



# Rama Phosphates Ltd.

**Regd. Office :** 51-52, 5th Floor, Free Press House, Free Press Journal Marg, Nariman Point, Mumbai – 400 021  
**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%, Chlorosulphonic Acid, Edible Soya Oil, Soya De Oiled Cake, Lecithin, MgSO<sub>4</sub>, ZnSO<sub>4</sub> (Hepta & Mono Hydrate), Mix Micronutrients, Sulphur DP, SSF, Phospho Gypsum, LABSA, Green Energy Solar Power.

Ref : RPL/BMD/2022

Date : May 27, 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 Financial Year ended March 31, 2022**

Dear Sir,

Enclosing herewith Presentation on Company's Financial Performance for the Quarter and Financial Year Ended March 31, 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.*

**38 years of expertise in production of SSP & Sulphuric Acid**

**Q4 & 12M FY22  
PRESENTATION**



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







## SAFE HARBOUR



This investor presentation has been prepared by Rama Phosphates Limited and does not constitute a prospectus or placement memorandum or an offer to acquire any securities. This presentation or any other documentation or information (or any part thereof) delivered or supplied should not be deemed to constitute an offer. No representation or warranty, express or implied is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of such information or opinions contained herein. The information contained in this presentation is only current as of its date. Certain statements made in this presentation may not be based on historical information or facts and may be “forward looking statements”, including those relating to the general business plans and strategy of RAMA, its future financial condition and growth prospects, future developments in its industry and its competitive and regulatory environment, and statements which contain words or phrases such as ‘will’, ‘expected to’, ‘horizons of growth’, ‘strong growth prospects’, etc., or similar expressions or variations of such expressions. These forward looking statements involve a number of risks, uncertainties and other factors that could cause actual results, opportunities and growth potential to differ materially from those suggested by the forward looking statements. These risks and uncertainties include, but are not limited to risks with respect to its hair care, its healthcare business and its skin care business. RAMA may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such revision or changes. This presentation cannot be copied and disseminated in any manner.





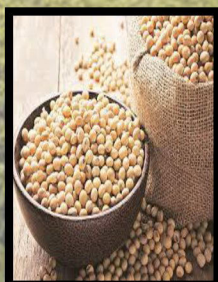
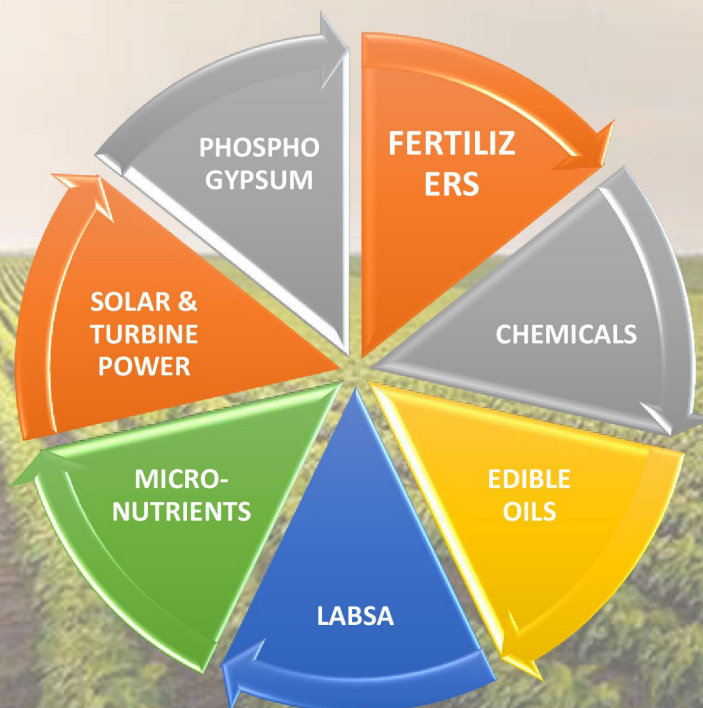
# COMPANY HIGHLIGHTS

RPL is in existence for the last 38 years & Its Units are Pune/Indore/Udaipur/Nimbahera.

