



Rama Phosphates Ltd.

CIN: L24110MH1984PLC033917

MFG of SSP Fertilizer, Sulphuric Acid, Oleum 23% / 65%, Chlorosulfonic 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 : August 14, 2023

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, 2023

Dear Sir/Madam,

Enclosing herewith Presentation on Company's Financial Performance for the Quarter Ended June 30, 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: 2023.08.14
18:19:19 +05'30'

J K PARAKH
CHIEF FINANCIAL OFFICER



Rama Phosphates Ltd.

ISO 9001 : 2015 Quality Management System
ISO 14001 : 2015 Environmental Management System
ISO 45001 : 2018 Occupational Health & Safety



RESULT PRESENTATION **Q1 FY 2023-24**

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





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





COMPANY OVERVIEW



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.





A STRONG AGRI, FERTILIZER & CHEMICAL COMPANY



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OUR KEY STRENGTHS

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.”

CONSISTENT DIVIDEND PAYING

LISTED ON BSE & NSE EXCHANGE

STRATEGICALLY LOCATED PLANTS

PAN INDIA PRESENCE

STRONG BRAND IMAGE

DISTRIBUTION NETWORK OF APPROX. 1686 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

RECEIVED NABL CERTIFICATION FOR OUR UDAIPUR LABORATORY

TECHNOLOGY AND R&D FOCUSED

FUNDED CAPEX FROM INTERNAL ACCRUALS

ENVIRONMENTAL SOCIAL & GOVERNANCE

