

जय भगवान शर्मा  
कार्यपालक निदेशक  
(विपी एवं कंपनी सचिव)

**Jai Bhagwan Sharma**  
Executive Director  
(Legal & Company Secretary)

राष्ट्रीय केमिकल्स एण्ड  
फर्टिलाइजर्स लिमिटेड  
(भारत सरकार का उपक्रम)  
सगळें सजुंयें कडी अगें  
"प्रियदर्शिनी",  
ईस्टर्न एक्सप्रेस हाइवे,  
सायन, मुंबई-400 022.



**Rashtriya Chemicals and  
Fertilizers Limited**

(A Government of India Undertaking)  
*Let us grow together*

"Priyadarshini",  
Eastern Express Highway,  
Sion, Mumbai - 400 022.

**CIN - L24110MH1978GOI020185**

दूरध्वनी / Tel.:(Off.): (022) 2404 5024 • ई-मेल / E-mail : jbsharma@rcfltd.com • वेबसाईट / Website : www.rcfltd.com

**RCF/CS/Stock Exchanges/2022**

**December 10, 2022**

The Corporate Relations Department BSE Limited Department of Corporate Services Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400001.	The Listing Department National Stock Exchange of India Limited Exchange Plaza, 5th Floor, Plot No.C/1, G Block, Bandra Kurla Complex, Bandra(East), Mumbai- 400 051.
Script Code: 524230/959872/973742	Script Code: RCF EQ ISIN: INE027A07012 / INE027A08010

**Sub: Schedule of Non-Deal Roadshows/Analyst/ Institutional Investors Meet for  
Rashtriya Chemicals and Fertilizers Limited (the "Company")**

Dear Sir/ Madam,

In terms of Regulation 30 and other applicable provisions of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended (the "SEBI LODR Regulations"), we inform you that the Company will be conducting Non-Deal Roadshows and meeting with prospective investors from December 12, 2022 onwards to December 14, 2022 in Singapore.

A copy of Corporate/ Investor Presentation is enclosed. The same is also available on the website of the Company at [www.rcfltd.com](http://www.rcfltd.com).

This is for your information, record and dissemination please.

Yours truly,  
For Rashtriya Chemicals and Fertilizers Limited

(J.B. Sharma)  
Executive Director  
(Legal and Company Secretary)

Encl: a./a.



# Rashtriya Chemicals and Fertilizers Limited

Corporate Presentation  
December, 2022





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These forward-looking statements can be identified by the use of forward-looking terminology, including the terms "believes", "estimates", "anticipates", "projects", "expects", "intends", "may", "will", "seeks" or "should" or, in each case, their negative or other variations or comparable terminology, or by discussions of strategy, plans, aims, objectives, goals, future events or intentions. These forward-looking statements include all matters that are not historical facts. They appear in a number of places throughout this Presentation and include statements regarding the Company's intentions, beliefs or current expectations concerning, amongst other things, its results or operations, financial condition, liquidity, prospects, growth, strategies and the industry in which the Company operates. 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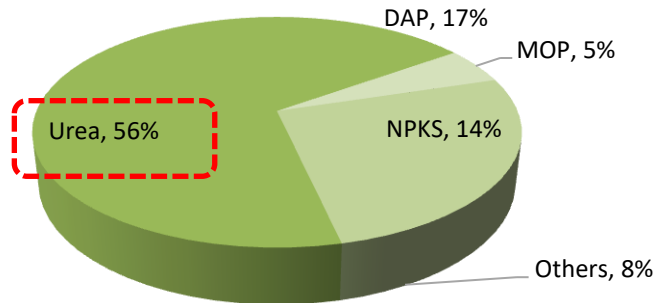
4 Financial Highlights



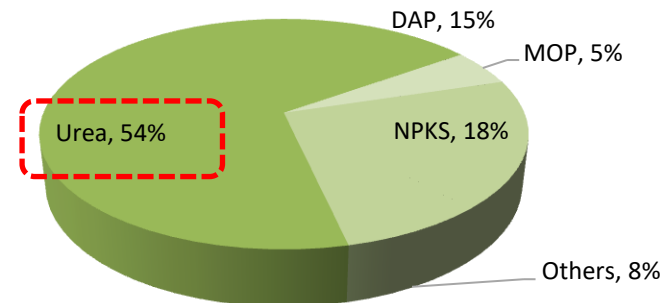
# Industry Overview - Urea

Urea Consumption is higher than other nutrients mix & remains the preferred choice of nutrient for more than two decades

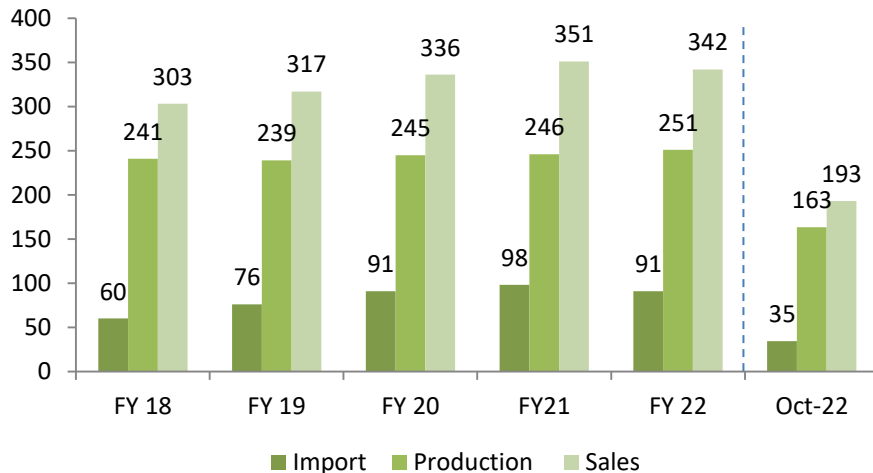
2001



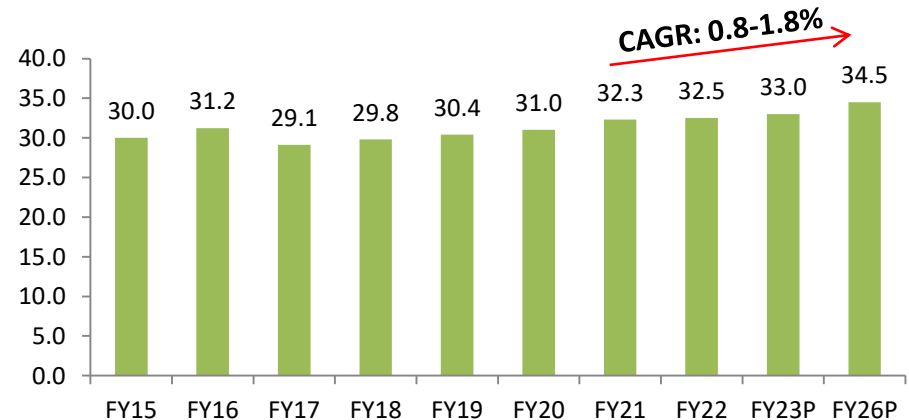
2021



Production , Sales & Import of Urea (Lakh MT)



Estimated Demand For Urea (Lakh MT)

