



# **FINANCIAL PERFORMANCE FOR THE QUARTER ENDED JUNE 2019**

# BRIEF OVERVIEW

## Introduction

- **Incorporated** on 23<sup>rd</sup> August, 1974.
- **Share Capital details as on 30.06.2019.**
  - Authorized capital : **Rs. 1,000.00 crore.**
  - Paid up capital : **Rs. 490.58 crore.**
  - **Net-worth** : **Rs. 2,154.24 crore.**

### Shareholding Pattern as on 30.06.2019:

- **Government of India** **74.71%**
- Financial institutions/MFs/Foreign portfolio Investors **16.61%**
- Non-Institutions/Individuals **8.68%**

## 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-I	Vijaipur-II	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	9.999	10.662	5.115	5.115	4.785
Capacity utilization for FY 2019-20 1st Qtr. 98% w.r.t. PRODUCTION 7.91 LMT against Quarterly RAC of 8.077 LMT (Annual 32.31 LMT)	99.26%	89.74%	88.25%	96.71%	122.32%
COMM. PRODUCTION Dates	1 <sup>st</sup> July 88	31 <sup>st</sup> Mar 97	1 <sup>st</sup> Oct 79	1 <sup>st</sup> Sep 79	1 <sup>st</sup> Nov. 78
After Revamp at Vijaipur I&II and Ammonia Feedstock Changeover Project (AFCP) at Nangal, Panipat and Bathinda units.	24 <sup>th</sup> Apr.12	31 <sup>st</sup> Jul 12	11 <sup>th</sup> Mar. 13	28 <sup>th</sup> Mar. 13	18 <sup>th</sup> Jul. 13
ENGINEERING CONTRACTOR (Main plant)	HTAS (DENMARK), SNAM (ITALY) & PDIL		M/s Toyo Engineering Corp. (Japan) & EIL		TechnimoU HDE & PDIL
Revamp / AFCP	-do-		HTAS & L&T (LSTK)		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.					

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

S. No.	Products	Located in	No. of streams	Annual Capacity of each stream (MT)
<b>Industrial Products</b>				
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
<b>Fertilizers &amp; Seeds</b>				
6.	Bio-Fertilizers (Solid & Liquid) @	Vijaipur	NA	660
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.
- Under Seeds Multiplication Programme company produces good quality seed of new varieties and sell as certified seeds through marketing network under brand name "KISAN BEEJ".

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

### Traded Goods :

S. No.	Products	2015-16	2016-17	2017-18	2018-19
	<b>Imported Fertilizers</b>	<b>LMT</b>	<b>LMT</b>	<b>LMT</b>	<b>LMT</b>
9.	DAP	0.51	2.14	3.28	5.04
10.	MOP	-	-	0.27	-
11.	APS	-	-	0.26	0.26
12.	NPK	-	-	-	0.68
13.	Urea (Govt A/C)	-	-	-	3.70
14.	BS	0.01	0.03	-	-
	<b>Total (9+10+11+12+13+14)</b>	<b>0.52</b>	<b>2.17</b>	<b>3.81</b>	<b>9.68</b>

### **Domestic Goods**

15.	Compost (LMT)	-	0.03	0.12	0.21
16.	Seeds (Quintals)	6000	53031	53290	70786
17.	Agro-chemicals (Kg./Ltrs.)	-	25350	224625	640533*

- LMT= lakh metric tons
- \* 25 molecules

## Production of Urea (Qty. in LMT)

Production of Urea				
Plants	2015-16	2016-17	2017-18	2018-19
NANGAL	5.47	5.02	5.43	5.41
PANIPAT	5.67	5.43	5.60	5.74
BATHINDA	5.48	5.68	5.63	5.84
VIJAIPUR-I	9.92	10.58	10.50	10.28
VIJAIPUR-II	11.44	11.39	10.95	11.32
<b>TOTAL</b>	<b>37.99</b>	<b>38.10054</b>	<b>38.10250</b>	<b>38.59</b>
<b>Capacity utilization w.r.t. RAC (urea %)</b>	<b>117.58</b>	<b>117.93</b>	<b>117.94</b>	<b>119.46</b>
<b>LMT= lakh metric tons</b>				