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OUR DIVERSIFIED PORTFOLIO



FERTILIZERS



CHEMICALS



MICRO-
NUTRIENTS



LABSA



SULPHUR



SSF



SOYA DE-
OILED CAKE



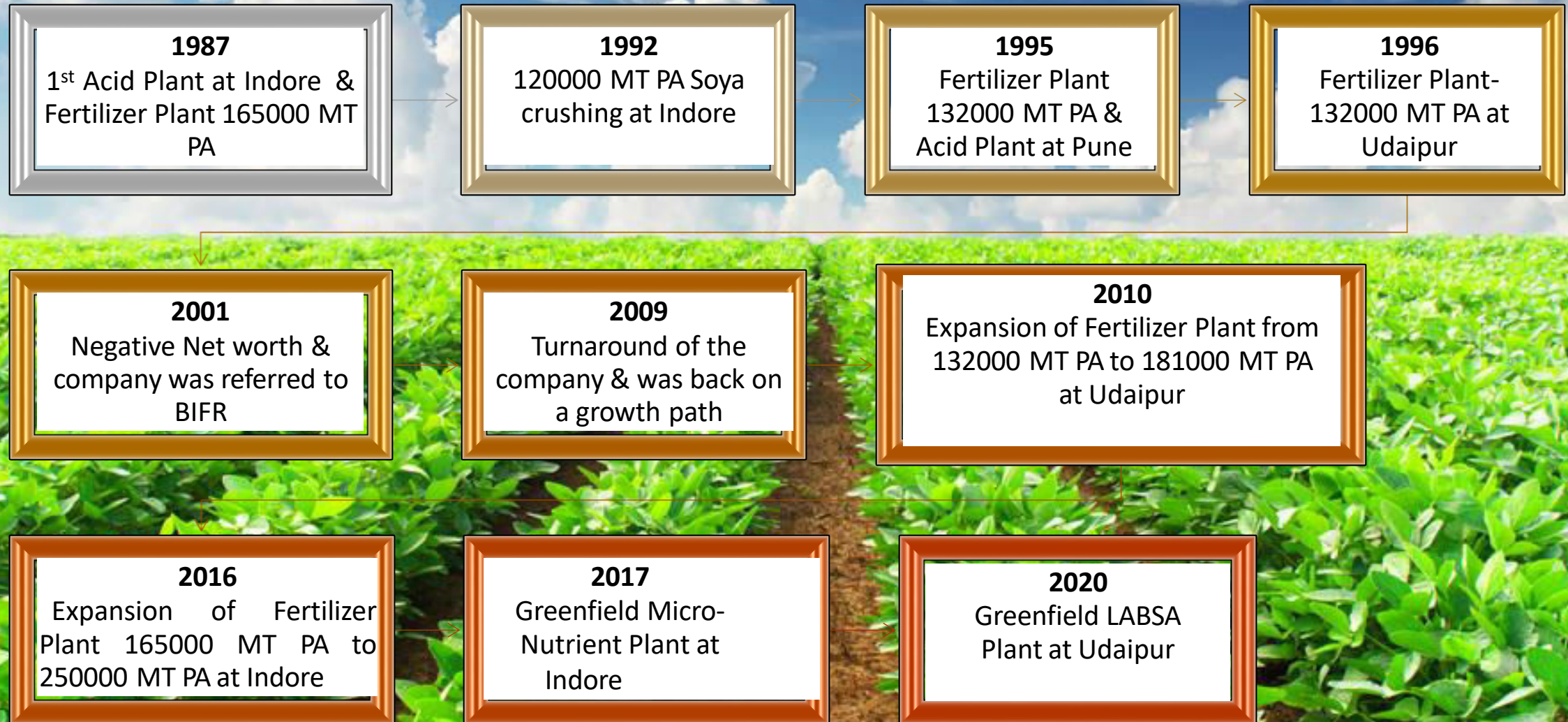
SOYA OIL

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HOW WE HAVE TURNAROUND



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HOW WE HAVE TURNAROUND



2021

Commissioned new 2nd
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

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

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
commissioned

2023

New SSF Plant at
Udaipur under
commission

2023

Recd. NABL
Certification for
our Udaipur LAB

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RPL equity share price in 2003 was ₹ 0.55 Paisa & touched the highest price ₹ 517



11+ states' distribution network
15000 Main Dealer + Sub Dealer



Farmers 1st choice- Prestigious
"Sampurn" product



6,98,000+ MT installed capacity
of Fertilizers & further expanding



2,10,000+ MT installed capacity
of Acid & further expanding



Captive Power Generation





Credit Rating Updates



Based on the company's current performance, our Credit Ratings for Bank facilities for Long Term have been upgraded from ICRA BBB+/Stable to "ICRA A-/Stable" and similarly, for Short Term the ratings have been upgraded from ICRA A2 to "ICRA A2+" for the total bank loan facilities from the existing total amount of Rs. 72 crores to revised total amount of Rs. 128 crores.

