



CIN: L24110MH1984PLC033917

Rama

Rama Phosphates Ltd.

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 : May 30, 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 and Financial Year Ended March 31, 2024

Dear Sir/Madam,

Enclosing herewith Presentation on Company's Financial Performance for the Quarter and Financial Year Ended March 31, 2024.

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: 2024.05.30
19:51:26 +05'30'

**J K PARAKH
CHIEF FINANCIAL OFFICER**



Rama Phosphates Ltd.

Result Presentation for Q4

Board Meeting 2024





Rama Phosphates Ltd.

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Rama Phosphates Ltd.

Company Overview

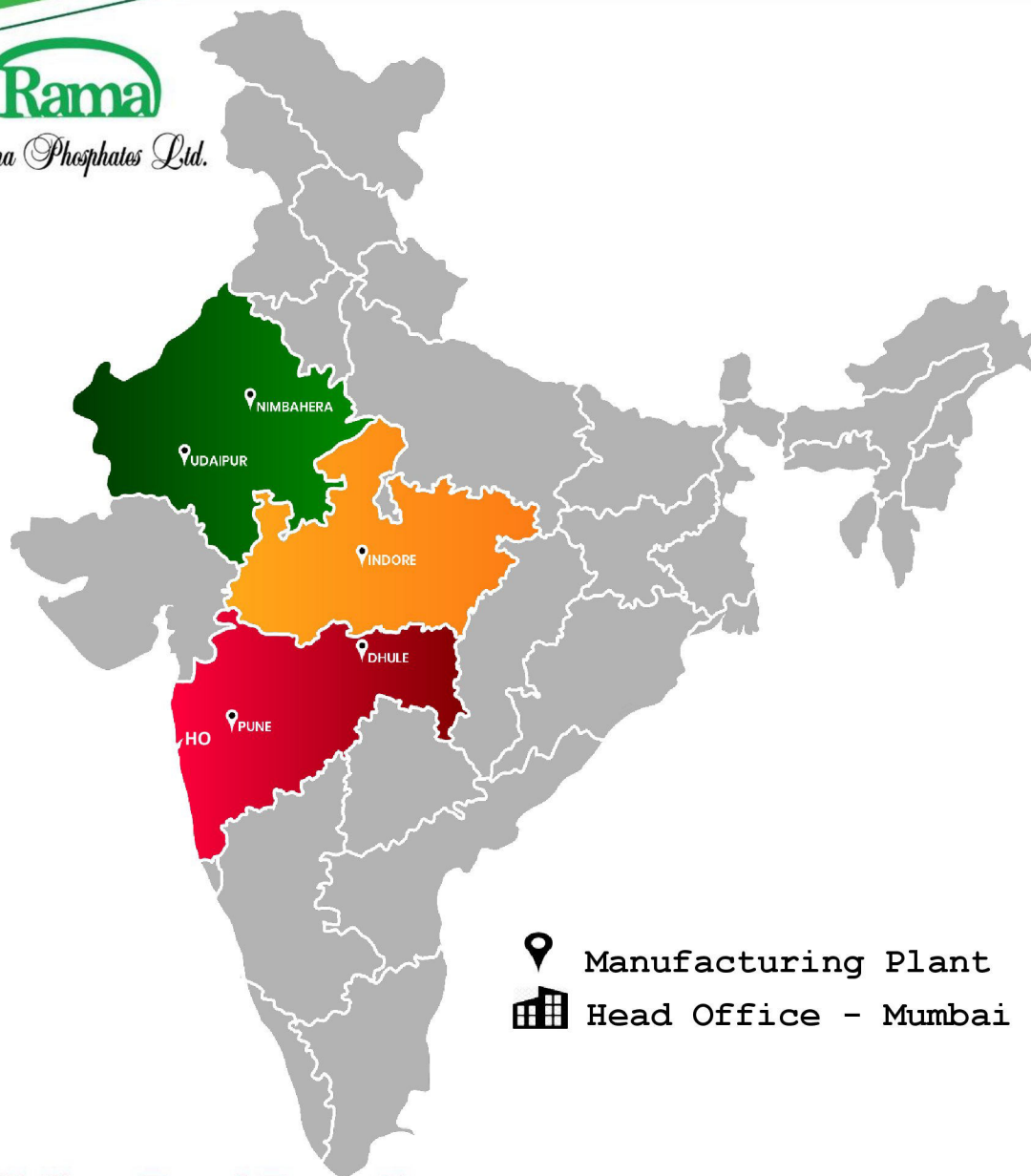
RPL is one of the leading Phosphatic Fertilizer manufacturer in India engaged in manufacturing of Single Super Phosphate (SSP), Sulphuric Acid, Oleum 23% / 65%, Chlorosulphonic Acid, Edible Soya Oil, Soya De Oiled Cake, Lecithin, $MgSO_4$, $ZnSO_4$ (Hepta & Mono Hydrate), Mix Micronutrients, Sulphur 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.

