

जय भगवान शर्मा
कार्यपालक निदेशक
(विधी एवं कंपनी सचिव)

Jai Bhagwan Sharma
Executive Director
(Legal & Company Secretary)

राष्ट्रीय केमिकल्स एण्ड
फर्टिलाइजर्स लिमिटेड
(भारत सरकार का उपक्रम)
साथ बढ़ें सकृद्धि की 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 • वेबसाइट / Website : www.rcfltd.com

RCF/CS/Stock Exchanges /2022

October 14,2022

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.
ScriptCode:524230/959872/973742	Script Code: RCF EQ ISIN : INE027A07012/INE027A08010

Dear Sir/Madam,

Sub: Schedule of Non-Deal Roadshows/Analyst/ Institutional Investors Meet for [Rashtriya Chemicals and Fertilizers Limited] (the “Company”)

In terms of Regulation 30 and other applicable provisions of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended (the “SEBI LODR Regulations”), we inform you that the Company will be conducting Investor Outreach Program wherein it will be participating in Non-Deal Roadshows and meeting with prospective investors on October 14, 2022. The investors being met:

Investor	Meeting/ Call
GSAM	One on One
DSP MF	One on One
Mahindra MF	One on One
MK Ventures	One on One
HDFC MF	One on One

A copy of Corporate/ Investor Presentation is enclosed. The same is also available on the website of the Company at www.rcfltd.com

This is for your information, record and dissemination please.

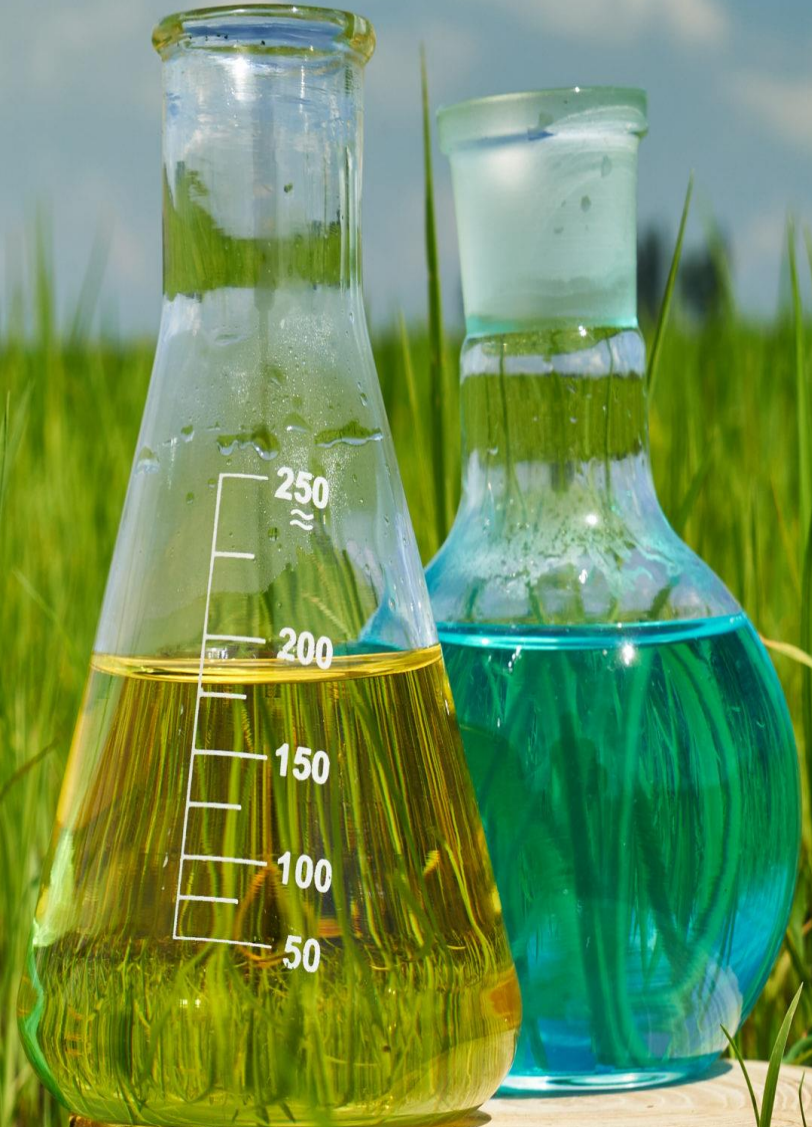
Yours faithfully,
For Rashtriya Chemicals and Fertilizers Limited

J.B. Sharma
Executive Director
Legal and Company Secretary



Rashtriya Chemicals and Fertilizers Limited

Corporate Presentation
October, 2022





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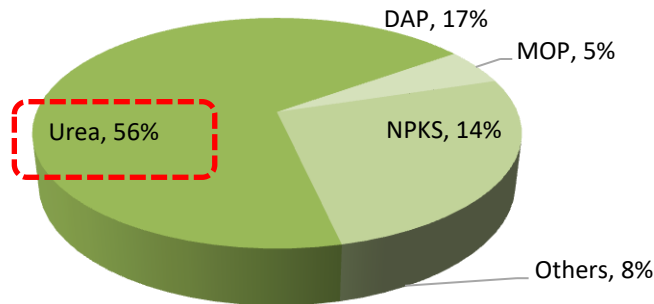
4 Financial Highlights



