



29th May, 2024

The Secretary
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort,
Mumbai – 400 001
BSE Code: 500645

Listing Department
National Stock Exchange of India Ltd.
“Exchange Plaza”,
Bandra-Kurla Complex, Bandra (E)
Mumbai – 400 051
NSE Code: DEEPAKFERT

Subject: Earnings Presentation for the quarter and year ended 31st March, 2024

Dear Sir / Madam,

Please find enclosed an earnings presentation of the Company for the quarter and year ended 31st March, 2024.

We request you to kindly disseminate the same.

Thanking you,
Yours faithfully,

**For Deepak Fertilisers
And Petrochemicals Corporation Limited**

**Gaurav Munoli
Company Secretary**

Encl: as above

**EXCEPTIONAL
TODAY**



**EXCITING
TOMORROW**



**DEEPAK FERTILISERS
AND PETROCHEMICALS
CORPORATION LIMITED**

(BSE: 500645; NSE: DEEPAKFERT)

Earnings Presentation Q4 FY2024

Follow us on

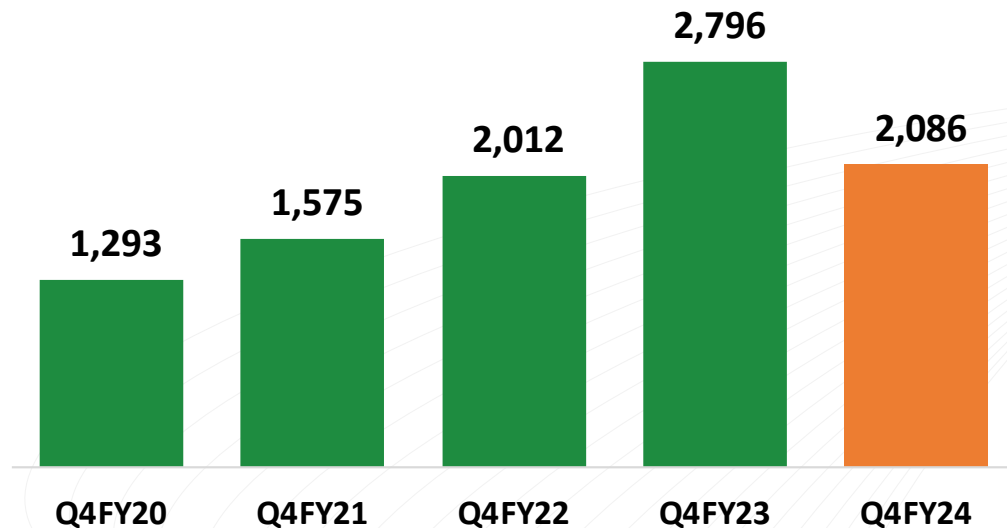


29 May 2024

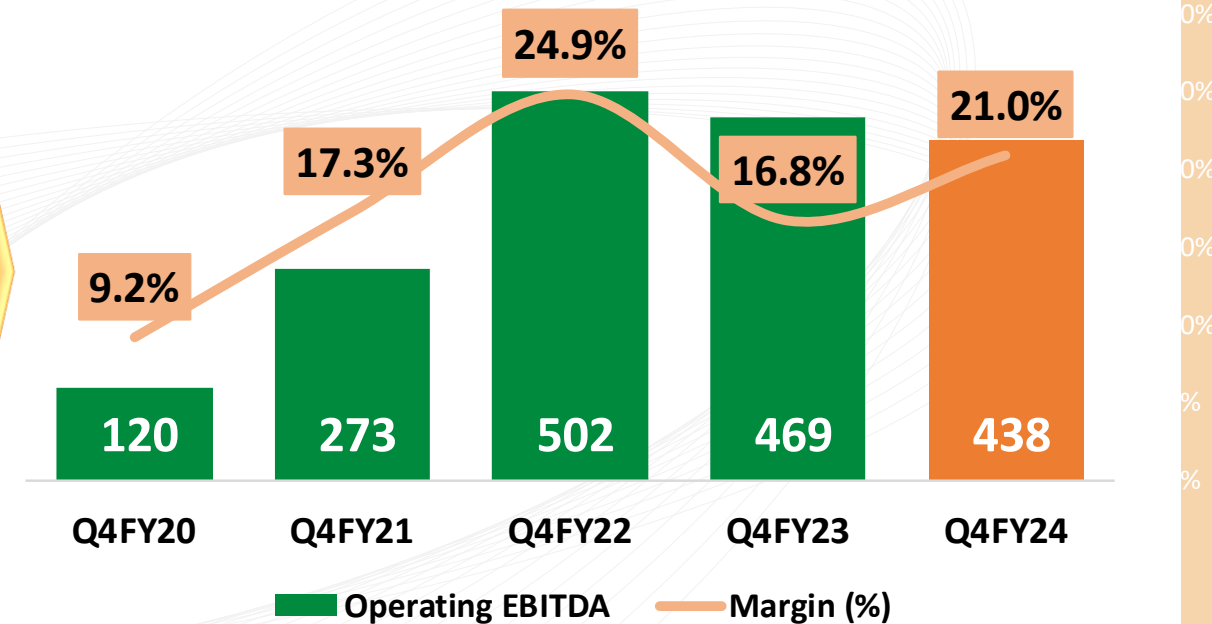
Consolidated Financial Performance: Q4 FY24

