



 **Coromandel Reimagined**

## Investor Presentation Q3 FY24-25

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# Q3 Performance Summary - Consolidated

|                | Revenue from Operations | EBITDA*  | Profit After Tax | Book Value (per share) | Basic EPS | Net Debt to equity ratio |
|----------------|-------------------------|----------|------------------|------------------------|-----------|--------------------------|
| <b>Q3 FY25</b> | ₹ 6,935 Cr              | ₹ 722 Cr | ₹ 508 Cr         | ₹ 362                  | ₹ 17.39   | 0.0 times                |
|                | ↑ 27%                   | ↑ 102%   | ↑ 123%           | ↑ 15%                  | ↑ 122%    | ↕                        |
| <b>Q3 FY24</b> | ₹ 5,464 Cr              | ₹ 358 Cr | ₹ 228 Cr         | ₹ 316                  | ₹ 7.84    | 0.0 times                |

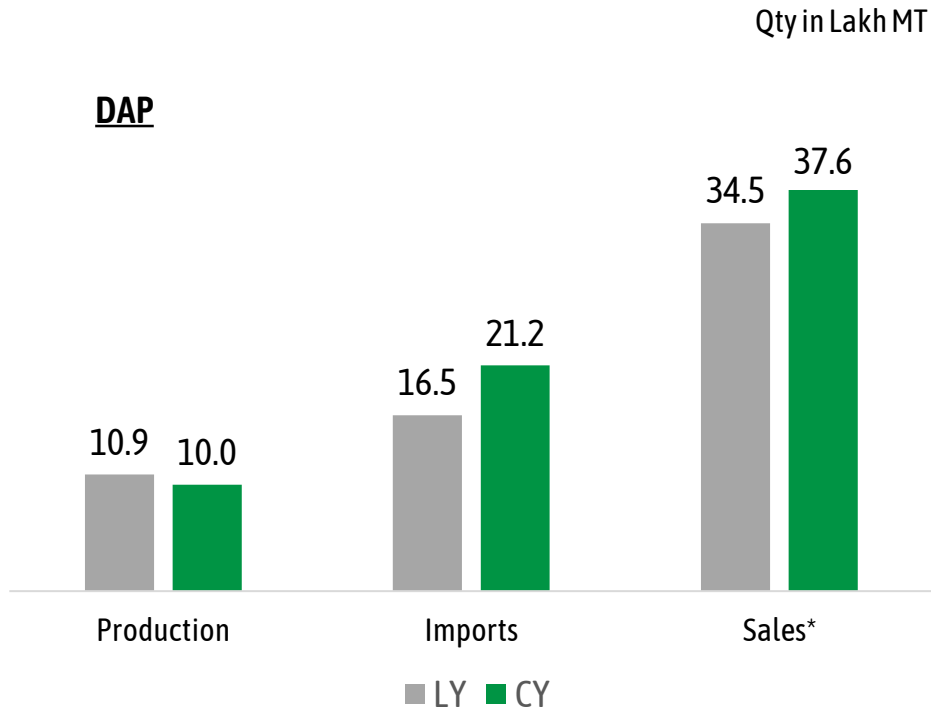
\* Excluding share of profit/(loss) in JV & Associate

# YTD Dec'24 Performance Summary - Consolidated

|                   | Revenue from Operations | EBITDA*    | Profit After Tax | Book Value (per share) | Basic EPS | Net Debt to equity ratio |
|-------------------|-------------------------|------------|------------------|------------------------|-----------|--------------------------|
| <b>YTD Dec'24</b> | ₹ 19,097 Cr             | ₹ 2,202 Cr | ₹ 1,476 Cr       | ₹ 362                  | ₹ 50.53   | 0.0 times                |
|                   | ↑ 5%                    | ↑ 4%       | ↓ -0.03%         | ↑ 15%                  | ↑ 0.2%    | ↕                        |
| <b>YTD Dec'23</b> | ₹ 18,146 Cr             | ₹ 2,126 Cr | ₹ 1,477 Cr       | ₹ 316                  | ₹ 50.45   | 0.0 times                |

