



CIN: L24110MH1984PLC033917



*Rama Phosphates Ltd.*

MFG of SSP Fertilizer, 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.

Ref : RPL/BMD/2023  
Date : February 14, 2023

To,

Bombay Stock Exchange Limited Corporate Relationship Department Phiroze Jeejeebhoy Towers, 25 <sup>th</sup> 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
<b>Scrip Code: 524037</b>	<b>Symbol : RAMAPHO</b>

**Sub: Presentation for Quarter and Nine Months Period Ended December 31, 2022**

Dear Sir,

Enclosing herewith Presentation on Company's Financial Performance for the Quarter and Nine Months Period Ended December 31, 2022

This is for your information and records.

Yours faithfully,  
**For RAMA PHOSPHATES LIMITED**

JAMBU  
KUMAR  
PARAKH  
Digitally signed by  
JAMBU KUMAR  
PARAKH  
Date: 2023.02.14  
18:47:50 +05'30'

**J K PARAKH**  
**CHIEF FINANCIAL OFFICER**

**Rama**

*Rama Phosphates Ltd.*



ONE EARTH • ONE FAMILY • ONE FUTURE



## RESULTS PRESENTATION

**Q3 & 9M ENDED 31<sup>st</sup> DEC 2022**

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**  
*Rama Phosphates Ltd.*

**A STRONG AGRI, FERTILIZER & CHEMICAL COMPANY**



## 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.”

## OUR KEY STRENGTHS

- ❖ CONSISTENT DIVIDEND PAYING
- ❖ STRATEGICALLY LOCATED PLANTS
- ❖ PAN INDIA PRESENCE
- ❖ STRONG BRAND IMAGE
- ❖ DISTRIBUTION NETWORK OF APPROX. 1600 WHOLESALERS
- ❖ 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
- ❖ ZERO DEBT COMPANY
- ❖ TECHNOLOGY AND R&D FOCUSED



