



Rama Phosphates Ltd.

CIN: L24110MH1984PLC033917

MFG of SSP Fertilizer, Sulphuric Acid, Oleum 23% / 65%, Chlorosulfonic 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 : November 13, 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 September 30, 2024

Dear Sir/Madam,

Enclosing herewith Presentation on Company's Financial Performance for the Quarter and Half Year Ended September 30, 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: 2024.11.13
18:15:26 +05'30'

J K PARAKH
CHIEF FINANCIAL OFFICER

RAMA PHOSPHATES LIMITED



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INVESTOR PRESENTATION
Q2FY25 & H1 FY25



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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.

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.

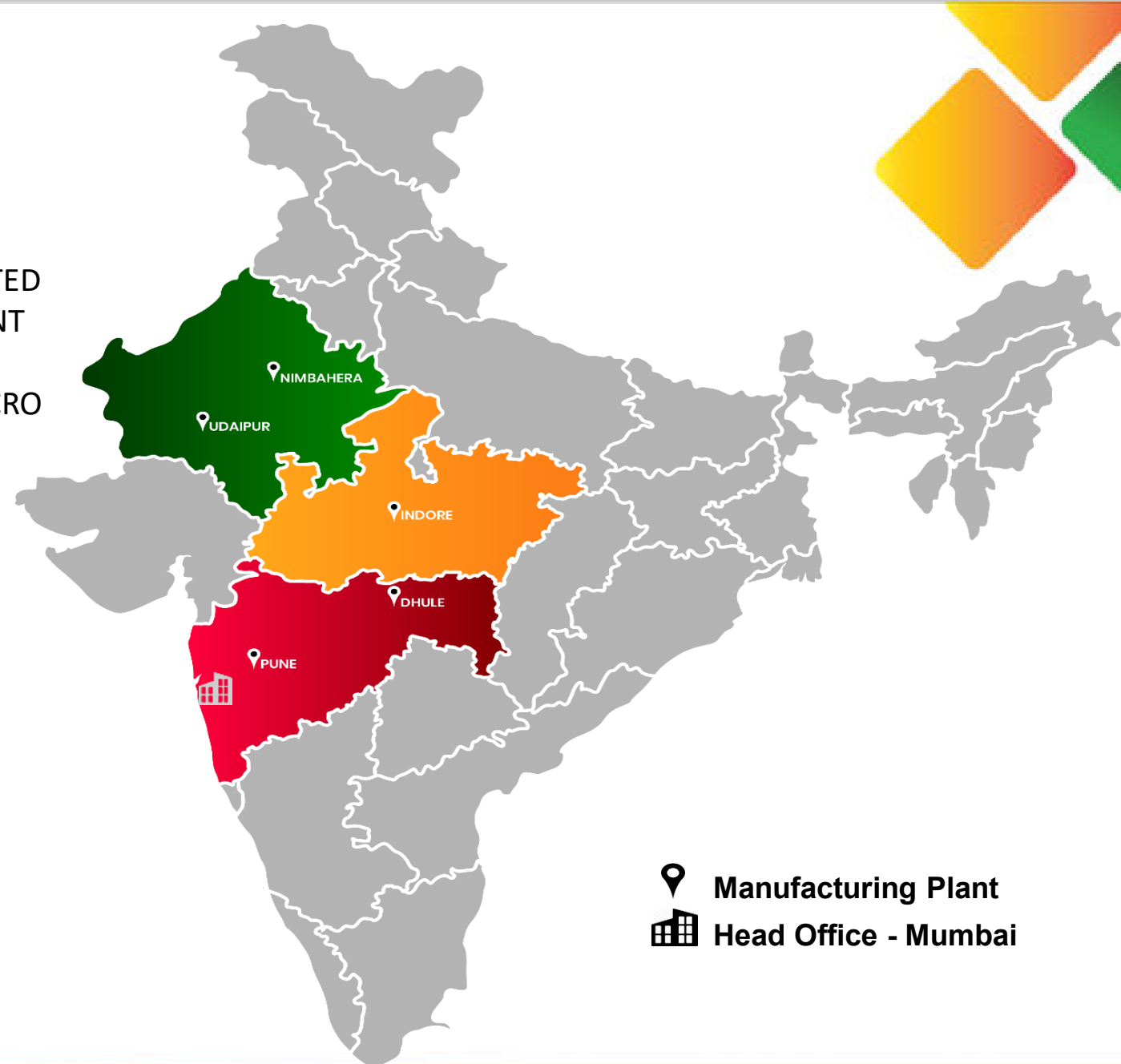




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Our Key Strength

- ❖ STRATEGICALLY LOCATED BACKWARD & FORWARD INTEGRATED PLANTS WITH IN-HOUSE SULPHURIC ACID & MICRO NUTRIENT PLANTS
- ❖ WELL DIVERSIFIED COMPANY HAVING FERTILIZER, SOYA, MICRO NUTRIENTS, COMMODITY CHEMICALS AND SPECIALITY CHEMICALS NAMELY SSF, IN ITS PRODUCT PORTFOLIO
- ❖ OWN POWER GENERATION THROUGH TURBINE & SOLAR POWER
- ❖ NABL Accredited Quality Control Laboratory in all Units
- ❖ 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



