

**राष्ट्रीय केमिकल्स एण्ड
फर्टिलाइजर्स लिमिटेड**

(भारत सरकार का उपक्रम)
साथ बढे समृद्धि की ओर



**RASHTRIYA CHEMICALS AND
FERTILIZERS LTD.**

(A Government of India Undertaking)
Let us grow together

दिव्येश एम. सती
कंपनी सचिव

DIVYESH M. SATI
COMPANY SECRETARY

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CIN : L24110MH1978GOI020185

RCF/CS/Stock Exchange/2016

31st October, 2016

The Managing Director BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street Mumbai, India 400 001	The Managing Director The National Stock Exchange of India Limited Exchange Plaza, Plot no. C/1, G Block, Bandra Kurla Complex, Bandra (East) Mumbai, India 400 051
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Sub: Disclosure under the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("LODR Regulations")

Dear Sir,

In accordance with the requirements under Regulation 30 of the LODR Regulations, please find below the schedule of institutional investors meet to be held on Thursday, 3rd November, 2016 at Chennai:

Sr. No.	Attendee	Type of meeting
1	Sundaram Mutual Fund	One to one
2	Franklin Templeton Mutual Fund	One to one

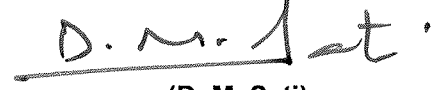
A copy of presentation to be given at the institutional investors meet is enclosed and also available on the website of Rashtriya Chemicals and Fertilizers Limited ("RCF"), <http://www.rcfltd.com/>.

Further, in terms of Regulations 46(2)(o) of the LODR Regulations, the said schedule of institutional investors meet and the appended presentation is being simultaneously uploaded on the website of RCF.

This is for your information and records.

Thanking you,

Yours faithfully,
For Rashtriya Chemicals and Fertilizers Limited


(D. M. Sati)
Company Secretary

Encl: a./a.

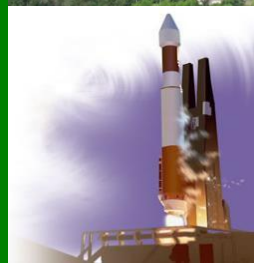


Rashtriya Chemicals & Fertilizers Limited



Corporate Presentation

November 2016





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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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KEY INVESTMENT HIGHLIGHTS

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FINANCIAL HIGHLIGHTS

COMPANY OVERVIEW

COMPANY OVERVIEW



BUSINESS DESCRIPTION

- Rashtriya Chemicals & Fertilizers was established in 1978
- It is a Mini Ratna Public Sector Undertaking

Company Plants

Trombay

- Capacity to manufacture :
- Various industrial products
 - 0.33 mmtpa of urea
 - 0.69 mmtpa of complex fertilisers

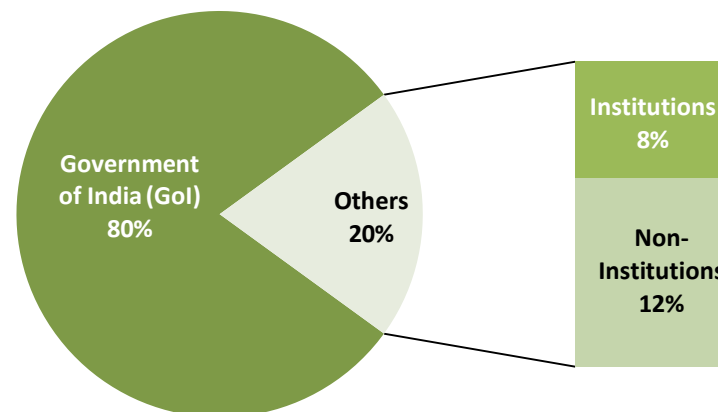
Thal

- Manufactures urea and industrial products
- Installed capacity of 2.0 mmtpa

FINANCIAL SNAPSHOT (Rs. Crore)

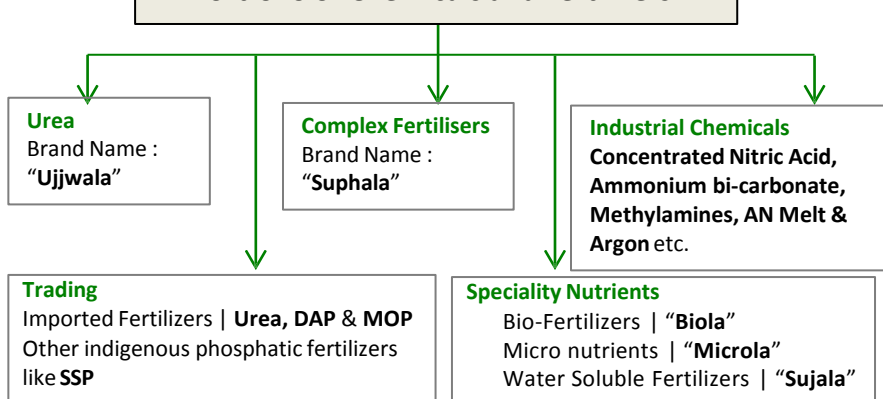
Financials	FY12	FY13	FY14	FY15	FY16
Revenue	6662.36	7102.49	6877.89	8057.65	9013.43
EBITDA	531.24	612.72	628.59	887.29	573.24
EBITDA %	7.97%	8.63%	9.14%	11.01%	6.36%
PBT	374.46	380.12	367.32	509.63	291.10
PBT %	5.62%	5.35%	5.34%	6.32%	3.23%
PAT	249.24	280.90	249.89	322.06	191.23
PAT %	3.74%	3.95%	3.63%	4.00%	2.12%
Networth	2171.20	2355.29	2508.39	2710.93	2829.12
EPS (Rs.)	4.52	5.09	4.53	5.84	3.47

