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Paradeep Phosphates Limited

Nourishing the Future - Feeding the Nation

Earnings Presentation

Q4 and FY2024

Business Overview



- Paradeep Phosphates Limited (PPL) is India's second largest private sector phosphatic company with a capacity of **3.0 MMTPA** finished fertilizers (NPKs, DAP and Urea)
- Diverse consumer product portfolio of phosphatic grades of fertilizer:
 - **Core Products** : DAP, NPK-20:20:0:13, NPK-12:32:16, NPK-10:26:26, NPK-19:19:19, NPK-28:28:0, Zypmite, Urea
 - **Newer Products** : NPK-14:28:14, NPK-14:28:0, NPK-14:35:14, NPK-24:24:00, NPK-15:15:15:09
- Industrial supplier of **Phospho-gypsum, Sulphuric Acid** and **Hydrofluorosilicic Acid (HFSA)**
- PPL's flagship brand is **Jai Kisaan Navratna**
- Two manufacturing plants in **Paradeep** (1.8 MMTPA) and **Goa** (1.2 MMTPA) with ISO 9001, ISO 14001, ISO 45001 and ISO 50001
- PPL's **Goa plant** has co-located facilities manufacturing both phosphatic fertilizers and urea
- Well-diversified customer market across India covering **15 states with 22 regional offices, 529 stock points and 5,000+ dealers**
- Zuari Agro Chemicals (ZACL) and OCP Group hold **56.1% of PPL** post IPO on 27th May 2022

Key Metrics

3.0 MMTPA Installed Capacity	9+ Million Farmer Connect	02 Manufacturing Plants
15 States Geographical Presence	1,500+ Employees	ICRA A-1 Stable Credit Rating

Financial Strength (FY24)

Revenue from Operations Rs. 115,751 Mn	ROCE 12%	Net Debt / Equity 1.1
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Paradeep Plant



Goa Plant

Q4 and FY24 Performance Highlights



Q4 Performance FY24 Performance

(in Rupees Million)

