



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, MgSO₄, ZnSO₄ (Hepta & Mono Hydrate), Mix Micronutrients, Sulphur DP, SSF, Phospho Gypsum, LABSA, Green Energy Solar Power.

Ref : RPL/BMD/2022
Date : November 04, 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 and Half Year Ended September 30, 2022

Dear Sir,

Enclosing herewith Presentation on Company's Financial Performance for the Quarter and Half Year Ended September 30, 2022

This is for your information and records.

Yours faithfully,
For RAMA PHOSPHATES LIMITED

JAMBU KUMAR
PARAKH
Digitally signed by
JAMBU KUMAR PARAKH
Date: 2022.11.04
18:24:56 +05'30'

J K PARAKH
CHIEF FINANCIAL OFFICER

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)



RESULTS PRESENTATION Q2 FY 23

‘हिन्दू नववर्ष’
नव संवत्सर
विक्रम संवत्
2079
की हार्दिक शुभकामनाएं



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OUR DIVERSIFIED PORTFOLIO



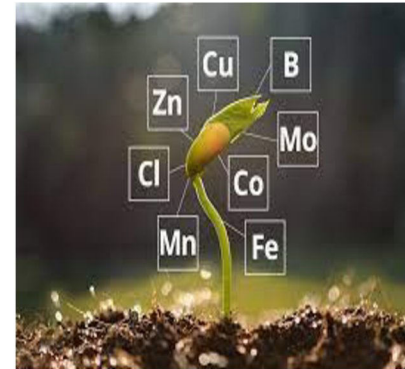
FERTILIZERS



CHEMICALS



MICRO-NUTRIENTS



LABSA



SULPHUR



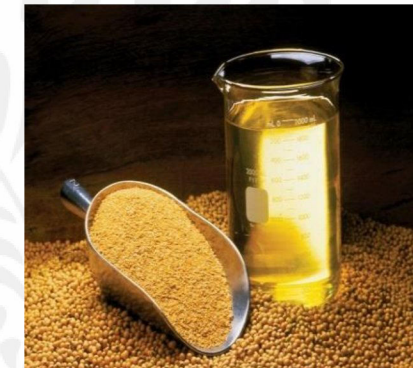
SSF



SOYA DE-OILED CAKE



SOYA OILS





ASPIRING TO BECOME ONE STOP AGRICULTURAL NEEDS FOR FARMERS

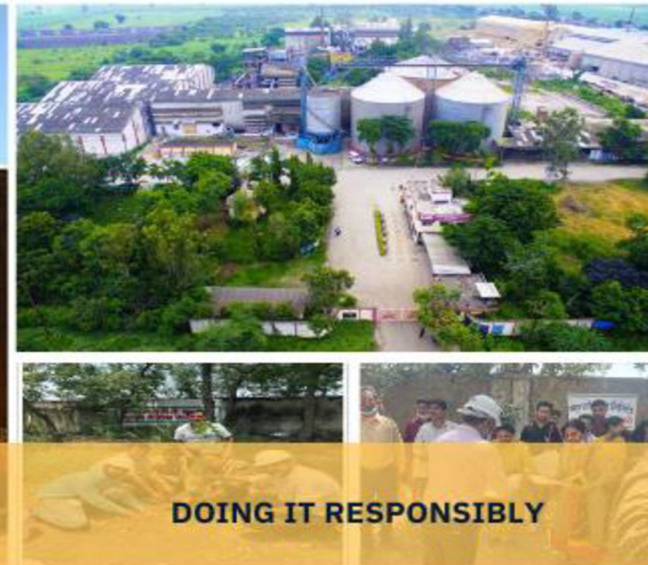


Sowing Seeds...For the Growing Needs...

