



CIN: L24110MH1984PLC033917

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



Rama Phosphates Ltd.

Ref : RPL/BMD/2024

Date : February 12, 2024

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 Nine Months Period Ended December 31, 2023

Dear Sir/Madam,

Enclosing herewith Presentation on Company's Financial Performance for the Quarter and Nine Months Period Ended December 31, 2023.

This is for your information and records.

Thanking you,

Yours faithfully,
For RAMA PHOSPHATES LIMITED

JAMBU
KUMAR
PARAKH

Digitally signed by
JAMBU KUMAR
PARAKH
Date: 2024.02.12
21:12:57 +05'30'

**J K PARAKH
CHIEF FINANCIAL OFFICER**

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INDORE > UDAIPUR > NIMBAHERA > PUNE > DHULE



Rama Phosphates Ltd.

Q3 & 9M ENDED 31st Dec 2023

ISO 9001 : 2015 Quality Management System

ISO 14001 : 2015 Environmental Management System

ISO 45001 : 2018 Occupational Health & Safety



SAFE HARBOUR

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SERVING FARMERS SINCE 50 YEARS



OUR PRODUCT BASKET



SERVING FARMERS SINCE 50 YEARS



COMPANY OVERVIEW




Rama Phosphates Ltd.

A STRONG AGRI, FERTILIZER & CHEMICAL COMPANY



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 and Trading of water soluble fertilizers like NPK 19:19:19, Monopotassium Phosphate (0:52:34), Mono Ammonium Phosphate (12:61:0), Potassium Sulphate (0:0:50), Calcium Nitrate & Boron 20%.

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.

SERVING FARMERS SINCE 50 YEARS

RAMA PHOSPHATES FOOTPRINT

-  INDORE
-  UDAIPUR
-  NIMBAHERA
-  PUNE
-  DHULE
-  HO: MUMBAI



“When the world needs food, they look to India.
We Thank our Indian farmers for helping the world.
We at Rama Phosphates Ltd are proud to be a part of this mission of GOI.”

- LISTED ON BSE & NSE EXCHANGE
- CONSISTENT DIVIDEND PAYING CO.
- REWARDED 6 TIMES AS A BEST PRODUCTION UNIT (PUNE & INDORE) AMONGST 105 SSP UNITS ACROSS INDIA
- A- RATED COMPANY FROM ICRA
- STRATEGICALLY LOCATED PLANTS
- FREEHOLD LAND IN INDORE & PUNE
- STRONG BRAND IMAGE OF SAMPURNA, GIRNAR & SURYAPHOOL
- DISTRIBUTION NETWORK OF APPROX. 1800 WHOLESALERS & RETAILERS ACROSS 11 STATES
- MARKETING TIE UP WITH HURL (A GOVT PSU) FOR MARKETING OF SSP IN VARIOUS STATES FOR 1 LACS MT ANNUALLY
- INTEGRATED PLANTS WITH IN-HOUSE SULPHURIC ACID PLANTS & OWN POWER GENERATION THROUGH TURBINE & SOLAR POWER
- ZERO WASTE COMPANY
- BRINGING PROSPERITY TO FARMERS SINCE LAST 5 DECADE
- FAST PACE GROWTH THROUGH EXPANSIONS
- FUNDED CAPEX FROM INTERNAL ACCRUALS
- ENVIRONMENTAL SOCIAL & GOVERNANCE
- TECHNOLOGY AND R&D FOCUSED
- NABL ACCREDITED LABS



Rama Footprint



Markets Served by Rama

- Maharashtra
- Madhya Pradesh
- Rajasthan
- Gujarat
- Karnataka
- Uttar Pradesh
- Haryana
- Punjab
- Bihar
- Chattisgarh
- West Bengal

SERVING FARMERS SINCE 50 YEARS



UNIQUE STRENGTH AND POSITION

Fully Integrated & Diversified Player with backward and forward integration

Zero waste company

Capacity Expansion

Capex funded through Internal Accrual

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 1800 Dealer Marketing Network

