



Rama Phosphates Ltd.

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Phone : +91 22 2283 4182 | Email : rama@ramagroup.co.in | Web : www.ramaphosphates.com | CIN : L24110MH1984PLC033917

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

Ref : RPL/BMD/2022
Date : August 09, 2022

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 ended June 30, 2022

Dear Sir,

Enclosing herewith Presentation on Company's Financial Performance for the Quarter Ended June 30, 2022

This is for your information and records.

Yours faithfully,
For RAMA PHOSPHATES LIMITED

BHAVNA DAVE
COMPANY SECRETARY



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



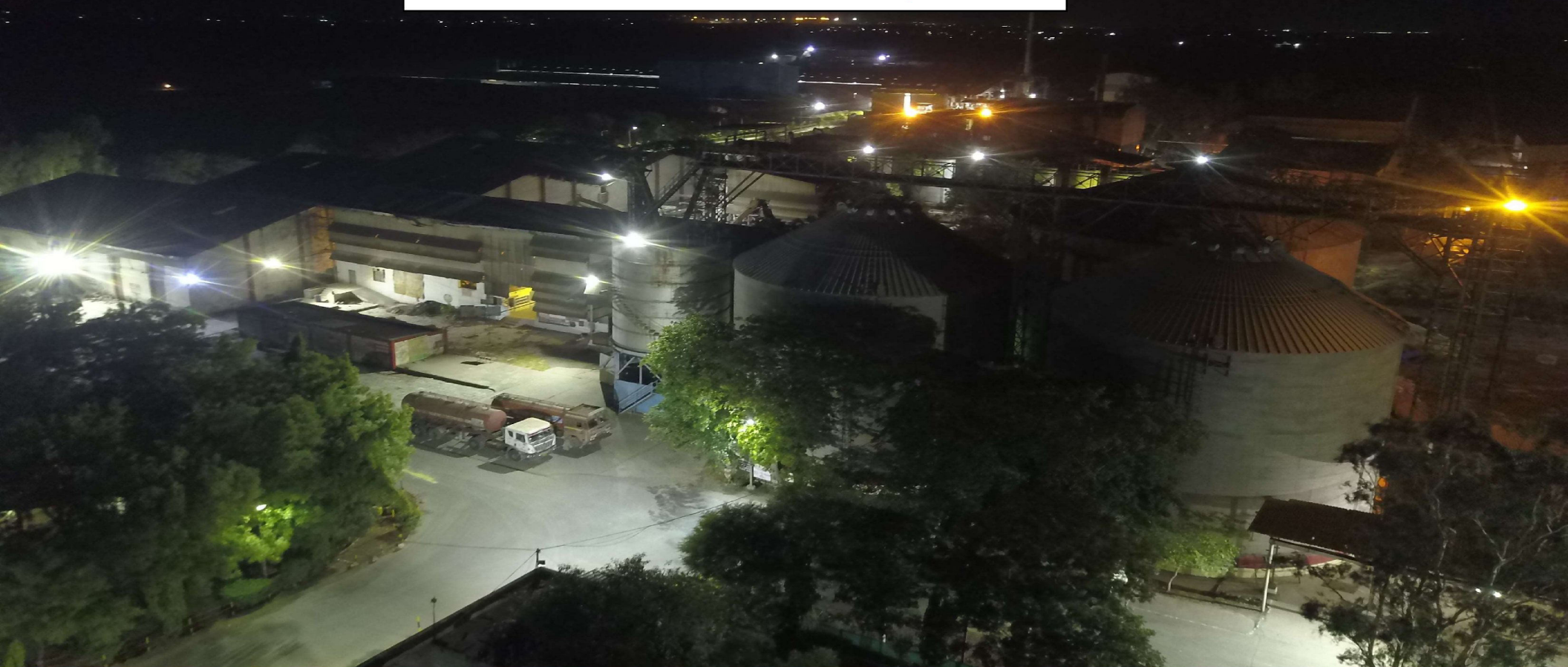
INDORE : 20/4, K M STONE, INDORE UJJAIN ROAD, NEAR DHARAMPURI, VILLAGE RAJODA, TAL. SANWER, DIST INDORE – 453 551 (MP)
UDAIPUR : 4807/11, UMRA JHAMARKOTRA ROAD, TEHSIL GIRWA, DIST UDAIPUR – 313 901 (RAJ)
NIMBAHERA : SURVEY NO. 244/194, 245/194, VILLAGE SAGWADIA, NIMBAHERA, DIST CHITTORGARH – 312 601 (RAJ)
PUNE : LONI KALBHOR, PUNE SOLAPUR ROAD, TALUKA HAVELI, PUNE – 412 201 (MAH)
DHULE : PLOT NO. A-5/1, A-5/2, NARDHANA INDUSTRIAL AREA, PHASE-1, MIDC, TALUKA SINDHKHEDA, DIST DHULE – 425 404 (MAH)



Rama Phosphates Ltd.



