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नेशनल फर्टिलाइज़र्स लिमिटेड
एन.एफ.एल.
NATIONAL FERTILIZERS LIMITED

स्वच्छ भारत
एक कदम स्वच्छता की ओर

नेशनल फर्टिलाइज़र्स लिमिटेड
(भारत सरकार का उपक्रम)

NATIONAL FERTILIZERS LIMITED
(A GOVERNMENT OF INDIA UNDERTAKING)

Dated: 19.10.2016

No.NFL/SEC/SE/AGM/6398

Manager, (Listing), National Stock Exchange of India Limited, Registered Office (Exchange Plaza), C-1, Block-G, Bandra Kurla Complex, Bandra (E), Mumbai-400051.	General Manager, Department of Corporate Services, Bombay Stock Exchange Limited, Floor 25th, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400001.

Sub: Modifications in the Investor Presentation, disclosed to BSE Limited and The National Stock Exchange of India Limited on 15.10.2016.

Dear Sir,

This is in reference to the disclosure made by us to you on 15.10.2016, in relation to the institutional investors meet in accordance with the requirements under Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015.

We are revising the disclosed presentation, as follows:-

1. In Slide 5 ("Industry Overview") under the section "Long-term urea demand forecasted at 1.5-2.0% CAGR", the urea demand in 2015-16 is being modified to 32.0 million MT from 30.4 million MT.

2. In Slide 14 ("Key drivers for investment in NFL"), under "Upcoming Projects" the capacity of Bentonite Sulphur plant is being modified to 25,000 MT per annum from 2,50,000 MTPA.

The above modifications are being made to rectify the errors that had been inadvertently made in the presentation disclosed to you on 15.10.2016. We are also sending corrigenda to the potential investors to whom the said presentation had been made in institutional investor meeting(s) held prior to the aforementioned rectifications being carried out.

The schedule of the meeting of institutional investors as intimated to you by way of the letter dated 15.10.2016 remains unchanged. A copy of the revised presentation to be used at such upcoming meetings of institutional investors is enclosed and is being simultaneously uploaded on the website of National Fertilizers Limited, http://www.nationalfertilizers.com/.

This is for your information and records.

Thanking you,

Yours faithfully,
For National Fertilizers Limited

R. Kumar

(Raj Kumar)
Company Secretary

Encl: As above.

National Fertilizers Limited

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contd….

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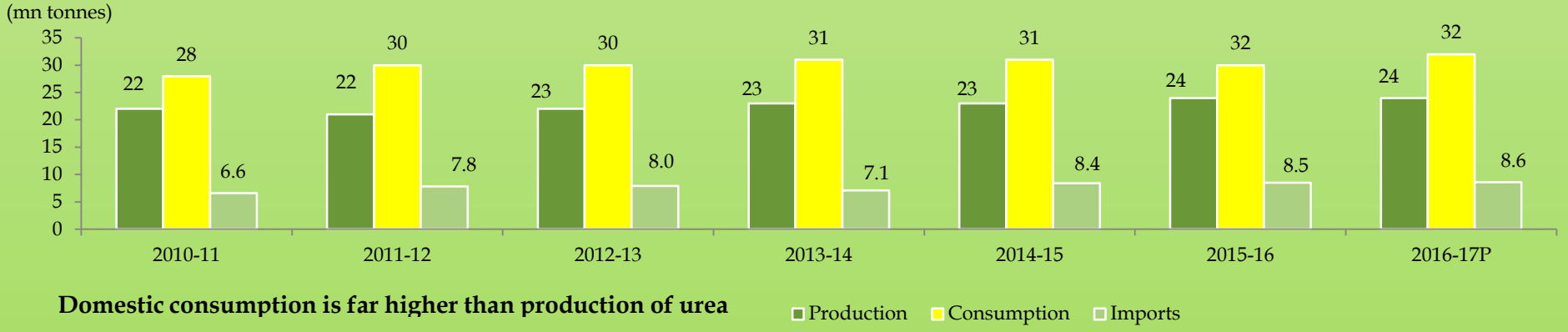
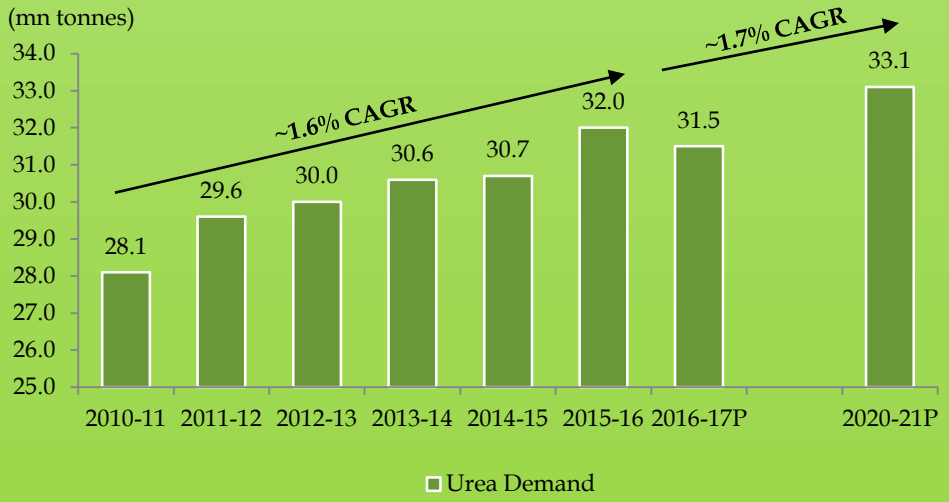
Details of production, consumption and import of urea



Domestic consumption is far higher than production of urea

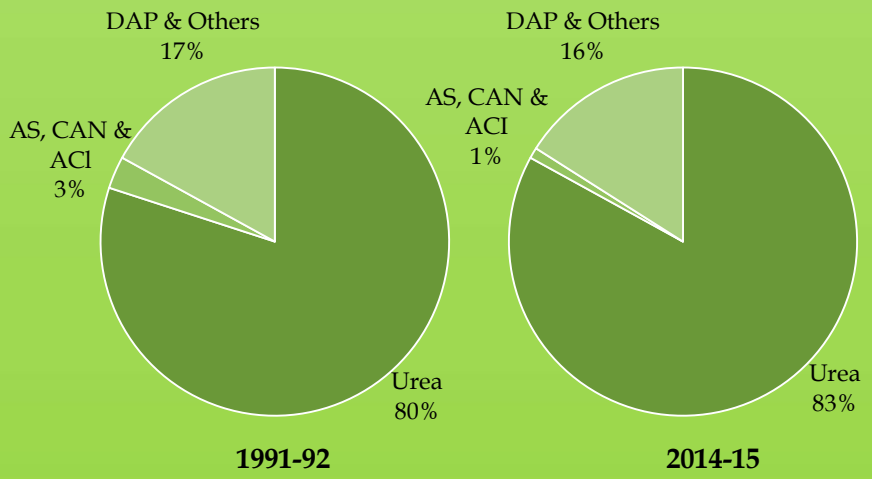
Long-term urea demand forecasted at 1.5-2.0% CAGR



Source: Fertiliser Association of India (FAI)

