

Rama

Rama Phosphates Ltd.

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Ref : RPL/BMD/2022  
Date : February 03, 2022

To,

Bombay Stock Exchange Limited  
Corporate Relationship Department  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Fort,  
MUMBAI 400 001

Name of the Company : RAMA PHOSPHATES LIMITED  
BSE Scrip Code : 524037

Sub: Presentation for Quarter and Nine Months period ended December 31, 2021

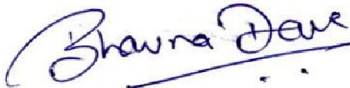
Dear Sir,

Enclosing herewith Presentation on Company's Financial Performance for the Quarter and Nine Months period ended December 31, 2021

This is for your information and records.

Yours faithfully,

For RAMA PHOSPHATES LIMITED



BHAVNA DAVE  
COMPANY SECRETARY



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*Rama Phosphates Ltd.*

38 years of expertise in production of SSP

**Q3 & 9M FY22  
PRESENTATION**



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





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# TABLE CONTENTS



Company Highlights



Q3 FY 22



9M FY 22



Update on Capex



Growth Journey



On- Going Projects To be Operational Soon



Unique Strengths



Future Prospects





# COMPANY HIGHLIGHTS

RPL is amongst top 3 Single Super Phosphate (SSP) fertilizer manufacturing in India.

PAN India Presence

Diversified Portfolio

Fertilizers (SSP / Mixed NPK)

Chemicals (Sulphuric Acid, Oleum 23% - 27%, Oleum 65%, CSA)

Soya Oil Extraction (De-Oiled Cake, Soya Oil, Refined Edible Oil)

Micro Nutrients (Magnesium Sulphate, Zinc Sulphate, Sulphur Dust, Mix Micro Nutrient)

LABSA

Phospho Gypsum

SSF



## COMPANY HIGHLIGHTS



### OUR POPULAR BRANDS

Girnar

Suryaphool

### AWARDS & RECOGNITIONS

Overall Best performance award instituted by FAI for 5 times.

Pune Unit has won the Best Production Performance award in 2021

Company's long pending request to Working Capital Lenders for Exiting from CDR has been sanctioned and now 68% promoter's shares pledged would be eligible for unpledged after compliance of certain requirements.



## STRATEGICALLY LOCATED PLANTS



Our manufacturing units are all strategically located in the Western Indian region where Phosphatic fertilizer consumption is predominant, i.e. 60% of All India consumption is in this region. We are catering to various states viz.-