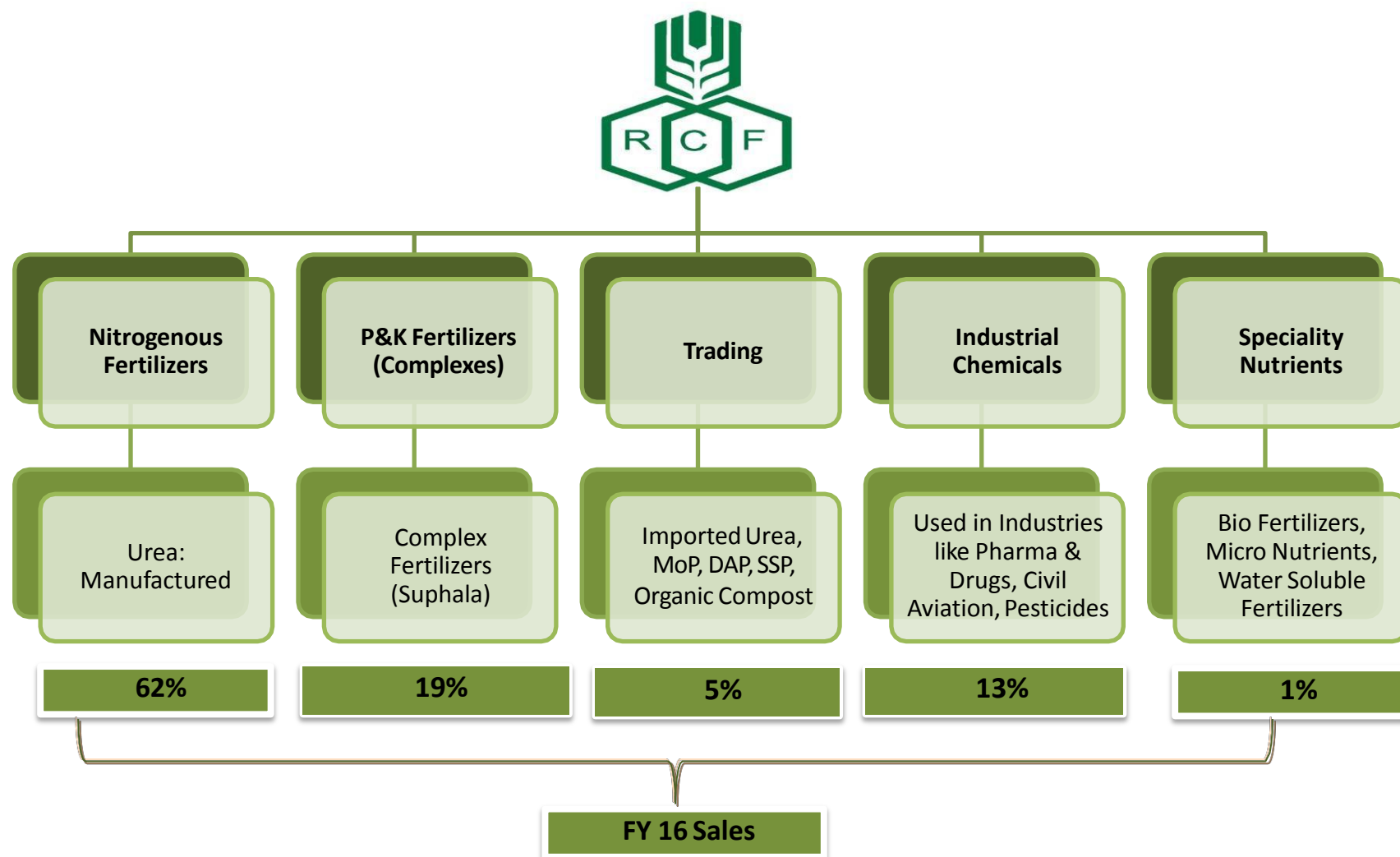
SHAREHOLDING PATTERN (AS ON JUNE 30, 2016)



PRODUCT PORTFOLIO

Portfolio of Chemicals and Fertilizers





Note: % indicates sales by value

A MAJOR PLAYER IN THE FERTILIZER INDUSTRY



- RCF, a **Mini Ratna Public Sector Undertaking**, was established in 1978 consequent to the reorganisation of Fertiliser Corporation of India
 - GOI owns **80%** of its paid up share capital
 - RCF has a market cap of **Rs. 2,722.64 Cr.*** and is **listed on BSE and NSE**
 - RCF has been a consistent profit making / dividend paying company since inception
 - A large producer of Nitrogenous and Complex **Fertilisers having capacity of ~3Mn Tonnes**
- Diversified portfolio with additional revenue streams from bulk industrial chemicals / trading of fertilisers

* - As on Oct 30, 2016

Strong Industry Position

- 3rd largest manufacturer of Urea in India
- Premium Fertiliser brands of urea- (Ujjwala), Complex Fertilisers (Suphala) etc having high degree of brand recall & patronage

Experienced Management Team

- Board has significant experience in leadership roles
- Management team with significant market and operation expertise in fertilisers and process chemicals

Established Track Record

- Large existing operating facilities
- Strong market network to handle and market huge quantities of fertilizers
- IMS- ISO-14001, & ISO- 9001 & OHSAS- 18001 Certified operating units

Operational Excellence

- Employing efficient manufacturing processes
- Multi product , integrated network of plants facilitating operational flexibility and scalability.
- Awarded MOU Excellent Rating by GOI for the past several years

Value Additions

- Focus on process improvement & energy efficiencies
- Revamp of Ammonia and Urea plant to reduce energy consumption
- “**Sarjana**” - one of the kind Research centre dedicated to Nanotechnology to explore the application of Nano Particles in agriculture

Investing for the Future

- Augmenting capacity through expansions and diversifications through new technologies and processes
- Scouting for overseas joint ventures for setting up of fertiliser capacities and thus obviating import dependencies
- Embarking upon trading of fertilizers in a big way

AWARDS & RECOGNITION



Fertilizer Association of India award for **“Best production performance of an operating fertilizer plant for Nitrogen(Ammonia and Urea)”** and **“Best production performance of an operating fertilizer Unit for Complex fertilizer for the year 2014-15”**

“India Pride Award” 2015-16 for excellence for PSUs of India in Agriculture and Associates including irrigation category



Environmental Excellence Award 2014-15 in Gold Category for Trombay instituted by Greentech Foundation for outstanding performance in environment management

Secured **1st** position in the prestigious **13thNational award for excellence in Cost Management-2015** from The Institute of Cost Accountants of India



Governance Now PSU Award 2014 for CSR initiatives

Golden Peacock Environmental Management Award for the year 2014 for Thal unit



'PSE Excellence Award' for Environmental Excellence and Sustainable Development under Miniratna category

Vigilance Excellence Award 2015-16 from Vigilance Study Circle, Hyderabad, Vigilance Excellence Award at Corporate level and also individual award for case studies from Institute of Public Enterprises, Hyderabad.



Golden Peacock Award 2012-13 to Thal unit for Industrial Health and Safety Management

Greentech Safety Award 2013 constituted by Genentech Foundation, for best safety management to Trombay unit.



ACHIEVEMENTS & MILESTONES (FY 16)



May 2015:
Launched
Microla
Paddy Basal
for Tamil
Nadu State

Oct 2015:
Inauguration of
Nanotechnology
Research Centre
"Sarjana"

Jan 2016:
Completed
Nanotechnology
Research Centre
"Sarjana"

Jan 2016:
Accreditation
of Trombay
Unit in
accordance
with ISO/IEC
17025:2005
in the field of
chemical
testing by
NABL*

Jan 2016:
Inauguration
of 2MW
Solar PV
Power plant

Oct 2015:
Installed 50
KW solar
plant at RCF-
Thal



Apr 2015:
Launched
new Sujala
Drip 13:40:13
grade
(Specialty
Fertilizer)



- RCF's CSR goals aim at providing benefit to needy, education, increasing awareness on farming and improving the quality of life of its stakeholders towards nation building
- The approach is holistic and oriented towards community and stakeholders
- Contributing to **Swachh Bharat Abhiyan**
- CSR model is **integrated into business strategy**
- Company had spent **Rs. 9.65 Cr. towards CSR in FY 2016**

A decorative horizontal bar spanning the width of the slide. It consists of a thick green top line, a white middle section, and a thick green bottom line. On the left side of the white section, there is a gold-colored trapezoidal shape that tapers to the right.

