



Financial Results

FY 2018-19

National Fertilizers Limited

BRIEF OVERVIEW

Introduction

- **Incorporated** on 23rd August, 1974.
- **Share Capital details as on 31.03.2019.**
 - Authorized capital : **Rs. 1,000.00 crore.**
 - Paid up capital : **Rs. 490.58 crore.**
 - **Net-worth** : **Rs. 2,219.02 crore.**

Shareholding Pattern as on 31.03.2019:

- **Government of India** **74.71%**
- Financial institutions/MFs/Foreign portfolio Investors **16.71%**
- Non-Institutions/Individuals **8.57%.**

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 2018-19 119.46% w.r.t. production of 38.59 LMT against RAC 32.31 LMT	118.95%	130.93%	114.17%	112.20%	113.03%
COMM. PRODUCTION Dates After Revamp at Vijaipur I&II and Ammonia Feedstock Changeover Project (AFCP) at Nangal, Panipat and Bathinda units.	1 st July 88 24 th Apr. 12	31 st Mar 97 31 st Jul 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.

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

S. No.	Products	Located in	No. of streams	Annual Capacity of each stream (MT)
Industrial Products				
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
Fertilizers & Seeds				
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
	Imported Fertilizers			LMT	LMT
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	-	-
	Total (9+10+11+12+13+14)	0.52	2.17	3.81	9.68

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
TOTAL	37.99	38.10054	38.10250	38.59
Capacity utilization w.r.t. RAC (urea %)	117.58	117.93	117.94	119.46
LMT= lakh metric tons				

PERFORMANCE HIGHLIGHTS FY 2018-19

➤ **Ever best achievements since formation of NFL during the FY 2018-19.**

1. Production of Urea: 38.59 LMT [CPLY 38.10 LMT]
2. Import of DAP/ MOP/APS/ NPK/Urea (Govt. Account): 13.90 LMT [CPLY 4.47 LMT]
3. Sale of DAP/MOP/APS/NPK/BS/Urea (Govt a/c Imported) : 9.68 LMT [CPLY 3.81 LMT]
4. Sale of Compost of 0.21 LMT (0.12 LMT during CPLY)
5. Sale of all fertilizers: 48.92 LMT [CPLY 43.09 LMT]
6. Revenue from operation Rs. 12245.24 crore [CPLY to Rs. 8954.36 crore]
7. EBITDA of Rs.825.06 crore (Rs.535.86 crore during CPLY)
8. PBT of Rs. 463.37 crore (CPLY Rs. 334.83 crore)
9. Ever lowest energy consumption at Nangal, Panipat & Bathinda units.
10. PAT of Rs. 298.45 crore (CPLY Rs. 212.77 crore)*
11. EPS of Rs 6.08/- (share of Rs 10 each) (CPLY Rs. 4.34/-)*

* on like to like basis with comparable PAT. (Rs 120.96 crore excluding extra-ordinary credit of Rs. 268.15 crore on account of write back of depreciation in FY 93-94.)

LMT= Lakhs Metric Ton

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	Total Revenue From Operation	7829	7672	8954	12245
9	Total Income	7841	7688	9016	12301
10	Total Expenses	7249	7133	8481	11476
11	EBITDA (8-10)	592	555	535	825
12	Other Income	12	45	62	56
13	Less: Interest	228	190	190	316
14	Less: Depreciation	87	85	73	101
15	Operating Profit (16-12)	277	280	272	408
16	Profit Before Tax (11+12-13-14)	289	325	334	464
17	Profit After Tax	199	208	213	299

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	Total STL	4296	3154	2890	6122
22	Net Worth	1691	1827	1987	2219
23	Return on Average Net Worth (%)	12.44	11.82	11.16	14.19
24	EPS (Rupees)	4.05	4.24	4.34	6.08
25	Book Value (Rs. per share)	34.46	37.23	40.51	45.23

➤ * 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)

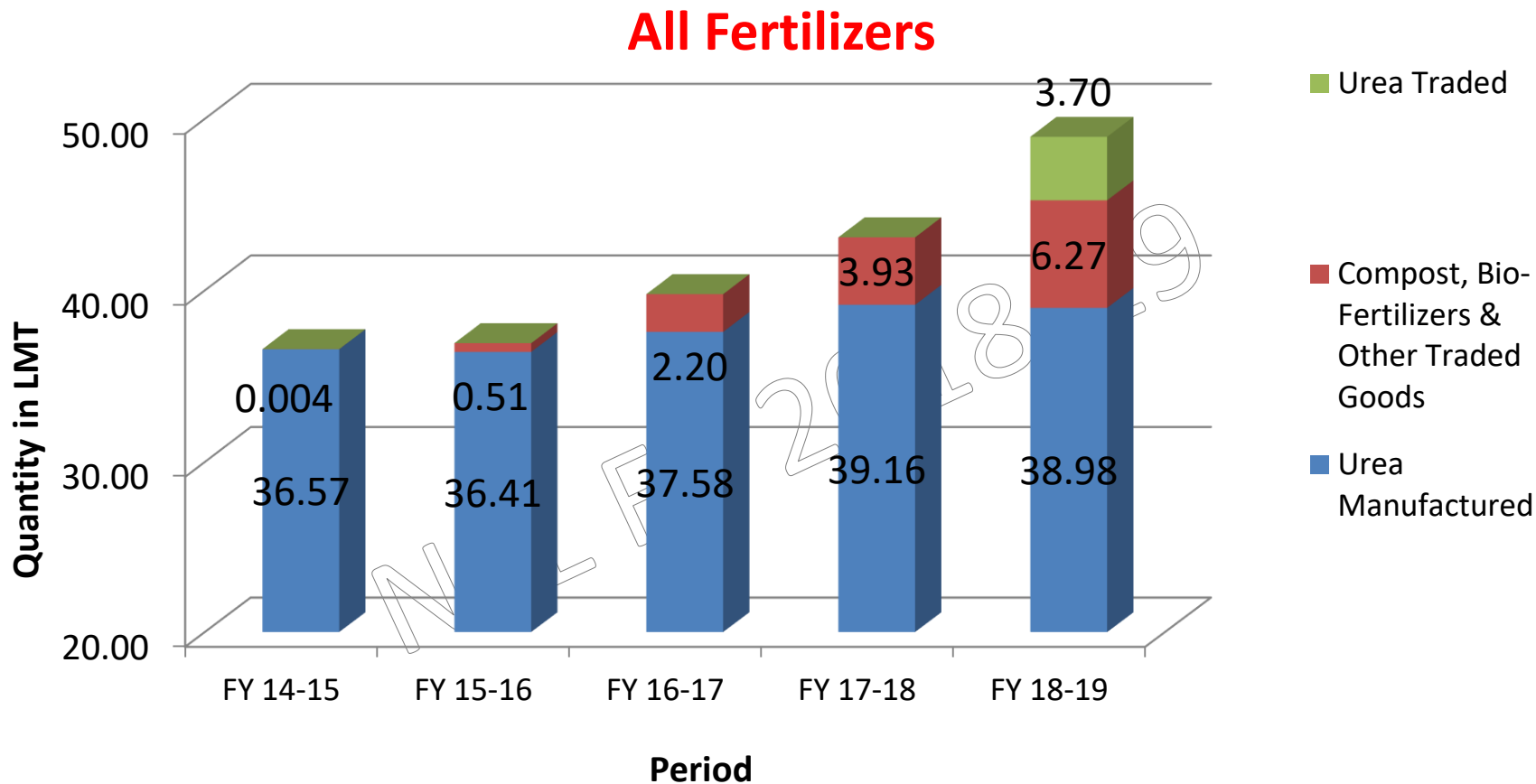
SL .No.	Particulars	2015-16	2016-17	2017-18	2018-19
1	Sale of Urea (LMT)	36.41	37.58	39.16	38.98
2a	Sale of Traded Goods:- (Fertilizers)				
	1. DAP (LMT)	0.51	2.14	3.28	5.04
	2. MOP (LMT)	-	-	0.27	-
	3. APS (LMT)	-	-	0.26	0.26
	4. NPK(LMT)	-	-	-	0.68
	5. Urea (Govt.)	-	-	-	3.70
	6. BS (LMT)	0.01	0.03	-	-
	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.



5 YEARs GROWTH & TRENDS

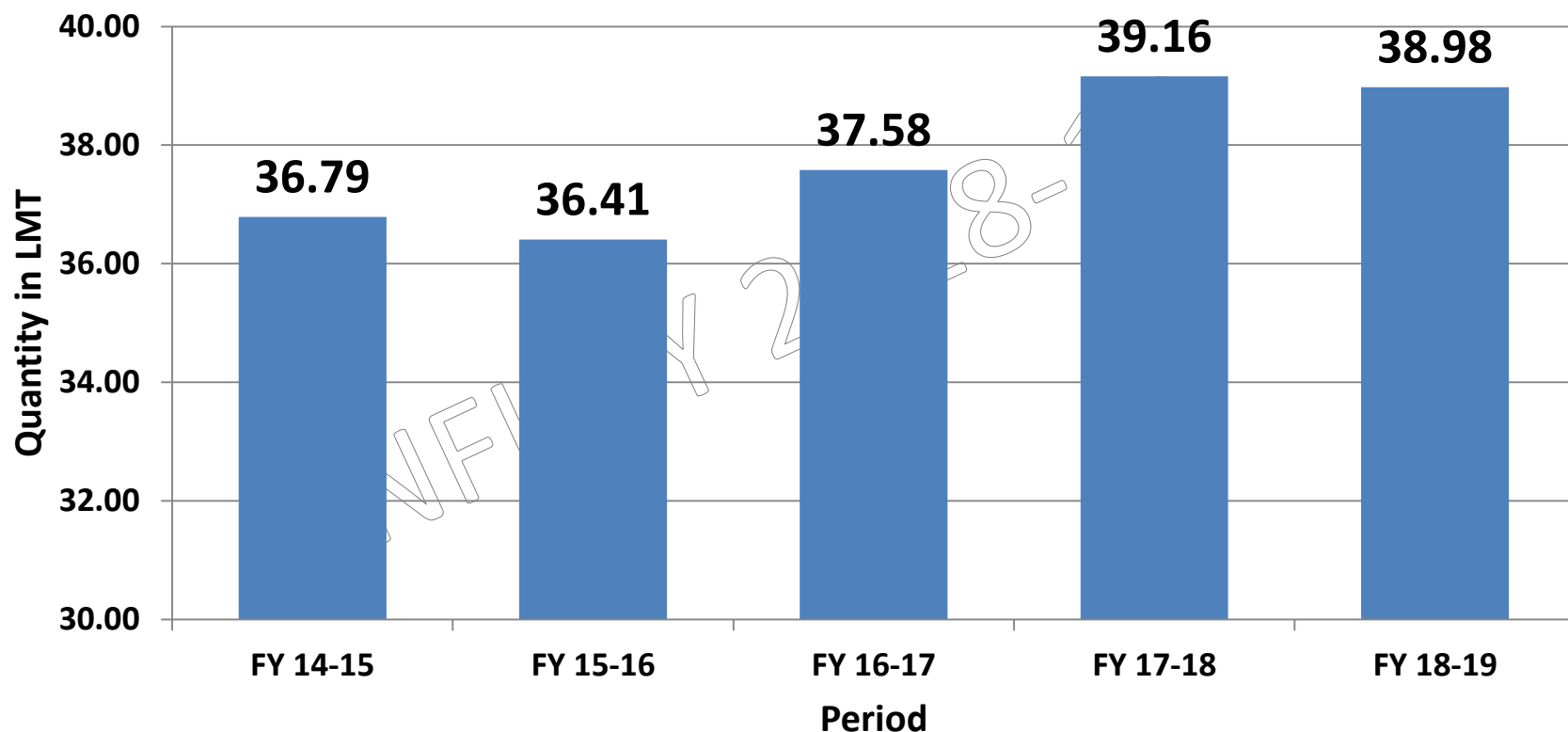
Sale of All Fertilizers (Quantity) LMT



- Growth of 13.60% as compared to CPL.
- CAGR of 6.77% during 5 years

Sale of Urea Manufactured (Quantity) LMT

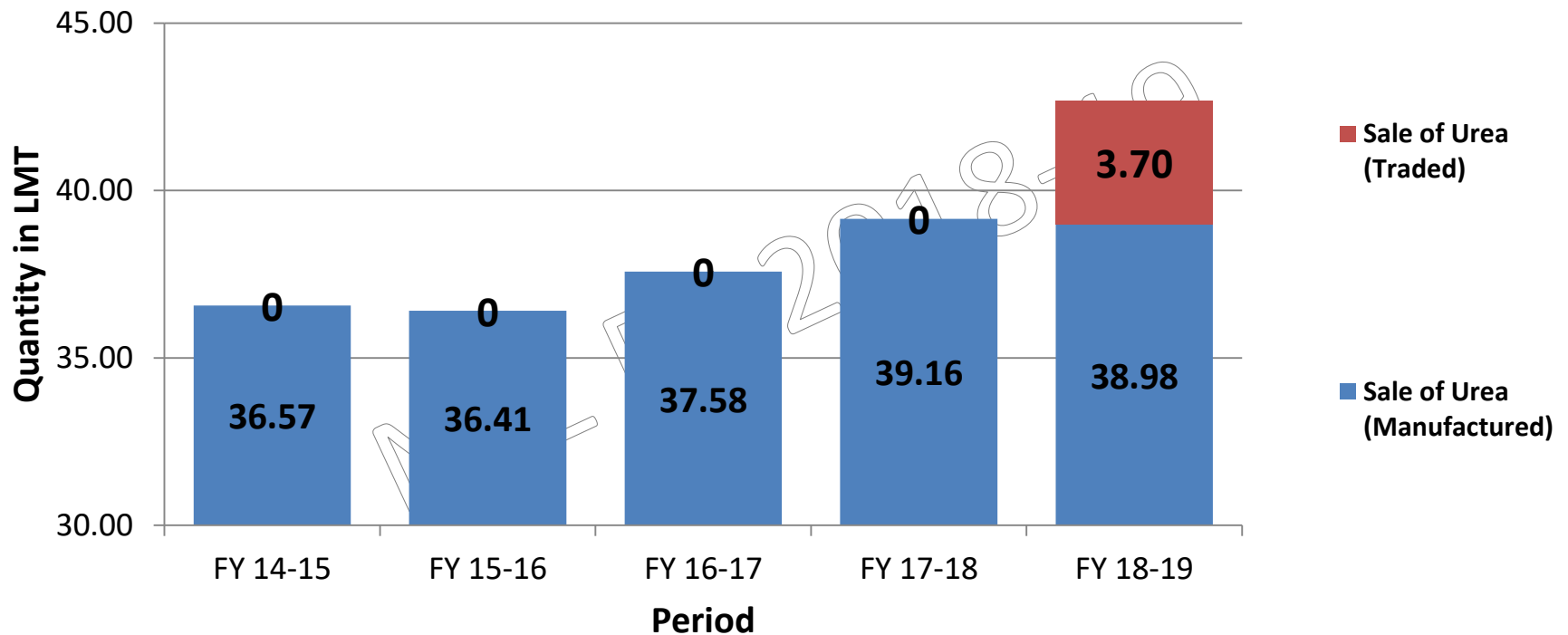
Sale of Urea (Manufactured)



➤ **CAGR (Combined Annual Growth Rate) of 1.19% during 5 Years.**

Sale of Urea (Manufactured + Traded)(Govt. a/c) (Quantity) LMT

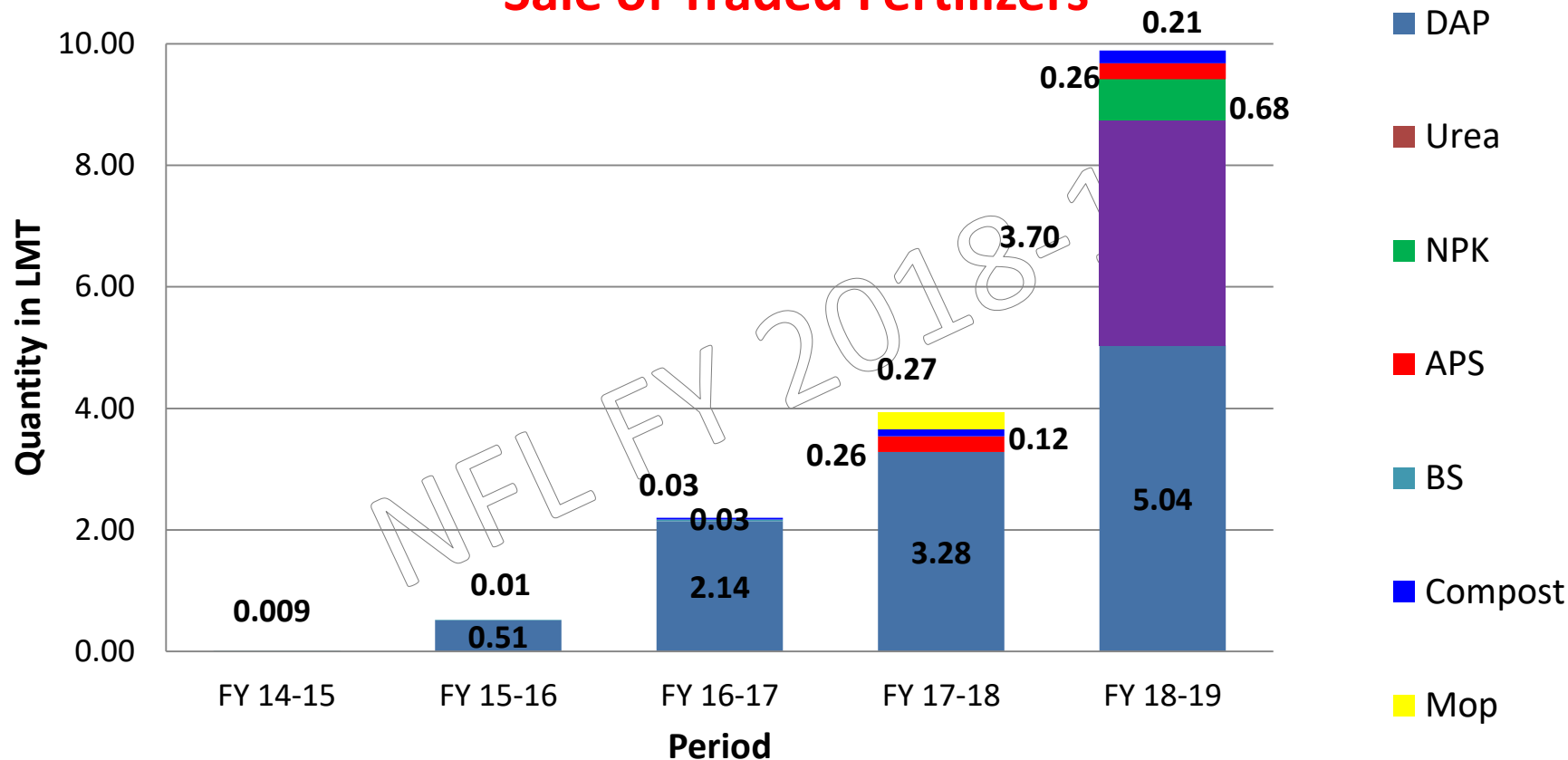
Sale of Urea (Manufactured+Traded)



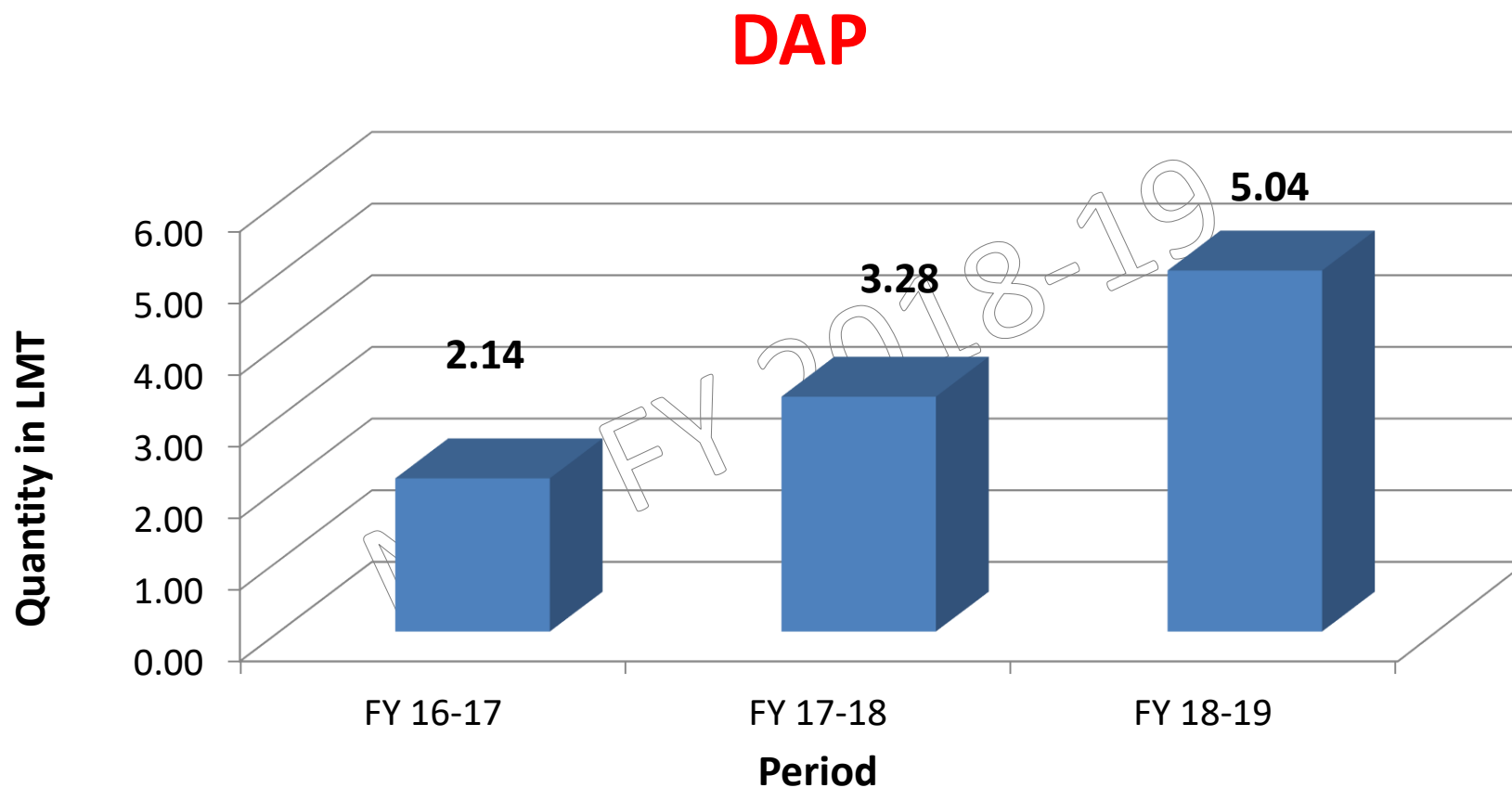
➤ Growth of 8.99% as compared to CPLY.

