



Rama Phosphates Ltd.

CIN: L24110MH1984PLC033917

MFG of SSP Fertilizer, Sulphuric Acid, Oleum 23% / 65%, Chlorosulfonic Acid, Edible Soya Oil, Soya De Oiled Cake, Lecithin, MgSO₄, ZnSO₄(Hepta & Mono Hydrate), Mix Micronutrients, Sulphur DP, SSF, Phospho Gypsum, LABSA.

Ref : RPL/BMD/2023
Date : November 10, 2023

To,

Bombay Stock Exchange Limited Corporate Relationship Department Phiroze Jeejeebhoy Towers, 25 th Floor, Dalal Street, Fort, Mumbai 400 001	National Stock Exchange of India Limited Exchange Plaza, Plot No. C/1, Block G, Bandra-Kurla Complex, Bandra (East) Mumbai 400 051
Scrip Code: 524037	Symbol : RAMAPHO

Sub: Presentation for Quarter and Half Year Ended September 30, 2023

Dear Sir,

Enclosing herewith Presentation on Company's Financial Performance for the Quarter and Half Year Ended September 30, 2023.

This is for your information and records.

Yours faithfully,
For RAMA PHOSPHATES LIMITED

JAMBU
KUMAR
PARAKH
Digitally signed by
JAMBU KUMAR
PARAKH
Date: 2023.11.10
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J K PARAKH
CHIEF FINANCIAL OFFICER



Rama Phosphates Ltd.

ISO 9001 : 2015 Quality Management System
ISO 14001 : 2015 Environmental Management System
ISO 45001 : 2018 Occupational Health & Safety

RESULT PRESENTATION
Q2 FY 2023-24



Sowing Seeds...For the Growing Needs...





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RPL is one of the leading Phosphatic Fertilizer manufacturer in India engaged in manufacturing of Single Super Phosphate (SSP), Sulphuric Acid, Oleum 23% / 65%, Chlorosulphonic Acid, Edible Soya Oil, Soya De Oiled Cake, Lecithin, $MgSO_4$, $ZnSO_4$ (Hepta & Mono Hydrate), Mix Micronutrients, Sulphur DP, SSF, Phospho Gypsum, LABSA.

Currently, RPL has four manufacturing facilities at Pune in Maharashtra, Indore in Madhya Pradesh, and Udaipur & Nimbahera in Rajasthan. These States and their adjoining locational advantages consume approximately 60% of total SSP Fertilizer consumption in the country and have a clear location advantage in meeting the demands of the farming community.



Rama Phosphates Ltd.

A STRONG AGRI, FERTILIZER & CHEMICAL COMPANY





UNIQUE STRENGTH AND POSITION



Fully Integrated & Diversified Player with backward and forward integration

Zero waste company

Capacity Expansion

Capex funded through Internal Accrual

Strong Operating Cash Flow

Diversified Product Mix

Expanding Capacity through long term lease

Own power generation plant- Solar & Turbine Power

Free hold Land at Indore & Pune Units

Environment-friendly plant

Strong 1700+ Dealer Marketing Network

Focus on Value added product mix

Pan India Presence

Low financial leverages

Cost advantage of scalability & higher capacity utilization



Sowing Seeds...For the Growing Needs...





OUR KEY STRENGTHS



CONSISTENT DIVIDEND PAYING
LISTED ON BSE & NSE EXCHANGE
STRATEGICALLY LOCATED PLANTS
PAN INDIA PRESENCE AND PENETRATING THROUGH MARKETING TIE-UPS WITH PSUs LIKE HURL, GNFC, NFL
STRONG BRAND IMAGE
DISTRIBUTION NETWORK OF APPROX. 1743 WHOLESALERS & RETAILERS
INTEGRATED PLANTS WITH IN-HOUSE SULPHURIC ACID PLANTS
ZERO WASTE COMPANY
BRINGING PROSPERITY TO FARMERS SINCE 4 DECADE
FAST PACE GROWTH THROUGH EXPANSIONS
OWN POWER GENERATION THROUGH TURBINE & SOLAR POWER
RECEIVED NABL CERTIFICATION FOR OUR UDAIPUR, INDORE, NIMBAHERA LABORATORY
TECHNOLOGY AND R&D FOCUSED
FUNDED CAPEX FROM INTERNAL ACCRUALS
ENVIRONMENTAL SOCIAL & GOVERNANCE