Focus on Value added product mix

Pan India Presence

Low financial leverages

Cost advantage of scalability & higher capacity utilization

NABL Accredited labs

BSE & NSE Listed

SERVING FARMERS SINCE 50 YEARS



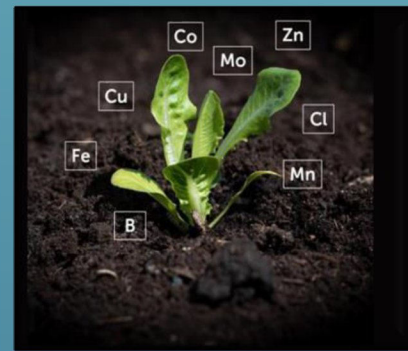
OUR DIVERSIFIED PORTFOILO



FERTILIZERS



CHEMICALS



MICRO-NUTRIENTS



LABSA



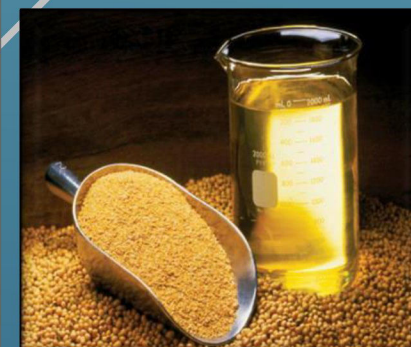
SULPHUR



SSF



SOYA DE- OILED
CAKE



SOYA OIL

SERVING FARMERS SINCE 50 YEARS



HOW WE HAVE TURNAROUND

1987

1st Acid Plant at Indore
& Fertilizer Plant
165000 MT PA

1992

120000 MT PA Soya
crushing at Indore

1995

Fertilizer Plant
132000 MT PA &
Acid Plant at Pune

1996

Fertilizer Plant-
132000 MT PA at
Udaipur

2001

Negative Net worth
& company was
referred to BIFR

2009

Turnaround of the
company & was back on
a growth path

2010

Expansion of Fertilizer Plant from
132000 MT PA to 181000 MT PA
at Udaipur

2016

Expansion of Fertilizer
Plant 165000 MT PA to
250000 MT PA at Indore

2017

Greenfield Micro-
Nutrient Plant at
Indore

2020

Greenfield LABSA
Plant at Udaipur

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

SERVING FARMERS SINCE 50 YEARS



HOW WE HAVE TURNAROUND

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

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, Nimbahera LAB

2023

Recd. Import licence for DAP & Complex Fertilizers

2023

6 times FAI Award for "BEST PRODUCTION" amongst 105 Industries

2023

Started trading in water soluble fertilizers

SERVING FARMERS SINCE 50 YEARS



INTRODUCING SAMPURN – “NEW GENERATION FERTILIZER”



Legacy richness to gain consumer trust

Name & alignment to interpret Sampurn as a solution for everything

Easy recognition about nutrients



Dynamic QR codes for easy access to our initiatives/ product information/ Social platforms

SERVING FARMERS SINCE 50 YEARS



Products Launching Soon...



SERVING FARMERS SINCE 50 YEARS



Q3 & 9M ENDED 31ST DEC 2023

FINANCIAL PERFORMANCE

SERVING FARMERS SINCE 50 YEARS



Q3 FY 24 RESULT FLASH

(₹ In Lacs)