RPL is one of the well-diversified & integrated company having dominant presence in SSP Manufacturing companies in India, along with substantial capacity in the Chemical Division.

'Suryaphool' and 'Girnar,' are the company's hallmark brands & are well-known among the farmers' community. The company has a PAN India-wide dealer network for its fertilizer division.

## OUR PRODUCTS



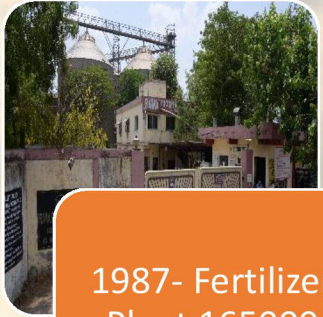
## OUR STRATEGICALLY LOCATED PLANTS







# GROWTH JOURNEY SO FAR



1987- Fertilizer Plant 165000 MT & 1<sup>st</sup> Acid Plant at Indore



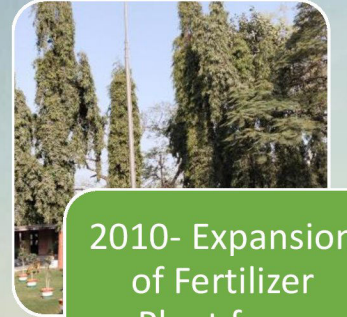
1992- 120000 MT Soya Seeds Cursing at Indore



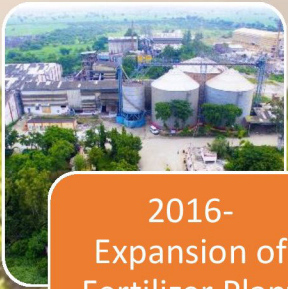
1995- Fertilizer Plant 132000 MT & Acid Plant at Pune



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- Micro-Nutrient Plant Indore



2020- LABSA Plant Udaipur



2021- A) 2<sup>nd</sup> Acid Plant at Indore. B) Solar Plant Udaipur & Expansion of fertilizer plant from 180000 MT to 250000 MT



2022- A) New Plant at Nimbahera 66000 MT & Purchase of Land for new project at Dhule





# 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**  
(132000 MT)

**Near to Port &  
Consumption**

**INDORE**  
(250000 MT)

**Near to  
Consumption**

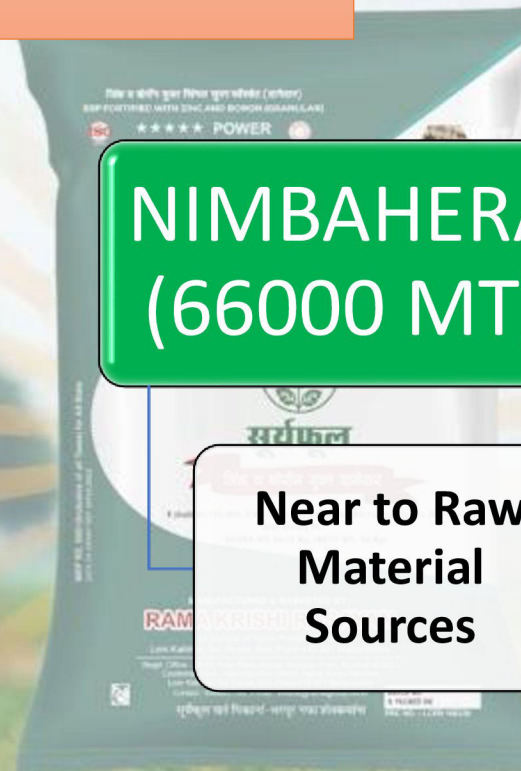
**UDAIPUR**  
(250000 MT)