Results Presentation for Q1 FY 23





SAFE HARBOUR



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OUR PRODUCTS



FERTILIZERS

CHEMICALS

EDIBLE OILS

LABSA

Micro-nutrients



RPL GROWTH JOURNEY



1987 Fertilizer Plant 165000 MT & 1st Acid Plant at Indore

1992 120000 MT Soya Seeds Cursing at Indore

1995 Fertilizer Plant 132000 MT & Acid Plant at Pune

1996 Fertilizer Plant 132000 MT at Udaipur

2010 Expansion of Fertilizer Plant from 132000 MT to 181000 MT at Udaipur

2016 Expansion of Fertilizer Plant from 165000 MT to 250000 MT at Indore

2017 Greenfield Micro-Nutrient Plant Indore



RPL GROWTH JOURNEY



2019

Greenfield SSF Plant at Pune

2020

Greenfield LABSA Plant Udaipur

2021

Implement SAP ERP System across the company

2021

Commissioned of New 2nd Acid Plant at Indore

2022

Solar Plant Udaipur & Expansion of fertilizer plant from 180000 MT to 250000 MT

2022

New lease plant at Nimbahera 66000 MT

2022

Revamp 300 TPD first Acid Plant at Indore



RPL GROWTH JOURNEY



2022

Purchase 52-acre MIDC Land at Dhule for a new green field fertilizer & acid project

2022

Companies' equity shares are listed on NSE (National Stock Exchange)

2022

During the last 5 years company has made CAPEX of ₹ 86.25 Crore, using internal accruals & maintaining zero debt company

2023

Ongoing Projects New 400 TPD GSSP Plant at Indore

2023

New of SSF Plant at Indore



RPL BUSINESS



SSP Fertilizer Aggregated capacity of 6.98 Lacs MTPA

Capacity of 2.09 Lacs MTPA for Sulphuric Acid

Operating in 11 States with a market share of approx. 8%

Well-known brand names "SURYAPHOOL" and "GIRNAR"

Distribution network of approx. 1600 wholesalers

Strategically located plants

Integrated Plants with in-house Sulphuric Acid Plants

Presence in Edible Soya Oil

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

FINANCIAL PERFORMANCE QUARTER 1



QUARTER RESULTS VARIANCE ANALYSIS

(₹ in Lacs)

PARTICULARS	JUNE,22	MAR,22	Q-o-Q	JUNE,22	JUNE,21	Y-o-Y
Revenue from Operations	17,469.24	20,756.28	-15.84%	17,469.24	18,251.32	-4.29%
Other Income	13.98	317.81	-95.60%	13.98	13.82	1.16%
Total Income	17,483.22	21,074.09	-17.04%	17,483.22	18,265.14	-4.28%
EBITA	2,534.00	1,331.00	90.38%	2,534.00	2,999.00	-15.51%
PBT	2,036.96	751.43	171.08%	2,036.96	2,684.64	-24.13%
PAT	1,547.00	593.00	160.88%	1,547.00	1,991.00	-22.30%



Q1 FINANCIAL PERFORMANCE HIGHLIGHTS



Revenue from Operation for the Q1 FY23 is ₹.17,469 lacs, as compared to Q1 FY22 achieved was ₹.18,251 Lacs. It is slightly reduced up by ₹ 782 lacs on Y-o-Y basis, while reduced by ₹ 3,287 lacs on Q-o-Q basis.

EBITDA for the Q1 FY23 ₹ 2,534 Lacs increased by 90% as compared to Q-o-Q basis. It is slightly reduced by ₹ 465 lacs on Y-o-Y basis.

PAT for the Q1 FY23 ₹ 1,547 Lacs increased by 2.6 TIMES as compared to Q-o-Q basis. It is slightly reduced by ₹ 444 lacs on Y-o-Y basis.