Our Diversified Product Portfolio



SSP
FERTILIZER



MICRO-NUTRIENTS



COMMODITY
CHEMICALS – SUL ACID



SPECIALITY
CHEMICALS - S S F



LABSA



SULPHUR DP



SOYA DE- OILED
CAKE



SOYA OIL



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We recently launched our prestigious product (Complex Fertilizer),
an alternative to DAP

UREA SSP





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Traded Fertilizers



Rama

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Product To Hit Market Soon



Rama

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



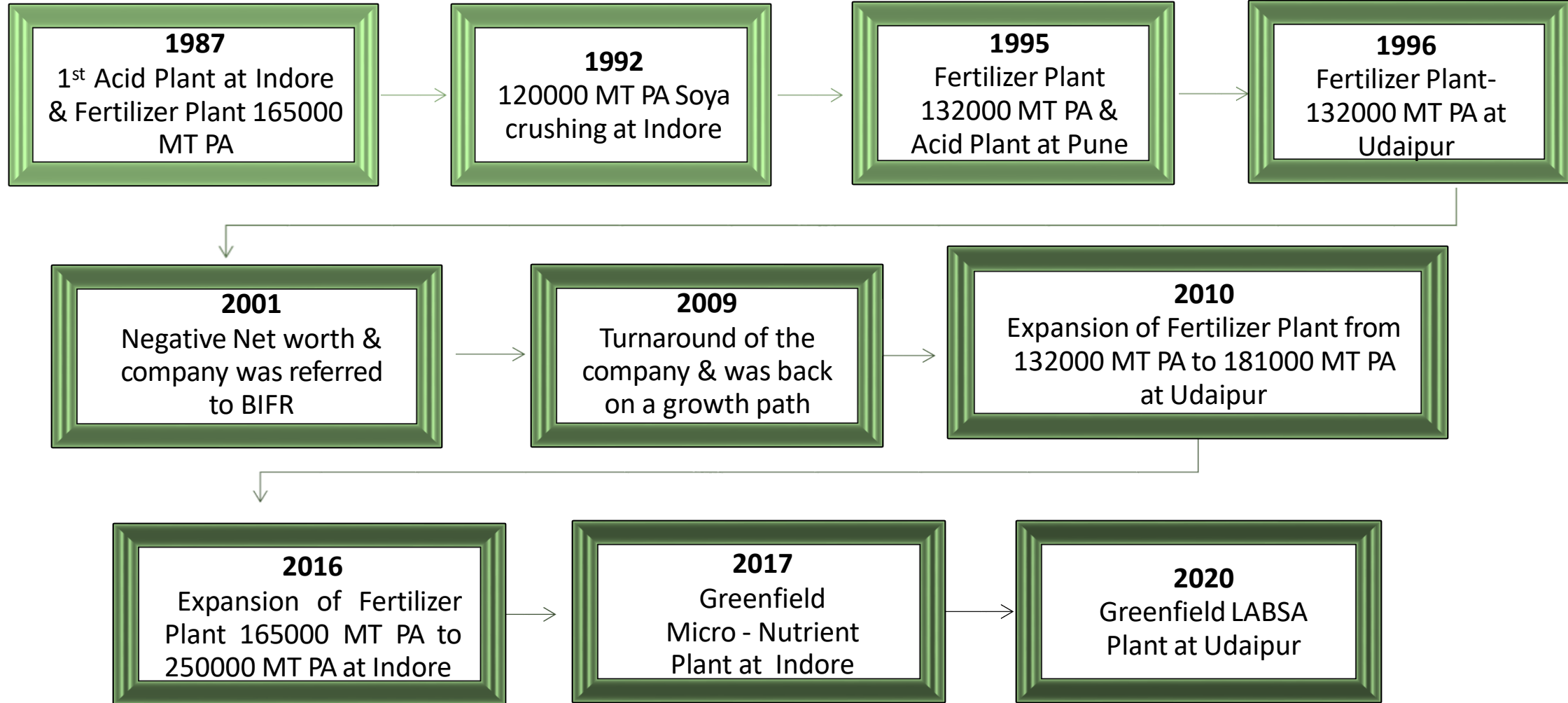
Serving farmers since 50 years

Follow Us On   



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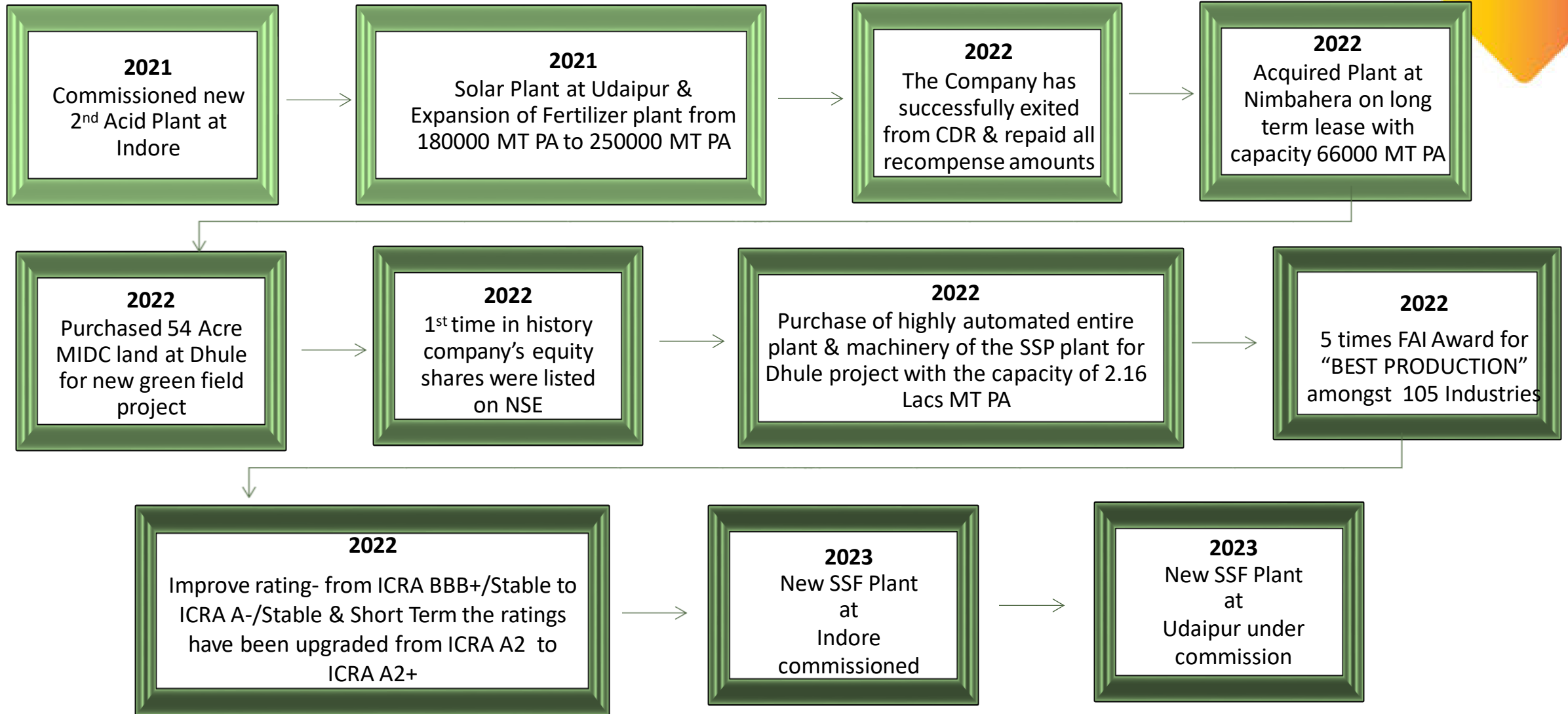
How We Have Turnaround





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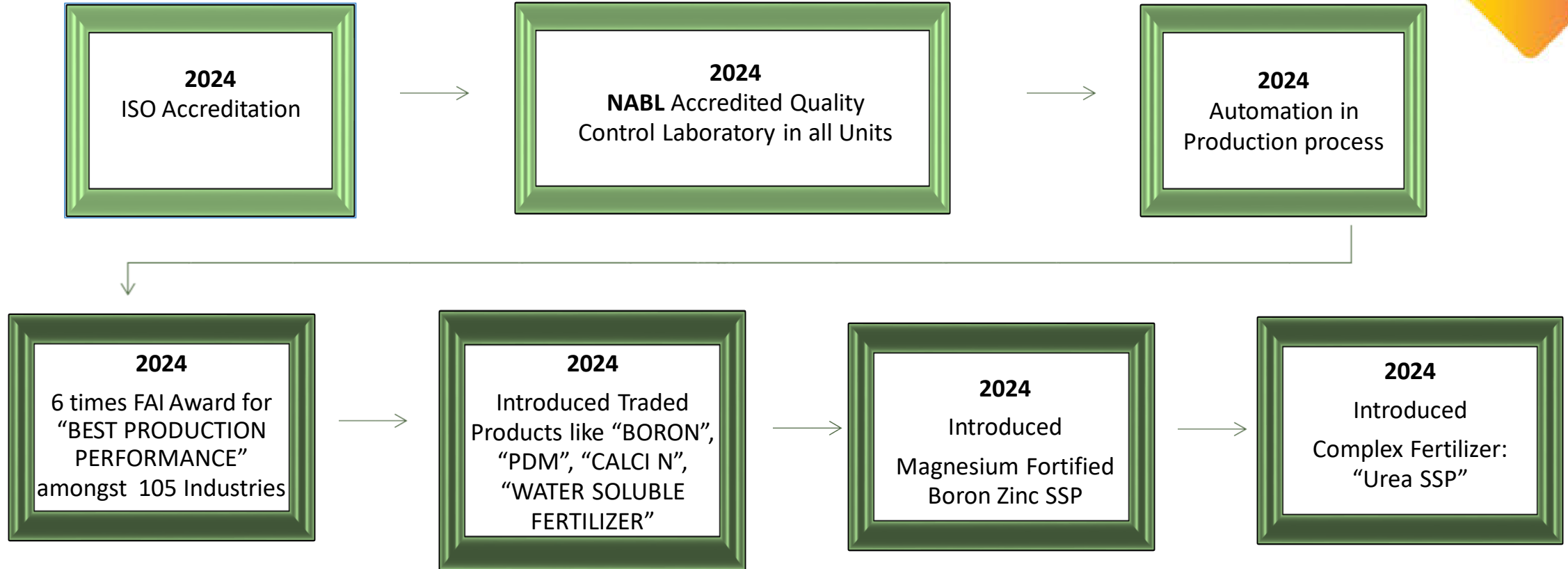
How We Have Turnaround





