

**FINANCIAL
PERFORMANCE
FOR THE
QUARTER & HALF YEAR
ENDED
SEPTEMBER 2016**

PERFORMANCE (QUARTER ENDED SEPTEMBER 2016)

₹crore

Particulars	For the quarter 30.09.2016	CPLY*	INCREASE / (DECREASE)	% INCREASE/ (DECREASE)
Production of Urea (LMT)	9.88	9.79	0.09	0.92
Sale quantity of urea (LMT)	9.72	9.95	(0.23)	2.31
Sales of urea (including subsidy)	1696.19	2158.89	(462.70)	(21.43)
Sale of other manufactured products and sale of traded products (incl. ED)	204.75	100.79	103.96	103.15
Gross Sales (incl. ED)	1900.94	2259.68	(358.74)	(15.88)
Other Income	12.99	10.41	2.58	24.78
Total Income	1913.93	2270.09	(356.16)	(15.69)
Total Expenses	1762.72	2102.80	(340.08)	(16.17)
Earnings before interest, depreciation and tax	151.21	167.29	(16.08)	(9.61)
Less : Finance cost	45.30	40.18	5.12	12.74
Less : Depreciation	18.21	19.20	(0.99)	(5.16)
Profit / (Loss) before tax (PBT)	87.70	107.91	(20.21)	(18.73)
Tax expense	41.19	55.86	(14.67)	(26.26)
Profit/(Loss) after tax (PAT)	46.51	52.05	(5.54)	(10.64)
Other comprehensive income/(loss) net of tax	(2.64)	1.49	(4.13)	(277.18)
Total Comprehensive income/(loss)	43.87	53.54	(9.67)	(18.06)

* Corresponding period of last year i.e. 30.09.2015

INCREASE / DECREASE IN SEP 16 QUARTER PERFORMANCE

VIZ-A-VIZ SEP 15

₹crore

Particulars	INCREASE/ (DECREASE)	Reasons
Sales of urea (including subsidy)	(462.70)	After considering increase in sale of other products due to higher sale of imported DAP, Bentonite Sulphur and Industrial products, total income has decreased due to fall in gas prices by 26%.
Sale of other manufactured products and sale of traded products (incl. ED) *	103.96	
Other Income	2.58	
Total Income	(356.16)	
Total Expenses	(340.08)	Total expenses has decreased due to fall in gas prices despite increase in higher trading activities.
Earnings before interest, depreciation and tax	(16.08)	Marginally reduced due to higher decrease in income as compared to lower decrease in expenses.
Less : Finance cost	5.12	Due to lower and delayed receipt of subsidy.
Profit / (Loss) before tax (PBT)	(20.21)	Due to increase in marketing expenses#, security expenses, finance cost and repair & maintenance expenses.
Tax expense	(14.67)	Tax during CPLY was higher due to higher impact of Deferred Tax due to higher accumulated losses.
Profit/(Loss) after tax (PAT)	(5.54)	-
Other comprehensive income/(loss) net of tax	(4.13)	On account of actuarial loss as against gain during CPLY.
Total Comprehensive income/(loss)	(9.67)	-

* Break up of sales in following slide.

Includes rake handling, warehouse rent and handling, cash/trade rebate and inventory carrying cost shown under various heads of expenses.

SALES BREAKUP (QUANTITY AND VALUE) (QUARTER SEPTEMBER 2016)

₹ crore

Particulars	Quarter Sep 16		CPLY	
	LMT	Value	LMT	Value
A. Urea	9.72	1696.19	9.95	2158.89
B. Traded Goods	MT		MT	
1. DAP	45,161	143.72	17,311	41.64*
2. Bentonite Sulphur	1,237	3.18	778	1.67
3. Seeds (Breeder, Foundation, Certified and Raw)	621	2.31	439	1.85
4. Compost	270	0.11	-	-
TRADED GOODS (1 to 4)		149.32		45.16
C. Gas Swapping		5.63		28.30
D. Traded Goods including Gas Swapping (B+C)		154.95		73.46
E. Industrial Products (IP)				
1. Nitric Acid	15,870	38.75	9,956	23.17
2. Ammonium Nitrate	2,851	6.98	-	-
3. Sodium Nitrate/Nitrite	738	2.90	648	2.58
E. Total Industrial Products (1 to 3)		48.63		25.75
F. Bio Fertilizers	113	1.17	111	1.58
H. Total (Traded Goods, IP, Bio Fertilizers D+E+F)		204.75		100.79
Total Turnover/Revenue from Operations (A+H)		1900.94		2259.68

