



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/2025
Date : February 13, 2025

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 Nine Months Period Ended December 31, 2024

Dear Sir/Madam,

Enclosing herewith Presentation on Company's Financial Performance for the Quarter and Nine months period Ended December 31, 2024.

This is for your information and records.

Thanking you,

Yours faithfully,
For RAMA PHOSPHATES LIMITED

JAMBU Digitally signed
by JAMBU
KUMAR KUMAR PARAKH
Date: 2025.02.13
PARAKH 17:04:40 +05'30'

J K PARAKH
CHIEF FINANCIAL OFFICER

RAMA PHOSPHATES LIMITED



**INVESTOR PRESENTATION
Q3 FY25 & 9M FY25**

Disclaimer



This investor presentation has been prepared by Rama Phosphates Limited and does not constitute a prospectus or placement memorandum or an offer to acquire any securities. This presentation or any other documentation or information (or any part thereof) delivered or supplied should not be deemed to constitute an offer. No representation or warranty, express or implied is made as to and no dependence should be placed on, the fairness, accuracy, completeness or correctness of such information or opinions contained herein. The information contained in this presentation is only current as of its date. Certain statements made in this presentation may not be based on historical information or facts and may be “forward-looking statements”, including those relating to the general business plans and strategy of RAMA, its future financial condition and growth prospects, future developments in its industry and its competitive and regulatory environment and statements which contain words or phrases such as ‘will’, ‘expected to’, ‘horizons of growth’, ‘strong growth prospects, etc. or similar expressions or variations of such expressions. These forward-looking statements involve several risks, uncertainties and other factors that could cause actual results, opportunities and growth potential to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include but are not limited to the general market, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, legislative developments and other key factors that could affect our business.

Company Overview



RPL is a leading phosphatic fertilizer manufacturer in India, actively engaged in fertilizers, chemicals, and the oil segment.



