



Rama Phosphates Ltd.

CIN: L24110MH1984PLC033917

MFG of SSP Fertilizer, Sulphuric Acid, Oleum 23% / 65%, Chlorosulphonic Acid, Edible Soya Oil, Soya De Oiled Cake, Lecithin, MgSO₄, ZnSO₄(Hepta & Mono Hydrate), Mix Micronutrients, Sulphur DP, SSF, Phospho Gypsum, LABSA.

Ref : RPL/BMD/2024
Date : August 14, 2024

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, 2024

Dear Sir/Madam,

Enclosing herewith Presentation on Company's Financial Performance for the Quarter Ended June 30, 2024.

This is for your information and records.

Thanking you,

Yours faithfully,
For RAMA PHOSPHATES LIMITED

JAMBU KUMAR PARAKH
PARAKH

Digitally signed by
JAMBU KUMAR PARAKH
Date: 2024.08.14
17:46:30 +05'30'

**J K PARAKH
CHIEF FINANCIAL OFFICER**

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INDORE > UDAIPUR > NIMBAHERA > PUNE > DHULE

Rama Phosphates Limited

BOARD MEETING

Q1-FY25



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Rama Phosphates Ltd.

DISCLAIMER

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Company Overview

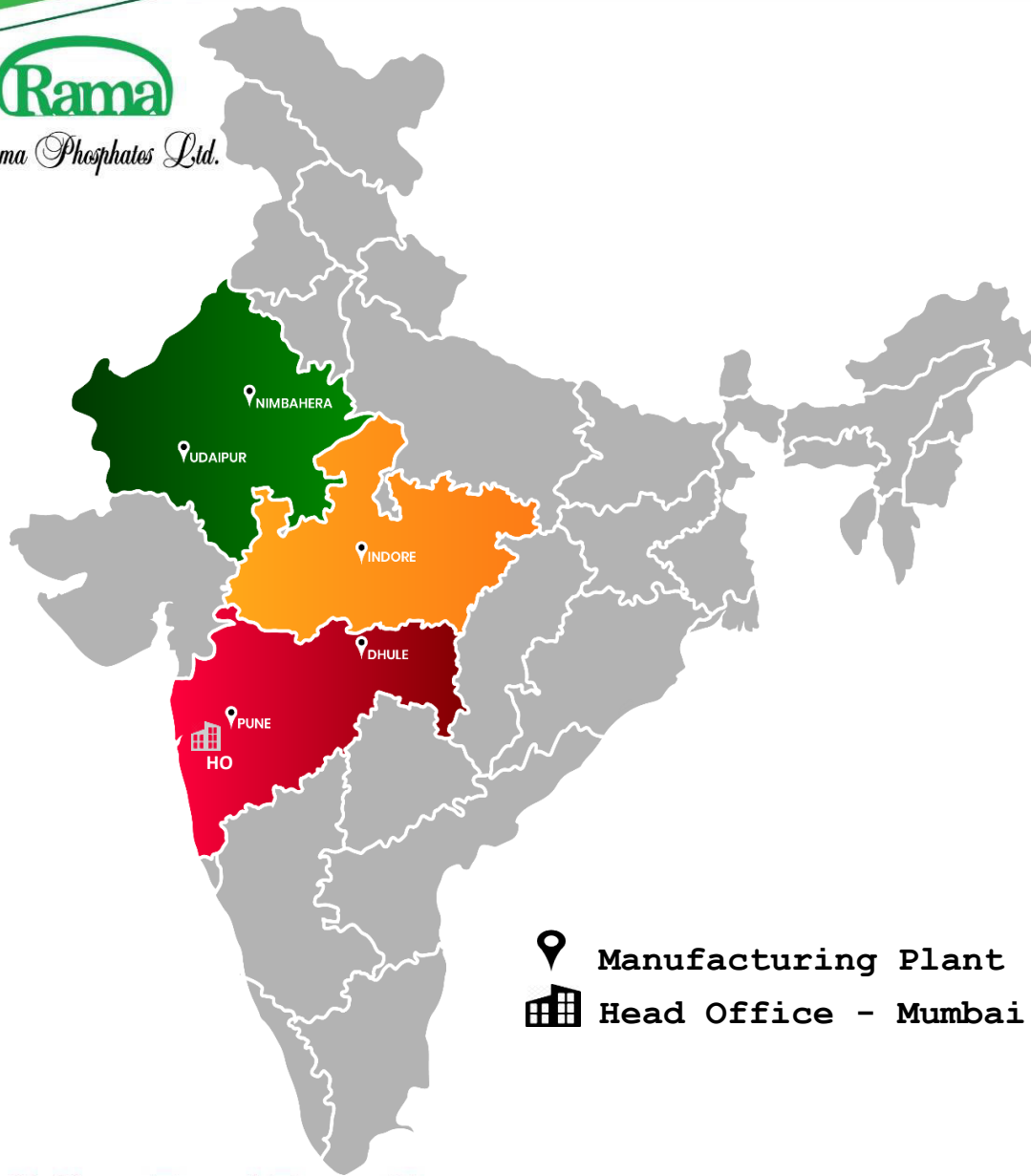
RPL is one of the leading Phosphatic Fertilizer manufacturer in India engaged in manufacturing of Single Super Phosphate (SSP), Sulphuric Acid, Oleum 23% / 65%, Chlorosulphonic Acid, Edible Soya Oil, Soya De Oiled Cake, Lecithin, $MgSO_4$, $ZnSO_4$ (Hepta & Mono Hydrate), Mix Micronutrients, Sulphur DP, SSF, Phospho Gypsum, LABSA and trading of Water Soluble Fertilisers, PDM, Boron, Mix-Micro Nutrients in popular brands of **Girnar** and **Suryaphool**.

