

6th December, 2022

The Secretary
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort,
Mumbai – 400 001
BSE Code: 500645

Listing Department National Stock Exchange of India Ltd. Exchange Plaza, Bandra - Kurla Complex, Bandra (E) Mumbai – 400 051 NSE Code: DEEPAKFERT

Subject: Intimation of Schedule of Analyst / Investor Meet under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Dear Sir / Madam,

In compliance with regulation 30 read with Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we would like to inform you that the Officials of the Company would be participating in the following Analyst/ Investor Meet/ Conference:

Name	Day	Date	Place
Kotak - Annual India Chemical	Tuesday	6 th December,	Investor Conference in
Forum 2022		2022	Mumbai (physical
			meetings)

Note: The Schedule of the above Analyst/ Investor Meeting/ Conference are subject to change. The change may happen due to exigencies on the part of Analyst/ Investor/ Company.

A copy of presentation to be made at the aforesaid Analyst/ Investor Meet/ Conference is attached herewith.

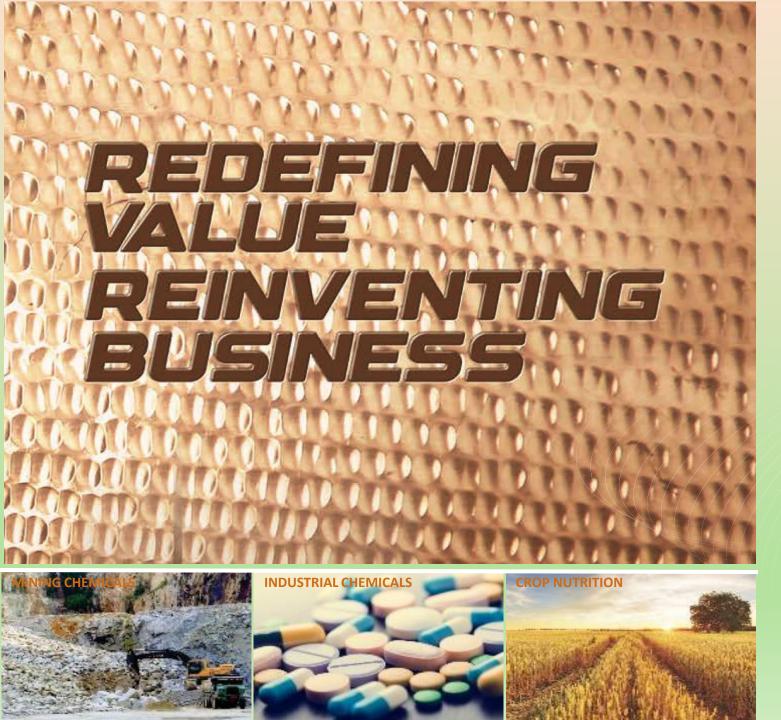
The above information will also be available on the website of the Company: <u>www.dfpcl.com</u>.

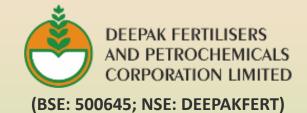
We request you to take the same on your record.

Thanking you, Yours faithfully,

For **Deepak Fertilisers And Petrochemicals Corporation Limited**

Ritesh Chaudhry Company Secretary





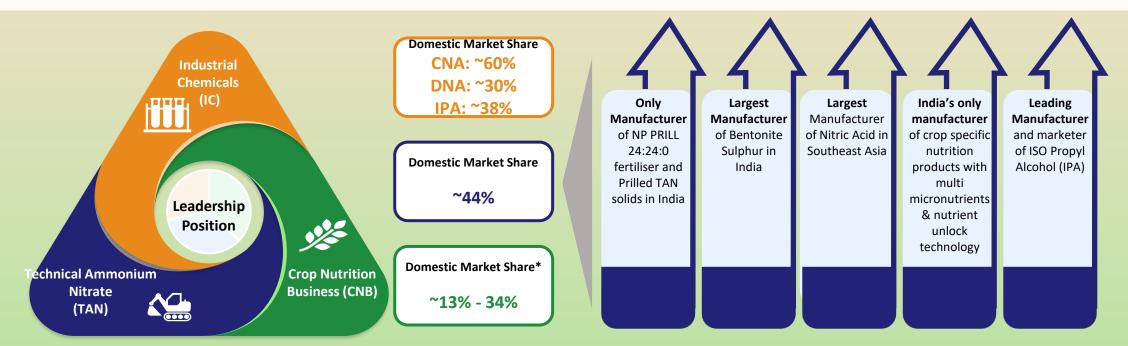
Investor Presentation

December 2022



Participating in the country's growth story through serving critical sectors of the economy such as agriculture, pharmaceuticals, mining, infrastructure, health and hygiene, among others

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Drivers of Leadership



Established Brand with High Brand Recall More than 40 years of rich legacy



Catering to Changing Demands in the Market The IC business has been innovating and developing specialty grades of Nitric Acid for specific application segments



Integrated Supply Chain Well established sourcing channels and cost savings from backward integration of ammonia project



Focus on High-Margin Products Shift in product mix towards more value-added products



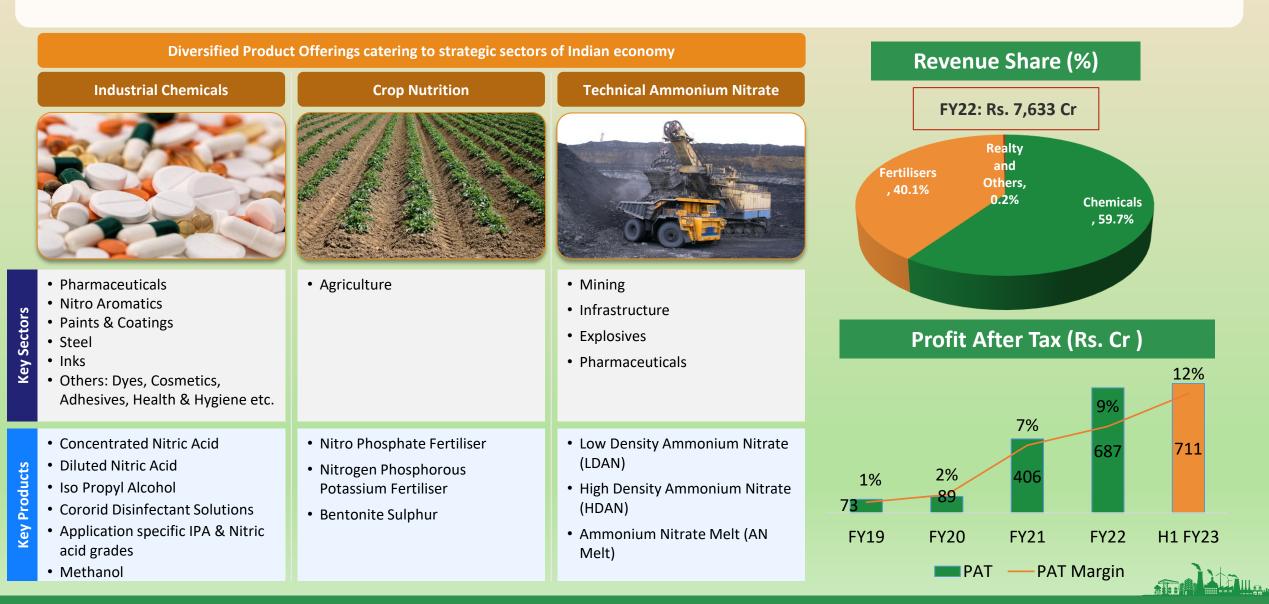
Strong Capacity Utilization ~80% -100% across all segments



