



FINANCIAL PERFORMANCE FOR THE QUARTER / NINE MONTH DECEMBER-2018

BRIEF OVERVIEW

Introduction

- **Incorporated** on 23rd August, 1974.
- **Share Capital details as on 31.12.2018.**
 - Authorized capital : ₹ 1,000.00 crore.
 - Paid up capital : ₹ 490.58 crore.
 - Net-worth : ₹ 2,205.95 crore.

Shareholding Pattern as on 31.12.2018:

- Government of India 74.71%
- Financial institutions/MFs/Foreign portfolio Investors 16.97%
- Non-Institutions/Individuals 8.32%.

Vision

- “To be a leading Indian company in fertilizers and beyond with commitment to all stakeholders.”

Mission

- “To be a dynamic organization committed to serve the farming community and other customers to their satisfaction through timely supply of fertilizers and other products & services; continually striving to achieve the highest standards in quality, safety, ethics, professionalism, energy conservation with a concern for ecology and maximizing returns to stakeholders”.



BRIEF ON UREA MANUFACTURING ACTIVITIES

UREA	Vijaipur-II	Vijaipur-I	Bathinda	Panipat	Nangal
ANNUAL CAPACITY (Lakhs Metric Ton) – 32.31 LMT (Revised Assessed Capacity)	8.646	8.646	5.115	5.115	4.785
Annual Capacity after Urea Capacity Enhancement Projects at Vijaipur-I & II units – 35.68 LMT	10.662	9.999	5.115	5.115	4.785
Capacity utilization for FY 2018-19 (Upto 31 Dec-18) 119.24 % w.r.t. Production 28.89 LMT against Nine month RAC of 24.23 LMT (Annual 32.31 LMT)	133.01%	117.69%	115.84%	110.12%	110.55%
COMM. PRODUCTION Dates After Revamp at Vijaipur I&II and Ammonia Feedstock Changeover Project (AFCP) at Nangal, Panipat and Bathinda units.	31 st Mar 97 31 st Jul 12	1 st July 88 24 th Apr.12	1 st Oct 79 11 th Mar. 13	1 st Sep 79 28 th Mar. 13	1 st Nov. 78 18 th Jul. 13
ENGINEERING CONTRACTOR (Main plant) Revamp / AFCP	HTAS (DENMARK), SNAM (ITALY) & PDIL -do-		M/s Toyo Engineering Corp. (Japan) & EIL HTAS & L&T (LSTK)		TechnimoU HDE & PDIL KBR /Technimont
CAPTIVE POWER (111 MW)	3 X 17 MW (Gas)		2 X 15 MW (Coal)	2 X 15 MW (Coal)	GRID POWER
➤ All manufacturing units are ISO 9001-2008, ISO 14001-2004 and OHSAS-18001 certified indicating NFL’s commitment to quality, environment & occupational health & safety.					

BRIEF ON OTHER MANUFACTURING ACTIVITIES

Cont...

Other Manufacturing:- (Industrial Products, Bio-Fertilizers , Technical Surplus Ammonia) etc. :

Sr.	Product	Located in	No. of streams	Annual Capacity of each stream (MT)
1.	Nitric acid	Nangal	2*	91410
2.	Ammonium Nitrate	Nangal	2*	118800
3.	Sodium Nitrate	Nangal	1	1980
4.	Sodium Nitrite	Nangal	1	2970
5.	Ammonia (Technical Surplus)	All units	NA	117
6.	Bio-Fertilizers (Solid & Liquid) @	Vijaipur	NA	900
7.	Bentonite Sulphur	Panipat	NA	25000
8.	Seeds Multiplication Programme	5 locations	NA	35003 qntls. (annual Target)

@ Includes PSB, Azatobacter, Rhizobium in both liquid and powder form.

➤ At present , only one stream of Nitric Acid and Ammonium Nitrate is in operation and revival of second stream is under active consideration.

BRIEF ON TRADING ACTIVITIES (Sale Based) Cont...

Traded Goods :			
Sr.	Particulars	Annual 31.03.2018	Nine Month Dec- 2018
Domestic			
1.	Compost (LMT)	0.12	0.19
2.	Seeds (Quintals)	54481	61284
3.	Agro-chemicals (25 molecules) (Kg./Ltrs.)	369533	592989
Imported Fertilizers		LMT	LMT
4.	DAP	3.28	3.95
5.	MOP	0.27	-
6.	APS	0.26	0.26
7.	NPK	-	061
8.	Urea (Govt A/C)	-	0.45
	Total (4+5+6+7+8)	3.81	5.27
➤ LMT= lakh metric tons			

Production of Urea (Preceding 3 Years) (Qty. in LMT)

Production of Urea			
Units	2015-16	2016-17	2017-18
NANGAL	5.47	5.02	5.43
PANIPAT	5.67	5.43	5.60
BATHINDA	5.48	5.68	5.63
VIJAIPUR-I	9.92	10.58	10.50
VIJAIPUR-II	11.44	11.39	10.95
TOTAL	37.99	38.10054	38.10250
Capacity utilization w.r.t. RAC (urea %)	117.60	117.90	117.94
LMT= lakh metric tons			

PERFORMANCE HIGHLIGHTS FY 2017-18

➤ Ever best achievements during the FY 2017-18

1. Production of Urea: 38.10 LMT
2. Sale of Urea: 39.16 LMT
3. Import of DAP/MOP/APS/NPK/BS: 4.59 LMT
4. Sale of DAP/MOP/APS/NPK/BS/Compost: 3.93 LMT
5. Sale of all fertilizers: 43.09 LMT
6. Turnover of ₹ 8928.29 crore
7. Turnover from Non-urea products 15%
8. Ever lowest energy consumption at Nangal, Panipat & Bathinda and Vijaipur I units.

➤ Ever best achievements during last 15 Years:-

1. PBT of ₹ 334.83 crore
2. PAT of ₹ 212.77 crore
3. EPS of ₹ 4.34/- (equity share of ₹ 10 each)

- Increased non urea business from 1% in 2014-15 to 15% in 2017-18.
- Import of fertilizers like DAP, MOP, NPK, APS, BS to the tune of 4.47 LMT in comparison to 2.17 LMT in CPLY (increase of 106% over previous year)
- Sale of 3.82 LMT Imported fertilizers for ₹ 1102 crore against 2.17 LMT in 2016-17.
- Sale of agrochemicals business increased to ₹ 10 crore as against ₹ 50 lakhs in 2016-17.
- Transformed from single product to a multiple product company (16 major products)
- Import of 4.01 LMT urea on Government Account during FY 2017-18 on commission basis.
- Bentonite Sulphur plant with 25000 MT capacity commissioned at Panipat on commission basis.
- Under Seed Multiplication Program (SMP) seed sowing area increased from 198 hectare in 2015-16 to 2100 hectare in 2017-18.
- Developed 16 acres dedicated R&D farm to produce best quality foundation seeds from breeder seeds.

FINANCIAL PERFORMANCE AT A GLANCE (Preceding 3 Years)

(₹crore)

SL .No.	Particulars	2015-16	2016-17	2017-18
1	Production (Urea) (LMT)	37.99	38.10054	38.10250
2	Capacity Utilization w.r.t. RAC (Urea %)	117.60	117.90	117.94
3	Sale of Urea (LMT)	36.41	37.58	39.16
4	Sale of Other Fertilizers (LMT)	0.52	2.20	3.93
5	Sale of All Fertilizers (LMT)	36.93	39.78	43.09
		₹ in Crore	₹ in Crore	₹ in Crore
6	Gross sales	7794	7643	8928
7	Other Operating Revenue	35	29	79
8	Total Revenue From Operation	7829	7672	9007
9	Other Income	12	16	18
10	Total Income	7841	7688	9025
11	Total Expenses	7237	7088	8427
12	EBITDA (PBT+ Depreciation + Finance cost)	604	600	598
13	Less: Interest	228	190	190
14	Less: Depreciation	87	85	73
15	Profit Before Tax	289	325	335
16	Profit After Tax	199	208	213

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FINANCIAL PERFORMANCE AT A GLANCE (Preceding 3 Years) (₹crore)

SL .No.	Particulars	2015-16	2016-17	2017-18
17	Net Fixed Assets	4291	4109	4144
18	Working Capital	1487	1424	735
19	Long Term Borrowings	1828	981	170
20	Short Term Borrowings	4296	3154	2890
21	Net Worth	1691	1827	1987
22	Return on Average Net Worth (%)	12.44	11.82	11.17
23	EPS (Rupees)	4.05	4.24	4.34
24	Book Value (Rs. per share)	34.46	37.23	40.51

SALE QUANTITY (Preceding 3 Years)

SL .No.	Particulars	2015-16	2016-17	2017-18
1	Sale of Urea (LMT)	36.41	37.58	39.16
2a	Sale of Traded Goods:- (Fertilizers) DAP (LMT)	0.51	2.14	3.28
	MOP (LMT)	-	-	0.27
	APS (LMT)	-	-	0.26
	BS (LMT)	0.01	0.03	-
	Compost (LMT)	-	0.03	0.12
	Total (2a)	0.52	2.20	3.93
2b	Sale of Traded Goods:- (Agro Chemicals) KG./Ltrs	-	25350	369533
3	Sale of Industrial and others Product (LMT)	0.57	0.80	0.88
4	Total Sales (₹ in Crore)	7794	7643	8928



PERFORMANCE FOR THE QUARTER DECEMBER-2018



PERFORMANCE HIGHLIGHTS FOR THE QTR. ENDED 31/12/18

- Production of urea of 10.06 LMT (9.82 LMT during CPLY)(2% increase)
- Sale of urea 10.57 LMT (10.48 LMT during CPLY) (1% increase)
- Sale of DAP/MOP/APS/NPK/BS/Urea (Govt a/c Imported) of 2.90 LMT (2.68 LMT during CPLY) (8% increase)
- Sale of Compost of 0.08 LMT (0.09 LMT during CPLY) (7% decrease)
- Sale of all fertilizers of 13.55LMT (13.25 LMT during CPLY) (2% increase)
- Total Revenue From Operation of ₹ 3768.78 crore (₹ 2834.78 crore during CPLY) (33% increase).
- EBITDA of ₹ 238.05 crore (₹ 122.90 crore during CPLY) i.e. increase of ₹ 115.15 crore (94% increase)
- PBT of ₹ 166.05 crore (₹ 87.46 crore during CPLY) i.e. increase of ₹ 78.59 crore (90%)
- PAT of ₹ 103.92 crore (₹ 52.50 crore during CPLY) i.e. increase of ₹ 51.42 crore (98% increase)
- Total Comprehensive Income of ₹104.25 crore (₹ 45.82 crore during CPLY) i.e. increase of ₹ 58.43 crore (128% increase)

CPLY : Corresponding period of last year

OVERALL PERFORMANCE ₹Crore

Particulars	Qtr. Dec 2018	Qtr. Dec 2017	Increase/(decrease)	
			₹ Crore	%
Total Revenue From Operation (All Products)	3768.78	2834.78	934.00	33
Total Expenses	3530.73	2711.88	818.85	30
Earnings before interest, depreciation and tax	238.05	122.90	115.15	94
Add : Other Income	29.13	38.15	(9.02)	(24)
Less : Finance cost	77.80	47.78	30.02	63
Less : Depreciation	23.33	25.81	(2.48)	(10)
Profit / (Loss) before tax (PBT)	166.05	87.46	78.59	90
Tax expense	62.13	34.96	27.17	78
Profit/(Loss) after tax (PAT)	103.92	52.50	51.42	98
Other comprehensive income/(loss) net of tax	0.33	(6.68)	7.01	105
Total Comprehensive income/(loss)	104.25	45.82	58.43	128
<p>➤ Other income during CPLY was higher mainly due to profit from sale of redundant front-end Ammonia Plant (by ₹ 36.04 crore) which was offset partially due to increase in interest income (by ₹ 13.86 crore), exchange rate variation (by 10.41 crore) etc.</p> <p>➤ *Reasons for increase in finance cost explained in slide no 39</p> <p>➤ **Depreciation during CPLY was higher consequent to higher depreciation charged on AFCP assets (being NFL's contribution).</p>				



PRODUCTION, PURCHASE & SALE LMT

Particulars	Qtr. Dec 2018	Qtr. Dec 2017	Increase/(decrease)	
			LMT	%
Urea Production	10.06	9.82	0.24	2
Urea Sale	10.57	10.48	0.09	1
DAP/ MOP/APS/ NPK/BS/Urea (Govt A/c Imported) purchase	4.03	0.41	3.62	883
DAP/ MOP/APS/ NPK/BS/Urea (Govt A/c Imported) Sale	2.90	2.68	0.22	8
Compost Purchase	0.07	0.07	-	-
Compost Sale	0.08	0.09	(0.01)	(7)
Sale of all fertilizers	13.55	13.25	0.30	2