OUR DIVERSIFIED PORTFOLIO



FERTILIZERS



CHEMICALS



MICRO-
NUTRIENTS



LABSA



SULPHUR



SSF



SOYA DE-
OILED CAKE

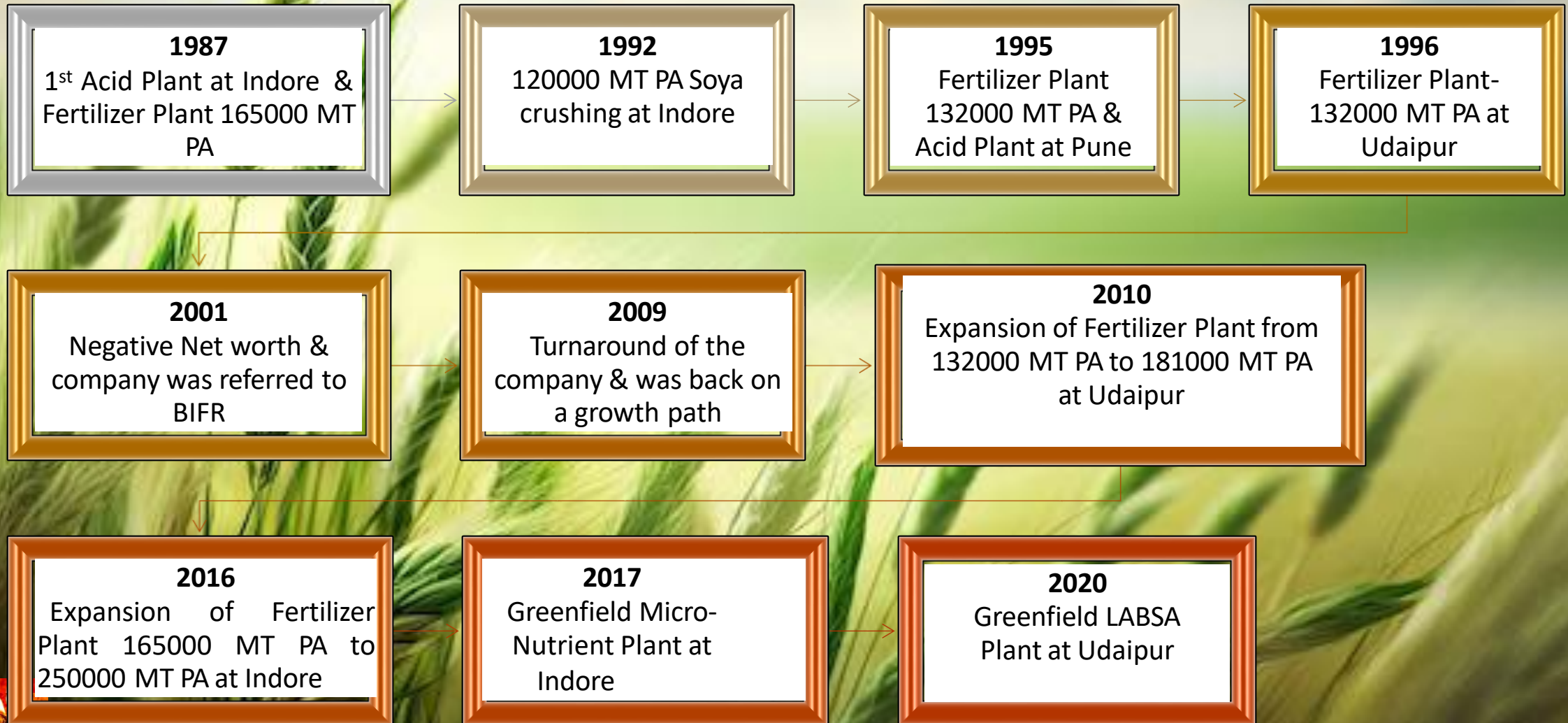


SOYA OIL





HOW WE HAVE TURNAROUND



HOW WE HAVE TURNAROUND



2021
Commissioned new 2nd
Acid Plant at Indore

2021
Solar Plant at Udaipur & Expansion of
Fertilizer plant from 181000 MT PA to
250000 MT PA

2022
The Company has
successfully exited
from CDR & repaid all
recompense amounts

2022
Acquired Plant at
Nimbahera on long
term lease with
capacity 66000 MT PA

2022
Purchased 54 Acre
MIDC land at Dhule for
new green field project

2022
1st time in history
company's equity
shares were listed on
NSE

2022
Purchase of highly automated entire plant &
machinery of the SSP plant for Dhule project
with the capacity of 2.16 Lacs MT PA