1. Urea sale was marginally lower by 0.23 LMT during current year due to accumulation of inventory of urea because of over-supply position in the market.
2. Sale value of traded goods has increased due to higher sale of DAP (245%) and Bentonite Sulphur (90%) due to higher import / sale quantity of DAP (161%) and Bentonite Sulphur (103%).
3. Industrial products sale has increased due to increase in sale quantity of Nitric Acid by 59%, sale of Ammonium Nitrate as compared to NIL during CPLY resulting in increase in sale value by ₹ 22.47 crore (82% over CPLY).

* Does not include subsidy as domestic purchase and sale.

Total expenses (other than Finance cost and Depreciation) (QUARTER SEPTEMBER 2016)

₹ crore

Particulars	Quarter Sep 16	CPLY	Increase/ (Decrease)
Production of urea (Qty. in LMT)	9.88	9.79	0.09
Dispatches of urea (Qty. in lakh MT)	9.66	9.91	(0.25)
Cost of Materials consumed	781.76	1023.30	(241.54)
Purchase of stock in trade (i.e. Imported DAP, Bentonite Sulphur, swap gas, seeds etc.)	418.29	177.78	240.51
Changes in inventories { (Increase)/Decrease }	(330.72)	(45.48)	(285.24)
Power and Fuel	557.50	665.76	(108.26)
Employee Benefits Expense	114.63	118.90	(4.27)
Freight and Handling	139.04	101.24	37.80
Repairs and Maintenance	20.27	18.09	2.18
Excise duty	12.59	8.49	4.10
Other Expenses	49.36	34.72	14.64
Total Expenses	1762.72	2102.80	(340.08)

Total expenses decreased by ₹ 340.08 crore in comparison to decrease in total income by ₹ 356.16 crore resulting in lower EBIDTA by ₹ 16.08 crore.

INCREASE / DECREASE IN EXPENSES IN SEP-16 QUARTER VIZ-A-VIZ SEP-15

₹ crore

Particulars	Increase/ (Decrease)	Reasons
Cost of Materials consumed	(241.54)	Decreased mainly due to fall in Gas Prices (26%).
Power and Fuel	(108.26)	
Purchase of stock in trade (i.e. Imported DAP, Bentonite Sulphur, seeds etc. excluding Gas Swap)*	263.18	Increased mainly due to higher import of DAP (₹ 258.13 crore), Bentonite Sulphur (₹ 2.11 crore) and seeds (₹ 2.94 crore).
Trading in Gas Swapping	(22.67)	Decreased due to discontinuation of trading w.e.f. 1.08.2016.
Changes in inventories { (Increase)/Decrease }	(285.24)	Higher urea stock of 3.30 LMT as compared to 1.11 during CPLY.
Employee Benefits Expense	(4.27)	Higher encashment of Earned Leave in CPLY.
Freight and Handling	37.80	Import of DAP and increase in freight for sale of urea. However, normative freight is reimbursable as freight subsidy.
Repairs and Maintenance	2.18	Normal increase.
Excise duty	4.10	Due to higher sale of industrial products.
Other Expenses	14.64	Mainly due to Increase in Security expenses (₹ 5.67 crore), MTM of forex liabilities (₹ 8.38 crore) etc.
Total Expenses	(340.08)	

* Detail in the following slide.

**DETAIL OF PURCHASE OF DAP, BS etc. FOR TRADING EXCLUDING GAS SWAP
(QUARTER SEPTEMBER 2016)**

₹ crore

Particulars	Quarter Sep 16		CPLY		Increase/(Decrease)	
	Quantity (MT)	Value	Quantity (MT)	Value	Quantity (MT)	Value
Traded Goods						
DAP @	1,64,121	405.44	50,851*	147.31	113270	258.13
BS #	3,019	3.04	379	0.93	2640	2.11
Seeds	1,472	4.08	242	1.24	1230	2.84
Compost	285	0.10	-	0.00	285	0.10
TRADED GOODS		412.66		149.48		263.18

1. Higher quantity of DAP, BS and seeds were purchased for trading during the quarter.
2. Compost was added to the trading list.

