



22nd May, 2025

The Secretary
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort,
Mumbai – 400001
BSE Code: 500645

Listing Department
National Stock Exchange of India Ltd.
“Exchange Plaza”,
Bandra-Kurla Complex, Bandra (E)
Mumbai – 400051
NSE Code: DEEPAKFERT

Subject: Earnings Presentation for the quarter and year ended 31st March, 2025

Dear Sir / Madam,

Please find enclosed an earnings presentation of the Company for the quarter and year ended 31st March, 2025.

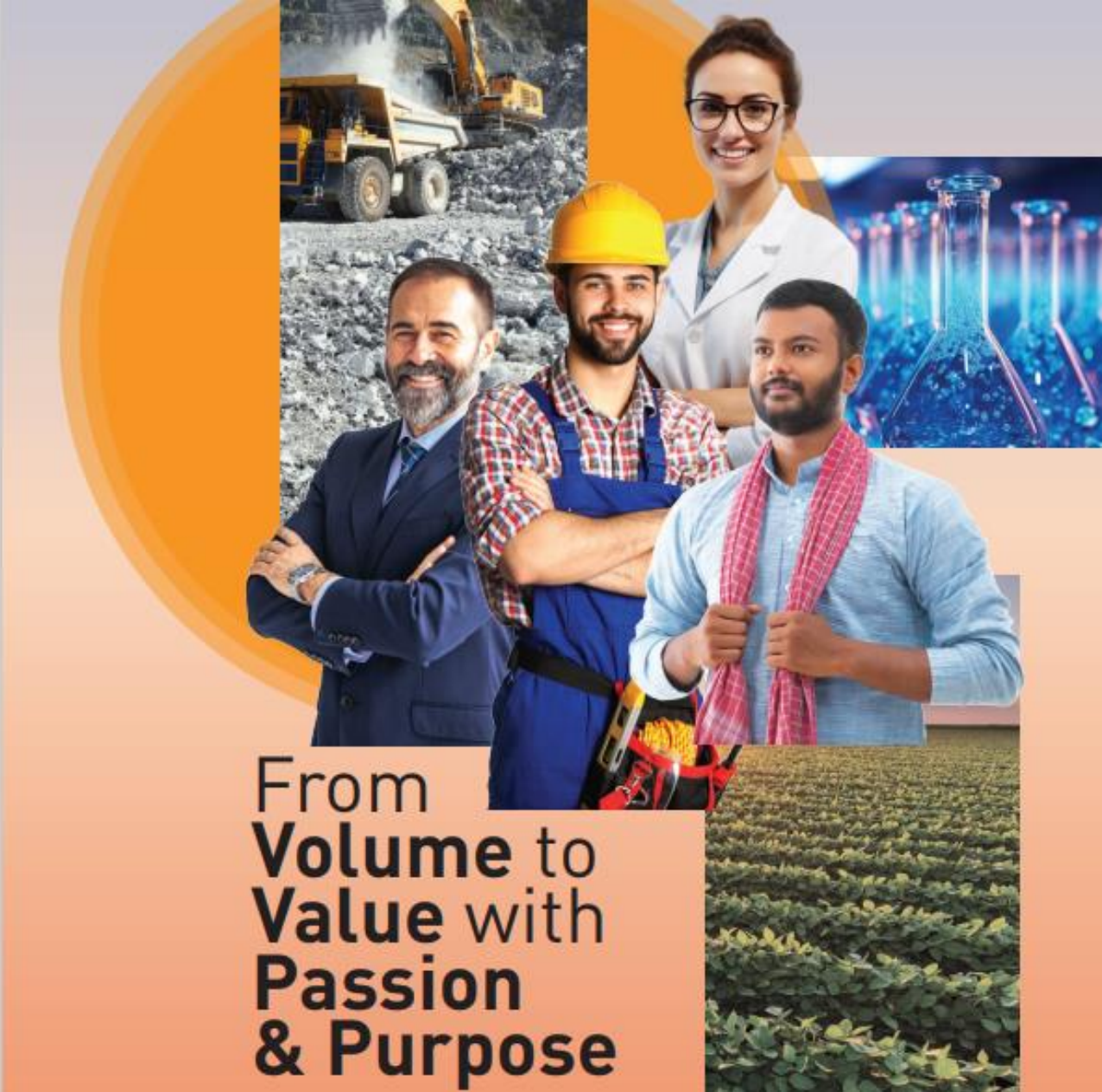
We request you to kindly disseminate the same.

Thanking you,
Yours faithfully,

For **Deepak Fertilisers
And Petrochemicals Corporation Limited**

Rabindra Purohit
VP – Legal, Compliance & Company Secretary

Encl: as above



From
**Volume to
Value** with
**Passion
& Purpose**



**DEEPAK FERTILISERS
AND PETROCHEMICALS
CORPORATION LIMITED**

(BSE: 500645; NSE: DEEPAKFERT)