Urea remains the preferred choice as part of the nutrient mix for more than two decades

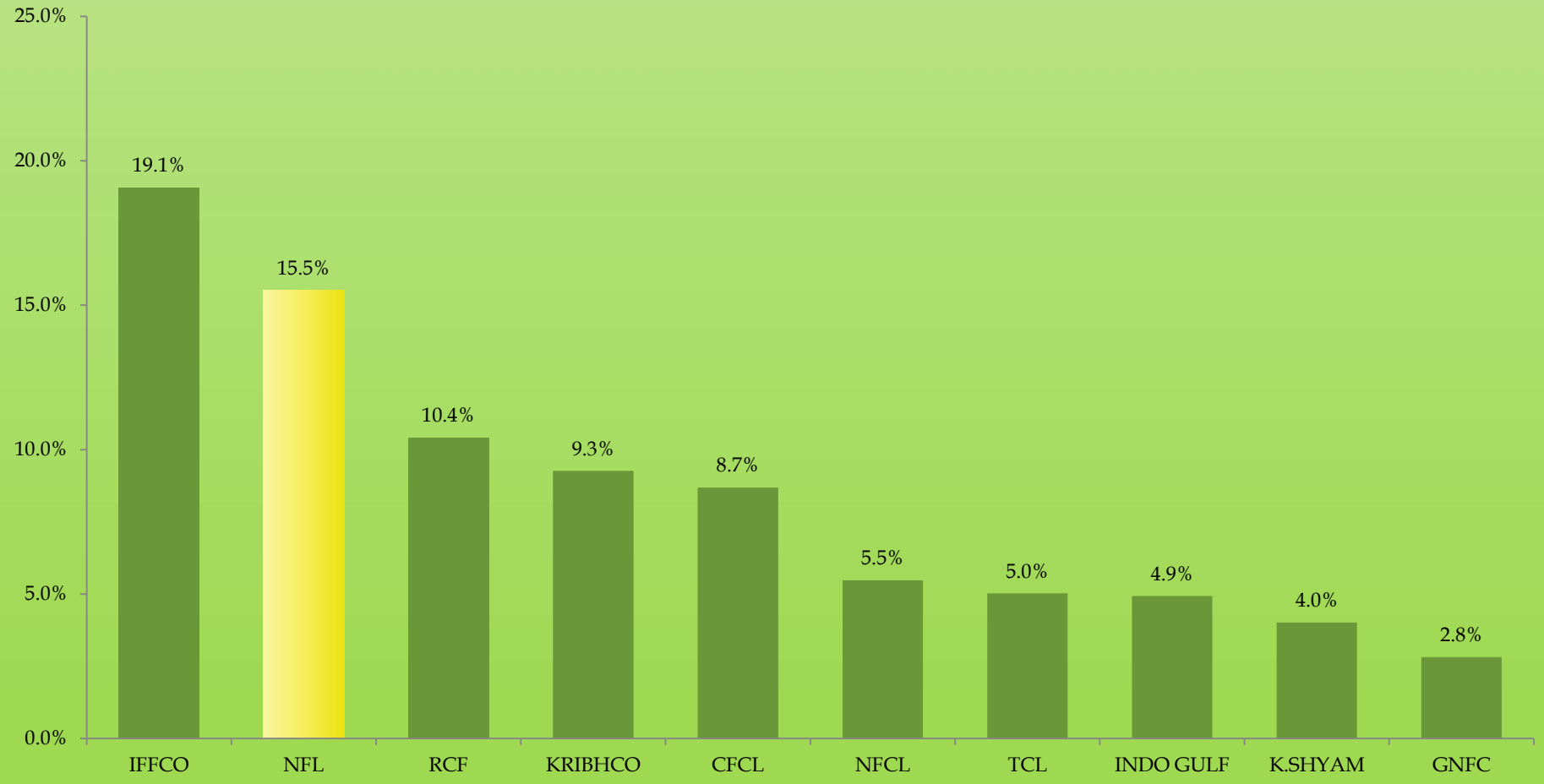
Share of major fertilizers to nutrient consumption



Larger Urea producers like NFL will benefit from higher planned production capacities which will substitute imports

Source: Fertilizer Association of India

Largest urea player in listed space in India



15.5 % share of NFL in country's urea production (2015-16)

Source: Company

Recent Urea Policies and its Impact on NFL

- **Modified New pricing Scheme of Urea stage –III (Notified on 2nd April 2014)**

Fixed cost element included in the concession price was based on the data for FY 2002-03 and was due for updation as it was resulting in un-recovered fixed cost to the urea units. Fixed cost reimbursement has been revised up-ward by INR 500/MT (Nangal, Panipat and Bathinda Units), by INR 350/MT of urea at Vijaipur-II unit and by INR 1015/MT at Vijaipur-I unit. The above updation has resulted in increase in contribution at all the units by INR 192 crore on annual basis.

- **New Urea Policy (NUP-2015) and Gas Pooling Policy**
- GoI has notified NUP-2015 for Urea Manufacturing units and Uniform Gas Pooling policy mechanism for urea sector w.e.f.1.06.2015. With the implementation of these policies, production of urea beyond RAC (Re-assessed capacity) has become viable at all the units and resulted in increased contribution to the Company. During FY 2015-16 NFL produced 3.799 MTPA as against 3.639 MTPA during FY 2014-15. In the earlier policy, 85% of IPP of urea was reimbursable and cheaper gas was allocated up to cut-off quantity only thereby reducing the contribution margin production beyond cut-off level. However, in the NUP-2015, there is provision of reimbursement of lower of "IPP plus incidental charges " or "variable cost plus minimum fixed cost". Further, the variable cost is at the pooled gas price and thus the contribution under NUP-2015 for production beyond RAC is more remunerative and less risky.
- **Neem coated urea (NCU)** production made mandatory (100%) instead of 35% mandatory earlier. NCU gives additional revenue to NFL. NFL was the first Company to introduce Neem Coated urea in the Market
- **Under New Investment Policy -2012:** Under NIP-2012, for revival of closed urea units of FCIL, floor IPP and ceiling IPP of urea has been fixed at a gas price and any revision in gas price is pass through by revision in IPP of urea. Thus making the policy dispensation remunerative and clearly defined and NFL has undertaken revival of closed Urea unit at Ramagundam by investing 26% equity in it JV Company i.e. RFCL (JV of NFL, EIL and FCIL).

Energy norms revised w.e.f. 1.06.2015 for Vijaipur-I and II Units and w.e.f. 1.04.2018 for all units as under:

Category	Pre-set Norms upto 31.05.2015 (Gcal/MT of urea)	Revised Energy Norms w.e.f.1.06.2015 to 31.03.2018 (Gcal/MT of urea)*	Revised Energy Norms w.e.f.1.04.2018 (Gcal/ MT of urea) **	Applicability to NFL Plants
Group – I	VP-I 5.952 VP-II 5.712	VP-I 5.904 VP-II 5.569	5.5 Gcal/MT of urea	Applicable to Vijaipur – I & II plants
Group – II	Not applicable	Not applicable	6.2 Gcal/MT of urea	Not applicable
Group - III	Nangal 7.095 Panipat 7.614 Bathinda 7.479	Nangal 7.095 Panipat 7.614 Bathinda 7.479	6.5 Gcal/MT of urea	Applicable to Nangal, Bathinda & Panipat plants

* The impact of revision in pre-set norms at Vijaipur-I and II units is INR 40 crore on annual basis (w.e.f.1.06.2015 to 31.03.2018).