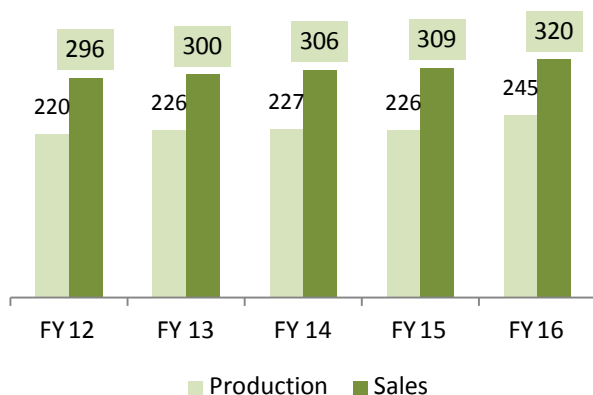
INDUSTRY OVERVIEW

SALES & PRODUCTION OF MAJOR FERTILIZERS IN INDIA

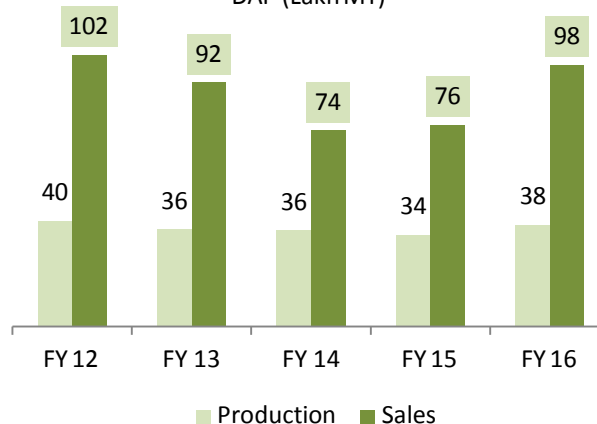


CONSUMPTION AND PRODUCTION OF MAJOR FERTILIZERS IN INDIA

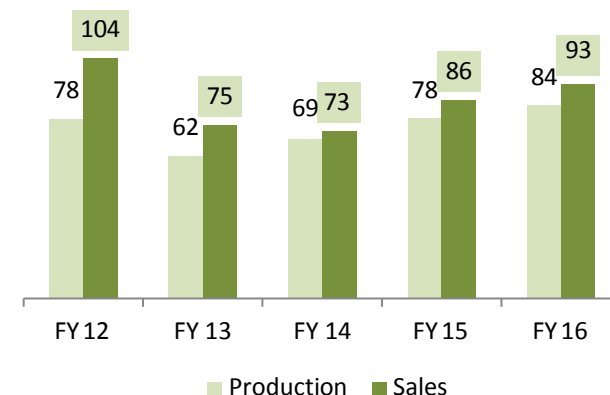
UREA (Lakh MT)



DAP (Lakh MT)



COMPLEX (Lakh MT)



INSTALLED CAPACITY OF VARIOUS FERTILIZERS IN INDIA

Product	No. of Units	Total Installed Capacity (Lakh MT) in FY 16
Urea	30	234.97
DAP/NP/NPKs	19	147.19
SSP	105*	112.99
AS	10	6.70
ACI	1	1.05
CAN	1**	1.42
Total		504.32

* 93 Operational, ** Closed since Jan 2014

DEMAND FORECAST FOR FERTILIZER IN INDIA



IMPORT OF MAJOR FERTILIZERS

(IN LAKH MT)

Year	Urea	DAP	MOP	Total
FY 12	78	69	40	187
FY 13	80	57	25	162
FY 14	71	33	32	135
FY 15	87	39	42	168
FY 16	85	60	32	177

ALL INDIA DEMAND FORECAST OF FERTILIZER PRODUCTS

(IN LAKH MT)

Year	Urea	DAP	NP/NPKs	SSP	MOP
FY 17	337	124	114	59	48
FY 18	338	128	118	65	49
FY 19	345	130	123	66	50

ALL INDIA DEMAND PROJECTIONS OF FERTILIZER NUTRIENTS (N+P+K)

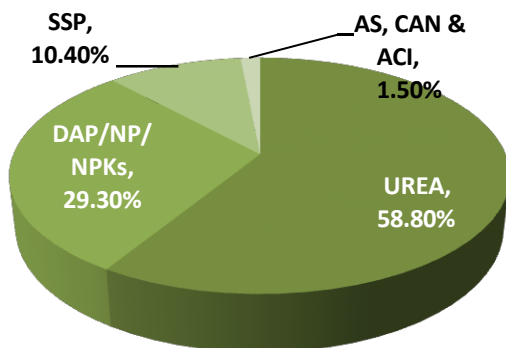
(IN LAKH MT)

Year	N	P	K	Total
FY 17	199	95	41	335
FY 18	202	99	43	344
FY 19	206	101	44	351

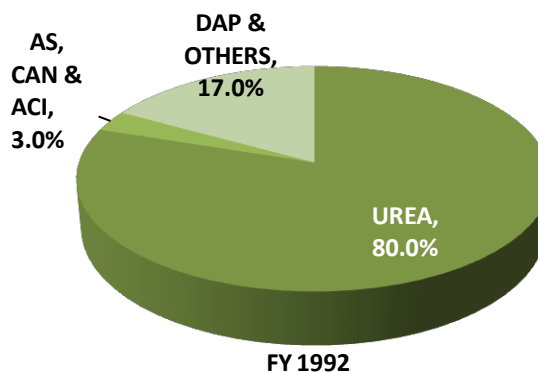
UREA – AN INDUSTRY OVERVIEW



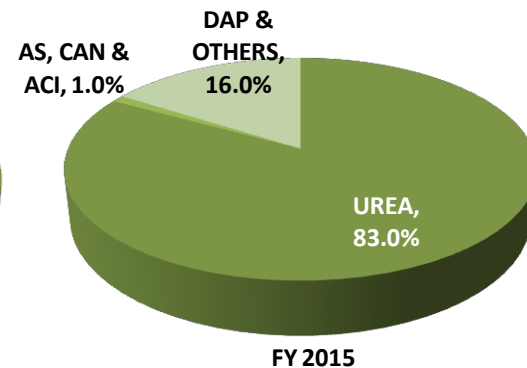
UREA ACCOUNTS FOR MORE THAN HALF OF THE TOTAL FERTILIZER DESPATCHES (FY 16)



UREA REMAINS THE PREFERRED CHOICE AS PART OF THE NUTRIENT (N) MIX FOR MORE THAN TWO DECADES

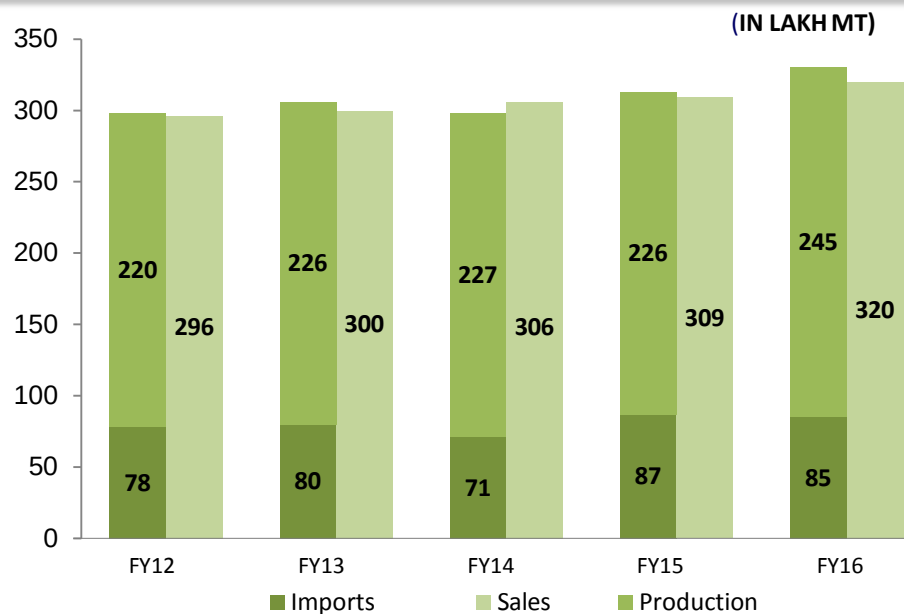


FY 1992



FY 2015

HOWEVER THE COUNTRY IS DEPENDENT ON IMPORTS TO MATCH THE RISING MISMATCH BETWEEN CONSUMPTION AND PRODUCTION



Estimated Demand For Urea (Lakh MT)