Earning Presentation Q4FY25

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May 2025

Content



Company Overview



Q4FY25 Results Overview



Project Update

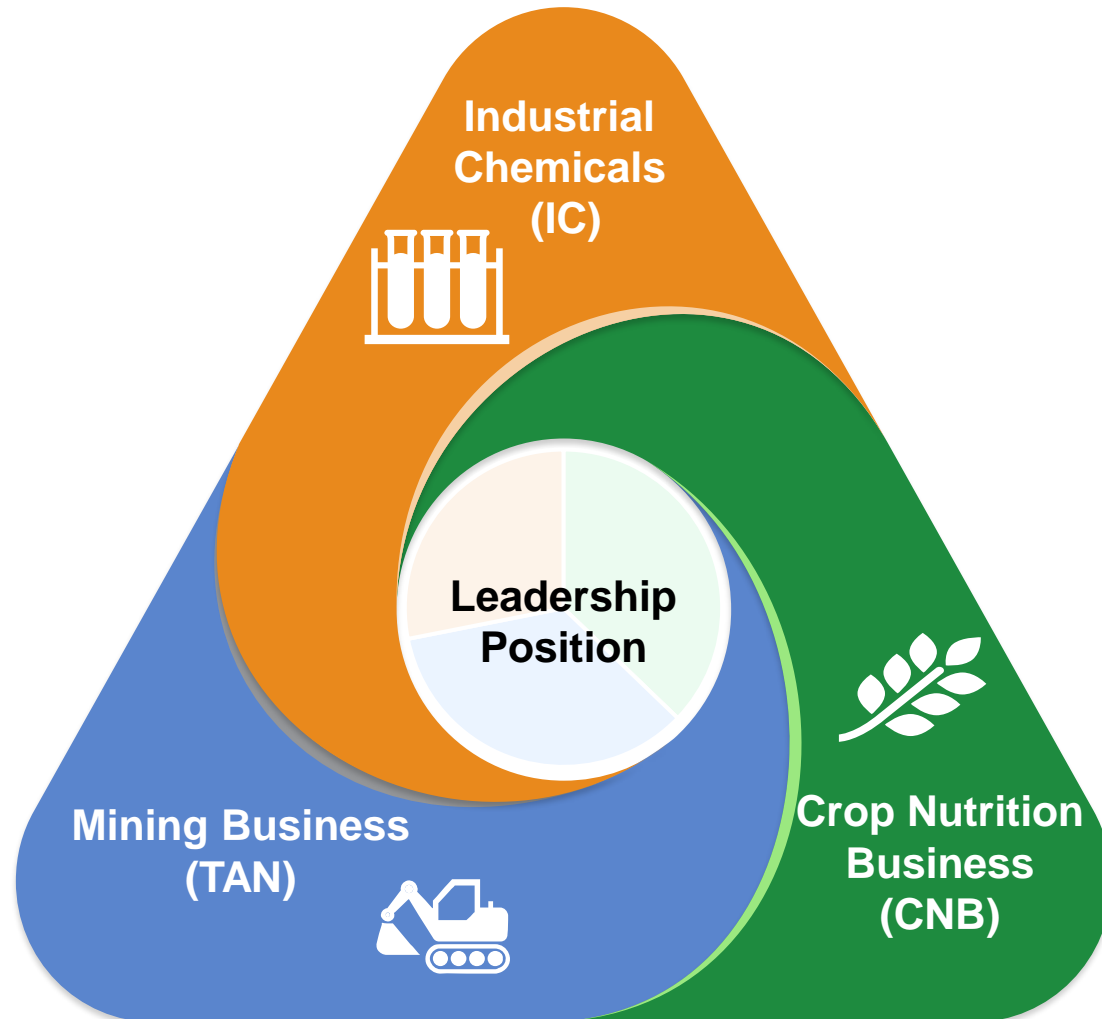


Corporate Social Responsibilities



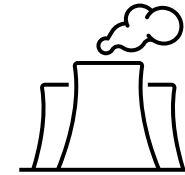
Shareholder Value

India's Leading Chemical and Fertilisers Producer



40+ Years

Rich Experience of Developing
3 verticals



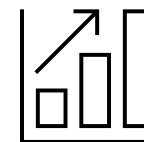
6

Manufacturing Sites



2,300+

Employees

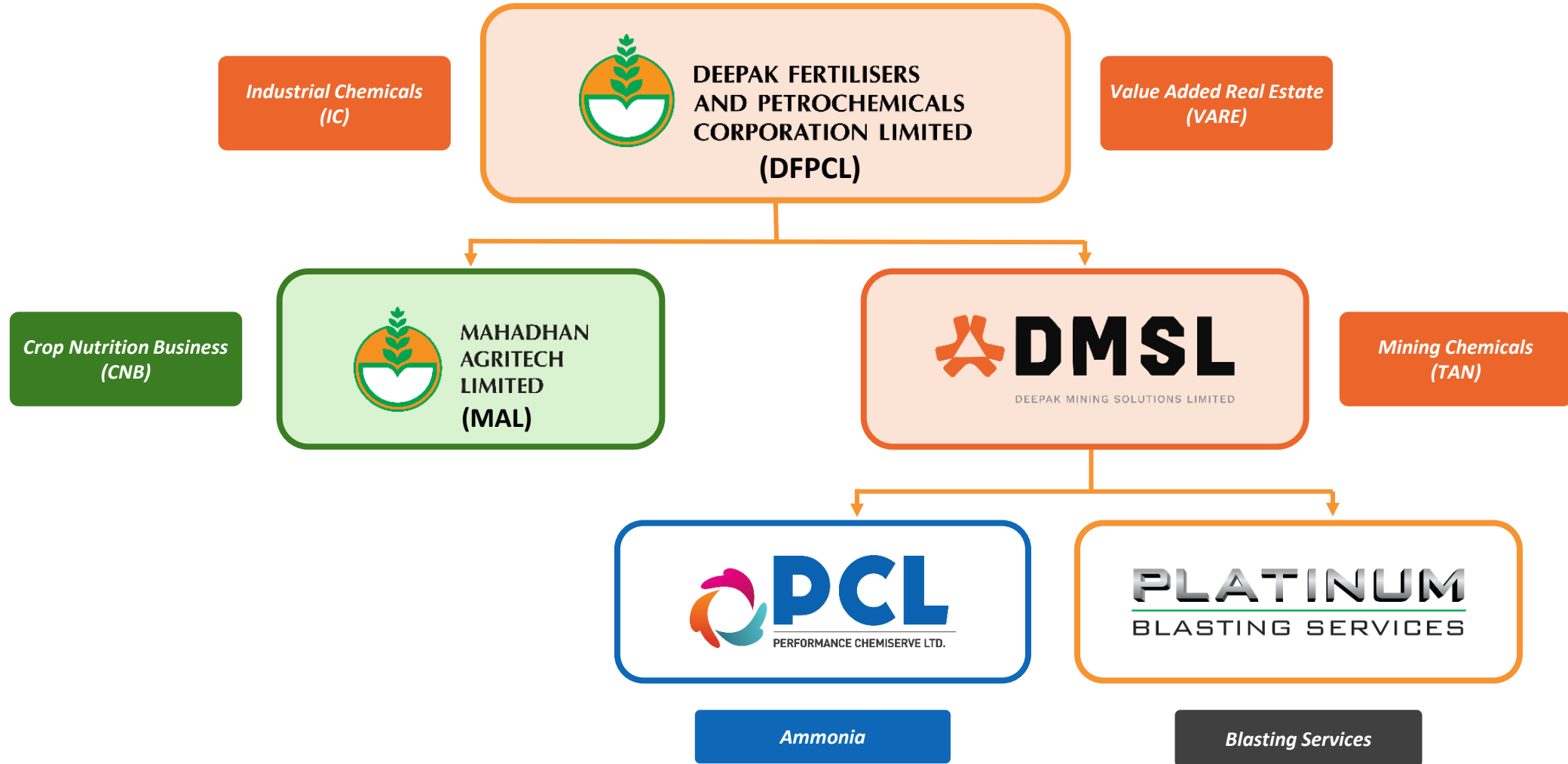


US\$ ~1.64 billion

Market Capitalization

(as on 31 March 2025)

Corporate Structure post Demerger



Strong Competitive Offering



Mining Chemicals

Capacity: Technical Ammonium Nitrate
587 KTPA

- Only manufacturer of Solid TAN in India
- Preferred partner for mining, infrastructure and explosives companies
- Strategically located plants on East and West coasts of India
- **Products:** High density and low-density Ammonium Nitrate and AN-Melt
- **End Market**
 - Mining
 - Infrastructure
 - Explosives
 - Healthcare



Industrial Chemicals

Capacity: Diluted Nitric Acid	885 KTPA
Concentrated Nitric Acid	231 KTPA
Iso Propyl Alcohol	70 KTPA

- largest manufacturer of Nitric Acid in South East Asia.
- One of the major player in the merchant Iso Propyl Alcohol (IPA) market in India
- Strategic entry to provide basket of solvents to Pharma sector
- **Products:** Varieties of Nitric Acid, IPA, Methanol, LCO2 & Pharmacopeia Solvents
- **End Market**
 - Pharma
 - Nitroaromatics
 - Explosive
 - Chemical derivatives

