



GUJARAT STATE FERTILIZERS & CHEMICALS LIMITED

Fertilizernagar - 391 750. Vadodara, Gujarat, INDIA.

CIN : L99999GJ1962PLC001121

NO.SEC/2016

07th September 2016

The Corporate Relationship Department BSE Limited 1st Floor, New Trading Ring Rotunda Bldg., P.J.Towers, Dalal Street Fort, MUMBAI - 400 001	The Manager, Listing Department National Stock Exchange of India Ltd. 'Exchange Plaza', C/1, Block G Bandra-Kurla Complex Bandra (East), MUMBAI - 400 051
--	---

SCRIP CODE: **500690**

SYMBOL: **GSFC**

Dear Sirs/Madam,

Sub. : Disclosure under Regulation 30 of SEBI (Listing Obligations & Disclosure Requirement) Regulations, 2015.

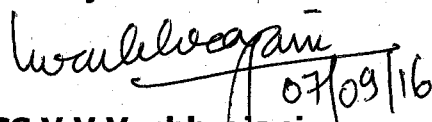
We wish to inform you that a Mutual Fund Meet and an Analyst Meet is scheduled to be held on 08/09/2016 and 09/09/2016 as a part of its investors meet exercise. A Power Point Presentation being made thereat is enclosed herewith. The same has also been placed on the website of the Company.

Kindly take this on your record.

Thanking you,

Yours faithfully,

For Gujarat State Fertilizers & Chemicals Ltd.,


CS V.V. Vachhrajani
Company Secretary &
Vice President (Legal)

E-mail : vishvesh@gsfcltd.com

Ph. : (0) +91-265-2242451, 2242651, 2242751, 2242641

Fax : +91-265-2240966 - 2240119 • Website : www.gsfclimited.com • e-mail : ho@gsfcltd.com

ISO 9001, ISO 14001, OHSAS 18001 & ISO 50001 Certified Company



GUJARAT STATE FERTILISERS & CHEMICALS LIMITED

Welcomes you to
Analysts' Meet

9th September, 2016

GUJARAT STATE FERTILIZERS & CHEMICALS LIMITED

CONTENTS



An Overview

GSFC – Market Presence

Growth Trajectory

Performance Highlights

GSFC – Shareholding Profile

SWOT Analysis

Striding Ahead

CSR – (Noble Initiatives of GSFC)

Accolades

GUJARAT STATE FERTILIZERS & CHEMICALS LIMITED



AN OVERVIEW

GUJARAT STATE FERTILIZERS & CHEMICALS LIMITED

ADVANTAGE GSFC

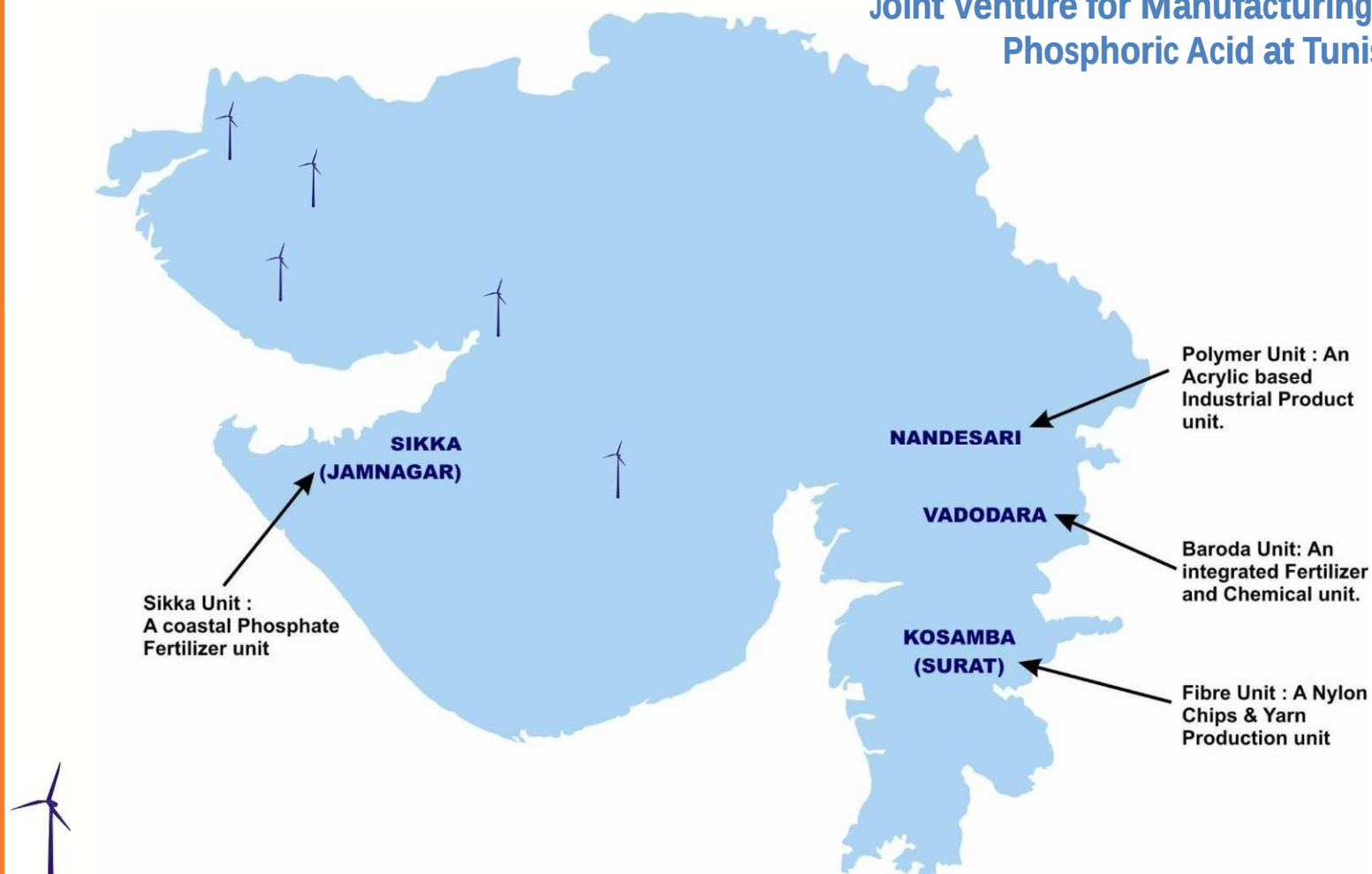


- ➔ **GSFC is India's premier fertilizer & chemical manufacturing company incorporated on February 15, 1962.**
- ➔ First to manufacture DAP (complex fertilizer) in India.
- ➔ First to establish Melamine Plant in the Country.
- ➔ First to set up Caprolactam Plant in India.

GSFC – MANUFACTURING LOCATIONS



Joint Venture for Manufacturing of
Phosphoric Acid at Tunisia



Sikka Unit :
A coastal Phosphate
Fertilizer unit

**SIKKA
(JAMNAGAR)**

NANDESARI

Polymer Unit : An
Acrylic based
Industrial Product
unit.

VADODARA

Baroda Unit: An
integrated Fertilizer
and Chemical unit.