Pie chart depicting percentage sale break-up of all fertilizers is at slide no. 21



SALE VALUE & QUANTITY BREAK-UP FOR THE QUARTER DECEMBER-2018



Sale quantity and value of Manufactured Fertilizers (Urea & Products other than urea)

Particulars	Qtr. Dec 2018		CPLY		Inc./ (Dec.) with CPLY (₹ Crore)	Qty./ Val. Inc./ (Dec.) with CPLY %
	Qty.	Value (₹ Crore)	Qty.	Value (₹ Crore)		
(A) Manufactured Fertilizers (urea)						
1. Sales of urea	10.57	548.31	10.48	558.79	(10.48)	1(Qty.)
2. Subsidy on Urea		2178.10		1443.98	734.12	
Gross Sales sale of Urea (A=1+2)	10.57	2726.41	10.48	2002.77	723.64	36 (Val.)
(B) Manufactured Fertilizers (other than urea)						
1. Bio Fertilizers (MT)	232	0.69	138	0.40	0.29	68 (Qty.)
2. Bentonite Sulphur (MT)	4715	5.37	-	-	5.37	-
Sub-Total (B=1+2)	4947	6.06	138	0.40	5.66	



Sale quantity and value of Traded Fertilizers & Other Traded Goods

Particulars	Qtr. Dec 2018		CPLY		Inc./ (Dec.) with CPLY (₹ Crore)	Qty. /Val. Inc./ (Dec.) with CPLY %
	Qty.	Value (₹ Crore)	Qty.	Value (₹ Crore)		
(C)Traded Fertilizers						
(C.1) Imported Fertilizers						
1. DAP (LMT)	2.10	803.12	2.38	708.59	94.53	(12)/13
2. MOP (LMT)	-	-	0.13	23.40	(23.40)	
3. APS (LMT)	0.01	1.42	0.17	36.96	(35.54)	(94)/(90)
4. NPK (LMT)	0.34	113.92	-	-	113.92	-
5. Urea (Govt. A/c) (LMT)	0.45	31.38	-	-	31.38	-
Sub-total (C.1=1+2+3+4+5)	2.90	949.84	2.68	768.95	180.89	8/24
(C.2.)Traded Fertilizer (Indigenous)						
1. Compost (LMT)	0.08	3.12	0.09	2.81	0.31	
Total Traded Fertilizers (C=C.1+C.2)	2.98	952.96	2.77	771.76	181.20	8/23
D. Other Traded Goods (OTG)						
1. Seeds (Quintals)	60251	17.59	46335	11.42	6.17	30/54
2. Agro Chemicals (Kgs/Ltrs.)	41904	3.46	28536	1.38	2.08	
Sub-Total OTG (D=1+2)		21.05		12.80	8.25	64 (Val.)

Sale quantity and value of Industrial & Other Products

Particulars	Qtr. Dec 2018		CPLY		Inc./ (Dec.) with CPLY (₹ Crore)	Qty./Val. Inc./ (Dec.) with CPLY %
	Qty.	Value (₹ Crore)	Qty.	Value (₹ Crore)		
E. Industrial & Other Products						
1. Nitric Acid (MT)	18013	35.13	17286	28.76	6.37	1 (Qty)
2. Ammonium Nitrate (MT)	3520	13.27	2961	6.17	7.10	19 (Qty)
3. Sodium Nitrate/ Nitrite (MT)	810	3.71	736	3.12	0.59	10 (Qty)
4. Others (Carbon slurry, Fly ash etc.		0.44		3.21	(2.77)	
Sub-Total (E=1+2+3+4)		52.55		41.26	11.29	27 (Val.)
Total (A+B+C+D+E)		3759.03		2828.99	930.04	
Revenue From Services		5.85		-	5.85	
Other Operating Revenue		3.90		5.79	(1.89)	
Gross sale (All product) LMT	13.55	3768.78	13.25	2834.78	934	2% (Qty) / 33% (Val.)



SALE OF UREA (ZONE WISE) (LMT)

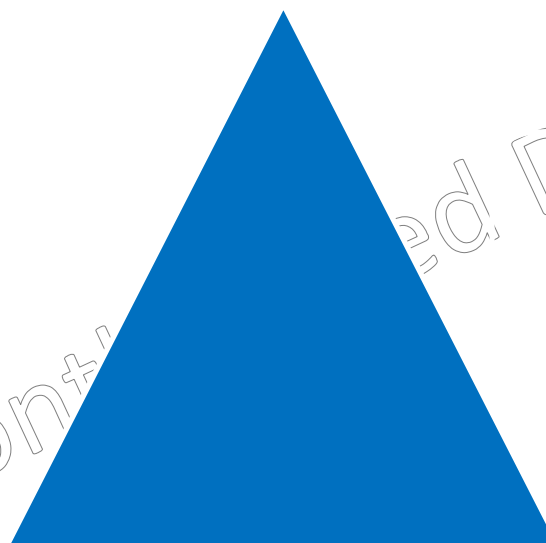
Zonal Offices	Actual Oct-Dec 2018	CPLY Oct-Dec 2017	Increase/ (Decrease)
Chandigarh	4.56	4.92	(0.36)
Bhopal	3.39	2.78	0.61
Lucknow	2.62	2.78	(0.16)
TOTAL	10.57	10.48	0.09

- Bhopal Zone has performed better in term of increase in sale of urea in comparison to CPLY.
- LMT= lakh Metric Tons

Total Revenue from Operation Growth in Qtr. December 2018

₹ 3768.78 crore

(Qtr. Dec. 2018)



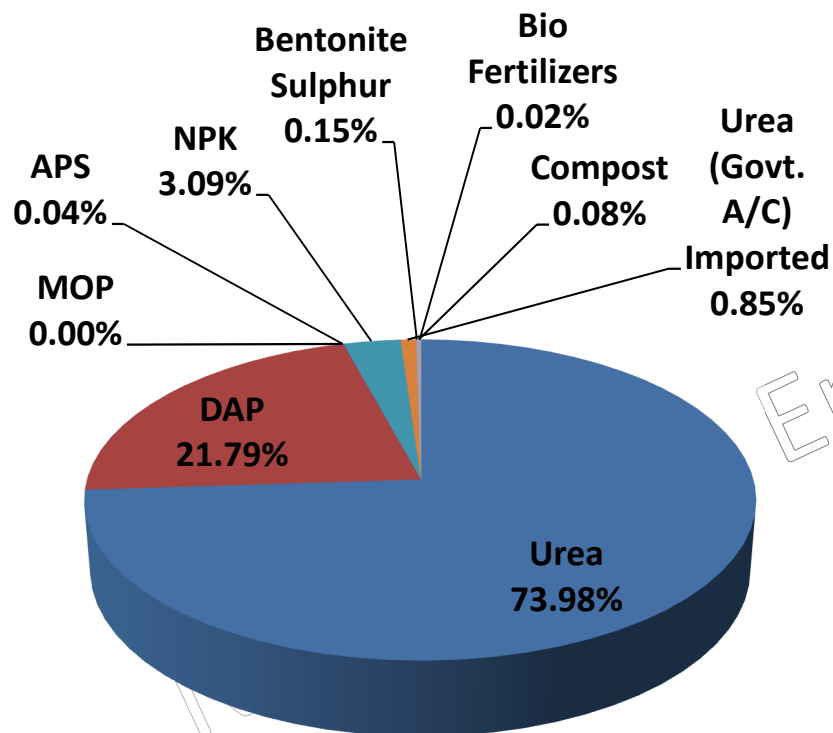
(33%)

₹ 2834.78 crore

(Qtr. Dec. 2017)

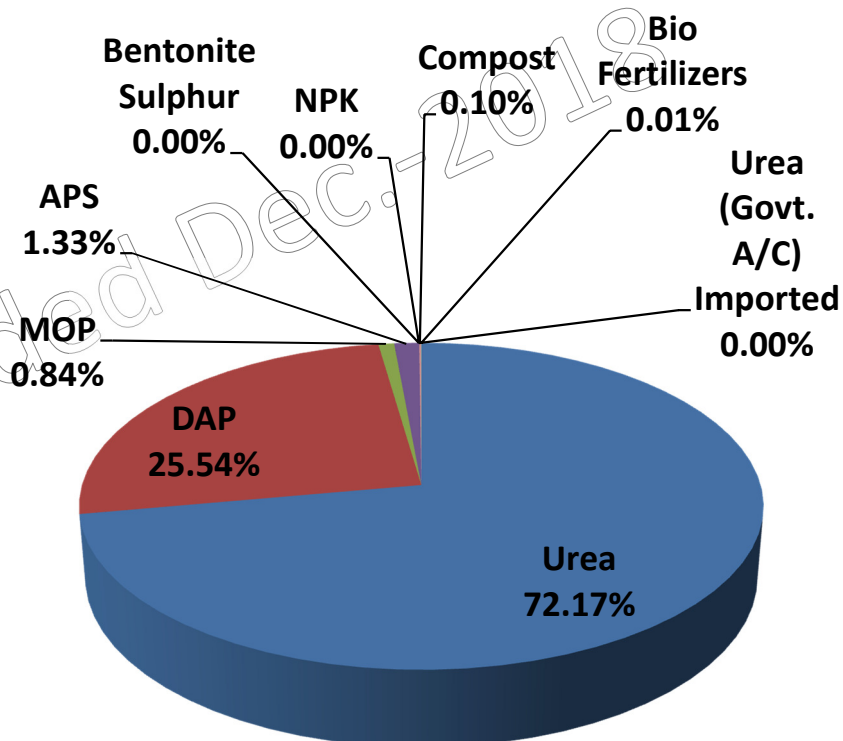
Sale Breakup All Fertilizers (% sale)

Qtr-Dec-2018



LMT 13.55

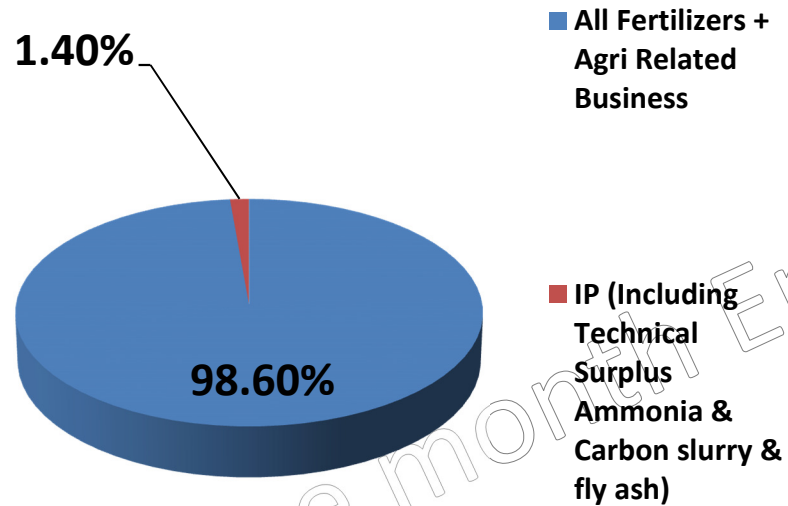
Qtr-Dec-2017



LMT 13.25

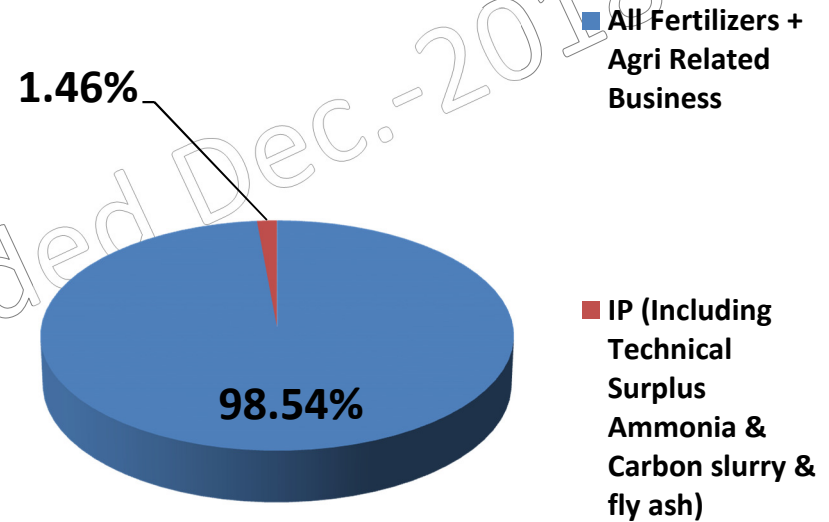
Sale Breakup of All Fertilizers + Agri related Business Vs Industrial Product % Sale

