

Coromandel International

Q3 FY 23-24

Performance Updates





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Q3 Performance Highlights - Consolidated



	Revenue from Operations	EBITDA	Profit After Tax	Book Value per share	Basic EPS	Net Debt to equity ratio
Q3 FY24	₹ 5,464 Cr	₹ 358 Cr	₹ 228 Cr	₹ 316	₹ 7.8	0.0 times
	-34%	-54%	-57%	16%	-56%	
Q3 FY23	₹ 8,310 Cr	₹ 781 Cr	₹ 527 Cr	₹ 271	₹ 17.9	0.0 times

YTD Dec'23 Performance Highlights - Consolidated



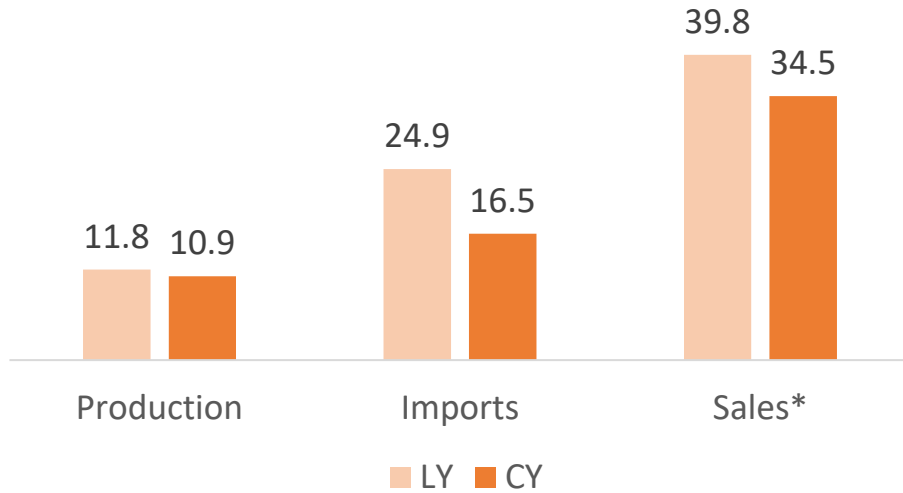
	Revenue from Operations	EBITDA	Profit After Tax	Book Value per share	Basic EPS	Net Debt to equity ratio
YTD Dec'23	₹ 18,146 Cr	₹ 2,126 Cr	₹ 1,477 Cr	₹ 316	₹ 50.4	0.0 times
	-25%	-16%	-16%	16%	-16%	
YTD Dec'22	₹ 24,152 Cr	₹ 2,523 Cr	₹ 1,766 Cr	₹ 271	₹ 60.1	0.0 times

