Regd. Office: Sai Hira, Survey No. 93, Mundhwa, Pune - 411 036, India. Tel: +91 (20) 6645 8000



4 September 2019

The Secretary

Listing Department

BSE Limited

National Stock Exchange of India Ltd.

Phiroze Jeejeebhoy Towers,

"Exchange Plaza",

Dalal Street, Fort,

Bandra - Kurla Complex, Bandra (E)

Mumbai - 400 001

Mumbai - 400 051

Subject: Intimation under Regulation 30 of the SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015.

Dear Sir / Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, this is to inform you that the Company is participating in Elara Investor Conference on 5th September, 2019 in Mumbai. A copy of the presentation is enclosed in this regard.

NOTE: Dates are subject to changes. Changes may happen due to exigencies on the part of Analyst/ Institutional Investor/ Company.

No Unpublished Price Sensitive Information (UPSI) will be shared with the analyst /investor during the aforesaid meet.

We request you to take the same on your record.

Thanking you,

Yours faithfully,

For Deepak Fertilisers

And Petrochemicals Corporation Limited

K. Subharaman

Executive Vice President (Legal) & Company Secretary

Encl: as above



Products to Solutions Commodities to Brands









Deepak Fertilisers And Petrochemicals Corporation Ltd.

Corporate Presentation

(BSE: 500645; NSE: DEEPAKFERT)

September 2019

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- 2. Chemicals Segment
- 3. Fertilisers Segment
- 4. Consolidated Financial Performance
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- 6. Annexure



Business Overview

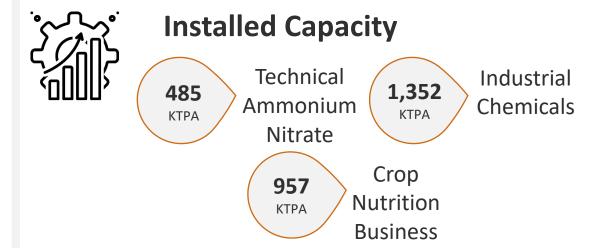
Deepak Fertilisers And Petrochemicals: An Overview





Diversified Business

- Strong knowledge base and experience in:
 - Mining Chemicals
 - Industrial Chemicals
 - Crop Nutrition
- Diversified ammonia downstream player
- ~ 40 years industry experience





Strategic Plant Locations

- Plants in Western, Northern and Eastern India
- Well-established sourcing channels
- Port and gas pipeline infrastructure for import of raw materials



Revenue from Operations: ~Rs. 6,742 Crore*

Contribution to Total Revenues (%)



*FY2019 financials

Catering to Diverse End User Segments



Segments

Highlights

End Market



- Only manufacturer of solid TAN in India
- Preferred partner of mining, infrastructure and explosives companies
- Strategically located plants on East and West coasts of India and 20 warehouses across India for just in time delivery
- Products: High density & Low density Ammonium Nitrate and AN-Melt

- Explosives
- Mining
- Infrastructure
- Healthcare





- Second largest manufacturer of Nitric Acid in S.E. Asia and largest manufacturer of Nitric Acid in India
- Only producer of the merchant Iso Propyl Alcohol (IPA) in India
- Strategic trading to provide basket of solvents to Pharma sector
- Dedicated storage tanks at major ports of the country
- Products: Varieties of Nitric Acid, IPA, Methanol, LCO2 & Traded Solvents

- Pharma
- Consumer Care
- Inks
- Coatings
- Chemical derivatives





- 'Mahadhan' strong brand present in Maharashtra, Karnataka and Gujarat
- Only manufacturer of NP prill 24:24:0 fertiliser in India
- Largest manufacturer of Bentonite Sulphur in India
- Market leaders in Speciality and Water Soluble Fertilisers in India
- Strong market reach across India
- Products: NPK Variants, differentiated NPK, Water Soluble fertlisers and Bentonite Sulphur

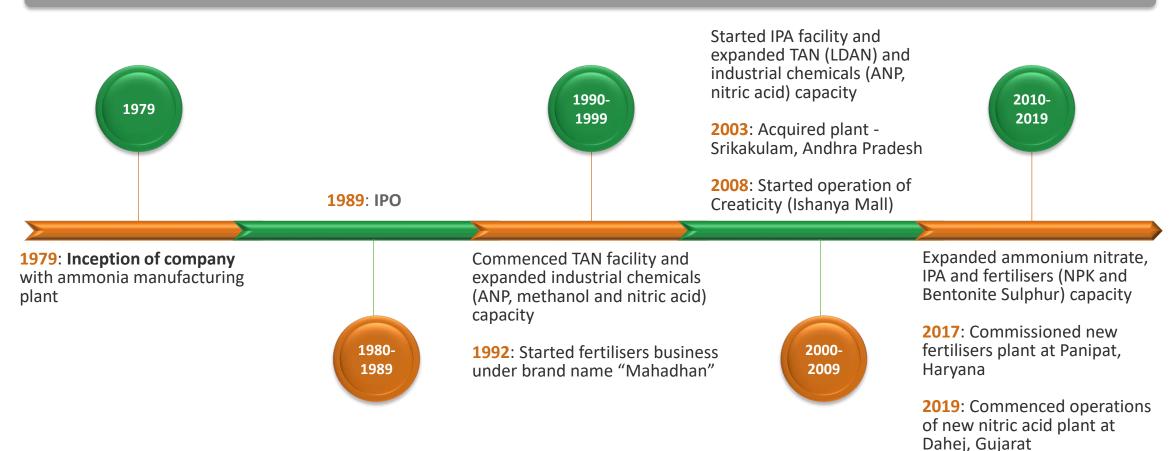
- NPK Variants
- Differentiated NPK
- Water Soluble Fertlisers
- Bentonite Sulphur