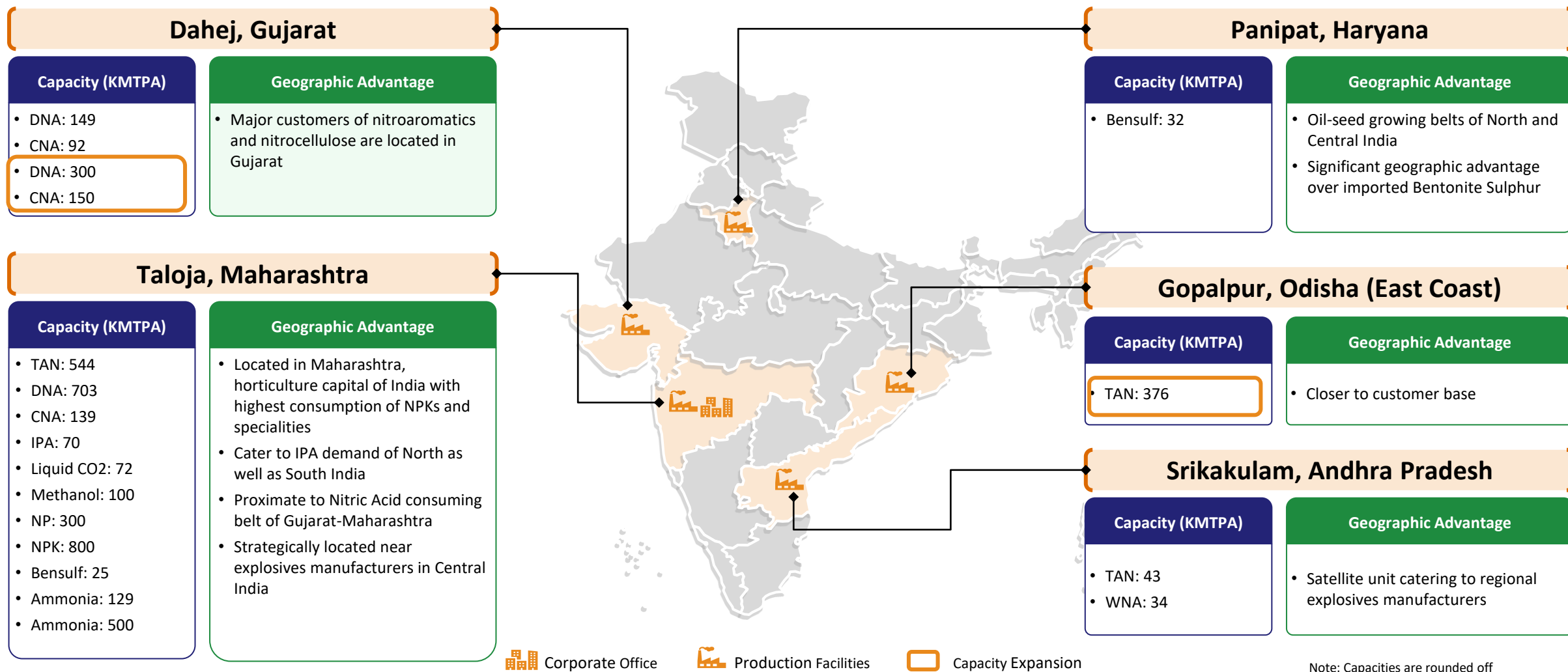


Crop Nutrition

Capacity: NP	300 KTPA
NPK	800 KTPA
Bensulf	57 KTPA

- 'Mahadhan' strong brand present in Maharashtra, Karnataka and Gujarat
- Only manufacturer of Prilled NP 24:24:0 fertiliser in India
- Largest manufacturer of Bentonite Sulphur in India
- **Products:** Specialty Complex fertilisers branded as Smartek & Croptek, Water Soluble fertilisers and Bentonite Sulphur
- **End Market**
 - Cash Crops
 - Fruits & Vegetables
 - Oils and Seeds crops
 - Water Soluble Segment

Strategic Geographic Footprints



* TAN Debottlenecking

Note: Capacities are rounded off

Leadership Position In All Business Portfolio

Mining Chemicals



Domestic market share
40% in TAN

26% of Revenue

Industrial Chemicals



Pioneer in
ISO Propyl Alcohol
Domestic market share
60% in CNA'
25% in DNA
28% in Merchant IPA

18% of Revenue

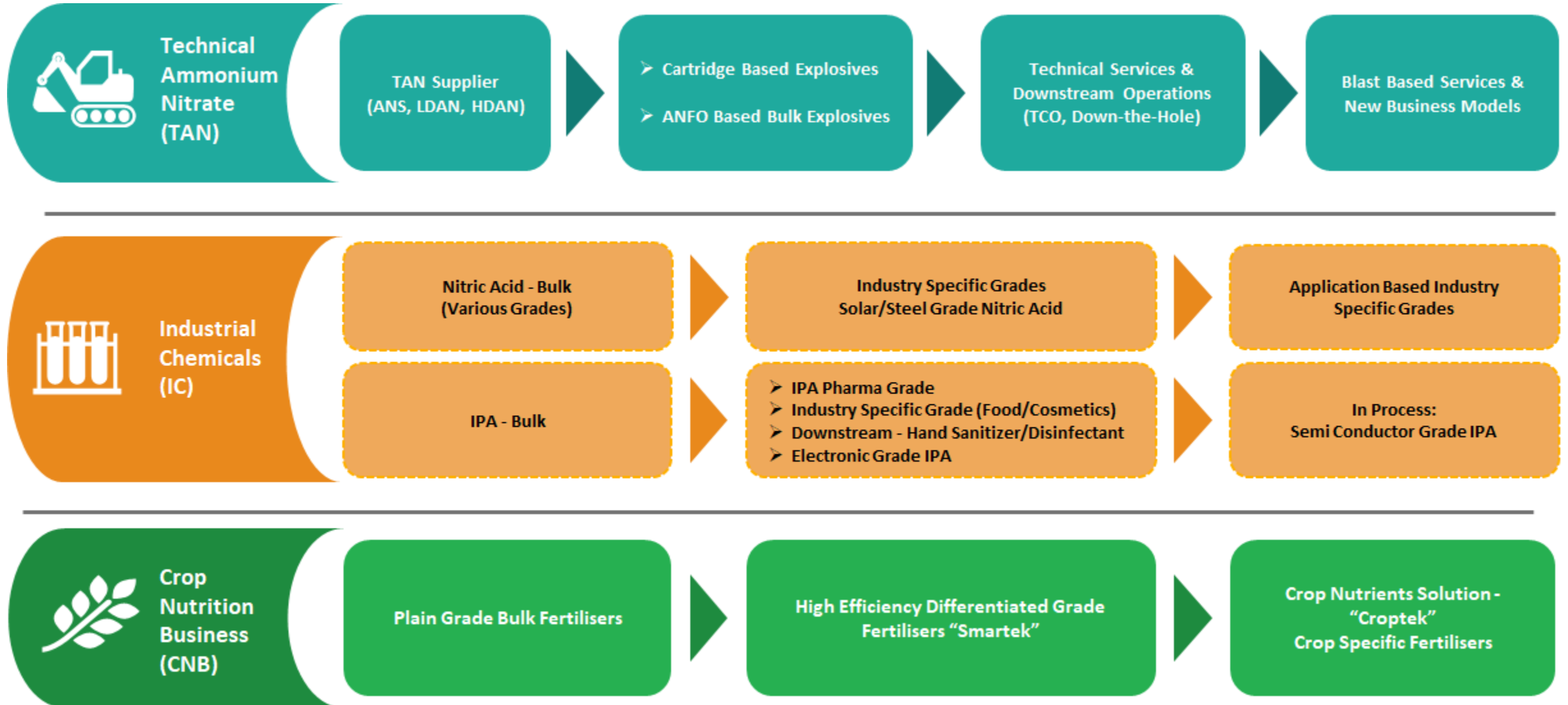
Crop Nutrition Business



Leading player in
specialty and
water-soluble
fertilizers in India

50% of Revenue

Transitioning From Commodity To Specialty



Results Highlights: Key Highlights of Q4 FY25 & Full Year FY25 (Consolidated)