## FINANCIAL PERFORMANCE AT A GLANCE (Preceding 4 Years) (Rs. crore)

SL.No.	Particulars	2015-16	2016-17	2017-18	2018-19
1	Production (Urea) (LMT)	37.99	38.10054	38.10250	38.59
2	Capacity Utilization w.r.t. RAC (Urea %)	117.60	117.90	117.94	119.46
3	Sale of Urea (LMT)	36.41	37.58	39.16	38.98
4	Sale of Other Fertilizers (LMT)	0.52	2.20	3.93	9.97
5	Sale of All Fertilizers (LMT)	36.94	39.78	43.09	48.92
		Rs. in Crore	Rs. in Crore	Rs. in Crore	Rs. in Crore
6	Gross sales (For all products)	7794	7643	8928	12214
7	Other Operating Revenue	35	29	26	31
8	<b>Total Revenue From Operation</b>	<b>7829</b>	<b>7672</b>	<b>8954</b>	<b>12245</b>
9	<b>Total Income</b>	<b>7841</b>	<b>7688</b>	<b>9016</b>	<b>12301</b>
10	<b>Total Expenses</b>	<b>7249</b>	<b>7133</b>	<b>8481</b>	<b>11476</b>
11	<b>EBITDA (8-10)</b>	<b>592</b>	<b>555</b>	<b>535</b>	<b>825</b>
12	Other Income	12	45	62	56
13	Less: Interest	228	190	190	316
14	Less: Depreciation	87	85	73	101
15	<b>Operating Profit (16-12)</b>	<b>277</b>	<b>280</b>	<b>272</b>	<b>408</b>
16	<b>Profit Before Tax (11+12-13-14)</b>	<b>289</b>	<b>325</b>	<b>334</b>	<b>464</b>
17	<b>Profit After Tax</b>	<b>199</b>	<b>208</b>	<b>213</b>	<b>299</b>

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## FINANCIAL PERFORMANCE AT A GLANCE (Preceding 4 Years) (Rs. crore)

SL. No.	Particulars	2015-16	2016-17	2017-18	2018-19
18	Net Fixed Assets	4291	4109	4144	4127
19	Working Capital	1487	1424	981	1203
20	Long Term Borrowings	1828	981	170	341
	STL* (without SBA)	4296	1989	2695	4670
	SBA	0	1165	195	1452
21	<b>Total STL</b>	<b>4296</b>	<b>3154</b>	<b>2890</b>	<b>6122</b>
22	<b>Net Worth</b>	<b>1691</b>	<b>1827</b>	<b>1987</b>	<b>2219</b>
23	<b>Return on Average Net Worth (%)</b>	<b>12.44</b>	<b>11.82</b>	<b>11.16</b>	<b>14.19</b>
24	<b>EPS (Rupees)</b>	<b>4.05</b>	<b>4.24</b>	<b>4.34</b>	<b>6.08</b>
25	<b>Book Value (Rs. per share)</b>	<b>34.46</b>	<b>37.23</b>	<b>40.51</b>	<b>45.23</b>

➤ \* STL includes borrowings at concessional interest rate arranged by GoI, DoF generally at the end of financial year under Special Banking Arrangement (SBA) to partially address outstanding subsidy in the absence of Budget.



## SALES (Preceding 4 Years)

SL .No.	Particulars	2015-16	2016-17	2017-18	2018-19
1	Sale of Urea (LMT)	36.41	37.58	39.16	38.98
2a	Sale of Traded Goods:- (Fertilizers)				
	1. DAP (LMT)	0.51	2.14	3.28	5.04
	2. MOP (LMT)	-	-	0.27	-
	3. APS (LMT)	-	-	0.26	0.26
	4. NPK(LMT)	-	-	-	0.68
	5. Urea (Govt. )	-	-	-	3.70
	6. BS (LMT)	0.01	0.03	-	-
	7. Compost (LMT)	-	0.03	0.12	0.21
	Total (2a) (LMT)	0.52	2.20	3.93	9.89
2b	Sale of Traded Goods:- (Agro Chemicals) KG./Ltrs	-	25350	369533	640533
3	Sale of Industrial Products and others Products * (LMT)	0.57	0.80	0.84	0.87
4	Total Sales (Rs. in Crore)	7794	7643	8928	12214

➤ \*Includes carbon slurry, fly ash, technical surplus of ammonia, etc.