Aligning Well with India's Growth Story Serving India's critical sectors such as agriculture, pharmaceuticals, mining and infrastructure



A Multi-product, Multi-segment player catering to wide range of core segments of the Indian Economy

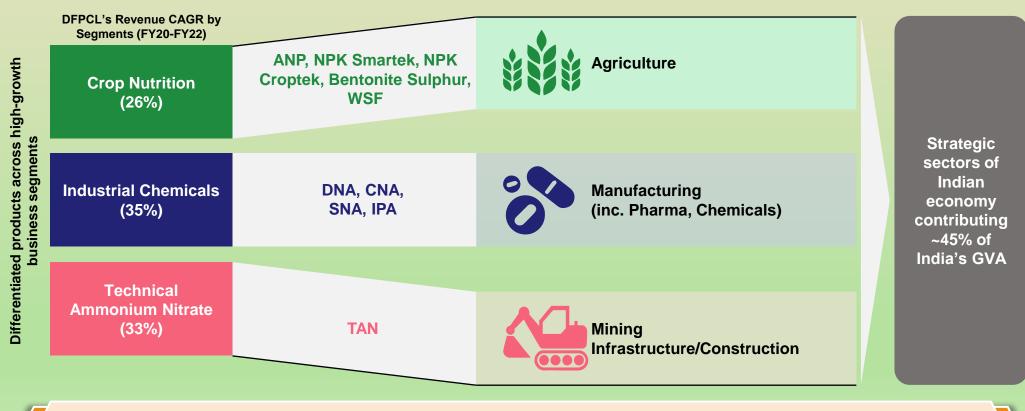


DEEPAK FERTILISERS AND PETROCHEMICALS CORPORATION LIMITED

Well diversified play on the India growth story

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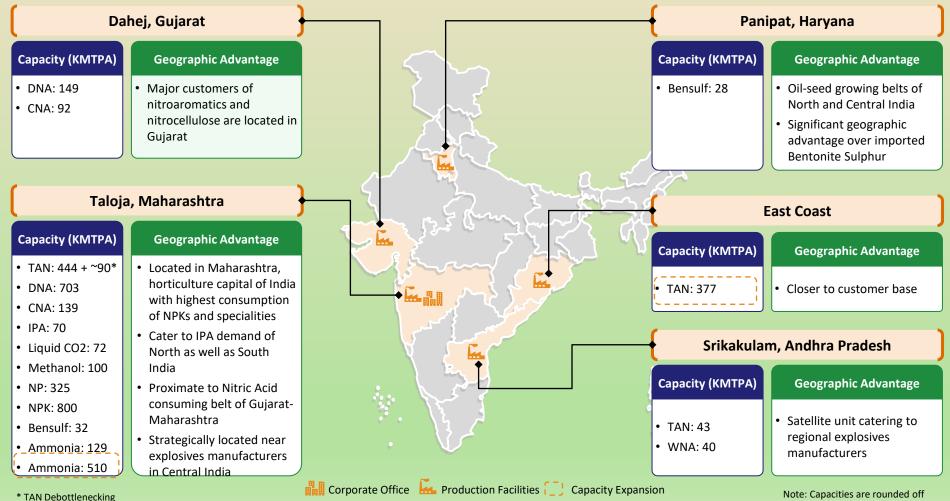
Aligned to India's growth story through serving critical sectors of the economy through its Diversified Product Portfolio, providing backbone for sustainable long-term growth



Strong demand from strategic sectors of Indian economy combined with expansion in key capacities – setting up strong momentum for long-term growth



Strategically located to cater to Agricultural and Industrial Heartlands of India



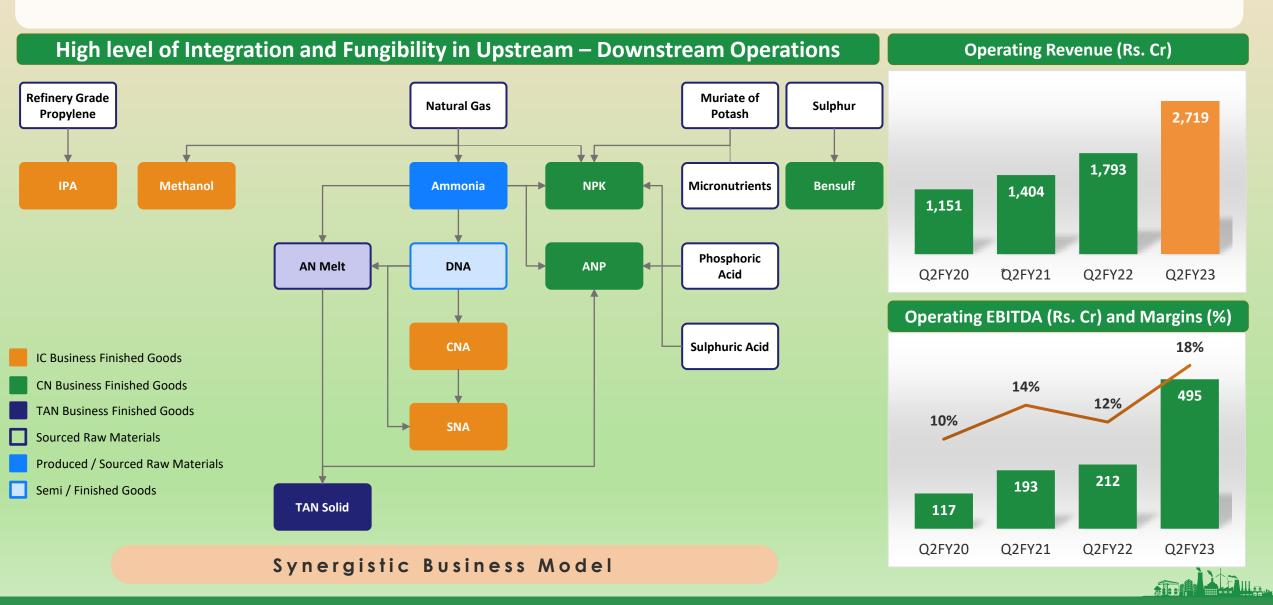
IPA: Iso Propyl Alcohol NPK: Nitrogen Phosphorous Potassium DNA: Diluted Nitric Acid

AN: Ammonium Nitrate ANP: Ammonium Nitro Phosphate **TAN: Technical Ammonium Nitrate CNA: Concentrated Nitric Acid**