Q4 FY25

Revenue & YoY Growth

Rs. 2,667 Cr

28%

EBIDTA & YoY Growth

Rs. 480 Cr

10%

PAT & YoY Growth

Rs. 278 Cr

21%

FY25

Rs. 10,274 Cr

18%

Rs. 1,925 Cr

50%

Rs. 945 Cr

102%

**Record >1 million
MT of bulk fertilizer
in FY25**

**Commodity to
Specialty Strategy –
30% Specialty share
in Fertilizer**

**Customer to
Consumer Strategy –
18% B2C share in
TAN**

**Strategic Capex
Progress on track –
DFPCL poised for
Next Leap**

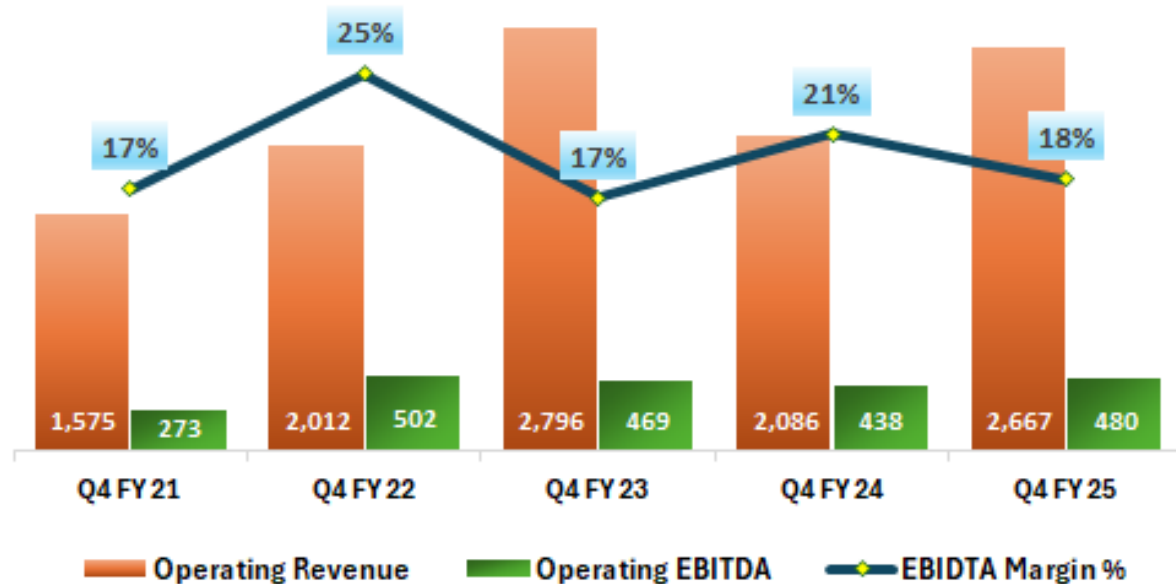
**Balance sheet
Strengthened -
CCD (800 Crs) issued
in Q1-FY26**

The Board has recommended a dividend of Rs.10/-per equity share of Rs.10/-each (100%)

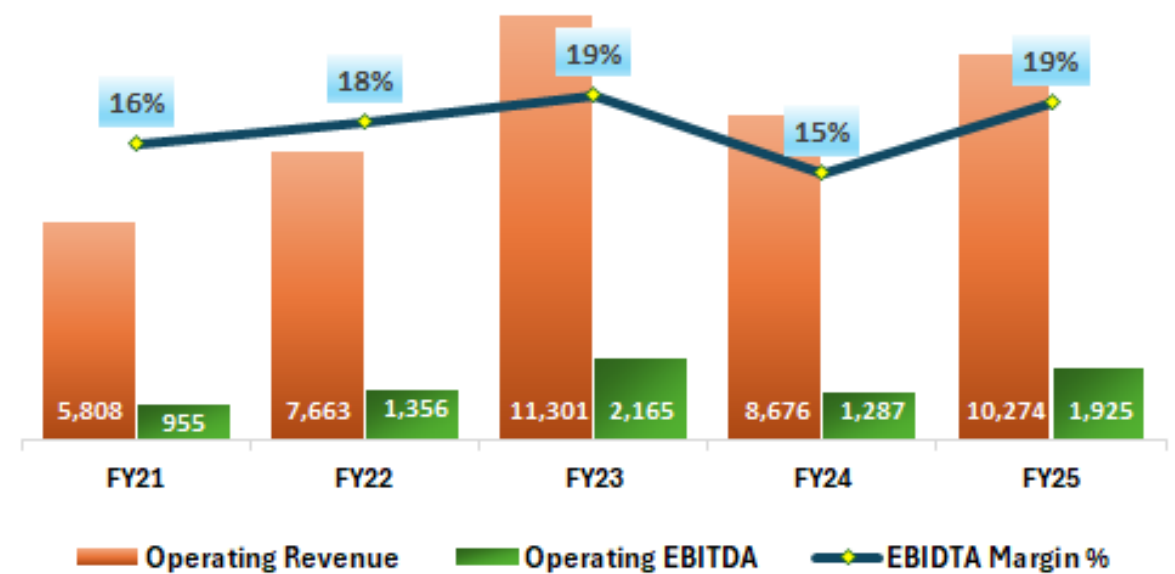
Consolidated Financial Performance: Q4FY25 & Full Year FY25

The EBITDA Margin rose from 15% in FY24 to 19% in FY25

Q4 Operating Performance Trend (Rs. Cr)



Full Year Operating Performance Trend (Rs. Cr)



Revenue and operating EBITDA have exhibited a consistent growth trajectory over the past five years, with a CAGR of 15% for revenue and 19% for EBITDA

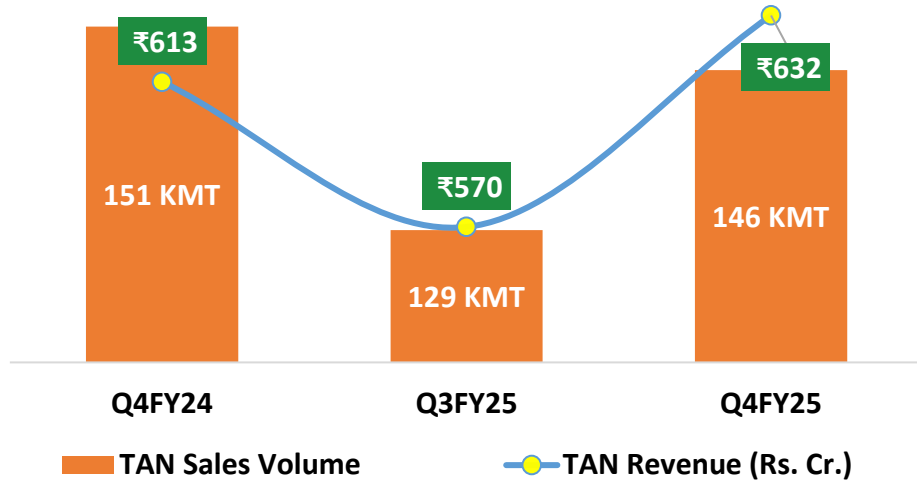
Q4 FY25 and FY25 Consolidated Results

Rs. In Crore

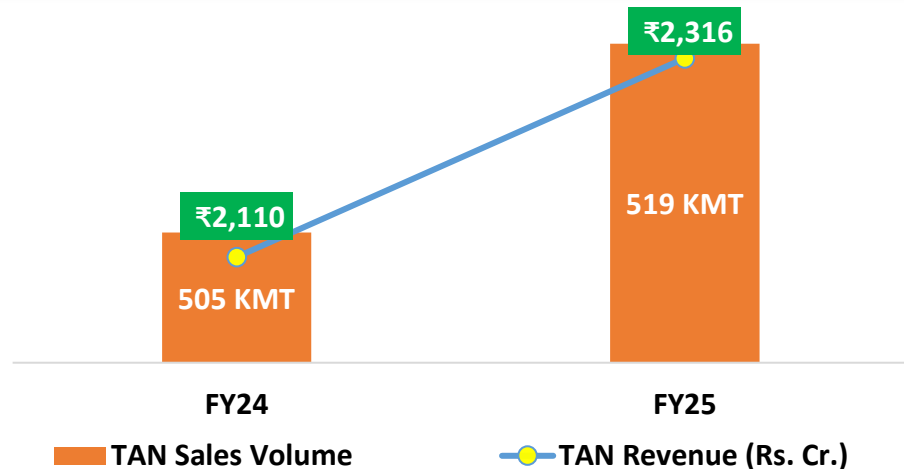
	Q4 FY25	Q4 FY24	Y-o-Y Change	Q3 FY 25	Δ Q-o-Q	FY25	FY24	Y-o-Y Change
Operating Revenue	2,667	2,086	28%	2,579	3%	10,274	8,676	18%
Operating EBITDA	480	438	10%	486	-1%	1,925	1,287	50%
Op EBIDTA Margins (%)	18%	21%	-299 Bps	19%	-85 Bps	19%	15%	390 Bps
Net Profit	278	230	21%	253	10%	945	468	102%
PAT Margin (%)	10%	11%	-43 Bps	10%	46 Bps	9%	5%	381 Bps