Leading Market Position through Four Decades of Sustained Growth







Strategic Geographic Footprint



DAHEJ, GUJARAT

Capacity (KTPA)

Geographic advantage

- DNA: 149CNA: 92
- Major customers of nitroaromatics and nitrocellulose are located in Gujarat

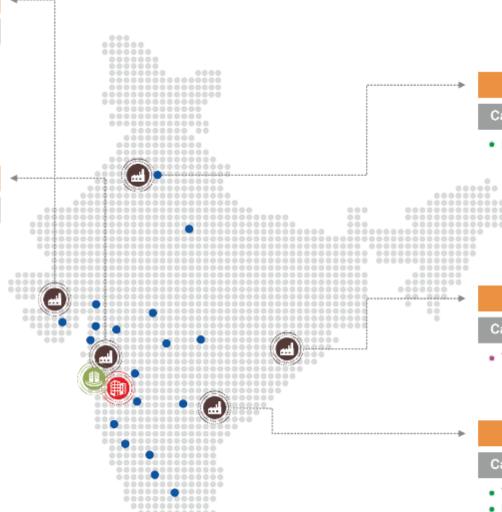
TALOJA, MAHARASHTRA

Capacity (KTPA)

- TAN: 445
- DNA: 703
- CNA: 139
- IPA: 70
- Liquid CO2: 66
- Methanol: 100
- NP: 300
- NPK: 600
- Ammonia: 129
- Bensulf: 25
- IPA: 100
- · Ammonia: 500

Geographic advantage

- Located in Maharashtra, horticulture capital of India with highest consumption of NPKs and specialities
- Caters to IPA demand of North as well as South India
- Proximate to NA consuming belt of Gujarat-Maharashtra
- Strategically located near explosives manufacturers in Central India



PANIPAT, HARYANA

Capacity (KTPA)

Geographic advantage

- · Bensulf: 32
- Oil-seed growing belts of North and Central India
- Significant geographic advantage over imported Bentonite Sulphur

EAST COAST, ODISHA

Capacity (KTPA)

Geographic advantage

- TAN: 376
- Closer to customer base

SRIKAKULAM, ANDHRA PRADESH

Capacity (KTPA)

Geographic advantage

- ▼ TAN: 40
- DNA: 34
- Satellite unit catering to regional explosives manufacturers



Installed Capacity



Planned Additional Capacity



Corporate Office



Production Facilities



Area Sales Offices



Value Added Real Estate

Key Clientele



Mining Chemicals





















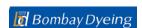


Black Diamond Explosives













































































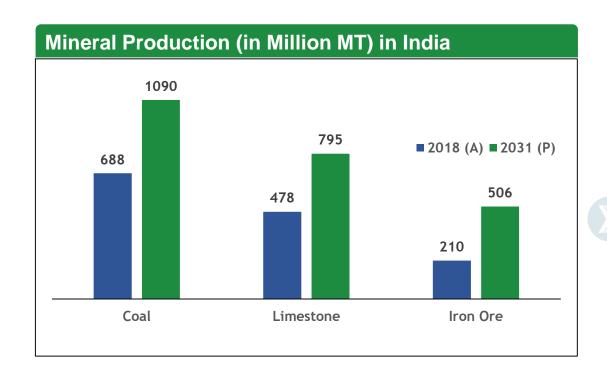


Chemicals Segment

TAN Market Demand in India



Driven by Coal Sector Expected to Outstrip Supply



AN Demand-Supply Scenario in India

- Mining and infrastructure sectors are key demand drivers for TAN consumption
- Coal alone accounts for about 67% of current TAN demand and is expected to contribute to ~60% of the overall TAN demand in future years
- Domestic demand for TAN expected to grow at a CAGR of ~ 5% pa over next ten years, to 1,775 KTPA by 2031
 - Driven by increase in coal demand, from 688 Million
 MT in FY18 to 1,100 Million MT by 2031
 - Growth due to demand from existing as well as upcoming captive/commercial coal mines, mainly in Eastern and Central India
- TAN demand-supply gap likely to exceed 225 KT by 2019-20
- No growth in supply expected as no new likely capacity addition from other players



