



CIN: L24110MH1984PLC033917

MFG of SSP Fertilizer, 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.



Rama Phosphates Ltd.

Ref : RPL/BMD/2025

Date : July 23, 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 Ended June 30, 2025

Dear Sir/Madam,

Enclosing herewith Presentation on Company's Financial Performance for the Quarter Ended June 30, 2025.

This is for your information and records.

Thanking you,

Yours faithfully,

For RAMA PHOSPHATES LIMITED

HARESH
DOULAT
RAMSINGHANI

Digitally signed by
HARESH DOULAT
RAMSINGHANI
Date: 2025.07.23
18:15:18 +05'30'

HARESH D. RAMSINGHANI
CHIRMAN & MANAGING DIRECTOR
DIN 00035416



RAMA PHOSPHATES LIMITED



INVESTOR PRESENTATION Q1 FY26

DISCLAIMER



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COMPANY OVERVIEW



OUR DIVERSIFIED PRODUCT PORTFOLIO



**SSP
Fertilizer**



Chemical



**Soya De-
Oiled Cake**



**Micro –
Nutrients**



**Speciality
Chemical**



Soya Oil



**MIX/NPK
Fertilizers**



LABSA

TRADING OF “P&K FERTILIZERS” & IMPORT OF “MOP”



OUR KEY STRENGTH



- **STRATEGICALLY LOCATED PLANTS**
- **MULTI- STATE, MULTI PRODUCT DIVERSIFIED COMPANY**
- **BACKWARD & FORWARD INTEGRATED PLANTS**
- **IN-HOUSE POWER GENERATION**
- **STRONG PRESENCE ACROSS THE TOP 11 STATES OF INDIA**
- **ROBUST DISTRIBUTION NETWORK COMPRISING OVER 2000+ WHOLESALERS & 9000+ RETAILERS SPREAD ACROSS INDIA**
- **SERVING FARMERS FOR OVER 5 DECADES**
- **ZERO WASTE COMPANY**
- **WITH A HUGE LAND BANK AT INDORE & PUNE**
- **NABL ACCREDITED LABORATORIES AT EACH UNITS**
- **STRONG “GIRNAR” & “SURYAFUL” BRANDS WITH DIVERSE FERTILIZER PRODUCT PORTFOLIO**
- **ICRA RATED A- CREDIT RATING**
- **CAPACITY EXPANSION**



OUR GROWTH JOURNEY

1987 - 2010

- 1987** Fertilizer plant with capacity of 165000 MT PA First acid plant at Indore
- 1992** Soya cursing plant at Indore with capacity of 120000 MT
- 1995** Fertilizer plant with capacity of 132000 MT PA Acid plant at Pune
- 1996** Fertilizer plant with capacity of 132000 MT PA at Udaipur
- 2001** Negative net worth and was referred to BIFR
- 2009** Turnaround phase for the Company and it was back on the Growth Path
- 2010** Expansion of fertilizer plant from 132000 MT PA to 181000 MT PA at Udaipur

2011 - 2022

- 2016** Expansion of fertilizer plant from 165000 MT PA to 250000 MT PA at Indore
- 2017** Greenfield Micro-Nutrient plant
- 2020** Greenfield LABSA at Udaipur
- 2021**
 - Second Acid plant at Indore
 - Solar Plant at Udaipur & Expansion of fertilizer plant from capacity of 180000 MT PA to 250000 MT PA
 - New product launch at Pune unit
- 2022**
 - Exited from CDR
 - Acquired 66,000 MT PA plant at Nimbahera on lease
 - Acquired 54 acres Land in Dhule
 - Listed on NSE
 - Procured advanced SSP plant machinery for Dhule
 - Won FAI's Best SSP Production Performance award for 5th time
 - ICRA rating upgraded to A-/Stable (from BBB+) and A2+ (from A2)