Mining Chemicals Business (TAN) : Q4FY25 Performance

Quarterly Revenue (Rs. Cr) and Sales Volume (KMT)



Yearly Revenue (Rs. Cr) and Sales Volume (KMT)



Highlights

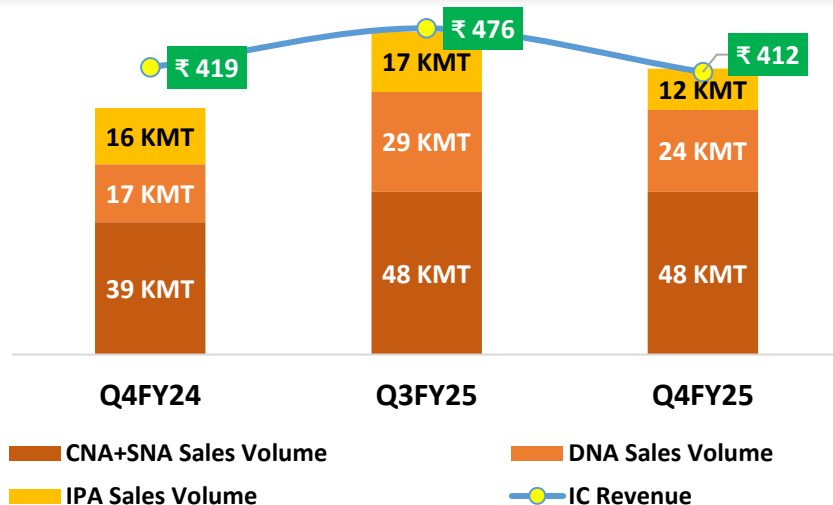
- **Sales Volume :**
 - Q4 Volume grew by 13% QoQ and down by 3% YoY.
 - FY25 volume improved by 3%..constrained by capacities of Nitric Acid than demand.
- **Revenue Growth:** revenue up by 3% with improved realization. For FY25, revenue grew by **10% YoY**
- **Customers to Consumers :** Our Specialty product (LDAN) volume improved by 13% QoQ and 11% YoY and B2C share in total revenue reached to 18%.
- **Capacity Utilization:** Q4FY25: 91%

Outlook:

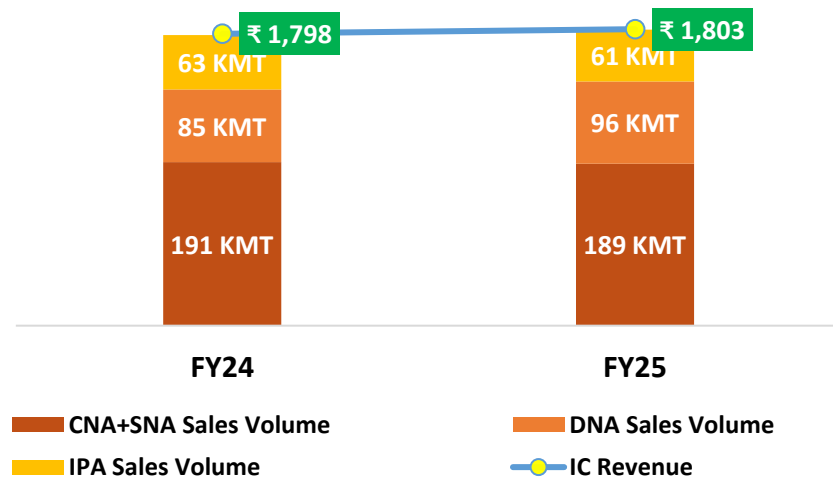
- Mining Chemicals growth likely to continue into FY26, driven by increasing power demand and infrastructure investments.

Industrial Chemicals Business : Q4FY25 Performance

Quarterly Revenue (Rs. Cr) and Sales Volume (KMT)



Yearly Revenue (Rs. Cr) and Sales Volume (KMT)



Highlights

Revenue & Volume Performance:

- Volume**
 - Total Nitric Acid: Q4** volumes jumped by **29% YoY**. While CNA & SNA grew by 23%, **DNA volume surged by 41%**. For FY25, volume improved by 3%
 - IPA:** Q4 IPA volume declined 27% YoY & 31% QoQ, on account of shutdown taken to improve process improvements efficiency and production rate. The plant is now fully operational.
- Revenue Growth:** Revenue for both Q4 & full year remained at same level

Capacity Utilization :

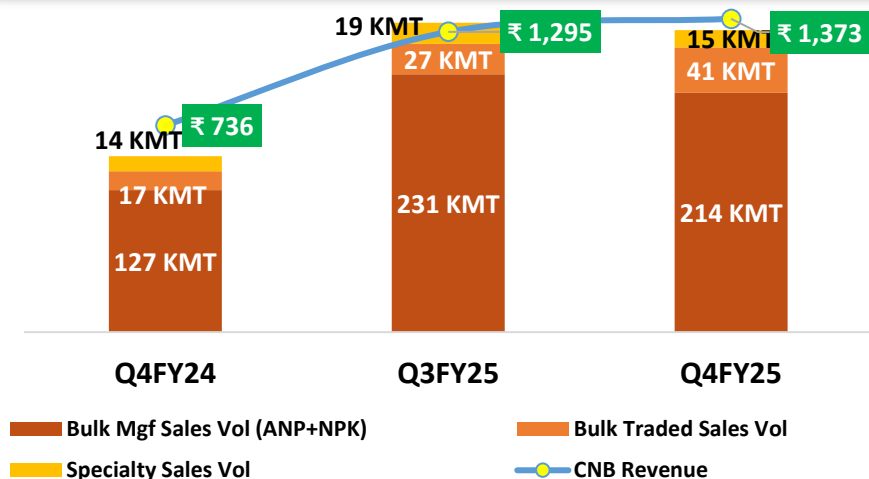
- Nitric Acid :** Q4FY25 – 91% & FY25: 89%
- IPA :** Q4FY25 – 63% & FY25: 88%

Outlook :

