

Coromandel International

Q4 FY 23-24

Performance Updates



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Q4 Performance Highlights - Consolidated



	Revenue from Operations	EBITDA	Profit After Tax	Book Value per share	Basic EPS	Net Debt to equity ratio
Q4 FY24	₹ 3,913 Cr	₹ 273 Cr	₹ 164 Cr	₹ 321	₹ 5.45	0.0 times
	-29%	-32%	-33%	19%	-35%	
Q4 FY23	₹ 5,476 Cr	₹ 403 Cr	₹ 246 Cr	₹ 269	₹ 8.37	0.0 times

FY24 Performance Highlights - Consolidated



	Revenue from Operations	EBITDA	Profit After Tax	Book Value per share	Basic EPS	Net Debt to equity ratio
FY24	₹ 22,058 Cr	₹ 2,399 Cr	₹ 1,641 Cr	₹ 321	₹ 55.81	0.0 times
	-26%	-18%	-18%	19%	-19%	
FY23	₹ 29,628 Cr	₹ 2,926 Cr	₹ 2,013 Cr	₹ 269	₹ 68.51	0.0 times

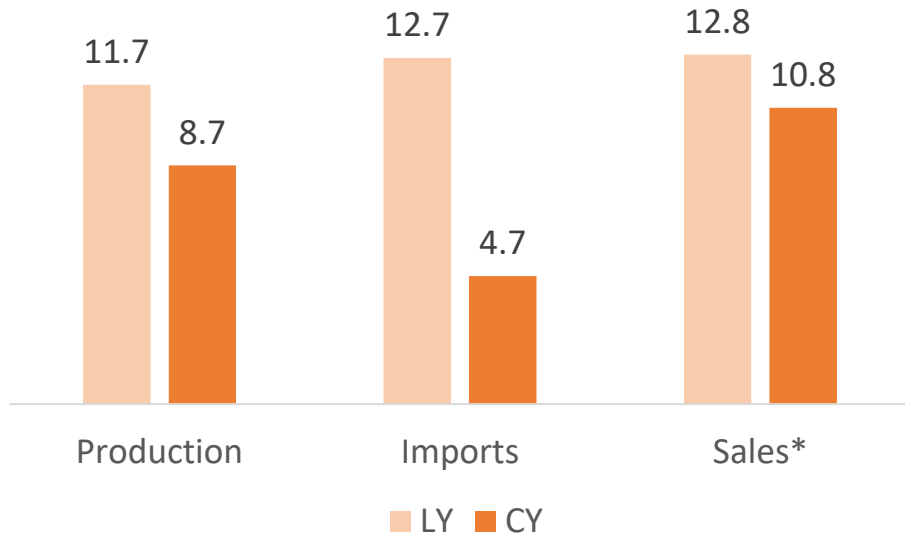
Fertiliser Industry

DAP & NPK: Q4 FY24



Qty in Lakh MT

DAP



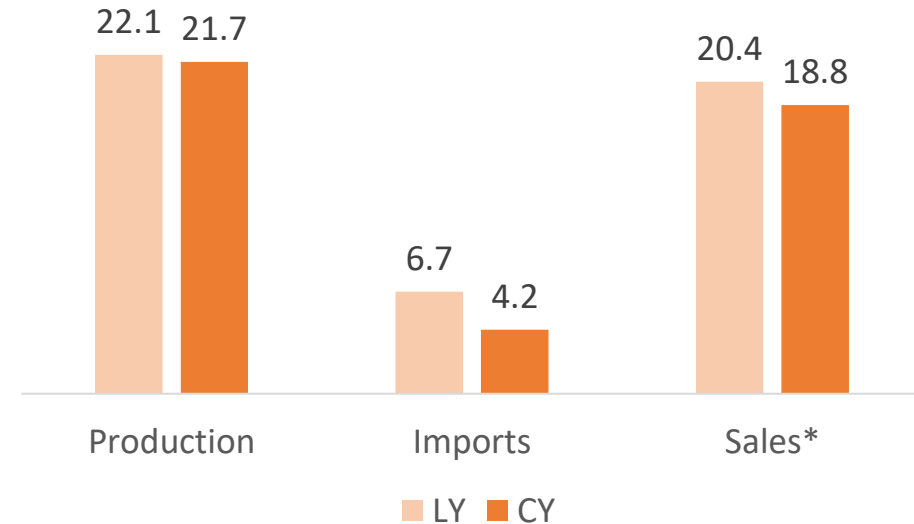
Production growth: -25%

Imports growth: -63%

Sales growth: -15%

Qty in Lakh MT

NPK



Production growth: -2%

Imports growth: -37%

Sales growth: -8%

* DBT sales

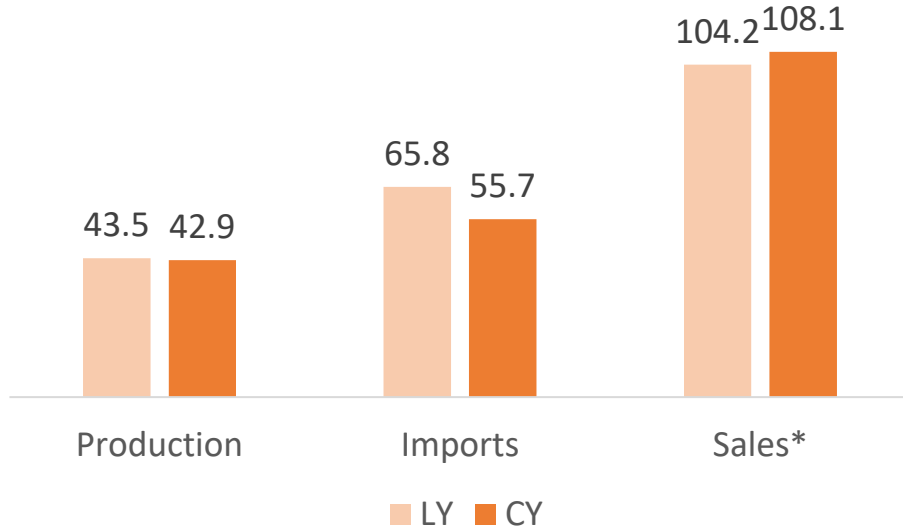