Smart Upswing from Q4FY23 to Q4FY24 of 421bps delivering 21% EBITDA margins

Operating Revenues (Rs. Cr)



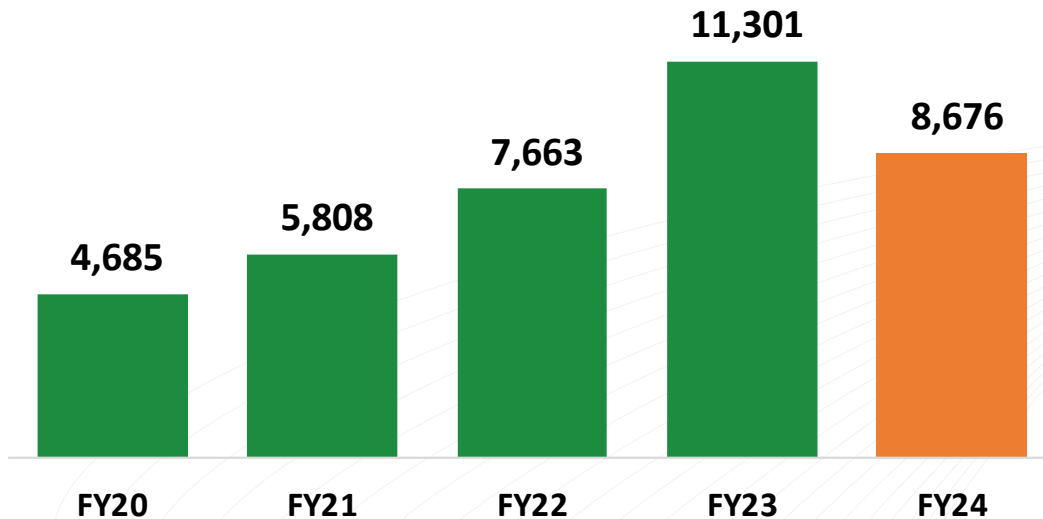
Operating EBITDA (Rs. Cr) and Margins (%)



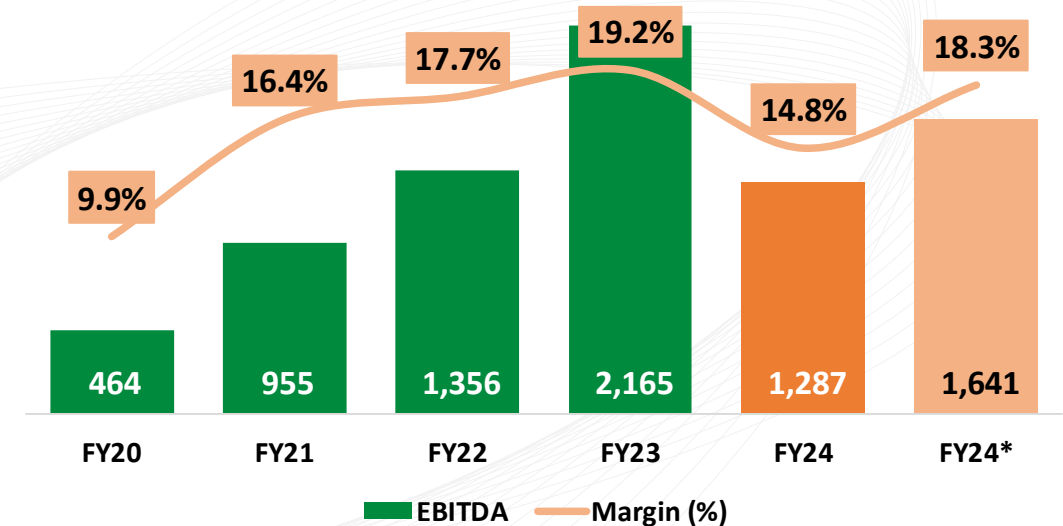
- Over the last 5 quarters of Q4, Revenue and Operating EBITDA continue demonstrating a strong growth trend (except Q4 FY23 which was aberration), this demonstrates resilience amidst sectoral headwinds.
- As the raw materials and the finished products, both came down from the post Covid peaks, while the revenue/top-lines receded, however, the overall margins of the Q4FY24 rose from 16.8% to 21%. The improving trend is also apparent from the Q3FY24 to Q4FY24 margins showing smart upswings of 576bps reaching 21% EBITDA margins versus 15% of Q3FY24.