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Rama Phosphates Ltd.



Our Key Strength's

- ❖ STRATEGICALLY LOCATED INTEGRATED PLANTS WITH IN-HOUSE SULPHURIC ACID PLANTS
- ❖ WELL DIVERSIFIED COMPANY HAVING FERTILIZER, SOYA, MICRO NUTRIENTS, CHIMICALS IN ITS PRODUCT PORTFOLIO
- ❖ PAN INDIA PRESENCE
- ❖ STRONG BRAND IMAGE
- ❖ DISTRIBUTION NETWORK OF APPROX. 1800 WHOLESALERS
- ❖ ZERO WASTE COMPANY
- ❖ BRINGING PROSPERITY TO FARMERS SINCE 5 DECADE
- ❖ FAST PACE GROWTH THROUGH EXPANSIONS
- ❖ OWN POWER GENERATION THROUGH TURBINE & SOLAR POWER
- ❖ TECHNOLOGY AND R&D FOCUSED
- ❖ A- RATED COMPANY BY ICRA

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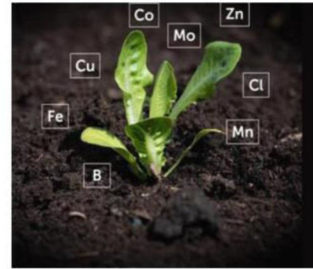
Our Diversified Product Portfolio



FERTILIZERS



CHEMICALS



MICRO-NUTRIENTS



LABSA



SULPHUR



SSA



SOYA DE- OILED
CAKE



SOYA OIL

Rama

Rama Phosphates Ltd.



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



Serving farmers since 50 years

Follow Us On   

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Our Product Basket



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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



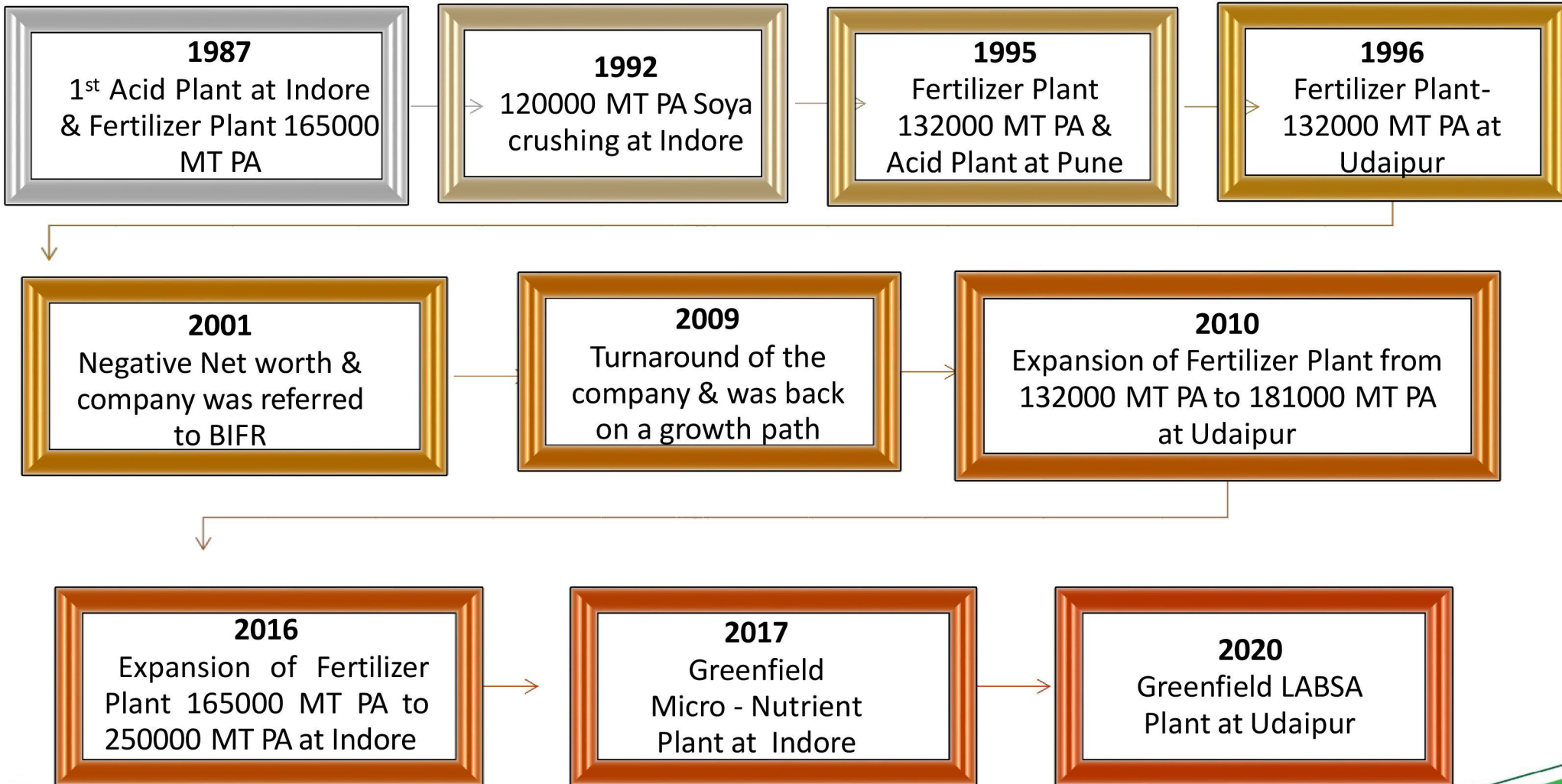
Dynamic QR codes for easy access to our initiatives/ product information/ Social platforms