**KOSAMBA
(SURAT)**

Fibre Unit : A Nylon
Chips & Yarn
Production unit



Wind Farm Location of GSFC

- Mahidad & Jasdan – Rajkot
- Jamanwada - Rajkot
- Bayath – Kutch
- Sikarpur – Kutch
- Adodar – Kutch
- Jamanwada - Rajkot

INDUSTRIAL PRODUCTS (installed capacity)



➔	CAPROLACTAM	-	70000 MTPA
➔	NYLON-6 CHIPS (GUJLON)	-	15000 MTPA
➔	MELAMINE (GUJLAMINE)	-	15000 MTPA
➔	MEK OXIME (GUJOXIME)	-	4450 MTPA
➔	WEAK NITRIC ACID	-	8000 MTPA
➔	ARGON GAS	-	2960000 NM3
➔	NY FILAMENT YARN (GUJNYL)	-	6000 MTPA
➔	MMA (GUJMER)	-	5000 MTPA
➔	PMMA (S)	-	2000 MTPA
➔	PMMA (P)	-	2000 MTPA
➔	MAA (GUJMET)	-	500 MTPA
➔	ACH (GUJACH)	-	5150 MTPA

FERTILIZER PRODUCTS (installed capacity)



Fertilizers under the brand name “Sardar”

- ➔ UREA - 364000 MTPA
- ➔ AMMONIUM SULPHATE (AS) - 196000 MTPA
- ➔ AMMONIUM PHOSPHATE SULPHATE (APS) - 256000 MTPA
- ➔ DI-AMMONIUM PHOSPHATE (DAP) - 984000 MTPA

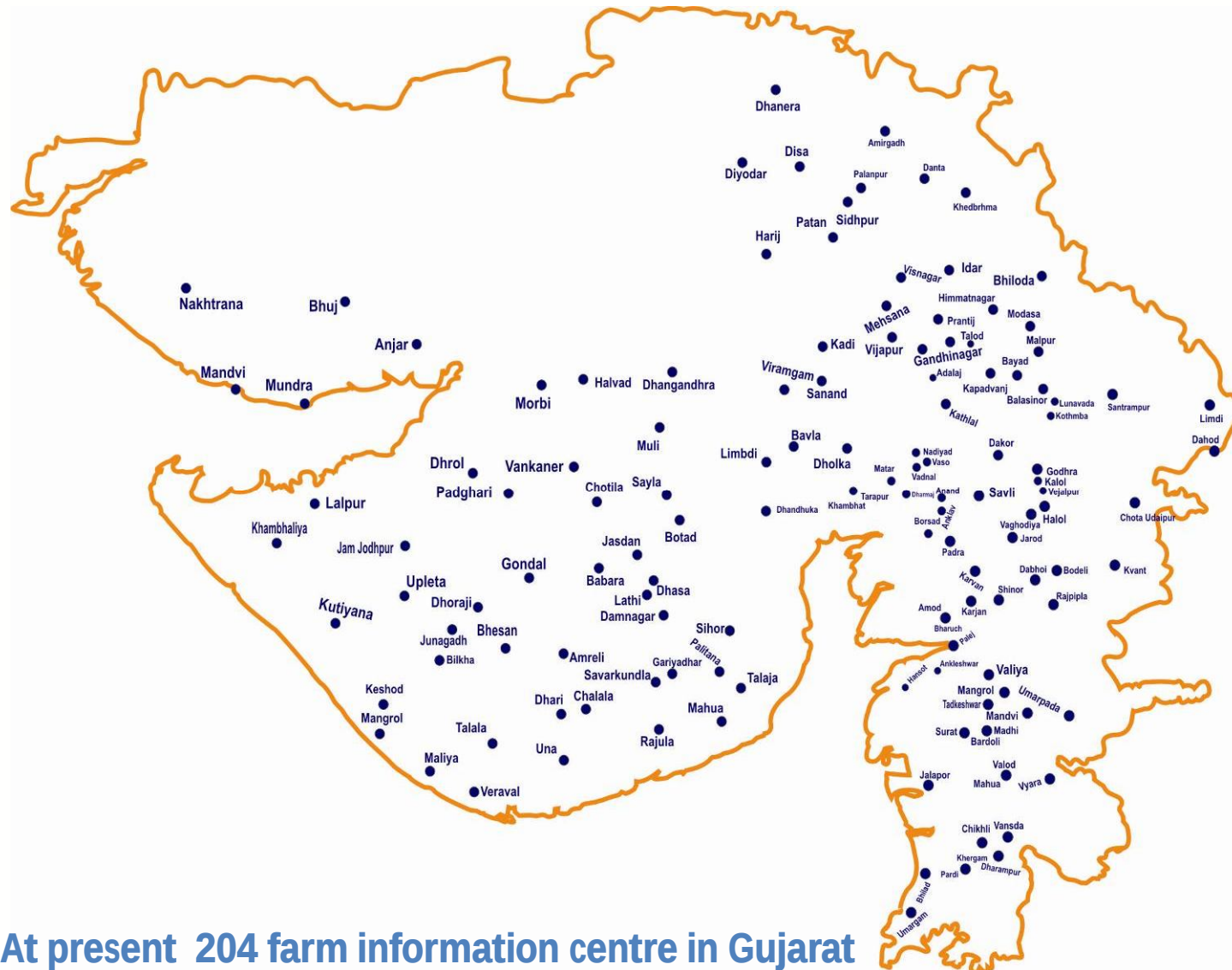
NPK 12-32-16

NPK 10-26-26



India Reach





At present 204 farm information centre in Gujarat

EXPORT OF GSFC PRODUCTS

GSFC exports its products to more than 30 countries world wide



COMPANIES PROMOTED BY GSFC

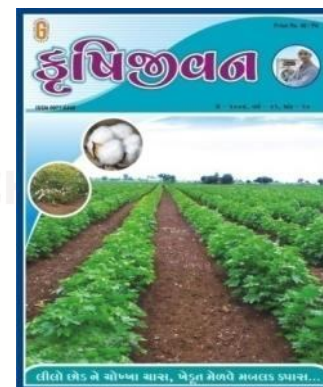
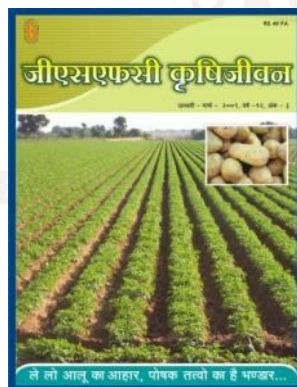
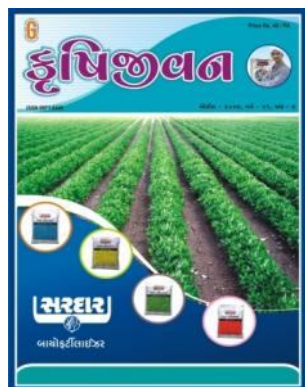


- ➔ **GSFC AGROTECH LIMITED (AGROTECH)**
100% Subsidiary Company of GSFC
- ➔ **TUNISIAN INDIAN FERTILIZERS (TIFERT)**
A Joint Venture in Tunisia to ensure P.A. supply
- ➔ **GUJARAT NARMADA VALLEY FERTILIZERS COMPANY LIMITED (GNFC)**
A Fertilizer & Chemical Company
- ➔ **GUJARAT GREEN REVOLUTION COMPANY LIMITED (GGRC)**
Revolution in agriculture through Micro Irrigation
- ➔ **GUJARAT CHEMICAL PORT TERMINAL COMPANY LIMITED (GCPTCL)**
A step to improve port based infrastructure
- ➔ **GUJARAT INDUSTRIAL POWER COMPANY LIMITED (GIPCL)**
A Joint Power Plant
- ➔ **EFFLUENT CHANNEL PROJECTS LIMITED (ECPL)**
Ensuring Cleaner Environment
- ➔ **BHAVNAGAR ENERGY COMPANY LIMITED (BECL)**
Lignite Based 500 MW power project
- ➔ **KARNALYTE POTASH PROJECT, CANADA**