Total Income

Rs. 22,728

(38.8)% Y-o-Y

Rs. 116,440

(13.3)% Y-o-Y

EBITDA

Rs. 1,781

11.1% Y-o-Y
Margins: 7.8%

Rs. 7,169

(19.6)% Y-o-Y
Margins: 6.2%

PBT

Rs. 262

(14.2)% Y-o-Y
Margins : 1.2%

Rs. 1,408

(67.0)% Y-o-Y
Margins : 1.2%

Net Profit

Rs. 215

115.4% Y-o-Y
Margins : 0.9%

Rs. 999

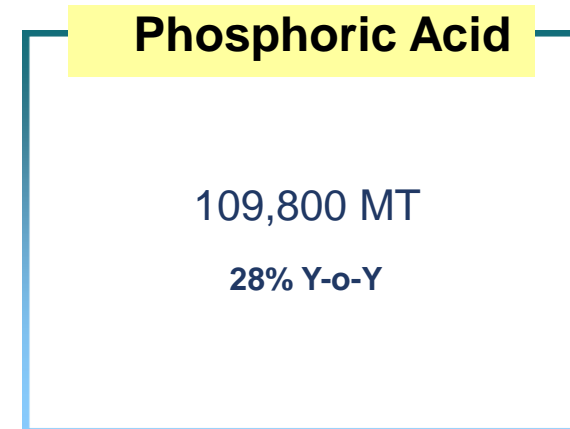
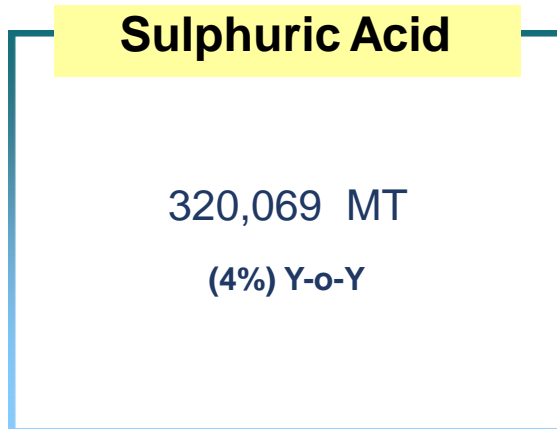
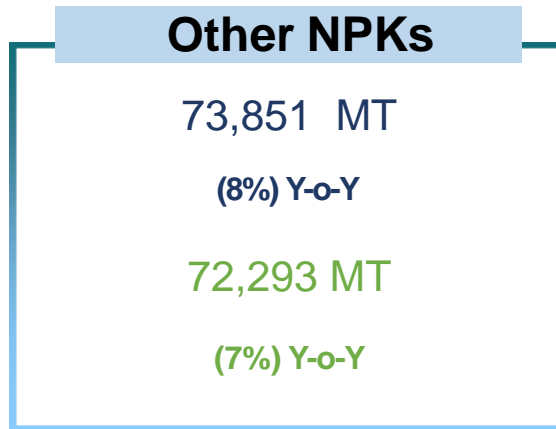
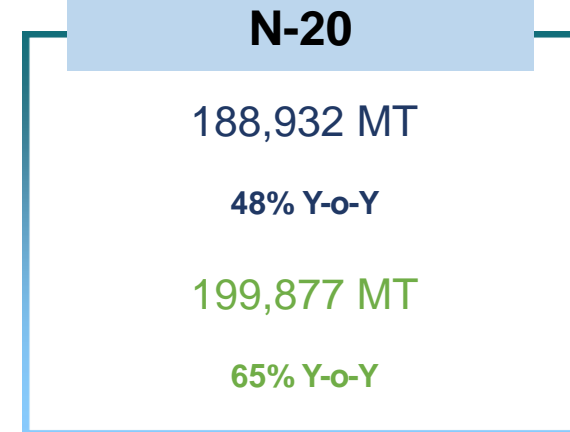
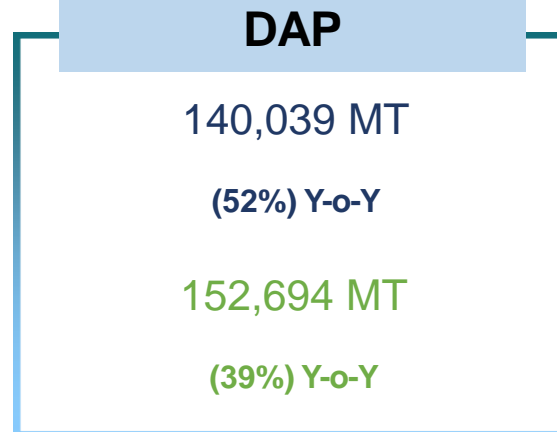
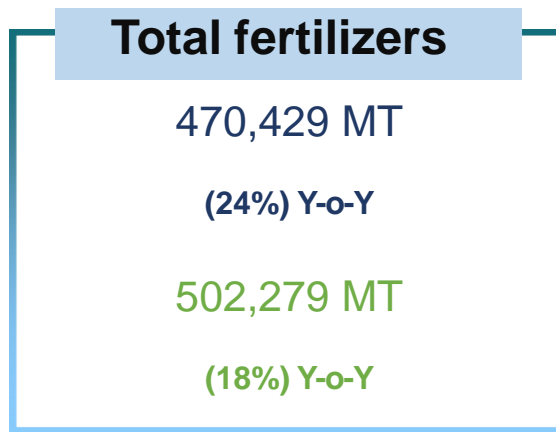
(67.2)% Y-o-Y
Margins : 0.9%

Key Highlights

- Higher production and sales volume levels were established in FY24, with production and sales increasing by 13% and 25% YoY, respectively
- The decrease in income from operations was due to a reduction in product subsidies during FY 24, following the correction in key fertilizer raw material prices globally
- Profit margins in FY24 were impacted by several factors: a higher subsidy reduction in DAP, a non-remunerative price structure for certain grades of NPKs, and retrospective subsidy adjustments in the first quarter
- Key backward integration projects have started fructifying as planned. Our incremental 200,000 tons phosphoric acid capacity is now fully operational