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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

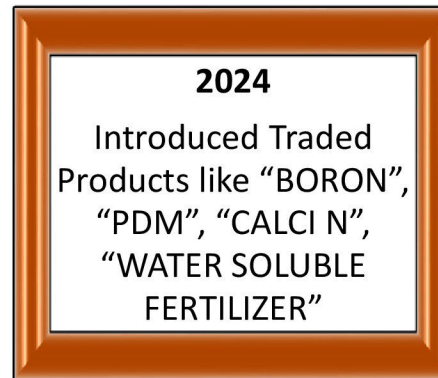
2023

New SSF Plant
at
Udaipur under
commission

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How We Have Turnaround





Rama Phosphates Ltd.

New Product Launched



RAMABORON

CALCI N

RAMAPDM

SAMPURN with + Mg

07 May 2024

09 March 2024

07 March 2024

14 May 2024

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Product Launching Soon...

Mix Micro Nutrients



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Rama Phosphates Ltd.



Rama Phosphates Ltd.

Growth Snapshot

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

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

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

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

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

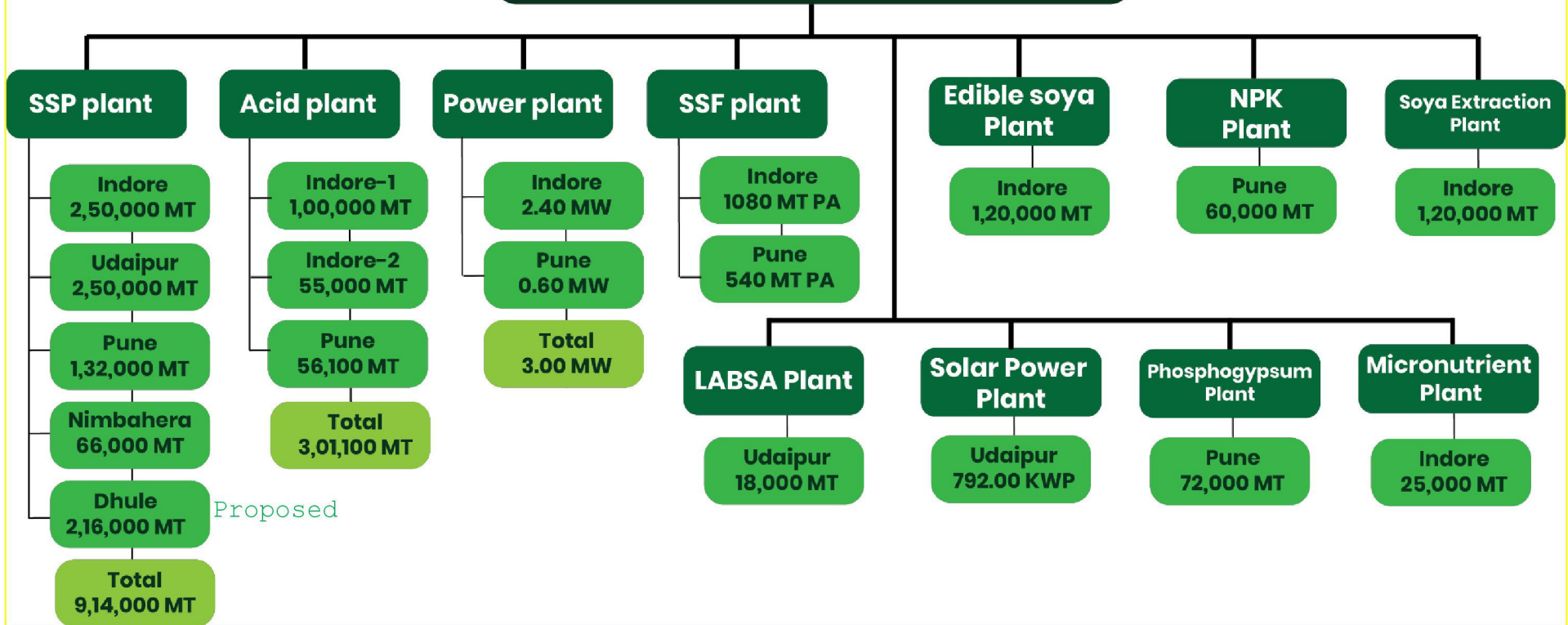
Captive Power Generation

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Rama Phosphates Ltd.

Production Capacity



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Financial Performance



Q4 & 12M ENDED 31ST MAR 24

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**Q4 FY24 RESULT AT A GLANCE**

PARTICULARS	3 MONTHS			12 MONTHS	
	MAR'24	MAR'23	DEC'23	2024	2023
Revenue from operations	18,621.19	24,237.22	11,617.47	60,316.82	87,482.64
Other income	49.83	29.49	5.14	100.91	65.75
TOTAL INCOME	18,671.02	24,266.71	11,622.61	60,417.73	87,548.39