**Near to Raw  
Material  
Sources**

**NIMBAHERA**  
(66000 MT)

**Near to Raw  
Material  
Sources**

**Total aggregate existing manufacturing capacity of 6.98 Lacs MTPA**







## SULPHURIC ACID PLANTS

PUNE  
(54000 TPA)

INDORE SAP-1  
(100000 TPA)

INDORE SAP-2  
(55000 TPA)

Total aggregate existing manufacturing capacity of 209000 TPA

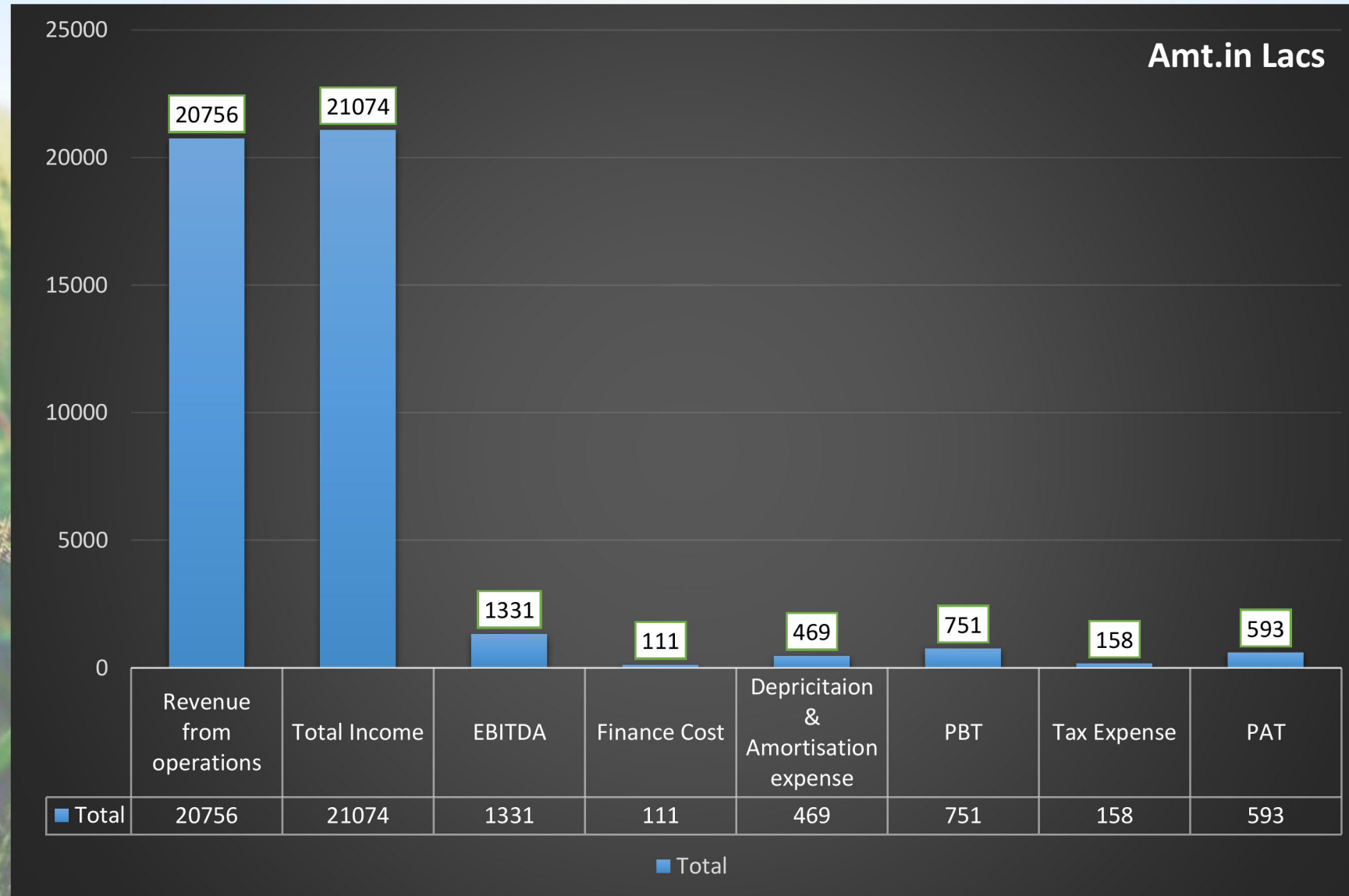
## EDIBLE OIL

SOYABEAN SEED  
CRUSHING  
(120000 TPA)