Qtr-Dec-2018



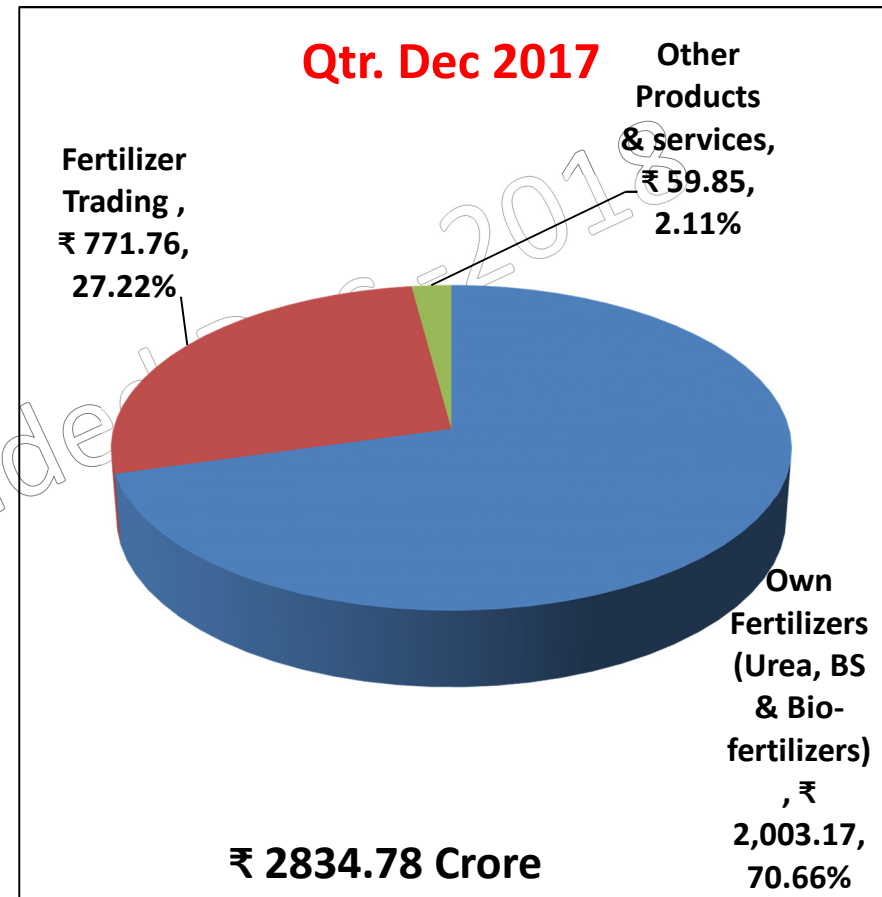
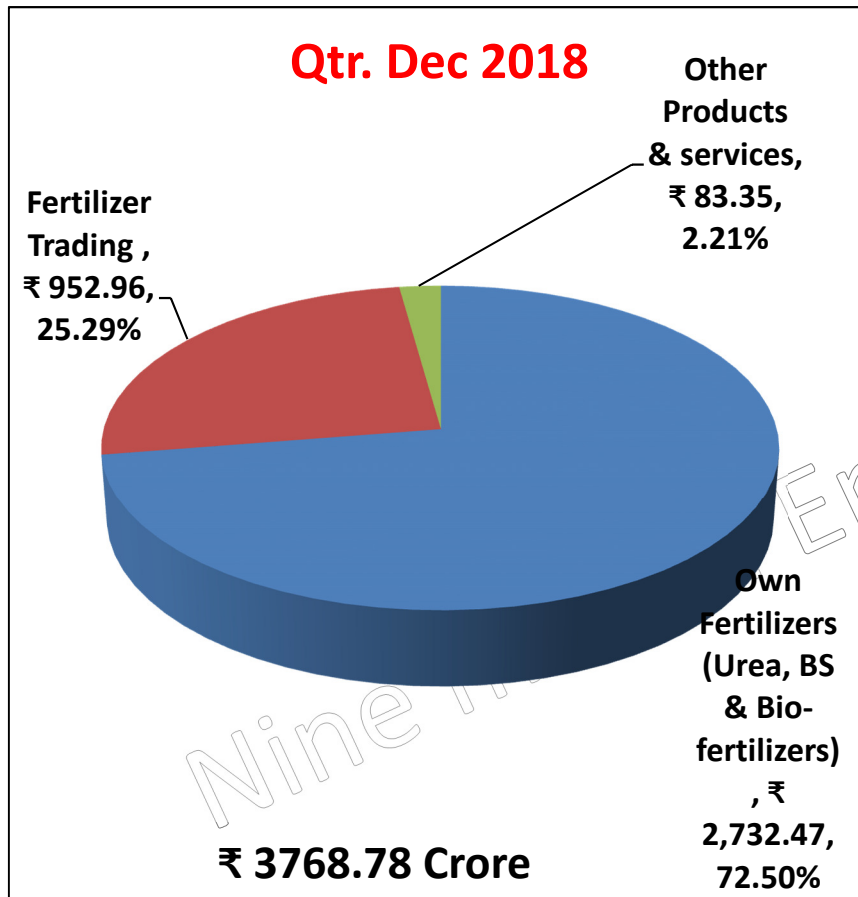
₹ 3759.03 Crore

Qtr-Dec-2017



₹ 2828.99 Crore

Sale Breakup Segment wise-Urea/Traded goods/Industrial Product & Others Product & Services (Value & % Sale)

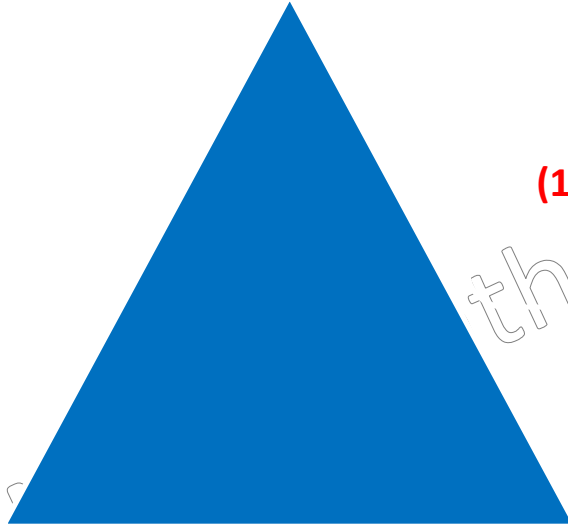


- Own Fertilizers includes Urea, Bentonite Sulphur and Bio-Fertilizers
- Fertilizer Trading Includes DAP/MOP/APS/NPK /Urea (Govt A/c) Imported and Compost
- Other product & services includes: (a) Industrial Products i.e. Nitric Acid, Ammonium nitrate, Sodium Nitrate/Nitrite, Ammonia. (b) Services for marketing & handling Import Urea (Govt. A/c). (c) Training services to other organization.

Urea Sales Quantity & Value

Quantity

10.57 LMT
(Qtr. Dec. 2018)

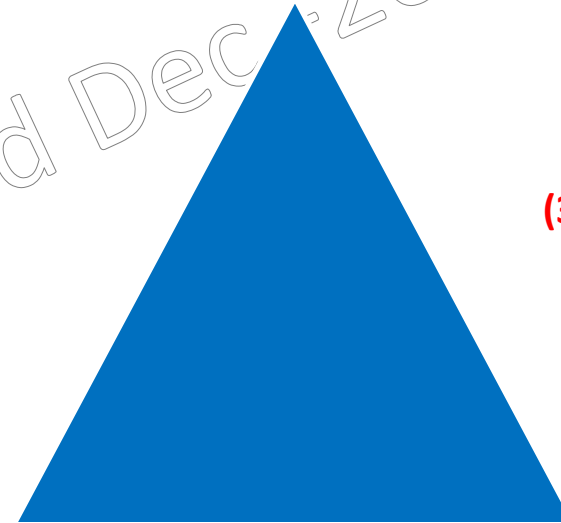


10.48 LMT
(Qtr. Dec. 2017)

(1 %)

Value

₹ 2726.41 crore
(Qtr. Dec. 2018)



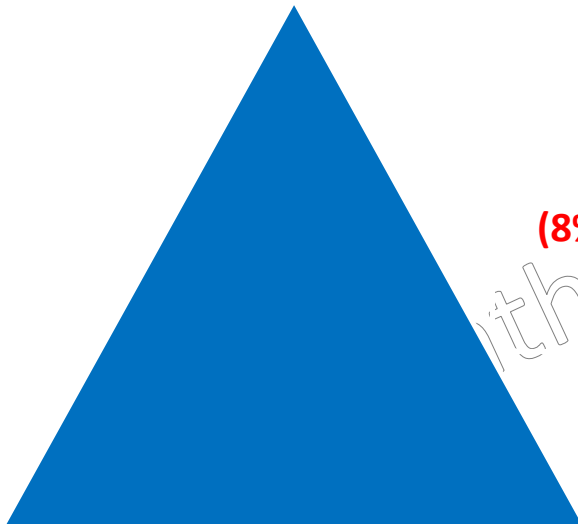
₹ 2002.77 crore
(Qtr. Dec. 2017)

(36%)

Traded Fertilizers Sale Quantity & Value

Quantity

2.98 LMT
(Qtr. Dec. 2018)

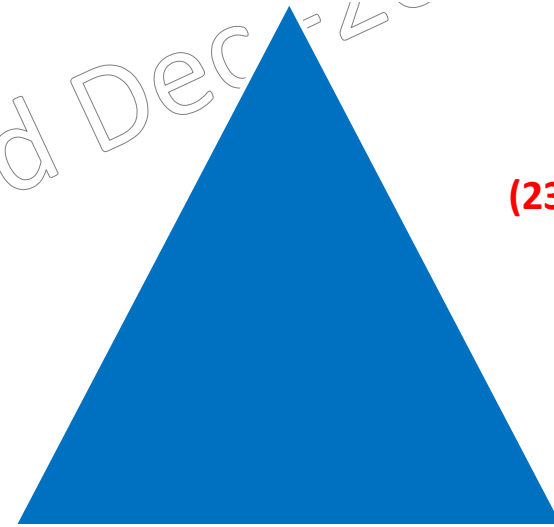


2.77 LMT
(Qtr. Dec. 2017)

(8%)

Value

₹ 952.96 crore
(Qtr. Dec. 2018)

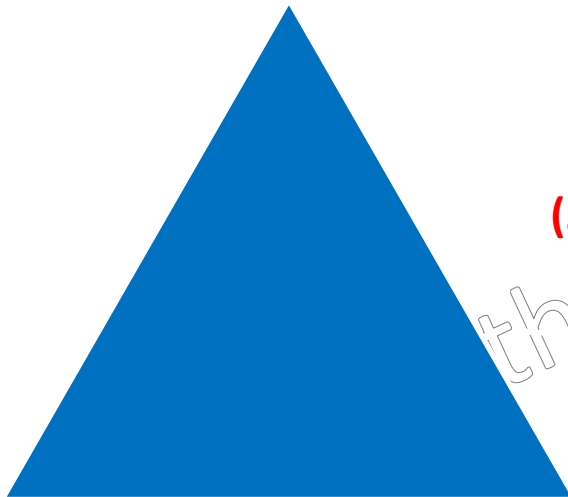


₹ 771.76 crore
(Qtr. Dec. 2017)

(23%)

Sale Quantity & Value of Industrial Products & Other Products

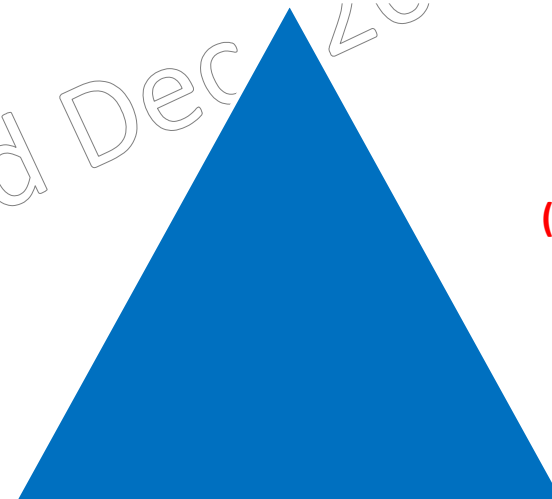
0.22 LMT
(Qtr. Dec. 2018)



(5%)