Q4 FY24 PPL Operational Highlights

Production Volumes Sales Volume



Note: Sales include Trading

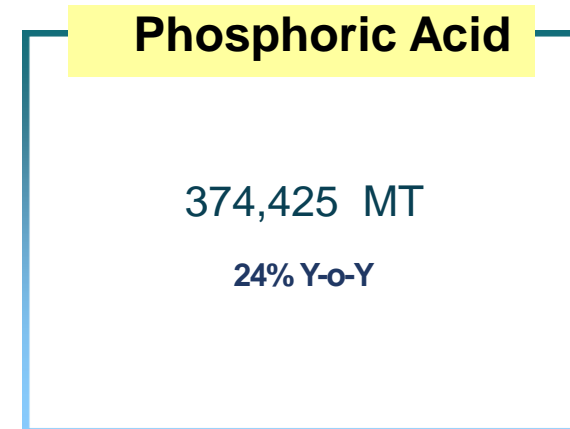
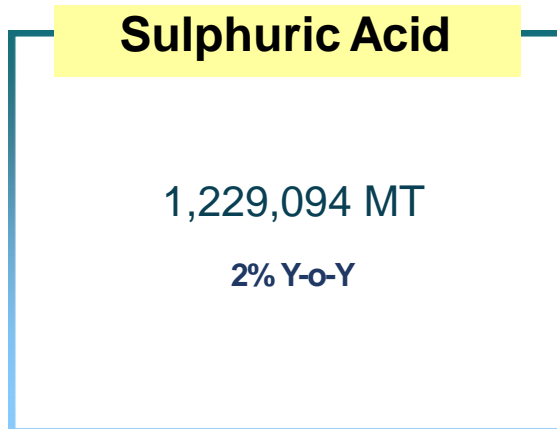
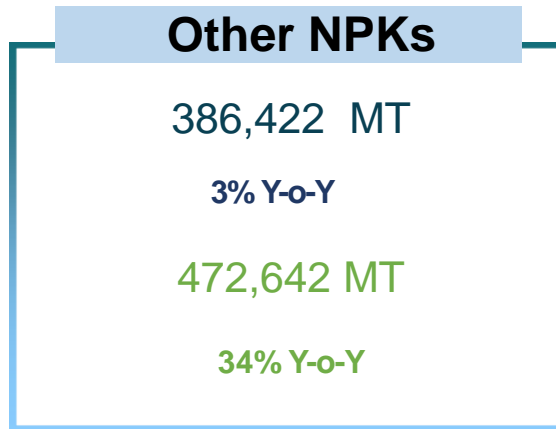
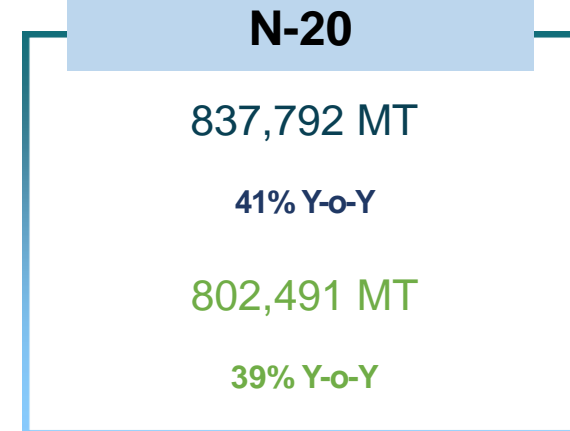
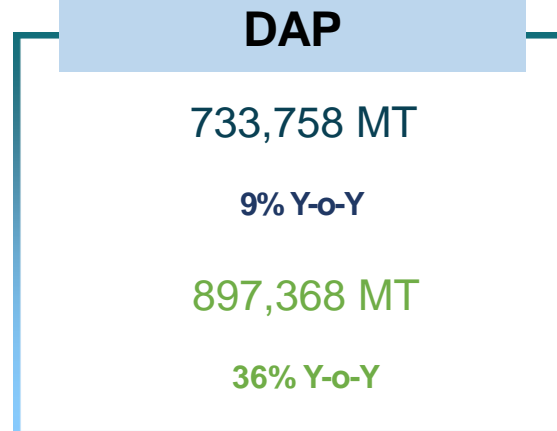
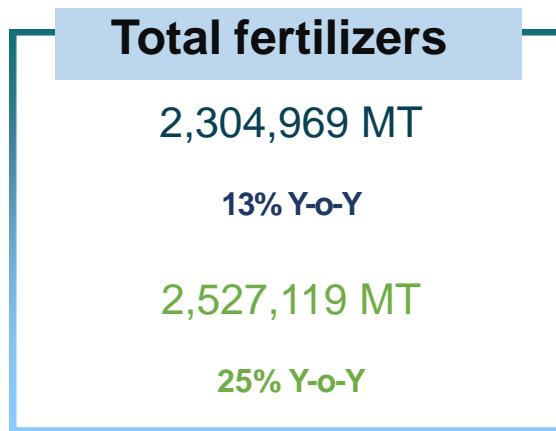
Intermediaries