Consolidated Financial Performance: FY24

Operating Revenues (Rs. Cr)



Operating EBITDA (Rs. Cr) and Margins (%)



- The revenue has consistently showcased a growth trajectory over the past five years, with the exception of FY23, which had a positive anomaly.
- *Operating EBITDA margin is 14.8%. Without one time subsidy impact of Rs. 267 Cr and Rs. 87 Cr on account of ramping up impact of Ammonia plant, the operating EBITDA margin would have been 18.3%.
- **The Board has recommended a dividend of Rs. 8.5/- per equity share of Rs. 10/- each (85%).**

Consolidated Financial Performance

Rs. In Crore

Particulars	Q4 FY 24	Q4 FY 23	Y-o-Y Change	Q3 FY 24	Q-o-Q growth	FY24	FY23	Y-o-Y Change
Operating Revenue	2,086	2,796	(25.4%)	1,853	12.6%	8,676	11,301	(23.2%)
Operating EBITDA	438	469	(6.7%)	282	55.2%	1,287	2,165	(40.6%)
<i>Margins (%)</i>	21.0%	16.8%	421 bps	15.2%	576 bps	14.8%	19.2%	(433 bps)
Finance Cost	112	55	104.0%	106	6.0%	404	195	107.3%
D&A	102	69	47.7%	91	11.8%	334	239	39.5
Net Profit	220	257	(14.7%)	61	262.8%	457	1,221	(62.5%)
<i>Margin (%)</i>	10.5%	9.2%	132 bps	3.3%	726 bps	5.3%	10.8%	(553 bps)

No large Loan Repayments due in next 3 years

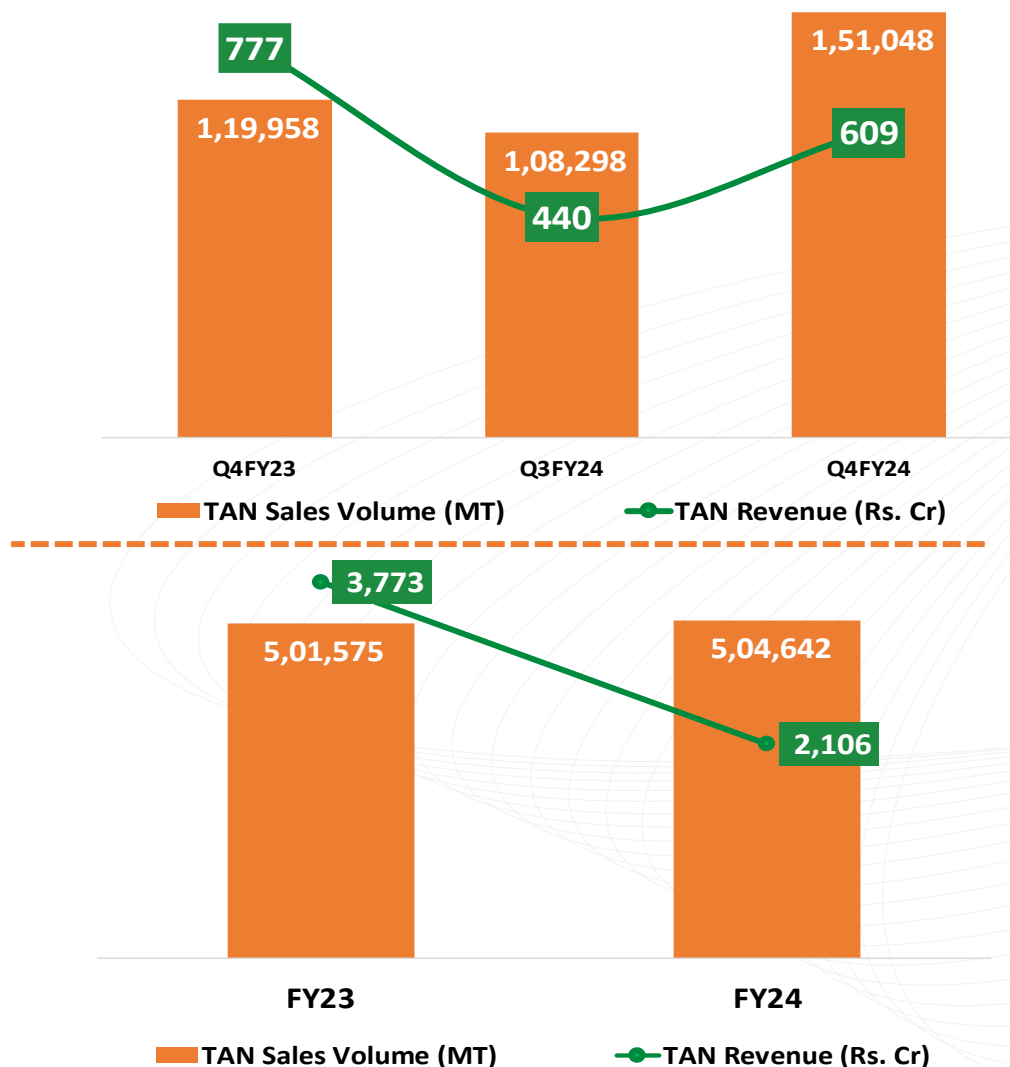
(Rs. CR)	Mar-24	Mar-23
ST Debt	654	267
LT Debt	3,063	3,231
Current Maturities	329	26
Total Debt	4,045	3,613
Cash & Cash Equivalent	226	279
Other Bank Balances	135	219
Investment in MFs	258	597
Net Debt	3,426	2,518