Optimal utilization of capacity at Nimbahera Unit

During the Q1 FY23 98131 MT production was made compare to 88175 MT in Q1 FY22



KEY EVENTS DURING THE Q1



Listed on NSE
(National Stock Exchange)

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

Increase M1 exchange
limit from ₹ 12 crore to ₹
18 Crore

Innovation- Udaipur unit
installed automated SSP
Process & an auto weighing
check system

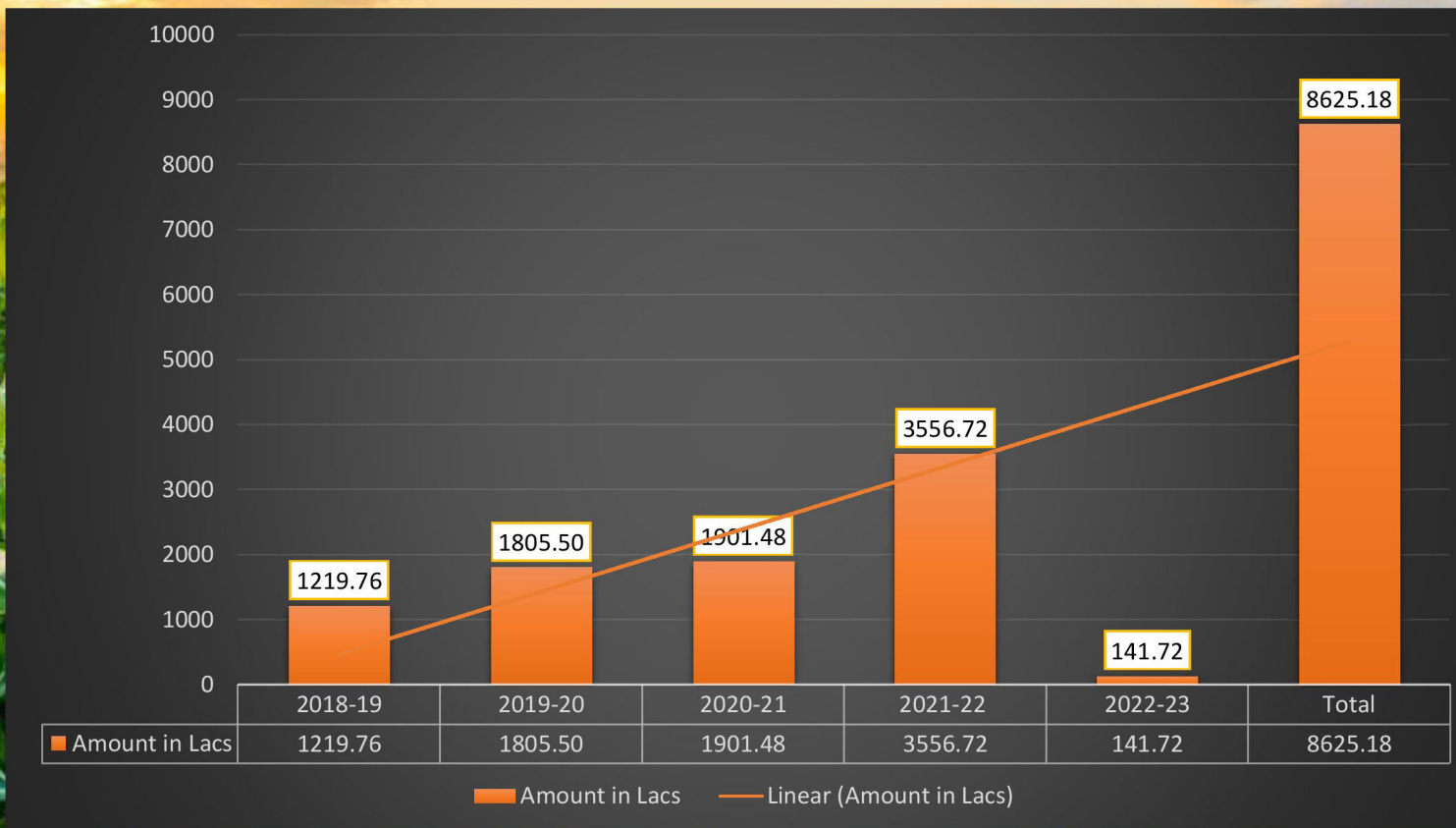
During the QTR Company
has generated record
power of 3373673 Units
through Solar & Turbine.

SAP HANA- 1ST Phase done
& 2nd phase to be done.

Digital transformation- visitors
pass through SAP & Attendance of
employees, indirect employment
and contractor through
digitalization.



