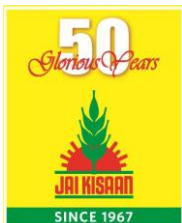


ZUARI AGRO CHEMICALS LIMITED

Investors Presentation

Q4'FY 2019





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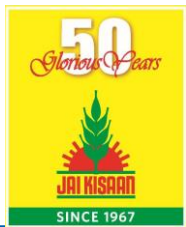


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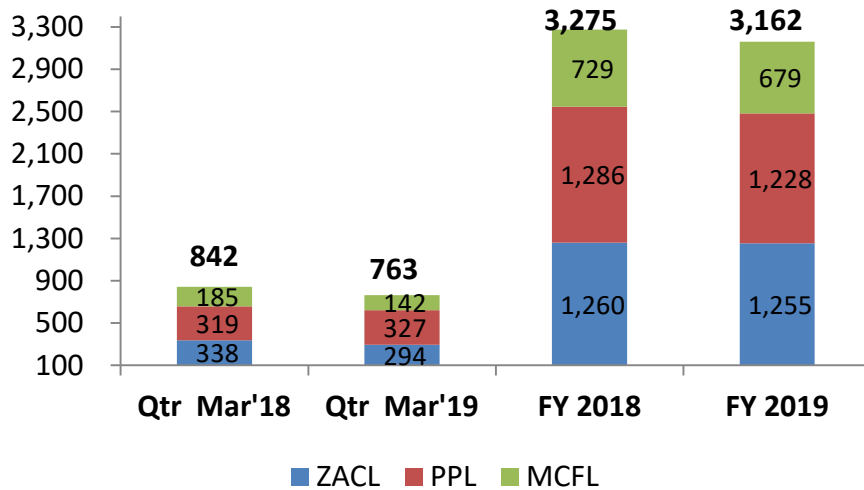
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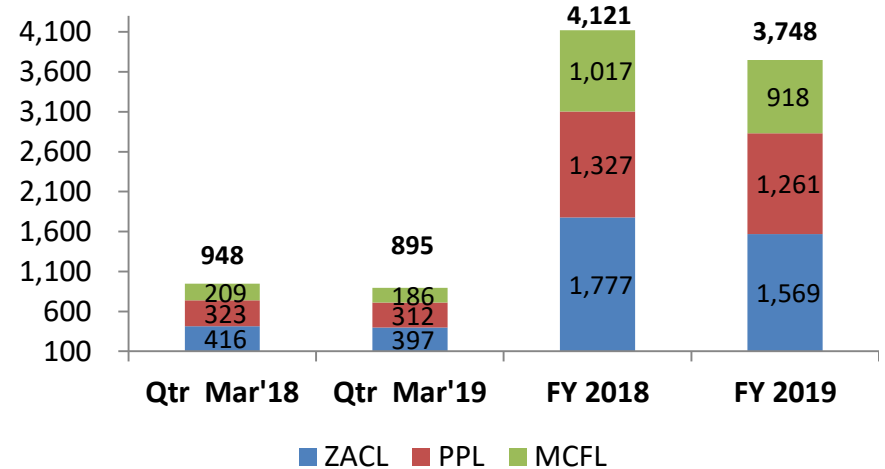
Performance Overview



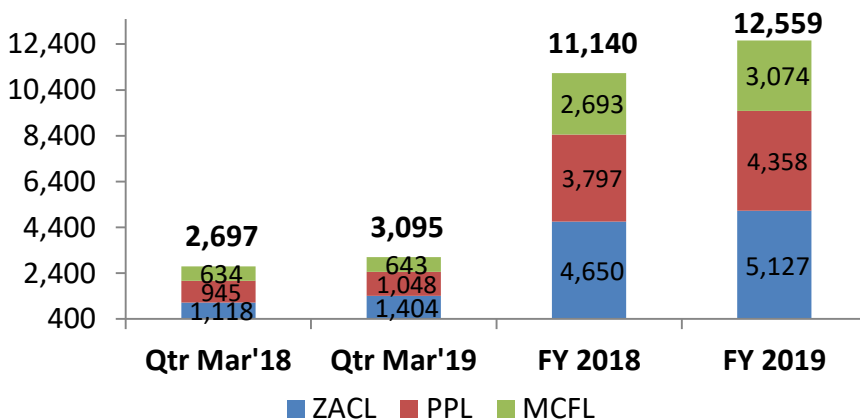
Production Volume ('000 tons)