Leverage Ratios	Mar-24	Mar-23	Change
Net Debt/Equity (x)	0.63x	0.48x	0.15
Net Debt/EBIDTA (x)	2.66x	1.16x	1.50

- Increase in Net debt on account of project loans and working capital needs.
- Bridge loan funding for Dahej project has been tied up.
- Listed NCD at PCL: Raised 900 Cr worth listed NCD in PCL.
- Credit rating reaffirmed by [ICRA] AA-(Stable) / [ICRA] A1+
- Credit rating of A1+ for Short term loans conferred by CRISIL.
- **12,62,37,825 shares** currently outstanding

Mining Chemicals Business (Technical Grade Ammonium Nitrate)

Revenue and Manufactured Volume



Highlights

Q4 FY24:

- Technical Grade Ammonium Nitrate (TAN) sales volume surged by an impressive 26% (YoY) and 39% (QoQ), due to improved demand and coupled with low imports.
- AN Melt Sales volume reached an all-time high in Q4 FY24, marking a substantial 18% YoY & 27% QoQ growth.

FY24:

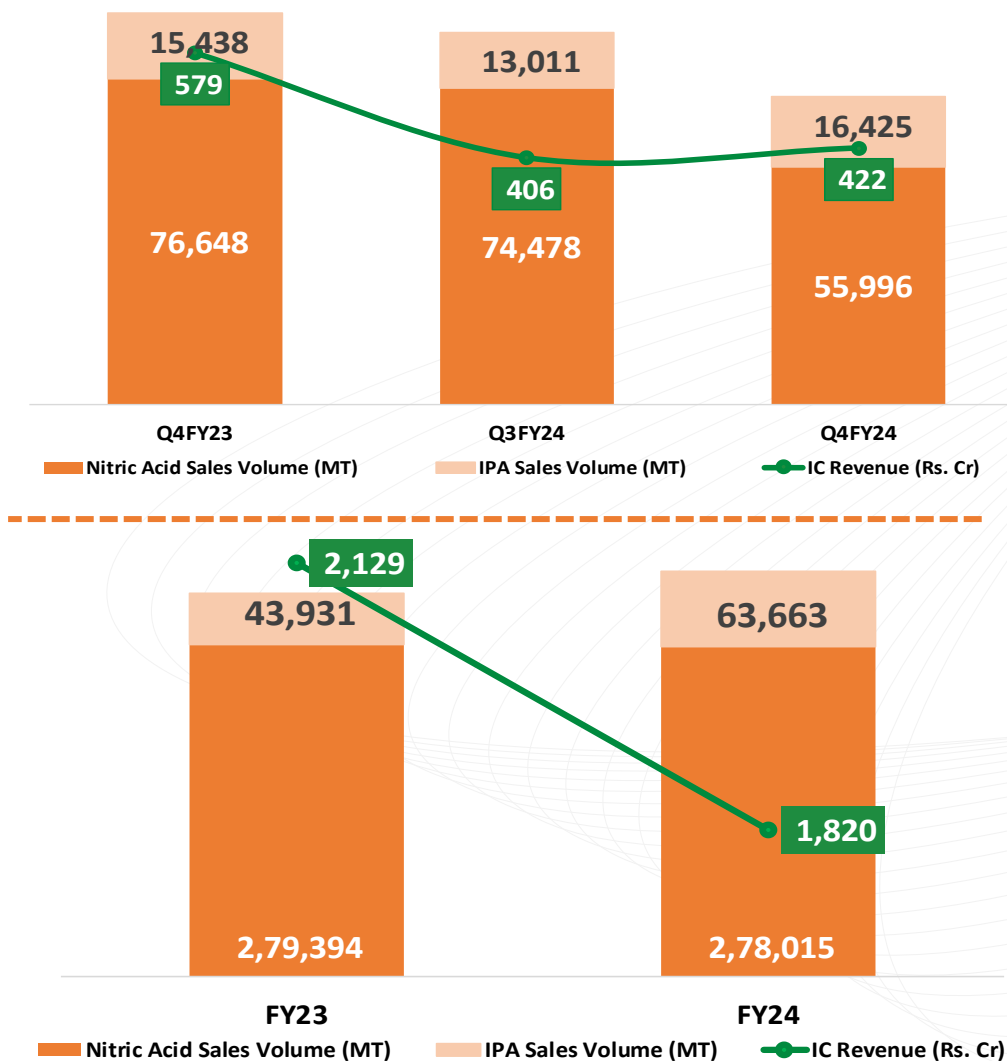
- Despite encountering various challenges, Technical Grade Ammonium Nitrate (TAN) sales volume grew by 1% YoY. which stands as one of the highest sales in the Company's history.