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.

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Our Key Strength's

- ❖ STRATEGICALLY LOCATED BACKWARD & FORWARD INTEGRATED PLANTS WITH IN-HOUSE SULPHURIC ACID & MICRO NUTRIENT PLANTS
- ❖ WELL DIVERSIFIED COMPANY HAVING FERTILIZER, SOYA, MICRO NUTRIENTS, COMMODITY CHIMICALS AND SPECIALITY CHEMICALS NAMELY SSF, IN ITS PRODUCT PORTFOLIO
- ❖ OWN POWER GENERATION THROUGH TURBINE & SOLAR POWER
- ❖ WELL EQUIPPED INFRASTRUCTURE AT ALL THE PLANTS INCLUDING OWNED RAILWAY SIDING AT PUNE
- ❖ PAN INDIA PRESENCE
- ❖ STRONG BRAND IMAGE
- ❖ DISTRIBUTION NETWORK OF APPROX. 1800 WHOLESALERS
- ❖ ZERO WASTE COMPANY
- ❖ BRINGING PROSPERITY TO FARMERS SINCE 50 YEARS
- ❖ FAST PACE GROWTH THROUGH EXPANSIONS
- ❖ TECHNOLOGY AND R&D FOCUSED
- ❖ A- RATED COMPANY BY ICRA

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Rama Phosphates Ltd.

Our Diversified Product Portfolio



SSP & MIX
FERTILIZERS



MICRO-NUTRIENTS



COMMODITY
CHEMICALS - SUL ACID



SPECIALITY
CHEMICALS - S S F



LABSA



SULPHUR DP



SOYADE- OILED
CAKE



SOYA OIL

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Rama

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We are first to
Introduce
in our country,
Sampurn with
+Mg



Serving farmers since 50 years

Follow Us On   

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Evolution of Product



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SAMPURN "New Generation Fertilizer"



Legacy richness to gain consumer trust

Name & alignment to interpret Sampurn as a solution for everything

Easy recognition about nutrients



Dynamic QR codes for easy access to our initiatives/ product information/ Social platforms

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Recently Launched Products



RAMABORON

07 May 2024



CALCI N

09 March 2024



RAMAPDM

07 March 2024



SAMPURN with + Mg

14 May 2024

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Product Launching Soon...