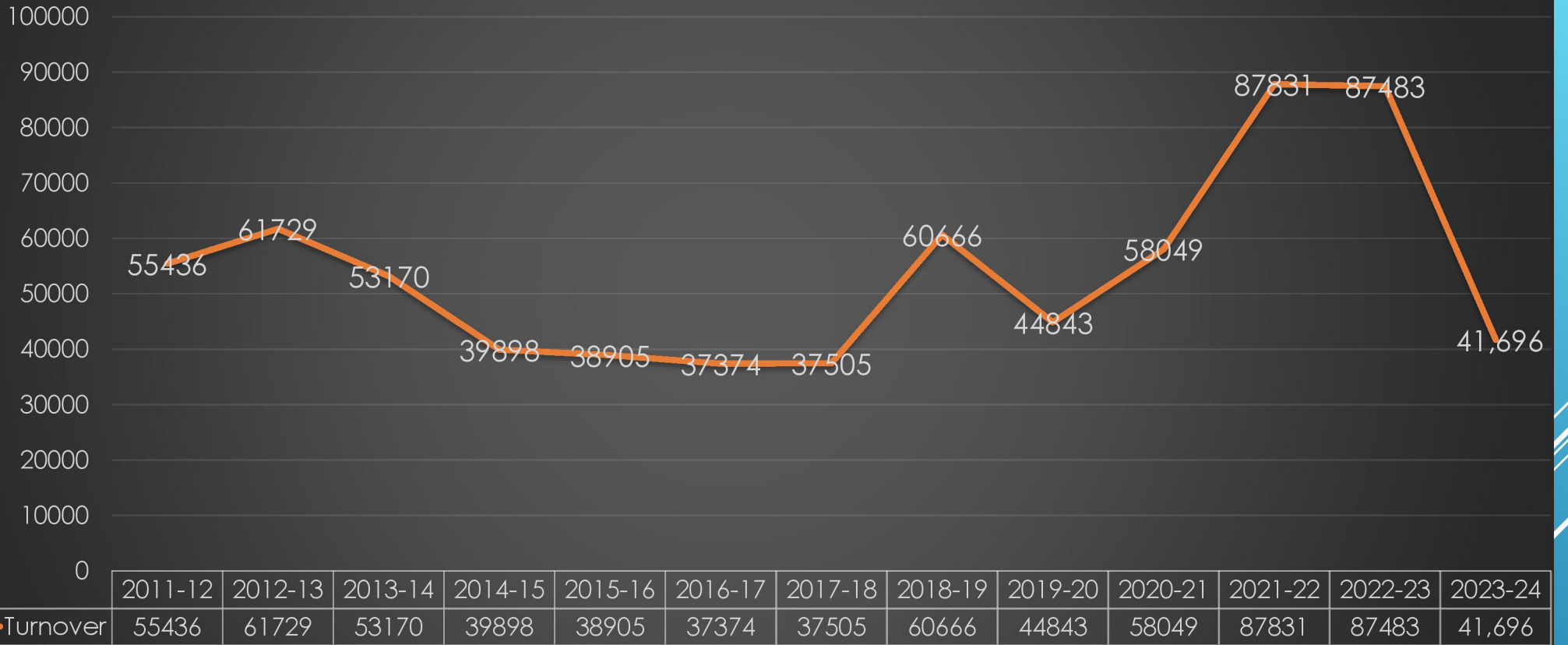
PARTICULARS	3 MONTHS			9 MONTHS	
	Q3 FY 24	Q3 FY 23	Q2 FY 24	Dec-23	Dec-22
Sales	11,617.47	20,789.57	17,144.89	41,695.63	63,245.42
Other Income	5.14	5.75	30.96	51.08	36.77
Total Income	11,622.61	20,795.32	17,175.85	41,746.71	63,282.19
EBIDTA	(3,236.34)	1,551.06	604.30	(2,012.16)	6,425.72
Finance Cost	289.52	161.75	285.83	896.40	616.68
Depreciation & Amortization Exp.	226.24	242.27	246.76	722.40	761.84
PAT	*(2,974.41)	812.10	66.82	* (2,874.19)	3,737.42