RAMA PHOSPHATES LIMITED: A STRONG, DIVERSIFIED COMPANY

RPL is one of the leading Phosphatic Fertilizer manufacturer in India engaged in manufacturing of Single Super Phosphate (SSP), Mixed Fertilizers namely NPK of various grades, Fortified Fertilizers namely Boronated Single Super Phosphate (Powder and Granule), Zincated Single Super Phosphate (Powder and Granule), Zinc Sulphate Mono-Hydrate and Hepta-Hydrate, Micronutrients namely Magnesium Sulphate. Currently, RPL has manufacturing facilities at Pune in Maharashtra, Indore in Madhya Pradesh, and Udaipur & Nimbahera in Rajasthan. These States and their adjoining locational advantage of consume about 60% of total SSP Fertilizer consumption in the country and have a clear location advantage to meet the demands of the farming community.

“SERVING THE FARMERS SINCE LAST 4 DECADES”



RAMA PHOSPHATES FOOTPRINT



GROWTH SNAPSHOT



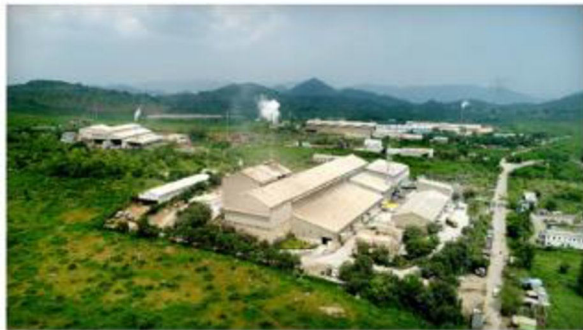
RPL equity share price in 2003 was ₹ 0.55 Paise & touched the highest price ₹ 517



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



The billboard features the Rama Phosphates Ltd. logo at the top. Below it, the text "NOW LISTED ON THE NATIONAL STOCK EXCHANGE" is displayed in large, bold letters, followed by the NSE logo. The central part of the billboard shows several bags of Rama brand fertilizers and a photograph of a man in a red turban standing in a field. Below the images, the text "LEADING MANUFACTURERS OF SINGLE SUPER PHOSPHATE (SSP)" is written. At the bottom left, there is a cartoon character of a man in a suit holding a megaphone, and social media icons for Facebook, YouTube, LinkedIn, Twitter, and Instagram, along with the email address "E-mail: rama@ramagroup.co.in". At the bottom right, the slogan "Sowing Seeds... For the Growing Needs..." is displayed with a small globe icon.

Rama
Rama Phosphates Ltd.

**NOW LISTED ON THE
NATIONAL STOCK EXCHANGE**

NSE

LEADING MANUFACTURERS OF SINGLE SUPER PHOSPHATE (SSP)