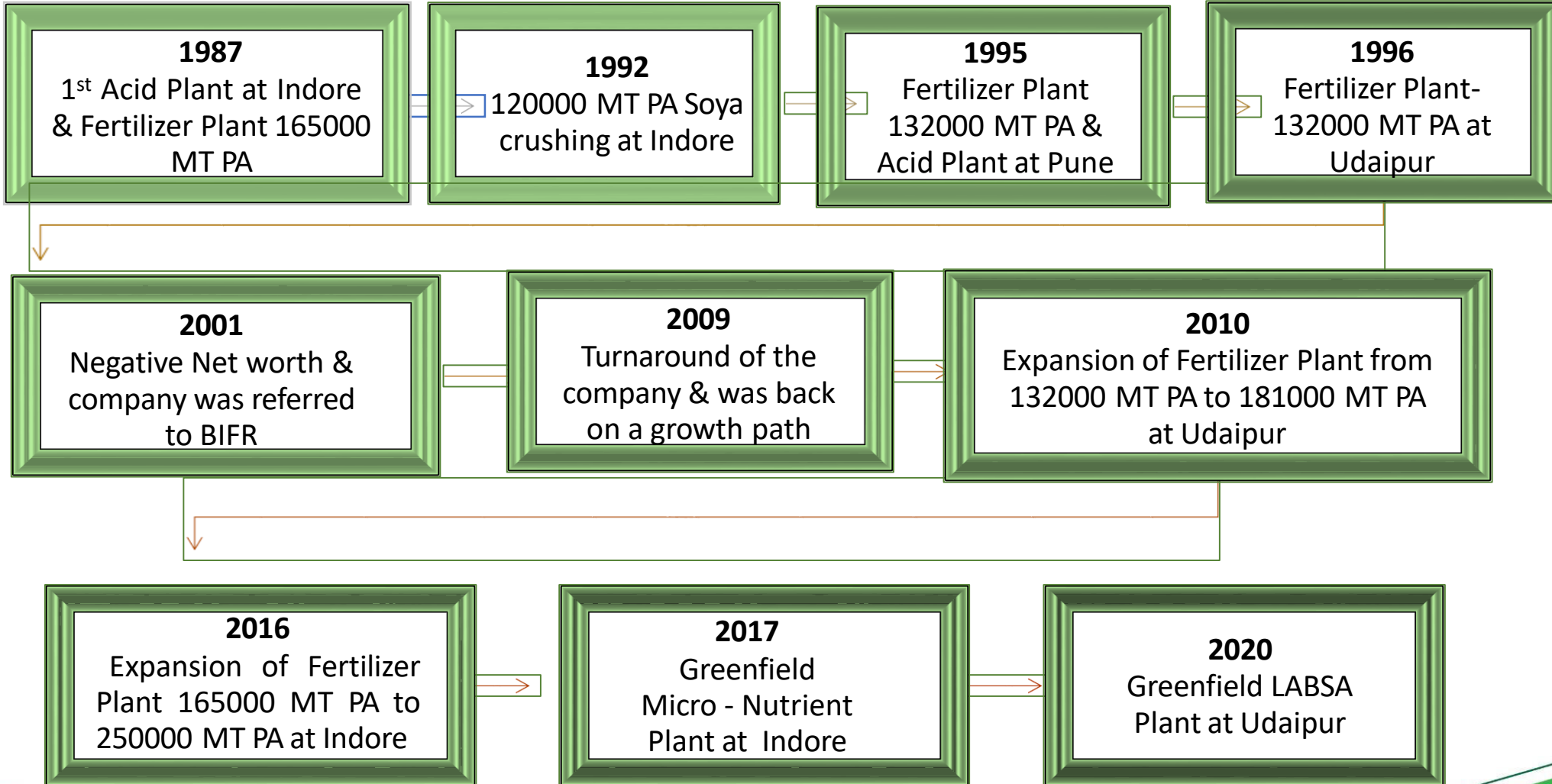


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Rama Journey



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Rama Journey

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

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Rama Journey

2024

ISO Accreditation

2024

NABL Accredited Quality Control Laboratory in Indore, Udaipur, Nimbahera & Pune

2024

Automation in Production process

2024

6 times FAI Award for "BEST PRODUCTION PERFORMANCE" amongst 105 Industries

2024

Introduced Traded Products like "BORON", "PDM", "CALCI N", "WATER SOLUBLE FERTILIZER"

2024

Introduced Magnesium Fortified Boron Zinc SSP

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**11+ States distribution network
15000 Main Dealer + Sub Dealer**