** CAPEX investment to the tune of INR 700 crore required at Nangal, Panipat and Bathinda by 2018-19 to meet strict pre-set Norms. Policy dispensation in the form of retaining existing pre-set norms for five years post commissioning of the projects has been sought from GoI and is under consideration of GoI.

*** CAPEX investment to the tune of INR 400 crore is required at Vijaipur-I unit and suitable policy dispensation has been sought from GoI to recoup the investment to meet the strict pre-set norms w.e.f. 2018-19.

The Policies lead to higher contribution & would also entail investments for reduction in energy consumption

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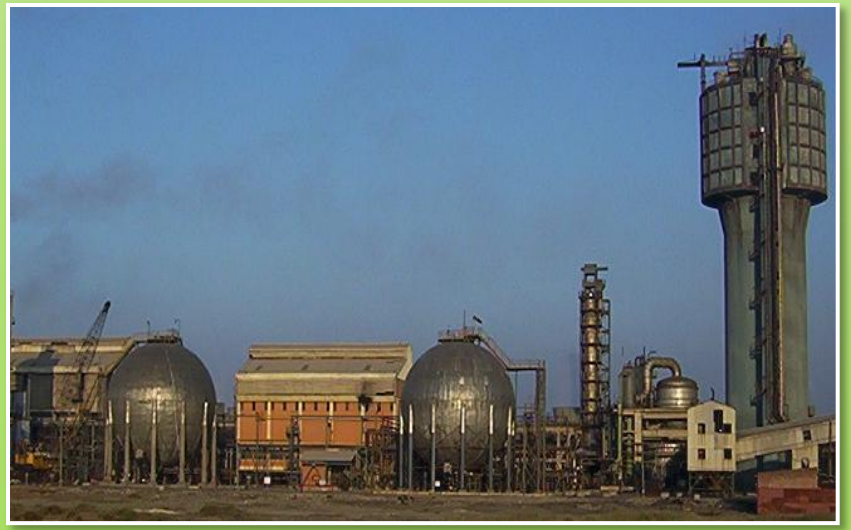
Overview of Plants

Nangal Unit



Panipat Unit

Bathinda Unit

Vijaipur-I & II Units

Brief on Plants and Trading Activities

Urea	Vijaipur-II	Vijaipur-I	Bathinda	Panipat	Nangal
Capacity (LMT)– 32.31 LMT After Revamp – 35.68 LMT Capacity utilization (2015-16) w.r.t. RAC	8.646 10.662 132.4%	8.646 9.999 114.8%	5.115 5.115 107.2%	5.115 5.115 110.9%	4.785 4.785 114.2%
Comm. Production After Revamp at Vijaipur / AFCP	31st Mar 97 31st Jul 12	1st July 88 24th Apr.12	1st Oct 79 11th Mar. 13	1st Sep 79 28th Mar. 13	1st Nov. 78 18th Jul. 13
Engineering Contractor (Main plant) Revamp / AFCP	HTAS (Denmark), SNAM (Italy) & PDIL -do-		M/s Toyo Engineering Corp. (Japan) & EIL HTAS & L&T (LSTK)		Technimont, UHDE & PDIL KBR /Technimont
Captive Power (111 MW)	3 X 17 MW		2X 15 MW	2X15 MW	-

Industrial Products & Bio-Fertilizers

Sr.	Plant	Located at	No. of streams	Annual Capacity of each stream (MT)
1.	Nitric acid	Nangal	2	91,410
2.	Sodium Nitrate	Nangal	1	1,980
3.	Sodium Nitrite	Nangal	1	2,970
4.	Ammonium Nitrate	Nangal	2	118,800
5.	Bio-Fertilizers (Solid & Liquid)	Vijaipur	-	600

Traded Goods

- Imported DAP/MoP and Bentonite Sulphur
- Domestic DAP, SSP, Bentonite Sulphur, Compost , Seeds, Pesticides and weedicides, BSNL products

- All manufacturing units are ISO 9001-2008, ISO 14001-2004 and OHSAS-18001 certified indicating NFL's commitment to quality, environment & occupational health & safety

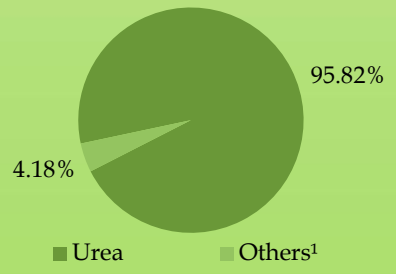
Evolution Timelines

Year	Evolution	Urea Cap. (LMT)
1974	Incorporated on 23-08-1974 to set up Fuel Oil based plants at Panipat & Bathinda	-
1978	Nangal Plant merged with NFL in April 1978 on regrouping of FCIL. **Capex – INR 300 cr.**	3.30
1979	Panipat & Bathinda Plants started commercial production in 1979. **Capex - INR 687 cr.**	13.53
1988	Vijaipur-I plant commenced commercial production in July 1988. **Capex - INR 516 cr.** (*Vijaipur-I is the First Inland gas based plant on HBJ gas pipeline).*	22.17
1997	Vijaipur-II commenced commercial production in March 1997. **Capex - INR 1,071 cr.**	30.82
2001	Nangal Plant revamped for Capacity enhancement from 3.30 LMT to 4.79 LMT. **Capex - INR 140 cr.**	32.31
2012	Vijaipur-I & II revamped for Cap. enhancement & Energy saving. **Capex- INR 677 cr.**	35.68
2013	Panipat Bathinda & Nangal Unit revamped for Feed Stock Changeover from Fuel Oil to Gas. **Capex- INR 4,066 cr.**	35.68
2015	RFCL (JV Company) was incorporated on 17.02.2015 by NFL with M/s EIL & M/s FCIL for revival of Ramagundam Plant with annual installed capacity of 12.71 LMT. **Est. Capex- INR 5,254 cr. (NFL's Equity – 26%)**	35.68

Urea capacity increased 10 times in a span of 38 years.