EBIDTA	19.92	827.97	-3,241.48	-2,043.32	7,215.53
Finance Cost	385.41	192.09	289.52	1,281.81	806.87
Depreciation & Amortisation Expens	174.44	226.58	226.24	896.84	988.42
PAT	-232.52	356.02	-2,974.41	-3,106.71	4,093.44
Other Comprehensive Income (OCI)	7,434.92	368.15	-2,973.05	4,558.29	4,077.67

Due to steep decline in Subsidy Rate by Rs.3332/- PMT w.e.f. 1st Oct 2023, profitability of the company has been affected and Company has booked substantial losses during Q3.

During the year ended March 31, 2024, the Company in accordance with its accounting policy of measurement of freehold land at fair value, based on valuation done by external independent valuer using market approach, has recognized a revaluation gain of Rs 9493 Lacs in the financial results.

**QUATERLY FINANCIAL PERFORMANCE**

PARTICULARS	Q4-FY24	Q4-FY23	Y-O-Y	Q4-FY24	Q3-FY24	Q-o-Q
Revenue from operations	18,621	24,237	-5,616	18,621	11,617	7,004
Total Expenses	18,601	23,409	-4,808	18,601	14,859	3,742
EBIDTA	20	828	-808	20	-3,241	3,261
EBIDTA MARGIN %	0.11%	3.42%	(331) Bps	0.11%	-27.90%	2801 Bps
Finance Cost	385	192	193	385	290	96
Depreciation & Amortisation Expenses	175	227	-52	175	226	-51
Other income	50	29	21	50	5	45
PBT	-490	439	-929	-490	-3,752	3,262
Tax	-258	83	-340	-258	-778	520
PAT	-233	356	-589	-233	-2,974	2,742
PAT Margin %	-1.25%	1.47%	(272) Bps	-1.25%	-25.60%	2435 Bps
Other Comprehensive Income (OCI)	7434.92	368.15	7,067	7,435	-2973.05	10,408

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Rama Phosphates Ltd.