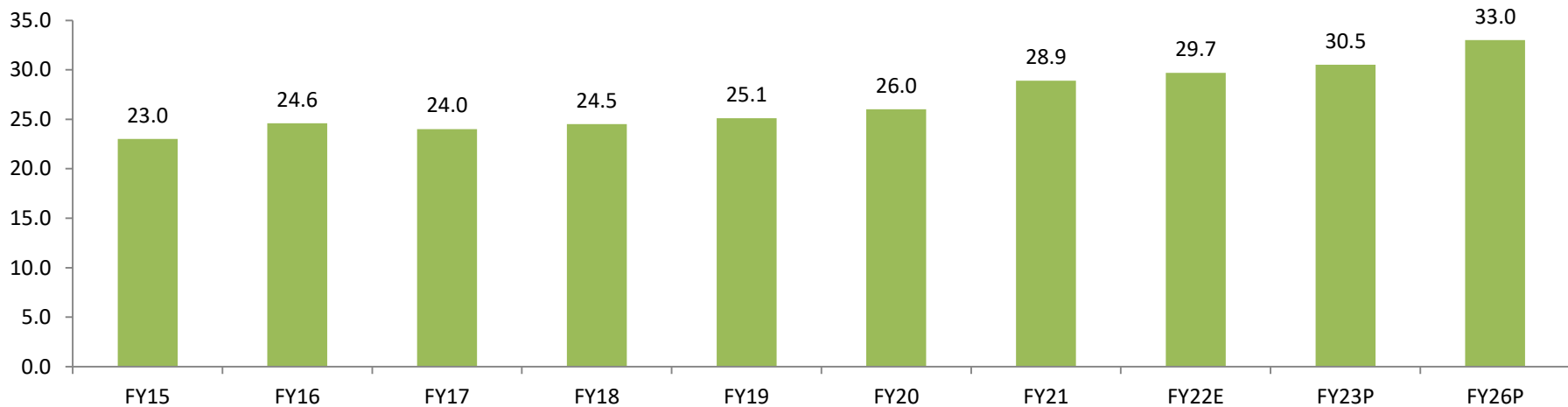


With the demand exceeding the production, India is reliant on Imports to meet the increasing demand

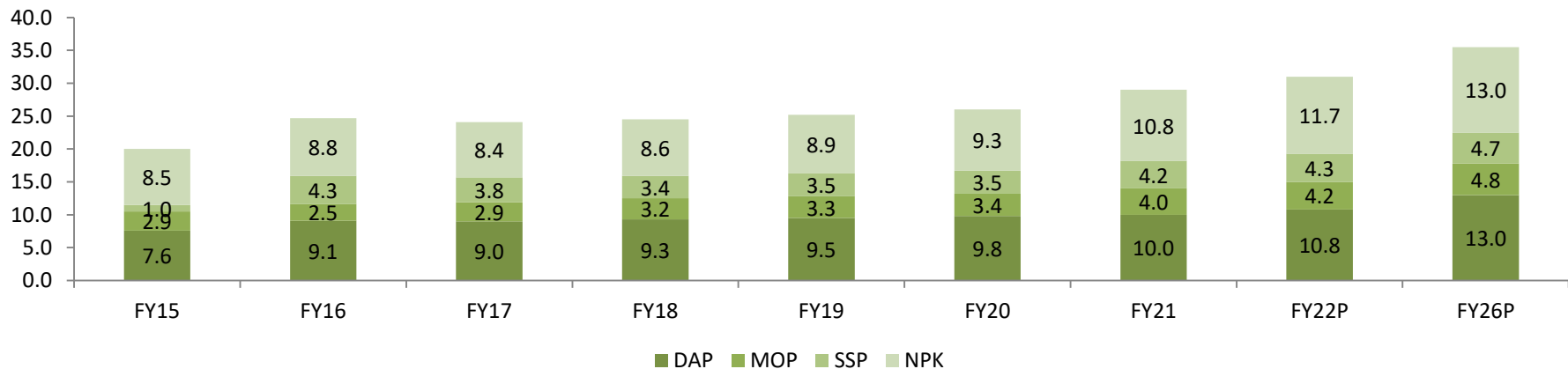
# Industry Overview - Fertilizers



## Trend & Outlook for Non Urea Fertilizers in India (Million Tonnes)



## Demand Forecast of Non Urea Fertilizers Products in India (Million Tonnes )

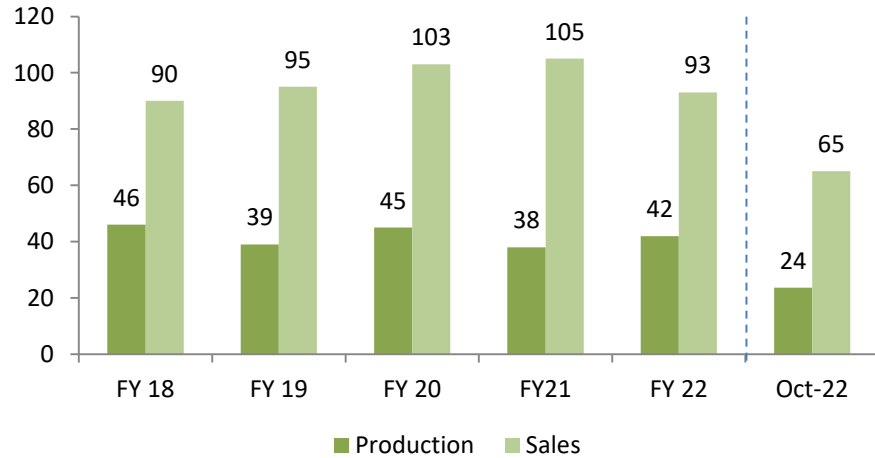


Demand Forecast for Non-Urea fertilisers is expected to grow at a CAGR of 2.2-3.2% from FY 2021 to FY 2026

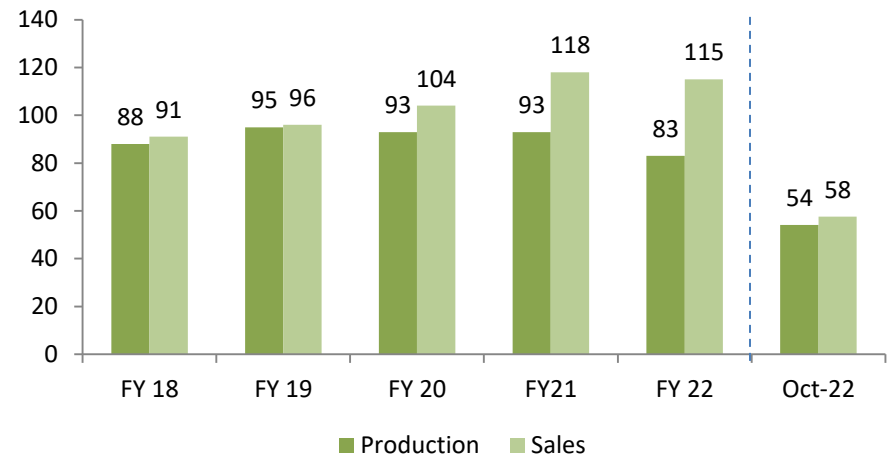


# Industry Overview - Fertilizers

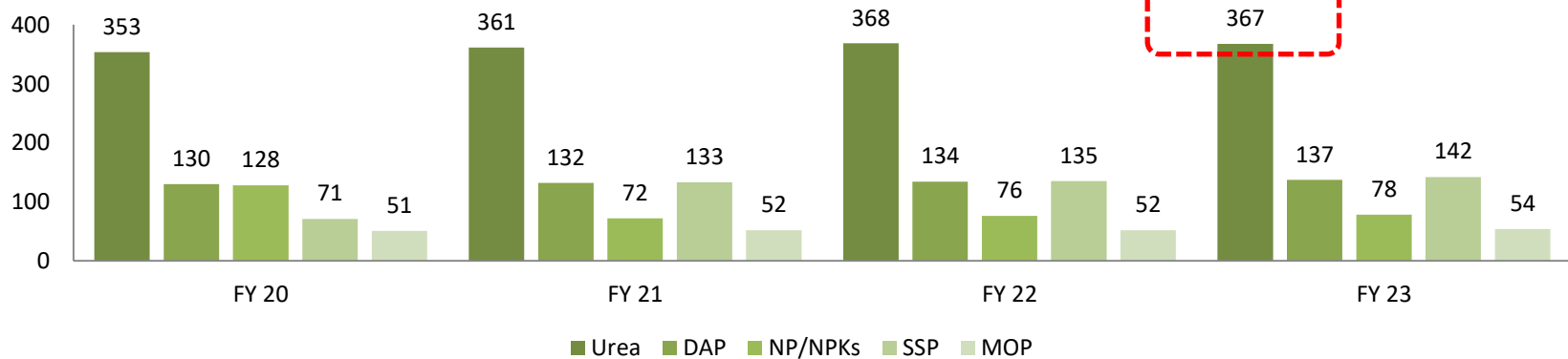
### Production & Sales of DAP (Lakh MT)