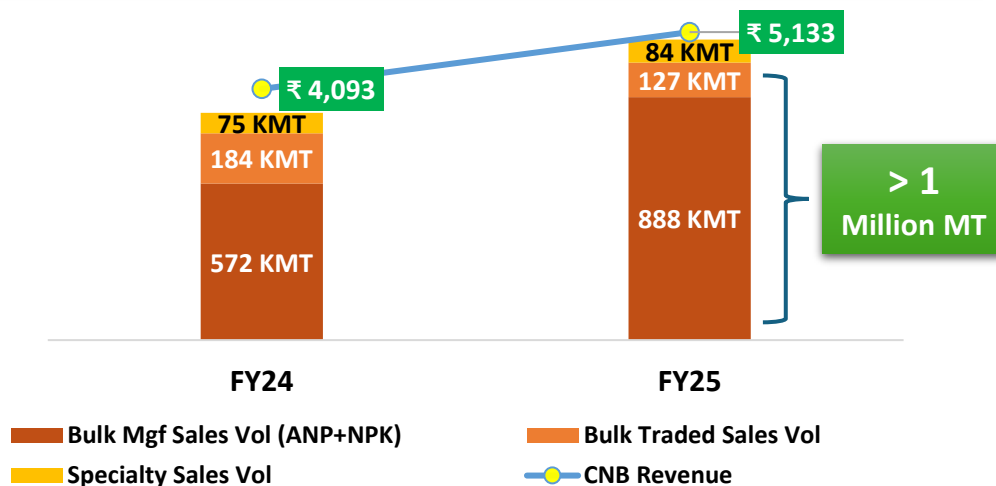
- Nitric Acid :** The outlook indicates steady demand, supported by the strong requirements for Technical Ammonium Nitrate, even as demand from Nitroaromatics remains subdued.
- IPA** - volume demand remains resilient. Margins might face slight pressure due to weak market dynamics, driven by declines in Acetone prices and elevated inventories.

Crop Nutrition Business: Q4FY25 Performance

Quarterly Revenue (Rs. Cr) and Sales Volume (KMT)



CNB Production (KMT)



Highlights

Q4 FY25 Overview:

- **Bulk Fertilizers** manufactured sales volume surged by **68% YoY**. Bulk Traded sales volume jumped by 145% YoY and 50% QoQ.
- Our Innovative-Crop Specific Speciality product, “**Croptek**”, reported an exceptional growth of 111% YoY
- **Sale of Total specialty fertilizer (Bensulf & WSF)** was 15 KMT, 13% up YOY and 19% down QoQ.

FY25 Overview:

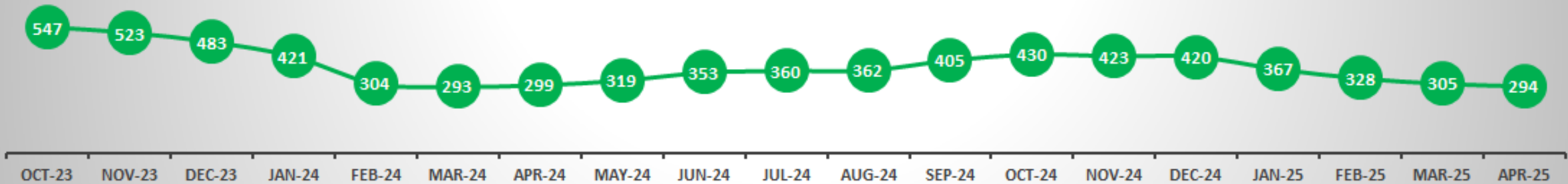
- FY25 manufactured bulk sales demonstrated 55% YoY growth, driven by above-normal monsoon rains & wide acceptance of our innovative Crop Focus Solutions.
- **Total volume surpassed the notable milestone of 1 million metric tons in bulk fertilizer sales.**

Bulk Manufacturing Capacity Utilization: Q4FY25: 76%; FY25 – 77%

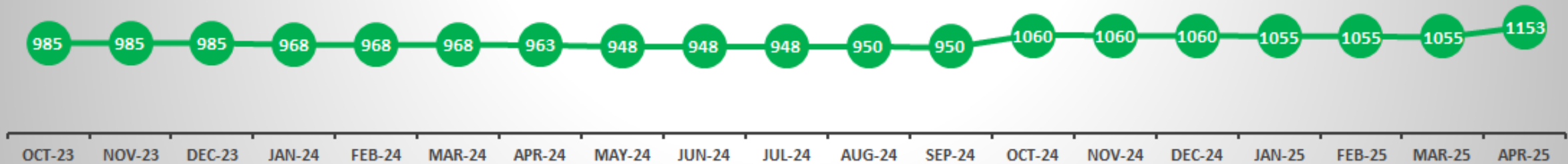
Outlook: With above-normal monsoon is expected, We expect growth in our market share in view of strong improvements in Crop Yields and Quality....thus helping build a Unique Brand “MAHADHAN”.

Raw Material Price Movement in Last 18 Months

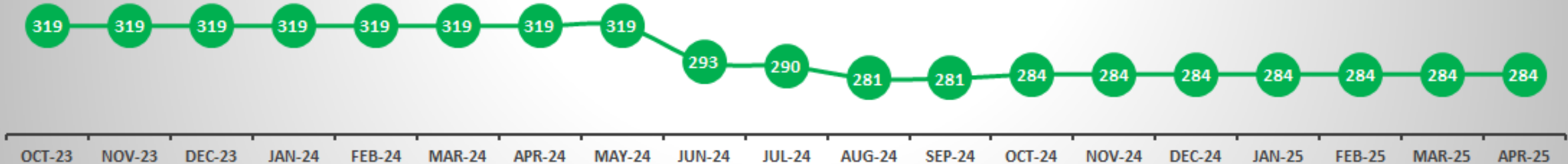
Ammonia Bulk FOB - ME (\$/MT)



Phosphoric Acid Bulk CFR (\$/MT)

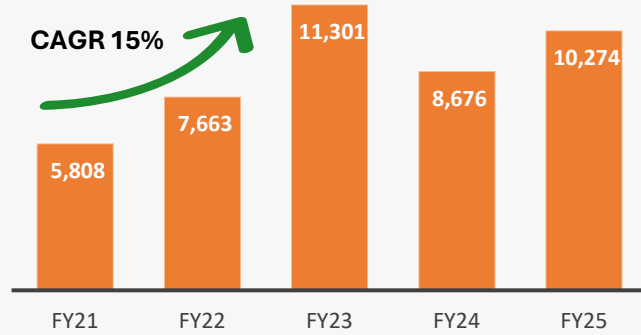


Potash Bulk CFR India (\$/MT)

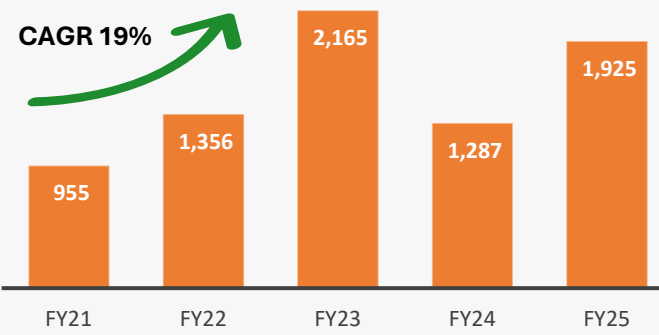


Historical Consolidated Financials

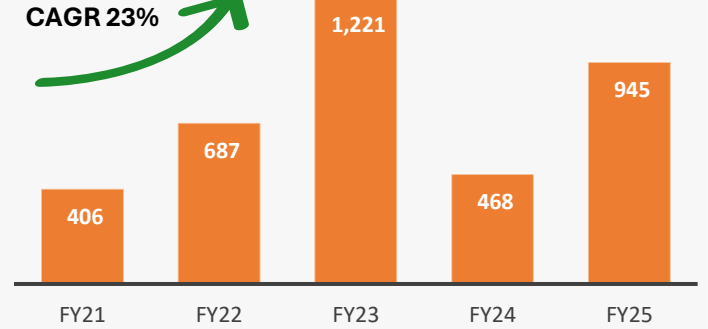
Operating Revenue (Rs. Cr)