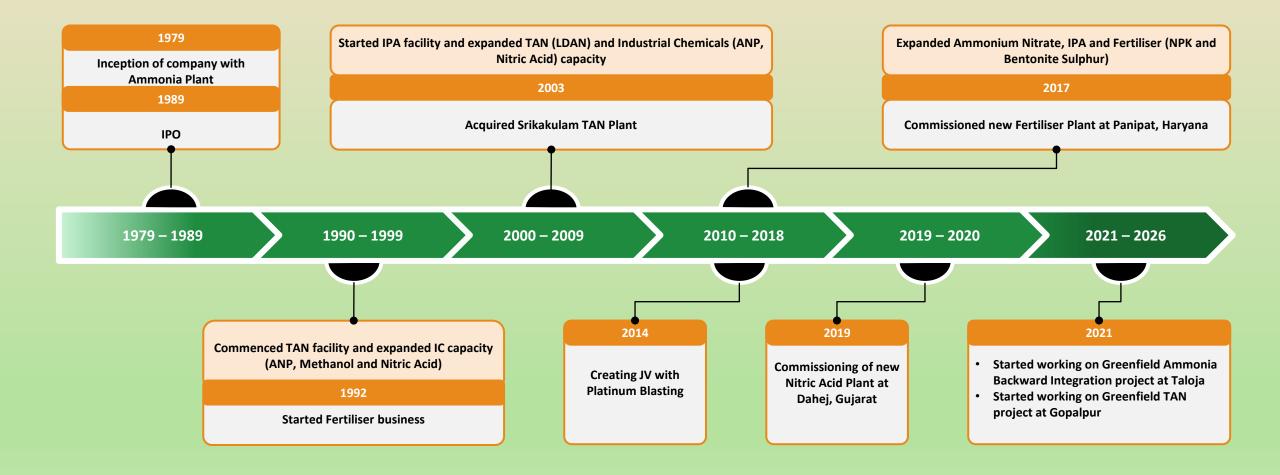
DEEPAK FERTILISERS AND PETROCHEMICALS CORPORATION LIMITED

Quarterly Operating Margins improved from 10% to 18% between Q2 FY20 – Q2 FY23





Constant and focused expansion over the last four decades

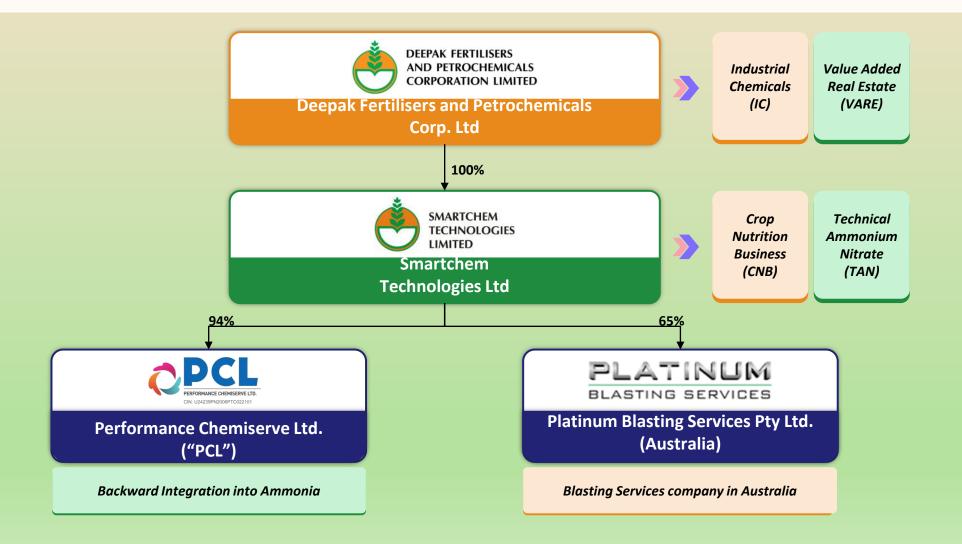


Evolution of the Group





Group Corporate Structure





Mining Chemicals Business



Partner for delivering value through Last Mile Execution Excellence, using Specialty Products and Customized Solutions, to the Mining and Infrastructure sectors of India

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Ranked amongst the top 5 producers of TAN in the world



Commands 44% market share in the Indian market



Only producer of solid grade of TAN (explosive grade low density prilled i.e., LDAN & HDAN) in India



India's largest TAN complex producing AN Melt, HDAN and LDAN

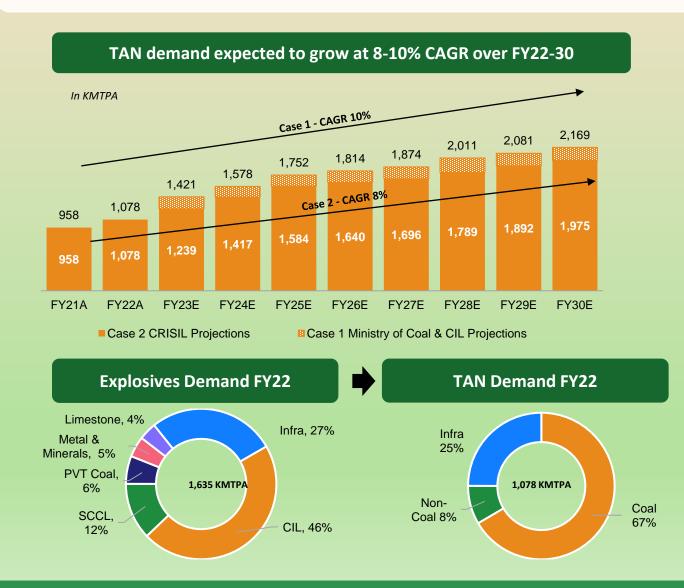
Leading manufacturer of world-class TAN products, underpinned by leading market position in the premium products

	Low Density Ammonium Nitrate	High Density Ammonium Nitrate	Ammonium Nitrate Solution				
Products	Optimex & Optimex+ Vertex Super	Optiform Vertex Norma	AN Melt				
Application	Manufacturing ANFO & ANFO Blends and Civil Infrastructure Projects	Manufacturing Emulsions & Slurry	Manufacturing Emulsions & Slurry				
Customers	Mining, Infrastructure Developers & Explosives Manufacturers						
End-Usage	As Explosives or Energy Dopant	As Raw Material for Explosives	As Raw Material for Explosives				

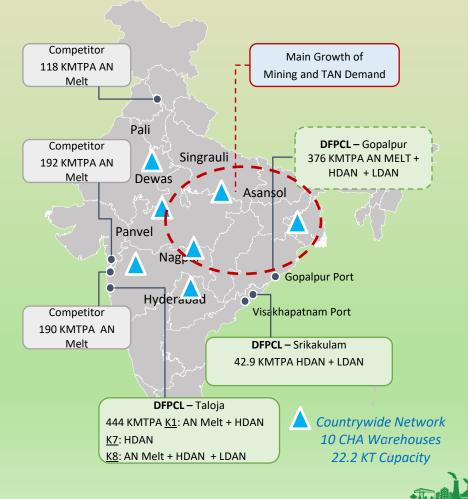


Strong growth in multiple core sectors of the economy (coal/ mineral mining and infrastructure) would keep the demand strong while global supply would remain crunched

