



CIN: L24110MH1984PLC033917

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.



Rama Phosphates Ltd.

Ref : RPL/BMD/2023

Date : May 18, 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 and Financial Year Ended March 31, 2023

Dear Sir,

Enclosing herewith Presentation on Company's Financial Performance for the Quarter and Financial Year Ended March 31, 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: 2023.05.18
21:09:49 +05'30'

J K PARAKH
CHIEF FINANCIAL OFFICER



RESULTS PRESENTATION

Q4 & 12M ENDED 31st MARCH 2023

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

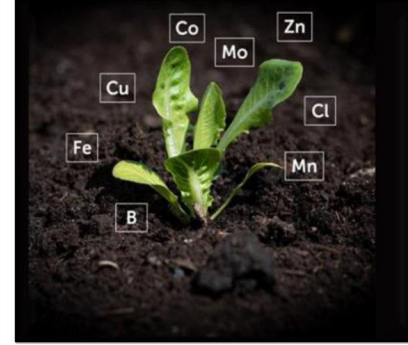
- ❖ CONSISTENT DIVIDEND PAYING
- ❖ STRATEGICALLY LOCATED PLANTS
- ❖ PAN INDIA PRESENCE
- ❖ STRONG BRAND IMAGE
- ❖ DISTRIBUTION NETWORK OF APPROX. 1600 WHOLESALERS
- ❖ INTEGRATED PLANTS WITH IN-HOUSE SULPHURIC ACID PLANTS
- ❖ ZERO WASTE COMPANY
- ❖ BRINGING PROSPERITY TO FARMERS SINCE 4 DECADE
- ❖ FAST PACE GROWTH THROUGH EXPANSIONS
- ❖ OWN POWER GENERATION THROUGH TURBINE & SOLAR POWER
- ❖ ZERO DEBT COMPANY
- ❖ TECHNOLOGY AND R&D FOCUSED



