



ZUARI AGRO CHEMICALS LIMITED

Investors Presentation

Q3'2018





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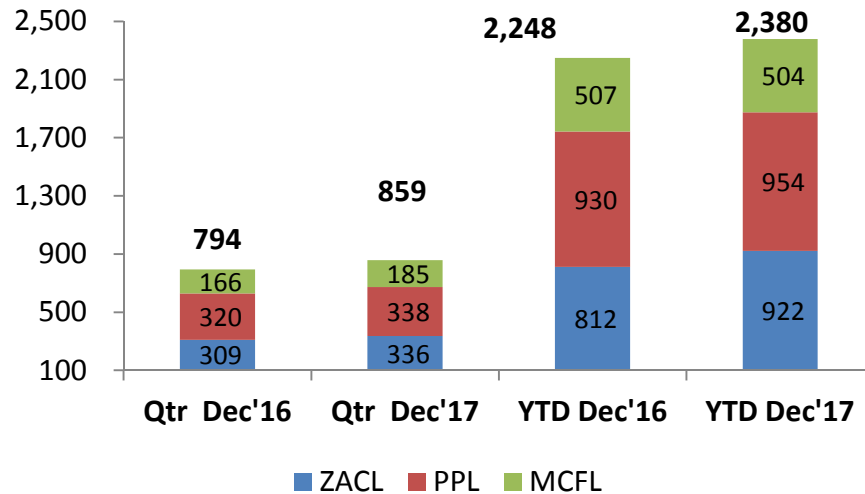




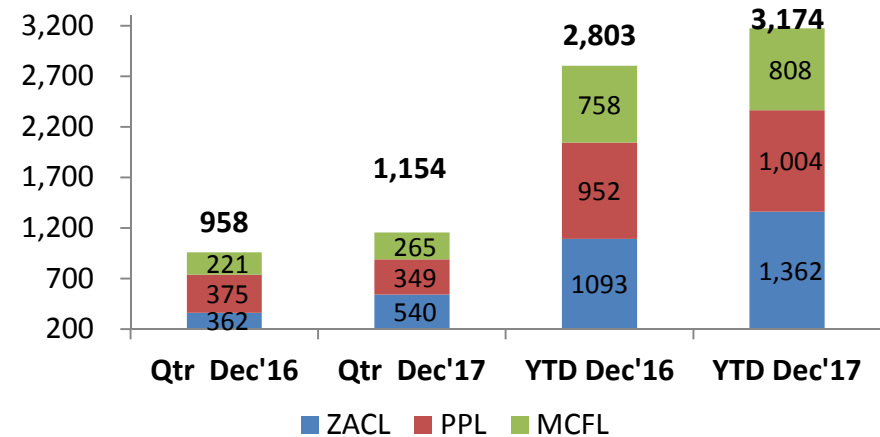
Performance Overview



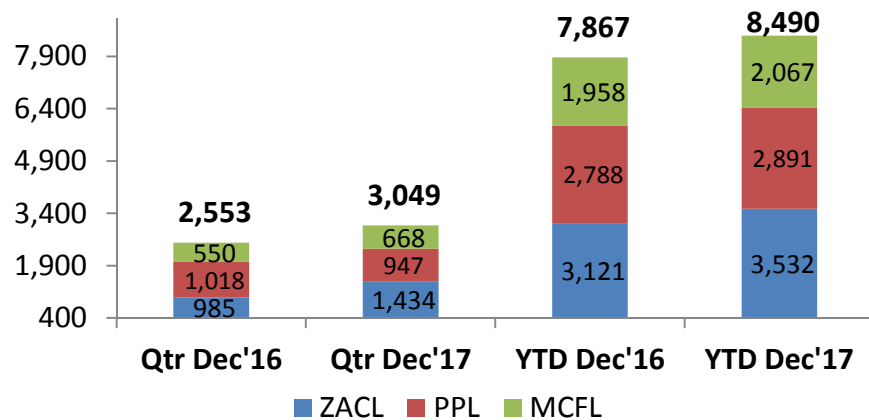
Production Volume ('000 tons)