AGRO EXTENSION ACTIVITY



- ➔ **Krishijivan–Agricultural magazine for farming community**
More than 65,000 subscribers in Gujarati edition (monthly)
More than 8,000 subscribers in Hindi edition (quarterly)
- ➔ **Farm Youth Training Programs organized regularly.**
- ➔ **Soil and Water testing facilities through well-equipped laboratory besides Mobile Van Lab.**
- ➔ **Field Demonstrations, Night Meetings, Seminars, Exhibitions.**
- ➔ **Promoting Micro Irrigation Systems.**





MARKET PRESENCE

GUJARAT STATE FERTILIZERS & CHEMICALS LIMITED

MARKET SHARE – FERTILIZER



NAME OF FERTILIZER	All India sales (Million Tons per Annum)	GSFC SHARE
DAP	9.77	5%
APS	3.57	9%
AS	0.43	77%
UREA	31.94	1%

MARKET SHARE – INDUSTRIAL PRODUCTS



Name of Product	Major End Use	Indian Demand MTPA	GSFC Share	GSFC Strength
Caprolactam	Tyre Cord and Nylon Yarn	150000	56%	Market Leader
Melamine	Laminates & Plywood	55000	33%	
MEK Oxime	Anti Skinning Agent for paints, varnish	600	90%	
Nylon – 6 Chips	Extrusion for Monofilaments, Packaging, Moulding for Automobiles	50,000	47%	Well Spread Market Network



GROWTH TRAJECTORY

GUJARAT STATE FERTILIZERS & CHEMICALS LIMITED

GROWTH TRAJECTORY – ON GROWTH PATH, ALWAYS



PHASE I 1967	PHASE II 1969	PHASE III 1974-1982	PHASE IV 1983-88	PHASE V 1989-2000	PHASE VI 2002-2011	PHASE VII 2011- 2014
Inception as a Fertilizer Company at Baroda	Expansion in Fertilizers at Baroda	Diversification in Petro-Chemicals at Baroda	Acquisition & Expansion at other Locations	Further Expansion in Petrochemicals and Acquisition	Expansion in Petrochemicals, Fertilizers and Green Power	ANONE DE-BOTTLENEKING
Ammonia I	Ammonia II	Caprolactam-I	Nandesari - Polymer Unit Acquisition	Co-Generation of Steam & Power Project –I	Sikka – DAP C Train	HX SULPHATE CRYSTAL
Urea-I	Urea II	Oleum(SO ₂)		Kosamba - Fibre Unit Acquisition	MEK-Oxime	METHENOL
Ammonium Sulphate		Purge Gas Recovery Plant (Methane)		Co-Generation of Steam & Power Project – II	Ammonia-III Revival	WIND MILL POWER PROJECT PHASE VI 29.4 MW
Diammonium Phosphate		Nylon-6		Caprolactam II		NYLON – 6
Sulphuric Acid-I		Oxo-Syn Gas	Sikka – New DAP Plant - A&B Trains	Sulphuric Acid-IV	Wind Power Projects – Phase I to V – 124 MW	WATER SOLUBLE FERTILIZERS
Phosphoric Acid		MEK Oxime		Combined Cycle Co-Generation Project-III		
Utilities		Sulphuric Acid III		Melamine II		
		Melamine I		Ammonia-IV		