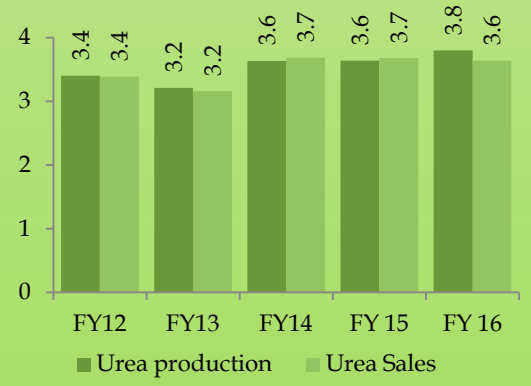
Overview of Business

Overall Revenues (FY16)



In FY 2015 it was 98.59% (Urea) and 1.41% (others)

Urea Production & Sales (MTPA)



Sale value INR mn (excluding subsidy)

Products	2011-12	2012-13	2013-14	2014-15	2015-16
Urea	17,488.6	15,749.2	18,829.1	19,382.5	19,663.7
Industrial Products	1,709.1	956.3	534.1	1,054.2	1,301.1
Traded Goods	227.2	300.8	327.9	148.8	2,358.2
Total sale value	**19,424.9**	**17,006.3**	**19,691.1**	**20,585.5**	**23,323.0**

Key Financials

Particulars (INR mn)	2012	2013	2014	2015	2016
Revenue (incl. subsidy)	73,052.9	67,202.3	80,170.3	85,196.9	77,658.8
Revenue (excl. subsidy)	19,424.9	17,006.3	19,691.1	20,585.5	23,323.0
Subsidy	53,628.6	50,196.0	60,479.2	64,611.4	54,335.8
EBITDA	3,416.6	167.8	1,719.0	4,186.4	5,914.0
EBITDA/ Turnover (%)	*4.7*	*0.3*	*2.2*	*4.9*	*7.6*
PAT	1,267.3	(1,707.3)	(897.1)	262.4	1,970.9

Source: Company Information and Fertilizer Association of India.
[1] Others include Industrial products & Traded products

Business Description

- Key business areas of the company
  - **Manufacturing**
    - Urea
    - Bio fertilizers
    - Industrial products (nitric acid, ammonium nitrate, sodium nitrate & sodium nitrite)
  - **Traded products**
    - Imported DAP, MOP, Bentonite Sulphur & indigenous seeds etc.
- NFL has a network of 1,644 dealers across India.
- It covers 14 states and 2 union territories under its marketing territory
- The total number of employees is 3,595 as on 31.03.2016
- Currently, the Government of India holds 89.7% of equity shares of NFL

Reducing dependency on Urea and diversification of activities towards manufacturing of Industrial products and Trading of fertilizers, seeds etc.

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Key drivers for investment in NFL

1 Policy benefits
- *Attractive contribution beyond RAC*
- *Neem coated production mandatory*
- *Reduction in gas price pursuant to Gas Pooling*

2 New initiatives undertaken
- *Increasing sale of traded goods (DAP/MOP/ SSP/Seeds/Agri products/ Compost etc.)*
- *Maximizing production of Industrial products*
- *Non-urea share of revenue increasing*

3 Upcoming projects
- *New RFCL project (1.27 Million MTPA)*
- *Bentonite sulphur Plant (25,000 MTPA)*
- *MoP in LRK (8000 MTPA)*

4 Excellent Physical & Financial performance during 2015-16
- *Record Production of 38 LMT*
- *Ever lowest Energy consumption*
- *Best Profits in last 10 years.*

5 Strong marketing & distribution network
- *Single brand "Kisan"*
- *1644 dealers*
- *3 marketing zonal offices*

6 One of the largest urea players in India
- *Established "Kisan' Brand*
- *NFL currently has 15.5% market share*

7 Well maintained relationships with farmers
- *Fertilizer demonstrations*
- *Soil testing services*
- *Kisan Suvidha kendras*
- *Krishi melas*

8 Experienced Board and Management Team
- *Diverse and well experienced management from Industry and Government to take NFL forward*

9 Increasing demand for fertilizers
- *Consistently increasing demand of urea*
- *Above normal monsoon to drive the demand further*

Planned Capacity Additions & Energy Conservation Initiatives

Urea: 1.27 MTPA, BS: 25k TPA, MoP: 8k TPA

Project	Deliverables	Estimated Capex	Completion Period	Status
Purge gas recovery plant at Vijaipur-II	Reduction in Energy Additional Urea production (149 MTPD) and reduction in energy by 0.06 Gcal/MT of urea	INR 29 Crore	Completed	Commissioned in July 2016
Hooking up of old Synthesis Converter (S-200) in parallel with New Synthesis converter (S-300) at Panipat and Bathinda Units	• Reduction in Energy (0.09 Gcal/MT of urea)	INR 4.0 Crore	Hooking-up job to be completed in one planned shutdown	• Completed at Panipat • Shall be taken-up during annual turn around at Bathinda in 2016-17.
Ramagundam Unit (NFL has a 26% stake)	• 3,850 MTPD urea capacity plant	INR 5,260 Crore	3 years Project commenced on 25 September, 2015	Physical progress was 10.9% as on 15-08-2016. Expected to be commissioned by September 2018.
Bentonite sulphur plant at Panipat	Installation of 25,000 MT/ year capacity plant	INR 41.34 Crore	This job has been awarded in July 2016 and is to be completed within 14 months	Job Awarded. Completion time 14 months.
Murate of Potash in Little Rann of Kutch	• Installation of 8,000 MT/ Year capacity of MoP	INR 13 Crore	Discussions currently going on and hence not yet finalized	CSMCRI engaged for basic engineering and MoU signed with HSL for raw material & land. M/s PDIL is lined up for detailed engineering.
Energy saving scheme at Panipat, Nangal & Bathinda	• Reduction in Energy in compliance to NUP-2015	INR 700 Crore	2 years Project will commence by December 2016	• Techno-Economic Feasibility report for implementation of GTG-HRSG at all units is being finalized with M/s PDIL
Energy saving schemes at Vijaipur-I & II	• Reduction in Energy in compliance to NUP-2015	INR 400 Crore	2 years Project will commence by December 2016	• Study report from HTAS is expected shortly. • M/s PDIL has been lined-up for pre-project activities.

NFL can leverage existing infrastructure including land, water resources & railway sliding for future expansion & modernisation

Ramagundam Fertilizers & Chemical Limited (RFCL) Project

Joint Venture (JV)	Ramagundam Fertilizers & Chemical Limited (RFCL)
Date of JV Agreement	14th January 2015
Equity Partners & Equity	NFL – 26%, EIL – 26%, FCIL - 11%
Annual Urea Production	1.271 MTPA
Zero Date	25th September 2015
Project Time Schedule	36 Months from Zero Date
Project Capital Cost	INR 5,254 crore
Debt : Equity ratio	75 : 25

Current Status

- Awarded contract for construction power, refurbishment of existing building, site grading, road and drainage system.
- Basic Design & Engineering of Ammonia & Urea Plants is in progress.
- Ordering / procurement of the proprietary items is under way
- Financial closure for Debt portion achieved.
- DoF requested MOP&NG to allocate Gas to RFCL.
- Equity contribution of INR 67.44 crores made by NFL till date.