Sale of Traded Fertilizers (Quantity) LMT

Sale of Traded Fertilizers

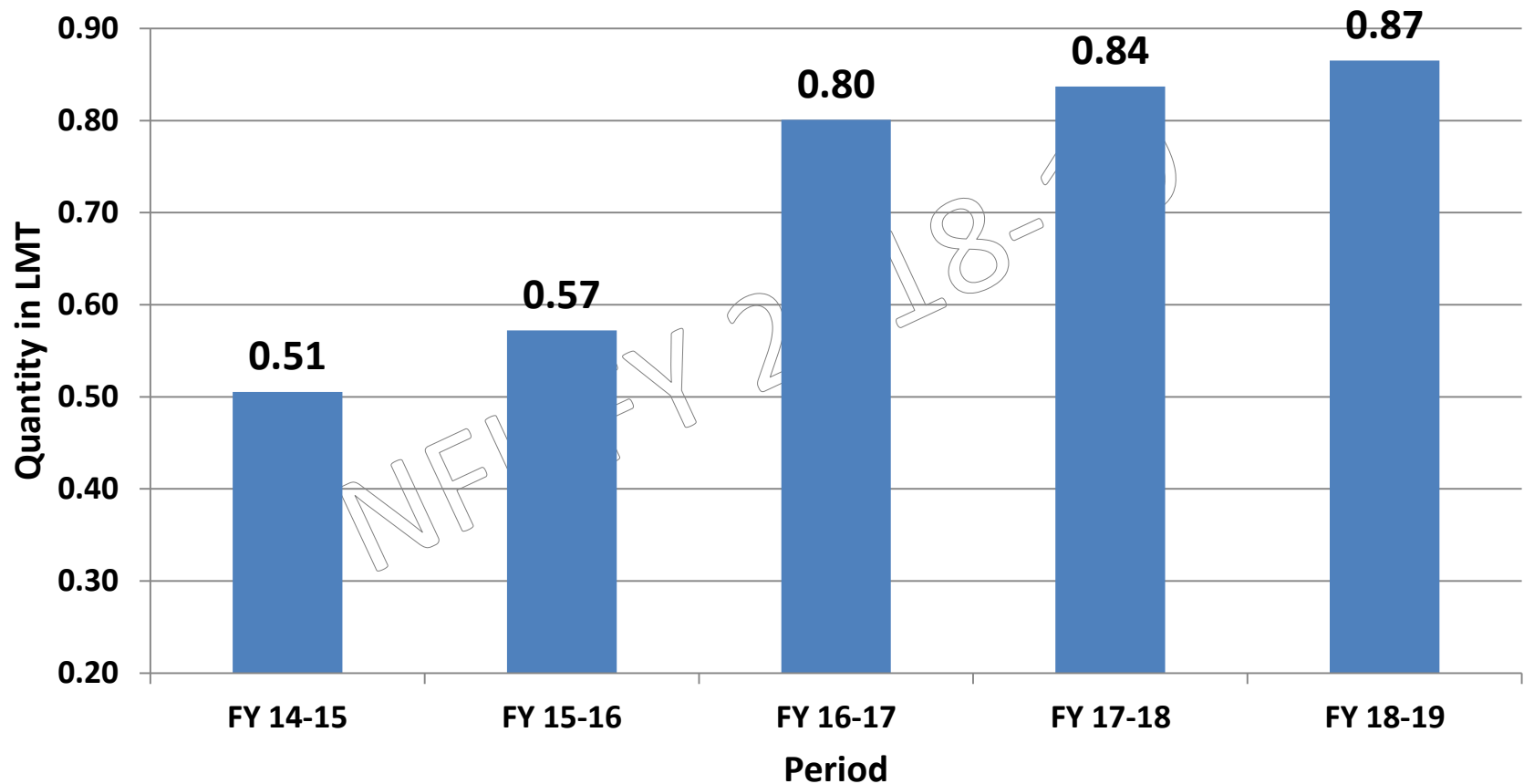


Sale of DAP (For 3 years)(Quantity) LMT



Sale of Industrial Products including Technical Surplus Ammonia (Quantity) LMT

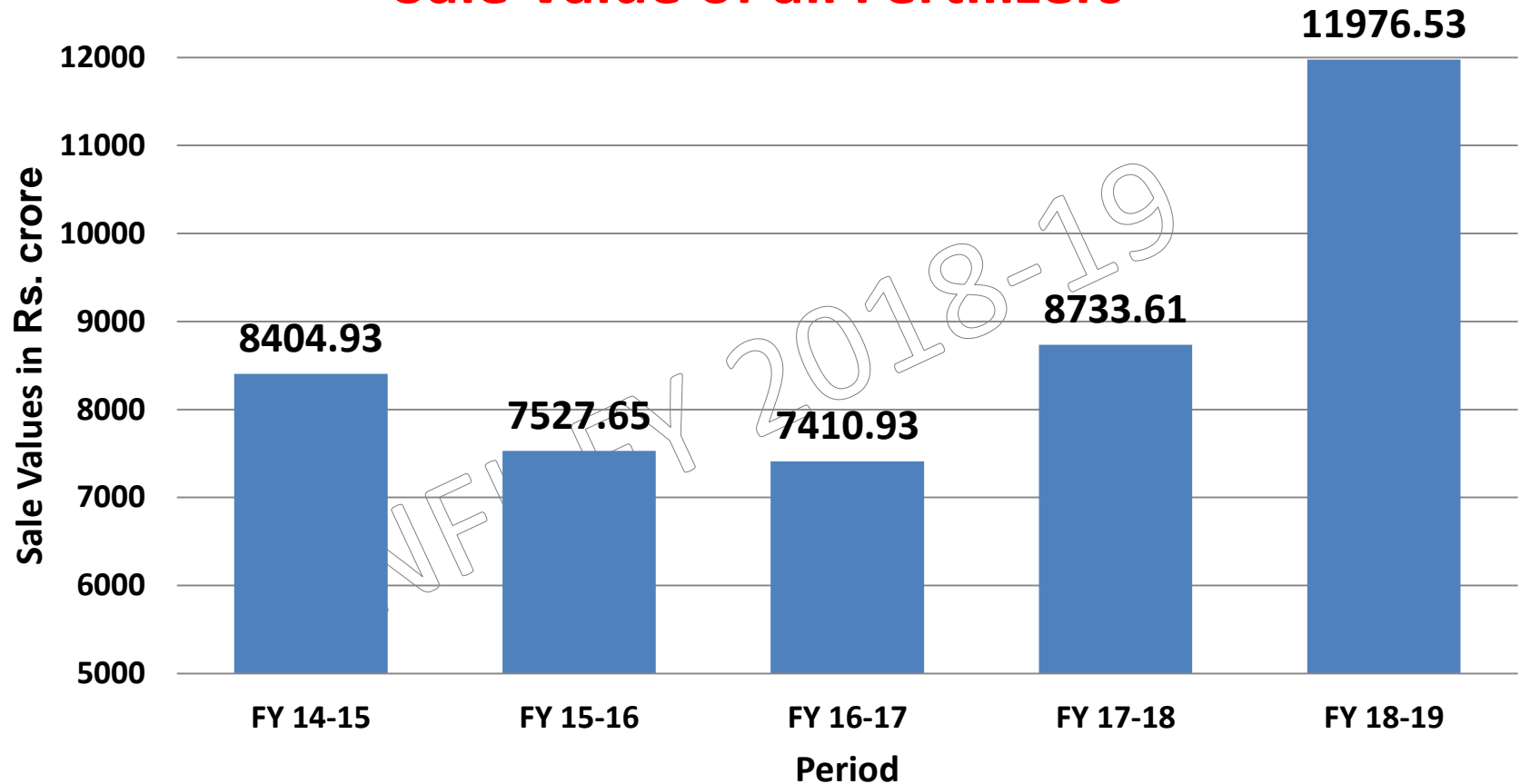
Total Industrial Products



- Growth of 3.57% as compared to CPL.
- CAGR of 14.12% during 5 years.

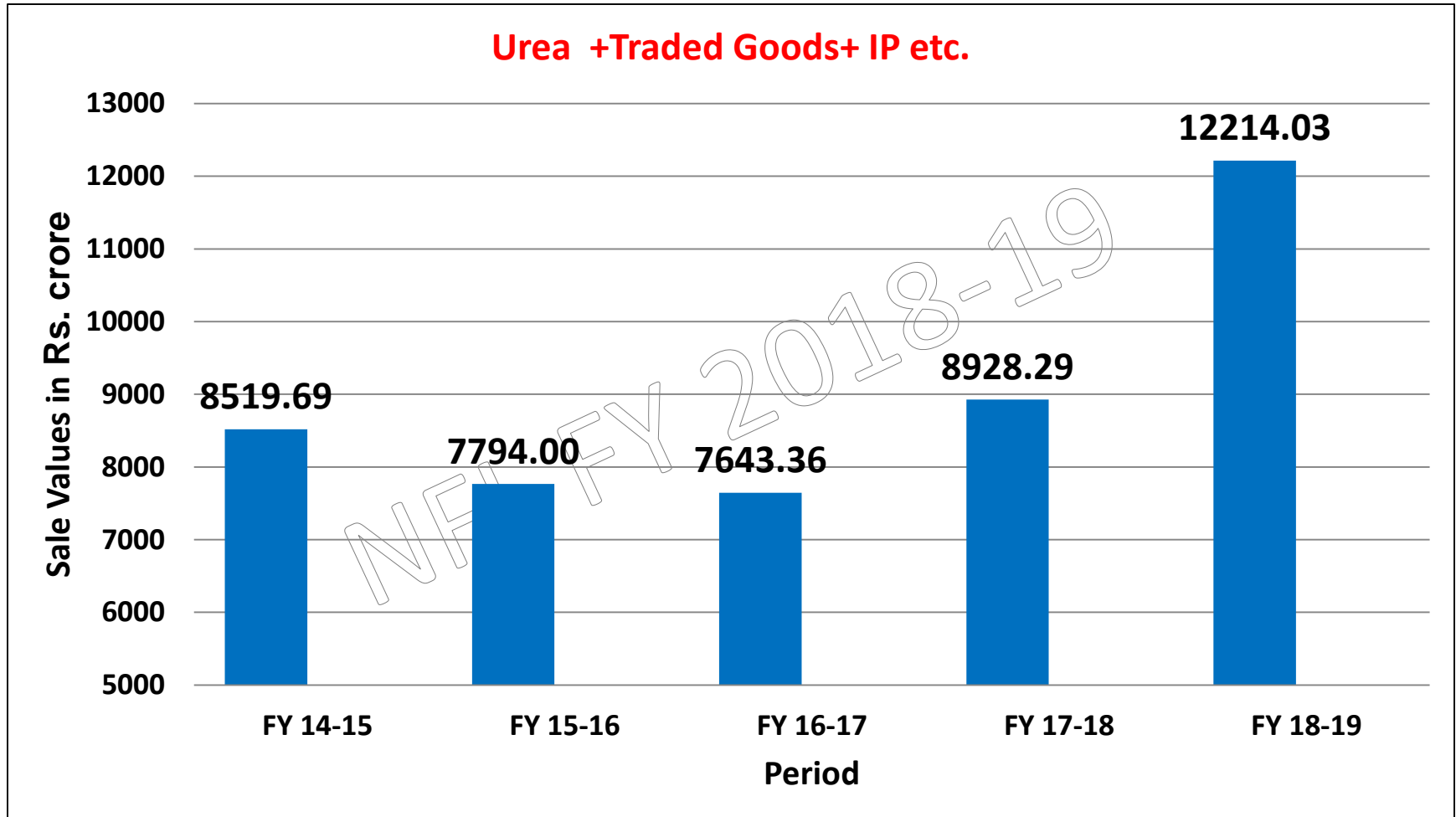
Sale value of All Fertilizers (Rs. crore)

Sale Value of all Fertilizers



- Growth of 37.13% as compared to CPLY.
- CAGR of 8.50% during 5 Years.

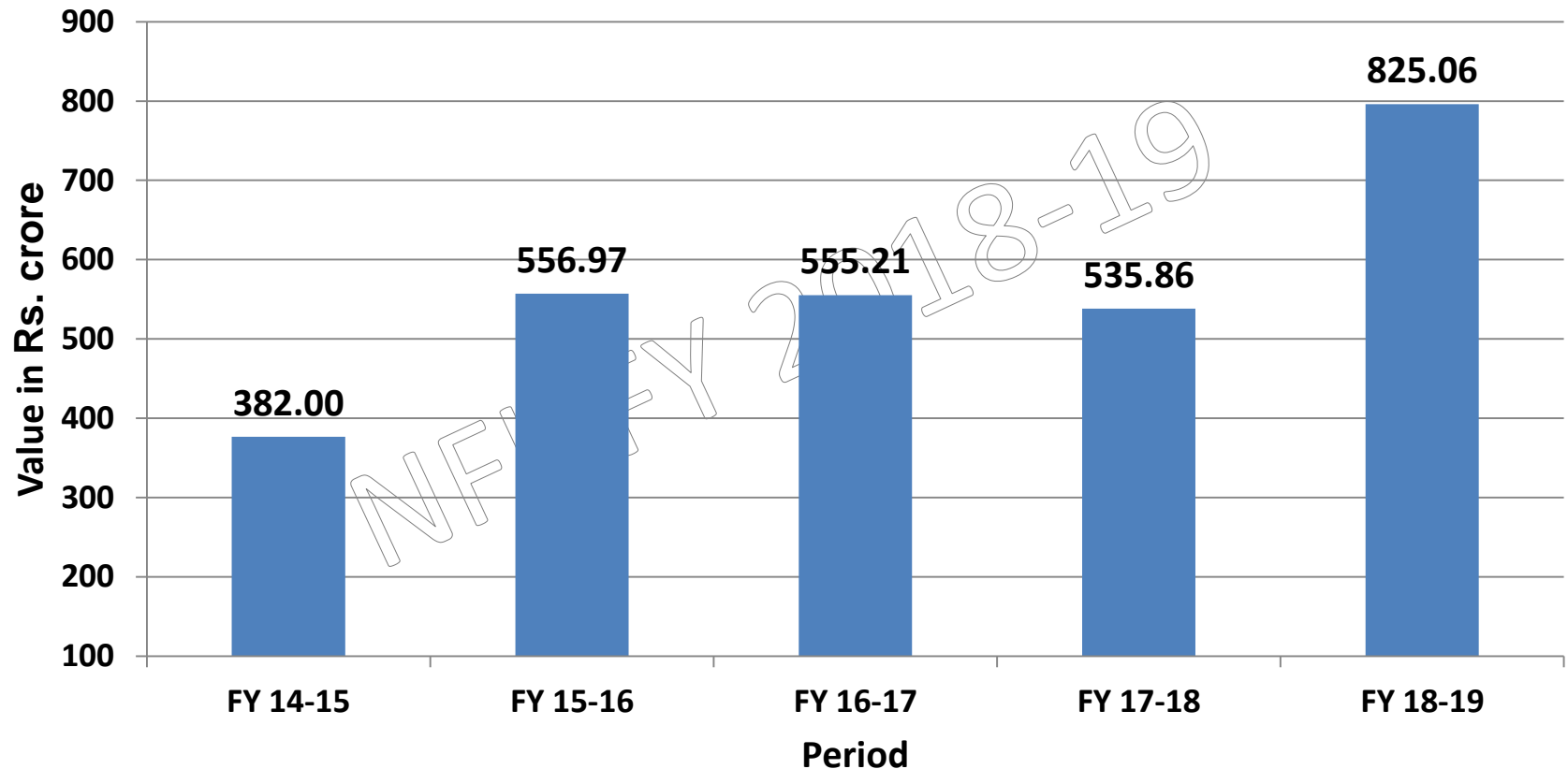
Sale value of All Products (Rs. crore)



- Growth of 36.80% as compared to CPLY.
- CAGR of 8.67% during 5 years.

Earnings Before Interest, Tax, Depreciation and Amortization (EBITDA) (Rs. crore)

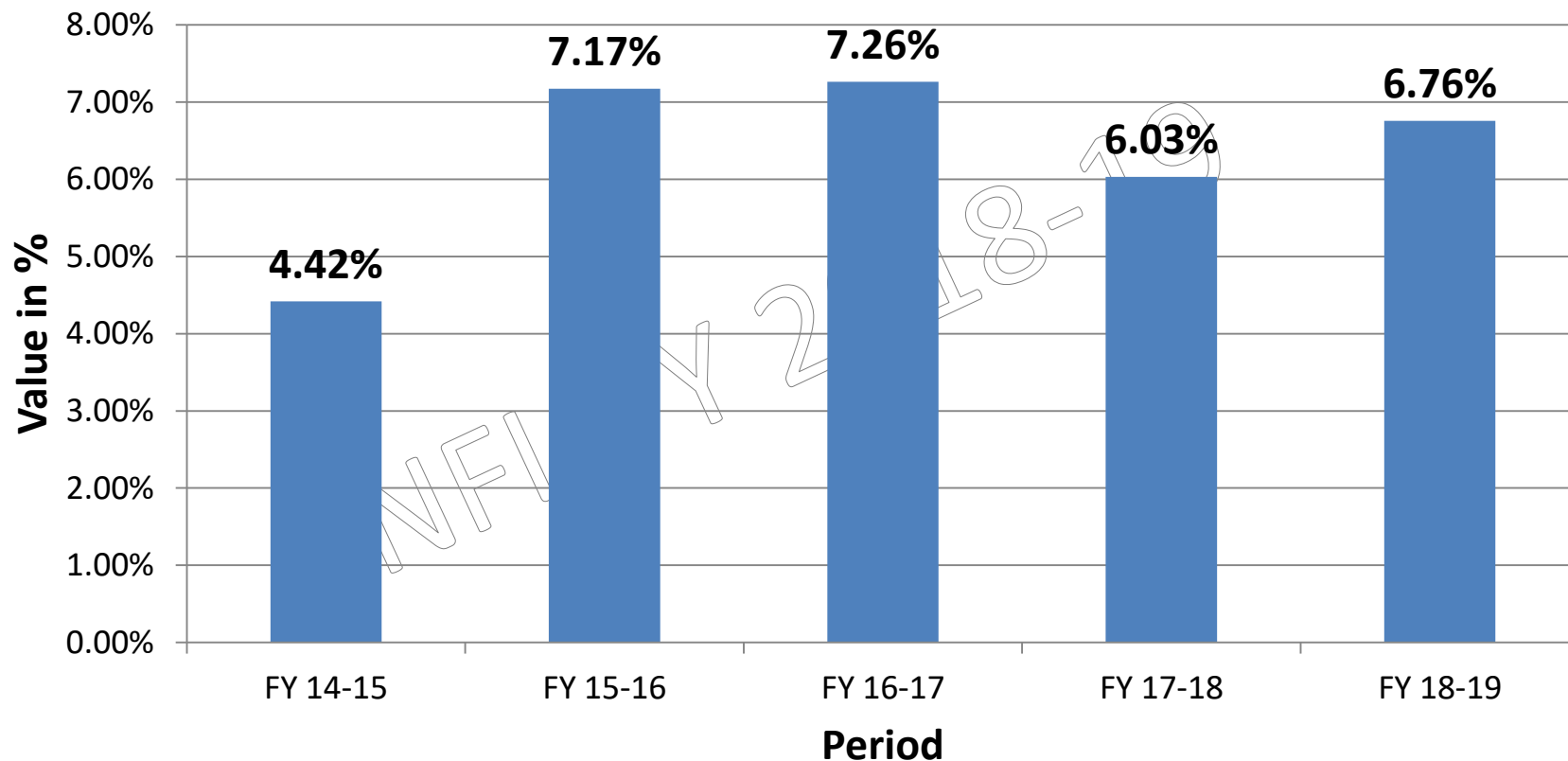
EBITDA



- Growth of 53.97% as compared to CPL.
- CAGR of 23.20% during 5 years.