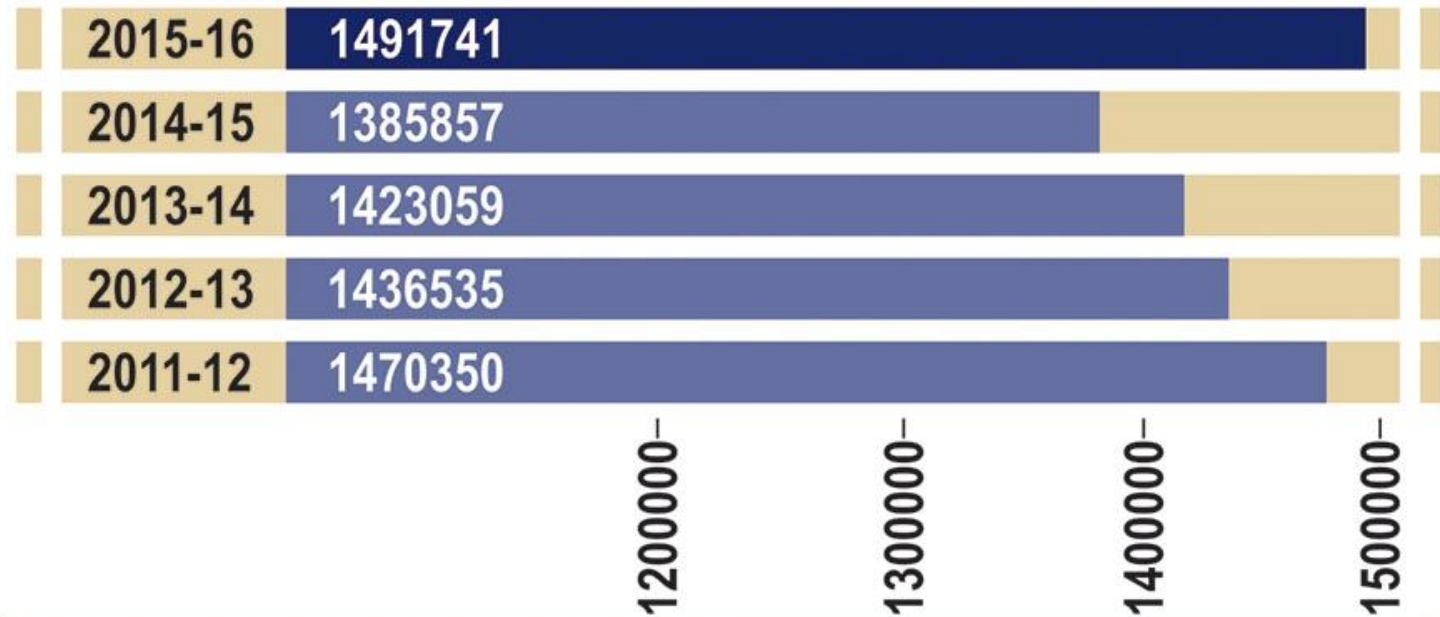
PERFORMANCE HIGHLIGHTS

GUJARAT STATE FERTILIZERS & CHEMICALS LIMITED

PRODUCTION

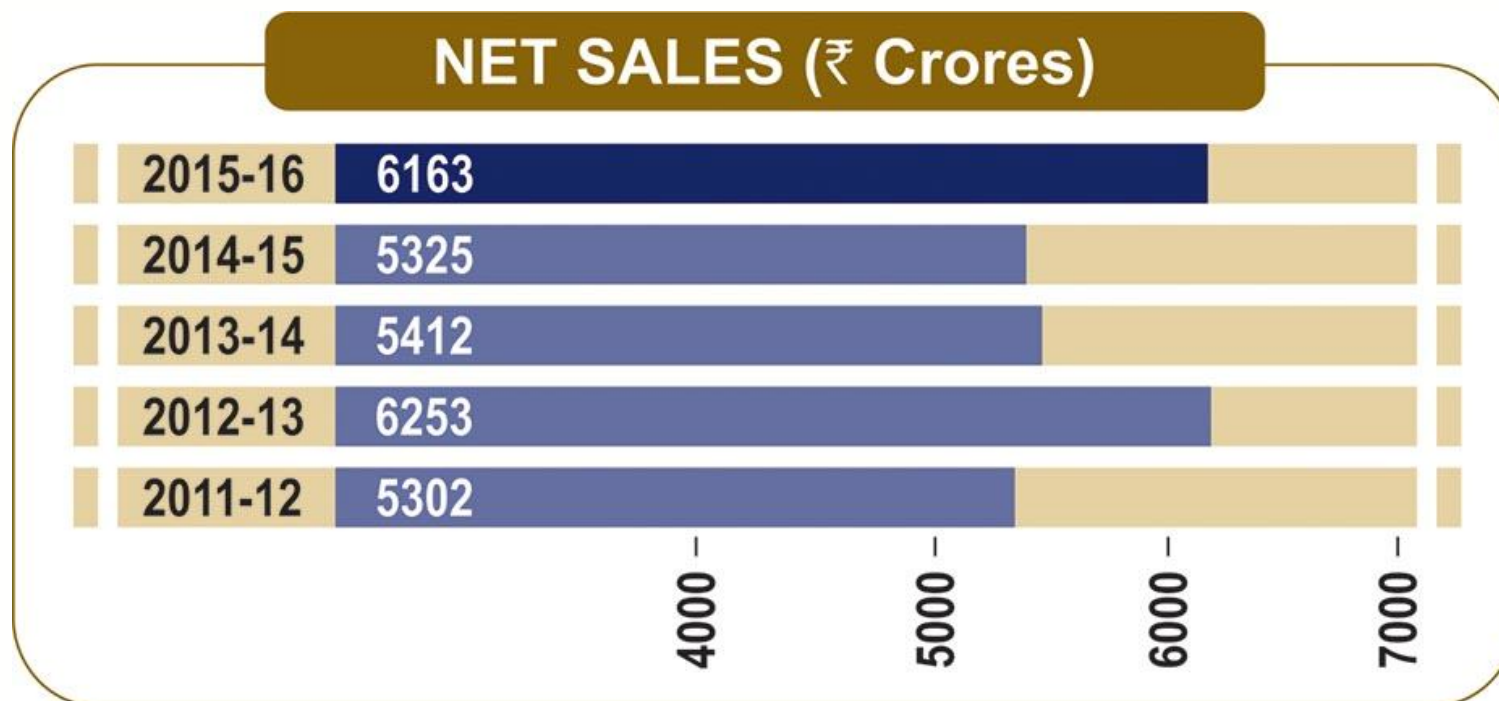


PRODUCTION (FERTILIZERS) IN MTs



GUJARAT STATE FERTILIZERS & CHEMICALS LIMITED

NET SALES

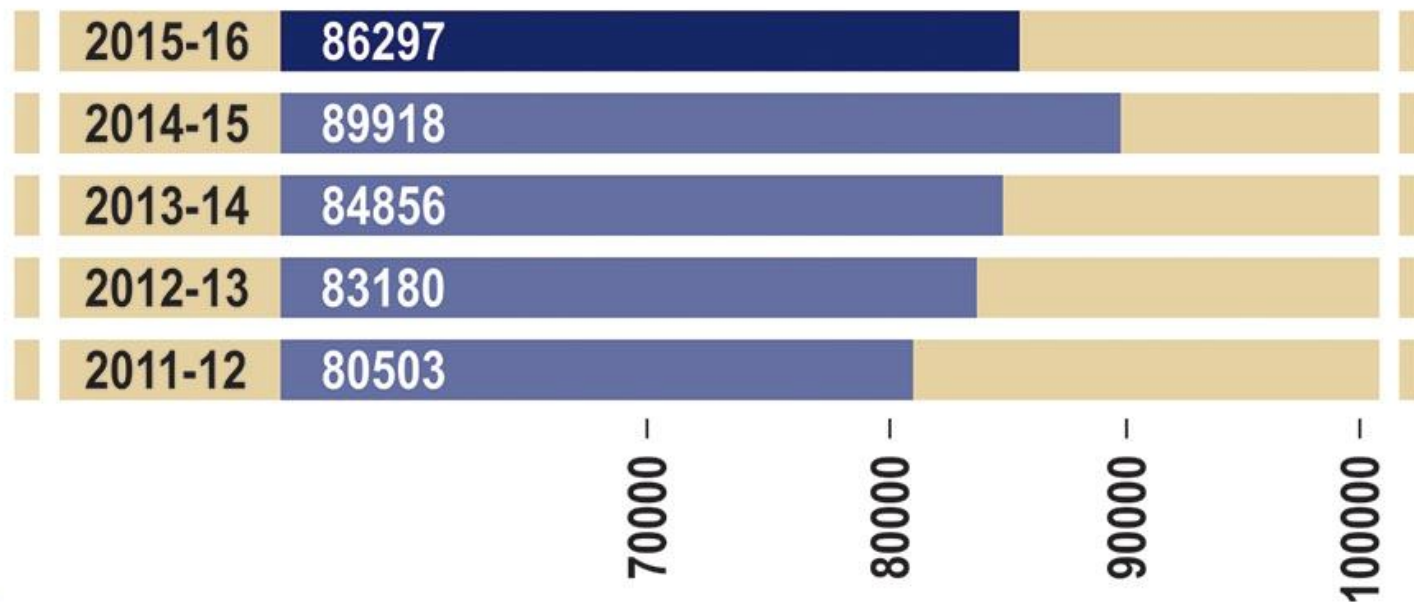


GUJARAT STATE FERTILIZERS & CHEMICALS LIMITED

PRODUCTION (CAPROLACTAM)



PRODUCTION (CAPROLACTAM) IN MTs

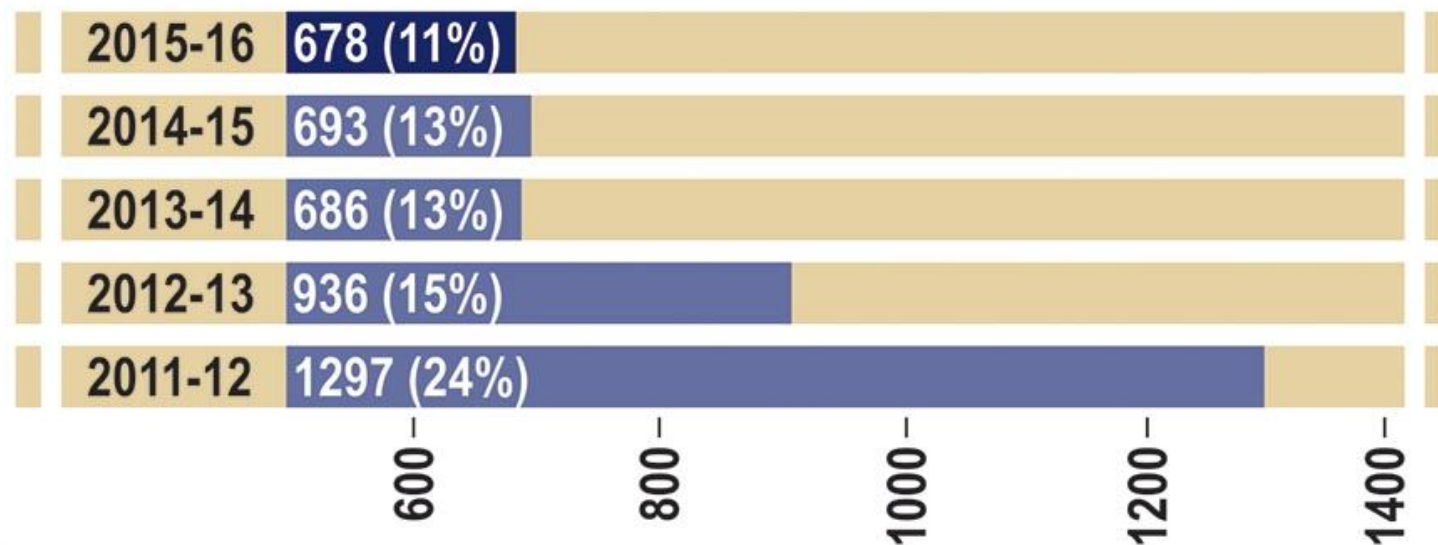


GUJARAT STATE FERTILIZERS & CHEMICALS LIMITED

OPERATING PROFIT (EBIDTA)