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

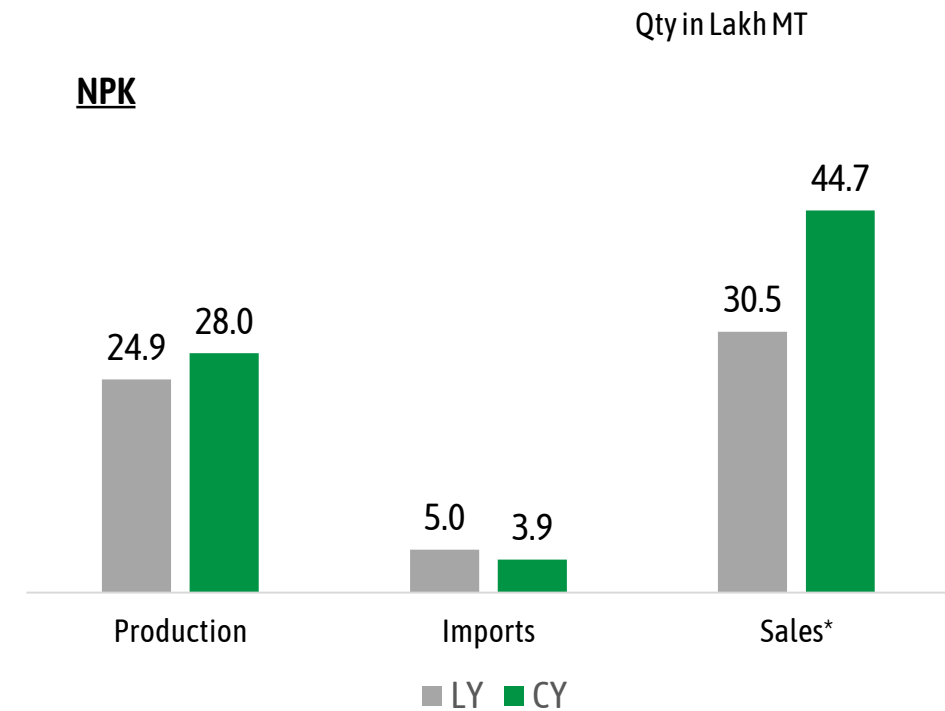
# Fertiliser Industry: DAP & NPK Q3 FY25