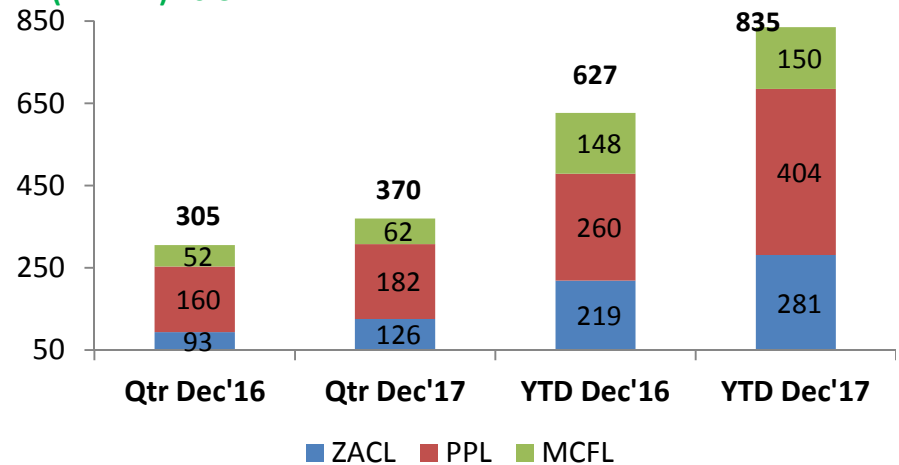
Sales Volume ('000 tons)



Revenue from Operations (Rs Cr)