2022
5 times FAI Award for
"BEST PRODUCTION"
amongst 105 Industries

2022
Improve rating- from ICRA BBB+/Stable
to ICRA A-/Stable & Short Term the
ratings have been upgraded from ICRA
A2 to ICRA A2+

2023
New SSF Plant at
Indore
commissioned

2023
New SSF Plant at
Udaipur under
commission

2023
Recd. NABL Certification
for our Indore, Udaipur,
Nimabahera LAB

2023
Recd. Import licence for
DAP & Complex
Fertilizers





Q2 : 2023-24

**FINANCIAL
PERFORMANCE**





Q2 FY 24 - At A GLANCE

(Rs. In Lacs)

Particulars	SEP-2023	JUN-2023	Q-0-Q	SEP-2023	SEP-2022	Y-0-Y
Sales	17,144.89	12,933.27	32.56%	17,144.89	24,986.61	-31.38%
Other Income	30.96	14.98	106.68%	30.96	17.04	81.69%
Total Income	17,175.85	12,948.25	32.65%	17,175.85	25,003.65	-31.31%
EBIDTA	604.30	619.88	-2.51%	604.30	2,340.58	-74.18%
Finance Cost	285.83	321.05	-10.97%	285.83	222.81	28.28%
Depreciation & Amortisatio	246.76	249.40	-1.06%	246.76	254.57	-3.07%
PAT	66.82	33.40	100.06%	66.82	1,378.54	-95.15%

Note: Profitability of the quarter impacted due to extreme volatility in raw material prices coupled with poor offtake owing to draught situation in Maharashtra etc. and Sulphuric acid prices also remained subdued due to the demand and supply mismatch.





<u>FY 2023-24</u>					
Captive Power Generation			(No. of Units)		
PARTICULARS	FY 2023-24 (2nd Quarter)				
	Indore - Unit	Indore - Oil	Pune Unit	Udaipur	Total
Power Generation Through Turbine (Steam) / Solar	1587600	142800	870738	156927	2758065
	Saving @9 per Unit Rs in Lacs				248.23
<u>FY 2022-23</u>					
Captive Power Generation			(No. of Units)		
PARTICULARS	FY 2022-23 (2nd Quarter)				
	Indore - Unit	Indore - Oil	Pune Unit	Udaipur	Total
Power Generation Through Turbine (Steam) / Solar	2596500	48800	791704	165658	3602662
	Saving @9 per Unit Rs in Lacs				324.24
Due to shutdown at SAP – 1 plant at Indore for 52 days in Q2 , Power generation has reduced. Plant was shutdown from 10 Aug to 12 Oct 2023.					





CREDIT RATING

Facilities	Previous Rating	Upgraded Rating
Long Term - Fund Based Limits	ICRA A- (Stable) (ICRA A Minus; Outlook: Stable) reaffirmed	ICRA A- (Stable) (ICRA A Minus; Outlook: Stable) ; reaffirmed/assigned for enhanced amount
Short Term - Non-Fund Based Limits	ICRA A2+ (ICRA A Two Plus); reaffirmed	ICRA A2+ (ICRA A Two Plus) ; reaffirmed / assigned for enhanced amount
Long Term / Short Term - Unallocated	ICRA A- (Stable) (ICRA A Minus; Outlook: Stable) / ICRA A2+ (ICRA A Two Plus); reaffirmed	ICRA A- (Stable) (ICRA A Minus; Outlook: Stable) / ICRA A2+ (ICRA A Two Plus); reaffirmed





Growth Snapshot



RPL equity share price in 2003 was ₹ 0.55 Paisa & touched the highest price ₹ 517