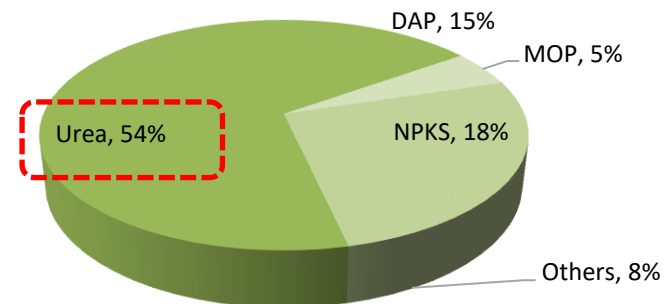
Industry Overview - Urea

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

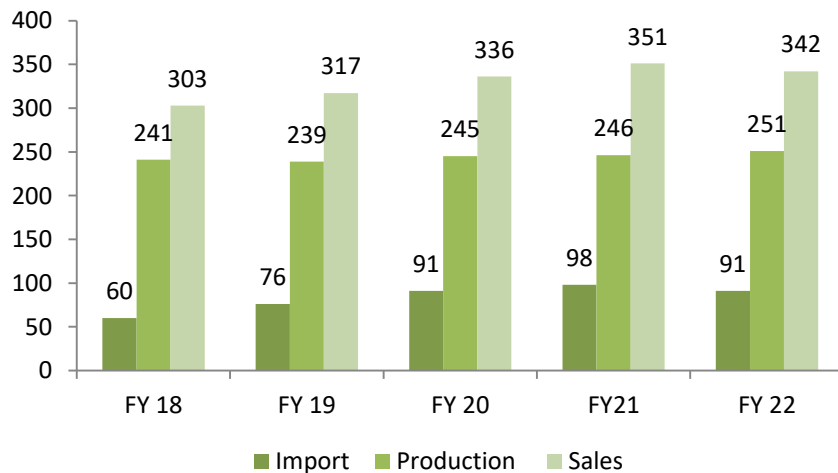
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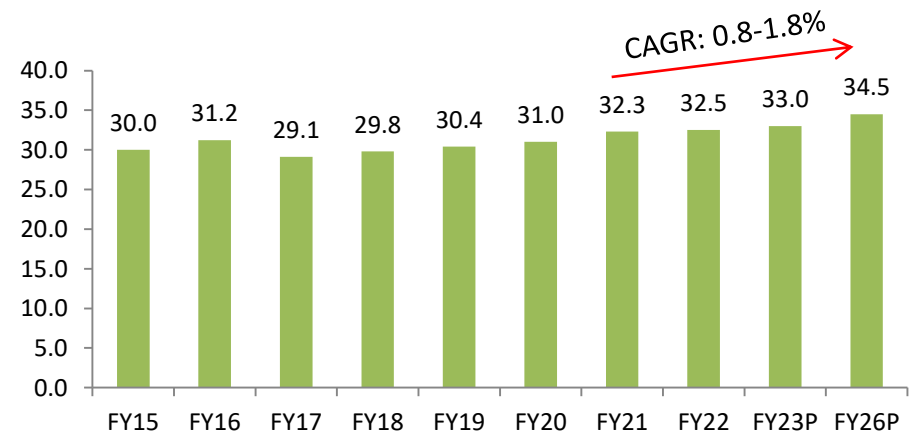
2021



Production, Sales & Import of Urea (Lakh MT)



Estimated Demand For Urea (Lakh MT)

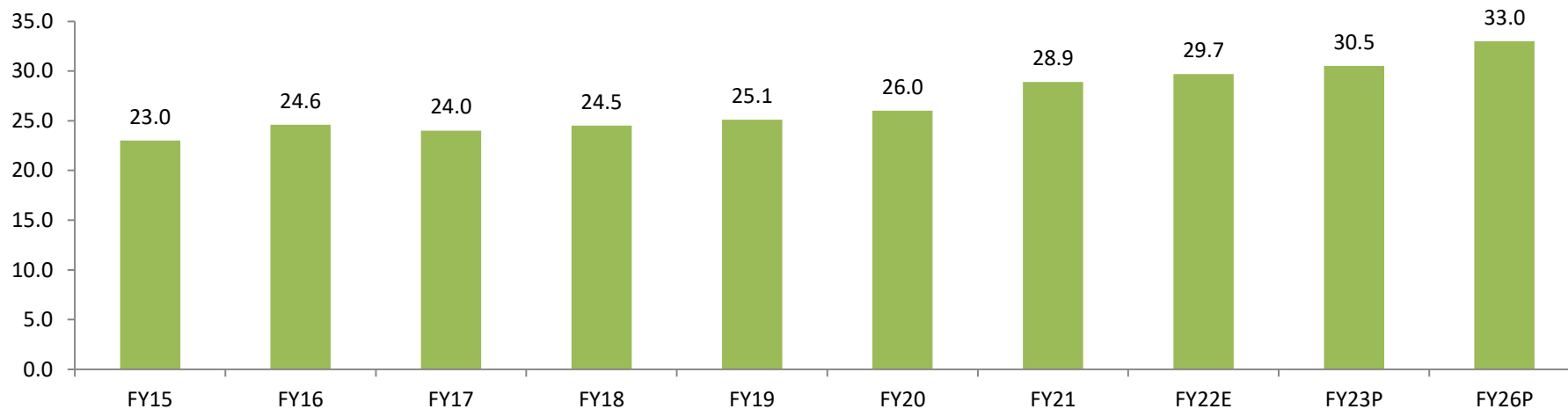


With the demand exceeding the production, India is reliant on Imports to meet the increasing demand

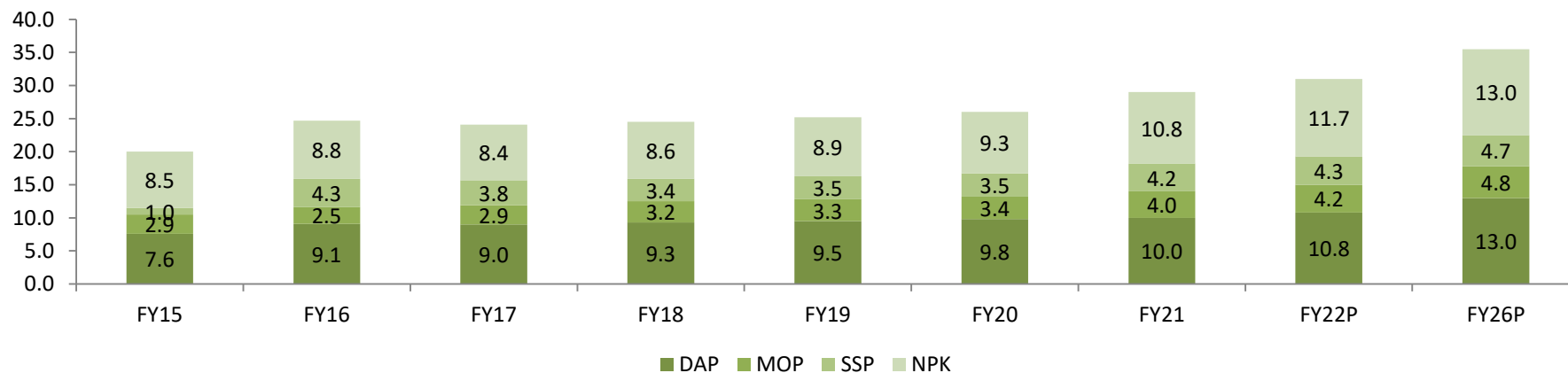
Industry Overview - Fertilizers



Trend & Outlook for Non Urea Fertilizers in India (Million Tonnes)



Demand Forecast of Non Urea Fertilizers Products in India (Million Tonnes)

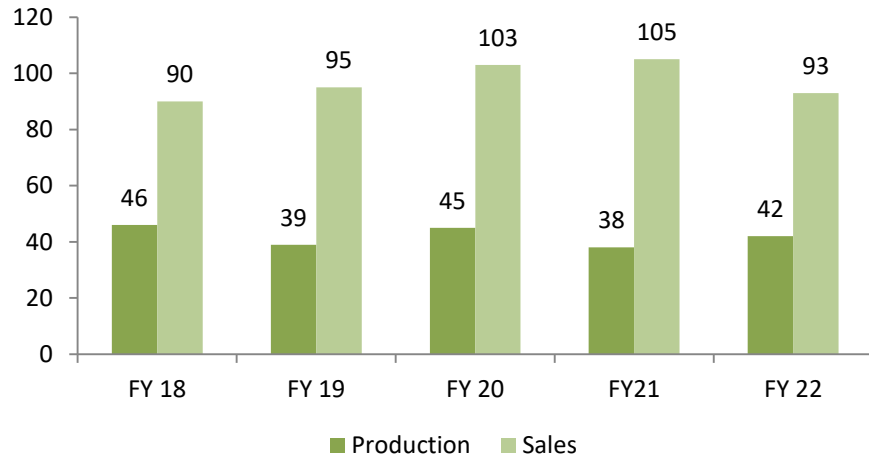


Demand Forecast for Non-Urea fertilisers is expected to grow at a CAGR of 2.2-3.2% from FY 2021 to FY 2026