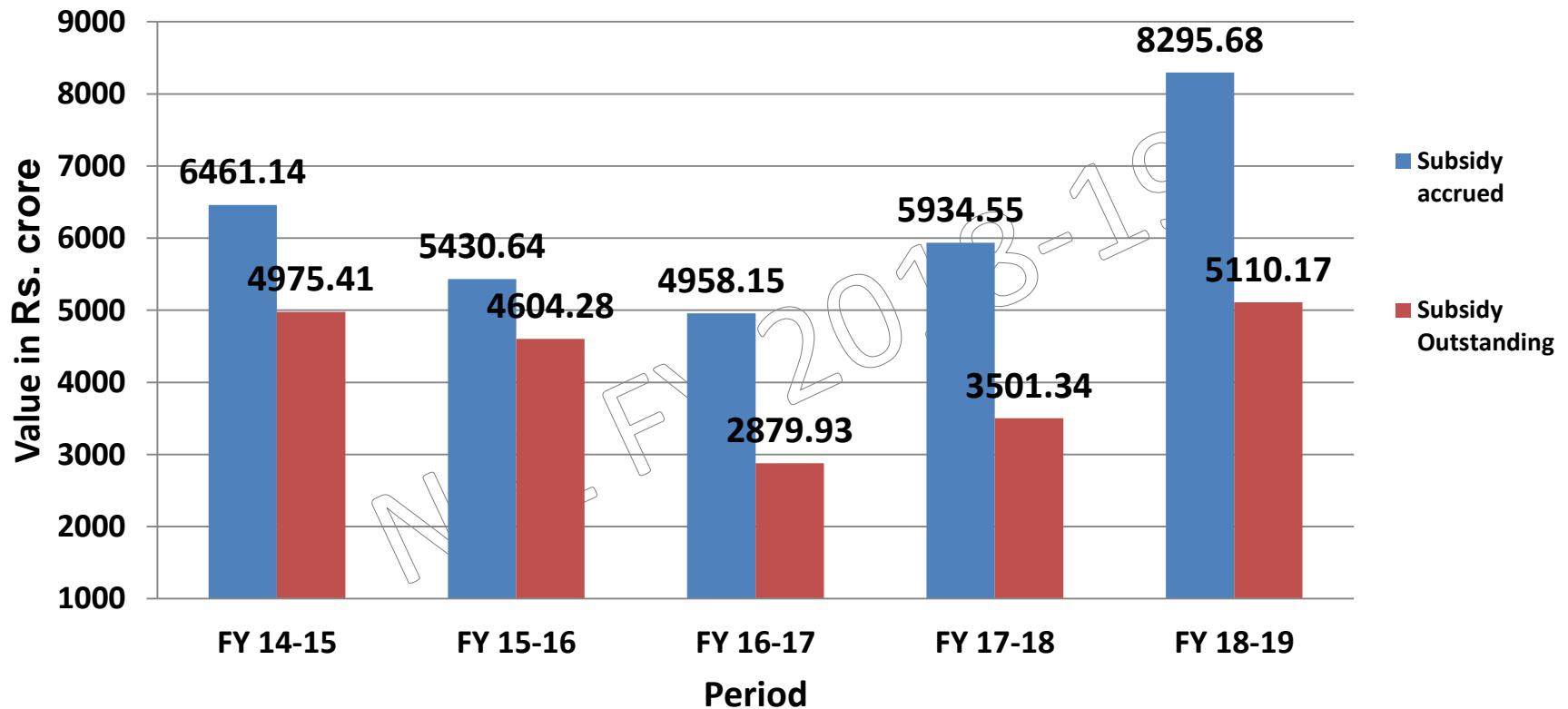
EBITDA TO GROSS SALE %

EBITDA TO GROSS SALE %



Subsidy accrued V/S Subsidy outstanding (Rs. crore)

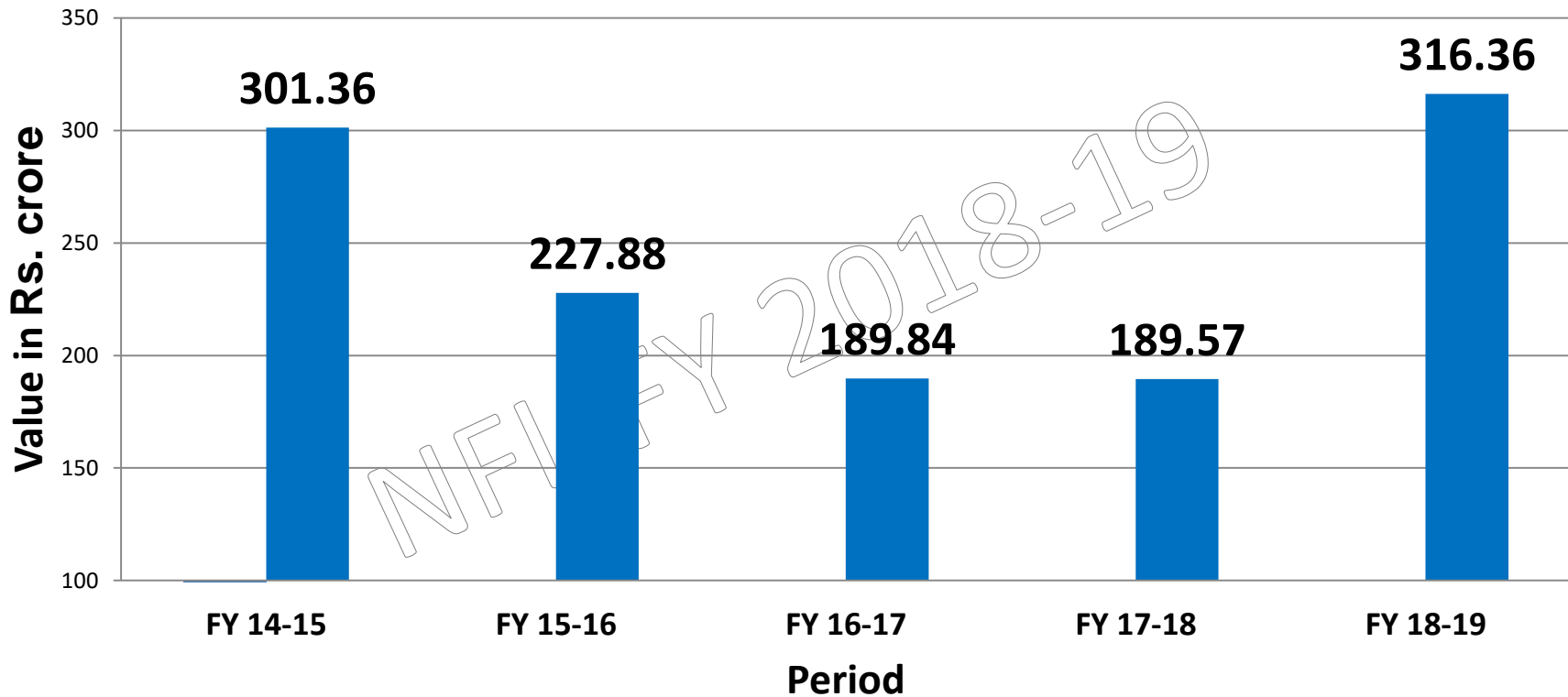
Subsidy accrued V/S subsidy outstanding after receipt of SBA



- Outstanding subsidy increased by Rs 1608.83 crore as compared to CPLY (45.95%).
- Billed and unbilled subsidy is Rs. 2811.26 crore Rs. 2298.91 crore respectively in FY 2018-19.

Finance cost (Rs. crore)

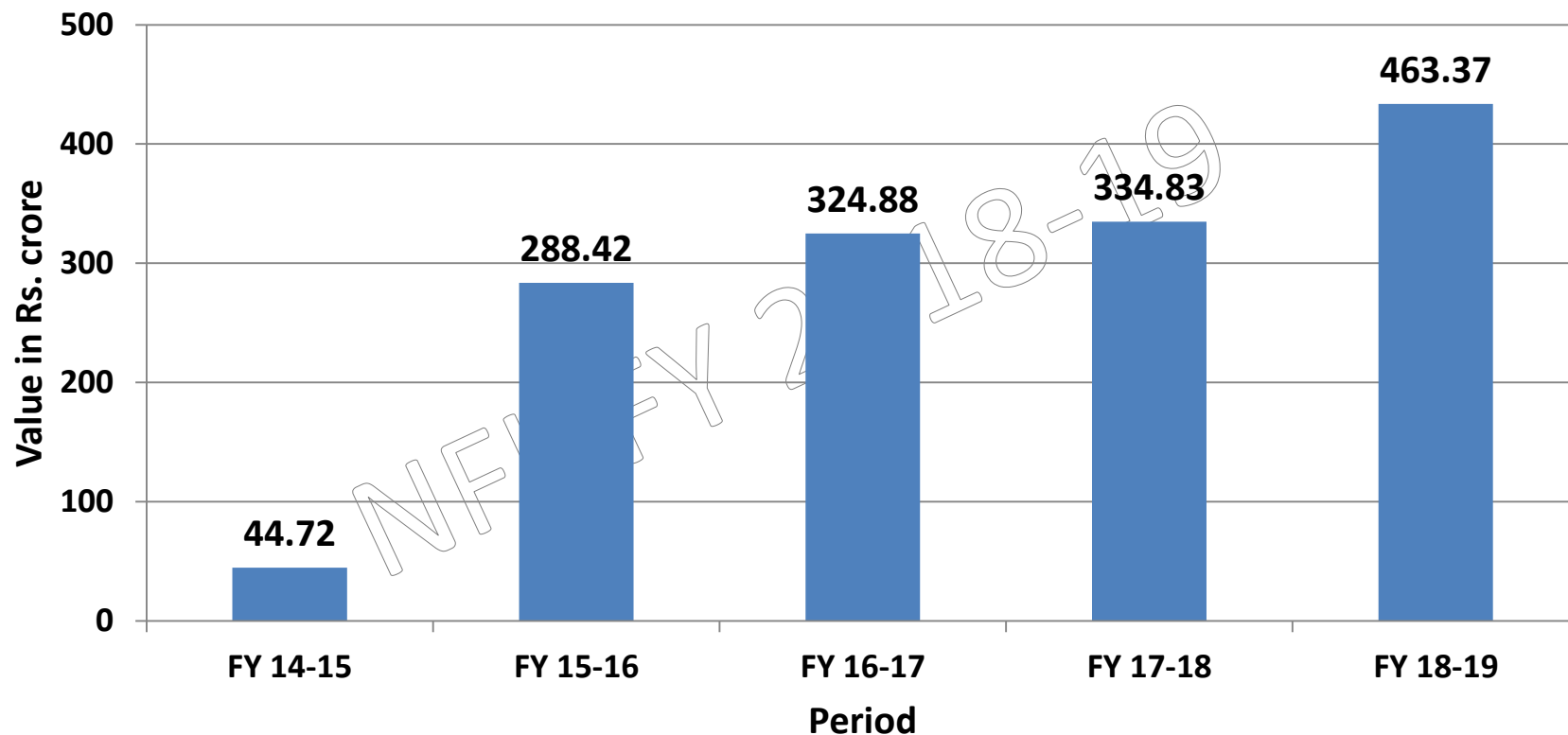
Finance cost



- Finance cost has increase by Rs 126.79 crore as compared to CPLY (66.88%) due to higher interest rate, higher average borrowings, higher import of fertilizers and increase in pool gas price.

Profit Before Tax (PBT), (Rs. crore)

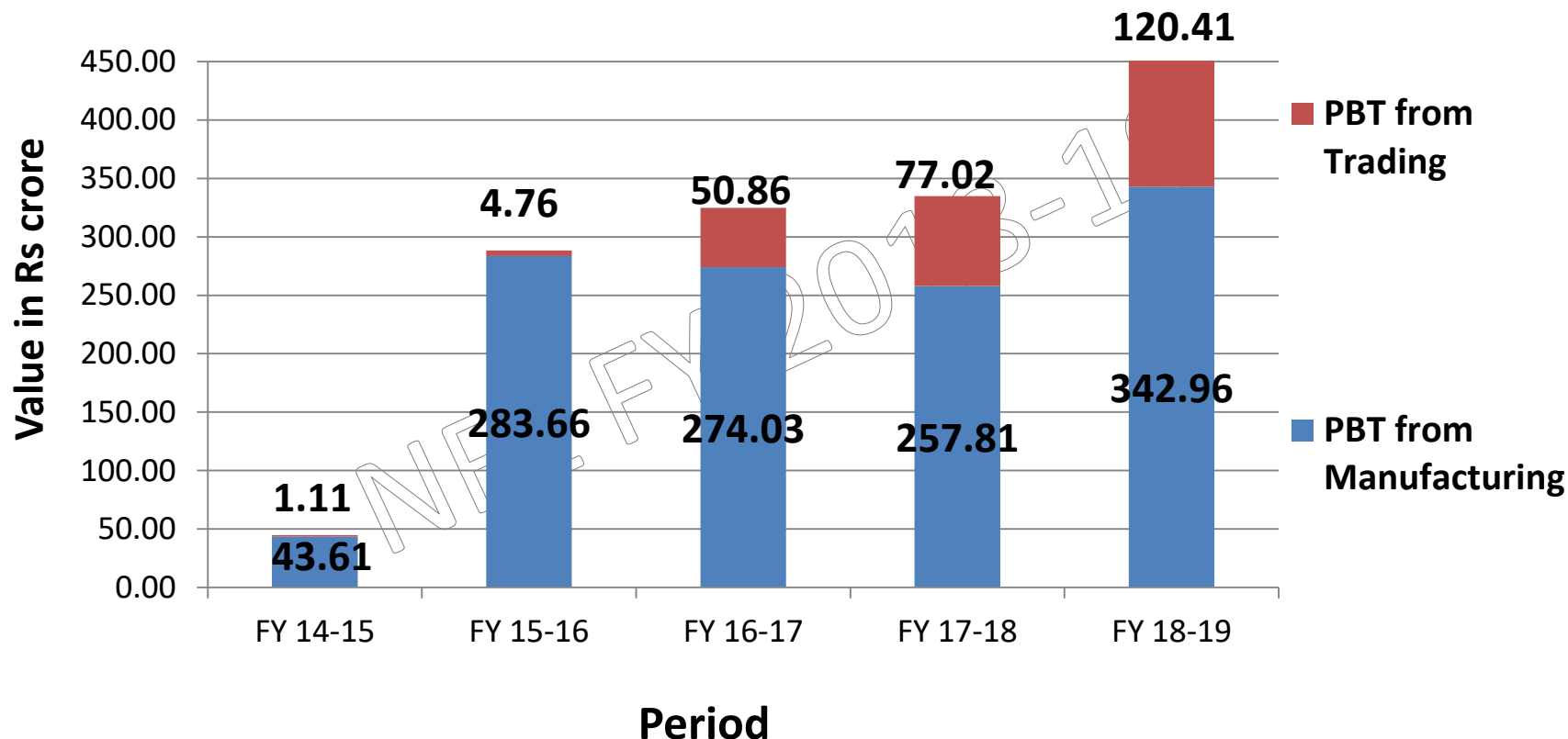
PBT



- Despite increase in o/s subsidy and finance cost, PBT has increased.
- Growth of 38.39 % as compared to CPL.
- CAGR of 187.23% during 5 years.

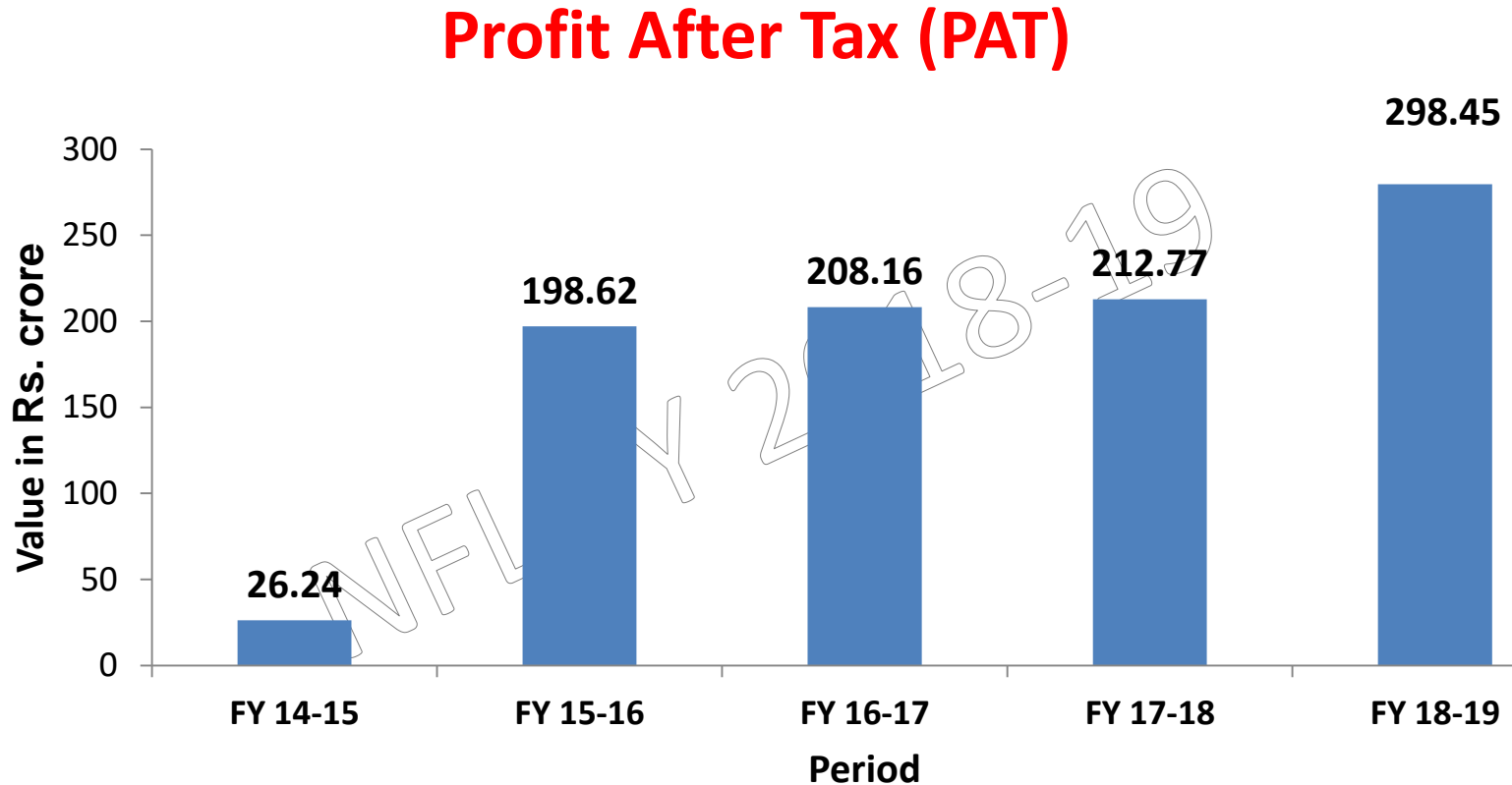
PBT from Manufacturing and Trading (Rs. crore)

PBT Break up (Manufactured products and Traded products)



- Despite increase in o/s subsidy and finance cost, PBT has increased.
- Growth of 38.39 % as compared to CPLY.
- CAGR of 187.23% during 5 years.

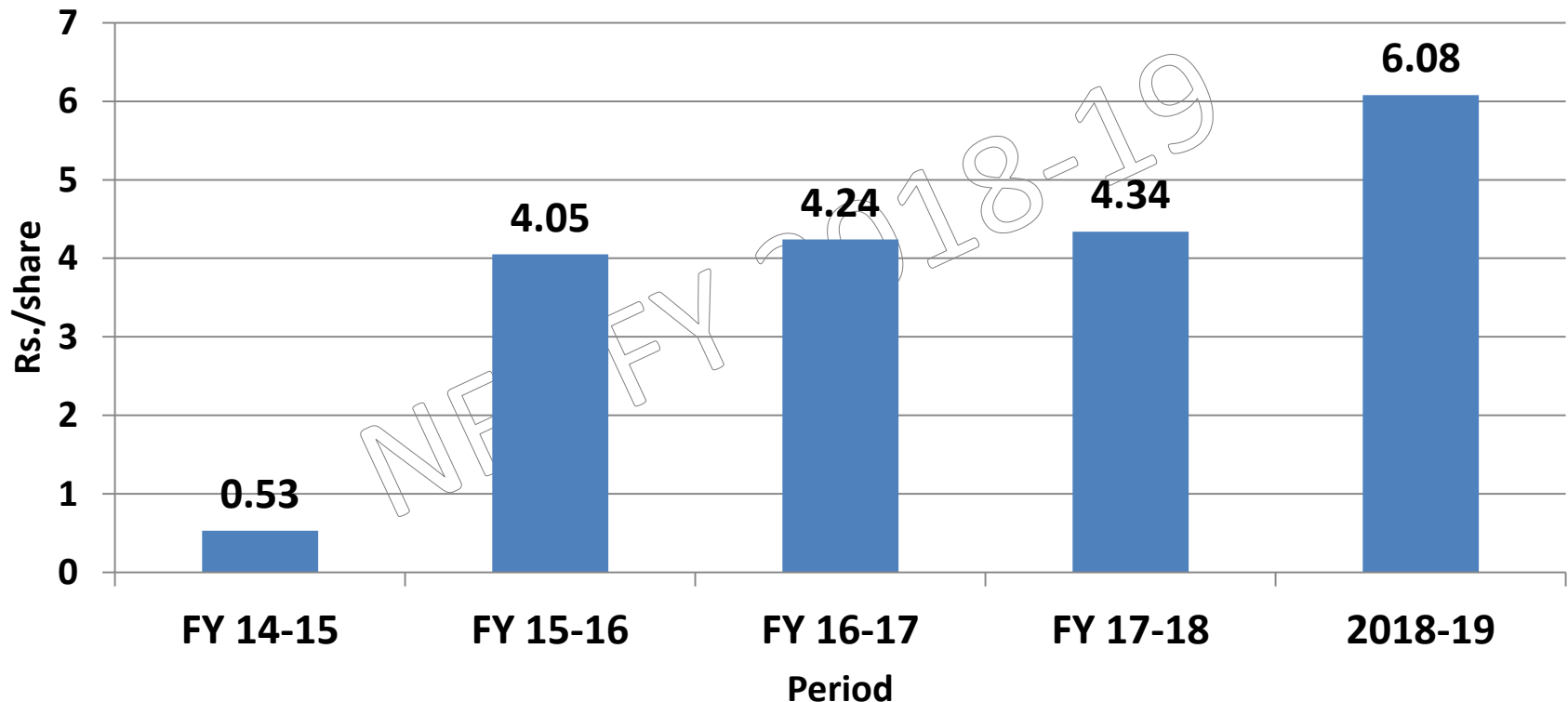
Profit After Tax (PAT) (Rs. crore)



- Growth of 40.26 % as compared to CPL.
- CAGR of 207.48 % during 5 years.

Earning Per Share (EPS)_(Rs./share)

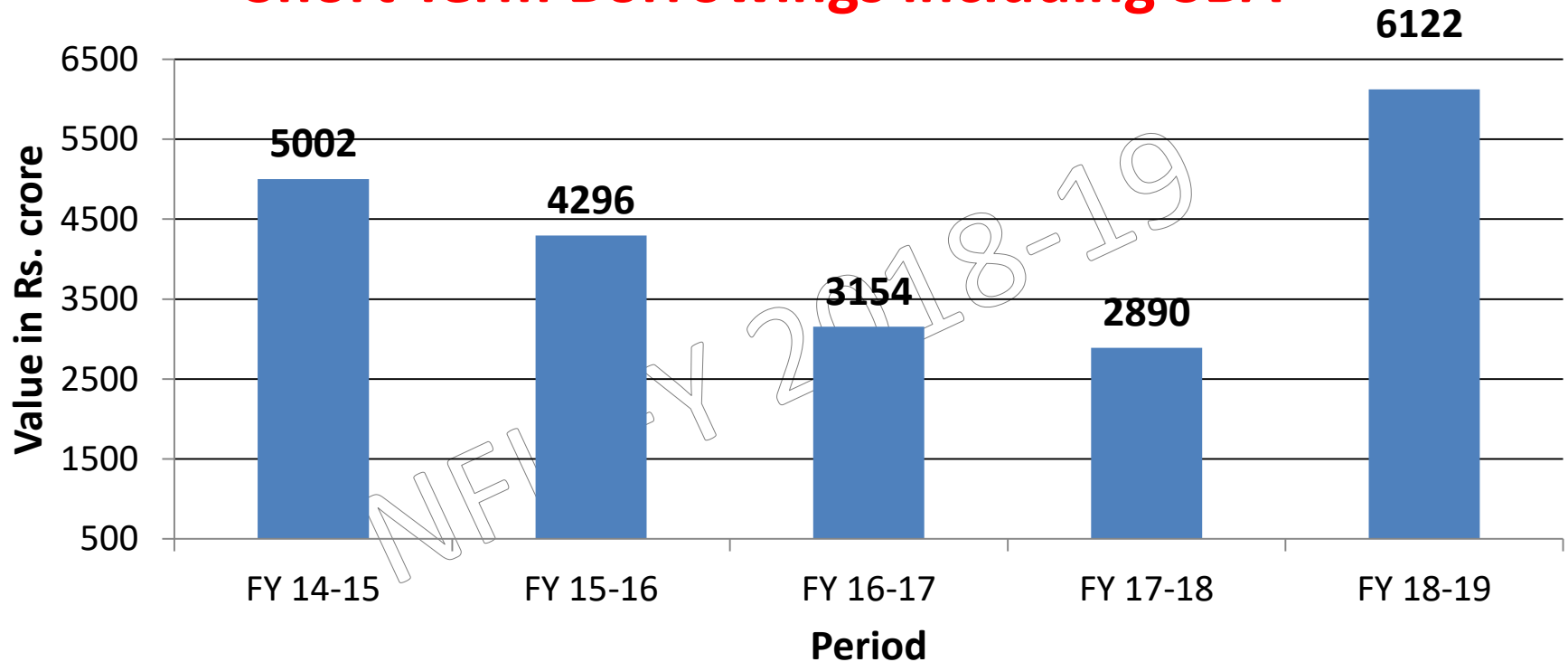
Earning Per Share (EPS)



- EPS increased by Rs 1.74 i.e growth of 40.% as compared to CPLY.
- CAGR of 209.43% during 5 years.