# **PERFORMANCE FOR THE QUARTER JUNE-2019**

## PERFORMANCE HIGHLIGHTS FOR QUARTER ENDED 30.06.2019

- Production of urea of 7.91 LMT (9.12 LMT during CPLY), shortfall 1.21 LMT
- Sale of total urea 8.79 LMT (8.56 LMT during CPLY) including urea imported on Govt. A/c.
- Sale of DAP/MOP/APS/NPK : 1.48 LMT [CPLY 0.59 LMT]
- Sale of all fertilizers of 10.27 LMT (9.15 LMT during CPLY)
- Gross Sale of Rs. 2542.99 crore (Rs. 2158.50 crore during CPLY)
- EBITDA of Rs. 16.52 crore (Rs. 142.99 crore during CPLY) i.e. decrease of Rs. 126.47 crore
- PBT of Rs. (96.76) crore (profit of Rs. 65.91 crore during CPLY) i.e. decrease of Rs. 162.67 crore
- PAT of Rs. (64.02) crore (profit of Rs. 41.22 crore during CPLY) i.e. decrease of Rs. 105.24 crore
- Total Comprehensive Income of Rs. (64.78) crore (Rs. 41.55 crore during CPLY) i.e. decrease of Rs. 106.33 crore.

LMT= Lakhs Metric Ton

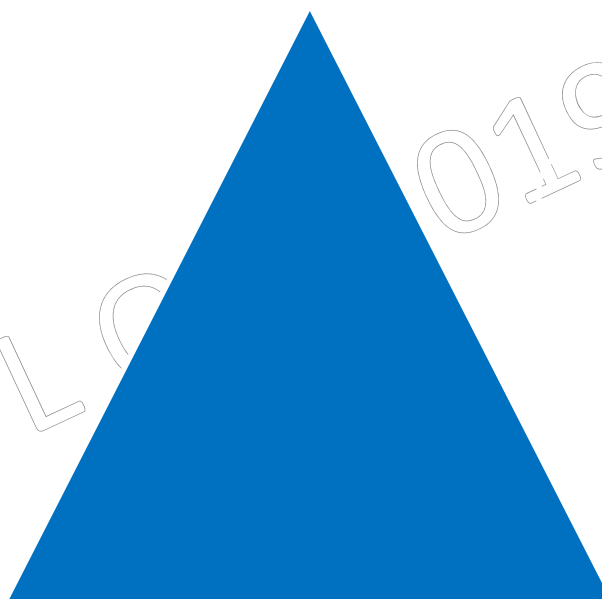
# OVERALL PERFORMANCE

(Rs. crore)

Particulars	Qtr. June 2019	CPLY	Increase/(decrease)	
			Rs. crore	%
<b>Total Revenue from Operation</b>	<b>2547.04</b>	<b>2162.40</b>	<b>384.64</b>	<b>18</b>
Total Expenses	2530.52	2019.41	511.11	25
<b>Earnings before Interest, Tax Depreciation and Amortization (EBITDA)</b>	<b>16.52</b>	<b>142.99</b>	<b>(126.47)</b>	<b>(88)</b>
Add : Other Income	14.90	5.36	9.54	178
Less : Finance cost	105.47	64.31	41.16	64
Less : Depreciation	22.71	18.13	4.58	25
<b>Profit / (Loss) before tax (PBT)</b>	<b>(96.76)</b>	<b>65.91</b>	<b>(162.67)</b>	<b>(247)</b>
Tax expense	(32.74)	24.69	(57.43)	(233)
<b>Profit/(Loss) after tax (PAT)</b>	<b>(64.02)</b>	<b>41.22</b>	<b>(105.24)</b>	<b>(255)</b>
Other comprehensive income/(loss) net of tax	(0.76)	0.33	(1.09)	(330)
<b>Total Comprehensive income/(loss)</b>	<b>(64.78)</b>	<b>41.55</b>	<b>(106.33)</b>	<b>(256)</b>
➤ Total revenue from operation mainly increased on account of increase of sale of traded fertilizers by Rs 418.55 crore (249%).				

## Revenue From Operation Growth

Rs. 2547.04 crore  
(Qtr. June 2019)



(18%)

Rs. 2162.40 crore  
(CPLY)

# PRODUCTION, PURCHASE & SALE LMT

Particulars	Qr. June-19 LMT	CPLY LMT	Increase/(decrease)	
			LMT	%
Urea Production	7.91	9.12	(1.21)	(13)
Urea Sale (Own)	7.60	8.56	(0.96)	(11)
Purchase of Imported Fertilizers (DAP/MOP/APS/NPK)	4.29	2.11	2.18	103
Sale of Imported Fertilizers (DAP/MOP/APS/NPK)	1.44	0.54	0.90	167
Urea (Govt A/c) & Compost Purchase	2.43	0.06	2.37	3950
Imported Urea (Govt A/c) & Compost Sale	1.23	0.05	1.18	2360
Total Sale of all fertilizers	10.27	9.15	1.12	12