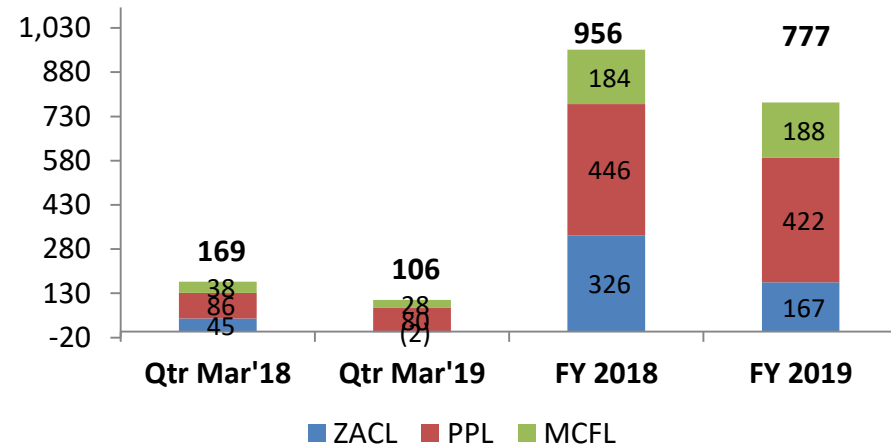
Sales Volume ('000 tons)

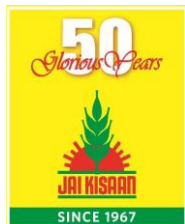


Revenue from Operations (Rs Cr)



(EBITDA) Rs Cr

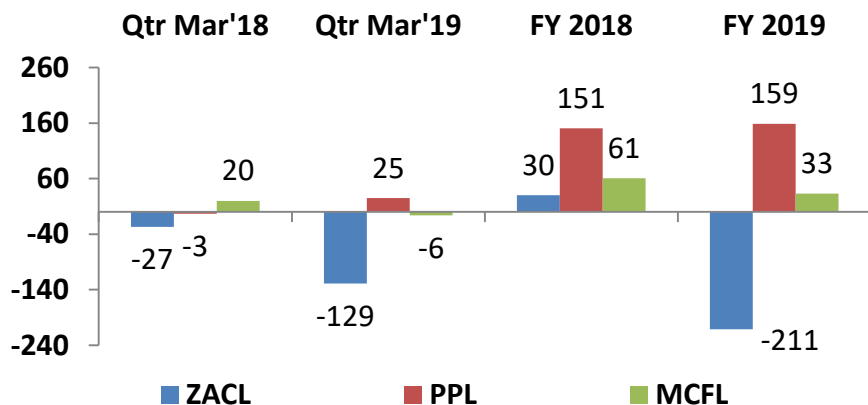




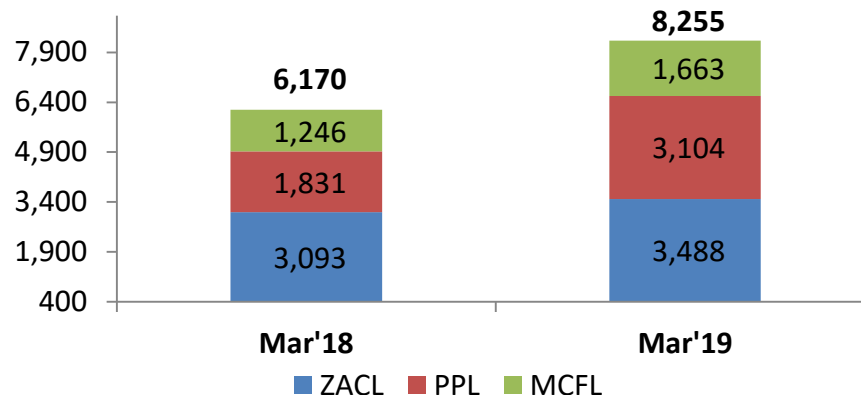
Performance Overview



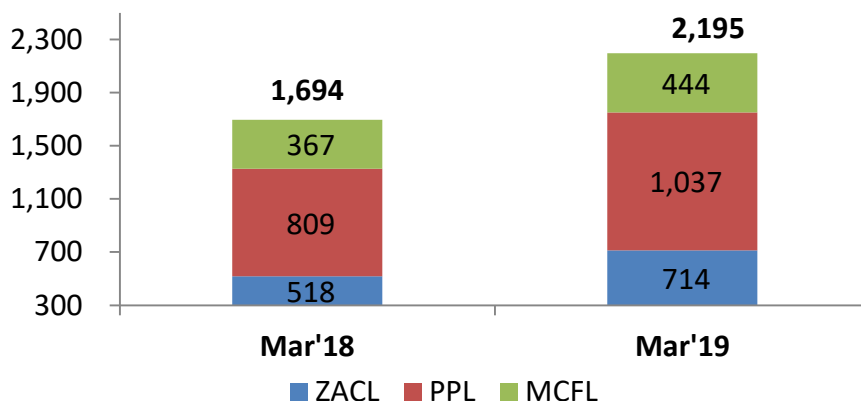
PAT (Rs Cr)