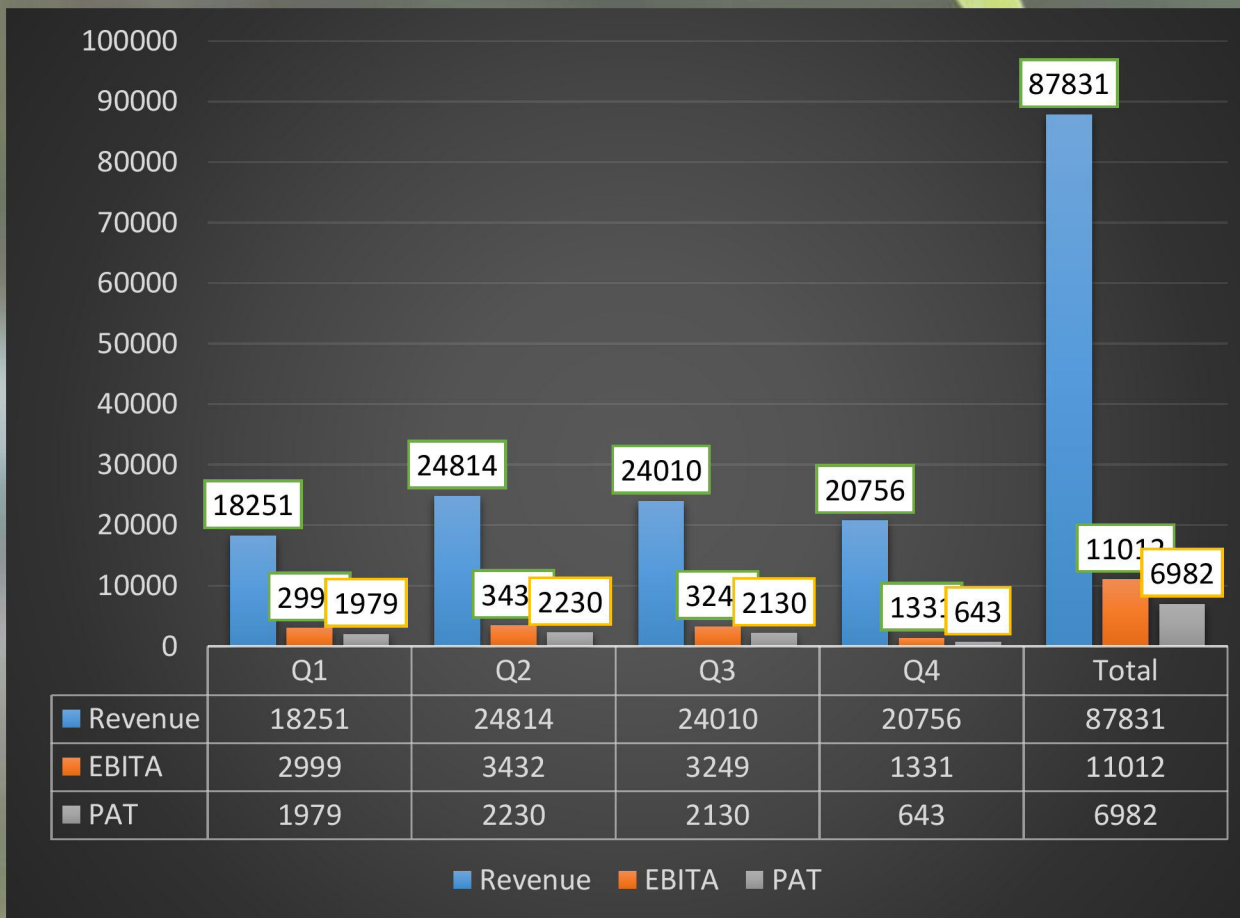
# Q4 FINANCIAL PERFORMANCE FY2021-22



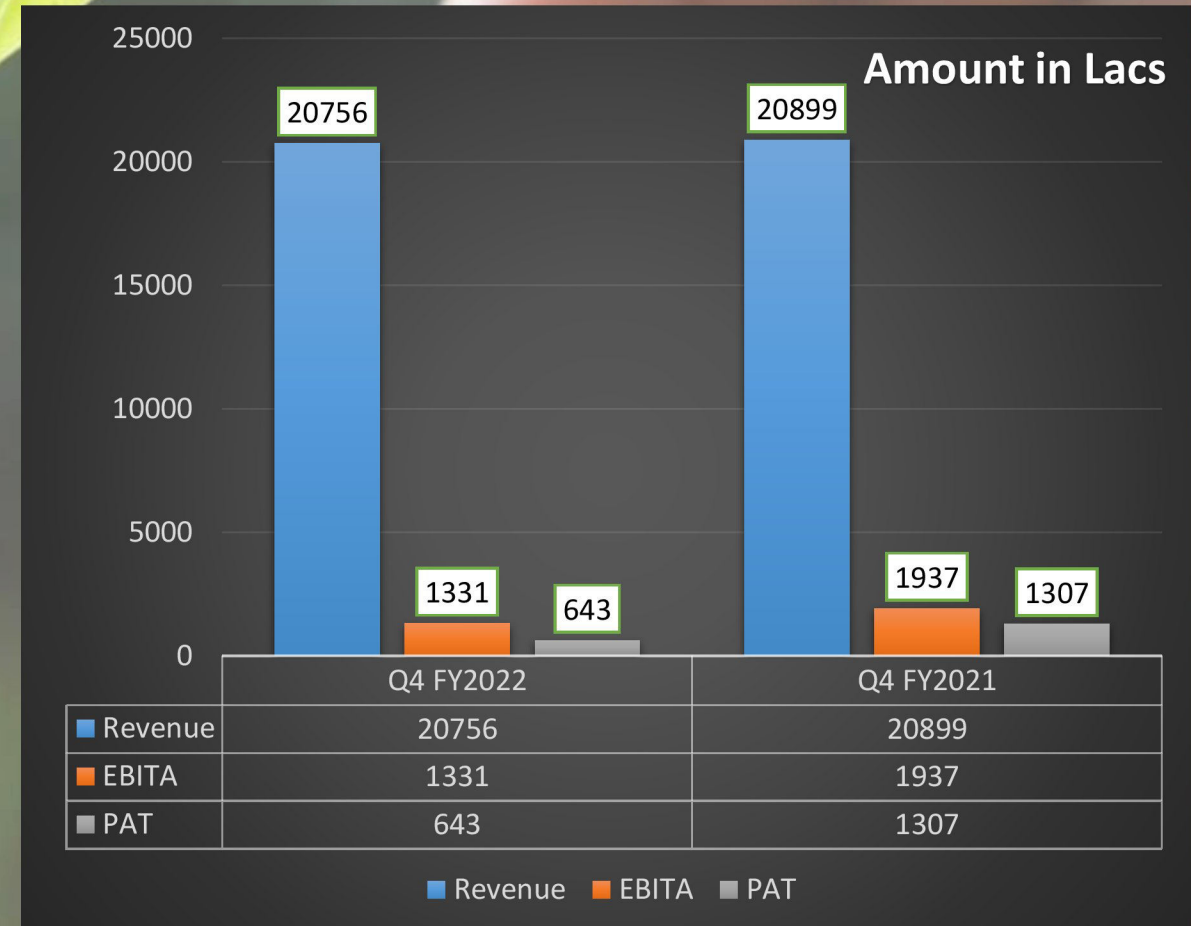




## FINANCIAL QTR WISE PERFORMANCE



## FINANCIAL QTR TO QTR COMPARISON





# Q4 FINANCIAL PERFORMANCE HIGHLIGHTS

During the QTR Indore SAP-1 entire Plant was under shutdown for nearly 78 days for revamping of plant similarly Pune plant was under shutdown for nearly 30 days.

