



# **INVESTOR PRESENTATION**

**Quarter & 9 Months  
Ended  
December 31, 2023**



**The following slides may contain “forward looking statements” including statements relating to the implementation of strategic initiatives by Mangalore Chemicals & Fertilizers Limited (“MCF”) and future business developments and economic performance.**

**While these forward looking statements indicate the Company’s assessment with regard to the development of its business, there are a number of risks, uncertainties and other unknown factors that could cause actual developments and results to differ materially from the Company’s expectations.**

**These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with the Company, legislative developments, and other key factors that could affect the Company’s business and financial performance.**

**The Company undertakes no obligation to periodically revise any forward looking statements to reflect future/likely events or circumstances.**



**Highlights –  
Quarter and 9  
Months ended  
December 31,  
2023**

**Past  
Annual  
Performance**

# Highlights

**Quarter and 9 Months  
ended**

**December 31, 2023**

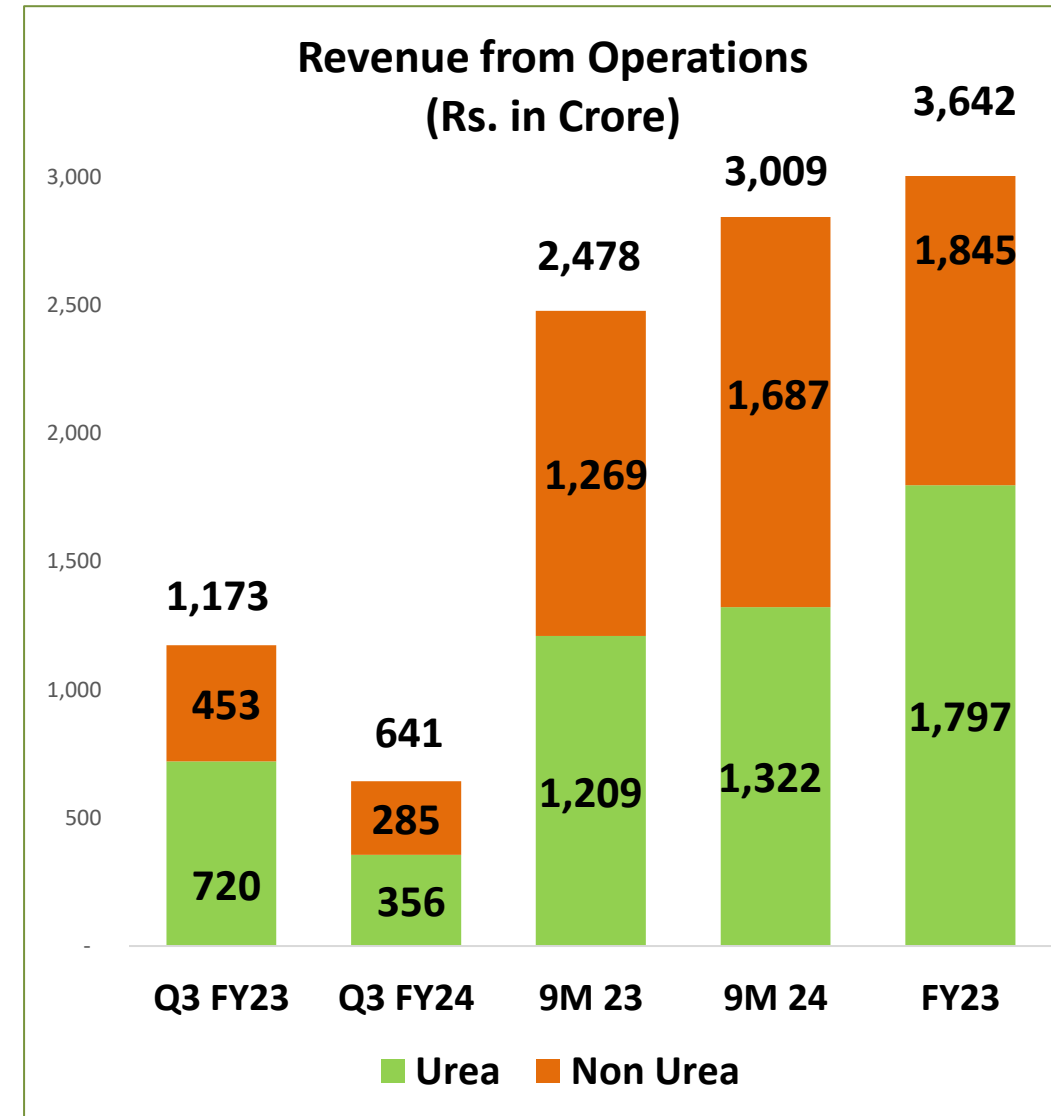
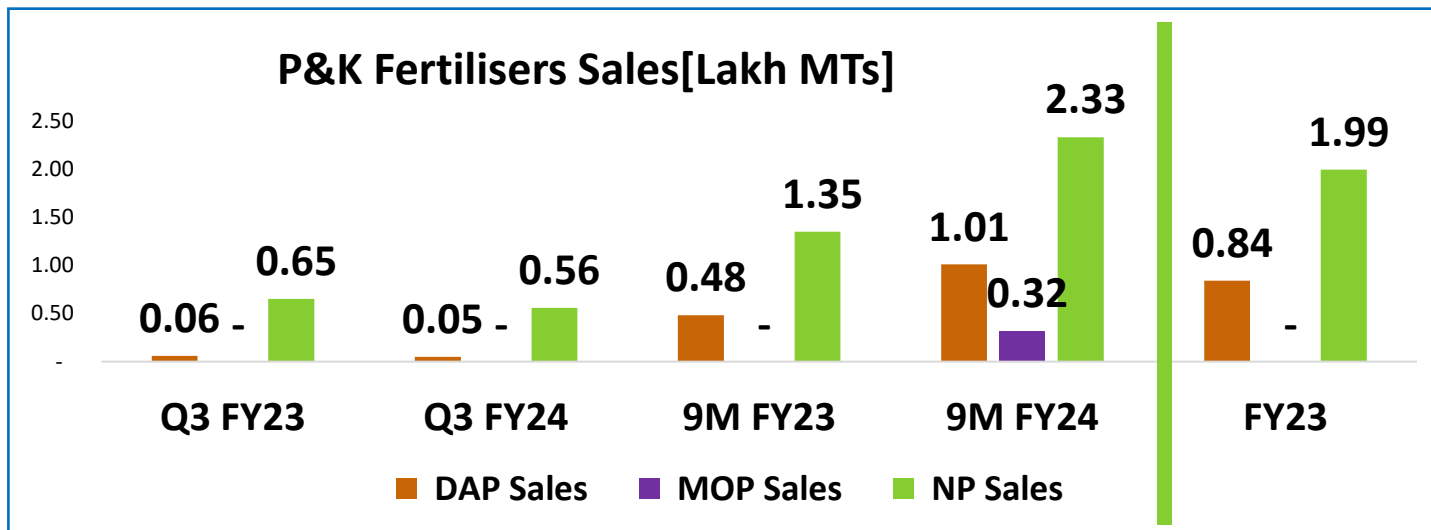
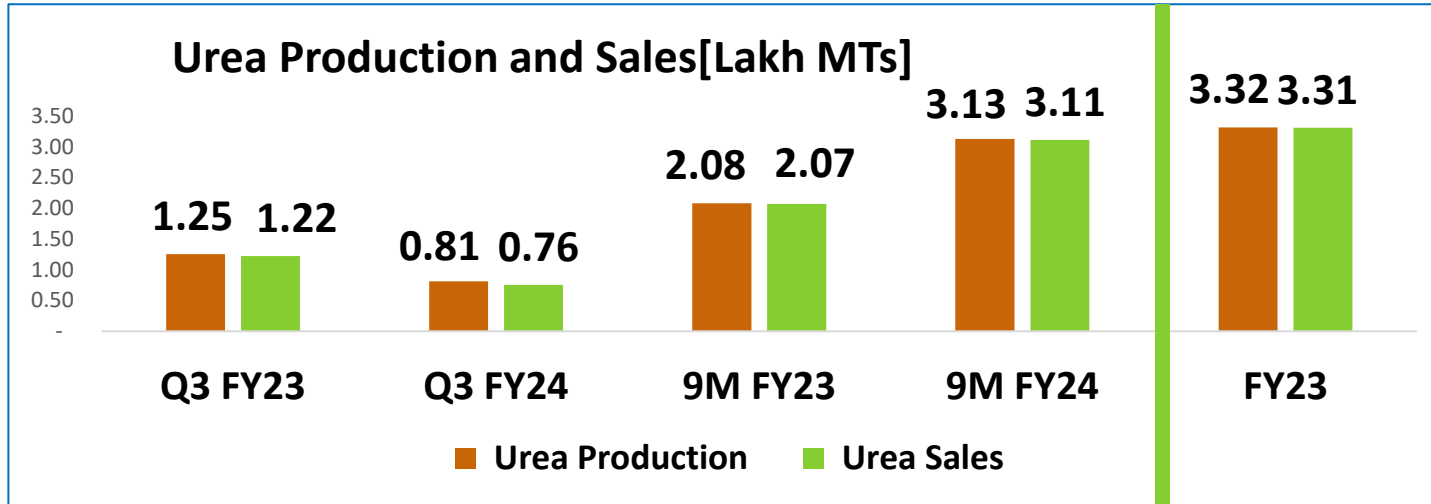