Production growth: -9%

Imports growth: 28%

Sales growth: 9%



Production growth: 12%

Imports growth: -23%

Sales growth: 47%

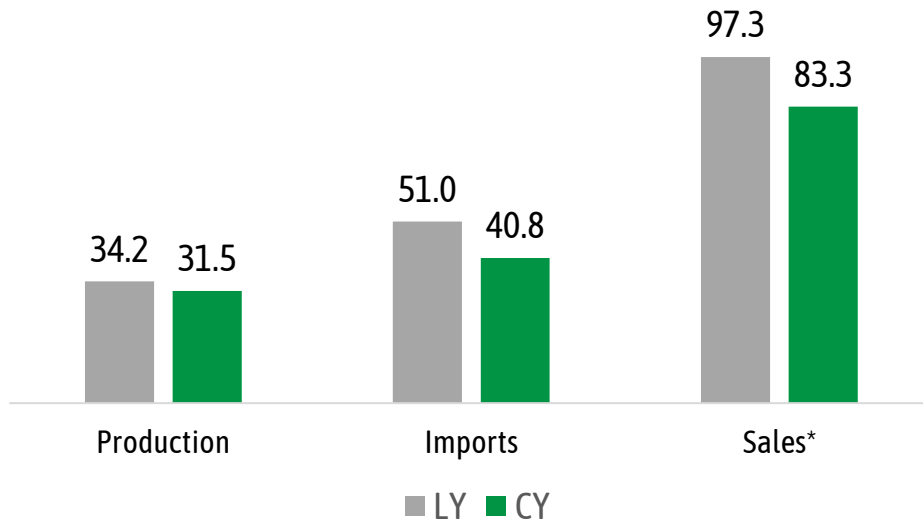
\* DBT sales

Source: FAI

# Fertiliser Industry: DAP & NPK YTD Dec'24

## DAP

Qty in Lakh MT



Production growth: -8%

