



 **Coromandel Reimagined**

Investor Presentation Q2 FY24-25

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Capacity Creation (Approved projects)

- **NPK fertilizer complex** at Kakinada : 7.5 lakh ton capacity
- **Multi product plant** for manufacturing Fungicide Technicals at Ankleshwar

Backward Integration

- **Phosphoric acid** (650tpd) & **Sulphuric acid** (2000 tpd) plant capex at Kakinada progressing as per plan
- Announced acquisition of additional 8.8% stakes in Senegal based Rock Phosphate Mining Company BMCC (subject to regulatory approvals)
- **Fixed processing plant** at BMCC Senegal for increasing rock throughput – likely to start operations from Nov'24


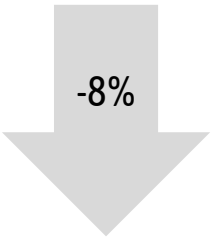
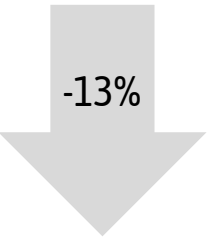
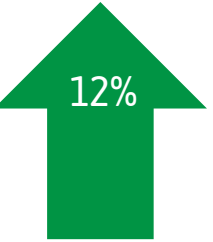
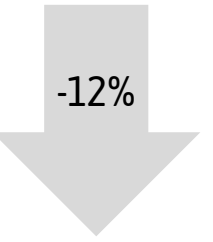
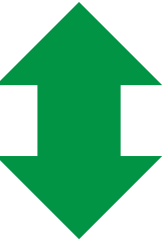
Customers

- **Retail store expansion** – 45 new stores in H1
- Scaling up **drone spraying services** to the farmers ~40,000 acres covered through Gromor Drive & Retail stores



BMCC - Fixed processing plant

Q2 Performance Summary - Consolidated

| | Revenue from Operations | EBITDA* | Profit After Tax | Book Value (per share) | Basic EPS | Net Debt to equity ratio |
|----------------|--|---|--|---|--|---|
| Q2 FY25 | ₹ 7,433 Cr | ₹ 975 Cr | ₹ 659 Cr | ₹ 345 | ₹ 22.6 | 0.0 times |
| |  6% |  -8% |  -13% |  12% |  -12% |  |
| Q2 FY24 | ₹ 6,988 Cr | ₹ 1,059 Cr | ₹ 755 Cr | ₹ 308 | ₹ 25.7 | 0.0 times |

* Excluding share of profit/(loss) in JV & Associate

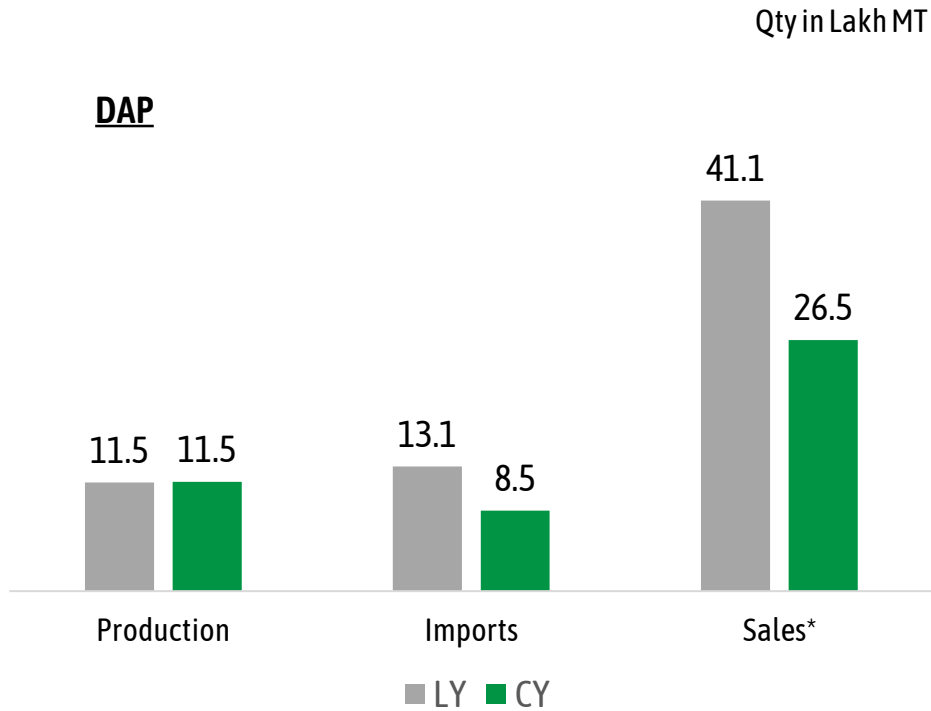
H1 Performance Summary - Consolidated

| | Revenue from Operations | EBITDA* | Profit After Tax | Book Value (per share) | Basic EPS | Net Debt to equity ratio |
|----------------|-------------------------|------------|------------------|------------------------|-----------|--------------------------|
| H1 FY25 | ₹ 12,162 Cr | ₹ 1,481 Cr | ₹ 968 Cr | ₹ 345 | ₹ 33.1 | 0.0 times |
| | -4% | -16% | -22% | 12% | -22% | |
| H1 FY24 | ₹ 12,682 Cr | ₹ 1,768 Cr | ₹ 1,249 Cr | ₹ 308 | ₹ 42.5 | 0.0 times |