**Zone wise sale of urea (Including Imported Urea on Govt. Account) (Lakh MT)**

Zonal Offices	April-June 2019	April-June 2018	Increase/ (Decrease)
Chandigarh Zone	3.97	3.87	0.10
Bhopal Zone	2.32	2.53	(0.21)
Lucknow Zone	2.20	2.16	0.04
Hyderabad Zone	0.30*	-	0.30
<b>TOTAL</b>	<b>8.79</b>	<b>8.56</b>	<b>0.23</b>

- Note:-\* Hyderabad zone started functioning on 09.01.2018 and independent accounting w.e.f. 01.04.2019.
- Sale of urea at all zones was higher in comparison to CPLY except at Bhopal zone due to lower production at Vijaipur unit leading to lower dispatches.



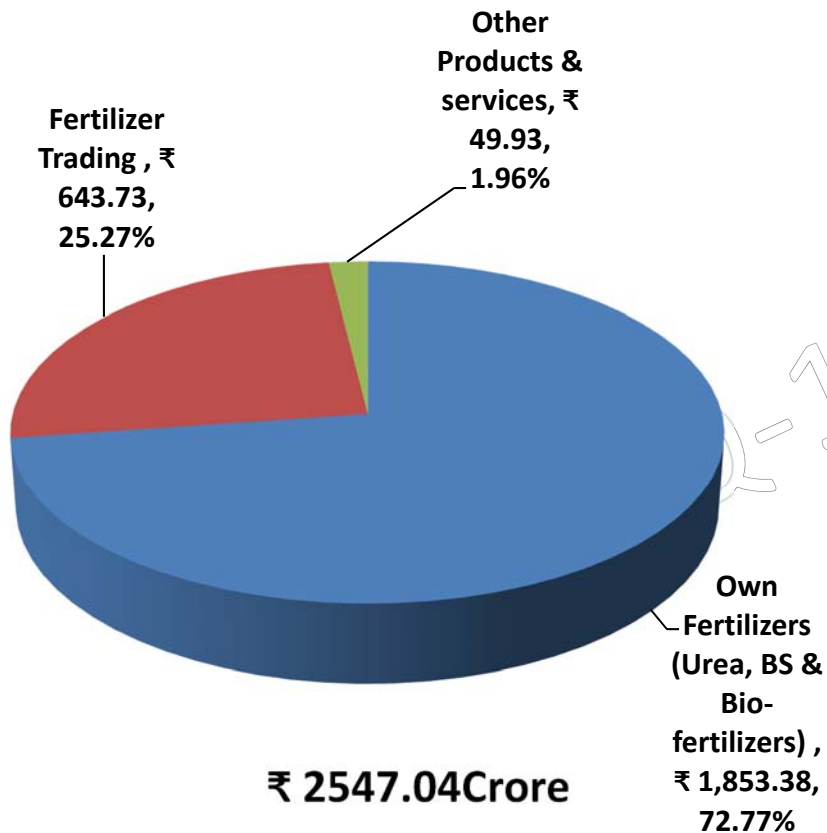
## Sale of DAP/MOP/APS/NPK including 10:26:26/Compost/ Urea (Govt. Account) (Lakh MT)

Particulars	April – June 19	April – June 18	Increase/ (Decrease)	%
DAP	1.34	0.44	0.90	205
MOP	0.01	0.00	0.01	-
APS	-	0.03	(0.03)	(100)
NPK	0.06	0.07	(0.01)	(14)
NPK 10:26:26	0.03	-	0.03	-
Compost	0.03	0.05	0.02	(40)
SSP Powder & Plain	0.01		0.01	-
<b>Total</b>	<b>1.48</b>	<b>0.59</b>	<b>0.89</b>	<b>151</b>