Outlook:

- Post demerger of Technical Grade Ammonium Nitrate business into a separate legal entity, it will establish itself as a fully integrated, unique value chain in India for offering mining solutions
- The demand for mining chemical is expected to have strong growth in FY'25, driven by the robust demand for coal in power production and ongoing government investments in infrastructure projects.

Capacity Utilization: Q4FY24: 101% and FY24: 92%.

Revenue and Manufactured Volume



Highlights

Q4 FY24:

- **Nitric Acid** volumes in Q4 de-grew by 27% YoY and 25% QoQ due to extended plant shutdown at Dahej.
- **IPA:** Continues to perform better in Q4 as the volume grew by 26% QoQ. It has seen both demand strengthening and price improvement

FY24:

- **Nitric Acid** sales volume is similar to previous year despite subdued demand from downstream industries on account of imports from China.
- **IPA:** The demand and EBITDA margins for propylene based IPA improved supported by implementation of 'SGQR'.

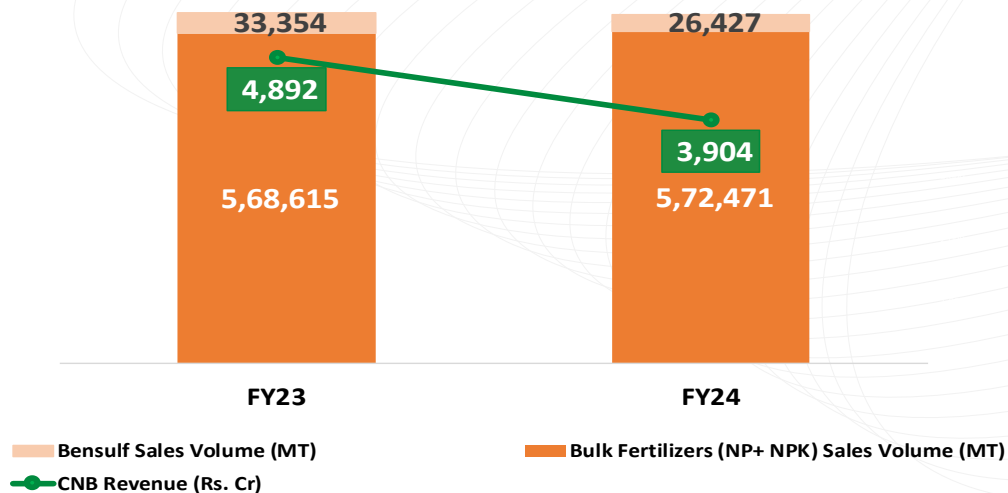
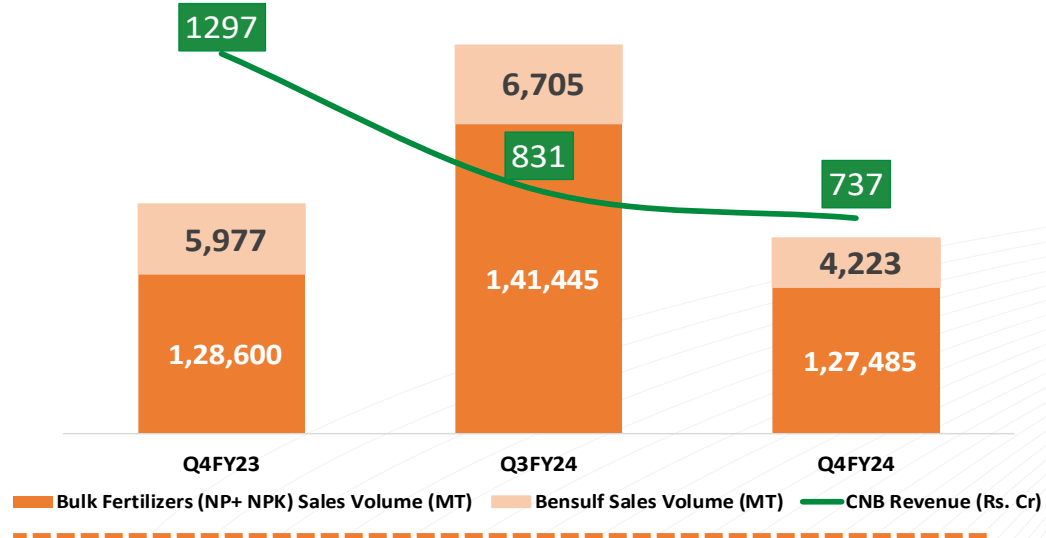
Outlook: Nitric Acid prices are expected to remain stable or improve over few quarter. Propylene based IPA would continue to perform better from demand and price perspective.