Fertilizer Products

Urea Production: **67,607 MT**; Urea Sales : **65,397 MT**

FY24 PPL Operational Highlights

Production Volumes Sales Volume



Note: Sales include Trading

Intermediaries

Fertilizer Products

Urea Production: **346,997** MT; Urea Sales : **354,618** MT

Leverage Profile and Working Capital Cycle

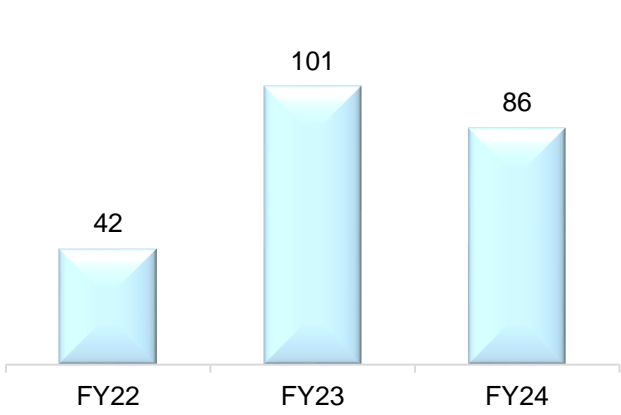


(Rs. Million)	FY20	FY21	FY22	FY23	FY24
Long Term Debt	1,394	1,134	5,282	6,119	6,765
Short Term Debt	20,791	11,378	24,261	40,192	33,179
Total Debt	22,185	12,512	29,543	46,311	39,944
(-) Cash & Cash Equivalents	58	932	5,977	1,099	1,180
Net Debt	22,127	11,580	23,566	45,213	38,764
Total Equity	16,035	18,275	22,250	35,047	35,644
Net Debt/Equity	1.38x	0.63x	1.06x	1.29x	1.1x

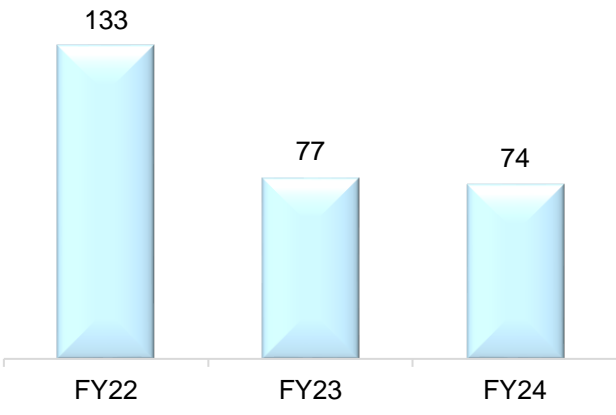
Key Observation

- Total Debt in FY24 has reduced by 14% YoY
- Short Term Debt is balanced by an equivalent Current Assets
- Debt to Equity has further improved in FY24 compared to FY23