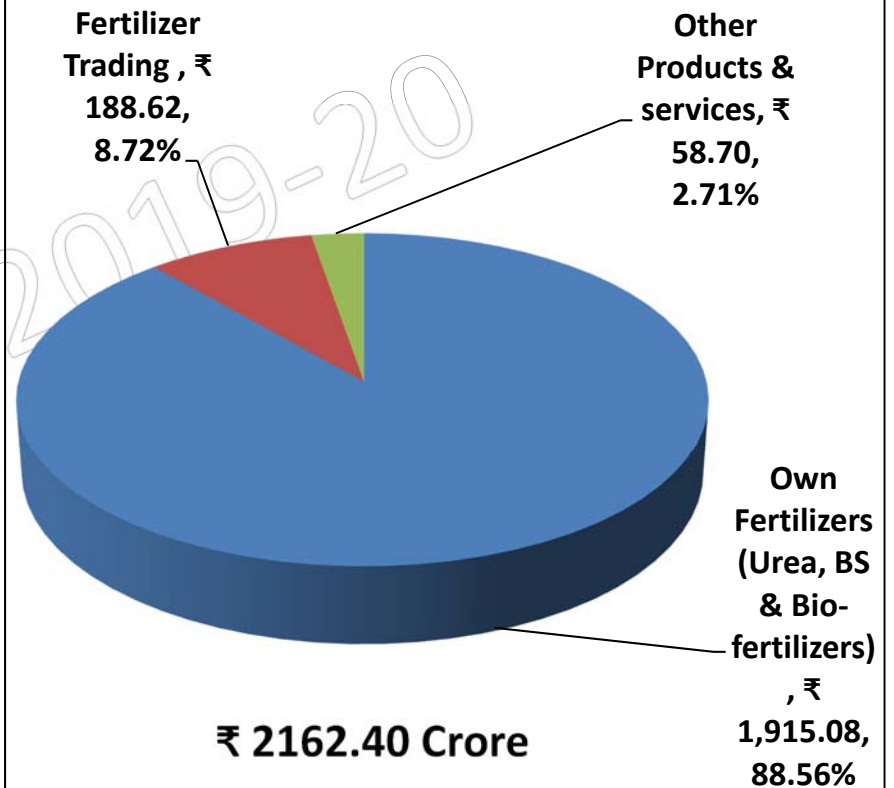


## Sale Breakup Segment wise-Urea/Traded goods/Industrial Product & Others Product & Services (Value & % Sale)

### Qtr-June-2019



### Qtr-June-2018



- 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.



# **DETAILS OF EXPENSES FOR THE QUARTER JUNE-2019**

## Details of Expenses for Qr. June 19

Particulars	Qr. June 19	CPLY	Increase/ (Decrease)	Key reasons
Production of urea (LMT)	7.91	9.12	(1.21)	Due to plant shutdown / trippings.
Sale of urea (Own) (LMT)	7.60	8.56	(0.96)	Due to lower production (1.21 LMT)
	(Rs. Crore)	(Rs. Crore)	(Rs. Crore)	
Cost of Materials consumed	1002.27	1006.75	(4.48)	Despite Lower production by 13%, Cost is at the same level due to higher energy consumption.
Power and Fuel	674.56	678.95	(4.39)	
Purchase of Traded Goods	1192.87	621.46	571.41	Higher import of DAP by 0.77 LMT, MOP by 1.18 LMT, APS by 0.27 LMT, NPK 10:26:26 by 0.33 LMT & Urea (Govt. Account) by 2.39 LMT in comparison to CPLY.
Employee Benefits Expense	168.95	139.59	29.36	Salary & wages increased by Rs 29.36 crore. On like to like basis, there is increase of Rs. 4.56 crore after excluding one time provision of Rs. 14.80 crore for pay arrear in current quarter and reversal of PRP of Rs. 10.00 crore in CPLY.
Freight and Handling	223.86	140.76	83.10	Due to higher purchase of traded fertilizers of 4.29 LMT (2.11 LMT in CPLY) and higher movement of stock from opening stock in current quarter.
Repairs and Maintenance	24.00	22.51	1.49	Mainly on account of higher repairs and maintenance on plant & machinery by Rs. 2.15 crore.
Other Expenses	50.29	43.24	7.05	Due to the increase in water charges by Rs. 3.62 crore and TA expenses by Rs 2.70 crore.
Opening inventories	1398.45	379.40	1019.05	
Closing inventories	(2204.73)	(1013.25)	(1191.48)	
(Incr.)/Dec. in Inventories	(806.28)	(633.85)	(172.43)	
<b>Total Expenses</b>	<b>2530.52</b>	<b>2019.41</b>	<b>511.11</b>	