**FERTILIZERS**



**CHEMICALS**



**MICRO-NUTRIENTS**



**LABSA**



**SULPHUR**



**S S F**

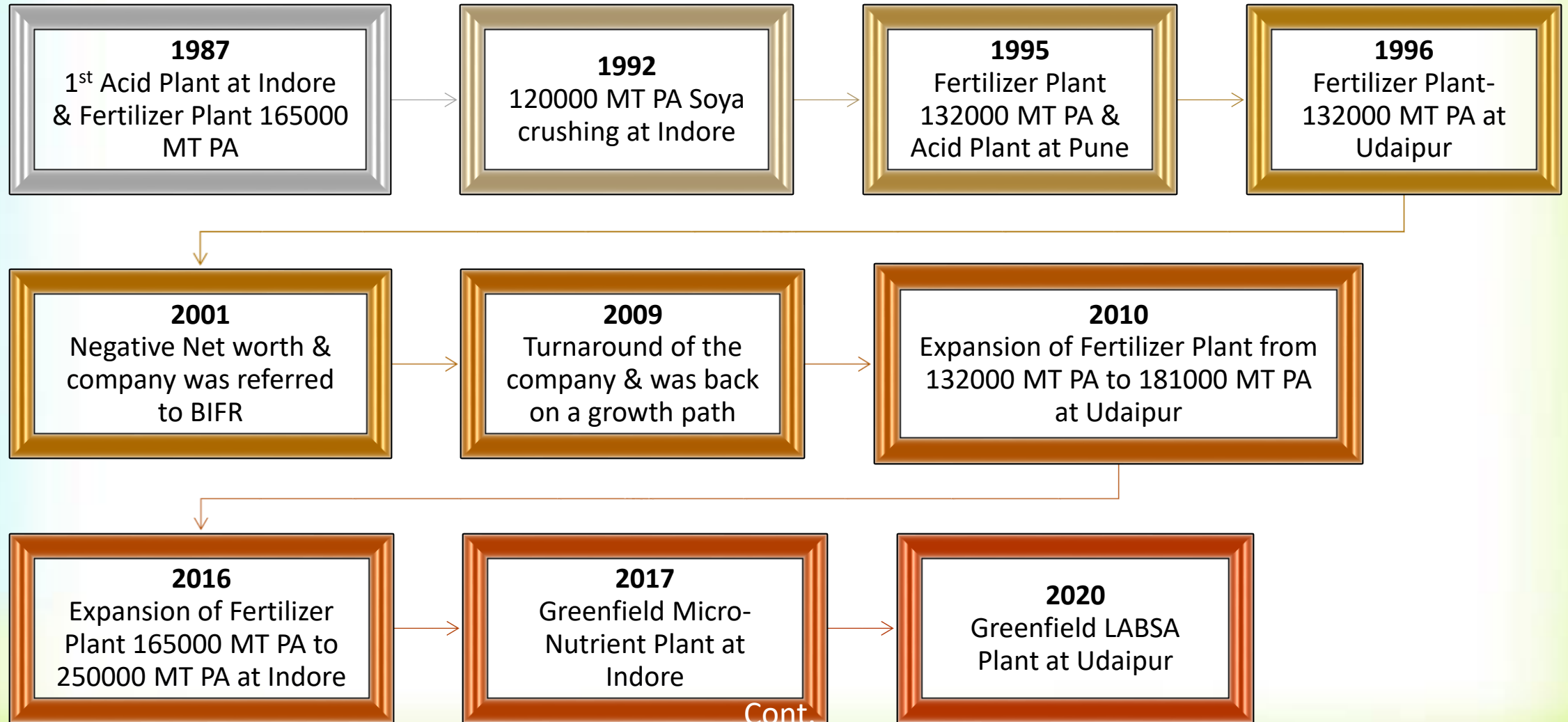


**SOYA DE- OILED  
CAKE**



**SOYA OIL**





Cont.

**2021**

Commissioned new 2<sup>nd</sup>  
Acid Plant at Indore

**2021**

Solar Plant at Udaipur & Expansion of  
Fertilizer plant from 180000 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**

1<sup>st</sup> 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**

During the last 5 years  
company has made  
CAPEX of ₹ 109.44 Crore,  
Using Internal accrual

**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

Cont.



