

जय भगवान शर्मा
कार्यपालक निदेशक
(विधि एवं कंपनी सचिव)

Jai Bhagwan Sharma
Executive Director
(Legal & Company Secretary)

राष्ट्रीय केमिकल्स एण्ड
फर्टिलाइजर्स लिमिटेड
(भारत सरकार का उपक्रम)
एसाथ बढें एसगृथ्कि क्की ओर
"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

Date: April 28,2022

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/INE027 A08010

Sub: Intimation of schedule of Institutional Investor meet Rashtriya Chemicals and Fertilizers Limited ("Company").

In terms of Regulation 30, 51 and Regulation 46 and Schedule III, Part A and other applicable provisions of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, read with corresponding circulars and notifications issued thereunder, Stock Exchange(s) are hereby informed that the Company will be participating in non-deal roadshows and shall be meeting prospective investors from April 29, 2022 to May 10,2022.

A copy of the corporate presentation for the road show is attached. Furthermore, the aforesaid information and the corporate presentation of the Company are disseminated on the website of the company i.e. www.rcfltd.com.

Note: The date(s) of the Roadshow is subject to change. Changes may happen due to exigencies on the part of investor/ Company. Investors may meet the Company official(s) for any further follow up discussions.

This is for your information and records.

Yours faithfully,
For Rashtriya Chemicals and Fertilizers Limited

J.B. Sharma
Executive Director
Legal and Company Secretary



Rashtriya Chemicals and Fertilizers Limited

Corporate Presentation
April, 2022





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This Presentation includes statements that are, or may be deemed to be, "forward-looking statements". 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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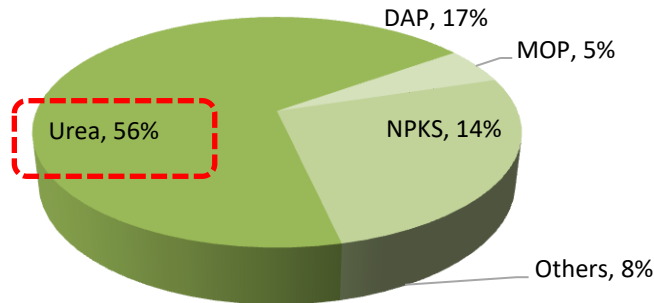
4 Financial Highlights



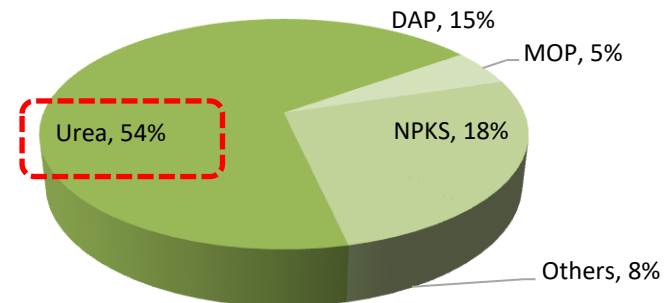
Industry Overview - Urea

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

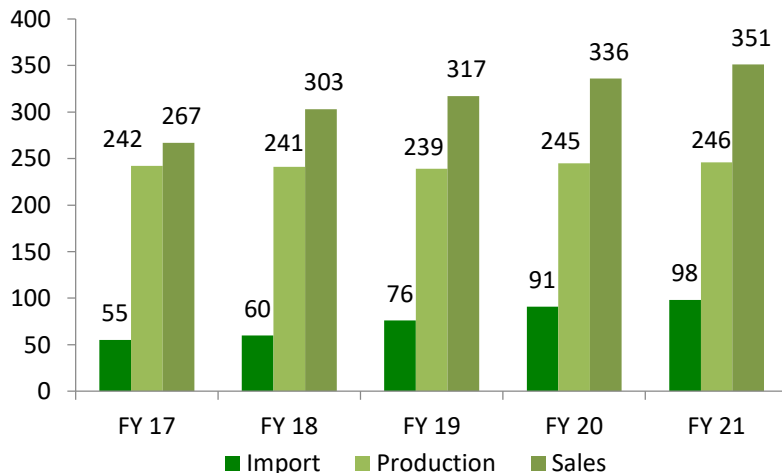
FY 2001



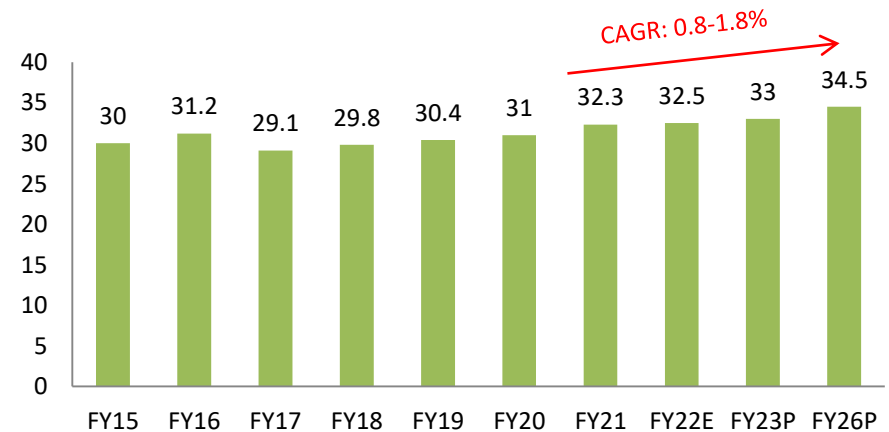
FY 2021



Production, Sales & Import of Urea (Lakh MT)



Estimated Demand For Urea (Million Tonnes)