2023 – Onwards

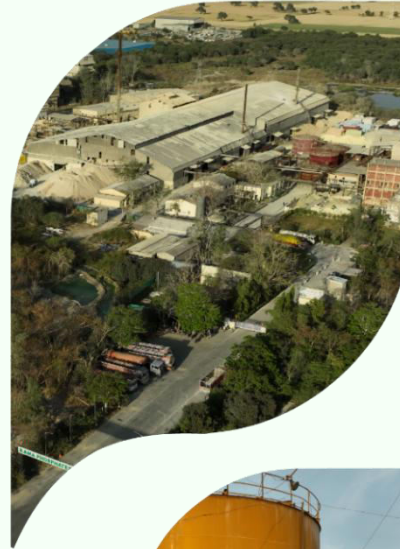
- 2023**
 - New SSF & GSSP plant at Indore
 - New SSF plant at Udaipur
 - Received EC for Dhule project
 - Release of 41% of pledged shares of promoter group
- 2024**
 - Automation implemented in production
 - NABL-accredited QC labs at Indore, Pune & Udaipur
 - ISO certified
 - 6th FAI Award for Best Production Performance Launched
 - New traded products BORON,PDM, CALCI N, Water-Soluble Fertilizer Launch
 - Introduced Magnesium Fortified Boron Zinc SSP
- 2025**
 - Introduced Complex Fertilizer: "Urea SSP" in Udaipur
 - First time Imported "MOP"

PRODUCTION CAPACITY



INDORE OIL

- ❖ SA* – 55000 MT
- ❖ Soya Crushing – 120000 MT
- ❖ Soya Refinery – 30000 MT



INDORE FERTILIZER

- ❖ SSP – 250000 MT
- ❖ SA* – 100000 MT
- ❖ SSF – 1080 MT PA
- ❖ Micro – 25000 MT
- ❖ Power – 2.40 MW