**PUNE**

**Near to Port & Consumption**

**INDORE**

**Near to Consumption**

**UDAIPUR**

**Near to Raw Material Sources**

**NIMBAHERA**

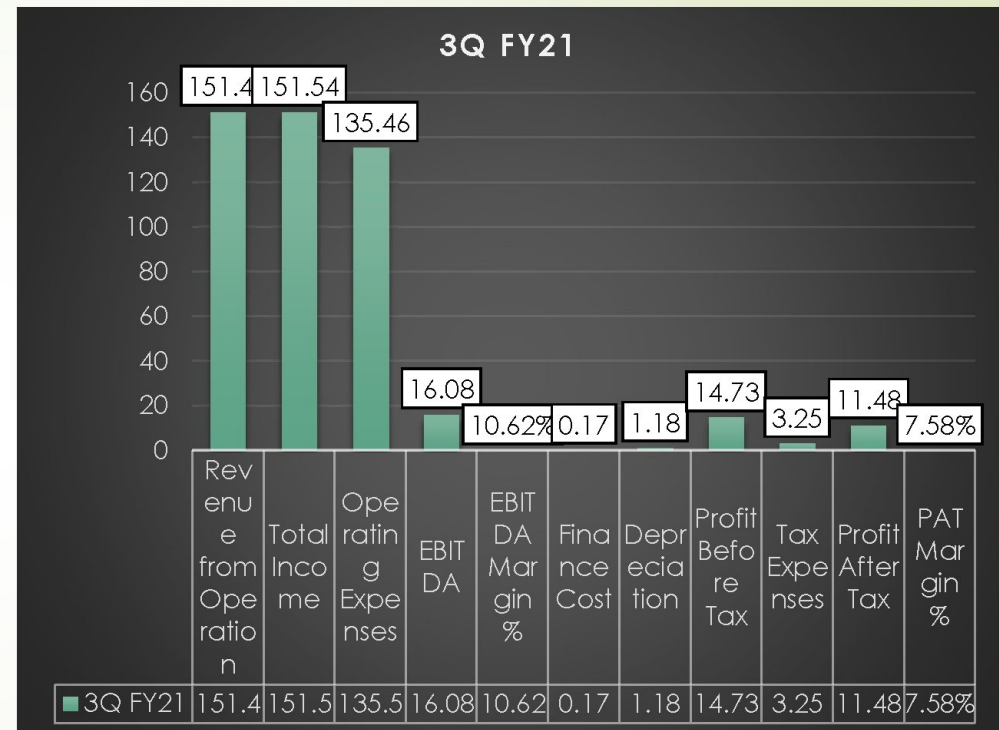
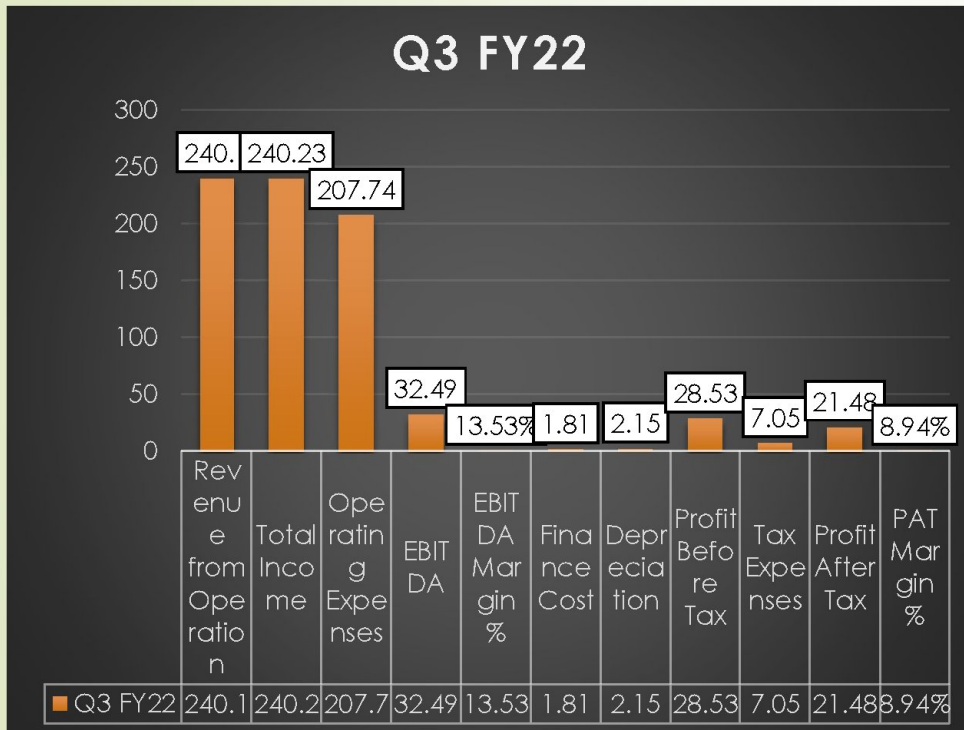
**Near to MP & RAJ Border**