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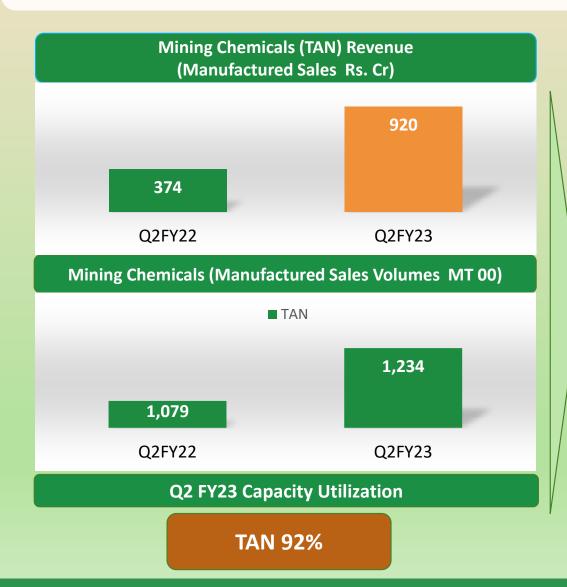


Strategically located near major mining hubs in Eastern & Central India





Major key indicators such as CIL's coal and OB production, cement and steel production, showed healthy increase on a year-over-year basis



Operational Highlights

- In Q2 FY 23, TAN Business achieved a capacity utilization of 92%. sales volume grew by 14% y-o-y in-line with the market growth
- Q2 is typically a seasonally low period for mining activity due to monsoon. CIL's Coal & OB Production in Q2 FY23 dropped by 13% & 24% respectively compared to Q1 FY23, similarly the Cement & Steel production dropped by 11% & 1% Q-o-Q
- However, major key indicators, such as CIL's coal and OB production, cement and steel production, showed healthy increase on a year-overyear basis in Q2
- Pricing of all products remained competitive. Margins in all product segments i e HDAN, AN Melt and LDAN) improved y-o-y despite adverse impact of increasing raw material prices

Outlook

- Growth in our blasting and downstream productivity improvement services, to the Mining and Infrastructure industries
- Explosives demand is also anticipated to rise with Indian economy gaining momentum in Q3 and Q4, which are normally the peak industrial activity quarters

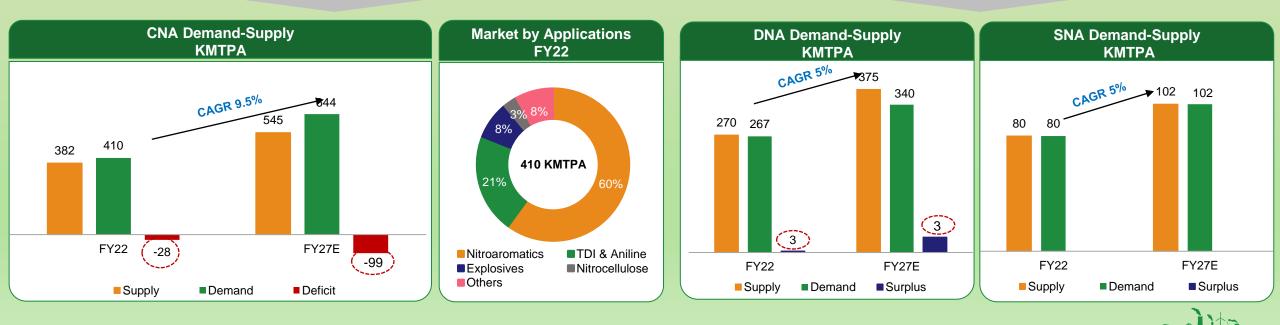
Pharma / Speciality Chemicals Business

DEEPAK FERTILISERS AND PETROCHEMICALS CORPORATION LIMITED

DFPCL is the Largest Manufacturer of Nitric Acid in India

- At current manufacturing capacity, CNA deficit is expected to widen, driven by strong demand growth from Nitroaromatics (which in turn driven by the trend towards China + 1 sourcing strategy)
- Deficit cannot be bridged through imports, due to CNA's hazardous nature and hence the downstream industry faces shortage
- Aarti Industries and Deepak Fertilisers signs a binding term-sheet for 20 year Nitric Acid offtake and supply arrangement valued over Rs.8,000 Cr

- Traditional DNA and SNA domestic markets are well supplied; however, specialized grade demand is expected to surge, providing an opportunity for capacity expansion
- DFPCL currently caters to ~18% of India's DNA demand (40 KMTPA) for steel pickling. The company aims to increase this share to ~35%-40%, through specialized formulations, which provides higher premium
- Solar grade Nitric Acid (derived from SNA) demand is expected to increase exponentially to 15 KMTPA by FY26 from 2 KMTPA, currently. The Company aims to capture ~50% of this market share