	FY 17	FY 18	FY 19
	337	338	345
Product	No. of Units	Total Installed Capacity (Lakh MT)	
Urea	30	234.97	
DAP/NP/NPKs	19	147.19	
SSP	105	112.99	
AS	10	6.70	
ACI	1	1.05	
CAN	1	1.42	
Total		504.32	

* 93 Operational, ** Closed since Jan 2014

With the demand far exceeding the installed capacity, India is reliant on Imports to meet the increasing demand

Extant Government policies governing Fertilizer industry in India for existing capacities

Product	Policy in effect	Type	Effect on Pricing & Subsidy
Urea	New urea Policy effective from 01.06.2015	A group pricing model based on classification of gas based urea units as per energynorms	• Government controlled pricing • Variable subsidy
Phosphatic & Potassic (P & K) Fertilizers	Nutrient Based Subsidy (NBS) Policy in place since April 2010	A model based on Import Price Parity of nutrients	• Market pricing based on demand-supply balance • Fixed subsidy based on nutrients contained in the fertilizers

Both policies focus on local capacities in achieving global efficiency standards and maximizing production capabilities

Further NBS also encourages product variants and customization to meet market requirements



New Urea Policy 2015

- On May 25, 2015, the GoI notified New Urea Policy 2015 for the period from June 2015 to March 2019 which alters the pricing parameters as provided to the urea industry under the **Modified New Pricing Scheme-III and NPS-III**.
- **Subsidy for each unit primarily varies as per their actual energy consumption vis-a-vis the pre-set norm.** Revised pre-set energy norms have been tightened and expected to be further tightened from 01.04.2018 focusing on units undertaking energy efficiency measures. Units will be entitled for price concession based on pre set energy norms together with compensation for fixed cost for production up to Re-assessed capacity(RAC).
- **For production beyond RAC, units will be entitled to their variable cost(energy cost, bags, electricity and water cost primarily) and the uniform per MT incentive equal to the lowest of the per MT fixed costs of all domestic urea units.** However, this realisation would be subject to a cap of the import parity price plus weighted average of other incidental charges (transportation and handling charges, etc.), which the GoI incurs on imported urea on its account.
- Consequent to government announcing **Gas Pooling Guidelines** for urea sector all the urea manufacturers would be entitled to receive gas at the pooled price of gas arrived at for the industry as a whole.

Neem Coated Urea

- On May 25, 2015, the GoI made it mandatory for all indigenous **producers of urea to produce 100%** of the total production of **urea as neem-coated urea**.
- Neem coating leads to more gradual release of urea, helping **plants gain more nutrient and resulting in higher yields**, apart from lower underground water contamination due to leaching of urea.
- Besides, neem-coated urea **cannot be diverted for industrial use**, which should help the GoI **reduce subsidy** to some extent.
- Accordingly GoI has increased the MRP by 5% for Neem coated Urea .

IMPACT OF NEW UREA POLICY ON RCFL



GROUPING OF PLANTS UNDER THE NEW UREA POLICY

Category	Gcal/ Tonne (by FY 19)	Applicability to RCFL Plants
Group – I	5.50	NA
Group – II	6.20	Thal Plant
Group – III	6.50	Trombay Plant

ENERGY CONSUMPTION - CURRENT AND POST APPLICABILITY OF NEW UREA POLICY

RCFL Plants	Gcal/MT (FY 15 Actual)	Gcal/MT Urea (FY 16 Actual)		Gcal/MT Urea (FY 19 Estimated)	Gcal/ MT Urea (FY 19 Target Norm)
Thal	5.87	5.94	»»	5.35	6.20
Trombay	6.87	6.78		6.20	6.50

Trombay

- Installation of Gas Turbine at RCF Trombay
- Trombay Urea V Revamp Projects (Casale and NIIK)
- Revamp of CO2 compressor and PAC along with VAM in Ammonia Plant
- Ammonia wash in Ammonia V and revamp of waste heat recovery systems

Thal

- Installation of Gas Turbine –Heat recovery steam generator
- Revamp of CO2 compressor all 3 Units of Thal Urea Plant
- Installation of Ammonia preheater in Urea-11 and Urea-21 units
- Replacement of 13 nos. Drive Turbines by Motors.
- Conversion of process air compressor to Gas turbine drive

Initiatives to
achieve the Energy
Consumption
norms

KEY INVESTMENT HIGHLIGHTS



**Major Urea
player with a
diversified
product
portfolio**

**Efficient
Manufacturing
base with High
Capacity
Utilization**

**Pan India
Network
Backed by
Strong Brand
Equity**

**Demand for
Fertilizers are
directly
proportional to
the
performance of
the Monsoons**

**Robust In-
House technical
Capabilities**

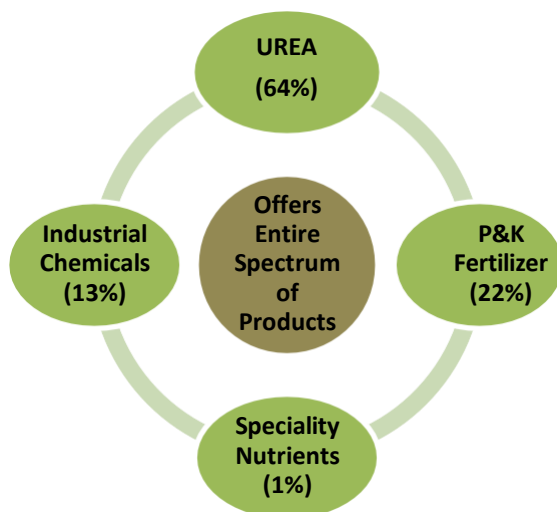
**Experienced
Senior
Management
Team with
Strong Gol
Parentage**