Total aggregate existing manufacturing capacity of 6.98 Lacs MTPA



# Q3 FINANCIAL PERFORMANCE

Amount in Crore



↑ Total Income Up by 58.52%

↑ EBITDA Up by 102.05%

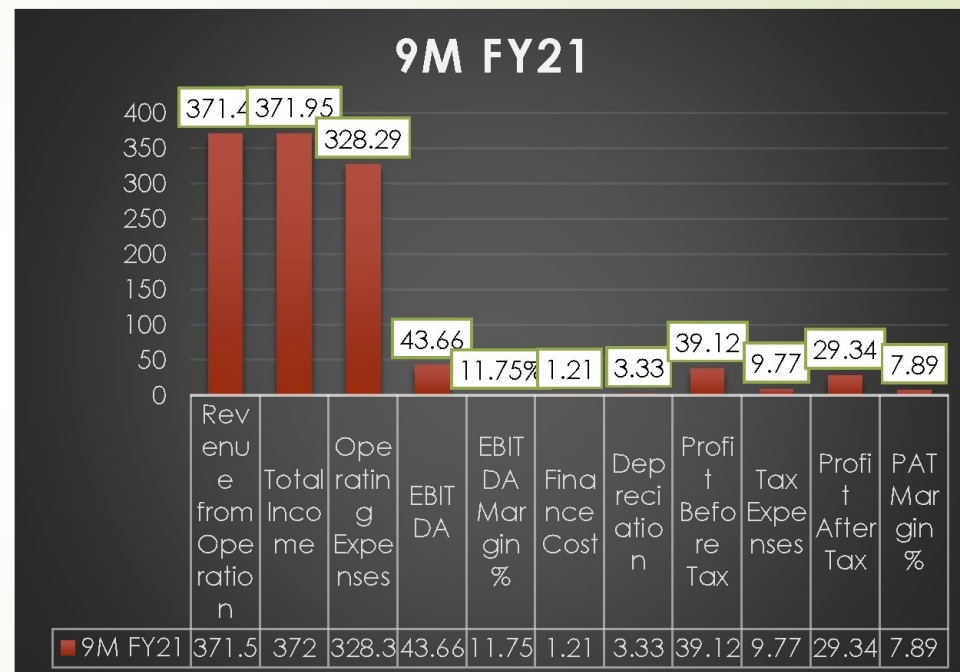
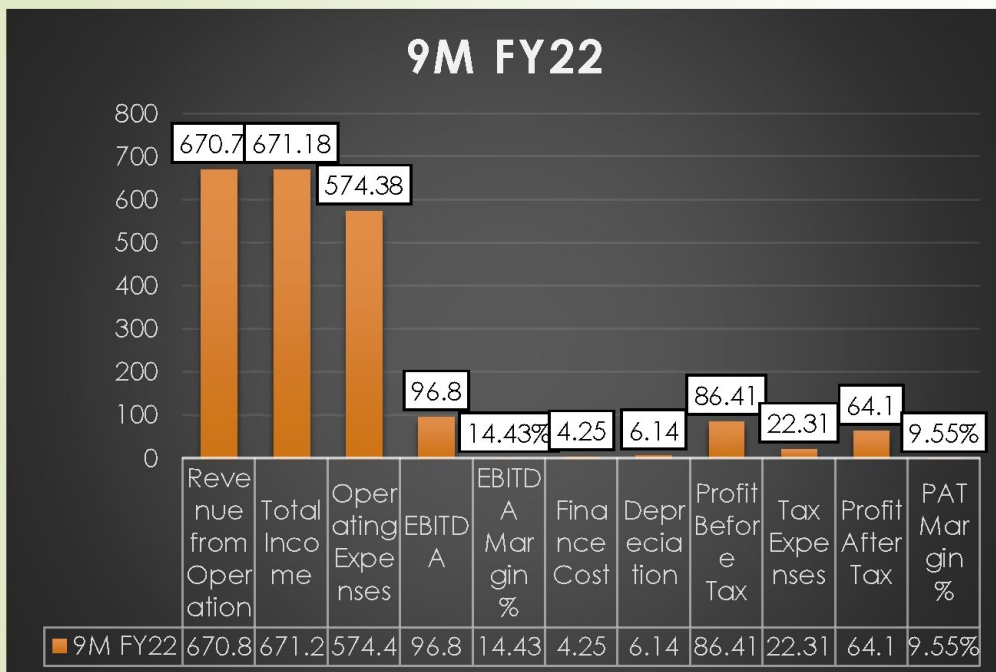
↑ PAT Up by 87.10%