FERTILIZER SEGMENT



**SSP
FERTILIZER**



**MICRO-
NUTRIENTS**



**SULPHUR
DP**



CHEMICAL SEGMENT



LABSA



**SULPHURIC
ACID**



**SPECIALITY
CHEMICALS
SSF**



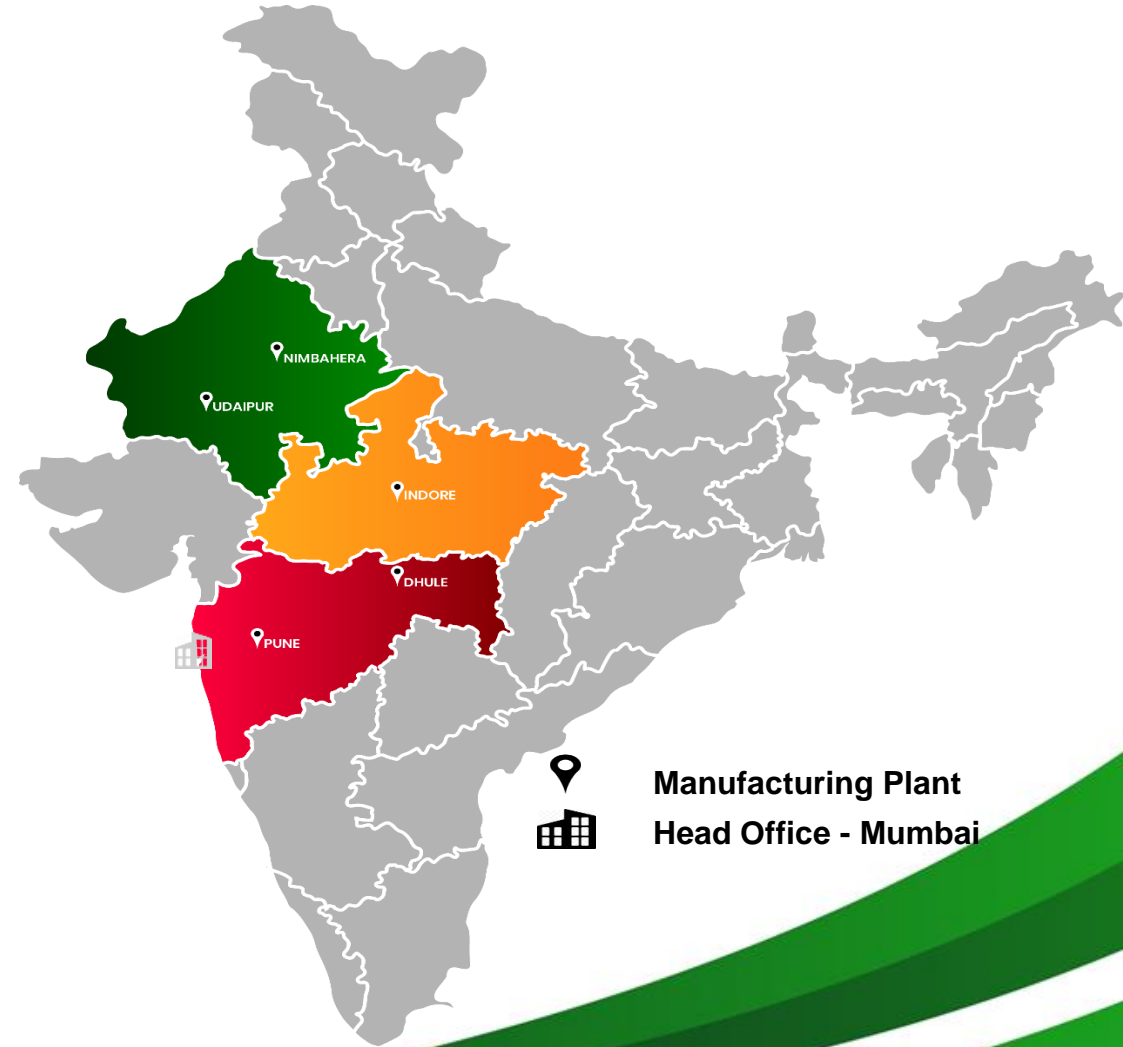
OIL SEGMENT



**SOYA
DE-OILED
CAKE**



**SOYA
OIL**



Our Key Strength



STRENGTHS

- MULTI- STATE, MULTI PRODUCT DIVERSIFIED COMPANY



- STRONG DISTRIBUTION NETWORK ACROSS 11 STATES

- STRONG “GIRNAR” & “SURYAFUL” BRANDS WITH DIVERSE FERTILIZER PRODUCT PORTFOLIO



- ZERO WASTE COMPANY

- BACKWARD & FORWARD INTEGRATED PLANTS



- FAST PACE GROWTH

- IN-HOUSE POWER GENERATION



- TECHNOLOGY AND R&D FOCUSED