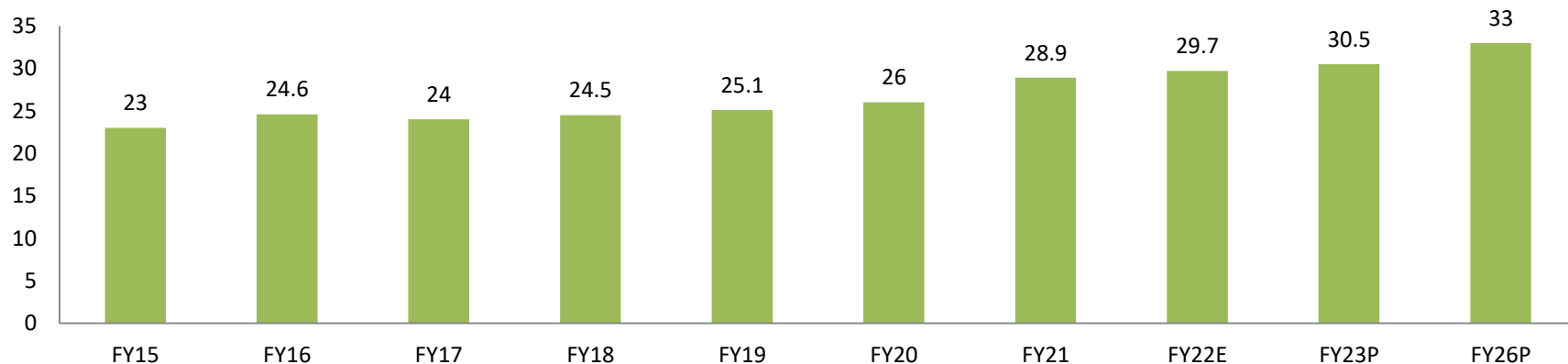


With the demand exceeding the production, India is reliant on Imports to meet the increasing demand

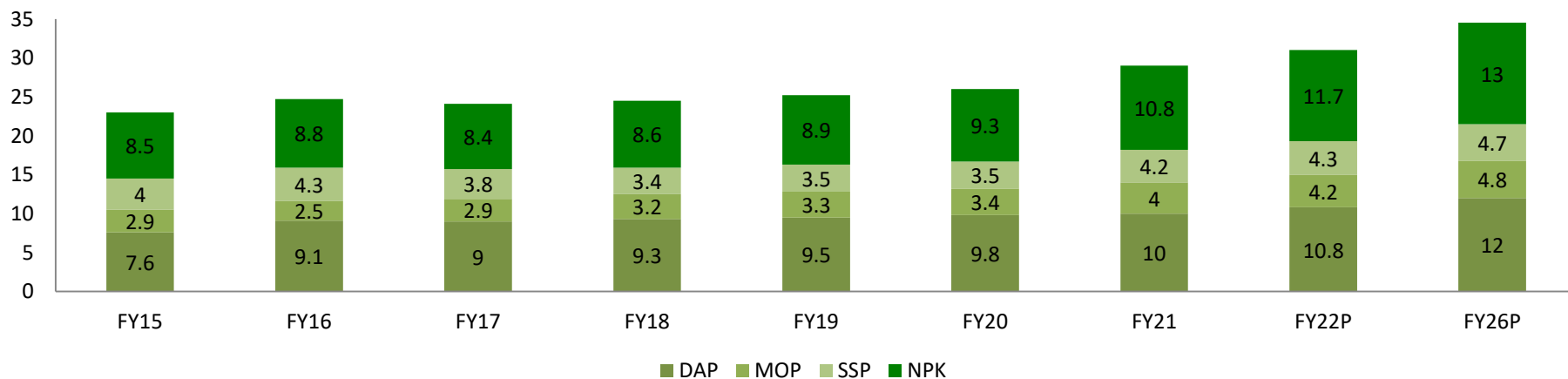
Industry Overview - Fertilizers



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

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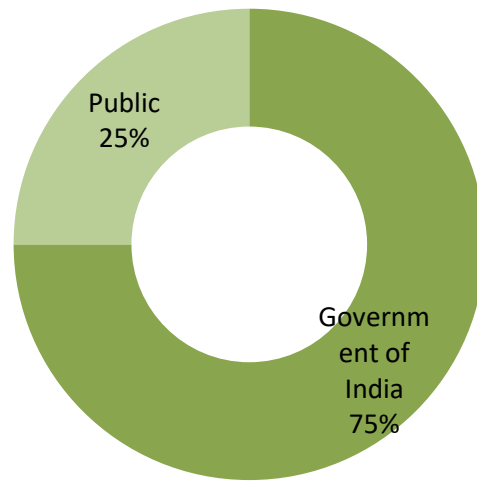


Company Overview (1/2)

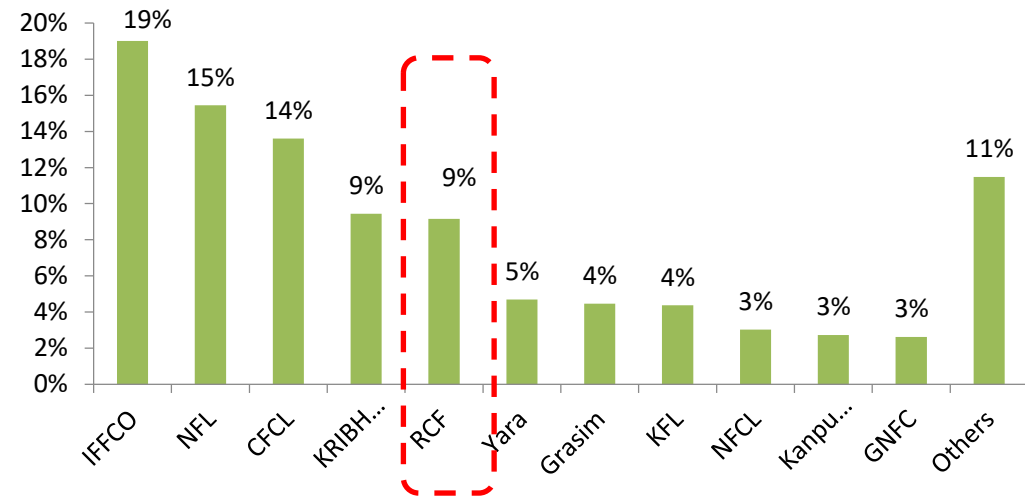
Business Description

- Rashtriya Chemicals and Fertilizers Limited (“RCF” or “the Company”), a ‘Mini-Ratna’, is a leading fertilizers and chemicals manufacturing company with about **75% of its equity held by the Government of India**
- RCF 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
- The Company is a household name in rural India with brands ‘Ujjwala’ (Urea) and ‘Suphala’ (Complex Fertilizers) which carry a high brand equity
- 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 December 31,2021)



Market Share in terms of Urea Production (FY 2021)