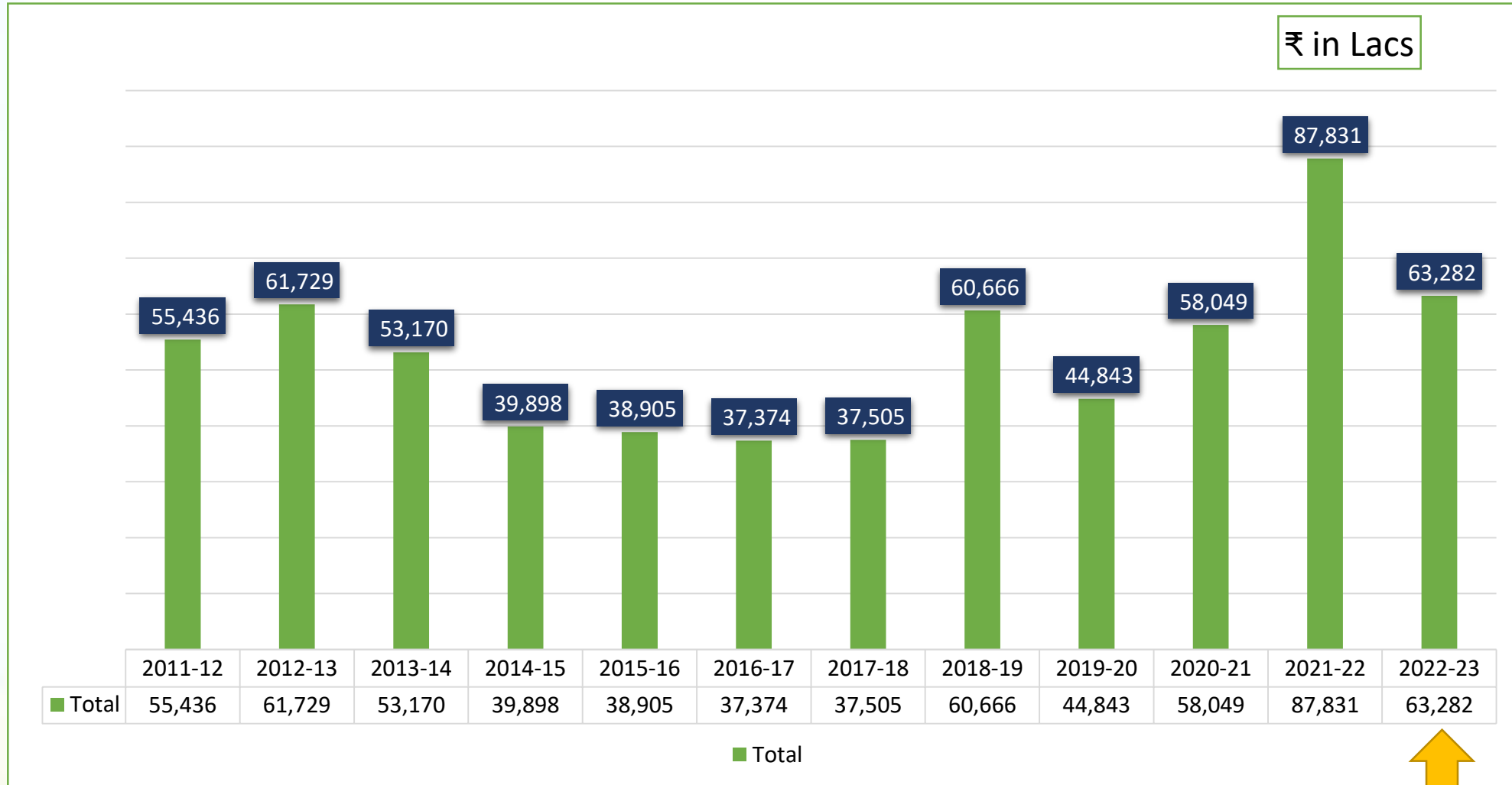


**Q3 & 9M ENDED 31<sup>ST</sup> DEC 22**

**FINANCIAL  
PERFORMANCE**

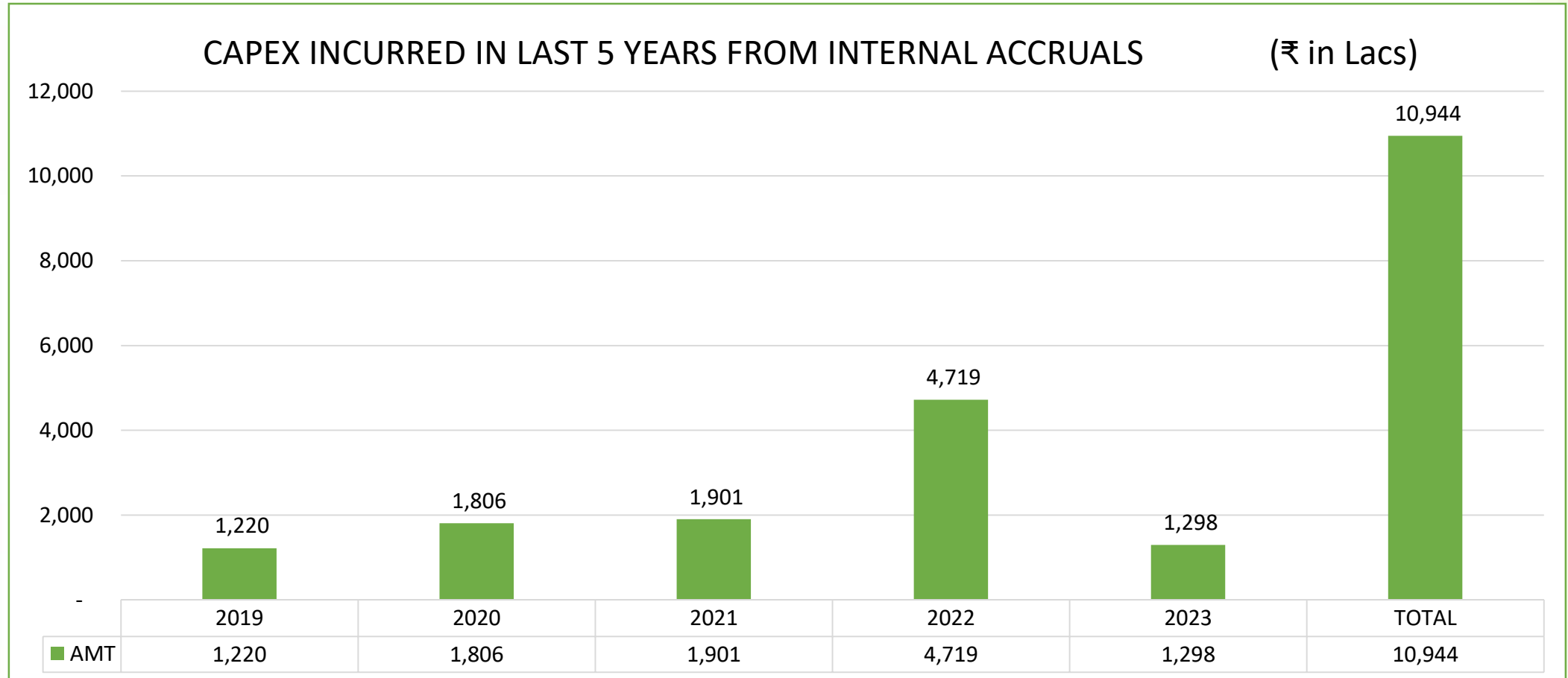
Q3 FY 23 RESULT FLASH				(₹ in Lacs)	
	3 MONTHS			9 MONTHS	
PARTICULARS	Q3 FY23	Q3 FY22	Q2 FY23	Dec-22	Dec-21
Sales	20,790	24,010	24,987	63,245	67,075
Other Income	6	13	17.04	37	43
Total Income	20,795	21,822	25,004	63,282	64,917
EBIDTA	1,551	3,249	2341	6,426	9,680
Finance Cost	162	181	223	617	425
Depreciation & Amortisation Expn	242	215	255	762	614
PAT	812	2,148	1379	3,737	6,419

