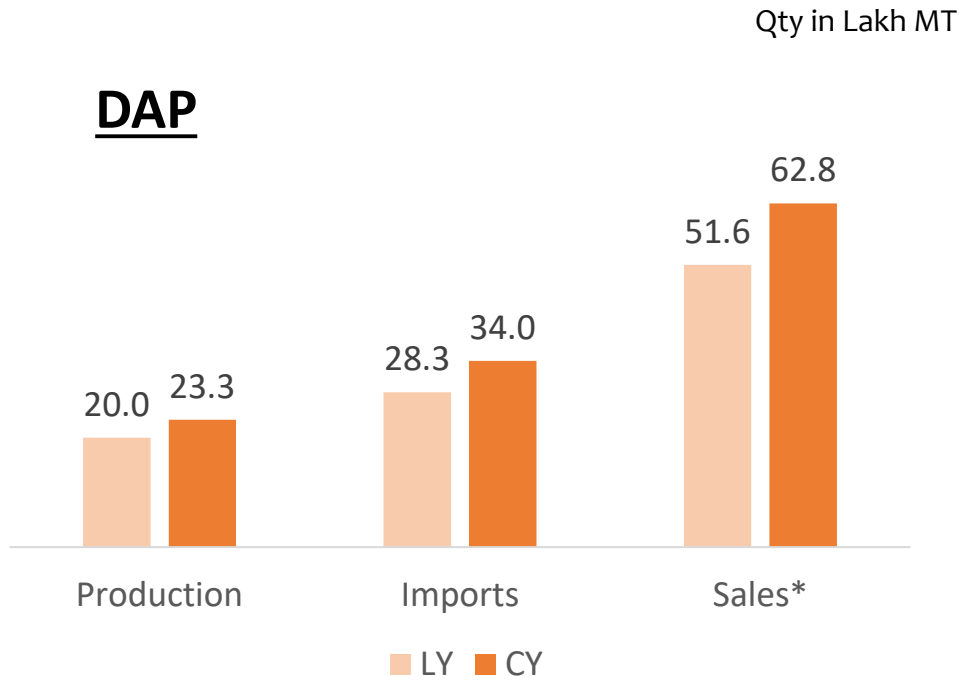
* DBT sales

Source: FAI

Fertiliser Industry DAP & NPK: H1 FY24



DAP

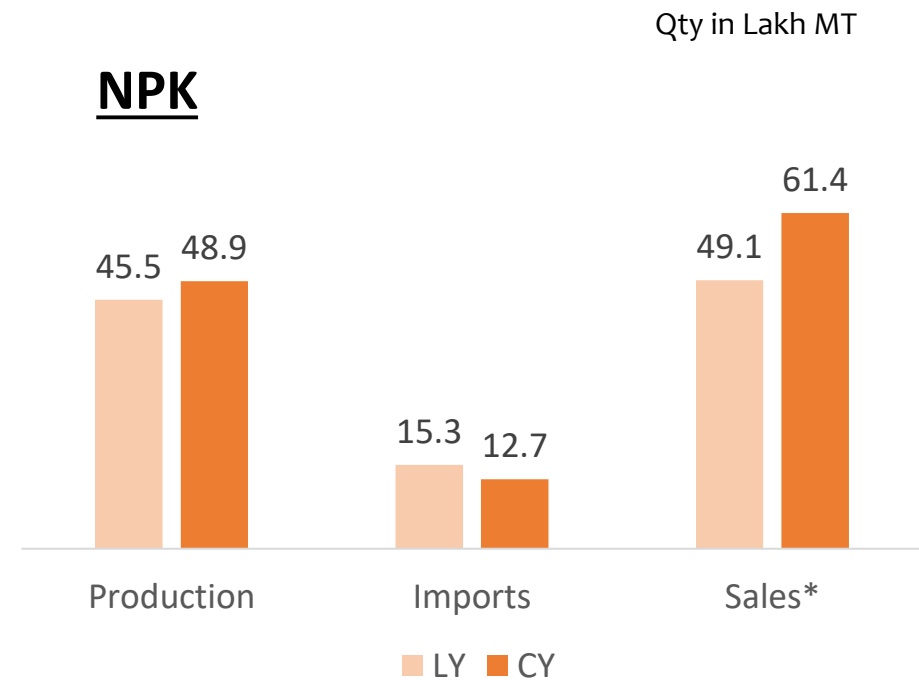


Production growth: 16%

Imports growth: 21%

Sales growth: 22%

NPK



Production growth: 7%

Imports growth: -17%