Benefits accruing to NFL from RFCL Project

- Marketing fee income from undertaking entire marketing of RFCL urea
- Operation and Management fee for services to RFCL plant by NFL experts
- Dividend income from RFCL

NFL will gain by means of dividend income, marketing fee income and managerial fees (operational & technical)

Performance Highlights 2015-16

- **Ever highest urea production of 37.99 Lakh MT (118%** capacity utilisation of RAC of 32.31 LMT) and is 2nd largest producer with 15.5% market share

- Urea sale of 36.41 LMT was marginally lower (0.38 LMT) as compared to CPLY* (36.79 LMT) due to poor demand owing to glut like situation. Despite that, **urea sale of 19.16 LMT for Rabi season was ever highest**

- Total turnover was INR 7,766 Crs and was lower by INR 754 Crs as compared to INR 8,520 Crs mainly due to lower gas price

- **Ever highest sale of nitric acid at 55,199 Mt (100% basis)**

- **Ever lowest energy consumption** (GCAL/MT of Urea) at Nangal, Panipat, Bathinda and Vijaipur-II units

- **Finance cost decreased** to INR 227.88 Crs as compared to INR 301.36 Crs during CPLY i.e. saving of INR 73.48 Crs

- **Highest PBT** of INR 283.49 Crs and PAT of INR 197.09 Crs during the last 10 years

- **PAT increased** to INR 197.09 Crs as compared to INR 26.24 Crs in CPLY (increase by 651.11%)

- **EBIDTA increased** to INR 591.40 Crs i.e. Increase of INR 172.76 Crs (Increase of 41.27%) as comapared to INR 418.64 Crs during CPLY. The increase is mainly attributable to increase in contribution from urea beyond RAC, industrial products and traded goods

- **EBIDTA margin increased** from 4.91% to 7.62%

- **Return on networth increased** from 1.77% to 12.27%

* CPLY : Corresponding Period of Last Year

Financial Performance - Annual

Particulars (INR Crs)	For the Financial Year		Increase / (Decrease)	% Increase/ (Decrease)
	2015-16	2014-15		
Production quantity of urea (LMT)	**37.99**	**36.39**	**1.60**	**4.40%**
Sale quantity of urea (LMT)	**36.41**	**36.79**	**(0.38)**	**(1.03)%**
Sale of urea (Net of Excise Duty)	1,966.37	1,938.25	28.12	1.45%
Subsidy on urea	5,384.14	6,461.14	(1,077.00)	(16.67)%
Net Sales of urea	**7,350.51**	**8,399.39**	**(1,048.88)**	**(12.49)%**
Sale of other manufactured goods	130.11	105.42	24.69	23.42%
Sale of traded products incl. DAP subsidy (Net of ED)	285.26	14.88	270.38	1,817.07%
Net Sales *	**7,765.88**	**8,519.69**	**(753.81)***	**(8.85)%**
Other Income	46.33	37.13	9.20	24.78%
Total Income	**7,812.21**	**8,556.82**	**(744.61)**	**(8.70)%**
Total Expenses	**7,220.81**	**8,138.18**	**(917.37)**	**(11.27)%**
EBIDTA	**591.40**	**418.64**	**172.76**	**41.27%**
Less : Finance cost	227.88	301.36	(73.48)	(24.38)%
Less : Depreciation	80.03	72.56	7.47	10.29%
Profit/ (Loss) before tax (PBT)	**283.49**	**44.72**	**238.77**	**533.92%**
Tax expense	86.40	18.48	67.92	367.53%
Profit/ (Loss) after tax (PAT)	**197.09**	**26.24**	**170.85**	**651.11%**
EBIDTA Margin (EBIDTA/Net sales) (%)	**7.62%**	**4.91%**	**2.71%**	**55.21%**

* Sale has decreased due to lower sale quantity of urea (by 0.38 LMT) and decrease in average gas price by 20% ($ 9.96 per mmbtu during current year from $ 12.43 per mmbtu during CPLY).

Robust marketing network across North India
Single Brand "Kisan" across all Fertilizer Products

Presence in largest fertilizer consuming states, thereby enabling it to get better market share

Fertilizer Products - Brand 'KISAN' a household name

Neem Coated Urea	Kisan DAP	Bio Fertilizers

Kisan BEEJ	Bentonite Sulphur	Kisan Compost

Industrial Products

- Nitric Acid
- Sodium Nitrite
- Sodium Nitrate
- Ammonium Nitrate
- Ammonia

Traded Products

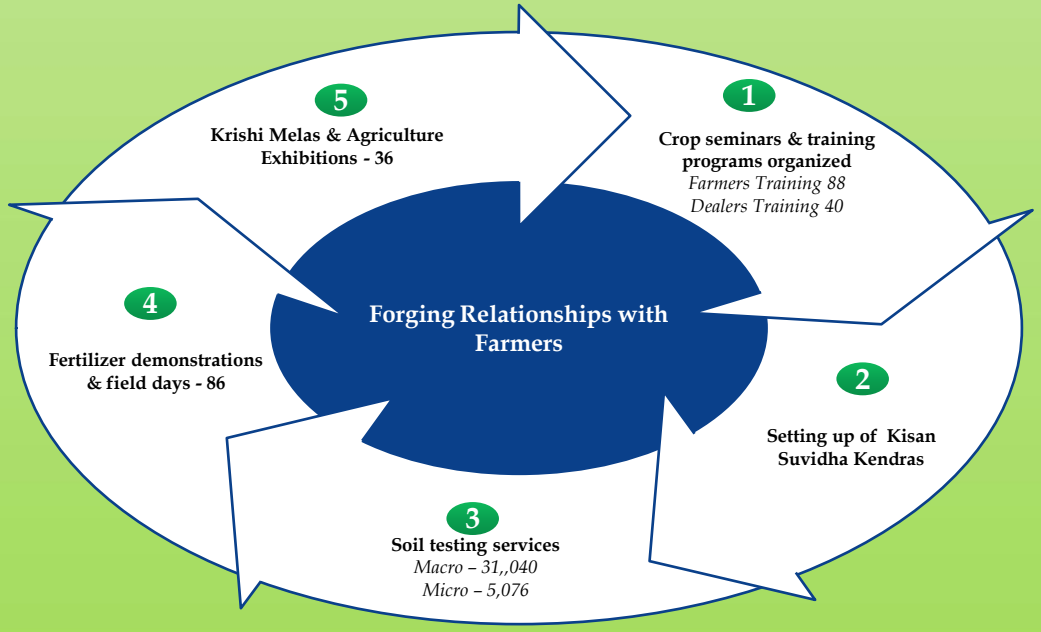
- DAP, MoP, Bentonite Sulphur, Seeds, City Compost Agro chemicals

Dealers across networks

Network	No. of dealers
Total dealers	1,644

1. **Strong brand association of "Kisan" extended across the non-urea product range**
2. **Well distributed marketing network can be further leveraged**

Well maintained relationships with farmers



NFL Stall at Krishi Mela, Pusa Ground, New Delhi

Soil analysis at STL Nangal

Field Day

Farmer Training Programme

Dealer Training Programme in Faizabad, UP

Demonstration on Paddy in vill. Lakhan, Mujaffarnagar

Soil Health Campaign in dist. Sehore, MP

Kisan Suvidha Kendra Panipat

1 Crop seminars & training programs organized

- 88 farmer training programs/ crop seminars were organized during 2015-16 benefitting more than 6000 farmers
- This sensitized farmers to issues related to soil fertility status like maximizing yields, increasing fertilizer usage efficiency
- 40 dealer's/ retailer's orientation programmes were conducted thereby facilitating over 2000 dealers/ retailers
- This enabled upgradation of knowledge regarding fertilizer/ agro products and improved crop practices

2 Setting up of Kisan Suvidha Kendras

- NFL has been mandated to set up 100 Kisan Suvidha Kendras by the end of the current financial year