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

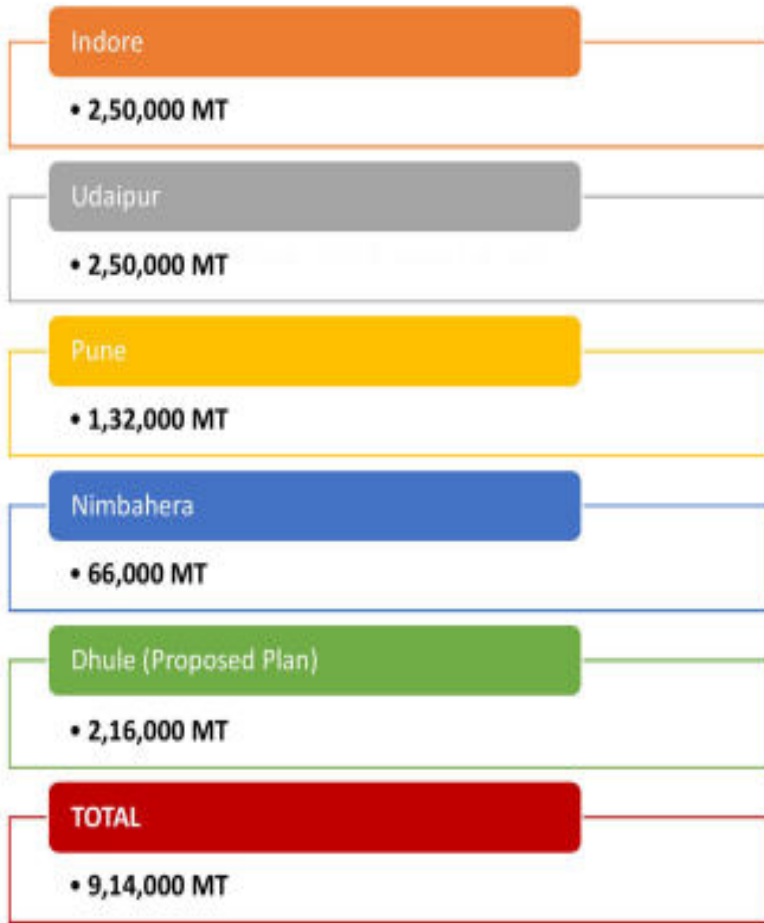




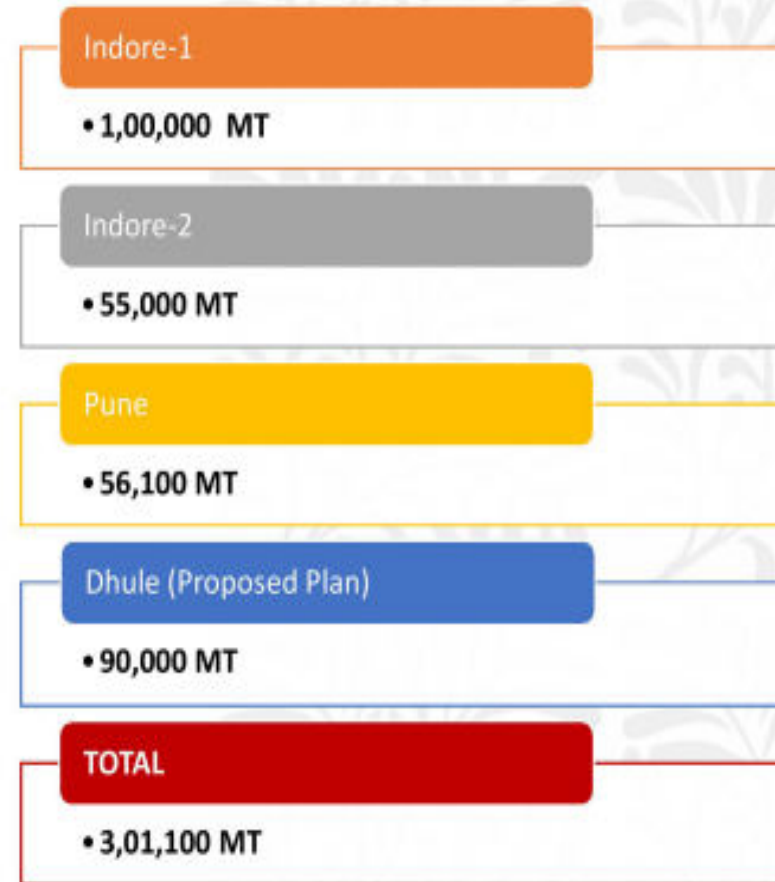
Production Capacity



SSP Plant



Acid Plant



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





Production Capacity



LABSA Plant

Udaipur

• 18,000 MT

Solar Power Plant

Udaipur

• 792.00 KWP

Phosphogypsum Plant

Pune

• 72,000 MT

Power Plant

Indore

• 2.40 MW

Pune

• 0.60 MW

TOTAL

• 3.00 MW

