

## Performance at a Glance

### Financial Highlights

Particulars	2017-2018	2016-2017	2015-2016	2014-2015	2013-2014	2012-2013	2011-2012	2010-2011	2009-2010	2008-2009
Re-Assessed Capacity (RAC) (Lakh MT)	32.31	32.31	32.31	32.31	32.31	32.31	32.31	32.31	32.31	32.31
Installed Capacity (Lakh MT)	35.68	35.68	35.68	35.68	35.68	34.92	32.31	32.31	32.31	32.31
Production (Urea) (Lakh MT)	38.10	38.10	37.99	36.39	36.36	32.11	34.01	33.80	33.30	33.44
Capacity Utilisation (Urea) (%) of RAC	117.9	117.9	117.6	112.6	112.5	99.4	105.3	104.6	103.1	103.5
Sales (Urea) (Lakh MT)	39.16	37.58	36.41	36.79	36.87	31.62	33.89	33.59	33.78	33.77
<b>Sales (Traded Goods)</b>										
Di - Ammonium Phosphate (MT)	327753	213871	50747	-	-	-	-	-	-	-
Bentonite Sulphur (MT)	108	3356	1481	866	1931	381	436	1481	1481	-
Zinc Sulphate (MT)	-	-	-	-	249	-	-	-	-	-
Compost (MT)	11695	2660	-	-	-	9594	1144	646	630	936
Muriate of Potash (MOP) (MT)	27463	-	-	-	-	-	-	-	-	-
Ammonium Phosphate Sulphate (APS) (MT)	26435	-	-	-	-	-	-	-	-	-
Seeds (Quintal)	53290	43754	60912	44062	76706	112493	109837	55014	34682	16323
	(₹ in Crores)									
Sales - Finished Goods (including Urea, IP & Bio Fertilizers) (a)	2271	2218	2129	2044	1936	1670	1919	1841	1662	1680
Sales - Traded Goods (b)	723	467	235	15	33	30	23	32	33	3
Subsidy (c)	5934	4958	5430	6461	6048	5020	5363	3918	3396	3444
<b>TURNOVER (Net) (incl. Subsidy) (d=a+b+c)</b>	<b>8928</b>	<b>7643</b>	<b>7794</b>	<b>8520</b>	<b>8017</b>	<b>6720</b>	<b>7305</b>	<b>5791</b>	<b>5091</b>	<b>5127</b>
Other Income (e)	96	45	47	37	26	27	37	44	57	80
Total Expenses (f)	<b>8426</b>	<b>7088</b>	<b>7237</b>	<b>8138</b>	<b>7871</b>	<b>6730</b>	<b>7000</b>	<b>5533</b>	<b>4783</b>	<b>4914</b>
Earnings before depreciation, interest and tax (EBIDTA) (g=d+e-f)	598	600	604	419	172	17	342	302	365	293
Interest and Finance Charges (h)	190	190	228	301	204	130	67	9	11	41
Depreciation (i)	73	85	87	73	129	118	91	89	94	96
<b>Profit/(Loss) before Tax (j=g-h-i)</b>	<b>335</b>	<b>325</b>	<b>289</b>	<b>45</b>	<b>-161</b>	<b>-231</b>	<b>184</b>	<b>204</b>	<b>260</b>	<b>156</b>
Tax Expenses (k)	122	117	90	19	-71	-60	57	65	88	58
<b>Profit/(Loss) after Tax (l=j-k)</b>	<b>213</b>	<b>208</b>	<b>199</b>	<b>26</b>	<b>-90</b>	<b>-171</b>	<b>127</b>	<b>139</b>	<b>172</b>	<b>98</b>
Other Comprehensive Income (m)	(2)	(1)	(7)	-	-	-	-	-	-	-
Total Comprehensive Income (Net of tax) (l+m)	211	207	192	-	-	-	-	-	-	-
Gross Block	7667	7376	7287	7227	7182	5717	2958	2930	2924	2906
Net Fixed Assets	4080	4059	4259	4487	4682	3501	550	599	666	734
Current Assets, Loans and Advances	5193	5779	6810	7241	6743	4285	3206	2244	2082	1524
Current Liabilities and Provisions	4458	4355	5323	5888	6041	1430	1600	998	794	885
Working Capital	735	1424	1487	1353	702	2855	1606	1246	1288	639
Long Term Borrowings	171	981	1828	2643	3518	3912	1601	191	-	-
Short Term Borrowings	2890	3154	4296	5002	4040	1703	1384	422	403	265