## UREA PRODUCTION (Quarterly) Lakh MT

Unit	Qtr 30.06.2019	CPLY	Reason for increase/ decrease in production
Nangal	<b>1.46</b> (Increase of 0.43 LMT)	1.03	Shutdown taken during CPLY (from 08.04.2018 to 30.04.2018).
Panipat	1.24 (decrease of 0.21 LMT)	1.45	Shutdown during May/June 2019 to attend urea reactor liner leakage, boiler tube leakage, 11kv electrical panel flash and boiler problem
Bathinda	1.13 (decrease of 0.33 LMT)	1.46	Annual shutdown from 27.03.2019 to 15.04.2019. Further Shutdown / interruptions in April & May 2019 to replace rotor of 1st stage of Synthesis Compressor and due to choking of Gas Separator in Urea plant respectively.
Vijaipur I	1.94 (decrease of 0.41 LMT)	2.35	Shutdown for 12 days in May 2019 for IBR inspection, tube leakages of Syngas intercoolers and strengthening of weld seam of liner in Urea Reactor of stream-11. Urea stream-11 could not be lined up till 21.07.2019 due to leakage from Urea Reactor and hence plant run on single stream (stream -21) from 5.06.2019 to 21.07.2019
Vijaipur II	2.14 (decrease of 0.69 LMT)	2.83	Shutdown for 22.83 days in April 2019 for IBR inspection, LT catalyst replacement; subsequent problems faced during unloading/ loading of catalyst and reduction of catalyst; leakage in old Loop Boiler in Ammonia Synthesis Section and routine maintenance jobs etc.
<b>Total</b>	<b>7.91</b>	<b>9.12</b>	<b>Production lower by 1.21 LMT</b>



**Production of Urea in the 1<sup>st</sup> Quarter in Preceding 4 Years**  
(Qty. in LMT)

<b>Production of Urea for the 1<sup>st</sup> Quarter (Apr to June)</b>				
	<b>2016-17</b>	<b>2017-18</b>	<b>2018-19</b>	<b>2019-20</b>
<b>Units</b>	<b>Q1</b>	<b>Q1</b>	<b>Q1</b>	<b>Q1</b>
NANGAL	1.06	1.38	1.03	1.46
PANIPAT	1.20	1.44	1.45	1.24
BATHINDA	1.42	1.23	1.46	1.13
VIJAIPUR- I	2.63	2.36	2.35	1.94
VIJAIPUR-II	2.44	3.00	2.83	2.15
<b>TOTAL</b>	<b>8.75</b>	<b>9.39</b>	<b>9.12</b>	<b>7.91</b>

## On-Stream Days (for the 1<sup>st</sup> Quarter in Preceding 4 Years) (No. of Days)

Stream Days for the 1 <sup>st</sup> Quarter (Apr to June)				
	2016-17	2017-18	2018-19	2019-20
Units	Q1	Q1	Q1	Q1
NANGAL	67	84	67	88
PANIPAT	76	88	91	76
BATHINDA	89	76	89	71
VIJAIPUR-I	87	79	78	66
VIJAIPUR-II	74	90	86	67



## ENERGY CONSUMPTION

(GCAL/MT OF UREA)

Units	Energy Norms for 2019-20	Actual Energy	
		Qr. June 2019	CPLY
Nangal	7.065	6.742	6.798
Panipat	7.558	7.083	6.665
Bathinda	7.430	6.952	6.756
Vijaipur I	5.884	6.250	5.840
Vijaipur II	5.500	5.759	5.459
<p>➤ During the quarter Nangal, Bathinda and Panipat units has achieved energy lower than energy norms.</p> <p>➤ Energy consumption at Nangal unit was lower than the CPLY. Energy consumption at Bathinda and Panipat unit was higher than CPLY due to lower production (as explained in previous slide).</p> <p>➤ Energy consumption at Vijaipur I&amp;II units was higher than the Energy Norms due to reasons explained in previous slide.</p>			

## PROFIT VARIANCE ANALYSIS FOR QTR ENDED 30<sup>th</sup> JUNE 2019

Company has incurred loss before tax of Rs (96.76) crore during the quarter ended June-19 as against profit before tax of Rs 65.91 crore during CPLY i.e. decrease in profit by Rs 162.67 crore.

### **PBT has decreased mainly due to:**

1. Increase in energy consumption due to lower production on account of shut down/plant trippings for longer period at all units except at Nangal unit.
2. Reduction in energy norms (5% penalty) for the FY 2019-20 (2% in 2018-19) pursuant to DoF notification dated 28.03.2018
3. Decrease in contribution due to lower production of urea (by 1.21 LMT) and lower sale of urea (by 0.96 LMT).
4. Decrease in contribution from Industrial products mainly from lower sale and contribution per unit from Nitric Acid.
5. Increase in total finance charges (excluding interest allocated to traded goods)
6. Increase in employee remuneration
7. Increase in repairs and maintenance
8. Increase in depreciation

