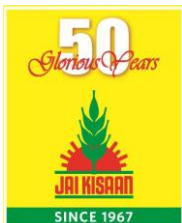


# ZUARI AGRO CHEMICALS LIMITED

## Investors Presentation

### Q1'FY 2019





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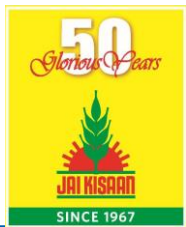


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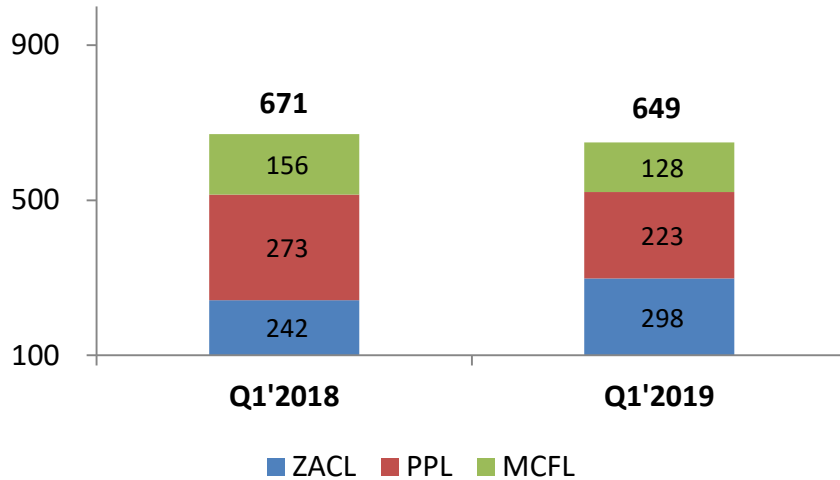
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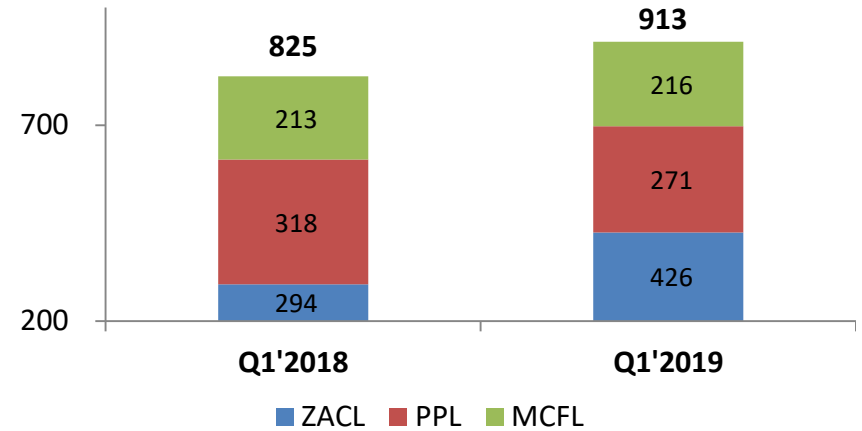
# Performance Overview



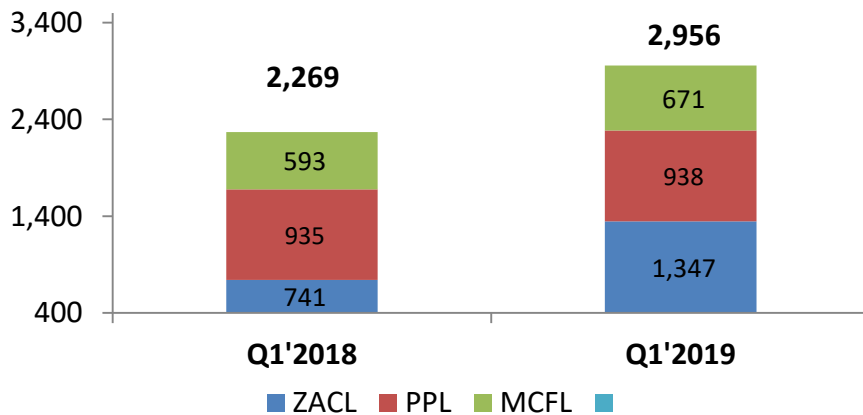
Production Volume ('000 tons)