TAN: Key Products, Applications & Customers



Products

Low Density Ammonium Nitrate

Optimex & Optimex+

Vertex Super

High Density Ammonium Nitrate

Optiform

Vertex Norma Medical Grade Ammonium Nitrate

Optispan

Vertex Supreme Ammonium Nitrate Solution

AN Melt

Application

To Manufacture
ANFO & ANFO
Blends

To Manufacture Emulsions & Slurry

To Manufacture N_2O

To Manufacture Emulsions & Slurry

Customers

Mining Industry & Explosives
Manufacturers

Explosives Manufactures

Pharma Industry

Explosives Manufactures

End-Usage

As Explosives or Energy Dopant As RM for Explosives

As RM for N₂O gas

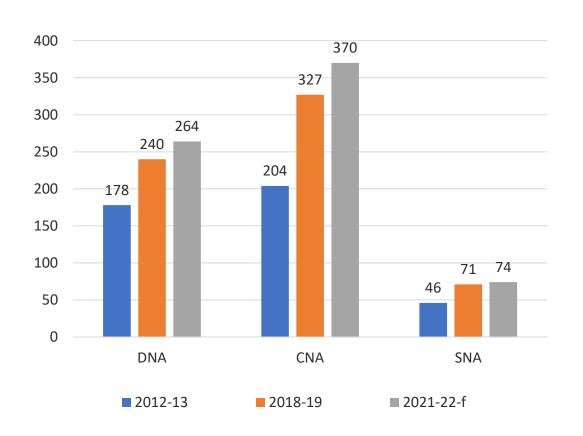
As RM for Explosives

Nitric Acid: DFPCL Market Position and Demand

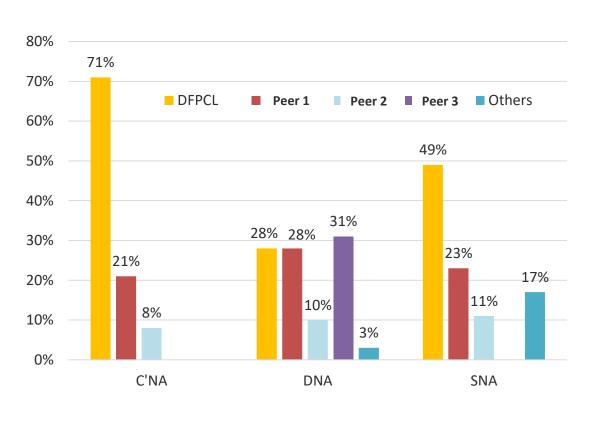


Strong Demand and strong market position to sustain profitability

DNA, CNA & SNA – Demand Outlook



Strong Market Position – Limited competition from PSUs



*FY2018-19

^{*} Source: Annual reports & DFPCL Marketing Insights

Nitric Acid Capacity Expansion



Expanded Footprints in Dahej, Gujarat

- Commissioning of Commercial Operations: April 2019
- Production Capacities: ~92 KTPA (CNA); ~148 KTPA (DNA)
- Key Highlights:
 - Strategically located in vicinity of large consumers of CNA
 - Caters to the growing demand for CNA and DNA in the Gujarat region along with customers in North and East India
 - The Company has already entered into agreements for 70% of the capacity and the project is expected to operate at full capacity in the near term

- DFPCL's Market Positioning:
 - Second largest manufacturer of Nitric Acid in South East Asia and largest manufacturer of Nitric Acid in India
 - Largest integrated NA plants with a combined capacity of ~1.07 Million KTPA at Taloja, Maharashtra and Dahej, Gujarat
 - Nitric Acid market share expected increase to ~54% from ~45%







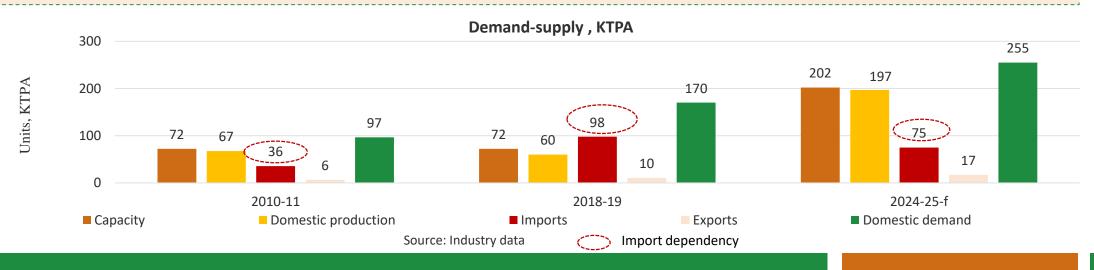
Note: Pictures of Nitric Acid complex at Dahej, Gujarat

Leading IPA Player



Strong Market Share, restricted RM availability and customer stickiness to drive profitability

