

29<sup>th</sup> September, 2023

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: Intimation of Schedule of Analyst / Investor Meet under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

Dear Sir / Madam,

In compliance with regulation 30 read with Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we would like to inform you the schedule of Analyst/ Investor Meet with the Officials of the Company as under:

Name	Day	Date	Place
Bandhan MF	Thursday	5 <sup>th</sup> October, 2023	Mumbai

Note: The Schedule of the above Analyst/ Investor Meeting is subject to change. The change may happen due to exigencies on the part of Analyst/ Investor/ Company.

No Unpublished Price Sensitive Information (UPSI) will be shared during the aforesaid meet.

The above information will also be available on the website of the Company: [www.dfpc.com](http://www.dfpc.com).

A copy of the presentation which will be made to investors at the aforesaid meeting is enclosed herewith.

We request you to take the same on your record.

Thanking you,  
Yours faithfully,

For **Deepak Fertilisers  
And Petrochemicals Corporation Limited**

**Gaurav Munoli  
Company Secretary**

Encl: Presentation to Investors

**EXCEPTIONAL  
TODAY**



**EXCITING  
TOMORROW**



**DEEPAK FERTILISERS  
AND PETROCHEMICALS  
CORPORATION LIMITED**

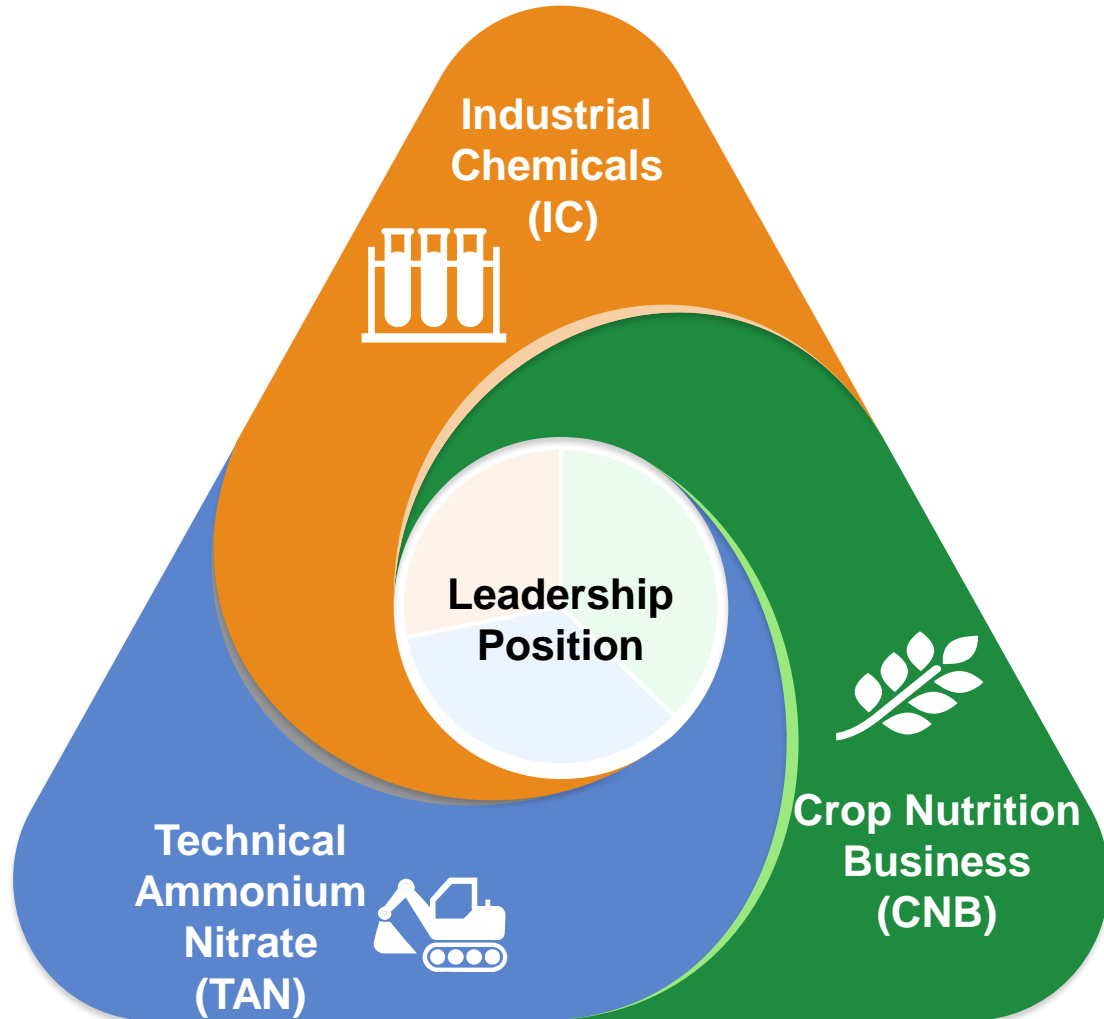
**(BSE: 500645; NSE: DEEPAKFERT)**

**Investor Presentation**

**Sept 2023**

# OVER **US\$ ~1.4 Billion** Turnover

DFPCL is one of India's leading chemicals and fertilisers producer



## 40+ Years

Rich Experience of  
Developing 3 verticals

## 4 States

Manufacturing Plants

## 2,100+

Employees

## US\$ ~980 Mn+

Market Capitalisation

# Diversified Product Offerings

A Multi-product, Multi-segment player catering to wide range of core segments of the Indian Economy

Catering to strategic sectors of Indian economy

## Industrial Chemicals



- Pharmaceuticals
- Nitro Aromatics
- Paints & Coatings
- Steel
- Inks
- Others: Dyes, Cosmetics, Adhesives, Health & Hygiene and more

- Concentrated Nitric Acid
- Diluted Nitric Acid
- Iso Propyl Alcohol
- Cororid Disinfectant Solutions
- Application specific IPA & Nitric acid grades
- Methanol

## Crop Nutrition



- Agriculture

- Nitro Phosphate Fertiliser
- Nitrogen Phosphorous Potassium Fertiliser
- Bentonite Sulphur

## Technical Ammonium Nitrate



- Mining
- Infrastructure
- Explosives
- Pharmaceuticals

- Low Density Ammonium Nitrate (LDAN)
- High Density Ammonium Nitrate (HDAN)
- Ammonium Nitrate Melt (AN Melt)

Key Sectors

Key Products

## Chemicals Segment

40%

TAN

43%

Nitric Acid

26%

IPA

- Largest manufacturer of Nitric Acid in South East Asia
- Only manufacturer of Prilled and Medical grade Ammonium Nitrate in India
- Leading manufacturer and marketer of IPA in India