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How We Have Turnaround





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11+ States distribution network & 15000 Channel Partner

The lowest traded price of RPL equity share was ₹ 0.55, while highest traded file was ₹ 517

Farmer's 1st choice – Prestigious 'Sampurn' product

6,98,000 + MT installed capacity of fertilizers

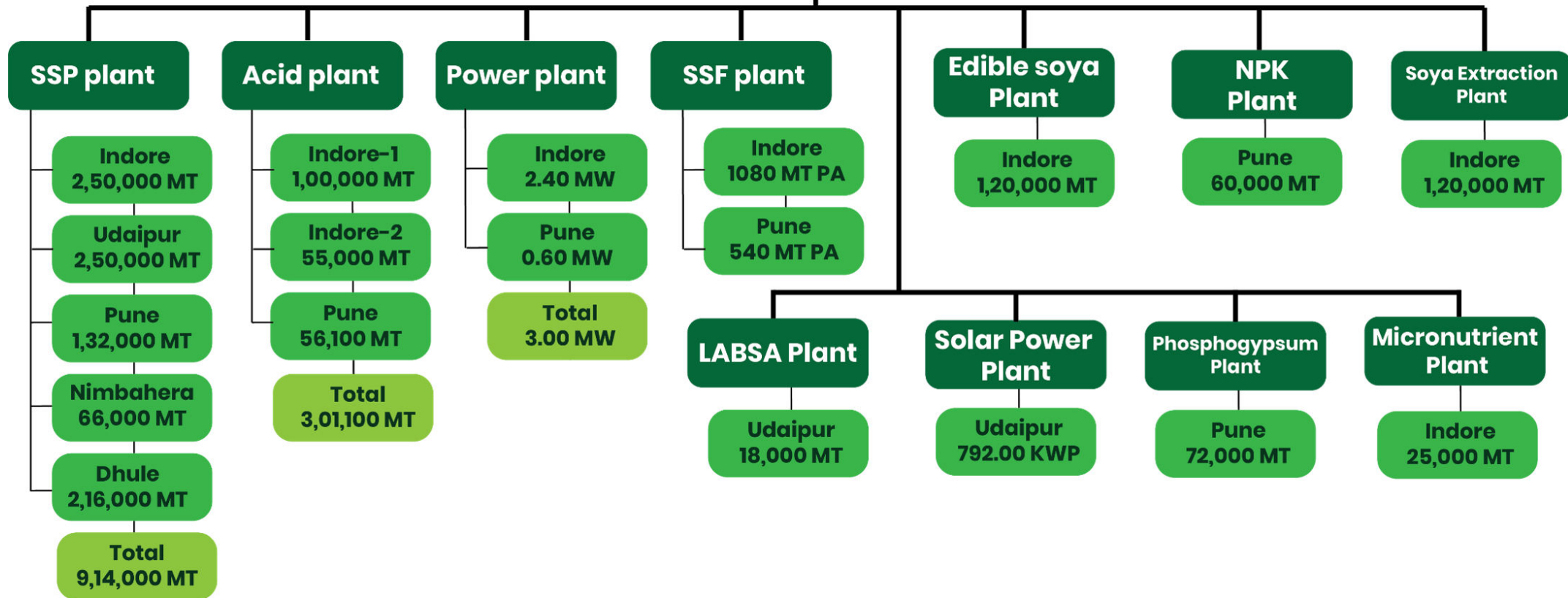
2,10,000+ MT installed capacity of Acid

Captive Power Generation





Production Capacity



Financial Performance



**Q2 FY25
&
H1 FY25**

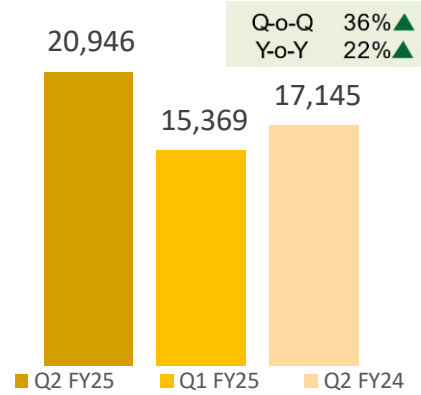


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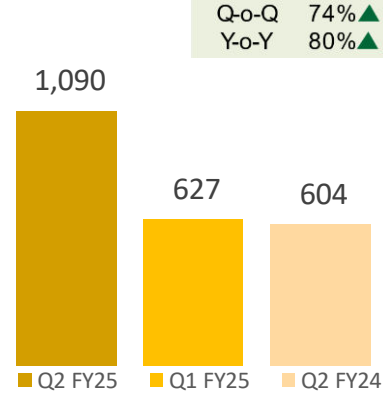
Q2 & H1 FY25 HIGHLIGHTS