- DFPCL is the only producer of the merchant IPA in India; with ~80% market share
 - o Primary customer is pharma sector (~80%), expected to grow at 12-15% CAGR through FY 2020
 - o Pharma industry contributed 76% of the total consumption in 2017-18, a trend which is likely to continue through 2024-25
 - o Pharma sector customer stickiness due to supply of basket of solvent including IPA and different pharmacopoeia certification
 - Exclusive distribution rights for two major overseas producers
- Restricted availability of Propylene significant entry barrier for competition
- Manufacturing of segment specific grades to cater to specific industries like electronic, cosmetic, pharma etc under evaluation
- Unique offerings (IPA in drums), which no importer of IPA can offer





Fertilisers Segment

Key Market Trends



Key Market Trends

Shift in consumption towards high value foods like fruits, vegetables & processed foods

Declining arable land base coupled with high demand for food

Extreme stress on resources like water & labor

Push to reform policy, deregulate domestic and international markets, Providing greater market access to farmers and encouraging private sector investments

India is 2nd largest fertilizer market globally with annual fertilizer demand of c.55 million MT, however fertilizer consumption in India is highly skewed towards Urea

Implications

Acreage of horticulture has increased significantly between 2004 – 2014 in states like Maharashtra (21%), Gujarat (200%), Karnataka (50%), Telangana/AP (48%) & Madhya Pradesh (280%); Demand for specialty fertilizers to remain high

Imperative to boost land yields to bridge the gap between demand and supply; fertilizers are critical to achieve this

Use of water efficient technologies like drip irrigation will drive demand for water soluble fertilizers and increase convenience of application

Schemes like nutrition based subsidy facilitating fertilizer companies to provide value added products; DBT could potentially streamline the subsidy realization from government

Correcting distorted NPK ratio is essential; NPKs and NPKs fortified with micronutrients expected to grow faster in market leading to enhanced efficiency in fertilizer usage

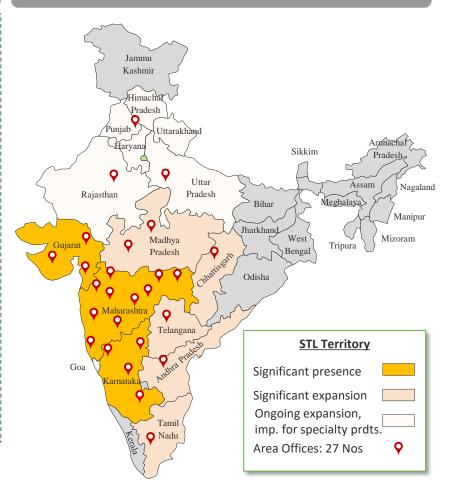
CNB Business overview



Key Highlights

- > Largest specialty fertilizer company in India with 20% market share in WSF, Foliar and Micronutrients and 34% market share in Bentonite Sulphur
- > 18% market share in NP/ NPK market in Maharashtra
- > 25+ years of presence in Maharashtra, Karnataka and Gujarat; Among the best recognized brands in the industry **Mahadhan**
- > Deep connects with farmers, ecosystem, channel with first mover advantage in various products
- > 1st company to launch differentiated bulk fertilizer in India; developed the world's first water soluble NP fertilizer
- > 3000+ strong dealer network in 12 states; Catering 24,000 retailers
- > 5 zonal offices and 27 area offices across India
- > 300+ CNB team strength, 190+ sales & marketing and 250+ Market Development Officers (on third party payroll)
- > Established R&D team consisting of 5 Phd (Dr) and 3 farm locations

STL presence across India

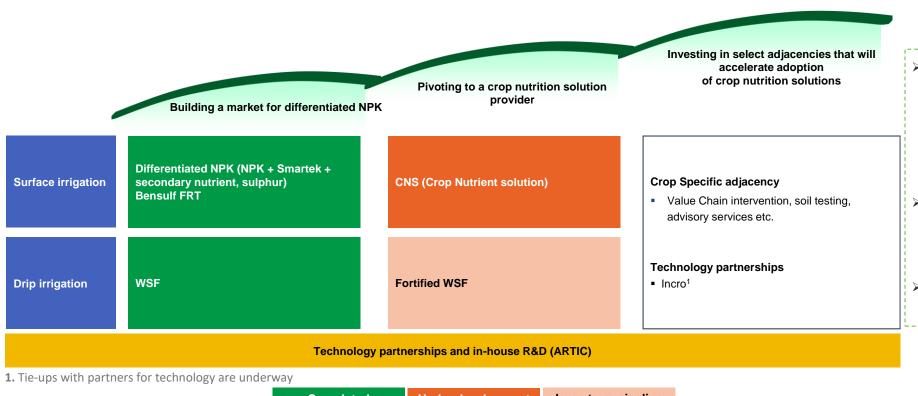


Note: Smartchem Technologies Limited (STL) is 100% subsidiary of DFPCL

Diversifying from Commodity to Specialty



Increasing presence in value added products



Key Differentiators

- Smartek: Unique product established by proprietary manufacturing process with exclusive sourcing/technology tie-up
- Smart 24-24-0: Only WSF producer in India having Prilling technology
- > **CNS:** First mover advantage.