OPERATING PROFIT (EBIDTA) (₹ Crores)

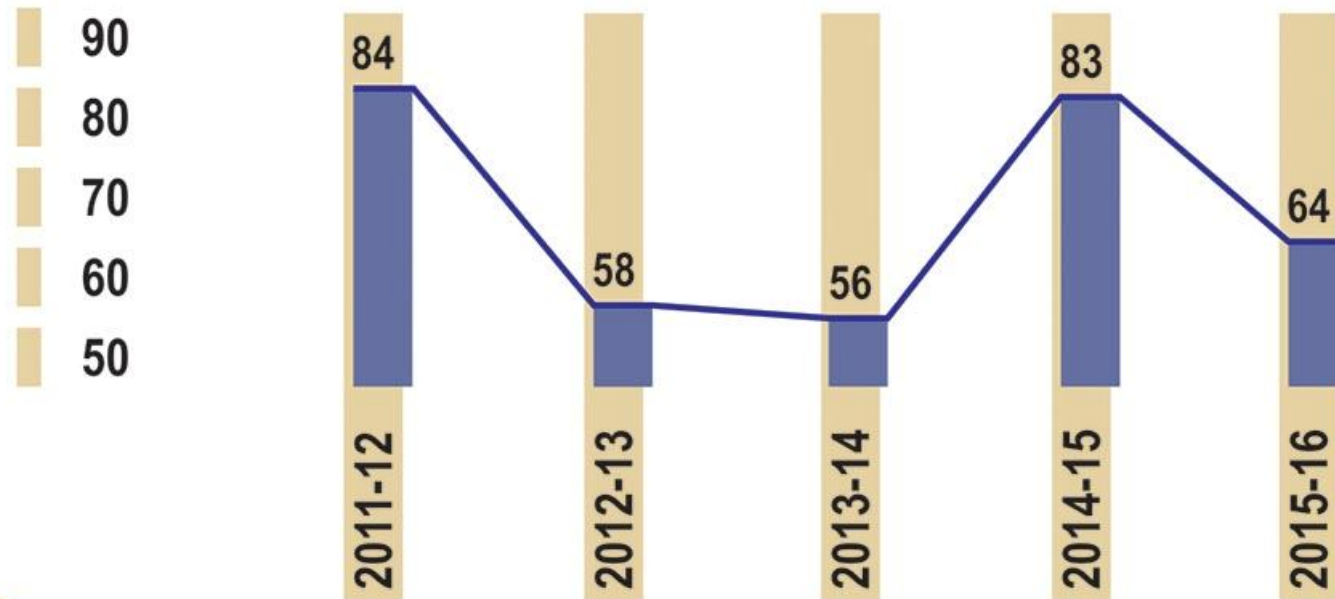


GUJARAT STATE FERTILIZERS & CHEMICALS LIMITED

MARKET PRICE PER SHARE



MARKET PRICE PER SHARE
(Face value ₹ 2/- each)
(As on 31st March of respective year)