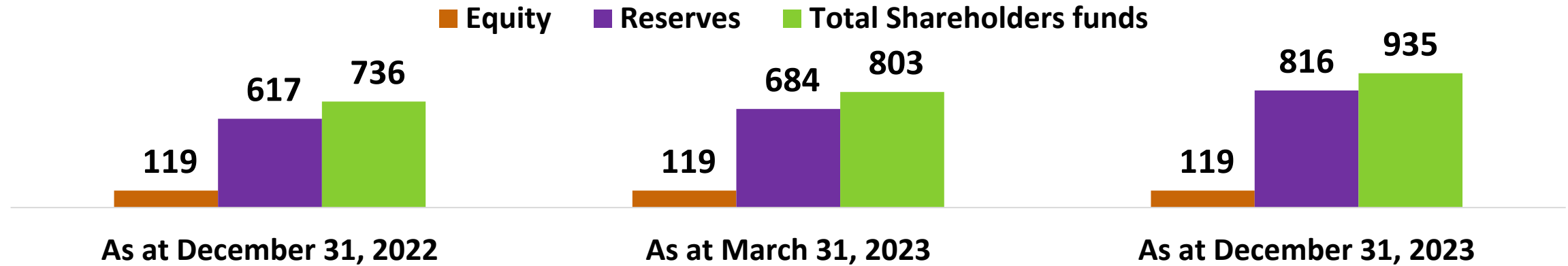
- **Resumed operation of Urea and Ammonia plant after planned maintenance shutdown taken during end of September 2023**
- **Phosphates – production moderated based on market conditions and demand**

# Performance Highlights : Quarter ended & 9 Months Ended FY 23 vs FY 24

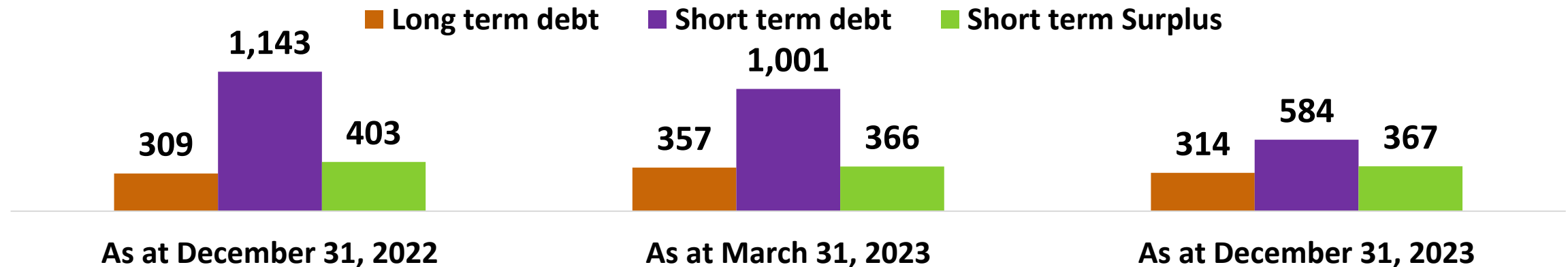
	Sales Quantity	Revenue from operation	EBITDA	PBT	PAT	Basic EPS
<b>Q3 FY 23-24</b>	1.36 Lakhs MT	₹ 641 Cr	₹ 92 Cr	₹ 51 Cr	₹ 33 Cr	₹ 2.78
	(30%)	(45%)	(38%)	(47%)	(57%)	(57%)
<b>Q3 FY 22-23</b>	1.93 Lakhs MT	₹ 1,173 Cr	₹ 148 Cr	₹ 97 Cr	₹ 76 Cr	₹ 6.42
	Sales Quantity	Revenue from operation	EBITDA	PBT	PAT	Basic EPS
<b>9M FY 23-24</b>	6.77 Lakhs MT	₹ 3,009 Cr	₹ 368 Cr	₹ 233 Cr	₹ 150 Cr	₹ 12.65
	74%	21%	83%	177%	124%	124%
<b>9M FY 22-23</b>	3.90 Lakhs MT	₹ 2,478 Cr	₹ 201 Cr	₹ 84 Cr	₹ 67 Cr	₹ 5.63