**RPL equity share price in 2003
was 0.55 Rs paisa & the highest
price in Rs 517**

**Farmer 1st choice - Prestigious
'Sampurn' product**

**6,98,000 + MT installed capacity
of fertilizers**

**2,10,000 + MT installed capacity
of Acid**

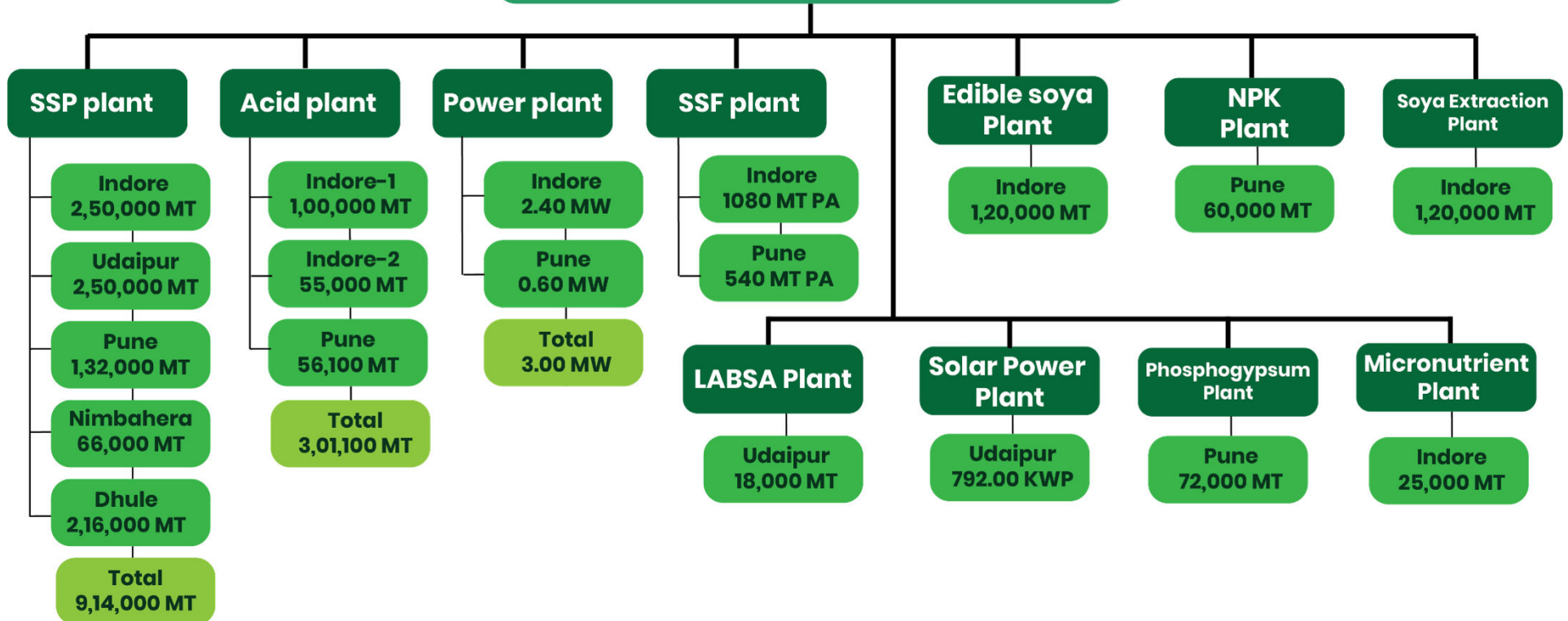
Captive Power Generation

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Production Capacity



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Financial Performance



Q1 - FY25

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FINANCIAL PERFORMANCE				(₹ in Lacs)
PARTICULARS	FY 25	FY 24		
	Q1	Q1	Q4	
Revenue from Operations	15,369.48	12,933.27	18,621.19	
Other Income	15.45	14.98	49.83	
Total Income	15,384.93	12,948.25	18,671.02	
EBITDA	626.88	619.88	69.75	
Depreciation & Amortisation Expenses	202.13	249.40	174.44	
Finance Cost	264.07	321.05	385.41	
PBT	160.68	49.43	-490.10	
Tax	-517.95	16.03	-257.58	
PAT	678.63	33.40	-232.52	