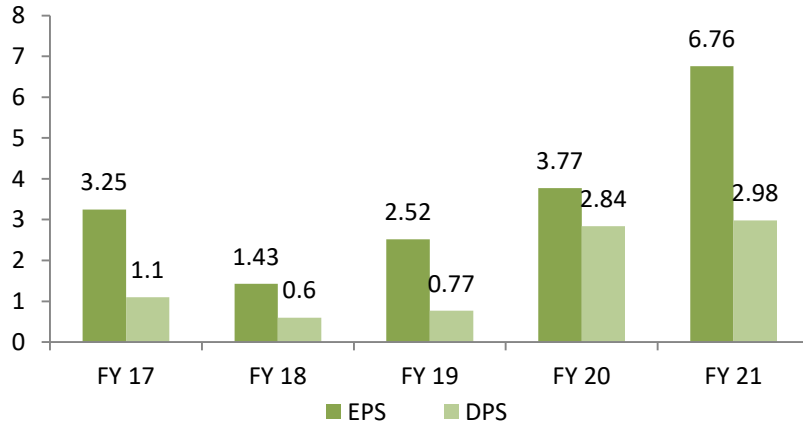


RCF is the 5th largest manufacturer of Urea in India

Company Overview (2/2)



EPS & Dividend Payout



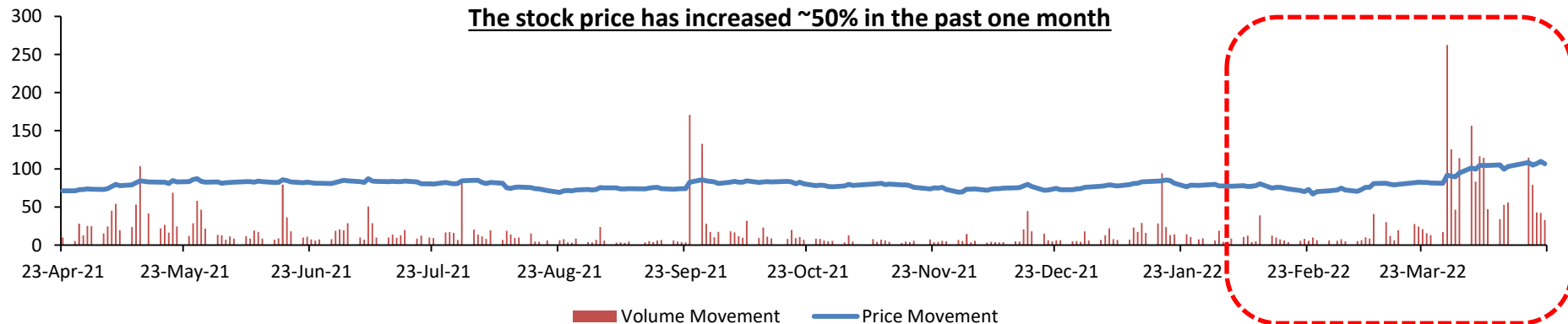
Share Information

NSE Symbol	RCF
BSE Symbol	524230

As on 25- Apr -2022

CMP (Rs.)	99.70
52 Week High (Rs)	112.65
52 Week Low (Rs)	66.45
Market Cap (Rs in cr)	5,500.33
Free Float (Rs in cr)	1,375.08

1 year Price & Volume Movement



Consistent Profit Making and Dividend paying company

Product Portfolio



Portfolio of Chemicals and Fertilizers



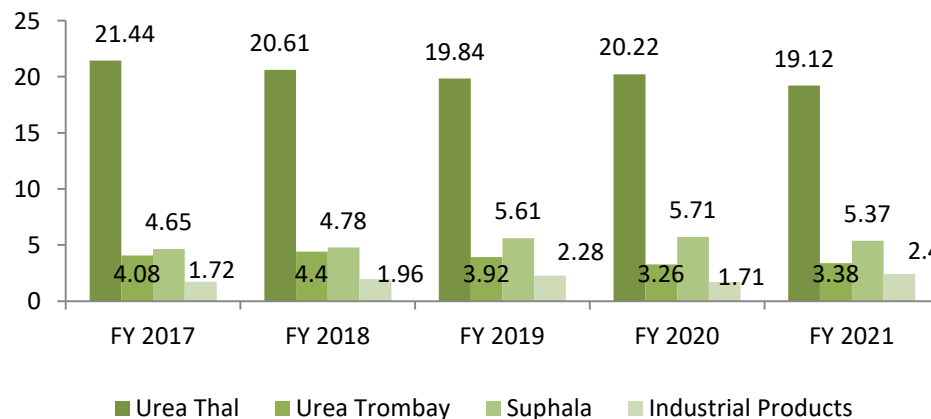


Business Overview (1/2)

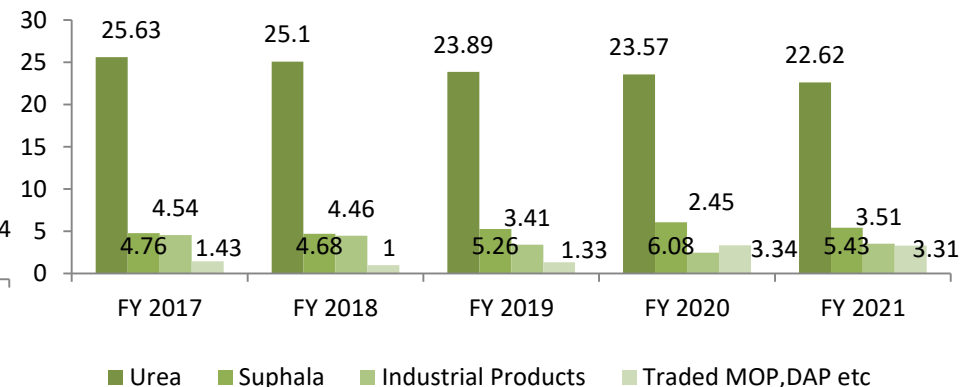
Diversified Product Offerings

- 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 is sold under the popular brand name "*Ujjwala*".
- **Complex Fertilizers** are produced by RCF and sold under the brand name "*Suphala*".
- Complex fertilizers **contain two or three primary plant nutrients of which two primary nutrients are in chemical combination**. These fertilisers are usually produced in granular form. eg. Diammonium phosphate, nitrophosphates and ammonium phosphate.
- 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

