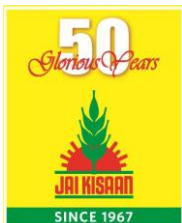


ZUARI AGRO CHEMICALS LIMITED

Investors Presentation

Q1'FY 2019





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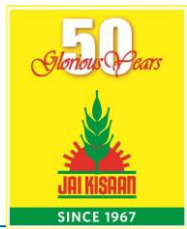


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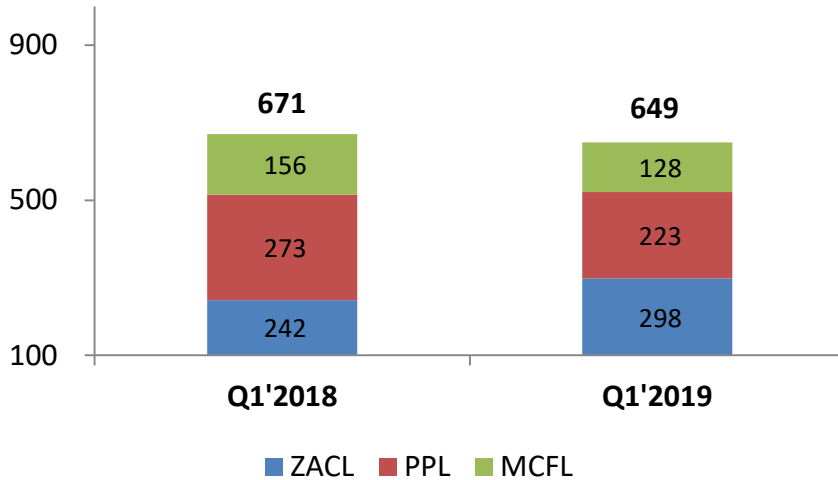
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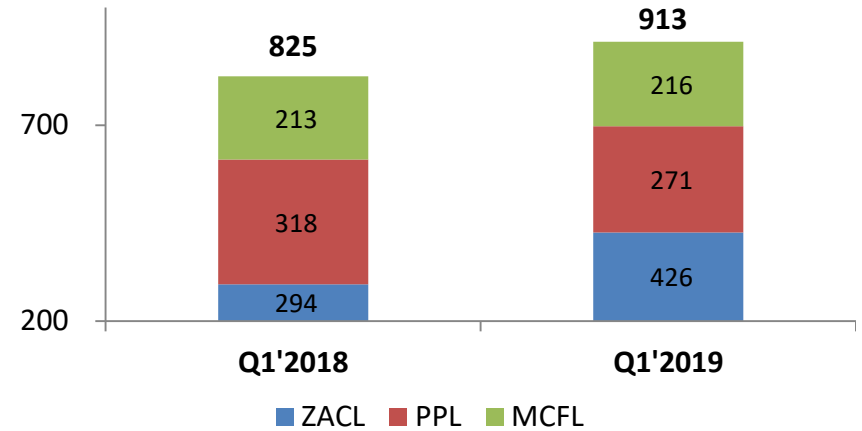
Performance Overview



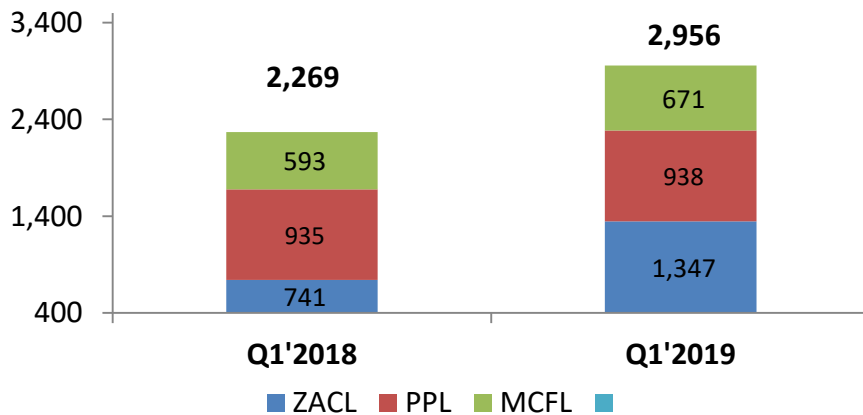
Production Volume ('000 tons)