Completed Under

Under development

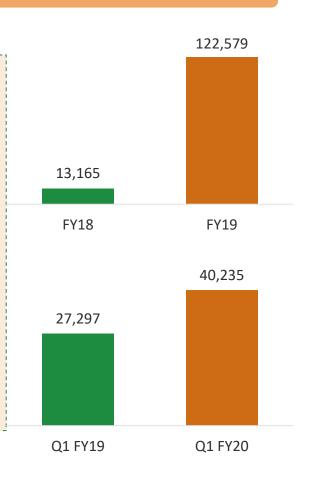
Long term pipeline

SMARTEK and CNS



Successful ramp-up of Differentiated Performance Fertiliser- Smartek since launch in FY18

- SMARTEK trial production started in FY17
- Launched SMARTEK N10 in FY18 Rabbi Season; SMARTEK N12 and SMARTEK N20 launched in FY19
- 10,000+ demos of SMARTEK undertaken across geographies for establishing proof of concept
- SMARTEK volume contribution increased from 2% in FY18 to 23% in FY19; About 43% of NPK portfolio has been shifted to Smartek during the reporting year
- The Company has shifted about 90% of its sales plan to unique and differentiated products including NP 24.24.00, Smartek and Bentonite Sulphur Fast



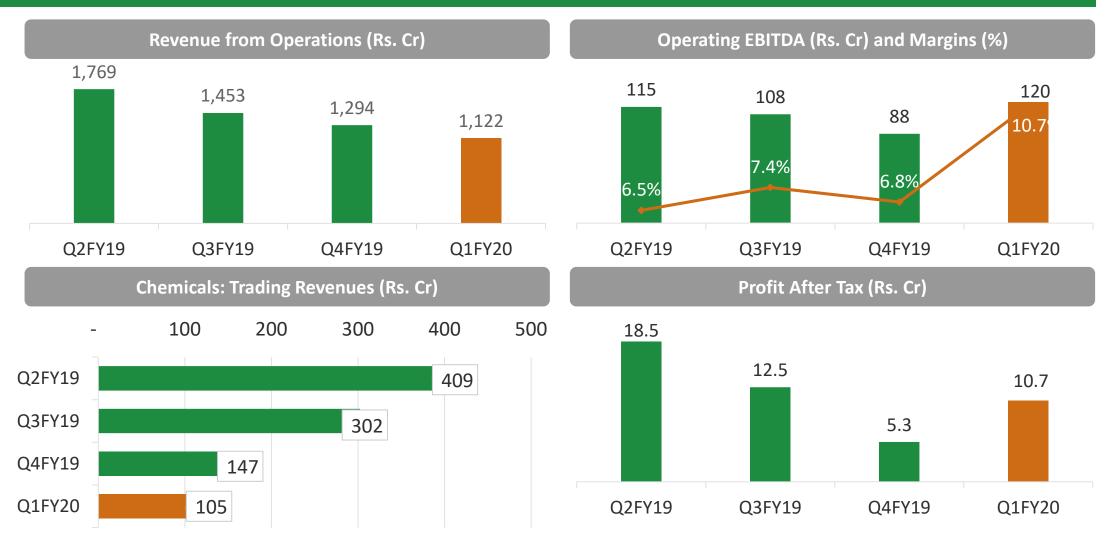
Note: Volumes in MT



Consolidated Financial Performance

Consolidated Quarterly Highlights





Consolidated Quarterly Highlights



Financial Performance

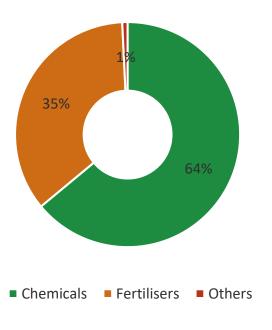
- Total Revenues reported at ~ Rs. 1,122 Cr in Q1 FY2020
- Operating EBITDA stood at Rs. 120 Cr; Margins improved significantly from 6.8% (Q4 FY2019) to 10.7% (Q1 FY2020). Operating margins were 6.7% in Q1 FY2019
- PAT stood at ~ Rs. 10.7 crores in Q1 FY2020. Profits improved by ~104% compared to Q4 FY2019

Other Recent Highlights

- Commenced commercial production of Nitric Acid (NA) at Dahej, Gujarat; entered into long term agreements for about 70% of the capacity in April 2019
- Secured funding tie-up of US\$ 60 million (~ Rs. 420 Crores) from International Finance Corporation (IFC) by the way of CCDs and FCCBs in April 2019