## Total Shareholders' funds



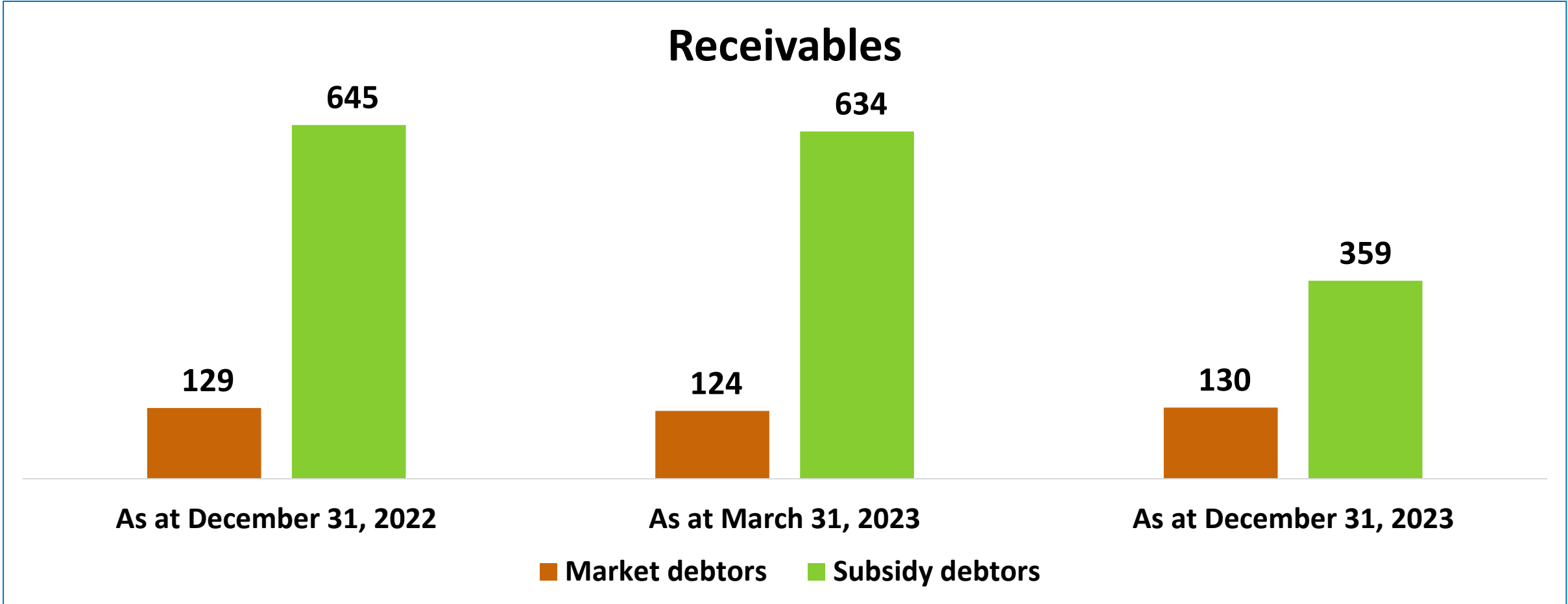
## Debt and Surplus funds





# Liquidity Position

INR Crore



Subsequently received Subsidy of Rs.165 Crore in January 2024.