Revenue from Operation for the 4th Qtr of the FY 22 is Rs. 20756.28 lacs, as compared to 4th Qtr of FY 21 achieved was Rs. 20899.54 Lacs. It is slightly reduced up by 143.26 lacs i.e. 0.69% on Y-O-Y, it is mainly due to lower crushing in Oil Division.

EBITDA for the 4th Qtr of FY 22 of Rs. 1331.32 Lacs, as compared to 4th Qtr of FY 21 of Rs. 1936.99 lacs, it is down as compared to previous year due to disparity in soya division.

Earned PAT for the 4th Qtr of FY 22 of Rs. 642.74 Lacs as compared to 4th Qtr of FY 21 of Rs. 1306.67 lacs, it is down as compared to previous year.

QTR-4 is basically Off-Season for Fertilizers Industry.

Raw Materials Prices has been increase significantly during the Qtr.

Udaipur Plant has generated power unit through Solar plant- 2,01,804 units

Nimbahera Plant has being started during this QTR from 26<sup>th</sup> Jan,2022 & has Produced 7,124MT with capacity @ 62%.

During the QTR 96,762MT Production was made compare to 86,620MT in P.Y.





# Extraordinary Financial Performance in FY 21-22 with new records



Achieved milestone in terms of highest turnover in the history of the Company

Net Profit – Achieved the highest Net Profit after Tax in the history with all round performance.

Initialisation of New Projects

Expansion and Revamping of capacities

Paving growth plan through Greenfield & Brownfield Expansion

Modernization & up gradation of various Technologies and Plant & Machinery.







# FINANCIAL Y-O-Y COMPARISON







# YEARLY FINANCIAL PERFORMANCE HIGHLIGHTS

Revenue from Operation for the year FY 2021-22 is Rs. 87,831.32 Lacs Up by 51.31% Y-o-Y.

EBITDA for the FY 2021-22 is Rs. 11,011.48 Lacs Up by 74.70% Y-o-Y.

Earned PAT for the FY 2021-22 of Rs. 6981.88 Up by 67.30% Y-o-Y.

EPS for the year stood at Rs. 39.58 per share Up by 66.30% Y-o-Y

PBT growth CAGR of 5 Years stood at 49.85% compared to Y-o-Y 36.75%.





## YEARLY FINANCIAL PERFORMANCE HIGHLIGHTS

Operating profit margin has increased to 12.06% from 10.86%, while Net Profit margin 7.96% against 7.21%.

Company has paid entire dues amount of Right to Recompense of ₹ 1067.28 lacs, which is included in "Other Expenditure".

Company has sold its precious product "SAMPURNA" during the year 36,100 MT as against 8,200 MT in P.Y.

Company maintain to be Debt free.

Depreciation & Amortisation Expenses significantly increase due to new SAP-2 Plant, Nimbahera Plant & various major repairs.

Finance cost increased due to utilization of full working capital for Nimbahera Plant.