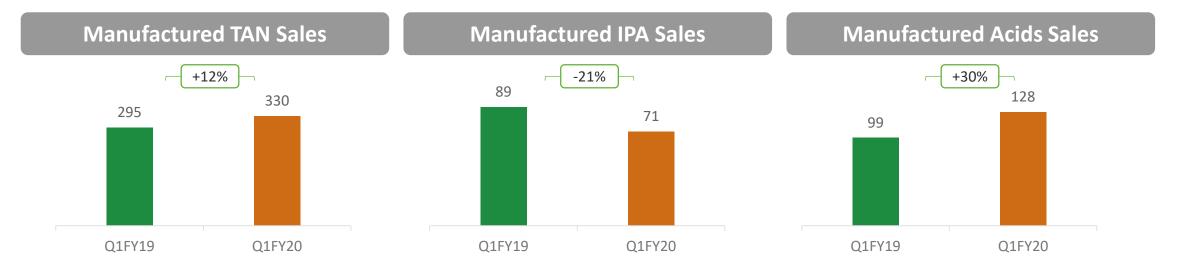
Revenue Breakdown





Consolidated Segment Highlights: Chemicals

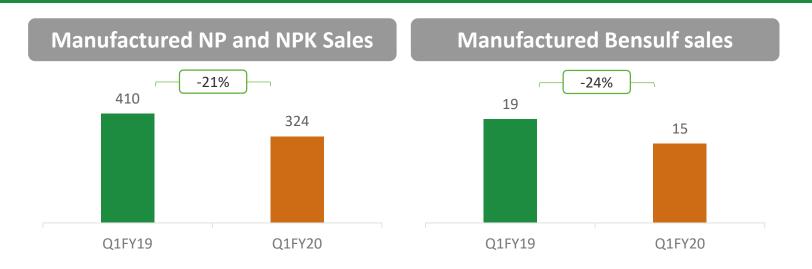




- Manufactured Chemical business reported revenues of ~Rs. 613 crores in Q1 FY20 as compared to ~Rs. 610 crores in Q1 FY19. Chemical Trading business was consciously reduced from Rs. 1,028 crores Q1 FY19 to Rs. 105 crores in Q1 FY20. The Company continued to consolidate its trading portfolio and focus on high-margin products
- Margins improved in TAN business supported by higher TAN Solutions volumes by ~42.7% y-o-y and HDAN volumes by ~11.0% y-o-y and increase in NSP of HDAN and TAN Solutions
- Successful commissioning of Dahej facility (incl captive power plant) with capacity utilization of WNA at 60% and C'NA at 54% in the first quarter of operations amidst initial teething period and system stabilization phase
- During Q1, margins in IPA business were impacted on account of reduction in IPA import prices and hike in RGP prices on year on year basis. Production volumes were also temporary impacted as plant was shut down for non-availability of propylene; primarily driven by annual maintenance shutdown at suppliers' end. Supplies of propylene have been restored and plant is now operational

Consolidated Segment Highlights: Fertilisers

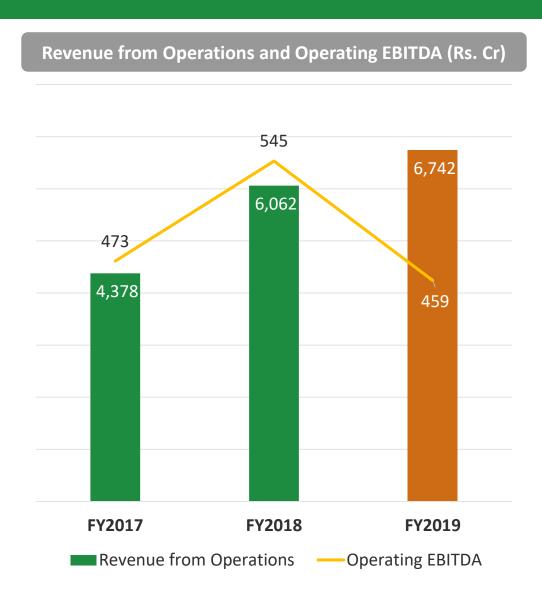




- Manufactured Fertilisers business reported revenues of ~Rs. 341 crores in Q1 FY20 as compared to ~Rs. 429 crores in Q1 FY19. Fertilisers Trading business was reduced from Rs. 151 crores Q1 FY19 to Rs. 55 crores in Q1 FY20. The reduction in traded revenue in CNB was inline with the strategic decision to move to differentiated NPK grade
- In line with our strategic decision to move from commodity to differentiated Fertiliser segment, differentiated NPKs. Smartek sales volume in Q1 FY20 was at 40,235 MT against 27,297 MT in Q1 FY19
- During the quarter, NPK sales volume declined by ~ 26.3% y-o-y and NP sales volume declined by ~27.6% y-o-y. Delayed monsoon by about ~3 weeks in core command area has impacted fertilisers sales. This has led to delayed Kharif sowing of major crops like Cotton, Soybean and Groundnut and resultant delays in fertiliser consumptions
- Margins in Q1 FY20, compared to Q1 FY19, were also adversely impacted on account of the increase in prices of phosphoric acid and ammonia on year on year basis. However, margins have increased compared to Q4 FY19 on account of declining raw material prices trend in the recent months resulting in higher margins per ton