₹ in Lacs

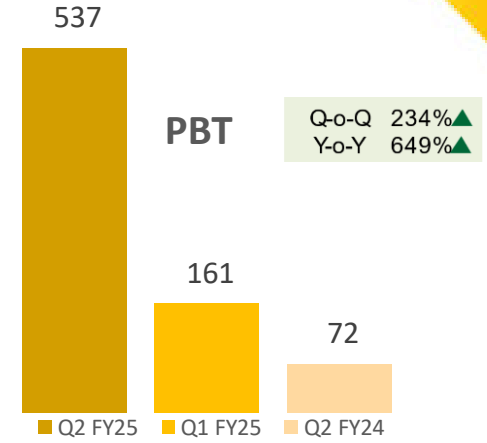
REVENUE



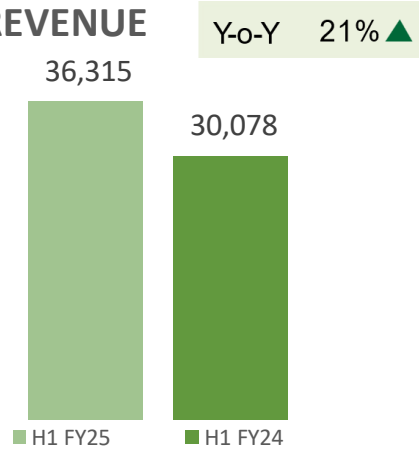
EBITDA



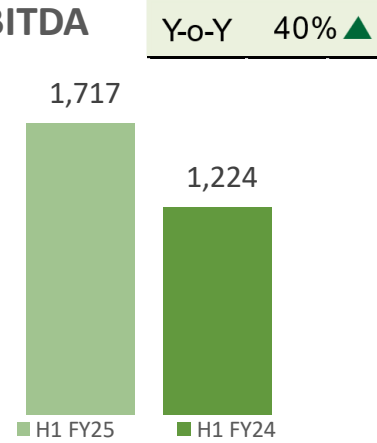
PBT



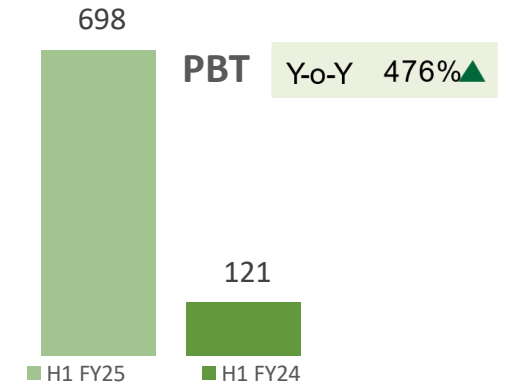
REVENUE



EBITDA



PBT





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Financial Performance

₹ In Lacs

PARTICULARS	QUARTERLY			HALF YEARLY	
	Q2 FY 25	Q1 FY25	Q2 FY24	Q2 FY 25	Q2 FY24
Revenue from Operations	20,946	15,369	17,145	36,315	30,078
Other Income	35	15	31	51	46
Total Income	20,981	15,385	17,176	36,366	30,124
EBITDA	1,090	627	604	1,717	1,224
Depreciation & Amortisation Expenses	205	202	247	407	496
Finance Cost	348	264	286	612	607
PBT	537	161	72	698	121



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Financial Performance

₹ In Lacs

PARTICULARS	QUARTERLY			HALF YEARLY	
	Q2 FY 25	Q1 FY25	Q4 FY24	Q2 FY 25	Q2 FY24
Revenue from operations	20,946	15,369	17,145	36,315	30,078
Other income	35	15	31	51	46
TOTAL INCOME	20,981	15,385	17,176	36,366	30,124
Cost of Materials Consumed	10,905	11,348	10,296	22,254	22,857
Purchase of Stock in Trade	98	254	36	352	85
Changes in Inventories of Finished goods, work-in-progress and stock-in-trade	4,119	-142	3,005	3,977	-371
MATERIALS CONSUMED, PURCHASE & CHANGE IN INVENTORIES/ REVENUE FROM OPERATIONS	72.20%	74.56%	77.79%	73.20%	75.04%
Employees Benefit Expenses	875	762	813	1,637	1,655
Selling & Distribution Expenses	2,078	1,257	998	3,335	1,898
Other Expenses	1,815	1,279	1,424	3,094	2,776
EBIDTA	1,090	627	604	1,717	1,224
GROSS PROFIT	5.20%	4.07%	3.52%	4.72%	4.06%
Finance Cost	348	264	286	612	607
Depreciation & Amortisation Expenses	205	202	247	407	496
PBT	537	161	72	698	121



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BALANCE SHEET

₹ In Lacs

PARTICULARS	As on 30th Sep'24	As on 31th Mar'24
ASSETS		
Non-Current Assets		
Property, plant and equipment	16,058.78	16,323.40
Intangible Assets	12.12	13.79
Right of Use Assets	385.56	474.43
Capital Work in progress	2,425.14	2,251.67
Financial Assets:		
i) Investments	27.97	19.11
ii) Other financial assets	769.28	945.04
Other non-current assets	6.12	15.49
Total Non-Current Assets	19,684.97	20,042.93
Current Assets		
Inventories	18,418.08	21,524.49
Financial Assets:		
i) Trade receivables	8,968.85	7,474.72
ii) Government Subsidies Receivable	9,262.74	6,932.04
iii) Cash and cash equivalents	20.49	28.35
iv) Bank balances other than Cash and cash equivalents	1,008.56	1,020.79
v) Loans	26.53	33.13
vi) Other financial assets	1,393.82	1,405.70
Other current assets	3,519.36	4,140.69
Total Current Assets	42,618.43	42,559.91
Assets or disposal group as held for sale		
TOTAL - ASSETS	62,303.40	62,602.84