PUNE

- ❖ SSP – 132000 MT
- ❖ SA* – 56100 MT
- ❖ SSF – 540 MT PA
- ❖ NPK – 60000 MT
- ❖ Power – 0.60 MW



NIMBAHERA

- ❖ SSP – 66000 MT

UDAIPUR

- ❖ SSP – 250000 MT
- ❖ LABSA – 18000 MT
- ❖ SSF – 990 MT PA
- ❖ S Power – 792 KWP



DHULE

- Proposed
- ❖ SSP – 216000 MT
- ❖ SA* – 90000 MT

TOTAL CAPACITY: SSP :- 9,14,000 MT & SULPHURIC ACID :- 3,01,100 MT

***SA: SULPHURIC ACID**

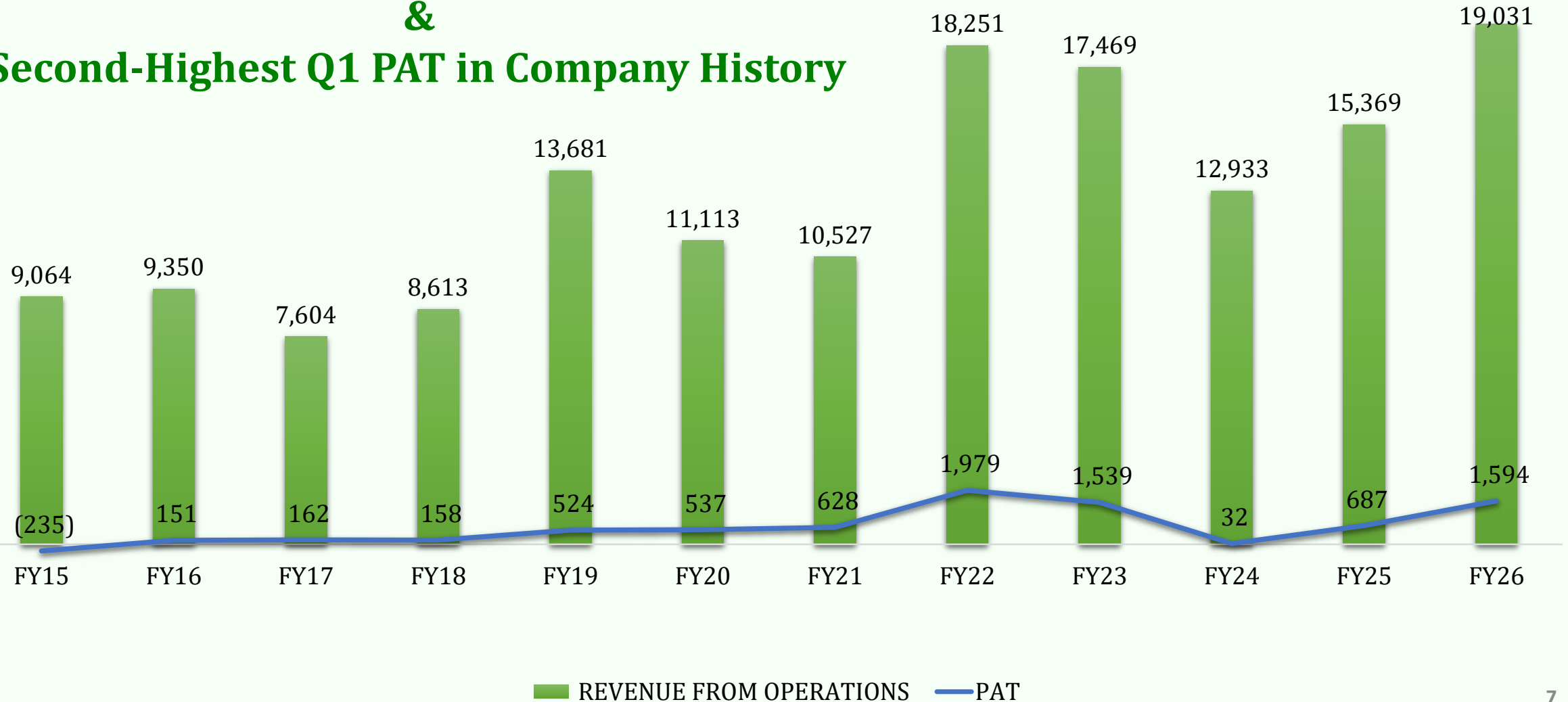


Record-Breaking Financial Performance This Quarter



₹ in Lacs

**All-Time High Q1 Operations Revenue
&
Second-Highest Q1 PAT in Company History**

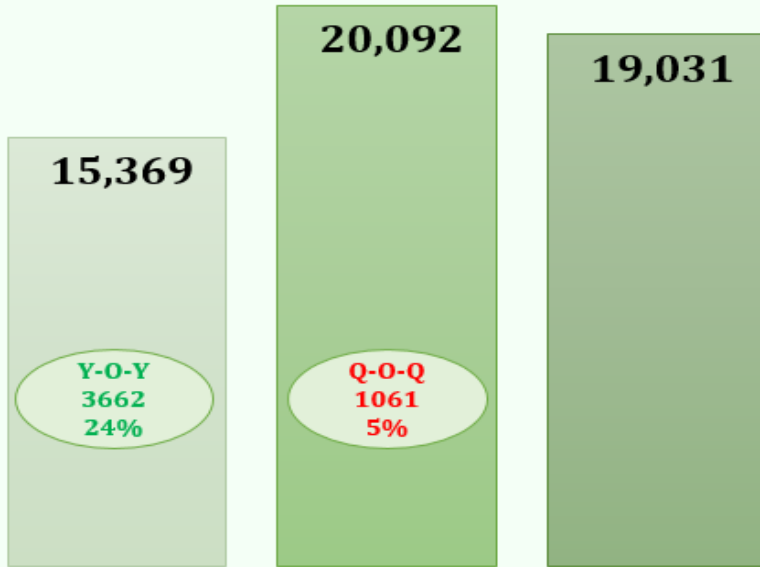


FINANCIAL SUMMARY