Consolidated Annual Performance





	Mar-18	Mar-19
ST Debt	2,839	1,176
LT Debt	626	1,771
Current Maturities	67	85
Total Debt	3,532	3,032
Cash & Cash Equivalent	470	334
Net Debt	3,063	2,698
Equity	2,087	2,142
Net Debt/ Equity	1.47x	1.26x

- Strategic reduction in trading volumes in Chemical business has helped in reduction of short term debt
- Decrease in short term debt borrowings was also due to short term loans for Ammonia project converted to long term loan

Credit Ratings

Bank Facilities	ICRA
Long Term Bank Facilities	A+ (stable)
Short Term Bank Facilities	A1

Consolidated Sales Volume



Volume MT	Q1 FY20	Q4 FY19	Q-o-Q growth	Q1 FY19	Y-o-Y growth	FY19	FY18	Y-o-Y growth
Methanol	10,370	4,444	133.3%	19,236	(46.1)%	52,215	46,652	11.9%
Nitric Acid	62,477	49,078	27.3%	46,232	35.1%	199,201	218,120	(8.7)%
IPA	10,827	14,782	(26.8)%	11,682	(7.3)%	61,274	74,100	(17.3)%
TAN Solid	108,571	118,930	(8.7)%	107,483	1.0%	453,187	395,050	14.7%
LDAN	27,880	35,429	(21.3)%	34,767	(19.8)%	128,607	108,589	18.4%
HDAN	80,691	83,501	(3.4)%	72,716	11.0%	324,581	286,461	13.3%
TAN Solutions	18,287	17,715	3.2%	12,814	42.7%	53,003	25,671	106.5%
NP	37,957	49,149	(22.8)%	52,454	(27.6)%	198,145	195,153	1.5%
NPK	65,666	88,568	(25.9)%	89,135	(26.3)%	285,725	345,817	(17.4)%
WSF	246	181	36.0%	65	281.1%	847	422	100.7%
Bensulf	6,102	3,482	75.2%	8,748	(30.2)%	23,898	20,762	15.1%



Looking Forward...

Looking Forward...



Backward integration: Ammonia Facility

- In the process of setting up a state-of-the-art 500KTPA Ammonia facility at Taloja, at a Cost of Rs. 2,950 crores
- o Tied up the entire debt requirement of about Rs. 2,044 crore
- Door-to-door tenor of 19 years, including the initial construction period of about 3.4 years and a moratorium of about 1.6 years.
 Principal repayment spread over 14 years, in line with the project cashflows
- Other capacity expansion projects: Planned to phase the implementation to smoothen the leverage peaks
- **IFC Funding:** Secured a funding of US\$ 60 million (approx. Rs. 420 crore) from International Finance Corporation (IFC) by the way of CCDs and FCCBs

Warrants:

Warrants worth Rs. 200 crore issued to the promoters in October 2018 (at a price of Rs. 308.79), out of which 25% of the amount has already been infused. The balance Rs. 150 crore would be infused within the stipulated period

Monetization of non-core assets:

- Sold 75% holding in Desai Fruits and Vegetables Private Limited to Contract Farming Mauritius Private Limited for Rs. 28.2 Crores
 in July 2019
- o Evaluating monetization of some other non-core assets to improve the liquidity position of the Company



Annexure

CNB Product Portfolio



NPK Products

NPK Bulk

NPK 10.26.26

NPK 12.32.16

NPK 20.20.00.13







Traded Bulk Products

SSP



AS



MOP



Specialty Products

NPK Differentiated

NP 24.24.00 (ANP)



NPK 10.26.26 (Smartek)



NPK 12.32.16 (Smartek)



NPK 20.20.00.13 (Smartek)



Bensulf

Bensulf FRT



WSF

Mahadhan SMART WSF



Amruta (WSF products)



CNS

Other Specialty Products

Micronutrients, DOT, Chelated Micronutrients

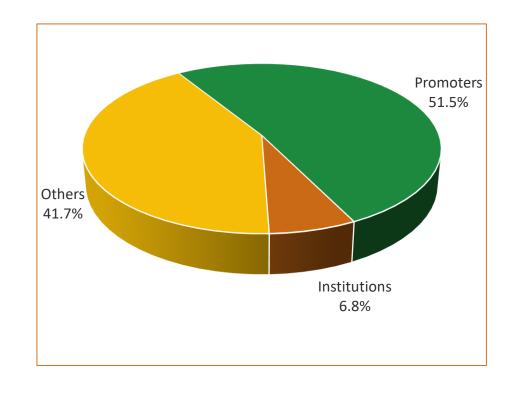
Shareholding Information



Capital Market Data

Market Cap (August 23, 2019)	Rs. ~700Cr		
Share Price (August 23, 2019)	Rs. 79.75		
Shares Outstanding	8.82 Cr		
Total no. of Shareholders (June 2019)	101,650		
NSE and BSE Tickers	DEEPAKFERT; 500645		
Key Institutional Investors	 Fidelity Dimensional Aequitas New India Assurance Union Bank of India GIC of India Vibgyor Karvy National Insurance Co. UTI 		