PARTICULARS	As on 30th Sep'24	As on 31th Mar'24
EQUITY AND LIABILITIES		
Equity		
Equity share capital	1,767.43	1,767.43
Other equity	34,507.51	33,514.42
Total Equity	36,274.94	35,281.85
Liabilities		
Non-Current Liabilities		
Financial Liabilities		
i) Borrowings	-	0.14
ii) Lease Liabilities	263.64	345.37
Deferred tax liabilities (Net)	729.54	1,058.47
Provisions	115.19	115.46
Total Non-Current Liabilities	1,108.37	1,519.44
Current Liabilities		
Financial Liabilities :		
i) Borrowings	11,370.42	14,341.84
ii) Lease Liabilities	165.16	171.16
iii) Trade payables		
- Total outstanding dues to micro, small & medium enterprises	178.38	35.93
- Total outstanding dues of Creditors other than micro enterprises & small enterprises	10,018.53	9,514.58
iv) Other financial liabilities	2,325.16	1,053.08
Other current liabilities	722.88	561.05
Provisions	139.55	123.91
Total Current Liabilities	24,920.09	25,801.55
Total Liabilities	26,028.46	27,321.00
Liability associated held for sale		
TOTAL - EQUITY AND LIABILITIES	62,303.40	62,602.84



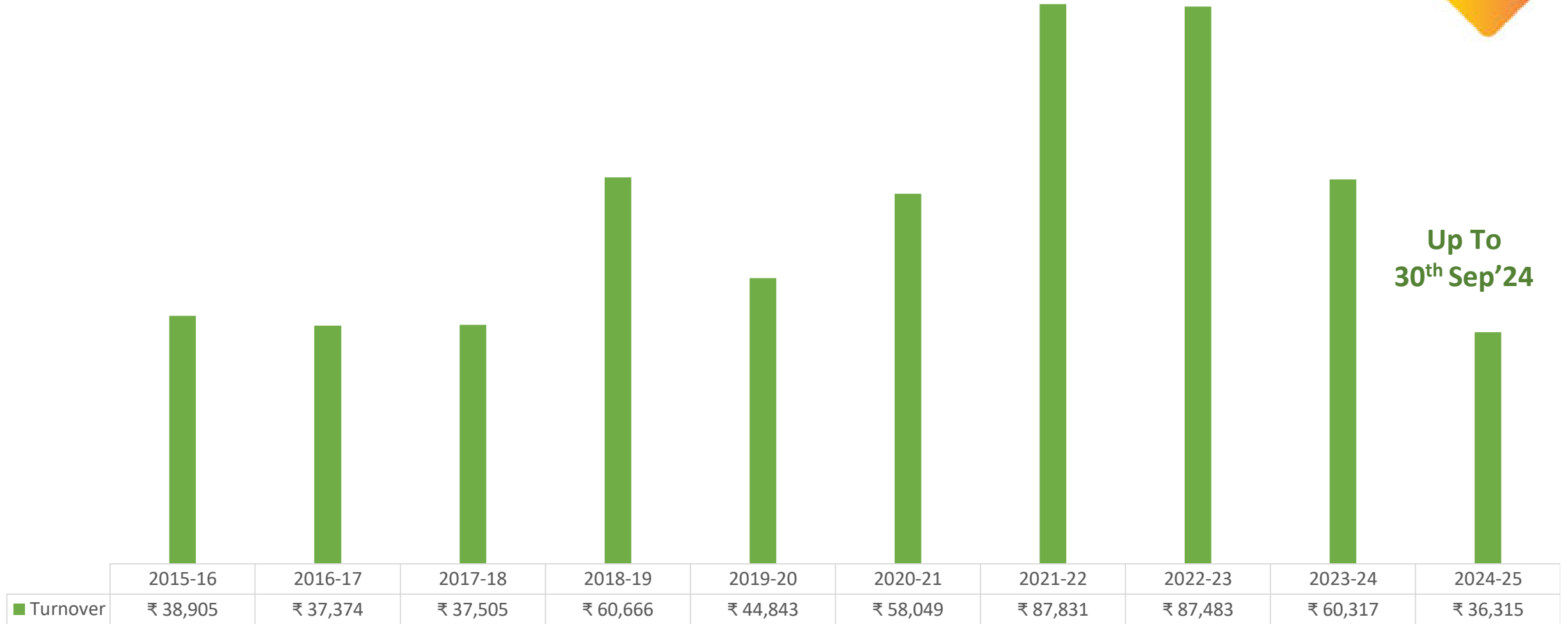
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Turnover of Past 10 years

