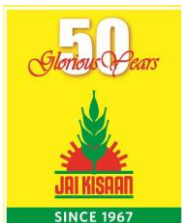


ZUARI AGRO CHEMICALS LIMITED

Investors Presentation

Q4'FY 2018





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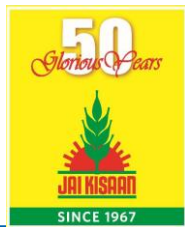


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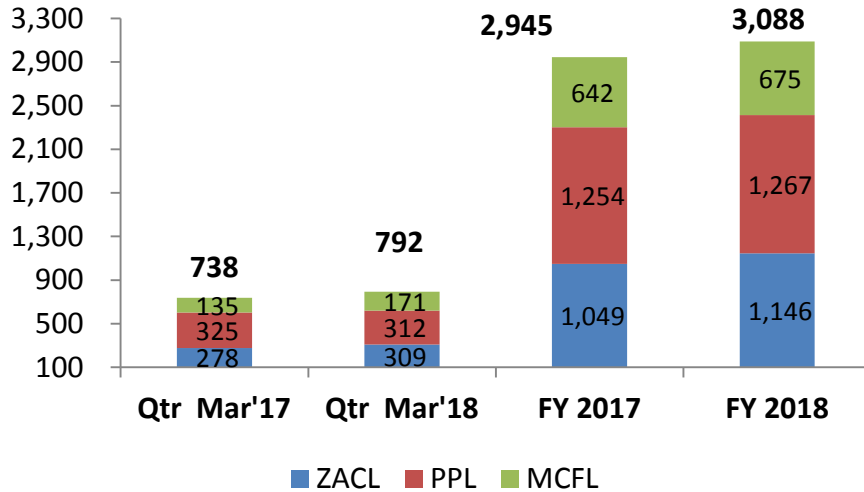
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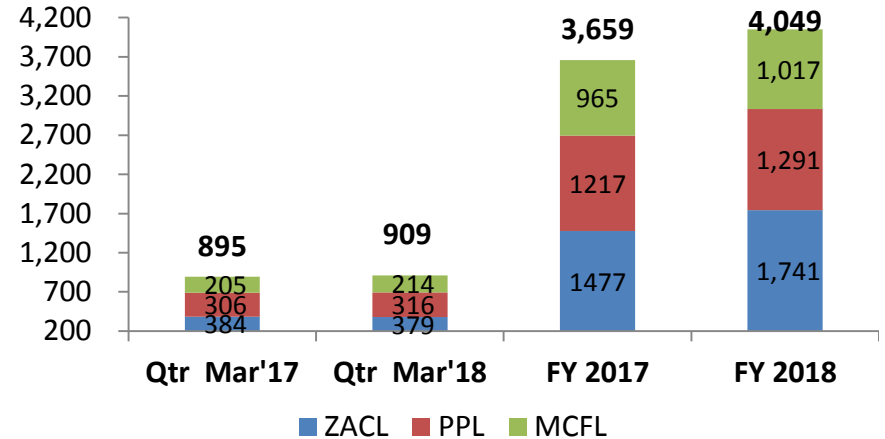
Performance Overview



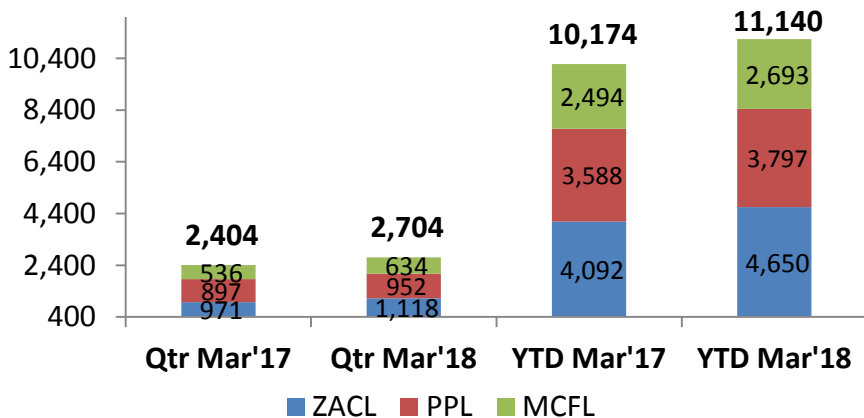
Production Volume ('000 tons)