* Includes Indigenous DAP of 17311 MT and imported DAP of 33540 MT.

@ Diammonium Phosphate

Bentonite Sulphur

FINANCE COST

₹ crore

Particulars	Qtr Sep 2016	CPLY	Increase/ (Decrease)
Interest on working capital Loans	39.31	33.30	6.01*
Interest on Long Term Loans	5.38	6.34	(0.96)
Other borrowing costs	0.61	0.54	0.07
Total finance cost	45.30	40.18	5.12
Less: Interest earned on deposits	3.18	3.02	0.16
Net finance cost	42.42	37.16	4.96

* The increase in interest on working capital loans is due to lower and delayed receipt of subsidy of ₹ 1301 crore as against ₹ 1968 crore during CPLY.

* As a result short term borrowings were higher at ₹ 2220.09 crore as on 30th September 2016 as against ₹ 1378.39 in CPLY .

* Interest on working capital has also increased due to increase in marketing debtors and urea stocks as compared to CPLY.

UREA PRODUCTION

Lakh MT

Unit	July-Sep 2016	CPLY	Increase/ (Decrease)
Bathinda	1.42	1.51	(0.09)
Vijaipur I	2.74	2.38	0.36
Vijaipur II	3.08	2.99	0.09
Nangal	1.32	1.44	(0.12)
Panipat	1.32	1.47	(0.15)
Total	9.88	9.79	0.09

Total production of urea was higher by 0.09 Lakh MT as compared to CPLY. Production was marginally lower at Nangal, Panipat and Bathinda Units.

INDUSTRIAL PRODUCT PRODUCTION

QTY IN MT

Unit	July-Sep 2016	CPLY	Increase/ (Decrease)
Nitric Acid	17697	9940	7757
Ammonium Nitrate	2845	-	2845
Sodium Nitrate/ Nitrite	817	628	189

Increase in production of industrial products was driven by higher demand.

UREA SALES BREAKUP ZONE WISE

LAKH MT

Zonal Offices	Actual Jul-Sep 2016	Actual Jul-Sep 2015
Bhopal Zone	2.87	2.67
Lucknow Zone	2.89	2.45
Chandigarh Zone	3.96	4.83
Total	9.72	9.95

Sale of urea during the quarter was lower (by 0.23 Lakh MT) as compared to CPLY due to lower sale at Chandigarh Zone (by 0.87 Lakh MT) due to over-supply condition in that market, which was partially off-set by higher sale at Bhopal and Lucknow Zones (by 0.64 LMT).

ENERGY CONSUMPTION (GCAL/MT OF UREA)

Units	Revised Energy Norms (w.e.f. 1.06.2015)	Actual Energy	
		July-Sep 2016	July-Sep 2015
Bathinda	7.479	6.868	6.881
Vijaipur I	5.904	5.702	5.804
Vijaipur II	5.569	5.306	5.398
Nangal	7.095	7.003	6.902
Panipat	7.614	7.122	7.115

All units achieved lower energy consumption as compared to CPLY except at Nangal and Panipat unit due to lower production.

INDIAN ACCOUNTING STANDARD

(Ind AS) implemented w.e.f.1.04.2016

The key Indian Accounting Standards (Ind AS) provisions having impact are as under:

Ind AS 101: Provides an option to carry the fixed assets either at fair value or at the same costs. The Company has opted for the same costs to maintain continuity and consistency and accordingly maintained financial statements.

Ind AS 16: As per Indian GAAP, general spares were considered as inventory items and not capitalized and were charged to R&M. Ind AS requires that all items of spares having a life of more than one year need to be capitalized as part of the Property, Plant and Equipment (PPE) as against charge to R&M based on utilization as per Indian GAAP. Accordingly, stores and spares which meet the above criteria has been adjusted to PPE.

Ind AS 109: Requires to recognize the financial assets and liabilities at their fair value, accordingly, the impact of discounting on security deposits, Employee Rehabilitation Scheme Deposits and ECB is ₹ (0.37) crore.

Ind AS 18 : Revenue should be recognized at the fair value of consideration net of discounts and rebates. Accordingly ₹3.56 crore, have been adjusted from revenue.