11+ states' distribution network
15000 Main Dealer + Sub Dealer



Farmers 1st choice- Prestigious
"Sampurn" product



6,98,000+ MT installed capacity
of Fertilizers & further expanding



2,10,000+ MT installed capacity
of Acid & further expanding



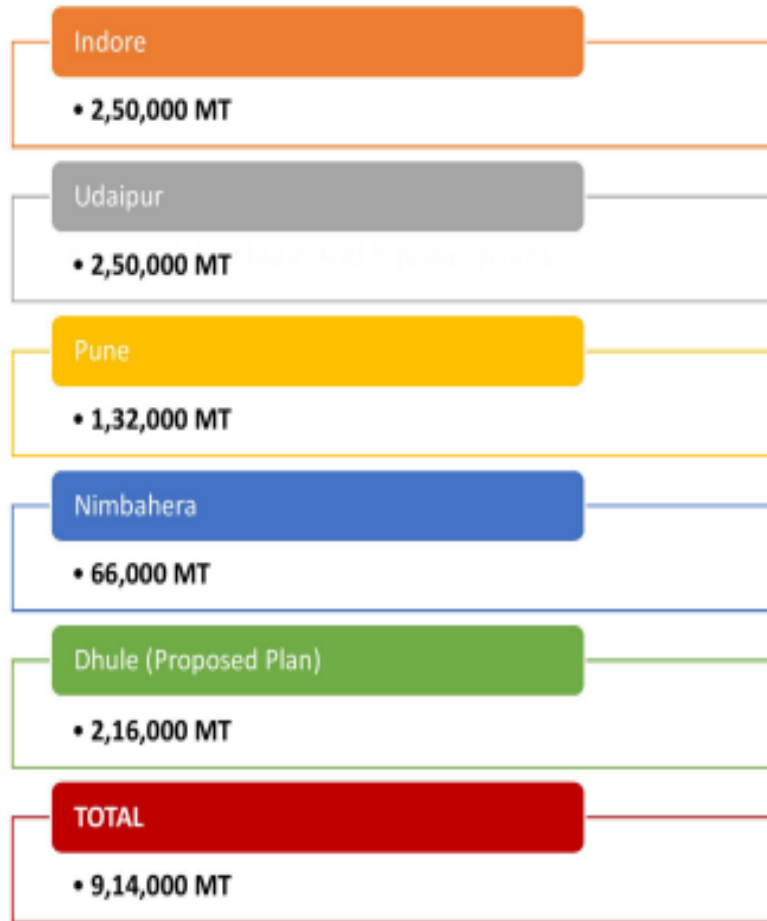
Captive Power Generation



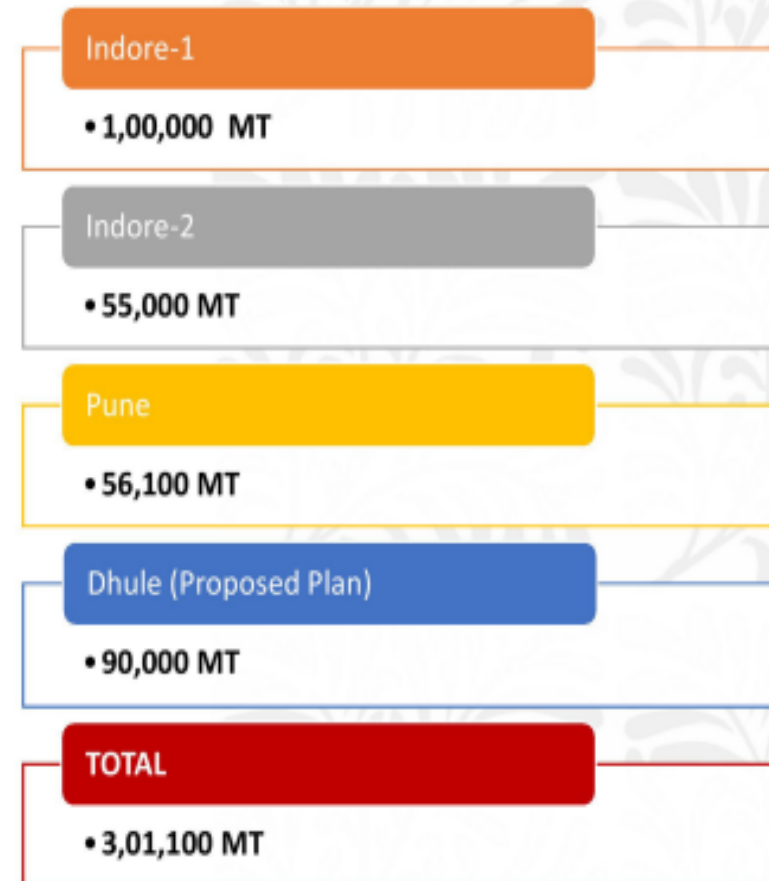


Production Capacity

SSP Plant



Acid Plant





Production Capacity

LABSA Plant

Udaipur

• 18,000 MT

Solar Power Plant

Udaipur

• 792.00 KWP

Phosphogypsum Plant

Pune

• 72,000 MT

Power Plant

Indore

• 2.40 MW

Pune

• 0.60 MW

TOTAL

• 3.00 MW



Production Capacity

Micronutrient Plant

Indore

• 25,000 MT

SSF Plant

Indore

• 1080 MT PA

Pune

• 540 MT PA

Edible Soya Plant

Indore

• 1,20,000 MT

NPK Plant

Indore

• 60,000 MT

Soya Extraction Plant

Indore

• 1,20,000 MT





Unique zero waste company

- Each waste is treated to the best possible level and then used to make other value-added products such as SSF.