Nitric acid Capacity Utilization: Q4FY24: 82% and FY24: 86%.

IPA Capacity Utilization: Q4FY24: 102% and FY24: 87%.

Crop Nutrition Business (Fertilisers)

Revenue & Manufactured Volume



Highlights

Q4 FY24:

- Lower rains lead to lower water level and drought conditions which affected key Rabi crops, despite these headwind, our specialty products Croptek & Smartek sales volume increased by 11% YoY and 10% YoY growth respectively.

FY24:

- Bulk fertilisers sales volume grew by 1% even though seasonal conditions were not favourable during the year.
- Decline in revenue is mainly attributable to one-time subsidy impact of Rs.267 Cr taken during the year.

Outlook:

- The IMD has predicted above-average rainfall for the upcoming monsoon, marking the first occurrence of such a forecast in eight years. Expects favorable outlook for both the Kharif and Rabi seasons
- Received DOF approval for 3rd Croptek grade which will be positioned for Pulse crops. Launched Croptek soyabean aiming kharif soyabean high acreages in the state of Maharashtra and Madhya Pradesh

Bulk Mfg Capacity Utilization: Q4FY24: 58% and FY24: 55%

- **Mahadhan Agritech and Haifa Group Unite to Drive Agricultural Innovation in India:** Entered into commercial agreement with Haifa Group, a renowned multinational corporation specializing in Specialty Crop Nutrient. The MAL-Haifa offerings will support agricultural practices that counter the vicious trend of water scarcity and enhance nutrient uptake and use efficiency in the plants.
- **Ammonia project commissioned** in Aug'23, the plant has achieved 100% design production capacity. During the stabilization period, impact of 87 Cr was taken which resulted in reduced EBITDA.
- **Long Term Gas Tie-up for Ammonia Greenfield Plant with Equinor:** The company signed a 15-year long-term gas supply agreement with Equinor, commencing in May 2026. This move is expected to enhance our profitability through effective natural gas/LNG hedging and in-house ammonia production, ensuring greater stability.
- **ICRA** has reaffirmed DFPCL and MAL 'Long Term' Credit Rating to AA- with Stable outlook and 'Short Term' Credit Rating is also reaffirmed to A1+ (Highest Rating).
- **CRISIL** has recently conferred a 'Short Term' Credit Rating of A1+ to DFPCL and MAL (Highest rating).
- **Corporate Restructuring:** Composite scheme of arrangement has been approved by National Company Law Tribunal (NCLT) on January 17, 2024 and final order copy is still awaited.
- **DFPCL ESG Profile:** DFPCL promotes transparency and sustainability with online ESG profile. DFPCL ESG profile is one stop solution for all ESG queries with consolidated searchable data at one place; mapped to international ESG frameworks.

Gopalpur TAN Project

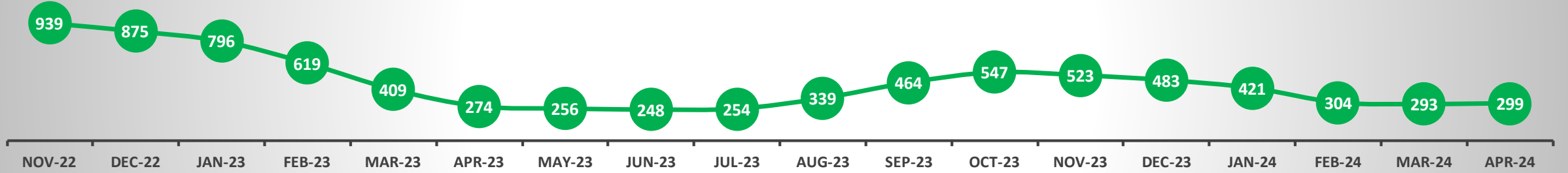
- The Company is working on a Greenfield project in Gopalpur, Odisha for producing TAN, with a capacity of 376 KTPA at a project cost of Rs. 2,200 Cr
- Upon completion, it will increase its overall installed capacity to ~1.0 MMTPA, meeting ~60% of India's demand for AN, moving forward towards its mission of Atmanirbhar Bharat
- The project is strategically located close to major mining hubs to be able to cater to their demand, while its proximity to Gopalpur port provides favourable export opportunities