Source: FAI

Fertiliser Industry DAP & NPK: FY24



DAP

Qty in Lakh MT



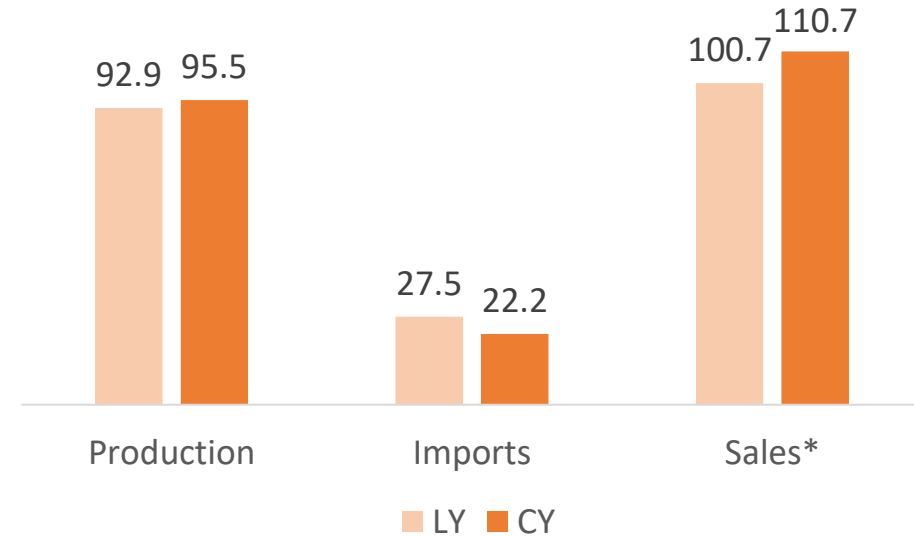
Production growth: -1%

Imports growth: -15%

Sales growth: 4%

NPK

Qty in Lakh MT



Production growth: 3%

Imports growth: -19%

Sales growth: 10%

* DBT sales

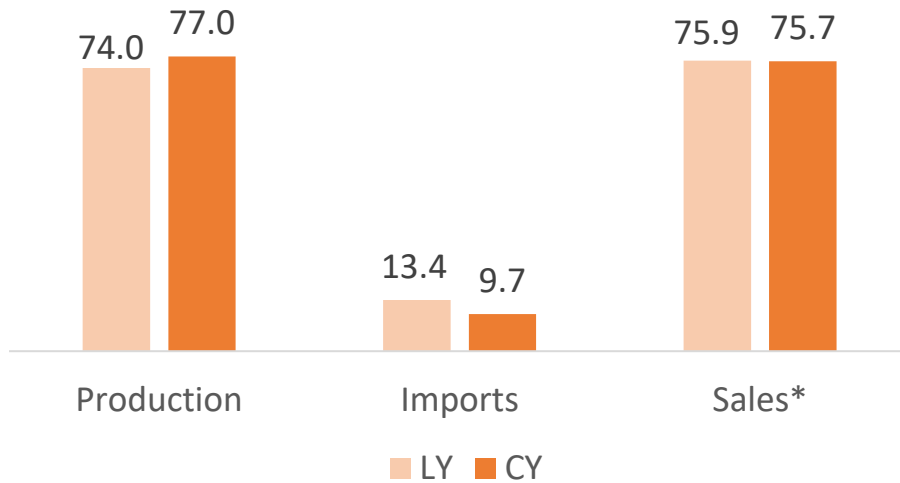
Source: FAI

Fertiliser Industry MOP & Urea : Q4 FY24



Qty in Lakh MT

Urea



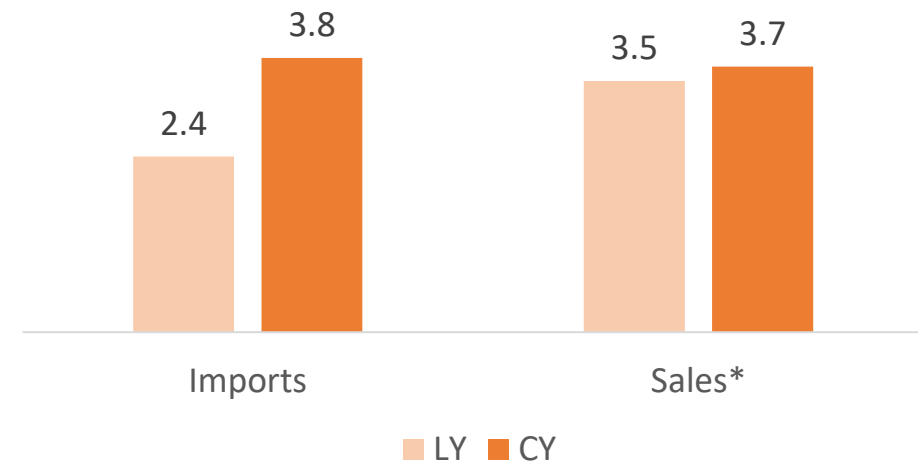
Production growth: 4%
Imports growth: -27%
Sales growth: -0.2%