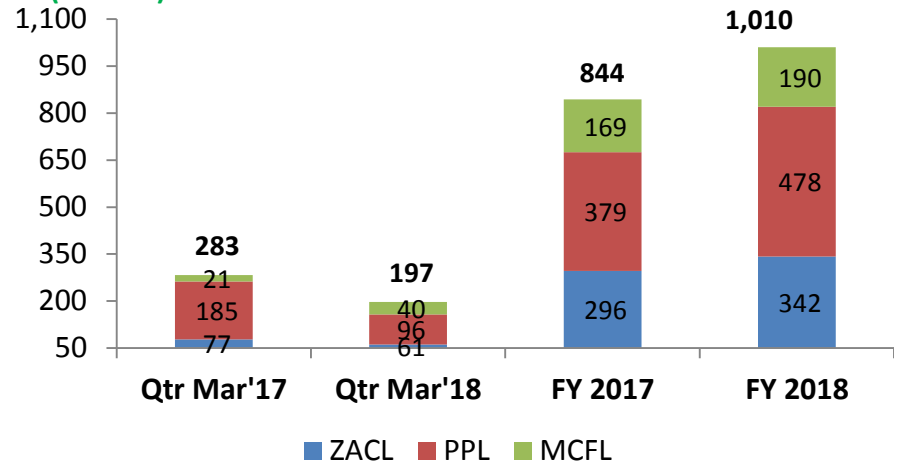
Sales Volume ('000 tons)

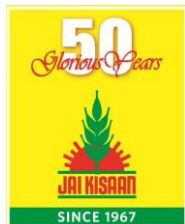


Revenue from Operations (Rs Cr)