3 Soil testing services

Free soil testing services provided through:

- 6 static soil testing laboratories – Nangal, Bhatinda, Panipat, Barabanki, Vijaipur & Indore
- 4 Mobile soil testing laboratories – Barabanki, Nangal, Vijaipur & Indore
- Samples analysed: Major nutrients: 31,046 samples, Micro nutrients: 5,076 samples

4 Fertilizer demonstrations & field days

- 86 fertilizer demonstrations were carried out at the farmer's fields
- Demonstration of effect of biofertilizers & betonite sulphur on crop growth & yield as compared to practices undertaken by farmers was given

5 Krishi Melas & Agriculture Exhibitions

- NFL participated in 36 krishi melas/ agriculture exhibitions organised by leading agriculture universities & departments in Punjab, Harayana, UP, Uttarakhand, MP & Rajasthan

Close ties with farmers and brand acceptability across country in Urea and non-urea business

Experienced Management Team with members from the Government and Industry

Board of Directors

Shri Manoj Mishra
Chairman & Managing Director

Shri M Sagar Mathews
Director (Technical)

Shri R. K. Chandiok
Director (Finance)

Shri Dharam Pal
Joint Secretary, DoF

Sh. Kuntal Sensarma
Economic Advisor

Shri Gurinderjit Singh Sandhu
Independent Director

Smt. Bhavnaben Kardambhai Dave
Independent Director

Key Managerial Personnel - Corporate Heads

Department	Name	Designation
Vigilance	Dr. A. K. Padhee	Chief Vigilance Officer
Marketing	A.K. Asija	Executive Director
• Industrial Products, Agri. Business and Imports	N.K. Sharma	General Manager
• Sales & Distribution and FMS	Sohan Lal	General Manager
• Finance and Accounts	N.S. Verma	General Manager
Human Resources	M. K. Agarwal	General Manager
Technical	Anil Goel	General Manager
Finance and Accounts - C.O.	Y. P. Bhola	General Manager
Materials	J. P. Sachdev	General Manager
Internal Audit, Law & MS	R. K. Gogia	General Manager
Information Technology	S.M. Vashisht	General Manager
Company Secretariat	Raj Kumar	Company Secretary

Unit Heads

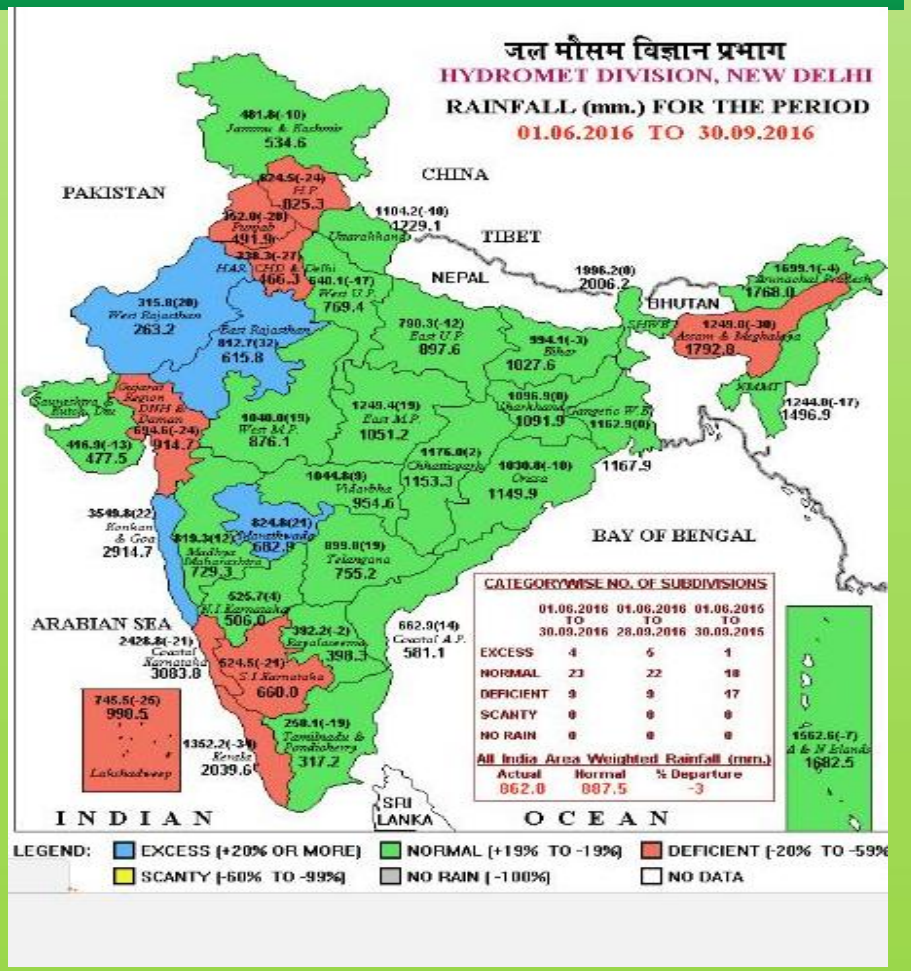
Name	Designation
S.K. Jindal	Executive Director, *Panipat Unit*
D. S. Ahuja	Executive Director, *Bathinda Unit*
R. K. Chopra	Executive Director, *Vijaipur Unit*
Nirlep Singh Rai	General Manager I/c, *Nangal Unit*