₹ in Lacs

ANNUAL FINANCIAL PERFORMANCE

PARTICULARS	FY24	FY23	Y-O-Y
Revenue from operations	60,317	87,483	-27,166
Total Expenses	62,360	80,267	-17,907
EBIDTA	-2,043	7,216	-9,259
EBIDTA MARGIN %	-3.39%	8.25%	(1164) Bps
Finance Cost	1,282	807	475
Depreciation & Amortisation Expenses	897	988	-92
Other income	101	66	35
PBT	-4,121	5,486	-9,607
Tax	-3,107	4,093	-7,200
PAT	-1,014	1,393	-2,407
PAT Margin %	-1.68%	1.59%	(327) Bps
Other Comprehensive Income (OCI)	4558.29	4077.67	481

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BALANCE SHEET

₹ in Lacs

PARTICULARS	2024	2023
ASSETS		
Non-Current Assets		
Property, plant and equipment	16,323.40	7,050.57
Intangible Assets	13.79	22.31
Right of Use Assets	474.43	646.42
Capital Work in progress	2,251.67	1,952.30
Financial Assets:		
i) Investments	19.11	16.92
ii) Other financial assets	945.04	1,101.17
Deferred tax assets (Net)	-	-
Other non-current assets	15.49	20.61
Total Non-Current Assets	20,042.93	10,810.30
Current Assets		
Inventories	21,524.49	17,687.53
Financial Assets:		
i) Trade receivables	7,474.72	6,293.50
ii) Government Subsidies Receivable	6,932.04	12,334.40
iii) Cash and cash equivalents	28.35	50.06
iv) Bank balances other than Cash and cash equivalents	1,020.79	588.32
v) Loans	33.13	31.82
vi) Other financial assets	1,405.70	1,143.37
Other current assets	4,140.69	4,498.03
Total Current Assets	42,559.91	42,627.03
Assets or disposal group as held for sale		
TOTAL - ASSETS	62,602.84	53,437.33

PARTICULARS	2024	2023
EQUITY AND LIABILITIES		
Equity		
Equity share capital	1,767.43	1,767.43
Other equity	33,514.42	29,133.06
Total Equity	35,281.85	30,900.49
Liabilities		
Non-Current Liabilities		
Financial Liabilities		
i) Borrowings	0.14	0.97
ii) Lease Liabilities	345.37	516.53
III) Other Financial Liabilities		
Deferred tax liabilities (Net)	1,058.47	250.96
Provisions	115.46	111.82
Total Non-Current Liabilities	1,519.44	880.28
Current Liabilities		
Financial Liabilities :		
i) Borrowings	14,341.84	11,084.10
ii) Lease Liabilities	171.16	155.92
iii) Trade payables		
- Total outstanding dues to micro, small & medium enterprises	35.93	80.99
- Total outstanding dues of Creditors other than micro enterprises & small enterprises	9,514.58	7,993.65
iv) Other financial liabilities	1,053.08	1,389.11
Other current liabilities	561.05	775.05
Provisions	123.91	119.90
Current tax liabilities (Net)	-	57.84
Total Current Liabilities	25,801.55	21,656.56
Total Liabilities	27,320.99	22,536.84
Liability associated held for sale		
TOTAL - EQUITY AND LIABILITIES	62,602.84	53,437.33