MAJOR UREA PLAYER WITH A DIVERSIFIED PRODUCT PORTFOLIO



DIVERSIFIED PRODUCT PORTFOLIO WITH PRESENCE IN NITROGENOUS & COMPLEX FERTILIZERS

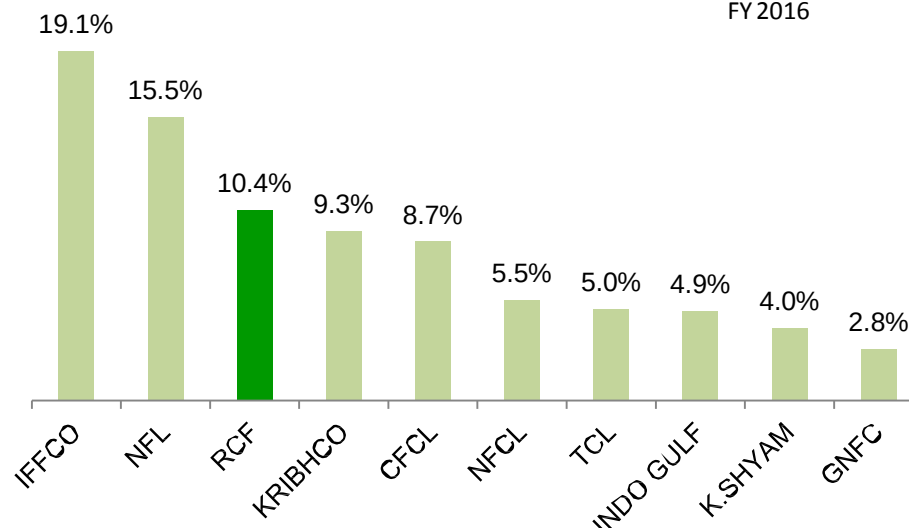
AND A MAJOR UREA PRODUCER IN THE INDIAN MARKET



Note: % of FY 16 sales data is inclusive of traded /imported products

Market Share in terms of Urea Production

FY 2016



MARKET SHARE IN TERMS OF SALES

Qty. in Lakh MT

Sales(FY 16)	Urea	NPK	MOP	DAP	Total
Industry Sale	319.68	92.77	24.32	97.53	534.30
RCF Sale	26.52	6.22	0.93	Nil	33.67
Market share (%)	8.30	6.70	3.82	Nil	6.30

MAJOR UREA PLAYER WITH A DIVERSIFIED PRODUCT PORTFOLIO



DIVERSIFIED PRODUCT PORTFOLIO

- RCF manufactures and markets various fertilizers and Chemicals which have a high degree of brand recall and patronage.
- **Urea** | RCF enjoys a significant market in Urea sector and its Urea is sold under the popular brand name "Ujjwala".
- **Complex Fertilizers** are produced by RCF and sold under the brand name "Suphala".
- **Speciality Nutrients** | RCF produces speciality nutrients like Bio-Fertilizers (Biola), Micro nutrients (Microla) and water soluble Fertilizers (Sujala)
- **Trading** | RCF also trades in imported fertilizers like Urea, DAP , MOP and other indigenous phosphatic fertilizers like SSP etc.
- **Industrial Chemicals** | 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)

Product	15-16	14-15	13-14	12-13	11-12
Urea Thal	20.97	21.78	19.94	19.51	17.72
Urea Trombay	4.49	4.23	3.53	3.84	3.36
Urea	25.46	26.01	23.47	23.35	21.08
Suphala	4.62	3.97	3.33	4.74	4.58
ANP	1.75	2.61	1.84	1.35	1.92
Industrial Products	1.84	2.62	2.53	2.62	2.44

Imported Qty

(In Lakh MT)

Product	15-16	14-15	13-14	12-13	11-12
Imported Urea	1.20	3.06	0.30	0.62	11.17
MOP	1.18	1.00	-	1.22	2.74
DAP	0.00	0.00	0.71	1.23	0.73
Others (Traded)	0.06	1.19	0.60	0.47	0.81
Traded MOP,SSP etc	1.24	2.19	1.32	2.92	4.27

Sales Performance

(In Lakh MT)

Product	15-16	14-15	13-14	12-13	11-12
Urea	26.52	26.18	24.15	22.86	20.52
Suphala	4.36	3.89	3.61	4.62	4.40
ANP	1.86	2.55	1.88	1.35	1.77
Industrial Products	2.88	3.54	3.37	3.72	3.33
Traded MOP,SSP etc	0.95	1.87	1.69	3.63	3.17

EFFICIENT MANUFACTURING FACILITIES

WITH HIGH CAPACITY UTILIZATION



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

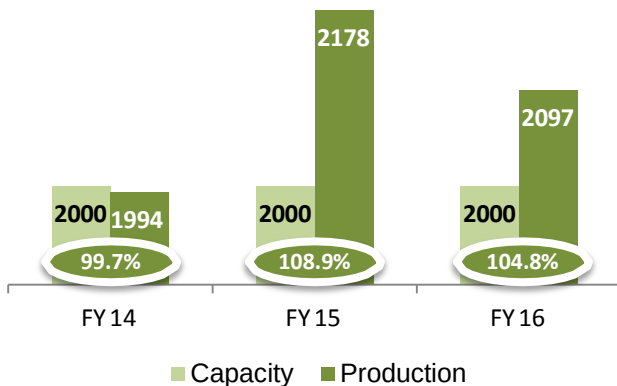


TROMBAY UNIT

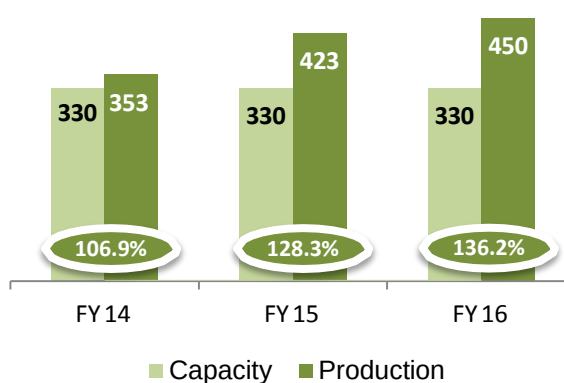
- Multiproduct integrated fertilizers & process chemicals factory in Mumbai spread across 765 acres (including township)
- IMS-ISO 14001, ISO- 9001 & OHSAS- 18001 accredited
- Manufactures Ammonia, Urea, NPK, Nitric Acid, Sulphuric Acid, etc
- A 5 MGD plant to process Sewage Water

COUPLED WITH HIGH CAPACITY UTILIZATION DRIVING PROFITABILITY

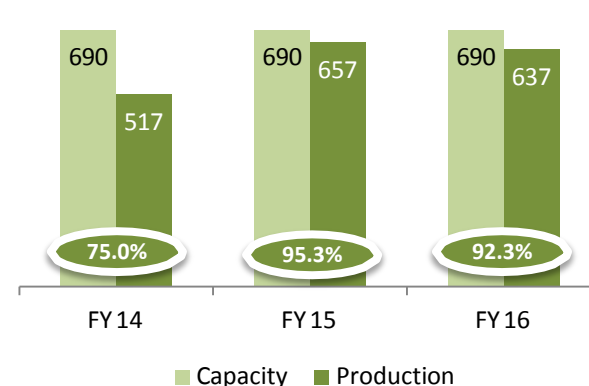
Thal ('000 MT)



Trombay ('000 MT)



Complex Fertilizers ('000 MT)