Sales growth: 25%

* DBT sales

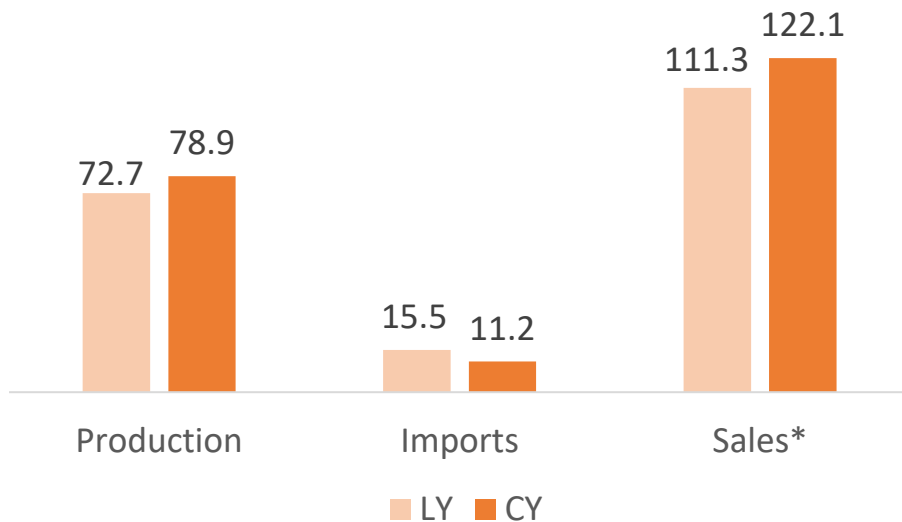
Source: FAI

Fertiliser Industry MOP & Urea : Q2 FY24



Qty in Lakh MT

Urea

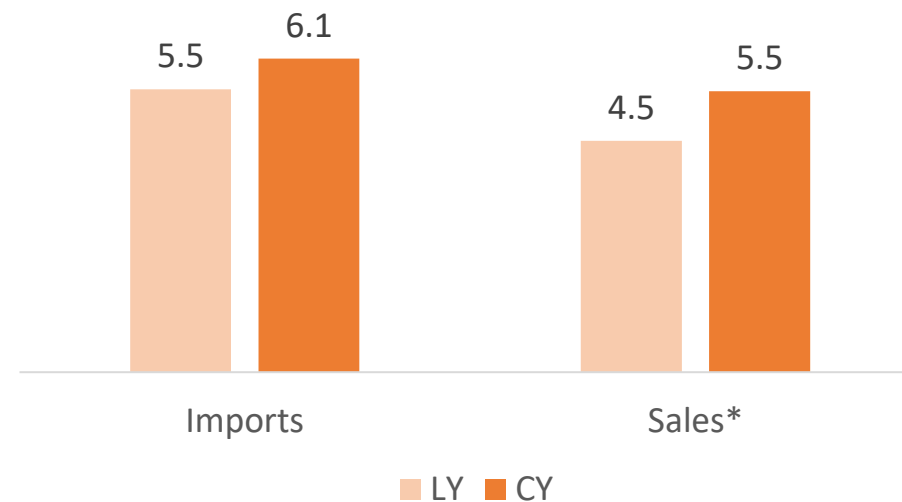


Production growth: 9%
Imports growth: -28%
Sales growth: 10%

* DBT sales

MOP