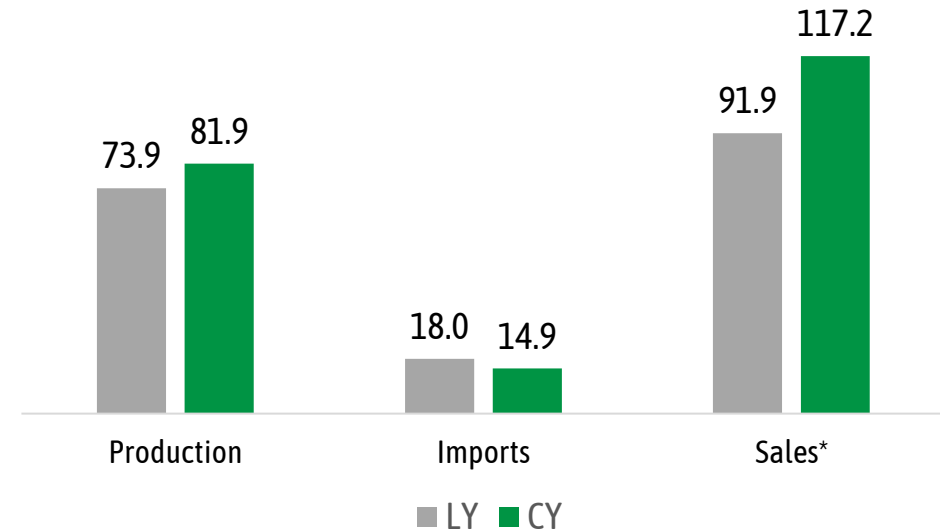
Imports growth: -20%

Sales growth: -14%

\* DBT sales

## NPK

Qty in Lakh MT



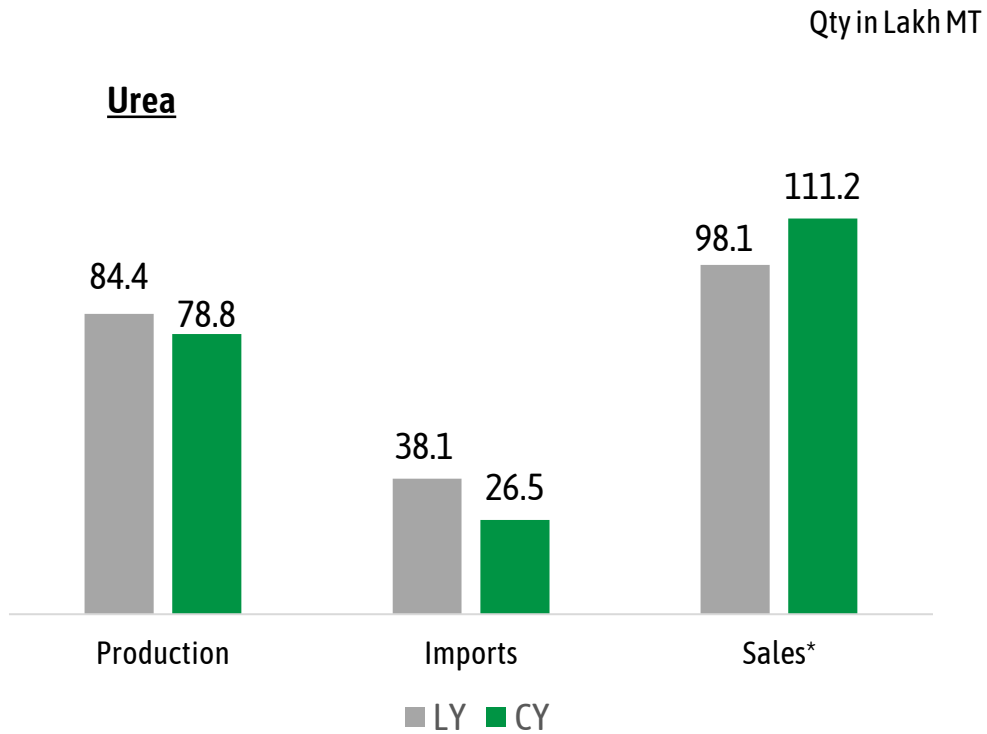
Production growth: 11%

Imports growth: -18%

Sales growth: 28%

Source: FAI

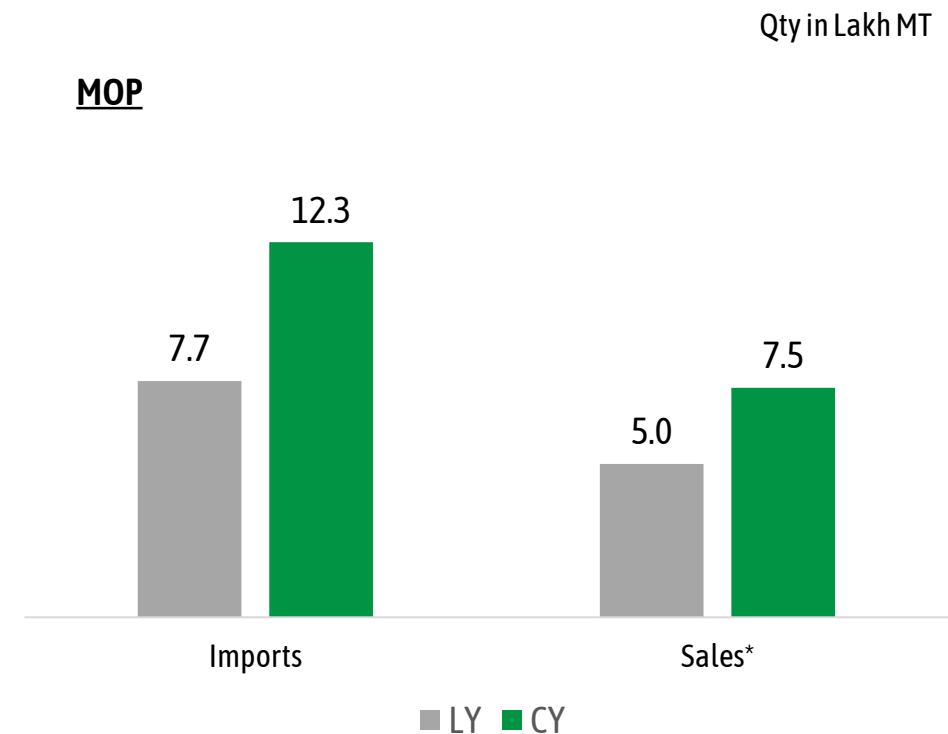
# Fertiliser Industry: Urea & MOP Q3 FY25