* Excluding share of profit/(loss) in JV & Associate

Fertiliser Industry: DAP & NPK Q2 FY25

DAP



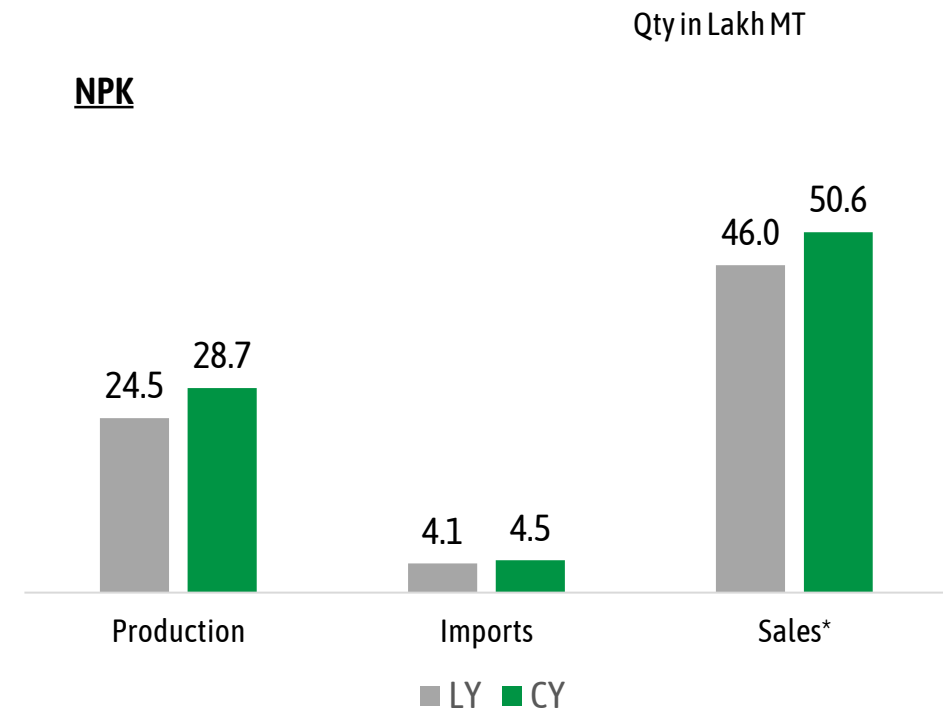
Production growth: 1%

Imports growth: -35%

Sales growth: -36%

* DBT sales

NPK



Production growth: 17%

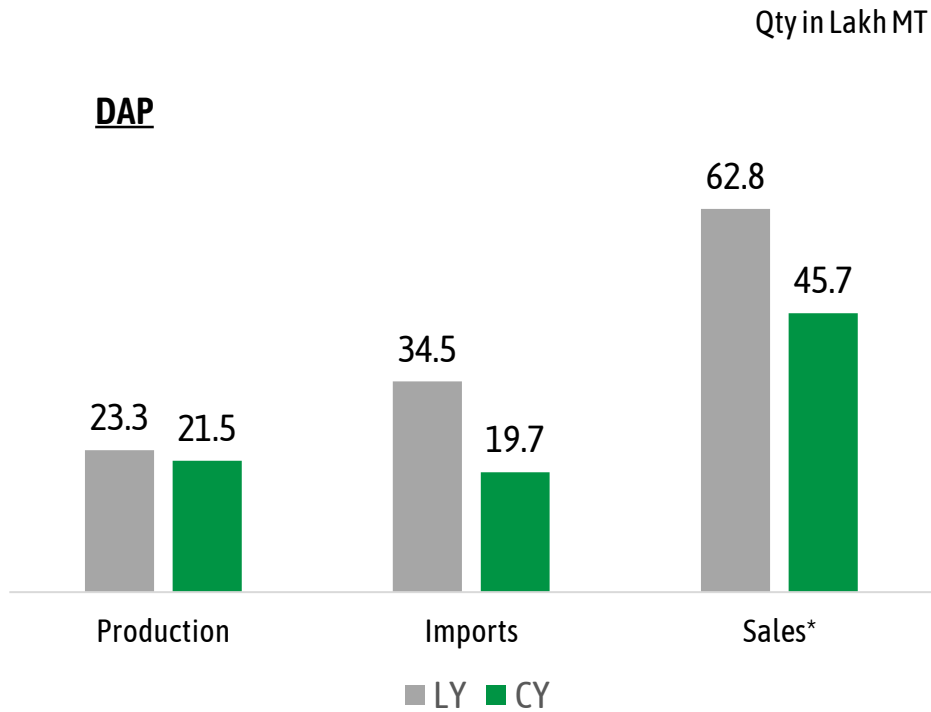
Imports growth: 10%

Sales growth: 10%

Source: FAI

Fertiliser Industry: DAP & NPK H1 FY25

DAP



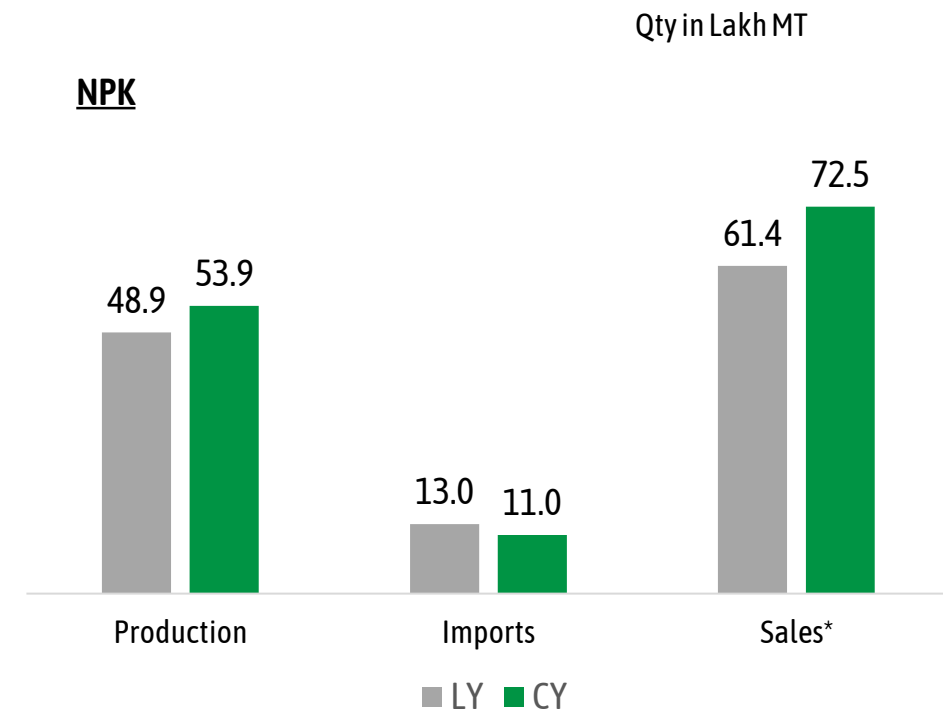
Production growth: -8%

Imports growth: -43%

Sales growth: -27%

* DBT sales

NPK