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Q1 FY25 RESULT AT A GLANCE

(₹ in Lacs)

PARTICULARS	JUN'24	JUN'23	Y-O-Y	MAR'24	Q-o-Q
Revenue from operations	15,369.48	12,933.27	2,436.21	18,621.19	-3,251.71
Other income	15.45	14.98	0.47	49.83	-34.38
TOTAL INCOME	15,384.93	12,948.25	2,436.68	18,671.02	-3,286.09
Cost of Materials Consumed	11,348.30	12,561.17	-1,212.87	13,584.36	-2,236.06
Purchase of Stock in Trade	254.04	48.78	205.26	147.02	107.01
Changes in Inventories of Finished goods, work-in-progress and stock-in-trade	-142.36	-3,375.71	3,233.35	3.77	-146.13
MATERIALS CONSUMED, PURCHASE & CHANGE IN INVENTORIES/ REVENUE FROM OPERATIONS	74.56%	71.40%		73.76%	
Employees Benefit Expenses	762.33	842.33	-80.00	868.64	-106.31
Selling & Distribution Expenses	1,256.89	900.17	356.72	1,755.62	-498.73
Other Expenses	1,278.85	1,351.63	-72.78	2,241.86	-963.01
EBIDTA	626.88	619.88	7.01	69.75	557.14
GROSS PROFIT	4.07%	4.79%		0.37%	
Finance Cost	264.07	321.05	-56.98	385.41	-121.34
Depreciation & Amortisation Expenses	202.13	249.40	-47.27	174.44	27.69
PBT	160.68	49.43	111.26	-490.10	650.79
PAT	678.63	33.40	645.23	-232.52	911.15
NET PROFIT MARGIN	4.41%	0.26%		-1.25%	

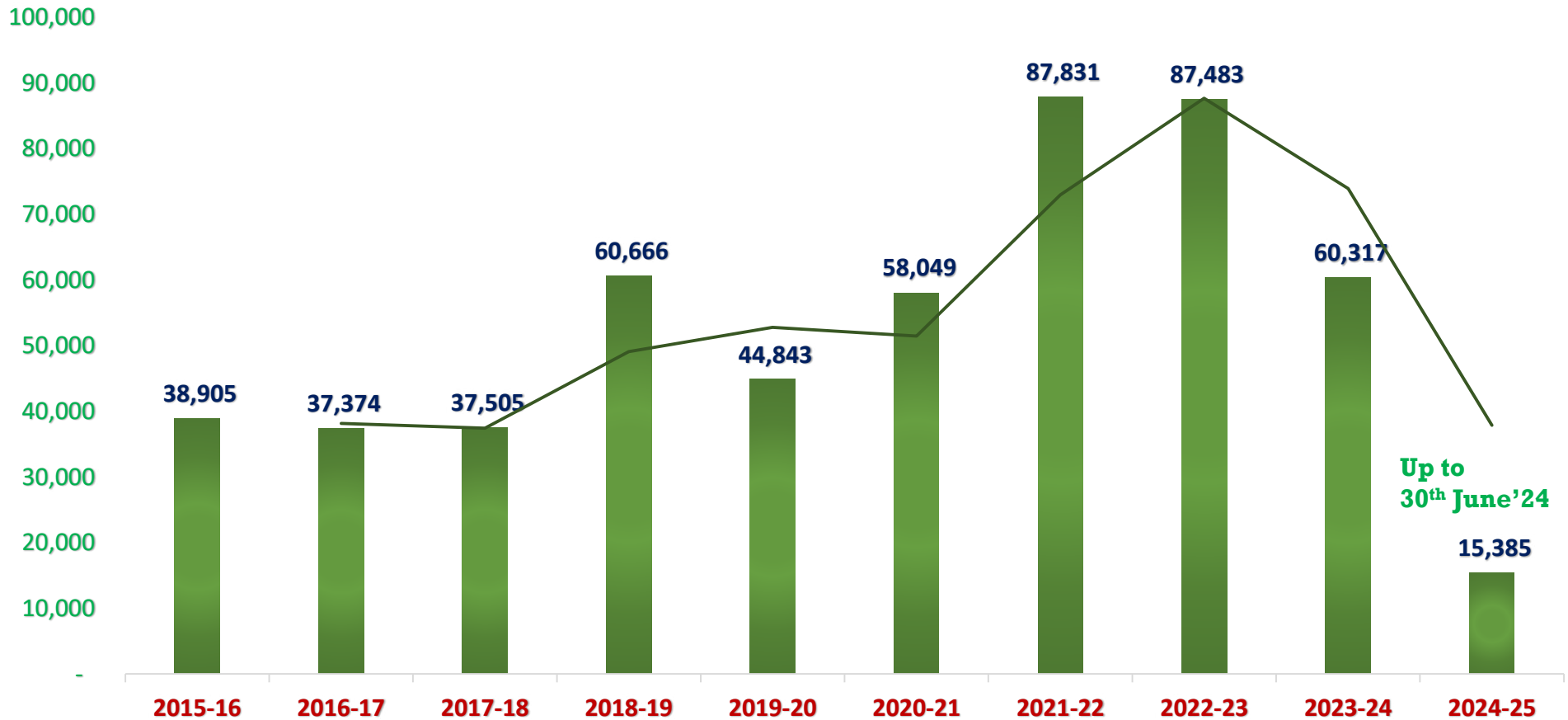
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Turnover Of Past 10 Years