0.21 LMT
(Qtr. Dec. 2017)

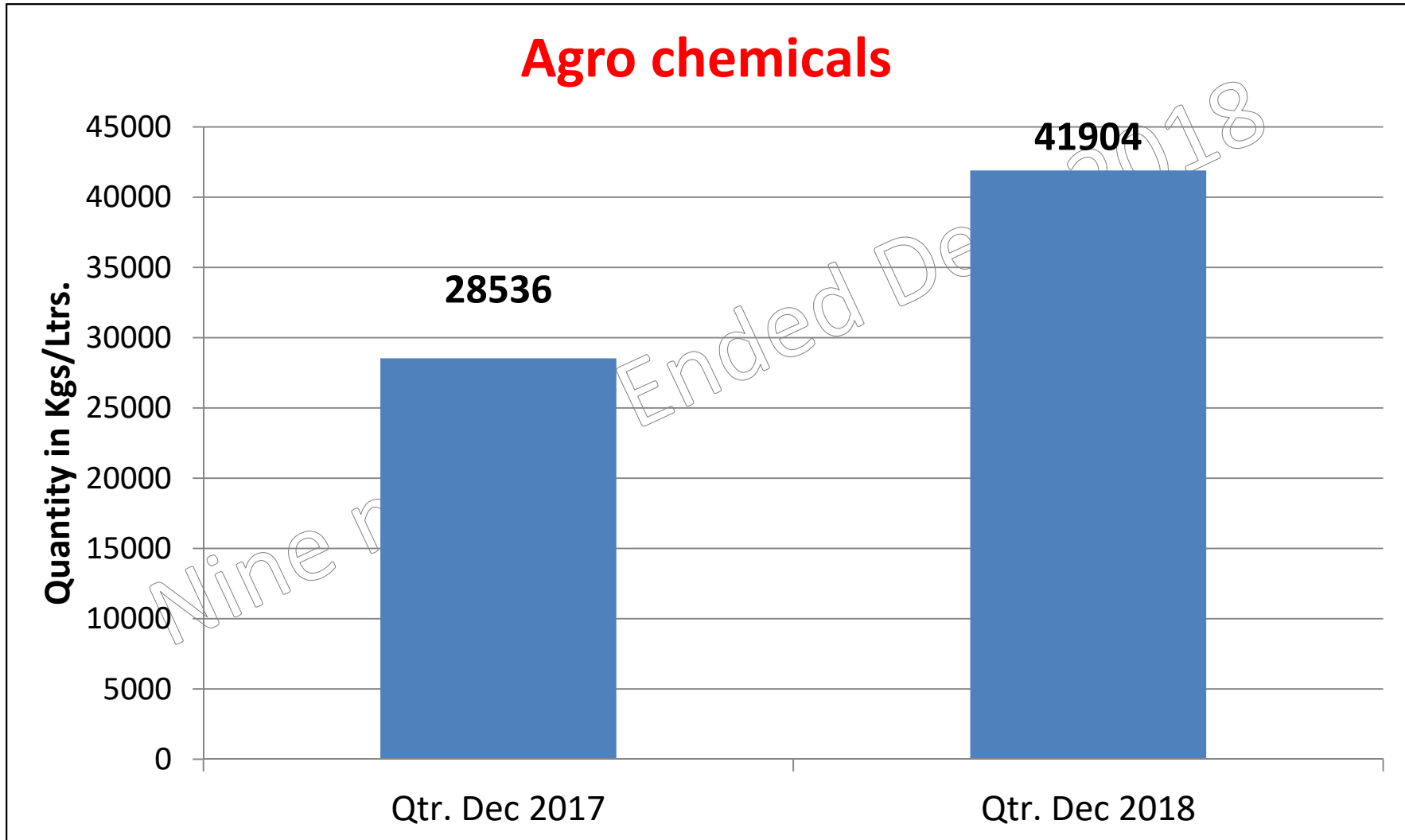
₹ 52.55 crore
(Qtr. Dec. 2018)



(27%)

₹ 41.26 crore
(Qtr. Dec. 2017)

Sale of Agro chemicals (KG/Ltr.)





DETAILS OF EXPENSES FOR THE QUARTER DECEMBER-2018

Details of Expenses for Qtr. Dec 18

Particulars	Qr. Dec. 18	Qr. Dec. 17	Increase/ (Decrease)	Remarks
Production of urea (LMT)	10.06	9.82	0.24	Increase of 24000 MT
Sale of urea (LMT)	10.57	10.48	0.09	Increase of 9000 MT
	(₹ Crore)	(₹ Crore)	(₹ Crore)	
Cost of Materials consumed	1341.26	883.33	457.93	due to increase in average price of gas by 32% to (USD 9.69/MMBTU during the current period as compared to USD 12.84/MMBTU during CPLY) and higher production of urea by 0.25 LMT.
Power and Fuel	856.11	600.77	255.34	
Purchase of Traded Goods (Details in next slide)	843.61	95.90	747.71	due to higher import of DAP by 1.84 LMT and urea by 1.78 LMT in comparison to CPLY.
Employee Benefits Expense	146.25	263.03	(116.78)	one time provision of ₹ 110.61 crore towards gratuity liability was made in the Dec 2017 quarter as per the DPE OM dated 3rd Aug, 2017.
Freight and Handling	238.18	161.84	76.34	due to rise in fuel cost and higher sale of fertilizers.
Repairs and Maintenance	12.54	19.15	(6.61)	decrease of ₹ 6.61 crore mainly on account of led lightings which were earlier charged to Repairs and maintenance has now been capitalized.
Excise duty	-	(0.12)	0.12	
Other Expenses	50.49	38.05	12.44	mainly due to charging of un-availed Input GST credit of ₹ 8.11 crore to expense.
(Incr.)/Dec. in inventories	42.29	649.93	(607.64)	due to decrease in stock of urea to 0.72 LMT as on 31st Dec, 2018 from 1.23 LMT as on 30th Sept, 2018.
Total Expenses (excluding depreciation and finance cost)	3570.73	2711.88	818.85	30% increase

Purchase of Traded goods (Qty. and Value)

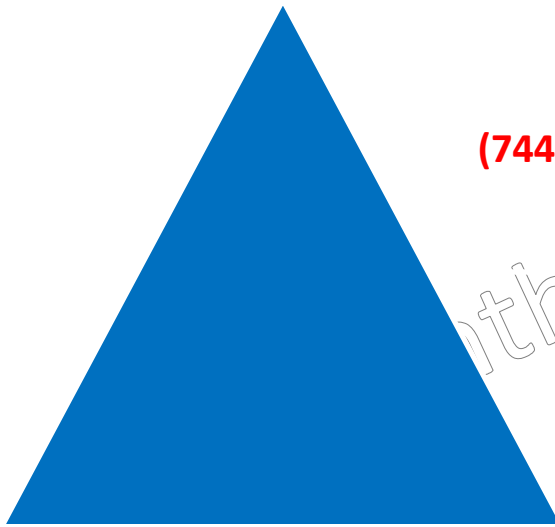
Particulars	Qr. Dec. 18		Qr. Dec. 17		Increase/ (Decrease)	
	Qty.	Value (₹ Crore)	Qty.	Value (₹ Crore)	Qty.	(₹ Crore)
DAP (IMP) (LMT)	2.25	729.91	0.41	87.73	1.84	642.18
Urea (Govt. Account) LMT	1.78	88.75	-	-	1.78	88.75
Compost (IND) (LMT)	0.07	2.64	0.07	2.24	-	0.40
Sub-total	4.10	821.30	0.48	89.97	3.62	731.33
Agro Chemicals (Kgs./Ltrs.)	119245	4.88	12500	(2.14)*	106745	7.02
Seeds (Quintals)	65421	17.43	29418	8.07	36003	9.36
Total		843.61		95.90		747.71

- *Purchase value adjustment.
- Purchase of traded fertilizers increases by 754% during current period.
- During the quarter ended Dec, 2018 the purchase of traded goods for ₹ 843.61 crore (₹ 95.90 crore during CPLY) was higher by ₹ 747.71 crore (780%) mainly due to higher import of DAP by 1.84 LMT and urea (govt. account) by 1.78 LMT in comparison to CPLY.

Purchase Value and Quantity of Traded Fertilizers

Quantity

4.10 LMT
(Qr. Dec. 18)

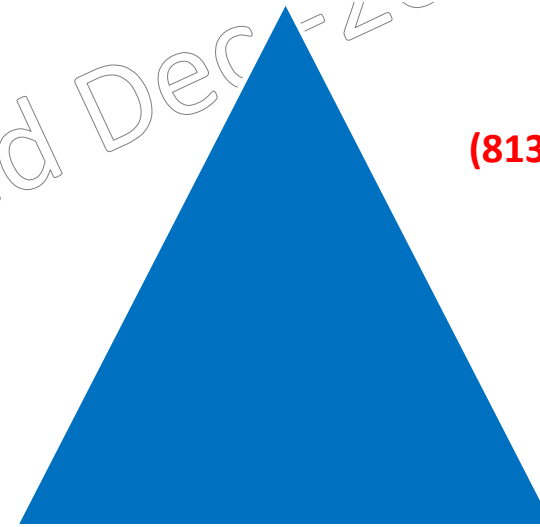


(744 %)

0.48 LMT
(Qr. Dec 17)

Value

₹ 821.30 crore
(Qr. Dec. 18)



(813 %)

₹ 89.97 crore
(Qr. Dec 17)



**PRODUCTION, ON STREAM DAYS
&
ENERGY CONSUMPTION
FOR
THE QUARTER
DECEMBER-2018**



UREA PRODUCTION (Quarterly) Lakh MT

Unit	Oct-Dec 2018	Oct-Dec 2017	Variance with CPL
	Actual	Actual	
Nangal	1.47	1.41	0.06
Panipat	1.46	1.51	(0.05)
Bathinda	1.53	1.51	0.02
Vijaipur I	2.67	2.69	(0.02)
Vijaipur II	2.93	2.69	0.24
Total	10.06	9.81	0.25

- Production of urea during the quarter was higher at Nangal, Bathinda and Vijaipur-II units as compared to CPL.
- Urea production was lower (by 0.05 LMT) at Panipat due to annual shutdown taken for 13 days from 21st Sept, 2018 to 3rd Oct, 2018 .
- Urea production at Vijaipur-I was lower (by 0.02 LMT) due to synthesis turbine problem in the month of October-2018..



Production of Urea in 3rd Quarter in Preceeding 3 years (Qty. in LMT)

Production of Urea for the 3 rd Quarter (Oct to Dec)				
	2015-16	2016-17	2017-18	2018-19
Units	Q3	Q3	Q3	Q3
NANGAL	1.47	1.45	1.41	1.47
PANIPAT	1.47	1.47	1.51	1.46
BATHINDA	1.47	1.46	1.51	1.53
VIJAIPUR- I	2.77	2.65	2.69	2.67
VIJAIPUR-II	3.04	3.15	2.69	2.93
TOTAL	10.23	10.18	9.82	10.06

On-Stream Days (for the 3rd Quarter in Preceding 3 Years) (No. of Days)

Stream Days for the 3 rd Quarter (Oct to Dec)				
Units	2015-16	2016-17	2017-18	2018-19
	Q3	Q3	Q3	Q3
NANGAL	92	90	84	89
PANIPAT	92	89	91	85
BATHINDA	91	88	91	91
VIJAIPUR- I	91	86	88	88
VIJAIPUR-II	89	92	77	90



ENERGY CONSUMPTION

(GCAL/MT OF UREA)

Units	Revised Energy Norms for 2018-19	Actual Energy	
		Oct-Dec 2018	Oct-Dec 2017
Nangal	7.083	6.671	6.683
Panipat	7.592	6.711	6.626
Bathinda	7.459	6.589	6.668
Vijaipur I	5.896	5.896	5.756
Vijaipur II	5.500	5.391	5.425
<p>➤ Energy consumption during current quarter was lower than CPLY at all units except Panipat & Vijaipur-I on account of annual shutdown during the current quarter.</p> <p>➤ Energy norms after considering 2% penalty in case of all units (except Vijaipur-II unit).</p>			



Analysis of Finance Cost

BREAK UP OF TOTAL FINANCE COST FOR Qtr. DECEMBER 2018

₹ Crore

Particulars	Qtr. Dec 2018	Qtr. Dec 2017	Increase/ (Decrease)
Interest on Long Term Loans	1.71	0.54	1.17
Interest on working capital Loans (excluding interest on trading activities)	58.65	31.31	27.34
Other borrowing costs (CP related charges)	1.02	0.75	0.27
Other Interest (mainly interest on security deposits from Dealers)	2.26	2.63	(0.37)
Total finance cost	63.64	35.23	28.41
Add: Interest cost attributable to trading activities	14.16	12.55	1.61
Total finance cost (as per P&L Account)	77.80	47.78	30.02
<p>➤ Total finance cost increased by ₹ 30.02 crore i.e. 63% in the quarter in comparison to CPLY and reasons are in next slide.</p>			

ANALYSIS OF FINANCE COST ₹ Crore

- Interest on working capital loans has increased by ₹ 28.95 crore (₹ 27.34 crore + ₹ 1.61 crore) due to higher interest rates (7.12% as compared to 6.23% during CPLY) and higher average borrowings by ₹ 1299.39 crore i.e. 45% (₹ 4158.77 crore as compared to ₹ 2859.38 crore during CPLY)
- The increase is due to higher purchase of imported fertilizers (by ₹ 730.93 crore), increase in pool gas prices (by 32.51%), delay in settlement of credit amounts by Gas Pool Fund Operator (GAIL) during the current quarter.
- Interest on Long Term Loans has increased by ₹ 1.17 crore during the period mainly due to increase in three month LIBOR rates to 2.386% as compared to 1.331% during CPLY.