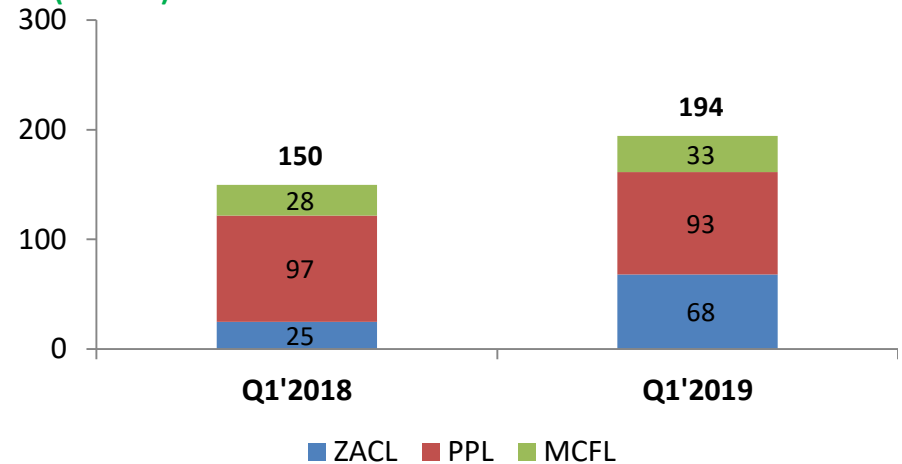
Sales Volume ('000 tons)

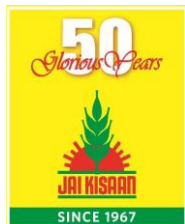


Revenue from Operations (Rs Cr)