### **The decrease was partially off-set by:**

1. Interest income on income tax refund (Nil during CPLY)
2. Increase in profitability from traded goods
3. Higher past period gas pool credit (net of past period subsidy) as compared to CPLY
4. Increase in Misc. income {consisting of other operating revenue, sale of services and other income} net of increase in other overheads



## BREAK UP OF TOTAL FINANCE COST FOR Qtr. JUNE 2019

Rs. crore

The finance cost for the Qtr ended June-2019 was Rs.105.47 crore as compared to Rs. 64.31 crore during CPLY as per details below:

	Rs. Crore		
Particulars	Qr. June 19	CPLY	Increase/ (Decrease)
Interest on Long Term Loans (A)	1.62	1.88	(0.26)
Interest on working capital Loans (excluding interest on trading activities)	88.06	53.03	35.03
Other borrowing costs (CP related charges)	1.33	0.63	0.70
Other Interest (on security deposits)	0.89	1.16	(0.27)
<b>Total finance cost</b>	<b>90.28</b>	<b>54.82</b>	<b>35.46</b>
Add: Interest on Trading Activities	13.57	7.61	5.96
<b>Total finance cost (excluding interest on long term loan) (B)</b>	<b>103.85</b>	<b>62.43</b>	<b>41.42</b>
<b>Total finance cost (including trading activities) (A+B)</b>	<b>105.47</b>	<b>64.31</b>	<b>41.16</b>

- Due to delay in receipt of subsidy, the total interest on working capital loans (including interest on trading activities) has increased by Rs 41.42 crore.
- Interest increased due to higher interest rates (6.95% as compared to 6.73% during CPLY) and higher average borrowings (Rs 5928.42 crore as compared to Rs 3640.16 crore during CPLY mainly due to delay in release of subsidy on account of budget limitations).
- In addition, higher borrowings were attributable to higher purchase of traded goods (by Rs 571.41 crore).

## ANALYSIS OF FINANCE COST ON WORKING CAPITAL FOR Qtr. JUNE 2019

Rs. crore

Particulars	Qr. June-19	CPLY	Increase/ (Decrease)
Interest on working capital Loans (excluding interest on trading activities)	88.95	54.19	34.76
Interest on Trading Activities	13.57	7.61	5.96
Other borrowing costs (CP related charges)	1.33	0.63	0.70
<b>Total (A)</b>	<b>103.85</b>	<b>62.43</b>	<b>41.42</b>
Average Borrowings	5928.42	3640.16	2288.26
Average Interest Rate (%)	6.95	6.73	0.22

Particulars	Amount(Rs/Cr)
Rate Variance	-3.17
Quantity Variance	-38.25
<b>Total</b>	<b>-41.42</b>



# **SEGMENT RESULTS FOR Qtr June 19**



## SEGMENT RESULTS Rs. crore

Particulars	Qtr June 19	Qtr June 18
<b>Segment Revenue</b>		
Own Fertilizers (Urea, BS and Bio-fertilizers)	1853.38 72.77%	1915.08 88.56%
Fertilizer Trading	643.73 25.27%	188.62 8.72%
Other Products	49.93 1.96%	58.70 2.71%
<b>Total</b>	<b>2547.04</b>	<b>2162.40</b>
<b>Segment Results</b>		
Own Fertilizers (Urea, BS and Bio-fertilizers)	(18.24) (124.85)%	101.00 70.61%
Fertilizer Trading	27.80 190.28%	20.26 14.16%
Other Products	5.05 34.57%	21.78 15.23%
<b>Total</b>	<b>14.61</b>	<b>143.04</b>
Less : Finance expenses	105.47	64.31
Less : un-allocable expenses (net of un-allocable income)	5.90	12.82
<b>Profit before tax (PBT)</b>	<b>(96.76)</b>	<b>65.91</b>
➤ *It includes Corporate office expenses net of interest income		



# CONSOLIDATED ACCOUNTS

## CONSOLIDATED ACCOUNTS

- As per Listing Agreement implemented w.e.f. 1.04.2019, and BSE notification dated 22.11.2018, the Company has prepared standalone and consolidated quarterly financial results considering the financial results of associate companies i.e. Ramagundam Fertilizers and Chemicals Limited (RFCL) and Urvarak Videsh Limited (UVL).
- Based on Unaudited quarterly financial results of RFCL and UVL, the Comparative Unaudited Financial Results (Standalone and Consolidated) for the June quarter for FY 2019-20 and 2018-19 are as under:-