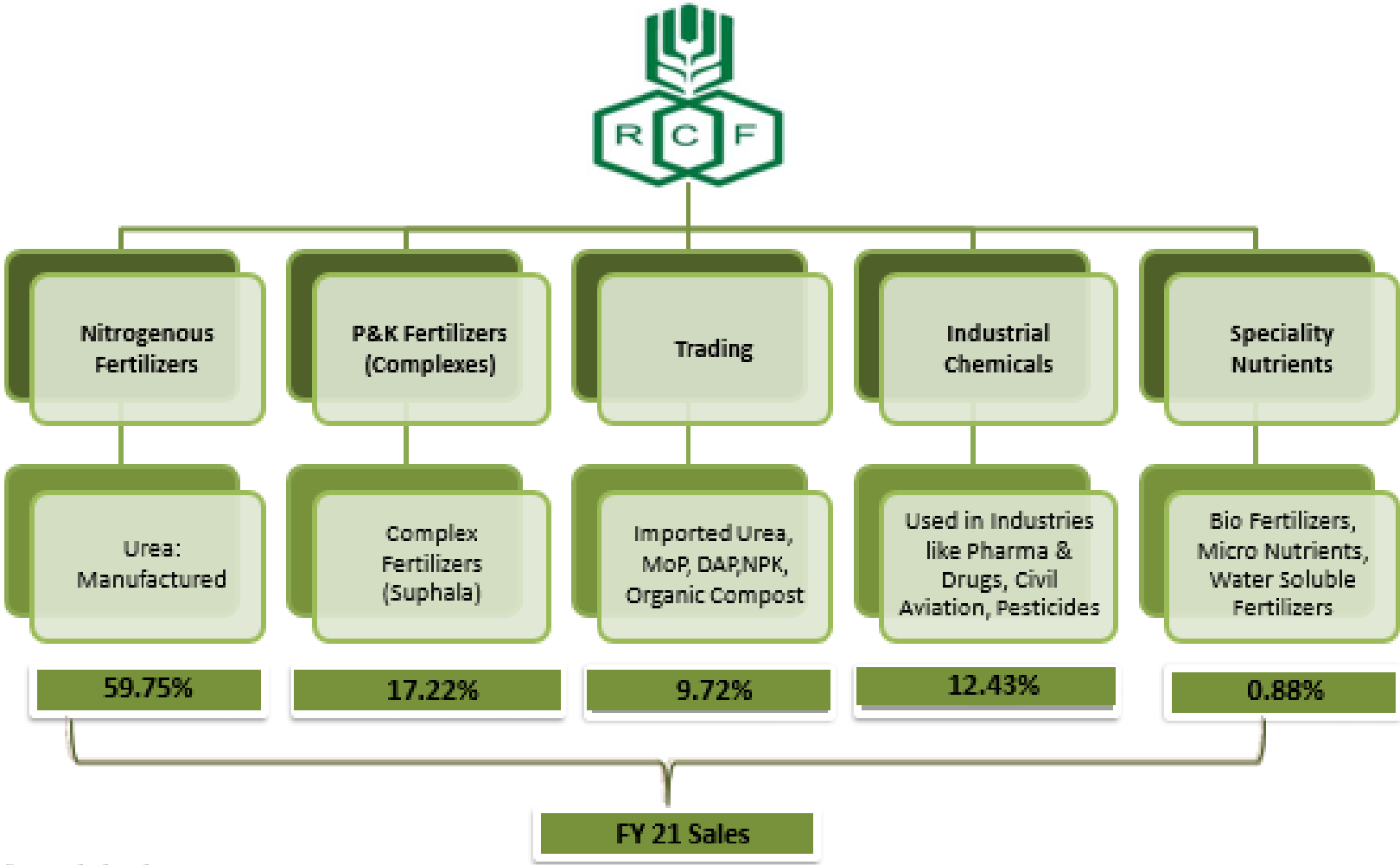
Production Performance (In Lakh MT)



Sales Performance (In Lakh MT)



Business Overview (2/2)



ite: % indicates sales by value

Manufacturing Facilities



Thal Unit

- Large producer of Urea along with Industrial Chemicals located 100 kms south of Mumbai spread across 997 acres (including township)
- Certified for : ISO 9001 (Quality), ISO 14001 (Environment), ISO 50001 (Energy), ISO 45001 (Occupational Health), ISO 27001 (Info. security)
- Manufactures Ammonia, Urea, Methylamines etc.
- **Captive power generation capacity of 396,000 MWh**

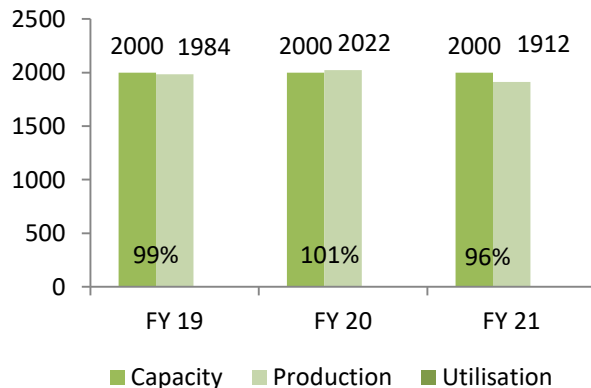


Trombay Unit

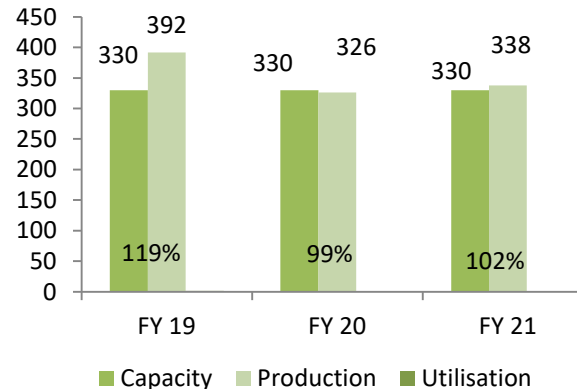
- Multiproduct integrated fertilizers & process chemicals factory in Mumbai spread across 765 acres (including township)
- Certified for : ISO 9001 (Quality), ISO 14001 (Environment), ISO 50001 (Energy), ISO 45001 (Occupational Health), ISO 27001 (Info. security)
- Manufactures Ammonia, Urea, NPK, Nitric 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

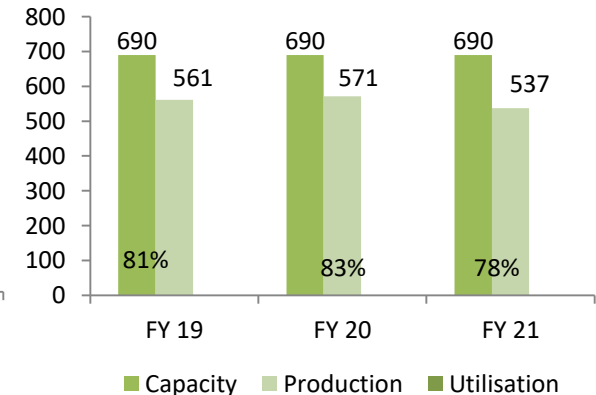
Thal ('000 MT)