* DBT sales

Source: FAI

Qty in Lakh MT

MOP



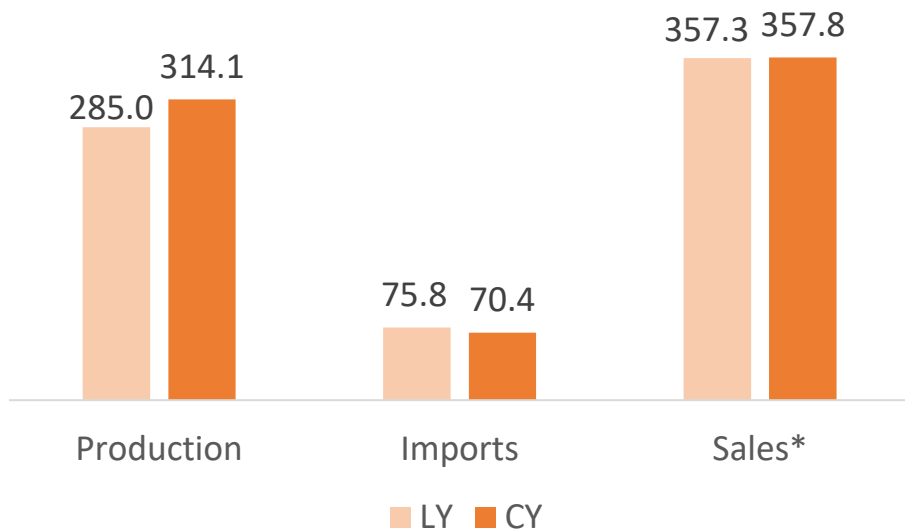
Imports growth: 56%
Sales growth: 6%

Fertiliser Industry MOP & Urea : FY24



Qty in Lakh MT

Urea



Production growth: 10%

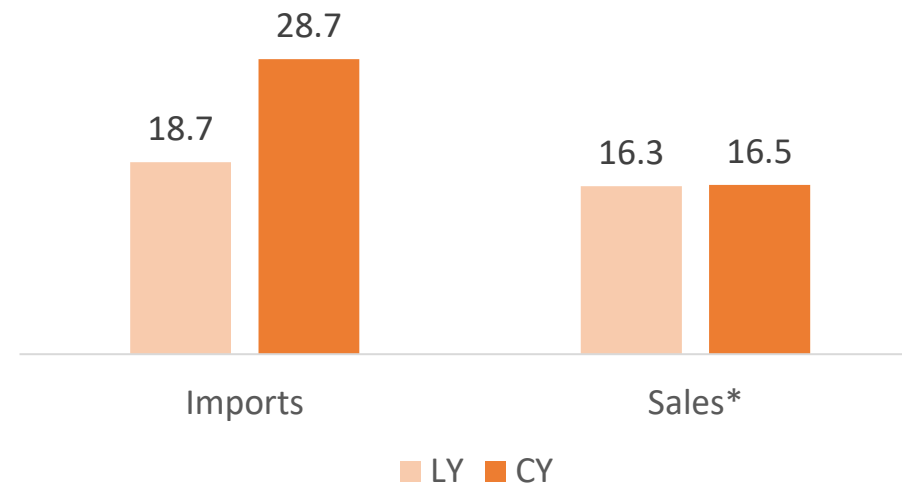
Imports growth: -7%

Sales growth: 0.2%

* DBT sales

MOP

Qty in Lakh MT



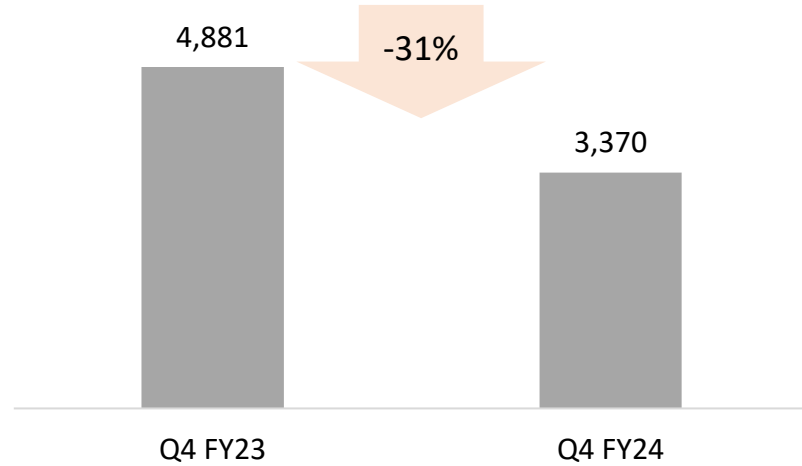
Imports growth: 54%

Sales growth: 1%