Fertiliser Industry DAP & NPK: Q3 FY24



DAP

Qty in Lakh MT



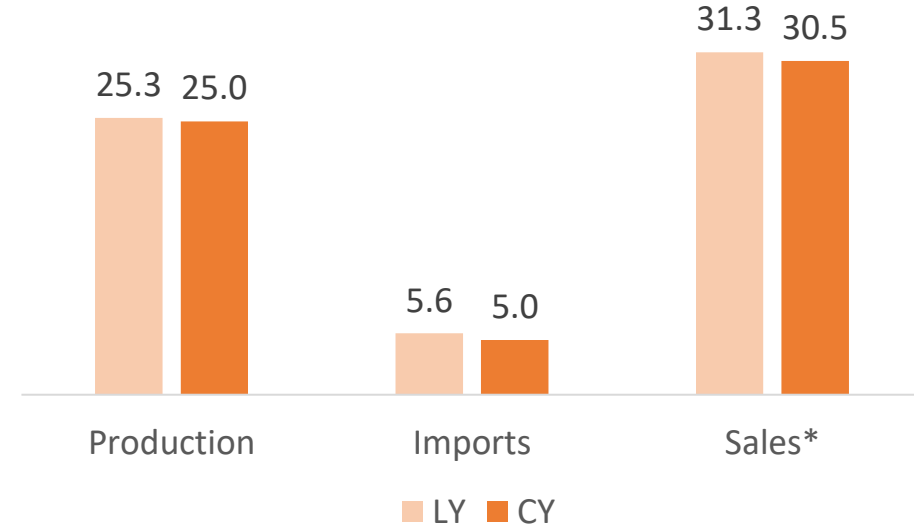
Production growth: -8%

Imports growth: -34%

Sales growth: -13%

NPK

Qty in Lakh MT



Production growth: -1%

Imports growth: -11%

Sales growth: -3%

* DBT sales

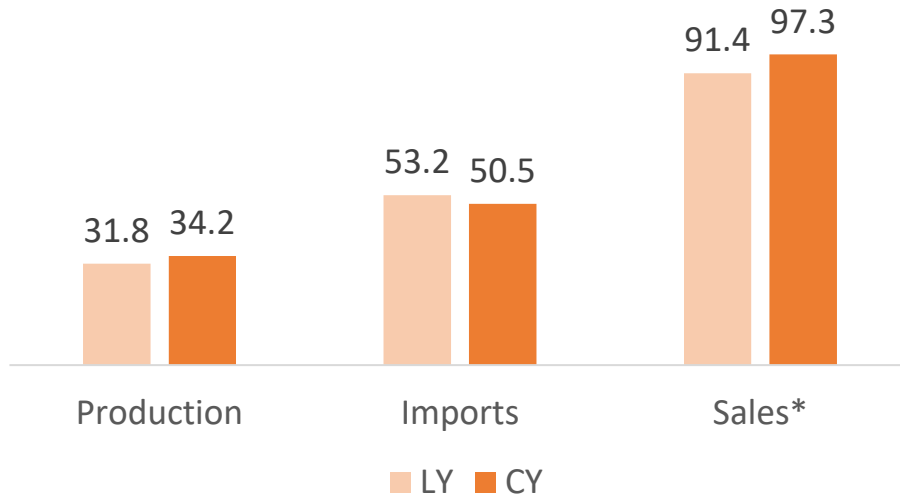
Source: FAI

Fertiliser Industry DAP & NPK: YTD Dec (9M)



