



**DEEPAK FERTILISERS
AND PETROCHEMICALS
CORPORATION LIMITED**

Presentation

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**DEEPAK FERTILISERS
AND PETROCHEMICALS
CORPORATION LIMITED**



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About Us

- ❑ Listing: The Stock Exchange, Mumbai (BSE), and the National Stock Exchange (NSE).
- ❑ Ticker: DEEPAKFERT
- ❑ Incorporated in 1979 as an ammonia manufacturer with a capacity of 90,000 tons.
- ❑ Now a multi product company spanning across Industrial Chemicals, Bulk and Specialty Fertilisers, Farm Services, Diagnostics and Solutions, Technical Ammonium Nitrate (TAN) and Value Added Real Estate
- ❑ Plants located at Taloja, near Mumbai, Western Maharashtra
- ❑ 100% Subsidiary – Smartchem Technologies, Srikakulam, Andhra Pradesh





Product Portfolio

❑ Industrial Chemicals

- Iso Propyl Alcohol, Methanol, Ammonium Nitrate (AN), Dilute Nitric Acid (DNA), Strong Nitric Acid (SNA), Concentrated Nitric Acid (CNA), Propane, Carbon-di-oxide (CO₂), Hydrogen (H₂)

❑ Agri-business (Fertilisers)

- Fertilisers : Nitro Phosphate (NP) 24:24:0, Bentonite Sulphur, bio-fertilisers, water soluble fertilisers, soil nutrients and select mixtures
- DFPCL's Saarthie initiative linking nutrient management to product output management

❑ Technical Ammonium Nitrate

- The only manufacturer of Technical Ammonium Nitrate in India and among the largest in the world

❑ Value Added Real Estate (VARE)

- Ishanya – India's first true Lifestyle Centre. Located in Pune, Western Maharashtra





End-users (Chemicals)

❑ Technical Ammonium Nitrate (TAN):

- Used as raw material for making commercial blasting explosives with end application in mining (coal, iron ore, lime stone, etc) and in construction industry (stone quarrying, roads, railways, dams, etc)

❑ Iso Propyl Alcohol:

- Product used by fast and high growing sectors Pharma, Agro-chem, Organic Chem., Imaging Chem. (Printing & Inks), Healthcare and Paint sector.

❑ Nitric Acids:

- Used in the manufacture of nitro compounds, defence sector, explosives and a variety of applications in drugs and dye intermediates, and refining of precious metals.

❑ Methanol:

- Used as raw material for manufacture of Formaldehyde, DMT, Methylamines, Pesticides, MTBE, Acetic Acid, etc. Also used as solvent in multiple applications, and primarily in pharmaceutical industry.





Customer Marketing (Agri-business)

- ❑ Among the leaders for its products with some of the best recognised brands in its markets – Mahadhan, Bhoodhan and Bensulf
- ❑ Expanding geographical footprint successfully by moving into states like Punjab & Haryana.
- ❑ The traditional markets of Maharashtra, Gujarat, Karnataka further enhanced and strengthened.
- ❑ Saarrthie : Servicing 7189 farmers over nearly 4500 hectares of land, since inception
- ❑ Saarrthie : Focus on integrated nutrient management and providing crop specific, soil specific advisory services to enhance produce quality and farm productivity.





Primary Raw Materials

❑ Natural Gas

- Sufficient Availability through multiple sources including, ONGC, Reliance, PMT, RLNG

❑ Ammonia

- Availability through in-house manufacturing and outsourcing from both domestic as well as international sources
- Signed quantity contracts for Ammonia with an overseas supplier—adequate availability for all plants

❑ Propylene

- Available through firm contracts with BPCL and on spot basis





Plant Capacities

Installed Capacity	Unit (MTPA)
Ammonia	1,25,400
CNA	79,200
DNA	4,45,500
Methanol	1,00,000
Iso Propyl Alcohol	70,000
TAN (across Taloja & Srikakulam)	5,00,000
CO ₂	33,000
Nitro Phosphate	2,29,500
Sulphur	25,000





Key Technologies

Products	Technology
Ammonia	Fish International Engrs. (U.S.A.)
Methanol	Davy McKee (U.K.)
Dilute Nitric Acid (DNA)	Weatherly Inc. (U.S.A.)
Concentrated Nitric Acid (CNA)	Plinke (Germany)
Nitro Phosphate (Fertilisers)	Stamicarbon (The Netherlands)
Technical Ammonium Nitrate	Stamicarbon (Netherlands)
	Grande Paroisse (France)
	Norsk Hydro (Sweden)
	Uhde (Germany)