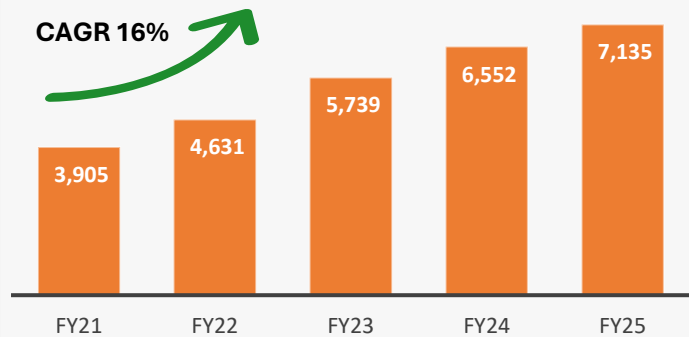
Operating EBITDA (Rs. Cr)



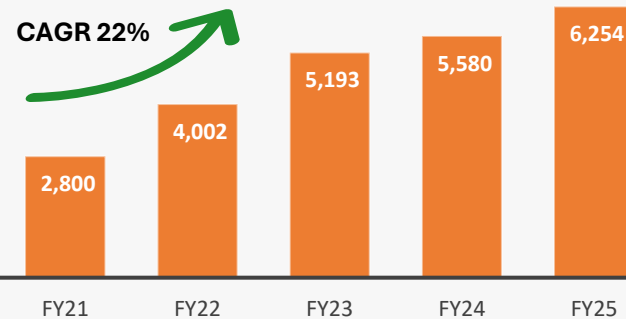
PAT (Rs. Cr)



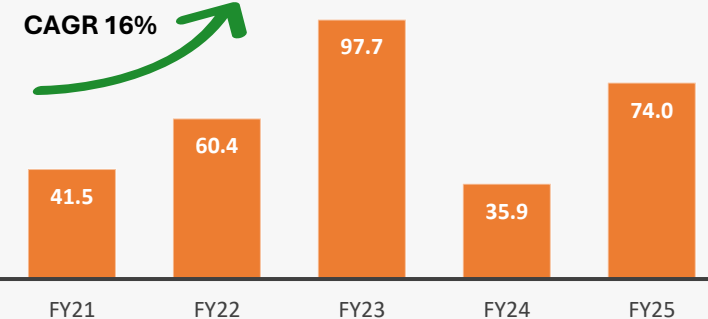
Fixed Assets (Rs. Cr)



Net Worth (Rs. Cr.)



EPS (Rs.)



Attractive Capex of Rs. 4,500 crores Underway

TAN Project, Gopalpur

- **Capacity:** 376 KTPA.
- **Expected Commissioning:** H2FY26
- Post-expansion, total AN capacity will be ~1.0 MMTPA, making us **3rd largest** pure-play TAN producer globally
- **Strategic Location Advantages:**
 - Closer to major mining areas in East India
 - Port based location- favourable for exports



Nitric Acid Project, Dahej

- **Capacity :** WNA 300 KTPA & CNA 150 KTPA
- **Expected Commissioning:** H2FY26
- Post-expansion, total WNA capacity will be ~1.2 MMTPA, making us **Asia's largest manufacturer** of Nitric Acid.
- **Strategic Location:** Closer to major consumers in West and Central India.
- **65% CN'A capacity tied up** through a 20 years long term contract



Capitalizing on 40 Years of Know-How and Riding the India Growth Story

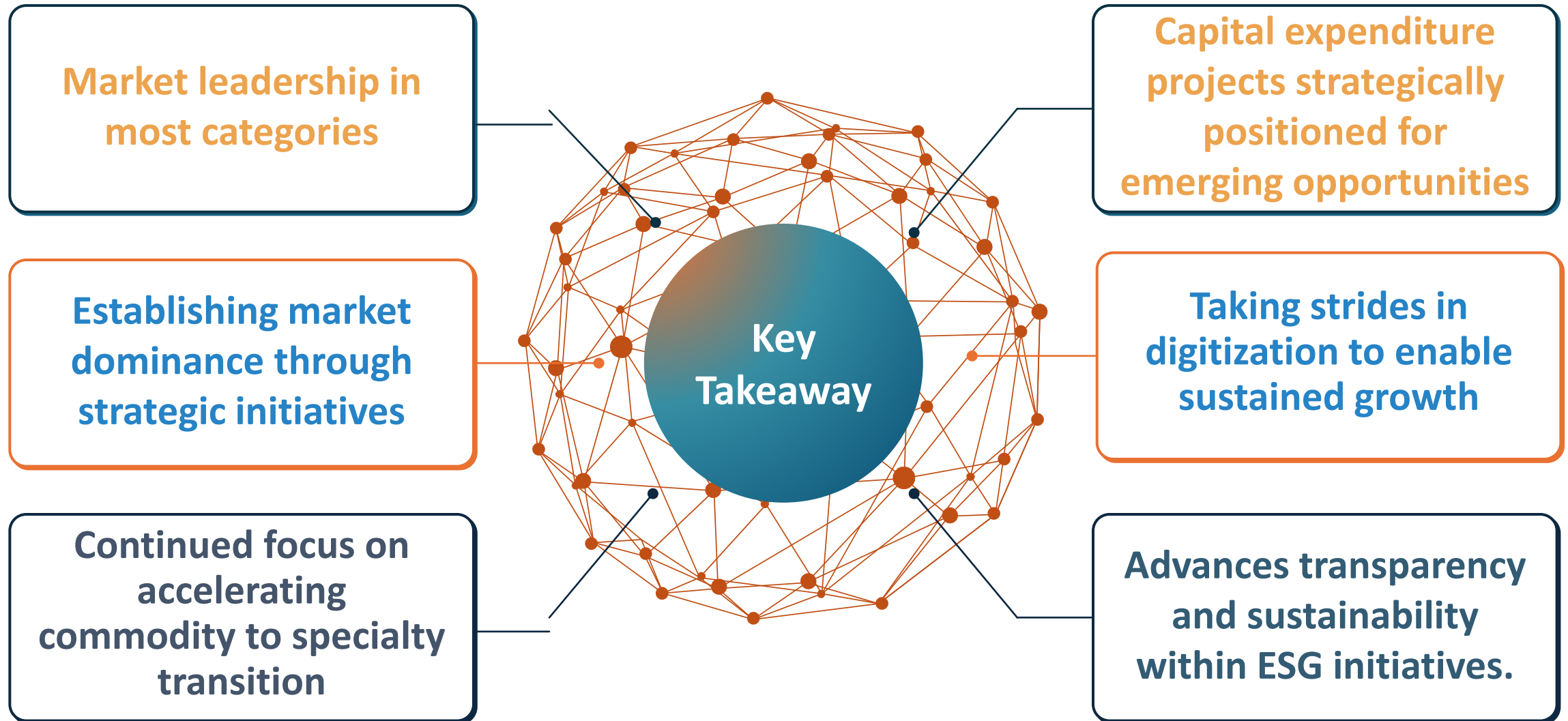
Strengthening Our Balance Sheet

(Rs. CR)	Mar-25	Mar-24
ST Debt	257	590
LT Debt	3,676	3,455
Total Debt	3,933	4,045
Cash & Cash Equivalent	354	226
Other Bank Balances	90	135
Investment in MFs	183	258
Net Debt	3,305	3,426

Leverage Ratios	Mar-25	Mar-24	Change
Net Debt/Equity (x)	0.53x	0.61x	▼ 0.08
Net Debt/EBIDTA (x)	1.72x	2.66x	▼ 0.95

- Capex incurred in Projects – 655 Cr. Still net debt reduced from Rs. 3,426 Cr to Rs. 3,305 Cr based on healthy cash generation.
- Short-term debt has significantly decreased thanks to improved efficiency in working capital management.

