



6<sup>th</sup> June, 2022

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 that the Officials of the Company would be participating in the following Analyst/ Investor Meet on 7<sup>th</sup> June, 2022:

Name of the Analyst/ Investor	Place / Mode
J.P MORGAN ASIA AGRICULTURE TOUR	Virtual Meeting
ICICI PRUDENTIAL AMC	Mumbai (face to face meeting)
MAX LIFE INSURANCE CO LTD	Mumbai (face to face meeting)
INVESCO AMC	Mumbai (face to face meeting)
HDFC MUTUAL FUND	Mumbai (face to face meeting)

Note: The Schedule of the above Analyst/ Investor Meeting are 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No Unpublished Price Sensitive Information (UPSI) will be shared during the aforesaid meet.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.dfpl.com](http://www.dfpl.com).

Further, the Investor Presentation which will be presented during the aforesaid meetings is enclosed for the information of the shareholders.

We request you to take the same on your record.

Thanking you,  
Yours faithfully,

For **Deepak Fertilisers  
And Petrochemicals Corporation Limited**

**Ritesh Chaudhry**  
Company Secretary





DEEPAK FERTILISERS  
AND PETROCHEMICALS  
CORPORATION LIMITED

(BSE: 500645; NSE: DEEPAKFERT)

# Investor Presentation

June 2022



**FUTURE  
READY**  
*Transforming from Commodity to Specialty*

# Business Overview

## Diversified Business



- One of the trusted chemical and fertiliser manufacturers in India
- Diversified ammonia downstream player; 40+ years industry experience
- Sustained through market cycles owing to diversified segmental offerings

## Strategic Plant Locations



- Plants in Western, Northern and Eastern India
- Well-established sourcing channels
- Port and gas pipeline infrastructure for import of raw materials

## Leadership Position



- Differentiated value-added consumer-centric products and innovative solutions
- Market Share: CNB# 19%, TAN 42%, CNA 72%, IPA 43%

## Installed Capacities

487

KTPA

 Technical  
Ammonium Nitrate

1,362

KTPA

 Industrial  
Chemicals

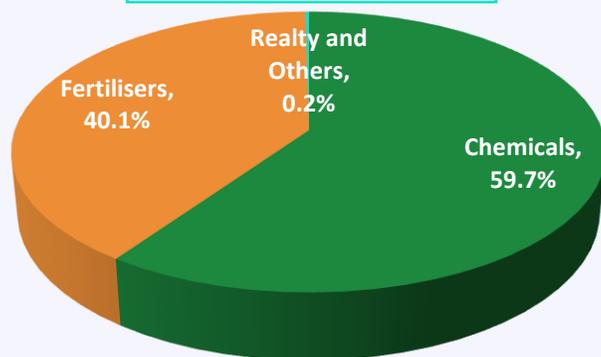
985

KTPA

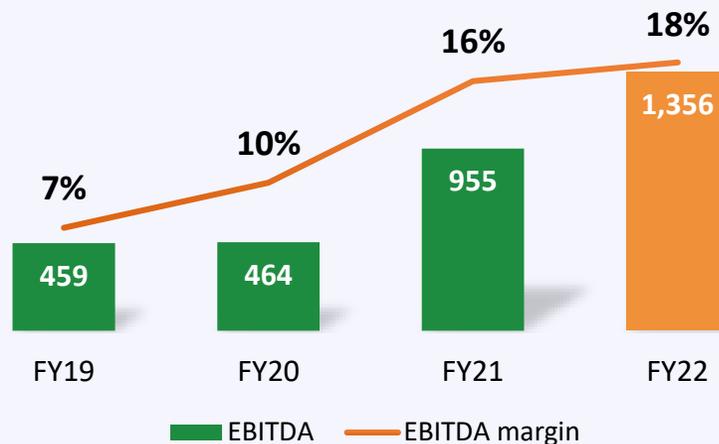
 Crop Nutrition  
Business

## Revenue Share (%)

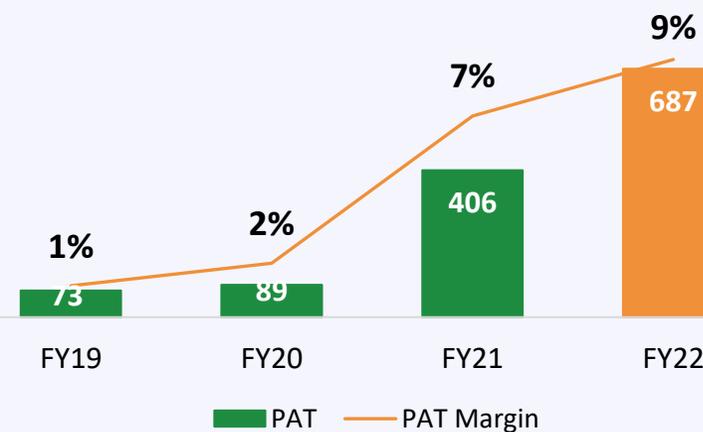
FY22: Rs. 7,633 Cr



## Operating EBITDA (Rs. Cr)



## Profit After Tax (Rs. Cr)



Participating in the country's growth story through serving critical sectors of the economy such as agriculture, pharmaceuticals, mining, infrastructure, health and hygiene, among others

# About DFPCL

A multi-product Indian conglomerate and has plants located in four states, namely Maharashtra (Taloja), Gujarat (Dahej), Andhra Pradesh (Srikakulam) and Haryana (Panipat)

## Industrial Chemicals

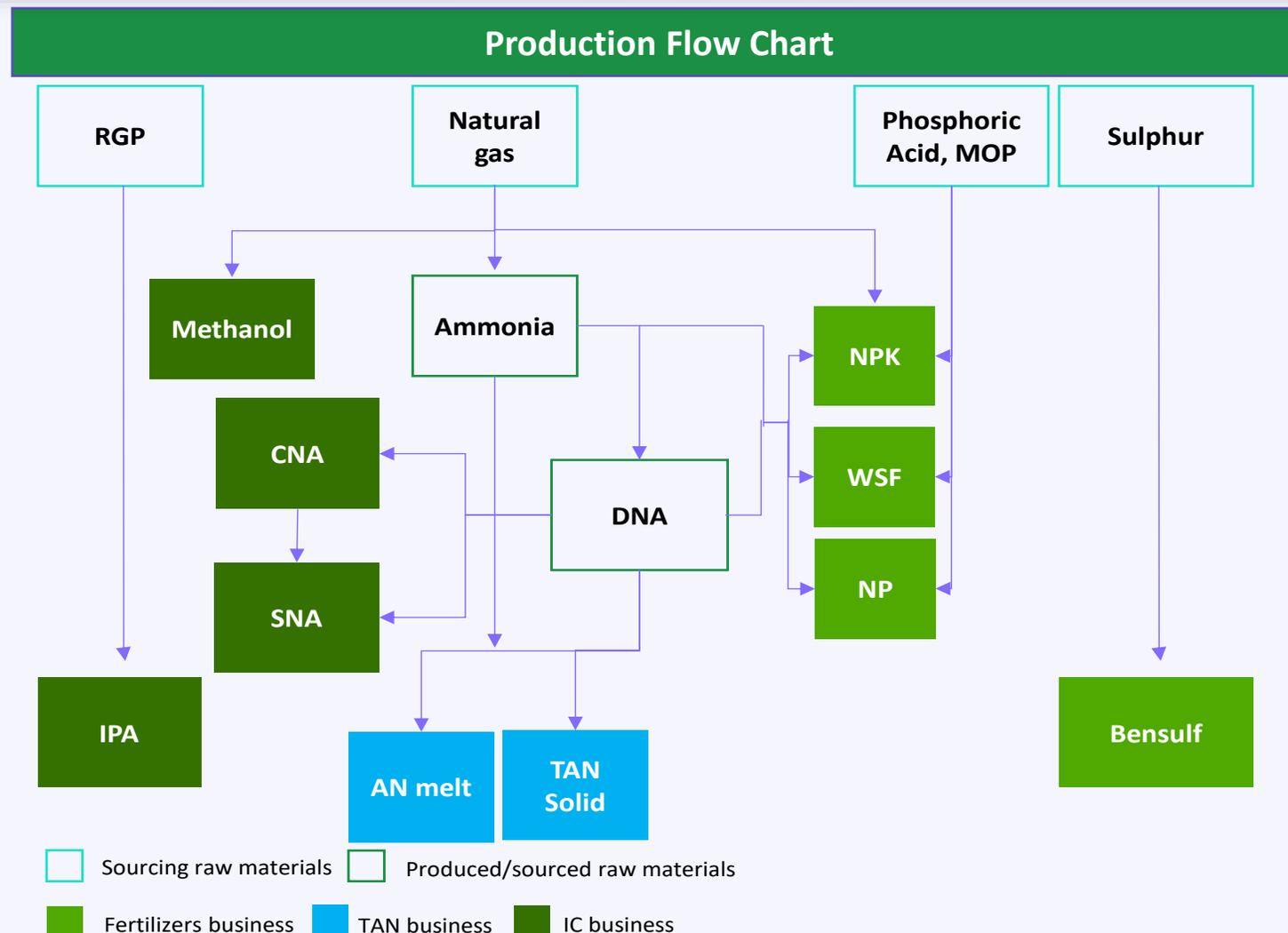
- Concentrated Nitric Acid
- Diluted Nitric Acid
- Iso Propyl Alcohol
- Cororid Disinfectant Solutions
- Application specific IPA & Nitric acid grades
- Methanol

## Crop Nutrition

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

## Technical Ammonium Nitrate

- Technical Ammonia Nitrate
- Ammonia



## Our Strengths

# ONLY MANUFACTURER

OF NP PRILL 24:24:0 FERTILISER AND TAN SOLIDS IN INDIA

### 2<sup>ND</sup> LARGEST MANUFACTURER

OF NITRIC ACID IN  
SOUTH EAST ASIA  
AND THE LARGEST  
IN INDIA

### LEADING MANUFACTURER

AND MARKETER  
OF ISO PROPYL  
ALCOHOL (IPA)

### LARGEST MANUFACTURER

OF BENTONITE  
SULPHUR IN INDIA

# MARKET LEADER

IN SPECIALITY AND WATER SOLUBLE  
FERTILISERS IN INDIA

## Key Sectors



### Industrial Chemicals

- Pharmaceuticals
- Nitro Aromatics
- Paints & Coatings
- Steel
- Inks
- Explosives
- Dyes
- Agrochemicals
- Cosmetics
- Adhesives
- Health & Hygiene

### Crop Nutrition Business (CNB)

- Agriculture



### Technical Ammonium Nitrate (TAN)

- Mining
- Infrastructure
- Explosives
- Pharmaceuticals

### VARE

- Home Makers and Interior Solution Seekers
- Architects
- Interior Designers
- Food and Entertainment Patrons
- Art and Culture Enthusiasts