NFL is guided by senior management with a rich experience

Better monsoon to drive demand for fertilizers

Above average rainfall in NFL's key target markets

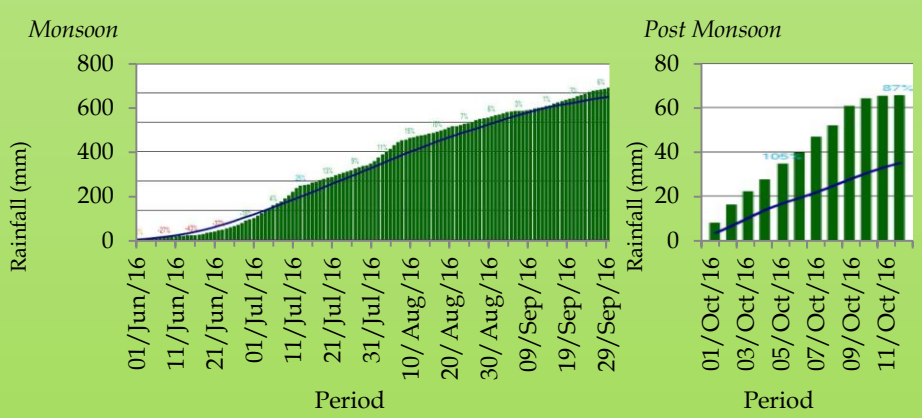
State Rainfall Map



Source: IMD

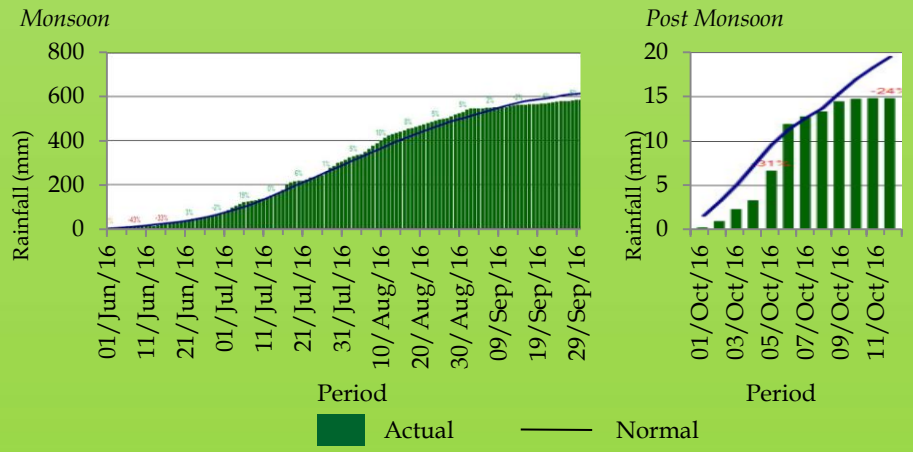
Central India

Actual & Normal Rainfall for the Period: 01-06-2016 to 12-10-2016



North West India

Actual & Normal Rainfall for the Period: 01-06-2016 to 12-10-2016



NFL's target markets are North West & Central India which have seen positive rainfall trends

Industry Overview

Company Overview

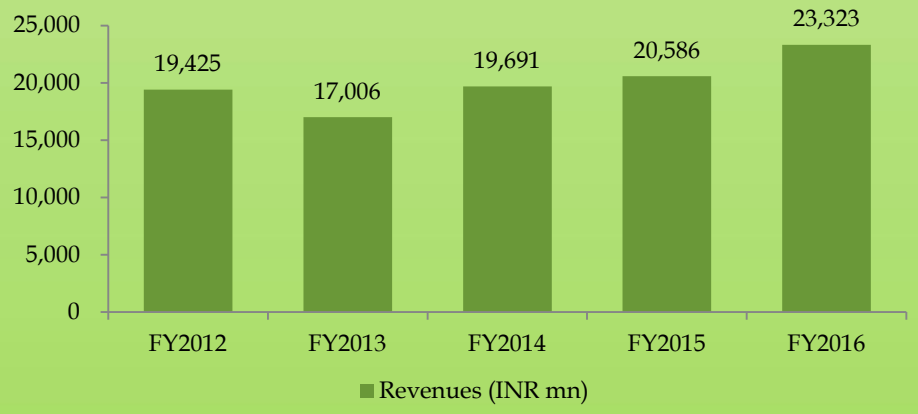
Key Investment Highlights

Financial Highlights

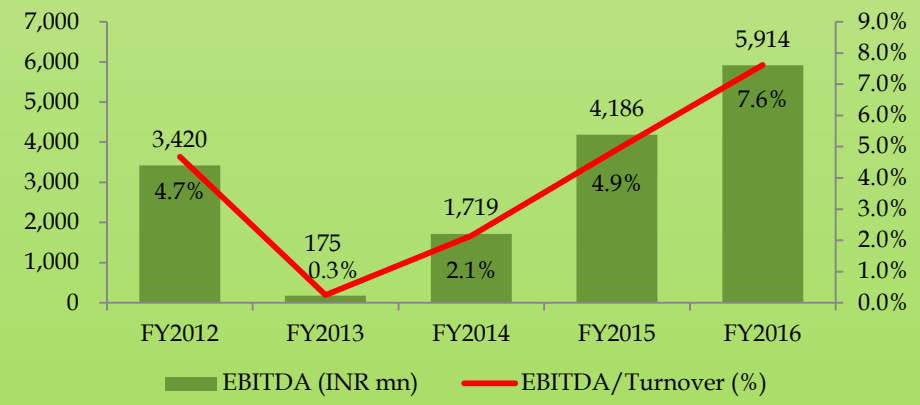
Awards and CSR Initiatives

Financial highlights

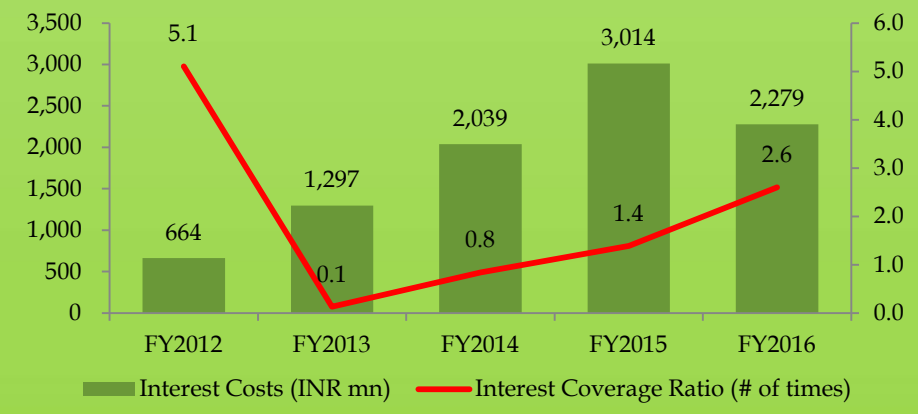
Historical Revenues (net of subsidy)