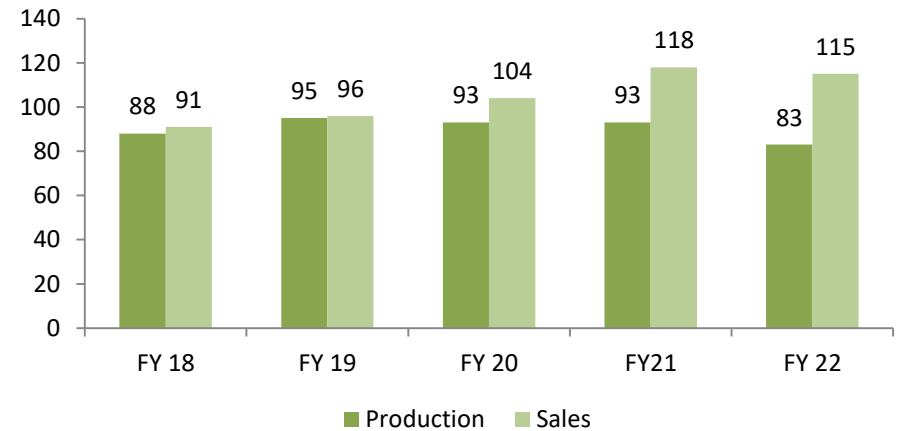


Industry Overview - Fertilizers

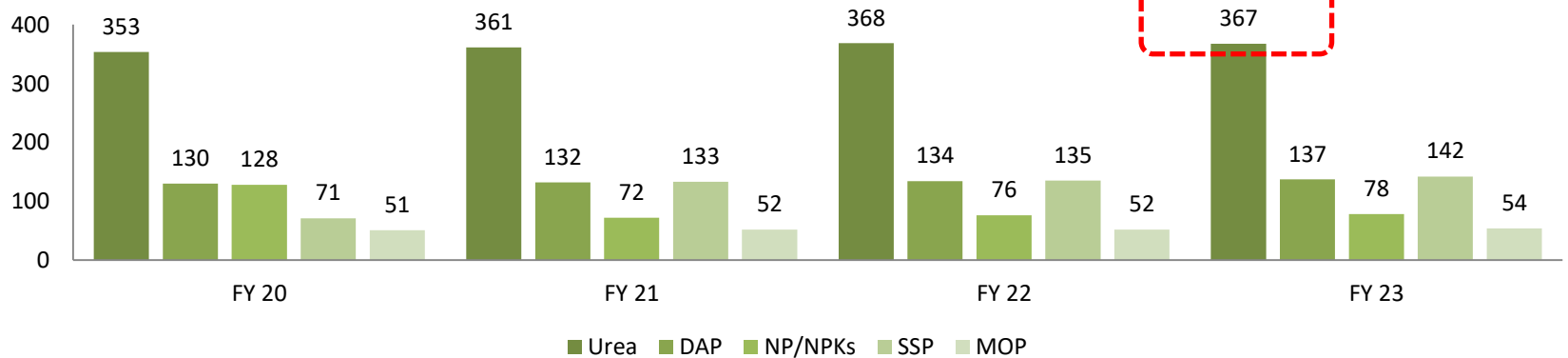
Production & Sales of DAP (Lakh MT)



Production & Sales of Complex Fertilizers (Lakh MT)



Demand Forecast of Fertilizers Products in India (Lakh MT)



Demand Forecast for Urea Products is consistently higher as compared to other nutrients

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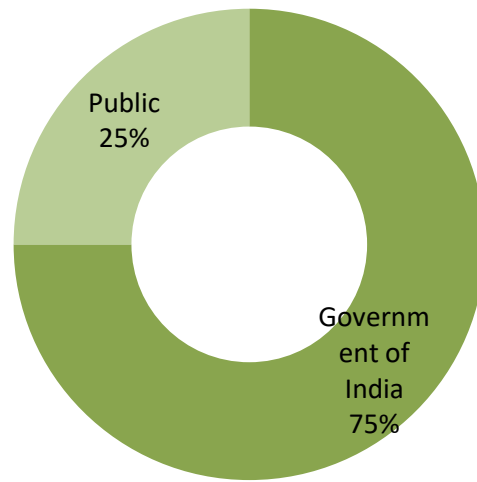


Company Overview (1/2)

Business Description

- Rashtriya Chemicals and Fertilizers Limited (RCF), a 'Mini-Ratna', is a leading fertilizers and chemicals manufacturing company with about **75% of its equity held by the Government of India**
- It 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 June 30,2022)



Market Share in terms of Urea Production (2021)

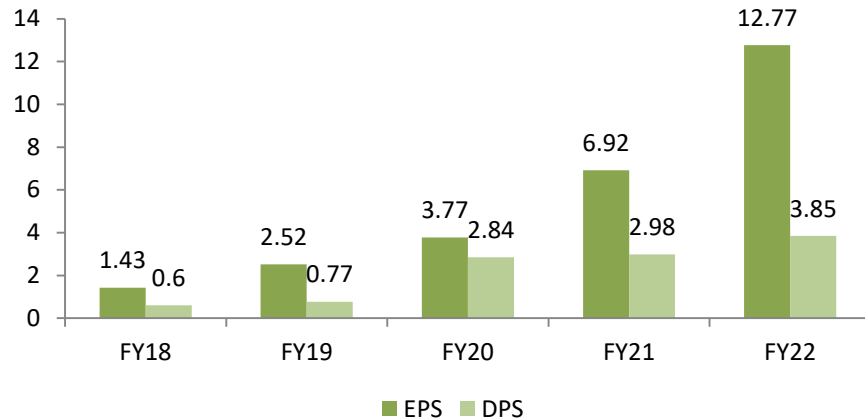


RCF is the 5th largest manufacturer of Urea in India

Company Overview (2/2)