# Core Product Offerings

## Industrial Chemicals



### Concentrated Nitric Acid

- Installed (Taloja & Dahej)  
**2,31,000 MT/year**

### Diluted Nitric Acid

- Installed (Taloja, Dahej & Srikakulam)  
**8,85,000 MT/year**



### Iso Propyl Alcohol

- Installed (Taloja)  
**70,000 MT/year**

### Methanol

- Installed (Taloja)  
**1,00,000 MT/year**

### Liquid CO2

- Installed (Taloja)  
**66,000 MT/year**



## Crop Nutrition

### Nitro Phosphate Fertiliser



- Installed (Taloja)  
**3,00,000 MT/year**

### Nitrogen Phosphorous Potassium Fertiliser



- Installed (Taloja)  
**6,00,000 MT/year**
- Planned Capacity (Taloja)  
**2,00,000 MT/year**



### Bentonite Sulphur

- Installed (Taloja & Panipat)  
**57,000 MT/year**

## Technical Ammonium Nitrate

### Ammonia

- Installed (Taloja)  
**1,28,700 MT/year**
- Planned Capacity (Taloja)  
**5,00,000 MT/year**

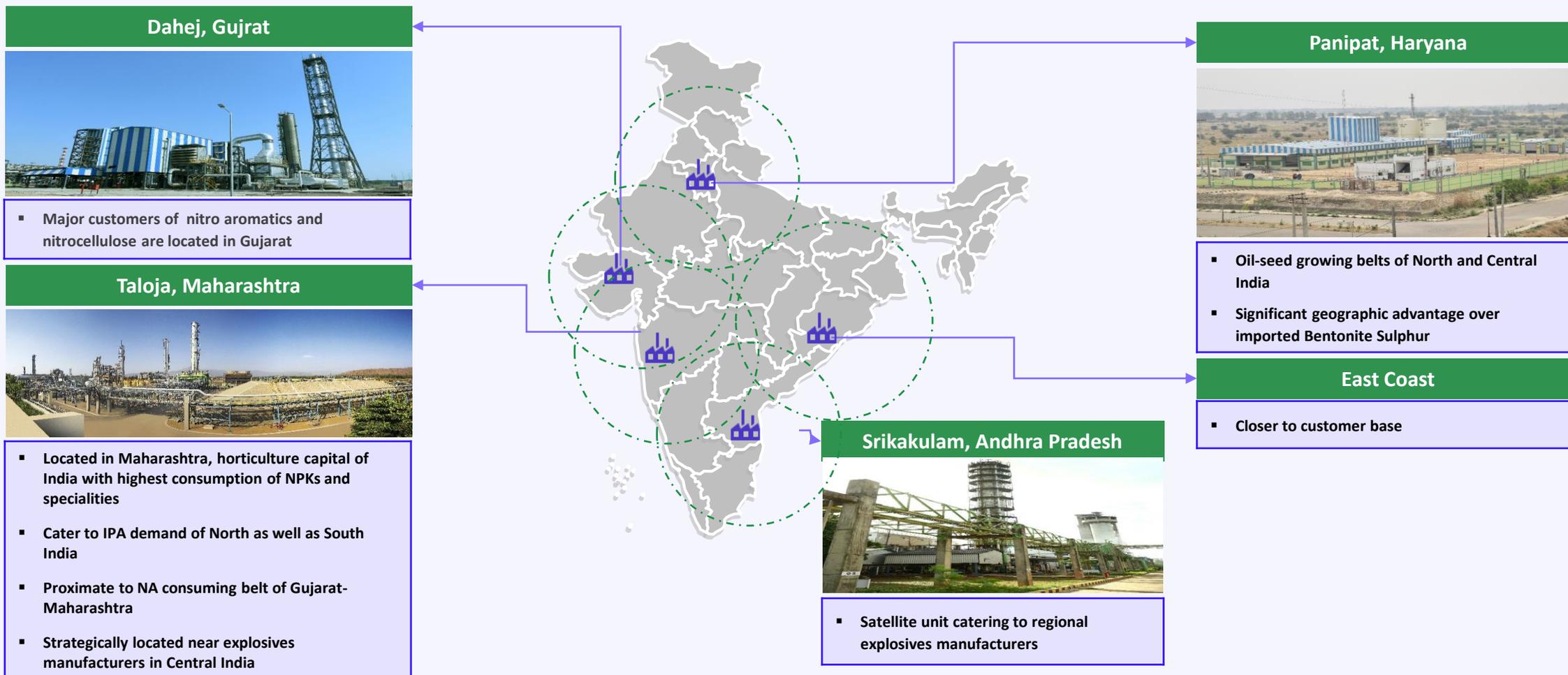


### Technical Ammonium Nitrate

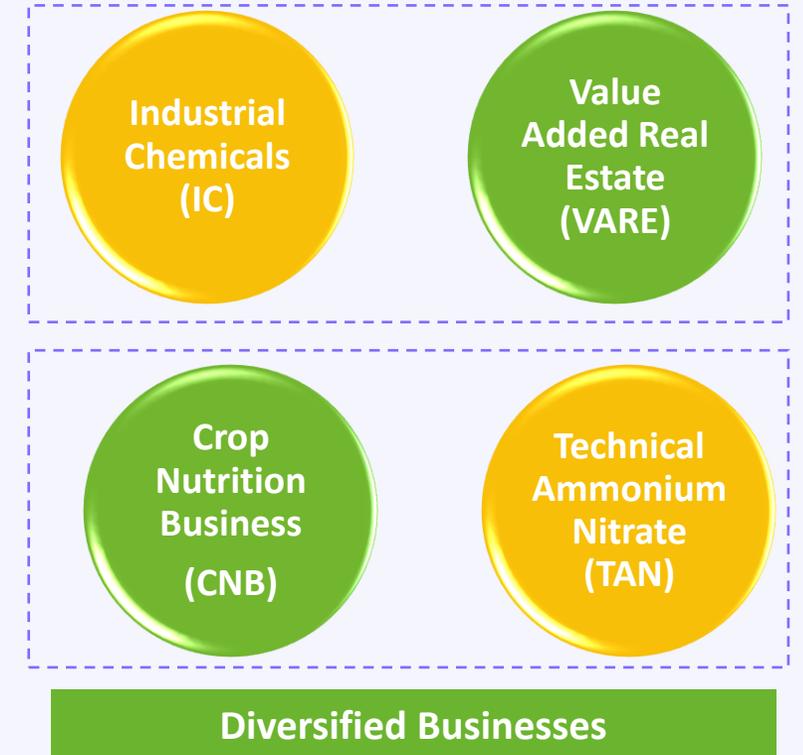
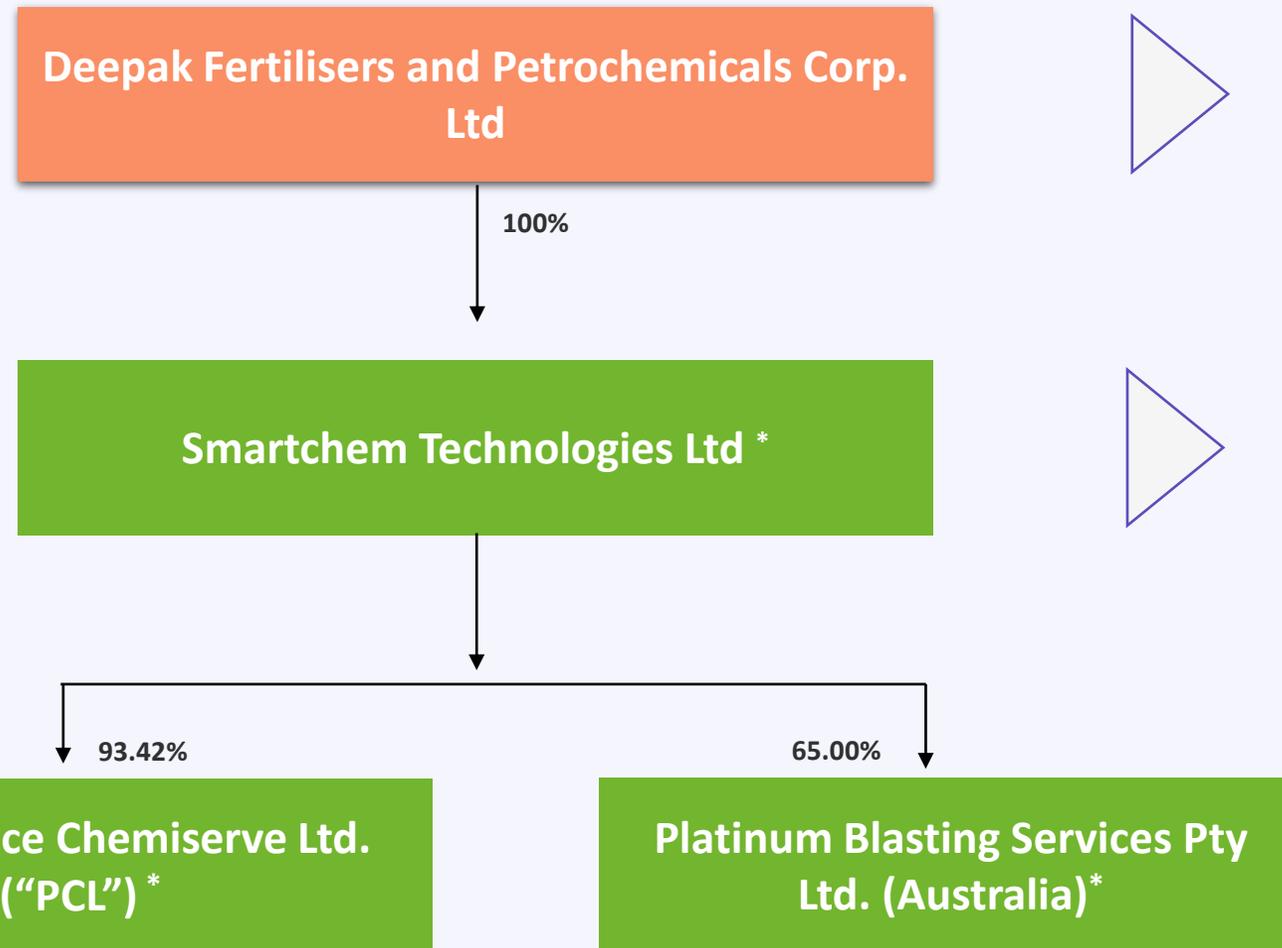
- Installed (Taloja and Srikakulam)  
**4,86,900 MT/year**
- Planned Additional Capacity (Odisha)  
**3,76,000 MT/year**