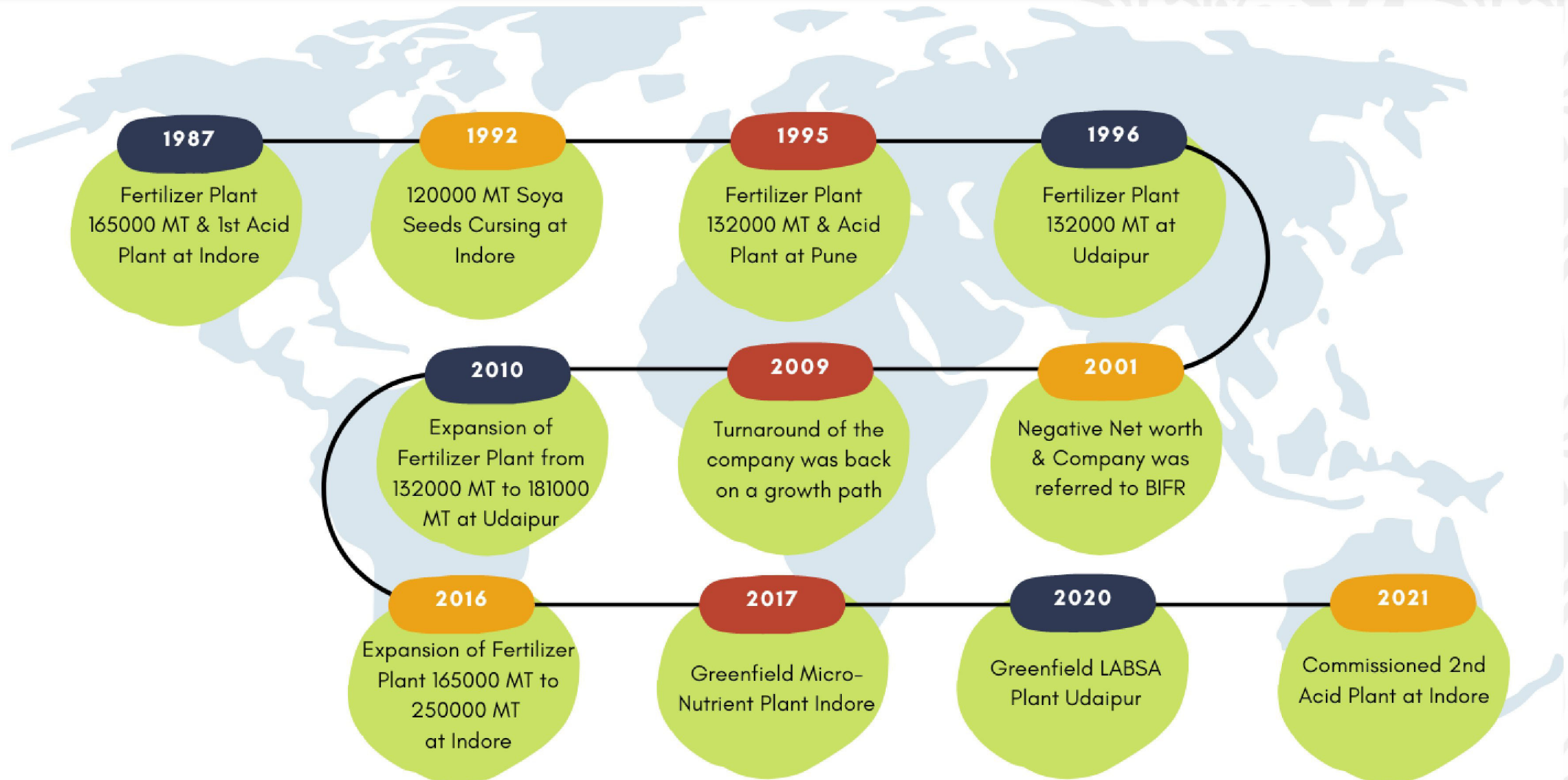
**Sowing Seeds...
For the Growing Needs...**