# 9M FINANCIAL PERFORMANCE

Amount in Crore



↑ Total Income Up by 80.44%

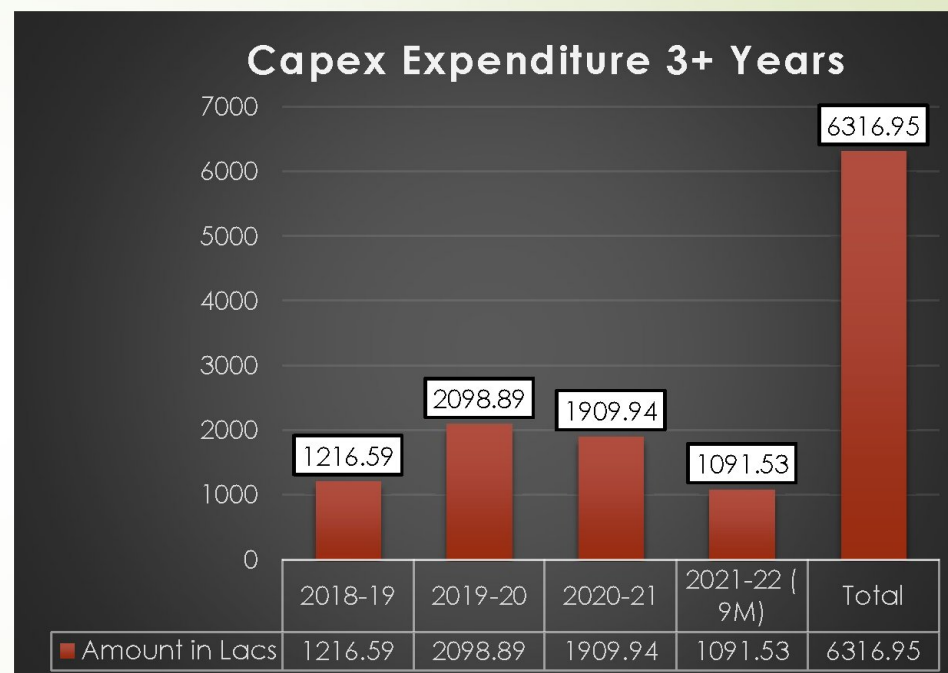
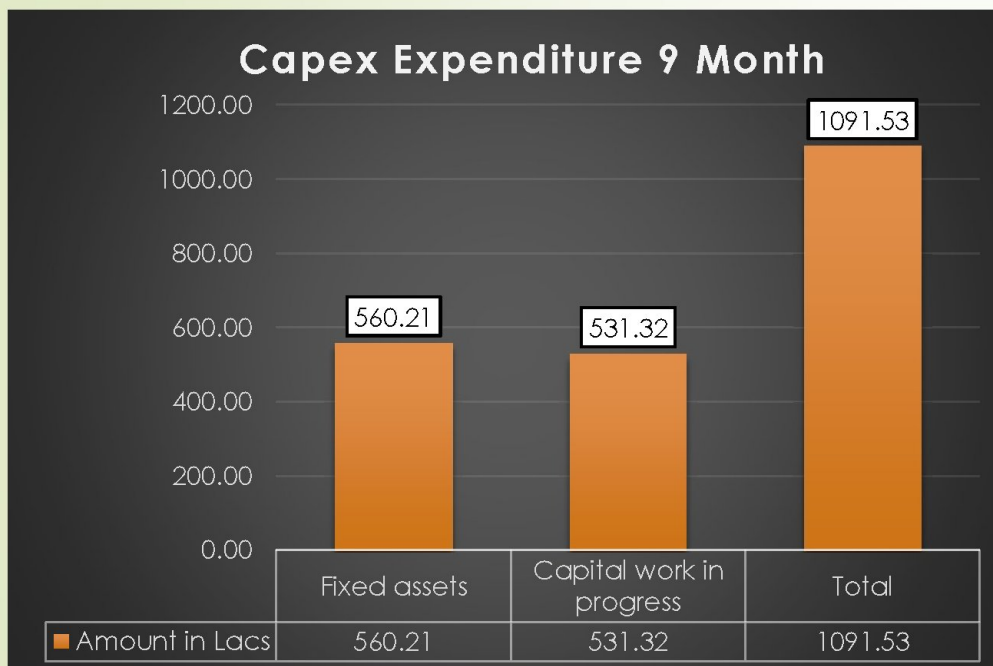
↑ EBITDA Up by 127.71%