Market Dominance And Demand Outlook Well Aligned With India's Growth Story



Awards and Recognition



CORPORATE SOCIAL RESPONSIBILITY

Ishanya Foundation the CSR arm of DFPCL was honoured with BCC&I Award for Social Impact



WORKPLACE

Won the “Most Preferred Workplace Award 2024-25”



SAFETY

Certificate of Appreciation from National Safety Council of India Safety Awards – 2024



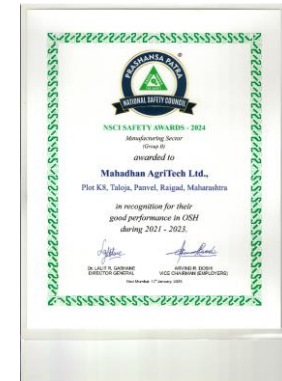
SUPPLY CHAIN MANAGEMENT

Honoured with ‘Supply Chain Champion 2024’ title in the Agri Business sector by the Institute of Supply Chain Management'



SUSTAINABILITY

Rated as ‘Sustainability Believers’ and honoured with ‘Certificate of Merit’ at the Frost & Sullivan Sustainability Awards 2024



SAFETY

Prashansa Patra from National Safety Council of India Safety Awards – 2024

Corporate Social Responsibility for Inclusive Community Welfare



Project-Aarogyam
Mobile Clinic, Taloja



Project- Entrepreneurship Dev (LEED)
Support of Beauty Parlour Equipment



Project - Dairy Service Centre
Support for Dairy Enterprise



Project- Agri Based Livelihood
Horticulture Plantation, Wadi



Project Gyanam
Digital classroom & Infra Development



Project- Vocational Skills Development
Tailoring Course



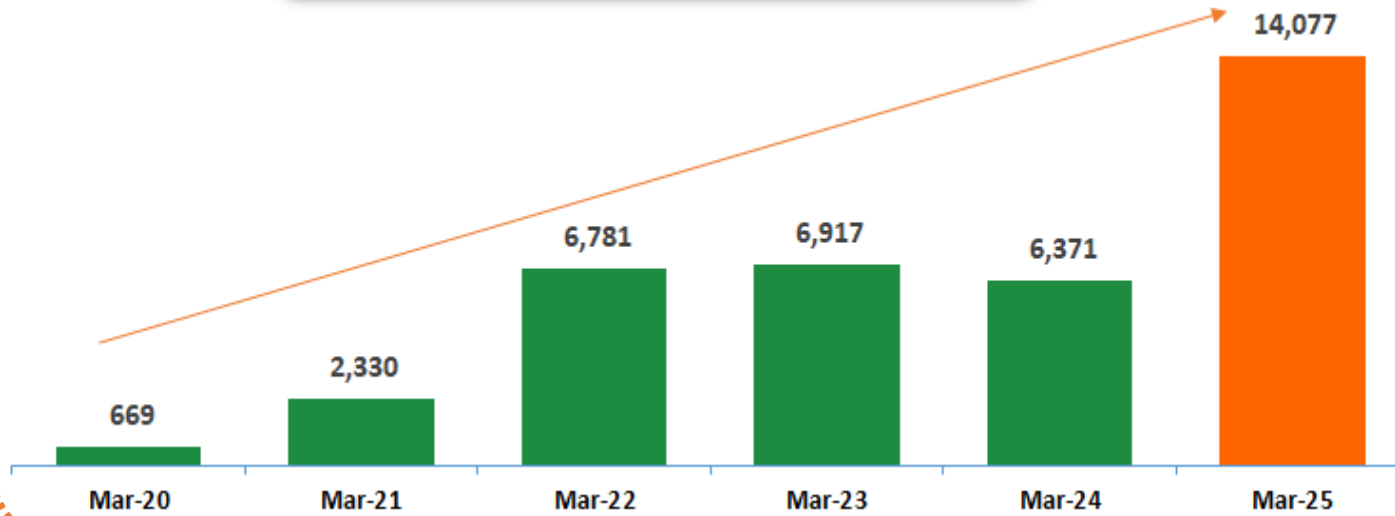
Project- LEED
Entrepreneurship Development



Project- Social Welfare
RO Drinking water facility, Taloja

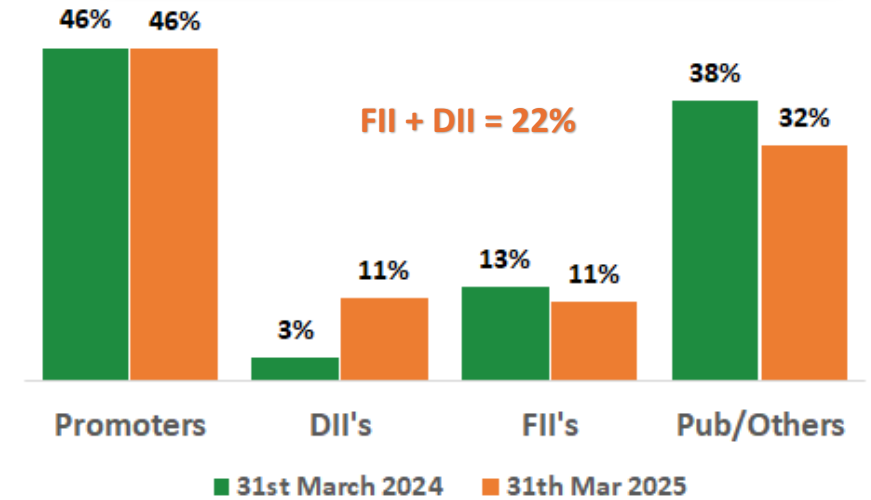
Delivering Value to Our Shareholders

Market Cap* (Rs. Crores)

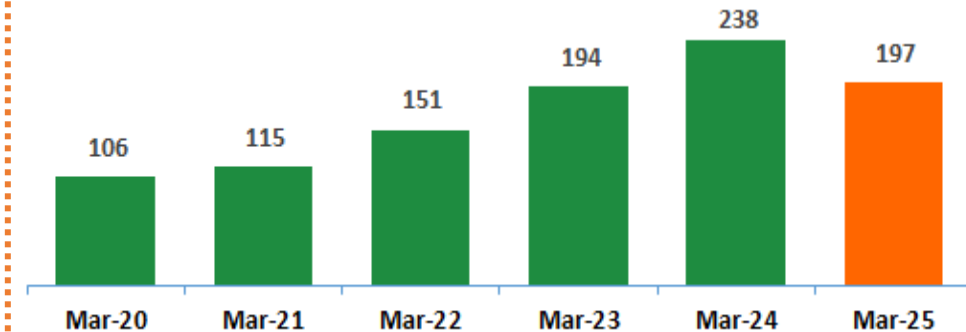


* Market cap represents as on the last day of the year.

Shareholding Pattern (Mar 25)



Total No. of Shareholders (in 000')



Value
Creation



CAGR
84%

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.



**DEEPAK FERTILISERS
AND PETROCHEMICALS
CORPORATION LIMITED**

(BSE: 500645; NSE: DEEPAKFERT)



**INDUSTRIAL/PHARMA
CHEMICALS**



**MINING
CHEMICALS**



**CROP
NUTRITION**

**DEEPAK FERTILISERS AND PETROCHEMICALS
CORPORATION LIMITED**

Reg. Off and Corp. Off: Sai Hira, Survey No. 93,
Mundhwa, Pune - 411 036

CIN: L24121MH1979PLC021360

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