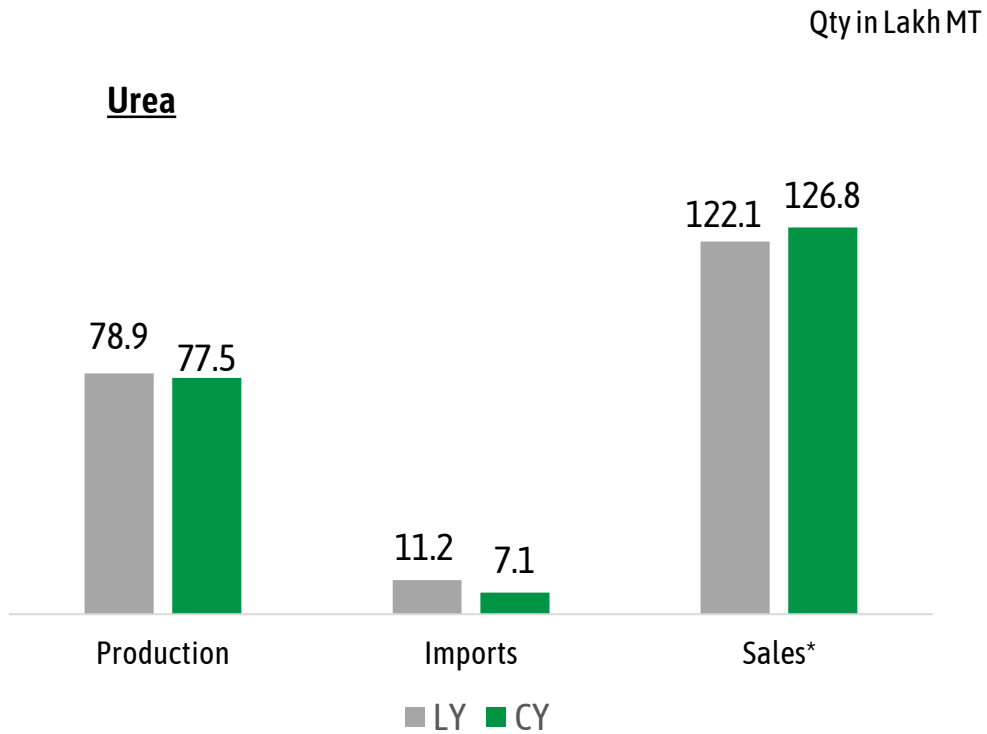


Production growth: 10%

Imports growth: -16%

Sales growth: 18%

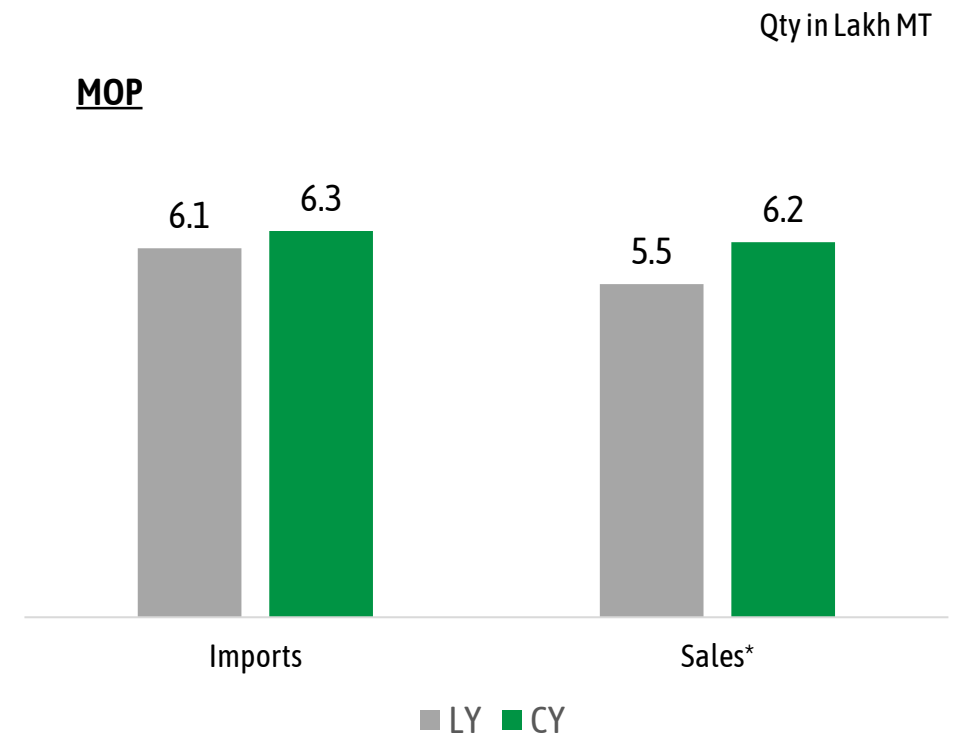
Source: FAI



Production growth: -2%

Imports growth: -37%

Sales growth: 4%



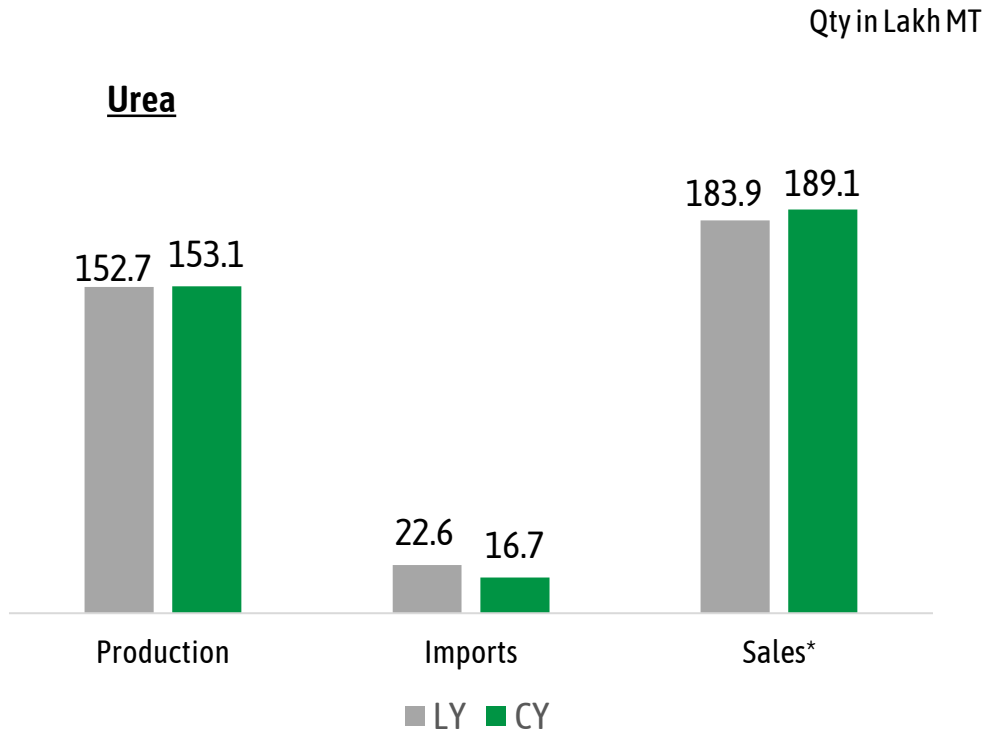
Imports growth: 5%

Sales growth: 13%

* DBT sales

Source: FAI

Fertiliser Industry: Urea & MOP H1 FY25

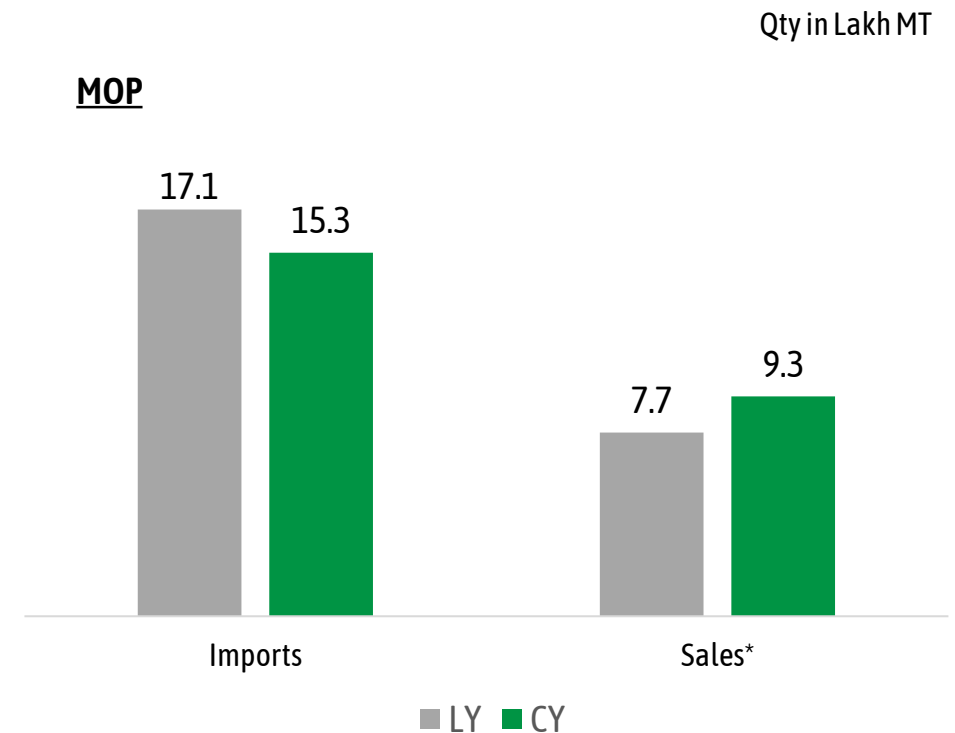


Production growth: 0.2%

Imports growth: -26%

Sales growth: 3%

* DBT sales

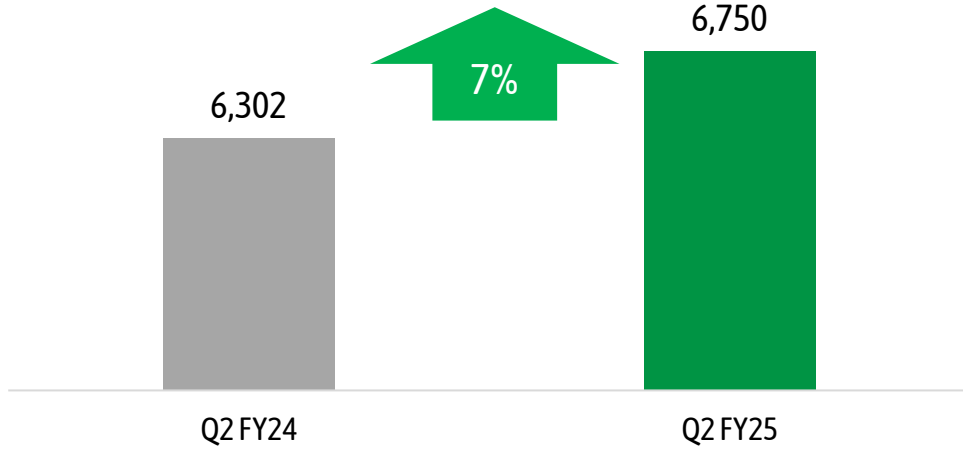