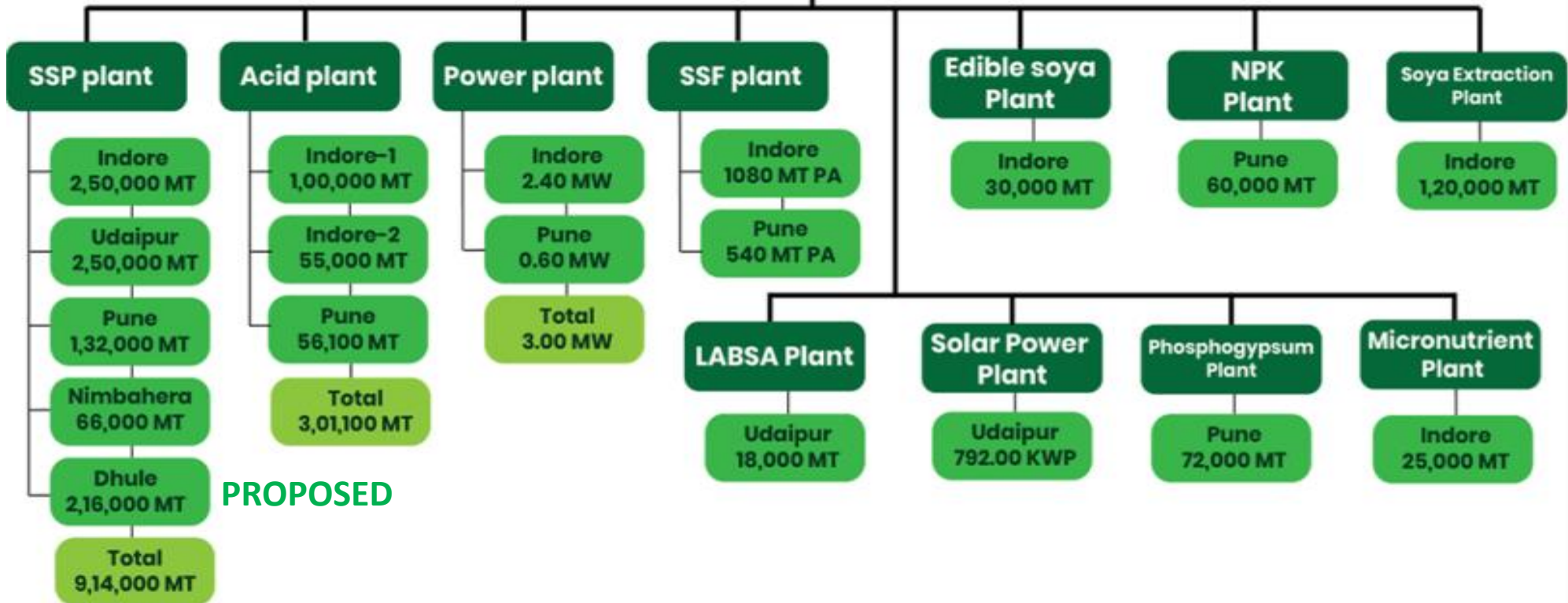
- PAN INDIA PRESENCE



- BRINGING PROSPERITY TO FARMERS FOR OVER 5 DECADES



Production Capacity



PROPOSED



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

URO SUPER



Recently Launched Products

Launched on
7th May 24



Launched on
14th May 24



Launched on
20th Aug 24



Launched on
4th Mar 24



Launched on
9th Mar 24



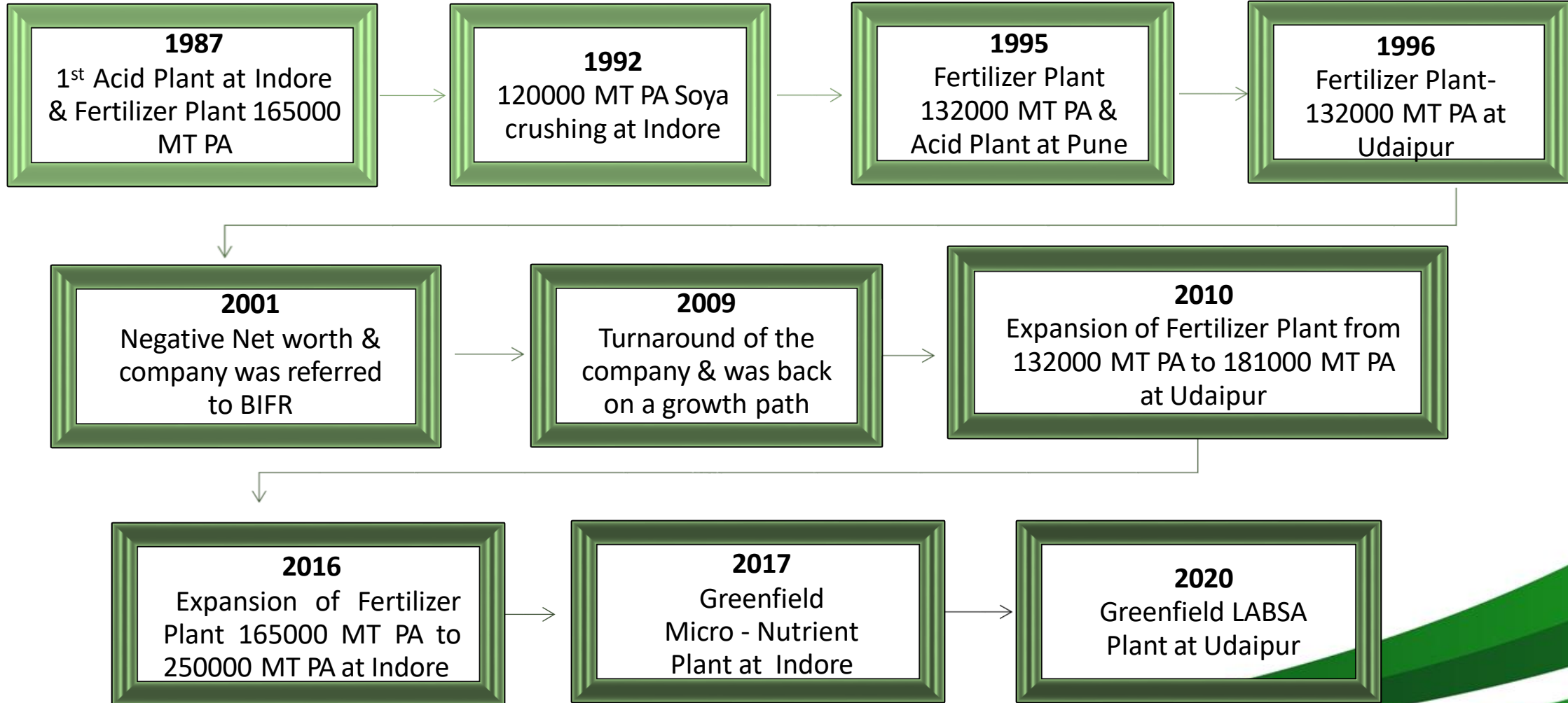
Launched on
09th Jan 2025



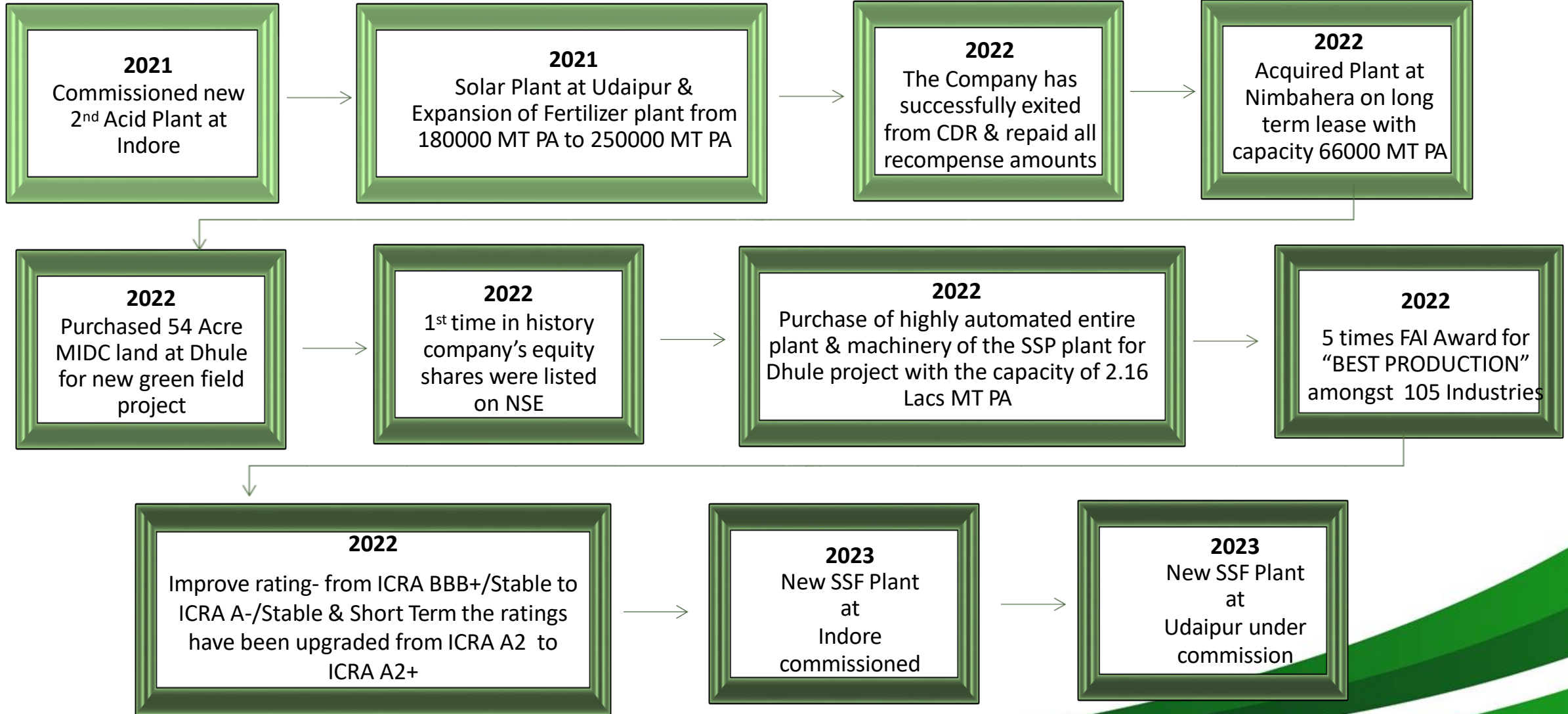
Launched on
08th Jan 24



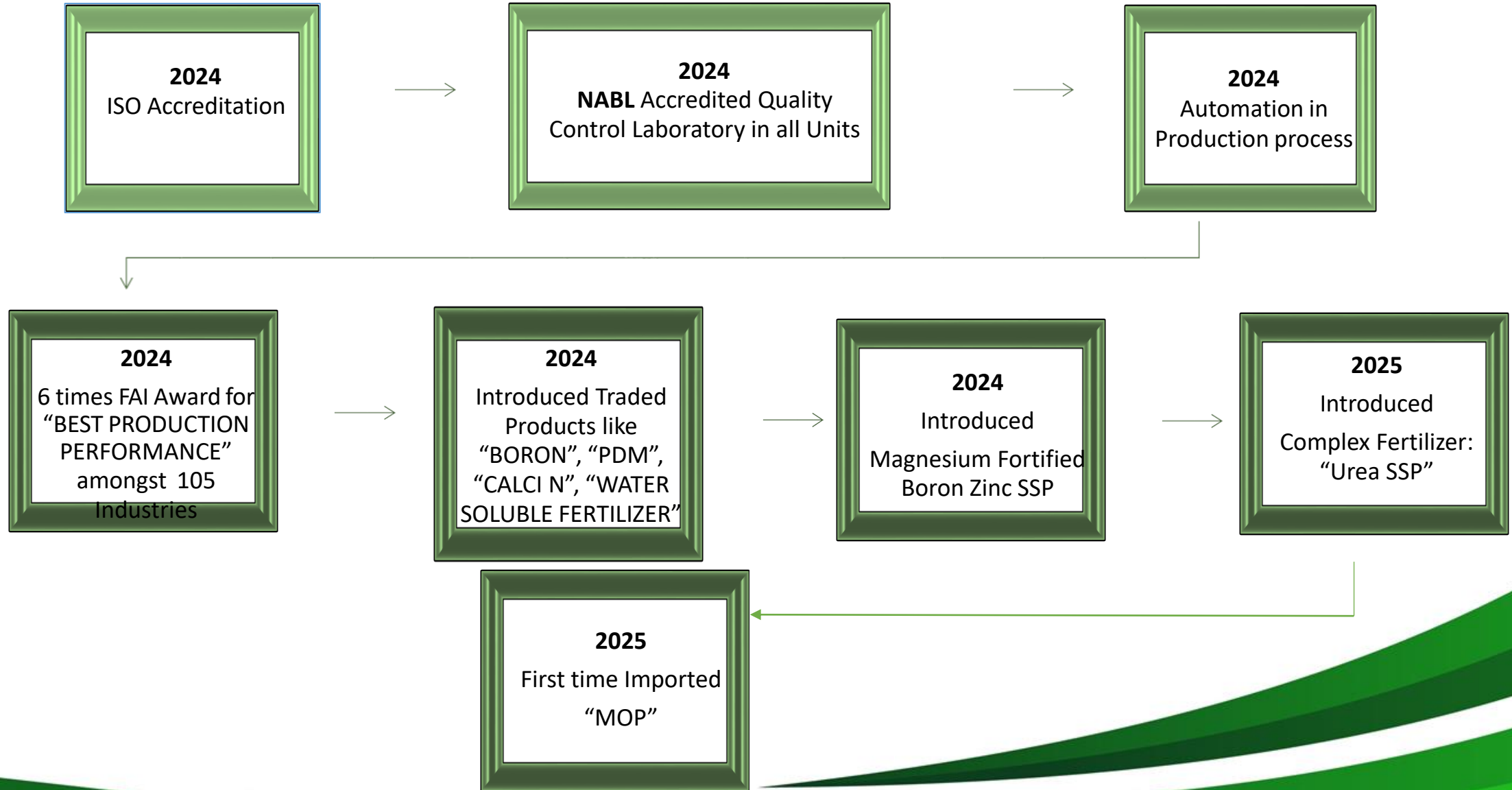
How We Have Turnaround



How We Have Turnaround



How We Have Turnaround