Dahej Project

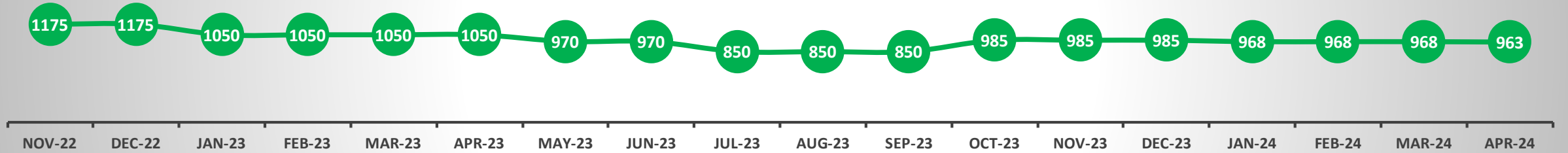
- Strategic expansion of WNA (300 KTPA) and CNA (150 KTPA) at a project cost of Rs. 1,950 Cr
- Leveraging 40 years of credible experience in Nitric Acid, DFPCCL will become 'Asia's Largest Manufacturer' of Nitric Acid post expansion
- State-of-the-art technology from leading global technology provider, combined with low emission green technologies for the first time in India
- Approximately 65% of additional CNA capacity is already tied-up under a 20-year contract

Raw Material Price Movement in Last 18 Months

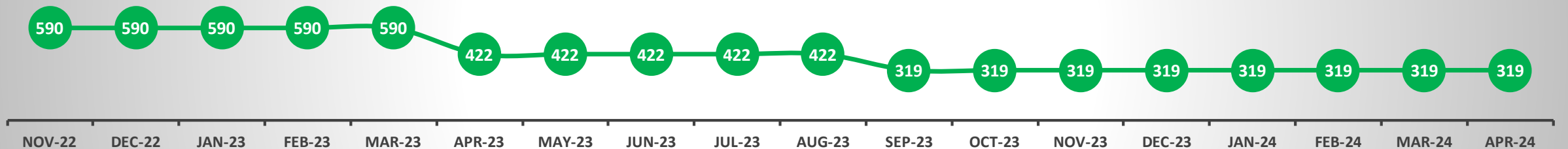
Ammonia Bulk FOB - ME (\$/MT)



Phosphoric Acid Bulk CFR (\$/MT)

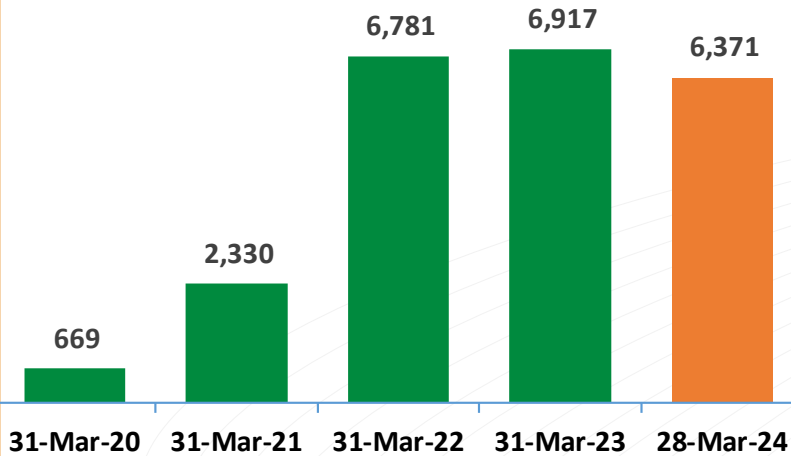


Potash Bulk CFR India (\$/MT)



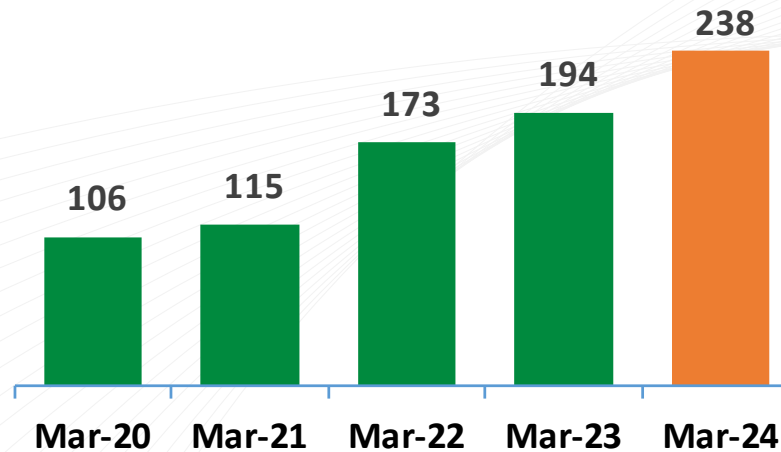
Capital Market: Building on trust by delivering on expectations