Qty in Lakh MT



Imports growth: 10%
Sales growth: 21%

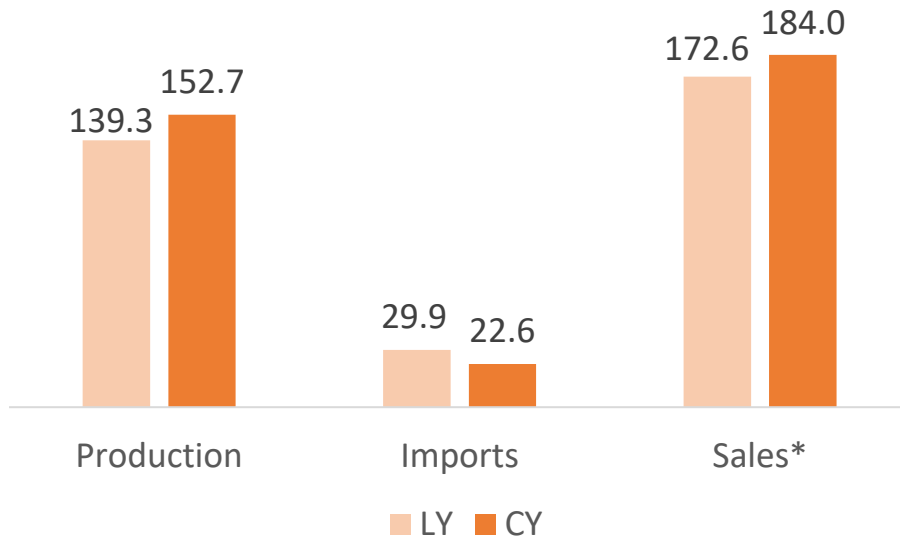
Source: FAI

Fertiliser Industry MOP & Urea : H1 FY24



Qty in Lakh MT

Urea



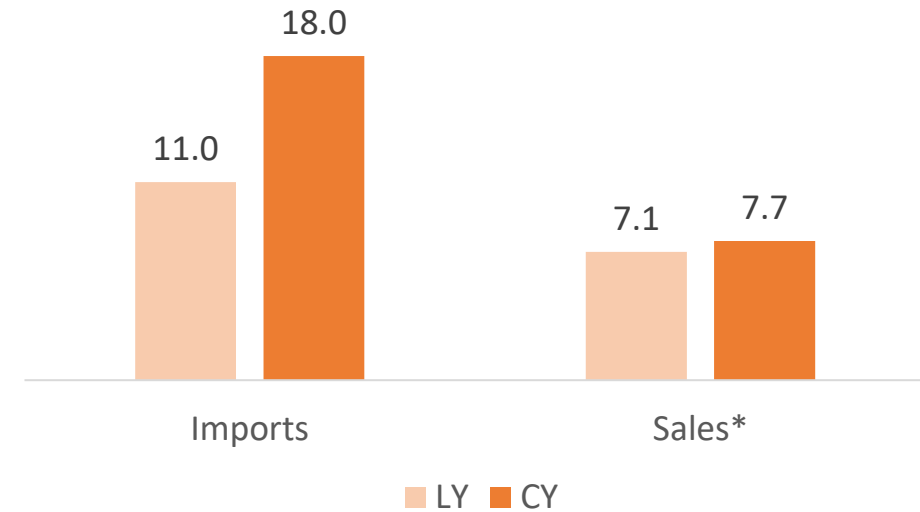
Production growth: 10%
Imports growth: -24%
Sales growth: 7%