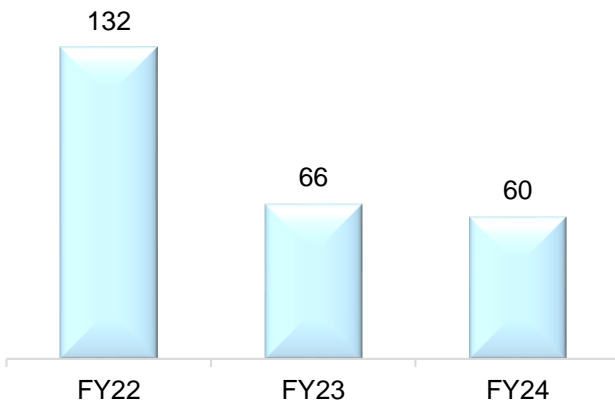
Receivables Days



Inventories Days



Payables Days



Consolidated Financial Performance Summary



(in Rupees Million)

(Rs. Million)	Q4		Y-o-Y	Q3		Full Year		Y-o-Y
	FY2024	FY2023	Growth(%)	FY2024	Growth(%)	FY2024	FY2023	Growth(%)
Revenue from Operations	22,427	36,439	(38.5)%	25,950	(13.6)%	115,751	133,407	(13.2)%
Other Income	300	697	(56.9)%	86	247.2%	688	911	(24.4)%
Total Income	22,727	37,136	(38.8)%	26,037	(12.7)%	116,440	134,318	(13.3)%
Cost of Material Consumed	15,376	28,976	(46.9)%	16,110	(4.6)%	76,090	104,397	(27.1)%
Purchase of Trading goods	155	430	(63.9)%	2,077	(92.5)%	10,551	1,823	478.9%
Changes in Inventories of Finished Goods, W-I-P & Stock in Trade	966	432	123.6%	523	84.8%	3,343	(88)	(3907.7)%
Employee benefits expense	579	547	5.9%	559	3.6%	2,298	2,132	7.8%
Other expenses	3,871	5,149	(24.8)%	3,857	0.4%	16,989	17,134	(0.8)%
EBITDA	1,781	1,603	11.1%	2,911	(38.8)%	7,169	8,921	(19.6)%
Margin	7.8%	4.3%		11.2%		6.2%	6.6%	
EBIT	1,203	1,098	9.5%	2,360	(49.0)%	5,062	7,169	(29.4)%
Margin	5.3%	3.0%		9.1%		4.3%	5.3%	
PBT	262	306	(14.3)%	1,535	(82.9)%	1,408	4,262	(67.0)%
Margin	1.2%	0.8%		5.9%		1.2%	3.2%	
Reported Profit After Tax	215	100	115.1%	1,089	(80.3)%	999	3,042	(67.2)%
Margin	0.9%	0.3%		4.2%		0.9%	2.3%	
Basic EPS	0.26	0.17	52.9%	1.34	(80.6)%	1.22	3.90	(68.7)%

Notes:

- EBITDA includes Other Income
- All Margins are calculated on Total Income



Commenting on the performance, Mr. N Suresh Krishnan, Managing Director, said:

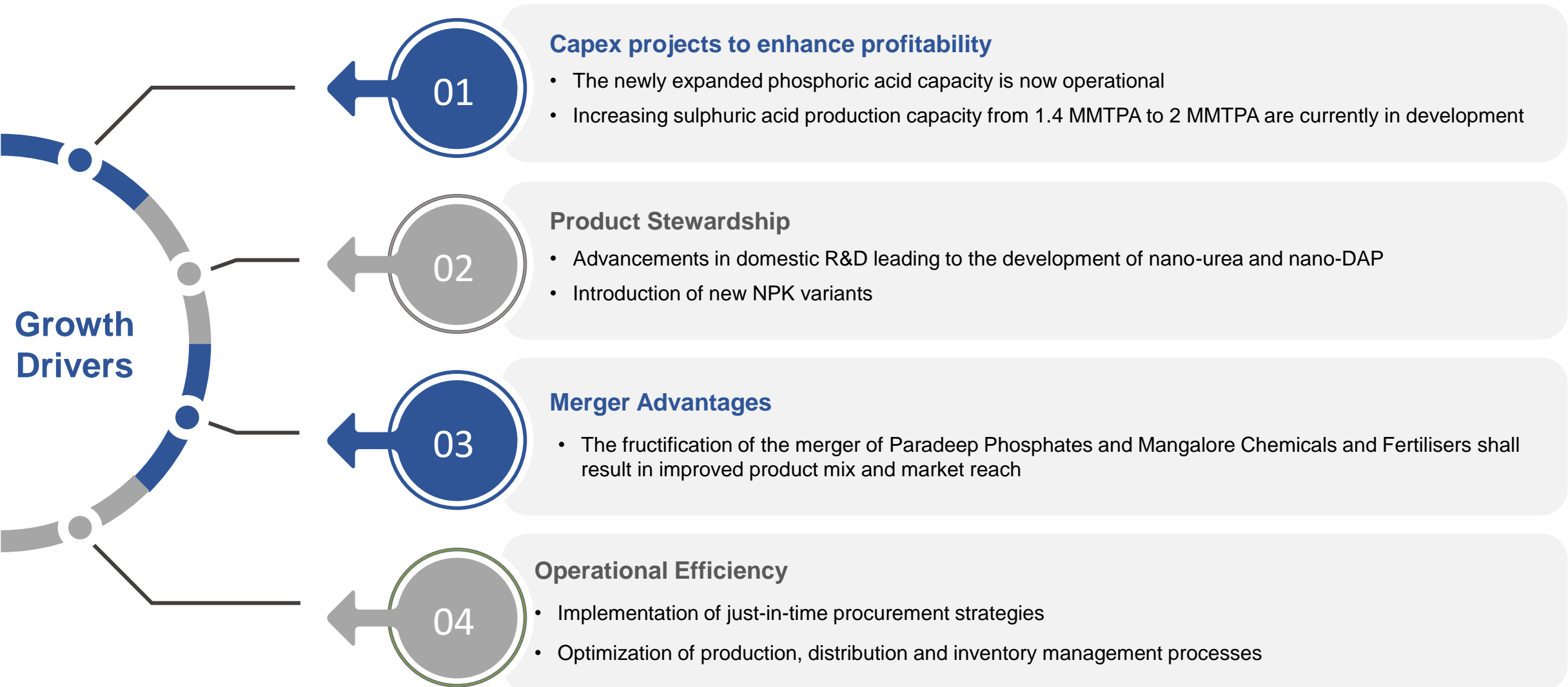
“The fiscal year 2023-24 brought significant macroeconomic changes. We witnessed global uncertainty, experienced average rainfall, and benefited from the normalization of raw material prices worldwide, although this was accompanied by a decrease in subsidy realizations.

Despite these fluctuations, we achieved positive volumes, producing 2.3 million tons of various grades of DAP and NPK fertilizers throughout the year an increase of 13% compared to last year. Furthermore, our sales reached nearly 2.53 million tons across various states in India, marking a 25% increase from the previous year. We also managed our debt effectively reducing it by 14% YoY.

Looking ahead, we are gearing up to introduce innovative grades of soil and crop specific NPK fertilizers. We are also in the process of launching our own researched biogenic nano-urea and nano-DAP fertilizers, which promises a significant value addition to soil nutrition.

Our commitment to sustainability has also been recognized, with our first-time entry into the S&P’s DJSI index. We remain dedicated to advancing our ESG goals and making sustainability a central theme in all our operations. With an expectedly better monsoon season ahead, we are fully prepared to meet the demands of the Kharif season with an optimal product mix, enhanced farmer engagement, and improved operational efficiencies.”

Near term Growth Drivers for PPL



PPL's diversified product basket espouses balanced fertilization catering to a variety of non-urea fertilizer options

Core Products



DAP 18:46:0



NPK 20:20:0:13



NPK 12:32:16



NPK 28:28:0



NPK 19:19:19



NPK 10:26:26

Recently Launched Products



NPK 14:28:14



NPK 24:24:00



NPK 14:28:0



NPK 14:35:14

PPL is launching its own biogenic nano-fertilizers with Nano Urea and Nano DAP

- PPL is launching India's first biogenic Nano Urea and Nano DAP under the "Jai Kisaan Navratna" brand
- The Nano-Urea contains 8% Nitrogen, while the Nano-DAP includes 6% Nitrogen and 16% P₂O₅, branded as **Jai Kisaan Navratna Nano Shakti Urea** and **Jai Kisaan Navratna Nano Shakti DAP**, respectively