DAP

Qty in Lakh MT



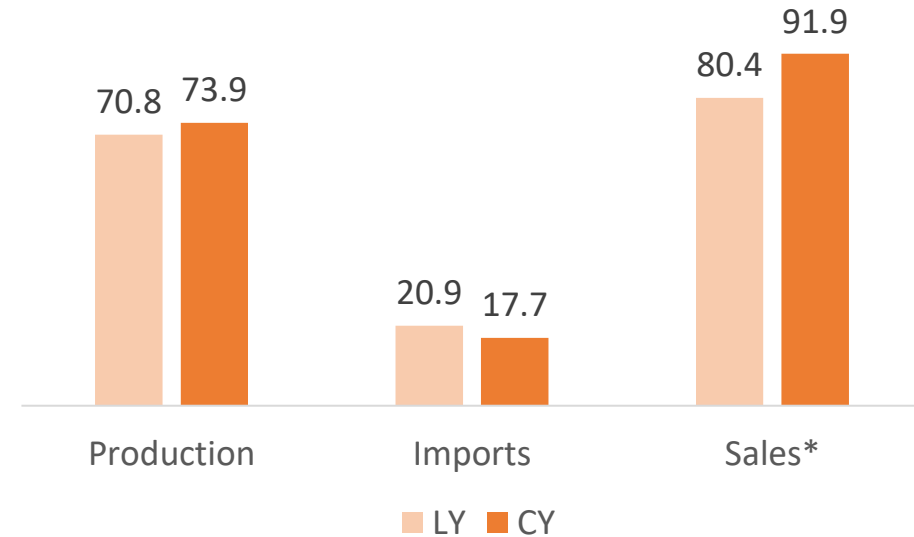
Production growth: 8%

Imports growth: -5%

Sales growth: 6%

NPK

Qty in Lakh MT



Production growth: 4%

Imports growth: -15%

Sales growth: 14%

* DBT sales

Source: FAI

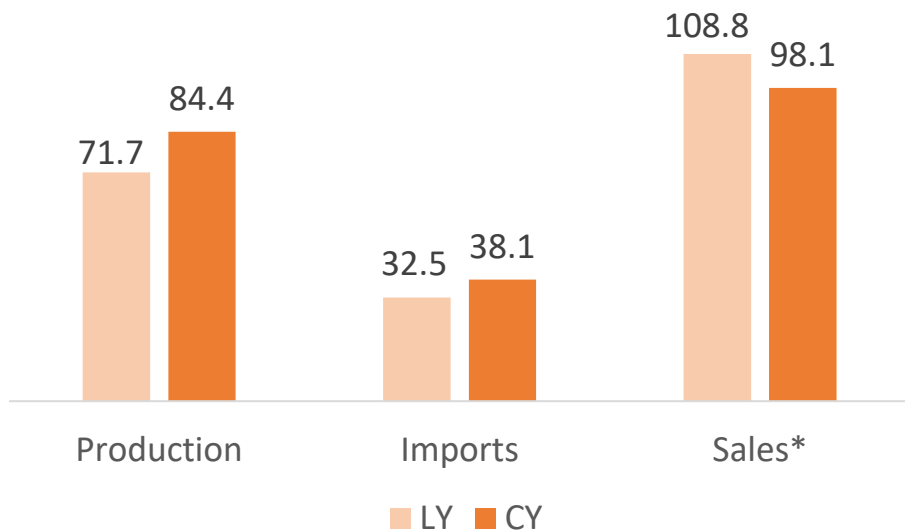
Fertiliser Industry

MOP & Urea : Q3 FY24