## Fertilisers Segment

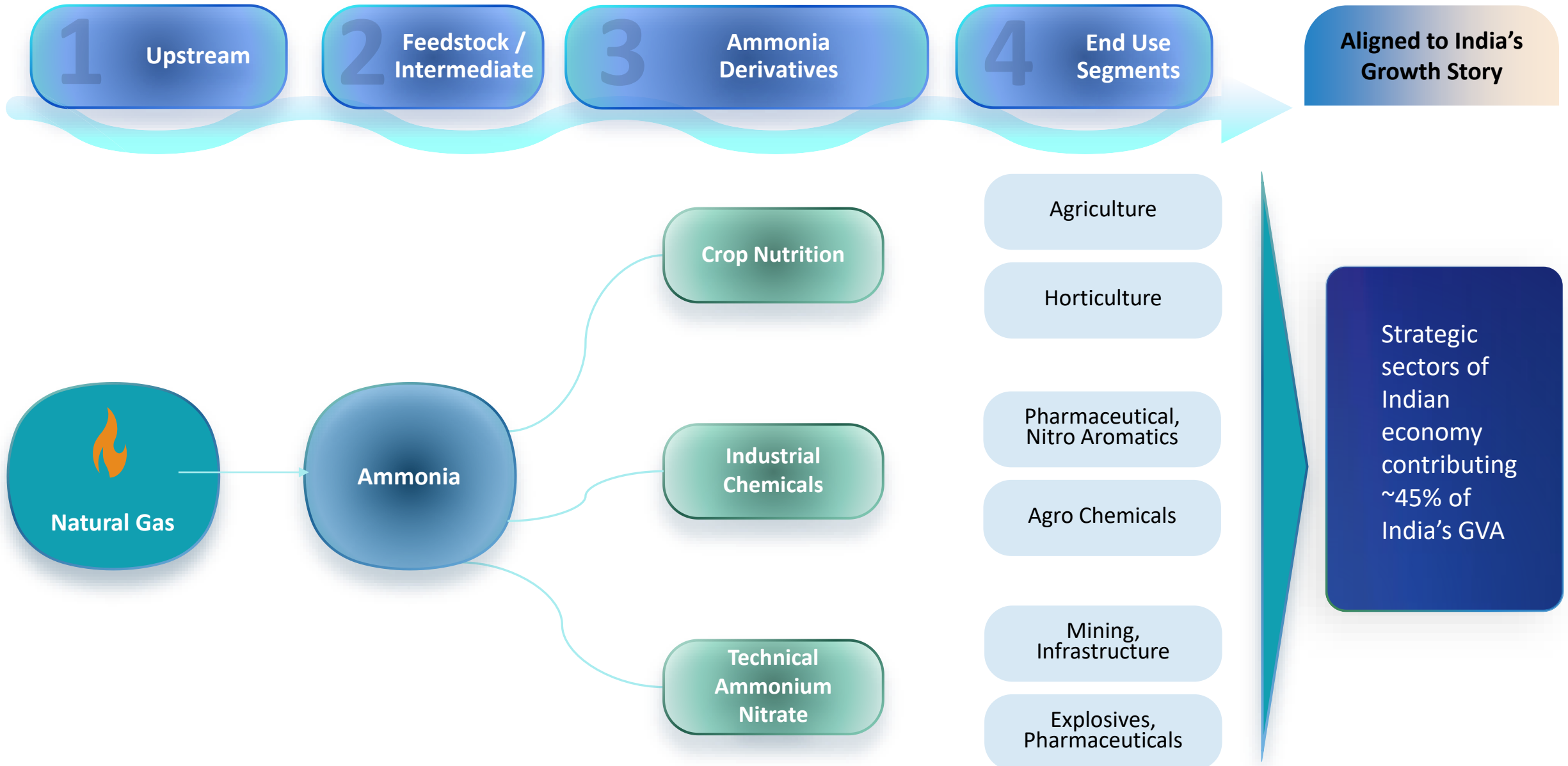
20%

(in the core  
command areas)

ANP + NPK

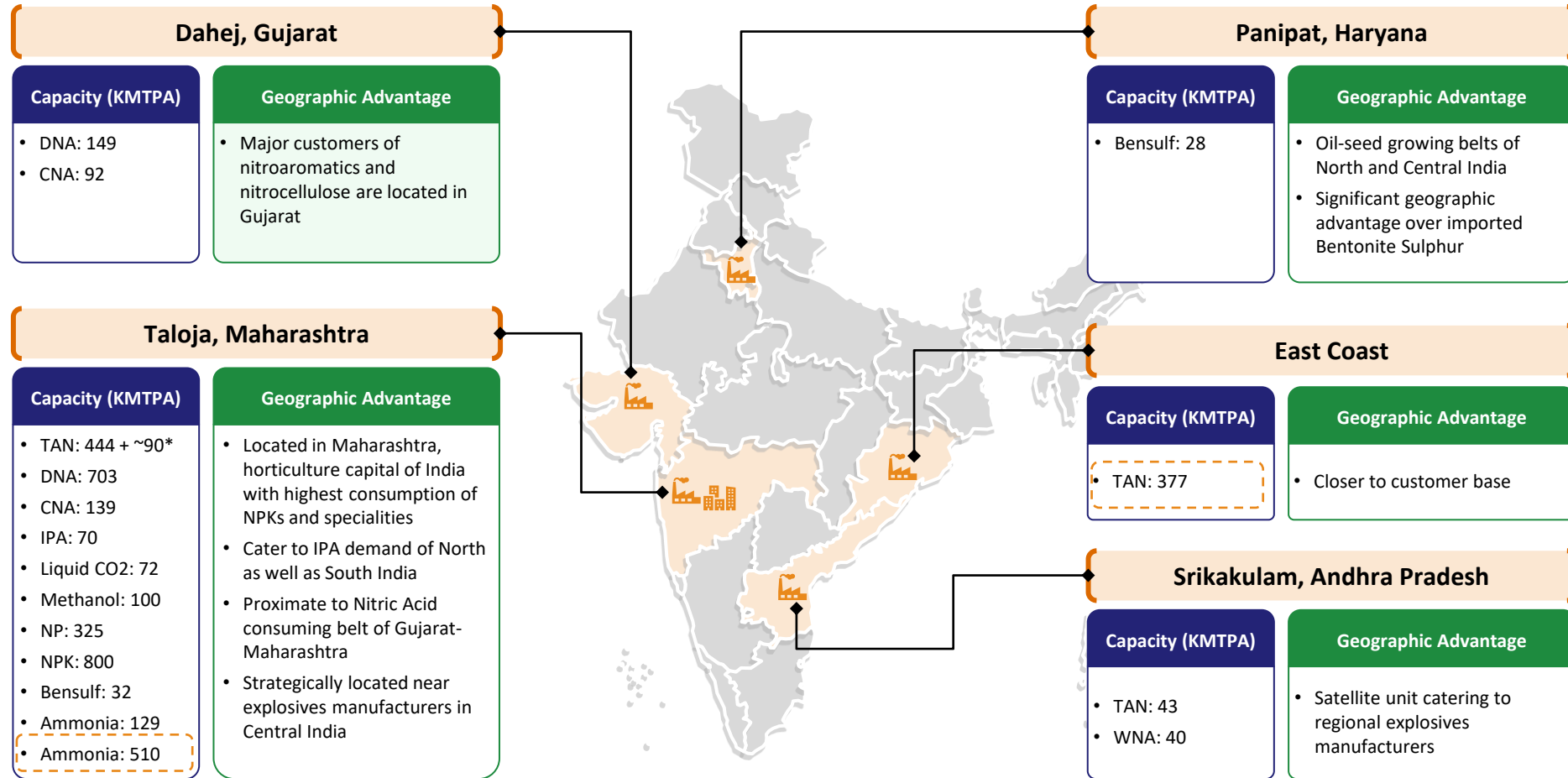
- Only manufacturer of NP prill 24:24:0 fertiliser in India
- Market leader in Bentonite Sulphur, specialty and water soluble fertilisers in India
- India's only producer of crop-specific, crop nutrient solution having NPK with micronutrients and Nutrient Unlock Technology