* DBT sales

Source: FAI

Qty in Lakh MT

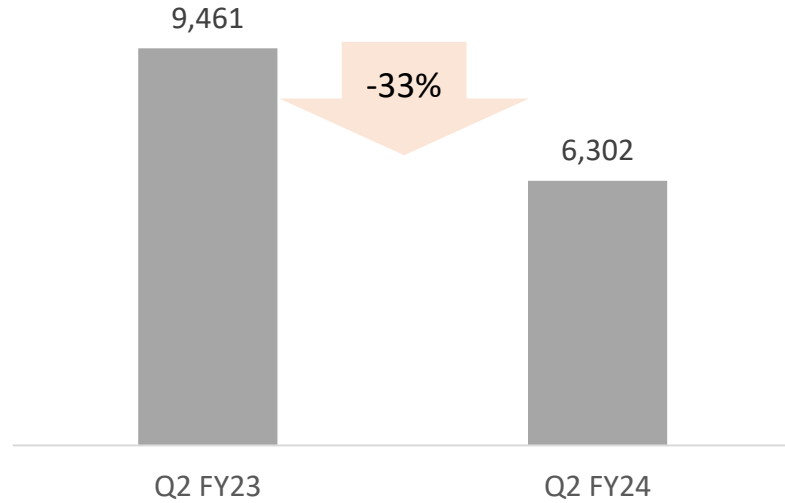
MOP



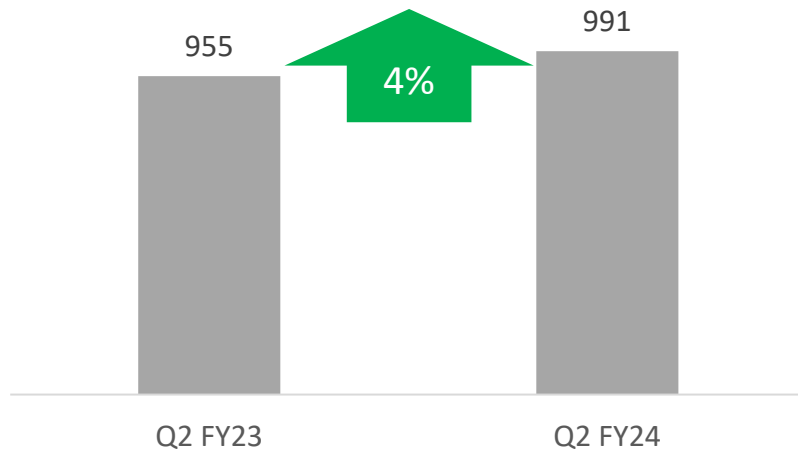
Imports growth: 64%
Sales growth: 9%



Sales in Rs. Crs



PBIT in Rs. Crs



Note: Sales & PBIT(before un-allocable exp.)
is given per Consolidated financials

Volume Summary – Sales*

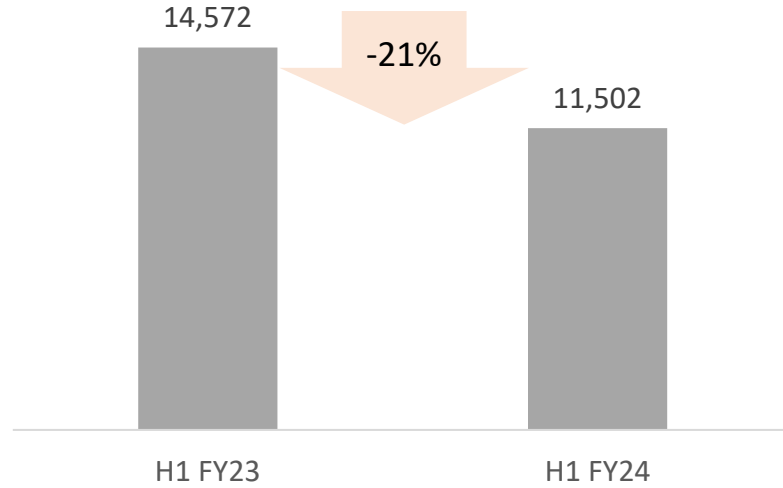
Vol. in Lakh ton

Segment	Q2 FY23	Q2 FY24	Growth
NPK+DAP			
Manufactured	11.06	10.27	-7%
Imported	1.37	1.32	-4%
Total	12.43	11.59	-7%
SSP			
	2.43	2.12	-13%
MOP			
	0.20	0.37	88%
Urea			
	3.71	0.79	-79%

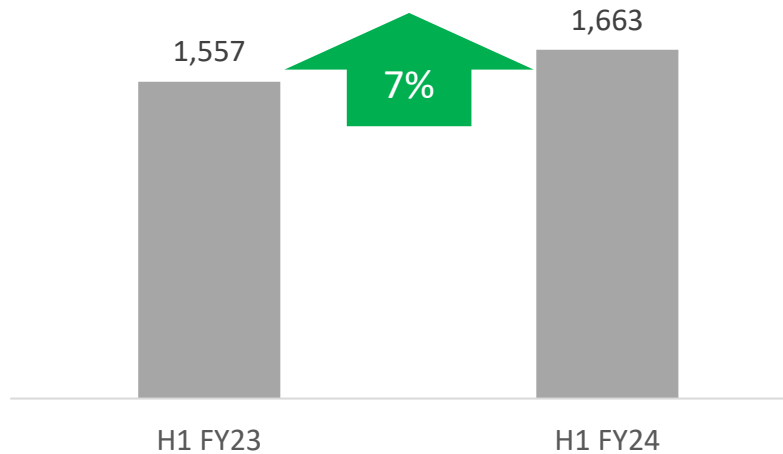
*Primary sales



Sales in Rs. Crs



PBIT in Rs. Crs



Note: Sales & PBIT(before un-allocable exp.)
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Volume Summary – Sales*