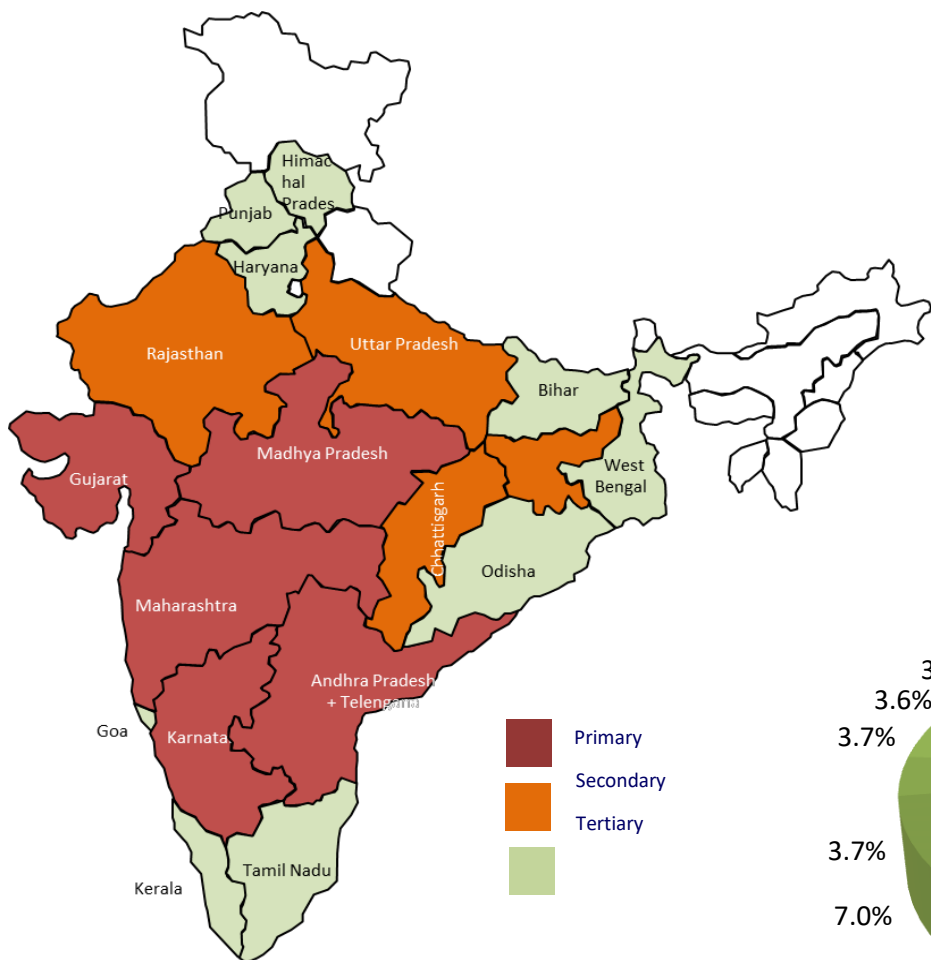
Trombay ('000 MT)



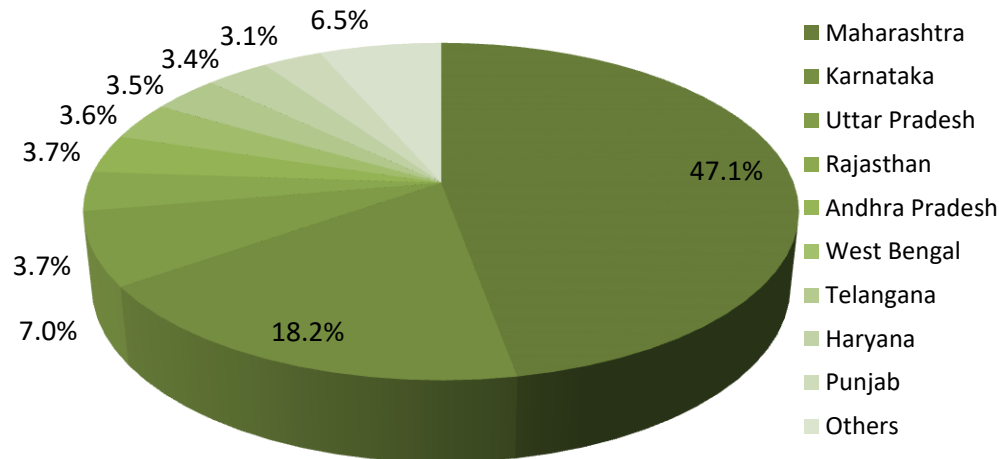
Complex Fertilizers ('000 MT)



Robust Distribution Network



State wise Sales for 9M FY 2022 (%)



Note: The above chart is just for indication purpose. Further, the above map is not to scale and not intended to mean political map of India

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 Re-Assessed Capacity (RAC) is unremunerated.

2

- Urea and Phosphatic & Potassic (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

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

Experienced Management Team

Key Management Personnel



**Shri Niwas Chandrashekar
Mudgerikar**
Chairman & Managing
Director



Nazhat..J.Shaikh
Director (Finance)



K. U. Thankachen
Director (Marketing)



Shri Milind Madhukar Deo
Director(Technical)



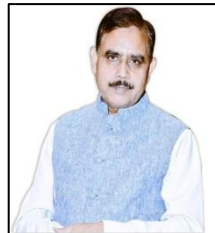
Aparna S Sharma
Government Nominee
Director

Government Nominee Director

Independent Directors



Shashi Bala Bharti
Independent Director



Chandra Bhushan Pandey
Independent Director



Kashee Nath Akela
Independent Director



Gopinathan Nair Annilkumar
Independent Director

Department Heads

Department	Name	Designation
Co-ordination & CSO	Tushar Bhagwat	Executive Director
HR, Admn & IT	Sunita Shukla	Executive Director
Commercial / HRD	Nuhu H Kurane	Executive Director
Marketing	M. Rizwadkar	Executive Director
Trombay Unit Head	Anil Mathur	Executive Director
Thal Unit Head	R.R Kulkarni	Executive Director
HSE	Siddharth B Potpose	Executive Director
Finance	Anil Dandekar	Executive Director
Legal & Company Secretary	Jai Bhagwan Sharma	Executive Director

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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Expansion Initiatives

- Coal Gasification Based Ammonia /Urea Plants on a JV basis with GAIL, Coal India & Fertilizer Corporation at an estimated cost of Rs.13277 Crore (RCF equity share is Rs.1184.20 Crore) 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 Rs.7800 Crore RCF share in the said JV is 17%
- Signed MoU for Technology Transfer of Nano Urea (Liquid) production by IFFCO to RCF



- Capacity of 1.27 Lakh MT 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

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 Rs. 427 crores) 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 Rs. 914.58 crore. Payback period about 6 years.