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Micronutrient Plant

Indore

• 25,000 MT

SSF Plant

Indore

• 1080 MT PA

Pune

• 540 MT PA

Edible Soya Plant

Indore

• 1,20,000 MT

NPK Plant

Indore

• 60,000 MT

Soya Extraction Plant

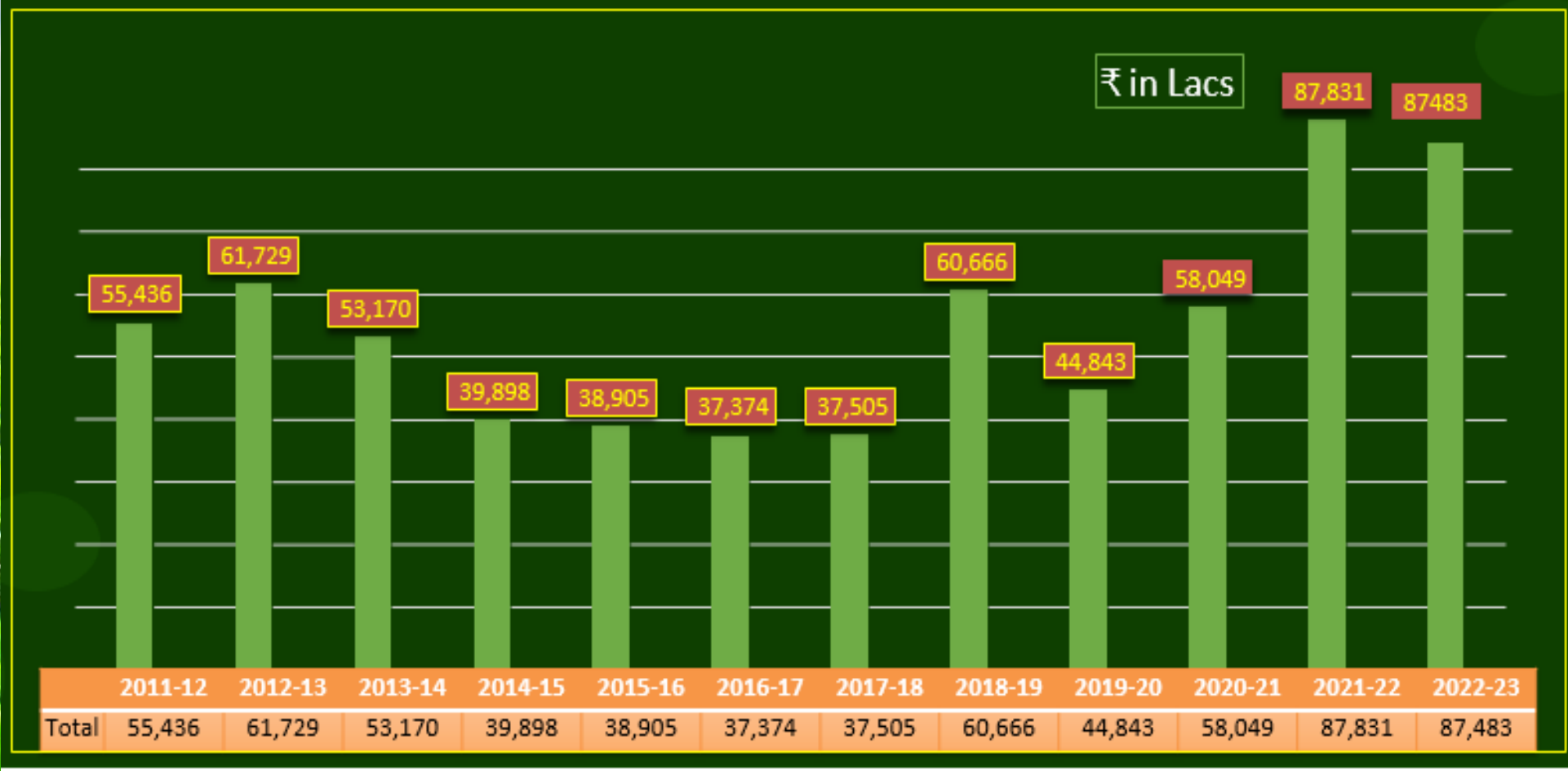
Indore

• 1,20,000 MT





TURNOVER- LAST 11 YEARS



Sowing Seeds...For the Growing Needs..





Unique zero waste company

- Each waste is treated to the best possible level and then used to make other value-added products such as SSF.