Imports growth: -11%

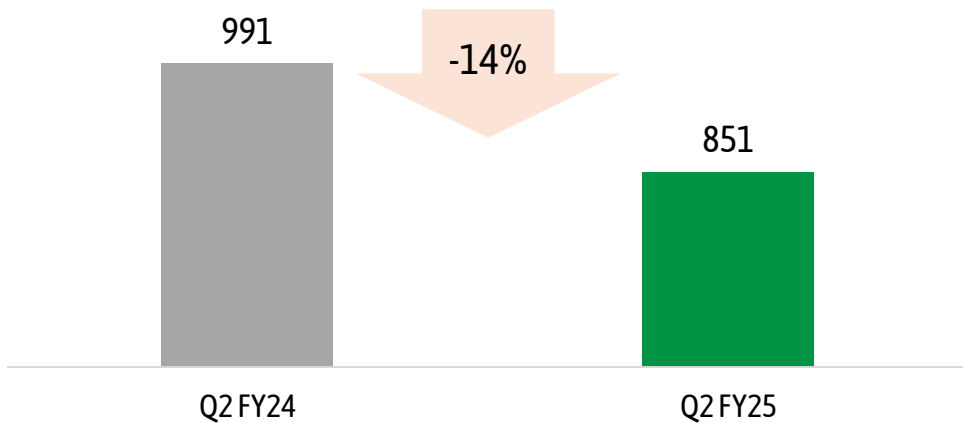
Sales growth: 20%

Source: FAI

Sales in Rs. Crs



PBIT in Rs. Crs



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

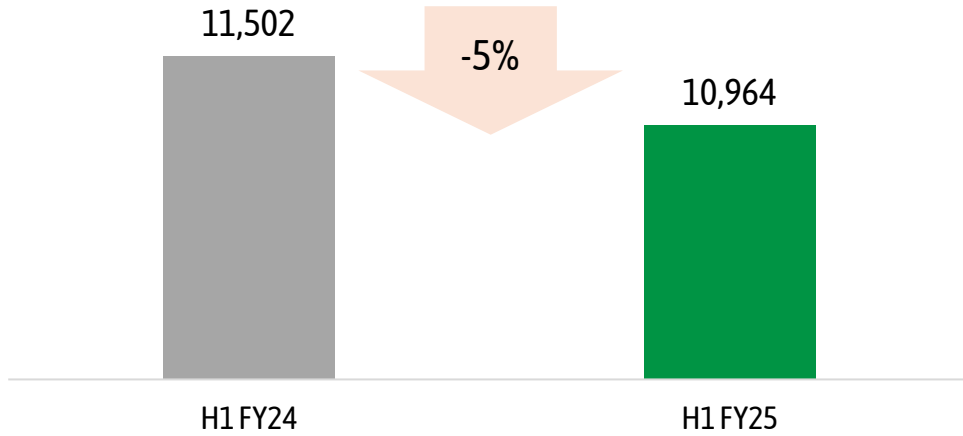
Volume Summary – Sales*

Vol. in Lakh MT

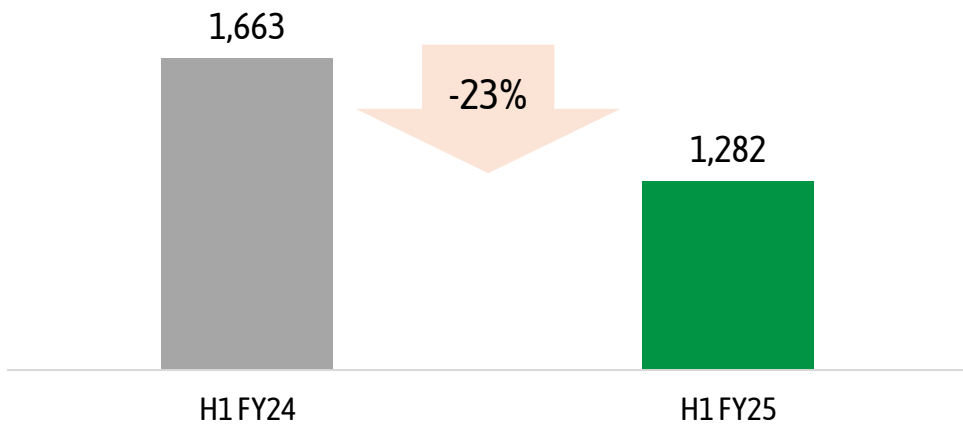
| Segment | Q2 FY24 | Q2 FY25 | Growth |
|----------------|--------------|--------------|--------------|
| NPK+DAP | | | |
| Manufactured | 10.27 | 10.86 | 5.8% |
| Imported | 1.32 | 2.24 | 69.4% |