# Well diversified play in India's Growth Story



# Geographical Presence

## Strategically located to cater to Agricultural and Industrial Heartlands of India



\* TAN Debottlenecking

Corporate Office Production Facilities Capacity Expansion

Note: Capacities are rounded off

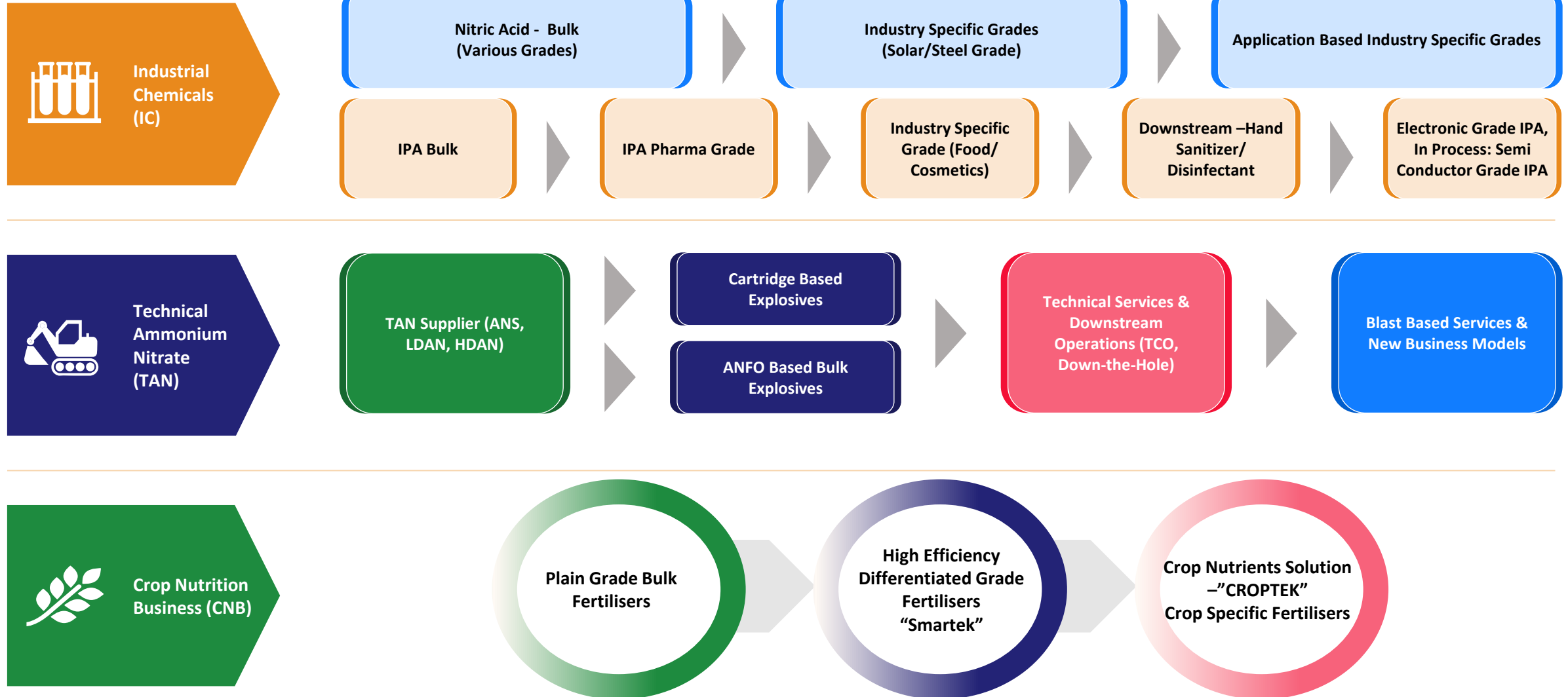
IPA: Iso Propyl Alcohol  
 NPK: Nitrogen Phosphorous Potassium  
 DNA: Diluted Nitric Acid

AN: Ammonium Nitrate  
 ANP: Ammonium Nitro Phosphate

TAN: Technical Ammonium Nitrate  
 CNA: Concentrated Nitric Acid

# Transitioning from Commodity to Specialty

## Strengthening DFPCL's market share and margins





# Mining Chemicals Business

Partner for delivering value through Last Mile Execution Excellence, using Specialty Products and Customized Solutions, to the Mining and Infrastructure sectors of India

	<p>Ranked amongst the top 5 producers of TAN in the world</p>	 <p>Commands 44% market share in the Indian market</p>	 <p>Only producer of solid grade of TAN (explosive grade low density prilled i.e., LDAN &amp; HDAN) in India</p>	 <p>India's largest TAN complex producing AN Melt, HDAN and LDAN</p>
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Leading manufacturer of world-class TAN products, underpinned by leading market position in the premium products

	Low Density Ammonium Nitrate	High Density Ammonium Nitrate	Ammonium Nitrate Solution
Products	<p>Optimex &amp; Optimex+</p> <p>Vertex Super</p>	<p>Optiform</p> <p>Vertex Norma</p>	<p>AN Melt</p>
Application	Manufacturing ANFO & ANFO Blends and Civil Infrastructure Projects	Manufacturing Emulsions & Slurry	Manufacturing Emulsions & Slurry
Customers	Mining, Infrastructure Developers & Explosives Manufacturers	Explosives Manufactures	Explosives Manufactures
End-Usage	As Explosives or Energy Dopant	As Raw Material for Explosives	As Raw Material for Explosives

## Adverse price fluctuations in TAN on account of import surges and drop in Russian FGAN prices

### Mining Chemicals (TAN) Revenue (Manufactured Sales Rs. Cr)



### Mining Chemicals (Manufactured Sales Volumes MT 00)



### Q1 FY24 Capacity Utilization

TAN: 87%

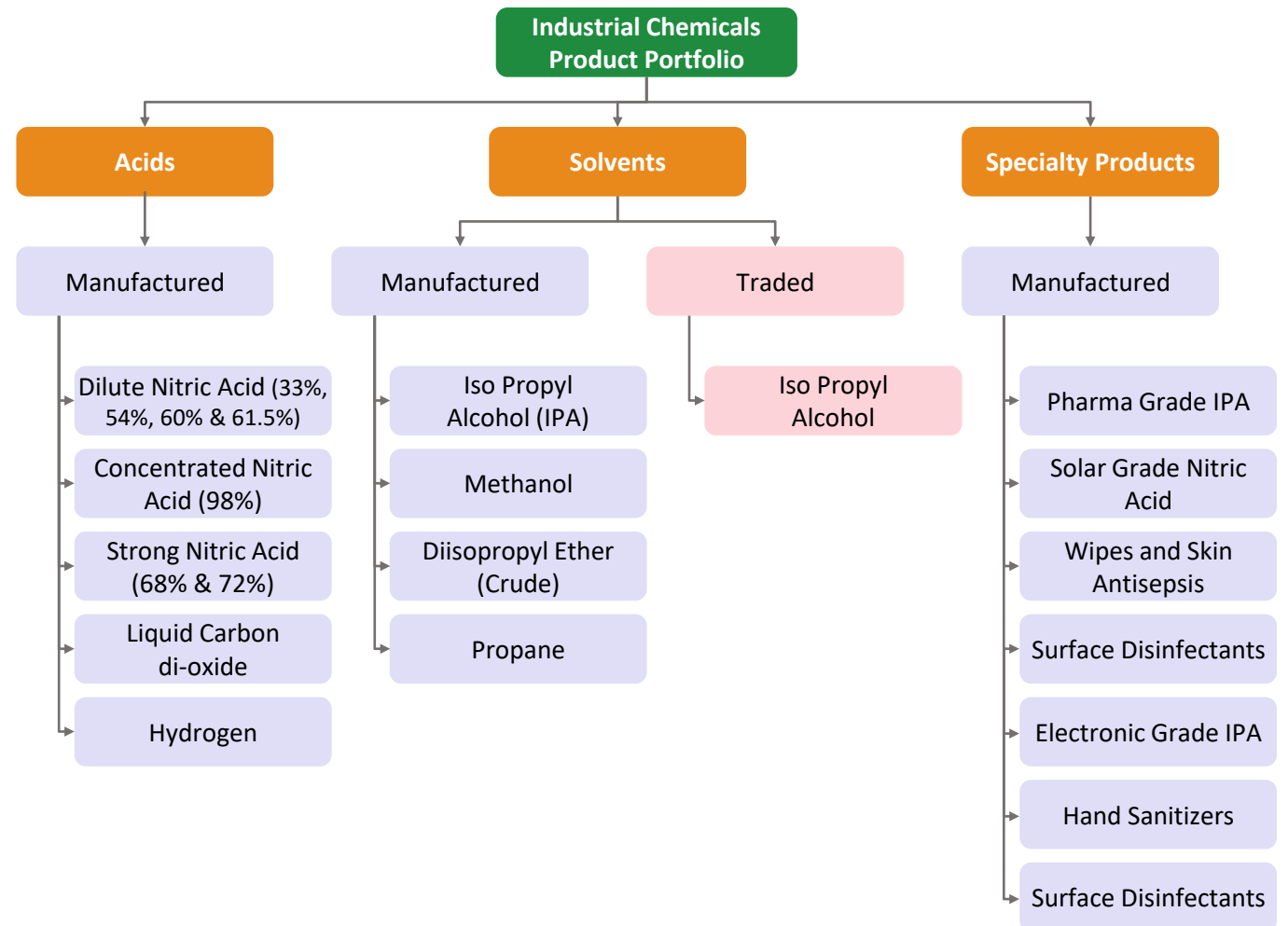
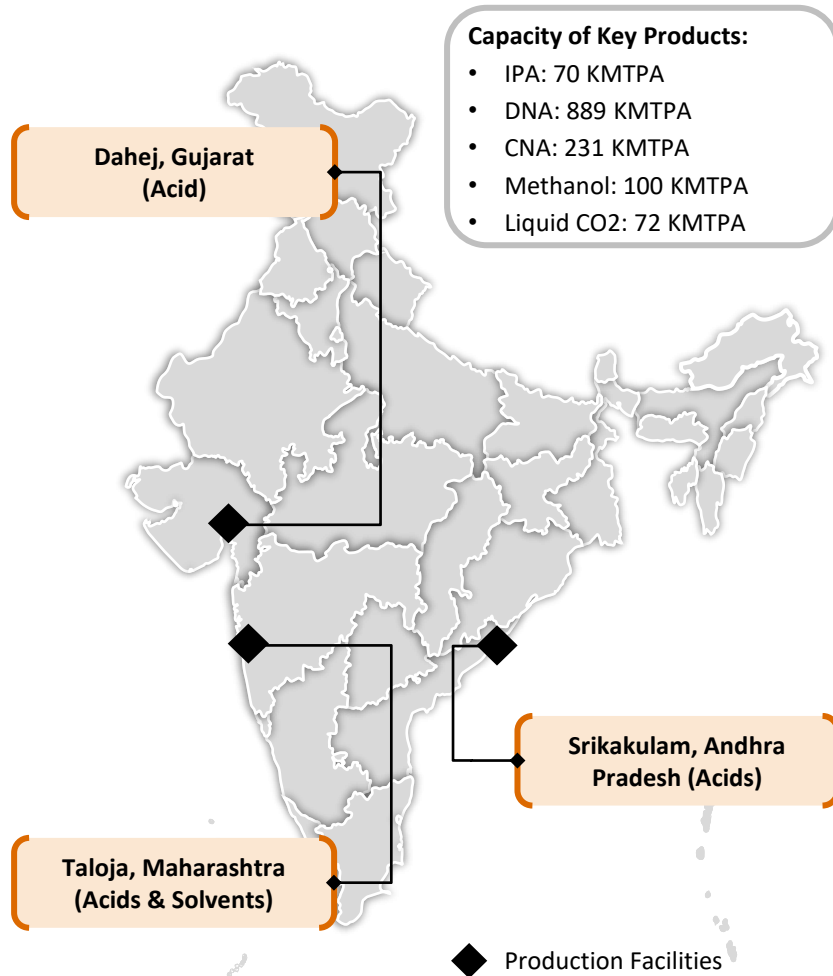
### Operational Highlights