Production growth: -7%

Imports growth: -30%

Sales growth: 13%



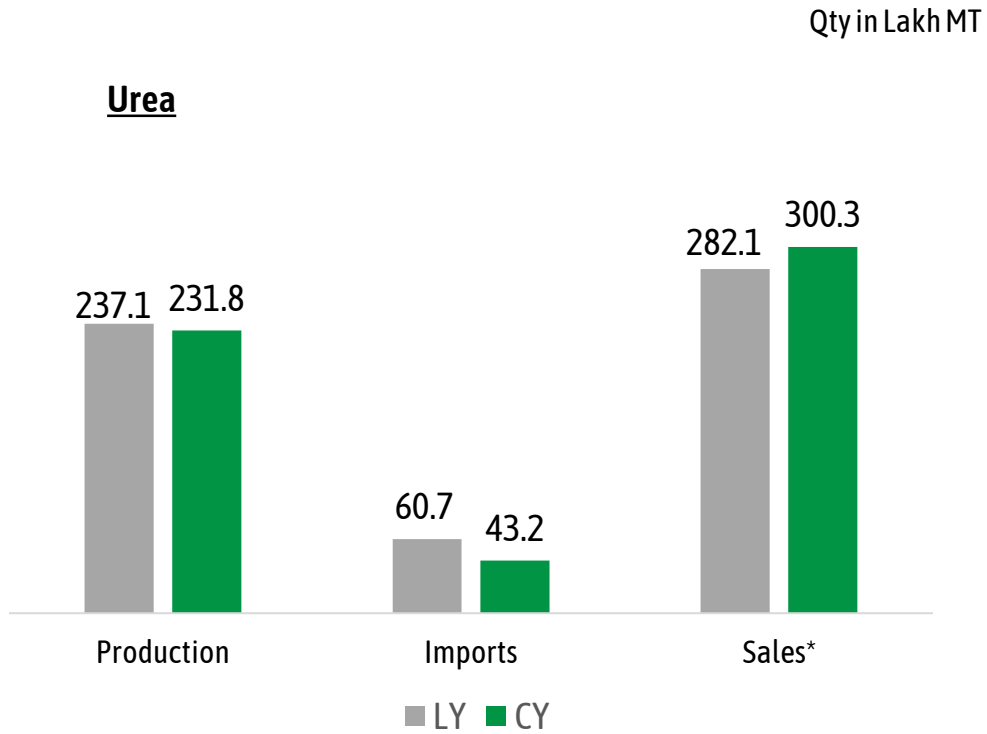
Imports growth: 59%

Sales growth: 50%

\* DBT sales

Source: FAI

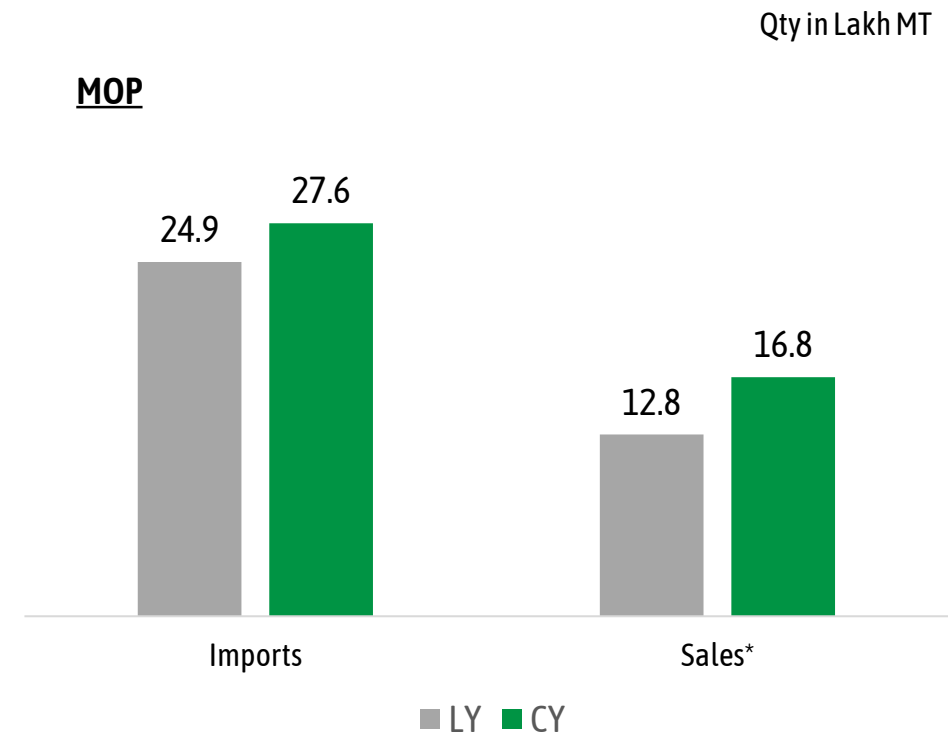
# Fertiliser Industry: Urea & MOP YTD Dec'24