| Total | 11.59 | 13.10 | 13.0% |
| SSP | | | |
| | 2.12 | 2.31 | 9.0% |
| MOP | | | |
| | 0.37 | 0.29 | -22.9% |
| Urea | 0.79 | 2.83 | 259.3% |

*Primary sales

Sales in Rs. Crs



PBIT in Rs. Crs



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

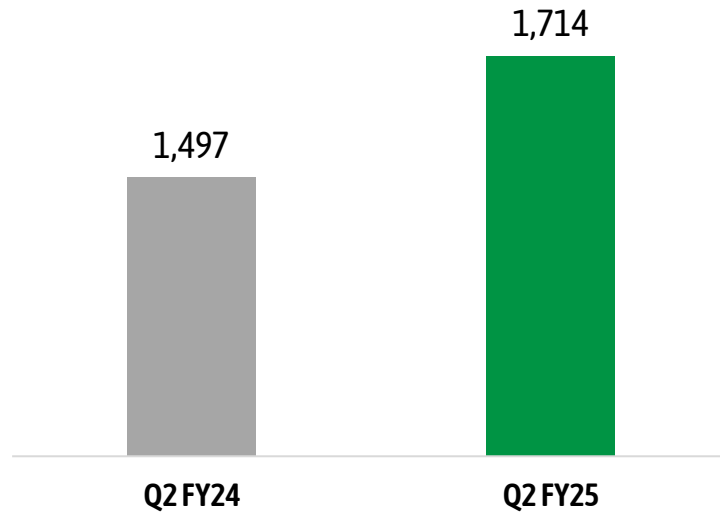
Volume Summary – Sales*

Vol. in Lakh MT

| Segment | H1 FY24 | H1 FY25 | Growth |
|----------------|--------------|--------------|-------------|
| NPK+DAP | | | |
| Manufactured | 17.86 | 18.98 | 6.3% |
| Imported | 2.29 | 2.50 | 9.0% |