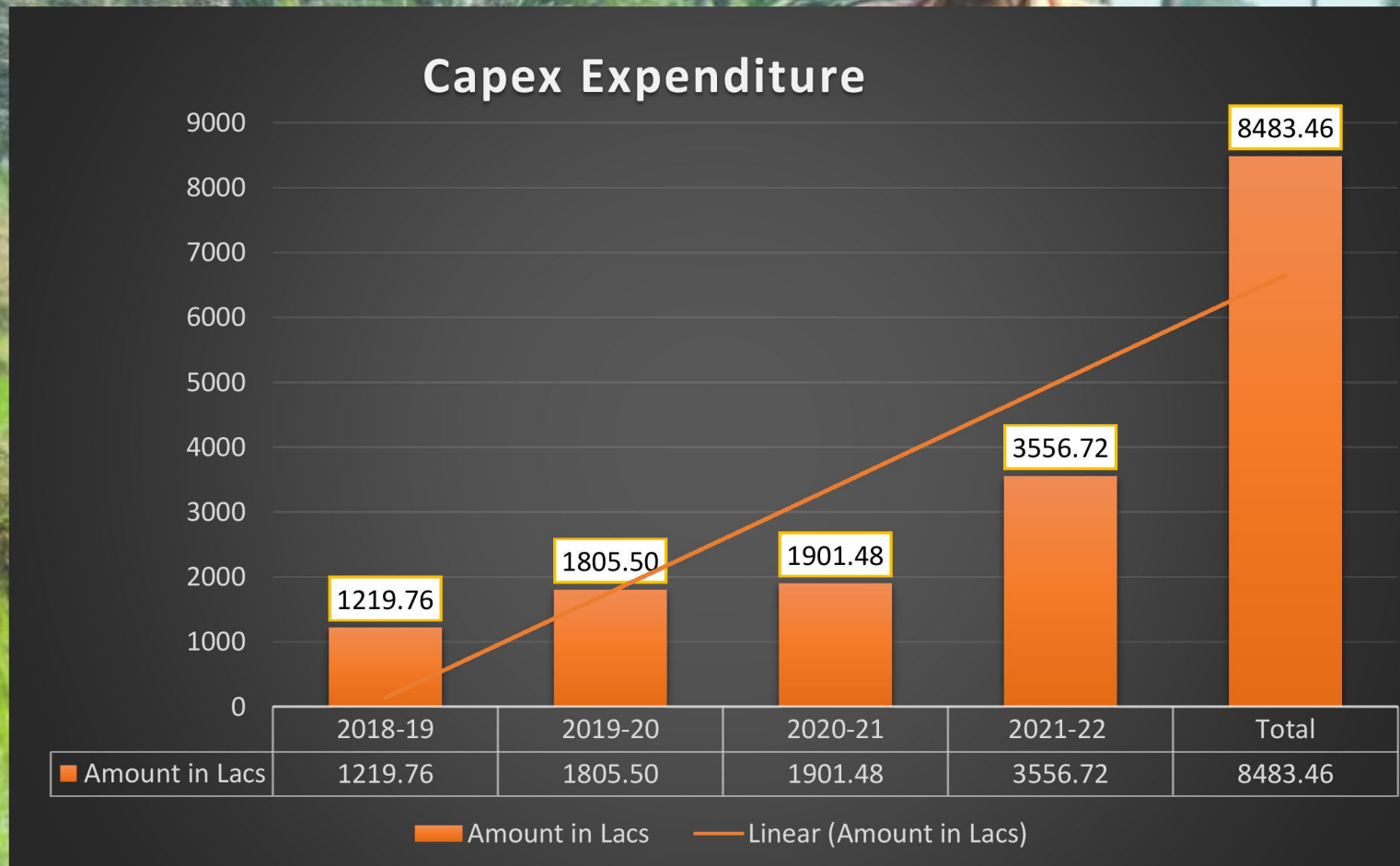
| Ratio Analysis                          | As at 31.03.2022 | As at 31.03.2021 | Unit       |
|---|------------------|------------------|------------|
| Current Ratio                           | 2.02             | 2.25             | Times      |
| Debt-Equity Ratio                       | 0.16             | 0.03             | Times      |
| Debt Service Coverage Ratio             | 20.45            | 31.31            | Times      |
| Return on Equity Ratio                  | 29.56            | 22.74            | Percentage |
| Inventory Turnover Ratio                | 61.17            | 70.59            | Days       |
| Trade Receivable turnover Ratio         | 38.30            | 53.27            | Days       |
| Trade Payable turnover Ratio            | 41.83            | 71.50            | Days       |
| Net Capital turnover Ratio              | 5.86             | 4.98             | Times      |
| Net Profit Ratio                        | 7.96             | 7.21             | Percentage |
| Return on Capital Employed              | 31.40            | 27.38            | Percentage |
| Return on investment                    | 2.32             | 4.49             | Times      |
| Profit before tax Growth CAGR - 5 YEARS | 49.85            | 36.75            | Percentage |