(EBITDA) Rs Cr

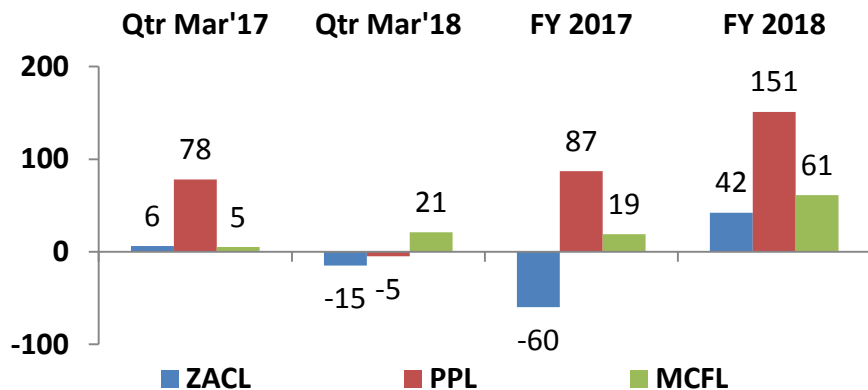




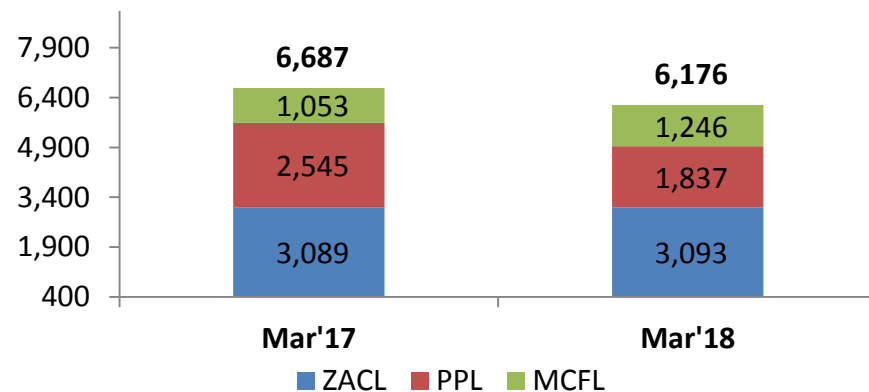
Performance Overview



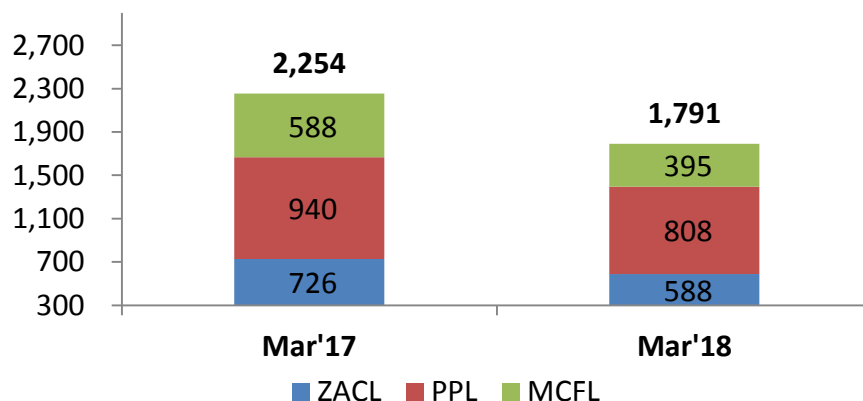
PAT (Rs Cr)



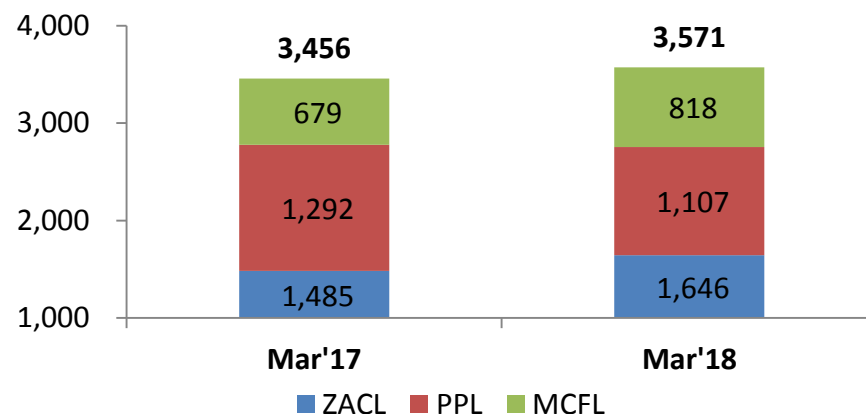
Net Debt (Rs Cr)

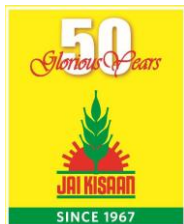


Market Receivables (Rs Cr)



Subsidy Receivables (Rs Cr)





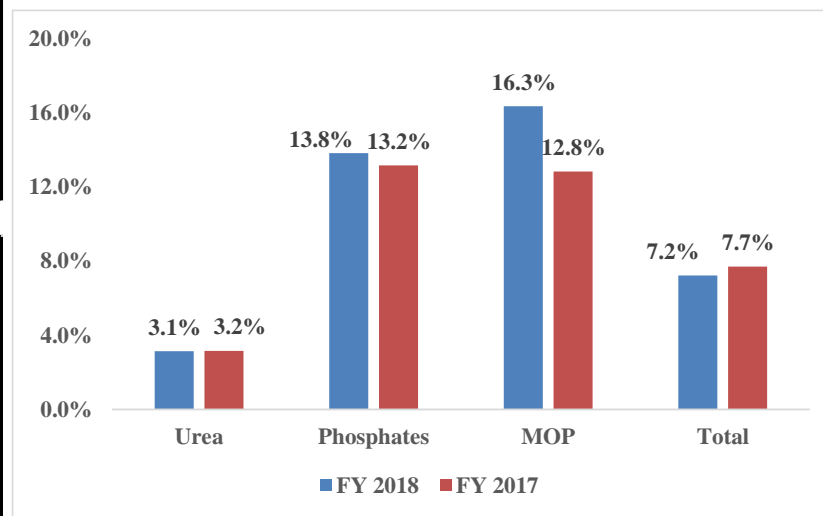
Adventz Market Share



Lacs MT

FY 2018			
Products	Industry Sales	Adventz Sales	Market Share
Urea	303.1	9.5	3.1%
DAP	89.8	13.8	15.4%
NPK's	90.7	11.1	12.3%
MOP	31.9	5.2	16.3%
Total	515.5	39.7	7.7%