### Production & Sales of Complex Fertilizers (Lakh MT)



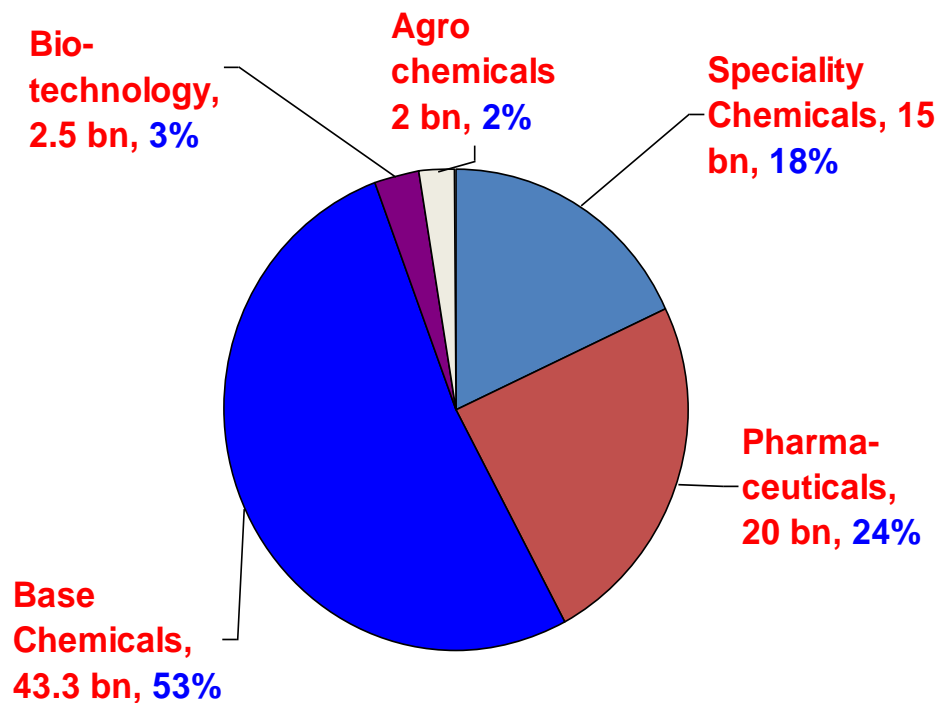
### Demand Forecast of Fertilizers Products in India (Lakh MT)



Demand Forecast for Urea Products is consistently higher as compared to other nutrients



## Indian Chemicals Industry Total USD 83 Bn.





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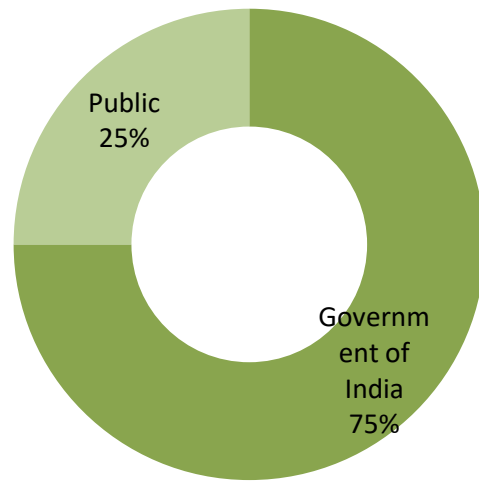


# Company Overview (1/2)

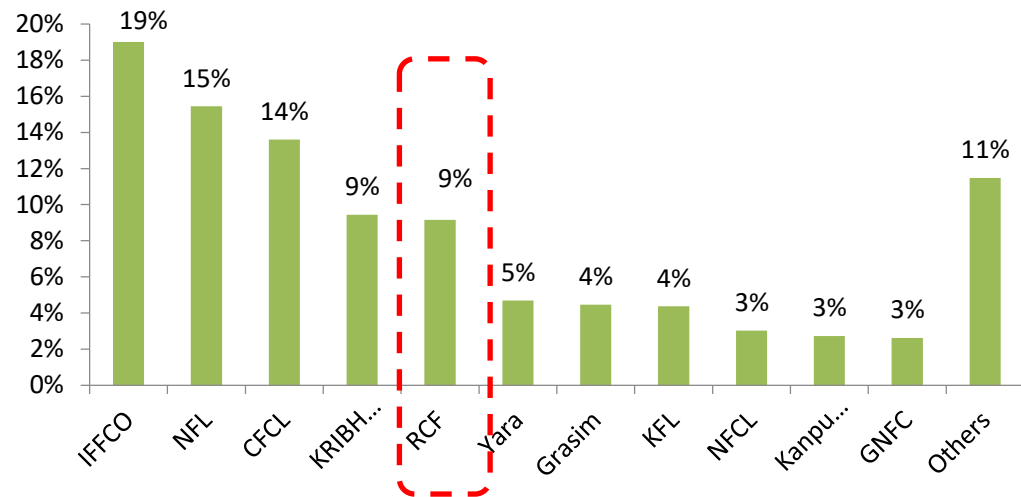
## Business Description

- Rashtriya Chemicals and Fertilizers Limited (RCF), a 'Mini-Ratna', is a leading fertilizers and chemicals manufacturing company with about **75% of its equity held by the Government of India**
- It has two operating units, one at Trombay in Mumbai and the other at Thal, Raigad district, about 100 KM from Mumbai
- RCF manufactures Urea, Complex Fertilizers, Biofertilizers, Micro-nutrients, 100 per cent water soluble fertilizers, soil conditioners and a wide range of Industrial Chemicals
- RCF has countrywide marketing network with more than 5,800 dealers present all over India
- Besides fertilizer products, RCF also produces a large number of industrial chemicals that are important for the manufacture of dyes, solvents, leather, pharmaceuticals and a host of other industrial products