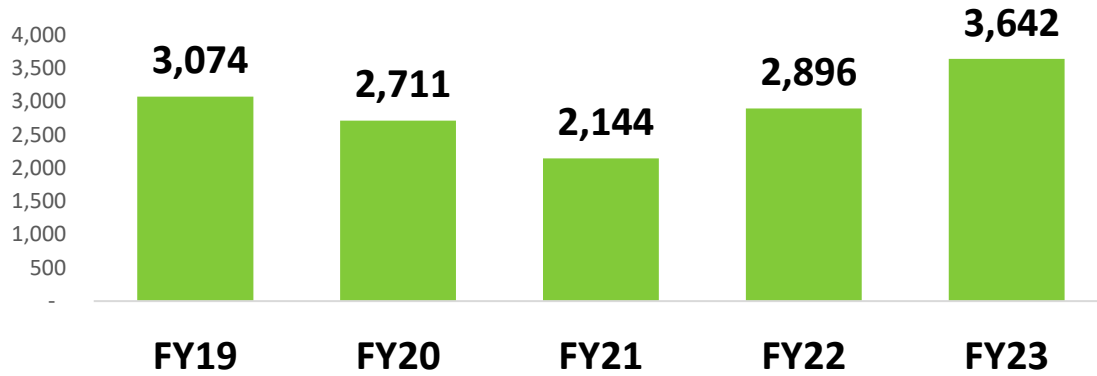
# Past Annual Performance



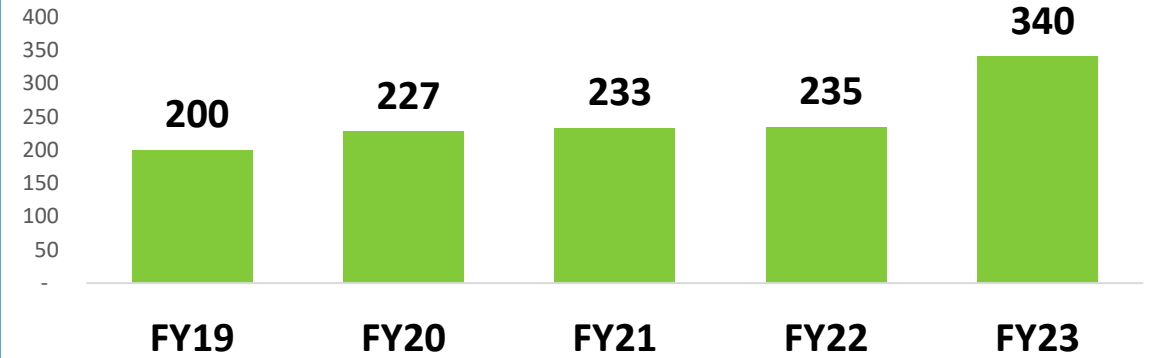
# Performance Highlights

INR Crore