↑ PAT Up by 118.47%



# UPDATE ON CAPEX

Amount in Lacs



**6316 Lacs funded through Internal Accruals**



## GROWTH JOURNEY SO FAR

1987

Fertilizer Plant Indore 1 65000 MT



1987

First Acid Plant Indore



1992

Oil Division Indore 120000 MT  
Soya Seeds Crushing





## GROWTH JOURNEY SO FAR

1995

Pune SSP Plant 132000 MT



1995

Pune Acid Plant

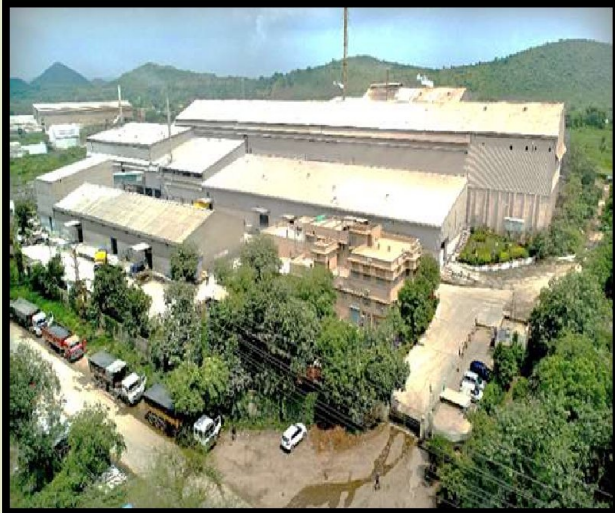




## GROWTH JOURNEY SO FAR

1996

Udaipur Plant 132000 MT



2010

Udaipur Plant Expansion from  
132000 MT to 181000MT



2016

Indore Capacity expansion  
165000 MT to 250000 MT





## GROWTH JOURNEY SO FAR

2017

Micro Nutrients Indore



2020

LABSA Udaipur



2021

Second Acid Plant Indore





# GROWTH JOURNEY SO FAR

2021

Solar Plant Udaipur



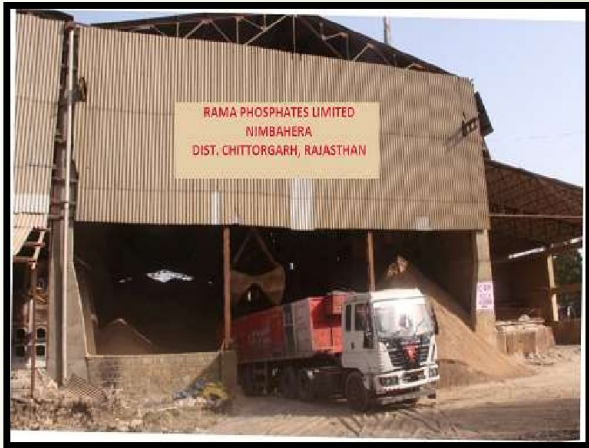
2021

Udaipur Plant Expansion from 181000 MT to 250000 MT



2022

Nimbahera Plant 66000 MT





## ENVIRONMENTAL CARE SECOND ACID PLANT AT INDORE







## ENVIRONMENTAL CARE AT PUNE PLANT



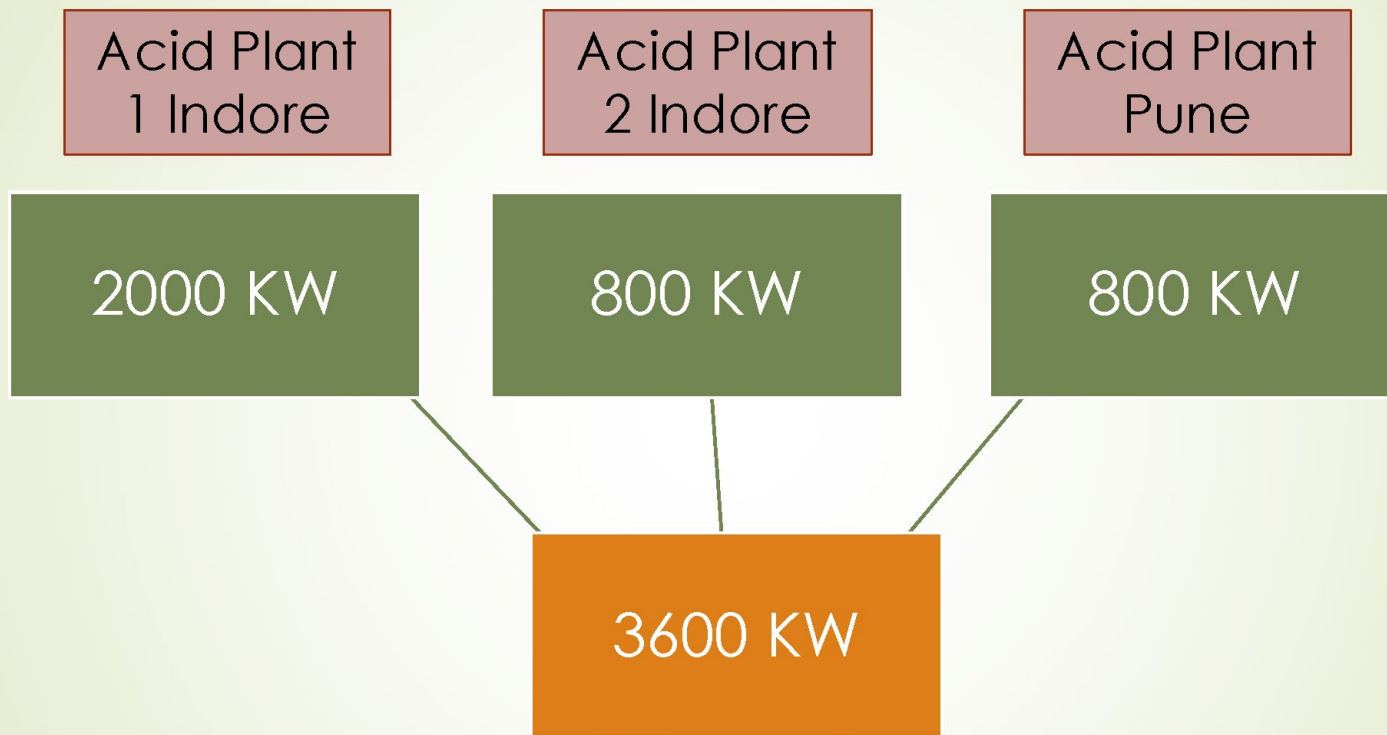


# PRODUCT PROMOTION OF "SAMPURNA"





POWER GENERATION TURBINES CAPACITY GENERATED IN ACID PROCESS

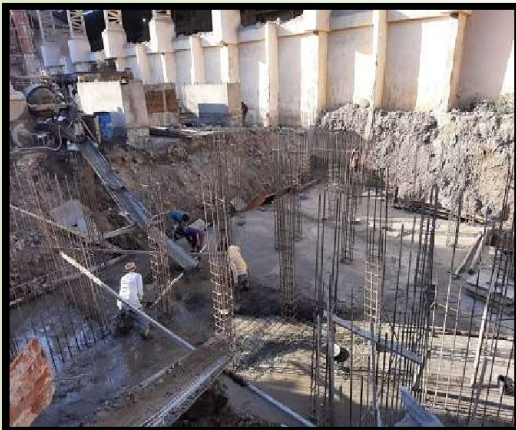
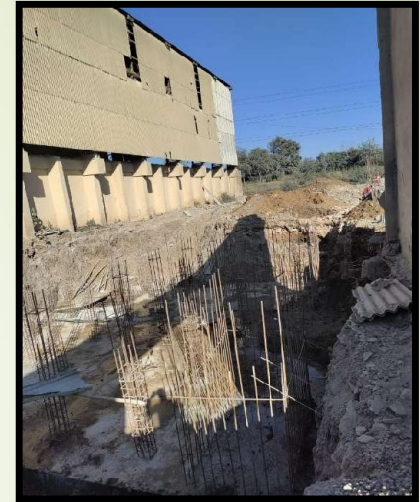


Solar Power Generation at Udaipur 792 KW



## ON-GOING PROJECTS TO BE OPERATIONAL SOON

- ❖ Debottlenecking of Acid Plant at Indore with capacity of 300 TPD