E-mail: rama@ramagroup.co.in

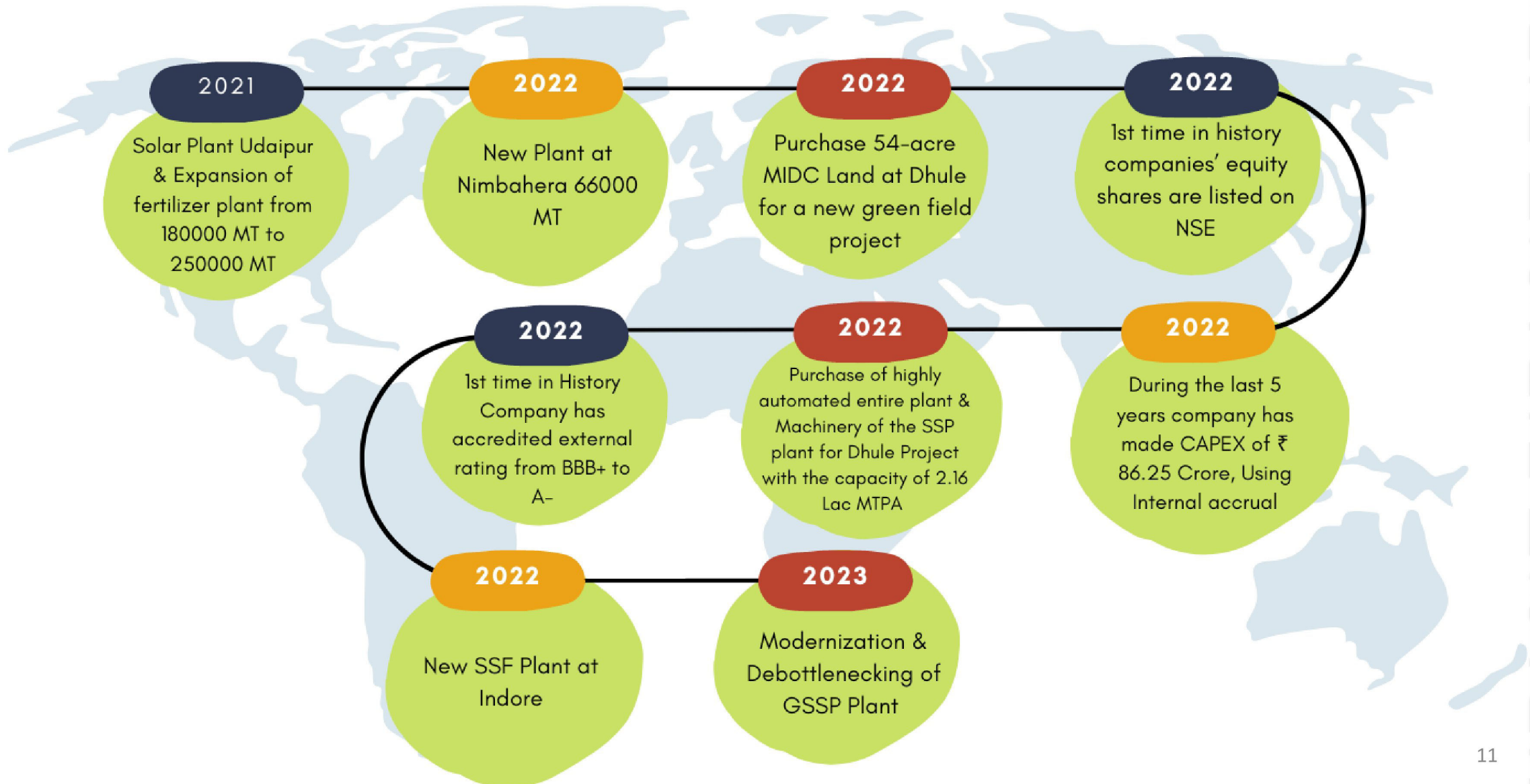
Rama Phosphates Ltd shares of the company are listed on the National Stock Exchange ('NSE') from August 05, 2022 and the designated symbol shall be 'RAMAPHO'

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 ₹ 72 cores to revised total amount of ₹ 135 cores.