Shareholding Pattern as on 30th June 2019



Strong and Independent Board of Directors



Executive Director

Sailesh C. Mehta

Chairman and Managing Director

Non-Executive Non-Independent Director

Parul S. Mehta

Experience in corporate public relations

M. P. Shinde

Experience in Chemical, Petrochemical and Fertiliser industry

Independent Director

Ashok Kumar Purwaha

Former CMD of EIL (India's premier engineering Company), ED (GAIL)

Pranay Vakil

Chairman of Praron Consultancy and Ex-Chairman of Knight Frank (India)

Berjis Desai

Solicitor and Advocate, Former Managing Partner at Udwadia, Udeshi & Berjis

Mahesh Chhabria

MD of Kirloskar Industries Limited and Associated with Actis, Enam as Co-head of Investment Banking, and partner at 3i India

Partha Bhattacharyya

Retired MD of Coal India

Alok Perti

Retired IAS officer, Experience in Coal and Mining industry

Dr. Amit Biswas

Experience in Chemical, Petrochemical and Fertiliser industry

Management with Strong Industry Experience





Sailesh C. Mehta Education: B. Com., MBA (USA)

Chairman and MD



Mahesh Girdhar Experience: ~20 Years Education: M.Sc. (HSU), Advance Management Program (INSEAD)

President – CNB



Pandurang Landge Experience: ~36 Years Education: BE (UDCT, Mumbai University)



Romy Sahay Experience: ~26 Years Education: BE (BIT, Mesra), Post Graduate Degree in PM&IR (XLRI) President – HR



Amitabh Bhargava Experience: ~25 Years Education: BE (IIT), MBA (SP Jain)

President and CFO



Raghunath Kellkar Experience: ~34 Years Education: BE (IIT)

President – IC



Amrish Goel Experience: ~28 Years Education: BE (IIT), MBA (IIM)

President - Strategy



Naresh Kumar Pinisetti Experience: ~30 Years Education: MPM (NIPM), MBA (SIMI)

President – Corp. Governance



D . S. Ravindra Raju Experience: ~30 Years Education: BE (IIT), PGDBM (XLRI)

President – Manufacturing



Shyam Sharma Experience: ~24 Years Education: BE (ISM), MBA (Jadavpur University)

President - TAN



Debasish Baneriee Experience: ~30 Years **Education: Chartered Accountant**

President – Strategic Projects



K. Subharaman Experience: ~30 Years Education: M.COM, LLB, FCS, PGDIPR

Ex. Vice President (Legal) & CS

Awards and Recognition





Smartek awarded for Best formulation – Innovation at the Agribusiness Summit and Agri Awards 2019

Smartek won RMAI Agribusiness Leadership Award 2019 for introduction of revolutionary product in bulk fertiliser category





Received the "Best National Employer brand Award" by ET Now and World HRD Congress in the manufacturing category

Smartek received "Golden Peacock Award" for innovative product at the Dubai Global Convention 2019





Integrated Mahadhan Smartek Launch received the award for best campaign in agriculture and agri-tech from Kaleido

DFPCL was honored with two distinguished awards at the PRCI Corporate collateral awards in 2018





Mahadhan was honoured with "Agribusiness leadership" award at the 11th Global Agriculture Leadership Summit 2018

Mahadhan received Brand Excellence Award in agriinputs from ABP News for its constant drive towards innovation





Featured in Forbes Asia under a billion list in the year 2017

Ishnaya Foundation has been conferred with the Prestigious Special Jury Recommendation FICCI CSR Award 2017





Mobile and Digital Marketing summit 2017 awarded Mahadhan app as the best mobile app, targeted at farming community

Best Employer Award by World HRD Congress in Pune region for its strategies and implementation across the organisation



Recent CSR Activities



Rural Initiatives



Establishment of keshar mango farm and support for mango sale



Dairy Development project



Medical health camp



Vocational Skill Development

Urban Initiatives



Trained 132 aspirants in various vocational skills training programs



Income Generation Programs



Livelihood Enhancement through Entrepreneurship Development

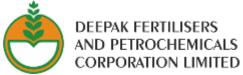


Entrepreneurship Program



Pathological collection center





Reg. Off and Corp. Off: Sai Hira, Survey No. 93, Mundhwa, Pune - 411 036 CIN: L24121MH1979PLC021360 www.dfpcl.com

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Amitabh Bhargava	amitabh.bhargava@dfpcl.com
President and Chief Financial Officer	+91 20 6645 8292
Ajay Tambhale	deepakfertilisers@churchgatepartners.com
Churchgate Partners	+91 22 6169 5988

Disclaimer: This presentation contains statements that contain "forward looking statements" including, but without limitation, statements relating Deepak Fertilisers and Petrochemicals Corporation limited's (DFPCL) future business developments and economic performance. While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our 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 us, legislative developments, and other key factors that could affect our business and financial performance. DFPCL undertakes no obligation to publicly revise any forward looking statements to reflect future / likely events or circumstances.