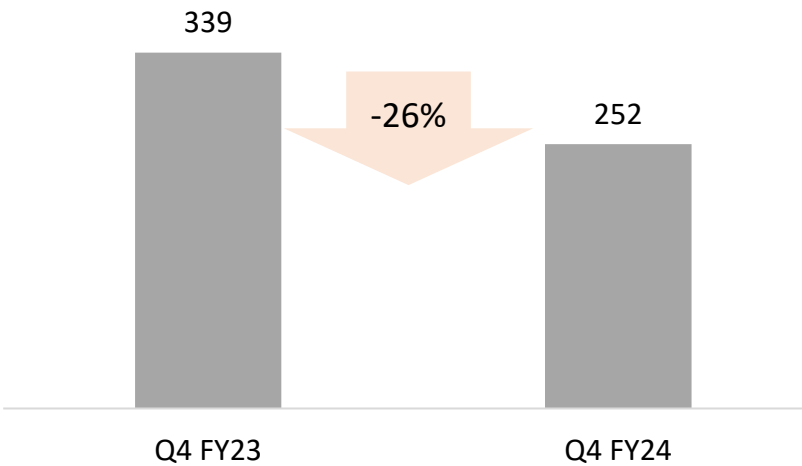
Source: FAI



Sales in Rs. Crs



PBIT in Rs. Crs



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

Volume Summary – Sales*

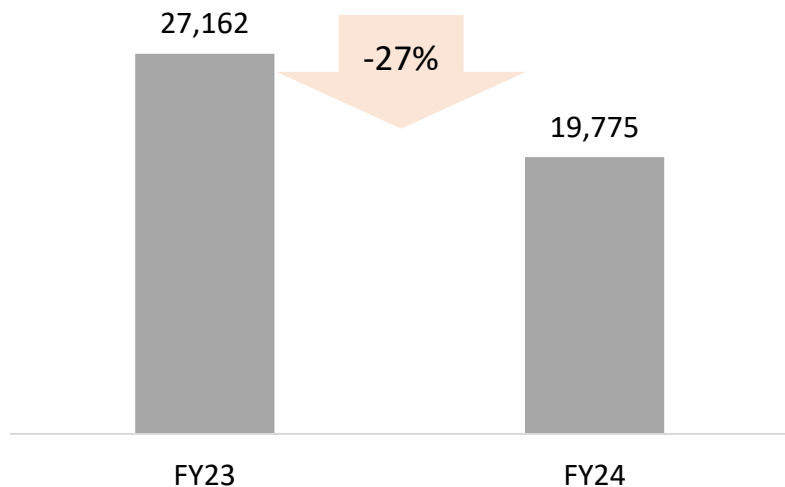
Vol. in Lakh ton

Segment	Q4 FY23	Q4 FY24	Growth
NPK+DAP			
Manufactured	5.38	5.39	0.2%
Imported	0.87	0.51	-41.4%
Total	6.25	5.90	-5.6%
SSP			
	1.90	1.19	-37.4%
MOP			
	0.01	0.12	1100.0%
Urea			
	5.42	3.72	-31.4%