Market Cap (Rs. Crores)

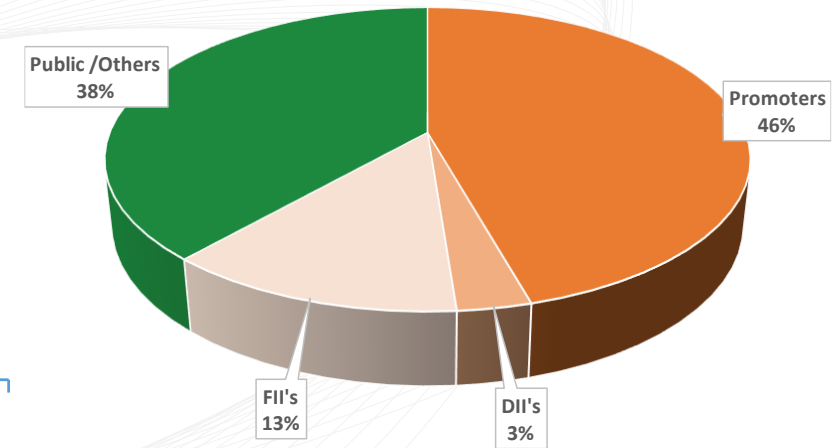


Mar'24 is as of 28th Mar 2024

Total No. of Shareholders



Shareholding Pattern (March 24)



- **Promoters Pledge:** There is no encumbrance of any kind on Promoter's holding as on 31st March, 2024.
- **Key Institutional Investors** include International Finance Corporation, Axis Mutual Fund, BNP Paribas Financials, Habrok Capital, Life Insurance Corporation, Aequitas, Government Pension Fund, New India Assurance, Vanguard, Abu Dhabi Investment Authority and others.

Corporate Social Responsibility for inclusive community welfare



380 Wadi participants completed all aftercare activities, including basin preparation, flowering data and fruiting data collection



Doorstep health services were provided to 8,568 patients through a mobile clinic serving villages in and around Taloja MIDC



FMD Vaccination and Heat Induction medicine to 335+ cattle and 95+ cattle respectively



Pathology diagnostic services were provided to 145 patients through the Ishanya Pathology Sample Collection Centre in Devichapada



Sports kits were donated to Shri Bhairavdev High School Ritghar, Waje High School, and Annasaheb Adivashi Anudanit High School, Wakdi



Digital classes have been installed in seven Raigad ZP schools, comprising 33 digital classrooms, benefiting a total of 1,304 students

Recent Awards and Recognition



Ishanya Foundation of DFPCIL, received the **“Societal Impact Award”** at India's Moment Conclave by Y4D Foundation



Won the **“Procurement Excellence Award 2024”** and **“Procurement Digital Transformation Award”**



Won the **“Operational Excellence in Logistics”** award at the prestigious BW (Business World) Supply Chain Competitiveness Awards 2023



Received 15th ELSC Leadership Award for the Category – **“Best-In-Class Supply Chain Innovation”**



Received **“Act of Compassion Award”** in the category of 'Excellence in Empowerment through Economic Development'



Earned the SCM Chem India 2023 award for **“Top Ten Chemical Supply Chain Company”** 2023 by ISCM

Safe Harbour: This presentation contains statements that contain “forward looking statements” including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating Deepak Fertilisers and Petrochemicals Corporation limited’s (DFPCL) future business developments and economic performance. While these forward looking statements are neither predictions nor guarantees of future events, circumstances or performance and are inherently subject to known and unknown risks and uncertainties, are based on management belief as well as assumptions made by and information currently available to management and only indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations. These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance. DFPCL undertakes no obligation to publicly revise any forward looking statements to reflect future / likely events or circumstances.



**DEEPAK FERTILISERS
AND PETROCHEMICALS
CORPORATION LIMITED**

(BSE: 500645; NSE: DEEPAKFERT)



**INDUSTRIAL/PHARMA
CHEMICALS**



**MINING
CHEMICALS**



**CROP
NUTRITION**

**DEEPAK FERTILISERS AND PETROCHEMICALS
CORPORATION LIMITED**

Reg. Off and Corp. Off: Sai Hira, Survey No. 93,
Mundhwa, Pune - 411 036
CIN: L24121MH1979PLC021360
www.dfpcl.com

Investor Relations Contact

Pallavi Bhalla
Head – Investor Relations
pallavi.bhalla@dfpcl.com
+91 20 6645 8733

Deepak Rastogi
President and CFO
deepak.rastogi@dfpcl.com
+91 20 6645 8733