Qty in Lakh MT

Urea



Production growth: 18%

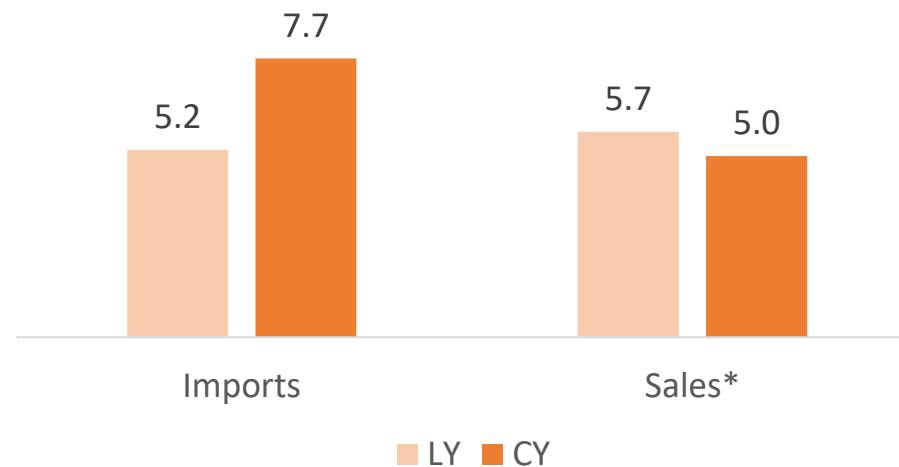
Imports growth: 17%

Sales growth: -10%

* DBT sales

MOP

Qty in Lakh MT



Imports growth: 49%

Sales growth: -12%

Source: FAI

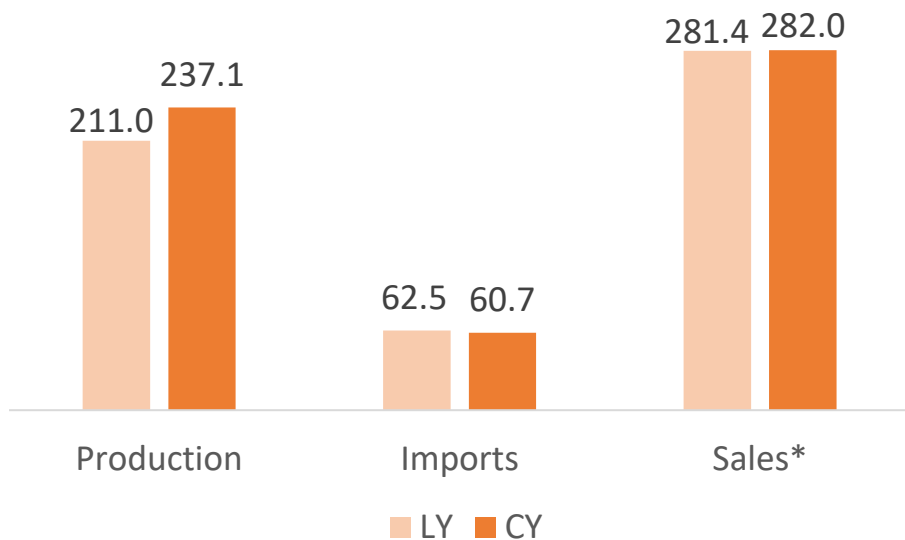
Fertiliser Industry

MOP & Urea : YTD Dec (9M)