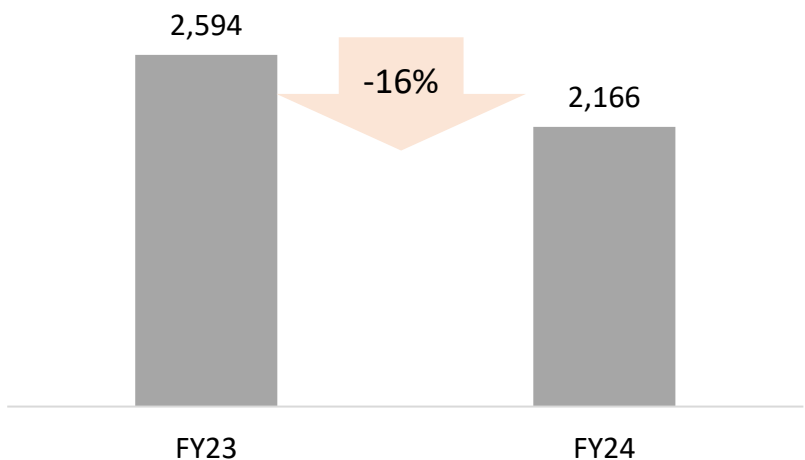
*Primary sales



Sales in Rs. Crs



PBIT in Rs. Crs



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

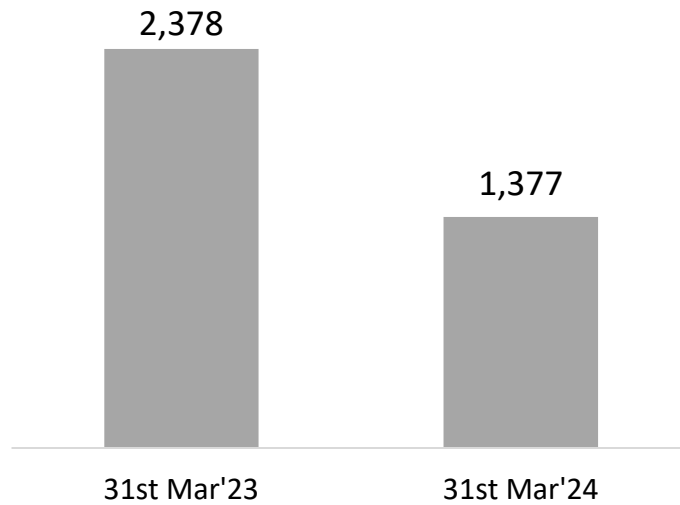
Vol. in Lakh ton

Segment	FY22-23	FY23-24	Growth
NPK+DAP			
Manufactured	32.46	32.01	-1.4%
Imported	3.99	3.42	-14.3%
Total	36.45	35.43	-2.8%
SSP			
	8.08	6.54	-19.1%
MOP			
	0.26	0.83	219.2%
Urea			
	14.76	11.1	-24.8%

*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

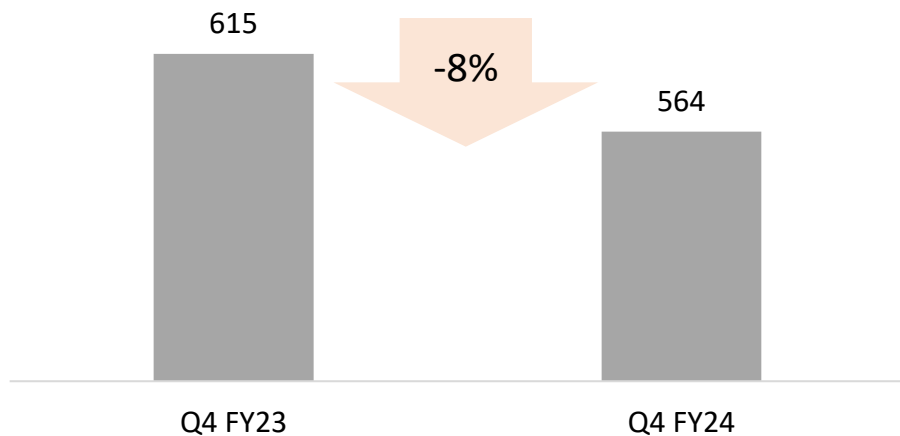
Q4: Receipts of **Rs. 2,165 Cr** (LY: Rs. 4,483 Cr)

FY24: Receipts of **Rs. 9,198 Cr** (LY: Rs. 12,477 Cr)