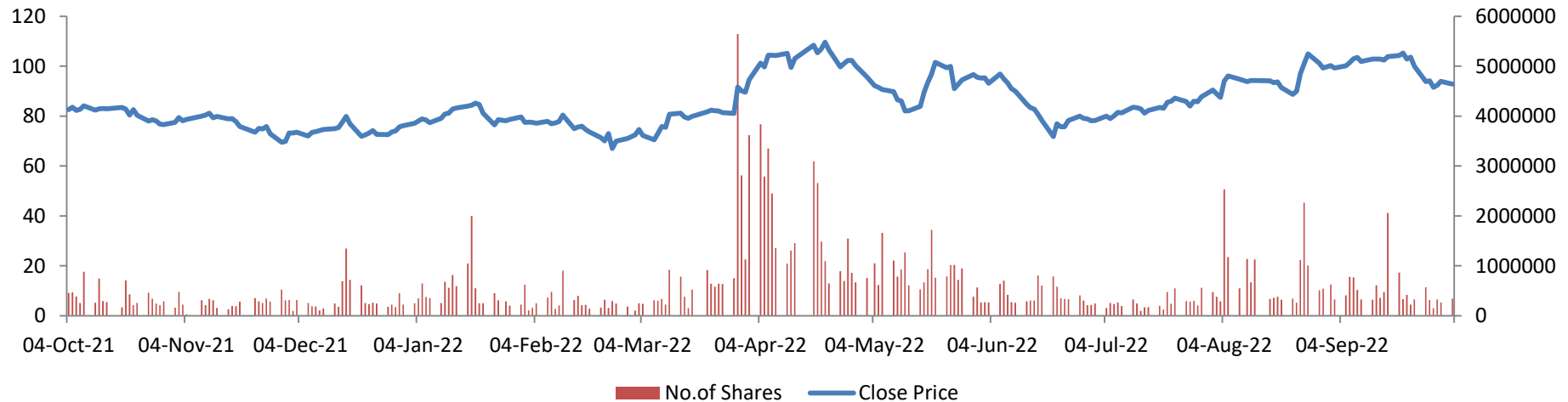
EPS & Dividend Payout



Share Information

NSE Symbol	RCF
BSE Symbol	524230
As on 12th October 2022	
CMP (Rs.)	94.70
52 Week High (Rs.)	112.65
52 Week Low (Rs.)	66.45
Market Cap (Rs in cr)	5,224.49
Free Float (Rs in cr)	1,306.12

1 year Price & Volume Movement

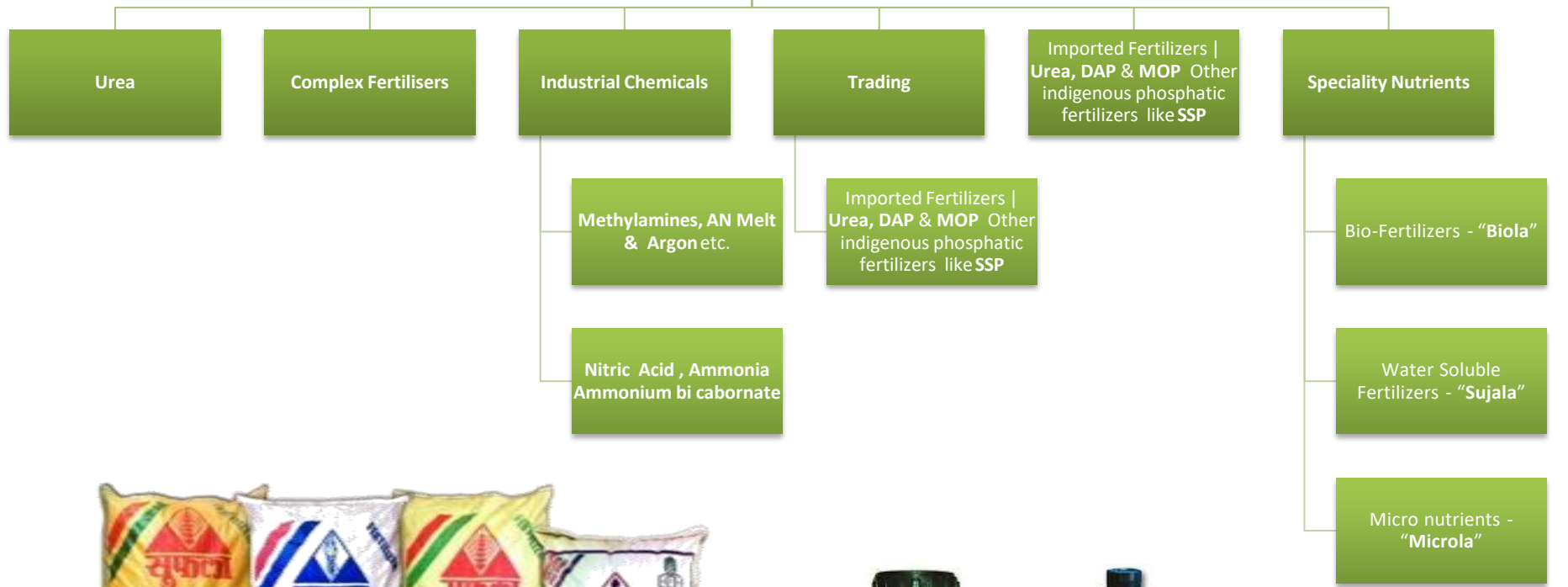


Consistent Profit Making and Dividend paying company

Product Portfolio



Portfolio of Chemicals and Fertilizers



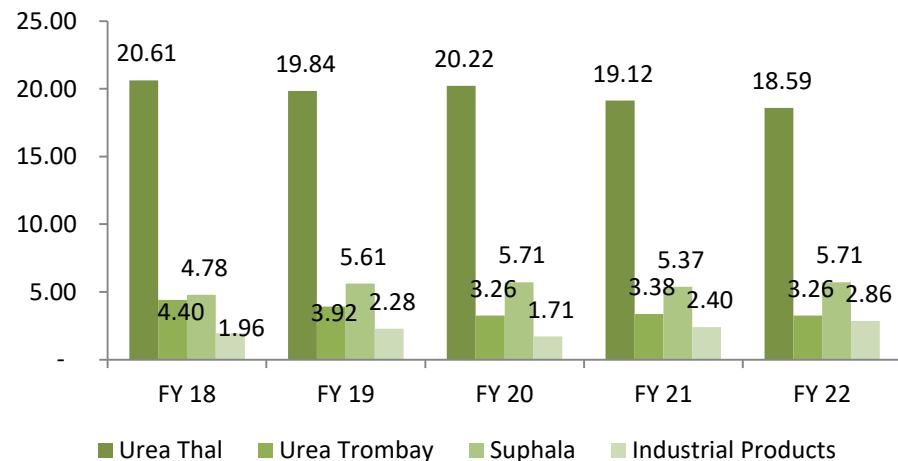


Business Overview

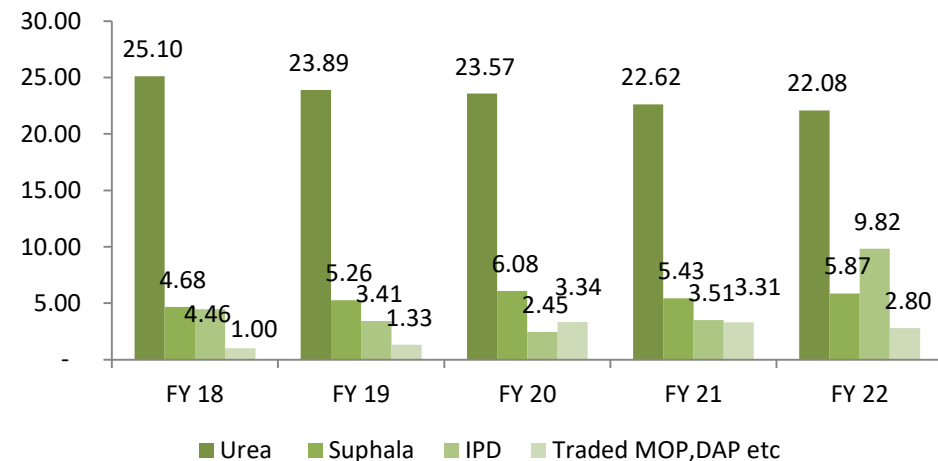
Diversified Product Offerings

- 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 **complex fertilizers** produced by RCF is quite popular.
- 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)