Qty in Lakh MT

Urea



Production growth: 12%

Imports growth: -3%

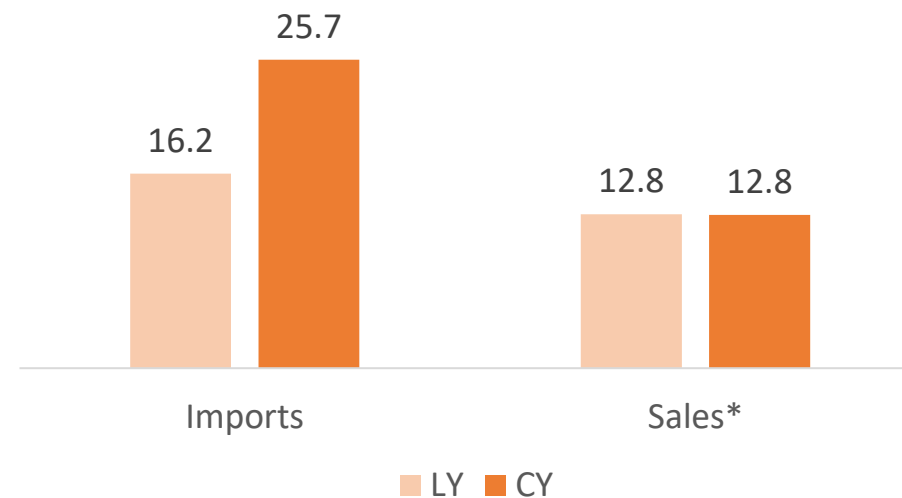
Sales growth: 0.2%

* DBT sales

Source: FAI

Qty in Lakh MT

MOP

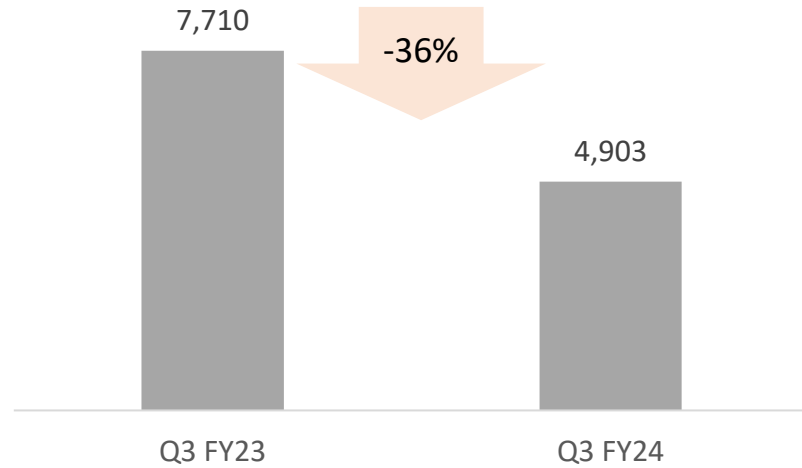


Imports growth: 59%

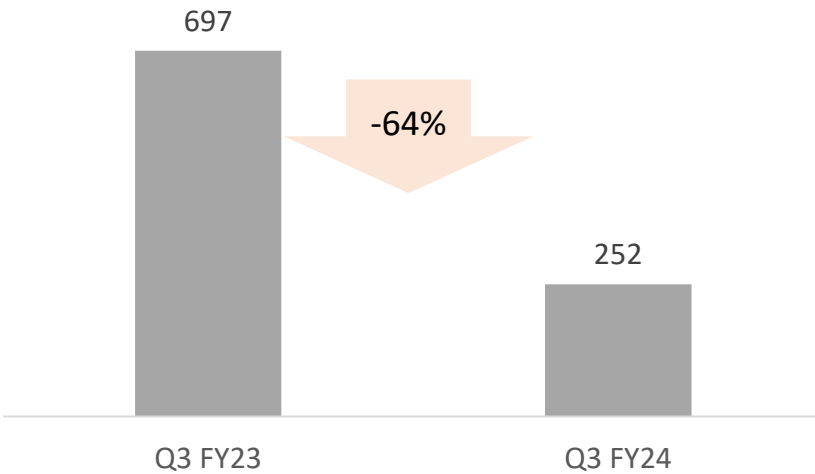
Sales growth: -1%



Sales in Rs. Crs



PBIT in Rs. Crs



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

Volume Summary – Sales*

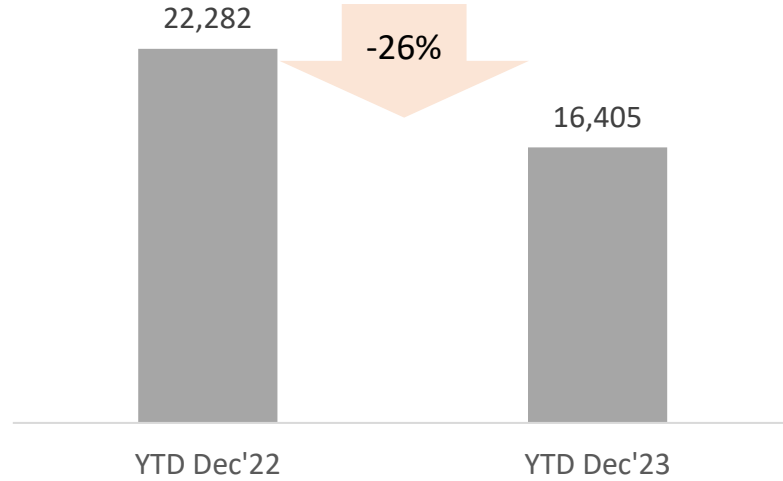
Vol. in Lakh ton

Segment	Q3 FY23	Q3 FY24	Growth
NPK+DAP			
Manufactured	9.14	8.76	-4.2%
Imported	1.36	0.62	-54.3%
Total	10.50	9.38	-10.7%
SSP			
	2.16	1.43	-33.8%
MOP			
	0.02	0.22	1240.5%
Urea			
	4.00	4.36	8.9%