- Despite the high-base of Q1 FY23, all key market indicators are showing positive trends. Coal production at an all India level had a remarkable growth of ~10%, while Cement and Steel production, crucial indicators of infrastructure demand, recorded significant expansions at ~11% and ~14%, respectively
- Amidst market challenges, the TAN Business demonstrated its capability to meet domestic demand. Although the overall sales volumes had a marginal decline with a y-o-y de-growth of 15%, the business remained resolute in its customer-centric approach.
- Encountered adverse price fluctuations in TAN due to dumping of cheap Russian FGAN into India, as Russian products found resistance in countries sympathetic to the Ukraine cause
- Leveraging advanced technologies such as drones and AI-based blast modelling, the business significantly enhanced productivity across the entire mineral extraction process

### Outlook

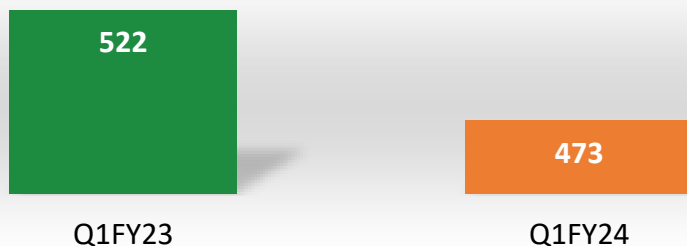
- Anticipating a seasonal dip in mining and infrastructure activity during the monsoon, the TAN Business is preparing for a subsequent demand pickup post Q2 across all segments.
- Focus will remain on maintaining competitive pricing while delivering key value propositions

## Diversified And Focused Range of High Value Products

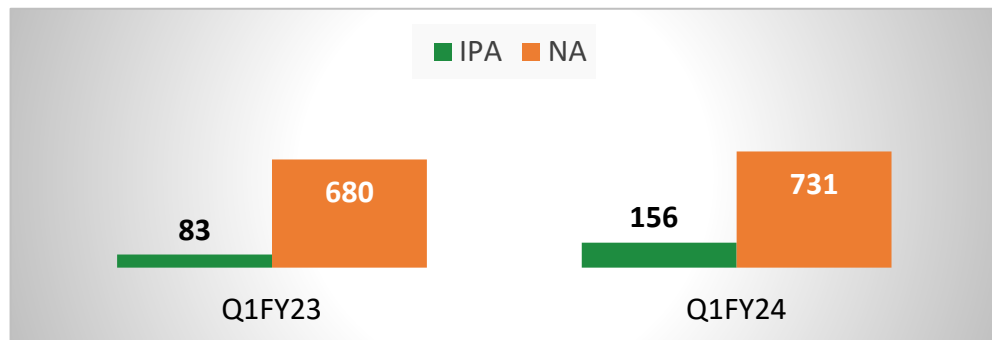


## Better market conditions and Implementation of SGQR supported IPA Volumes

### Pharma / Speciality Chemicals (IPA+NA) (Manufactured Sales Rs. Cr)



### Pharma / Speciality Chemicals (Manufactured Sales Volumes MT 00)



### Q1 FY24 Capacity Utilization

IPA: 111%

ACIDS: 83%

### Operational Highlights

- Q1 FY24 Nitric Acid volumes increased by 7% y-o-y. NA production was impacted due to extended shutdown in WNA plant. The decrease in NSPs resulting on account of lower raw material prices
- Q1 FY24 IPA volumes increased by 87% y-o-y. Implementation of Safeguard Quantitative Restriction (SGQR) and good demand scenario lead to better volumes of IPA in Q1 FY24. SGQR was imposed on IPA dated 31st March 2023 by Directorate General of Foreign Trade, which is indeed favourable for domestic IPA manufacturers
- In the Hospital and Disinfectant range, DFPCL introduced two new world-class products, expanding the portfolio to a total of 10 specialty products. Steel grade Nitric acid for steel pickling application has completed its multi-stage commercial trials successfully and 1st commercial order received

### Outlook

- Pure DIPE produced by from its own byproduct supplied to well-known companies in Pharma Industry. Market development activities and manufacturing capability buildup activities are going on.
- Proposed Capex investment for 20TPD SGNA plant is in line with proposed project timeline and aiming at completing the same by Q3 FY24
- The newly developed Electronic Grade IPA is gaining approvals from various institutions, including Government and Private entities.

## Enhanced Efficiency Differentiated Fertilizer Offerings

### Successful Ramp-up of Smartek – Demonstrated Ability to Develop & Scale up Value Based Solution

- Smartek is a unique product in Energy Efficiency Fertilisers category with the proprietary Nutrient Unlock Technology (NUT) which helps the farmers through –
  - Reduces fixation (lock up) & increases bio availability of Phosphorus
  - Retains nutrient & moisture within top soil, reduces soil binding (clay/sodic)
  - Organic matter acts as a feed to micro-organisms for improved nutrient uptake
  - Helps in developing profuse root system
- 50,000+ demos of Smartek have been undertaken across geographies for establishing proof of concept
- ~ 6 million farmers have used Smartek which has helped them increase in yield along with ensuring highest quality of produce and improved yield



### Pioneering Crop-specific Nutrition in India through CROPTEK

- Launched 'Mahadhan Cromptek', a Crop Specific Nutrient which provide balanced and complete crop-specific nutrient to crops. This is the first crop-specific nutrient product in India
- Key features of the product includes - (1) Powered with NUT technology for better efficiency and lower environmental impact, (2) Enriched with essential secondary nutrients and micronutrients required for better crop growth and improved yield
- Successfully launched five Crop Nutrient Solution – Cromptek Cotton, Onion, Sugarcane, Groundnut and Maize