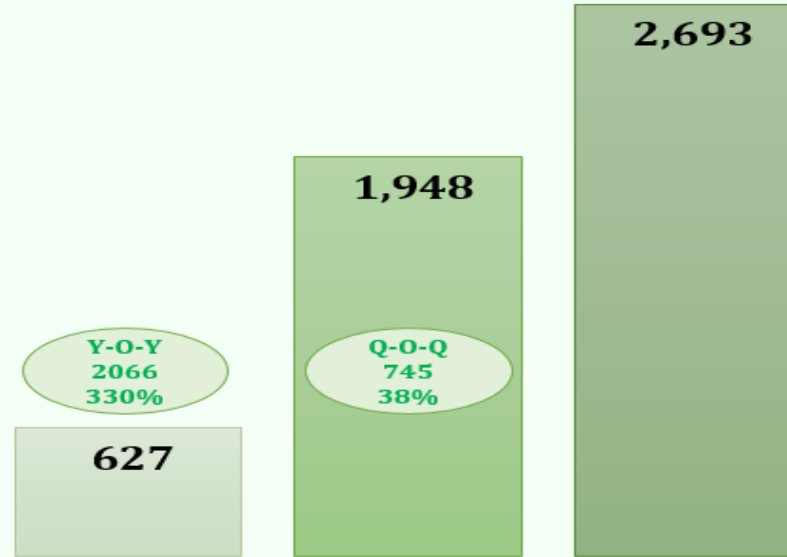
REVENUE FROM OPERATIONS

₹ in Lacs



EBITDA

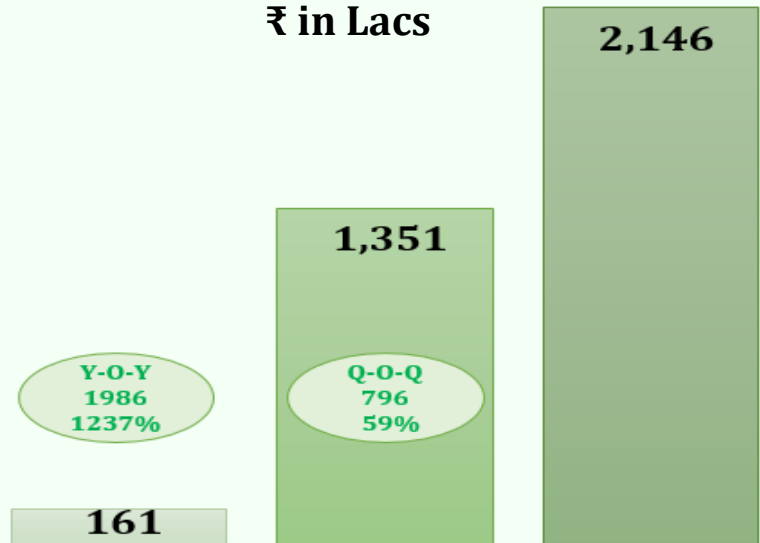
₹ in Lacs



- Q1FY25
- Q4 FY25
- Q1 FY26

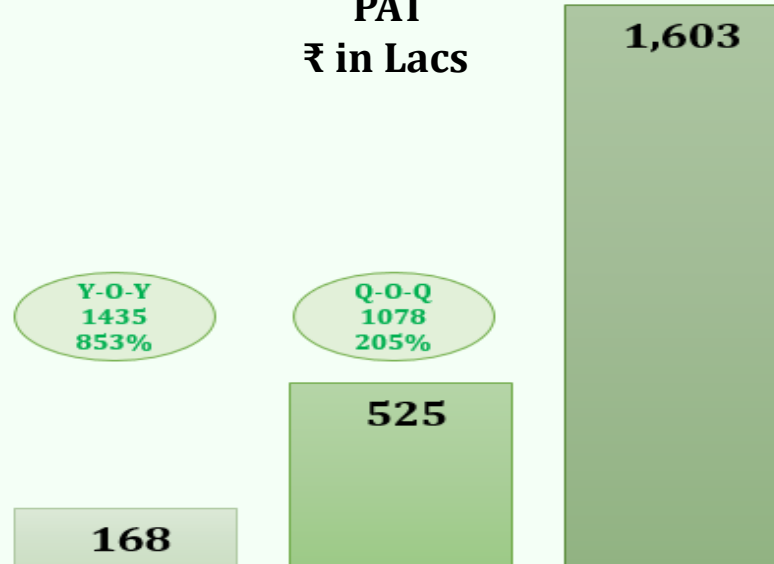
PBT

₹ in Lacs



PAT

₹ in Lacs



RESULT AT A GLANCE



₹ in Lacs

❖ Record Revenue Growth by 24%

❖ EBITDA surged by 330% YoY

❖ PAT Soars 853%

❖ EPS Up 844%

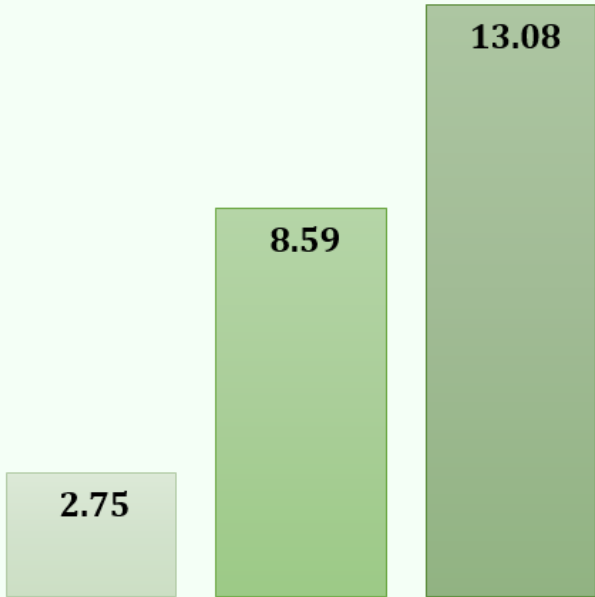


PARTICULARS	Q1 FY26	Q4 FY25	Q1 FY25	Y-o-Y	Y-o-Y %
Revenue From Opertation	19,031	20,092	15,369	3,662	24%
Other Income	63	212	49	15	31%
TOTAL INCOME	19,095	20,304	15,418	3,677	24%
Cost of Materials Consumed	12,936	13,624	11,348	1,587	14%