₹ in Lacs

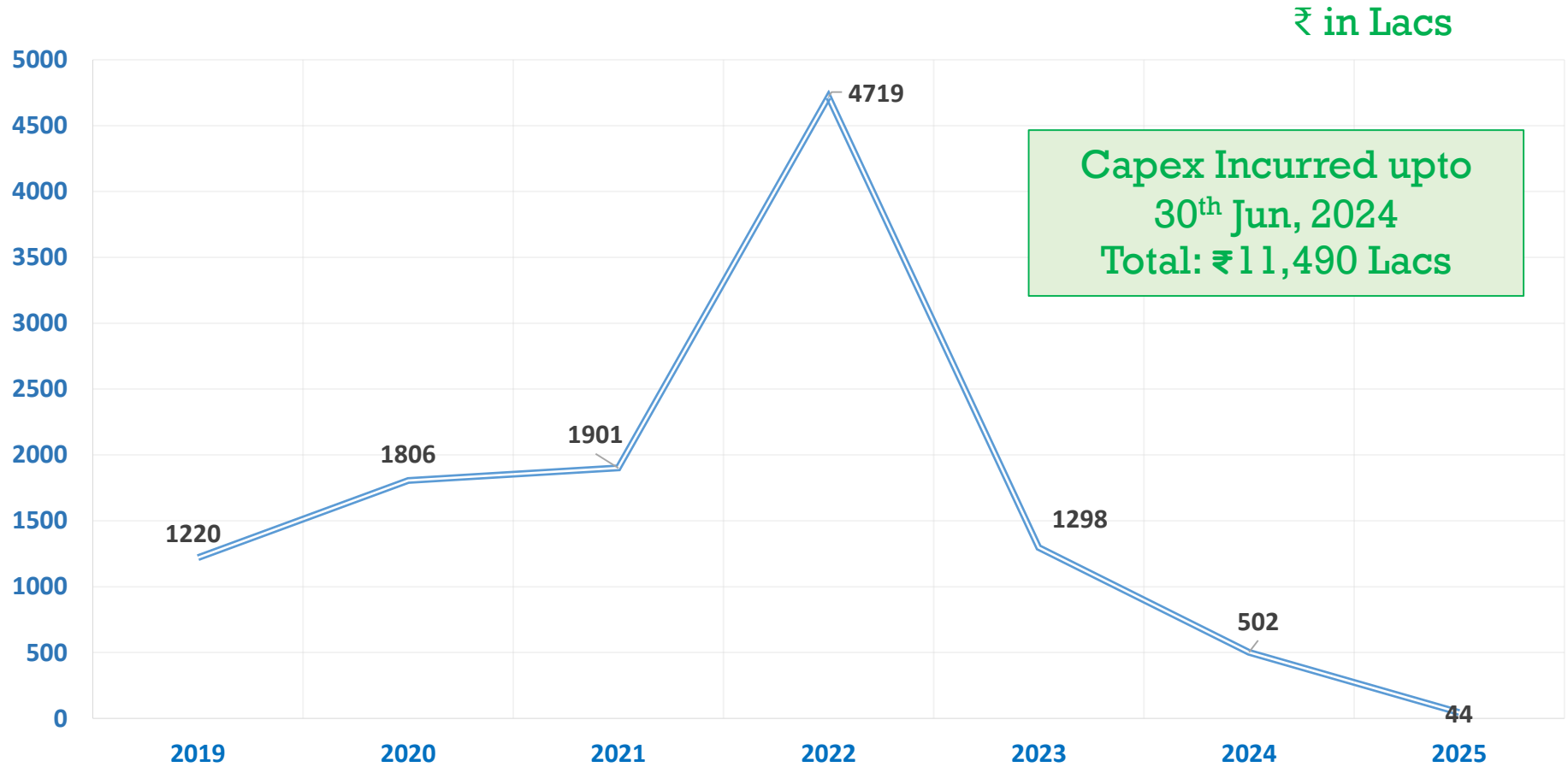


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Capex Incurred in last 6 Years



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Future Vision.....

- ❖ To become 1000+ Crore Company
- ❖ Capacity expansion by commissioning of Dhule plant
- ❖ To strengthen industrial chemical portfolio as a step towards de-risk the company from volatility
- ❖ Digital Transformation by developing B2C online platforms
- ❖ End consumer engagement approach through digital tools