# Strategic Geographic Footprint



# Corporate Structure



\* Major Subsidiaries



## Mining Chemicals Business

Technical Ammonium Nitrate Business (TAN)

# Proven Industry Leader with a Substantial Market Share in Domestic TAN Market

Largest TAN Producer in India with a Leading Market Share of 42%

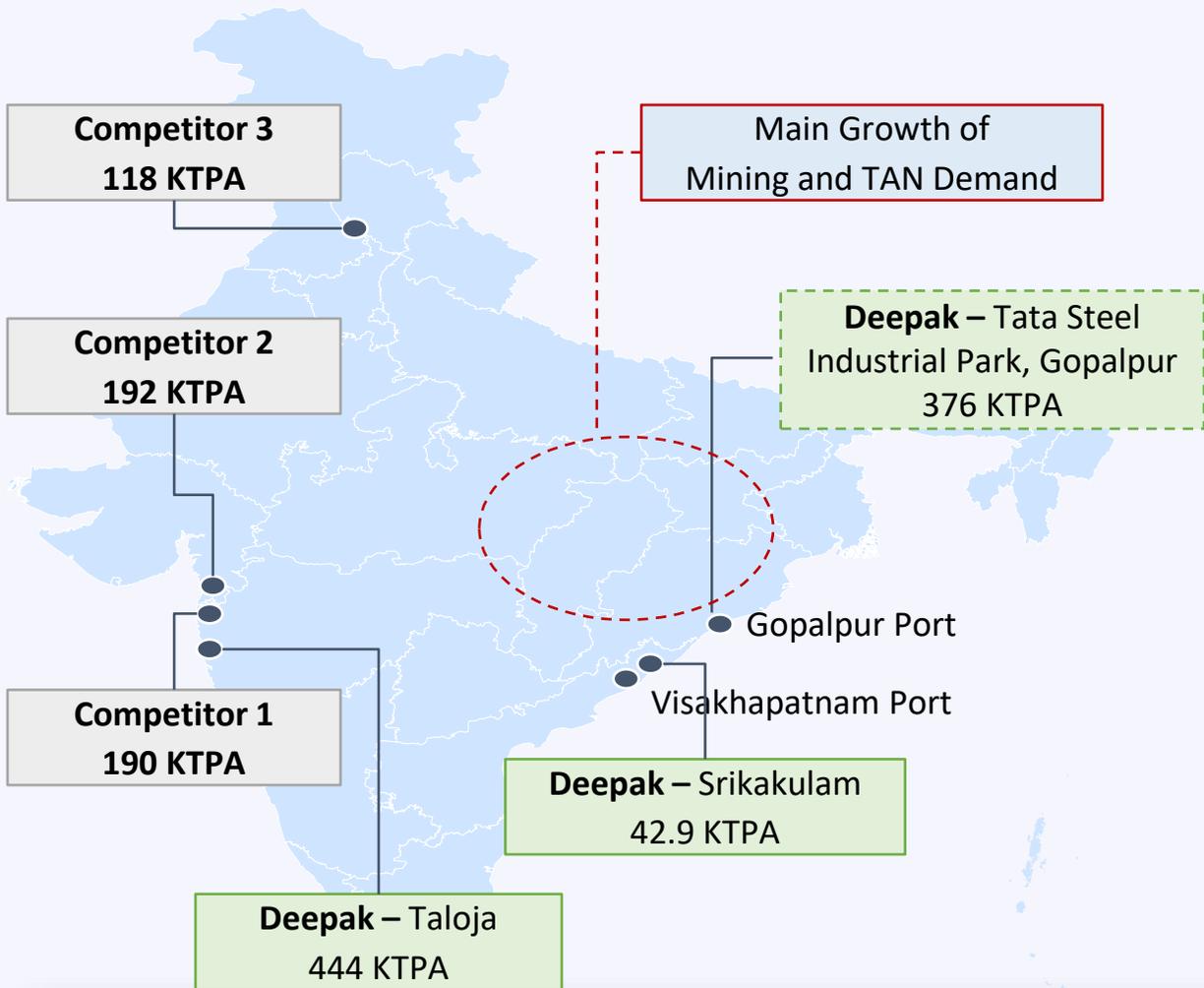


**Leading Manufacturer of World-Class TAN products, underpinned by Leading market position in the Premium Products**

Products	Low Density Ammonium Nitrate	High Density Ammonium Nitrate	Ammonium Nitrate Solution
Application	To Manufacture ANFO & ANFO Blends, Civil Infrastructure Projects	To Manufacture Emulsions & Slurry	To Manufacture Emulsions & Slurry
Customers	Mining, Infrastructure & Explosives Manufacturers	Explosives Manufacturers	Explosives Manufacturers
End-Usage	As Explosives or Energy Dopant	As raw material for Explosives	As raw material for Explosives

# Mining Chemicals: Industry Overview

## Strategic Location Near Major Mining Hubs in Eastern & Central India



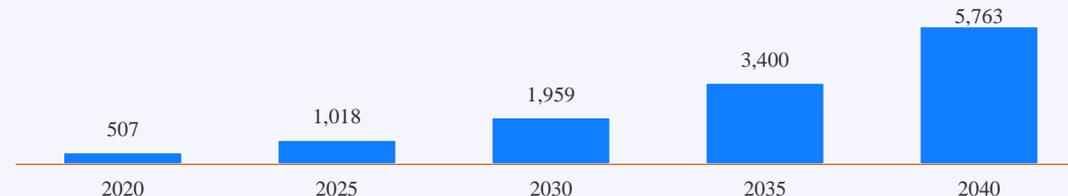
### Infrastructure: Strong Stable Growth in Infrastructure Spending

India Infrastructure Industry Value (US\$Bn)



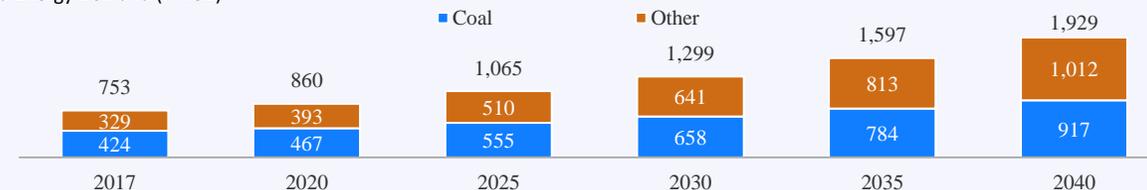
### Cement : Growing Construction Activities Drive Cement Demand

India Construction Gross Output (US\$Bn)



### Coal: Reliance on Coal Expected to Continue, Supported by Favourable Government Policies

India Energy Demand (MTOE) <sup>(1)</sup>



Source: IBEF Reports (MoI&C) for Power & Cement; CIL Vision 2020, BMI Research, EMIS

**TAN Business Caters to the Infrastructure, Cement and Coal (Power) Sectors, Three Critical Sectors for the Country's Growth**

**Notes:**

1. MTOE (Million Tones on Oil Equivalent) is calculated using 1 TOE = 1.43 tonnes of coal; 1TOE = 7.33 barrels of oil; 1 ton of uranium = ~10K toe

# Quarterly Performance Trend

Demand for explosives are expected to improve with the positive outlook for infrastructure, power and mining sectors

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



## Mining Chemicals (Manufactured Sales Volumes MT 00)



## Q4FY22 Capacity Utilization

**TAN 100%**

## Operational Highlights

- In Q4 FY22, Coal India's Overburden (OB) Production recorded a growth of 5% YoY and Singareni Collieries Company's (SCCL) OB Production recorded a growth of 12%. In the same period, Cement & Steel Production also recorded a growth of 9% & 4% respectively on YoY basis
- Delivered a strong quarter; pricing of all products remained competitive on the back of strong demand. Margins in all segments (i.e. HDAN, AN Melt and LDAN) improved despite adverse impact of increasing Ammonia and Commodity costs.
- TAN production volume in Q4 was impacted mainly due to ammonia shortage
- The Company has executed its first Total Cost of Ownership (TCO) project at a prestigious Infrastructure project of India. The Company partnered with a leading Mining Educational Institution as a 'Scientific Partner' for execution of this project.
- The Company has also forward integrated into production and marketing of high energy cartridge explosives which provide superior value as compared to the conventional explosives to the end-consumers, along with best-in-class technical services to drive downstream productivity benefits for the end-consumers

## Outlook

- Coal India has set a target of 700 Million MT of Coal Production & 1634 Million Cu. Mt of OB Production in FY23 - which represents a growth of 12% & 19% respectively. Similarly, Cement & Steel Production is expected to grow at 7% YoY in FY23
- These indicate a growing demand for explosives in the Mining & Infrastructure segments of the Indian economy, which is expected to benefit demand for TAN Products
- The Company's focus in FY23 remains on the domestic market - tracking the market & customer demand in order to maximize volumes through competitive offerings. Focus is also to demonstrate and deliver value propositions of ANFO based explosives through our Technical Services



## Industrial Chemicals (IC) Business

Nitric Acid, IPA, Methanol

# Industrial Chemicals: Competitive Edge

## Nitric Acid

- Largest producer of Nitric acid in India & SEA
- NA imports viable only in short windows
- Domestic NA demand mostly dependent on local capacities
- Indian demand to outstrip local capacity in near future.
- Multilocation plants to cater customers on pan India basis.
- Various concentration grades of NA to offer
  - CNA (98%)
  - DNA (25%,33%,54%,60% & 61.5%)
  - SNA (68% & 72%)

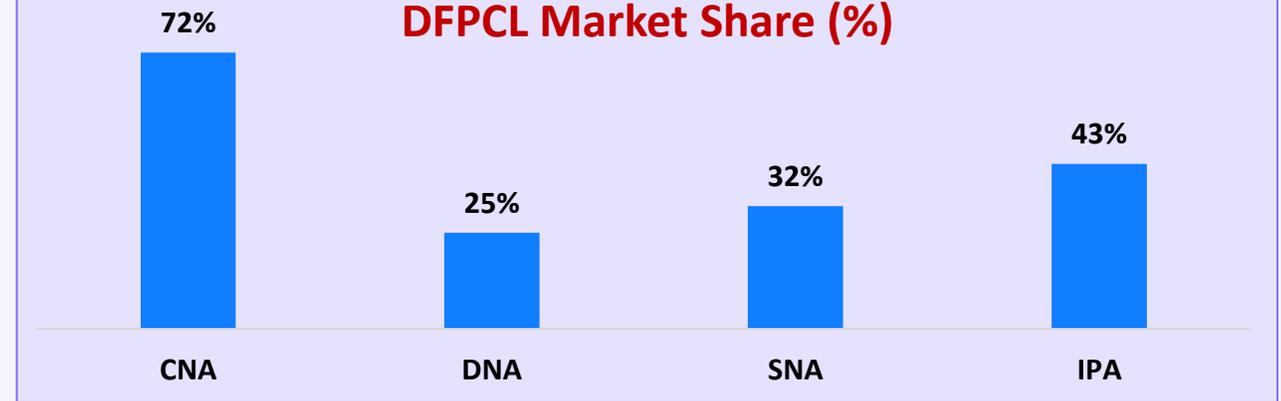
## Iso Propyl Alcohol

- Largest manufacturer in India
- Supply reliability via manufactured and imported product
- Only Pharmacopeia compliant manufacturer in India
- Virgin IPA in bulk tankers and in intact drums of 160 kg and also in small pack of 25 lit LR and pharma grade.