Production growth: -2%

Imports growth: -29%

Sales growth: 6%



Imports growth: 11%

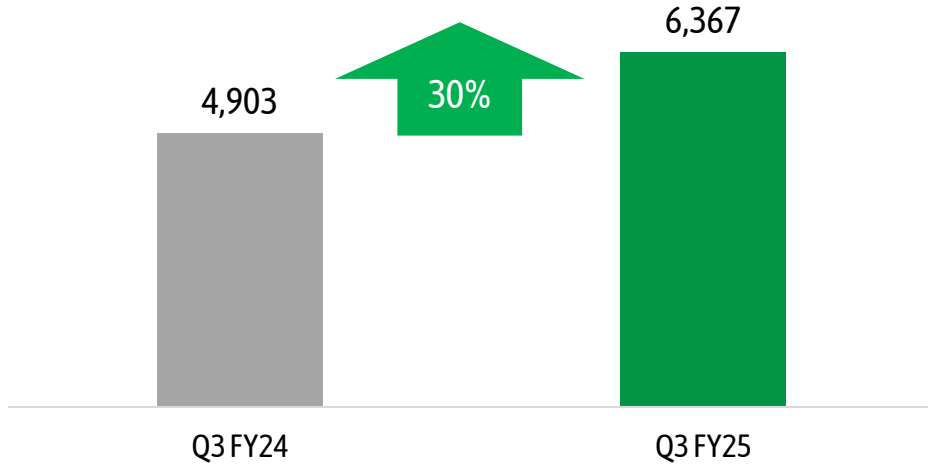
Sales growth: 32%

\* DBT sales

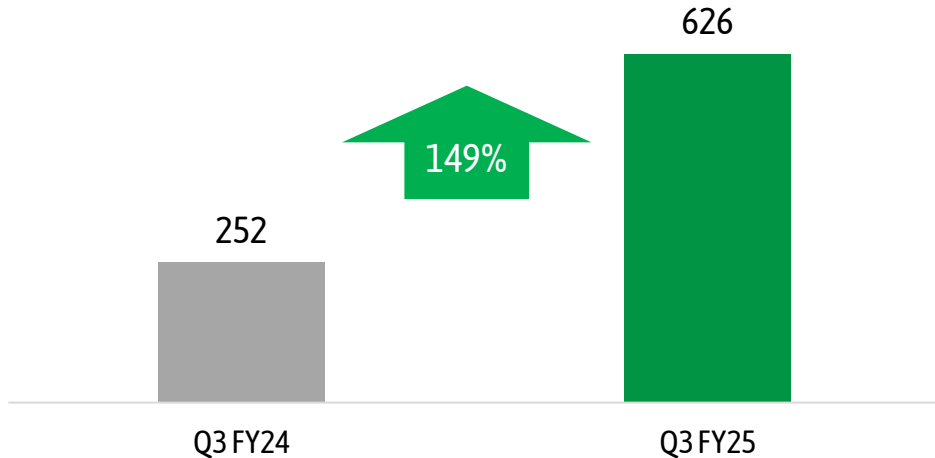
Source: FAI



## Sales in Rs. Crs



## PBIT in Rs. Crs



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

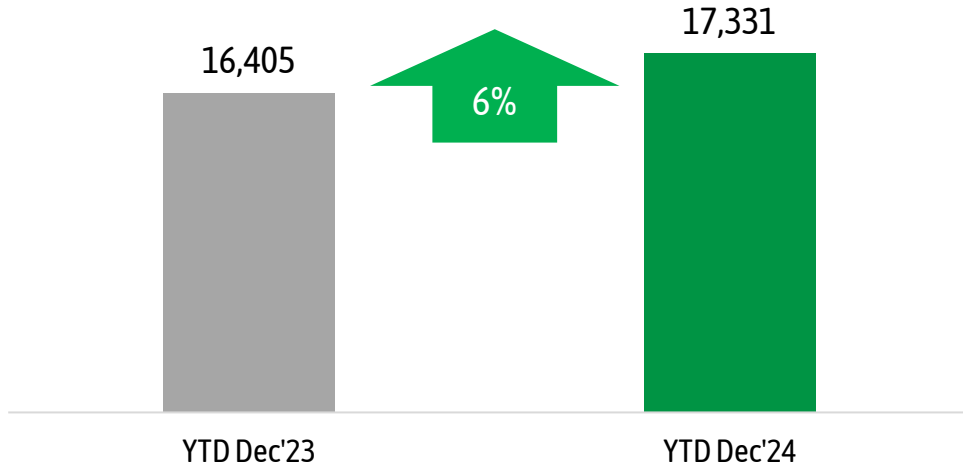
## Volume Summary – Sales\*

Vol. in Lakh MT

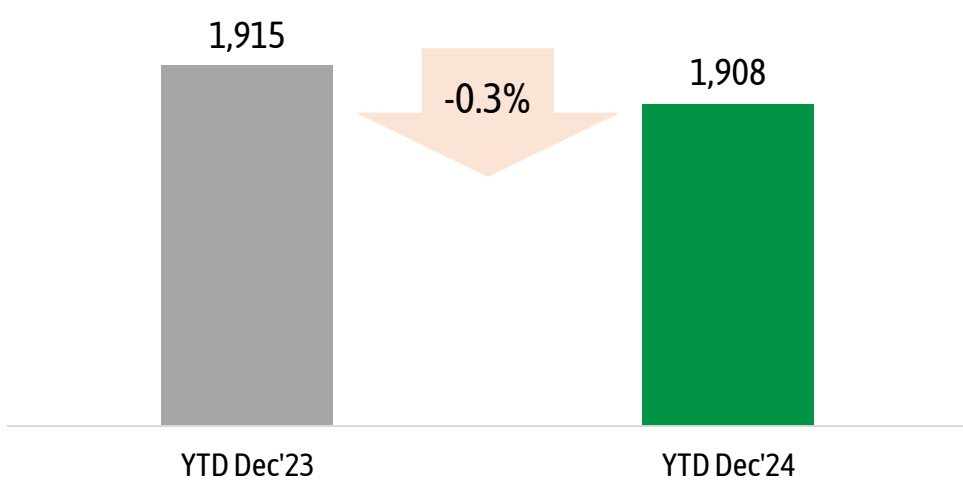
| Segment        | Q3 FY24     | Q3 FY25      | Growth       |
|----------------|-------------|--------------|--------------|
| <b>NPK+DAP</b> |             |              |              |
| Manufactured   | 8.76        | 9.12         | 4.1%         |
| Imported       | 0.62        | 2.27         | 264.8%       |
| <b>Total</b>   | <b>9.38</b> | <b>11.39</b> | <b>21.4%</b> |
| <b>SSP</b>     |             |              |              |
| SSP            | 1.43        | 1.84         | 28.5%        |
| <b>MOP</b>     |             |              |              |
| MOP            | 0.22        | 0.20         | -9.1%        |
| Urea           | 4.36        | 4.20         | -3.6%        |