FINANCIAL RESULTS



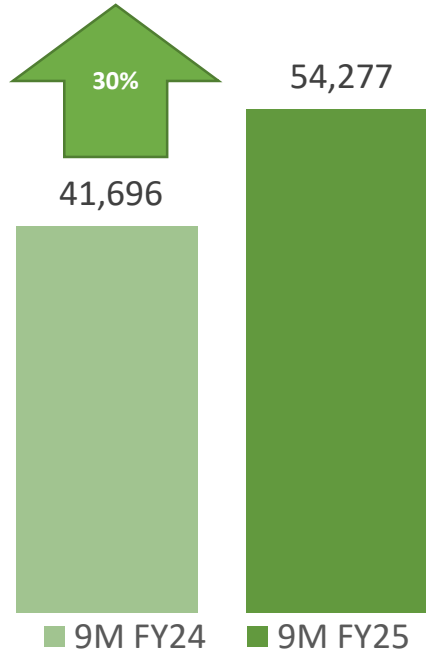


PERFORMANCE SUMMARY

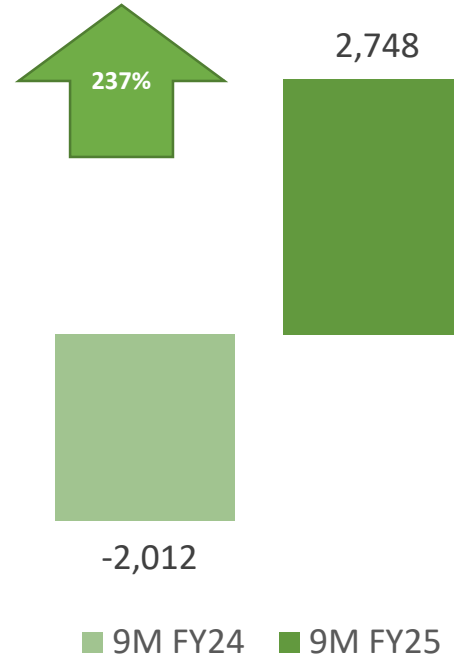
9 MONTHS

₹ In lacs

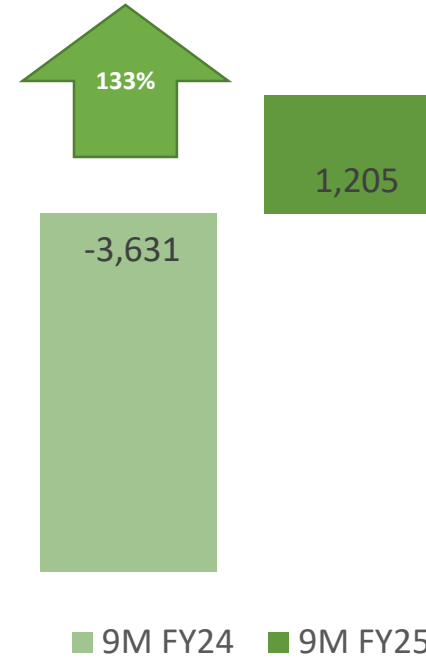
REVENUE FROM OPERTION



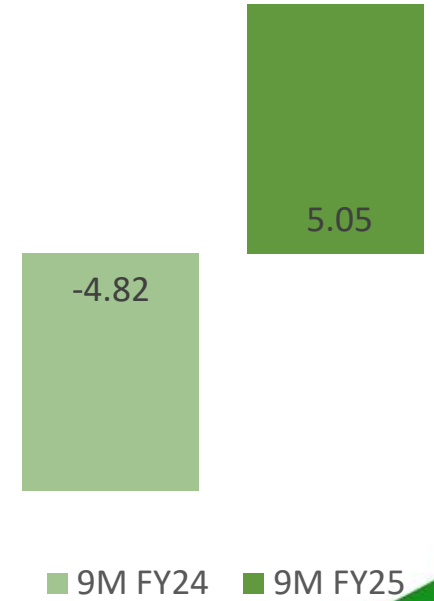
EBITDA



PBT



GP %



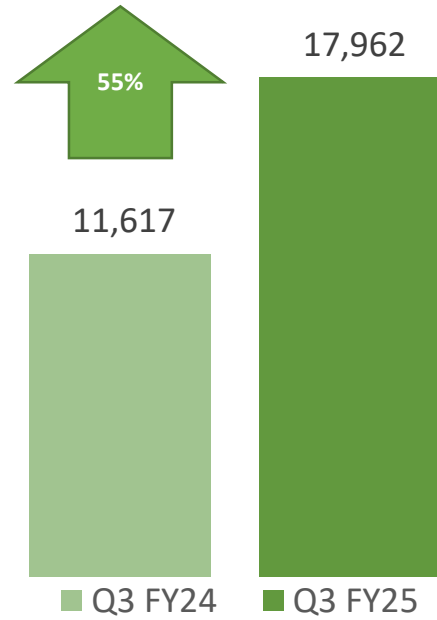
PERFORMANCE SUMMARY

3 MONTHS

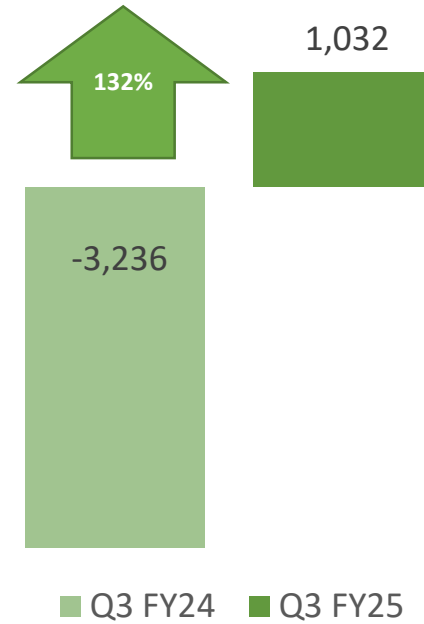


₹ In lacs

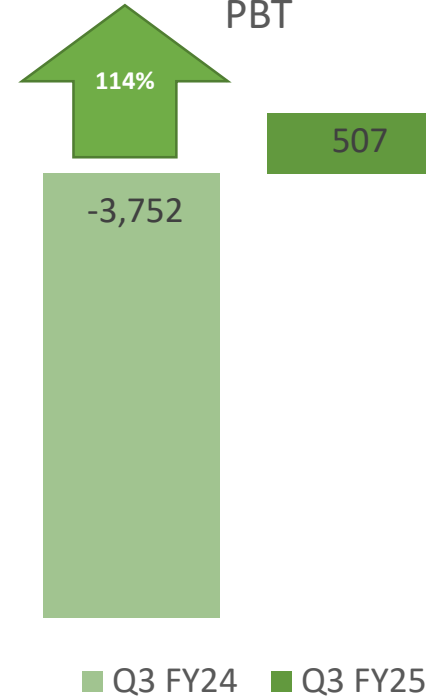
REVENUE FROM OPERTION



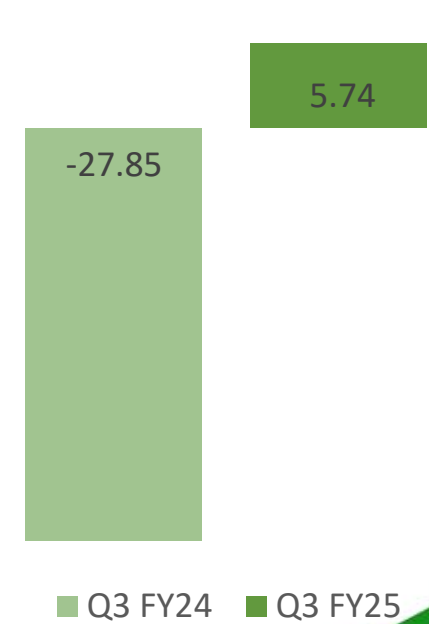
EBITDA



PBT



GP %



FINANCIAL PERFORMANCE



₹ In lacs

PARTICULARS	QUARTERLY			9 MONTHS	
	Q3 FY25	Q2 FY25	Q3 FY24	Q3 FY25	Q3 FY24