₹ In Lacs



Up To
30th Sep'24

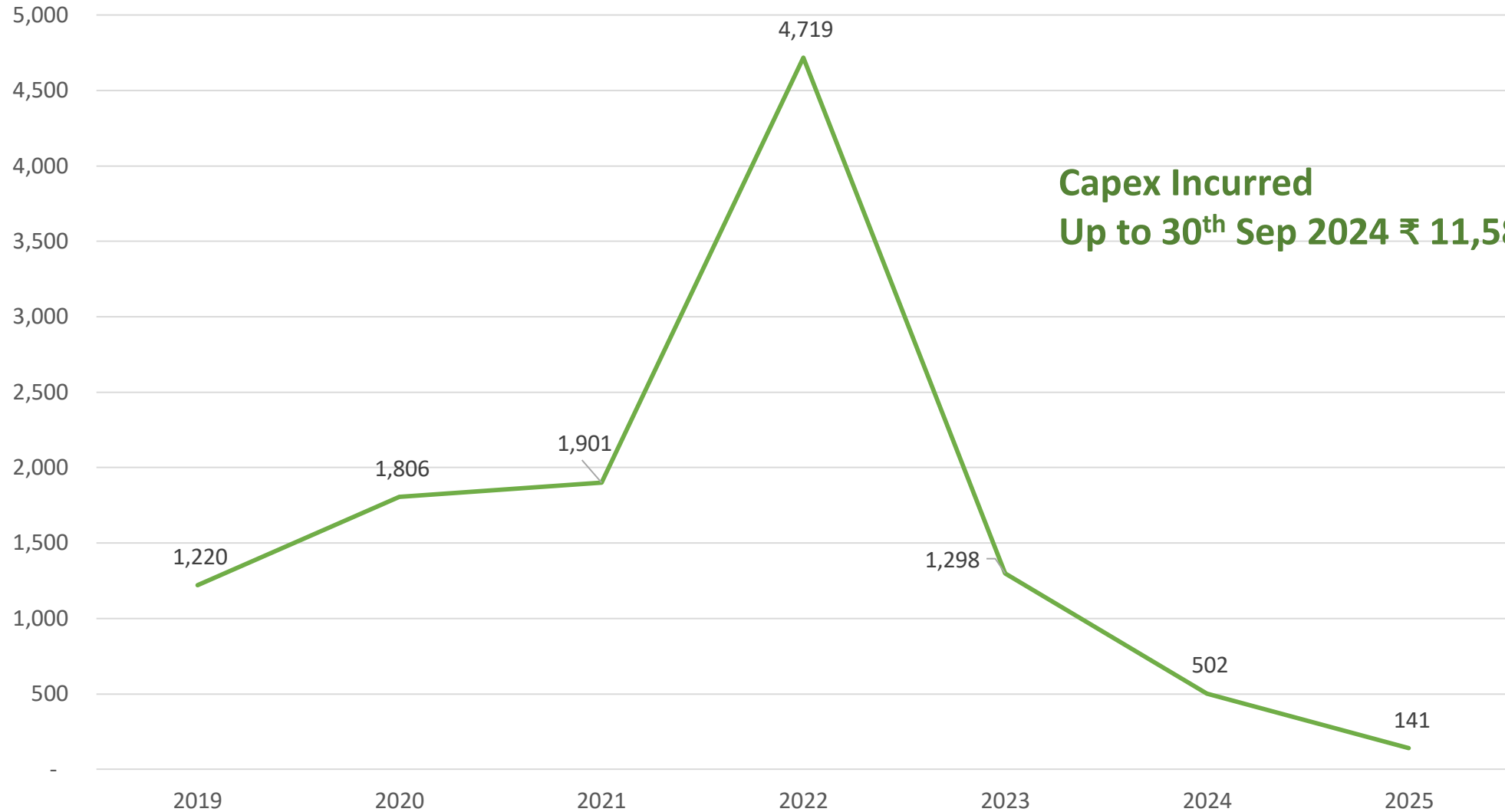




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Capex Incurred

₹ In Lacs



**Capex Incurred
Up to 30th Sep 2024 ₹ 11,587 Lacs**

***Up to 30TH Sep'2024**



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Future Vision.....

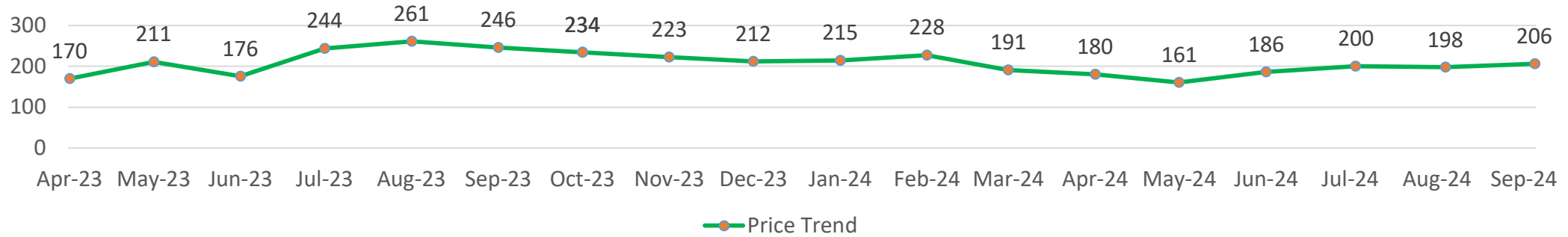
- ❖ To become 1000+ Crore Company
- ❖ Capacity expansion by commissioning of Dhule plant
- ❖ To strengthen industrial chemical portfolio as a step towards de-risk the company from volatility
- ❖ Digital Transformation by developing B2C online platforms
- ❖ End consumer engagement approach through digital 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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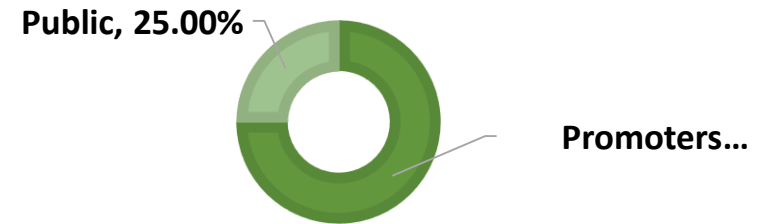
Price Trend