\*Primary sales

## Sales in Rs. Crs



## PBIT in Rs. Crs



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

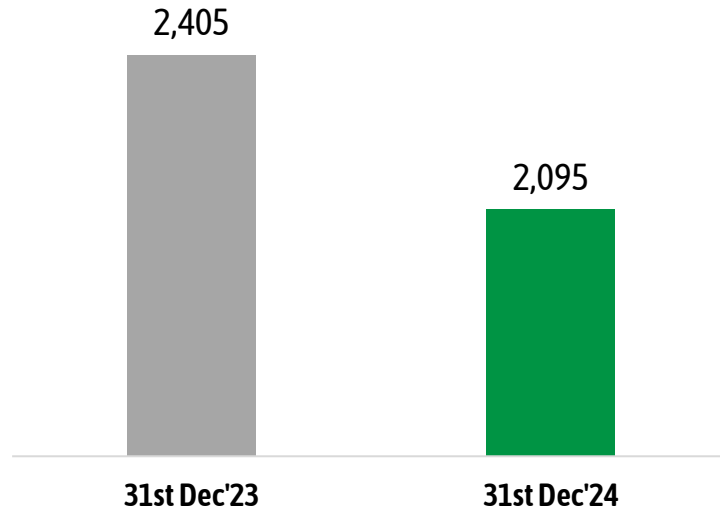
## Volume Summary – Sales\*

Vol. in Lakh MT

| Segment        | YTD Dec'23   | YTD Dec'24   | Growth       |
|----------------|--------------|--------------|--------------|
| <b>NPK+DAP</b> |              |              |              |
| Manufactured   | 26.62        | 28.10        | 5.6%         |
| Imported       | 2.92         | 4.77         | 63.6%        |
| <b>Total</b>   | <b>29.53</b> | <b>32.88</b> | <b>11.3%</b> |
| SSP            |              |              |              |
|                | 5.35         | 5.72         | 6.9%         |
| MOP            |              |              |              |
|                | 0.70         | 0.56         | -20.2%       |
| Urea           |              |              |              |
|                | 7.38         | 9.26         | 25.5%        |

\*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 | 30.80 | 2.38  | 1.76 |

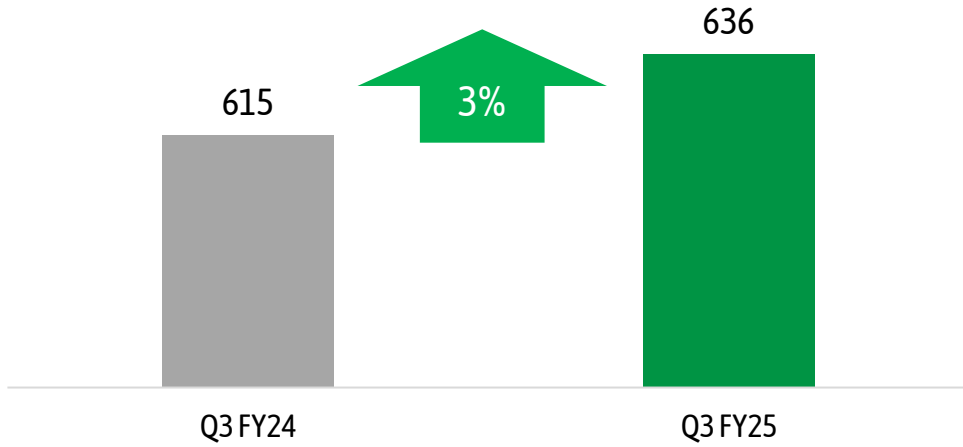
Q3: Receipts of **Rs. 2,036 Cr** (LY: Rs. 721 Cr)

YTD Dec: Receipts of **Rs. 5,892 Cr** (LY: Rs. 7,033 Cr)

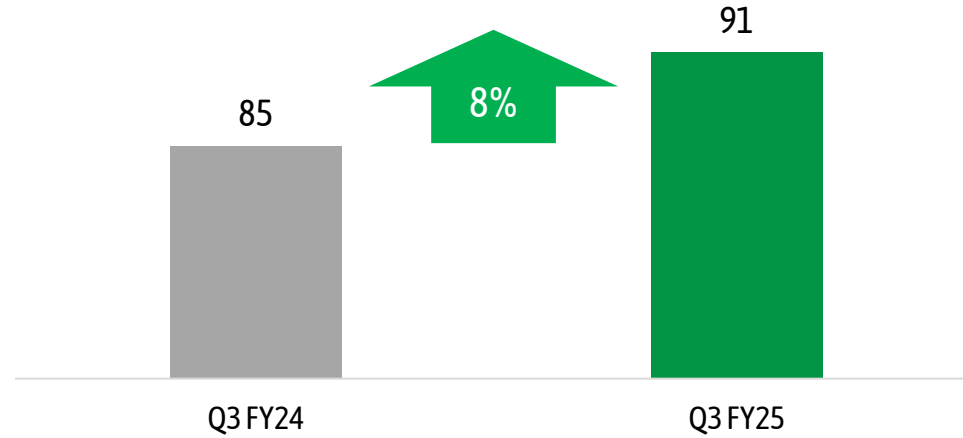
# CIL: Crop Protection segment – Q3 & YTD Dec'24