Revenue from Operations	17,962	20,946	11,617	54,277	41,696
Other Income	21	35	5	71	51
Total Income	17,983	20,981	11,623	54,348	41,747
EBITDA	1,032	1,090	-3,236	2,748	-2,012
Depreciation & Amortisation Expenses	208	205	226	615	722
Finance Cost	316	348	290	928	896
PBT	507	537	-3,752	1,205	-3,631

FINANCIAL PERFORMANCE



₹ In lacs

PARTICULARS	QUARTERLY			9 MONTHS	
	Q3 FY25	Q2 FY25	Q3 FY24	Q3 FY25	Q3 FY24
Revenue from operations	17,962	20,946	11,617	54,277	41,696
Other income	21	35	5	71	51
TOTAL INCOME	17,983	20,981	11,623	54,348	41,747

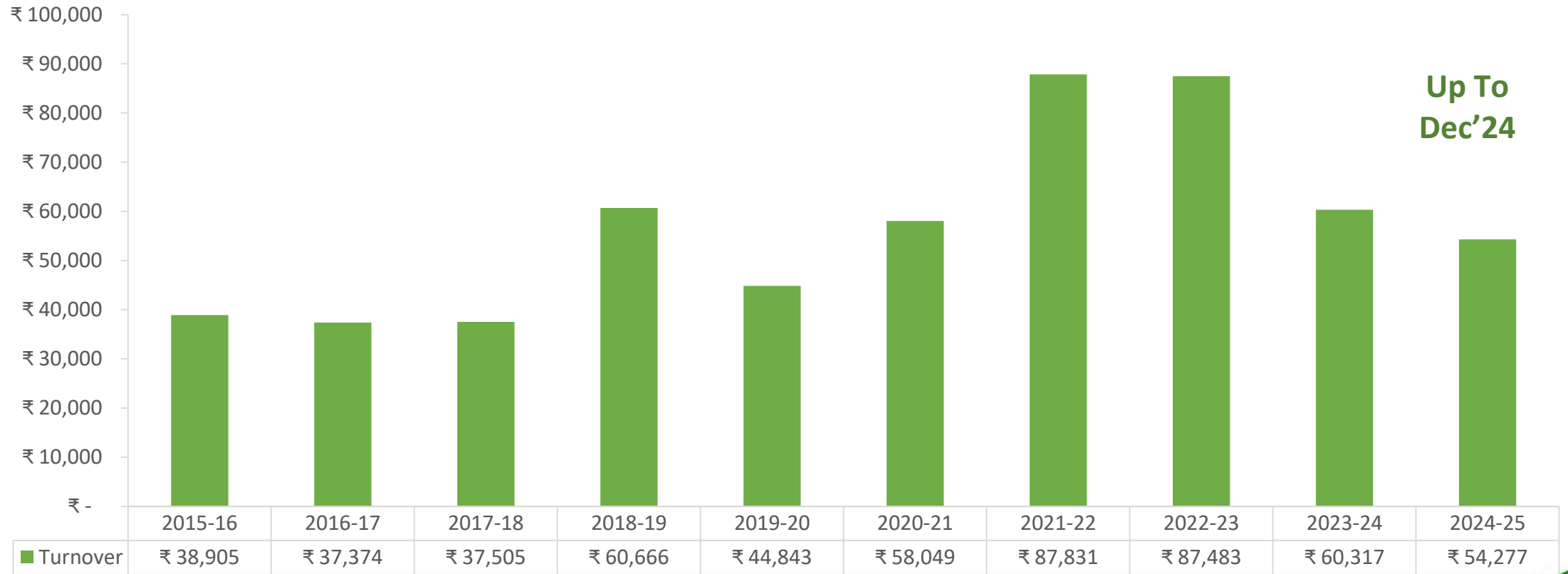
Cost of Materials Consumed	12,667	10,905	14,464	34,921	37,321
Purchase of Stock in Trade	193	98	53	545	138
Changes in Inventories of Finished goods, work-in-progress and stock-in-trade	-99	4,119	-2,649	3,878	-3,020
MATERIALS CONSUMED, PURCHASE & CHANGE IN INVENTORIES/ REVENUE FROM OPERATIONS	71.05%	72.20%	102.16%	72.49%	82.60%
Employees Benefit Expenses	855	875	685	2,492	2,340
Selling & Distribution Expenses	1,493	2,078	1,069	4,828	2,968
Other Expenses	1,842	1,815	1,237	4,936	4,013
EBIDTA	1,032	1,090	-3,236	2,748	-2,012
GROSS PROFIT	5.74%	5.20%	-27.85%	5.06%	-4.82%
Finance Cost	316	348	290	928	896
Depreciation & Amortisation Expenses	208	205	226	615	722
PBT	507	537	-3,752	1,205	-3,631