Short Term Borrowings (Rs. crore)

Short Term Borrowings including SBA*



*Borrowings at concessional interest rate arranged by GoI through special banking arrangement in lieu of outstanding subsidy

- The SBA for FY 2018-19 amount of Rs. 1452 crore was adjusted against subsidy released for the same amount in the month of march 2019.



PERFORMANCE FOR THE FY 2018-19

OVERALL PERFORMANCE (Rs. crore)

Particulars	FY 2018-19	CPLY	Increase/(decrease)	
			Rs. crore	%
Total Revenue From Operation	12245.24	8954.36	3290.88	37
Total Expenses	11420.18	8418.50	3001.68	36
Earnings before interest, depreciation and tax (EBITDA)	825.06	535.86	289.20	54
Add : Other Income	55.81	61.84	(6.03)	(10)
Less : Finance cost	316.36	189.57	126.79	67
Less : Depreciation	101.14	73.30	27.84	38
Profit / (Loss) before tax (PBT)	463.37	334.83	128.54	38
Operating Profit*	519.18	396.67	122.51	31
Tax expense	164.92	122.06	42.86	35
Profit/(Loss) after tax (PAT)	298.45	212.77	85.68	40
Other comprehensive income/(loss) net of tax	(2.37)	(1.82)	(0.55)	(30)
Total Comprehensive income/(loss)	296.08	210.95	85.13	40

- The total revenue increased by 37% as against total expenditure of 36% resulting in increase in EBITDA of Rs. 289.20Crore
- After considering the other income, Finance cost and depreciation, PBT has increased by Rs. 128.54 crore, PAT increase by Rs 85.68 crore and Total Comprehensive income increase by Rs.85.13 crore.
- *PBT less Other Income

PRODUCTION, PURCHASE & SALE LMT

Particulars	FY 2018-19 LMT	CPLY LMT	Increase/(decrease)	
			LMT	%
Urea Production	38.59	38.10	0.49	1
Urea Sale (Produced)	38.98	39.16	(0.18)	-
DAP/ MOP/APS/ NPK/BS/Urea (Govt A/c Imported) purchase	13.90	4.47	8.99	201
DAP/ MOP/APS/ NPK/BS/Urea (Govt A/c Imported) Sale	9.68	3.81	5.87	154
Compost Purchase	0.22	0.12	0.10	83
Compost Sale	0.21	0.12	0.09	75
Sale of all fertilizers	48.92	43.09	5.83	13.53
➤ The closing stock of DAP/ MOP/APS/ NPK/BS/Urea (Govt A/c Imported) was 4.85 LMT including stock lying at port and in transit.				

UREA STOCK

(LAKH MT)

Unit	As on 31.03.2019	As on 31.12.2018	As on 31.03.2018	Variance w.r.t. Mar - 18
Silo stock	0.36	0.36	0.91	(0.55)
Material-in-Transit (MIT)	0.39	0.31	0.40	(0.01)
Warehouse stock	0.27	0.05	0.10	0.17
Total stock	1.02	0.72	1.41	(0.39)
Details of silo stock				
Nangal	0.04	0.04	0.09	(0.05)
Panipat	0.04	0.05	0.08	(0.04)
Bathinda	0.08	0.03	0.12	(0.04)
Vijaipur I	0.10	0.11	0.16	(0.06)
Vijaipur II	0.10	0.13	0.46	(0.36)
Total	0.36	0.36	0.91	(0.55)

Stock of Traded Fertilizer (MT)

Unit	As on 31.03.2019	As on 31.03.2018	Increase/ (Decrease)
DAP	3.09	-	3.09
NPK	0.51	0.39	0.12
APS	-	0.26	(0.26)
Urea (Govt. Account)	1.25	-	1.25
Total	4.85	0.65	4.20

➤ Out of 4.85LMT stock of Imported fertilizers which includes 3.34 LMT lying at port and 0.45 LMT in transit (3.79 LMT) purchased at the end of the year.



SALE VALUE & QUANTITY BREAK-UP FOR THE FY 2018-19



Sale quantity with value of Manufactured Fertilizers (Urea, Bio Fertilizer & BS)

Particulars	FY 2018-19		CPLY		Inc./ (Dec.) with CPLY (Rs. crore)	Qty./Val. Inc./ (Dec.) with CPLY %
	Qty.	Value (Rs. crore)	Qty.	Value (Rs. crore)		
(A) Manufactured Fertilizers (urea)						
1. Sales of urea (LMT)	38.98	2024.83	39.16	2096.60	(71.77)	(3) (Val.)
2. Subsidy on Urea		7496.73		5528.63	1968.10	36 (Val.)
Gross Sales sale of Urea (A=1+2)		9521.56		7625.23	1896.33	25 (Val.)
(B) Manufactured Fertilizers (other than urea)						
1. Bio Fertilizers (MT)	630	1.82	496	1.43	0.39	47 Qty.
2. Bentonite Sulphur (MT)	6746*	10.83	-	-	10.83	-
Sub-Total (1+2)	7376	12.65	496	1.43	11.22	
Total Manufactured Fertilizers (A+B) LMT	39.05	9534.21	39.16	7626.66	1907.55	25 (Val.)
➤ *Out of total sale quantity of Bentonite Sulphur of 6746 MT, 4016 MT was sold after the declaration of commercial production w.e.f. 20.09.2018.						

Sale quantity and value of Traded Fertilizers & Other Traded Goods (i.e. Agro Chemicals & Seeds)

Particulars	FY 2018-19		CPLY		Inc./ (Dec.) with CPLY (Rs. crore)	Qty. /Val. Inc./ (Dec.) with CPLY %
	Qty.	Value (Rs. crore)	Qty.	Value (Rs. crore)		
(C)Traded Fertilizers						
(C.1) Imported Fertilizers						
1. DAP (LMT)	5.04	1883.53	3.28	986.38	897.15	54 Qty
2. MOP (LMT)	-	-	0.27	53.75	(53.75)	(100) Qty
3. APS (LMT)	0.26	63.82	0.26	61.78	2.04	-
4. NPK (LMT)	0.68	226.02	-	-	226.02	-
5. Urea (Govt. A/c) (LMT)	3.70	260.12	-	-	260.12	-
6. Bentonite Sulphur MT	-	-	-	0.26	(0.26)	(100)
Sub-total (C.1=1+2+3+4+5+6)	9.68	2433.49	3.81	1102.17	1331.32	121 (Val.)
(C.2.)Traded Fertilizer (Indigenous)						
1. Compost (LMT)	0.21	8.83	0.12	4.78	4.05	
Total Traded Fertilizers (C=C.1+C.2)	9.89	2442.32	3.93	1106.95	1335.37	121 (Val.)
Total Fertilizers (A+B+C)		11976.53		8733.61	3242.92	37 (Val.)
D. Other Traded Goods (OTG)						
1. Seeds (Quintals)	70786	24.89	55481	13.00	11.89	30
2. Agro Chemicals (Kgs/Ltrs.)	640533	11.71	369533	9.14	2.57	73
Sub-Total OTG (D=1+2)		36.60		22.14	14.46	65 (Val.%)

Sale quantity and value of Industrial & Other Products

Particulars	FY 2018-19		CPLY		Inc./ (Dec.) with CPLY (Rs. crore)	Qty./Val. Inc./ (Dec.) with CPLY %
	Qty.	Value (Rs. crore)	Qty.	Value (Rs. crore)		
E. Industrial & Other Products						
1. Nitric Acid (MT)	70606	145.38	69403	123.96	21.42	2
2. Ammonium Nitrate (MT)	12929	38.96	11299	24.43	14.53	14
3. Sodium Nitrate/ Nitrite (MT)	2987	13.69	2986	12.85	0.84	-
4. Others (Carbon slurry, Fly ash & Technical Surplus Ammonia etc.) (MT)	-	2.87	-	11.30	(8.43)	
Sub-Total (E=1+2+3+4)		200.90		172.54	28.36	16 (Val.)
Total goods sold (A+B+C+D+E)		12214.03		8928.29	3285.74	
F. Revenue From Services		10.28		0.02	10.26	
G. Other Operating Revenue* (Break up in next slide)		20.93		26.05	(5.12)	
Revenue from operation		12245.24		8954.36	3290.88	37 (Val.)
➤ * Recovery on delayed payment on credit sale, sale of scrap, LD, SD forfeiture, etc.						
➤ Note:- Company earned PBT of Rs 120.41 crore (CPLY Rs 77.02 crore) on traded fertilizers i.e. DAP, NPK etc.						

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Break up of Revenue from services and other operating revenue (Rs. crore)

Particulars	FY 2018-19	CPLY
F. Revenue from Services		
i. Training & Recruitment for other organisation	10.28	0.02
Total	10.28	0.02
G. Other operating revenue		
i. Sale of Scrap	5.02	9.11
ii. Liquidated Damages recovered from Contractor / Supplier	7.27	3.58
iii. Recoveries on delayed payment on credit sales	5.67	9.61
vi. Recovery of Dispatch Money	1.63	0.88
v. Forfeiture of Security Deposits etc	1.17	0.15
vi. Hire Charges of Equipment	0.09	0.12
vii. Commission on Sale of Urea on Govt A/c	0.08	2.60
Total	20.93	26.05

Break up of other income (Preceding 4 Years) (Rs. crore)

SL .No.	Particulars	2017-18	2018-19
	A) Interest Income on Financial Assets measured at amortised cost		
i)	Term Deposits etc.	2.09	3.62
ii)	Loan to employees	0.50	0.51
iii)	Unwinding of Interest accrued on Deposits	0.35	1.66
iv)	Others	2.04	1.10
	Total A	4.98	6.89
	B) Interest income on IncomeTax Refund	23.70	0.00
	C) Non Operating Income		
i)	Profit on Sale of Assets	2.15	40.06
ii)	Gain on Mutual Funds	1.46	-
iii)	Exchange Rate Variation (net)	4.66	(2.88)
iv)	Rent	13.29	9.51
v)	Others	5.57	8.26
	Total C	27.13	54.95
	Total A+B+C	55.81	61.64

Revenue and Profit Break up (Rs. crore)

Particulars	Revenue		PBT	
	FY 2018-19	CPLY	FY 2018-19	CPLY
A. Manufactured Fertilizers (Urea)	9521.56	7625.23	342.96	257.81
B. Manufactured Fertilizers (other than Urea)	12.65	1.43		
E. Industrial & Other products	200.90	172.54		
F. Revenue From Services	10.28*	0.02		
G. Other Operating Revenue @	20.93	26.05	120.41	77.02
C. Traded Fertilizers	11976.53	8733.61		
D. Other Traded Goods	36.60	22.14		
Total	12245.24	8954.36	463.37	334.83

* Includes revenue from services provided for manpower recruitment to RFCL and training to RFCL and Dangote (Rs. 3.33 crore).

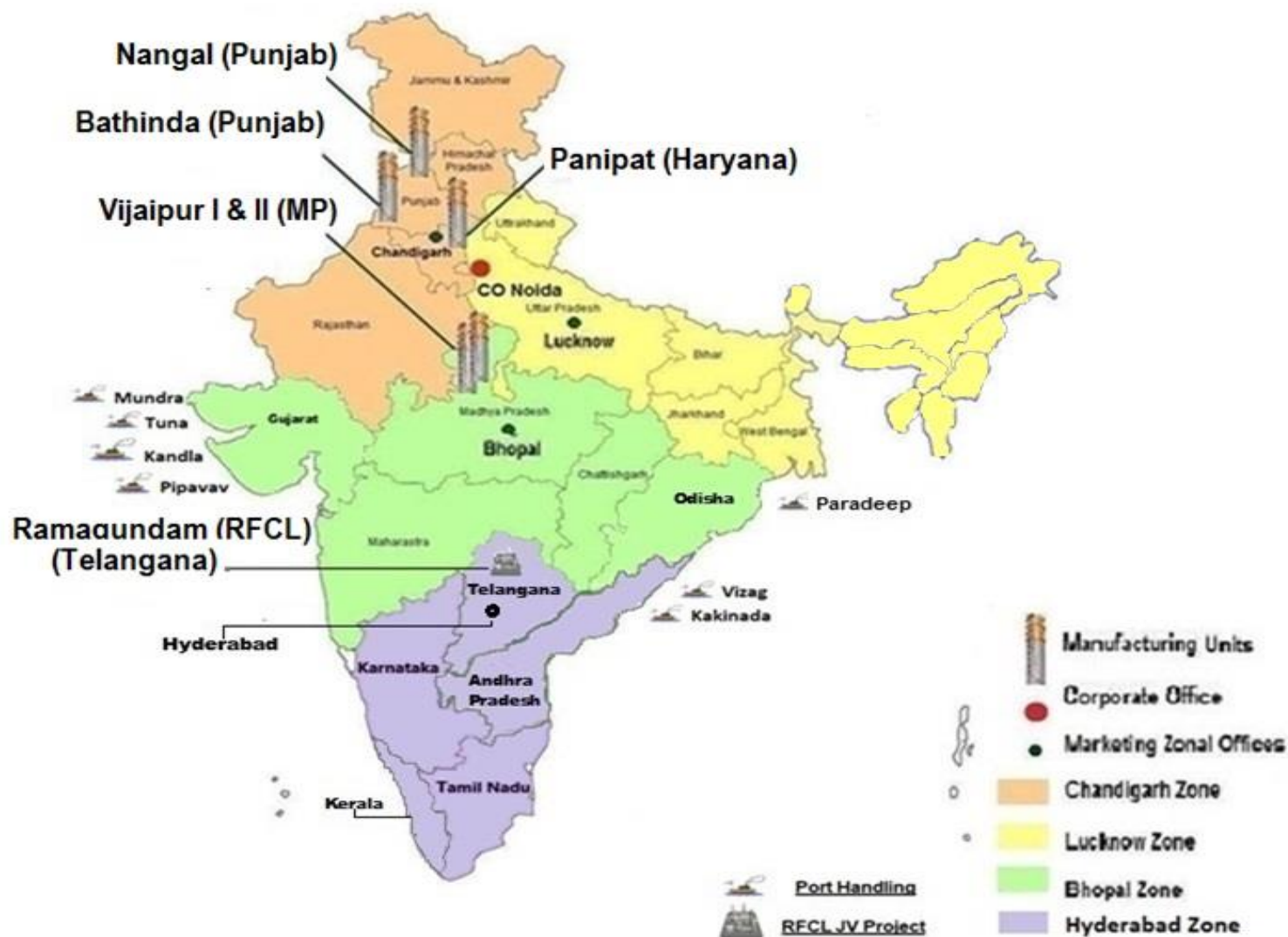
@ Other operating revenue includes sale of scrap, forfeiture of security deposits and LD etc.

SALE OF UREA (ZONE WISE) (LAKH MT)

Zonal Offices	FY 2018-19	CPLY	Increase/ (Decrease)
Chandigarh(6 States)	17.16	16.46	0.70
Bhopal (6 States)	11.94	11.05	0.89
Lucknow (5 States)	9.88	11.65	(1.77)
TOTAL	38.98	39.16	(0.18)

- New Hyderabad zonal office covering 6 states has been operationalized w.e.f. 01.04.2019.
- Total number of dealers are 2241 as on 31.03.2019.

(Plant Locations, Marketing Territory, Port handling & JV)

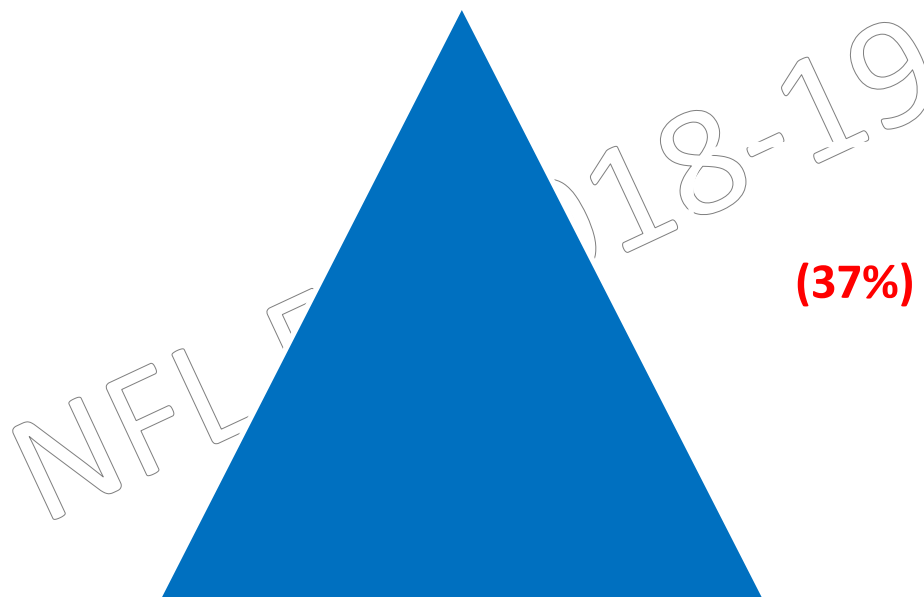


Farmers' education programs for balanced use of Fertilizers etc. (Under Agriculture extension Services)

Sr.	Program / Activity	2018-19	
		Nos. of Programs	No. of Farmers
1	Training / Education Programs for		
a	One day Training Programs for Dealers/Retailers/Cooperatives/m-FMS/DBT/FAI Trainings	50	2420
b	One day Training Programs / Crop Seminars for Farmers at Agriculture Universities / KVK/Research Institutes/farmers field	42	2876
c	2 days residential prog. / visit of farmers to Agri. University/KVK/Research Station/ Compost manufacturing Unit.	09	556
2	Field Trials, Soil Testing etc.		
a	Long Term Trials on use and effects of liquid Bio-fertilizers on various crops	92	-
b	Long Term Trials on Use of City Compost along with recommended dose of fertilizers through KVK	88	-
c	Field demonstrations on the use of Bentonite Sulphur along with recommended dose of fertilizers	84	-
d	Field days programs	261	9531
e	Promotional Campaign for Agrochemicals, Bio-fertilizers etc.	41	14920
f	Soil Testing for Macro Nutrients Analysis (NPK) samples	15191	-
g	Soil Testing for Micro Nutrients Analysis samples	5058	-
h	Participation in Krishi Melas and Exhibitions	39	45686

Revenue From Operation Growth For FY 2018-19

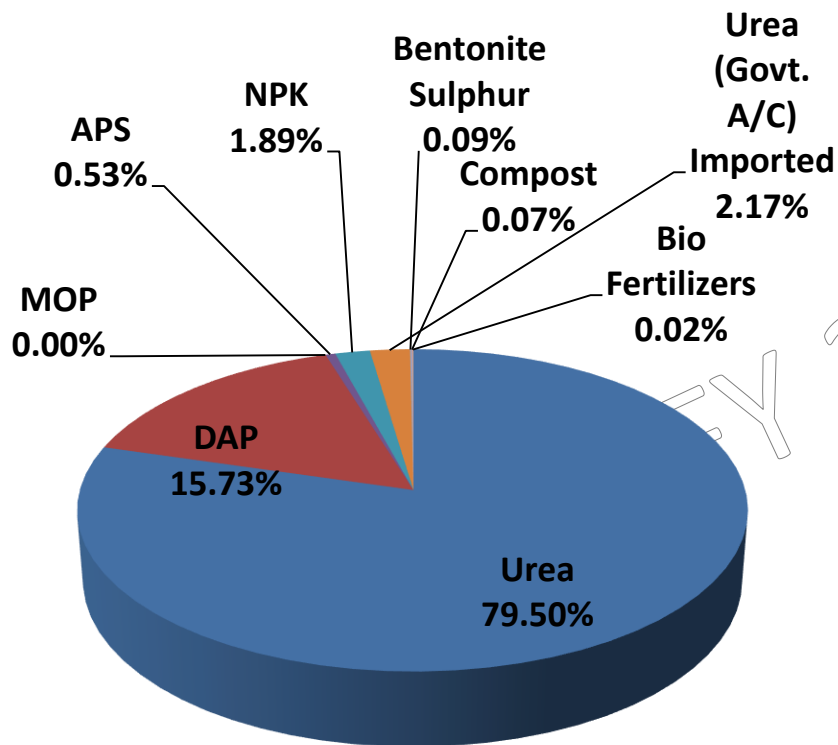
Rs. 12245.24 crore
(FY-2018-19)



Rs. 8954.36 crore
(FY-2017-18)