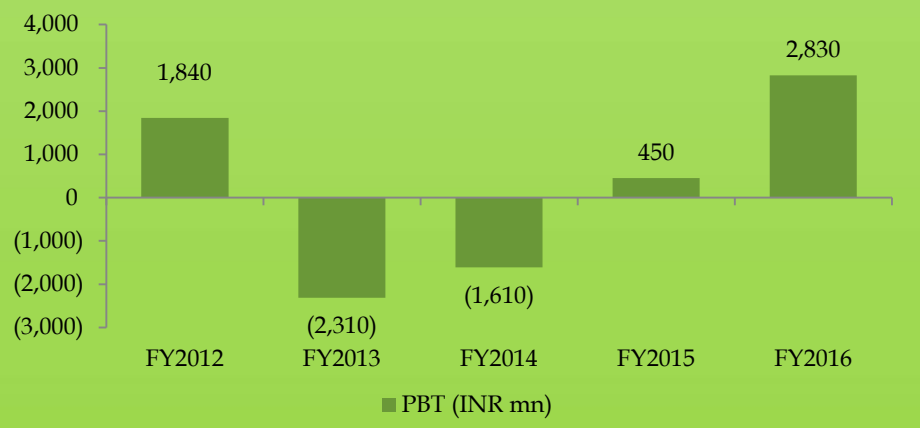
Historical EBITDA



Historical Interest Costs



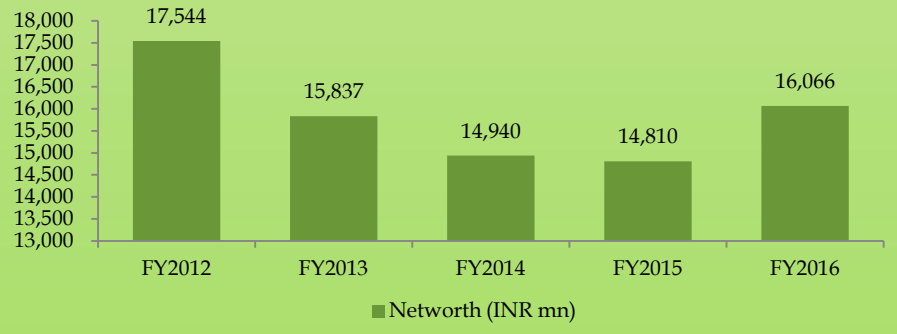
Steadily growing PBT



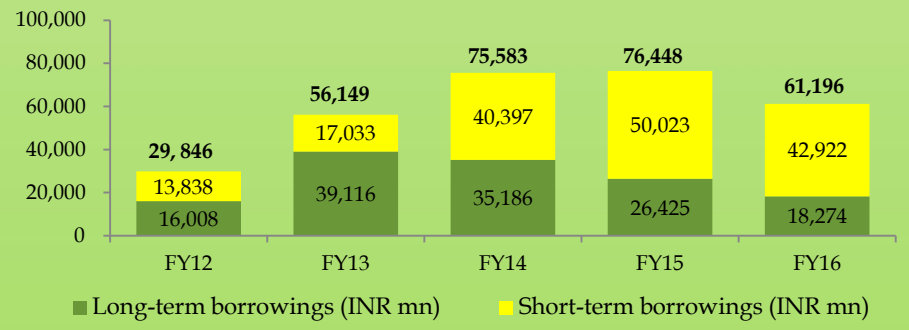
The revenues (net of subsidy) and EBIDTA are showing increasing trends and PBT of INR 2,830 mn was the highest during the last 10 years

Financial highlights

Networth

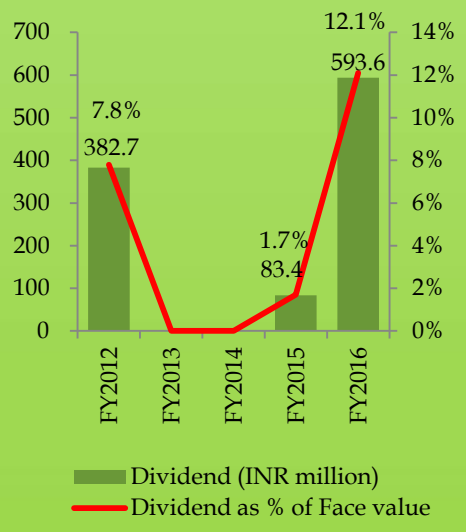


Debt Profile

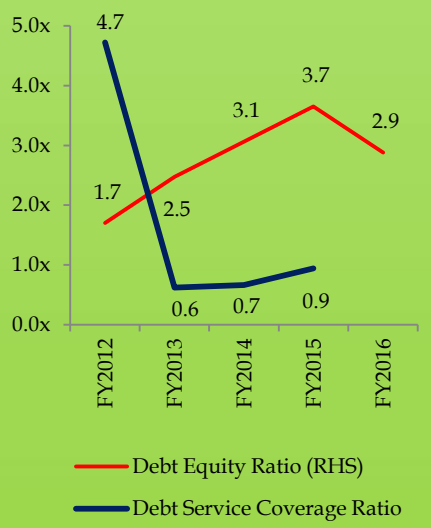


Return Ratios

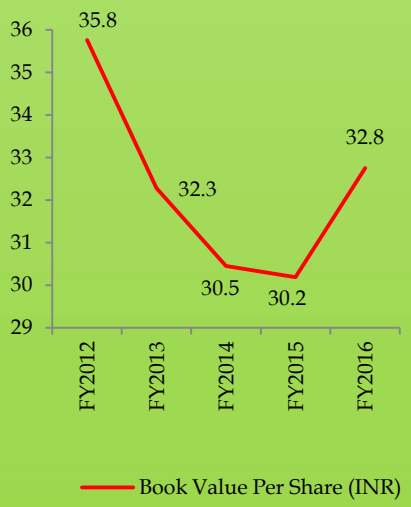
Dividend History



Debt Ratios



Book Value Per Share



Consequent to implementation of Changeover of feedstock projects in FY 2012-13 and FY 2013-14 the profitability was impacted due to lower production and stabilisation.
Short term borrowings are mainly due to subsidy receivables from GoI .

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Awards & Accolades received

Nangal Unit

- Skoch Renaissance Award-2014" for Ammonia Feedstock Changeover Project (AFCP) as the best project in the country
- "Green tech Environment Award 2014" from Green tech Foundation Group (Kolkata)

Vijaipur Unit

- FAI Best Technical Innovation Runner Up Award-2014

Panipat Unit

- Golden trophy along with certificate for "Sarvashreshtha Suraksha Puraskar (top level Award) -2015" from National Safety Council of India (NSCI)
- Safety Award (First prize) from NSCI, for the year 2013
- Safety award "Prashansha Patra-2014" from NSCI
- "National Energy Conservation Award-2014" in Fertilizer sector from Bureau of Energy Efficiency (BEE), Ministry of Power (GoI).
- Safety Award "Shreshtha Suraksha Puraskar" for 2013, 2012 & 2011 from NSCI
- FAI Safety Runner Up award for 2014, 2013 & 2012

Bathinda Unit

- Bronze trophy along with certificate for "Suraksha Puraskar (3rd level Award) -2015" from National Safety Council of India (NSCI), Mumbai
- Punjab State Safety Award" for 2014 & 2013 from Department of Labour, Punjab
- Safety award "Suraksha Puraskar-2014" from NSCI
- First Prize for "Largest reduction in accident frequency rate in chemical industry for more than 5 lac man hours" from Punjab Industrial Safety Council
- Safety Award "Prashansha Patra" for 2013 & 2012 from NSCI
- Punjab State Safety Award for 2013 & 2014 from Department of Labour, Punjab

Shri M. Sagar Mathews, Director (Technical), Shri D.S. Ahuja, ED, Bathinda Unit, and his team received the safety award for Bathinda Unit from Hon'ble Minister for Labour and Employment (Independent Charge), Shri Bandaru Dattatreya. The award is given by National Safety Council of India.

Shri Manoj Mishra, C&MD receiving Icon of the Year Award given by The Institute of Cost Accountants of India from Shri Arun Jaitley, Hon'ble Union Minister of Finance, Corporate Affairs and Information & Broadcasting

Shri R. K. Chandiok, Director (Finance) (Extreme Left), receiving the **Good Performance Award** given by The Institute of Cost Accountants of India to NFL

Corporate Social Responsibility Initiatives undertaken by NFL

CSR Focus

- Skill development & training
- Assistance to the disabled
- Construction activities for schools
- Children's health
- Rural development projects
- Afforestation
- Soil Testing
- Women empowerment

Assessment camp for disabled persons organised in Noida & Bathinda

Toilets constructed in schools in Nangal

Trainees attending the Stitching & Tailoring Programme at Nangal Unit

Installation of Solar Lights & Distribution of Solar Lanterns in Tehri Garhwal, Uttarakhand

A cancer awareness & check up camp held in Bathinda

Girls' Toilets constructed in government schools in Guna, M.P.

नेशनल फर्टिलाइज़र्स लिमिटेड
एन.एफ.एल.
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THANK YOU