EFFICIENT MANUFACTURING FACILITIES

IMPROVING EFFICIENCY TRANSLATING TO LOWER COST

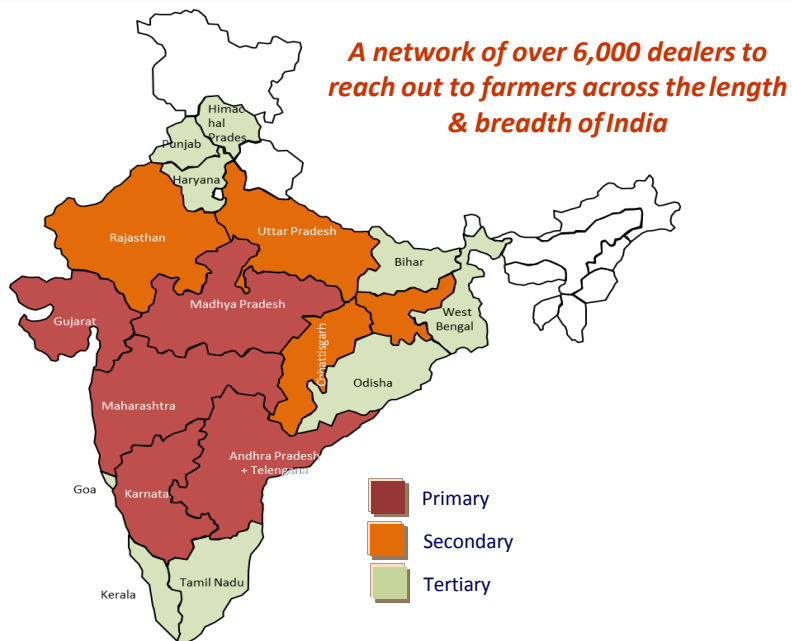


SCHEME IMPLEMENTED	BENEFITS ACHIEVED	EXPECTED SAVINGS / YEAR
Ammonia I Plant at Trombay		
Reduction of Steam/Carbon ratio in Primary Reformer from 4.0 to 3.35.	Reduction in Specific energy consumption of plant by 0.30 MKcal/MT	Energy Conservation Approximate saving of Rs. 13 Cr per annum.
Steam Generation Plant & Yard Piping at Trombay		
Replacement of nine stage BFW Pump by eight stage BFW Pump in Boiler no.2	The energy saving of 1624 KWH per day	Energy Conservation Approximate saving of Rs 40 Lac per year
Nitric Acid Group Plant at Trombay		
Replacement of inter stage cooler of HPNA air compressor	Reduction of discharge air temperature by 3 degrees Increase in air flow to the tune of 2000 NM ³ /hr	Increased Nitric acid production by about 5000 MT/ Annum which contributes ~ Rs. 8.5 Cr
STP at Trombay		
Recycling of seepage water from Final Storage Tank	Recycling of approx. 250 m ³ /day of treated water	Water Conservation. Saving of approx. Rs. 65 lakhs per year
Installation of new RO cleaning pump of higher capacity (200 m ³ /hr capacity)	Reduction in RO skid cleaning time from 4.5 hrs to 3 hrs.	Improved Productivity. Saving of approx. Rs. 36 lakhs per year
Ammonia at Thal		
Advance heating scheme for methantor in Ammonia plant.	Reduction in Start-up time by about 8-10 hrs.	--
Steam Generation Plant at Thal		
Replacement of Existing old PLC systems of BFW pumps with new Control logic PLC system,	Better Reliability.	--

PAN INDIA DISTRIBUTION NETWORK BACKED BY STRONG BRAND EQUITY



EXTENSIVE DISTRIBUTION NETWORK ACROSS TARGET MARKETS



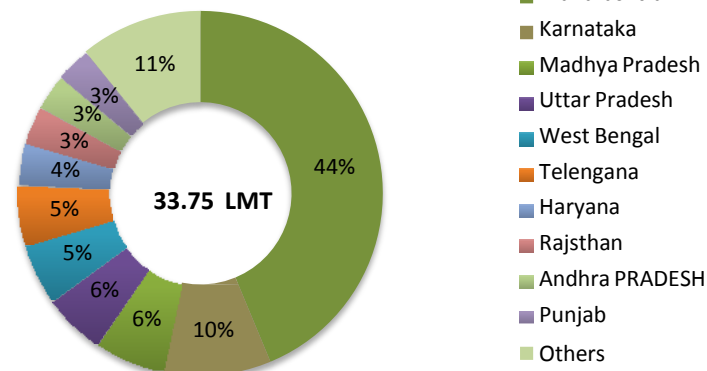
AIDED BY RECOGNIZED BRANDS



HELPED ACHIEVE STRONG SALES OF 33.75 LMT OF FERTILIZERS ACROSS STATES

Markets	No of RCF Dealers	%
Primary	4,609	75.96%
Secondary	630	10.38%
Tertiary	829	13.66%
Total	6,068	100

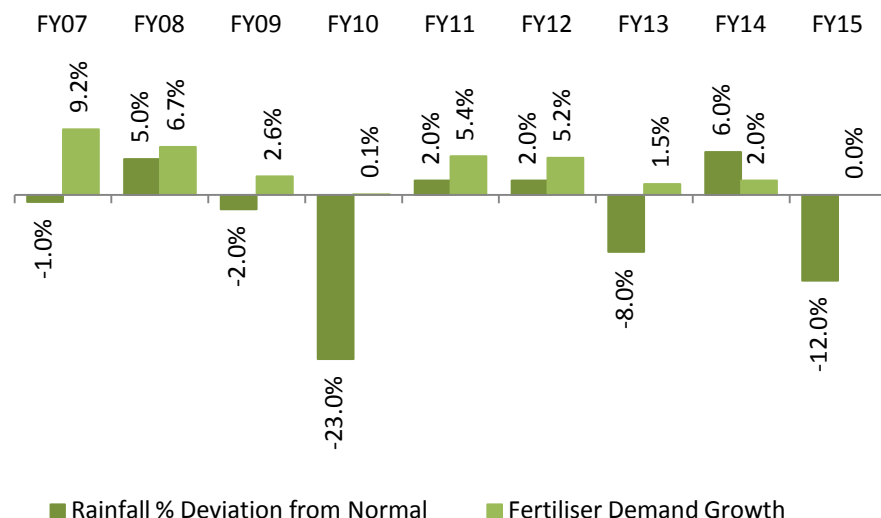
State Wise Sales Contribution (FY 16)



DEMAND FOR FERTILIZERS DIRECTLY PROPORTIONAL TO THE PERFORMANCE OF MONSOONS



EFFECT OF RAINFALL ON FERTILIZER DEMAND



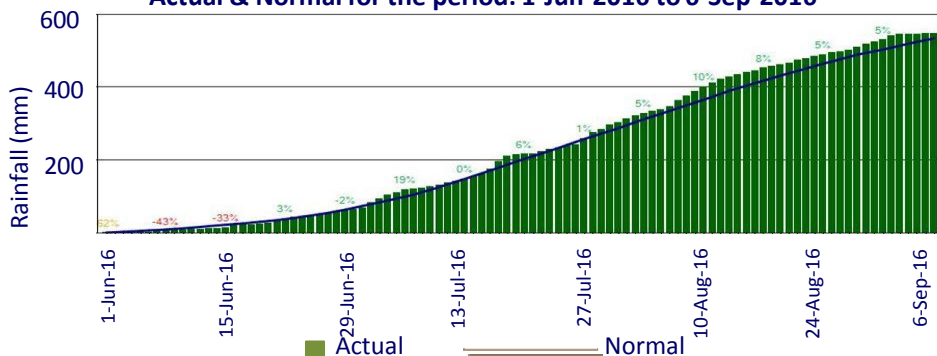
RAINFALL PREDICTABILITY FOR AUGUST & SEPTEMBER

	2015 (Long Period Average= 88.7cm)	2016 (Till Sept 14) (Long Period Average= 88.4cm)
Rainfall	14% Below LPA	5% Below LPA
Water Held In Reservoirs	92.3 Billion Cu. Cm	108.1 Billion Cu.Cm