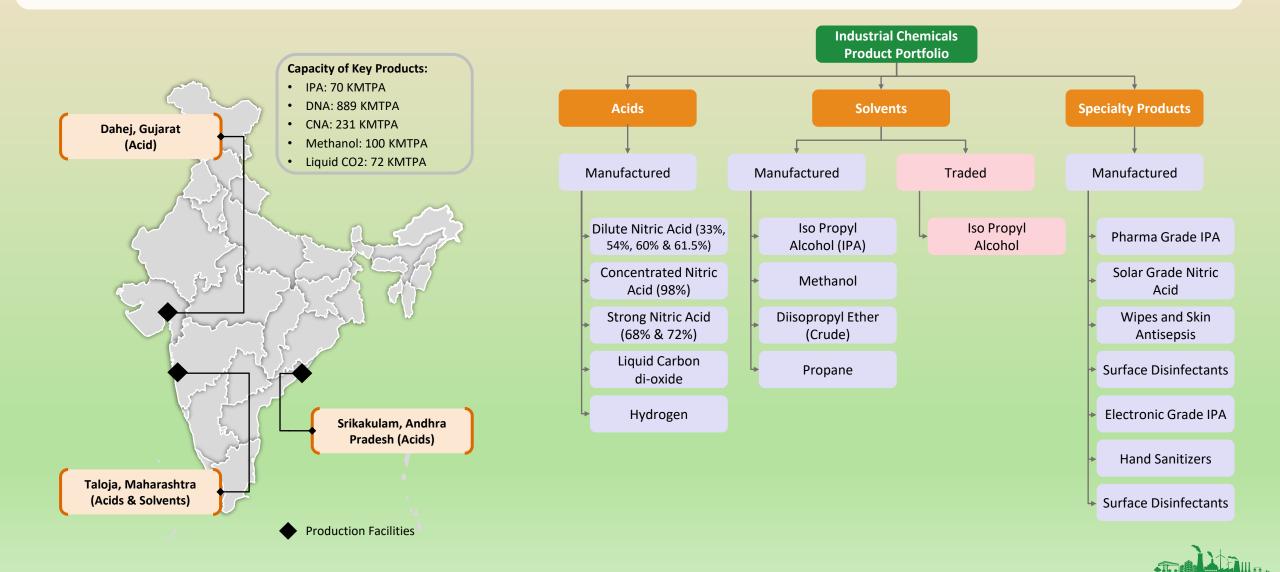


Pharma / Speciality Chemicals Business

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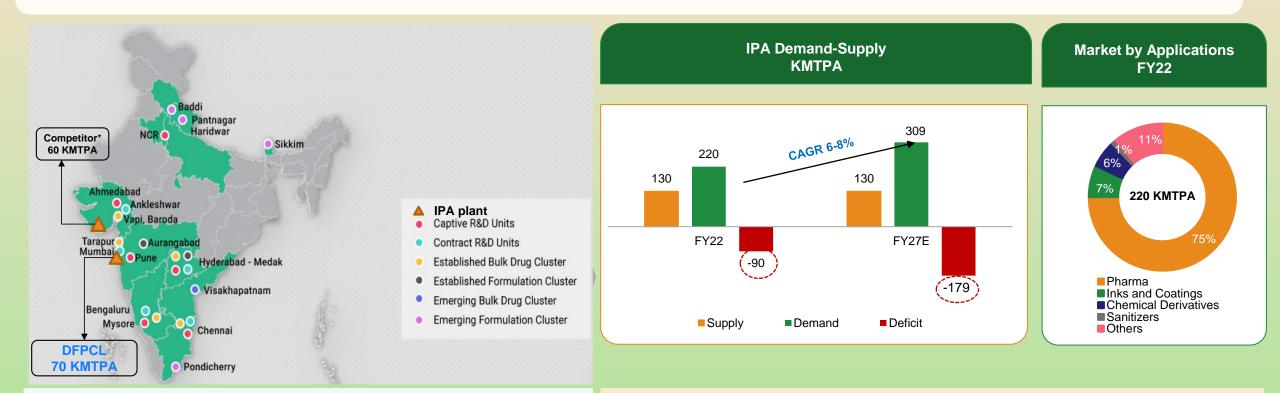
Diversified And Focused Range of High Value Products



Pharma / Speciality Chemicals Business

DEEPAK FERTILISERS AND PETROCHEMICALS CORPORATION LIMITED

DFPCL is a Leading Manufacturer and Marketer of IPA in India

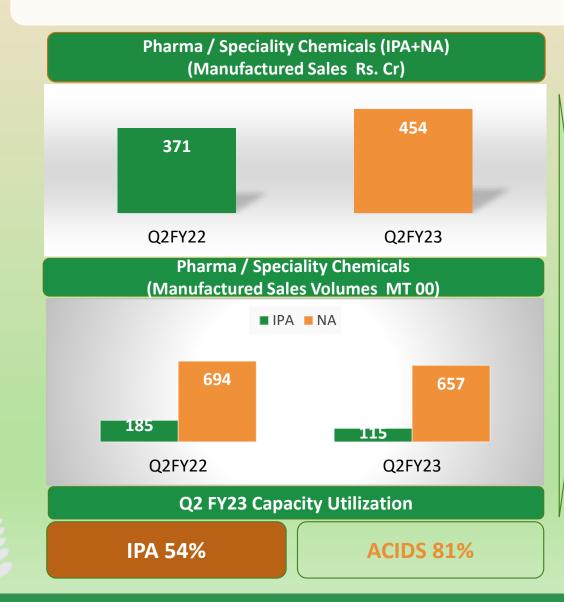


- The Company has obtained drugs manufacturing license from FDA enabling us to supply IPA conforming to various pharmacopeia standards such as IP, EP, BP, USP and CP
- Using propylene feedstock which ensure benzene free IPA
- Integrated player to offer IPA in virgin drums; in-house drumming facility
- Proximity to pharma clusters
- Strategic tankages at both western and southern ports

- The IPA market globally is significantly oversupplied (especially from North-East Asia/ China) which pose some dumping risks
- However, most of the global IPA over-supply is of Technical grade IPA (Acetone based) which doesn't meet Pharmacoepia standards. Imports of Pharma grade IPA is difficult due to regulatory challenges
- DFPCL is the only domestic manufacturer equipped to Pharmacoepia standards which provides a significant competitive advantage and opportunity for the company



Demand and pricing of Nitric Acid grades relatively subdued as it is typically expected during monsoon season



Operational Highlights

- In Q2, Acid Business achieved a capacity utilization of 81% and IPA business of 54%
- Acetone inventories in China were higher and sluggish demand in local market led to exporters focusing on Indian market. IPA sales volumes decreased by 38% y-o-y in Q2 mainly due to inability to pass through the rising cost of propylene raw material impacting production
- Commercialized high purity Solar grade Nitric acid for texturizing of silicon wafers to support growth of the Solar industry in India
- Hospital range Cororid disinfection products are approved by over 60 hospitals across Maharashtra, and Karnataka. Started supplying to more than 25 hospitals

Outlook

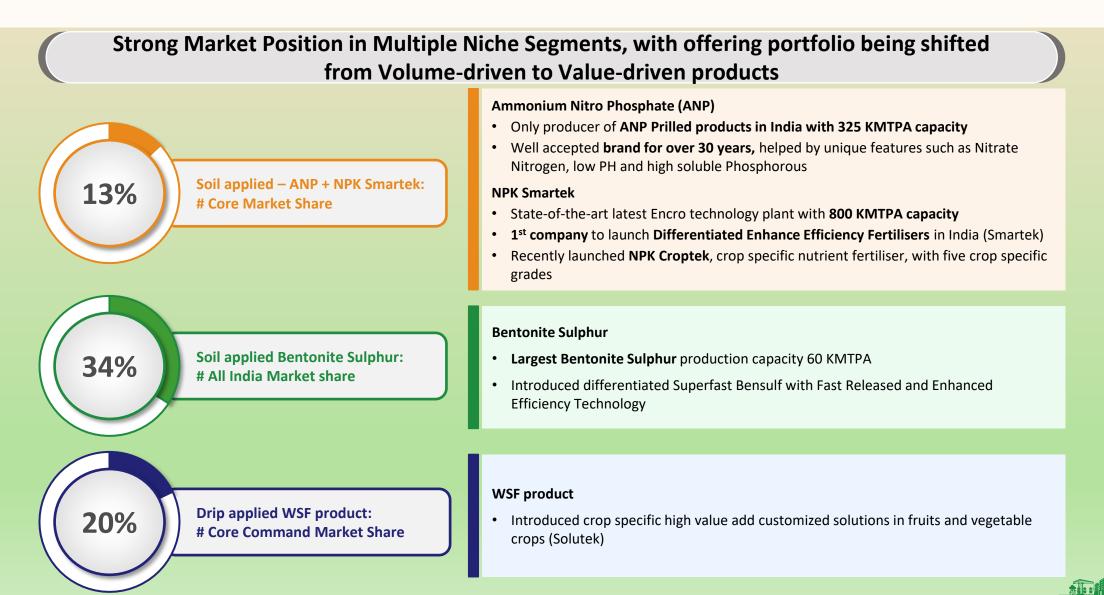
- Customer trials and Product qualification for Solar grade Nitric acid at various Solar cell manufacturers and ramp up of production of Solar grade Nitric acid in Taloja plant
- With additional acetone coming up in NEA, the margin pressure on propylene-based producers may continue
- IPA small packs demand both Pharma and LR grade expected to remain robust in future

CNB Business

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Product Segments and Market Standing