## Cororid

- IPA (IP) based hand sanitizers & disinfectants
- Virgin IPA (>99.8%) purity from own manufacturing plant
- Launched 5 new Isopropyl Alcohol (IPA) based broad spectrum disinfection products in Q4 FY'22 to cater to the specific needs of hospitals, clinics, laboratories, and other medical and healthcare set-ups.

## DFPCL Market Share (%)

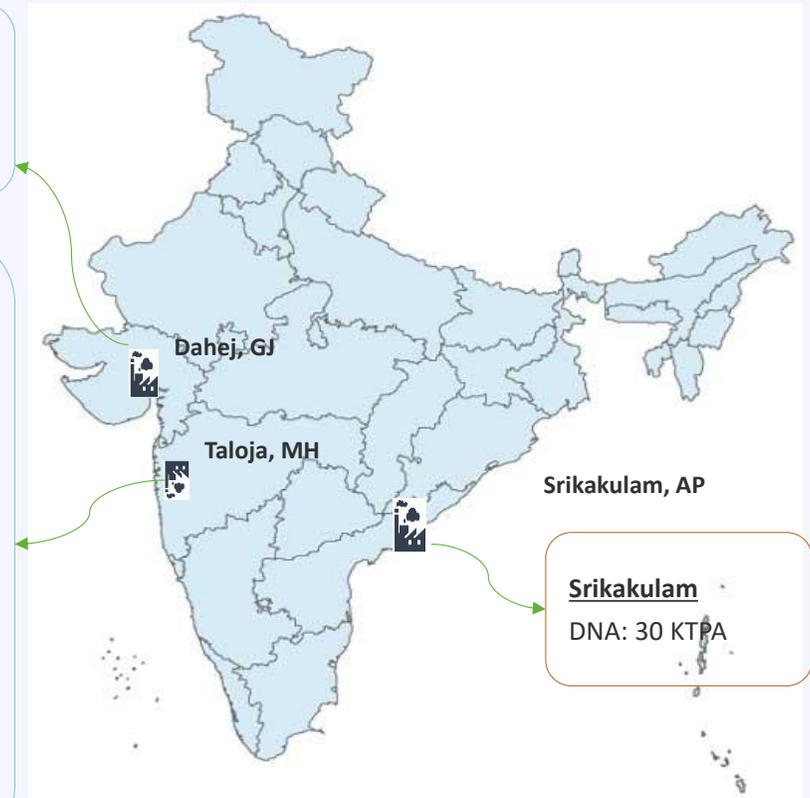


### Dahej

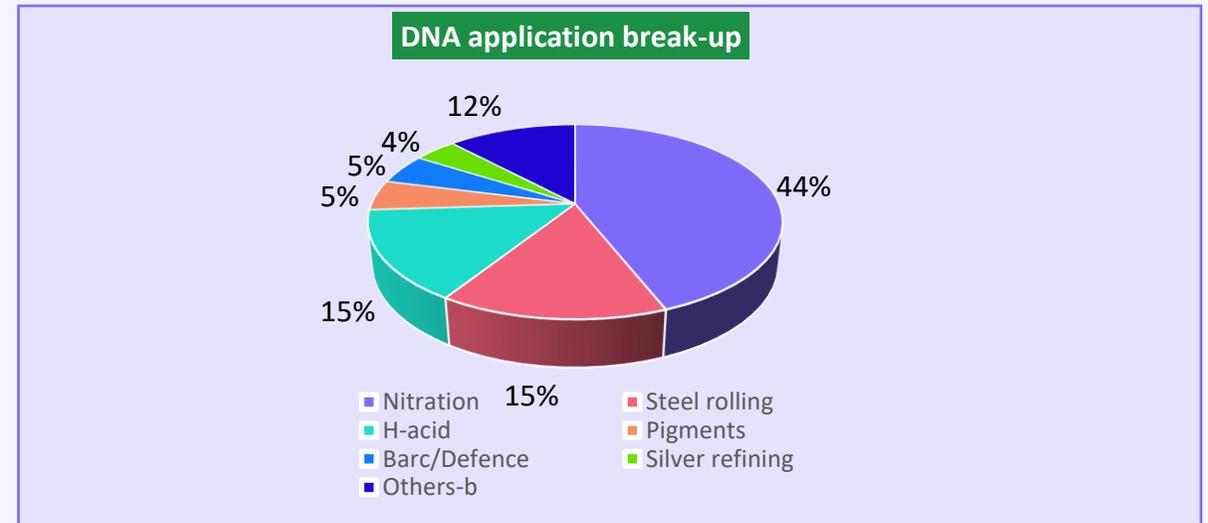
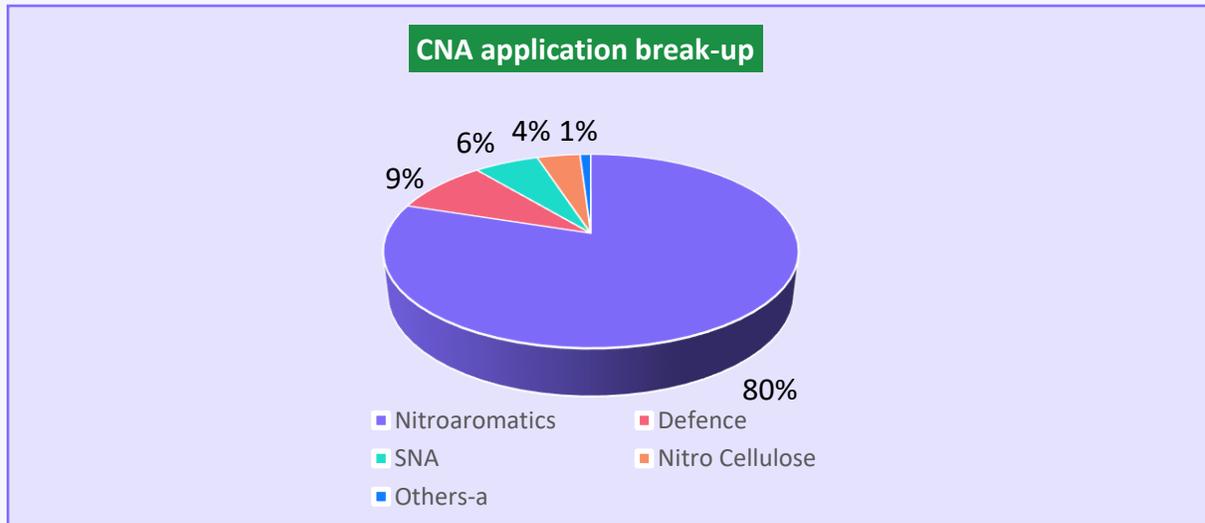
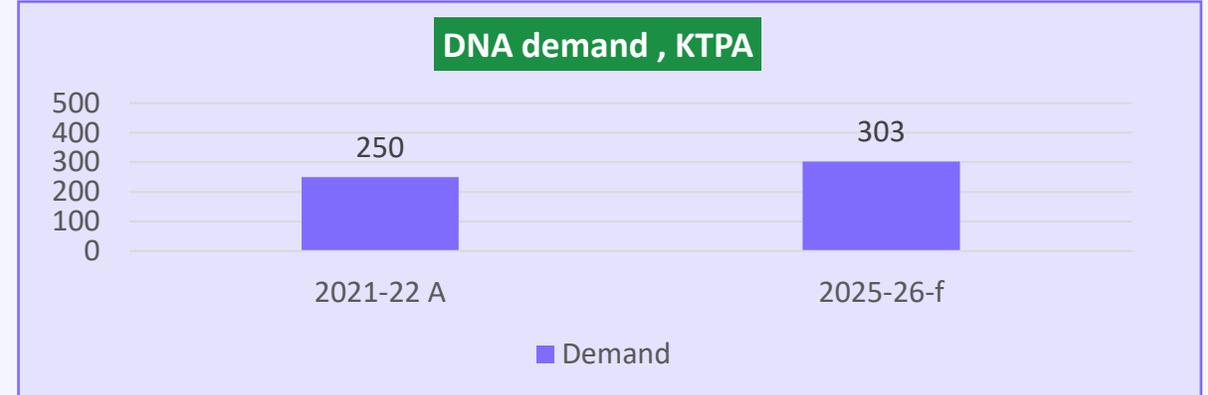
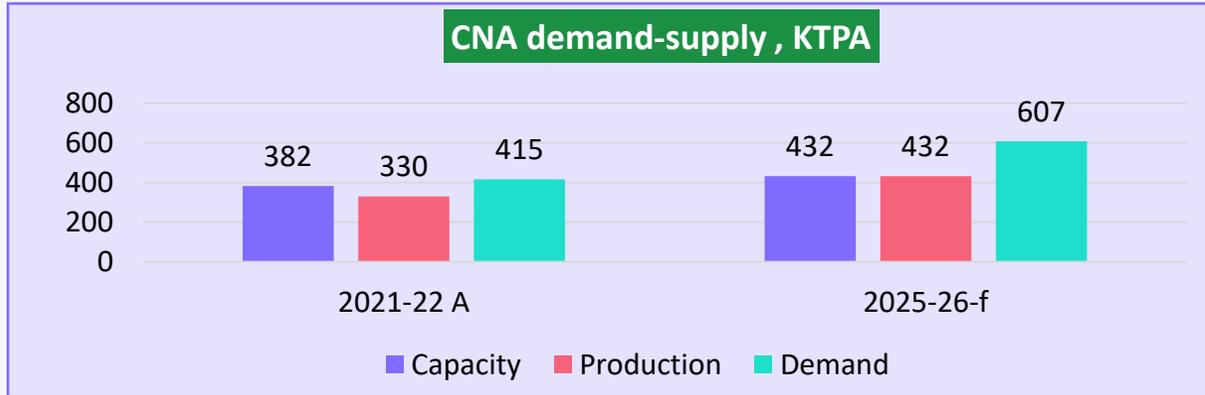
- CNA: 92.4 KTPA
- DNA: 148.5 KTPA

### Taloja

- IPA: 70 KTPA
- Methanol: 100 KTPA
- CNA: 138.6 KTPA
- DNA: 702.9 KTPA
- Liquid CO<sub>2</sub>: 66 KTPA
- Propane: 15 KTPA
- Hydrogen: 1 KTPA
- IPA drumming facility: ~ 400 drums/day
- Nitric acid drumming facility: As per requirement



# Nitric Acid (CNA & DNA): Industry Overview



F- forecasted

a- Pharma, pigments, dyes, oxalic acid, etc.