PAST 10 YEARS TURNOVER



₹ In lacs

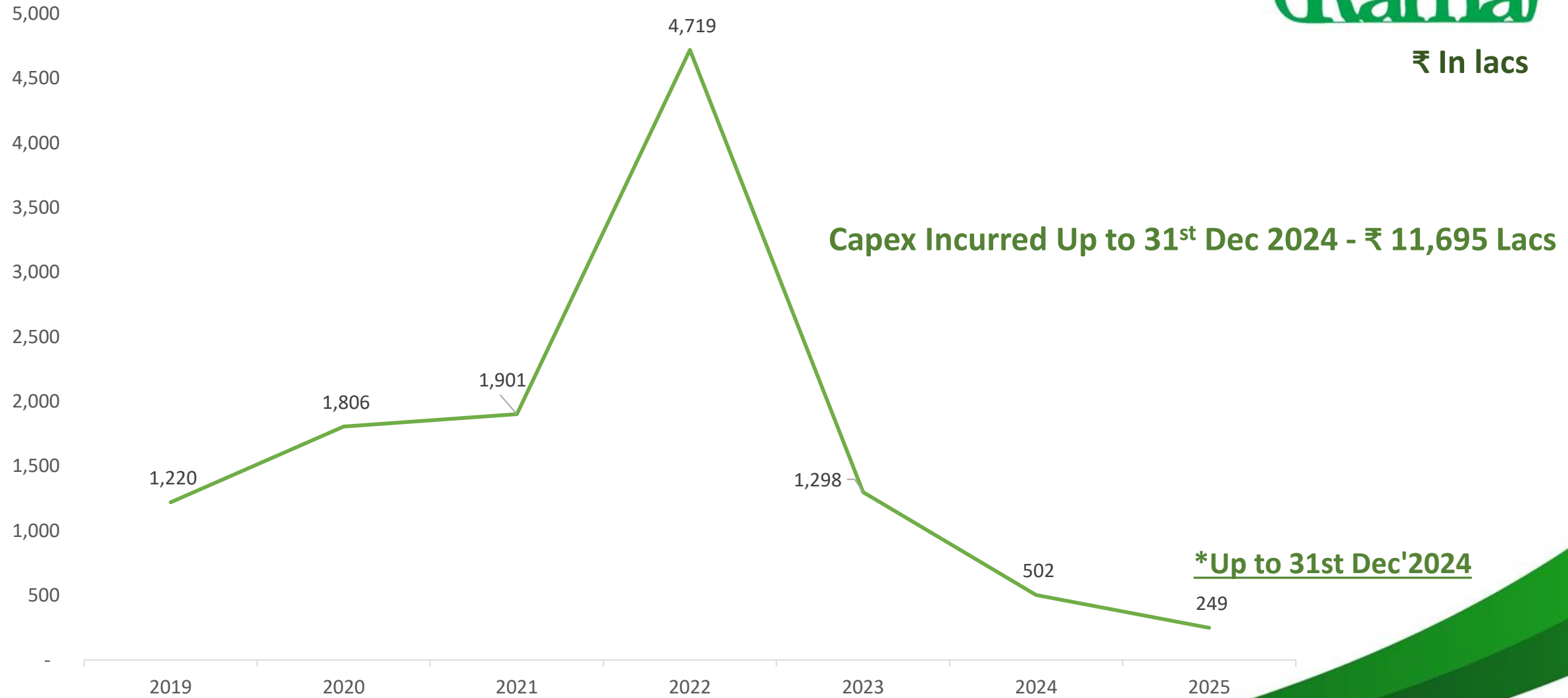
TURNOVER



CAPEX



₹ In lacs





DHULE PROJECT UPDATES

Plant and machinery for SSP Production
Already Procured

Total Investment Of
₹26.44 Cr till Dec'24

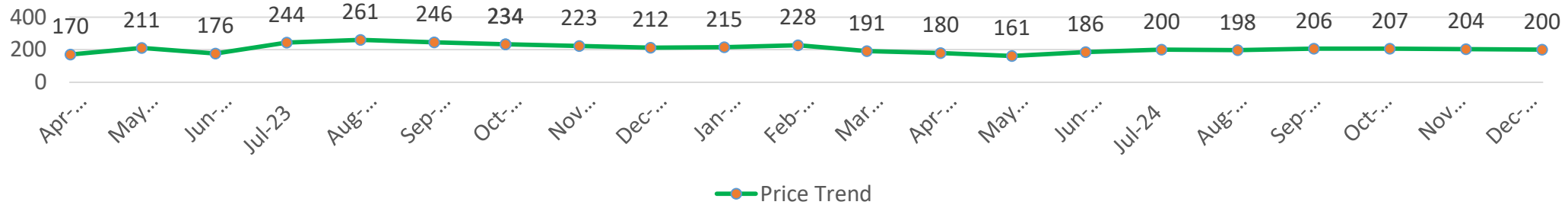
Work is progressing at full pace.