* Includes one time loss due to reduction in subsidy

SERVING FARMERS SINCE 50 YEARS



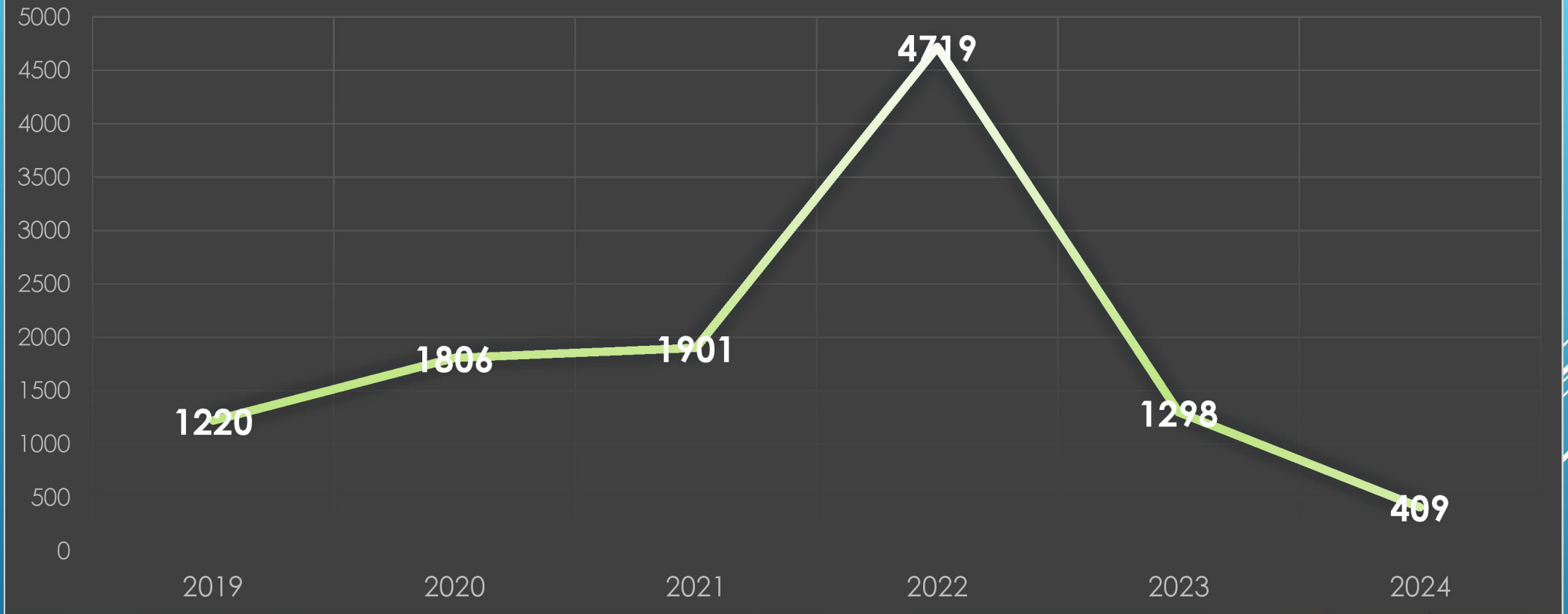
Turnover in 13 years (₹ in Lacs)



SERVING FARMERS SINCE 50 YEARS



Capex incurred in last 6 years from internal accruals (₹ in Lakhs)



9M

SERVING FARMERS SINCE 50 YEARS





- ❖ To become 1000+ Crore Company
- ❖ Capacity expansion at proposed Dhule plant
- ❖ To strengthen industrial chemical portfolio as a step towards de-risk the company from volatility
- ❖ Digital Transformation by developing B2C online platforms
- ❖ End consumer engagement approach through digital tools
- ❖ To become more environment friendly
- ❖ To diversify into Bio-Fertilizers
- ❖ Community enrichment & welfare of the poor people
- ❖ To launch new non-subsidized fertilizers through strong channel partner base (1800+ noteworthy dealers)
- ❖ To focus on value added fertilizer products & soya division
- ❖ R&D Association with Agriculture Universities to develop customized/value added fertilizers



DIGITAL INITIATIVES

सूर्यफूल

- पांढऱ्या मुळीची वाढ उत्तम होते
- कांघाची पात दीर्घकाळ हिरवीगार राहते
- कांघाचे एकूण उत्पन्न वाढते
- कांघाला छान साईझ आणि शाईन येते
- कांघाची टिकवण क्षमता वाढते

प्रति एकर तीन वॅग्न रामाचे संपूर्ण वापरू शकता

५० वर्षांपासून शेतकऱ्यांचा विश्वास
अधिक माहितीसाठी संपर्क : +९१ - ७४ ६०८३ ६०८३

Crop specific Product recommendation

- ✓ Team networking (What's App)
- ✓ Facebook & Instagram – Interest based & potential areas campaigns

प्याज फसल की नर्सरी एवं खेती के लिए उपयुक्त पोषक खाद

पाँच गुणों से परिपूर्ण

- कैल्शियम १९%
- जिंक ०.९%
- बोरान ०.२%
- सल्फर ११%
- फास्फोरस १६%

५० सालोंसे किसानों का भरोसा

Product USP and Brand awareness

- ✓ Team networking (What's App)
- ✓ Facebook and Instagram platform
- ✓ Topography based campaign