### Differentiating Approach – Crop Specific and Stage Specific Grade (Solutek)

- Launched for Tomato, Grapes and Pomegranate, Solutek is a highly optimized Water-Soluble Fertiliser designed in-house after examining crop-specific requirements across different stages
  - Crop specific products are designed for specific crops with complete nutrition which leads to improvement in quality (uniformity & color of fruits)
  - Stage specific products consider stage specific requirement to give better quality output (uniformity & color of fruits)
  - Helps the farmers due to ease of application (with reduced number of products to be applied over farmer practice)

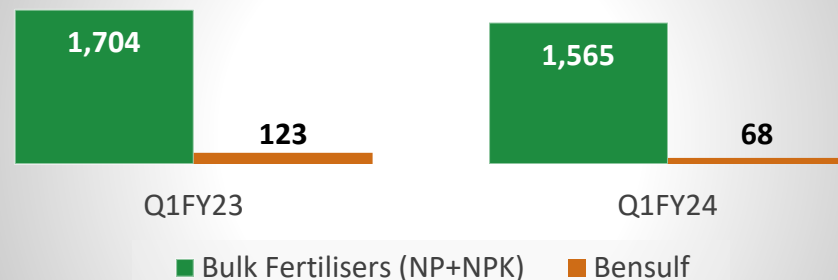


## Consumption in Q2 is expected to increase on account of good advancing monsoon and increasing sowing

### Fertilisers Revenue (Manufactured Sales Rs. Cr) (NP + NPK + Bensulf)



### Fertilisers (Manufactured Sales Volumes MT 00)



### Q1 FY24 Capacity Utilization

NP/NPK: 76%

Bensulf: 51%

### Operational Highlights

- Govt. notification on subsidy was announced in May'23, which reduced the NBS from Jan-March, 2023 and further reduced the NBS w.e.f. April 1, 2023 until Sept. 30, 2023. Reduced NBS subsidy of Rs.161 Cr on channel inventory significantly impacted consolidated profitability in Q1 FY24
- The Fertiliser sector results reflect a one-time simultaneous hit of combined two quarters of the fixed subsidies reductions impacting the market pipeline inventories having the earlier RM prices. Notwithstanding this impact, the continued margin improvements at the product levels strongly indicate the preference and value of the Crop-specific innovative nutrient strategy. The delayed monsoon has also shifted the typical Q1 Kharif fertilizer movements into Q2
- Despite delayed monsoon in core markets, leading to 40-50% below-normal rainfall in key districts and lower sowing for cash crops.
- 'Croptek' fertiliser has gained significant popularity, successfully reaching 1 million farmers. Croptek achieved sales of 23,390 MT in Q1, primarily focused on Cotton, Maize, Groundnut, and Sugarcane crops
- Farmer connect programs have been instrumental in engaging 6 lakh growers, effectively enhancing crop productivity through the application of Enhanced Efficiency Fertilisers

### Outlook

- Consumption in Q2 is expected to increase on account of good advancing monsoon and increasing sowing.
- Our strategic focus on enhancing efficiency with a crop-specific fertilizer portfolio imparts confidence in better crop sowing and fertiliser consumption. Further softening in raw material prices should benefit our profitability going forward

# Key Milestones

A Compendium

Corporate Restructuring



Commercial Production of  
Ammonia Greenfield Plant



Debottlenecking of TAN Capacity



Nitric Acid Brownfield Expansion



Long-term supply agreement  
with Aarti Industries

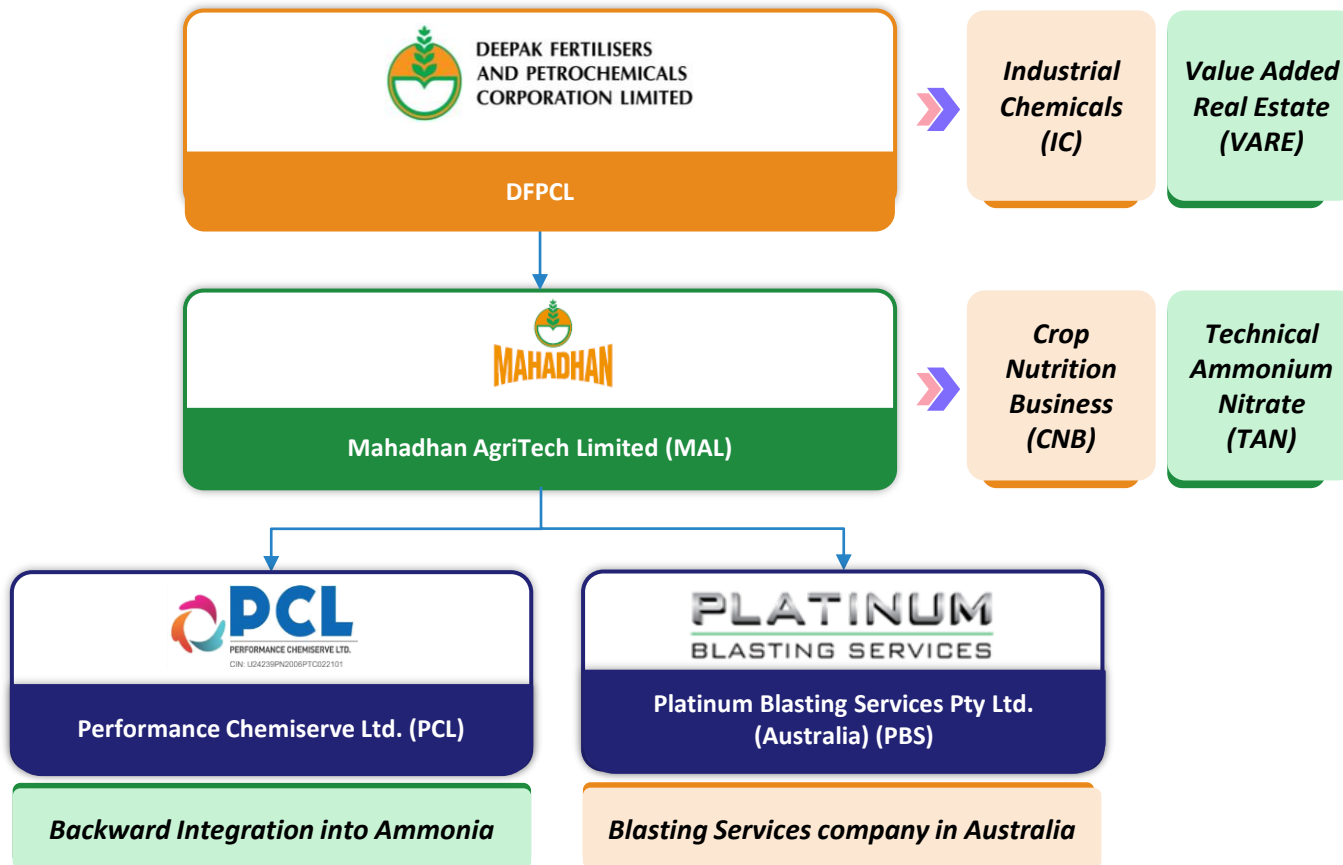


Launched Croptek Cotton and Maize;  
Solar Grade Nitric Acid

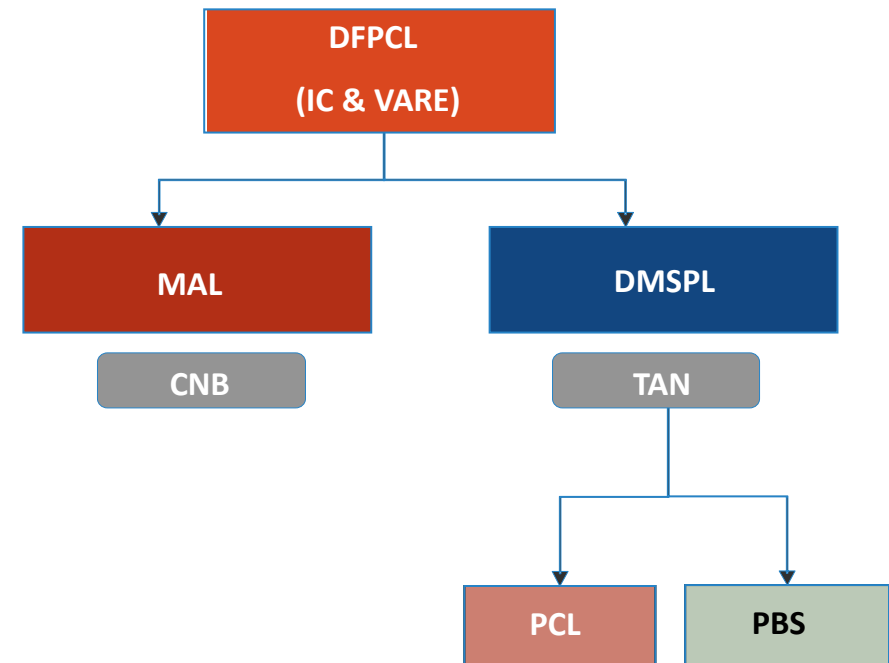


# Announced Demerger of TAN & Fertiliser Businesses

## Existing Corporate Structure



## Resultant Corporate Structure



- Announced Demerger plan of its Mining Chemicals & Fertiliser Businesses in Dec 2022; Composite scheme of arrangement has been admitted by NCLT on January 25, 2023. Name of Smartchem Technologies has been changed to Mahadhan AgriTech Limited ('MAL') w.e.f. 20th April, 2023
- Restructuring In-Line With Strategic Shift From Commodity To Specialty; To Provide Focused Leadership, Simple Structure & Growth Potential