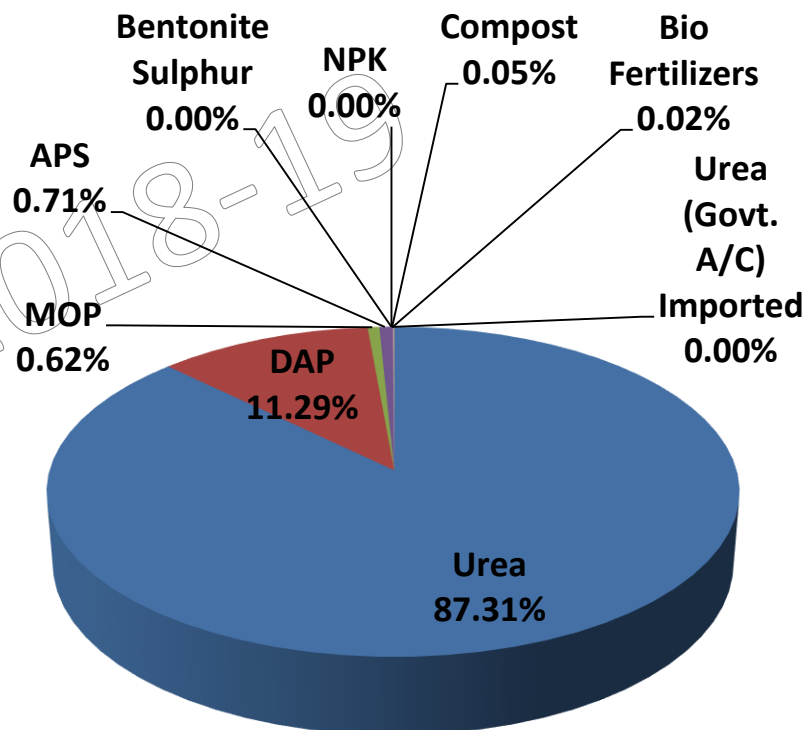
Sale Breakup All Fertilizers % Sale

FY-2018-19



The above sale value break-up is for 48.92 LMT of all fertilizers

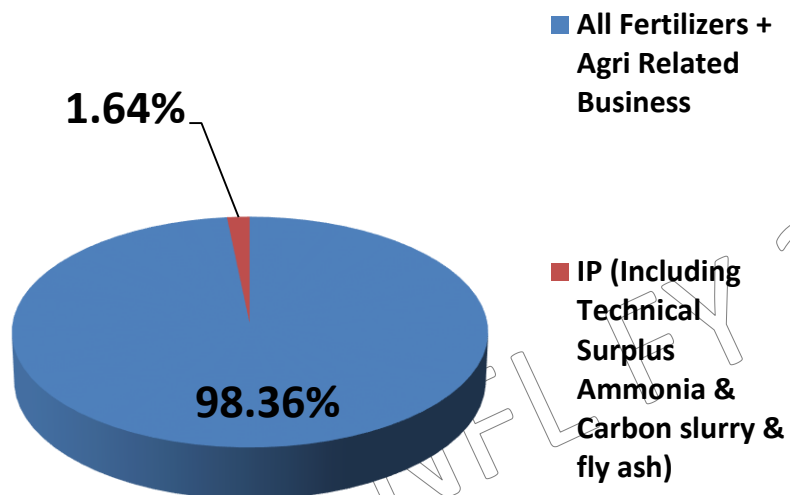
CPLY



The above sale value break-up is for 43.09 LMT of all fertilizers

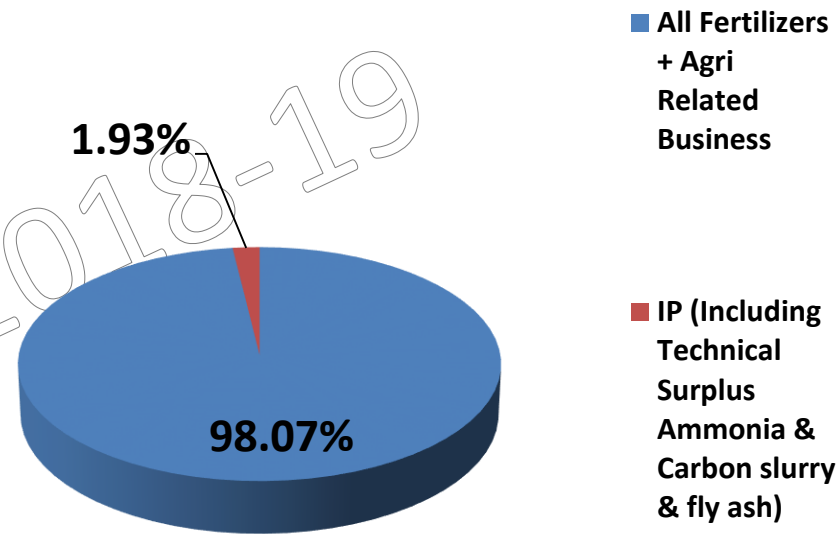
Sale Breakup of All Fertilizers + Agri related Business Vs Industrial Product % Sale

FY-2018-19



₹ 12214.03 Crore

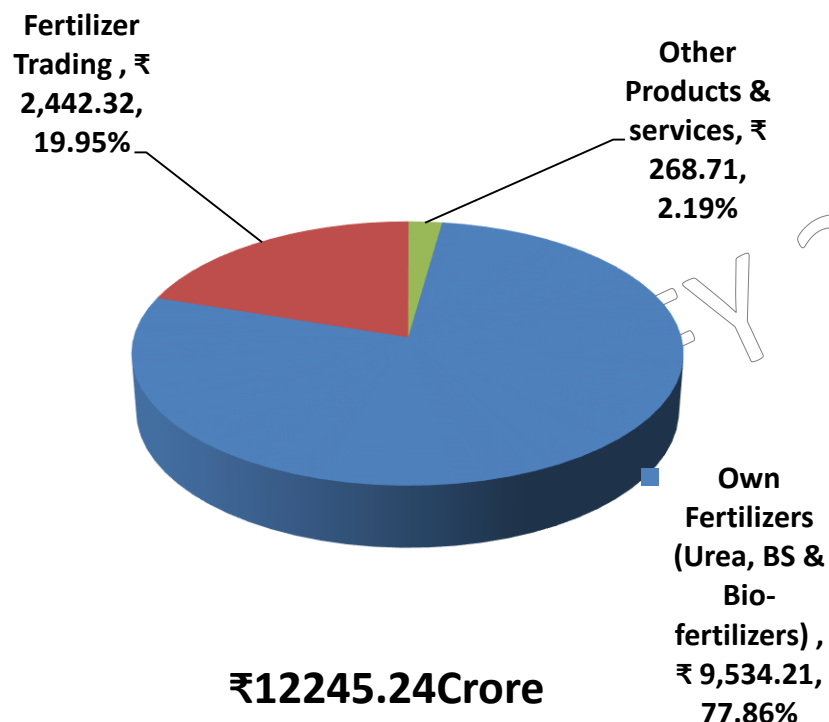
CPLY



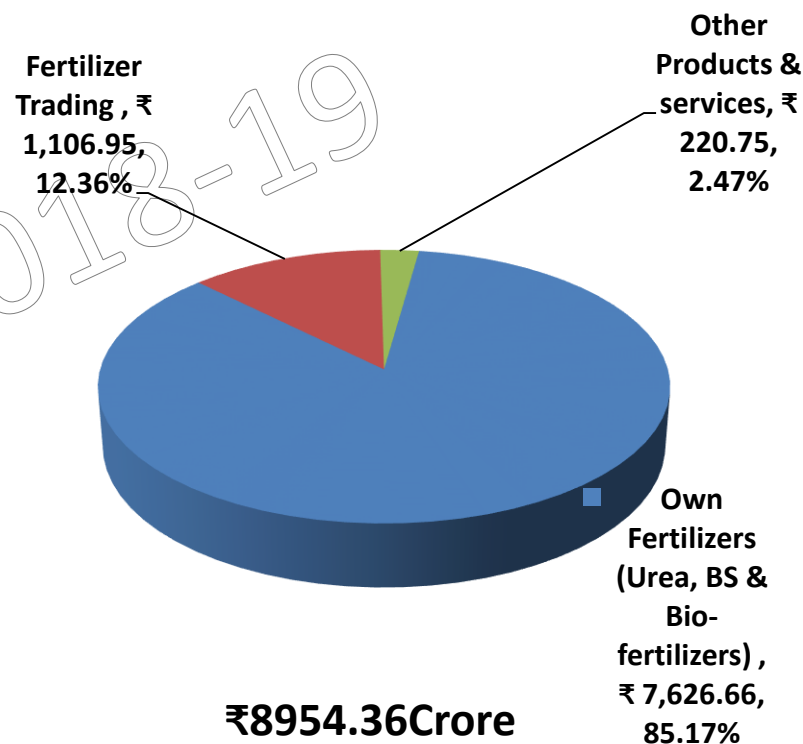
₹ 8928.29Crore

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

FY-2018-19



FY-2017-18

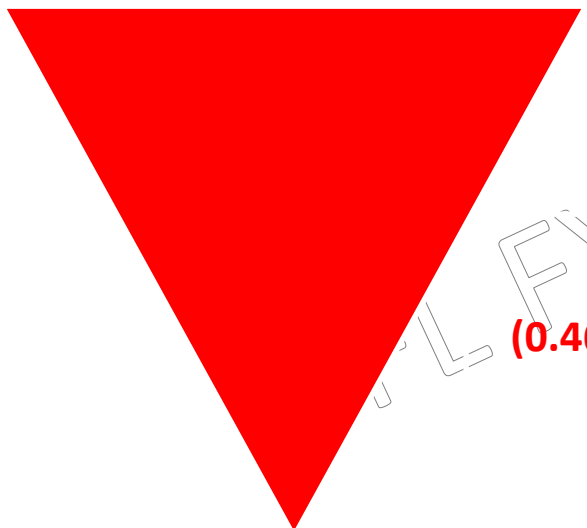


- Own Fertilizers includes Urea, Bentonite Sulphur and Bio-Fertilizers.
- Fertilizer Trading Includes DAP/MOP/APS/NPK /Urea (Govt A/c) Imported and Compost.
- Other product & services includes: (a) Industrial Products i.e. Nitric Acid, Ammonium nitrate, Sodium Nitrate/Nitrite, Ammonia. (b) Services for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

Sale Quantity and Value of Manufactured Urea For FY 2018-19 & 2017-18

Quantity

38.98 LMT
(FY-2018-19)

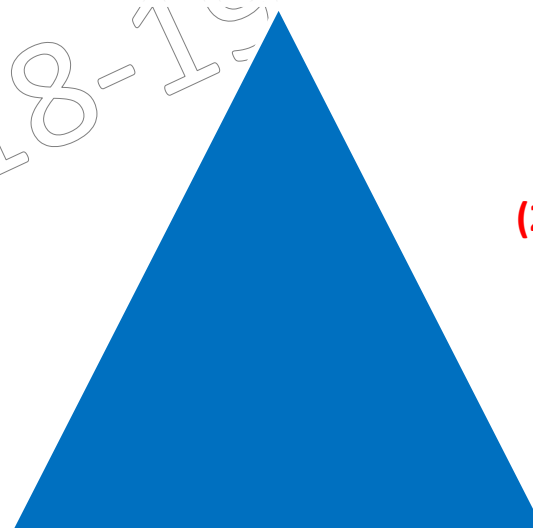


(0.46%)

39.16 LMT
(FY-2017-18)

Value

Rs. 9521.56 crore
(FY-2018-19)



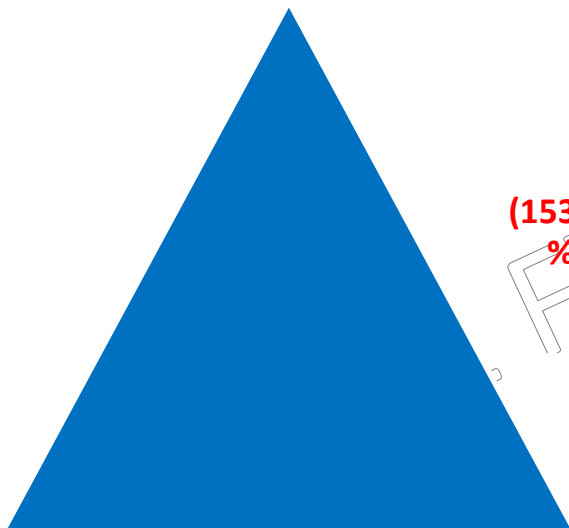
(25%)

Rs. 7625.23 crore
(FY-2017-18)

Traded Fertilizers Sale Quantity & Value

Quantity

9.97 LMT
(FY-2018-19)

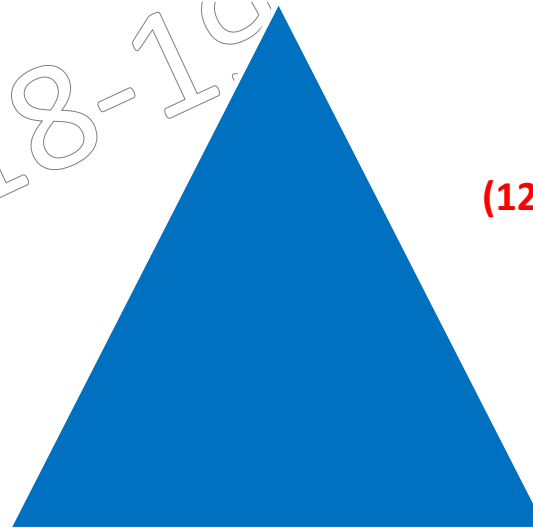


3.93 LMT
(FY-2017-18)

(153.69
%)

Value

Rs. 2442.32 crore
(FY-2018-19)

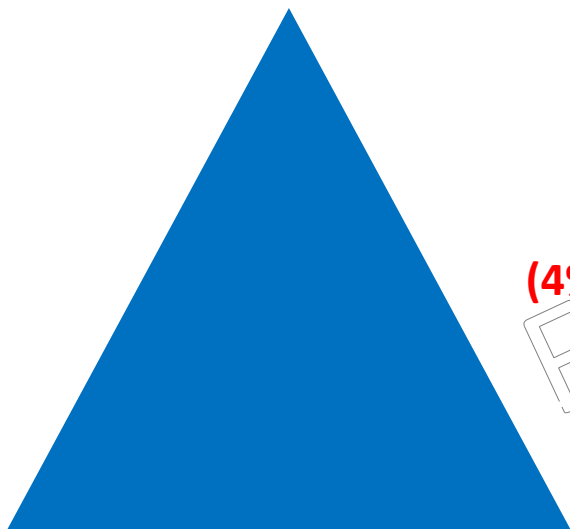


Rs. 1106.95 crore
(FY-2017-18)

(121%)

Sale Quantity & Value of Industrial Products & Other Products

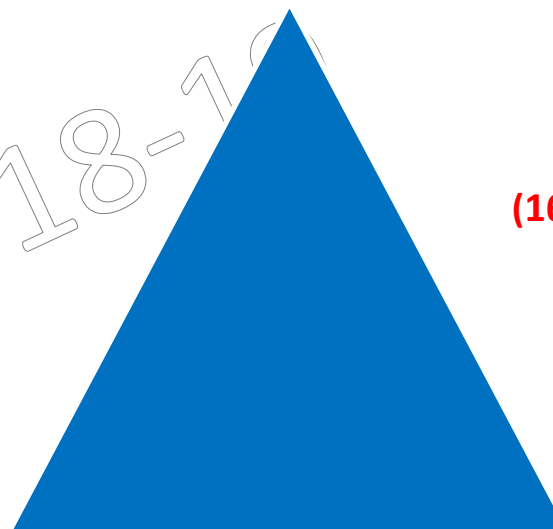
0.87 LMT
(FY-2018-19)



0.84 LMT
(FY-2017-18)

(4%)

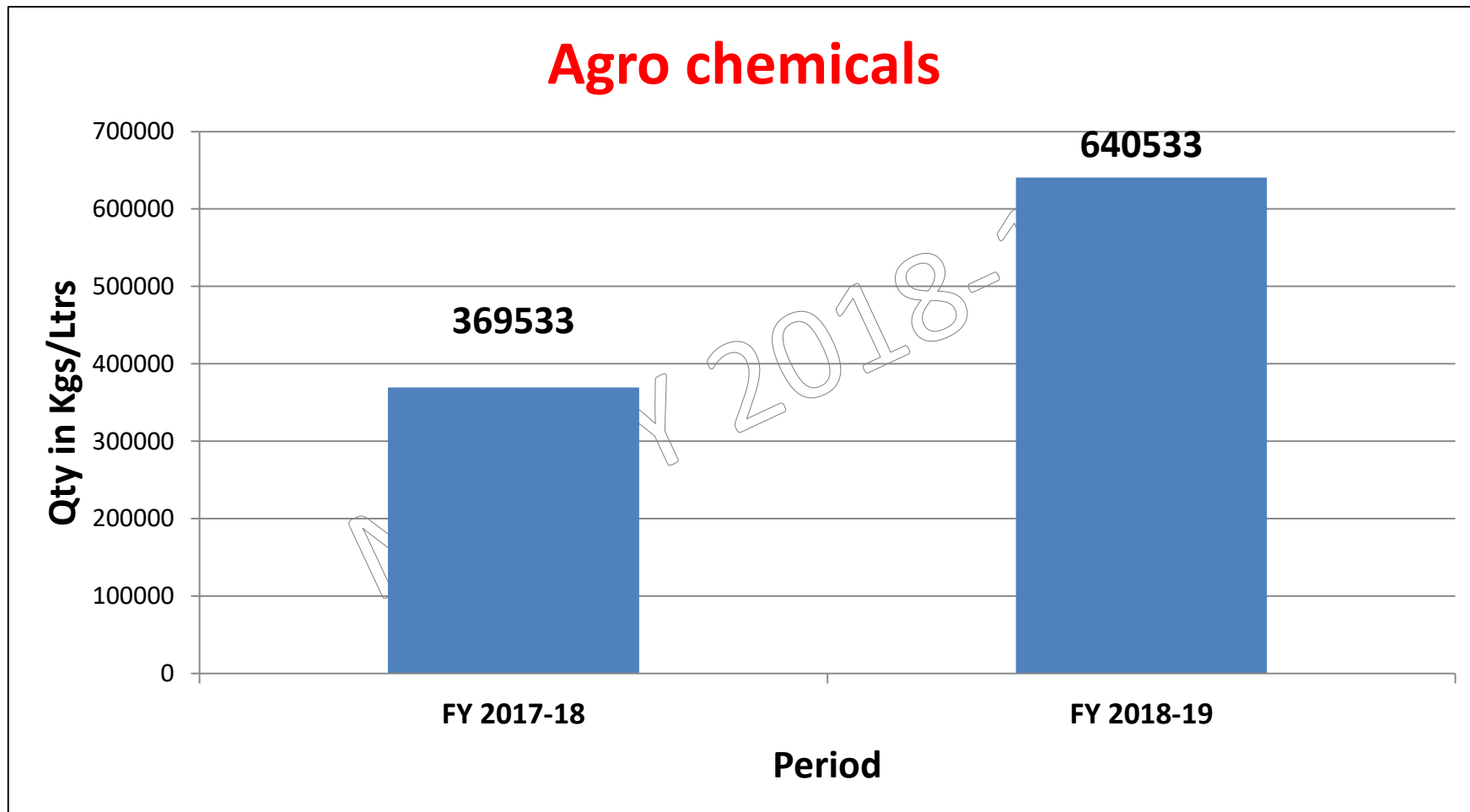
Rs. 200.90 crore
(FY-2018-19)



(16.44%)

Rs. 172.54 crore
(FY-2017-18)

Sale of Agro chemicals (KG/Ltr.)





DETAILS OF EXPENSES FOR THE FY 2018-19

Details of Expenses for FY 2018-19

Particulars	FY 2018-19	CPLY	Increase/ (Decrease)	Remarks
Production of urea (LMT)	38.59	38.10	0.49	Higher by 0.49 LMT during FY18-19
Sale of urea (LMT)	38.98	39.16	(0.18)	
	(Rs. crore)	(Rs. crore)	(Rs. crore)	
Cost of Materials consumed	4738.34	3399.15	1339.19	Increase in gas price (26.19%) and higher production of urea by 0.49 LMT. USD 12.19 vs 9.66 /MMBTU
Power and Fuel	3122.74	2398.92	723.82	
Purchase of Traded Goods (Break up in next slide)	2964.80	1025.18	1939.62	mainly due to higher import of DAP by 4.84 LMT and urea (govt. account) by 4.96 LMT and NPK by 0.42 LMT in comparison to CPLY.
Employee Benefits Expense	556.01	724.77	(168.76)	mainly on account of one time provision of Rs.152.95 crore towards gratuity liability was made during CPLY.
Freight and Handling	797.24	607.36	189.88	due to rise in fuel cost and higher sale of fertilizers
Repairs and Maintenance	71.68	73.77	(2.09)	mainly on account of capitalization of LED lightings procurement which were earlier charged to Repairs and maintenance.
Excise duty	-	11.82	(11.82)	Goods & Services Tax (GST) replaced Excise Duty w.e.f 01.07.2017.
Other Expenses	188.42	170.83	17.53	Due to provisioning of GST of Rs 12.24 cr
(Increase)/Decrease in inventories – TOTAL	(1019.05)	6.70	(1025.75)	
Total Expenses	11420.18	8418.50	3001.68	Increase by 36% as against Gross sales by 37%

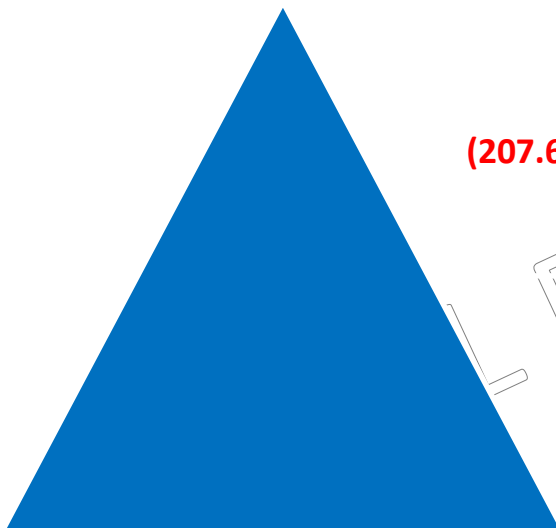
Purchase of Traded goods (Qty. and Value)

ParticularsRs.	FY 2018-19		CPLY		Increase/ (Decrease) with CPLY (Rs. crore)	Qty. Inc./ (Dec.) with CPLY %
	Qty.	Value (Rs. crore)	Qty.	Value (Rs. crore)		
DAP (IMP) (LMT)	8.13	2517.05	3.29	783.10	1733.95	147 Qty.
MOP (IMP) (LMT)	-	-	0.27	39.56	(39.56)	-
APS (IMP) (LMT)	-	0.08*	0.52	90.50	(90.42)	-
NPK (IMP) (LMT)	0.81	206.71	0.39	86.48	120.23	107.69 Qty.
Urea (Govt. Account) (LMT)	4.96	204.79	-	-	204.79	100 Qty.
BS (LMT)	-	-	-	0.13*	(0.13)	-
Sub-total (IMP)	13.90	2928.63	4.47	999.77	1928.86	193 Qty.
Compost (LMT)	0.22	7.31	0.12	4.12	3.19	83 Qty.
Sub-total	14.12	2935.94	4.59	1003.89	1932.05	207.63 Qty.
Agro Chemicals (Nos.)	645430	9.76	423000	8.76	1.00	52.58 Qty.
Seeds (Quintals)	72561	19.10	53288	12.53	6.57	36.17 Qty.
Total		2964.80		1025.18	1939.62	189.20 Val.
*Purchase value adjustment						

Purchase Value and Quantity of Traded Fertilizers

Quantity

14.12LMT
(FY-2018-19)

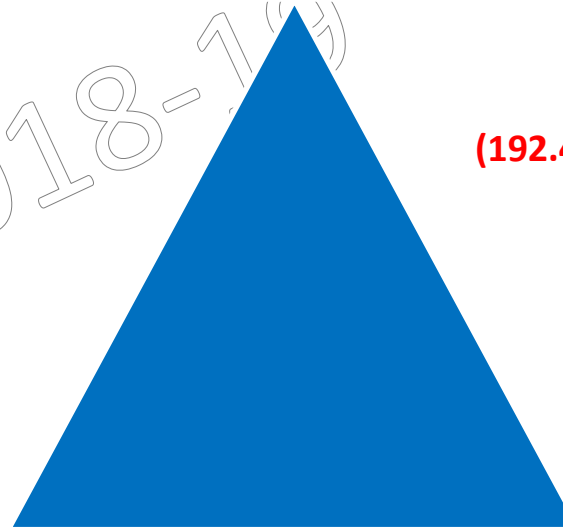


(207.63%)

4.59 LMT
(FY-2017-18)

Value

Rs. 2935.94 crore
(FY-2018-19)



(192.46%)

Rs. 1003.89 crore
(FY-2017-18)



**UREA PRODUCTION,
ON STREAM DAYS
&
ENERGY CONSUMPTION
FOR THE
FY 2018-19**

UREA PRODUCTION Lakh MT

Unit	FY 2018-19	FY 2017-18	Variance with CPLY
	Actual	Actual	
Nangal	5.41	5.43	(0.02)
Panipat	5.74	5.60	0.14
Bathinda	5.84	5.62	0.22
Vijaipur I	10.28	10.50	(0.22)
Vijaipur II	11.32	10.95	0.37
Total	38.59	38.10	0.49

- Production of urea during the period was higher at Bathinda and Vijaipur-II units as compared to CPLY.
- 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.
- 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
- Production was lower at Vijaipur-I by 0.15 LMT due to annual maintenance shutdown taken from, 21st June, 2018 to 5th July, 2018.