#Iamसम्पूर्णFarmer

ईश्वरसिंह
सिकली, ब्लॉक-महिदपूर
जि. उज्जैन

चने की उन्नत पैदावार के लिए पाँच पोषक तत्व युक्त ऑल इन वन उर्वरक गिरनार "सम्पूर्ण" के उपयोग से चने की पैदावार अच्छी हुई है। चने के पौधे में फूल व फुटाव अच्छा होने से चने के दाने चमकदार होने के साथ - साथ उत्पादन काफी अच्छा हुआ है।

५० सालोंसे किसानों का भरोसा

Product USP and Brand awareness

- ✓ Team networking (What's App)
- ✓ Facebook and Instagram platform
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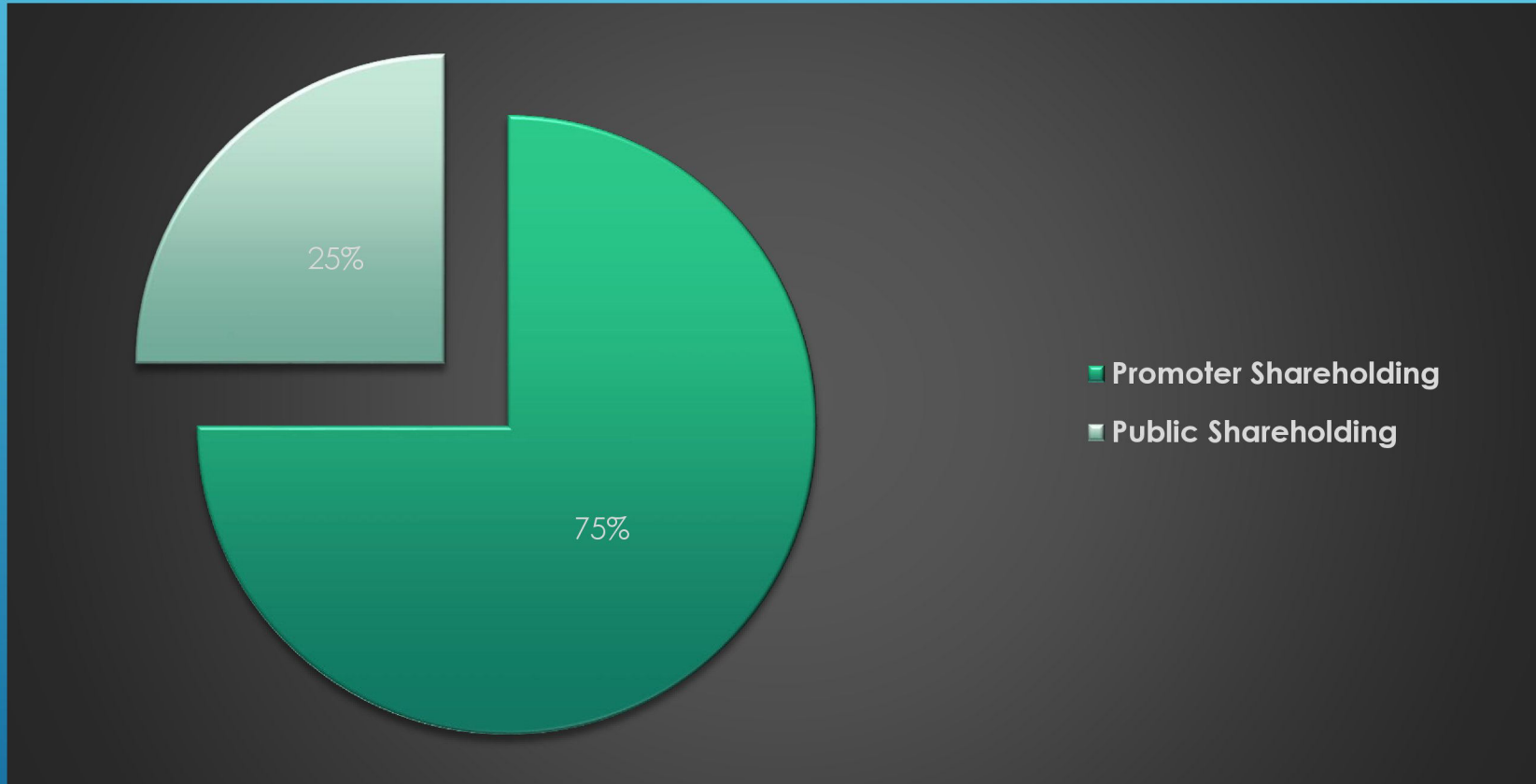
SERVING FARMERS SINCE 50 YEARS