Rainfall and its distribution over time and space is the basic determinant of fertilizer consumption
With good rainfall expected, usage of fertilizers by farmers will increase thereby boosting fertilizer consumption

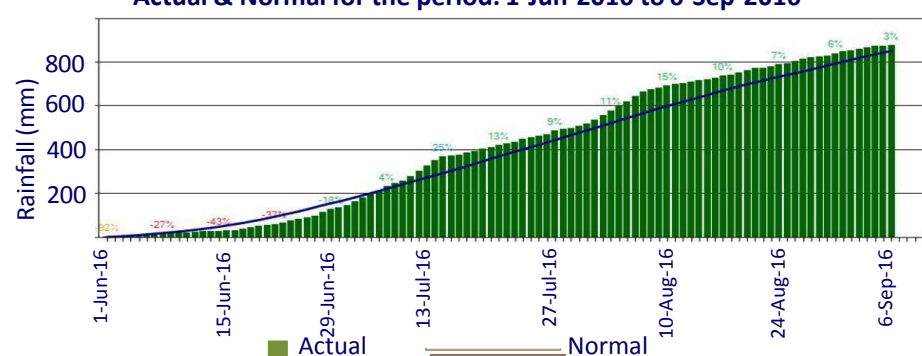
DISTRIBUTION OF CUMULATIVE RAINFALL (NORTH WEST INDIA)

Actual & Normal for the period: 1-Jun-2016 to 6-Sep-2016



DISTRIBUTION OF CUMULATIVE RAINFALL (CENTRAL INDIA)

Actual & Normal for the period: 1-Jun-2016 to 6-Sep-2016



STRONG IN-HOUSE TECHNICAL CAPABILITIES



PROCUREMENT & OPERATIONS

- Strong in house team of qualified professionals to oversee commercial activities and operations.
- Frequently scouting for new technologies and adopting best practices.
- Has a strong vendor arrangement ensuring timely availability at competitive prices.
- Operations team capable to manoeuvre plant loads with high skill and efficiency meeting product mix demand/requirements

PROJECT CONCEPTUALIZATION, EVALUATION & COMMISSIONING

- Excellent team of experienced engineers and managers conceptualizing expansion plans from concept to commissioning
- The team prepares project reports containing detailed estimates, implementation schedules and techno-economic viability of projects
- Project Management team employs state of art project management tools for effective time, cost and resource management

RESEARCH & DEVELOPMENT

- Research & Development Division has developed Bio-fertilizer “Biola”, liquid micronutrient fertilizer “Microla” which has been successfully commercialized.
- Sujala 19:19:19 a multi grade water soluble fertilizer has been developed and has been successfully commercialized.
- A (100% water soluble) Mono Ammonium Phosphate (MAP) Pilot plant has been set up for in house consumption and is expected to be scaled up to commercial production

HUMAN RESOURCES

- Technically and professionally qualified employees
- HR policies focus on all round development of all employees and imparts regular training in various functions like Marketing, Finance, Operations , Health & safety etc.
- High employee productivity
- Total employee strength of 3,772 employees as on 31st March 2016.



Expansion Initiatives

- **Coal Gasification** based fertilizer & chemical complex at Talcher on a JV basis with GAIL, Coal India & Fertilizer Corporation at an estimated cost of Rs. 8,000 Cr. with a capacity to manufacture 1.27 mn MTPA of Urea.
- **Thal Unit expansion** entails setting up one single stream Ammonia Plant of 2200 MTPD (0.73Mn MTPA) and single stream Urea plant of 3800 MTPD capacity (1.3 Mn urea MTPA) at an estimated cost of Rs. 5,534 Cr.
- **Fertilizer Project** in Chabahr, Iran on a Joint Venture basis shall have capacity of 2,200 MTPD Ammonia (0.73Mn MTPA) and 3850 MTPD (1.27 Mn MTPA) Urea- estimated cost of USD 900mn.

Focus On Improving Efficiency

- Revamp of Ammonia and Urea plant to reduce energy consumption at both Trombay and Thal manufacturing plants
- RCF is in the process of setting up an additional Sewage Treatment Plant (STP) at Trombay to double the processing capacity. Currently 60% of water need is met by the existing STP
- Installation of Solar Power plant at Trombay and Thal for captive consumption

Marketing Initiatives

- To broaden the reach to Farmers, RCF is setting up Model Retail Shops “Kisan Suvidha Kendra”. The company has set up 47 centers and plans to increase it to 150 by FY 2017
- RCF is also engaged in the pilot implementation of DBT to capture the sales pattern of Fertilizer. The company is setting up PoS devices across 1600 retailers in Nashik and Raigarh districts

EXPERIENCED MANAGEMENT TEAM (1/2)



Shri Manoj Mishra

Chairman & Managing Director

- 30+ years of extensive managerial experience
- Member of Institute of Cost Accountants of India (ICAI)
- Recently conferred 'Icon of The Year' Award by Institute of Cost Accountants of India
- He is also the CMD of National Fertilizers Ltd, Chairman of Ramagundam Fertilizers & Chemicals Ltd and Talcher Fertilizers Ltd



Shri Suresh Warior

Director (Finance)

- Experienced financial management veteran with RCF since 1985
- Cost Accountant from ICAI



Shri C.M.T Britto

Director (Technical)

- 35+ years of professional experience in RCF in various capacities
- Chemical Engineering degree from NIT (K)



Shri Sushil Kumar Lohani, IAS

Govt. Nominee Director

- Experienced IAS officer with great managerial capabilities
- Currently serving as the Joint Secretary , Dept. of Fertilizers, Ministry of Chemicals and Fertilizers, New Delhi



Shri Dharam Pal, IAS

Govt. Nominee Director

- Rich experience within the government machinery in various positions
- Currently serving as the Joint Secretary , Dept. of Fertilizers, Ministry of Chemicals and Fertilizers, New Delhi

EXPERIENCED MANAGEMENT TEAM (2/2)



Shri Bharatkumar Bharot

Independent Director

-Eminent parliamentarian; elected five times to the Gujarat Legislative Assembly between 1990 and 2012
-Has served as Minister of State in departments of Technical Education: Holds degrees in Science and Law



Shri Damodar Acharya

Independent Director

-Former Vice-Chancellor (AICTE); 32+ years of diverse experience in teaching and research
-Ph.D from IIT-Kharagpur



Shri Harin Pathak

Independent Director

-Seasoned parliamentarian in the Lok Sabha for 25+ Years ; ex-Union Minister of State for Home Affairs
-Recipient of the prestigious Janseva Award; Holder of B.A, and B.Ed degrees from Gujarat University



Shri G.M.Inamdar

Independent Director

-Varied experience in process industries and construction sector; works as consultant for HUDCO and NBCC (India)
-Holds a Mechanical Engineering degree from Dharwad University, Karnataka

Key Managerial Personnel – Corporate Heads

Department	Name	Designation
Marketing	Shri Kathikeyan.P	Director In charge
Finance	Shri S.Parthasarathy	Executive Director
Planning & Project Development	Shri A.Kundu	Executive Director
Human Resource	Shri Saifuddin K.Fidvi	Executive Director