Reduction in Energy Consumption

- Established own captive Power plant that reduces our electricity cost and makes unaffected to power cuts.





Rama phosphates Limited is always exploring possibilities for environmental care and green energy. In line with the same RPL has installed a solar power project at its Udaipur unit in Rajasthan.





Q1 : 2023-24

**FINANCIAL
PERFORMANCE**

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Q1 FY 2023-24 RESULT FLASH

(Rs. In Lacs)

	Q1 FY 24	Q4 FY 23	Q-0-Q	Q1 FY 24	Q1 FY 23	Y-0-Y
Sales	12,933.27	24,237.22	-46.64%	12,933.27	17,469.24	-25.97%
Other Income	14.98	29.49	-49.20%	14.98	13.98	7.15%
Total Income	12,948.25	24,266.71	-46.64%	12,948.25	17,483.22	-25.94%
EBIDTA	619.88	857.46	-27.71%	619.88	2,534.08	-75.54%
Finance Cost	321.05	192.09	67.14%	321.05	232.12	38.31%
Depreciation & Amortisation Expenses	249.40	226.58	10.07%	249.40	265.00	-5.89%
PAT	33.40	356.02	-90.62%	33.40	1,546.78	-97.84%

Note: Profitability of the quarter impacted due to lower realisation in Sulphuric Acid division and higher raw material prices of Rock Phosphates.

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Captive Power Generation (in Units)

PARTICULARS	FY 2023-24 (1st Quarter)				
	Indore - Unit	Indore - Oil	Pune Unit	Udaipur	Total
Power Generation Through Turbine (Steam) / Solar	2404800	495200	871415	133395	3904810

PARTICULARS	FY 2022-23 (1st Quarter)				
	Indore - Unit	Indore - Oil	Pune Unit	Udaipur	Total
Power Generation Through Turbine (Steam) / Solar	2307510	0	779284	286876	3373670





A WAY FORWARD



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2024 – A Way Forward



A Way Forward

To become 1000 Crore + Company and to become dominant player in SSP business

Massive transformation in brand equity through various measures

Upgradation from SAP B1 version to SAP HANA

Capacity expansion

NABL accreditation of Quality Control Labs

Automation of the production process is completed at Udaipur plant and other units are in process