Comparison of actual Profit/ (Loss) before tax for the quarter ended 30th Sept 2016 with quarter ended 30th Sept 2015

₹ crore

Profit / (Loss) before tax for the Quarter ended 30th Sept 2016		87.70
Profit / (Loss) before tax for the Quarter ended 30th Sept 2015		107.91
Decrease in Profit		20.21
A:	Reasons for decrease in Profit	
1	Higher receipt/ accounting of past period subsidy arrears in CPLY	3.25
2	Increase in Energy Consumption	5.35
3	Increase in Marketing Expenses	16.40
4	Increase in Finance Charge(Net of increase in interest earned from deposits)	4.96
5	Increase in repairs and maintenance expenditure	2.18
6	Higher impact of mark to market valuation of forex liabilities as compared to CPLY	8.38
7	Increase in securities expenses (mainly due to impact of 7 th Pay commission on CISF salaries)	5.67
	Sub Total (A)	46.19

**Comparison of actual Profit/ (Loss) before tax for the quarter ended 30th Sept
2016 with quarter ended 30th Sept 2015 contd..**

₹ crore

B :	The above decrease in profit has been off-set by the following:	
1	Increase in contribution from urea	0.02
2	Decrease in Salaries and wages	4.27
3	Decrease in Depreciation charge	0.99
4	Increase in contribution from sale of Industrial Products	6.08
5	Increase in profit from traded goods	12.76
6	Increase in miscellaneous income	1.86
	Sub-total (B)	25.98
	Net decrease in profit (A - B)	(20.21)

PERFORMANCE (FOR THE YEAR HALF ENDED SEPTEMBER 2016)

₹crore

Particulars	For the year ended 30.09.2016	CPLY*	INCREASE / (DECREASE)	% INCREASE/ (DECREASE)
Production of Urea (LMT)	18.63	17.99	0.64	3.56
Sale quantity of urea (LMT)	17.27	17.25	0.02	0.12
Sales of urea (including subsidy)	2987.69	3675.07	(687.38)	(18.70)
Sale of other manufactured products and sale of traded products (incl. ED)	288.36	136.37	151.99	111.45
Gross Sales (incl. ED)	3276.05	3811.44	(535.39)	(14.05)
Other Income	23.55	19.28	4.27	22.15
Total Income	3299.60	3830.72	(531.12)	(13.86)
Total Expenses	3053.20	3591.03	(537.83)	(14.98)
Earnings before interest, depreciation and tax	246.40	239.69	6.71	2.80
Less : Finance cost	116.51	106.50	10.01	9.40
Less : Depreciation	42.02	41.79	0.23	0.55
Profit / (Loss) before tax (PBT)	87.87	91.40	(3.53)	(3.35)
Tax expense	41.96	49.51	(7.55)	(15.25)
Profit/(Loss) after tax (PAT)	45.91	41.89	4.02	9.62
Other comprehensive income/(loss) net of tax	(3.16)	(1.23)	(1.93)	(156.91)
Total Comprehensive income/(loss)	42.75	40.66	2.09	5.14
* Corresponding period of last year i.e. 30.09.2015				

INCREASE / DECREASE IN SEP-16 HALF YEAR PERFORMANCE VIZ-A-VIZ SEP-15

₹crore

Particulars	INCREASE/ (DECREASE)	Reasons
Sales of urea (including subsidy)	(687.38)	After considering increase in sale of other products due to higher sake of imported DAP, Bentonite Sulphur and Industrial Products, total income has decreased due to fall in gas prices by 28%.
Sale of other manufactured products and sale of traded products (incl. ED) *	151.99	
Other Income	4.27	
Total Income	(531.12)	
Total Expenses	(537.83)	Total expenses has decreased due to fall in gas prices despite increase in higher trading activities.
Earnings before interest, depreciation and tax	6.71	Marginally increased due to higher decrease in expenses as compared to lower decrease in income.
Less : Finance cost	10.01	Due to lower and delayed receipt of subsidy.
Profit / (Loss) before tax (PBT)	(3.53)	Due to increase in marketing expenses#, finance cost, security expenses and repair & maintenance expenses.
Tax expense	(7.55)	Tax during CPLY was higher due to higher impact of Deferred Tax due to higher accumulated losses.
Profit/(Loss) after tax (PAT)	4.02	-
Other comprehensive income/(loss) net of tax	(1.93)	On account of higher actuarial valuation as compared to CPLY.
Total Comprehensive income/(loss)	2.09	-

* Break up of sales in following slide.