Purchase of Stock in Trade	235	641	254	-19	-7%
Changes in Inventories of Finished goods, work-in-progress and stock-in-trade	-762	-1,548	-142	-619	-435%
Employees Benefit Expenses	887	1,009	762	125	16%
Finance Cost	352	393	264	88	33%
Depreciation & Amortisation Expenses	195	205	202	-7	-4%
Other Expenses	3,105	4,630	2,569	536	21%
TOTAL EXPENSES	16,948	18,953	15,257	1,691	11%
EBITDA	2,693	1,948	627	2,066	330%
PBT	2,146	1,351	161	1,986	1236%
TAX	543	826	-7	550	-7359%
PAT	1,603	525	168	1,435	853%
EPS (Face Value of ₹ 5/- Per Share)	4.53	1.48	0.48	4.05	844%

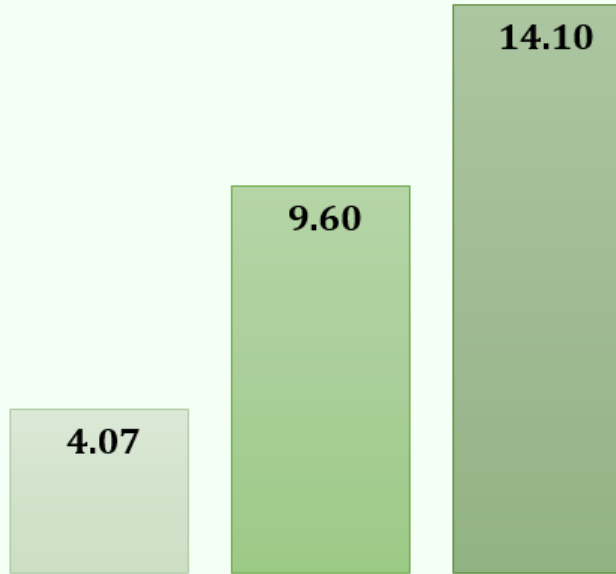
GROWTH PROGRESS



NET OPERATING MARGIN (%)



EBITDA MARGIN (%)