F- forecasted

b- Pigments, dyes, pharma, pesticides, etc.

\* Source: DFPCL Marketing Insights

Note-1: In CNA, imports and exports are nil  
 Note-2: CNA demand include captive consumption also

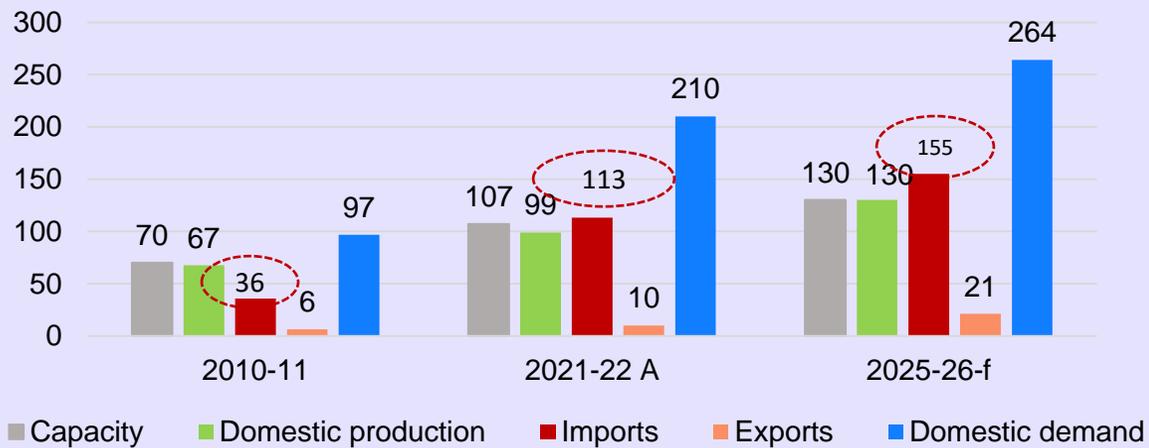
DNA capacities exclusively for merchant sales are not defined due to in house captive consumption by all players in downstream products

# IPA: Industry Overview

## Market Overview

- DFPCL is the leading manufacturer of IPA in India with an installed capacity of 70 KT via the Propylene route
- DFPCL imports IPA to augment its manufacturing capacity
- DFPCL market share is 43% in India in FY 2021-22
- Demand is expected to grow at 6% through FY26

Demand-supply, KTPA



f- forecasted

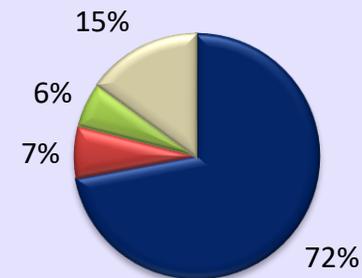
○ Import dependency

\* Source: Annual reports & DFPCL Marketing Insights

## Application

- Pharmaceutical industry is the leading application of IPA in India
  - Will contribute 72% of the total consumption in 2021-22, a trend which is likely to continue through 2025-26
  - Indian Pharmaceutical industry expected to grow at 13-17% CAGR in future
- Together inks/coatings and derivatives applications accounted for 13% of the total consumption
  - Inks/coatings market growth driven by Automotive, electrical & electronics, shipbuilding, furniture, industrial segments, etc.
  - Indian inks/industrial coatings segments still dominated by solvent technology, a trend which is likely to continue through 2025-26
- With in the others category, sanitizer and disinfectants to experience healthy growth after COVID

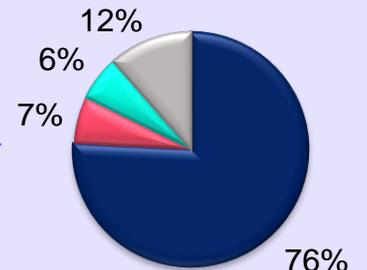
Market by applications in 2021-22



■ Pharmaceuticals  
■ Inks/coatings  
■ Chemical Derivatives  
■ Others

f- forecasted

Market by applications in 2025-26-f, 264 KTPA



■ Pharmaceuticals  
■ Inks/coatings  
■ Derivatives  
■ Others-c

a- Cosmetics, food, cleaning applications, sanitizers and disinfectants, etc.

\* Source: Annual reports, DFPCL Marketing Insights, Ministry of Commerce, etc.

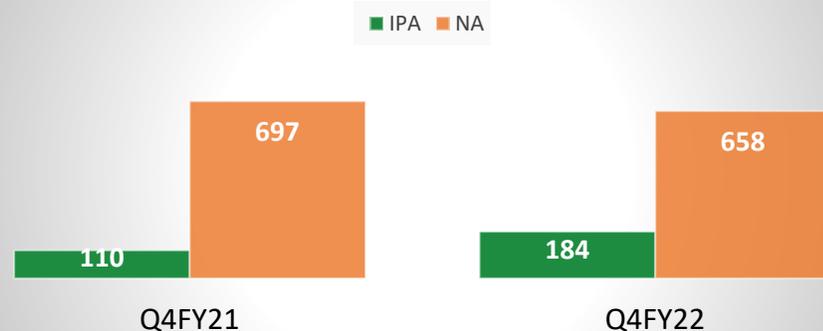
# Quarterly Performance Trend

Shift of global supply chain trend towards India to continue to drive strong demand of Nitric Acid from downstream customers

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



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



## Q4FY22 Capacity Utilization

**IPA 88%**

**ACIDS 77%**

## Operational Highlights

- The robust demand for Nitric Acids due to improved consumption and enhanced prices of downstream products helped in realizing better prices and margins.
- Increased demand from India due to the China + 1 factor is supporting in generating demand and healthy margins
- CNA and DNA NSPs in Q4 increased year on year although DNA production volumes were impacted due to ammonia unavailability and temporary mechanical limitations.
- IPA sales volumes increased by 66% Y-o-Y in Q4 despite some production loss on account of mechanical issue. RGP Prices continued to rise (39% Y-o-Y) which impacted the IPA margins

## Outlook

- Nitric Acid demand and prices are expected to remain strong owing to the diminishing availability of many down streams of Nitric acid from China and resultant higher pricing
- DFPC is planning to add more Cororid products in the Hospital segment in Q1 FY'23. Long term strategy is to provide complete range of broad-spectrum disinfection solutions, microbiologically tested and certified under one roof for keeping pathogens at bay
- IPA small packs demand both from Pharma and LR grade are expected to remain strong
- Quantitative restrictions (QR) notification is awaited during this quarter, which should support the Indian IPA producers.
- The Government of India's PLI schemes in solar and electronic industry is likely to improve demand for niche and specialty premium graded Nitric Acid

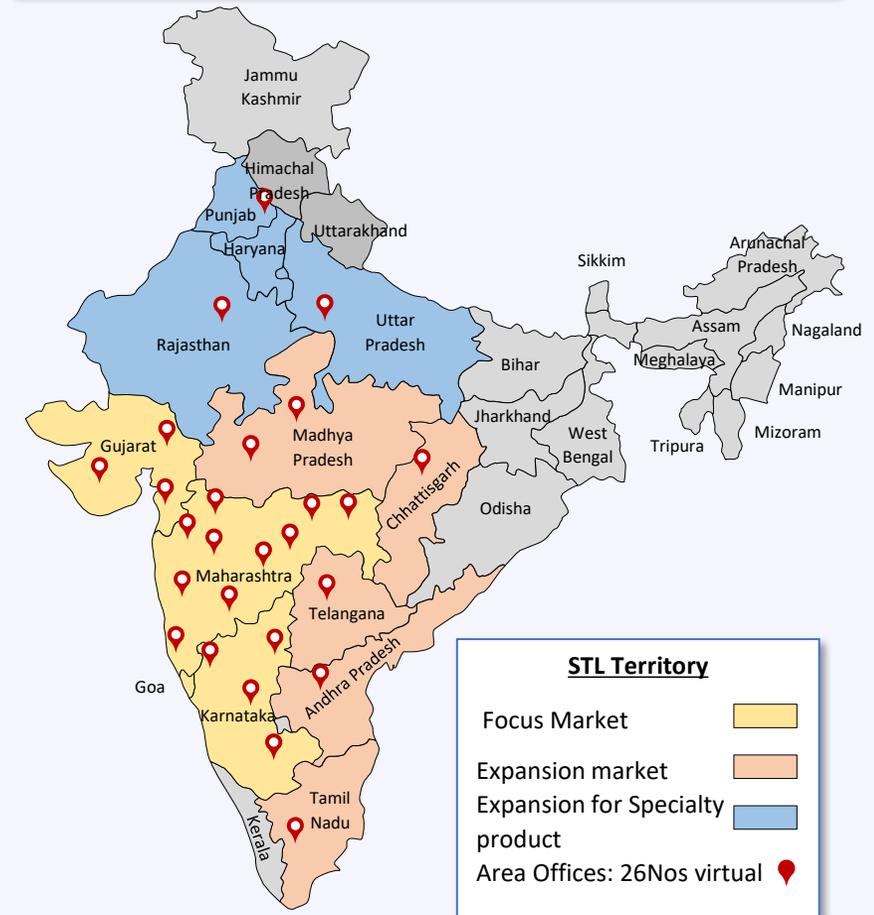


**Crop Nutrition Business**  
Fertilisers Business

# Crop Nutrition Business: An Overview

- **Ammonium Nitro Phosphate (ANP)**
  - Only producer of ANP Prilled product with 3.25 Lakh MT capacity
  - 30 year accepted brand due to unique features such as Nitrate nitrogen, low PH and high soluble Phosphorous
- **NPK Smartek**
  - State of art latest Encro technology plant with 8 Lakh Capacity
  - 1st company to launch Differentiated Enhance Efficiency Fertilizers in India (Smartek)
- **Bentonite Sulphur**
  - Largest bentonite Sulphur production capacity 60 KMT
  - Introduced differentiated Superfast Bensulf with Fast released and Enhanced Efficiency Technology
- **Drip Applied product**
  - Leading market share in drip irrigation WSF segment 20% in core command area
  - Introduced crop specific high value add customized solutions in fruits and veg crops
- Operating in 12 states with focus in five western southern states high concentration in Horticulture
- **Mahadhan** is popular brand with high brand recall in core command market
- 3800+ strong dealer network in 12 states, with over 20,000+ retailers
- 5 zonal offices across India, 26 virtual area office.
- Nearly 300+ CNB team strength -Sales, marketing, R&D, Supply chain Etc and 270+ Market Development Officers (on third party payroll)
- Established R&D team that includes 8 PhDs, and NABL approved soil testing Lab