## Key Highlights:

- 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, DFPCL 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

# Ammonia Greenfield Plant: Commenced Commercial Production



- Commenced commercial production of the world scale 5,00,000 MTPA Ammonia Greenfield Plant
- Ultra Mega Project, supporting GOI's Aatmanirbhar Bharat Abhiyaan
- Mitigating risks for all business segments
- World-class Energy-efficient KBR KRES technology
- Forex savings through import substitution, besides beautifully aligning with the India growth story

## Clearly defined and well-funded Capex Program



Capacity (KTPA)	Q1 FY24	H2 FY26
Ammonia	129	629
Technical Ammonium Nitrate	537	963
Nitric Acid (WNA + CNA)	1,120	1,600

**Building upon 40+ years of Proven Capabilities**

## Consolidated Financials: Q1 FY24

**Embarking on FY24: Q1 FY24 commenced with a Net Profit of Rs. 114 Cr**

INR CR	Q1FY24	Q1FY23	Y-o-Y growth	Q4FY23	Q-o-Q growth
Operating Revenue	2,313	3,031	(23.7)%	2,796	(17.3)%
<b>Operating EBITDA</b>	<b>281</b>	<b>740</b>	<b>(62.1)%</b>	<b>469</b>	<b>(40.2)%</b>
<i>Margins (%)</i>	12.1%	24.4%		16.8%	
<b>Net Profit</b>	<b>114</b>	<b>436</b>	<b>(73.9)%</b>	<b>257</b>	<b>(55.9)%</b>
<i>Margin (%)</i>	4.9%	14.3%	(945) bps	9.2%	(429) bps

- **Subsidy Impact of Rs. 161 Cr** - Reduced NBS subsidy of Rs.161 Cr on channel inventory significantly impacted consolidated profitability in Q1 FY24
- **Key RM prices movement YoY in Q1 FY24:** Ammonia ▼ ~39%; Phos Acid ▼ ~38%; RGP ▼ ~23%; MOP ▲ ~5 %, Gas ▼ ~7.1%
- Better volumes of IPA in Q1 FY24 were supported by **Implementation of Safeguard Quantitative Restriction (SGQR)**.

# Consolidated Capital Structure

## No large Loan Repayments due in next 3 years

(Rs. CR)	Mar-23	Sep-22	Mar-22
ST Debt	115	85	-
LT Debt	3,231	2,750	2,321
Current Maturities	267	246	263
<b>Total Debt</b>	<b>3,613</b>	<b>3,081</b>	<b>2,584</b>
Cash & Cash Equivalent	279	354	161
Other Bank Balances	219	93	128
Investment in MFs	597	628	876
<b>Net Debt</b>	<b>2,518</b>	<b>2,006</b>	<b>1,419</b>

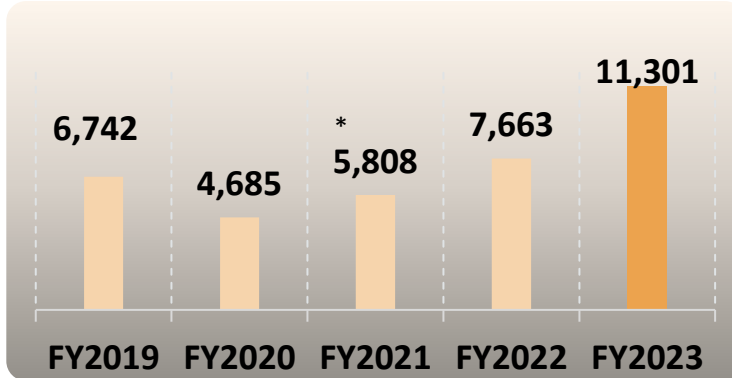
Leverage Ratios	Mar-23	Mar-22	Change
Net Debt/Equity (x)	0.48x	0.35x	0.13
Net Debt/EBIDTA (x)	1.16x	1.05x	0.12

- Asian Development Bank (ADB) funded DFPCL's farm efficiency initiative through STL, promoting sustainable agriculture and contributing to the company's growth
- Raised Rs. 900 Crores through its Maiden Listed NCDs; primarily used for replacement of ICDs to parent MAL (through Performance Chemiserve Limited, a step-down subsidiary)
- TAN Project Funding: Tied up entire Debt of Rs. 1,541 Crores with door to door tenor of 14 years
- Credit Rating Upgraded to [ICRA] AA-(Stable) / [ICRA] A1+
- **12,62,37,825 shares** currently outstanding

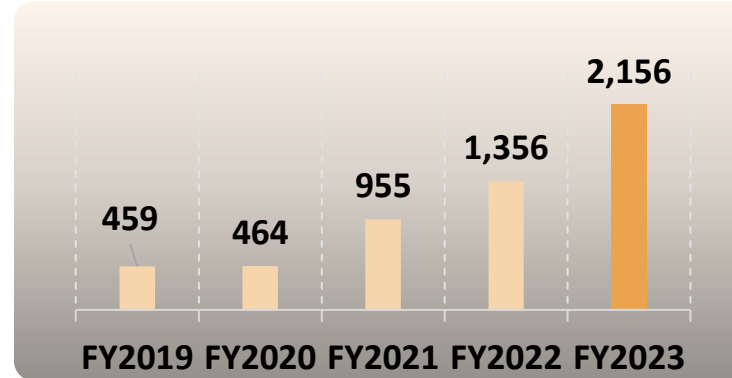
# Consolidated Financial Track Record

## Strong balance sheet and healthy financial performance

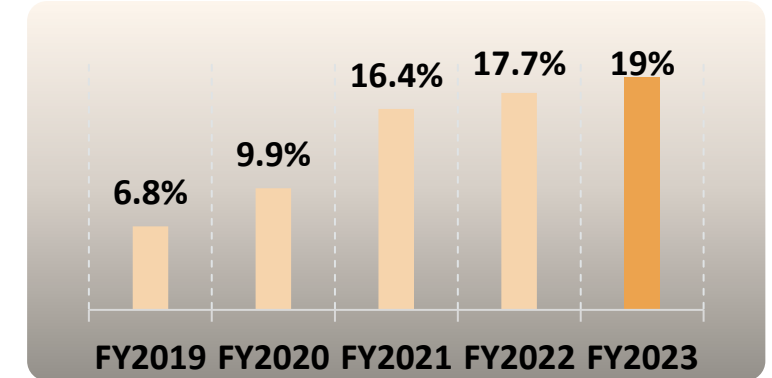
Operating Revenue (Rs. Cr)



Operating EBITDA (Rs. Cr)

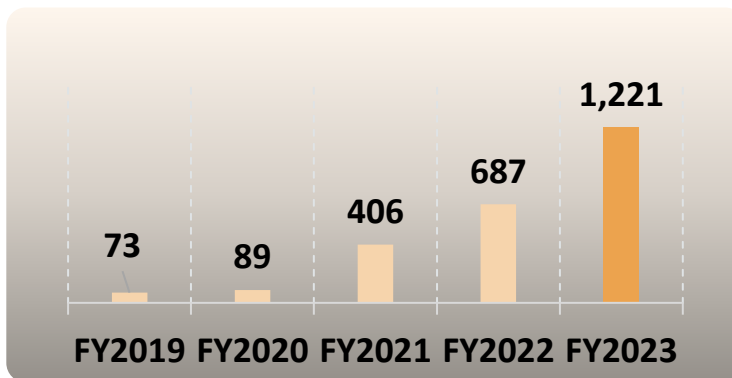


EBITDA Margin (%)