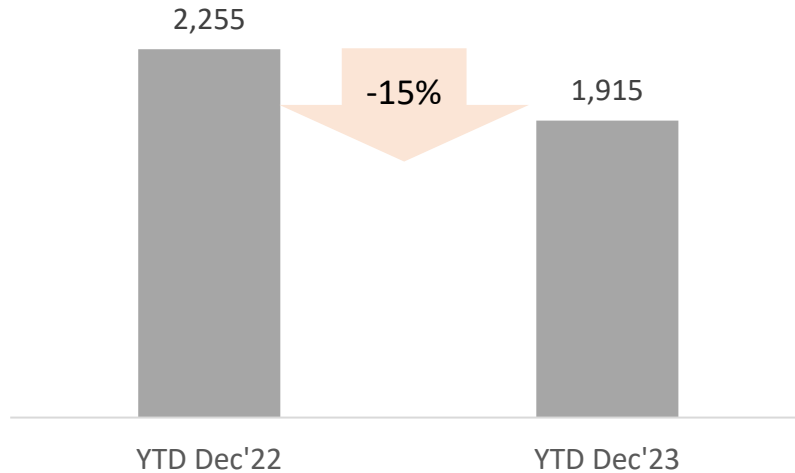
*Primary sales



Sales in Rs. Crs



PBIT in Rs. Crs



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

Volume Summary – Sales*

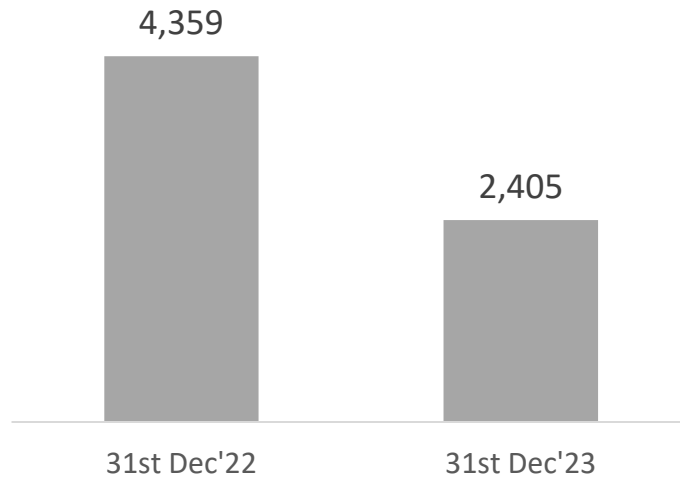
Vol. in Lakh ton

Segment	YTD Dec'22	YTD Dec'23	Growth
NPK+DAP			
Manufactured	27.08	26.62	-1.7%
Imported	3.12	2.92	-6.5%
Total	30.20	29.53	-2.2%
SSP			
	6.19	5.35	-13.6%
MOP			
	0.26	0.70	175.9%
Urea			
	9.34	7.38	-21.0%

*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

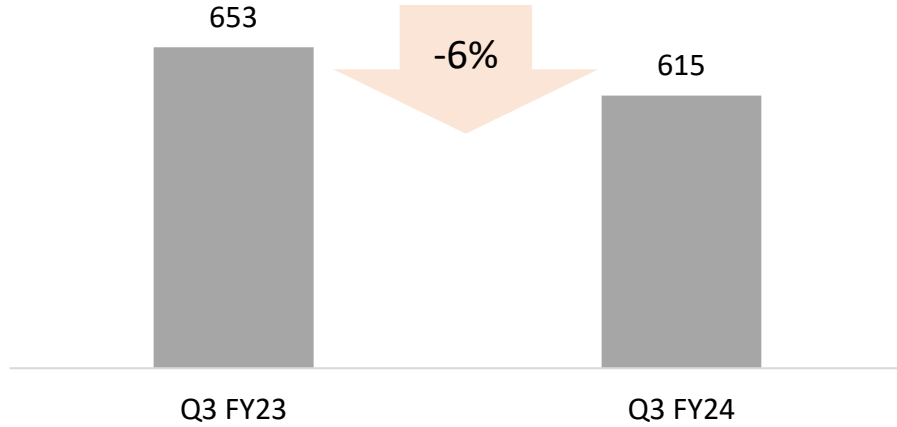
Q3: Receipts of **Rs. 721 Cr** (LY: Rs. 3,992 Cr)

YTD: Receipts of **Rs. 7,033 Cr** (LY: Rs. 7,994 Cr)