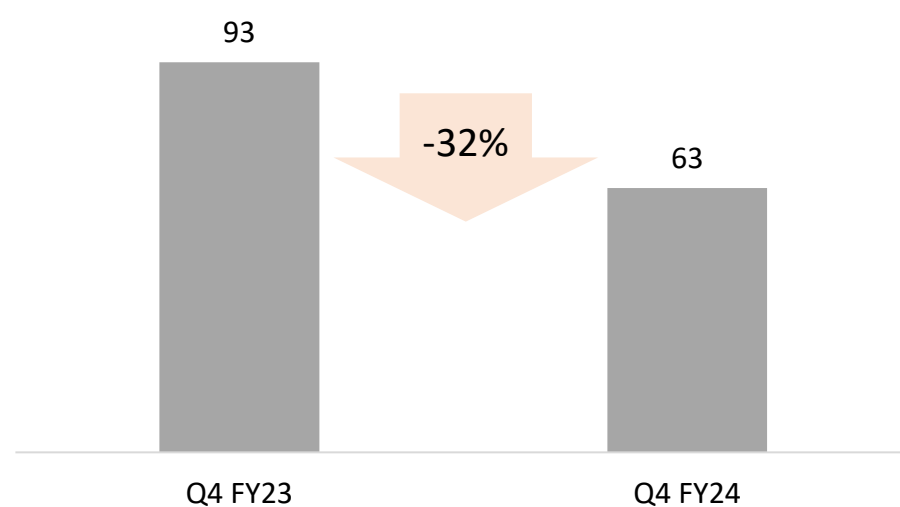
CIL: Crop Protection segment – Q4 FY24



Sales in Rs. Crs



PBIT in Rs. Crs



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

Sales^ - Rs. in Cr

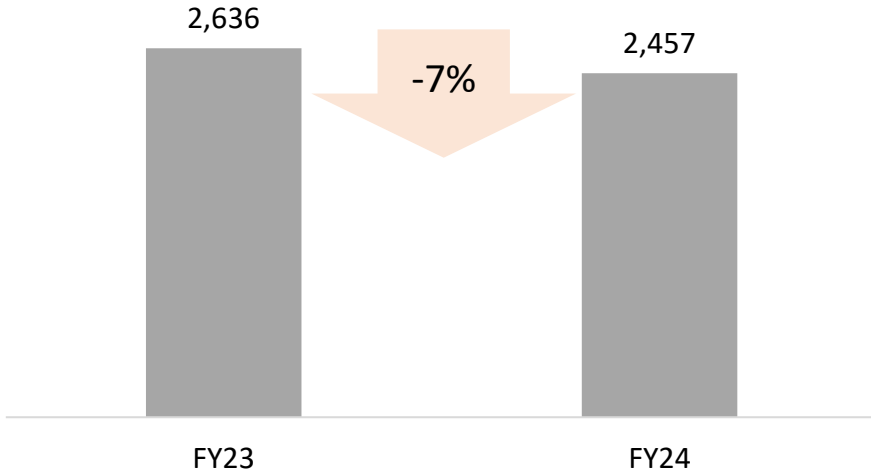
Market	Q4 FY23	Q4 FY24	Growth
Domestic	330	274	-17%
Exports	285	290	2%
Total	615	564	-8%

^ Includes Crop Protection & Bioproducts

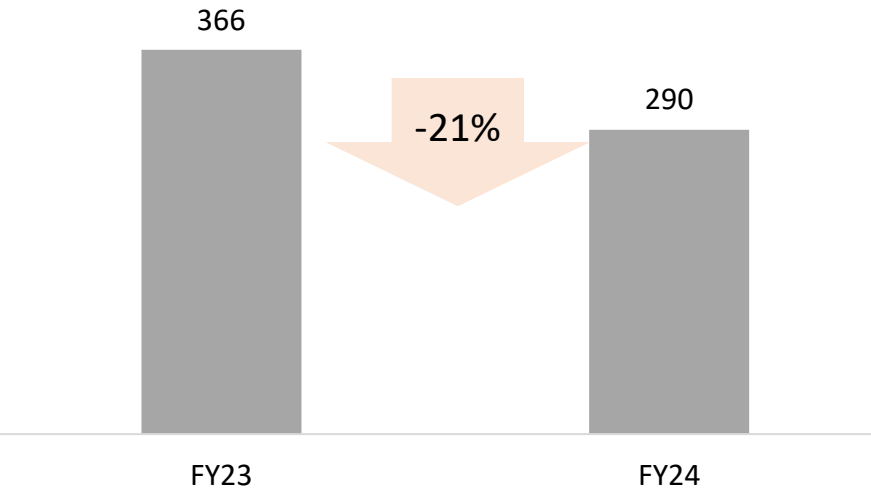
CIL: Crop Protection segment – FY24



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	FY23	FY24	Growth
Domestic	1,590	1,356	-15%
Exports	1,045	1,102	5%
Total	2,636	2,457	-7%