## TURNOVER- LAST 11 YEARS



9M





# VISION & MISSION



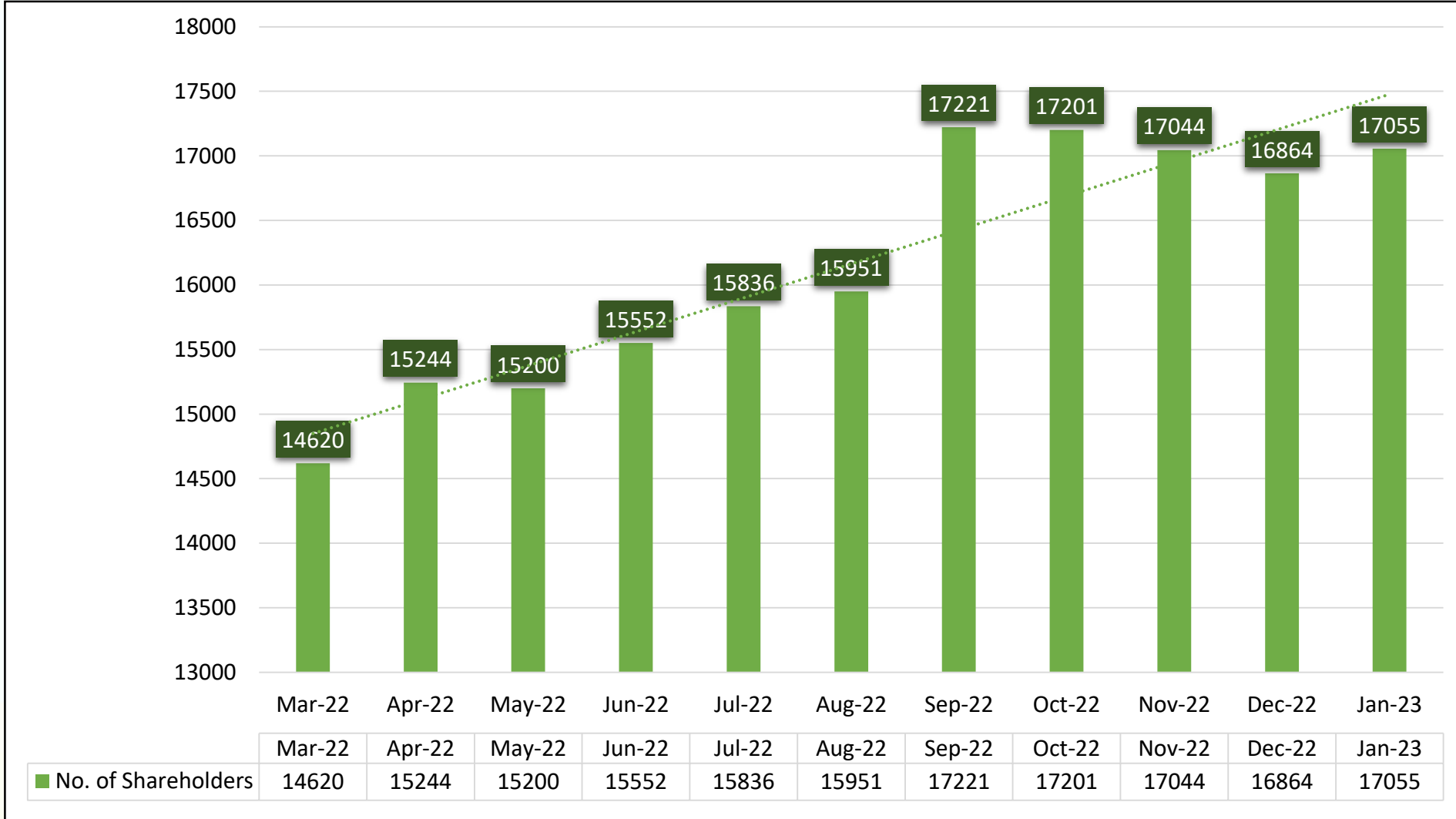


- ❖ Digital Transformation
- ❖ Gradation from SAP version to HANA
- ❖ Capacity expansion
- ❖ NABL accreditation of Quality Control Labs
- ❖ Automation of the production process
- ❖ Recovery, Growth and serving our customers better
- ❖ Working towards the achievement of our 22-23 targets
- ❖ Provision of operational excellence
- ❖ To become more environment friendly
- ❖ Community enrichment & welfare of the poor people
- ❖ To Launch New Products
- ❖ To Focus on Value-Added Fertilizer Products & Soya division
- ❖ Phase 1 will be completed at the Dhule plant