# CONSOLIDATED ACCOUNTS

Particulars	STANDALONE		CONSOLIDATED	
	Qtr June 19	Qtr June 18	Qtr June 19	Qtr June 18
Revenue from operations	2547.04	2162.40	2547.04	2162.40
Total Expenses	2553.23	2037.54	2553.23	2037.54
Profit/ (Loss) from operations before other income, finance cost	(6.19)	124.86	(6.19)	124.86
Other Income	14.90	5.36	14.90	5.36
Profit/ (Loss) from operations before finance costs	8.71	130.22	8.71	130.22
Finance costs	105.47	64.31	105.47	64.31
Profit/ (Loss) before tax	(96.76)	65.91	(96.76)	65.91
Share of Profit / (Loss ) from Joint Ventures accounted for using Equity Method	-	-	(0.05)	(0.12)
Profit/ (Loss) before tax including Joint Venture	(96.76)	65.91	(96.81)	65.79
Tax Expense	(32.74)	24.69	(32.74)	24.69
Net Profit/ (Loss) from ordinary activities after tax	(64.02)	41.22	(64.07)	41.10
Other Comprehensive Income	(0.76)	0.33	(0.76)	0.33
Total Comprehensive Income	(64.78)	41.55	(64.83)	41.43

# CONSOLIDATED ACCOUNTS

The Assets and Liabilities as at 30<sup>th</sup> June, 2019 are as under:-

Particulars	STANDALONE		CONSOLIDATED	
	As on 30.06.2019	As on 30.06.2018	As on 30.06.2019	As on 30.06.2018
<b>ASSETS</b>				
Non-current assets	4570.65	4348.63	4565.38	4346.66
Current assets	9398.89	6801.48	9398.89	6801.48
Assets Held for Disposal	2.36	1.95	2.36	1.95
<b>TOTAL ASSETS</b>	<b>13971.90</b>	<b>11152.06</b>	<b>13966.63</b>	<b>11150.09</b>
<b>EQUITY AND LIABILITIES</b>				
Equity Share Capital	490.58	490.58	490.58	490.58
Other Equity	1663.66	1538.37	1658.39	1536.40
Non-Current Liabilities	3179.29	3154.20	3179.29	3154.20
Current Liabilities	8638.37	5968.91	8638.37	5968.91
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>13971.90</b>	<b>11152.06</b>	<b>13966.63</b>	<b>11150.09</b>





# **NEW PROJECTS AND OTHER ACTIVITIES**

## Project s and Other Activities status

- Commercial production of Bentonite Sulphur Plant at Panipat with annual capacity of 25000 MT declared w.e.f. 20.09.2018.
- Company has contributed Rs. 307.37 crore towards equity in its JV Company (RFCL) out of total requirement Rs. 396 crore.
- Term loan has been signed with SBI on 24th December, 2018 for Rs. 1044 crore for Energy Saving and other capex of all units and Rs. 261 crore drawn upto 30<sup>th</sup> June 2019.
- Energy saving scheme at Nangal, Bathinda and Panipat units at an estimated cost of ~ Rs. 675 crore has been taken up and likely to be completed by 30.11.2019.
- Energy saving schemes at Vijaipur I & II with capex of Rs. 235 crore. TEFR finalized and different Capex schemes are under execution at units.
- Company issued tender for System Integrator for implementation of ERP which is likely to be completed in 2020-21.
- Company has entered into a manpower management consultancy agreement with RFCL where in the company shall provide manpower management consultancy to RFCL for a period of 5 years which will include recruitment and training of manpower for RFCL.
- Hyderabad Zonal office of marketing has become fully operational w.e.f. 01.04.2019.
- Seed processing plant at 3 locations i.e. Panipat, Bathinda & Indore with capacity of 2 TPH (Tone Per Hour) for each plant are being set up.
- New products being procured for trading like Calcium Nitrate and Water Soluble Fertilizers (19:19:19).
- Setting up of Agro-chemical manufacturing facility at Bathinda plant.



## Overview of Ramagundam Project (Being executed by RFCL)

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

➤ **Plant Capacity**

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

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

➤ **Updated Project Cost - Rs. 5920 crore**

➤ **NFL's Share – 26% (Rs. 396 crore)**

➤ **Capital commitment - Rs. 4210 crore (as on 22.07.2019)**

➤ **Expenditure Incurred - Rs. 3854 crore (as on 22.07.2019)**

➤ **Physical Progress – 97.80% (as on 15.07.2019)**

➤ **Likely Completion – March, 2020**

➤ **Marketing Rights – As per JV agreement, marketing services (Rs. 140/MT) 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