(EBITDA) Rs Cr

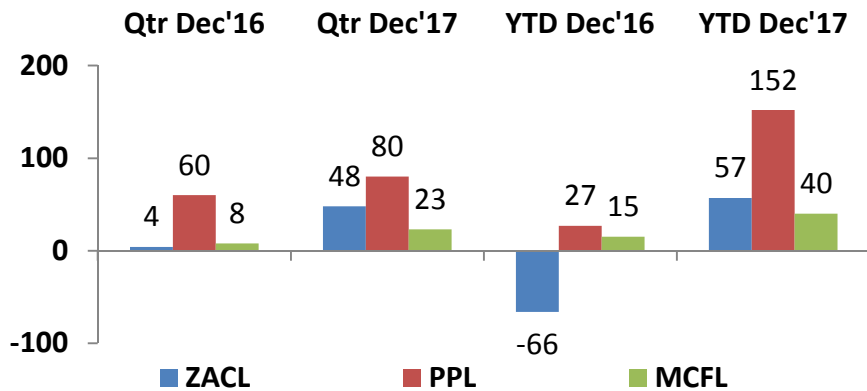




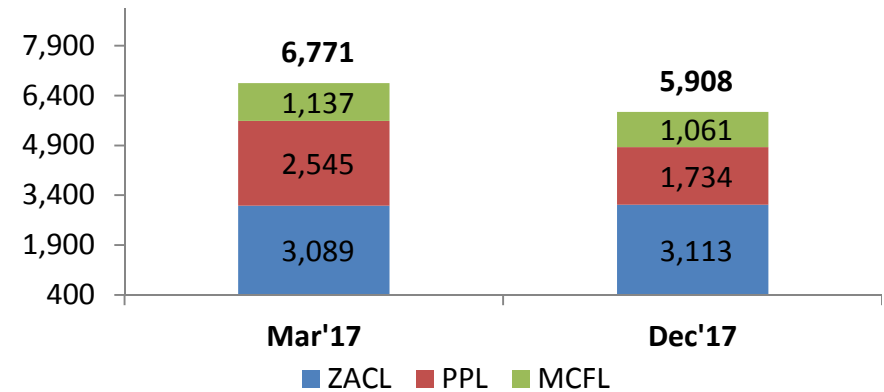
Performance Overview



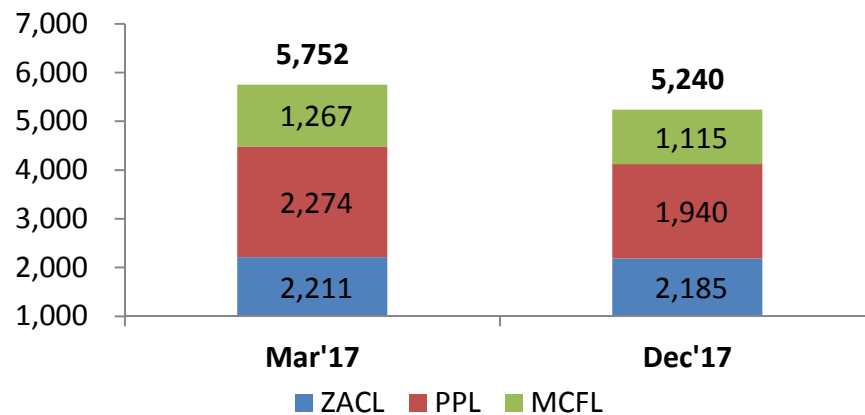
PAT (Rs Cr)



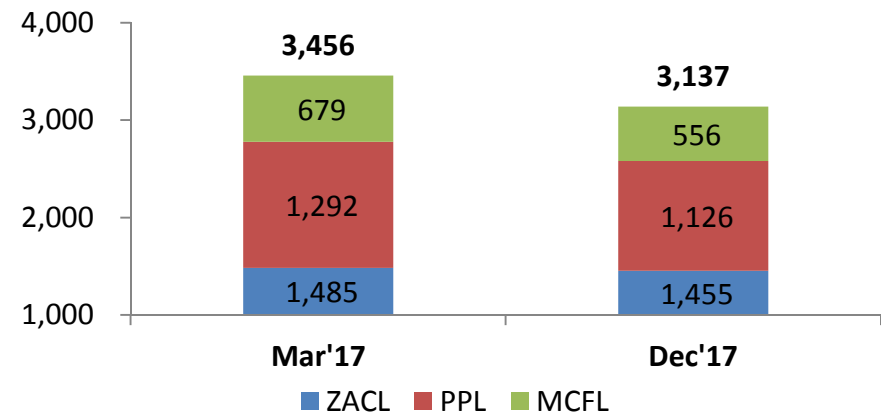
Net Debt (Rs Cr)



Receivables (Rs Cr)



Subsidy Receivables (Rs Cr)





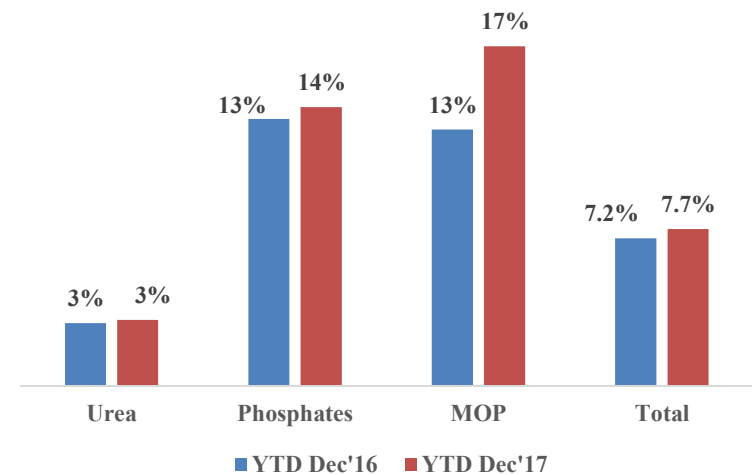
Adventz Market Share



Lacs MT

Nine Month FY 2018			
Products	Industry Sales	Adventz Sales	Market Share
Urea	233.6	7.2	3.1%
DAP	76.6	11.3	14.7%
NPK's	64.6	8.0	12.5%
MOP	25.9	4.3	16.7%
Total	400.7	30.8	7.7%