Ammonia V Revamp (KBR Scheme): Estimated project cost 72.75 crore. 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 Rs.180 crore. Payback period - 3-4 years.

Marketing Initiatives

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

Plan to increase usage of digital technology to reach more farmers through Mobile App, Facebook, Twitter, Instagram handle & 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 Strong Brand Equity

Experienced Senior Management Team with Strong Global Parentage

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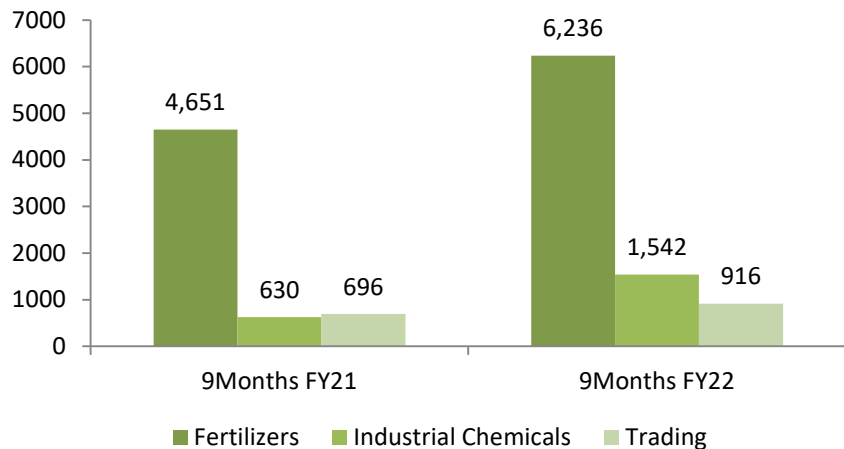
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Financial Highlights

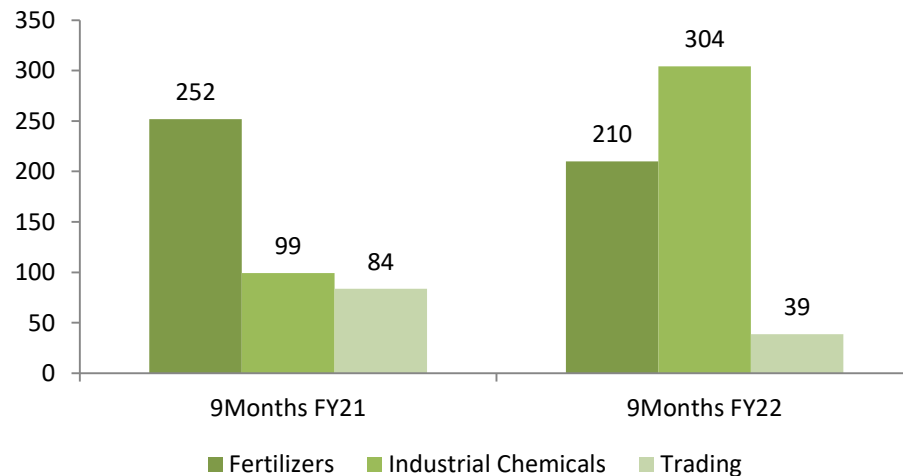
Performance Highlights 9months FY 2022



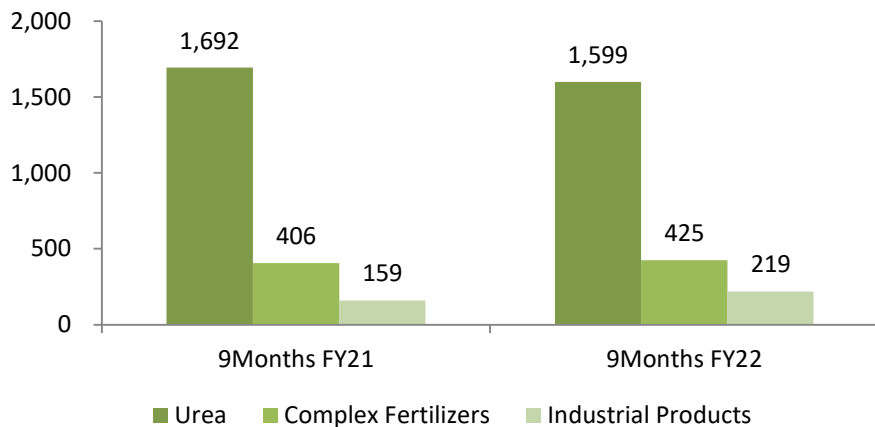
Revenue (In Rs crore)



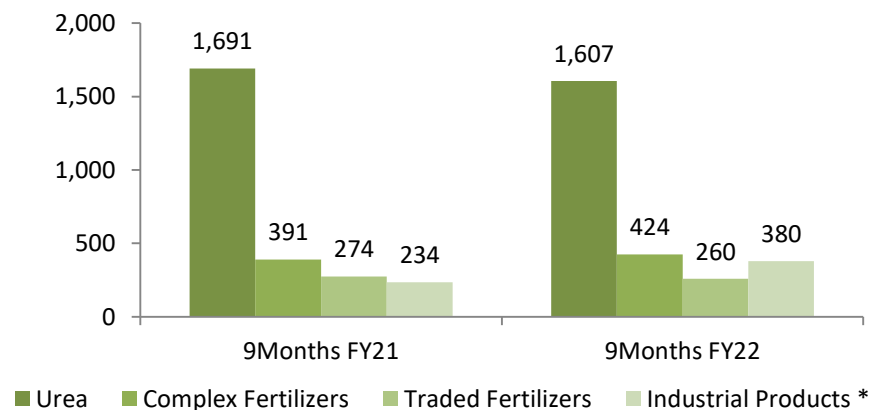
PBT (In Rs. crore)



Production Performance (In '000 MT)



Sales Performance (In '000 MT)