- ❖ To become more environment friendly
- ❖ To diversify into Bio-Fertilizers
- ❖ Community enrichment & welfare of the poor people
- ❖ To launch new non-subsidized fertilizers through strong channel partner base (1800+ noteworthy dealers)
- ❖ To focus on value added fertilizer products & soya division
- ❖ R&D Association with Agriculture Universities to develop customized / value added fertilizers

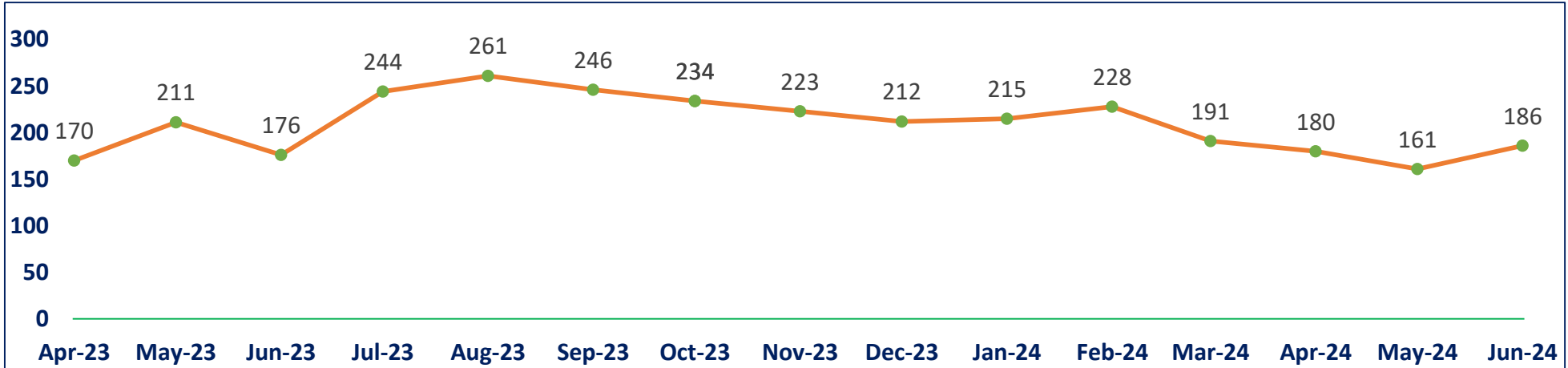


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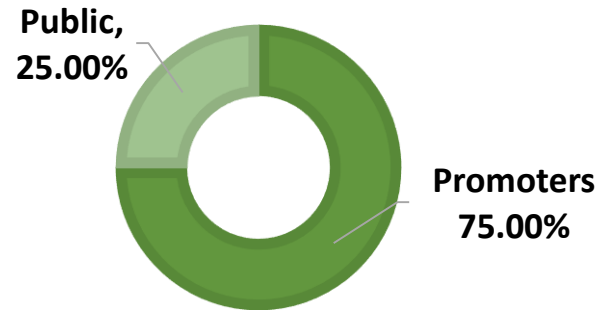
Share Price Movement