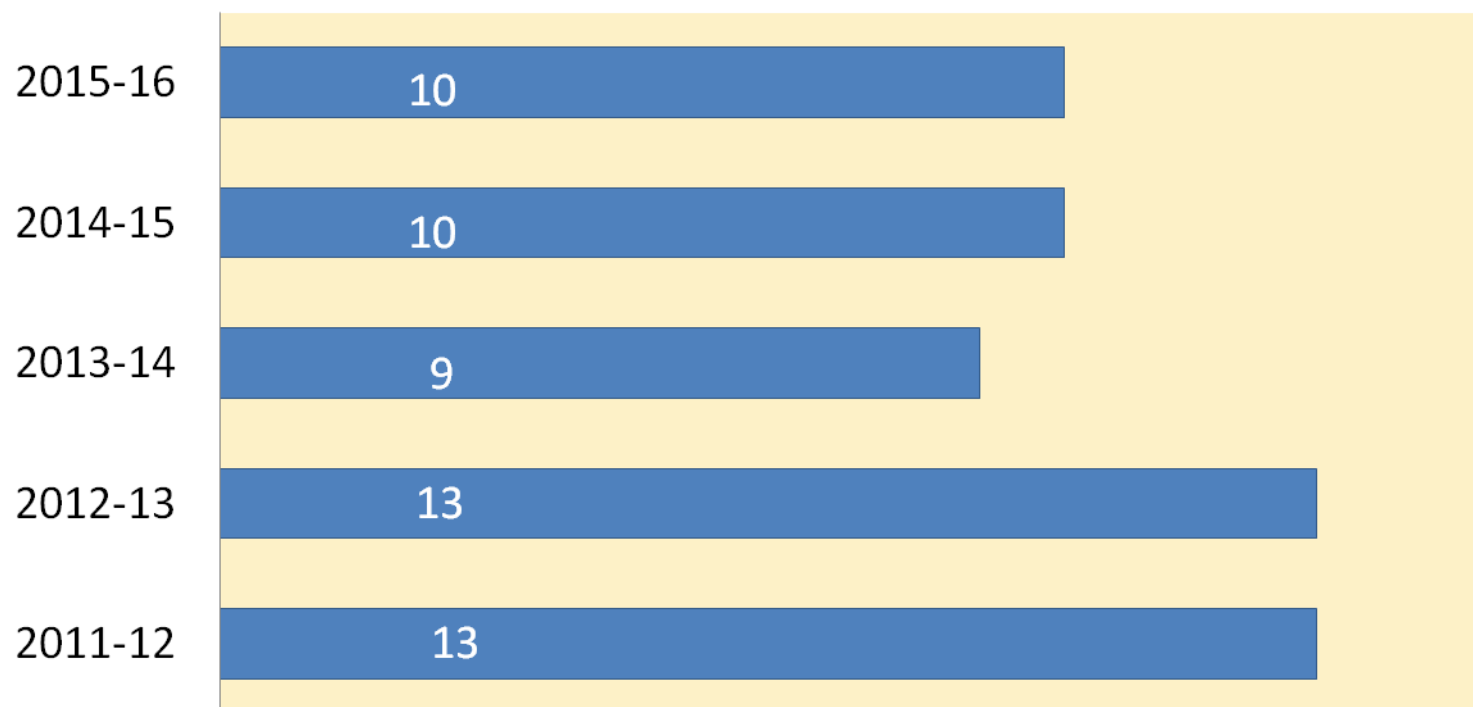


EARNING PER SHARE

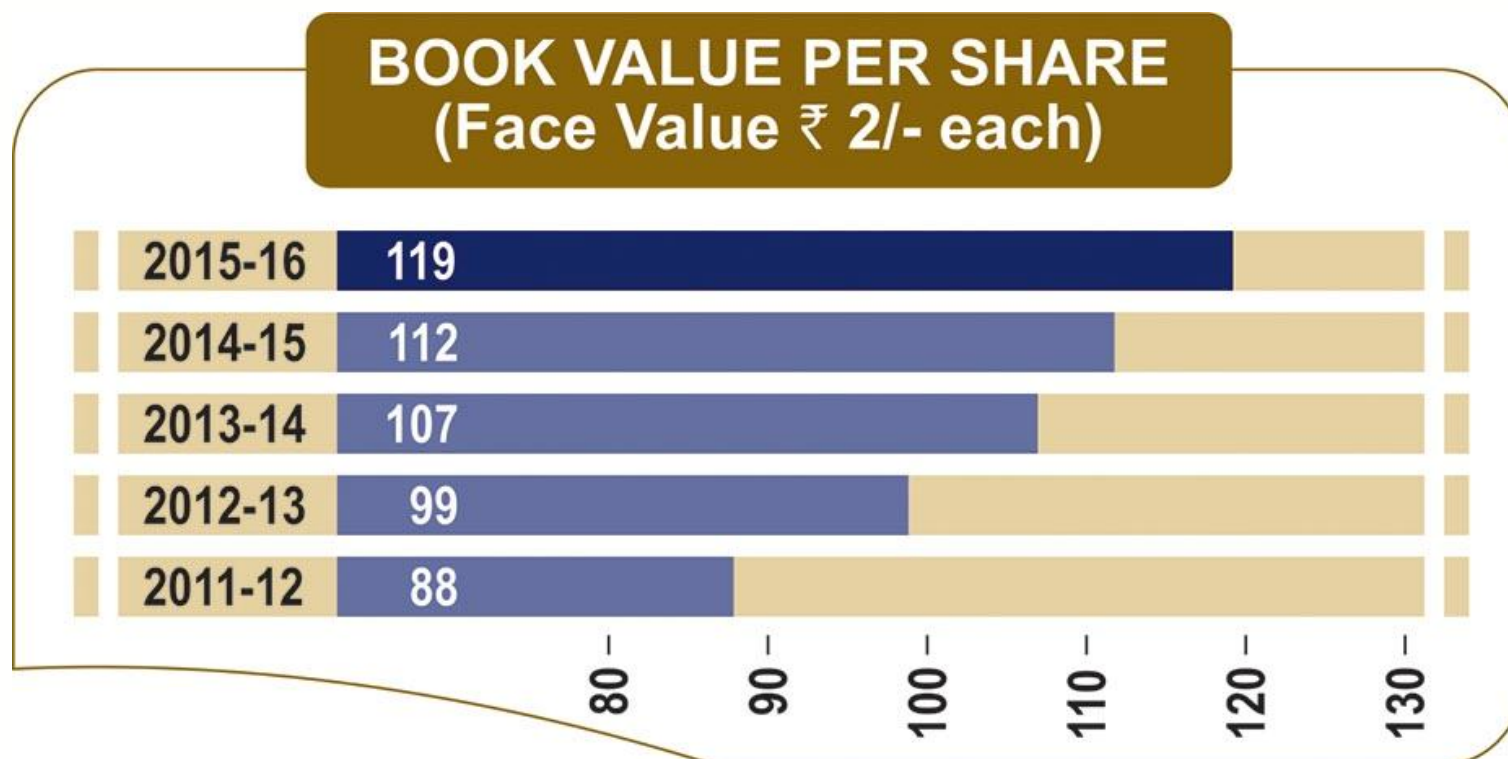


Earning Per Share (Face Value of Rs. 2/- each)

■ Earning Per Share (Face Value of Rs. 2/- each)