FERTILIZERS



CHEMICALS



MICRO-NUTRIENTS



LABSA



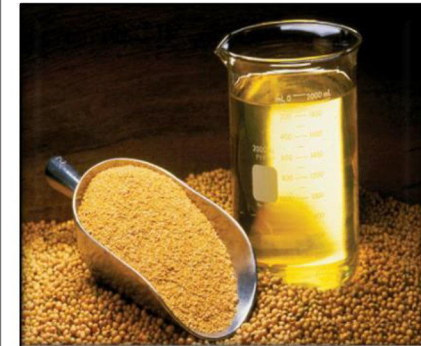
SULPHUR



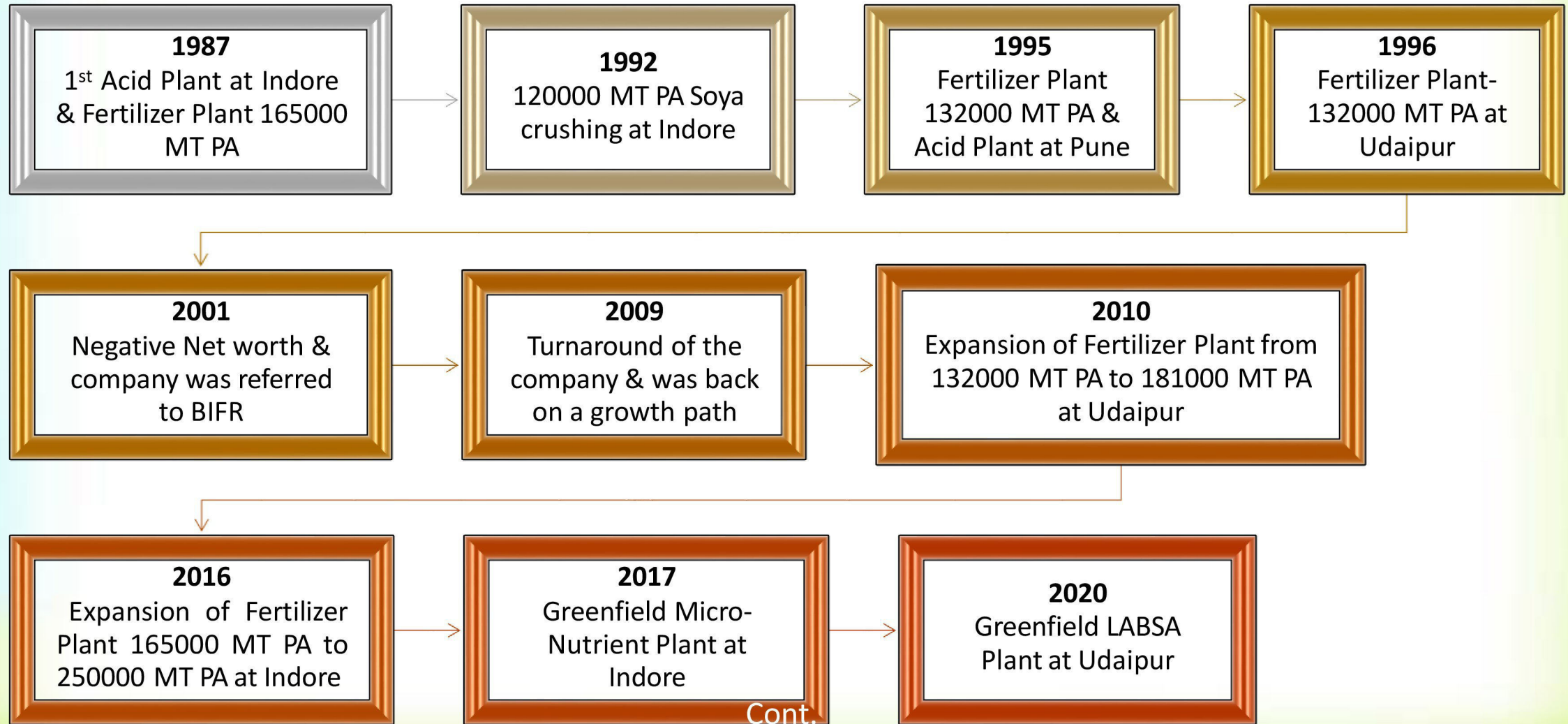
S S F



**SOYA DE- OILED
CAKE**



SOYA OIL



Cont.