Reduction in Energy Consumption

- Established own captive Power plant that reduces our electricity cost and makes unaffected to power cuts.





Rama phosphates Limited is always exploring possibilities for environmental care and green energy. In line with the same RPL has installed a solar power project at its Udaipur unit in Rajasthan.





A WAY FORWARD





A Way Forward



To become 1000 Crore + Company and to become dominant player in SSP business by expanding geographical expansion
Massive transformation in brand equity through various measures
Upgradation from SAP B1 version to SAP HANA
Capacity expansion
NABL accreditation of Quality Control Labs at Indore, Udaipur and Nimbahera
Automation of the production process is completed at all the plants and benefits to accrue
Recovery, Growth and serving our customers better
Working towards the achievement of our 2024 targets
Provision of operational excellence and cost optimisation
To become more environment friendly
Community enrichment & welfare of the poor people
To Launch New Products and Traded Products
To Focus on Value-Added Fertilizer Products & Soya division
Phase 1 will be completed at the Dhule plant by December 24
Trial production of Phase 1 of Dhule plant is likely by September 24
Environmental Clearance already received for Phase 1 - Dhule Project
More focus towards micro nutrient business
To import DAP & Complex fertilizers
Funded Capex from Internal Accruals
Environmental Social & Governance

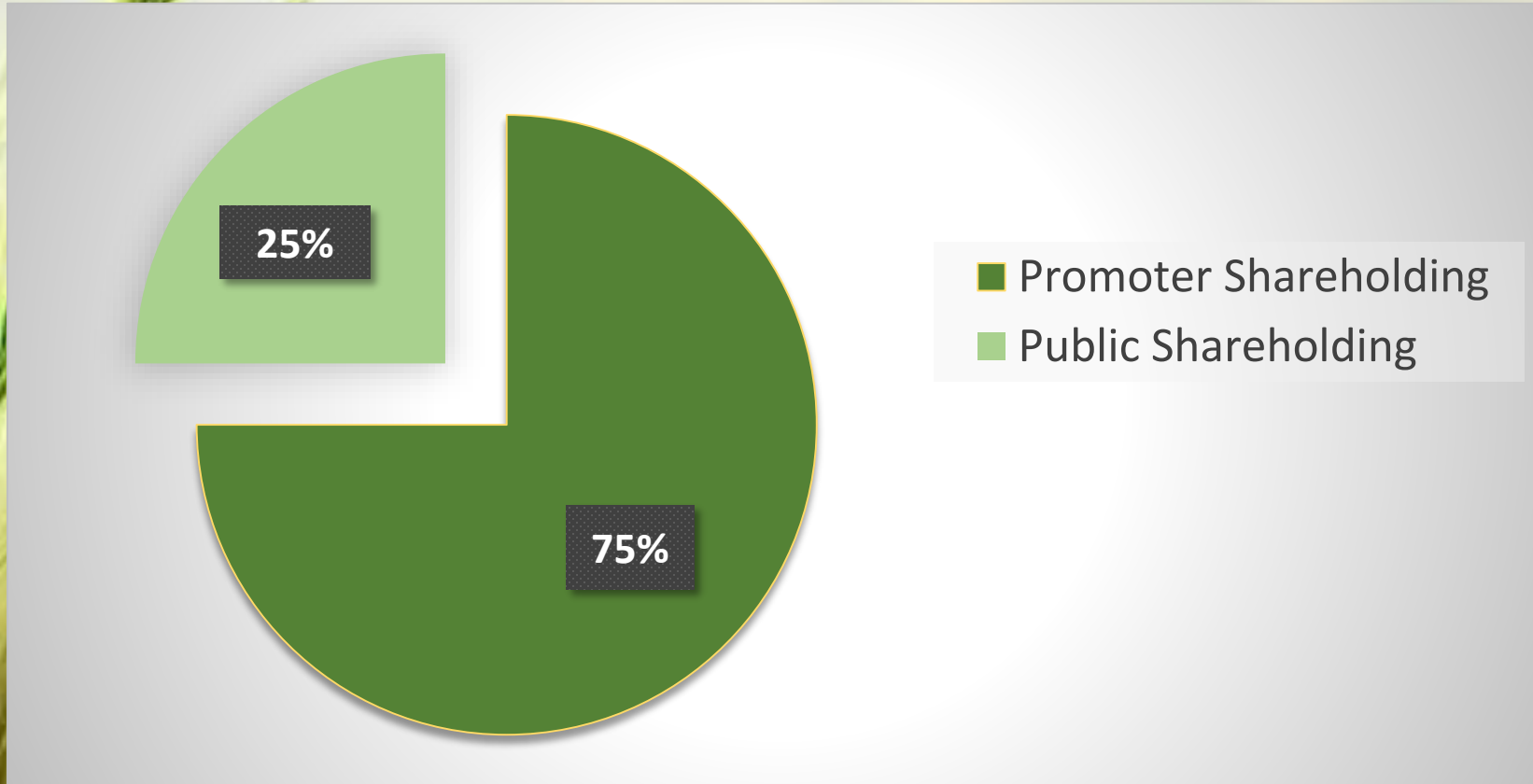




EQUITY CORNER



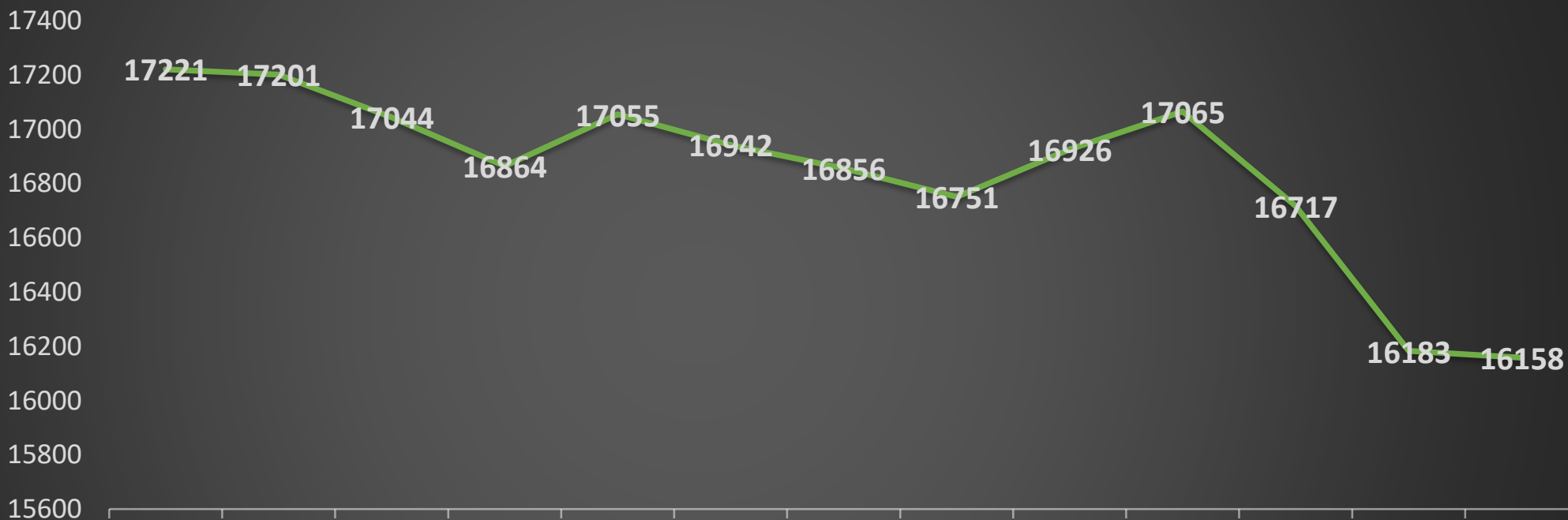
TOTAL SHAREHOLDERS





TOTAL SHAREHOLDERS

No. of Shareholders



	Sep-22	Oct-22	Nov-22	Dec-22	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23
No. of Shareholders	17221	17201	17044	16864	17055	16942	16856	16751	16926	17065	16717	16183	16158



Overview of Indore Plant



Thank You



Rama Phosphates Limited

CIN: L24110MH1984PLC033917


(ISO 9001 : 2015 Quality Management System)

(ISO 14001 : 2015 Environmental Management System)

(ISO 45001 : 2018 Occupational Health & Safety)

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