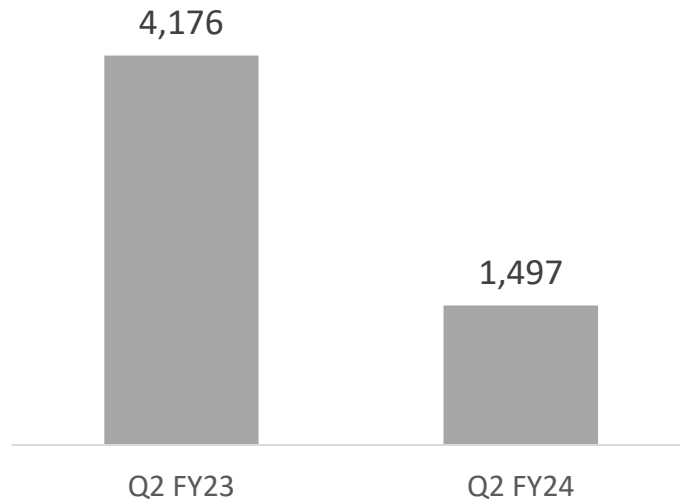
Vol. in Lakh ton

Segment	H1 FY23	H1 FY24	Growth
NPK+DAP			
Manufactured	17.94	17.86	-0.4%
Imported	1.76	2.29	30%
Total	19.70	20.15	2%
SSP			
	4.02	3.91	-3%
MOP			
	0.24	0.49	104%
Urea			
	5.34	3.02	-43%

*Primary sales



Subsidy Outstanding (Rs. in Cr)



Nutrient based subsidy rates (Rs/kg)

	N	P	K	S
FY23 H1	91.96	72.74	25.31	6.94
FY23 Q3	98.02	66.93	23.65	6.12
FY23 Q4	99.27	49.94	25.70	2.84
FY24 H1	76.49	41.03	15.91	2.80
FY24 H2	47.02	20.82	2.38	1.89

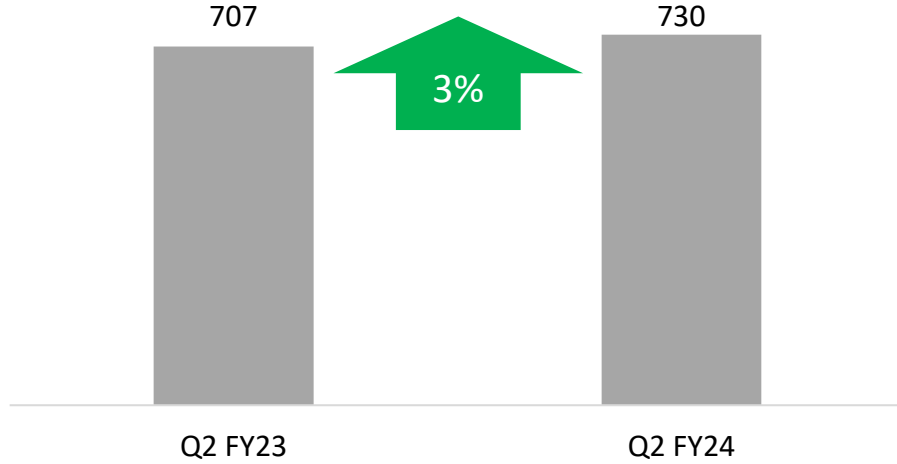
Q2: Receipts of **Rs. 4,243 Cr** (LY: Rs. 3,866 Cr);

H1: Receipts of **Rs. 6,312 Cr** (LY: Rs. 4,002 Cr)