2021

Commissioned new 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

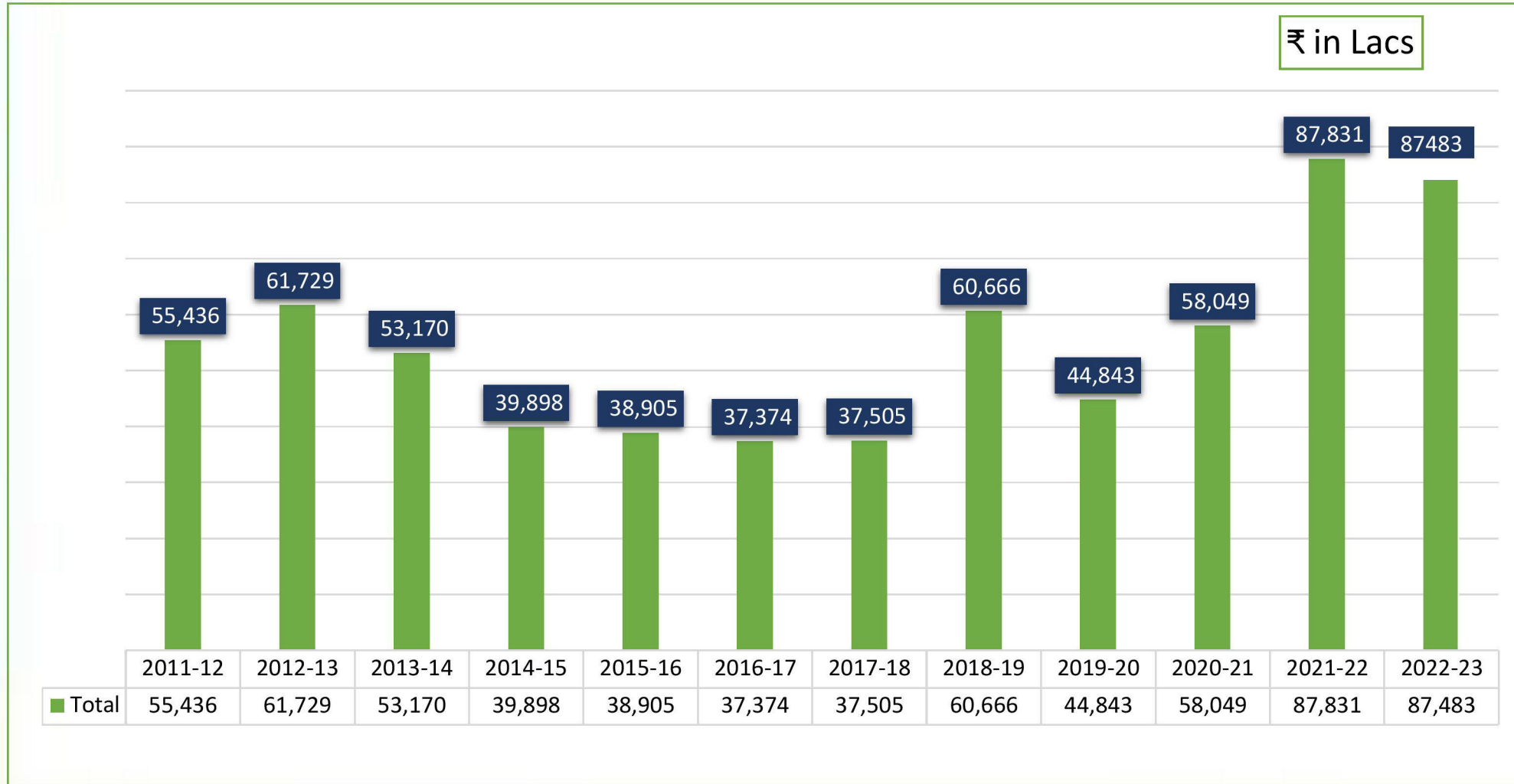


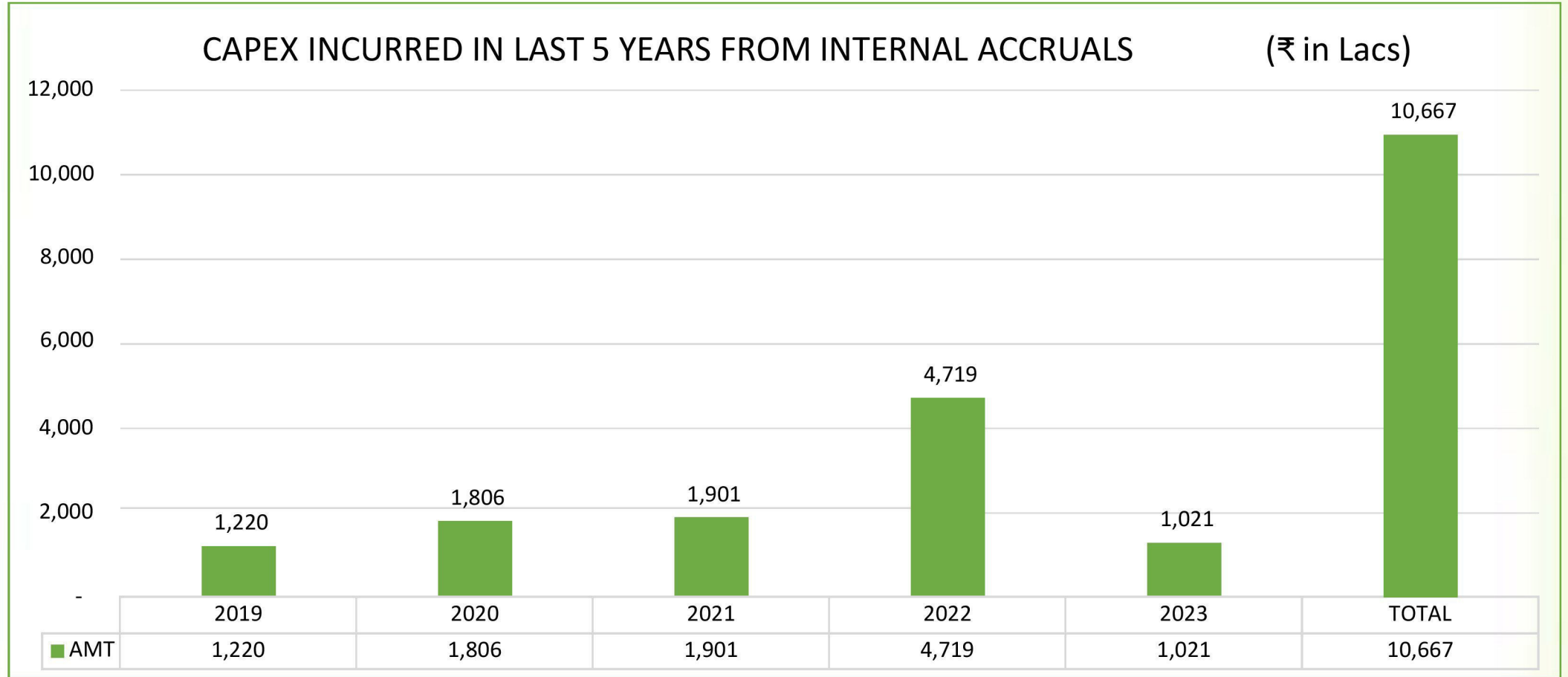
Q4 & 12M ENDED 31ST MAR 23

**FINANCIAL
PERFORMANCE**

Q4 FY23 RESULT FLASH				(₹ in Lacs)	
PARTICULARS	3 MONTHS			12 MONTHS	
	Q4 FY 23	Q4 FY 22	Q3 FY 23	2023	2022
Sales	24,237	20,756	20,790	87,483	87,831
Other Income	29	318	6	66	361
Total Income	24,266	21,074	20,796	87,549	88,192
EBIDTA	857	1,331	1,551	7,280	11,011
Finance Cost	192	111	162	806	536
Depreciation & Amortisation Expenses	227	469	242	988	1,083