SHAREHOLDER'S CORNER





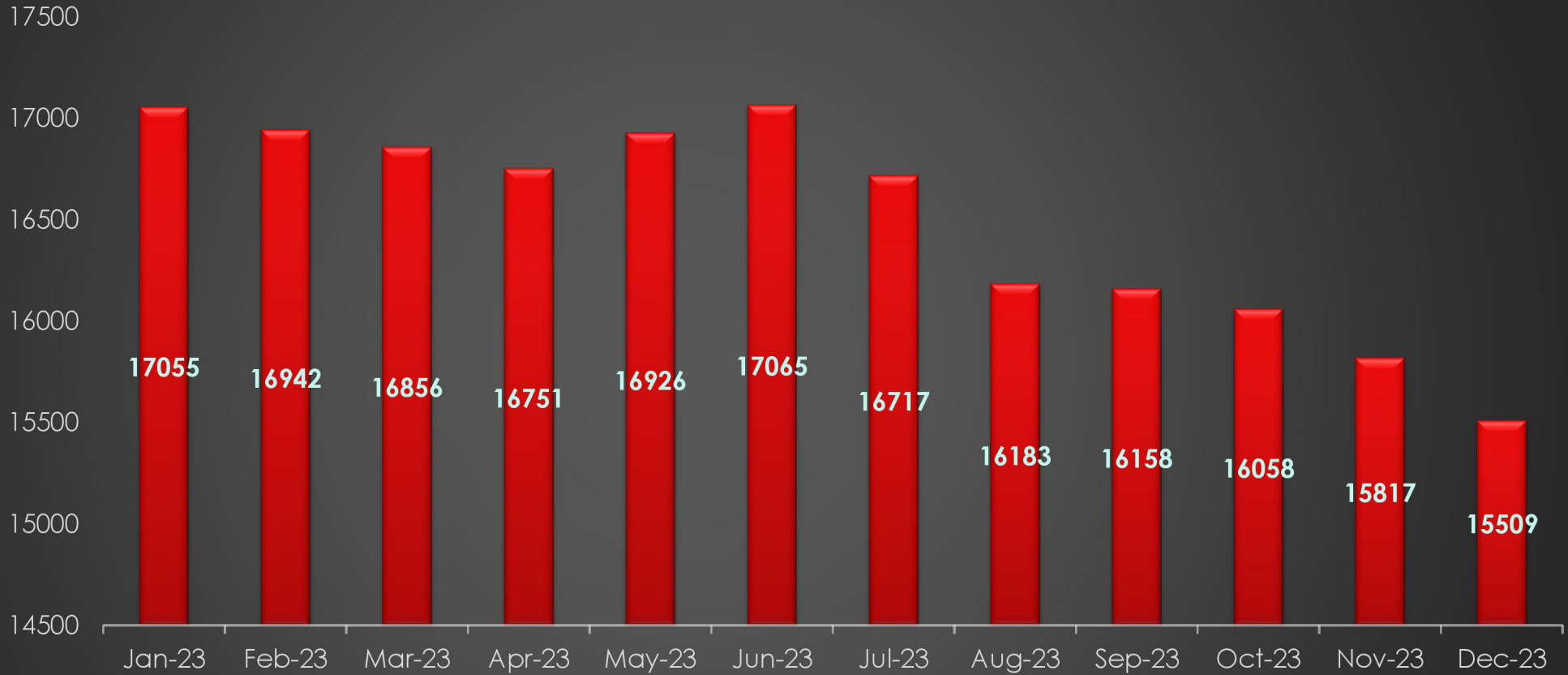
TOTAL SHAREHOLDERS



SERVING FARMERS SINCE 50 YEARS



No. of Shareholders



	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23	Jul-23	Aug-23	Sep-23	Oct-23	Nov-23	Dec-23
■ No. of Shareholders	17055	16942	16856	16751	16926	17065	16717	16183	16158	16058	15817	15509