MARKET DATA (INR) (As on 30th June, 2024)

FACE VALUE	₹ 10
CMP	₹ 183
52 WEEK H/L	₹270/₹145
MARKET CAP (INR)	₹334 Cr

Share holding Pattern (As on 30th June, 2024)

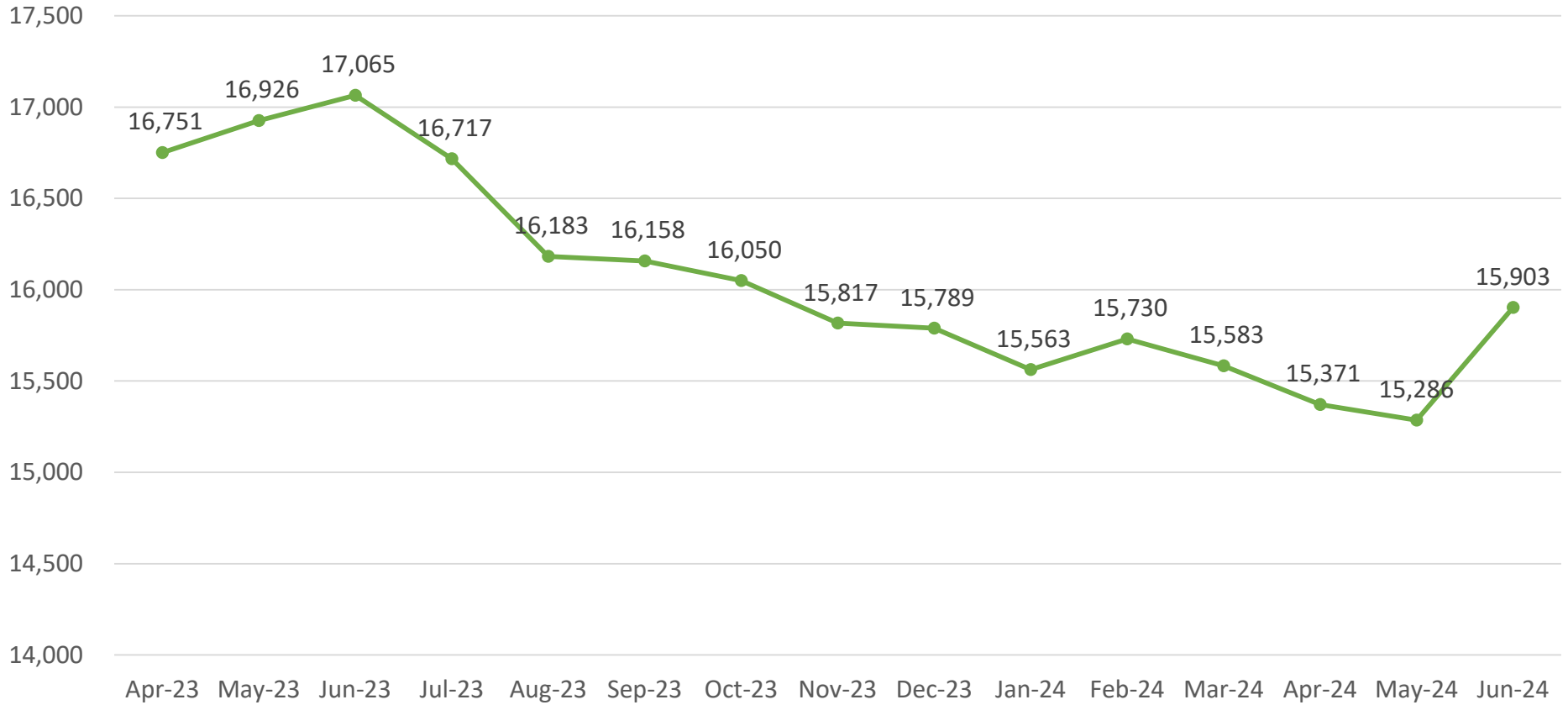


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Rama Phosphates Ltd.

Number of Shareholders



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Rama Phosphates Ltd.

Thank you!



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Mumbai 400 021



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