PERFORMANCE FOR THE NINE MONTH DECEMBER-2018

PERFORMANCE HIGHLIGHTS

- Production of urea of 28.89 LMT (28.48 LMT during CPLY) (1% increase)
- Sale of urea 29.58 LMT (30.19 LMT during CPLY) (2% decrease)
- Sale of DAP/MOP/APS/NPK/BS/Urea (Govt a/c Imported) of 5.27 LMT (3.72 LMT during CPLY) (42% increase)
- Sale of Compost of 0.19 LMT (0.11 LMT during CPLY) (79% increase)
- Sale of all fertilizers of 35.04 LMT (34.02 LMT during CPLY) (3% increase)
- Total Revenue From Operation of ₹ 9162.65 crore (₹ 6843.89 crore during CPLY) (34% increase)
- EBITDA of ₹ 588.09 crore (₹ 382.07 crore during CPLY) i.e. increase of ₹ 206.02 crore (54% increase)
- Ratio of revenue from Non-urea business and Urea business increased to 22: 78 as compared to 18 : 82 during CPLY.
- PBT of ₹ 343.72 crore (₹ 230.59 crore during CPLY) i.e. increase of ₹ 113.13 crore (49% increase)
- PAT of ₹ 217.57 crore (₹ 145.09 crore during CPLY) i.e. increase of ₹ 72.48 crore (50% increase)
- Total Comprehensive Income of ₹ 218.55 crore (₹ 137.66 crore during CPLY) i.e. increase of ₹ 80.89 crore (59% increase)

CPLY : Corresponding period of last year

OVERALL PERFORMANCE ₹Crore

Particulars	NINE MONTH 2018	NINE MONTH 2017	Increase/(decrease)	
			₹ Crore	%
Total Revenue From Operation (All Products)	9162.65	6843.89	2318.76	34
Total Expenses	8574.56	6461.82	2112.74	33
Earnings before interest, depreciation and tax	588.09	382.07	206.02	54
Add : Other Income	40.23	47.37	(7.14)	(15)
Less : Finance cost	223.97	143.17	80.80	56
Less : Depreciation	60.63	55.68	4.95	9
Profit / (Loss) before tax (PBT)	343.72	230.59	113.13	49
Tax expense	126.15	85.50	40.65	48
Profit/(Loss) after tax (PAT)	217.57	145.09	72.48	50
Other comprehensive income/(loss) net of tax	0.98	(7.43)	8.41	113
Total Comprehensive income/(loss)	218.55	137.66	80.89	59



PRODUCTION, PURCHASE & SALE LMT

Particulars	Nine month Dec-2018	Nine month Dec-2017	Increase/(decrease)	
			LMT	%
Urea Production	28.89	28.48	0.41	1
Urea Sale	29.58	30.19	(0.61)	(2)
DAP/ MOP/APS/ NPK/BS/Urea (Govt A/c Imported) purchase	8.04	3.83	4.21	110
DAP/ MOP/APS/ NPK/BS/Urea (Govt A/c Imported) Sale	5.27	3.72	1.55	42
Compost Purchase	0.19	0.11	0.08	73
Compost Sale	0.19	0.11	0.08	73
Sale of all fertilizers	35.04	34.02	1.02	3



SALE VALUE & QUANTITY BREAK-UP FOR THE NINE MONTH DECEMBER-2018



Sale quantity and value of Manufactured Fertilizers (Urea & other than urea)

Particulars	Nine Month 2018		CPLY		Inc./ (Dec.) with CPLY (₹ Crore)	Qty./ Val. Inc./ (Dec.) with CPLY %
	Qty.	Value (₹ Crore)	Qty.	Value (₹ Crore)		
(A) Manufactured Fertilizers (urea)						
1. Sales of urea	29.58	1533.54	30.19	1615.77	(82.23)	(2)
2. Subsidy on Urea		5646.64		3997.13	734.12	
Gross Sales sale of Urea (A=1+2)	29.58	7180.18	30.19	5612.90	1567.28	28 (Val.)
(B) Manufactured Fertilizers (other than urea)						
1. Bio Fertilizers (MT)	502	1.44	371	1.08	0.36	35
2. Bentonite Sulphur (MT)	4715	5.37	-	-	5.37	-
Sub-Total (B=1+2)	5217	6.81	371	1.08	5.73	

Sale quantity and value of Traded Fertilizers & Other Traded Goods

Particulars	Nine Month 2018		CPLY		Inc./ (Dec.) with CPLY (₹ Crore)	Qty. /Val. Inc./ (Dec.) with CPLY %
	Qty.	Value (₹ Crore)	Qty.	Value (₹ Crore)		
(C)Traded Fertilizers						
(C.1) Imported Fertilizers						
1. DAP (LMT)	3.95	1470.88	3.22	973.80	497.08	23 (Qty.)
2. MOP (LMT)	-	-	0.260	50.22	(50.22)	(100) (Qty.)
3. APS (LMT)	0.26	63.81	0.24	54.83	8.98	8 (Qty.)
4. NPK (LMT)	0.61	200.47	-	-	200.47	-
5. Urea (Govt. A/c) (LMT)	0.45	31.38	-	-	31.38	-
6. Bentonite Sulphur MT	-	-	64	0.15	(0.15)	(100) (Qty.)
Sub-total (C.1=1+2+3+4+5+6)	5.27	1766.54	3.72	1079.00	687.54	42(Qty) / 64 (Val.)
(C.2.)Traded Fertilizer (Indigenous)						
1. Compost (LMT)	0.19	7.71	0.11	3.80	3.91	
Total Traded Fertilizers (C=C.1+C.2)	5.46	1774.25	3.83	1082.80	691.45	43(Qty) / 64 (Val.)
D. Other Traded Goods (OTG)						
1. Seeds (Quintals)	61284	20.64	47258	12.02	8.62	30 (Qty.)
2. Agro Chemicals (Kgs/Ltrs.)	592989	9.35	224625	4.17	5.18	164 (Qty.)
Sub-Total OTG (D=1+2)		29.99		16.19	13.80	85 (Val.)
➤ Note: The seeds sowing area (Paddy, Soybean, Mustard, Gram & wheat) has increased to 2193 hectare from 2100 hectare in 2017-18.						

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Sale quantity and value of Industrial & Other Products

Particulars	Qtr. Dec 2018		CPLY		Inc./ (Dec.) with CPLY (₹ Crore)	Qty./Val. Inc./ (Dec.) with CPLY %
	Qty.	Value (₹ Crore)	Qty.	Value (₹ Crore)		
E. Industrial & Other Products						
1. Nitric Acid (MT)	53236	111.38	50451	86.91	24.47	6 (Qty.)
2. Ammonium Nitrate (MT)	9362	27.16	6985	14.94	12.22	34 (Qty.)
3. Sodium Nitrate/ Nitrite (MT)	2222	10.35	2248	9.34	1.01	(1) (Qty.)
4. Technical Surplus Ammonia(MT)	131	0.37	2460	6.27	(5.90)	(95) (Qty.)
5. Others (Carbon slurry, Fly ash etc.		0.70		2.14	(1.44)	
Sub-Total (E=1+2+3+4+5)		149.96		119.60	30.36	25 (Val.)
Total (A+B+C+D+E)		9141.19		6832.57	2308.62	
Revenue From Services		12.80		-	12.80	
Other Operating Revenue		8.66		11.32	(2.66)	
Gross sale (All product) LMT	35.04	9162.65	34.02	6843.89	2318.76	3(Qty.) / 34 (Val.)

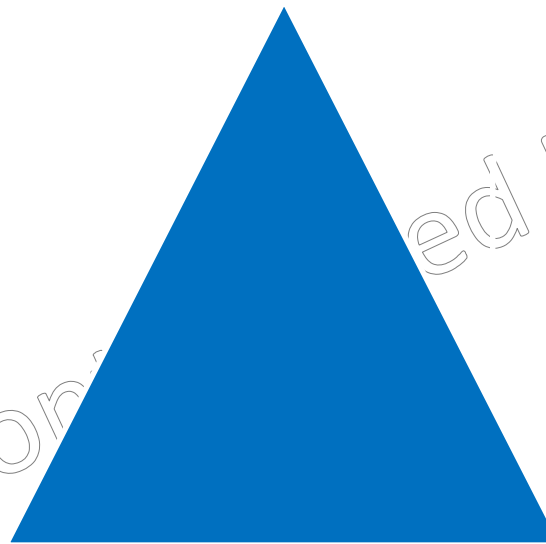
SALE OF UREA (ZONE WISE) (LAKH MT)

Zonal Offices	Actual Apr-Dec 2018	Actual Apr-Dec 2017	Increase/ (Decrease)
Chandigarh	12.84	13.04	(0.20)
Bhopal	9.19	8.25	0.94
Lucknow	7.55	8.90	(1.35)
TOTAL	29.58	30.19	(0.61)

- Sale of urea at Chandigarh and Lucknow zone is lower in comparison to CPLY due to lower availability of stock in field due to lower dispatches because of Railway restrictions/ non-availability of empty wagons during the current period.

Sale Growth in Nine Month December 2018

₹ 9162.65 crore
(Nine month Dec 2018)

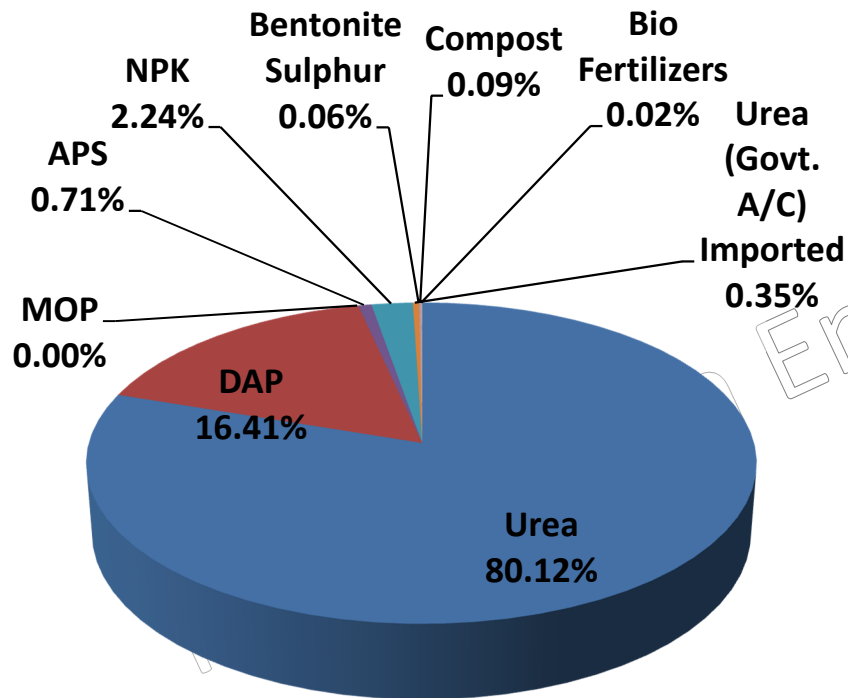


(34 %)

₹ 6843.89 crore
(Nine month Dec 2017)