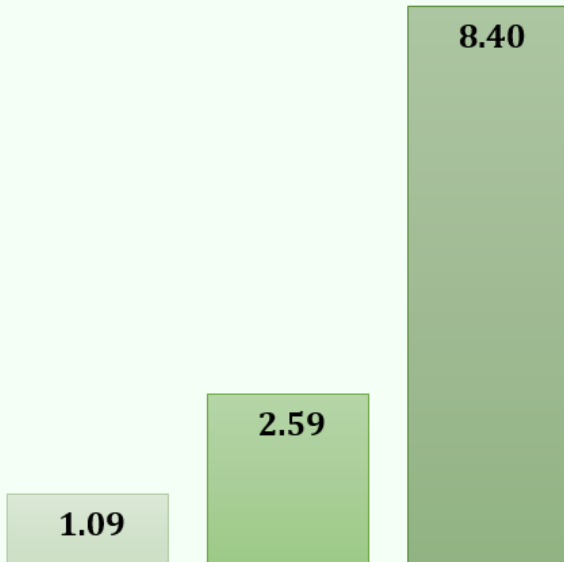


Q1FY25

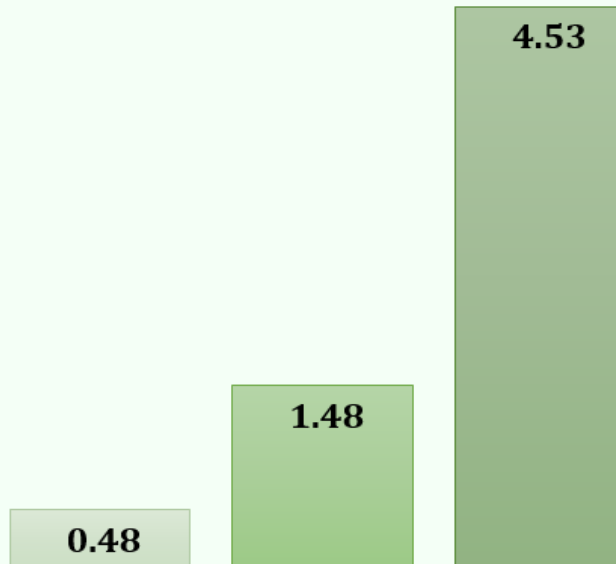
Q4 FY25

Q1 FY26

NET PROFIT MARGIN (%)



EPS (FV Rs.5/- each)



❖ Strong Margin Growth

❖ EBITDA Margin Improves Sharply

❖ Net Profit Margin Up

❖ EPS Quadrupled YoY



KEY HIGHLIGHTS



- ❖ **Triple-digit growth in profits** shows solid business fundamentals.
- ❖ **Robust demand and improved realizations in Sulphuric acid** resulted in a **51% Y-o-Y Sales volume growth**, increasing from 24,838 MT to 37,440 MT.
- ❖ **Exceptional growth** in EBITDA, PBT, and PAT Y-o-Y.
- ❖ **Strong market acceptance of our newly introduced UREA SSP (5:15:0:10) premium grade “UROSUPER”** positions it as a **critical contributor to upcoming growth**.
- ❖ **SSP contract with HURL**(India’s largest urea-producing PSU) **for 1lac+MT** reinforces revenue stability and enhances top-line outlook
- ❖ Diversified product portfolio positively **enhanced overall margins**.
- ❖ **Yearly Contract** for rock phosphate, protects us from market volatility
- ❖ ICRA reaffirmed A- **credit rating**