- ❖ Udaipur capacity will increase from 250000 MT to 315000 MT of SSP Plant
- ❖ Debottlenecking GSSP at Indore
- ❖ SSF Plant at Indore
- ❖ Revamping & modernizing of Soya Refinery





## UNIQUE STRENGTH AND POSITION

Fully Integrated & Diversified Player **with backward and forward integration**

Zero waste company

Zero debt 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 1200+ Dealer Marketing Network

Focus on Value added product mix

Pan India Presence

Low financial leverages

Cost advantage of scalability & higher capacity utilization



## FUTURE CAPEX

SSP fertilizer consumption is gaining ground subsequent to the major thrust given on the product by Government Authorities on the basis of cost effectiveness which augurs well for the Company and Govt. of India has already directed State Governments to promote SSP.

Demand v/s Domestic Supply gap increasing with Demand

Significant opportunity even after announced new capacities

Competitive advantage – Strong project & operational capacity

Total Manufacturing Capacity of SSP would increase from 6.98 Lacs MTPA to 7.63 Lacs MTPA

Unit 3 of Sulphuric Acid at Indore with 250 TPD will make total capacity 860 MTPD

Di Calcium Phosphate (DCP) Plant at Udaipur with capacity of 3300 TPA

Marketing of Soya refined Oil in our Own Brand name after modernizing Soya refinery



# Thank You



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