| Total | 20.15 | 21.48 | 6.6% |
| SSP | | | |
| | 3.91 | 3.88 | -1.0% |
| MOP | | | |
| Urea | 0.49 | 0.36 | -25.2% |
| | 3.02 | 5.06 | 67.6% |

*Primary sales

Subsidy Outstanding (Rs. in Cr)



Nutrient based subsidy rates (Rs/kg)

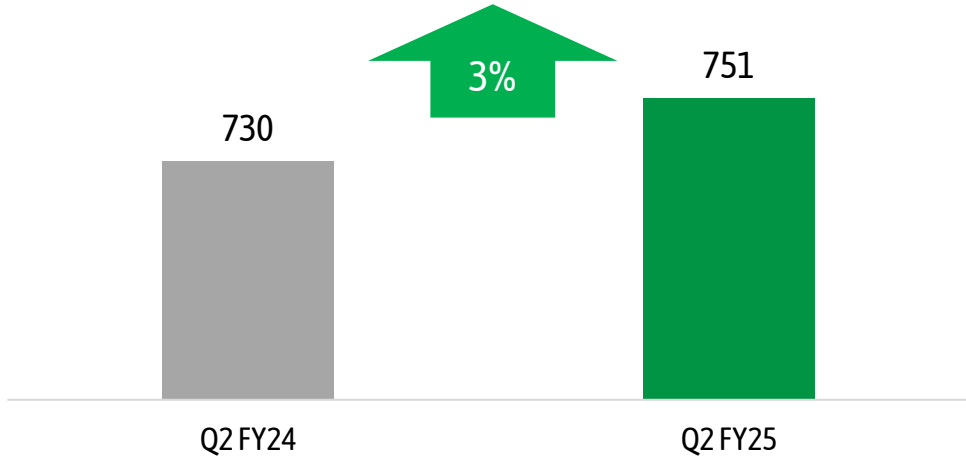
| Period | N | P | K | S |
|---------|-------|-------|-------|------|
| FY24 H1 | 76.49 | 41.03 | 15.91 | 2.80 |
| FY24 H2 | 47.02 | 20.82 | 2.38 | 1.89 |
| FY25 H1 | 47.02 | 28.72 | 2.38 | 1.89 |
| FY25 H2 | 43.02 | 30.8 | 2.38 | 1.76 |