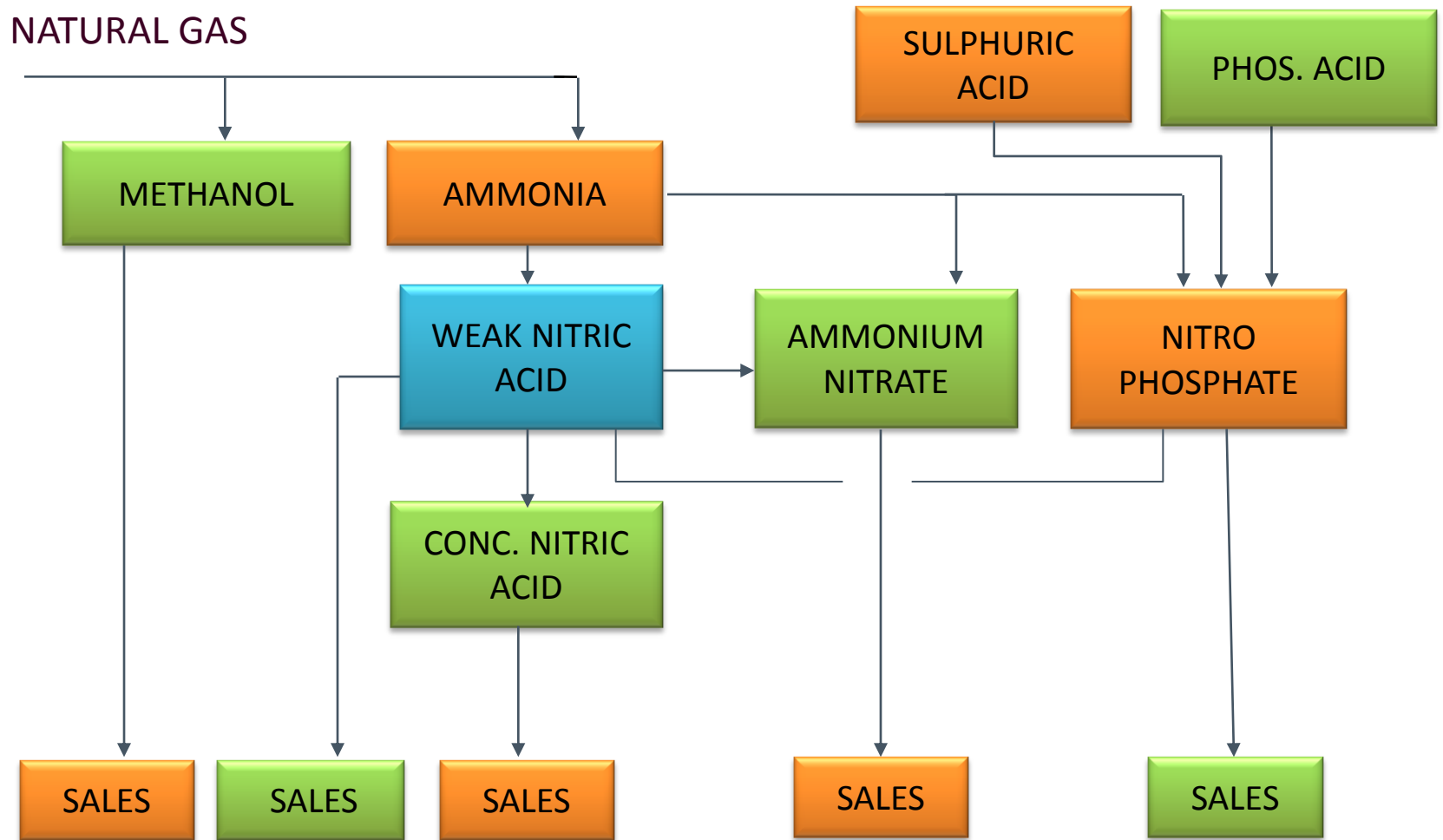
Key Strengths

- ❑ Broad product range and operational flexibility to optimise its product mix
- ❑ Diverse sectoral end-use of products offers considerable resilience
- ❑ World class quality with plants benchmarked against global efficiency ratios
- ❑ Strong and established brands with a widely spread, efficient distribution network
- ❑ Key raw material tie-ups in place ensuring availability





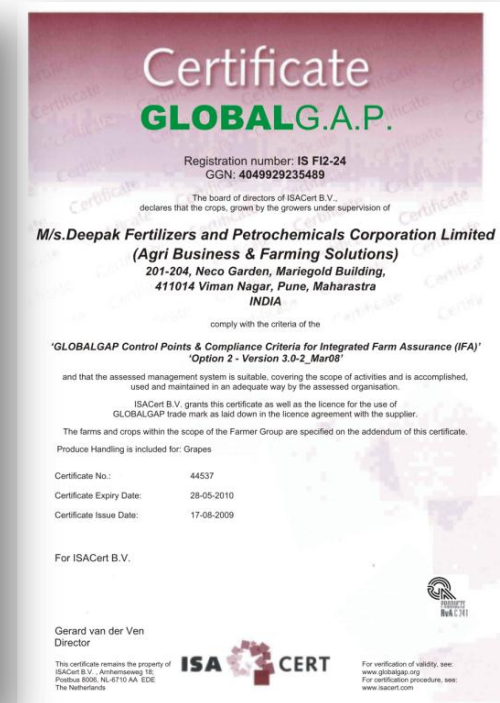
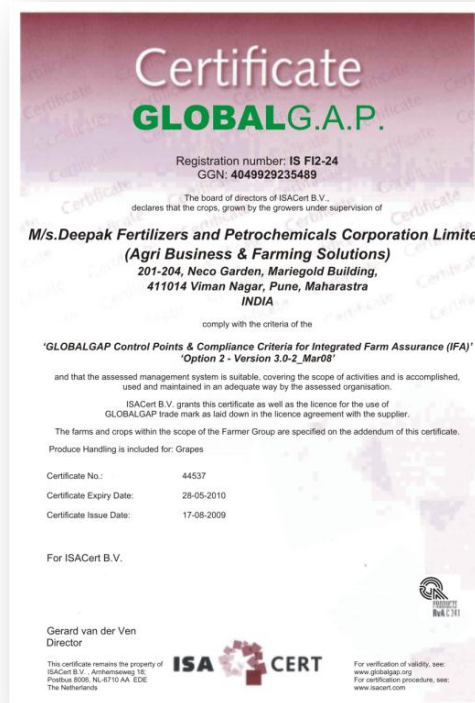
Flow Chart for Products from Natural Gas