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Ratio Analysis

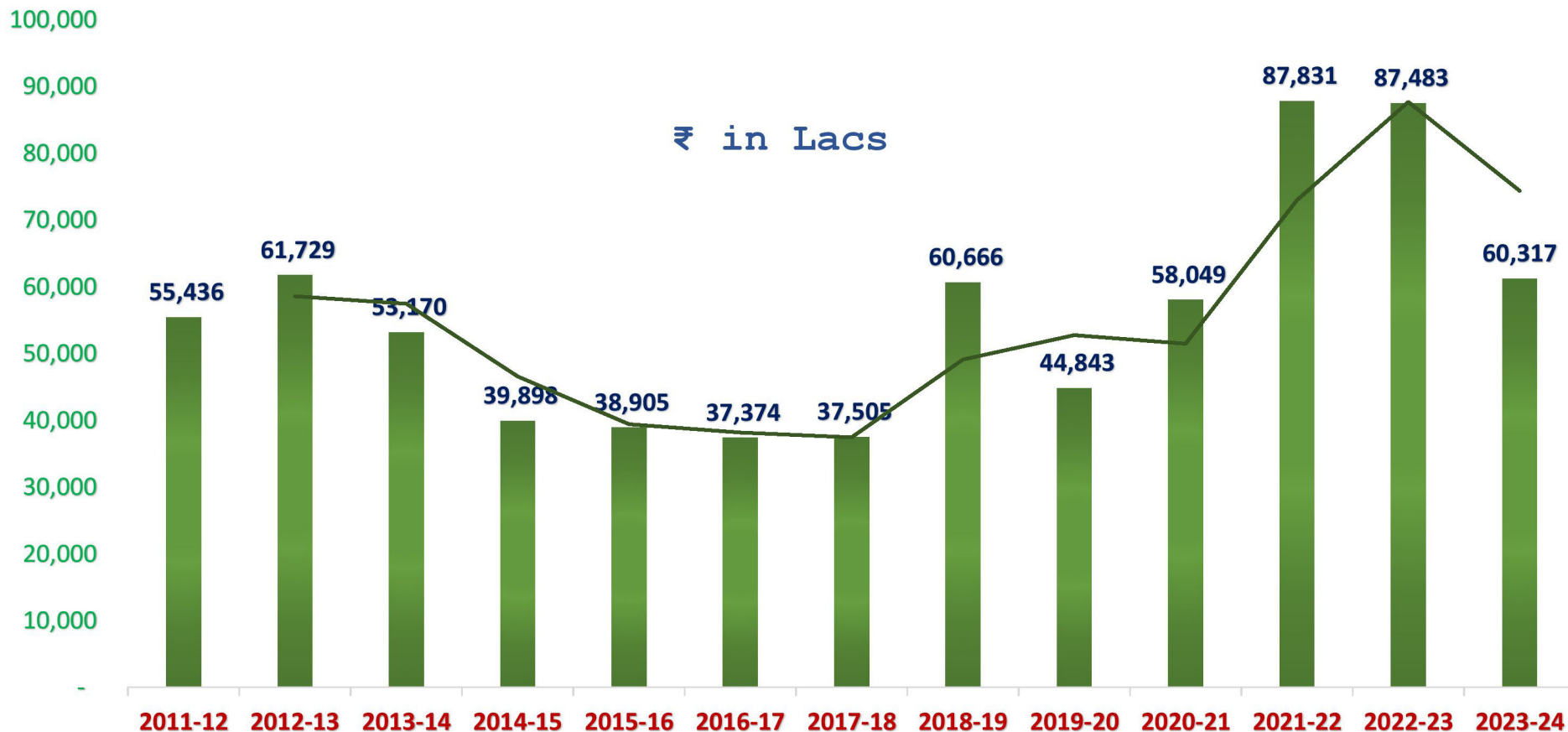
RATIO ANALYSIS	2024	2023	UNIT	% VARIANCE
Current Ratio	1.65	1.97	Times	-16%
Debt-Equity Ratio	0.4	0.36	Times	-11%
Debt Service Coverage Ratio	-0.56	5.26	Times	111%
Return on Equity Ratio	-9.34	14.2	Percentage	-166%
Inventory Turnover Ratio	119	74	Days	61%
Trade Receivable Turnover Ratio	100	62	Days	62%
Trade Payable Turnover Ratio	60	39	Days	-55%
Net Capital Turnover Ratio	3.2	4.61	Times	-31%
Net Profit Ratio	-5.15	4.68	Percentage	-210%
Return on Capital Employed Ratio	-5.6	14.9	Percentage	-138%
Return on Investment Ratio	62.39	-39.9	Percentage	256%