## Presence across India

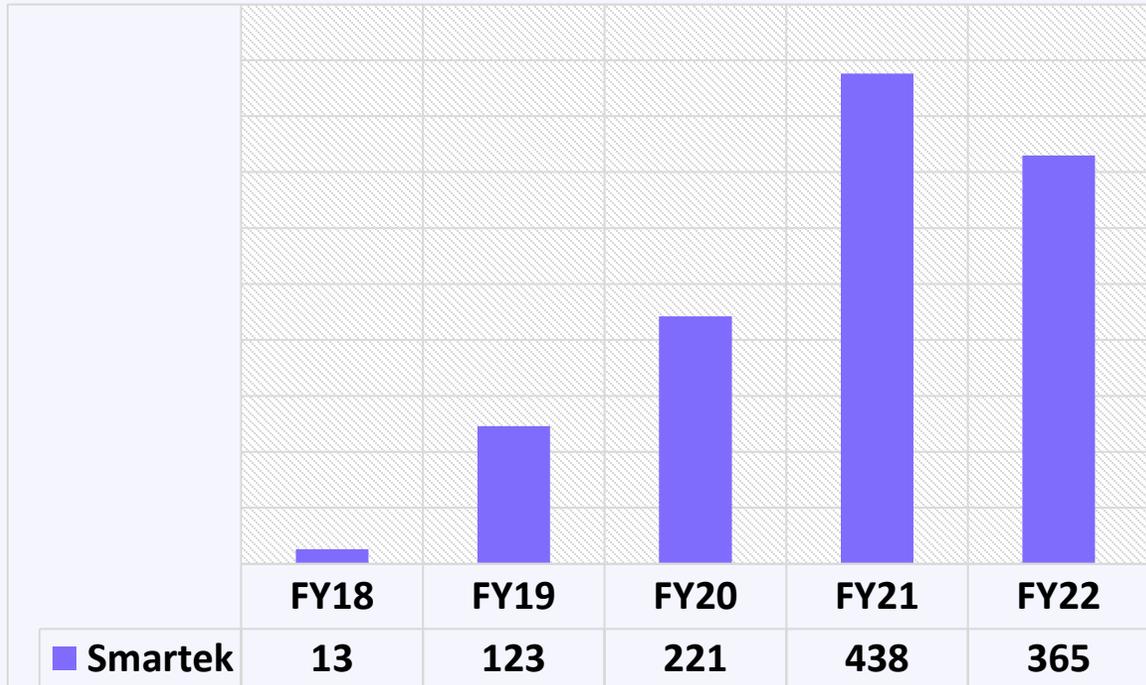


- Wide basket of differentiated products across fertiliser market
- Soil applied -ANP, Smartek: Core market share- 13%
- Soli applied Bentonite Sulphur: All India Market share 34%+
- Drip applied WSF product: Core command market share -19%

# Crop Nutrition Business: Competitive Edge

Successful Ramp-up of Smartek- Demonstrated ability to develop & scale up Value based solution

Smartek Sales Volumes (KT)



- 25,000+ demos of SMARTEK undertaken across geographies for establishing proof of concept
- ~ 3 Million farmers experience Smartek with over 10 Lakh MT sales
- Increase overall yield by 12 to 15%
- Smartek enjoys price premium of > 10%
- Ensures highest quality produce, Improves size, color and quality of produce
- Crops include Cotton, Sugarcane, Onion, Paddy, Groundnut, Vegetables etc



Smartek ramp up through : 1. Market development, 2. Product Salience, 3. Crop and Geography Focus

## Moving towards Crop Nutrient Solution



खताच्या प्रत्येक दाण्यात  
कांदा पिकाचे संपूर्ण समाधान!

**Croptek**

- खताचा 20% खर्च कमी
- 10 ते 12% अतिरिक्त उत्पादन

NUTRIENT UNLOCK TECHNOLOGY

Croptek Onion



खताच्या प्रत्येक दाण्यात  
ऊस पिकाचे संपूर्ण समाधान!

**Croptek**

- 10 % ते 12% अतिरिक्त ऊस उत्पादन
- खतावरील 10% खर्च कमी

NUTRIENT UNLOCK TECHNOLOGY

Croptek Sugarcane



खताच्या प्रत्येक दाण्यात  
कापूस पिकाचे संपूर्ण समाधान!

**Croptek**

- प्रतिझाड २-३ वाढीव फळफांदा
- प्रतिझाड १०-१५ जास्त बॉट
- उत्पादनात १५% वाढ

NUTRIENT UNLOCK TECHNOLOGY

Croptek Cotton

Successfully launched three Crop Nutrient Solution

# Quarterly Performance Trend

Strategically directed efforts right from Crop Specific product to farmer-focused marketing drive are expected to benefit DFPC's market share and margins

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



## Fertilisers (Manufactured Sales Volumes MT 00)

■ Bulk Fertilisers (NP+NPK) ■ Bensulf



## Q4 FY22 Capacity Utilization

**NP/NPK 34%**

**Bensulf 60%**

## Operational Highlights

- With steep increase in Raw material prices such as ammonia, Phosphoric acid and MoP, the production cost of fertilizers have increased further in Q4. War situation in Russia and Ukraine led to further shortage of RM like MoP.
- Rising prices and shortage of availability of RMs impacted the ANP & NPK volumes in Q4. Appropriate subsidy enhancement for balanced NPK fertilisers from GOI awaited. Speciality Fertilisers segment continues to grow.
- The Company launched Croptek Onion in November 2021, Croptek Sugarcane in February 2022 and Croptek Cotton in Q1 FY23.
- Crop specific fertigation solutions launched under the brand 'Solutek', for grapes and tomato crops were highly accepted by farmers for improving their yield, produce quality and helping them get higher price in market

## Outlook

- Weather forecasting agencies like IMD and Skymet are predicting normal for this year. With good commodity pricing for farmer produce, the company is expecting very good Kharif season this year
- Key Raw material such as Ammonia, Phosphoric acid and Muriate of Potash prices are expected to be on higher side
- The Company is focusing on Enhance Efficiency Fertiliser i.e. Crop specific portfolio to Optimized available resources.
- Market Inventory is expected to further decline due to lower manufacturing and Import of NP/NPK fertiliser

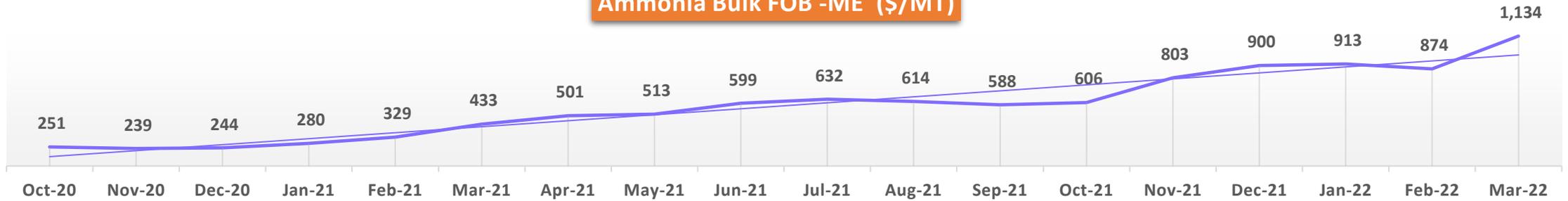


**Consolidated Financial Overview**

# Raw Material Price Movement Trend

 Movement in last 1<sup>1</sup>/<sub>2</sub> Year

### Ammonia Bulk FOB -ME (\$/MT)



### Phos Acid Bulk CFR India (\$/MT)



### Potash Bulk CFR India (\$/MT)



# Consolidated Financial Highlights

Strong top line growth and margin enhancement primarily supported by robust demand, improved realization and strategic initiatives being undertaken at the marketplace

	Q4FY22	Q4FY21	Y-o-Y growth	Q3FY22	Q-o-Q growth	FY22	FY21	Y-o-Y growth
Operating Revenue	2,012	1,575	27.8%	1,956	2.9%	7,663	5,808	31.9%
<b>Operating EBITDA</b>	<b>502</b>	<b>273</b>	<b>83.7%</b>	<b>352</b>	<b>42.5%</b>	<b>1,356</b>	<b>955</b>	<b>41.9%</b>
<i>Margins (%)</i>	24.9%	17.3%	758 bps	18%	692 bps	17.7%	16.4%	124 bps
Finance Cost	39	48	(18.7%)	36	8.3%	155	188	(17.5%)
D&A	53	52	2.3%	66	(19.7)%	233	212	9.9%
<b>Net Profit</b>	<b>283</b>	<b>116</b>	<b>143.9%</b>	<b>181</b>	<b>56.3%</b>	<b>687</b>	<b>406</b>	<b>69.2%</b>
<i>Margin (%)</i>	14.1%	7.4%	666 bps	9.3%	483 bps	9.0%	7.0%	196 bps

Finance Cost in Q4 reduced by approx. 20% Y-o-Y driven by amortization of operating term loans and continued reduction of short term debts

Depreciation increased marginally in Q4 Y-o-Y. Depreciation has been increased by 10% Y-o-Y for FY 21-22 primarily due to reduced useful life of bagging assets and some spares

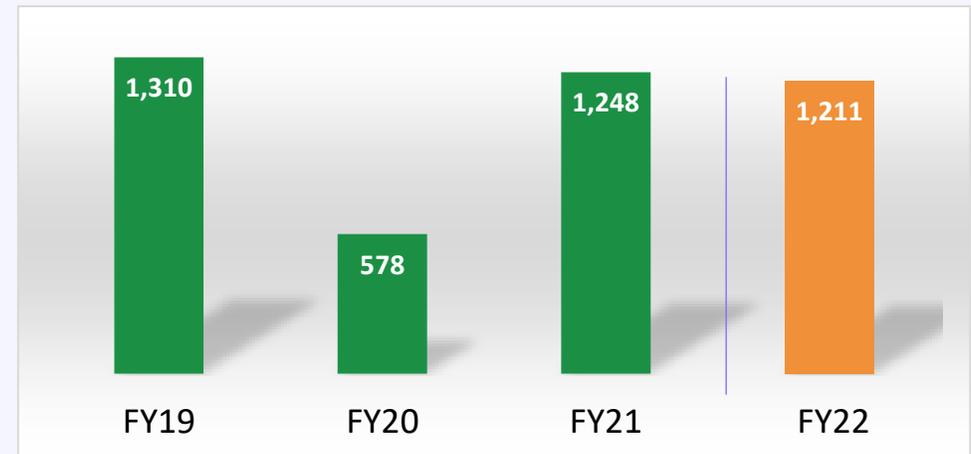
Adverse movement of key RM Prices in Q4 (Ammonia ▲ ~192% YoY; Phos Acid ▲ ~90% YoY; RGP ▲ ~39% YoY; Gas ▲ 58%)