High Efficiency Differentiated Fertiliser Offerings

Successful Ramp-up of Smartek – Demonstrated Ability to Develop & Scale up Value Based Solution

- Smartek is a unique product in Energy Efficiency Fertilisers category with the proprietary Nutrient Unlock Technology (NUT) which helps the famers through –
- Reduces fixation (lock up) & increases bio availability of Phosphorus
- Retains nutrient & moisture within top soil, reduces soil binding (clay/sodic)
- Organic matter acts as a feed to micro-organisms for improved nutrient uptake
- Helps in developing profuse root system
- 50,000+ demos of Smartek have been undertaken across geographies for establishing proof of concept
- ~ 6 million farmers have used Smartek which has helped them increase in yield along with ensuring highest quality of produce and improved yield

Pioneering Crop-specific Nutrition in India through CROPTEK

- Launched 'Mahadhan Croptek', a Crop Specific Nutrient which provide balanced and complete crop-specific nutrient to crops. This is the first crop-specific nutrient product in India
- Key features of the product includes (1) Powered with NUT technology for better efficiency and lower environmental impact, (2) Enriched with esse secondary nutrients and micronutrients required for better crop growth and improved yield
- Successfully launched five Crop Nutrient Solution Croptek Cotton, Onion, Sugarcane, Groundnut and Maize

Differentiating Approach – Crop Specific and Stage Specific Grade (Solutek)

- Launched for Tomato, Grapes and Pomegranate, Solutek is a highly optimized Water-Soluble Fertiliser designed in-house after examining crop-specific requirements across different stages
 - Crop specific products are designed for specific crops with complete nutrition which leads to improvement in quality (uniformity & color of fruits)
 - Stage specific products consider stage specific requirement to give better quality output (uniformity & color of fruits)
 - Helps the farmers due to ease of application (with reduced number of products to be applied over farmer practice)



Croptek





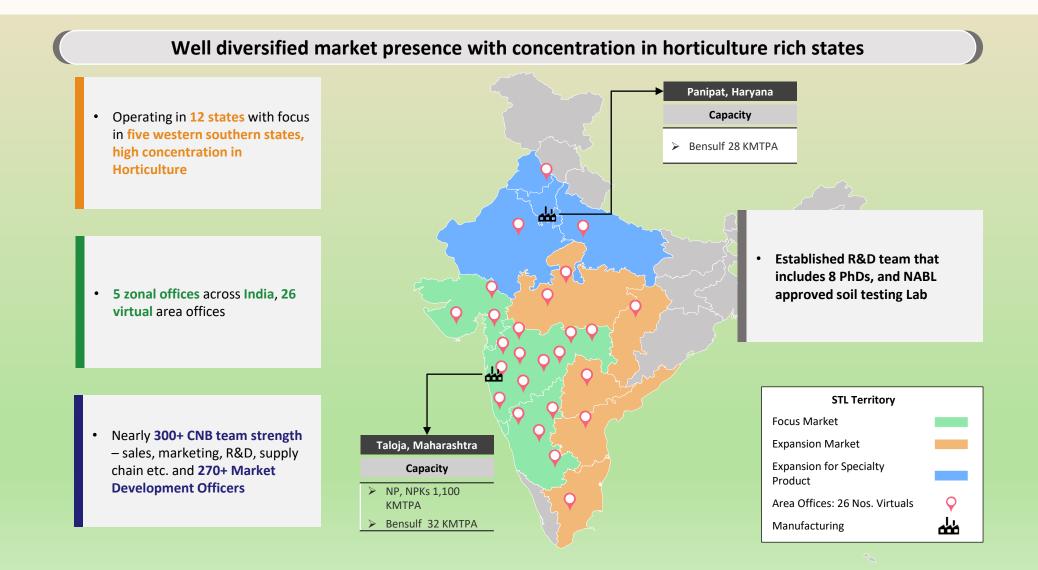


CNB Business

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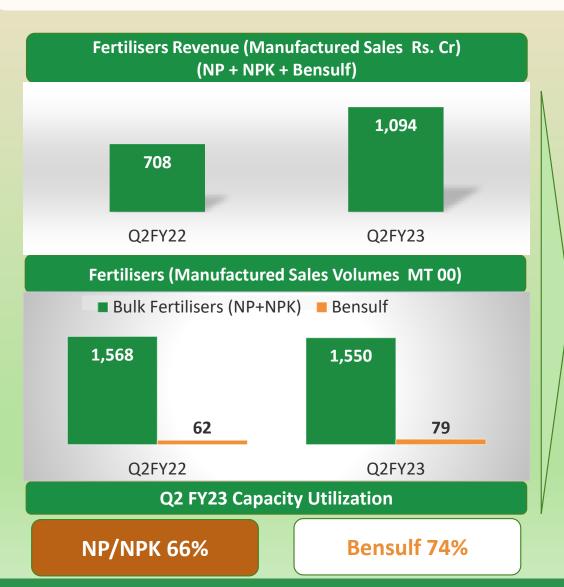
Manufacturing Footprint and Market Reach





Q2 Fertilisers Segment revenues grew by 47% y-o-y with segment margins of 7%

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Operational Highlights

- Although the southwest monsoon started off abnormally, it made a full recovery after June. India received above normal rainfall during the monsoon season (June -Sept)
- Croptek Cotton and Maize was introduced in Kharif season. Croptek sales volumes received encouraging response during the quarter which was majorly in Cotton, Maize and Sugarcane
- Restricted availability of MOP, key source of Potassium i.e 'K', majorly impacted Smartek portfolio in Q2
- Cost of production has inevitably grown due to the sharp rise in the price of raw materials

Outlook

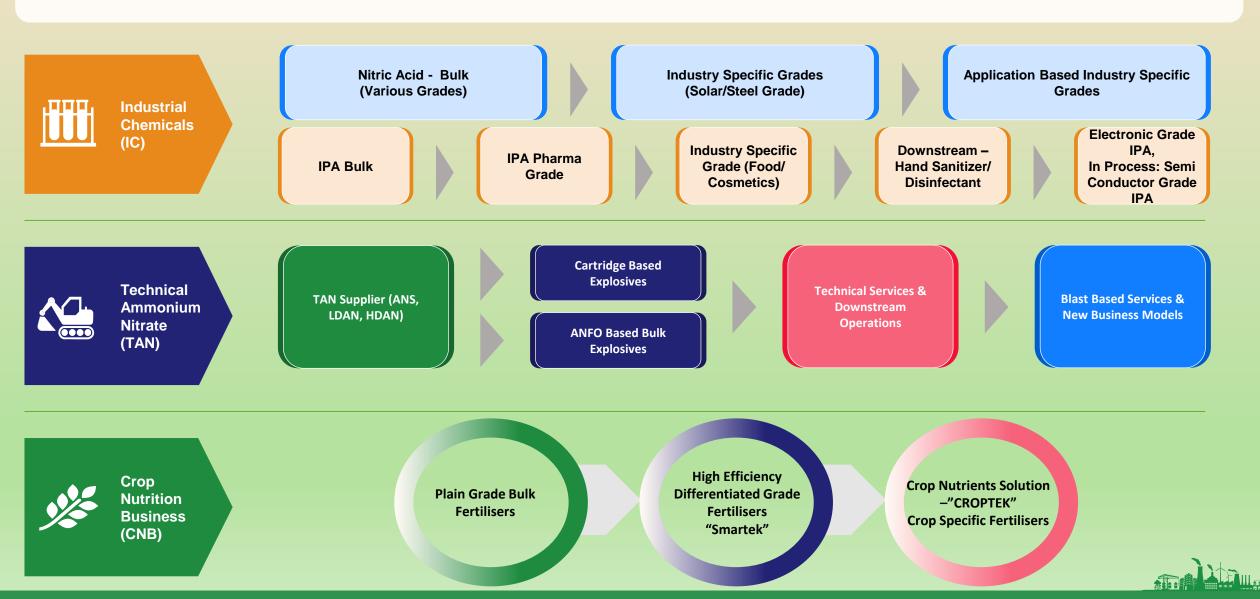
- The Company expects Good Rabi season and shift of cropping pattern to cash crops like Onion, Potato, Sugarcane etc in view of higher moisture and good water level in reservoirs
- Focus on Enhance Efficiency Fertiliser i.e. Crop specific portfolio to Optimized available resources