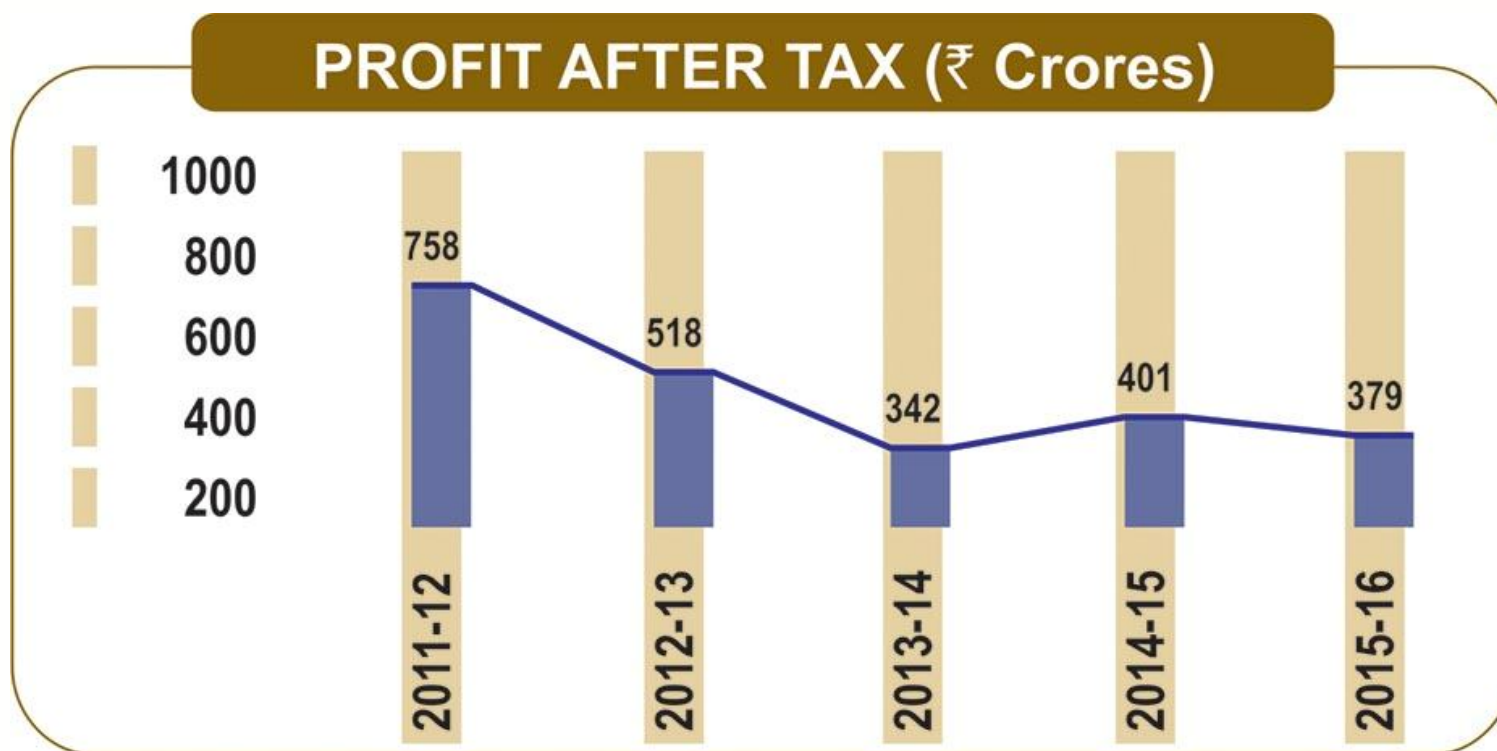


BOOK VALUE PER SHARE



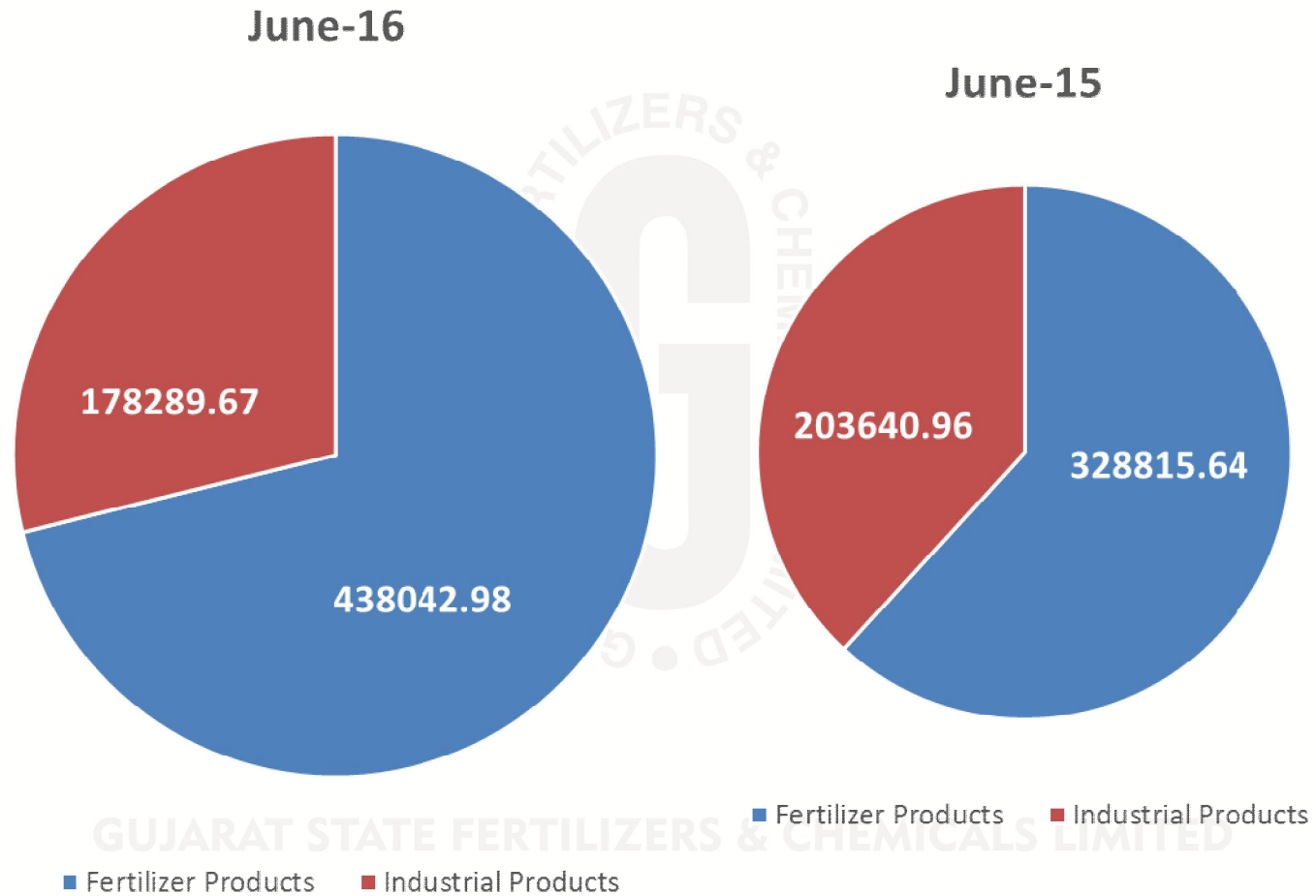
GUJARAT STATE FERTILIZERS & CHEMICALS LIMITED

PROFIT AFTER TAX

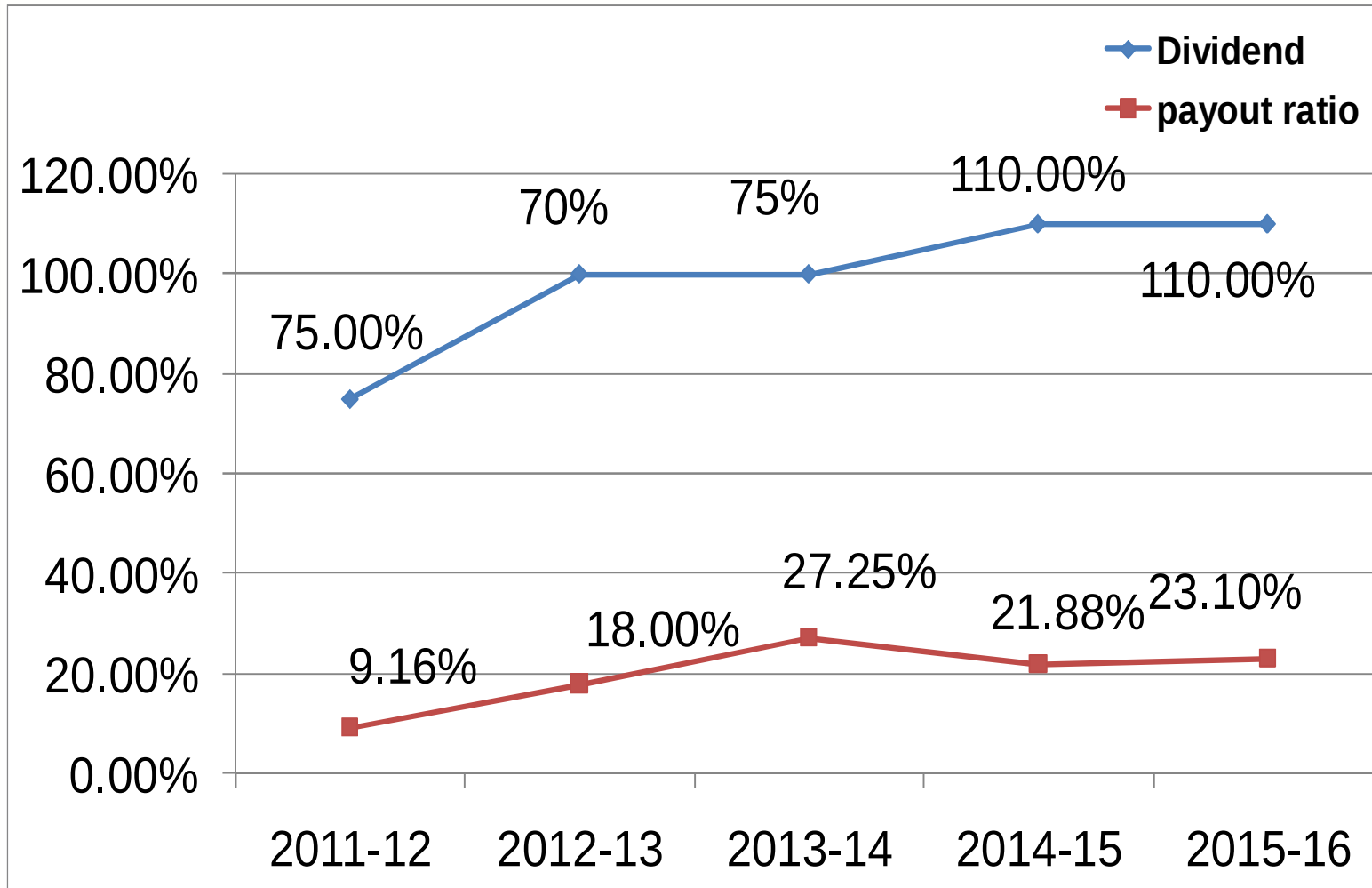


GUJARAT STATE FERTILIZERS & CHEMICALS LIMITED

SEGMENT WISE TURNOVER (Rs. In lakhs)



DIVIDEND TRACK RECORD



Per share figures for current year is based on face value of Rs.2 & previous year figures are based on face value of Rs.10.