With the commencement of our 1ST Phase **Dhule plant**, expected in FY 2026, we anticipate gaining a larger market share, which will contribute to the improvement of our top line

EQUITY CORNER

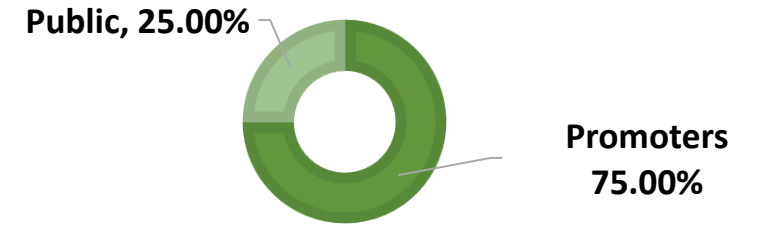


PRICE TREND

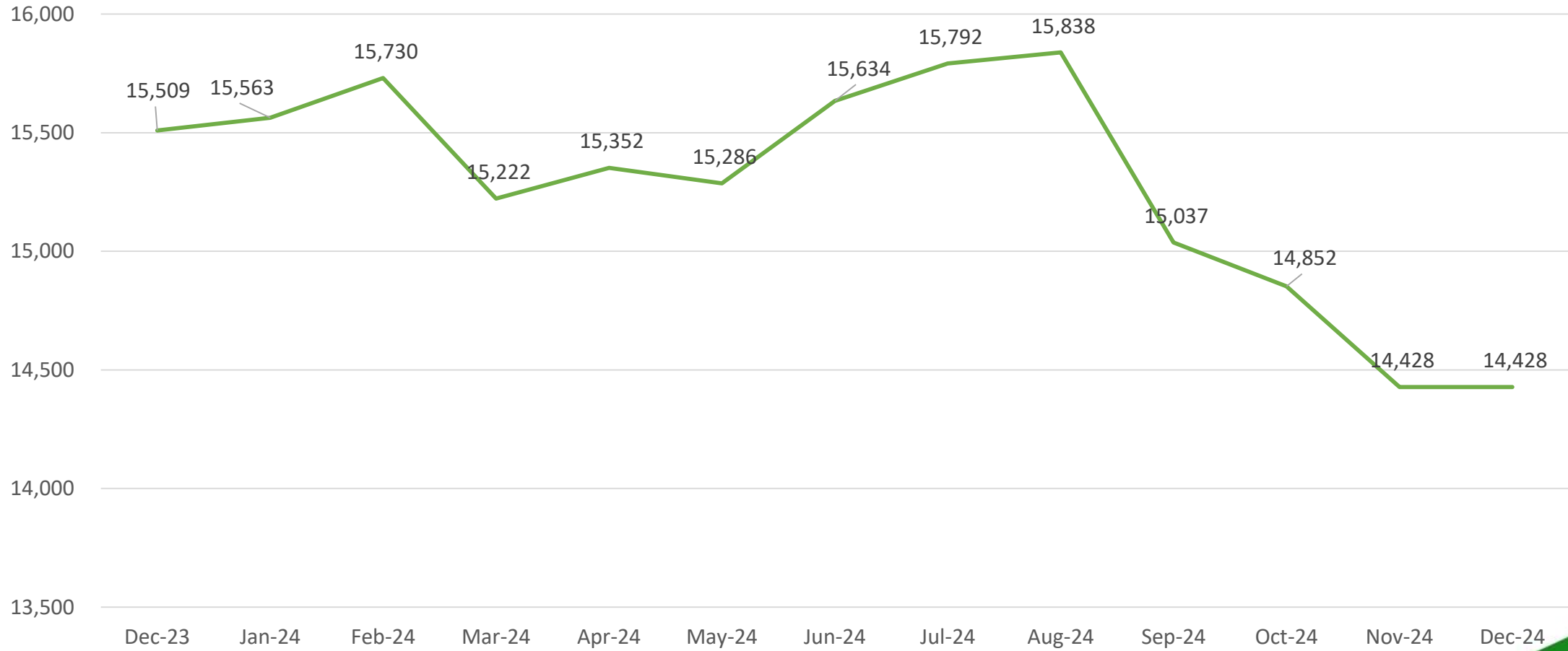


During the quarter, on 13th November 2024, the Board of Directors approved the sub-division/split of existing equity shares with a face value of ₹10 each into equity shares with a face value of ₹5 each, fully paid-up. Post shareholder approval via postal ballot, the Company successfully completed the share split. The new split-adjusted share price became effective on both exchanges (BSE & NSE) from 7th February 2025.

SHARE HOLDING PATTERN (AS ON DEC'2024)



NUMBER OF SHAREHOLDERS



VISION



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
- ❖ To focus on value added fertilizer products & soya division
- ❖ R&D Association with Agriculture Universities to develop customized / value added fertilizers



Thank You

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