Market Data (INR) (As on 30th Sep, 2024)

Particulars	Amount
FACE VALUE	₹ 10
CMP	₹ 206
52 WEEK H/L	₹249/₹145
MARKET CAP (INR)	₹364Cr

SHARE HOLDING PATTERN (AS ON 30TH SEP 2024)

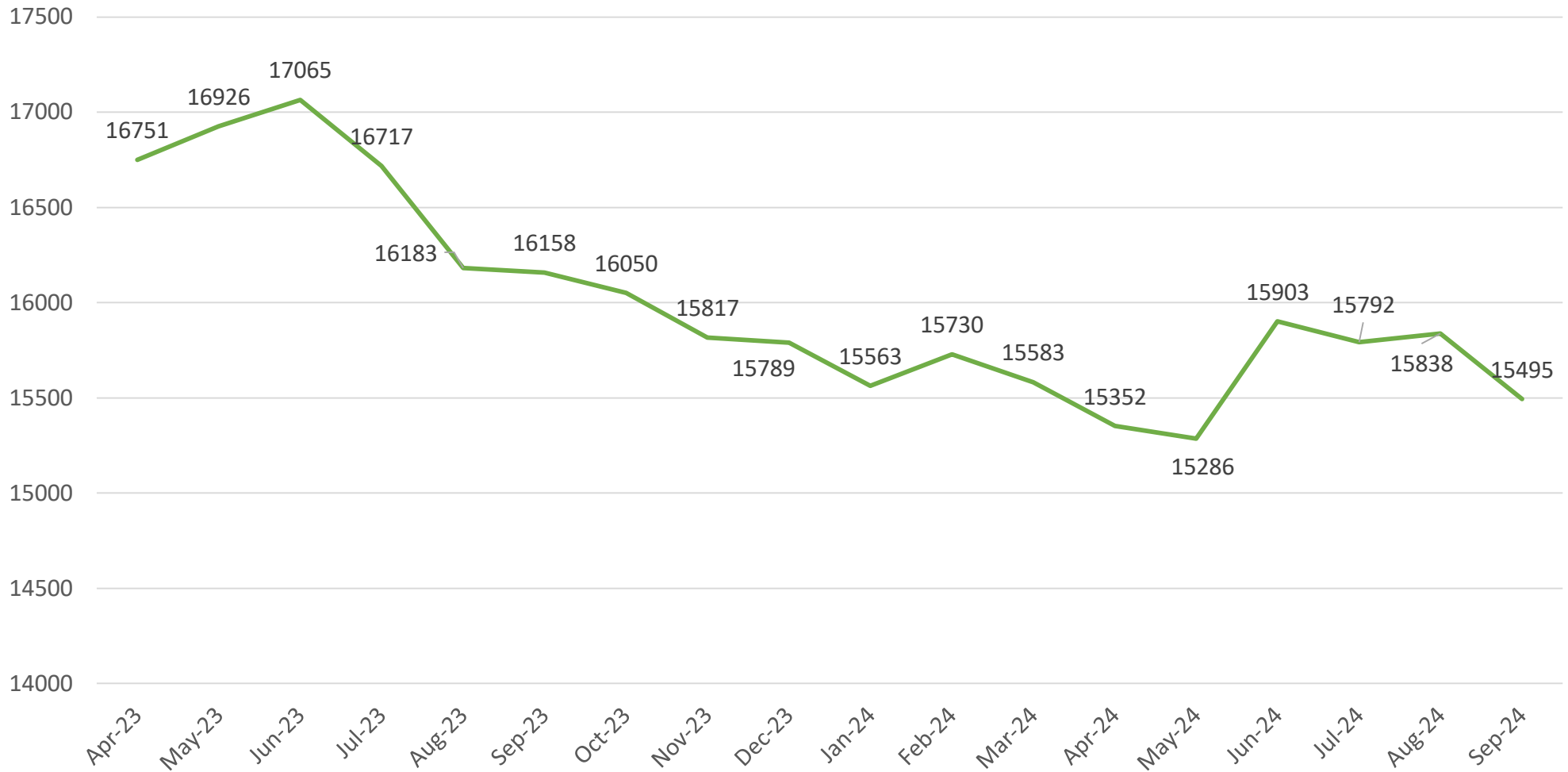




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No. of Shareholders





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Thank You

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