FY 2017			
Products	Industry Sales	Adventz Sales	Market Share
Urea	296.2	9.4	3.2%
DAP	88.5	11.3	12.7%
NPK's	86.7	11.8	13.6%
MOP	28.2	3.6	12.8%
Total	499.7	36.0	7.2%



Y-o-Y basis Group gained a market share of 0.5%, whereas in Phosphates market share gained by 0.6% & MOP gained by 3.5%

Source: mFMS



Consolidated Financials

INR Crores

Particulars	FY 2018	FY 2017
REVENUE		
Revenue From Operations	7,271	6,407
Other Income	87	56
Total Revenue	7,358	6,463
EXPENSES		
Cost of Raw Materials Consumed	3,475	2,989
Purchases of Stock in trade	2,057	1,574
Changes in inventories of finished goods, stock-in-trade and work in progress	(346)	12
Excise duty on goods	6	30
Employee Benefits Expense	163	161
Power ,Fuel & Water	490	386
Finance Costs	404	440
Depreciation and amortization expense	83	77
Outward freight and handling	588	485
Other Expenses	301	300
Total Expenses	7,222	6,453
Profit/(loss) before share of profit/(loss) of joint ventures, exceptional items and tax	136	10
Share of profit of joint ventures (net of tax)	58	33
Profit/(loss) before exceptional items and tax	195	43
Exceptional Items	(14)	(64)
Profit/(loss) before tax	181	(22)
Tax Expenses	23	(9)
Profit/(loss) for the year	157	(13)
Non Controlling Interest	28	9
Profit (loss) attributable to the parent	129	(22)
Earning Per Share (in Rs)	30.7	(5.2)

Standalone Financials- QoQ

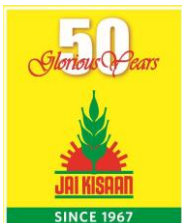


INR Crores

Particulars	ZACL			PPL			MCF		
	Q4' FY 2018	Q4' FY 2017	% Change	Q4' FY 2018	Q4' FY 2017	% Change	Q4' FY 2018	Q4' FY 2017	% Change
Income from Operations	1,118	971	15%	952	897	6%	634	536	18.2%
Gross Margin	302	281	8%	288	376	-23%	215	161	33%
Gross Margin %	27.1%	28.9%		30.2%	41.9%		33.9%	30.1%	
EBITDA	61	77	-21%	96	185	-48%	40	21	89%
EBITDA %	5.5%	7.9%		10.1%	20.6%		6.3%	3.9%	
Finance Cost	90	75	20%	31	45	-31%	27	11	141%
Depreciation	11	10	14%	18	14		8	9	
Exceptional	(14)	(1)		(54)	(9)		-	-	
PBT	(21)	7		(7)	116		13	8	
PAT	(15)	6		(5)	78		21	5	

Financials are on Standalone basis





Standalone Financials- YoY



INR Crores

Particulars	ZACL			PPL			MCF		
	FY 2018	FY 2017	% Change	FY 2018	FY 2017	% Change	FY 2018	FY 2017	% Change
Income from Operations	4,650	4,092	14%	3,797	3,588	6%	2,693	2,494	8%
Gross Margin	1,268	1,101	15%	1,100	985	12%	807	696	16%
Gross Margin %	27.3%	26.9%		29.0%	27.4%		30.0%	27.9%	
EBITDA	342	296	16%	478	379	26%	190	169	13%
EBITDA %	7.4%	7.2%		12.6%	10.6%		7.1%	6.8%	
Finance Cost	316	330	-4%	159	242	-34%	90	111	-19%
Depreciation	43	39	9%	62	58	6%	37	35	5%
Exceptional	(14)	(64)		(54)	-		-	-	-
PBT	51	(80)		224	131		75	30	
PAT	42	(60)		151	87		61	19	

Financials are on Standalone basis



Thanks

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