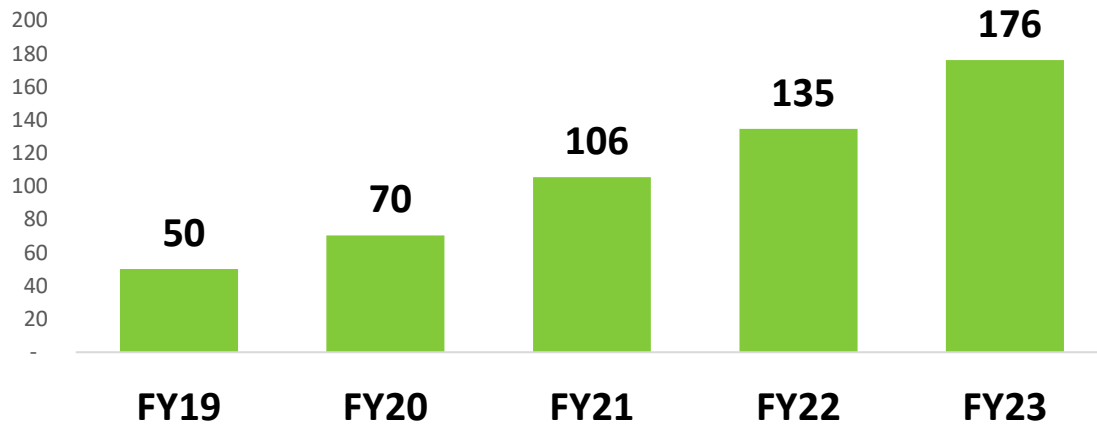
## Revenue from Operations



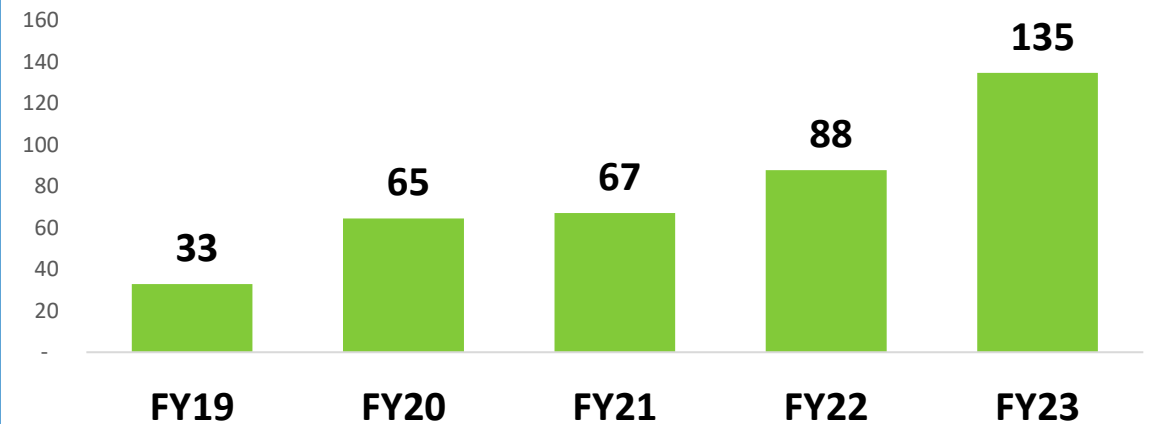