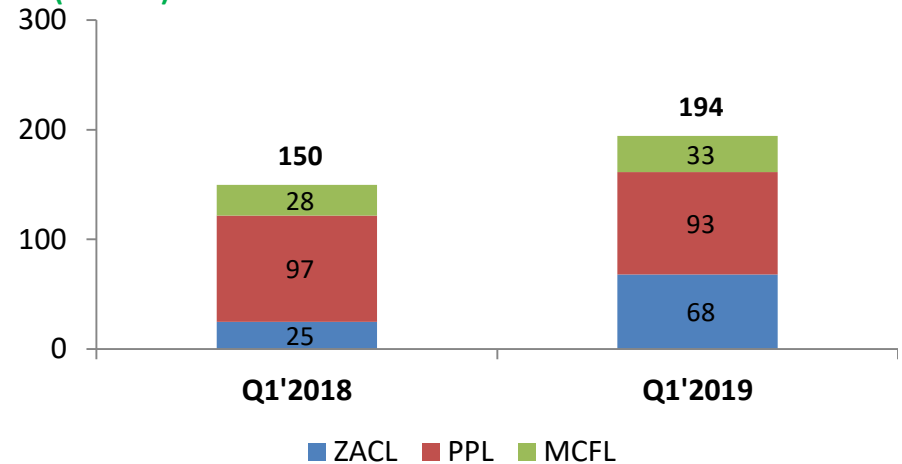
Sales Volume ('000 tons)

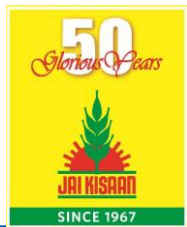


Revenue from Operations (Rs Cr)



(EBITDA) Rs Cr

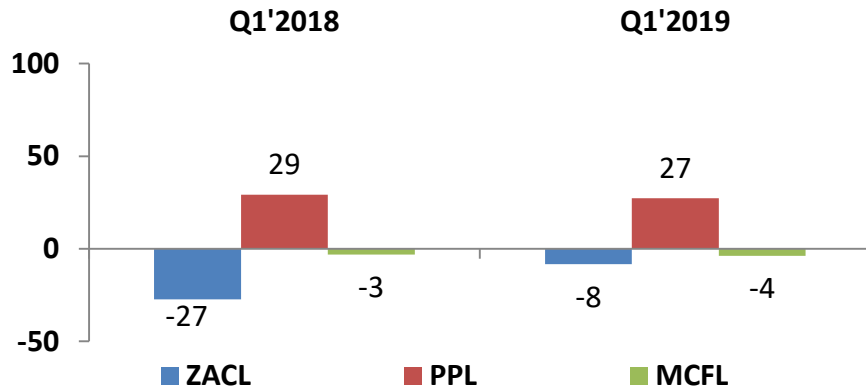




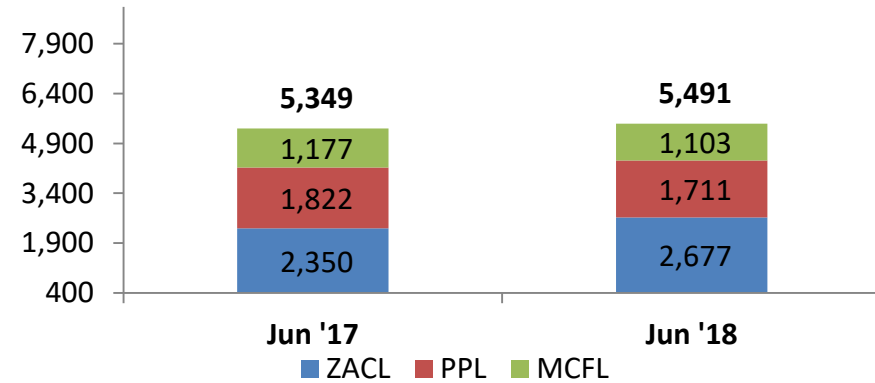
# Performance Overview



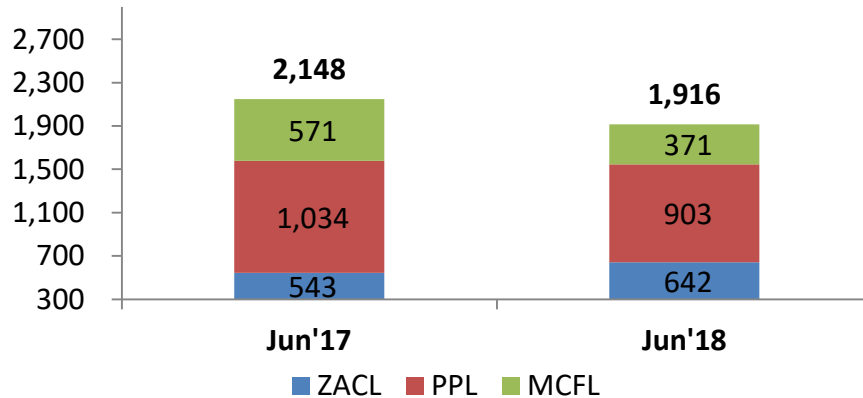
PAT (Rs Cr)