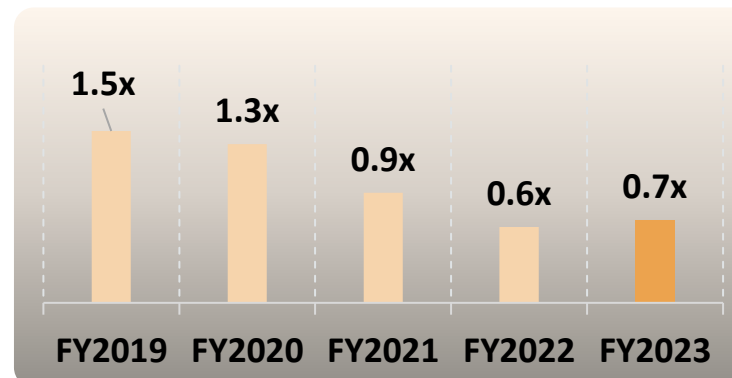


\*Cautiously consolidated trading portfolio with focus on high-margin products

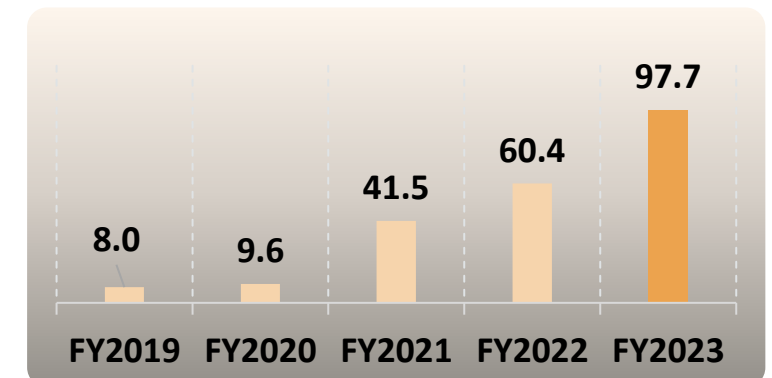
PAT (Rs. Cr)



Gross Debt/Equity (Rs. Cr)



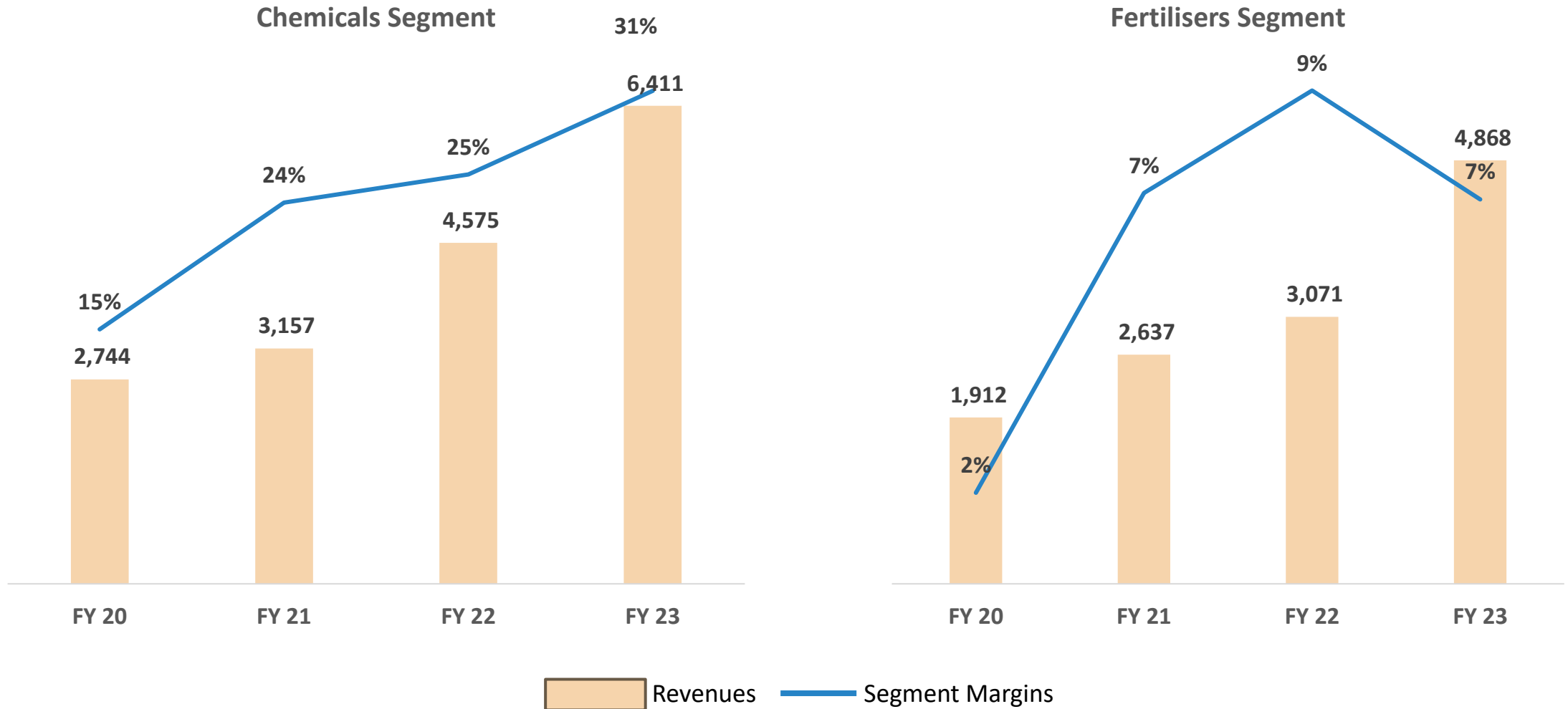
EPS (Rs.)



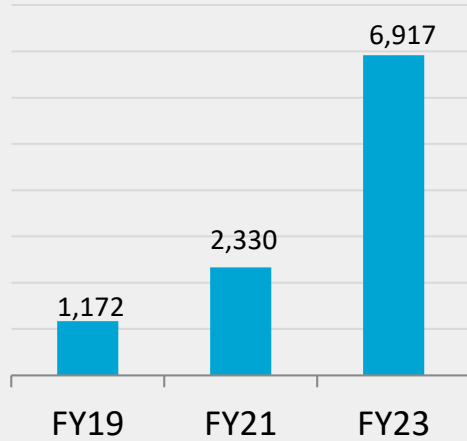
# Chemical Segment: Contributes 57% of Total Revenues and 85% of Segment Profits



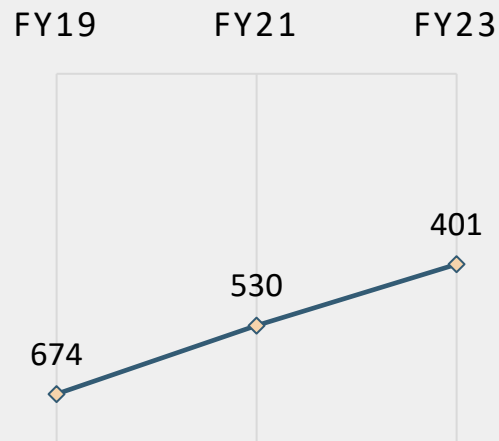
In (Cr)



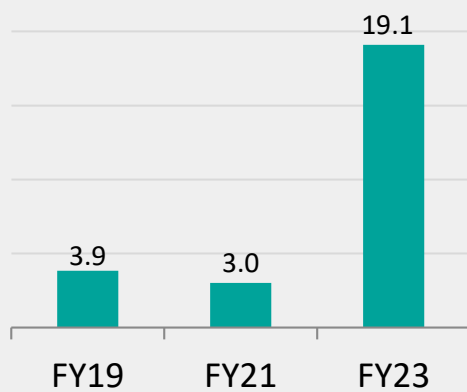
# Constant Endeavour to Improve the Quality of Stakeholder's Communication