Manufacturing Facilities



Thal Unit

- Large producer of Urea along with Industrial Chemicals located 100 kms south of Mumbai spread across 997 acres (including township)
- IMS-ISO 14001, ISO- 9001 & OHSAS- 18001 accredited
- Manufactures Ammonia, Urea, Methylamines etc.
- **Captive power capacity of 237,600 mwh**

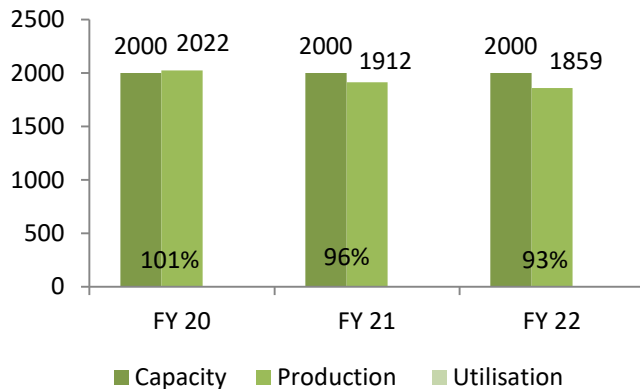


Trombay Unit

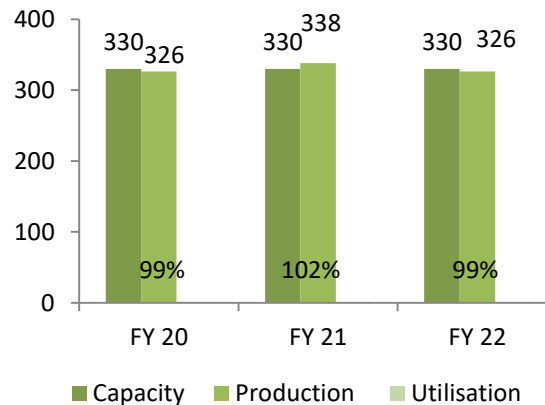
- Multiproduct integrated fertilizers & process chemicals factory in Mumbai spread across 765 acres (including township)
- IMS-ISO 14001, ISO- 9001 & OHSAS- 18001 accredited
- Manufactures Ammonia, Urea, NPK, Nitric Acid, Sulphuric Acid, etc
- Two large plants process Sewage Water resulting in about 15 MLD of treated water from each plant

Efficient Manufacturing facilities with high capacity utilization

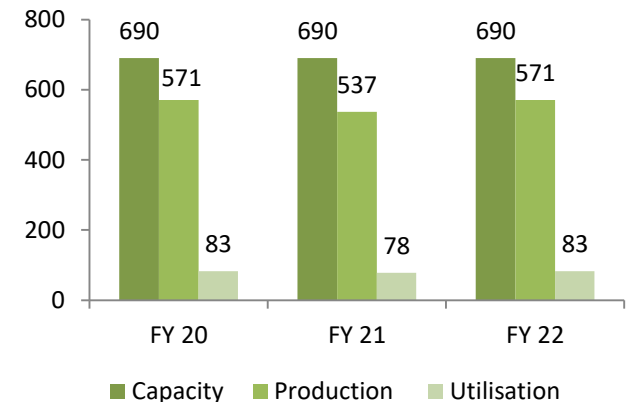
Thal ('000 MT)



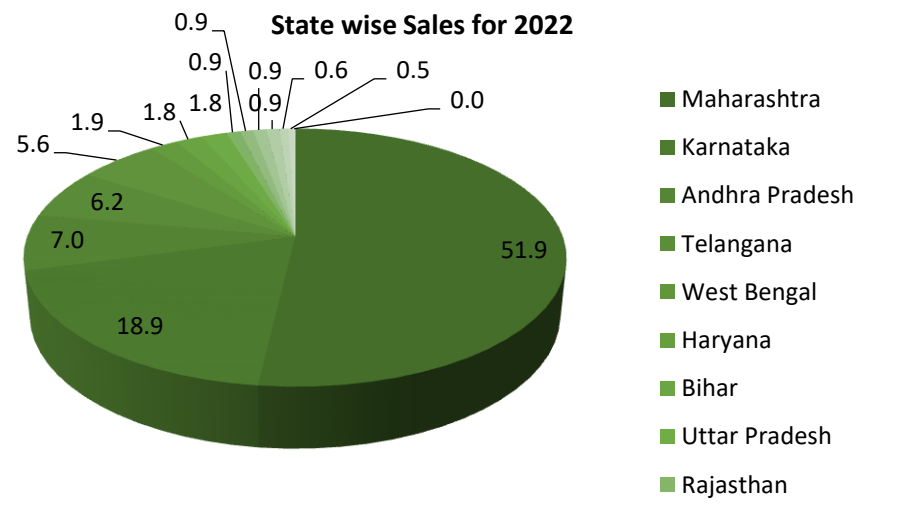
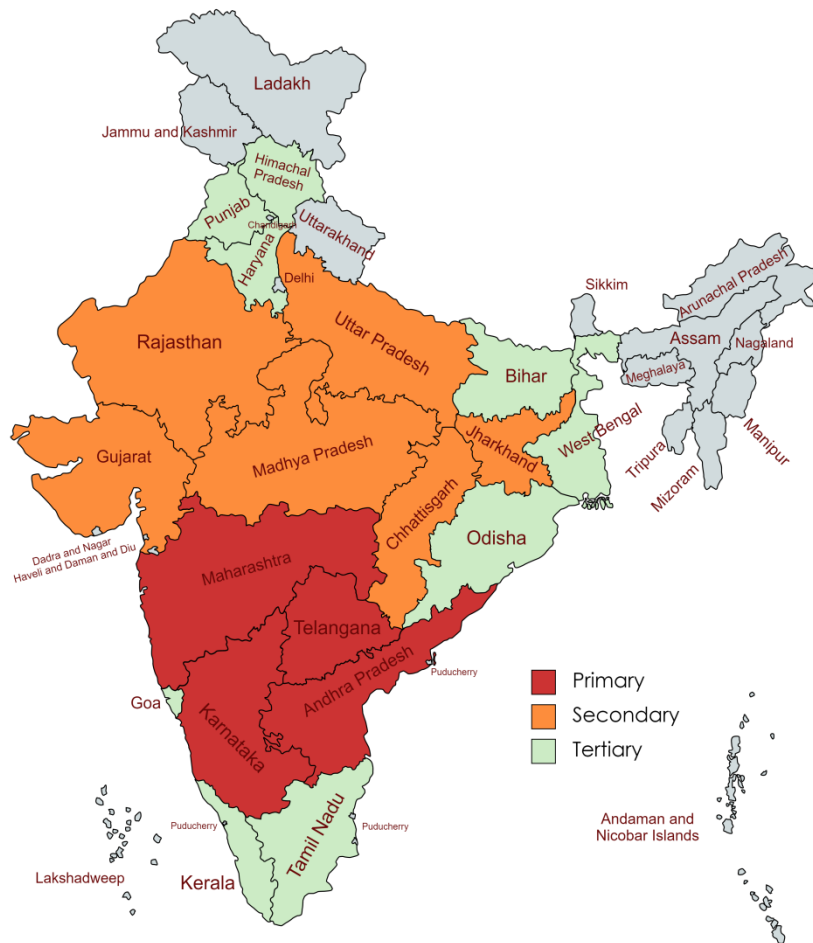
Trombay ('000 MT)