## EBITDA



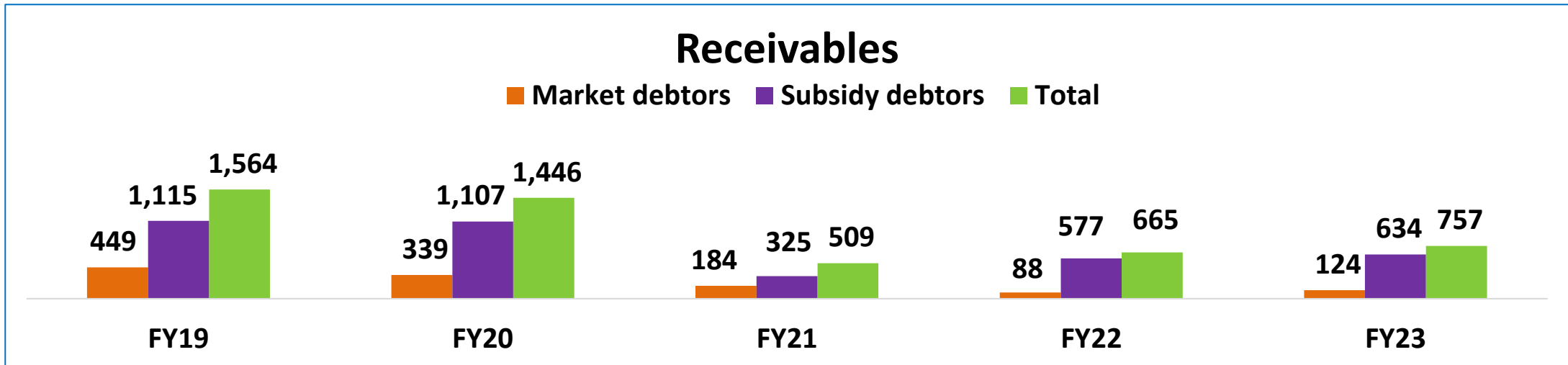
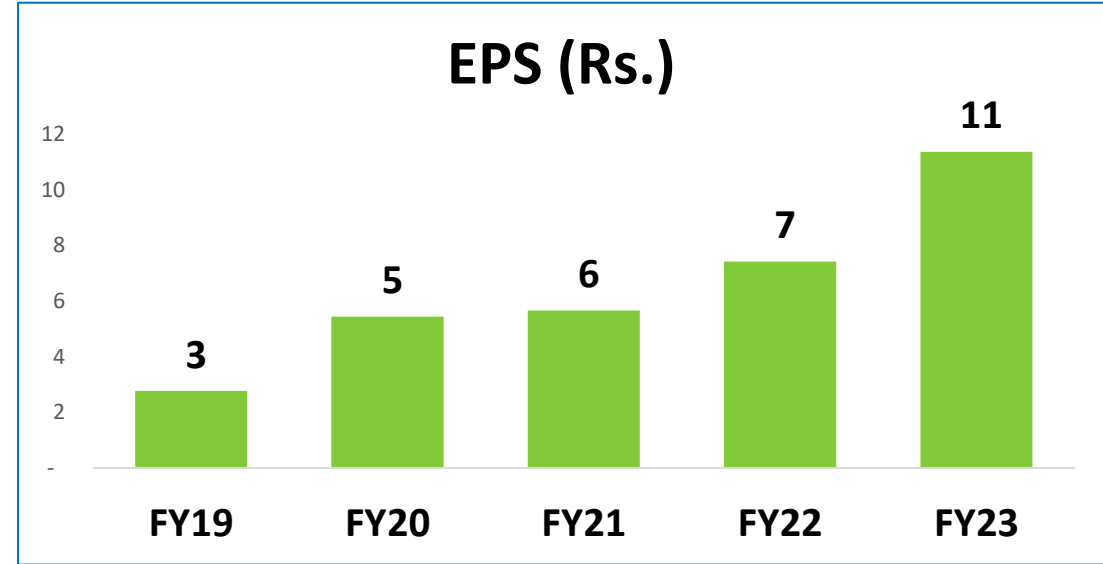
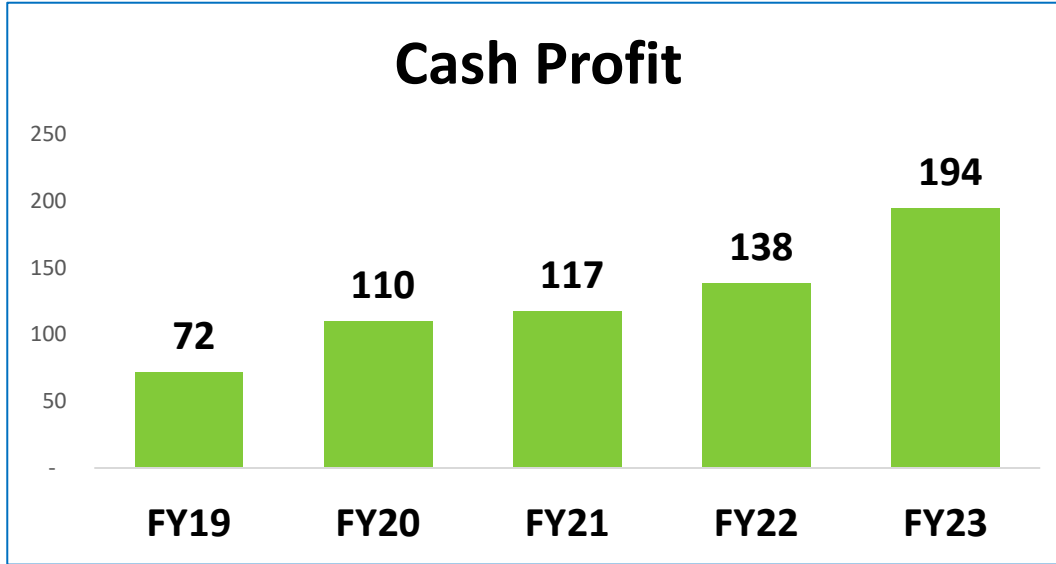
## PBT