## Shareholding Pattern (As On September 30,2022)



## Market Share in terms of Urea Production (2021)



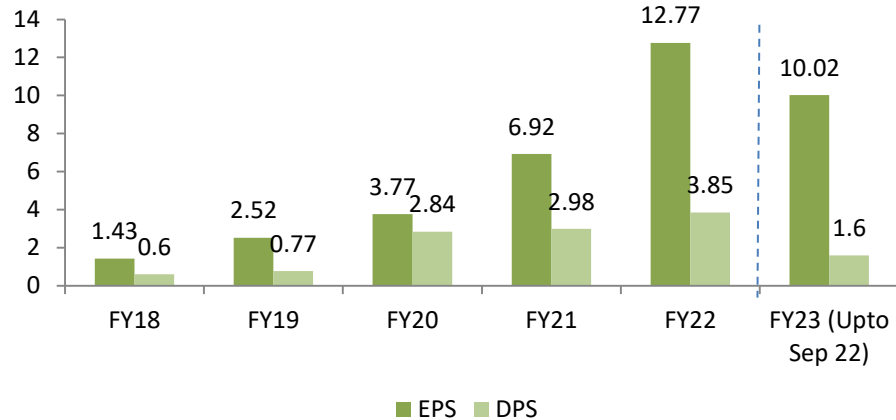
Source: BSE

RCF is the 5th largest manufacturer of Urea in India



# Company Overview (2/2)

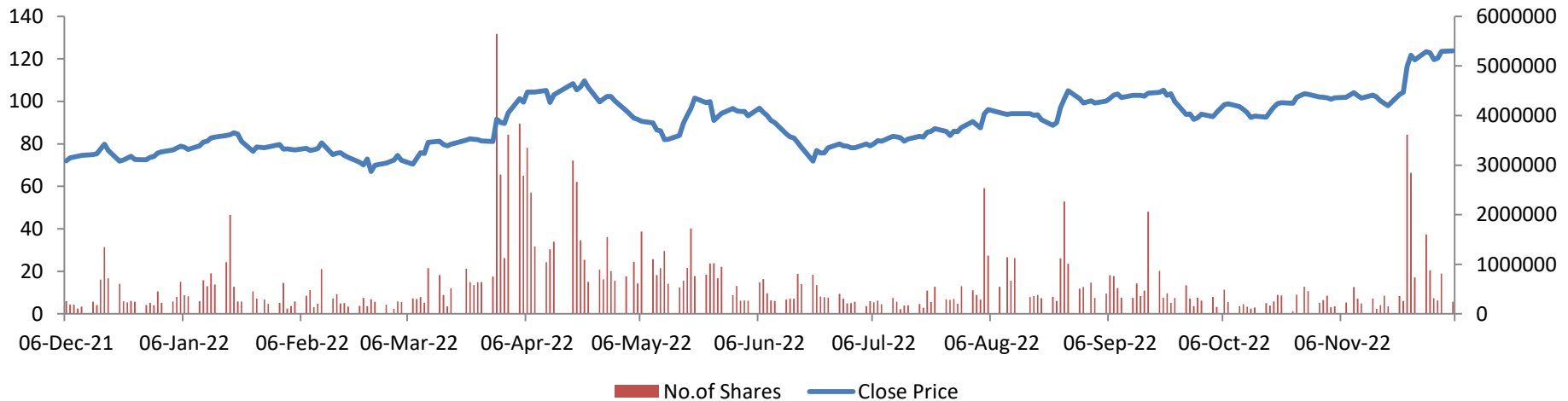
## EPS & DPS Payout (In INR)



## Share Information

NSE Symbol	RCF
BSE Symbol	524230
<b>As on 06<sup>th</sup> December 2022</b>	
CMP (Rs.)	128.15
52 Week High (Rs.)	132.10
52 Week Low (Rs.)	66.70
Market Cap (INR Mn.)	70,698.80
Free Float (INR Mn.)	17,674.70

## 1 year Price & Volume Movement



Consistent Profit Making and Dividend paying company

# Product Portfolio

## Portfolio of Chemicals and Fertilizers



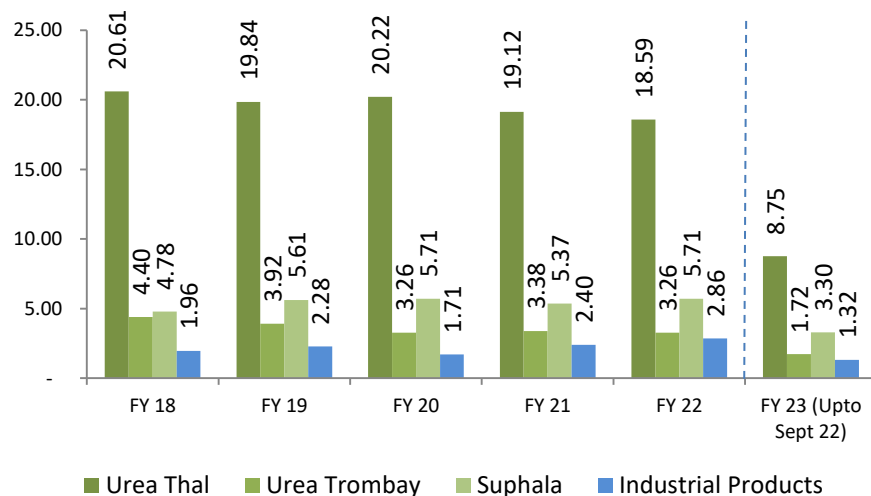


# Business Overview

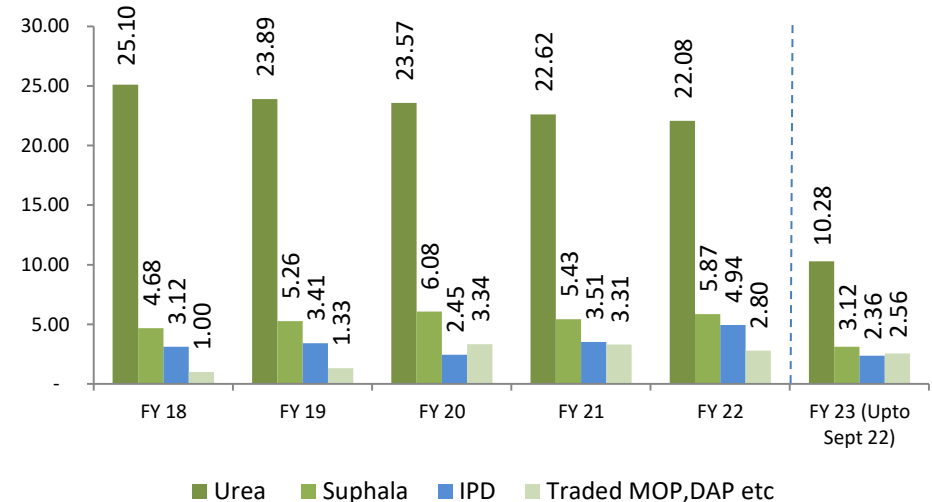
## Diversified Product Offerings

- RCF manufactures and markets various fertilizers and Chemicals which have a high degree of brand recall and patronage.
- RCF enjoys a significant market in **Urea** sector and **complex fertilizers** produced by RCF is quite popular.
- RCF produces **Speciality Nutrients** like Bio-Fertilizers (***Biola***), Micro nutrients (***Microla***) and water soluble Fertilizers (***Sujala***).
- RCF also trades in imported fertilizers like Urea, DAP , MOP and other indigenous phosphatic fertilizers like SSP etc.
- RCF produces **industrial chemicals** such as concentrated Nitric Acid, Ammonium Bi-carbonate, Methylamines, AN Melt & Argon etc. which are used in diversified applications