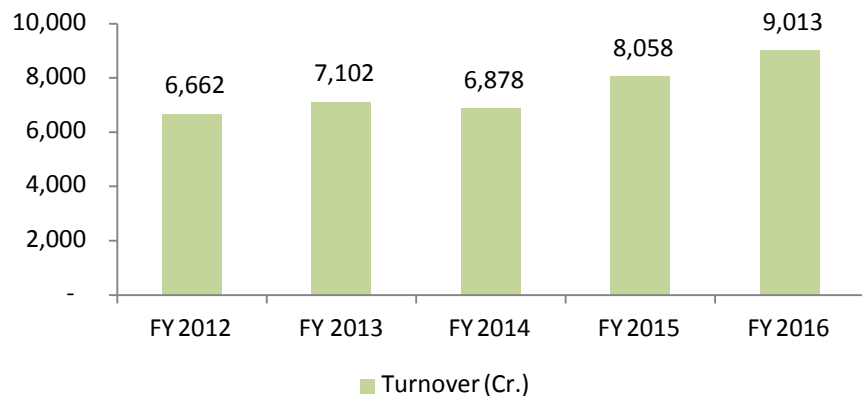
Department	Name	Designation
Marketing	Shri Shirish G.Bhogle	Executive Director
Quality Control	Shri M.Thyagarajan	Executive Director
Thal Unit Head	Shri UmeshV.Dhatrak	Executive Director
Trombay Unit Head	Shri Ravindra P.Jawale	Executive Director

FINANCIAL HIGHLIGHTS

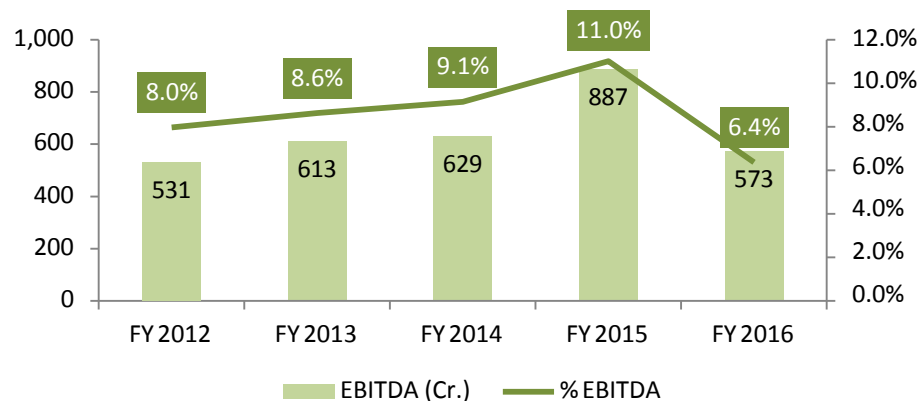
FINANCIAL HIGHLIGHTS



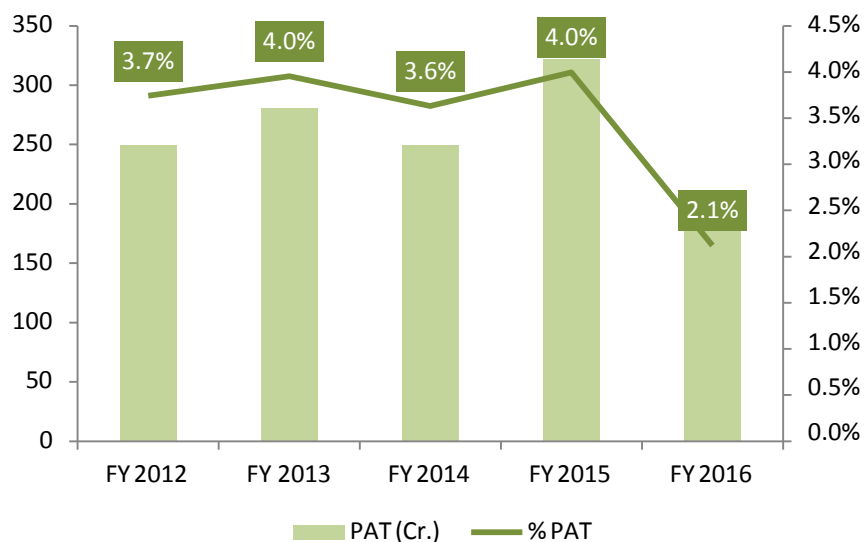
Historical Revenue



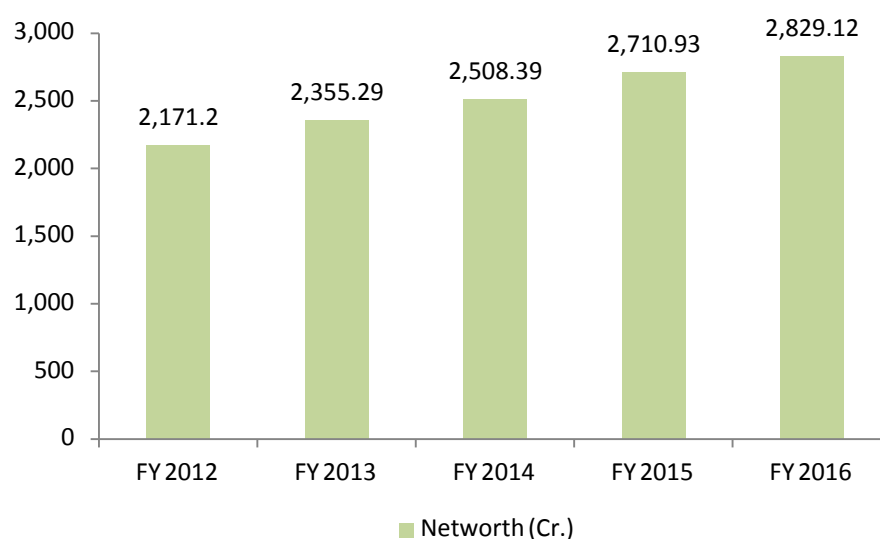
Historical EBITDA



Historical PAT



Net Worth





Department of Fertilizers, Government of India, (DoF) is under the process of implementing a move to mop up the unintended gains that the fertilizer units are making in nutrient “N” by use of domestic gas for manufacturing P&K fertilizers with retrospective effect from 01.04.2010. This, if implemented, will not only have adverse impact on the profitability but also operational viability of the Company. The Company has suitably represented to the DoF against this move.

Modified NPS-III for Urea applicable for 2014-15 (effective for a year from April 01, 2014) and announced by the GoI is yet to be notified. Notification of the same might have a positive Impact on the company.

In view of very low Import Parity Price (IPP) of Urea, production of Urea beyond RAC has become unavailable (specifically for Trombay). The company has represented the concern to GoI and suitable modification in the policy is awaited

Urea and P&K fertilizers are still subjected to price and distribution controls. Accordingly, the trade margins are lower.



Key Risks

- High volatility in the prices of raw material resulting in creation of scarcity, impeding production and marketing plans.
- The profitability is susceptible to the input costs of major raw materials, such as Rock Phosphate, Sulphur, DAP, MOP, MAP etc.
- Production of Urea, Complexes and chemicals are susceptible to availability of feedstock gas and its economic pricing
- The chemicals business is also exposed to global market competition from cheaper import
- Uncertainty in government policies in respect of supply of feed stock gas, pricing of fertilizers and subsidy thereon also affect the performance and competitiveness of the Company.
- Agro-climatic conditions can have an impact on the performance of the company
- Resistance by farmers to price hike in fertilizers can impact future margins.

THANK YOU