Certifications: Safety, Quality and Business

- ❑ ISO 9001 : 2008 certification
- ❑ Deepak GAP certification
- ❑ ISO 17025 accreditation well-equipped laboratory
- ❑ Certified pack houses for produce handling





FINANCIALS AND RELATED INFORMATION





Shareholding Pattern (%)

Q3 FY 11-12

Figures in %

	Dec'11-12	Sep '11	June '11	March '11
Promoter	43.32	43.32	43.15	43.15
Foreign Institutional Investors	12.79	13.08	12.85	12.21
Indian Institutional Investors	10.19	9.23	8.73	8.86
Others	33.70	34.37	35.27	35.78
Total	100	100	100	100

Top Public Shareholders | Shares Pledged by Promoters





Highlights

Q3 FY 11 - 12

- ❑ Company recorded an overall good quarter in comparison to the corresponding period from the previous year
 - Recorded 60% increase in revenues Q3 FY 11-12 over Q3 FY10-11
 - Total revenues up 45% for nine months ended 31 December, 2012
 - Profit before tax increased by 20% for nine months under review
 - Profit after tax improved by 25% for nine months under review

- ❑ Chemicals business too showed strong growth of 29% from Rs. 262.96 crores in Q3 FY11 to Rs. 340.49 crores in Q3 FY12

- ❑ Own manufactured Fertilisers recorded 155% growth from Rs. 48.79 crores in Q3, FY11 to Rs. 124.64 crores in Q3 FY 12

- ❑ The overall Fertilisers business, including outsourced Fertilisers, grew 130% from Rs. 120.27 crores in Q3 FY11 to Rs. 276.40 crores in Q3 FY12.

- ❑ Specialty fertilisers grew 25% for Q3 FY11-12 against corresponding quarter in the previous year





Income From Operations Q3 FY 11-12 and nine months ended

In Rs. Crores

	Nine Months Ended		Year Ended
	31 Dec., '11	31 Dec., '10	31 Mar., '11
Income From Operations	1652.55	1136.34	1564.81
Profit Before Tax	225.98	187.91	261.46
Profit After Tax	167.49	133.90	186.62





Income from Operations Q3 FY 11-12

In Rs. Crores

	Quarter Ended			
	Q3 FY 12	Q2 FY 12	Q3 FY 11	FY 11
Income From Operations	601.49	577.19	375.03	1564.81
Profit Before Tax	62.90	75.18	56.97	261.46
Profit After Tax	49.65	53.90	40.26	186.62





Segment Revenue Q3 FY 11-12

In (Rs. Crores)

Segment Revenue	Q3 – FY12	Q2-FY12	Q3– FY11	FY11
Chemicals	340.49	358.67	262.96	1075.93
Fertilisers	276.39	230.70	120.27	531.18
<i>Fert-Manf.</i>	124.64	112.46	48.79	259.59
<i>Fert-Outsourced</i>	151.75	118.24	71.48	271.59





Segment Profit / (Loss) Before Tax and Interest Q3 FY 11-12

In (Rs. Crores)

	Q3– FY12	Q2-FY 12	Q3 – FY11	FY11
Chemicals	81.59	84.86	79.92	319.36
Fertilisers	28.65	27.44	4.25	31.64





Profitability Ratios

Q3 FY 11-12

Figures in %

Profitability Ratios				
	Q3 FY 11-12	Q2 FY 11-12	Q3 FY 10-11	FY 11
Operating EBIDTA	17	17	22	22
PBIT (% on sales)	14	15	19	20
PBT (% on sales)	10	12	15	17
PAT (% on sales)	8	9	11	12





Capital Employed Q3 FY 11-12

Rs. in Crores

Particulars	Q3 FY 12	Q2 FY 12	Q3 FY 11	FY 11
Chemicals	1158.72	1174.05	1117.05	1127.50
Fertilisers	286.19	212.97	191.72	153.32
Realty	247.84	243.11	238.34	240.70
Others	38.30	41.03	39.75	39.72
Unallocated	508.69	353.58	342.43	361.16
Total	2239.74	2024.74	1929.39	1922.40





Thank You

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