SHAREHOLDERS' PROFILE

GUJARAT STATE FERTILIZERS & CHEMICALS LIMITED

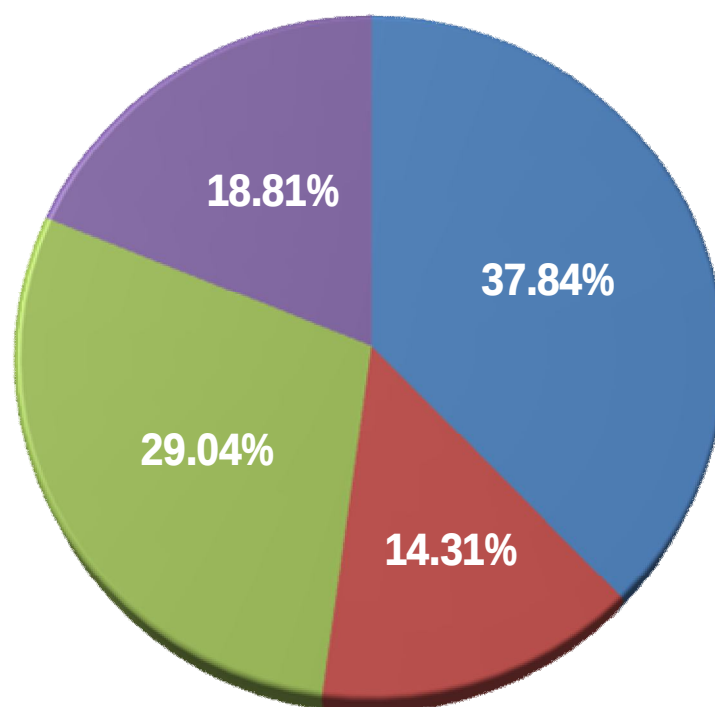
MAJOR HOLDERS (Holding more than 1% Shares as on 27/08/2016)



NAME OF SHARE HOLDERS	SHARES	%
GUJARAT STATE INVESTMENTS LIMITED	15,07,99,905	37.84
LIFE INSURANCE CORPORATION OF INDIA	3,17,78,658	7.98
Fidelity Low-Priced Stock Fund	3,15,00,000	7.91
Reliance Capital Trustee Company Limited A/c Reliance Growth Fund	1,24,28,572	3.12
Gujarat Alkalies & Chemicals Limited	75,00,000	1.88
Gujarat Narmada Valley Fertilizers & Chemicals Limited	75,00,000	1.88
Government Pension Fund Global	66,64,883	1.67
GHI LTP Limited	61,14,648	1.53
Gujarat Mineral Development Corporation Limited	50,00,000	1.25

SHARE HOLDING PATTERN (as on 31-03-2016)

Total paid up equity share capital Rs. 79,69,55,060.00



■ Promoter

■ PFI, Insurance Companies & Mutual Funds

■ Companies & Banks

■ Individuals & Co-operative Societies & Co-operative banks



SWOT ANALYSIS

GUJARAT STATE FERTILIZERS & CHEMICALS LIMITED



STRENGTHS

- Zero Debt Company.
- Fully integrated Production Facilities.
- Better & efficient Management of Utilities viz. Power & Gas.
- Proper & timely plant Maintenance Schedule.
- Strong Brand Image and Market Network.
- Captive jetty at Sikka.
- JV in Tunisia viz. TIFFERT as a backward integration to ensure consistent supply of PA.
- Diverse product basket.

WEAKNESS

- Major raw materials are being imported and there are limited suppliers world over yet efforts are on to obtain consistent supplies at optimum cost.
- Being in existence for more than 50 years, the plant capacities were contemporary at that time. However, they appear to be smaller in the present context except in case of DAP which has contemporary capacity.



OPPORTUNITIES

- exploring tie-ups with countries like Togo, Uganda, Senegal, Canada etc. for consistent supply of raw material.
- Agro products consolidation.
- New Petrochemical Complex at Dahej.
- Capacity addition in complex fertilizers.
- Expanding fertilizer business reach through franchise network.
- Trading of fertilizers & techno products to tap growing demands.

THREATS

- Market related threats – fertilizer business – over dependency on monsoon and Govt. policies.
- Exchange Rate Risks.
- Addition of new capacities world over resulting in Global competition.
- cheaper imports.



STRIDING AHEAD...

GUJARAT STATE FERTILIZERS & CHEMICALS LIMITED

PROJECTS UNDER IMPLEMENTATION



Project	Location	Expected Capacity and Commissioning
Water Soluble Fertilizers	Vadodara	20,000 MTPA Oct 2016
Melamine	Vadodara	40,000 MTPA Apr 2018
Caprolactam Quality Project	Vadodara	2000 MTPA April 2017
PA Storage Tank	Sikka	Additional Storage April 2017
Dry Blending Unit at New Nylon Plant	Vadodara	4950 MTPA (Enhancing market presence) Dec 2016

PROJECTS ON DRAWING BOARD (TO BE ROLLED OUT)



Project	Location	Expected Capacity
Caprolactam	Dahej	1 lakh MTPA
MMA	Dahej	50,000 MTPA
PMMA	Dahej	25,000 MTPA
Nylon 6 (High Speed Chips)	Dahej/Vadodara Unit/Fibre Unit	30,000 MTPA
Revamping of Existing Capacities - Ammonia - Sulphuric Acid - Caprolactam - Urea	Vadodara Vadodara Vadodara Vadodara	60,000 MTPA 100,000 MTPA 50,000 MTPA Energy Saving
Conversion of Underutilised Assets - Methanol to Ammonia	Vadodara	130,000 MTPA

Also contemplating to have a Joint Venture at Dahej for establishing a Cracker to establish downstream value chain



GSFC CSR

Noble initiatives of GSFC

GUJARAT STATE FERTILIZERS & CHEMICALS LIMITED

CSR Objectives



Sr.	Activity	Goals enshrined
1	Upgradation of GSFC School (Vadodara, Sikka & Fiber Unit, Kosamba)	• To Develop as model school, • To Improve quality of Education. • To promote sports, • To train the Trainers (Teachers), • Upgrading Labs and Libraries, • Real time Interaction with parents, • Career counselling & shaping.
2	GSFC University	• To emerge as a world class university. • To excel through well set up labs and libraries. • To run multi-disciplinary courses. • Core focus on blending theory with Practical exposure. • Multi-Disciplinary faculties for comprehensive learning. • To create innovators of future with a state of art sustainable infrastructure.

CSR Objectives



Sr.	Activity	Goals enshrined
3	Maternity Health Care Centres	• Being rolled out in the Government Hospitals. • Providing quality maternity services at affordable rate to weaker sections of society. • To improve graph of overall maternal health care. • Providing multi-disciplinary medical services.
4	Support for Special Children	• Focus on developing special children, as it is most neglected sector. • Identifying NGOs working in the field and working with them. • Support for creating & maintaining basic facilities. • Scope for developing children to bring them into main stream.



ACCOLADES

GUJARAT STATE FERTILIZERS & CHEMICALS LIMITED

GSFC Awards upto 2014



SR. NO.	YEAR	NAME OF AWARD	AWARD ISSUED FOR	NAME & DETAILS OF ORGANIZATION GIVING AWARD
1	2014	FAI Environmental Protection in the NP/NPK fertilizer plants – Sikka Unit for the year 2013-14.	FAI Environmental Protection in the NP / NPK fertilizer plants – Sikka Unit for the year 2013-14.	Fertilizers Association of India – (FAI)
2	2014	Golden Peacock Award	Corporate Social Responsibility Award for the year 2014.	Institute of Directors, New Delhi.
3	2015	FGI Awards for Excellence – 2013	FGI Awards for Excellence in the field of Industrial Relations	Federation of Gujarat Industries, Vadodara
4	2015	FGI Awards for Excellence – 2013	FGI Awards for Excellence in Environment Pollution, Abatement and Preservation.	Federation of Gujarat Industries, Vadodara
5	2015	NAMC Award 2014-15	Silver Medal in fertilizer and agro chemicals sector in the National Awards for Manufacturing Competitiveness 2014-15.	National Awards for Manufacturing Competitiveness. Assessment conducted by International Research Institute for Manufacturing (IRIM).
6	2015	Gold Medal to GSFC	Gold Medal for organizational excellence.	The Institute of Economic Studies, New Delhi.



THANK YOU

GUJARAT STATE FERTILIZERS & CHEMICALS LIMITED