## Key Indicators

Particulars	2017-2018	2016-2017	2015-2016	2014-2015	2013-2014	2012-2013	2011-2012	2010-2011	2009-2010	2008-2009
Net Worth (Paid up Capital*+ Reserve & Surplus)	1987	1827	1691	1509	1494	1584	1754	1672	1582	1471
Capital Employed (Net Fixed Assets + Working Capital-Deferred Govt. Grant)	1901	2520	2585	2467	1847	3911	2156	1845	1954	1373
EBITDA/ Turnover (%)	6.70	7.85	7.75	4.91	2.15	0.25	4.68	5.21	7.17	5.71
Receivable (in days)	160	204	225	215	211	171	121	101	66	66
Inventory (in days) - Finished Goods	15	17	15	3	7	12	6	4	2	7
Return on Net Worth (%)	10.71	11.40	11.77	1.77	-	-	7.24	8.31	10.87	6.66
Return on Capital Employed (%)	11.19	8.26	7.44	1.07	-	-	5.88	7.51	8.78	7.10
Earning per Share of ₹10 (₹)	4.34	4.24	4.05	0.53	-	-	2.58	2.82	3.50	1.99
Debt/Equity Ratio	1.54 : 1	#2.26 : 1	#3.62 : 1	#5.07 : 1	#5.06 : 1	#3.55 : 1	1.70 : 1	0.37 : 1	0.25 : 1	0.18 : 1
Current Ratio	1.16 : 1	1.33 : 1	1.28 : 1	1.27 : 1	1.12 : 1	3.00 : 1	2.00 : 1	2.25 : 1	2.62 : 1	1.72 : 1
Value Added per Employee (₹. In Lakhs)	91	70	55	39	32	24	26	23	23	20
Dividend (₹. In Crores)	-	41.70	59.36	8.34	-	-	38.27	41.70	51.51	29.43
Dividend as % of Net Worth	-	2.28	3.51	0.56	-	-	2.18	2.49	3.26	2.00
Dividend as % of Profit after tax (PAT)	-	20.11	30.87	31.78	-	-	30.20	30.11	30.03	30.20
Profit (PAT) per employees (₹. In Lakhs)	6.20	5.92	5.35	0.69	(2.21)	(3.99)	2.81	2.96	3.61	2.01
Interest Coverage Ratio (No. of Times)	3.15	3.16	2.65	1.39	0.84	0.13	5.10	33.56	33.18	7.15
Debt Service Coverage Ratio (No. of Times)	2.35	2.06	2.13	0.94	0.66	0.62	4.72	36.40	2.31	0.00
Book Value per share (₹)	40.51	37.23	34.46	30.19	30.45	32.28	35.76	34.09	32.25	29.98
Price Earning Ratio **	12.43	18.08	6.99	67.97	-	-	30.27	40.86	25.51	23.76
Employees (Nos.) at the end of Financial Year	3430	3517	3595	3798	4068	4291	4515	4699	4760	4868

# Debt - Equity ratio includes debts borrowed by company for Feed Stock Conversion Projects (from 'LSHS/FO' to Gas) at Nangal, Bathinda and Panipat Unit which under the GoI Policy is reimbursed to the Company as Capital Subsidy.

\*Paid up Capital of is ₹ 490.58 Crore (i.e.49,05,78,400 Equity Shares of ₹ 10/- each fully paid up).

\*\* Based on prevailing price of share at the end of financial year.