*Industrial products includes sale of intermediary products

Performance Highlights 9months FY 2022

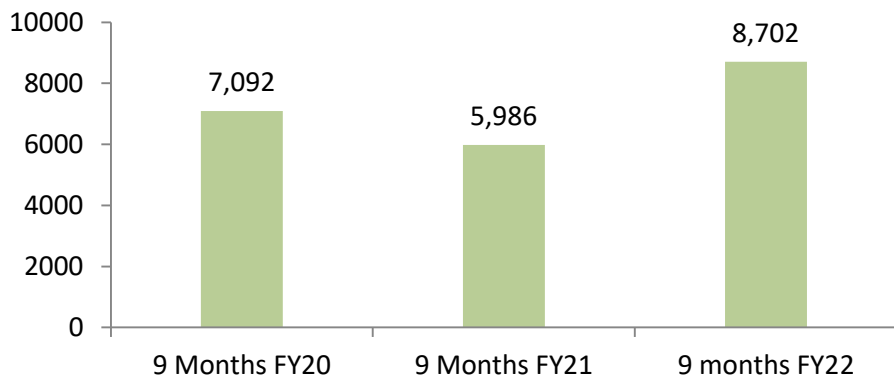


Particulars (In Rs crore)	9 Months FY20	9 Months FY21	9 months FY22	Difference	
				Amount	%
Net Sales	7091.95	5985.87	8702.29	2716.42	45%
Total Operating Cost	6891.24	5486.44	8087.16	2600.72	47%
EBITDA	200.71	499.43	615.13	115.7	23%
EBITDA Margin	3%	8%	7%		
D&A	127.3	128.97	136.54	7.57	6%
EBIT	73.41	370.46	478.59	108.13	29%
EBIT Margin	1%	6%	5%		
Interest Expense	157.54	143.91	74.04	-69.87	-49%
Other Income	86.93	85.22	105.67	20.45	24%
Profit/ Loss before exceptional items and tax	2.8	311.77	510.22	198.45	64%
Net Profit / Loss after tax	65.87	221.09	470.81	249.72	113%
Net Profit Margin	1%	4%	5%		

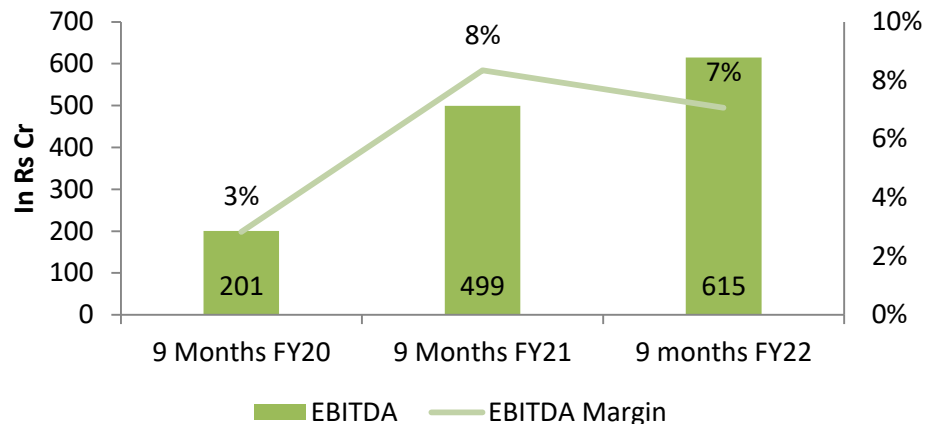
Performance Highlights 9months FY 2022



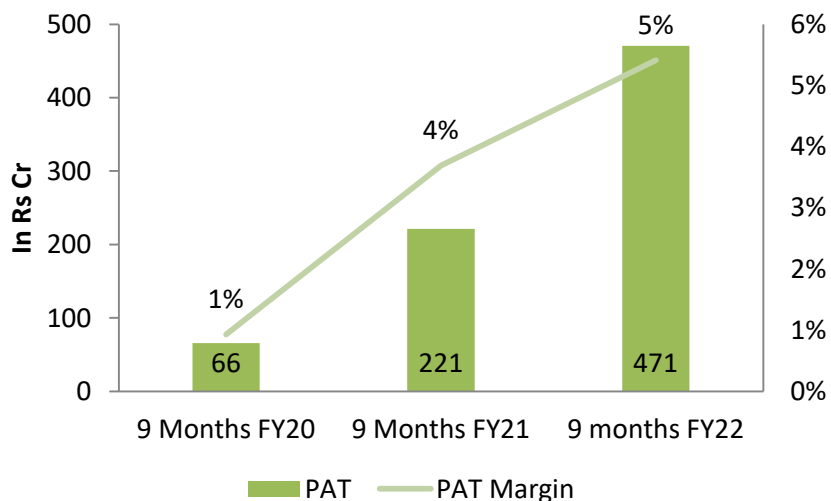
Revenue (In Rs. Crore)



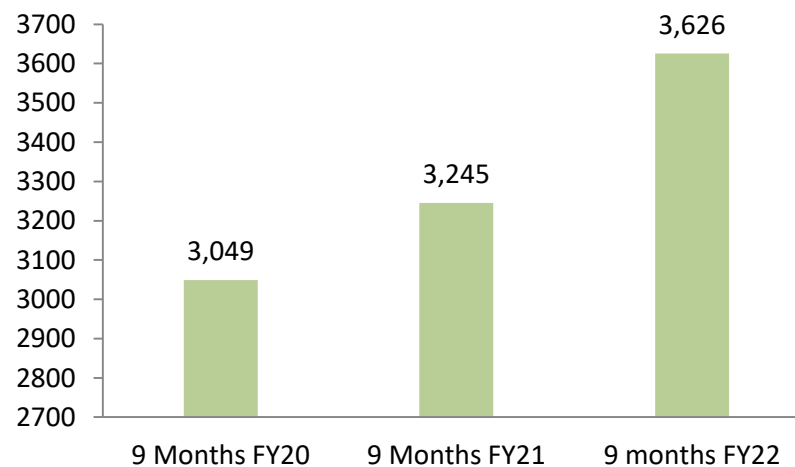
EBITDA (In Rs. Crore)



PAT (In Rs. Crore)