Recovery, Growth and serving our customers better

Working towards the achievement of our 2024 targets

Provision of operational excellence

To become more environment friendly

Community enrichment & welfare of the poor people

To Launch New Products and Traded Products

To Focus on Value-Added Fertilizer Products & Soya division

Phase 1 will be completed at the Dhule plant by March 24

Trial production of Phase 1 of Dhule plant is likely by March 24

Environmental Clearance already received for Phase 1 - Dhule Project

More focus towards micro nutrient business

To import DAP & Complex fertilizers

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SHAREHOLDER'S CORNER

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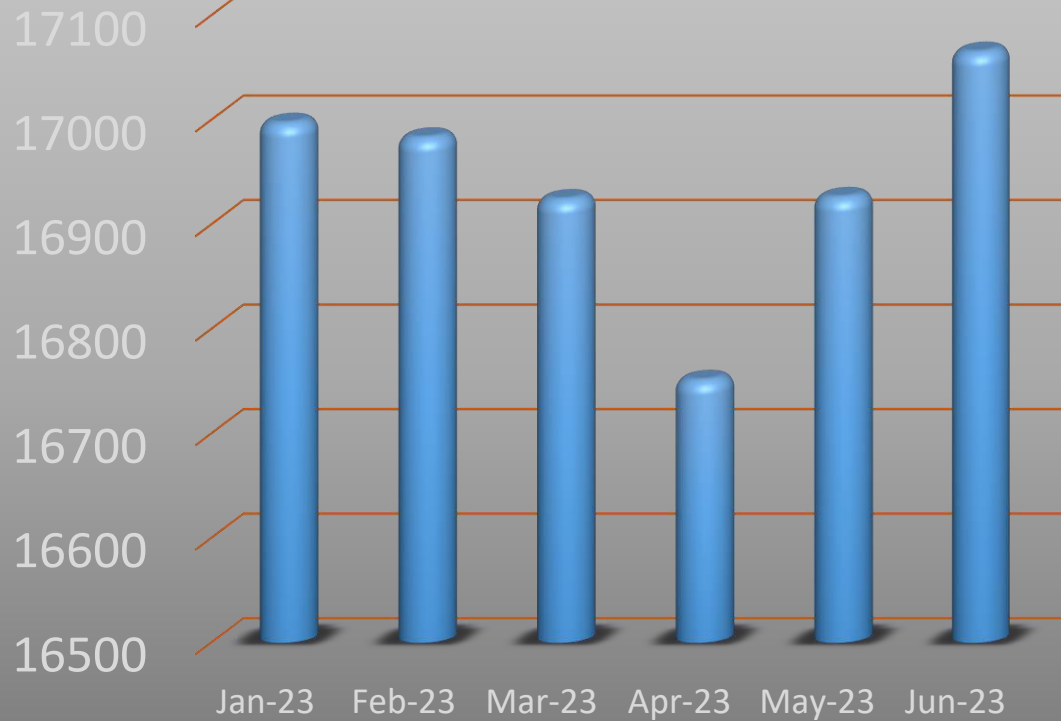




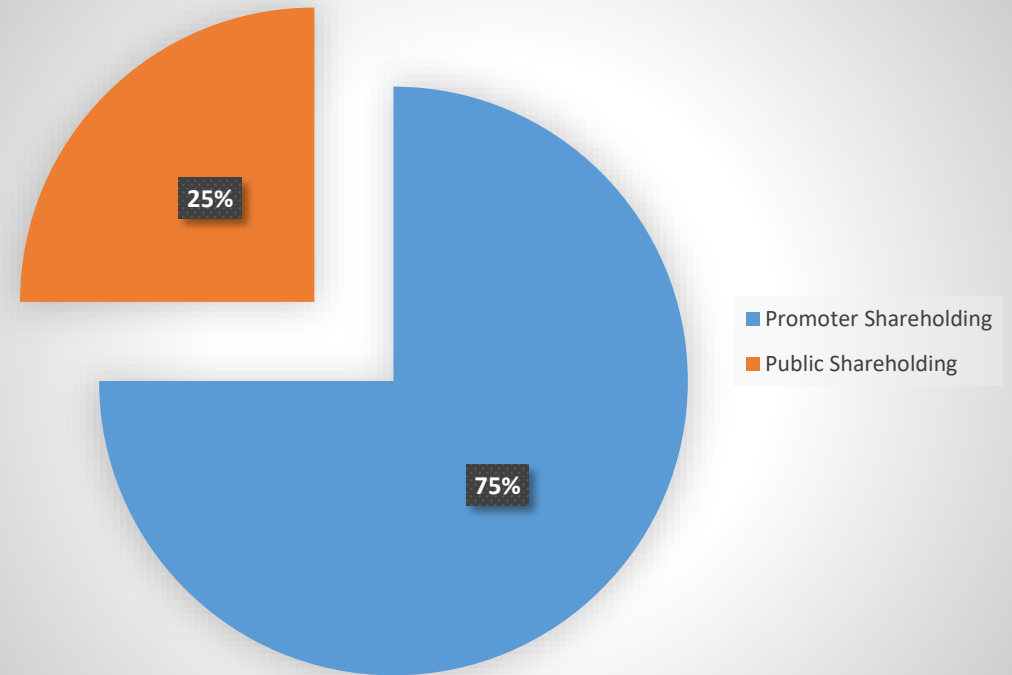
TOTAL SHAREHOLDERS



No. of Share Holders



	Jan-23	Feb-23	Mar-23	Apr-23	May-23	Jun-23
<input checked="" type="checkbox"/> No. of Share Holders	16997	16983	16924	16751	16926	17065