## Production Performance (In Lakh MT)



## Sales Performance (In Lakh MT)



Note: Sale of IPD includes sale of Intermediary Products

# DIVERSIFIED INDUSTRIAL PRODUCTS PROFILE



## PRODUCTS

**CONC. NITRIC ACID**



**ANHYDROUS AMMONIA**



**AMMONIUM  
NITRATE  
(MELT)**



**METHANOL**



## INDUSTRIAL APPLICATIONS

**DRUGS  
DYES  
ACRYLIC FIBRE  
PHARMACEUTICALS**

**TEXTILE  
PHARMACEUTICALS  
RUBBER**

**EXPLOSIVES  
FERTILIZERS**

**FORMALDEHYDE  
DRUGS  
CIVIL AVIATION**

# DIVERSIFIED INDUSTRIAL PRODUCTS PROFILE



## PRODUCTS

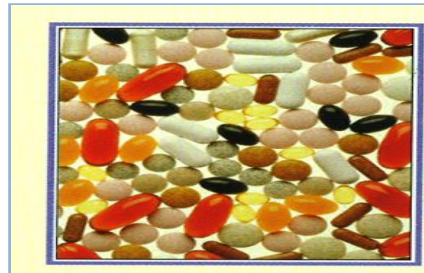
## INDUSTRIAL APPLICATIONS

**AMMONIUM BICARBONATE**



**BAKERIES  
PHARMACEUTICALS  
TANNERIES**

**AMINES MONO/DI/TRI**



**PESTICIDES  
DRUGS  
DYESTUFF  
PHARMACEUTICALS  
POULTRY  
RAYON  
RUBBER**

**DIMETHYL  
FORMAMIDE**



**POLYMER  
DYESTUFF & PIGMENTS  
PHARMACEUTICAL**

**FORMIC ACID**



**LEATHER  
RUBBER  
DYES & CHEMICALS**

# RCF's Market Share- Industrial Chemicals



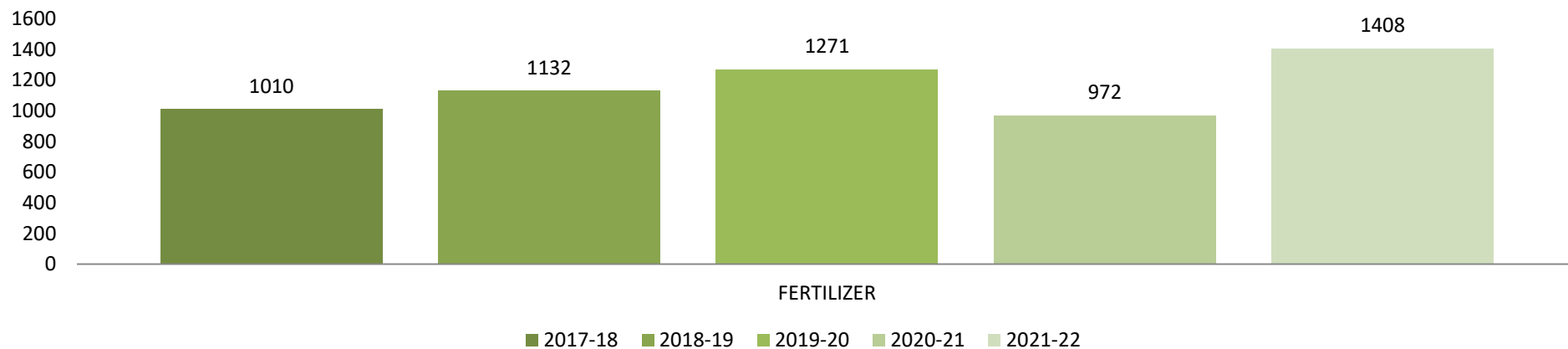
Product	2020-21		
	Industry sale (MT)	RCF Sale (MT)	Market Share (%)
AMMONIA	2,97,612	77,612	26%
AN MELT	10,50,000	1,40,000	13%
DILUTE NITRIC ACID	1,80,000	35,000	20%
CON.NITRIC ACID	3,83,000	33,000	10%
METHYL AMINES	51,300	11,500	22%
AMMONIUM BICARBONATE (MRUDULA)	65,000	30,000	43%



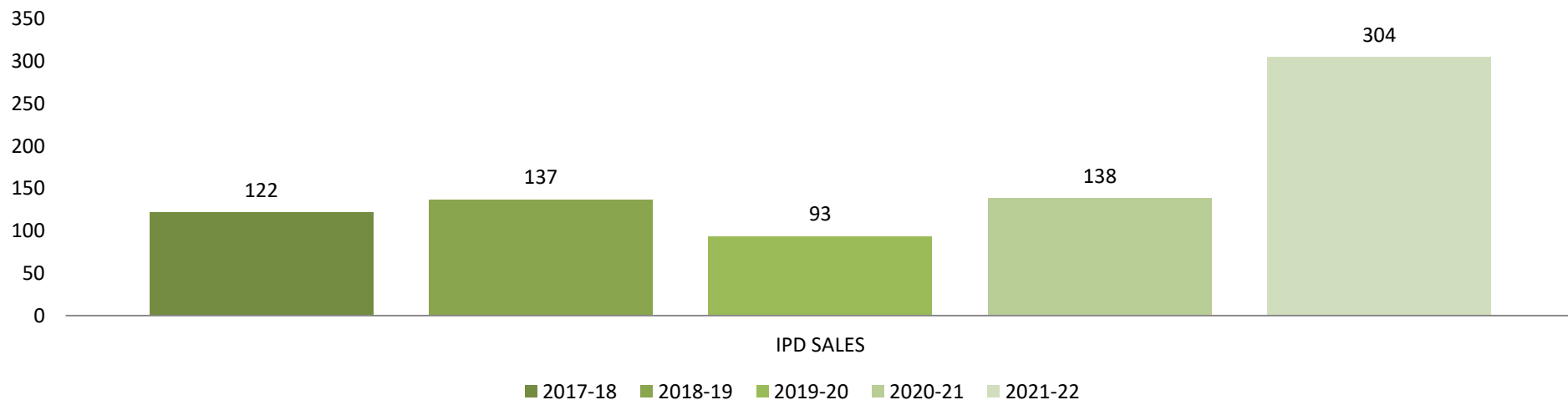
# REVENUES



## REVENUES FROM FERTILIZERS US \$ (MM)



## REVENUES FROM INDUSTRIAL PRODUCTS US \$ (MM)



Note: USD INR at average exchange rate for the year

# SEGMENT WISE PERFORMANCE



Particulars (In INR Mn)	FY 2021	FY 2022	FY 2023 Q1	FY 2023 H1
<b>Segment Wise Revenue</b>				
Fertilizers	64,458	95,647	29,462	71,303
Industrial Chemicals	10,238	22,670	9,609	17,390
Trading	7,996	9,688	10,465	16,573
<b>Segment Results</b>				
Fertilizers	3,351	3,659	1,037	3,811
Industrial Chemicals	2,295	5,047	3,814	5,479
Trading	984	392	(77)	(687)
<b>Margin (%)</b>				
Fertilizers	5.20 %	3.83%	3.52 %	5.34 %
Industrial Chemicals	22.42 %	22.26 %	39.69 %	31.51 %
Trading	12.31 %	4.05 %	(0.74) %	(4.14) %

# Manufacturing Facilities



## Thal Unit

- Large producer of Urea along with Industrial Chemicals located 100 kms south of Mumbai spread across 997 acres (including township)
- IMS-ISO 14001, ISO- 9001 & OHSAS- 18001 accredited
- Manufactures Ammonia, Urea, Methylamines etc.
- **Captive power capacity of 237,600 mwh**

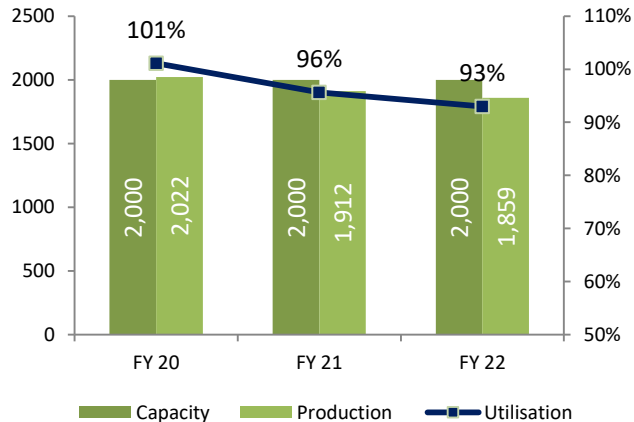


## Trombay Unit

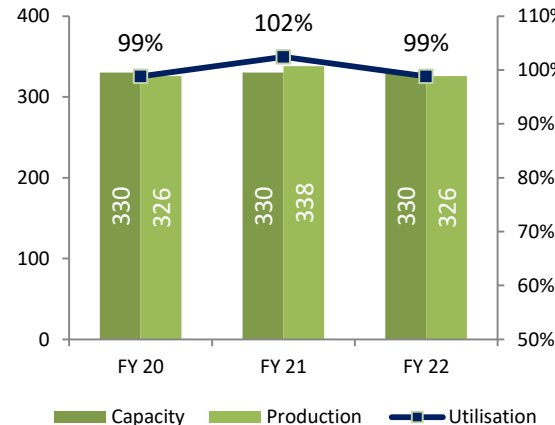
- Multiproduct integrated fertilizers & process chemicals factory in Mumbai spread across 765 acres (including township)
- IMS-ISO 14001, ISO- 9001 & OHSAS- 18001 accredited
- Manufactures Ammonia, Urea, NPK, Nitric Acid, Sulphuric Acid, etc
- Two large plants process Sewage Water resulting in about 15 MLD of treated water from each plant