# CAPEX EXPENDITURE OF PAST 4 YEARS

Capex Expenditure through Internal accruals:- During the last four years for Expansion, Up-gradation, Automation and Diversification of new products, following Capex has been done:-







## List of Completed Projects & Capex Expenditure in last 4 Years.

New 200 TPD Sulphuric Acid plant, Oleum and its various derivatives at Indore.

New 50 TDP LABSA Plant at Udaipur

Automation of business process- Purchased SAP ERP system

Solar Power Plant Installed at Udaipur with capacity of 792 kwp

Micro Nutrients plant at Indore for production of  $\text{MgSO}_4$ , Mono Zinc 33%, Hepta Zinc 21% & Inorganic Micro Nutrients Mixture

Sulphur Dust 85% Plant at Indore

Purchase of City office and Guest House at Indore & Pune

Enhanced the capacity of weighbridge at Indore

RCC Road Project within plant and also connected to main road to plant at Indore & Udaipur

Expansion in SSP & GSSP plants at Udaipur & Indore

Installation of various pollution equipment's

Purchase Land for Dhule Project

Purchase entire Plant & Machinery of SSP plant for Dhule Project





# ON-GOING & NEW PROJECTS



Udaipur capacity will increase from 250000 MT to 315000 MT of SSP Plant

New Sodium Silicon Fluoride at Indore plant

Revamping & modernizing of Soya Refinery

New Project at Dhule location with a capacity of SSP Plant of 216000 MT & Acid Plant with 90000 MT







# MAJOR MILESTONE DURING THE YEAR

Long term lease of an operational SSP fertilizer plant at Nimbahera

Solar power panel for generation of green energy was commissioned at Udaipur

Increase Capacity of SSP from 181000 MTPA to 250000 MTPA of Udaipur Plant

Revamping of Sulphuric Acid division-1 at Indore was carried out for operational efficiency & to improve power generation

Revamp 400 MT GSSP plant at Indore

Sulphuric Acid division-2 at Indore was stabilized & operating at fullest installed capacity

Commissioned additional turbine in SAP-2 at Indore to generate additional power generation

Successful exit from CDR & paving way for De-pledging of promoter shares

Bagged one more award from FAI for operational efficiency of Pune Unit

For the first time, received Excellence Award from UCCI for the year 2021



As per global survey by Pimsoll, UK, It is reported that our company is the 24<sup>th</sup> fastest growing company out of the 405 Global Fertilizer Manufacturers.

|   |   |   |   |   |
|---|---|---|---|---|
| In 2023 we prioritized Recovery, Growth and serving our customer better | We continue to be positive and focused to achieving our key strategic promotion | Innovation  | Working towards achievements of our 2022-23 targets | Developing the capitalization of our people & communities   |
| Digital transformation  | Provision of operational excellence   | This deliberate focus will help us to create positive momentum. | Up gradation of SAP version to <b>HANA</b>          | Since we are now exit from CDR we will focus on fund raising through WC / TL to meet Growth requirements. |
| Rs.1000 Crore league  | Capacity expansion  | To begin trial production at Dhule Plant                        | To improve external ratings & reduce interest cost. | To list on National Stock Exchange (NSE)  |





# Thank You



+91-22-2283 4123 / 2283 4182



51/52 Free Press House,  
Nariman Point,  
Mumbai 400 021



[rama@ramagroup.co.in](mailto:rama@ramagroup.co.in)