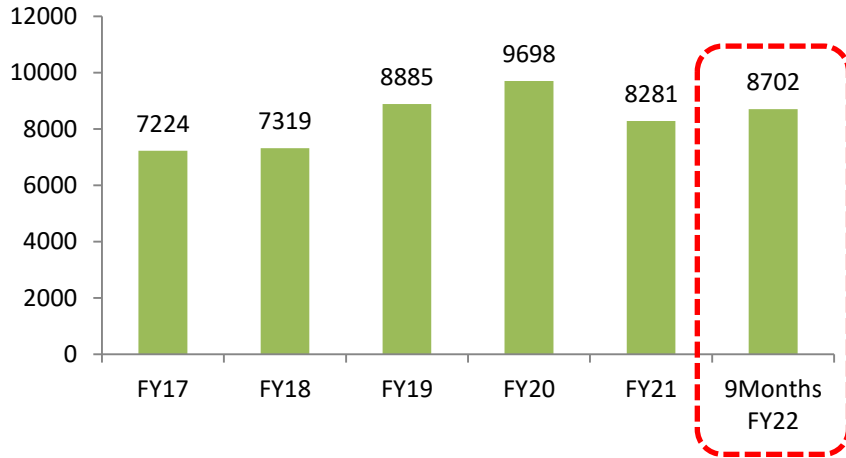
Net Worth (In Rs. Crore)



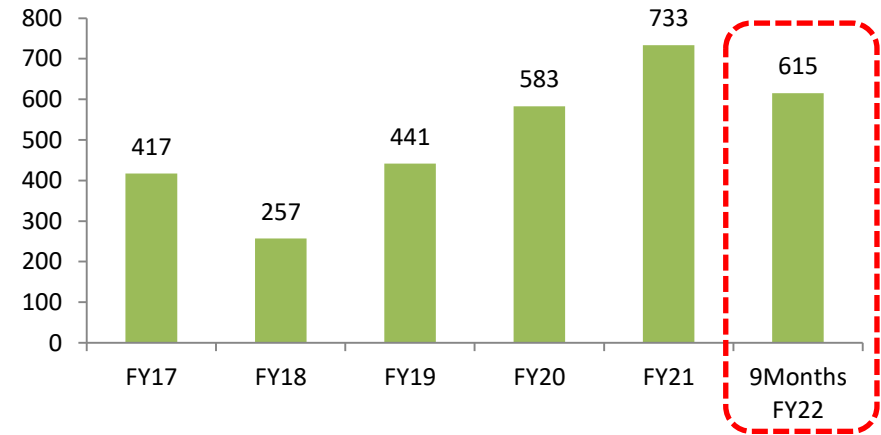


Performance Highlights

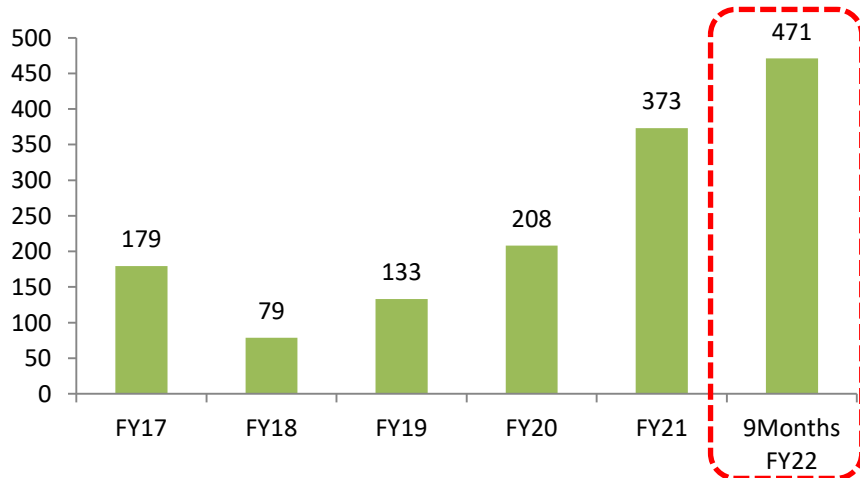
Revenue (In Rs. Crore)



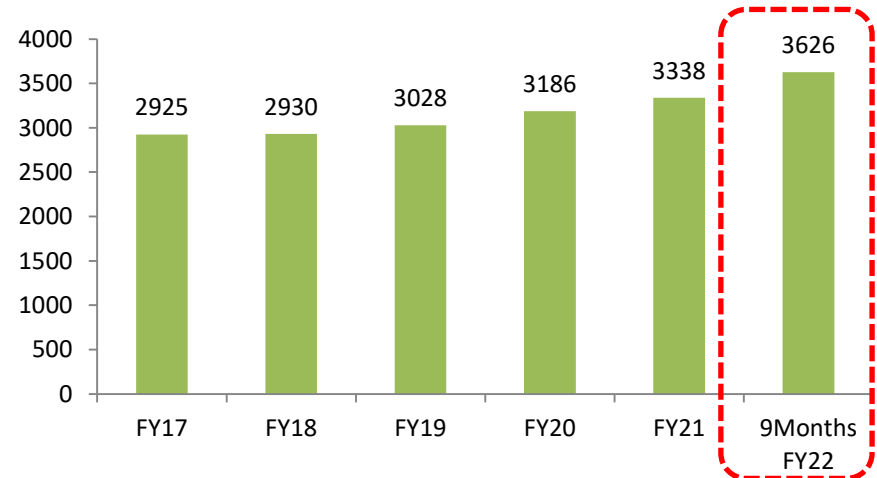
EBITDA (In Rs. Crore)



PAT (In Rs. Crore)



Net Worth (In Rs. Crore)





Performance Highlights FY 2021

Particulars (In Rs. crore)	FY 2017	FY 2018	FY 2019	FY 2020	FY 2021
Net sales	7224.16	7318.63	8885.47	9697.95	8281.18
Operating expenses	-6807.34	-7051.90	-8444.11	-9115.16	-7548.17
EBITDA	416.82	257.73	441.36	582.79	733.01
EBITDA Margin	5.77%	3.64%	4.97%	6.01%	8.85%
Depreciation	-141.1	-137.04	-155.69	-171.04	-174.63
EBIT	275.72	129.69	285.67	411.75	558.38
Interest paid	-93.98	-62.59	-155.85	-237.82	-179.57
Other income	66.99	61.24	81.99	132.65	132.65
Pre-tax profit	24873.	128.34	211.81	303.1	511.46
Tax	-69.47	-49.42	-96.08	5.22	-143.06
Exceptional items	0	0.12	23.44	-100.17	4.71
Adjusted net profit	179.25	78.82	132.92	208.15	373.11
Pat Margin (%)	2.48%	1.08%	1.50%	2.14%	4.53%
EPS (Rs)	3.25	1.43	2.41	3.76	6.80
Networth	2925.02	2929.73	3028.49	3186.27	3338.47
RONW%	6.12	2.68	4.59	6.52	11.25
Total Debt	1659.38	1254.65	3310.58	4668.52	1862.56
Debt/Equity	0.56	0.42	1.09	1.46	0.55

THANK YOU



Let us grow together