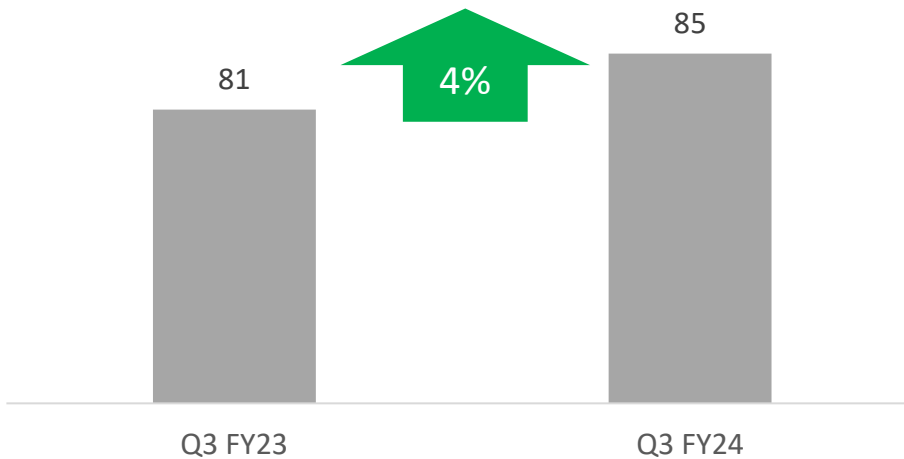
CIL: Crop Protection segment – Q3 FY24



Sales* in Rs. Crs



PBIT* in Rs. Crs



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

Sales^ - Rs. in Cr

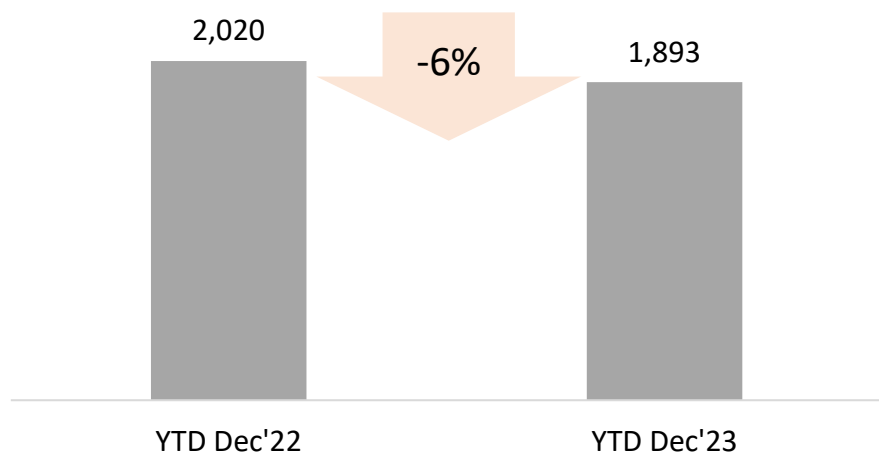
Market	Q3 FY23	Q3 FY24	Growth
Domestic	357	328	-8%
Exports	296	287	-3%
Total	653	615	-6%

^ Includes Crop Protection & Bioproducts

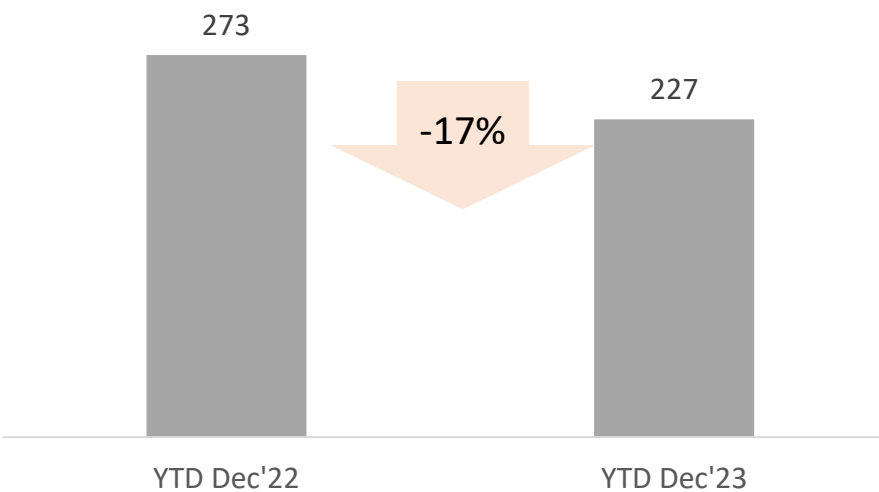
CIL: Crop Protection segment – YTD Dec (9M)



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	YTD Dec'22	YTD Dec'23	Growth
Domestic	1,274	1,084	-15%
Exports	746	809	8%
Total	2,020	1,893	-6%