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Turnover Of Last 13 Years

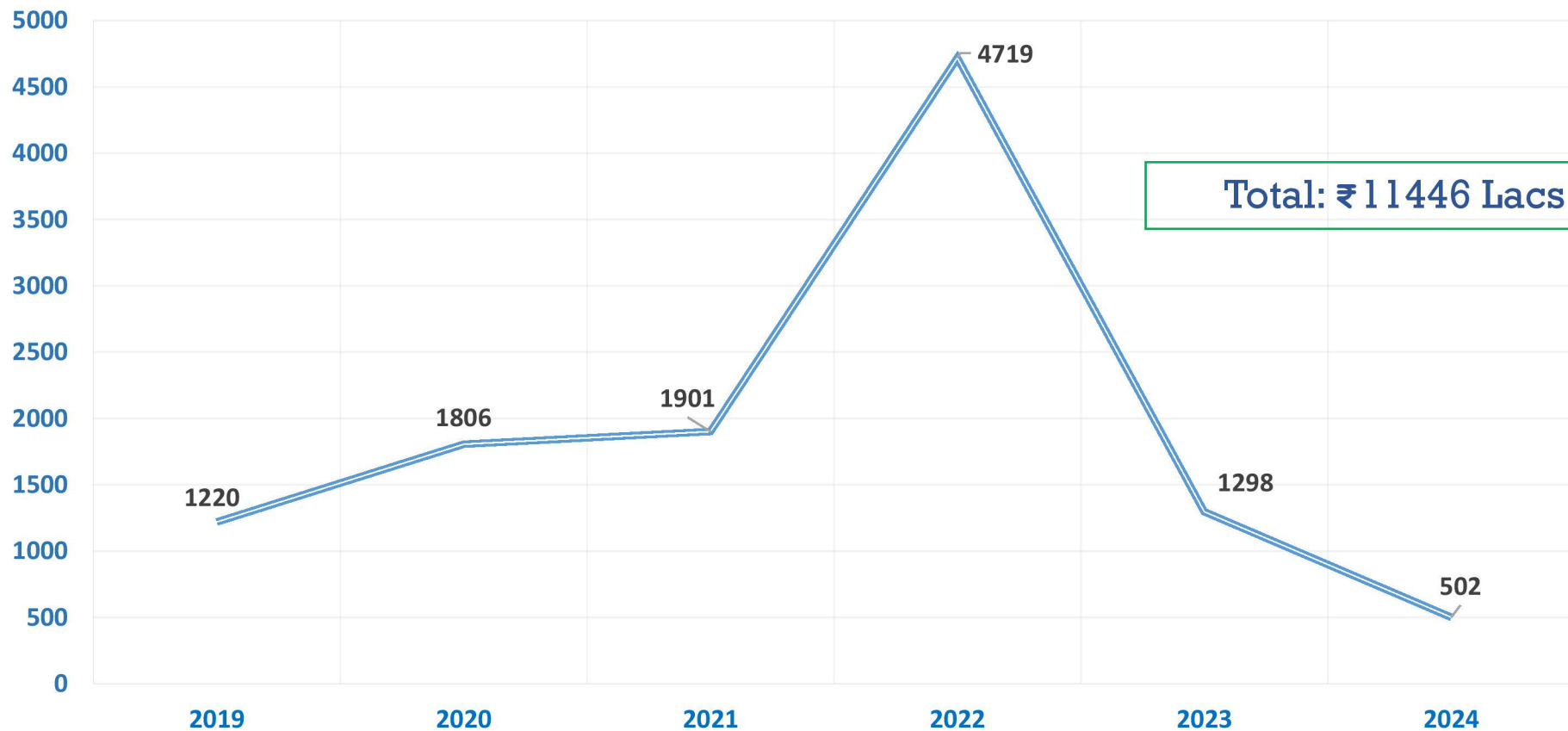


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Capex Incurred in last 6 Years using Internal Accruals



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Highlights

HURL (*Hindustan Urvarak & Rasayan Limited*) has awarded our company to supply 1,00,000 MT++ of SSP Fertilizer.

This supply will significantly enhance agricultural productivity and support farmers in achieving higher yields.

This will also boost our marketing presence in Eastern states where we had negligible presence till date.



Rama Phosphates Ltd.