(EBITDA) Rs Cr

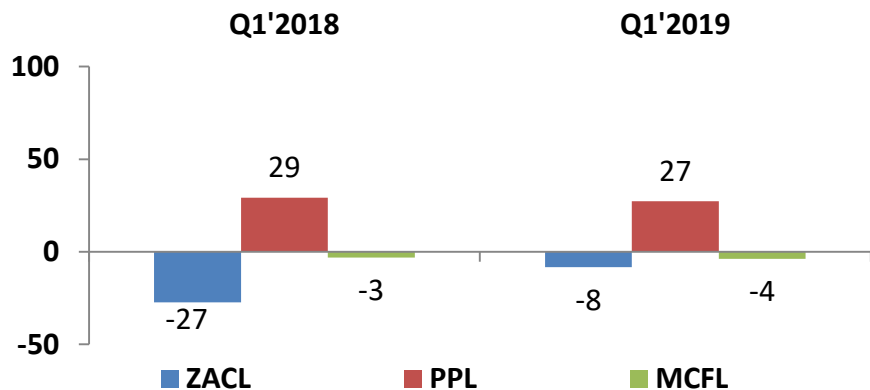




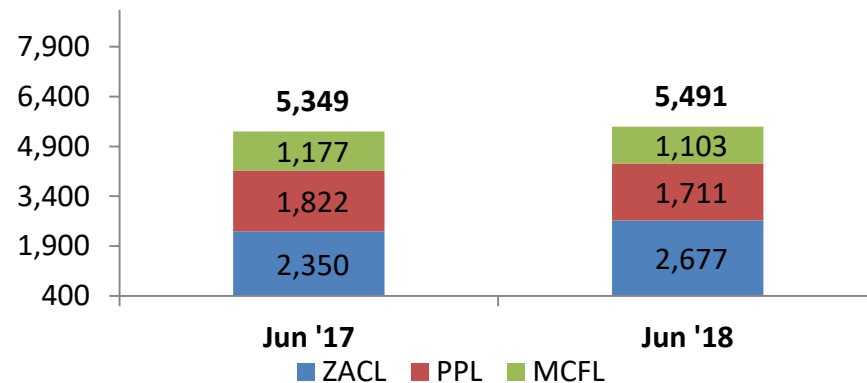
Performance Overview



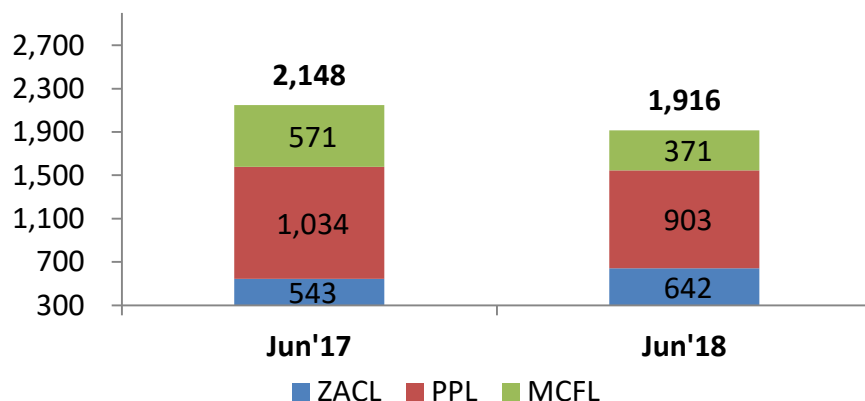
PAT (Rs Cr)



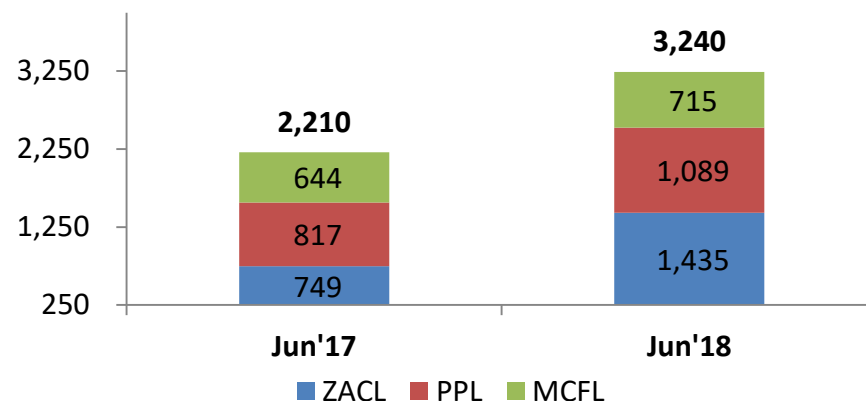
Net Debt (Rs Cr)

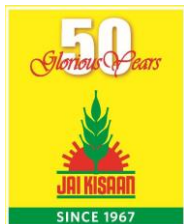


Market Receivables (Rs Cr)



Subsidy Receivables (Rs Cr)