Q2: Receipts of **Rs. 2,868 Cr** (LY: Rs. 4,243 Cr)

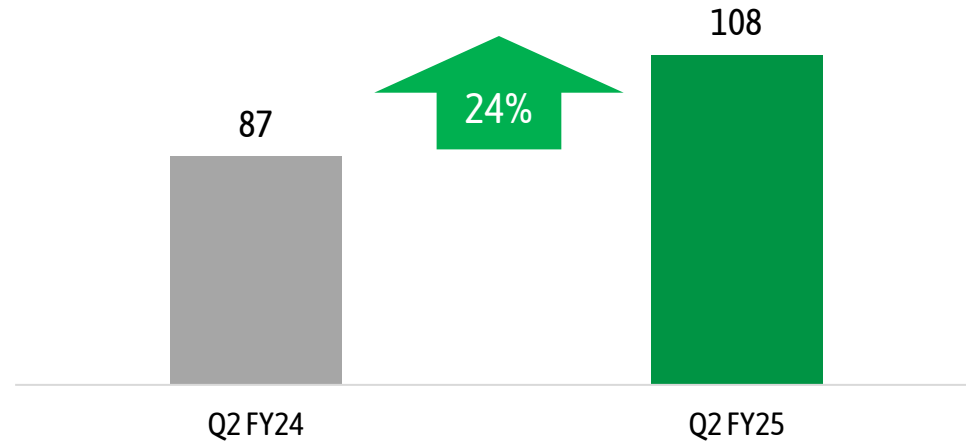
H1: Receipts of **Rs. 3,855 Cr** (LY: Rs. 6,312 Cr)

CIL: Crop Protection segment – Q2 FY25

Sales* in Rs. Crs



PBIT* in Rs. Crs



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

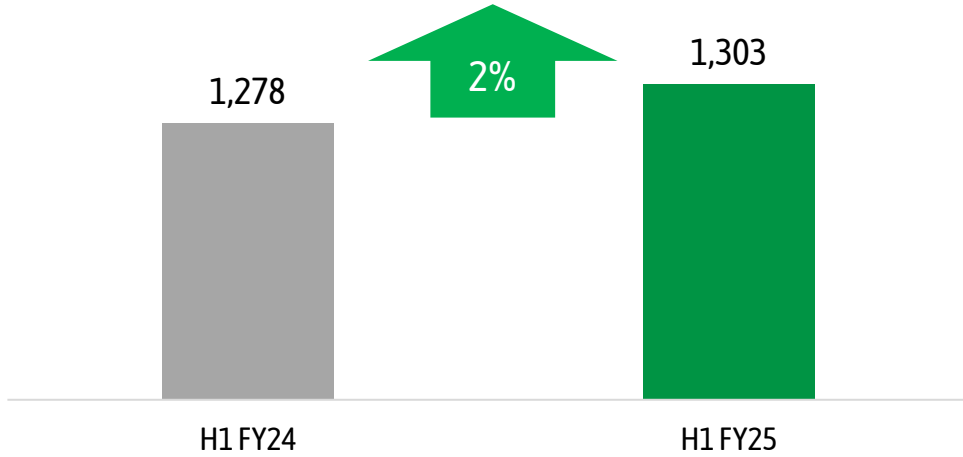
Sales - Rs. in Cr

| Market | Q2 FY24 | Q2 FY25 | Gr% |
|--------------|------------|------------|-----------|
| Domestic | 449 | 487 | 8% |
| Exports | 281 | 264 | -6% |
| Total | 730 | 751 | 3% |

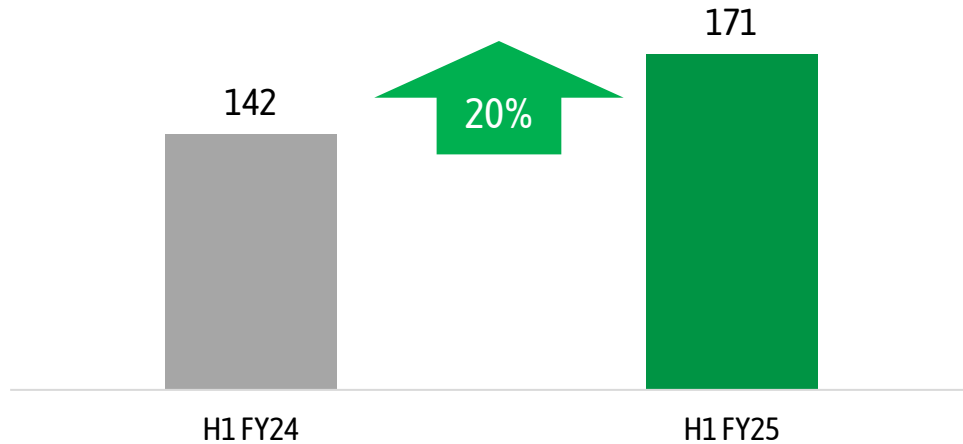
* Includes Crop Protection & Bioproducts