# Cash Flow Generation

Continued strong Cash Flow Generation & robust Working Capital Management helped meeting capex requirement

Rs. Cr	FY22
Cash Flow from Operations	1,211
Capex	(990)
Change in Borrowings	157
Liquid Investment	(410)
Others	35
<b>Net Change in Cash</b>	<b>3</b>
Opening Cash	158
Change in Cash	3
<b>Closing Cash</b>	<b>161</b>

## Cash Flow from Operations



Continued momentum on cash flow generation is helping:

- to keep the leverage under control and strengthen the Balance Sheet
- to reduce dependency on external funding
- to support growth project implementation

# Consolidated Capital Structure

Significant Improvement in Leverage Ratio; Net Debt/ Equity improved to 0.35x

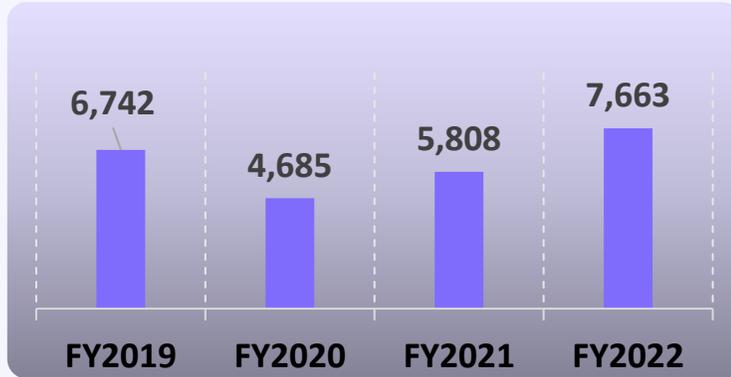
(Rs. CR)	Mar-22	Sept -21	Mar-21
ST Debt	-	78	110
Current Maturities	263	224	217
LT Debt	2,321	1984	2,187
<b>Total Debt</b>	<b>2,584</b>	<b>2,286</b>	<b>2,514</b>
Cash & Cash Equivalent	161	234	160
Other Bank Balances	128	10	87
Investment in MFs	876	421	449
<b>Net Debt</b>	<b>1,419</b>	<b>1,621</b>	<b>1,818</b>

Leverage Ratios	Mar-22	Mar-21	Change
<b>Net Debt/Equity (x)</b>	<b>0.35</b>	<b>0.65</b>	<b>(0.30)</b>
<b>Net Debt/EBIDTA (x)</b>	<b>1.05</b>	<b>1.90</b>	<b>(0.85)</b>

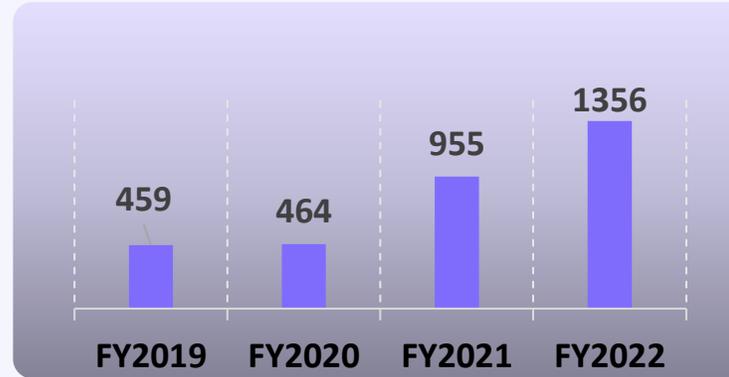
- Short Term Loan reduced to NIL
- No large Loan Repayments due in next 3 years when Ammonia and TAN project will be under implementation
- ICRA Credit Rating - Long Term: A+ (stable); Short Term A1+
- **12,05,92,948 shares** currently outstanding

# Consolidated Financial Track Record

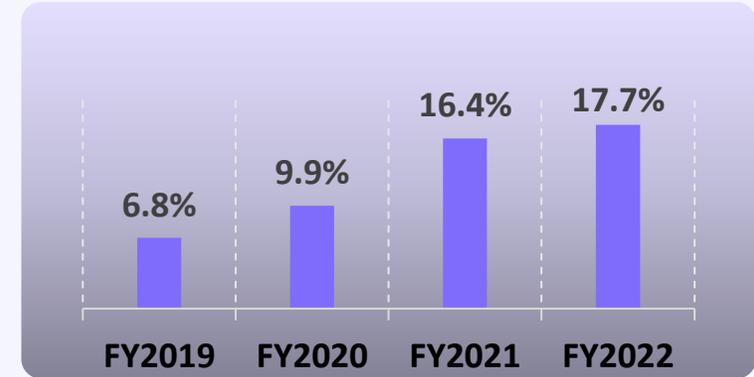
### Operating Revenue (Rs. Cr)



### Operating EBITDA (Rs. Cr)

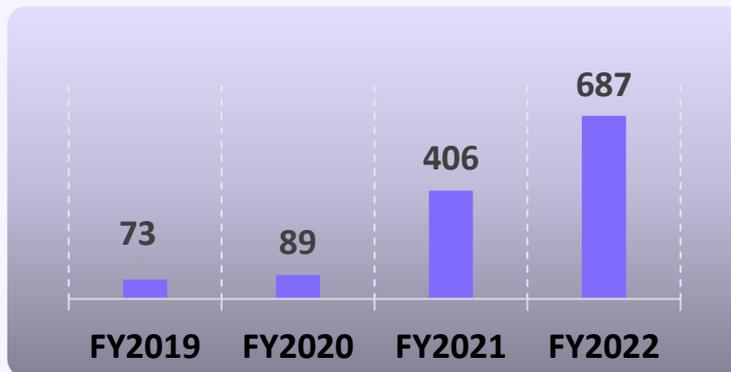


### EBITDA Margin (%)

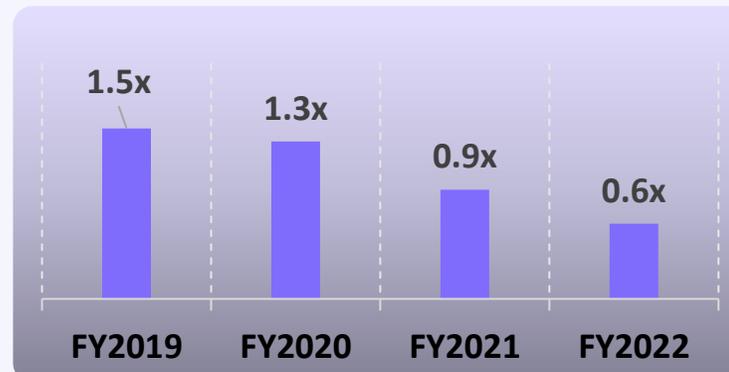


\*Cautiously consolidated trading portfolio with focus on high-margin products

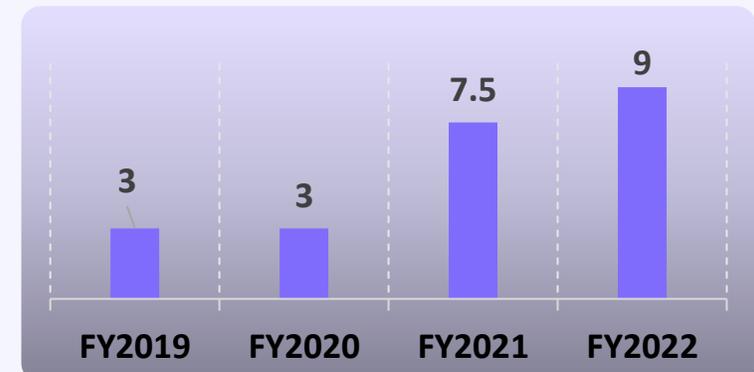
### PAT (Rs. Cr)



### Gross Debt/Equity (Rs. Cr)



### Dividend / Share INR



**Clearly defined investment program; strong track record of peak utilization demonstrated at Dahej plant**

**Ammonia**

- Total planned Investment: **Rs 4,350 cr**
- Cost incurred to date: **Rs. 2,483 cr**
- Debt incurred to date: **Rs. 1,130 cr**

- Balance investment: **Rs. 1,867 cr**
- Expected commissioning: **Q1 FY24**

**TAN**

- Total planned Investment: **Rs. 2,201 cr**
- Cost incurred to date: **Rs. 366 cr**
- Debt incurred to date: **Rs. 0**

- Period investment: **Rs. 700 - 900 cr**

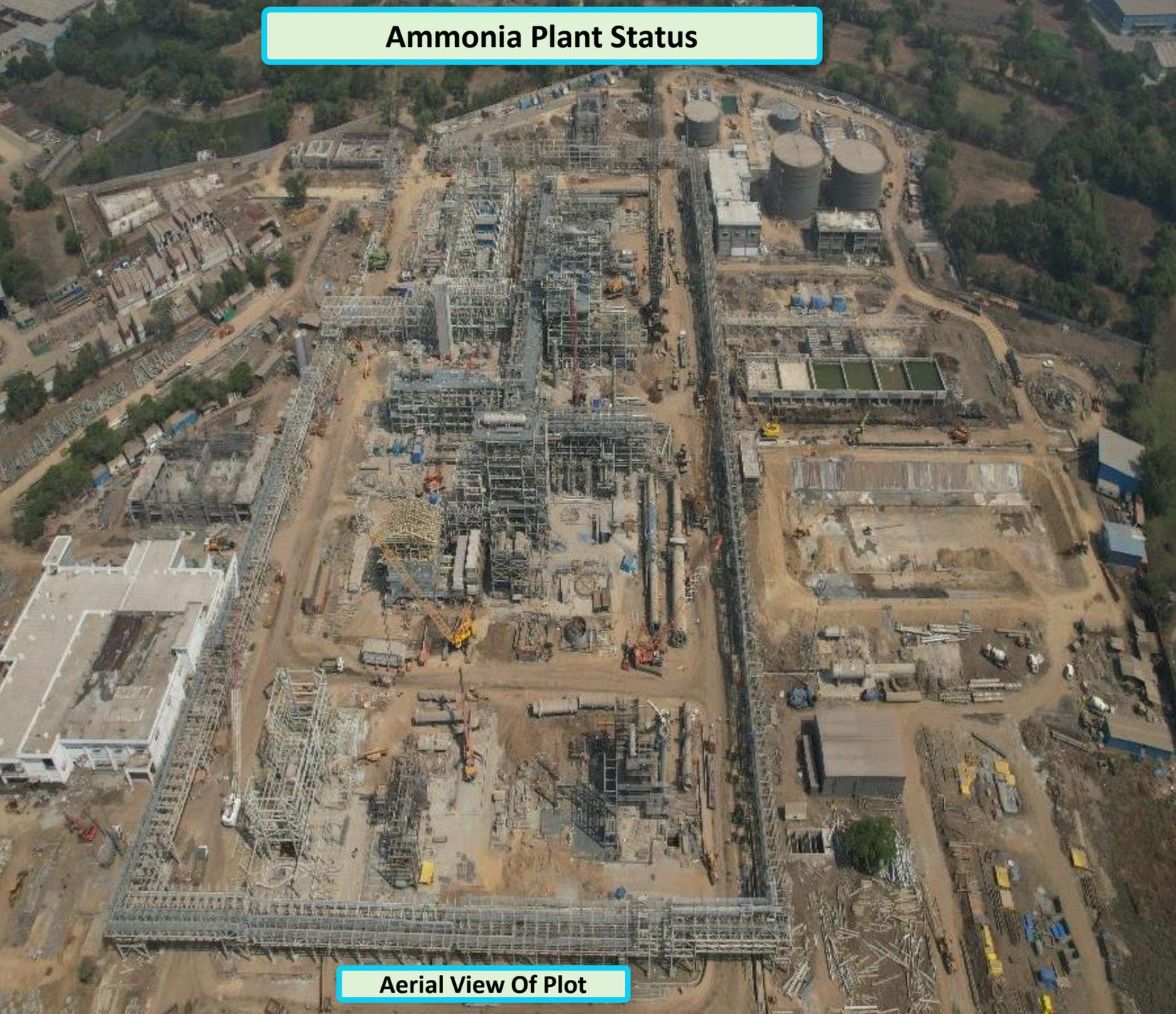
- Balance investment for TAN planned capex
- Expected commissioning: **Q2 FY25**