Suphala ('000 MT)



Robust Distribution Network



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 RAC is unremunerated.

2

- Urea and 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 S. C. Mudgerikar
Chairman & Managing
Director



Smt. N. J. Shaikh
Director (Finance)



**Shri Milind Madukar
Deo**
Director(Technical)



Smt. Aparna S Sharma
Govt. Nominee
Director w.e.f. 01st
September 2020

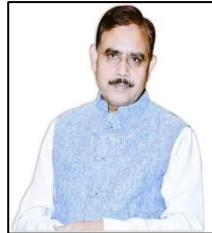


Shri Satendra Singh
Govt. Nominee Director

Independent Directors



Smt. Shashi Bala Bharti
Independent Director



Shri Chandra Bhushan Pandey
Independent Director



**Shri. Gopinathan Nair
Annilkumar**
Independent Director

Department Heads

Department	Name	Designation
Commercial / HRD	Shri.Nuhu H Kurane	Executive Director
Co-ordination & CSO	Shri Tushar Bhagwat	Executive Director
Trombay Unit Head	Shri Anil Mathur	Executive Director
Finance	Shri Anil Dandekar	Executive Director
Thal Unit Head	Shri R.R Kulkarni	Executive Director
HR, Admn & IT	Smt. Sunita Shukla	Executive Director
Marketing	Smt. Sunetra Kamble	Executive Director (I/C)
Legal & Company Secretary	Shri Jai Bhagwan Sharma	Executive Director
Thal (Operations)	Shri Aniruddha M Khadilkar	Executive Director
Projects	Shri Ajay M Patil	Executive Director
HSE	Shri Rajiv Pande	Chief General Manager

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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Key Highlights

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 Cr (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 Cr. RCF share in the said JV is 17%
- Signing of MoU for Technology Transfer of Nano Urea (Liquid) production by IFFCO to RCF & NFL



- Capacity of 1.27 LMT 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

Key Highlights

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.

Key Highlights

Marketing Initiatives

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

Plan for increased usage of digital technology to reach-out to farmers through Mobile App, Facebook page, Twitter handle, Instagram handle and 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 GoI Parentage

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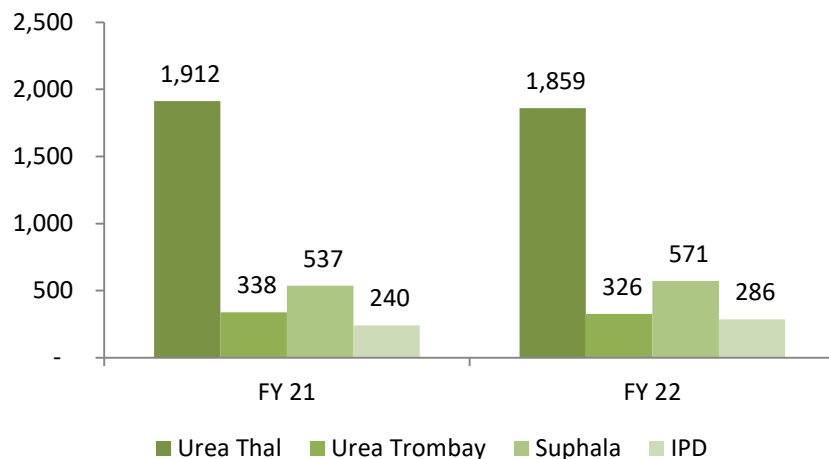
Financial Highlights



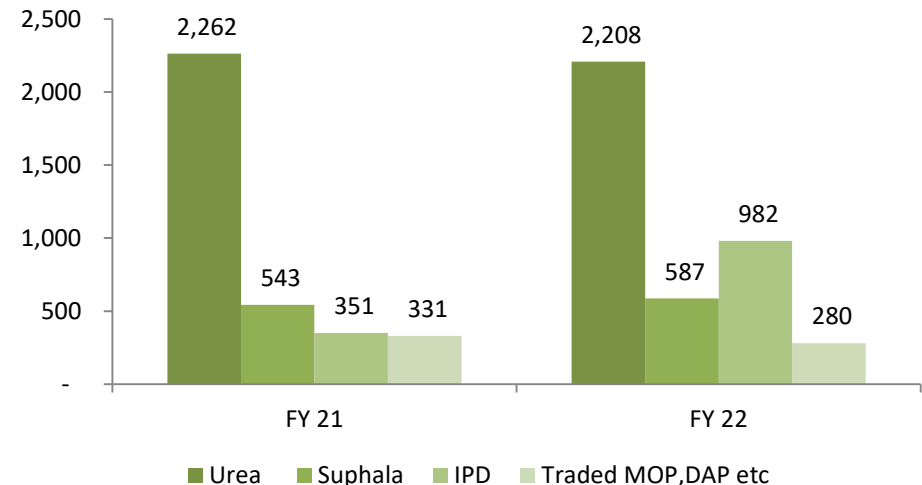
Performance Highlights FY 2023 (3M)

- RCFL achieved fertilizer sales volume of 7.43 lakh MT during 3M FY 2023 as compared to 7.56 lakh MT during the corresponding period of previous year
- Total sale of manufactured fertilizers during 3M FY 2023 was 6.03 lakh MT Vs. 6.61 lakh MT during the previous year.
- The company produced 4.56 lakh MT of Urea & 1.44 lakh MT of Suphala 15:15:15, during 3 M ended FY 2023 as compared to 5.74 lakh MT of Urea & 0.75 lakh MT of Suphala 15:15:15 produced during the corresponding period of previous year.
- During the 3M ended of FY 2023, Company scaled up its industrial products operations and achieved higher sales of AN Melt (CY 0.51 lakh MT, PY 0.48 lakh MT) , Concentrated Nitric Acid (CY 0.07 lakh MT, PY 0.07 lakh MT).