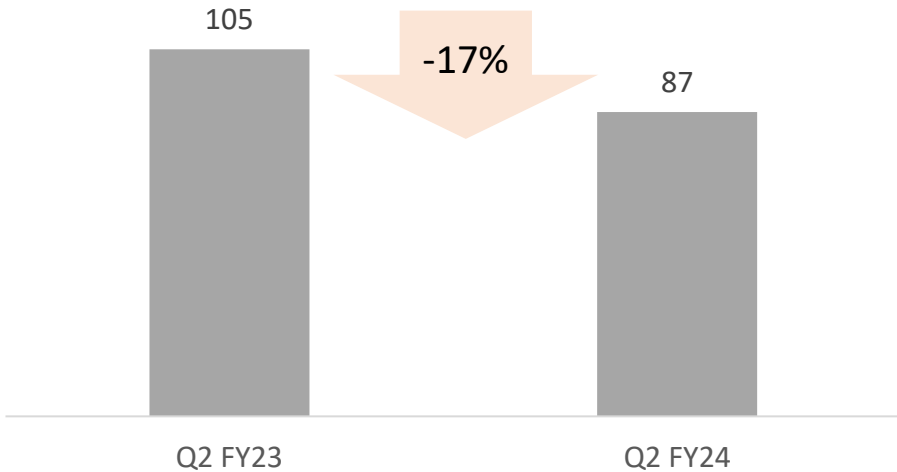
CIL: Crop Protection segment – Q2 FY24



Sales* in Rs. Crs



PBIT* in Rs. Crs



Note: Sales & PBIT(before un-allocable exp.)
is given per Consolidated financials

Sales - Rs. in Cr

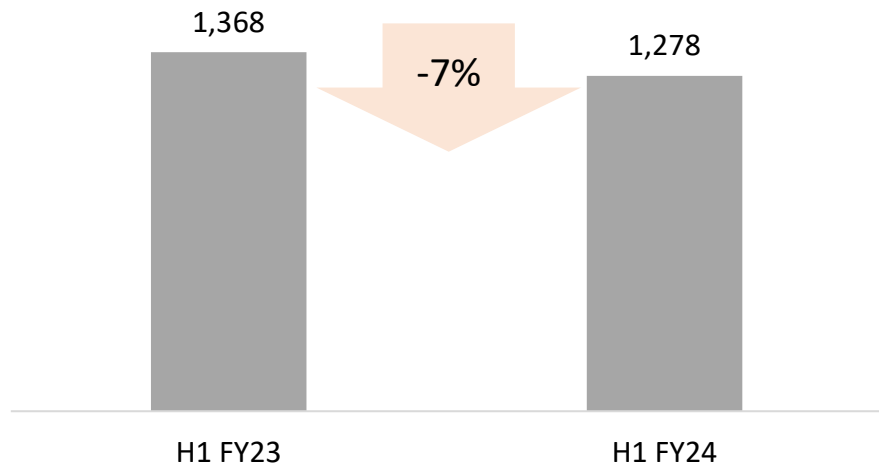
Market	Q2 FY23	Q2 FY24	Growth
Domestic	471	449	-5%
Exports	236	281	19%
Total	707	730	3%

* Includes Crop Protection & Bioproducts

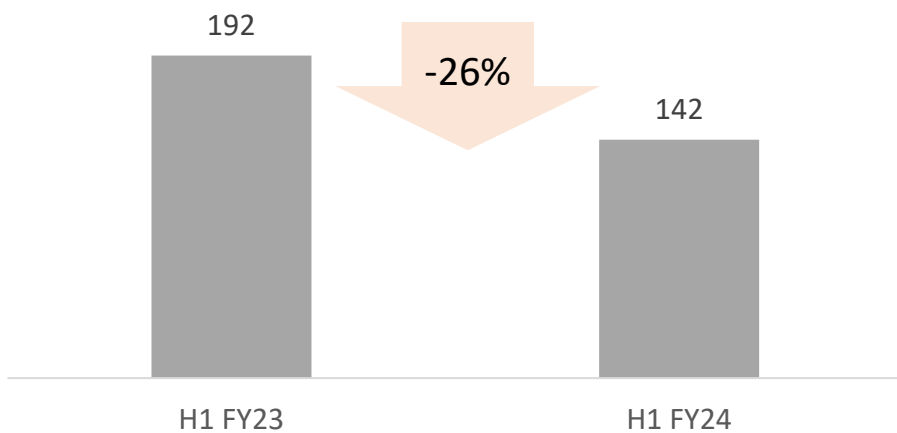
CIL: Crop Protection segment – H1 FY24



Sales* in Rs. Crs



PBIT* in Rs. Crs



Note: Sales & PBIT(before un-allocable exp.)
is given per Consolidated financials

Sales - Rs. in Cr

Market	H1 FY23	H1 FY24	Growth
Domestic	907	756	-17%
Exports	461	522	13%
Total	1,368	1,278	-7%