Q3 FY25

Sales\* in Rs. Crs

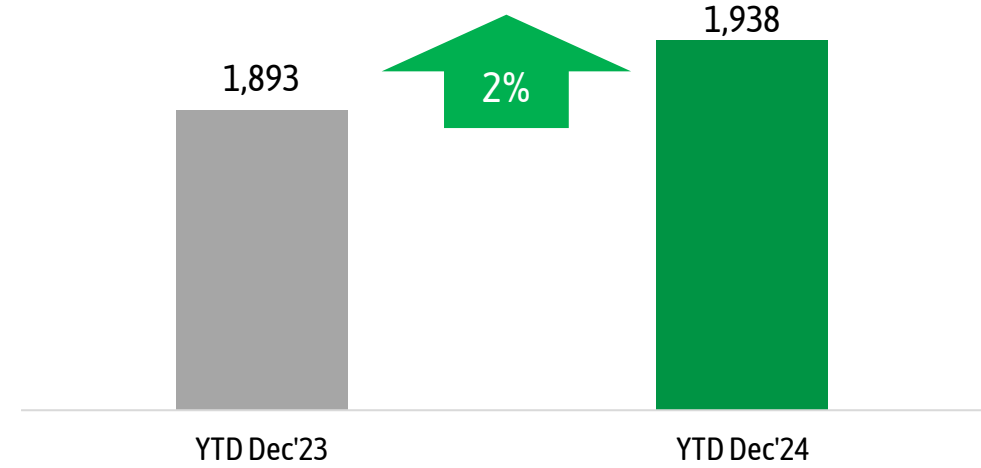


PBIT\* in Rs. Crs

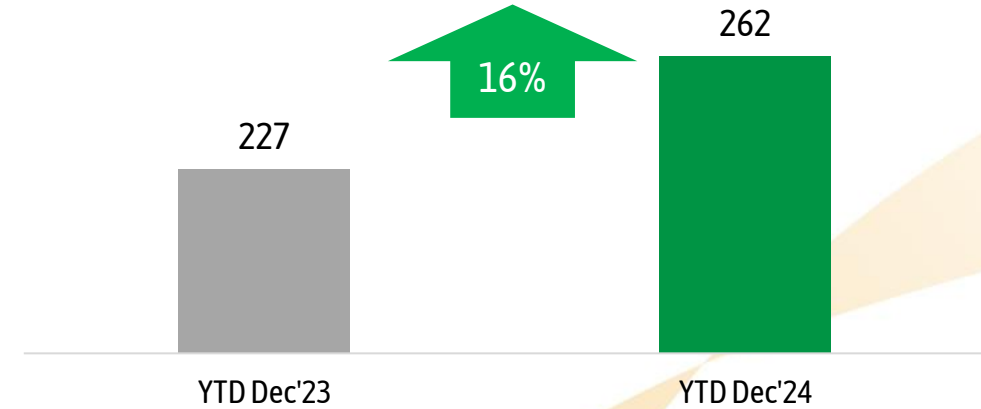


YTD Dec'24

Sales\* in Rs. Crs



PBIT\* in Rs. Crs



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

# CIL: Consolidated P&L – Q3 & YTD Dec

Rs. Crs

| Q3 LY | YTD Dec LY | P&L (Summary)           | Q3 CY | YTD Dec CY | Q3 Gr% | YTD Gr% |
|-------|------------|-------------------------|-------|------------|--------|---------|
| 5,464 | 18,146     | Revenue from Operations | 6,935 | 19,097     | 27%    | 5%      |
| 358   | 2,126      | EBITDA*                 | 722   | 2,202      | 102%   | 4%      |
| 7%    | 12%        | EBITDA Margin %         | 10%   | 12%        |        |         |
| 64    | 166        | Depreciation            | 71    | 205        |        |         |
| 38    | 125        | Finance cost            | 73    | 197        |        |         |
| 228   | 1,477      | PAT                     | 508   | 1,476      | 123%   | -0%     |
| 4%    | 8%         | PAT %                   | 7%    | 8%         |        |         |

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





Corporate Office:

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

**Thank you**

For Investor Relations, contact:

Ms Jayashree Satagopan, CFO  
Mr. Anuj Naithani, GM  
[NaithaniA@coromandel.murugappa.com](mailto:NaithaniA@coromandel.murugappa.com)