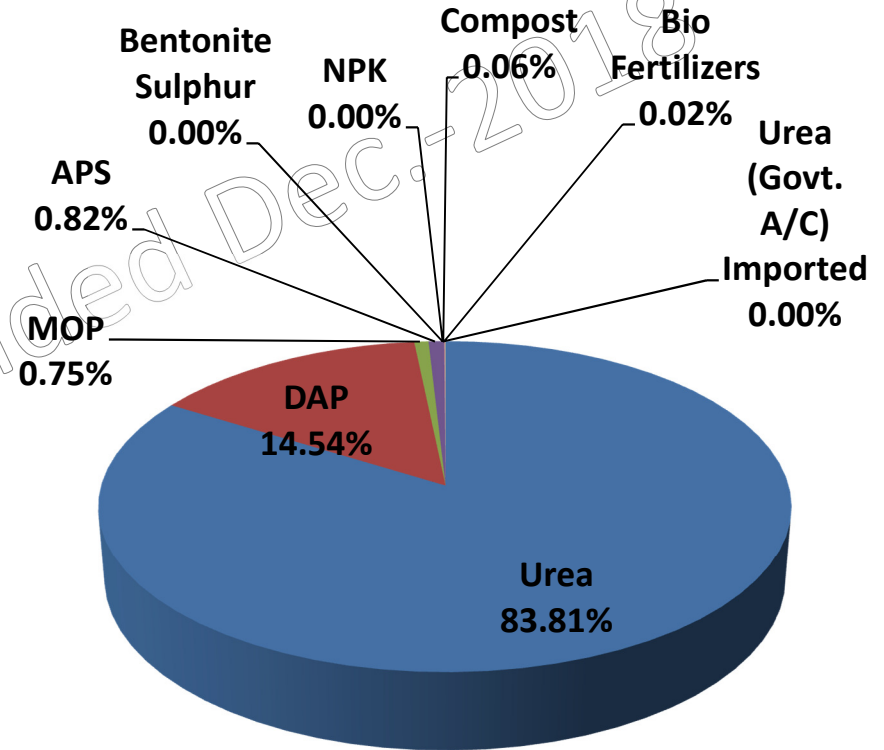
Sale Breakup All Fertilizers % Sale

Nine Month Dec-2018



LMT 35.04

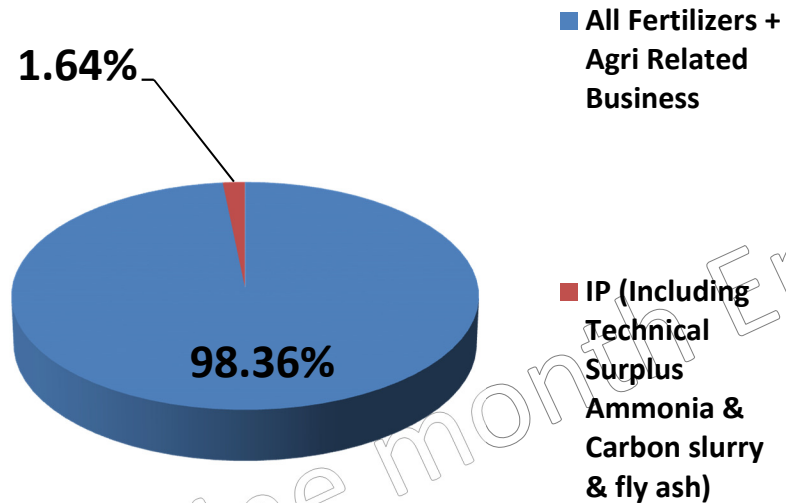
Nine Month Dec-2017



LMT 34.02

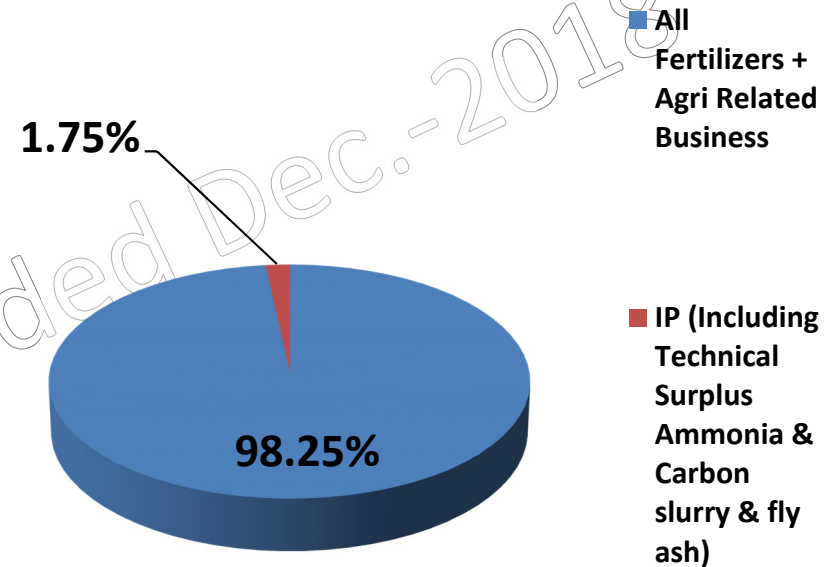
Sale Breakup of All Fertilizers + Agri related Business Vs Industrial Product % Sale

Nine Month Dec-2018



₹ 9141.19 Crore

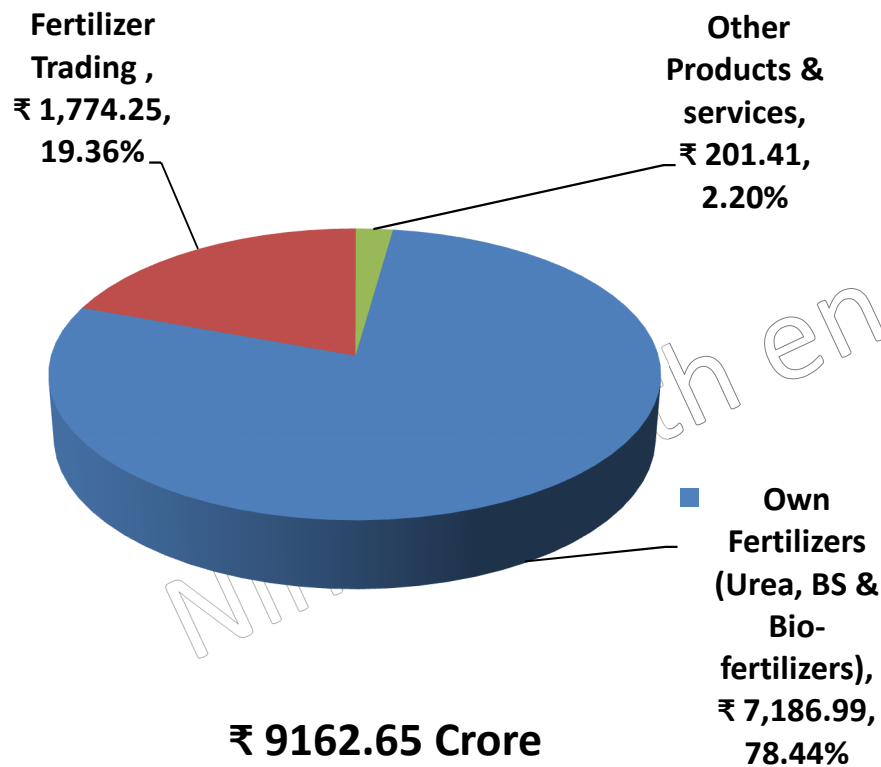
Nine Month Dec-2017



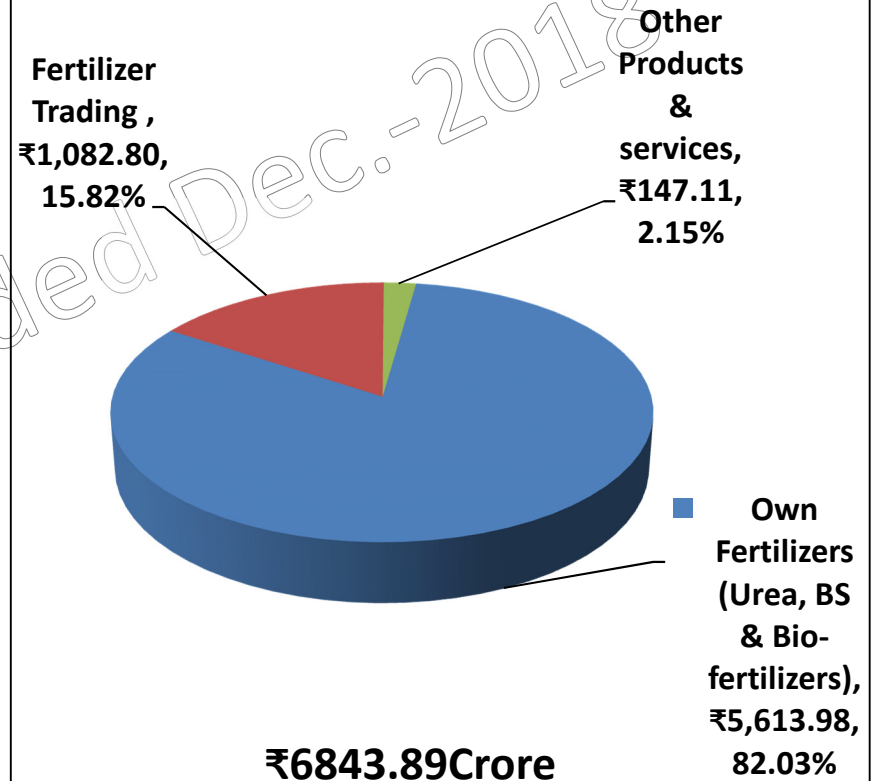
₹ 6832.57 Crore

Sale Breakup Segment wise-Urea/Traded goods/Industrial Product & Others Product & Services (Value & % Sale)

Nine Month Dec 2018



Nine Month Dec 2017



- Own Fertilizers includes Urea, Bentonite Sulphur and Bio-Fertilizers.
- Fertilizer Trading Includes DAP/MOP/APS/NPK /Urea (Govt A/c) Imported and Compost.
- Other product & services includes: (a) Industrial Products i.e. Nitric Acid, Ammonium nitrate, Sodium Nitrate/Nitrite, Ammonia. (b) Services for marketing & handling Import Urea (Govt. A/c). (c) Training services to other organization.



Urea Sales Quantity & Value

Quantity

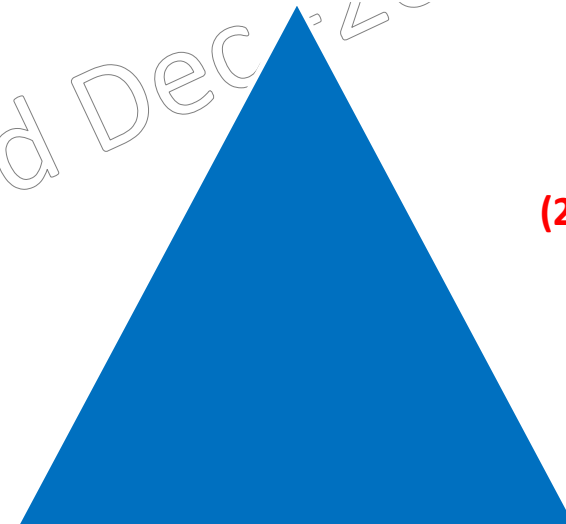
29.58 LMT
(Nine month Dec 2018)



30.19 LMT
(Nine month Dec 2017)

Value

₹ 7180.18 crore
(Nine month Dec 2018)

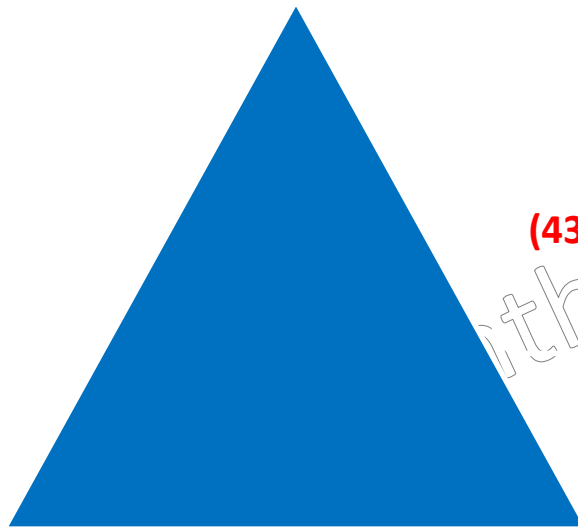


₹ 5612.90 crore
(Nine month Dec 2017)

Traded Fertilizers Sale Quantity & Value

Quantity

5.46 LMT
(Nine month Dec 2018)

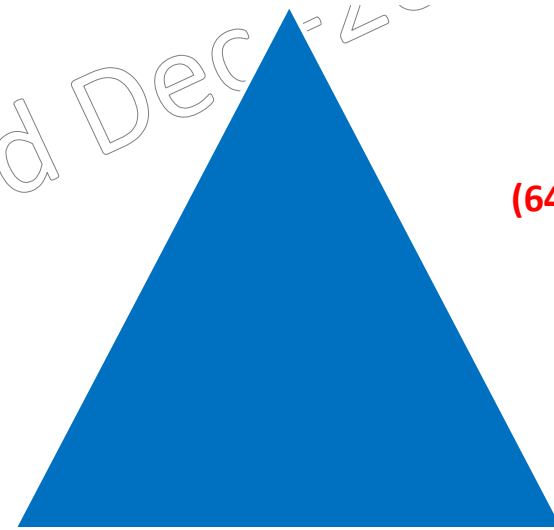


(43%)