Production of Urea treand of 4 years (Qty. in LMT)

Production of Urea

	2015-16	2016-17	2017-18	2018-19
Units	Annual	Annual	Annual	Annual
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	11.45	11.39	10.95	11.32
TOTAL	37.99	38.10	38.10	38.59

On-Stream Days trend of 4 Years (No. of Days)

Stream Days				
Units	2015-16	2016-17	2017-18	2018-19
	Annual	Annual	Annual	Annual
NANGAL	342	316	334	331
PANIPAT	348	334	342	347
BATHINDA	336	349	342	355
VIJAIPUR- I	328	349	346	343
VIJAIPUR-II	347	338	320	348

ENERGY CONSUMPTION

(Gcal/MT OF UREA)

Units	Revised Energy Norms for 2018-19*	Energy Norms for 2017-18	Actual Energy	
			FY 2018-19	FY 2017-18
Nangal	7.083	7.095	6.720	6.819
Panipat	7.592	7.614	6.698	6.762
Bathinda	7.459	7.479	6.720	6.859
Vijaipur I	5.896	5.904	5.891	5.753
Vijaipur II	5.500	5.569	5.426	5.372

- * Energy norms are after considering 2% penalty in case of all units (except Vijaipur-II unit), however, for Vijaipur-II unit revised energy norm of 5.500 Gcal/MT has been made applicable w.e.f. 1.04.2018 onwards vide DoF notification dated 28th March, 2018.
- Energy consumption during current quarter was lower than CPLY at all units except Vijaipur I & II units on account of the following reasons :-
- **a) Vijaipur I** – Plant load limitation in Ammonia-I plant owing to leakages in Makeup Gas Cooler, Inter stage cooler of Synthesis Compressor, High wheel chamber pressure in Process Air Compressor and Refrigeration Compressor. In addition to above, there were 14 nos. of tripping in Ammonia Plant during FY 2018-19 against 12 nos. in CPLY.
- **b) Vijaipur II** – Urea plant tripped 18 times during the FY 2018-19 in comparison to 10 times during CPLY.

ENERGY CONSUMPTION TREND OF 4 YEARS

(GCAL/MT OF UREA)

Units	FY 2018-19	FY 2017-18	FY 2016-17	FY 2015-16
Nangal	6.720	6.819	7.012	7.012
Panipat	6.698	6.762	7.112	7.259
Bathinda	6.720	6.859	6.924	7.003
Vijaipur I	5.891	5.753	5.784	5.750
Vijaipur II	5.426	5.372	5.364	5.410



Analysis of Finance Cost

BREAK UP OF TOTAL FINANCE COST FOR FY 2018-19 Rs. crore

The finance cost for the year ended March-2019 was Rs. 316.36 crore as compared to Rs. 189.57 crore during CPLY as per details below :-

Particulars	FY 2018-19	CPLY	Increase/ (Decrease)
Interest on Long Term Loans	8.78	8.07	0.71
Interest on working capital Loans (excluding interest on Imported trading activities)	240.61	134.34	106.27
Other borrowing costs (CP related charges)	3.94	2.77	1.17
Other Interest (on security deposits)	7.96	8.73	(0.77)
Total finance cost	261.29	153.91	107.38
Add: Interest on Imported Trading Activities	55.07	35.66	19.41
Total finance cost (including trading activities)	316.36	189.57	126.79

- The total interest on working capital loans (including interest on Imported trading activities) has increased by Rs. 126.79 crore due to:
- higher interest rates (6.91% as compared to 6.34% during CPLY)
 - and higher average borrowings (Rs. 4338.90 crore as compared to Rs. 2724.95 crore during CPLY)
 - higher purchase of imported fertilizers by Rs.1928.86 crore and increase in pool gas prices (by 26.19%).

ANALYSIS OF FINANCE COST ON WORKING CAPITAL FOR FY 2018-19

Rs. crore

Particulars	FY 2018-19	CPLY	Increase/ (Decrease)
Interest on working capital Loans (excluding interest on Imported trading activities)	240.61	134.34	106.27
Interest on Imported Trading Activities	55.07	35.66	19.41
Other borrowing costs (CP related charges)	3.94	2.77	1.17
Total finance cost	299.62	172.77	127.85
Average Borrowings	4338.90	2724.95	1613.95
Average Interest Rate (%)	6.91	6.33	0.58

Particulars	FY 2018-19
Rate Variance	-24.68
Quantity Variance	-103.17
Total	-127.85

STEPS TAKEN TO REDUCE FINANCE & FOREX COST

- Company has adopted the strategy of borrowing through CP for a period of 30 to 90 days, with maturity within the quarter instead of maturity crossing the quarter, as CP borrowing with maturity within the quarter is generally cheaper by 0.20% to 0.25%. The saving on this account is estimated to the tune of Rs. 4.22 crore.
- Estimated savings of Rs. 41 crore (CPLY Rs. 38 crore) by using CP instruments instead of CC borrowings from Banks.
- NFL borrowed through CP 84% of total borrowings.
- Total Short term funds of Rs. 1528 crore in the form of Inter Corporate Deposit (ICD) drawn during 2018-19 on three different dates as per the requirement at interest rate of 6.90% to 6.98% per annum against interest rate of 8.30% per annum on Short Term Loan (STL) facility offered by the banks.
- Efficient borrowings (STL) through constantly negotiating lower rates (Less than MCLR) and Treasury linked lines of credit from existing banks availed extensively during the quarter.
- Increase in credit period and Introduced Vendor Financing Scheme (e-VFS) of SBI at interest rate of 8% pa to provide cheaper finance to suppliers with a view to save interest cost.
- With continuous monitoring of forex exposure relating to import of fertilizers, company saved Rs, 10.30 crore (CPLY Rs. 1.75 crore) in payments.

Company has earned profit before tax of **Rs. 463.37 crore** during FY 2018-19 as against profit before tax of **Rs. 334.83 crore** during CPLY i.e. an increase in profit by **Rs. 128.54 crore (38%)**.

PBT has increased mainly due to:

1. Decrease in energy consumption at all units (net of higher energy consumption at Vijaipur-I and II Units)
2. Decrease in employee remuneration (mainly due to one- time actuarial provision for Gratuity/EL/HPL of Rs.152.75 crore during CPLY etc.)
3. Increase in contribution from Urea (mainly due to higher contribution from sale of urea be beyond RAC during the current year as compared to CPLY).
4. Increase in contribution from Industrial products.
5. Increase in profitability from traded goods.
6. Decrease in selling expenses (net of higher under-recovery of freight expenditure through freight subsidy)
7. Increase in interest income on Income tax refund (Nil during CPLY)
8. Increase in other operating revenue from operations and other operating and non-operating income (excluding interest income).
9. Decrease in repairs and maintenance expenses

The increase was partially off-set by:

1. Reduction in energy norms (2% penalty at all units except Vijaipur-II unit and reduction in energy norm to 5.50 Gcal/MT for VP-II) for the FY 2018-19 pursuant to DoF notification dated 28.03.2018.
2. Increase in finance charges (excluding increase in finance cost of Rs.19.41 crore allocated to traded goods) and decrease in interest income (excluding interest on Income tax refund) by Rs.1.91 crore
3. Decrease in profitability from urea due to higher gas pool credit during CPLY (net of higher past period subsidy during current year as compared to CPLY)
4. Increase in depreciation charge mainly on account of capitalisation of assets in respect of AFCP Nangal unit, Bentonite Sulphur Plant at Panipat Unit and LED lightings etc.
5. Higher profit from one-time sale of assets during CPLY (mainly due to profit from sale of redundant front end of Ammonia Plant in CPLY)



PERFORMANCE FOR THE QUARTER MARCH-2019

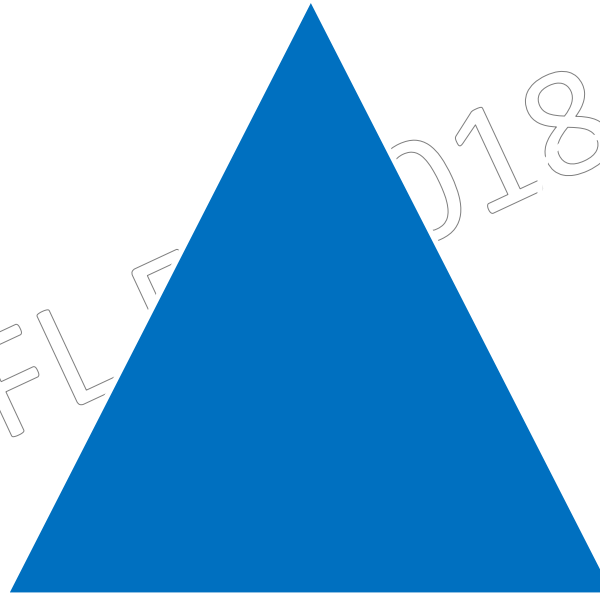
OVERALL PERFORMANCE

(Rs. crore)

Particulars	Qtr. March-2019	CPLY	Increase/(decrease)	
			Rs. crore	%
Total Revenue From Operation	3088.14	2099.74	988.40	47
Total Expenses	2849.70	1955.57	894.13	46
Earnings before interest, depreciation and tax	238.44	144.17	94.27	65
Add : Other Income	14.11	24.09	(9.98)	(41)
Less : Finance cost	92.39	46.40	45.99	99
Less : Depreciation	40.51	17.62	22.89	130
Profit / (Loss) before tax (PBT)	119.65	104.24	15.41	15
Tax expense	38.77	36.56	2.21	6
Profit/(Loss) after tax (PAT)	80.88	67.68	13.20	20
Other comprehensive income/(loss) net of tax	(3.35)	5.61	(8.96)	(160)
Total Comprehensive income/(loss)	77.53	73.29	4.24	6

Revenue From Operation Growth

**Rs. 3088.14 crore
(Qtr. March-2019)**



(47%)

**Rs. 2099.74 crore
(Qtr. March-2019)**

PRODUCTION, PURCHASE & SALE LMT

Particulars	Qtr. March-2019	CPLY	Increase/(decrease)	
			LMT	%
Urea Production	9.70	9.62	0.08	1
Urea Sale	9.40	8.97	0.43	5
DAP/ MOP/APS/ NPK/BS/Urea (Govt A/c Imported) purchase	5.86	0.65	4.77	902
DAP/ MOP/APS/ NPK/BS/Urea (Govt A/c Imported) Sale	4.41	0.09	4.32	4800
Compost Purchase	0.03	0.01	0.02	200
Compost Sale	0.02	0.01	0.01	50
Sale of all fertilizers	13.86	9.07	4.79	53



SALE VALUE & QUANTITY BREAK-UP FOR THE QUARTER MARCH-2019

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

Particulars	Qtr. March-2019		CPLY		Inc./ (Dec.) with CPLY (Rs. crore)	Qty./Val. Inc./ (Dec.) with CPLY %
	Qty.	Value (Rs. crore)	Qty.	Value (Rs. crore)		
(A) Manufactured Fertilizers (urea)						
1. Sales of urea	9.40	491.29	8.97	480.83	(10.46)	2 (Val.)
2. Subsidy on Urea		1850.09		1531.50	318.59	21 (Val.)
Gross Sales sale of Urea (A=1+2)	9.40	2341.38	8.97	2012.33	329.05	16 (Val.)
(B) Manufactured Fertilizers (other than urea)						
1. Bio Fertilizers (MT)	128	0.38	125	0.35	0.03	2 Qty.
2. Bentonite Sulphur (MT)	2031	5.46	0.00	0.00	5.46	-
Sub-Total (1+2)	2159	5.84	125	0.35	5.49	

Sale quantity and value of Traded Fertilizers & Other Traded Goods

Particulars	Qtr. March-2019		CPLY		Inc./ (Dec.) with CPLY (Rs. crore)	Qty. /Val. Inc./ (Dec.) with CPLY %
	Qty.	Value (Rs. crore)	Qty.	Value (Rs. crore)		
(C)Traded Fertilizers						
(C.1) Imported Fertilizers						
1. DAP (LMT)	1.09	412.65	0.06	12.58	400.07	1717 Qty
2. MOP (LMT)	-		0.01	3.53	(3.53)	(100) Qty
3. APS (LMT)	-	0.01	0.02	6.95	(6.94)	-
4. NPK (LMT)	0.07	25.55	-	-	25.55	-
5. Urea (Govt. A/c) (LMT)	3.25	228.74	-	-	228.74	-
6. Bentonite Sulphur MT	-	-	-	0.11	0.11	(100)
Sub-total (C.1=1+2+3+4+5+6)	4.41	666.95	0.09	23.17	643.78	2778 (Val.)
(C.2.)Traded Fertilizer (Indigenous)						
1. Compost (LMT)	0.02	1.12	0.01	0.99	0.13	
Total Traded Fertilizers (C=C.1+C.2)	4.43	668.07	0.10	24.16	643.91	2665 (Val.)
D. Other Traded Goods (OTG)						
1. Seeds (Quintals)	9502	4.25	7223	0.98	3.27	32
2. Agro Chemicals (Kgs/Ltrs.)	47544	2.36	144908	4.97	(2.61)	(67)
Sub-Total OTG (D=1+2)		6.61		5.95	0.66	11 (Val.)

Sale quantity and value of Industrial & Other Products

Particulars	Qtr. March-2019		CPLY		Inc./ (Dec.) with CPLY (Rs. crore)	Qty. /Val. Inc./ (Dec.) with CPLY %
	Qty.	Value (Rs. crore)	Qty.	Value (Rs. crore)		
E. Industrial & Other Products						
1. Nitric Acid (MT)	17370	34.00	18952	37.05	(3.05)	(8)
2. Ammonium Nitrate (MT)	3567	11.80	4314	9.49	2.31	(17)
3. Sodium Nitrate/ Nitrite (MT)	765	3.34	738	3.51	(0.17)	4
4. Others (Carbon slurry, Fly ash & Technical Surplus Ammonia etc.) (MT)	-	1.80	-	2.89	(1.09)	
Sub-Total (E=1+2+3+4)		50.94		52.94	(2.00)	(3.78) (Val.)
Total (A+B+C+D+E)		731.46		83.40	648.06	
Revenue From Services		2.37		0.02	10.26	
Other Operating Revenue		12.93		4.00	8.93	
Total Revenue From Operation		3088.14		2099.74	988.40	47% (Val.)

Revenue and Profit Break up (Rs. crore)

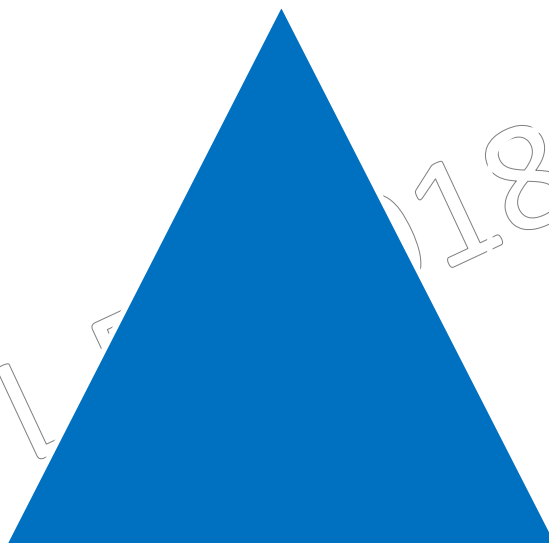
Particulars	Revenue		PBT	
	Qtr. March-2019	CPLY	Qtr. March-2019	CPLY
A. Manufactured Fertilizers (Urea)	2341.38	2012.33	86.12	111.76
B. Manufactured Fertilizers (other than Urea)	5.84	0.35		
E. Industrial & Other products	50.94	52.94		
F. Revenue From Services	2.37	0.02		
G. Other Operating Revenue	12.93	4.00	33.53	(7.52)
C. Traded Fertilizers	668.07	24.16		
D. Other Traded Goods	6.61	5.95		
Total	3088.14	2099.74	119.65	104.24

SALE OF UREA (ZONE WISE) (LMT)

Zonal Offices	Jan-Mar 2019	Jan-Mar 2018	Increase/ (Decrease)
Chandigarh (6 states)	4.32	3.42	0.90
Bhopal (6 states)	2.75	2.80	(0.05)
Lucknow (5 states)	2.33	2.75	(0.42)
TOTAL	9.40	8.97	0.43
<p>➤ Chandigarh Zone has performed better in term of increase in sale of urea in comparison to CPLY.</p> <p>➤ LMT= lakh Metric Tons</p>			

Total Revenue from Operation Growth in Qtr. March 2019

Rs 3088.14crore
(Qtr. March-2019)

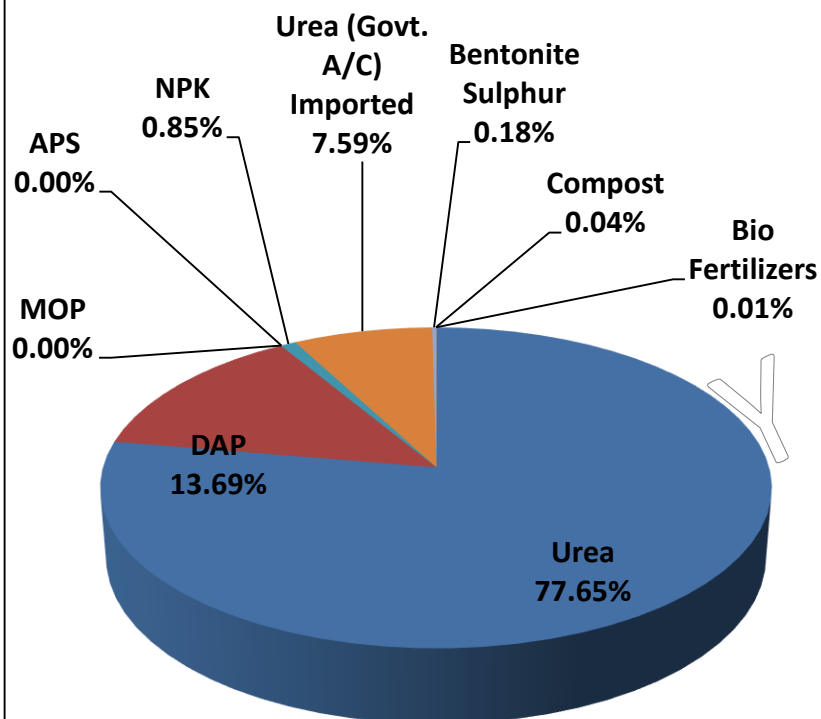


(47%)

Rs. 2099.74 crore
(Qtr. March-2018)

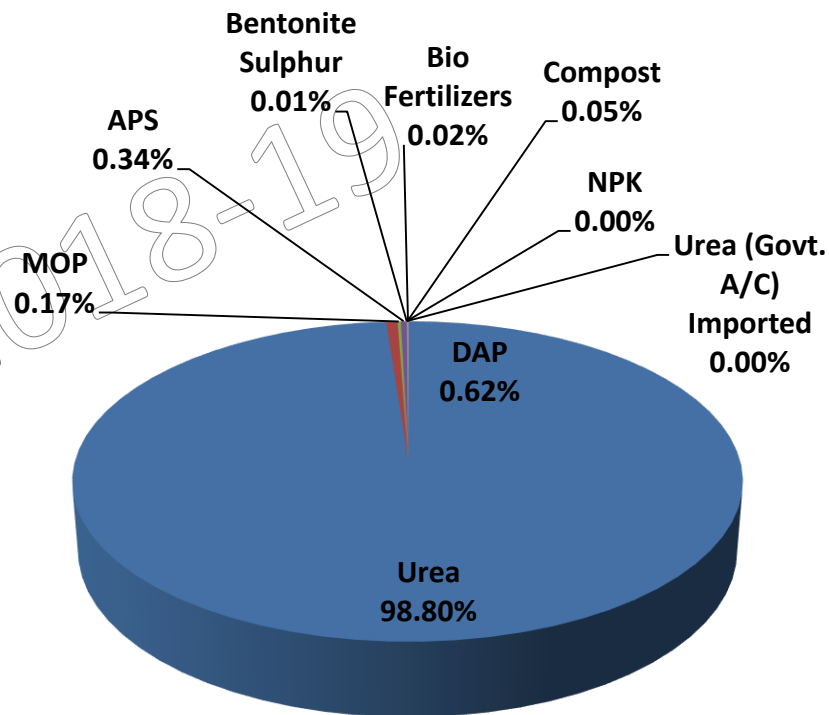
Sale Breakup All Fertilizers (% sale)