Transitioning from Commodity to Specialty

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Strengthening DFPCL's market share and margins





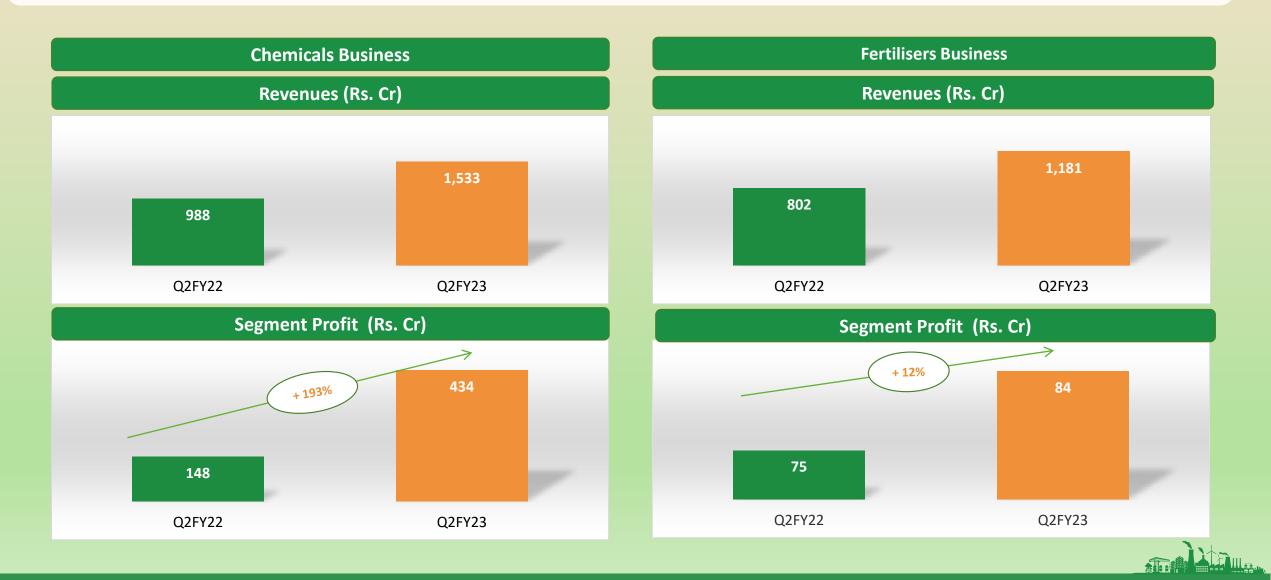
Best Q2 and H1 Financial Performance with high growth trajectory in place

INR CR	Q2FY23	Q2FY22	Y-o-Y growth	H1 FY23 H1 FY22		Y-o-Y growth	(Rs. CR)	Mar-21	Mar-22	Sep-22
Operating Revenue	2,719	1,793	51.7%	5,750	3,695	55.6%	ST Debt	110	-	-
Operating EBITDA	495	212	133.3%	1,235	502	145.9%	LT Debt	2,187	2,321	2,750
Margins (%)	18.2%	11.8%	640 bps	21.5%	13.6%	788 bps	Current Maturities	217	263	246
			0.0.000				Total Debt		2,584	2,996
Finance Cost	43	37	17.7%	87	80	8.4%	Cash & Cash	170	161	354
D&A	56	51	10.0%	115	114	1.2%	Equivalent	170	101	554
							Other Bank Balance	s 69	128	93
Net Profit	276	93	195.3%	711	224	217.6%	Investment in MFs	449	876	628
Margin (%)	10.0%	5.2%	480 bps	12.3%	6.0%	625 bps	Net Debt	1,826	1,419	1,921

21_



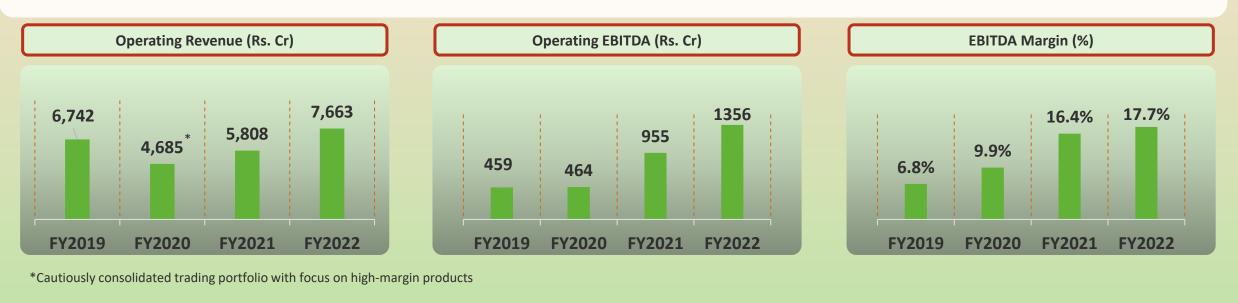
Robust Performance across segments driven by Demand and Transformation Initiatives

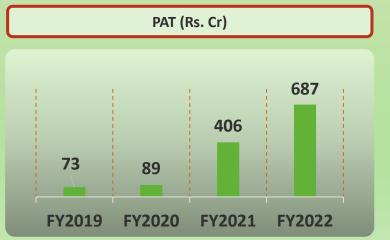


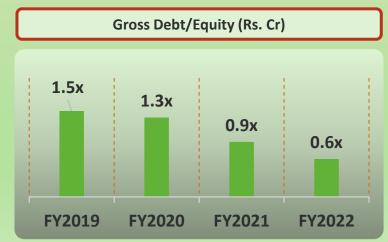
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Strong balance sheet and healthy financial performance









Aarti Industries and DFPCL signs a binding termsheet for 20 year Nitric Acid offtake and supply arrangement valued over Rs.8,000 Cr

- The arrangement is a landmark and first of its kind long term association between two Indian chemical majors to augment each other's business needs and mutual interests.
- The deal provides specific volume commitments with supply or pay, take or pay obligations by either party thereby providing adequate assurance, financial security and protecting either party's commercial interests.
- Using the foundation of the current relationship of over the past three decades, this deal further strengthens and elevates the current relationship to a long-term collaborative association for years to come.
- Over time, with the growth across various Indian chemical companies, the demand for Nitric acid has been increasing rapidly leading to significant demand-supply gap. This is indeed a mutually beneficial and win-win proposition to augment the long term needs and objectives from either side.
- The supply arrangement comes into effect from 1st April 2023.