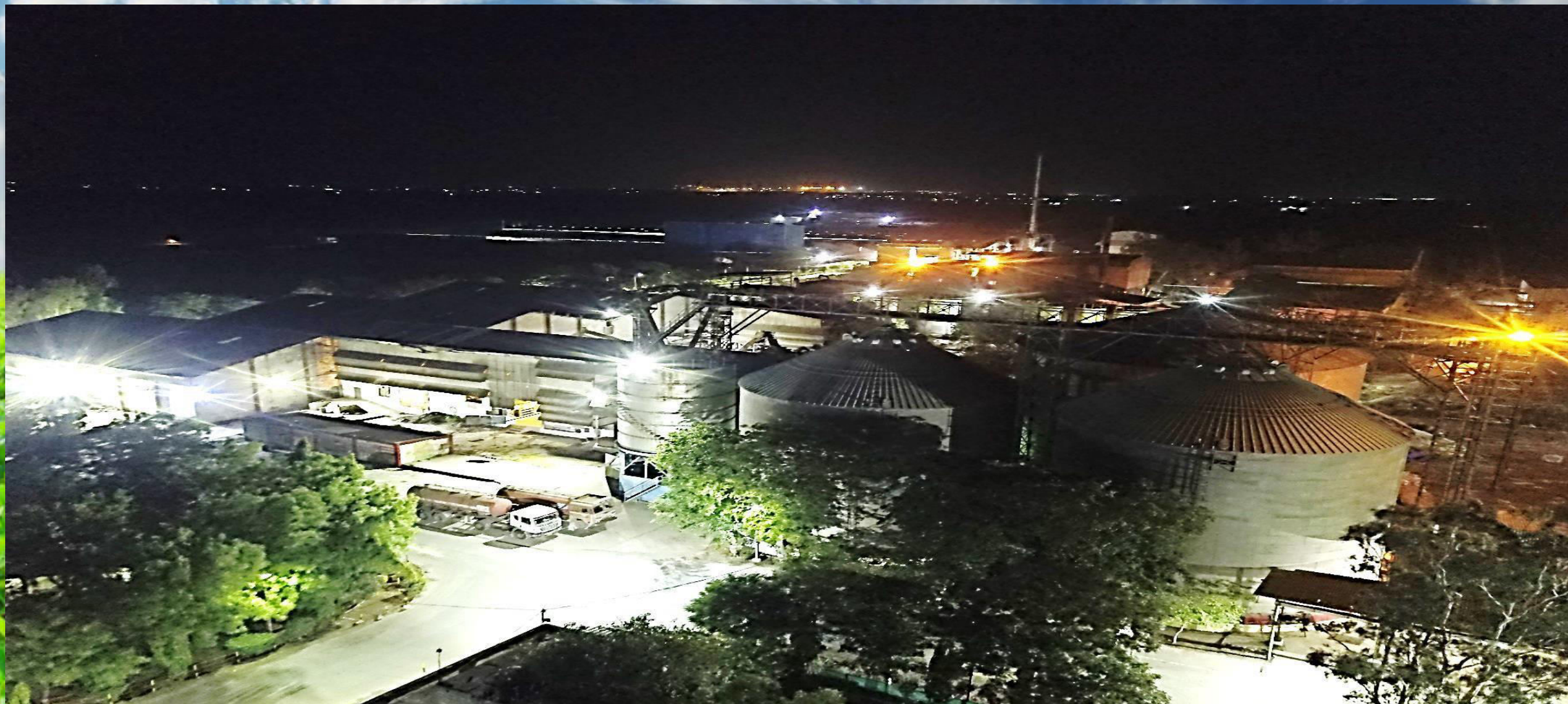


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Overview of Indore Plant



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Thank You



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(ISO 9001 : 2015 Quality Management System)

(ISO 14001 : 2015 Environmental Management System)

(ISO 45001 : 2018 Occupational Health & Safety)

 **Registered Office:**

51-52, Free Press House,
Nariman Point, Mumbai 400021

 (91-22) 2283.3355 / 2283 4182

 compliance@ramaphosphates.com

 www.ramaphosphates.com

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