* Includes Crop Protection & Bioproducts

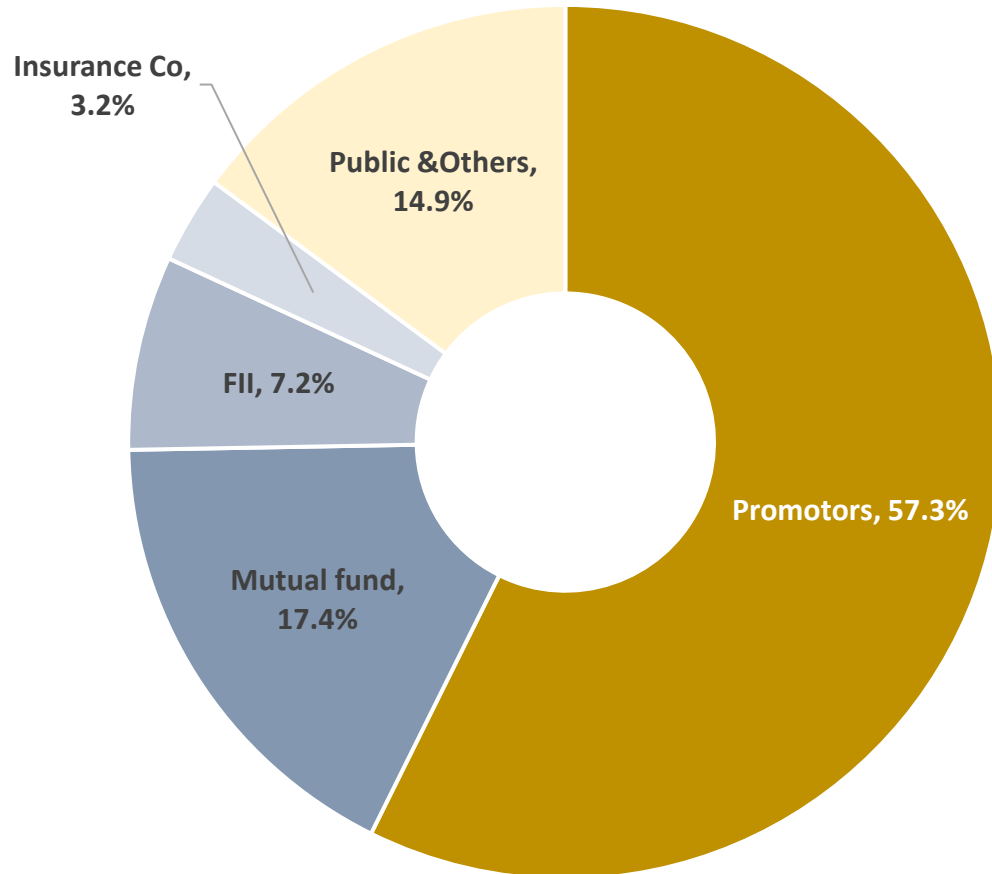
CIL: Consolidated P&L – Q2 & H1 FY 24

Rs. Crs



Q2 LY	H1 LY	P&L(Summary)	Q2 CY	H1 CY	Q2 Gr%	H1 Gr%
10,113	15,842	Revenue from Operations	6,988	12,682	-31%	-20%
1,364	2,319	Gross Margin	1,399	2,383	3%	3%
13%	15%	GM %	20%	19%		
307	577	Fixed Expenses	340	615	11%	7%
1,057	1,742	EBITDA	1,059	1,768	0.2%	1%
10%	11%	EBITDA Margin %	15%	14%		
46	90	Depreciation	54	102		
22	10	Net interest exp./ (income)	4	2		
-1	14	Non-operating income	2	4		
1	2	Share of profit/(loss) in JV	-4	-7		
989	1,658	PBT	1,000	1,661	1%	0.2%
10%	10%	PBT %	14%	13%		
741	1,240	PAT	755	1,249	2%	1%
7%	8%	PAT %	11%	10%		

Share Holding Pattern – 30th Sep 2023



- **Promoters:**
 - EID Parry (India) Ltd (56.2%)
 - Individual/HUF (0.6%)
 - Trust/NRI/Others (0.6%)
- **Top Domestic Institutional Holdings:**
 - Kotak Mutual Fund (4.9%)
 - DSP Mutual Fund (3.1%)
 - SBI (2%)
 - Axis (1.6%)
 - UTI Mutual Fund (1.5%)
- **Top Foreign Institutional Investors**
 - Vanguard (1.4%)
 - Kotak (0.5%)
 - Govt Pension Funds (Global) (0.6%)
 - Principal Fund, Inc. (0.5%)
 - ADIA (0.4%)
 - Robeco (0.2%)



Thank You

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