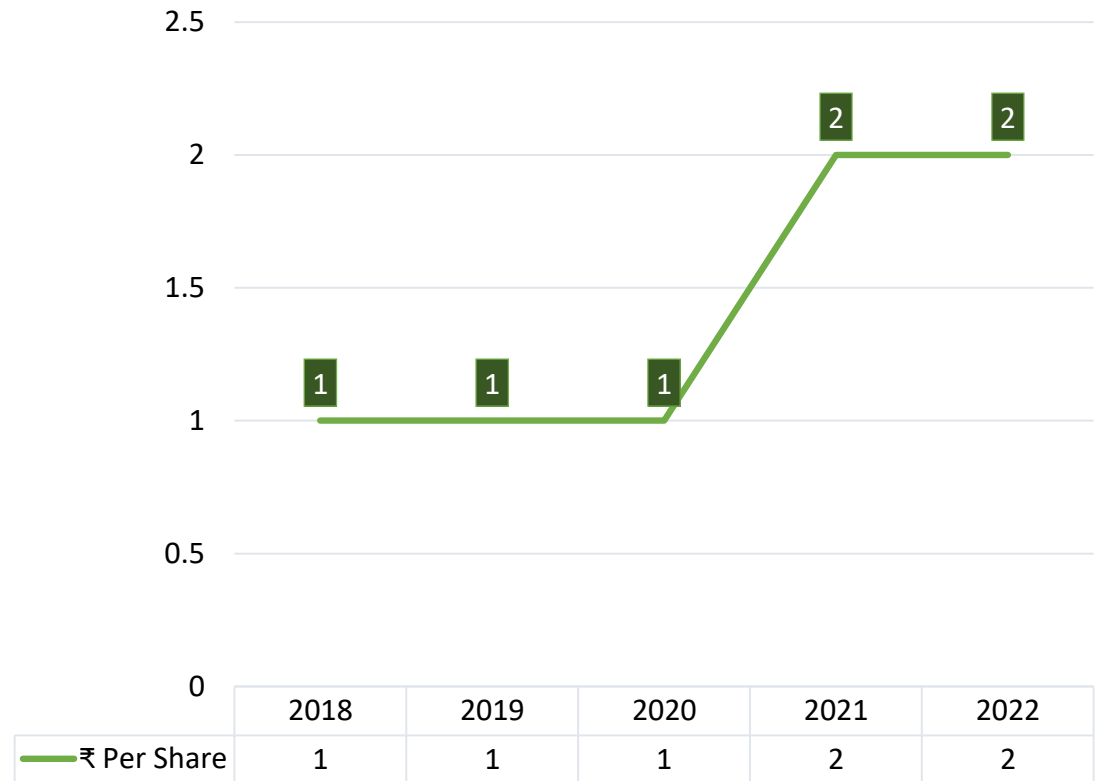
## TOTAL SHAREHOLDERS



## EARNING PER SHARE

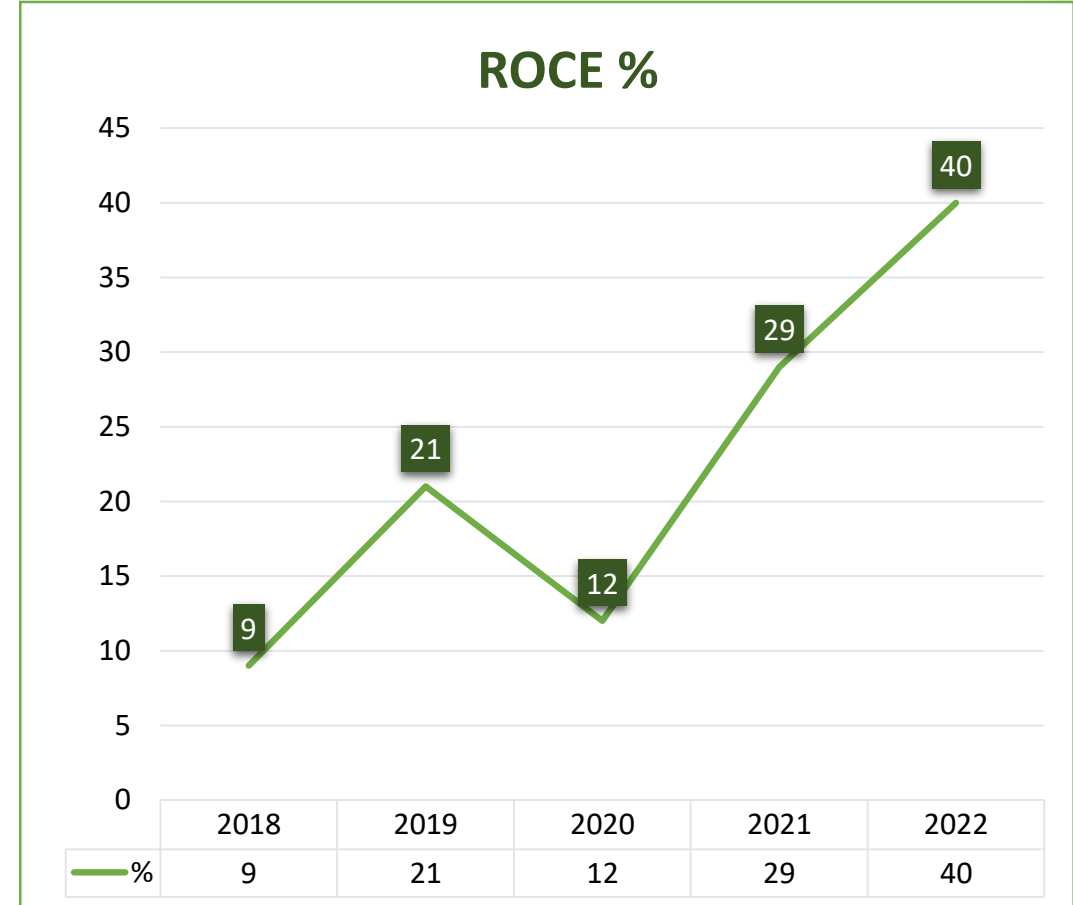
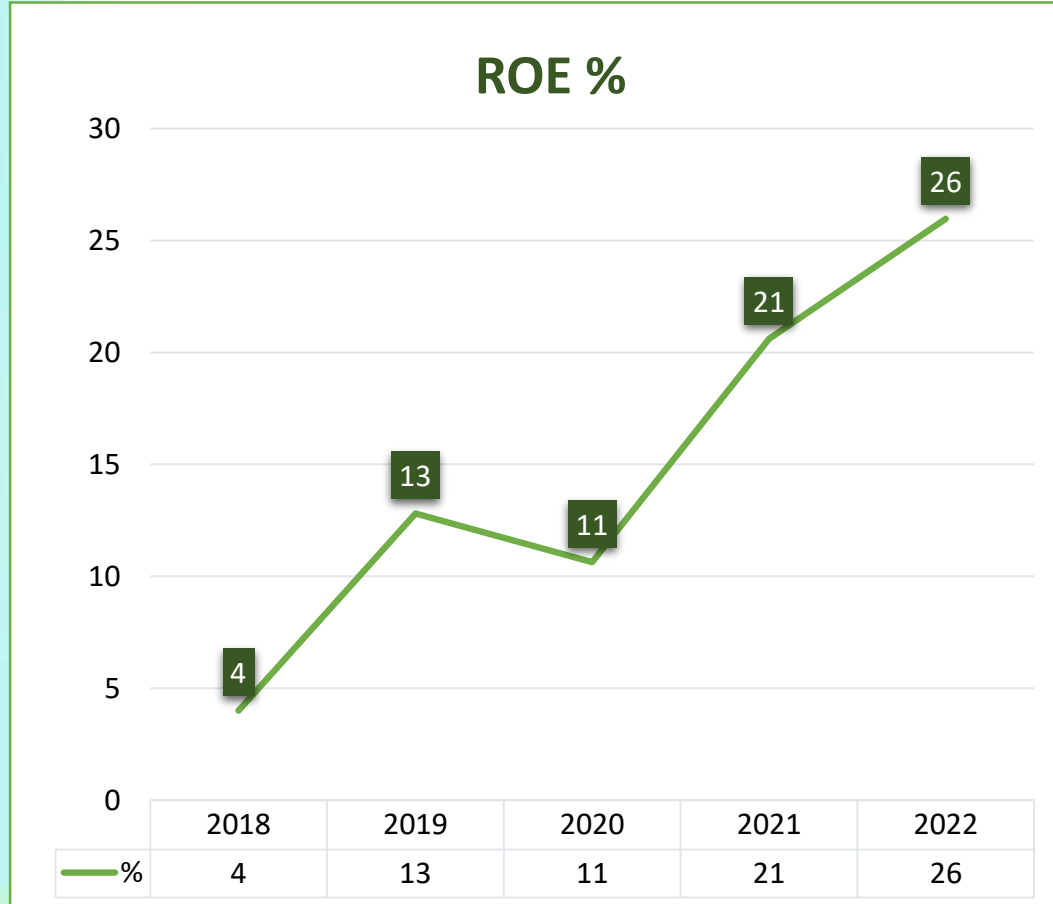


## DIVIDEND PER SHARE



Note: \* 9 months







## UCCI EXCELLENCE AWARD 2023

### PYROTECH- TEMPSENS MANUFACTURING AWARD LARGE ENTERPRISE

Our financial performance in Q3 FY23 & 9M FY23 is the outcome of our operational excellence, better working capital management, commitment and passion of our **RAMA** Team.







# Thank you



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