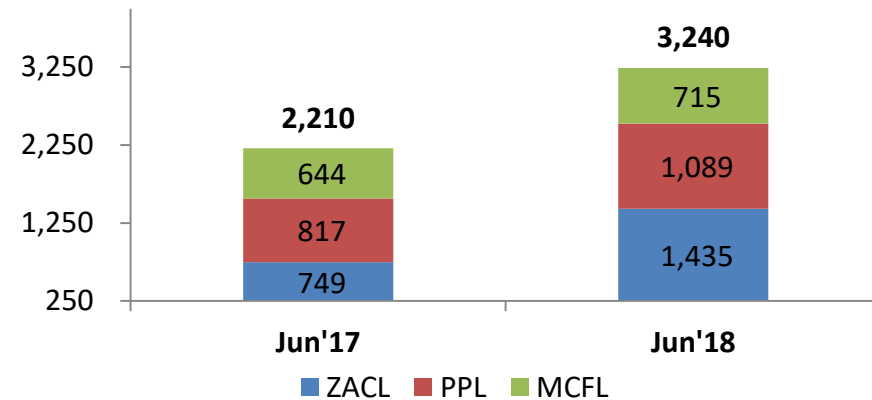
Net Debt (Rs Cr)

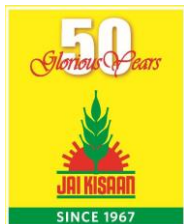


Market Receivables (Rs Cr)



Subsidy Receivables (Rs Cr)





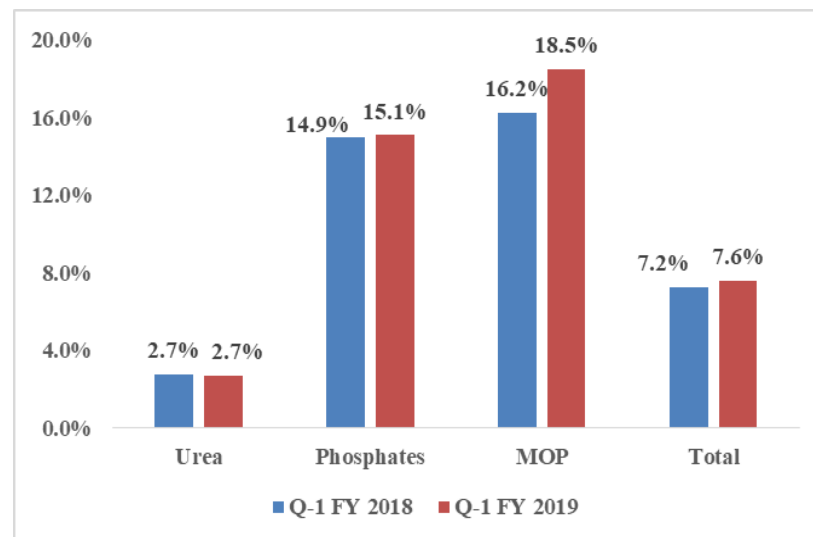
# Adventz Market Share



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%
<b>Total</b>	<b>120.2</b>	<b>9.1</b>	<b>7.6%</b>

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%
<b>Total</b>	<b>113.8</b>	<b>8.2</b>	<b>7.2%</b>



**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
<b>REVENUE</b>		
Revenue From Operations	2,000.5	1,325.3
Other Income	16.9	16.6
<b>Total Revenue</b>	<b>2,017.4</b>	<b>1,341.9</b>
<b>EXPENSES</b>		
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
<b>Total Expenses</b>	<b>2,036.4</b>	<b>1,385.1</b>
<b>Profit/(loss) before share of profit/(loss) of joint ventures, exceptional items and tax</b>	<b>(19.0)</b>	<b>(43.2)</b>
Share of profit of joint ventures (net of tax)	4.8	11.6
<b>Profit/(loss) before exceptional items and tax</b>	<b>(14.3)</b>	<b>(31.6)</b>
Exceptional Items	0.0	-
<b>Profit/(loss) before tax</b>	<b>(14.3)</b>	<b>(31.6)</b>
Tax Expenses	(6.3)	(11.9)
<b>Profit/(loss) for the year</b>	<b>(8.0)</b>	<b>(19.7)</b>
Non Controlling Interest	(1.8)	(1.5)
<b>Profit (loss) attributable to the parent</b>	<b>(6.1)</b>	<b>(18.2)</b>
<b>Earning Per Share (in Rs)</b>	<b>(1.5)</b>	<b>(4.3)</b>

## 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>	
<b>EBITDA</b>	<b>68</b>	<b>25</b>	<b>174%</b>	<b>93</b>	<b>97</b>	<b>-4%</b>	<b>33</b>	<b>28</b>	<b>18%</b>
<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		-	-	
<b>PBT</b>	<b>(12)</b>	<b>(38)</b>		<b>46</b>	<b>45</b>		<b>(7)</b>	<b>(4)</b>	
<b>PAT</b>	<b>(8)</b>	<b>(27)</b>		<b>27</b>	<b>29</b>		<b>(4)</b>	<b>(3)</b>	

Financials are on Standalone basis



# Thanks

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