3.83LMT
(Nine month Dec 2017)

Value

₹ 1774.25 crore
(Nine month Dec 2018)

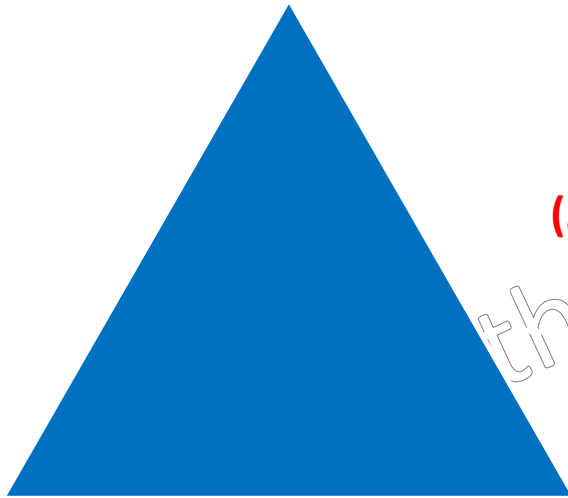


(64%)

₹ 1082.80 crore
(Nine month Dec 2017)

Sale Quantity & Value of Industrial Products & Other Products

0.65 LMT
(Nine month Dec 2018)

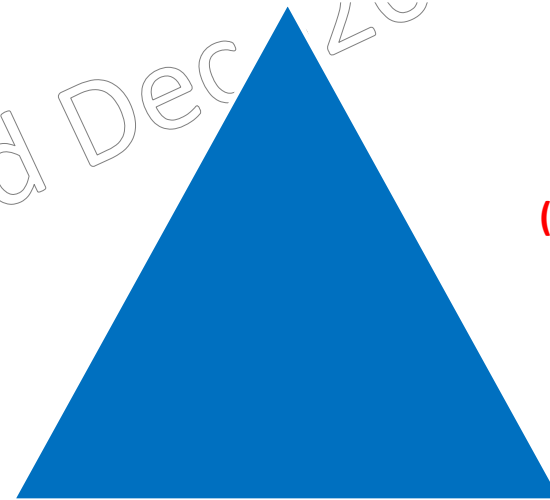


(5%)

0.62 LMT
(Nine month Dec 2017)

Nine month ended Dec 2017

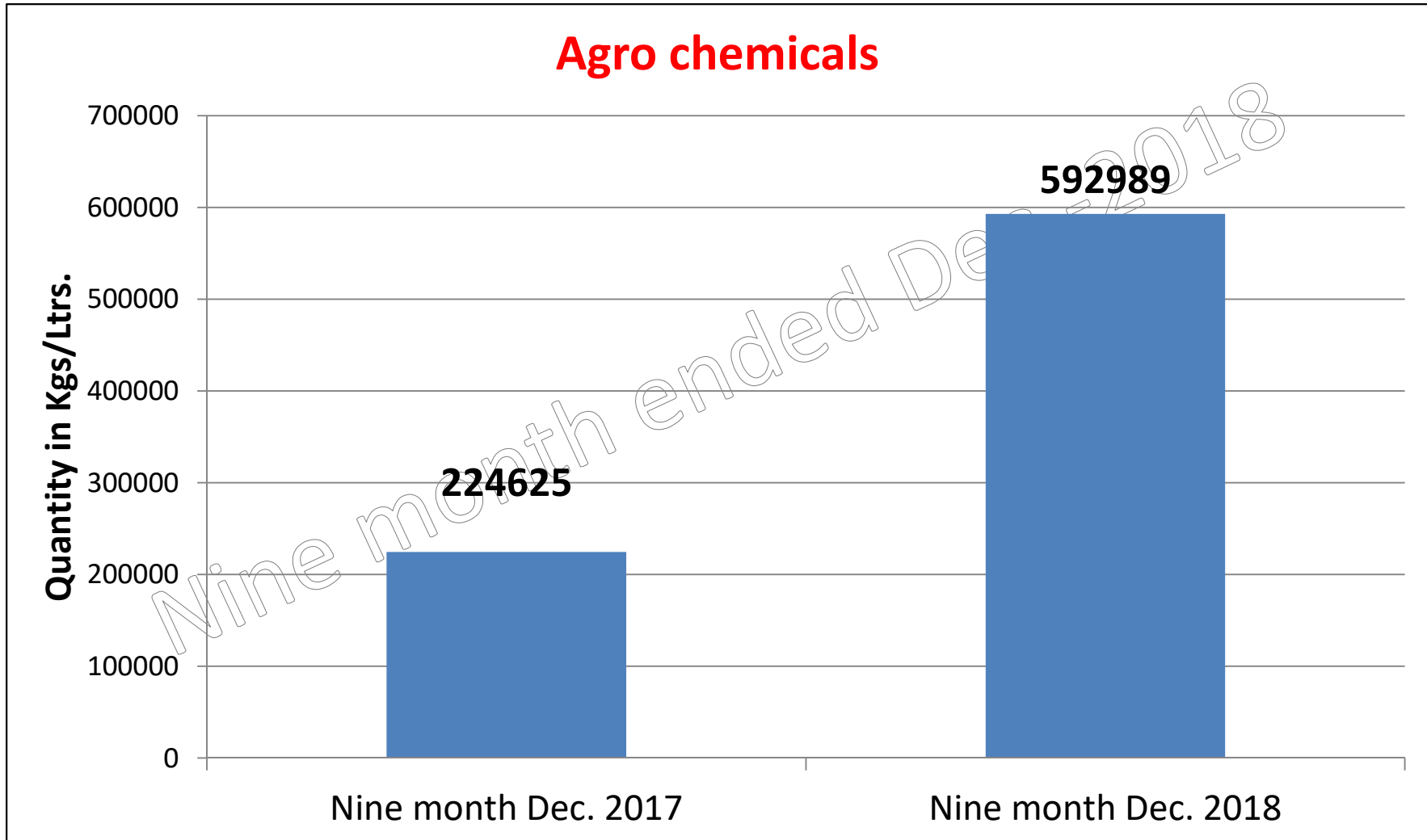
₹ 149.96 crore
(Nine month Dec 2018)



(25%)

₹ 119.60 crore
(Nine month Dec 2017)

Sale of Agro chemicals (KG/Ltr.)





DETAILS OF EXPENSES FOR THE NINE MONTH DECEMBER-2018

Details of Expenses for Nine month Dec 18

Particulars	Nine month Dec 2018	Nine month Dec 2017	Increase/ (Decrease)	Remarks
Production of urea (LMT)	28.89	28.48	0.41	
Sale of urea (LMT)	29.58	30.19	(0.61)	
	(₹ Crore)	(₹ Crore)	(₹ Crore)	
Cost of Materials consumed	3532.61	2404.55	1128.06	Due to increase in production by 0.41 LMT and increase in average price of gas to US\$ 12.25/MMBTU during the current period as compared to US\$ 9.10/MMBTU during CPLY i.e. increase of 34.62%.
Power and Fuel	2329.77	1745.04	584.73	
Purchase of Traded Goods	2065.46	890.95	1174.51	Due to higher import of DAP i.e. 5.89 LMT (3.29 LMT in CPLY) and Urea i.e. 1.78 LMT (Nil during CPLY)
Employee Benefits Expense	437.44	538.34	(100.90)	Employee Benefit expense has decreased by ₹ 100.90 crore from ₹ 538.34 crore during CPLY to ₹ 437.44 crore mainly due to impact of one time provision for the enhancement of gratuity limit which was considered during the CPLY.
Freight and Handling	557.91	478.49	79.42	due to rise in fuel cost and higher sale of urea and imported fertilizers i.e. 35.04 LMT as compared to 34.02 LMT during CPLY
Repairs and Maintenance	53.56	58.21	(4.65)	
Excise duty	-	11.81	(11.81)	Implementation of GST w.e.f.1.07.2017.
Other Expenses	130.38	123.26	7.12	mainly on account of unadjusted GST to expense.
(Incr.)/Dec. in inventories	(532.57)	211.17	(743.74)	Due to increase in gas price and Import Parity Price of urea. Further during CPLY urea stock decreased to 0.76 LMT as on 31st Dec, 2017 from 2.46 LMT as on 31st March, 2017.
Total Expenses (excluding depreciation and finance cost)	8574.56	6461.82	2112.74	33% Increase

Purchase of Traded goods (Qty. and Value)

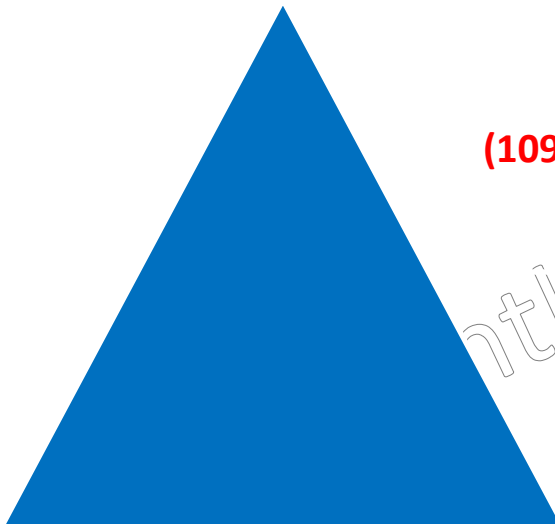
Particulars	Apr-Dec 2018		Apr-Dec 2017		Increase/ (Decrease)	
	Qty.	Value (₹Crore)	Qty.	Value (₹Crore)	Qty.	(₹ Crore)
DAP (IMP) (LMT)	5.89	1848.70	3.29	783.56	2.60	1065.14
MOP (IMP) (LMT)	-	-	0.27	39.58	(0.27)	(39.58)
APS (IMP) (LMT)	-	-	0.27	46.76	(0.27)	(46.76)
NPK (IMP) (LMT)	0.37	93.13	-	-	0.37	93.13
Urea (IMP) (LMT)	1.78	88.75	-	-	1.78	88.75
Bentonite Sulphur (IMP)	-	-	-	0.03*	-	(0.03)
Compost (IND) (LMT)	0.19	6.85	0.11	3.60	0.08	3.25
Sub-total	8.23	2037.43	3.94	873.53	4.29	1163.90
Agro Chemicals (Nos.)	628953	8.80	419700	8.81	209253	(0.01)
Seeds (Quintals)	67573	19.23	30576	8.61	36997	10.62
Total		2065.46		890.95		1174.51

*Purchase value adjustment

Purchase Value and Quantity of Traded Fertilizers

Quantity

8.23 LMT
(Nine month Dec 2018)

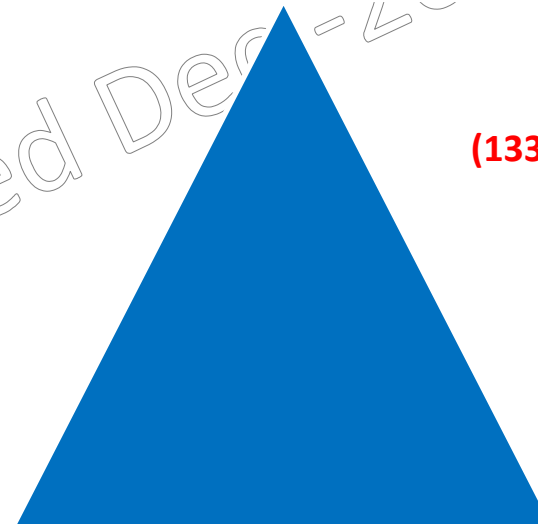


(109%)

3.94 LMT
(Nine month Dec 2017)

Value

₹ 2037.43 crore
(Nine month Dec 2018)



(133 %)

₹ 873.53 crore
(Nine month Dec 2017)



**PRODUCTION, ON STREAM DAYS
&
ENERGY CONSUMPTION
FOR THE
NINE MONTH
DECEMBER-2018**

UREA PRODUCTION Lakh MT

Unit	April-Dec 2018	April-Dec 2017	Variance with CPL
	Actual	Actual	
Nangal	3.97	4.28	(0.31)
Panipat	4.22	4.42	(0.20)
Bathinda	4.44	4.12	0.32
Vijaipur I	7.63	7.78	(0.15)
Vijaipur II	8.63	7.88	0.75
Total	28.89	28.48	0.41
<p>➤ Production of urea during the period was higher at Bathinda and Vijaipur-II units as compared to CPL.</p> <p>➤ Urea production was lower (by 0.31 LMT) at Nangal unit on account of annual planned maintenance shutdown taken for 22 days from 8th April, 2018 to 29th April, 2018.</p> <p>➤ Production of urea at Panipat unit was lower (by 0.20 LMT) due to annual shutdown taken for 13 days from 21st Sept, 2018 to 3rd Oct, 2018 and</p> <p>➤ production was lower at Vijaipur-I was lower (by 0.15 LMT) due to annual maintenance shutdown taken from, 21st June, 2018 to 5th July, 2018.</p>			