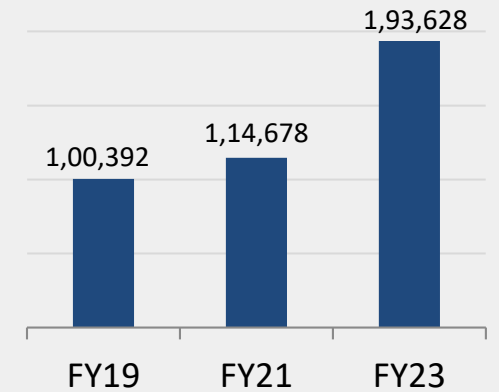
Market Cap  
(Rs. Crores)



NSE Ranking  
Significantly Improved

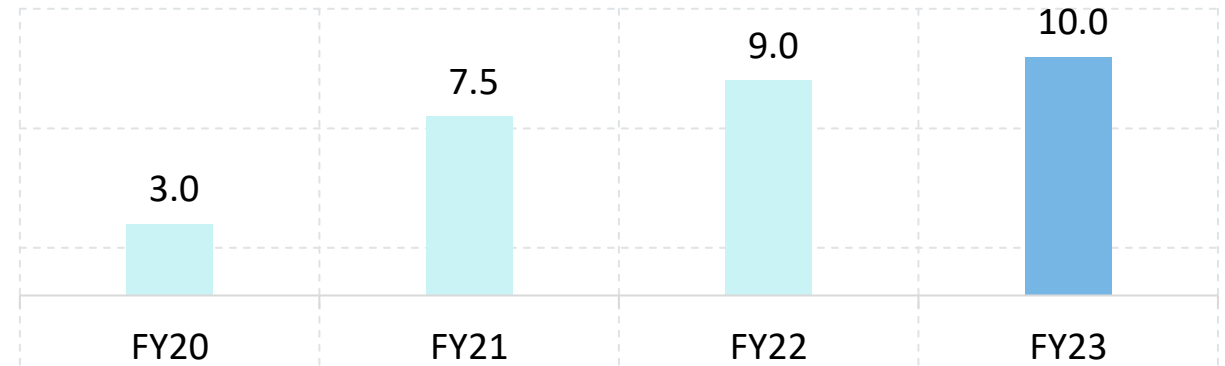


Foreign Institutional  
Ownership (%)



Total No. of  
Shareholders

## Dividend Per Share (Rs.)



### Focus on ESG:

- Launched online ESG platform on DFPCL's website
- Undertaken measures beyond regulatory obligations to invest into Carbon / NOx containment in the Nitric Acid project
- Aligning to UN Sustainable Development Goals, DFPCL working towards energy-efficient technologies, renewable energy, water conservation & waste reduction initiatives
- **BRSR:** Published BRSR report for the first time; highlights sustainability initiatives and commitment towards environment
- **Prestigious International Award:** Won the Most Prestigious Award for the capital markets in the recent 'Institutional Investor' Research - 2023 Asia Pacific (Ex-Japan) Survey



## Corporate Social Responsibility for inclusive community welfare



Successfully completed Aarogyam project; installed Domestic R.O/Water Purifier at Rahiyad Aanganwadi (Dahej) benefiting 45 Children



Installed digital learning facility in classrooms of schools across Taloja and Dahej. Also, renovated washrooms and repaired flooring as part of Gyanam project



Skill enhancement Training Program held for women - Vocational Skills Development Program (VSDP) held for aspirants of PCB Operator course



Skill enhancement Training Program held for women - Vocational Skills Development Program (VSDP) held for aspirants of PCB Operator course



**BEST BRAND**

**Creaticity was chosen as a  
'Brand of the Year 2022'**

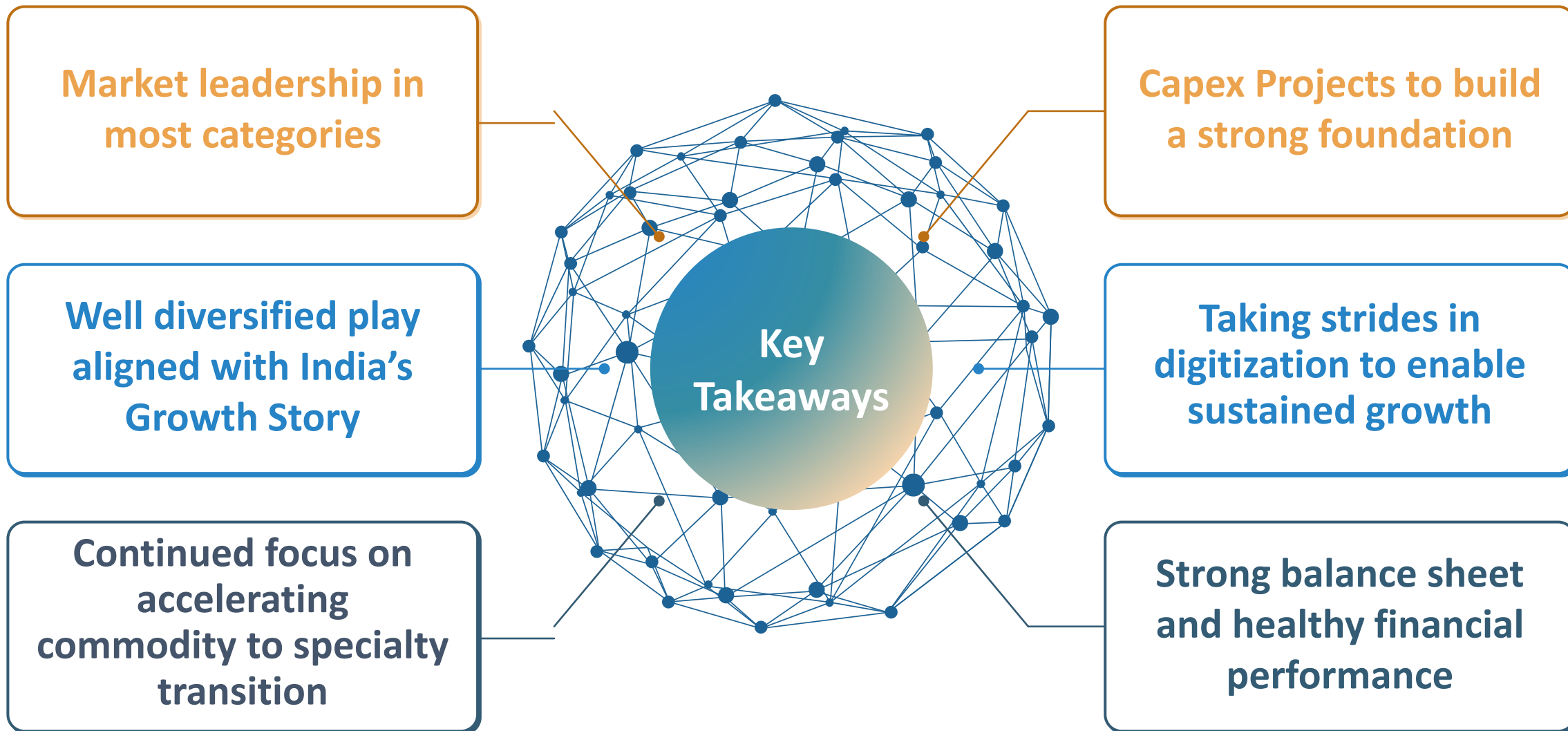
**INNOVATIVE FERTILISER**

**Won Golden Peacock  
Innovative Product / Service  
Award 2022**

**SAFETY**

**Gold Award for the Prevention  
of Accident (RoSPA)**

## Market Dominance And Robust Demand Outlook To Support Business Growth



**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](http://www.dfpcl.com)

**Investor Relations Contact**

**Deepak Balwani**  
Head – Investor Relations  
[deepak.balwani@dfpcl.com](mailto:deepak.balwani@dfpcl.com)  
+91 20 6645 8733

**Deepak Rastogi**  
President and CFO  
[deepak.rastogi@dfpcl.com](mailto:deepak.rastogi@dfpcl.com)  
+91 20 6645 8733