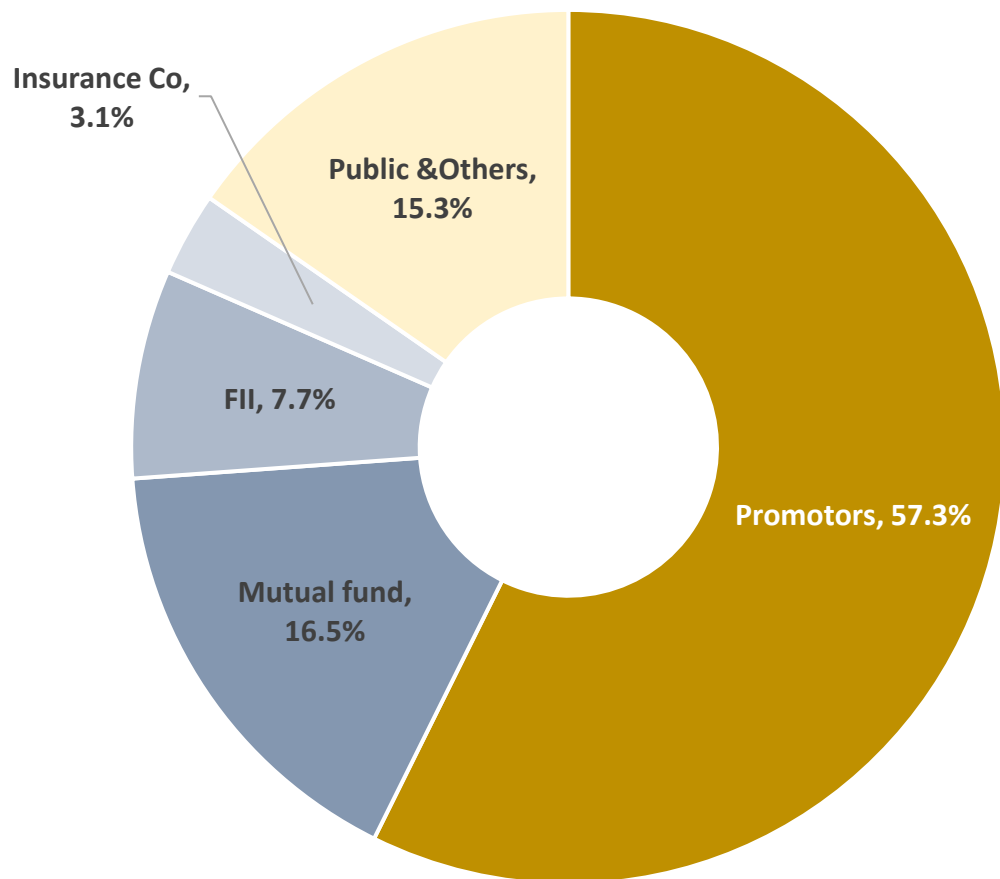
^ Includes Crop Protection & Bioproducts

CIL: Consolidated P&L – Q3 & YTD Dec

Rs. Crs



Q3 LY	YTD Dec'22	P&L(Summary)	Q3 CY	YTD Dec'23	Q3 Gr%	YTD Gr%
8,310	24,152	Revenue from Operations	5,464	18,146	-34%	-25%
1,059	3,371	Gross Margin	646	3,016	-39%	-11%
13%	14%	GM %	12%	17%		
279	848	Fixed Expenses	288	891		
781	2,523	EBITDA	358	2,126	-54%	-16%
9%	10%	EBITDA Margin %	7%	12%		
47	137	Depreciation	64	166		
17	27	Net interest exp./ (income)	-10	-9		
0	13	Non-operating income	10	14		
-10	-8	Share of profit/(loss) in JV	-9	-16		
706	2,364	PBT	306	1,967	-57%	-17%
8%	10%	PBT %	6%	11%		
527	1,766	PAT	228	1,477	-57%	-16%
6%	7%	PAT %	4%	8%		



- **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 (1.8%)
 - Axis (1.6%)
 - UTI Mutual Fund (1.4%)
- **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

Corporate Office:
Coromandel International Ltd.,
Olympia Terraces, 15B(SP),
SIDCO Industrial Estate, Guindy,
Chennai – 600032, Tamil Nadu

For Investor Relations, contact:

Ms Jayashree Satagopan, CFO
jayashreesatagopan@coromandel.murugappa.com

Mr. Anuj Naithani, DGM
NaithaniA@coromandel.murugappa.com