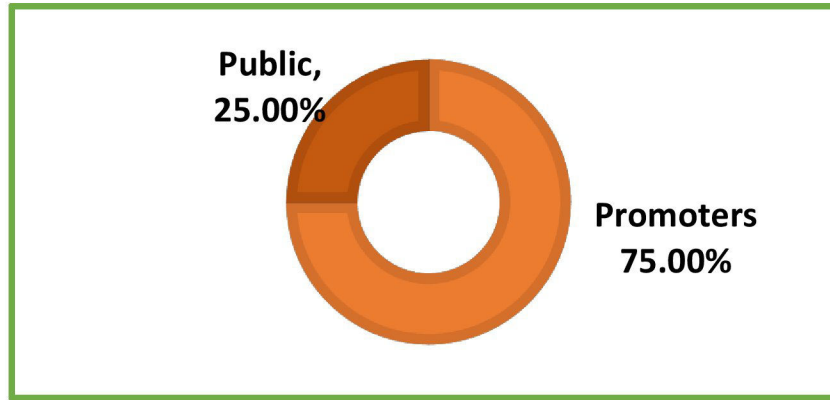
Vision For Future

- ❖ To become 1000+ Crore Company
- ❖ Capacity expansion at proposed 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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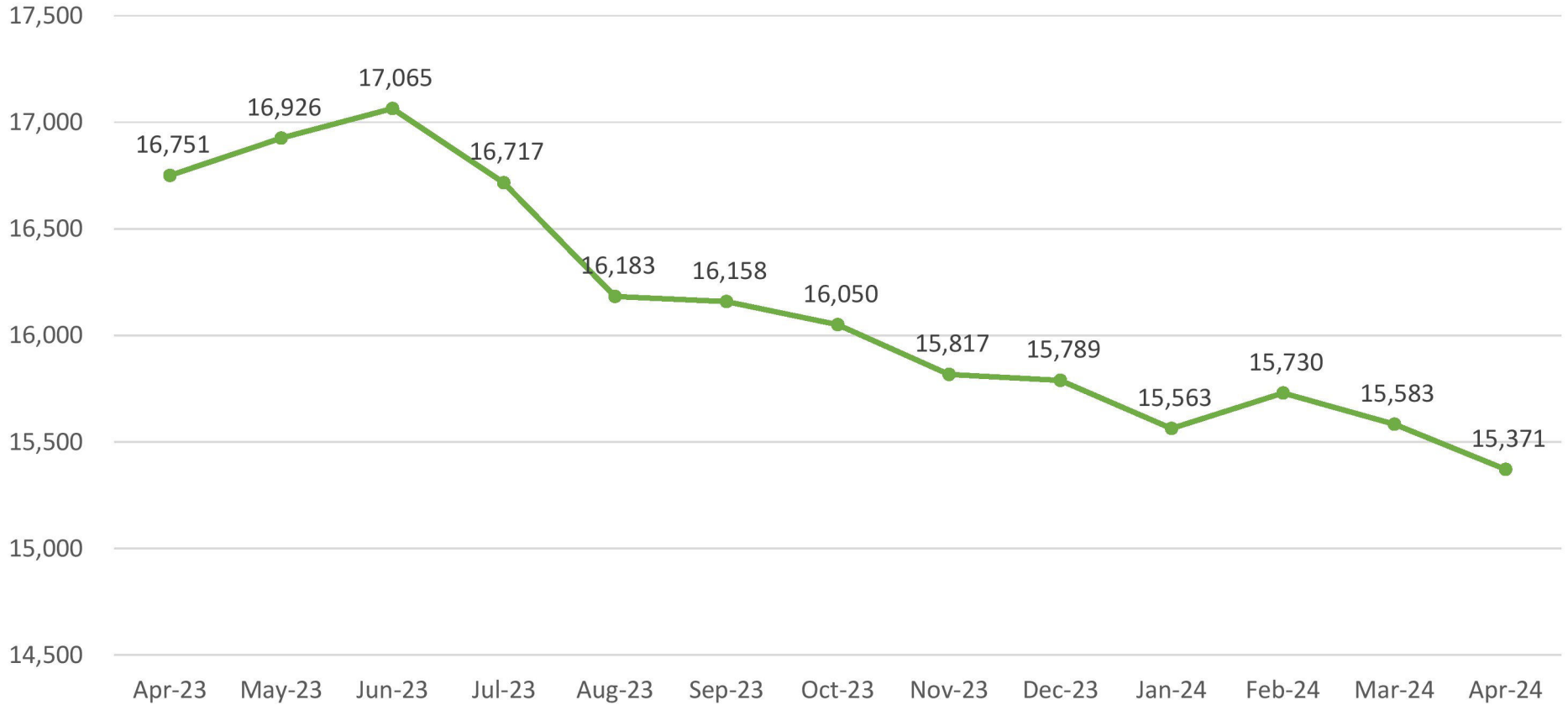
Shareholding Pattern (As On 31ST March,2024)





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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