Production Performance (In '000 MT)



Sales Performance (In '000 MT)



Performance Highlights FY 2022

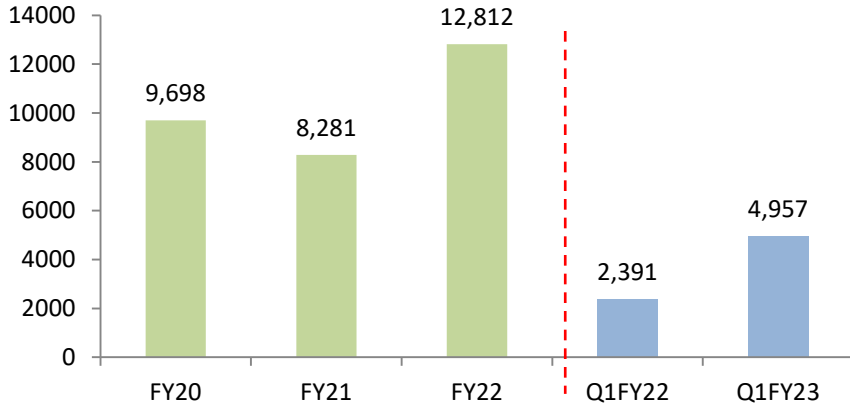


Particulars (In Rs crore)	FY20	FY21	FY22	Quarters	
				Q1FY22	Q1FY23
Net Sales	9,697.95	8,281.18	12,812.17	2,390.70	4,956.51
Total Operating Cost	9,114.64	7,529.69	11,822.90	2,184.01	4,523.20
EBITDA	711.96	878.10	1125.72	233.23	494.21
EBITDA Margin	7%	11%	9%	10%	10%
D&A	171.04	174.63	183.55	45.16	45.39
EBIT	540.92	703.47	942.17	188.07	448.82
EBIT Margin	6%	8%	7%	8%	9%
Interest Expense	237.82	179.57	125.89	30.59	49.97
Other Income	128.65	126.61	136.45	26.54	60.90
Profit/ Loss before exceptional items and tax	303.10	523.27	816.28	157.48	398.85
Net Profit / Loss after tax	208.15	381.94	704.36	212.96	295.08
Net Profit Margin	2%	5%	5%	9%	6%

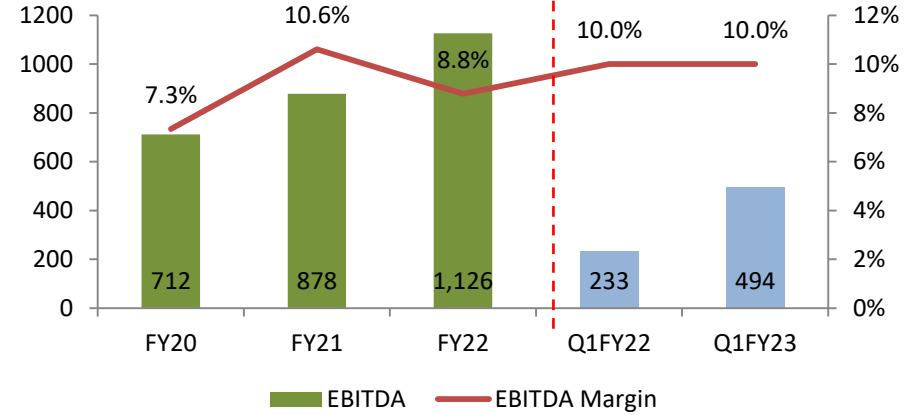


Performance Highlights FY 2022

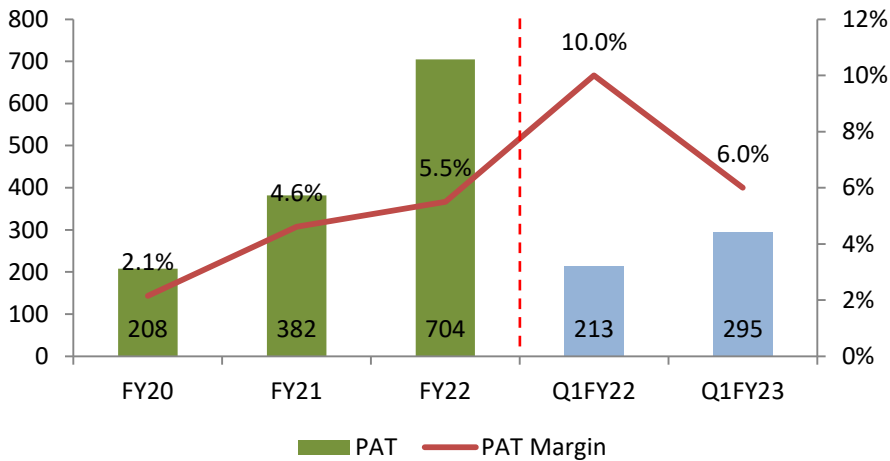
Revenue (In Rs. Crore)



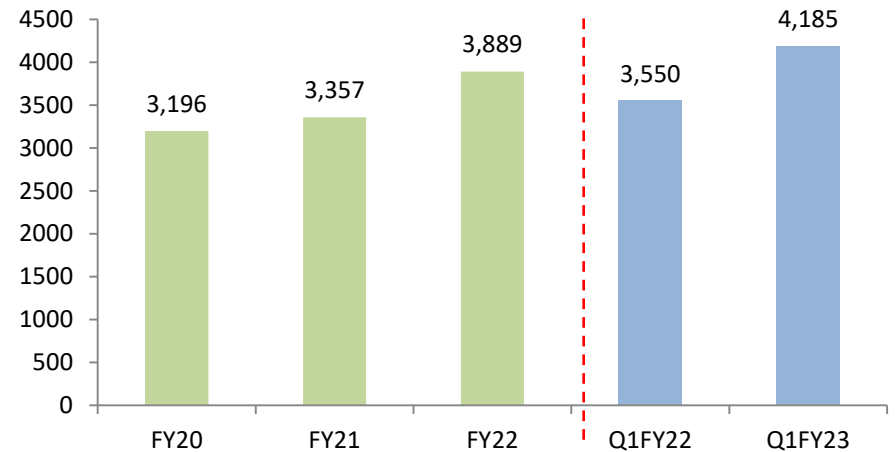
EBITDA



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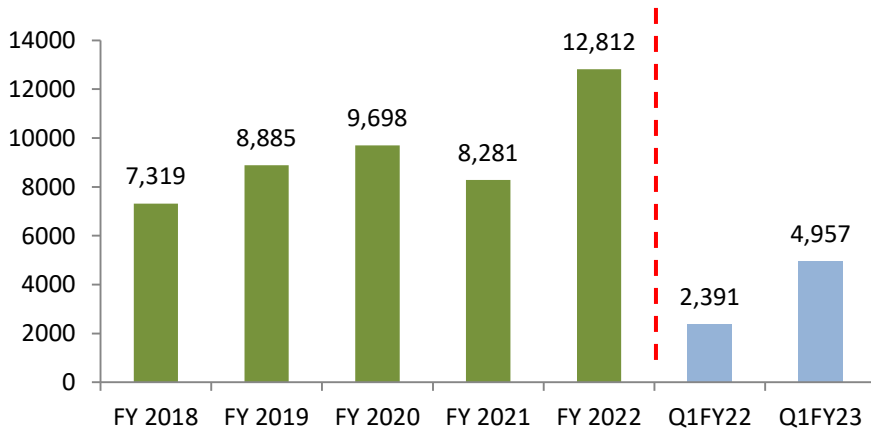
Net Worth (In Rs. Crore)