Includes rake handling, warehouse rent and handling, cash/trade rebate and inventory carrying cost shown under various heads of expenses.

SALES BREAKUP (QUANTITY AND VALUE) (HALF YEAR SEPTEMBER 2016)

₹ crore

Particulars	Half Year Sep 16		CPLY	
	LMT	Value	LMT	Value
A. Urea	17.27	2987.69	17.25	3675.07
B. Traded Goods	MT		MT	
1. DAP	45,161	147.57	17,311	41.64*
2. Bentonite Sulphur	1237	3.18	778	2.16
3. Seeds (Breeder, Foundation, Certified and Raw)	882	3.24	439	1.89
4. Compost	270	0.11	-	-
TRADED GOODS (1 to 4)		154.10		45.69
C. Gas Swapping		28.73		28.30
D. Traded Goods including Gas Swapping (B+C)		182.83		73.99
E. Industrial Products (IP)				
1. Nitric Acid	34,326	89.82	23,136	54.98
2. Ammonium Nitrate	3,443	8.45	-	-
3. Sodium Nitrate/Nitrite	1,542	6.09	1,449	5.82
E. Total Industrial Products (1 to 3)		104.36		60.80
F. Bio Fertilizers	113	1.17	111	1.58
H. Total (Traded Goods, IP, Bio Fertilizers D+E+F)		288.36		136.37
Total Turnover/Revenue from Operations (A+H)		3276.05		3811.44

1. Urea sale was marginally higher by 0.02 LMT during current year.
2. Sale value of traded goods has increased due to higher sale of DAP (254%) and Bentonite Sulphur (47%) due to higher import / sale quantity of DAP (161%) and Bentonite Sulphur (59%).
3. Industrial products sale has increased due to increase in sale quantity of Nitric Acid by 48%, sale of Ammonium Nitrate as compared to NIL during CPLY resulting in increase in sale value by ₹ 43.15 crore (69% over CPLY).

* Does not include subsidy as domestic purchase and sale.

Total expenses (other than Finance cost and Depreciation) (FOR THE YEAR ENDED SEPTEMBER 2016)

₹ crore

Particulars	Half Year Ended Sep 16	CPLY	Increase/ (Decrease)
Production of urea (Qty. in LMT)	18.63	17.99	0.64
Dispatches of urea (Qty. in lakh MT)	17.83	17.27	0.56
Cost of Materials consumed	1401.12	1871.27	(470.15)
Purchase of stock in trade (i.e. Imported DAP, Bentonite Sulphur, swap gas, seeds etc.)	560.96	179.32	381.64
Changes in inventories { (Increase)/Decrease }	(599.86)	(230.99)	(368.87)
Power and Fuel	1045.50	1228.09	(182.59)
Employee Benefits Expense	228.51	224.27	4.24
Freight and Handling	251.52	186.47	65.05
Repairs and Maintenance	43.17	48.68	(1.51)
Excise duty	24.68	17.39	7.29
Other Expenses	97.60	70.53	27.07
Total Expenses	3053.20	3591.03	(537.83)

Total expenses decreased by ₹ 537.83 crore in comparison to decrease in total income by ₹ 531.12 crore resulting in higher EBIDTA by ₹ 6.71 crore.

INCREASE / DECREASE IN EXPENSES IN SEP-16 HALD YEAR VIZ-A- VIZ SEP-15

₹ crore

Particulars	Increase/ (Decrease)	Reasons
Cost of Materials consumed	(470.15)	Decreased mainly due to fall in Gas Prices (28%).
Power and Fuel	(182.59)	
Purchase of stock in trade (i.e. Imported DAP, Bentonite Sulphur, seeds etc. excluding Gas Swap)*	381.21	Increased mainly due to higher import of DAP (₹ 375.87 crore), Bentonite Sulphur (₹ 2.11 crore) and seeds (₹ 3.23 crore).
Trading in Gas Swapping	0.43	Decreased due to discontinuation of trading w.e.f. 1.08.2016.
Changes in inventories { (Increase)/Decrease }	(368.87)	Higher urea stock of 3.30 LMT as compared to 1.11 LMT during CPLY.
Employee Benefits Expense	4.24	Normal increase.
Freight and Handling	65.05	Import of DAP and increase in freight for sale of urea. However, normative freight is reimbursable as freight subsidy.
Repairs and Maintenance	(1.51)	-
Excise duty	7.29	Due to higher sale of industrial products.
Other Expenses	27.07	Increase in MTM of forex liabilities (₹ 8.13 crore), warehouse rent (₹ 5.40 crore), Security expenses (₹ 5.27 crore) and sales promotion (₹ 3.02 crore) etc.
Total Expenses	(537.83)	
* Detail in the following slide.		