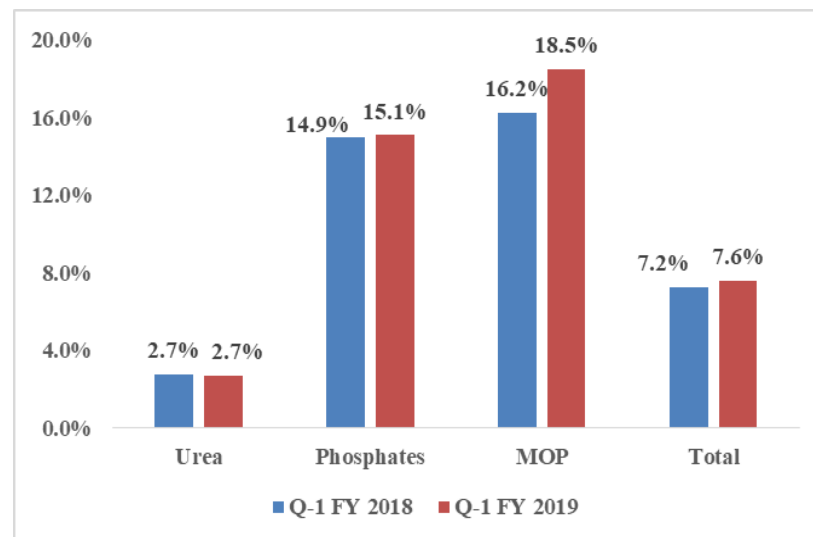
Adventz Market Share



Lacs MT

Q1' FY 2019			
Products	Industry Sales	Adventz Sales	Market Share
Urea	64.8	1.8	2.7%
DAP	19.4	2.9	14.9%
NPK	18.0	2.7	15.3%
MOP	7.6	1.4	18.5%
SSP	10.4	0.3	3.1%
Total	120.2	9.1	7.6%

Q1' FY 2018			
Products	Industry Sales	Adventz Sales	Market Share
Urea	63.2	1.7	2.7%
DAP	18.8	3.3	17.4%
NPK's	14.7	1.7	11.8%
MOP	7.9	1.3	16.2%
SSP	9.2	0.2	2.2%
Total	113.8	8.2	7.2%



Q-o-Q basis Group gained a market share of 0.4%, whereas in Phosphates market share gained by 0.2% & MOP gained by 2.3%



Consolidated Financials

INR Crores

Particulars	Q-1 FY 2019	Q-1 FY 2018
REVENUE		
Revenue From Operations	2,000.5	1,325.3
Other Income	16.9	16.6
Total Revenue	2,017.4	1,341.9
EXPENSES		
Cost of Raw Materials Consumed	879.3	729.3
Purchases of Stock in trade	938.5	753.7
Changes in inventories of finished goods, stock-in-trade and work in progress	(323.5)	(553.6)
Excise duty on goods	-	7.0
Employee Benefits Expense	43.6	41.4
Power ,Fuel & Water	122.2	55.0
Finance Costs	116.4	92.4
Depreciation and amortization expense	20.7	18.7
Outward freight and handling	143.5	70.8
Other Expenses	95.6	170.4
Total Expenses	2,036.4	1,385.1
Profit/(loss) before share of profit/(loss) of joint ventures, exceptional items and tax	(19.0)	(43.2)
Share of profit of joint ventures (net of tax)	4.8	11.6
Profit/(loss) before exceptional items and tax	(14.3)	(31.6)
Exceptional Items	0.0	-
Profit/(loss) before tax	(14.3)	(31.6)
Tax Expenses	(6.3)	(11.9)
Profit/(loss) for the year	(8.0)	(19.7)
Non Controlling Interest	(1.8)	(1.5)
Profit (loss) attributable to the parent	(6.1)	(18.2)
Earning Per Share (in Rs)	(1.5)	(4.3)

Standalone Financials- QoQ

INR Crores

Particulars	ZACL			PPL			MCF		
	Q1' FY 2019	Q1 FY 2018	% Change	Q1' FY 2019	Q1 FY 2018	% Change	Q1' FY 2019	Q1 FY 2018	% Change
Income from Operations	1,347	741	82%	938	935	0%	671	593	13.1%
Gross Margin	332	221	50%	273	289	-6%	173	169	2%
<i>Gross Margin %</i>	<i>24.6%</i>	<i>29.8%</i>		<i>29.1%</i>	<i>31.0%</i>		<i>25.8%</i>	<i>28.4%</i>	
EBITDA	68	25	174%	93	97	-4%	33	28	18%
<i>EBITDA %</i>	<i>5.1%</i>	<i>3.4%</i>		<i>9.9%</i>	<i>10.4%</i>		<i>4.9%</i>	<i>4.7%</i>	
Finance Cost	85	69	22%	36	47	-22%	37	33	13%
Depreciation	11	10	10%	17	14		9	9	
Exceptional	-	-		-	4		-	-	
PBT	(12)	(38)		46	45		(7)	(4)	
PAT	(8)	(27)		27	29		(4)	(3)	

Financials are on Standalone basis



Thanks

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