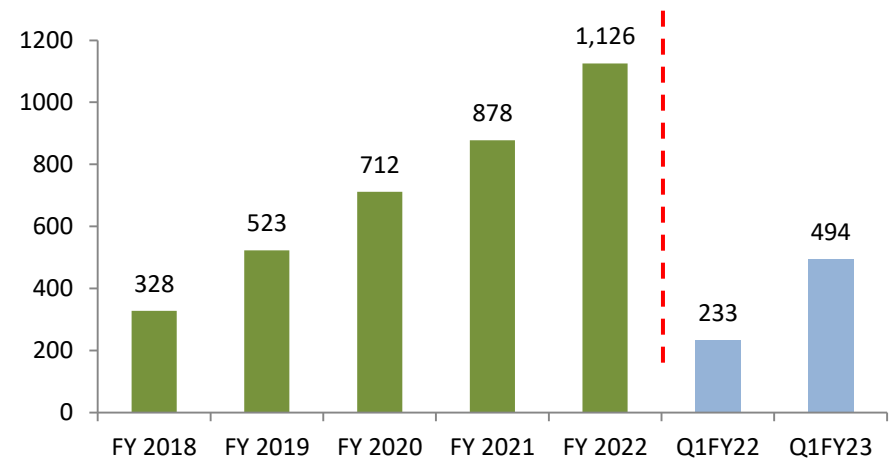


Performance Highlights FY 2022

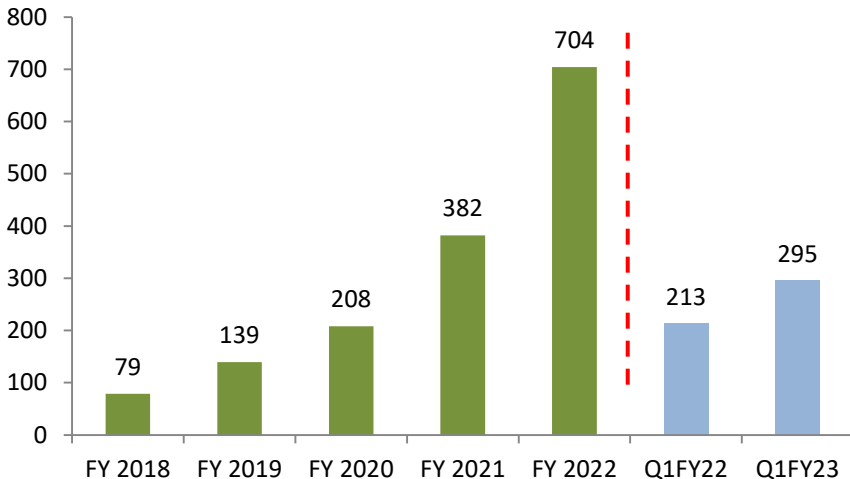
Revenue



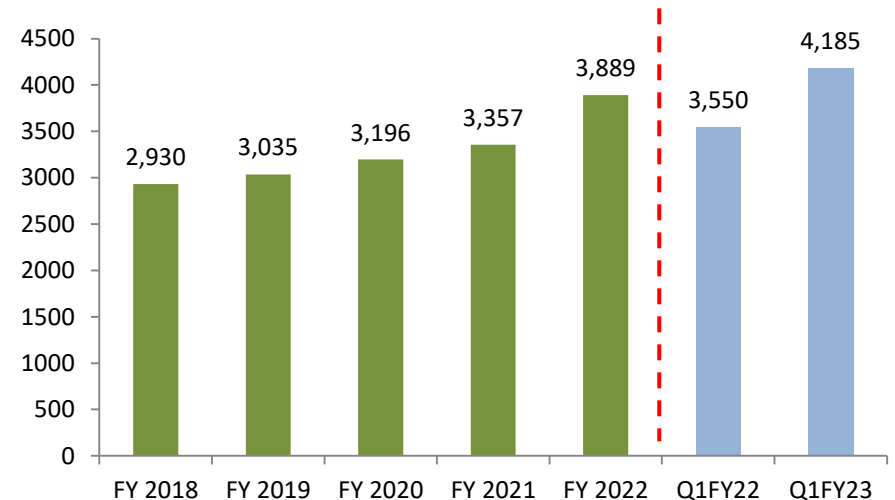
EBITDA



PAT



Net Worth



Performance Highlights FY 2022



Particulars (In Rs. cr)	FY 2018	FY 2019	FY 2020	FY 2021	FY 2022	FY 2023 Q1
Net sales	7318.63	8885.47	9697.95	8,281.18	12,812.17	4,956.51
Operating expenses	-7051.9	-8444.11	-9115.16	-7,529.69	-11,822.90	-4,523.20
EBITDA	327.97	523.35	711.96	878.10	1,125.72	494.21
EBITDA Margin	4.48%	5.89%	7.34%	10.60%	8.79%	9.97%
Depreciation	-137.04	-155.69	-171.04	-175.26	-183.55	-45.39
EBIT	190.93	367.66	540.92	702.84	942.17	448.82
Interest paid	-62.59	-155.85	-237.82	-179.57	-125.89	-49.97
Other income	61.24	81.99	132.65	126.61	136.45	60.90
Pre-tax profit	128.22	235.25	202.93	527.98	943.91	398.85
Tax	-49.42	-96.08	5.22	-146.04	-239.55	-103.77
Exceptional items	0.12	23.44	-100.17	4.71	127.63	-
Adjusted net profit	78.8	139.17	208.15	381.94	704.36	295.08
Pat Margin (%)	1.08%	1.57%	2.15%	4.61%	5.50%	5.95%
EPS (Rs)	1.43	2.41	3.76	6.92	12.77	5.35
Networth	2929.69	3034.7	3195.67	3,356.70	3,889.23	4,185.02
RONW%	2.69	4.59	6.51	11.38	18.11	7.05
Total Debt	1254.65	3310.58	4668.52	2,066.79	2,968.22	3,398.33
Debt/Equity	0.42	1.09	1.46	0.62	0.76	0.81

THANK YOU



Let us grow together