DETAIL OF PURCHASE OF DAP, BS etc. FOR TRADING EXCLUDING GAS SWAP (HALF YEAR SEPTEMBER 2016)

₹ crore

Particulars	Half Year Sep 16		CPLY		Increase/(Decrease)	
	Quantity (MT)	Value	Quantity (MT)	Value	Quantity (MT)	Value
Traded Goods						
DAP	2,14,203	523.18	50851*	147.31	1,63,352	375.87
BS	4,019	4.00	778	1.90	3,241	2.10
Seeds	1,733	4.95	439	1.81	1,294	3.14
Compost	285	0.10	-	-	285	0.10
TRADED GOODS		532.23		151.02		381.21

1. Higher quantity of DAP, Bentonite Sulphur and seeds were purchased for trading during the half year ended.
2. Compost was added to the trading list.

* Includes indigenous DAP of 17311 MT and imported DAP of 33540 MT.

@ Diammonium Phosphate

Bentonite Sulphur

FINANCE COST

₹ crore

Particulars	Half year Sep 2016	CPLY	Increase/ (Decrease)
Interest on working capital Loans	105.71	92.98	12.73 *
Interest on Long Term Loans	9.34	12.42	(3.08) #
Other borrowing costs	1.46	1.10	0.36
Total finance cost	116.51	106.50	10.01
Less: Interest earned on deposits	6.42	4.43	1.99
Net finance cost	110.09	102.07	8.02

*Due to lower and delayed receipt of subsidy, interest on working capital loans has increased ₹ 29.90 crore, however, interest expenditure has also reduced by ₹ 17.17 crore due to **lower interest rates and better management of funds**.

*Short term borrowings were higher at ₹ 2220.09 crore as on 30th September 2016 as against ₹ 1378.39 in CPLY.

#Interest on long term loans decreased by ₹ 3.08 crore mainly due to repayment of bonds and lower interest on ECB after refinancing of the same from DBS.

UREA PRODUCTION

LAKH MT

Unit	Apr-Sep 2016	CPLY	Increase/ (Decrease)
Bathinda	2.84	2.51	0.33
Vijaipur I	5.37	4.56	0.81
Vijaipur II	5.52	5.43	0.09
Nangal	2.38	2.72	(0.34)
Panipat	2.52	2.77	(0.25)
Total	18.63	17.99	0.64

Production was lower at Nangal and Panipat Units as Nangal Plant was under shut-down from 1st May, 2016 to 21st May, 2016 (21 days) and Panipat Plant was under shutdown from 21st June, 2016 to 9th July 2016 (10 days during the half-year ended 30th Sept 2016) for annual maintenance jobs. However total production of urea was higher by 0.64 Lakh MT as compared to CPLY.

INDUSTRIAL PRODUCT PRODUCTION

QTY IN MT

Unit	Apr-Sep 2016	CPLY	Increase/ (Decrease)
Nitric Acid	37160	23004	14156
Ammonium Nitrate	3454	-	3454
Sodium Nitrate/ Nitrite	1683	1442	241

Increase in production of industrial products was driven by higher demand.

UREA SALES BREAKUP ZONE WISE

LAKH MT

Zonal Offices	Actual Apr-Sep 2016	Actual Apr-Sep 2015
Bhopal Zone	5.13	4.59
Lucknow Zone	5.27	4.52
Chandigarh Zone	6.87	8.14
Total	17.27	17.25

Sale of urea during the half year was higher (by 0.02 Lakh MT) as compared to CPLY due to higher sale at Bhopal and Lucknow Zones (by 1.29 LMT) which was nearly off-set by lower sale at Chandigarh Zone (by 1.27 Lakh MT) due to over-supply condition in that market.