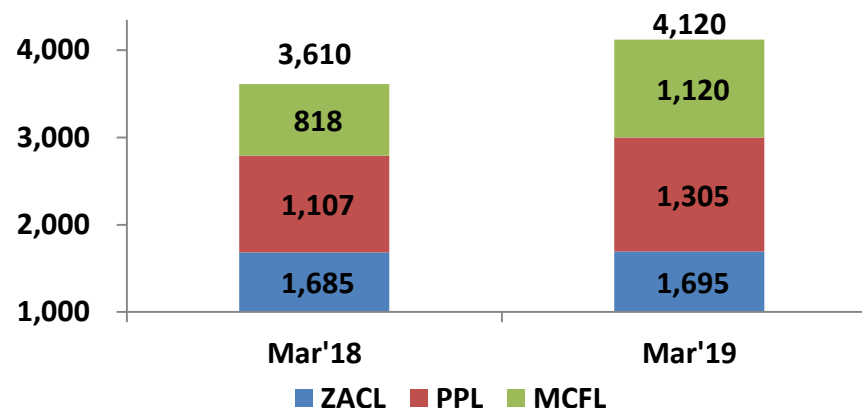
Net Debt (Rs Cr)*



Market Receivables (Rs Cr)



Subsidy Receivables (Rs Cr)





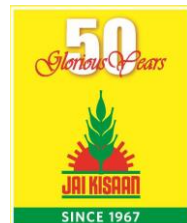
Consolidated Financials



INR Crores

Particulars	FY 2019	FY 2018
REVENUE		
Revenue From Operations	8,103	7,271
Other Income	46	87
Total Revenue	8,148	7,358
EXPENSES		
Cost of Raw Materials Consumed	4,402	3,475
Purchases of Traded Goods	2,208	2,057
Changes in inventories of finished goods, stock-in-trade and work in progress	(564)	(346)
Excise duty on goods	-	6
Employee Benefits Expense	176	163
Finance Costs	488	404
Depreciation and amortization expense	87	83
Other Expenses	1,566	1,380
Total Expenses	8,364	7,222
Profit/(loss) before share of profit/(loss) of joint ventures, exceptional items and tax	(215)	136
Exceptional Items	12	(26)
Share of profit of joint ventures (net of tax)	55	58
Profit/(loss) before tax	(148)	169
Tax Expenses	7	23
Profit/(loss) for the year	(155)	146
Non Controlling Interest	15	28
Profit (loss) attributable to the parent	(171)	117
Earning Per Share (in Rs)	(40.6)	27.9





Standalone Financials- QoQ

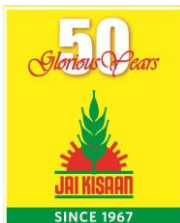


INR Crores

Particulars	ZACL			PPL			MCF		
	Q4' FY 2018	Q4' FY 2019	% Change	Q4' FY 2018	Q4' FY 2019	% Change	Q4' FY 2018	Q4' FY 2019	% Change
Income from Operations	1,118	1,404	26%	945	1,048	11%	634	643	1%
Gross Margin	302	261	-14%	286	277	-3%	215	153	-29%
Gross Margin %	27.1%	18.6%		30.3%	26.5%		33.9%	23.8%	
EBITDA	45	(2)	-105%	86	80	-6%	38	28	-26%
EBITDA %	4.1%	-0.2%		9.1%	7.7%		6.0%	4.3%	
Finance Cost	90	117	30%	33	43	30%	25	31	24%
Depreciation	11	12	5%	18	18	2%	8	10	25%
Exceptional	-	-		(54)	-		-	-	
PBT	(33)	(129)		(11)	34		13	(11)	
PAT	(27)	(129)		(3)	25		20	(6)	

Financials are on Standalone basis





Standalone Financials- YoY



INR Crores

Particulars	ZACL			PPL			MCF		
	FY 2018	FY 2019	% Change	FY 2018	FY 2019	% Change	FY 2018	FY 2019	% Change
Income from Operations	4,650	5,127	10%	3,797	4,358	15%	2,693	3,074	14.1%
Gross Margin	1,268	1,192	-6%	1,186	1,234	4%	807	858	6%
Gross Margin %	27.3%	23.3%		31.2%	28.3%		30.0%	27.9%	
EBITDA	326	167	-49%	446	422	-5%	184	188	2%
EBITDA %	7.0%	3.3%		11.7%	9.7%		6.9%	6.1%	
Finance Cost	316	383	21%	127	140	10%	84	111	32%
Depreciation	43	45	7%	62	70	13%	37	39	5%
PBT	39	(223)		224	251		75	50	
PAT	30	(211)		151	159		61	33	

Financials are on Standalone basis



Thanks

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