DHULE PROJECT-AT A GLANCE

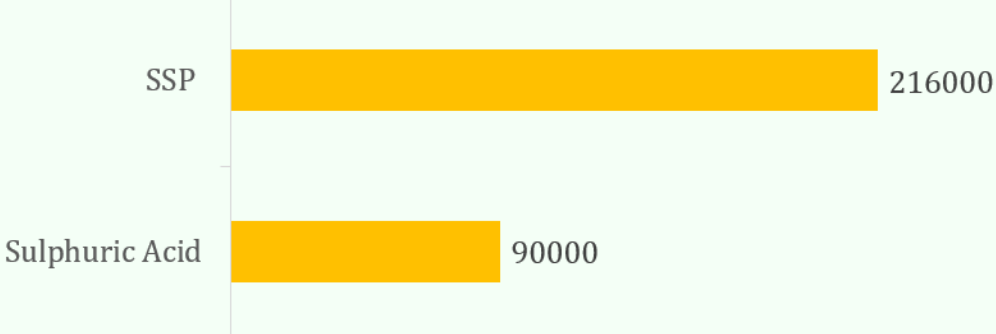


❖ Project Overview:

- ❑ Greenfield integrated fertilizer complex
- ❑ Strategically planned to support **long-term sustainable growth** & Boarding into high-potential states like MP and Gujarat
- ❑ **Proposed captive solar plant** to support clean energy needs
- ❑ Supports **government goals of Atmanirbhar Bharat in Agri-inputs**

❖ **Land:51.98 Acres** equipped with strong industrial infrastructure and essential facilities.

❖ Proposed Capacity (MTPA):



❖ Strategic Benefits:

- ❑ **Wider market penetration**
- ❑ **Proximity to major ports** (cost-effective logistics)
- ❑ **Backward integration** with in-house acid availability
- ❑ **Diversified product basket**
- ❑ **Capital subsidy benefits** under GOI initiatives.



❖ Project Progress:

- ❑ As of June'2025, **the total investment** made in our upcoming Dhule project stands at **₹27.90 crore**, ₹0.97 crore was funded through a term loan, with the balance financed through internal accruals.
- ❑ Phase-I construction **progressing at full speed, with Plant & Machinery already procured** and delivered at the site.
- ❑ Various key **statutory compliances** for the Dhule project have been largely completed, ensuring alignment with regulatory requirements and supporting smooth project execution.
- ❑ We expect to commence 1st Phase Project SSP **Trail Production by Q4 FY26.**

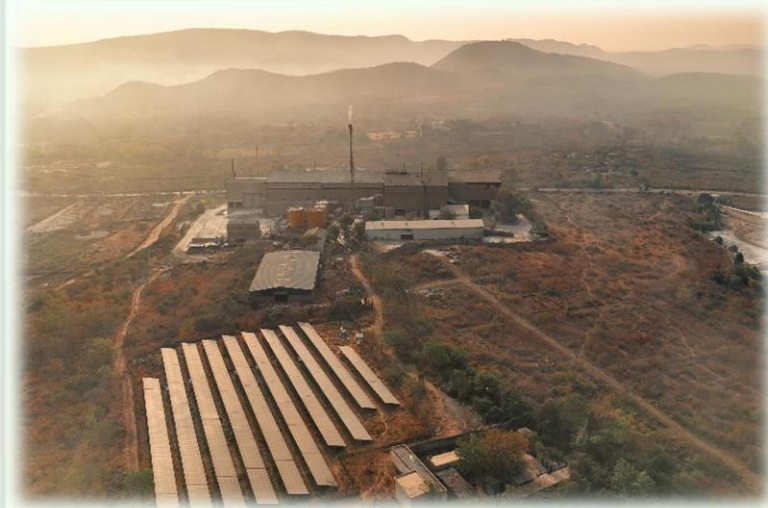
VISION



- ❖ To become ₹1000+ Cr Company
- ❖ Capacity expansion by commissioning of Dhule plant
- ❖ Diversify into industrial chemicals to reduce market risk.
- ❖ Leverage technology for efficiency and engagement.
- ❖ Use digital tools for direct farmer connect.
- ❖ Strategic debottlenecking of existing plants underway to unlock additional capacity
- ❖ To diversify into P&K Fertilizers Imports
- ❖ Community enrichment & welfare of the poor people
- ❖ To launch new non-subsidized fertilizers through strong channel partner base
- ❖ Invest in R&D to stay ahead of the curve in quality and innovation
- ❖ To focus on value added fertilizer products & soya division
- ❖ Partner with Agri-universities for customized products.



Thank You



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