ENERGY CONSUMPTION (GCAL/MT OF UREA)

Units	Revised Energy Norms (w.e.f. 1.06.2015)	Actual Energy	
		April-Sep 2016	April-Sep 2015
Bathinda	7.479	6.930	6.999
Vijaipur I	5.904	5.734	5.831
Vijaipur II	5.569	5.358	5.467
Nangal	7.095	7.178	7.063
Panipat	7.614	7.247	7.311

All units achieved lower energy consumption as compared to CPLY except at Nangal Unit due to lower production due to shutdown from 1ST May 2016 to 21ST May 2016 (21 days) for annual maintenance jobs.

**Comparison of actual Profit/ (Loss) before tax for the half year ended
30th Sept 2016 with half year ended 30th Sept 2015**

₹ crore

Profit / (Loss) before tax for the half year ended 30th Sept 2016		87.87
Profit / (Loss) before tax for the half year ended 30th Sept 2015		91.40
Decrease in Profit		(3.53)
A:	Reasons for decrease in Profit	
1	Higher receipt/ accounting of past period subsidy arrears in CPLY	10.98
2	Increase in Salaries and Wages	4.24
3	Increase in Marketing Expenses	21.65
4	Increase in Finance Charge(Net of increase in interest earned from deposits)	8.02
5	Increase in depreciation charge	0.23
6	Higher impact of mark to market valuation of forex liabilities as compared to CPLY	8.13
7	Increase in Security expenses	5.27
	Sub Total (A)	58.52

**Comparison of actual Profit/ (Loss) before tax for the half year ended 30th Sept
2016 with half year ended 30th Sept 2015 contd..**

₹ crore

B :	The above decrease in profit has been off-set by the following:	
1	Increase in contribution from urea	14.16
2	Decrease in Energy Consumption	1.31
3	Decrease in Repairs and maintenance expenses	1.51
4	Increase in contribution from sale of Industrial Products	24.92
5	Increase in profit from traded goods	10.81
6	Increase in miscellaneous income	2.28
	Sub-total (B)	54.99
	Net decrease in profit (A - B)	(3.53)

ANALYSIS OF SALES

S. No.	Particulars	As on 30 th Sep 2016		As on 30 th Sep 2015	
		Value (₹ crore)	%	Value (₹ crore)	%
1	Urea	2987.69	91.20	3675.07	96.42
2	Traded Products (excluding Gas swapping)	154.10	4.70	45.69	1.20
3	Gas Swapping	28.73	0.88	28.30	0.74
4	Industrial Products	105.53	3.22	62.38	1.64
5	Gross Sales	3276.05	100.00	3811.44	100.00

Percentage of traded products has increased to 4.70% during the half year from 1.20% during CPLY.

DETAIL OF TRADE RECEIVABLES

₹ crore

S. No.	Particulars	As on 30th Sep 2016	As on 30th Sep 2015
1	Subsidy from GOI	2775.81	2281.87
2	Debtors	290.98	169.34
3	Total Trade Receivables	3066.79	2451.21

Credit Policy for realisation:-

Debtors

Industrial Products – Cash & carry

Traded Goods -

Urea – 30 days credit

Subsidy from GOI

Urea – Average 2.5 months

DAP – Average 3 months

For DAP payment, supplier credit is availed.

DEBT TO EQUITY RATIO

₹ crore

S. No.	Particulars	As on 30th Sep 2016	As on 30th Sep 2015
1	Long term Borrowings	1387.87	1925.51
2	Short term Borrowings	2220.09	1378.59
3	Total Borrowings	3607.96	3304.10
4	Borrowings pertaining to AFCP excluded being reimbursed by Gol	1118.66	1862.79
5	Net Borrowings	2489.30	1723.44
6	Borrowings (excluding short term borrowings)	269.21	345.05
7	Net worth	1760.61	1536.60
8	Debt : Equity ratio (5 divided by 7)	1.41 : 1	1.12 : 1
9	Debt : Equity ratio (6 divided by 7)	0.15 : 1	0.22 : 1
10	Debt-service coverage ratio (Times)	1.66	1.61

Significant Financial Ratios

Particulars	Unit	As on 30th Sep 2016	As on 30th Sep 2015
EBITDA/ Gross Sales	%	7.52	6.29
EBIDTA to Interest	Times	2.12	2.26
Return (Total Comprehensive Income) on net worth	%	2.43	2.65
Earning per share (EPS)	₹	0.87	0.83
Current Ratio	Times	1.44	1.64
Book value of share	₹	32.80	25.00

THANK YOU