CIL: Crop Protection segment – H1 FY25

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 FY24 | H1 FY25 | Gr% |
|--------------|--------------|--------------|-----------|
| Domestic | 756 | 815 | 8% |
| Exports | 522 | 488 | -7% |
| Total | 1,278 | 1,303 | 2% |

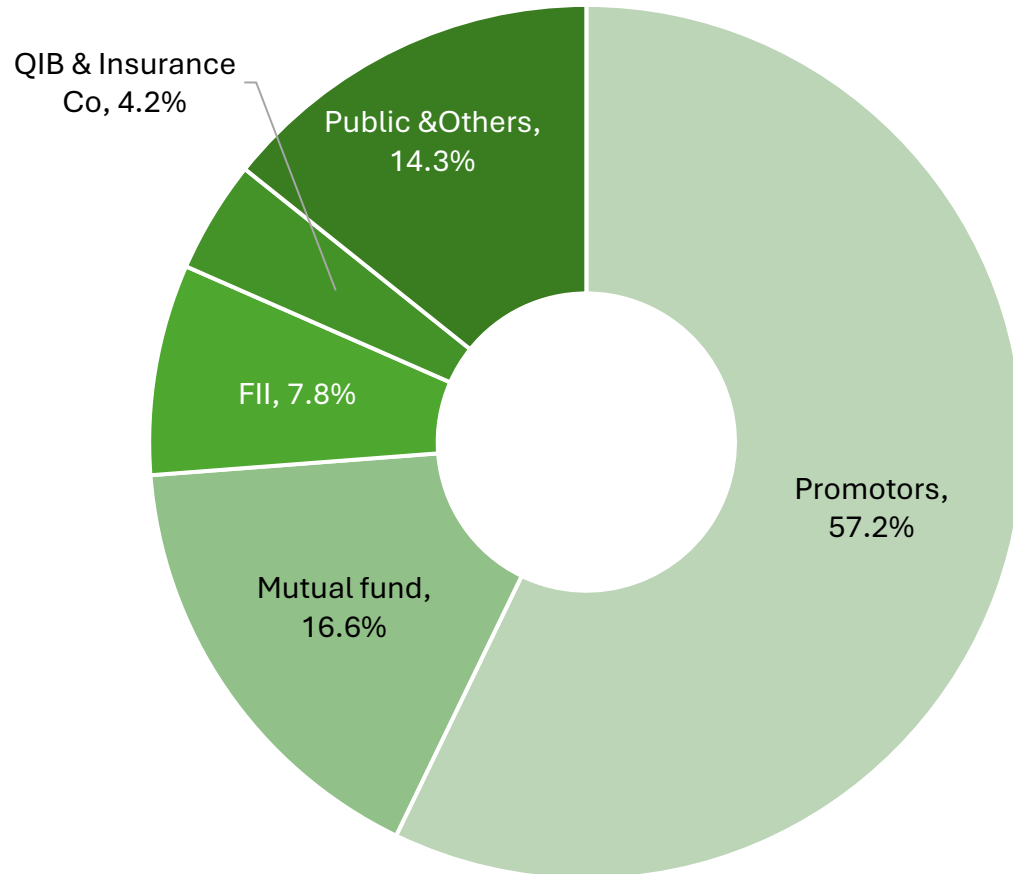
* Includes Crop Protection & Bioproducts

CIL: Consolidated P&L – Q2 & H1 FY 25

Rs. Crs

| Q2 LY | H1 LY | P&L(Summary) | Q2 CY | H1 CY | Q2 Gr% | H1 Gr% |
|-------|--------|-------------------------|-------|--------|--------|--------|
| 6,988 | 12,682 | Revenue from Operations | 7,433 | 12,162 | 6% | -4% |
| 1,059 | 1,768 | EBITDA* | 975 | 1,481 | -8% | -16% |
| 15% | 14% | EBITDA Margin % | 13% | 12% | | |
| 54 | 102 | Depreciation | 69 | 134 | | |
| 46 | 87 | Finance cost | 66 | 123 | | |
| 755 | 1,249 | PAT | 659 | 968 | -13% | -22% |
| 11% | 10% | PAT % | 9% | 8% | | |

* Excluding share of profit/(loss) in JV & Associate



- **Promoters:**

- EID Parry (India) Ltd (56.2%)
- Individual/HUF (0.6%)
- Trust/NRI/Others (0.4%)

- **Top Domestic Institutional Holdings:**

- Kotak Mutual Fund (5.5%)
- DSP Mutual Fund (2.1%)
- SBI Mutual Fund (2.1%)
- Axis Mutual Fund (1.5%)
- UTI Mutual Fund (1.4%)
- Sundaram (0.8%)

- **Top Foreign Institutional Investors**

- Vanguard (1.6%)
- Govt Pension Funds (Global) (0.7%)
- Kotak (0.5%)
- ADIA (0.4%)
- Principal Fund, Inc. (0.2%)
- Robeco (0.1%)



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Thank you

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