Production of Urea (for the Nine month in Preceding 3 Years) (Qty. in LMT)

Production of Urea for the Nine month				
Units	2015-16	2016-17	2017-18	2018-19
	Nine month	Nine month	Nine month	Nine month
NANGAL	4.19	3.83	4.28	3.97
PANIPAT	4.24	3.99	4.42	4.22
BATHINDA	3.99	4.31	4.12	4.44
VIJAIPUR- I	7.33	8.02	7.78	7.63
VIJAIPUR-II	8.47	8.67	7.87	8.63
TOTAL	28.22	28.81	28.48	28.89

**On-Stream Days (for the Nine month in Preceding 3 Years)
(No. of Days)**

Stream Days for the Nine month (Apr-Dec 2018)				
Units	2015-16	2016-17	2017-18	2018-19
	Nine month	Nine month	Nine month	Nine month
NANGAL	263	241	259	245
PANIPAT	262	246	271	257
BATHINDA	247	266	252	270
VIJAIPUR- I	244	264	257	253
VIJAIPUR-II	256	258	232	264

ENERGY CONSUMPTION (GCAL/MT OF UREA)

Units	Revised Energy Norms for 2018-19	Actual Energy	
		Apr-Dec 2018	Apr-Dec 2017
Nangal	7.083	6.675	6.767
Panipat	7.592	6.686	6.770
Bathinda	7.459	6.701	6.927
Vijaipur I	5.896	5.910	5.780
Vijaipur II	5.500	5.411	5.403
<p>➤ Energy consumption during the current period was lower than CPLY at all units except Vijaipur I & Vijaipur II unit on account of:</p> <p>➤ Vijaipur I: Unscheduled tripping of the plant at various times on account of power break downs, carbamate condensers (E-5) leakage in Urea 21 stream, synthesis gas compressor turbine thrust bearing failure, etc.</p> <p>➤ Vijaipur II: GTG-III tripping and equipment & instrument failures at Ammonia-II plant due to break down in power supply.</p>			

UREA STOCK (LAKH MT)

Unit	Stock as on 31st Dec 2018	Stock as on 30th Sep 2018	Stock as on 31st March 2018	Stock as on 31st Dec 2017	Variance w.r.t. Dec - 17
Silo	0.36	0.79	0.91	0.31	0.05
MIT	0.31	0.10	0.10	0.32	(0.01)
Warehouse	0.05	0.35	0.40	0.13	(0.08)
Total stock	0.72	1.23	1.41	0.76	(0.04)
Details of silo stock					
Nangal	0.04	0.02	0.09	0.02	0.02
Panipat	0.05	0.03	0.08	0.04	0.01
Bathinda	0.03	0.06	0.12	0.04	(0.01)
Vijaipur I	0.11	0.33	0.16	0.11	-
Vijaipur II	0.13	0.35	0.46	0.10	0.03
Total	0.36	0.79	0.91	0.31	0.05



Stock of Traded Fertilizer (MT)

Products	Stock as on 31.12.2018	Stock as on 31.12.2017	Increase/ (Decrease)
DAP	1.94	0.06	1.88
MOP	-	0.02	(0.02)
NPK	0.15	-	0.15
APS	-	0.03	(0.03)
Compost	0.01	-	0.01
Urea (Govt. Account)	1.34	-	1.34
Total	3.44	0.11	3.33



Analysis of Finance Cost

BREAK UP OF TOTAL FINANCE COST FOR NINE MONTH DECEMBER 2018

₹ Crore

Particulars	Nine month Dec 2018	CPLY	Increase/ (Decrease)
Interest on Long Term Loans	5.73	5.06	0.67
Interest on working capital Loans (excluding interest on trading activities)	174.65	99.86	74.79
Other borrowing costs (CP related charges)	2.71	2.31	0.40
Other Interest (mainly interest on security deposits from Dealers)	5.16	6.85	(1.69)
Total finance cost	188.25	114.08	74.17
Add: Interest cost attributable to trading activities	35.72	29.09	6.63
Total finance cost (as per P&L Account)	223.97	143.17	80.80
<p>➤ Total finance cost increased by ₹ 80.80 crore i.e.56% in the quarter in comparison to CPLY and reasons are in next slide.</p>			

ANALYSIS OF FINANCE COST ₹ Crore

- Interest on working capital loans has increased by ₹ 81.42 crore (₹ 74.79 crore + ₹ 6.63 crore) due to higher interest rates (6.96% as compared to 6.28% during CPLY) and higher average borrowings (₹ 4083.98 crore as compared to ₹ 2788.26 crore during CPLY)
- The increase is due to higher purchase of imported fertilizers (by ₹ 1174.51 crore), increase in pool gas prices (by 34.62%), delay in settlement of credit amounts by Gas Pool Fund Operator (GAIL). Further, the working capital borrowings have also increased due to lower receipt of subsidy of 65% percent of bills submitted viz-a-viz 85% of bills in CPLY
- Interest on Long Term Loans has increased by ₹ 0.67 crore during the current period mainly due to increase in average LIBOR rates to 2.339% from 1.686% during CPLY.



STEPS TAKEN TO REDUCE FINANCE COST AND MANAGE FOREIGN EXPOSURE

- Borrowing through CP for a higher period of 60 to 90 days (with maturity within the quarter) instead of borrowings crossing the quarter is cheaper by 0.20% to 0.25%. NFL adopted this strategy during the year and has resulted in saving of interest cost of Rs 2.16 crore (estimated).
- Availed short term funds of ₹ 608 crore as Inter Corporate Deposit (ICD) from CPSEs at interest rate of 6.90% pa to 6.95% with pre-payment facility against average interest rate of 7.95% on Short Term Loan facility of the Banks. Resulted in saving of Rs. 0.10 crore.
- Operationalized Vendor Financing Scheme (e-VFS) of SBI at interest rate of 3 months MCLR+ 0.10% p.a. to provide cheaper finance to suppliers with a view to save interest cost. This has resulted in saving of interest cost of Rs. 0.31 crore on account of higher credit period from supplier.
- Investment of surplus funds in PSU debt mutual funds (Rs1764.79 crore) resulted in better yield of 7.65% (including tax saving of Rs. 0.26 crore) as against average Fixed Deposit rate of 6.26% and average interest cost of 6.96%.

Management of Forex Operation

- Hedging of spot payment of imported fertilizers (April 2018-December 2018) resulted in saving of Rs. 17.78 crore (net of hedging cost of Rs. 7.54 crore) in procurement cost by taking hedging decision.

SAVINGS IN FINANCE COST

Particulars	Amount in Rs. Crore #
CP related cost	2.16
Inter Corporate deposit	0.10
Vendor financing scheme	0.31
Forex Management	17.78
Total Saving	20.35
# Estimated basis	

PROFIT VARIANCE ANALYSIS FOR NINE MONTH DEC-2018

Company has earned profit before tax of ₹ 343.72 crore during the Nine Month ended 31st Dec , 2018 as against profit before tax of ₹ 230.59 crore during CPLY i.e. an increase in profit by ₹ 113.13 crore (49%).

PBT has increased mainly due to:

1. Saving on account of decrease in energy consumption at Nangal, Panipat & Bathinda units (net of increase in energy consumption at Vijaipur I & II units).
2. Decrease in employee remuneration (due to one-time provision for gratuity liability of ₹ 110.61 crore in CPLY)
3. Increase in contribution from Industrial products
4. Increase in profitability from traded goods
5. Decrease in selling expenses
6. Decrease in repairs and maintenance expenses
7. Interest income on Income tax refund
8. Increase in other operating revenue from operations (by ₹ 7.07 crore) and non-operating income (by ₹ 4.31 crore)

The increase was partially off-set by:

1. Decrease in contribution from urea due to lower sale
2. Increase in finance charges (excluding increase in finance cost of ₹6.63 crore on traded goods) including decrease in interest income (by ₹0.98 crore)
3. Reduction in energy norms (2% penalty) for the FY 2018-19 pursuant to DoF notification dated 28th March, 2018.
4. Increase in depreciation cost
5. Higher profit from sale of assets during CPLY (mainly due to profit from redundant front end of Ammonia Plant in CPLY)

Important Financial Indicators ₹ Crore

Particulars	Nine month Dec 2018	CPLY	FY 2017-18
Current Assets (A)	7253.54	5019.94	5012.00
Current Liability (B)	6192.56	3919.99	4247.11
Working Capital (C) = (A-B)	1060.98	1099.95	764.89
Long Term Borrowing (D)	329.44	379.23	170.28
Short Term Borrowing (E)	4153.23	2453.06	2890.43
Total Borrowing (F) = (D+E)	4482.67	2832.29	3060.71
Net Worth	2205.95	1914.13	1987.40

Important Financial Indicators

Particulars	Unit	Nine month Dec 2018	CPLY	FY 2017-18
Debt Service Coverage Ratio	Times	2.50	2.37	2.34
Interest Coverage Ratio	Times	2.81	3.00	3.15
Debt to Equity Ratio	Times	2.03:1	1.38:1	1.54:1
Earning Per Share of ₹ 10	₹ /Share	4.43*	2.96	4.34
Return on Net Worth (Total Comprehensive Income / Net Worth)	%	9.91**	7.19	10.61
* Not annualized. ** Not annualized.				



SEGMENT RESULTS FOR NINE MONTH DEC-2018

SEGMENT RESULTS ₹ crore

Particulars	Qtr. Dec 18	Qtr. Dec 17	Apr - Dec 18	Apr - Dec 17
Segment Revenue (Net Sales)				
Own Fertilizers (Urea, BS and Bio-fertilizers)	2732.47 72.50%	2003.17 70.66%	7186.99 78.44%	5613.98 82.03%
Fertilizer Trading	952.96 25.29%	771.76 27.22%	1774.25 19.36%	1082.80 15.82%
Other Products & Services	83.35 2.21%	59.85 2.11%	201.41 2.20%	147.11 2.15%
Total	3768.78	2834.78	9162.65	6843.89
Segment Results				
Own Fertilizers (Urea, BS and Bio-fertilizers)	182.38 74.80%	57.80 36.80%	437.86 74.43%	284.14 67.66%
Fertilizer Trading	45.34 18.60%	82.13 52.29%	111.02 18.87%	108.02 25.72%
Other Products & Services	16.09 6.60%	17.15 10.92%	39.41 6.70%	27.81 6.62%
Total	243.81	157.08	588.29	419.97
Less : Finance expenses	77.80	47.78	223.97	143.17
Less : un-allocable expenses (net of un-allocable income)	(0.04)	21.84	20.60	46.21
Profit before tax (PBT)	166.05	87.46	343.72	230.59
Pie chart depicting segment result is given for the 3 rd quarter and for nine month at slide no. 22 & 50.				



PROJECT ACTIVITIES

Project Activities

- Commercial production of Bentonite Sulphur Plant at Panipat with annual capacity of 25000 MT declared w.e.f. 20.09.2018.
- Company has contributed ₹ 273.69 crore towards equity in its JV Company (RFCL) out of total requirement ₹ 343 crore.
- Term loan has been signed with SBI on 24th December, 2018 for ₹ 1044 crore for Energy Saving and other capex of all units and Rs. 175 crore drawn.
- Energy saving scheme at Nangal, Bathinda and Panipat units at an estimated cost of ~ ₹ 675 crore has been taken up and work is in progress.
- Energy saving schemes at Vijaipur I & II with capex of ₹ 235 crore. TEFR finalized and work is in progress.

Overview of Ramagundam Project

Joint Venture of NFL, Engineers India Limited (EIL) & Fertilizers Corporation of India Limited (FCIL) is undertaking the revival of Ramagundam unit of FCIL

➤ **Plant Capacity**

Ammonia Plant : 2200 MTPD (**0.726 MMTPA**)

Urea Plant : 3850 MTPD (**1.27 MMTPA**)

➤ **Project Cost** - ₹ 5254 crore

➤ **NFL's Share** – 26%

➤ **Capital commitment** - ₹ 44720 crore (as on 19.12.2018)

➤ **Expenditure Incurred** - ₹ 3183 crore (as on 19.12.2018)

➤ **Physical Progress** – 93.40% (as on 31.12.2018)

➤ **Likely Completion** – Sept, 2019

➤ **Marketing Rights** – **As per JV agreement, marketing services shall be provided by NFL for the products produced by JV company**

➤ **After commissioning of the plant, NFL will become the largest Indigenous Urea player in the Country.**



THANK YOU