## Efficient Manufacturing facilities with high capacity utilization

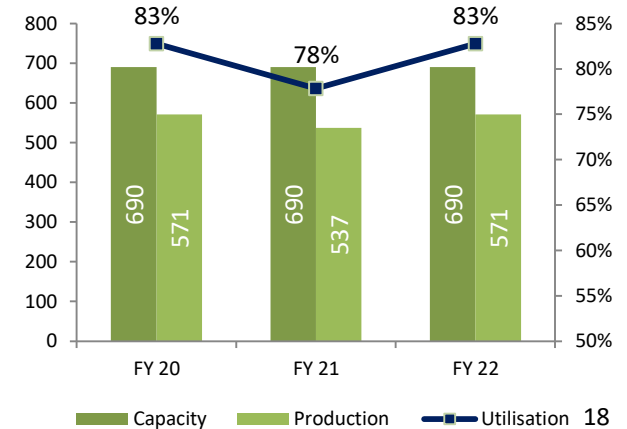
Thal ('000 MT)



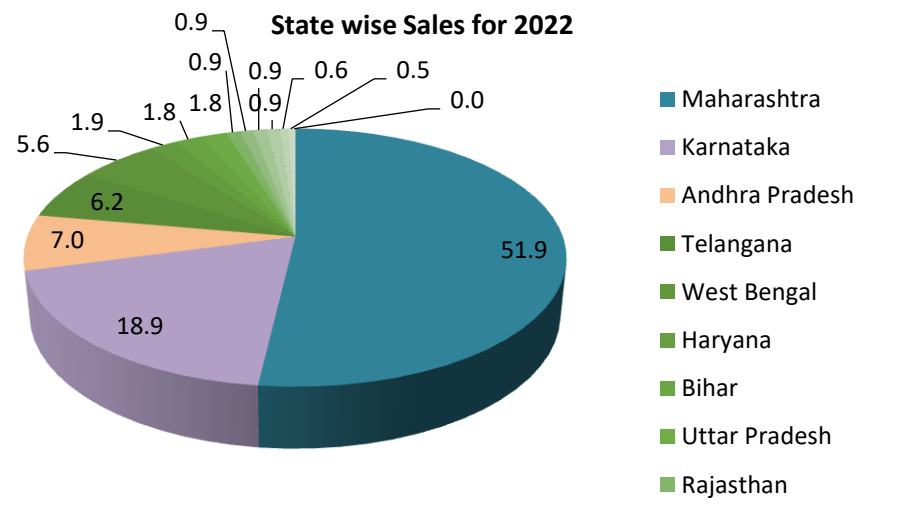
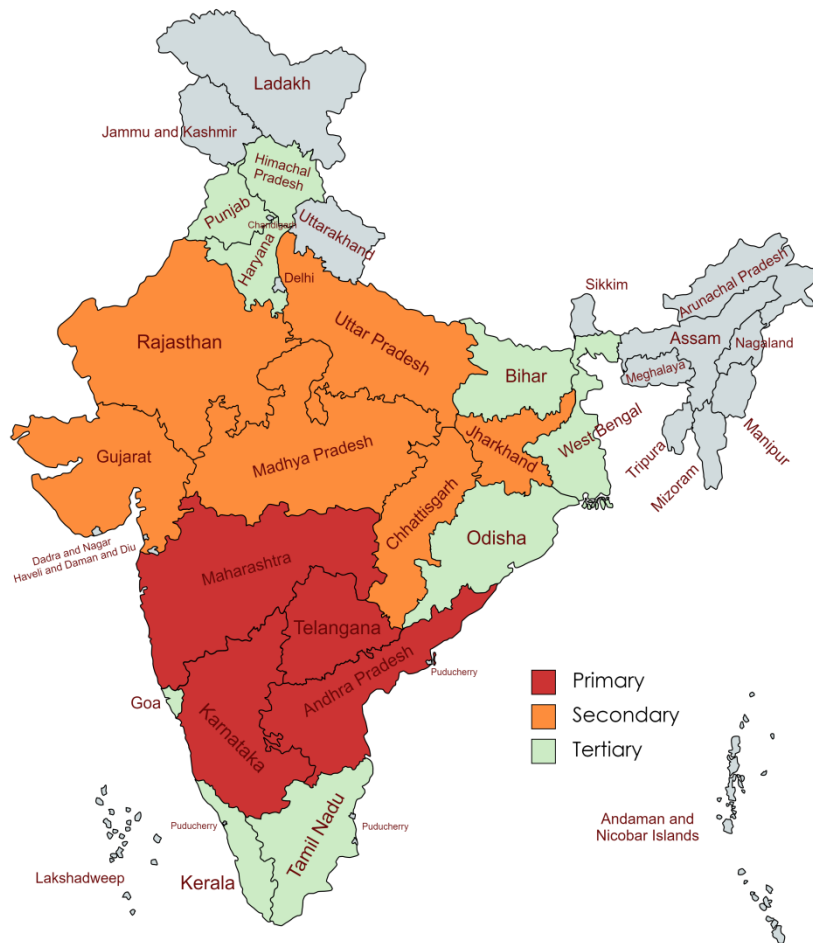
Trombay ('000 MT)



Suphala ('000 MT)



# Robust Distribution Network



A network of over ~5800 dealers to reach out to farmers across India backed by strong brand equity

- 1
  - In case of very low Import Parity Price (IPP) of Urea and increase in gas prices, production of Urea beyond RAC is unremunerated.
- 2
  - Urea and P&K fertilizers are still subjected to price and distribution controls. Accordingly, the trade margins are lower.
- 3
  - Provision towards Subsidy in budget is critical as any delay adversely impacts its financing costs.
- 4
  - Applicability of One Nation One Fertilizer Policy.

Despite the industry being highly regulated, RCF has been a consistent profit making & dividend paying company

# Experienced Management Team

## Key Management Personnel



**Shri S. C. Mudgerikar**  
Chairman & Managing  
Director



**Smt. N. J. Shaikh**  
Director (Finance)



**Shri Milind Madukar Deo**  
Director(Technical)

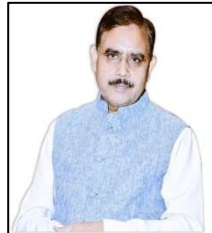


**Smt Aneeta C Meshram**  
Govt. Nominee Director

## Independent Directors



**Smt. Shashi Bala Bharti**  
Independent Director



**Shri Chandra Bhushan Pandey**  
Independent Director



**Shri. Gopinathan Nair  
Annilkumar**  
Independent Director

## Department Heads

Department	Name	Designation
Commercial / HRD	Shri.Nuhu H Kurane	Executive Director
Co-ordination & CSO	Shri Tushar Bhagwat	Executive Director
Trombay Unit Head	Shri Anil Mathur	Executive Director
Finance	Shri Anil Dandekar	Executive Director
Thal Unit Head	Shri Aniruddha M Khadilkar	Executive Director
HR, Admn & IT	Smt. Sunita Shukla	Executive Director
Marketing	Smt. Sunetra Kamble	Executive Director (I/C)
Legal & Company Secretary	Shri Jai Bhagwan Sharma	Executive Director
Trombay (Operations)	Shri Anil Srivastava	Executive Director
Projects	Shri Ajay M Patil	Executive Director
HSE	Shri Rajiv Pande	Chief General Manager