PAT	356	593	812	4,093	7,004

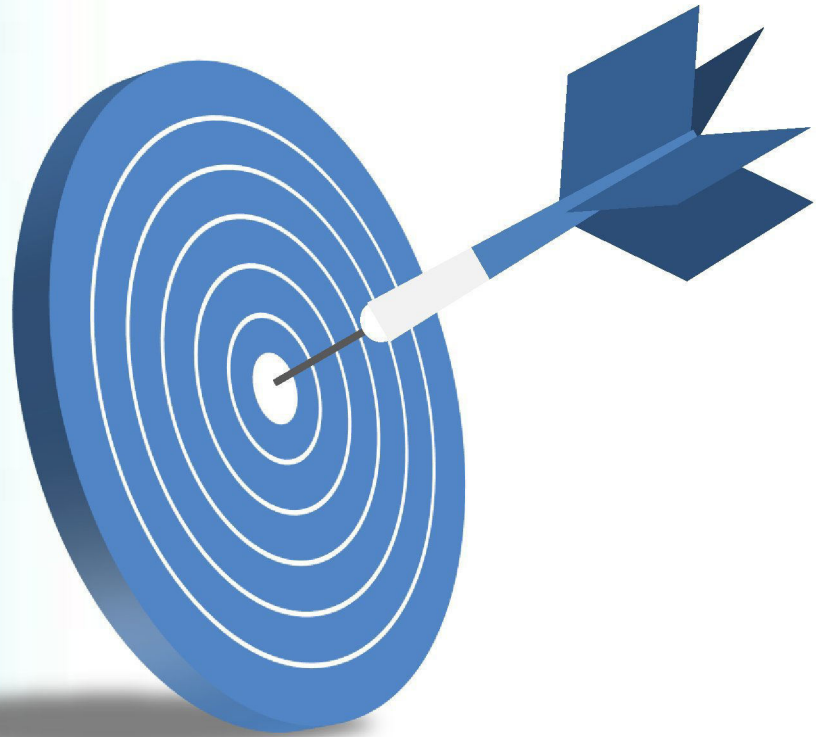
TURNOVER- LAST 11 YEARS





VISION & MISSION





- ❖ To become 1000 Crore + Company
- ❖ Digital Transformation
- ❖ Upgradation 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 2024 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 by March 24.
- ❖ Environmental Clearance already received.







Our financial performance in Q4 FY23 & 12M 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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