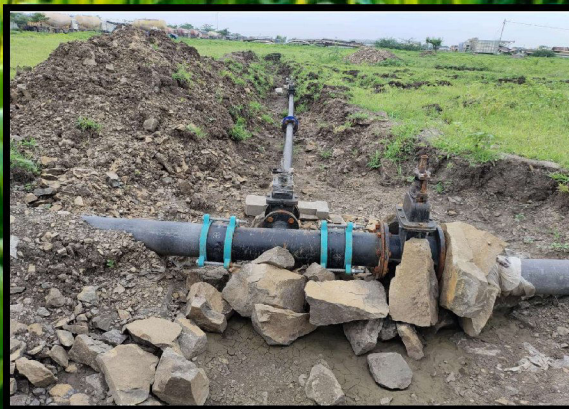
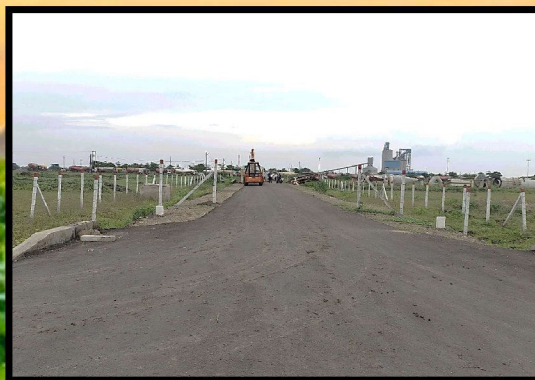
CAPEX EXPENDITURE





NEW FERTILIZER & ACID PLANT@ DHULE

Dhule project progress as per plan schedule

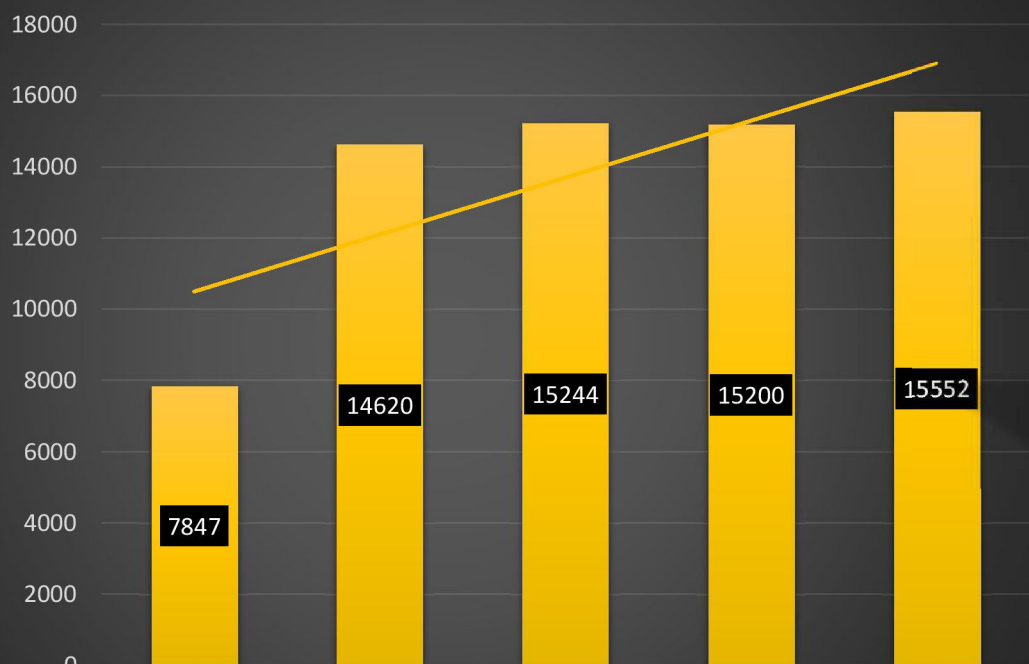




SHAREHOLDING PATTERN

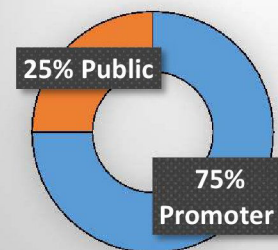


Total Shareholders



■ Total Shareholders	March, 21	March, 22	April, 22	May, 22	June, 22
	7847	14620	15244	15200	15552

Rama Phosphates LTD



■ Promotor Shareholder



2023 Vision





Thank You



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