Qtr-March-2019



LMT 13.86

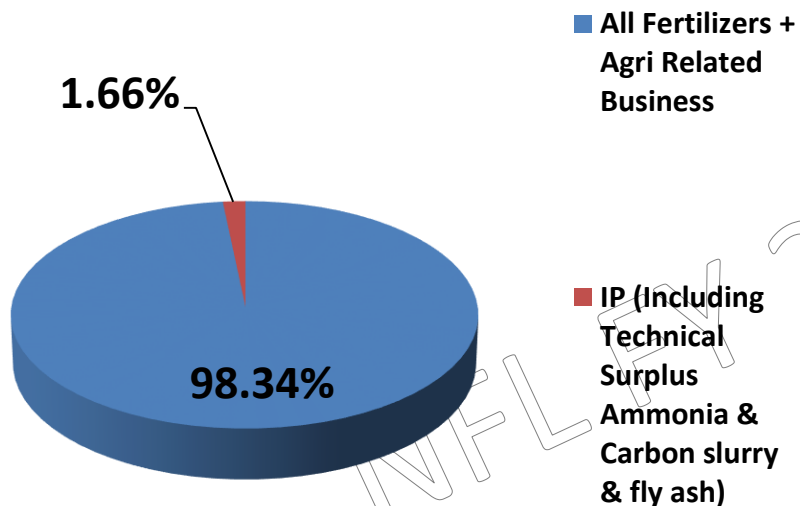
CPLY



LMT 9.07

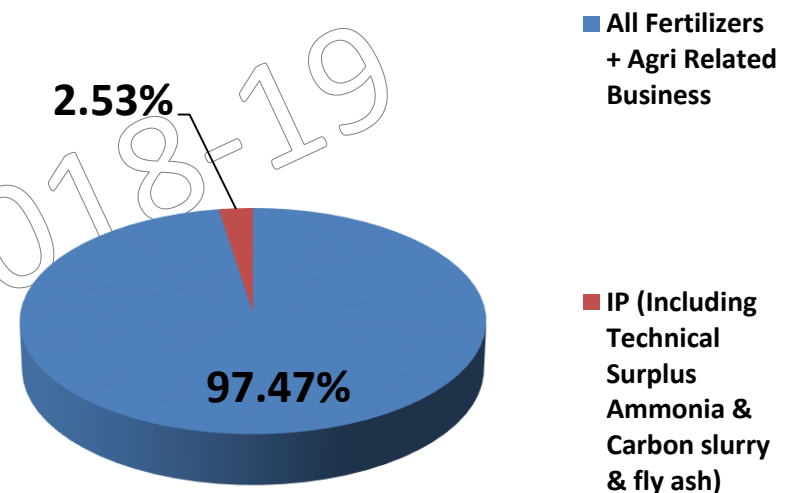
Sale Breakup of All Fertilizers + Agri related Business Vs Industrial Product % Sale

Qtr-March-2019



₹ 3072.84 Crore

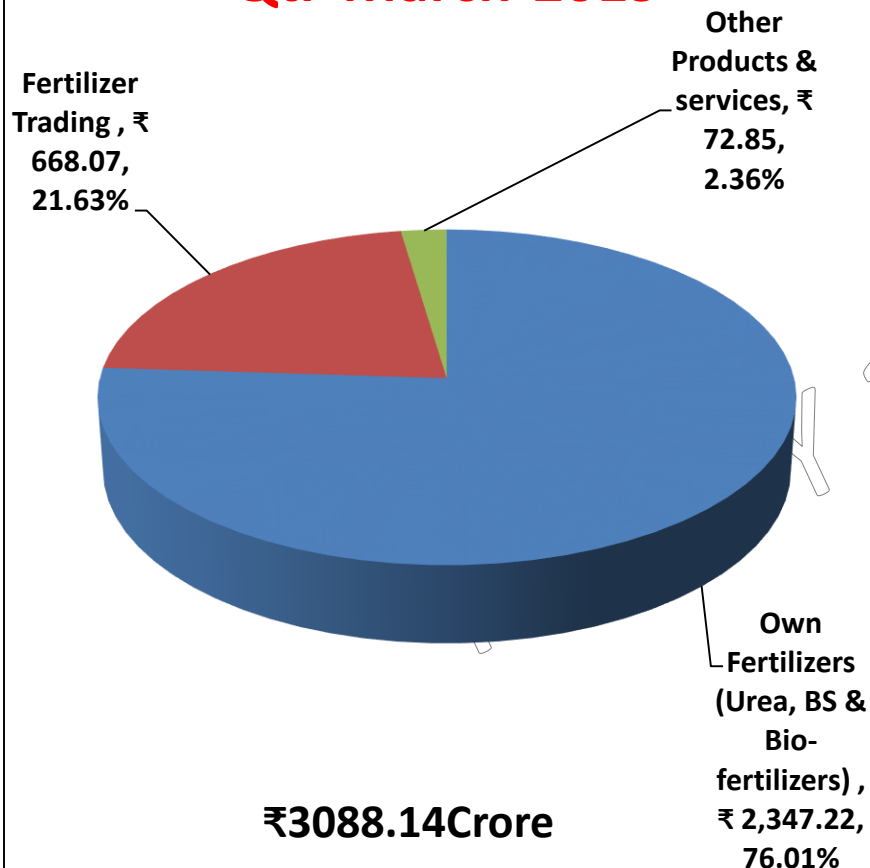
CPLY



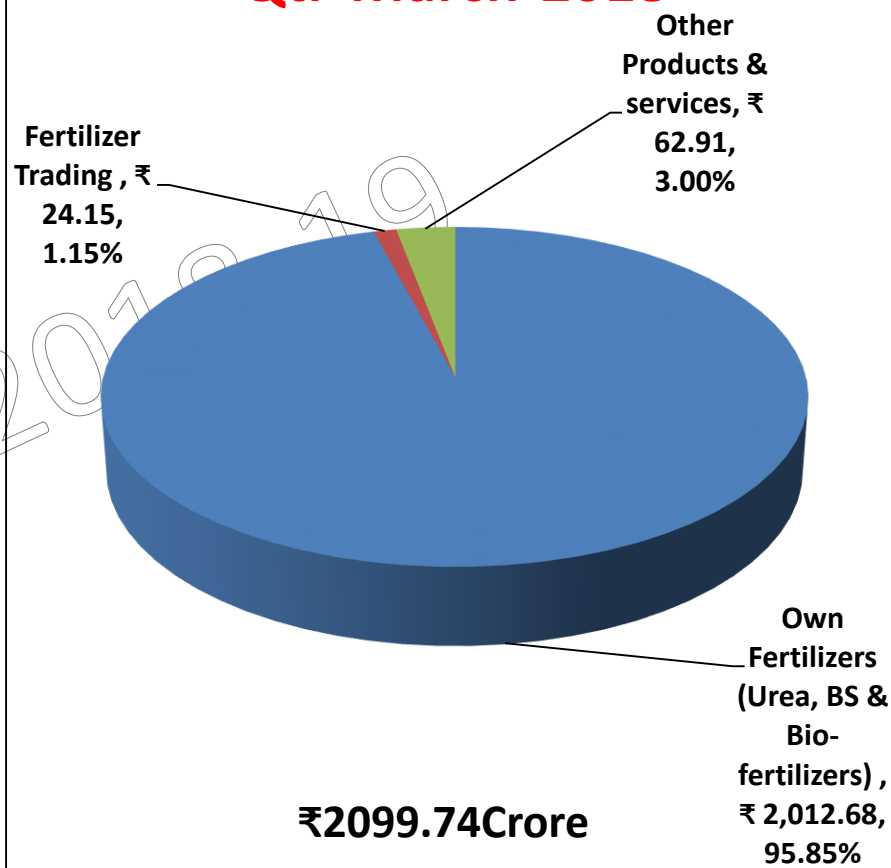
₹ 2095.73Crore

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

Qtr-March-2019



Qtr-March-2018

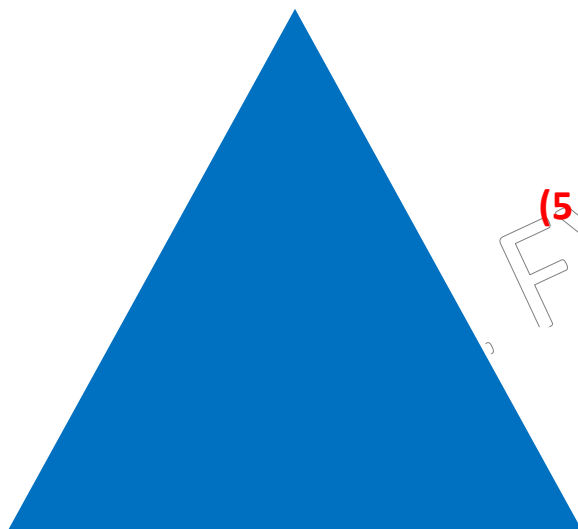


- Own Fertilizers includes Urea, Bentonite Sulphur and Bio-Fertilizers.
- Fertilizer Trading Includes DAP/MOP/APS/NPK /Urea (Govt A/c) Imported and Compost.
- Other product & services includes: (a) Industrial Products i.e. Nitric Acid, Ammonium nitrate, Sodium Nitrate/Nitrite, Ammonia. (b) Services for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

Urea Sales Quantity & Value

Quantity

9.40 LMT
(Qtr. March-2019)

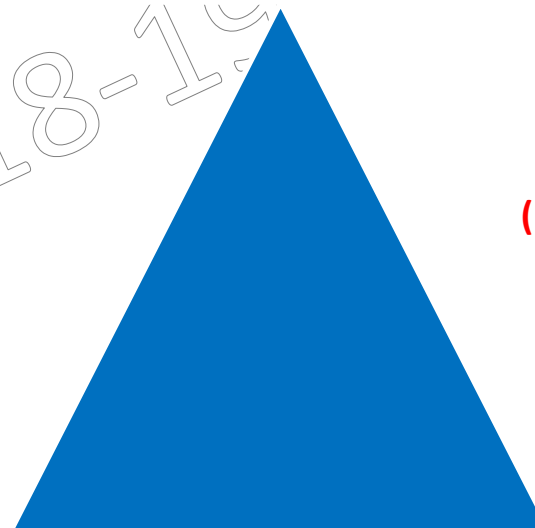


8.97 LMT
(Qtr. March-2018)

(5 %)

Value

Rs. 2341.38 crore
(Qtr. March-2019)



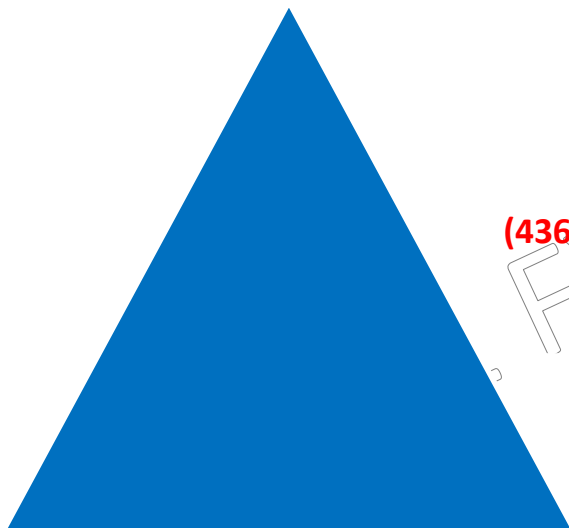
Rs. 2012.33 crore
(Qtr. March-2018)

(16%)

Traded Fertilizers Sale Quantity & Value

Quantity

4.46 LMT
(Qtr. March-2019)

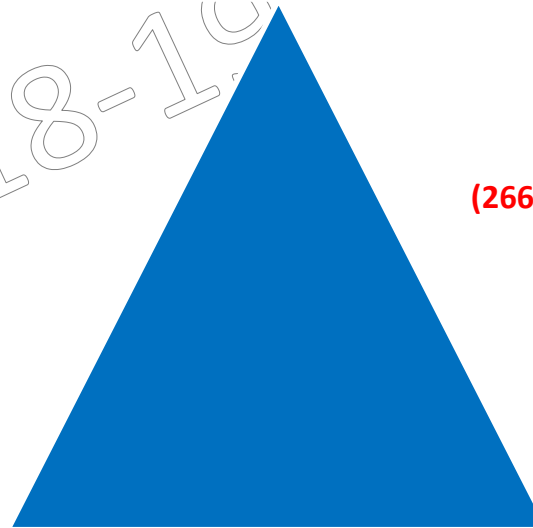


(4360%)

0.10 LMT
(Qtr. March-2018)

Value

Rs. 668.07 crore
(Qtr. March-2019)



(2665.2%)

Rs. 24.16 crore
(Qtr. March-2019)



DETAILS OF EXPENSES FOR THE QUARTER MARCH-2019

Details of Expenses for Qtr. March 19

Particulars	Qtr. March- 2019	CPLY	Increase/ (Decrease)	Remarks
Production of urea (LMT)	9.70	9.62	0.08	Higher by 0.08 LMT
Sale of urea (LMT)	9.40	8.97	0.43	
	(Rs. crore)	(Rs. crore)	(Rs. crore)	
Cost of Materials consumed	1205.73	994.60	211.13	Due to increase in production by 0.08 LMT and increase in average price of gas to US\$ 12.09/MMBTU during the current period as compared to US\$ 11.53/MMBTU during CPLY i.e. increase of 4.86%.
Power and Fuel	792.97	653.88	139.09	
Purchase of Traded Goods (Break up in next 2 slides)	899.34	134.23	765.11	Mainly due to higher import of DAP by 2.24 LMT and urea (govt. account) by 3.18 LMT in comparison to CPLY.
Employee Benefits Expense	118.57	186.43	(67.86)	Employee Benefit expense has decreased by Rs. 67.86 crore from Rs. 186.43 crore during CPLY to Rs. 118.57 crore
Freight and Handling	239.33	128.87	110.46	due to rise in fuel cost and higher sale of urea and imported fertilizers i.e. 13.83 LMT as compared to 9.07 LMT during CPLY
Repairs and Maintenance	18.12	15.56	2.56	
Excise duty	-	0.01	(0.01)	Goods & Services Tax (GST) replaced Excise Duty w.e.f 01.07.2017.
Other Expenses	58.04	47.57	10.47	
(Increase)/Decrease in inventories – TOTAL	(486.48)	(204.47)	(282.01)	
Total Expenses	2845.62	1956.68	888.94	Increase by 46% as against Gross sales by 47%

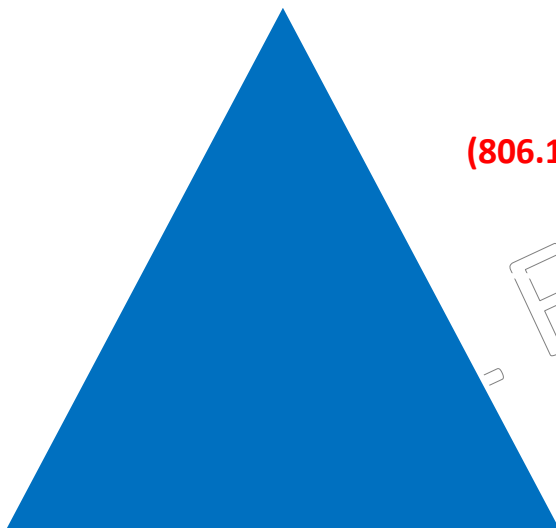
Purchase of Traded goods (Qty. and Value)

ParticularsRs.	Qtr. March-2019		CPLY		Increase/ (Decrease) with CPLY (Rs. crore)	Qty. Inc./ (Dec.) with CPLY %
	Qty.	Value (Rs. crore)	Qty.	Value (Rs. crore)		
DAP (IMP) (LMT)	2.24	668.35	-	(0.46)*	668.81	-
MOP (IMP) (LMT)	-	-	-	(0.02)*	0.02	-
APS (IMP) (LMT)	-	0.08	0.25	43.74	(43.66)	-
NPK (IMP) (LMT)	0.44	113.58	0.39	86.48	27.10	31 Val.
Urea (Govt. Account) (LMT)	3.18	116.04	-	-	116.04	100 Qty
BS (LMT)	-	-	-	0.10	(0.10)	-
Compost (LMT)	0.03	0.46	0.01	0.52	(0.06)	200 Qty
Sub-total	5.89	898.51	0.65	130.36	768.15	593 Val.
Agro Chemicals (Nos.)	16477	0.96	3300	(0.05)*	1.01	399 Qty
Seeds (Quintals)	4988	(0.13)*	22712	3.92	(4.05)	(78) Qty
Total *		899.34		134.23	773.21	
*Purchase value adjustment						

Purchase Value and Quantity of Traded Fertilizers

Quantity

5.89LMT
(Qtr. March-2019)

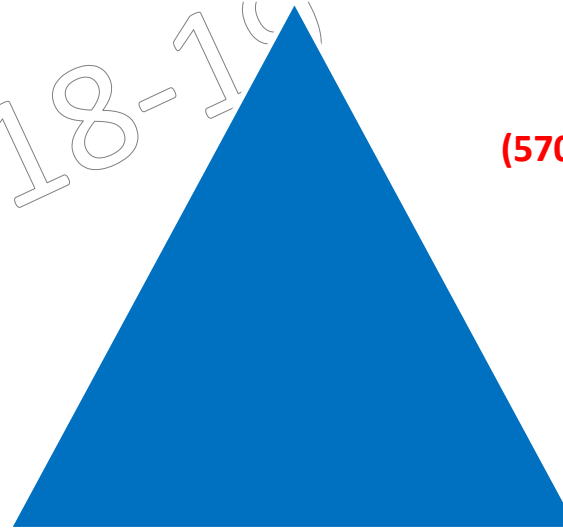


0.65 LMT
(Qtr. March-2018)

(806.15%)

Value

Rs. 899.34 crore
(Qtr. March-2019)



Rs. 134.23 crore
(Qtr. March-2018)

(570%)



PRODUCTION, ON STREAM DAYS & ENERGY CONSUMPTION FOR THE QUARTER MARCH-2019

UREA PRODUCTION (Quarterly) Lakh MT

Unit	Jan-March 2019	Jan-March 2018	Variance with CPLY
	Actual	Actual	
Nangal	1.44	1.15	0.29
Panipat	1.51	1.18	0.33
Bathinda	1.40	1.50	(0.10)
Vijaipur I	2.65	2.72	(0.07)
Vijaipur II	2.70	3.07	(0.37)
Total	9.70	9.62	0.08

- Production of urea during the quarter was higher at Nangal and Panipat units as compared to CPLY.
- Urea production was lower (by 0.10 LMT) at Bathinda unit on account of annual planned maintenance shutdown taken on 27th Mar, 2019.
- Production of urea at Vijaipur I unit was marginally lower (by 0.07 LMT).
- Production at Vijaipur-II unit was lower (by 0.37 LMT) due to shutdown taken thrice owing to equipment failure.

Production of Urea in 4th Quarter in Preceeding 3 years (Qty. in LMT)

Production of Urea for the 4 th Quarter (Jan to March)				
	2015-16	2016-17	2017-18	2018-19
Units	Q4	Q4	Q4	Q4
NANGAL	1.27	1.19	1.15	1.44
PANIPAT	1.43	1.44	1.18	1.51
BATHINDA	1.50	1.38	1.50	1.40
VIJAIPUR- I	2.59	2.56	2.72	2.65
VIJAIPUR-II	2.97	2.72	3.07	2.70
TOTAL	9.76	9.29	9.62	9.70

On-Stream Days (for the 4th Quarter in Preceding 4 Years) (No. of Days)

Stream Days for the 4 th Quarter (Jan to March)				
	2015-16	2016-17	2017-18	2018-19
Units	Q4	Q4	Q4	Q4
NANGAL	79	75	75	86
PANIPAT	86	88	71	90
BATHINDA	89	83	90	85
VIJAIPUR-I	84	85	89	90
VIJAIPUR-II	91	80	88	84

ENERGY CONSUMPTION

(GCAL/MT OF UREA)

Units	Revised Energy Norms for 2018-19	Actual Energy	
		Jan-March 2019	Jan-March 2018
Nangal	7.083	6.841	7.012
Panipat	7.592	6.729	6.736
Bathinda	7.459	6.768	6.709
Vijaipur I	5.896	5.838	5.669
Vijaipur II	5.500	5.473	5.292

- Energy consumption during the current period was higher than CPLY at all units except Nangal and Panipat unit on account of:-
 - a) Bathinda: Annual shutdown taken on 27th March, 2019 resulting in production and energy loss for 5 days in current quarter.
 - b) Vijaipur I: Plant load limitation in Ammonia-I plant owing to leakages in Makeup Gas Cooler, Inter stage cooler of Synthesis Compressor, High wheel chamber pressure in Process Air Compressor and Refrigeration Compressor etc. In addition to above, there were two additional tripping in Ammonia plant during the quarter in comparison to CPLY.
 - c) Vijaipur II: There were three major shutdown of urea plant due to equipment failure during the quarter ended 31st March 2019.

PROFIT VARIANCE ANALYSIS FOR QTR ENDED 31st MARCH 2019

Company has earned profit before tax of **Rs. 119.65 crore** during quarter ended 31st March 2019 as against profit before tax of **Rs. 104.24 crore** during CPLY i.e. an increase in profit by **Rs. 15.41 crore (14.78%)**.

PBT has increased mainly due to:

1. Decrease in employee remuneration (mainly due to one- time actuarial provision for Gratuity/EL/HPL during CPLY etc.)
2. Increase in contribution from Urea (mainly due to higher contribution from sale of urea beyond RAC during the current year as compared to CPLY)
3. Increase in profitability from traded goods.
4. Decrease in selling expenses (net of higher under-recovery of freight expenditure through freight subsidy)
5. Increase in interest income on Income tax refund (Nil during CPLY)

The increase was partially off-set by:

1. Reduction in energy norms (2% penalty at all units except Vijaipur-II unit and reduction in energy norm to 5.50 Gcal/MT for VP-II) for the FY 2018-19 pursuant to DoF notification dated 28.03.2018.
2. Increase in finance charges (excluding increase in finance cost of Rs.19.41 crore allocated to traded goods) and decrease in interest income (excluding interest on Income tax refund) by Rs.1.91 crore
3. Decrease in profitability from urea due to higher gas pool credit during CPLY (net of higher past period subsidy during current year as compared to CPLY)
4. Increase in depreciation charge mainly on account of capitalisation of assets in respect of AFCP Nangal unit, Bentonite Sulphur Plant at Panipat Unit and LED lightings etc.
5. Higher profit from one-time sale of assets during CPLY (mainly due to profit from sale of redundant front end of Ammonia Plant in CPLY)
6. Increase in energy consumption at Nangal and Panipat units (net of saving in energy consumption at Bathinda, Vijaipur I & II units)
7. Decrease in contribution from Industrial products.
8. Increase in repairs and maintenance expenses
9. Decrease in other operating revenue from operations and other operating and non-operating income (excluding interest income)

BREAK UP OF TOTAL FINANCE COST FOR Qtr. March 2019

Rs. crore

Particulars	Qtr. March 2019	CPLY	Increase/ (Decrease)
Interest on Long Term Loans (ECB)	3.05	1.65	1.40
Interest on working capital Loans (excluding interest on fertilizer Imported trading activities)	65.96	34.15	31.81
Other borrowing costs (CP related charges)	1.23	0.46	0.77
Other Interest (mainly interest on security deposits from Dealers)	2.80	3.57	(0.77)
Total finance cost	73.04	39.83	33.21
Add: Interest cost attributable to Imported trading activities	19.35	6.57	12.78
Total finance cost (as per P&L Account)	92.39	46.40	45.99
<p>➤ The interest on working capital loans has increased by Rs.45.99 crore (Rs.33.21 crore + Rs.12.78 crore) due to :</p> <ul style="list-style-type: none"> ❖ higher interest rates (6.79% as compared to 6.56% during CPLY quarter) ❖ higher average borrowings (Rs.5098.69 crore as compared to Rs.2531.88 crore during CPLY quarter) ❖ higher purchase of imported fertilizers (by Rs. 773.10 crore), ❖ increase in pool gas prices (by 4.86%) in comparison to CPLY . 			