# Awards & Accolades



Award for Excellence in Safety; Production, Promotion And Marketing Of Biofertilizer, Organic Fertilizer, City Compost Winner; Best Production Performance Award For Complex Fertilizer Plant Special Award-all received in 2021



Award for Award for Promotion & Marketing of Micronutrients in India Winner; Greentech Foundation Award for Energy Conservation; Greentech Foundation- Award for Corporate Governance all received in 2021



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# Key Highlights

## Expansion Initiatives

- Coal Gasification Based Ammonia /Urea Plants on a JV basis with GAIL, Coal India & Fertilizer Corporation at an estimated cost of INR 1,327.7 Mn (RCF equity share is INR 11,842 Mn) with a capacity to manufacture 1.27 mn MTPA of Urea.
- Revival of Brahmaputra Valley Fertilizer Corporation Limited – Namrup Unit. The project entails setting up an Urea plant (capacity of 1.27 Million MTPA). The estimated Project Cost is INR 78,000 Mn. RCF share in the said JV is 17%
- Signing of MoU for Technology Transfer of Nano Urea (Liquid) production by IFFCO to RCF & NFL



- Capacity of 1.27 LMT being targeted through Coal gasification based Ammonia /Urea project through its Joint venture at Talcher
- With agricultural growth spurring demand for fertilizers, this plant is expected to be a game changer as it will not only augment domestic capacity but also unleash the potential of our coal reserves ensuring production at low costs
- Further with Government of India considering a special policy for urea produced from this plant and ensuring a Post Tax equity IRR of 12%, the project viability is ensured

# Key Highlights

## Focus on Improving Efficiency

Nano Urea Project- Signed MoU and Technology Transfer Agreement with IFFCO for setting up of Nano Urea Fertilizer Plant. A diversification strategy.

Installation of Gas Turbine at Trombay (Estimated project cost INR 4,270 Mn Benefits envisaged 0.30 Gcal/MT of Urea and reduction in cost of energy. Payback period 3-4 years.

NPK project at Thal : Setting of Brown Field NPK plant with about 4 lakhs MT of NPK. Estimated Project cost INR 9,145.8 Mn. Payback period about 6 years.

Ammonia V Revamp (KBR Scheme): Estimated project cost INR 727.5 Mn. Benefits envisaged 0.25 Gcal/ MT of Ammonia. Payback period 2-3 years.

Scaled up production of existing An-Melt plant from 1.4 LMT to 1.90 LMT.

AN-Melt- Setting up of new plant with capacity of 425 MTPD at an estimated project cost of INR 1800 Mn. Payback period - 3-4 years.

## Marketing Initiatives

To broaden the reach to Farmers, RCF is setting up Model Retail Shops "Kisan Suvidha Kendra". The Company has set-up 150 centers.

Plant for increased usage of digital technology to reach-out to farmers through Mobile App, Facebook, Twitter, Instagram and YouTube Channel under the name of "RCF Kisan Manch".

RCF is also using community radio services of Krishi Vigyan Kendra (KVK) for telecasting farmers education programs.

Farmer reach through various farm extension activities like field Demonstration, farm magazine - Sheti-patrika, celebrating soil testing days etc.

Pan India Network Backed by StrongBrand Equity

Experienced Senior Management Team with Strong GoI Parentage

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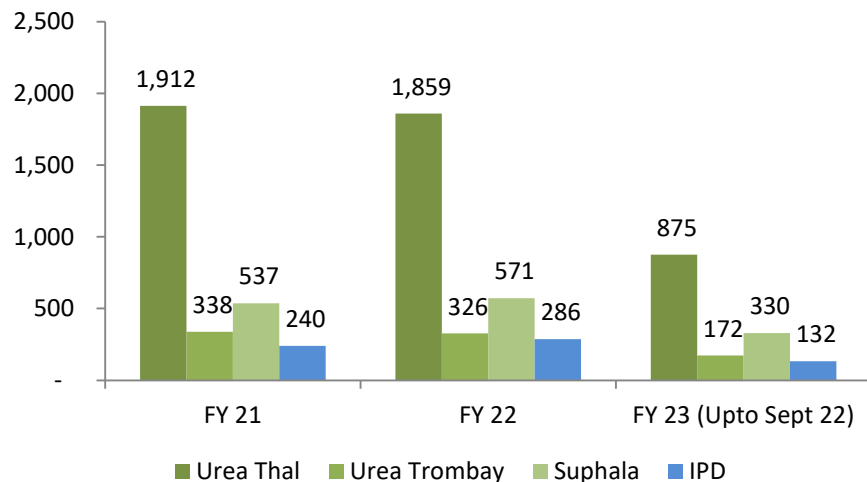
Financial Highlights



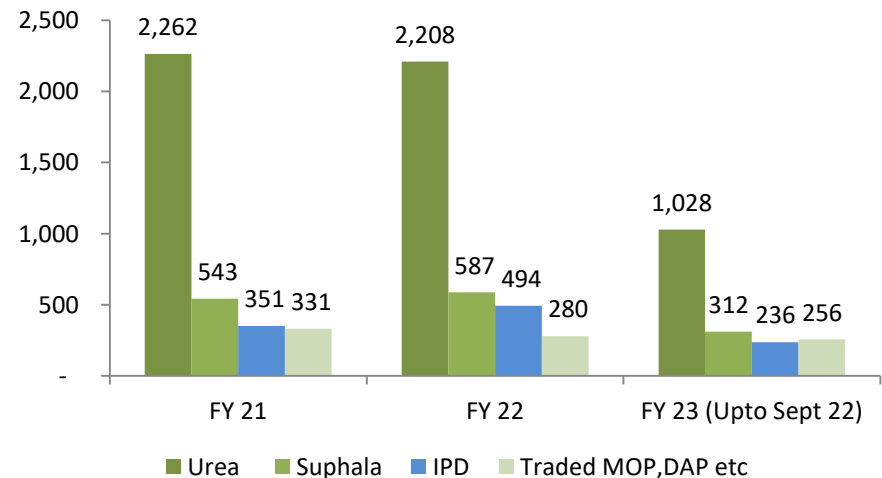
# Performance Highlights FY 2023 (6M)

- RCFL achieved fertilizer sales volume of 15.96 lakh MT during 6M FY 2023 as compared to 14.66 lakh MT during the corresponding period of previous year
- Total sale of manufactured fertilizers during 6M FY 2023 was 13.40 lakh MT Vs. 13.12 lakh MT during the previous year.
- The company produced 10.47 lakh MT of Urea & 3.30 lakh MT of Suphala 15:15:15, during 6 M ended FY 2023 as compared to 10.34 lakh MT of Urea & 2.52 lakh MT of Suphala 15:15:15 produced during the corresponding period of previous year.
- During the 6M ended of FY 2023, Company scaled up its industrial products operations and achieved higher sales of AN Melt (CY 0.89 lakh MT, PY 0.83 lakh MT).