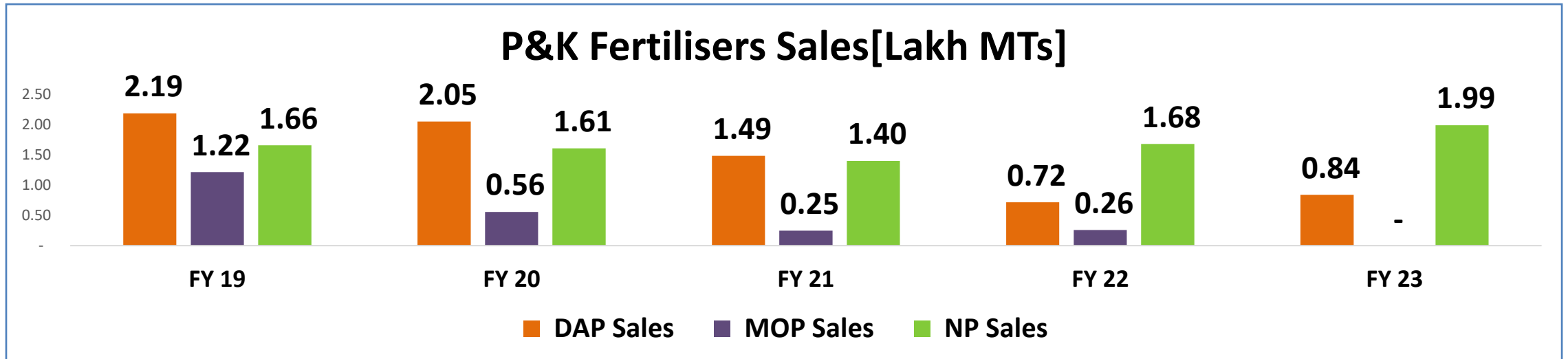
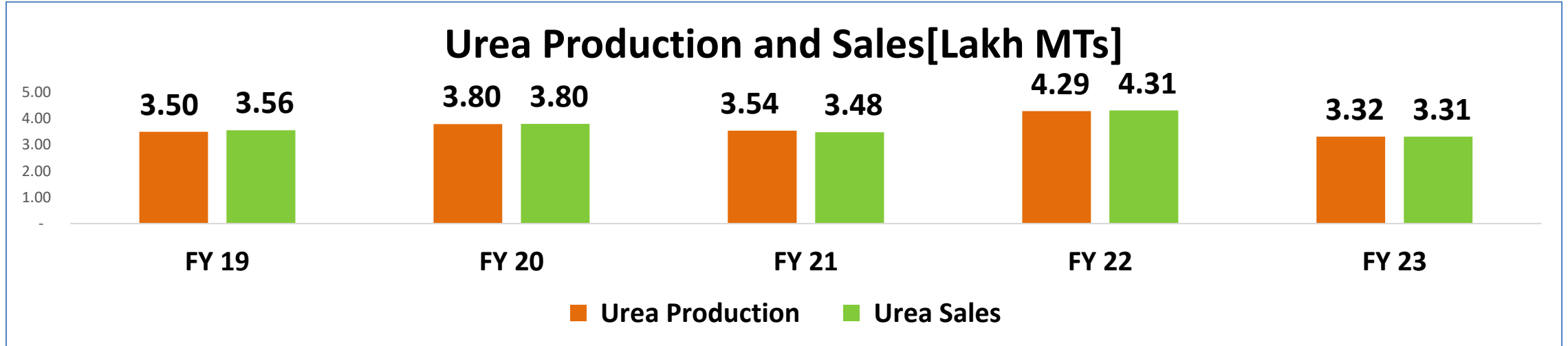


## PAT



INR Crore [except EPS]





Plant situated at Mangalore West Coast Opposite Mangalore Port

Production Capacity – Urea - 3.8 LMT, DAP & Complex 2.85 LMT

Trading Imp MOP & DAP

Marketing Territory  
Karnataka -78%  
Kerala – 3%  
Tamil Nadu – 10%  
Andhra Pradesh -5%  
Maharashtra – 4%

Brand MANGALA