ADB funds farm efficiency initiative of Smartchem Technologies Limited

Fund Raise	Funding Type				
USD 30 mn	External Commercial				
	Borrowing (ECB)				
(Approx INR 245 Crores)	DOITOWING (LCD)				
Asian Development Bank (AC	DB) grants US\$30 Mn debt				

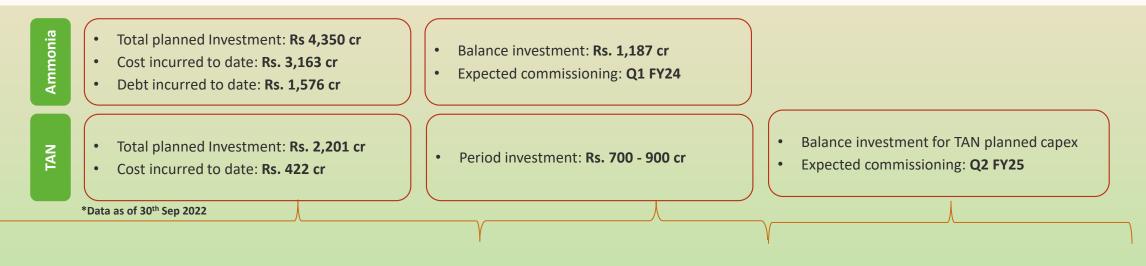
- Asian Development Bank (ADB) grants US\$30 Mn debt assistance and US\$ 0.5 Mn Technical Grant for Farm Efficiency initiatives of Smartchem Technologies Limited (STL), a wholly owned subsidiary of DFPCL (with a tenor of 5 years)
- 1st tranche of disbursement of US\$ 15 Mn completed
- ADB has also given approval for a technical assistance grant of USD 5,00,000 for building capacity for Soil Nutrition Management among Smallholder Farmers and Climate Resilience in India. The said grant is in addition to financing of \$30 Million
- Loan will be used to finance capital expenditure as well as research and development of enhanced-efficiency speciality fertilizers



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Clearly Defined and Well Funded Capex Program



Q2 FY22	Q3 FY22	Q4 FY22	Q1 FY23	Q2 FY23	Q3 FY23	Q4 FY23	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25	Q2 FY25
Сара	city (MTPA)		Q1 FY23		nmonia	01	FY24	TAN Expa	insion	Q2 FY25	
	nonia			128,700		pansion 500,000		,700			628,700	
Tech	nical Ammo	onium Nitr	ate	486,900			486	,900	+376,0	000	862,900)

Building upon 40+ years of Proven Capabilities





Ammonia Project – Site Construction Work In Progress (September 2022)



Why Ammonia Project:

- Security of Ammonia supply for downstream units
- Eliminate price volatility of merchant Ammonia, improved consolidated margins
- Risk mitigation for all business segments
- Rs. 20,000 Cr. import substitution and forex saving over the next 10 yrs
- Other Highlights:
 - World's most proven and latest energy efficient technology KBR
- All statutory approvals has been obtained; the project has been accorded 'Ultra Mega Project' status by the State Government of Maharashtra
- All Plant & Machinery delivered to site
- Import substitution of Ammonia promoting "Aatmanirbhar Bharat Abhiyaan"



TAN Plant Update



TAN Project – Site Construction Work In Progress (September 2022)

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Internal Road

Why TAN Project:

- Strategically located at 'Tata SEZ' at Gopalpur near the major mining hubs to capture domestic demand, substitute imports and take advantage of export opportunities
- Increase TAN production capacity to global scale and improve domestic market share to > 65%
- Other Highlights:
 - Riding on the India Growth Story: Mining, Coal for Power, Limestone for Cement/Infrastructure, Metals/Minerals
 - World-Class technology to enhance Mine Productivity
 - Environmental clearance and CRZ clearance obtained; CTE for cross country pipeline received. Land preparation and pilling work commenced



Piling and Load Testing

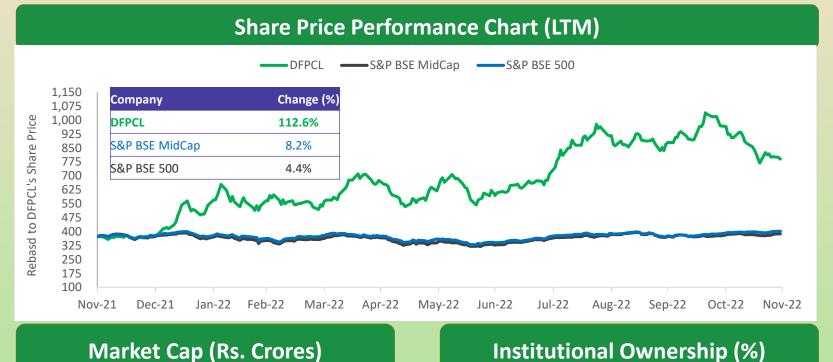
Capital Market Update

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Promoters' pledged shares now restricted to 2.67% and NDU obligation (and not 'pledge') to 3.66% of paid up share capital after release of 50,00,000 Pledged Shares and 29,01,569 NDU Shares in Oct 2022

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Key Institutional Investors

SMALLCAP WORLD FUND INTERNATIONAL FINANCE CORPORATION VANGUARD EMERGING MARKETS BNP PARIBAS ARBITRAGE - ODI AXIS MUTUAL FUND GOVERNMENT PENSION FUND GLOBAL HABROK CAPITAL MANAGEMENT LLP MAHINDRA MANULIFE DOLLY KHANNA AEQUITAS

Total No. of Shareholders



CSR and Awards

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Focused on overall development and well being of Farmers



132 aspirants completed Sowing of vegetables done by all aspirants. Some them started production.



Total 42 aspirants covered under Basic tailoring course

Recognitions

Mahadan Croptek

- Golden Peacock Innovative Product/Service Award
- Best New Brand, Product Or Service Launch Award From ET Ascent

Technology

• DFPCL participated and won in category of "Best Zero Trust Security - Manufacturing" by Quantic India's Cyber Security Excellence Awards 2022.

Creaticity

 Creaticity won 'BRAND OF THE YEAR 2022' award from Marskmendaily.com and media partner India Today Television





Doorstep Health Services (Treatment & Lumpy Skin Disease Vaccination)



Health Camp at Dahej



Key Investment Highlights



Safe Harbour: This presentation contains statements that contain "forward looking statements" including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating Deepak Fertilisers and Petrochemicals Corporation limited's (DFPCL) future business developments and economic performance. While these forward looking statements are neither predictions nor guarantees of future events, circumstances or performance and are inherently subject to known and unknown risks and uncertainties, are based on management belief as well as assumptions made by and information currently available to management and only 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.



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