Nine Month FY 2017			
Products	Industry Sales	Adventz Sales	Market Share
Urea	223.9	7.2	3.2%
DAP	69.9	8.3	11.9%
NPK's	62.6	9.0	14.4%
MOP	22.0	2.8	12.6%
Total	378.4	27.3	7.2%



Y-o-Y basis Group gained a market share of 0.5%, whereas in Phosphates market share gained by 1% & MOP gained by 4%

Source: mFMS





Consolidated Financials



INR Crores

Particulars	Nine Month ended 31/12/2017	Year Ended 31/3/2017
REVENUE		
Revenue From Operations	5,600	6,415
Other Income	67	76
Total Revenue	5,667	6,492
EXPENSES		
Cost of Raw Materials Consumed	2,516	2,911
Purchases of Stock in trade	1,769	1,591
Changes in inventories of finished goods, stock-in-trade and work in progress	(249)	12
Excise duty on goods	6	30
Employee Benefits Expense	125	161
Finance Costs	288	454
Depreciation and amortization expense	60	78
Other Expenses	1,019	1,246
Total Expenses	5,534	6,481
Profit/(loss) before share of profit/(loss) of joint ventures, exceptional items and tax	133	10
Share of profit of joint ventures (net of tax)	64	33
Profit/(loss) before exceptional items and tax	197	43
Exceptional Items	-	64
Profit/(loss) before tax	197	(22)
Tax Expenses	37	(9)
Profit/(loss) for the year	160	(13)
Non Controlling Interest	19	9
Profit (loss) attributable to the parent	141	(22)
Earning Per Share (in Rs)	33.6	(5.3)





Standalone Financials- QoQ



INR Crores

Particulars	ZACL			PPL			MCF		
	Q3' FY 2018	Q3' FY 2017	% Change	Q3' FY 2018	Q3' FY 2017	% Change	Q3' FY 2018	Q3' FY 2017	% Change
Income from Operations	1,434	985	46%	947	1,018	-7%	668	550	21.4%
Gross Margin	376	312	20%	356	382	-7%	213	188	13%
Gross Margin %	26%	32%		38%	38%		32%	34%	
EBITDA	126	93	35%	182	160	14%	62	52	19%
EBITDA %	8.8%	9.5%		19.2%	15.7%		9.3%	9.5%	
Finance Cost	80	76	5%	38	62	-38%	18	32	-45%
Depreciation	11	10	10%	15	15		11	9	
Exceptional	-	(5)		10	5		-	-	
PBT	53	6		120	85		35	12	
PAT	48	4		80	60		23	8	

Financials are on Standalone basis





Standalone Financials- YoY



INR Crores

Particulars	ZACL			PPL			MCF		
	FY 2018 9 Month	FY 2017 9 Month	% Change	FY 2018 9 Month	FY 2017 9 Month	% Change	FY 2018 9 Month	FY 2017 9 Month	% Change
Income from Operations	3,532	3,121	13%	2,891	2,788	4%	2,067	1,958	6%
Gross Margin	967	832	16%	950	816	16%	596	546	9%
Gross Margin %	27%	27%		33%	29%		29%	28%	
EBITDA	281	219	28%	404	260	56%	150	148	2%
EBITDA %	7.9%	7.0%		14.0%	9.3%		7.3%	7.5%	
Finance Cost	226	255	-11%	128	197	-35%	63	100	-38%
Depreciation	31	29	7%	44	44	-1%	29	26	10%
Exceptional	-	(63)		14	51		-	-	-
PBT	72	(87)		231	(5)		62	22	
PAT	57	(66)		152	27		40	15	

Financials are on Standalone basis





Thanks

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