SERVING FARMERS SINCE 50 YEARS

RECENT AWARDS & RECOGNITION



Best Production Performance Award Runner Up - 2023



FAI BEST PRODUCTION PERFORMANCE SSP

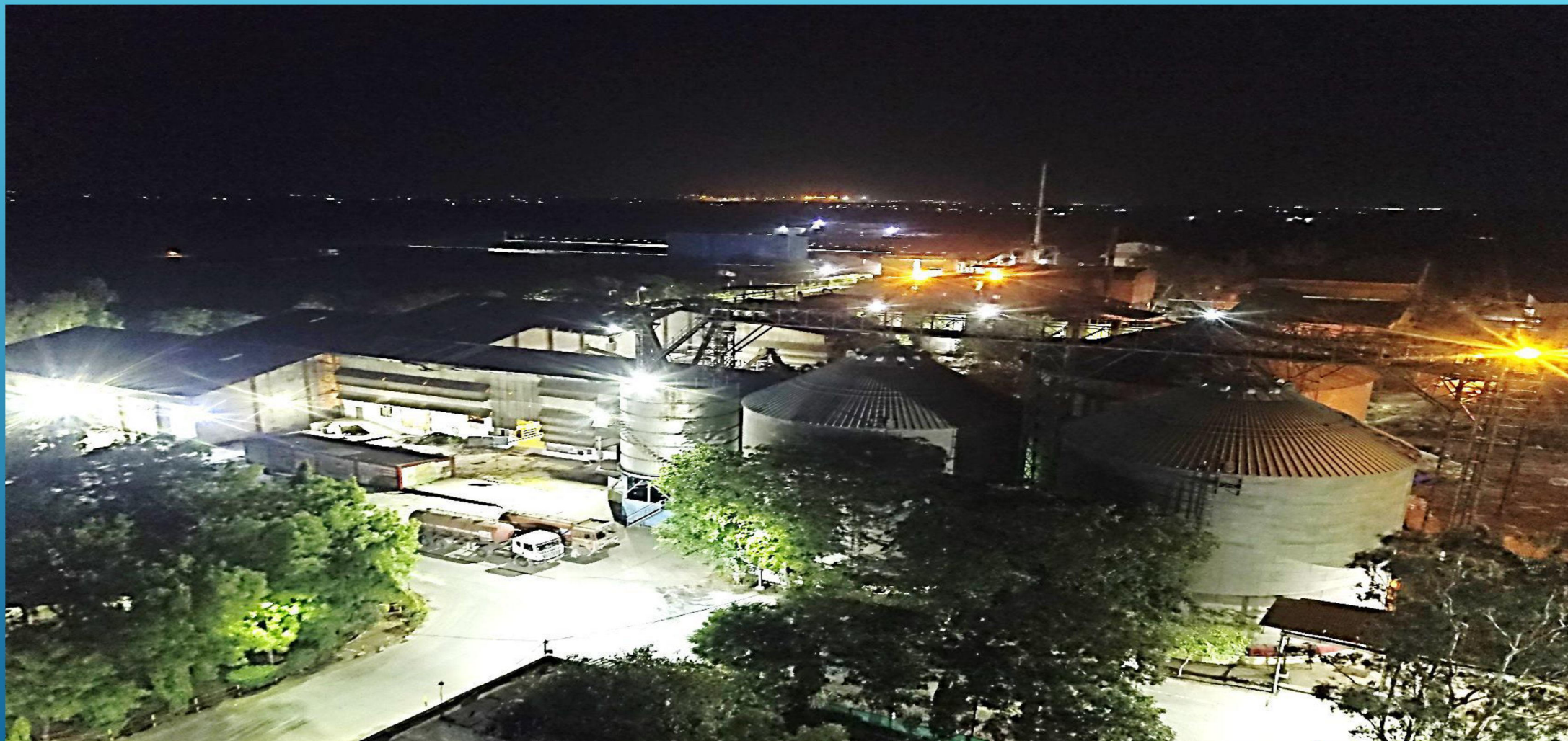
Runner Up: **Rama Krishi Rasayan, Pune**

(A Division of Rama Phosphates Limited)

Mr. Jambu Kumar Parakh, President & C.F.O, Receiving The Award



Overview of Indore Manufacturing Complex (Indore Ujjain Highway)



SERVING FARMERS SINCE 50 YEARS

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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