ANALYSIS OF FINANCE COST ON WORKING CAPITAL FOR Qtr. March 2019

Rs. crore

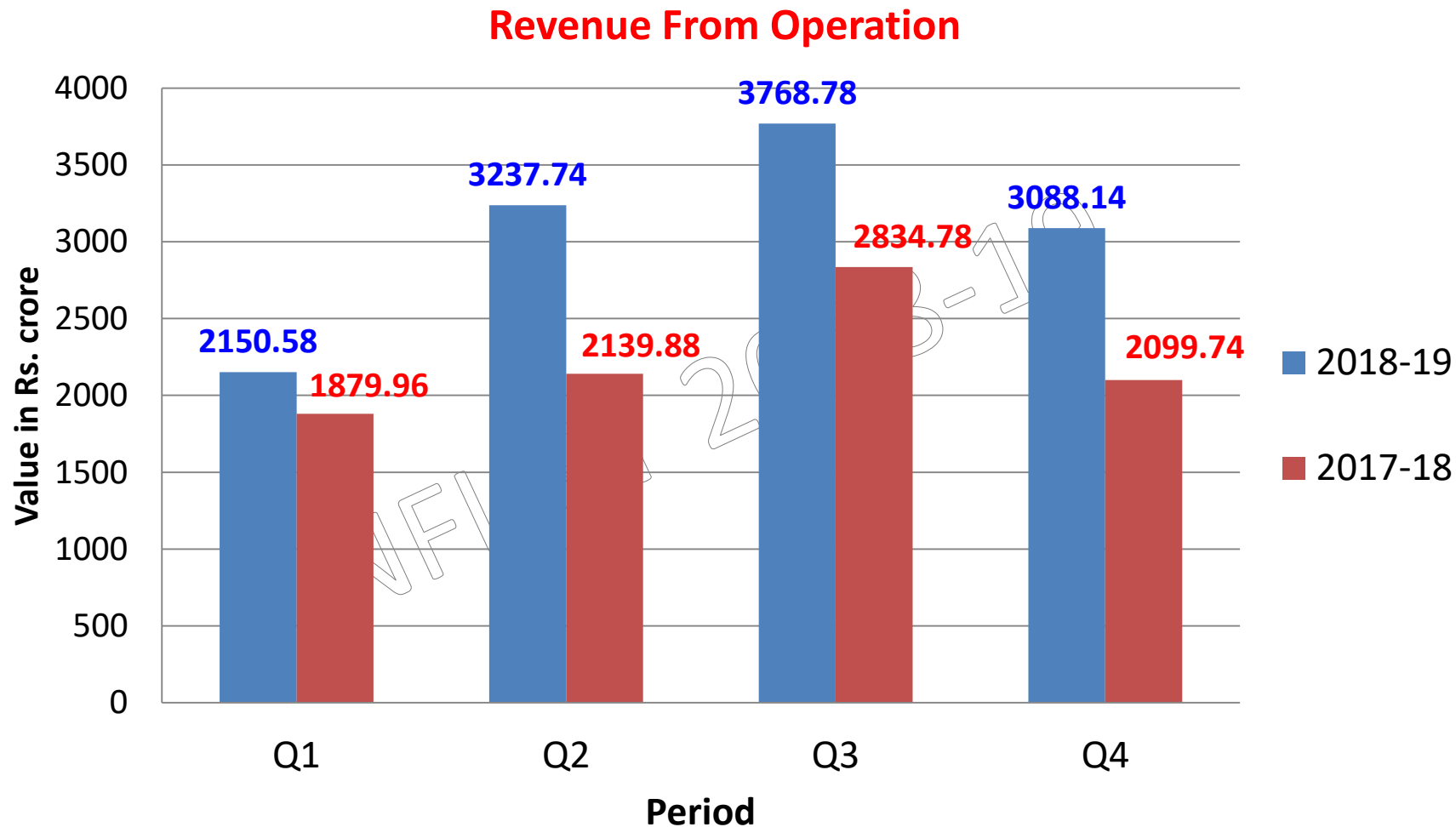
Particulars	Qtr. March 2019	CPLY	Increase/ (Decrease)
Interest on working capital Loans (excluding interest on Imported trading activities)	65.96	34.15	31.81
Interest on Imported Trading Activities	19.35	6.57	12.78
Other borrowing costs (CP related charges)	1.23	0.46	0.77
Total finance cost	86.54	41.18	45.36
Average Borrowings	5098.69	2531.88	2566.81
Average Interest Rate (%)	6.79	6.56	0.23

Particulars	Qtr. March 2019
Rate Variance	-2.89
Quantity Variance	-42.47
Total	-45.36



**Quarter wise
Revenue From Operation,
EBITDA,PBT & PAT
For FY 2018-19 & 2017-18**

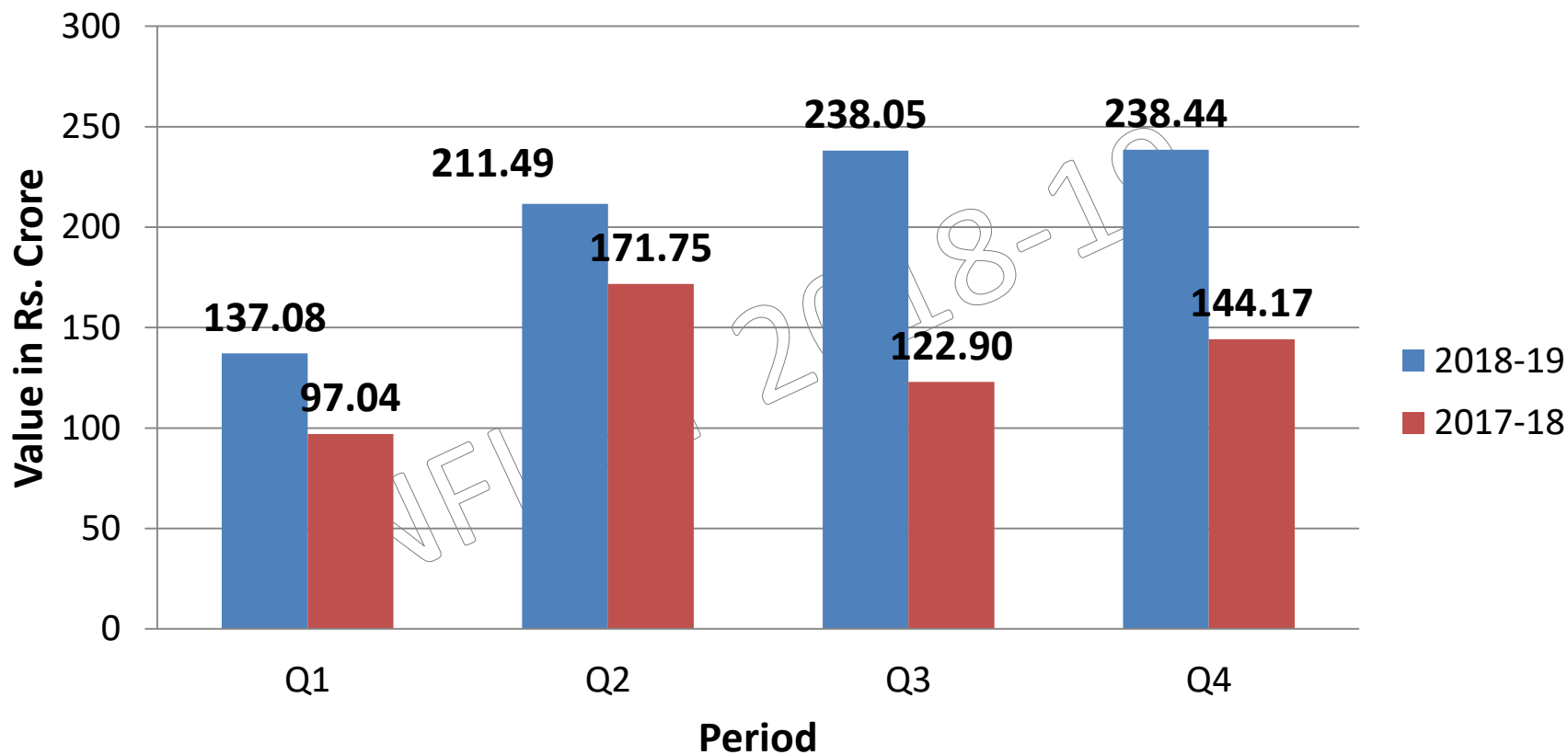
Quarter wise Revenue From Operation for FY 2018-19 & 2017-18 Rs. crore



Quarter wise EBITDA for FY 2018-19 & 2017-18

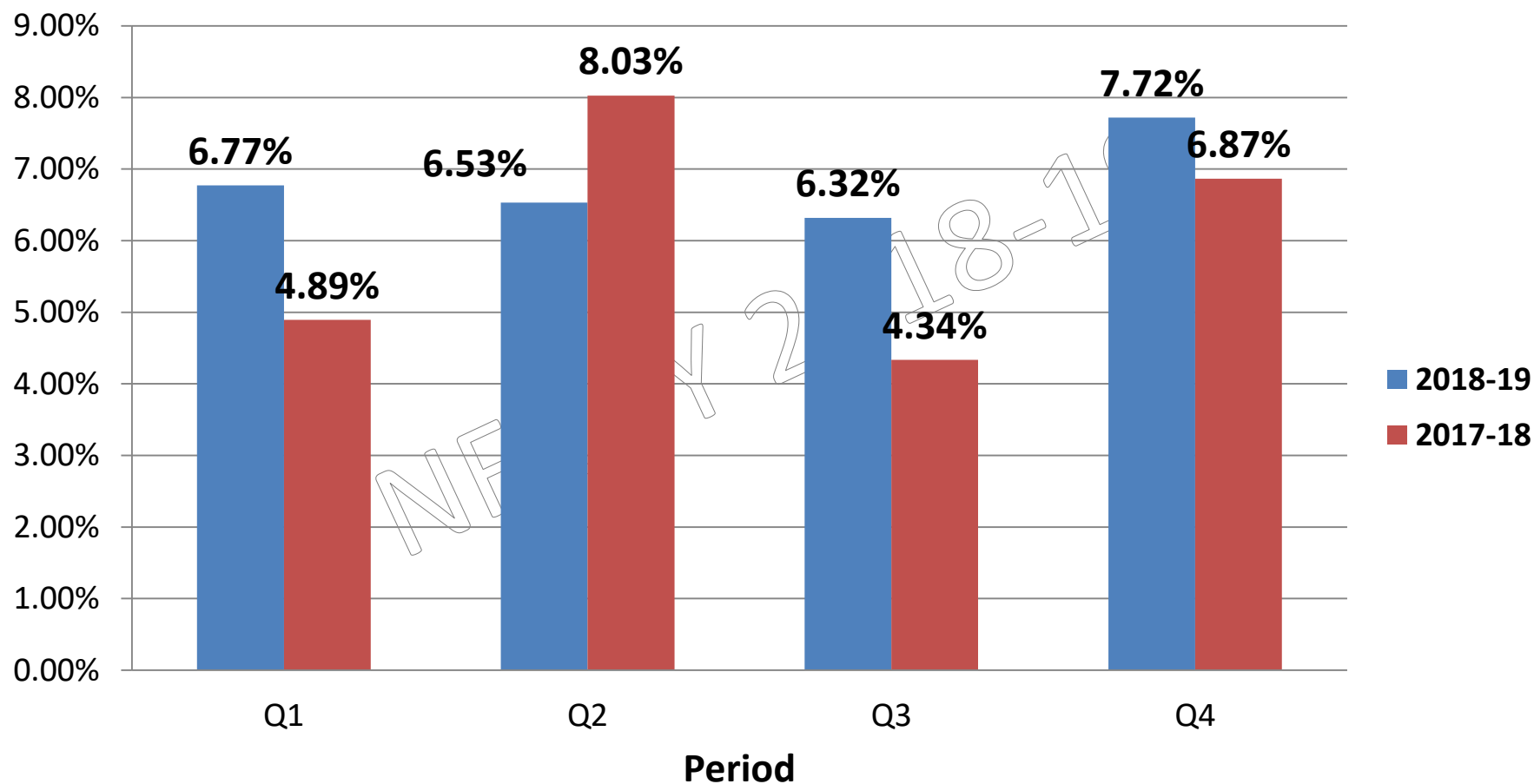
Rs. crore

EBITDA



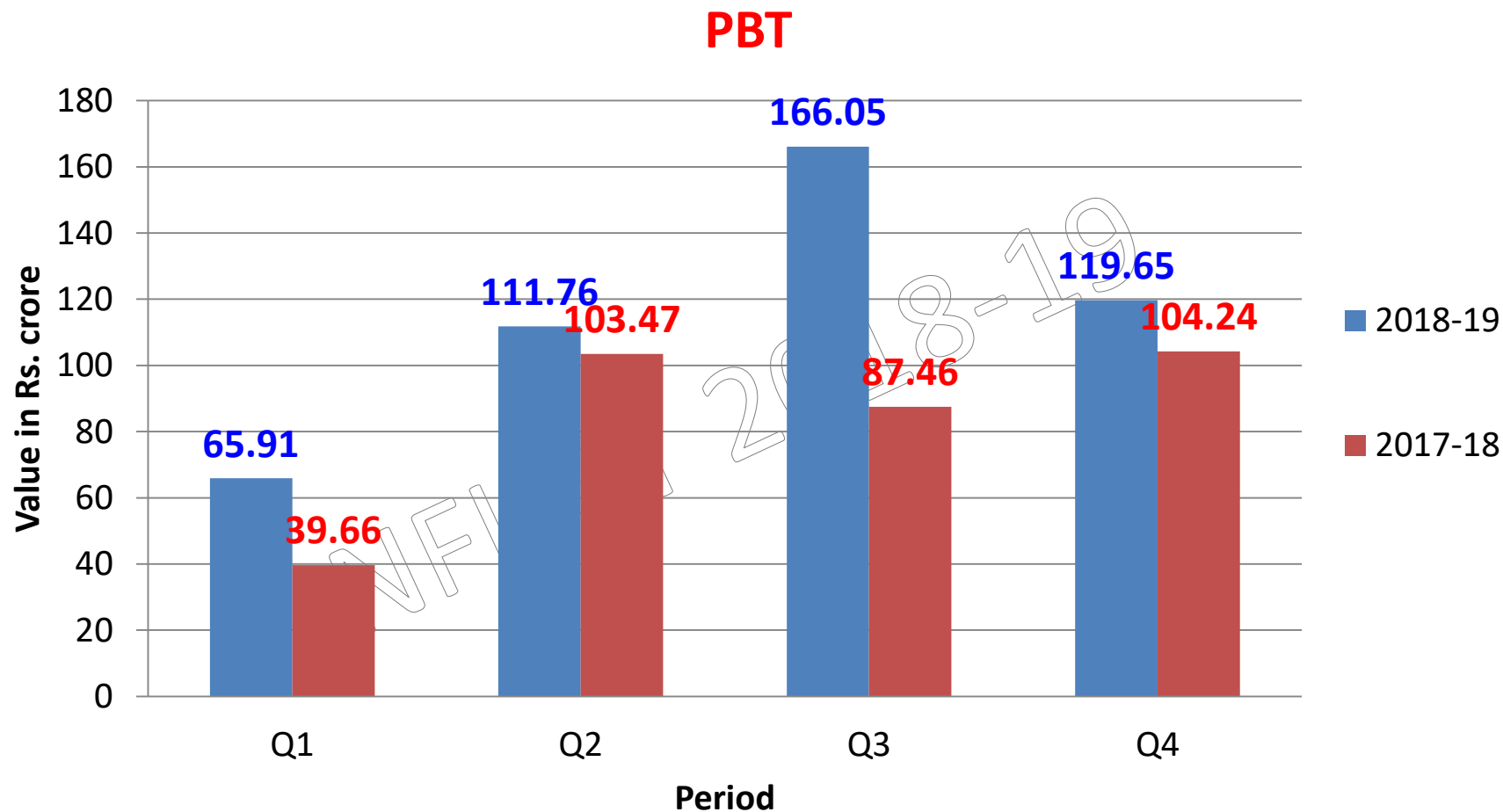
Quarter wise EBITDA to Revenue from Operation % for FY 2018-19 & 2017-18 Rs. crore

EBITDA to Revenue from Operation %



Quarter Wise PBT for FY 2018-19 & 2017-18

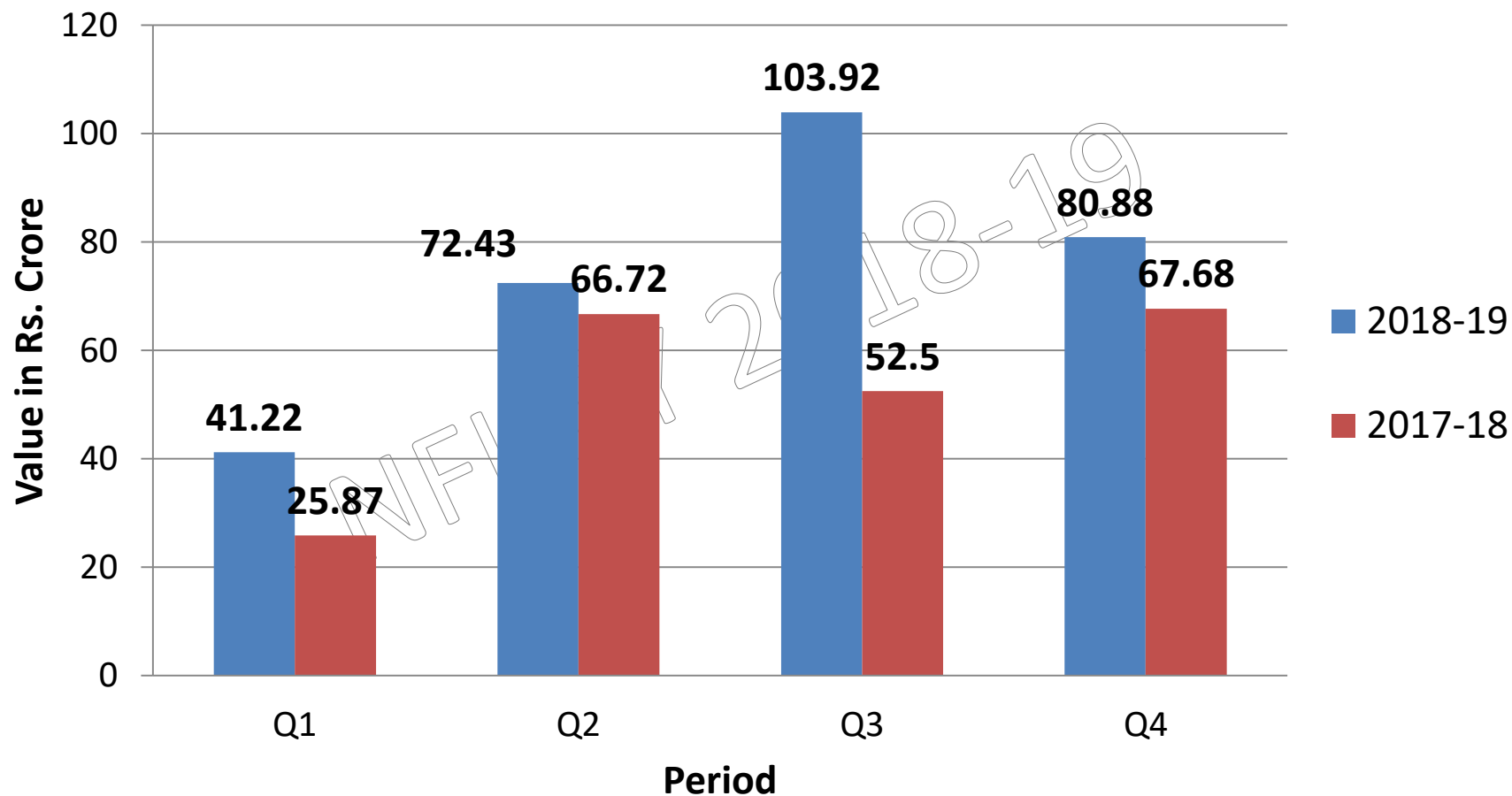
Rs. crore



Quarter Wise PAT for FY 2018-19 & 2017-18

Rs. crore

PAT





SEGMENT RESULTS FOR FY 2018-19

SEGMENT RESULTS Rs. crore

Particulars	Jan – March 19	Jan – March 18	FY 2018-19	FY 2017-18
Segment Revenue (Net Sales)				
Own Fertilizers (Urea, BS and Bio-fertilizers)	2347.22 76.01%	2012.68 95.85%	9534.21 77.86%	7626.66 85.17%
Fertilizer Trading	668.07 21.63%	24.15 1.15%	2442.32 19.95%	1106.95 12.36%
Other Products	72.85 2.36%	62.91 3.00%	268.71 2.19%	220.75 2.47%
Total	3088.14	2099.74	12245.24	8954.36
Segment Results {Profit before interest and un-allocable expenses (net of un-allocable income)}				
Own Fertilizers (Urea, BS and Bio-fertilizers)	142.85 66.35%	159.79 92.79%	581.17 72.34%	433.75 73.18%
Fertilizer Trading	46.56 21.62%	(4.16) (2.42%)	162.47 20.22%	103.86 17.52%
Other Products	25.90 12.03%	16.58 9.63%	59.76 7.44%	55.10 9.30%
Total	215.31	172.21	803.40	592.71
Less : Finance expenses	92.39	46.40	316.36	189.57
Less : un-allocable expenses (net of un-allocable income)	3.27	21.57	23.67	68.31
Profit before tax (PBT)	119.65	104.24	463.37	334.83
➤ Segment result from fertilizer trading of segment revenue was 7.25% in FY 2018-19 and 9.14% in CPLY.				



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. 273.69 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. 219 crore drawn upto 31st March 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. 4154 crore (as on 31.03.2019)**

➤ **Expenditure Incurred - Rs. 3581 crore (as on 31.03.2019)**

➤ **Physical Progress – 96.10% (as on 31.03.2019)**

➤ **Likely Completion – Dec, 2019**

➤ **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