^ Includes Crop Protection & Bioproducts

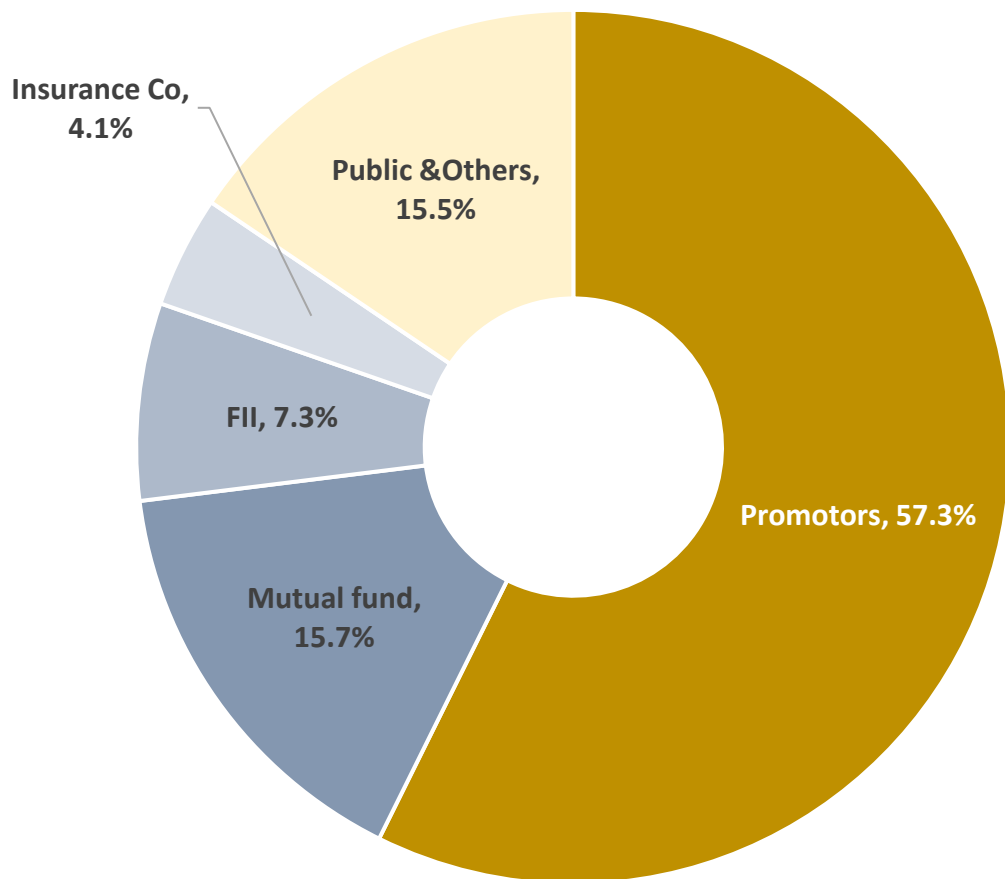
CIL: Consolidated P&L – Q4 & FY24

Rs. Crs



Q4 LY	FY23	P&L(Summary)	Q4 CY	FY24	Q4 Gr%	FY Gr%
5,476	29,628	Revenue from Operations	3,913	22,058	-29%	-26%
812	4,182	Gross Margin	645	3,661	-21%	-12%
15%	14%	GM %	16%	17%		
408	1,256	Fixed Expenses	372	1,262		
403	2,926	EBITDA	273	2,399	-32%	-18%
7%	10%	EBITDA Margin %	7%	11%		
45	182	Depreciation	63	229		
5	32	Net interest exp./ (income)	4	-5		
-1	13	Non-operating income	26	40		
-17	-24	Share of profit/(loss) in JV	-10	-27		
337	2,701	PBT	222	2,188	-34%	-19%
6%	9%	PBT %	6%	10%		
246	2,013	PAT	164	1,641	-33%	-18%
5%	7%	PAT %	4%	7%		

Share Holding Pattern – 31st March 2024



- **Promoters:**
 - EID Parry (India) Ltd (56.2%)
 - Individual/HUF (0.6%)
 - Trust/NRI/Others (0.6%)
- **Top Domestic Institutional Holdings:**
 - Kotak Mutual Fund (4.8%)
 - DSP Mutual Fund (2.7%)
 - SBI (1.8%)
 - UTI Mutual Fund (1.5%)
 - Axis (1.3%)
- **Top Foreign Institutional Investors**
 - Vanguard (1.6%)
 - Kotak (0.5%)
 - Govt Pension Funds (Global) (0.6%)
 - ADIA (0.4%)
 - Principal Fund, Inc. (0.3%)
 - Robeco (0.2%)



Thank You

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