HOW WE HAVE TURNAROUND

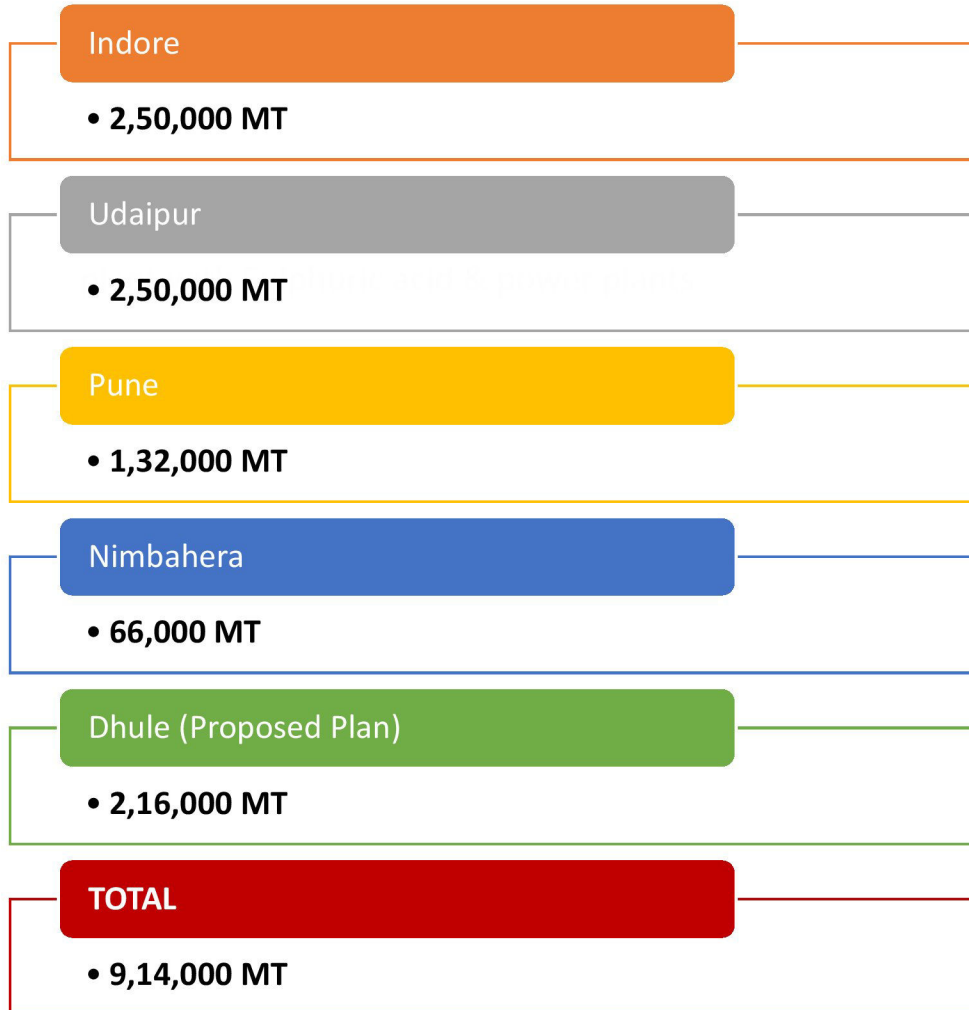


HOW WE HAVE TURNAROUND

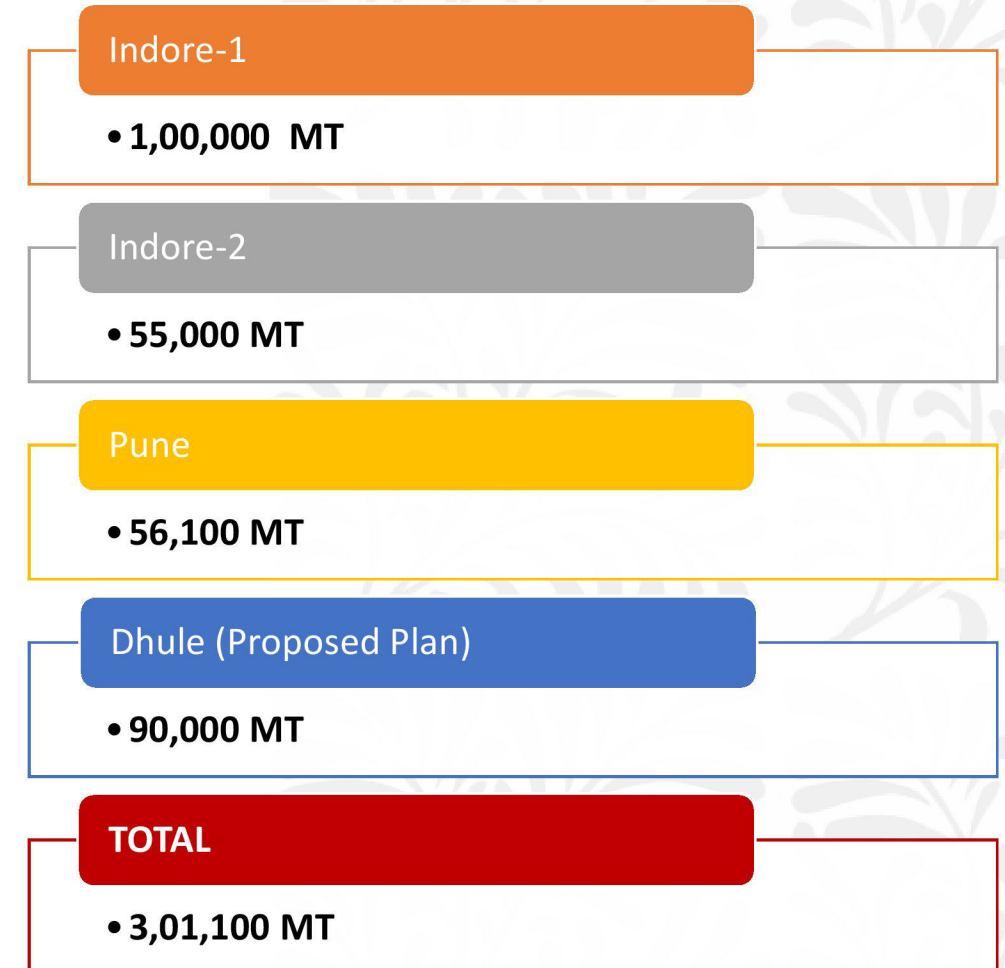


PRODUCTION CAPACITY

SSP Plant



Acid Plant



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

PRODUCTION CAPACITY

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

AN INITIATIVE TOWARDS CONSERVATION OF RESOURCE



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.



ENVIRONMENT CARE "GREEN ENERGY"



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.

FINANCIAL RESULTS

FY 23 Q2 Results



Q2 FY23 - AT A GLANCE

						(₹ in Lacs)
PARTICULARS	SEP,22	JUNE,22	Q-o-Q	SEP,22	SEP,21	Y-o-Y
Revenue from Operations	24,987	17,469	43.03%	24,987	24,814	0.70%
Other Income	17	14	21.89%	17	16	7.04%
Total Income	25,004	17,483	43.02%	25,004	24,830	0.70%
Cost of Materials Consumed	14,978	14,023	6.81%	14,978	16,372	-8.51%
EBITDA	2,341	2,534	-7.63%	2,341	3,432	-31.79%
Depreciation & Amortisation	255	265	-3.94%	255	399	-36.22%
Finance Cost	223	232	-4.01%	223	121	84.23%
PBT	1,863	2,037	-8.53%	1,863	3,104	-39.97%
PAT	1,379	1,547	-10.86%	1,379	2,272	-39.30%

KEY FINANCIAL HIGHLIGHTS Q2 FY 23

Achieved the highest **TURNOVER** during the Qtr. in the history of the company

Achieved the highest **FERTILIZER & CHEMICAL SEGMENT** turnover during the Qtr. in the history of the company.

Revenue from operation for Q2 has been increased by 43% Q-o-Q basis, while increased 1% Y-o-Y basis.

Revenue from fertilizer & Chemical segment has been increased by 75 % from ₹ 11,734 Lacs to ₹ 24,890 Lacs Q-o-Q basis.

EIGHT KEY ELEMENTS OF OUR STRATEGY



OUR KEY STRENGTHS



2023 VISION



TO BECOME ₹ 1000 CR + TURNOVER COMPANY



Digital
Transformation

Automation of
operation & Capacity
expansion

Recovery, Growth and
serving our customers
better

To take benefit of
economy of scale

Towards community
enrichment & welfare
of the Poor People

To become more
environment friendly

Strong R&D for
development of New
Product

To focus on un- utilized
Soya Business

To align with Govt.
initiative to become a
Atmanirbhar Bharat.



Thank You



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SOWING SEEDS...FOR THE GROWING NEEDS...