Production Performance (In '000 MT)



Sales Performance (In '000 MT)

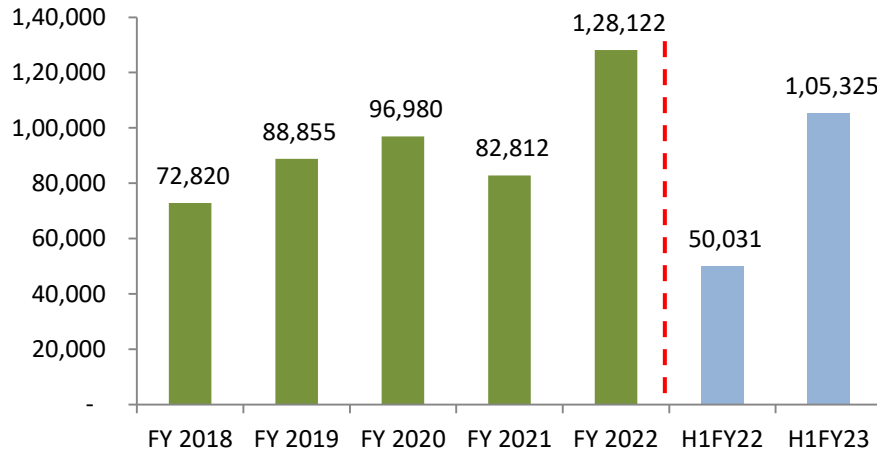


Note: Sale of IPD includes sale of Intermediary Products

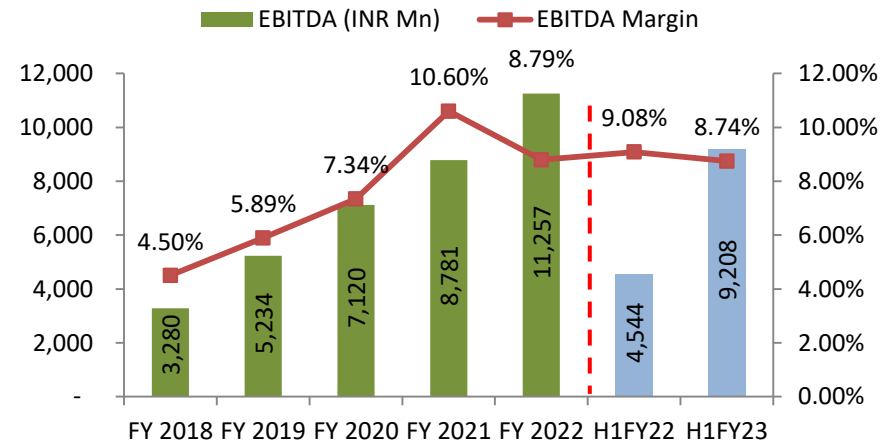
# Financial Performance Highlights



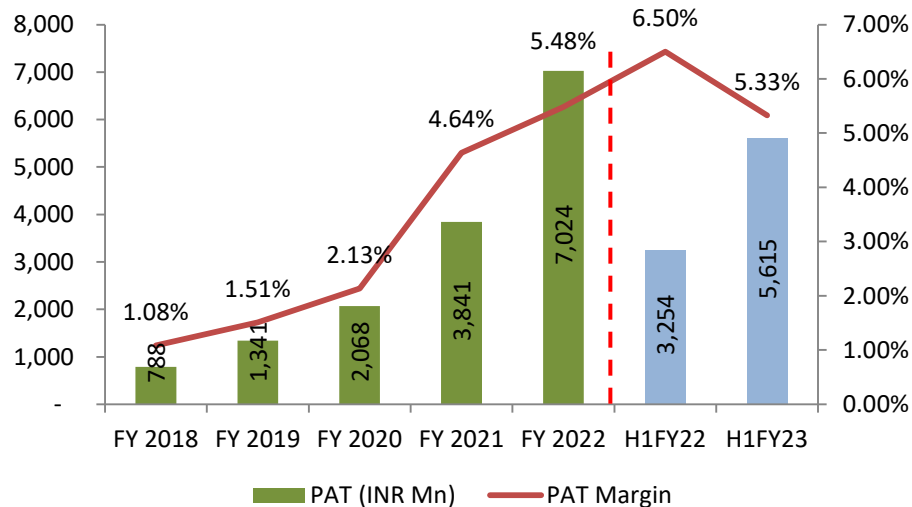
## Revenue (in INR Mn)



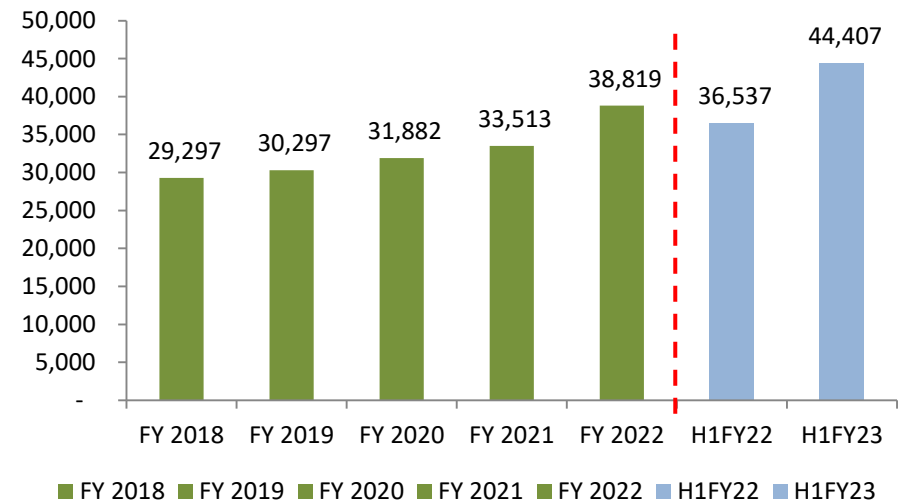
## EBITDA (in INR Mn)



## PAT (in INR Mn)



## Net Worth (in INR Mn)



# Financial Performance Highlights



Particulars (In INR Mn)	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022	FY 2022 H1	FY 2023 H1
<b>Net sales</b>	<b>72,820</b>	<b>88,855</b>	<b>96,980</b>	<b>82,812</b>	<b>1,28,122</b>	<b>50,031</b>	<b>1,05,325</b>
Operating expenses	70,152	84,418	91,095	75,297	1,18,229	46,097	96,942
<b>EBITDA</b>	<b>3,280</b>	<b>5,234</b>	<b>7,120</b>	<b>8,781</b>	<b>11,257</b>	<b>4,544</b>	<b>9,208</b>
EBITDA Margin	4.50%	5.89%	7.34%	10.60%	8.79%	9.08%	8.74%
Depreciation	1,370	1,557	1,710	1,753	1,836	911	1,016
<b>EBIT</b>	<b>1,909</b>	<b>3,677</b>	<b>5,409</b>	<b>7,028</b>	<b>9,422</b>	<b>3,633</b>	<b>8,191</b>
Interest paid	626	1,559	2,378	1,796	1,259	475	1,091
Other income	612	797	1,292	1,266	1,365	610	825
Pre-tax profit	<b>1,282</b>	<b>2,302</b>	<b>2,019</b>	<b>5,301</b>	<b>9,419</b>	<b>4,394</b>	<b>7,190</b>
Tax	494	961	52	1,460	2,396	1,140	1,575
Exceptional items	1	(234)	1,002	47	(1,276)	(1,274)	-
<b>Adjusted net profit</b>	<b>788</b>	<b>1,341</b>	<b>2,068</b>	<b>3,841</b>	<b>7,024</b>	<b>3,254</b>	<b>5,615</b>
Pat Margin (%)	1.08%	1.50%	2.13%	4.64%	5.48%	6.50%	5.33%
<b>EPS (Rs)</b>	<b>1.43</b>	<b>2.43</b>	<b>3.75</b>	<b>6.96</b>	<b>12.73</b>	<b>5.9</b>	<b>10.18</b>
<b>Networth</b>	<b>29,297</b>	<b>30,297</b>	<b>31,882</b>	<b>33,513</b>	<b>38,819</b>	<b>36,537</b>	<b>44,407</b>
RONW%	2.69	4.43	6.49	11.46	18.09	8.9	12.64
<b>Total Debt</b>	<b>12,547</b>	<b>33,106</b>	<b>48,138</b>	<b>20,668</b>	<b>29,682</b>	<b>18,094</b>	<b>30,688</b>
Debt/Equity	0.43	1.09	1.51	0.62	0.76	0.50	0.69

THANK YOU



*Let us grow together*