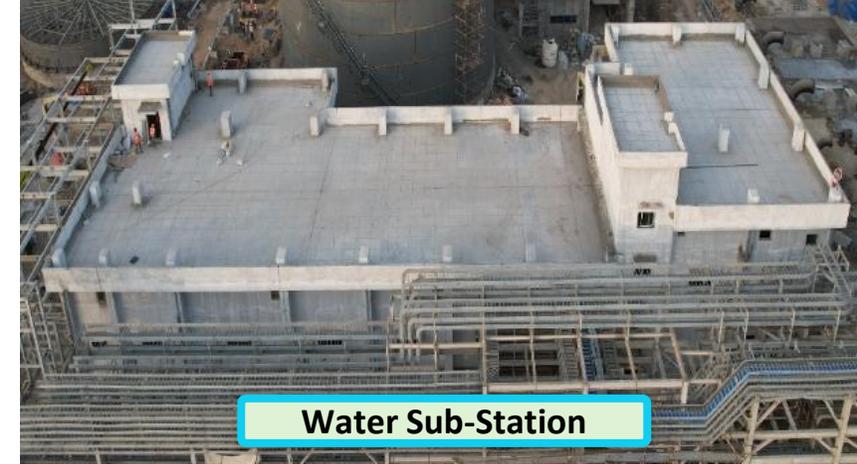
Capacity (MTPA)	Q4 FY22	Ammonia Expansion	Q1 FY24	TAN Expansion	Q2 FY25
Ammonia	128,700	+510,000	<b>638,700</b>		638,700
Technical Ammonium Nitrate	486,900		486,900	+376,000	<b>862,900</b>
Industrial Chemicals	1,362,160		1,362,160		1,362,160
Crop Nutrition Business	11,25,000		11,25,000		11,25,000

\*Data as of 31<sup>st</sup> March 2022

# Ammonia Plant Status



Aerial View Of Plot



Water Sub-Station



ISBL Plant Area

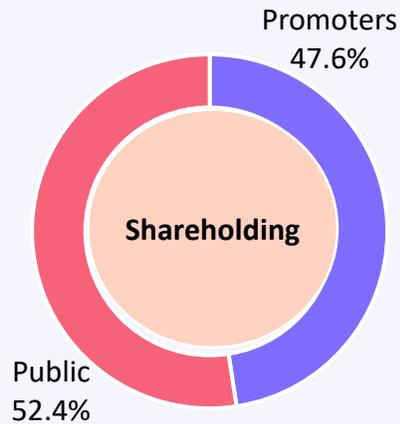


OSBL Tank Area

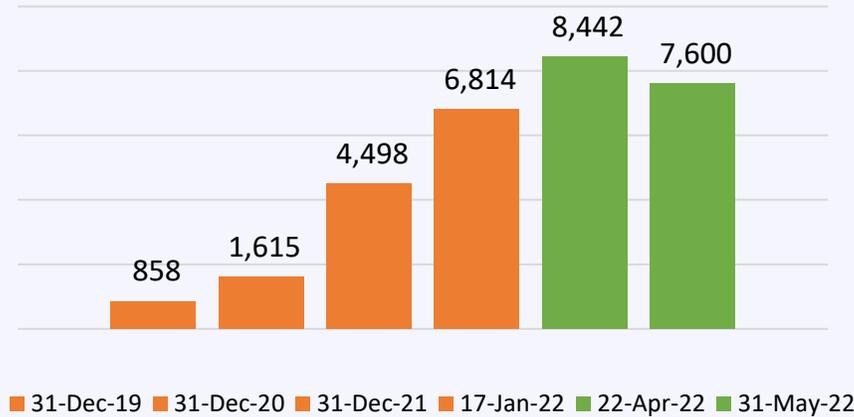
# Capital Market Scorecard

Promoters' pledged shares now restricted to 6.94% of paid-up share capital. NDU obligation (and not 'pledge') of 6.24% of paid-up share capital after release of 20,14,431 (NDU) and 3,40,56,875 (Negative Lien) in April 2022

**Total Shares Outstanding**  
120,592,948



**Market Cap (Rs. Crores)**



**Key Institutional Investors**

Smallcap World Fund

BNP Paribas

Axis Mutual Fund

Habrok Capital

Government Pension Fund Global

DFA Investment Dimensions

Aequitas

Dolly Khanna

Manulife Global Fund

NORDEA - Indian Equity Fund

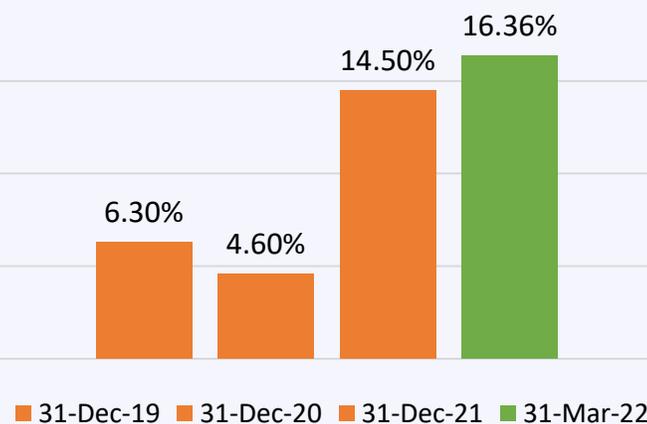
Mahindra Manulife Multi Cap

Robeco Capital Growth Funds

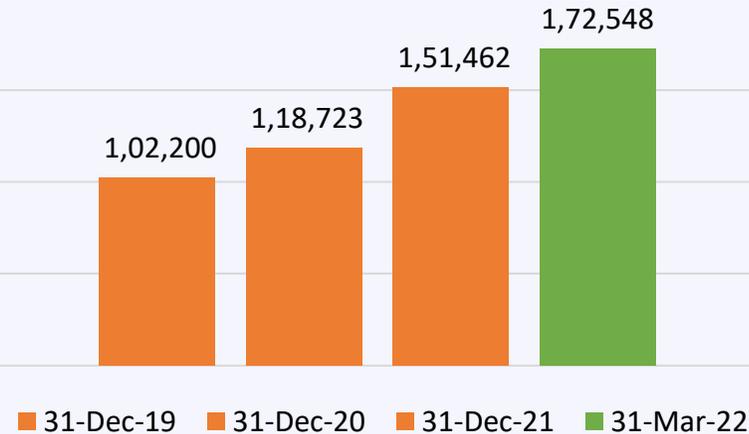
Goldman Sachs

New India Assurance

**Institutional Ownership (%)**



**Total No. of Shareholders**



## Corporate Social Responsibility



Vegetable Cultivation and Support for Water Resource development and convenience under Wadi Initiative



Support Given to aspirants for purchase of cow along with medicine kit under Dairy Development Program



Digital Classrooms inaugurated under Gyanam Initiative



Tailoring course for women conducted under LEED Initiative

## Recent Awards



Received Certificate of Appreciation from National Safety Council for plot K-7 in March 22 under the NSCI Safety Awards-2021 (Manufacturing Sector)



Received Certificate of Appreciation from National Safety Council for JNPT plot in March 22 under the NSCI Safety Awards-2021 (Manufacturing Sector)



Mrs. Parul Mehta, Managing Trustee Ishanya Foundation, received the 'Empowerment Ambassador Award' for exceptional efforts made by her in the field of Social Development sector



Mrs. Parul Mehta, Managing Trustee Ishanya Foundation, received the 'Women of Substance Award' for exemplary services rendered towards Women Empowerment from Inner Wheel Club of Poona Downtown

# Key Messages

## DFPCL caters to strategic sectors of the Indian economy, with diversified product portfolio catering towards them.....

- Q4 FY22 Revenue growth +28%, Operating EBITDA and Net Profit growth of 84% and 144%, respectively
- Market leadership in all key product segments and strong demand outlook to further support business growth and profitability
- Transformation from Commodity to Specialty and Product to Solutions continues
- Growth in sales volumes supported by improving utilization levels, capacity expansion and backward integration to drive long-term growth
- **Pharma / Speciality Chemicals:**
  - Nitric Acid demand and prices are expected to remain strong owing to the diminishing availability of many down streams of Nitric acid from China and resultant higher pricing
  - IPA small packs demand both from Pharma and LR grade are expected to remain strong
- **Mining Chemicals:**
  - With increase in coal, steel and cement production, demand for explosives in the Mining & Infrastructure segments of the Indian economy is expected to grow, which will have a positive effect on the demand for all TAN Products
  - Focus is also to demonstrate and deliver value propositions of ANFO based explosives through our Technical Services
- **Fertilisers:**
  - Our strategically directed efforts right from Crop Specific product to farmer-focused marketing drive to benefit in expanding our market share and margins
- Greenfield Ammonia making speedy development on the ground and is progressing as per planned schedule
- **With all the three sectors: Industrial Chemicals, Mining Chemicals and Fertilisers, strongly aligned to India Growth story, positive tailwinds will continue**

**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**



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