Benefits of Nano-Technology in Fertilizers

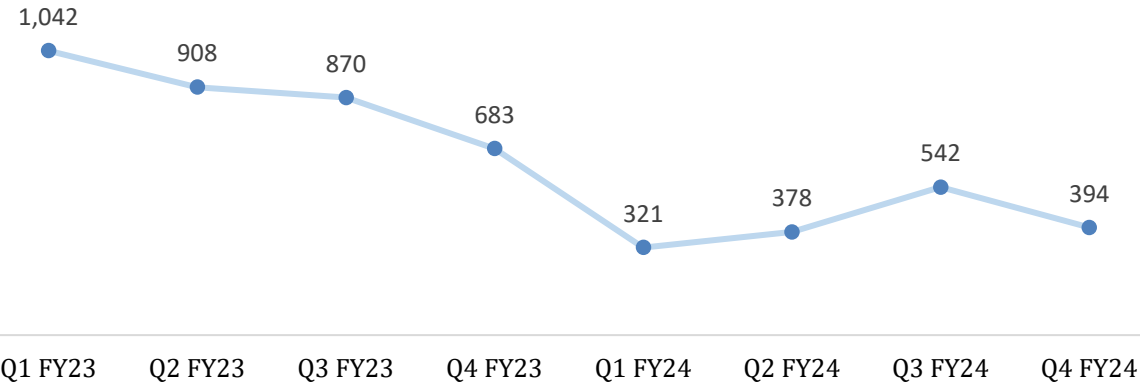
- Nano-sized particles provide **greater surface area** for nutrient absorption
- Nanoparticles **dissolve more readily in water**, enhancing nutrient availability
- Nanotechnology allows for **controlled release of nutrients** directly to plant roots
- Nano fertilizers exhibit lower leaching rates, **minimizing environmental effects**
- Smaller particle size **improves nutrient absorption** by plants



PPL is backward integrated in phos-acid, ammonia and sources its primary raw materials through long-term contracts

Ammonia

\$/MT (Average CFR India)



Price Drivers

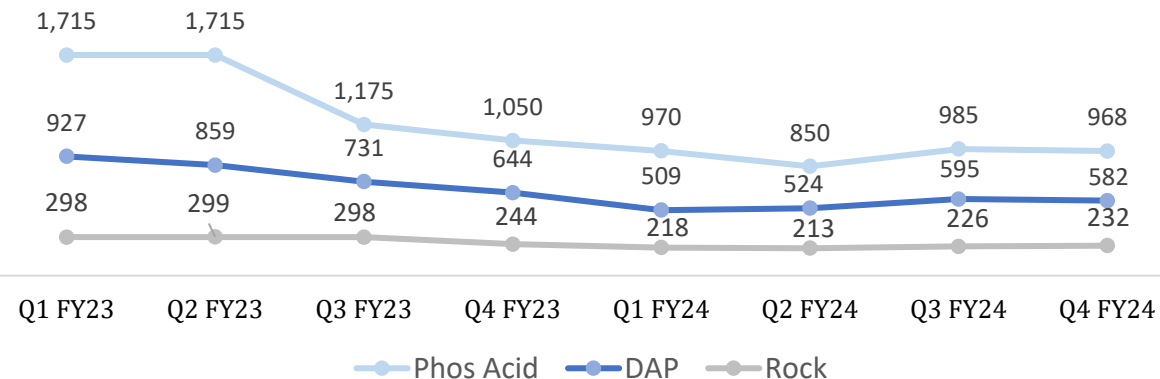
- Ammonia prices increased last year driven by conflict between Russia and Ukraine and global sanctions thereafter
- Prices have normalized significantly driven by demand stabilization in Europe and supply availability from the Middle East

Implication

- Normalized price-points augurs very well for our company as ammonia is a largely an imported raw material

Phos Rock, Phos Acid and DAP

\$/MT (Average CFR India)

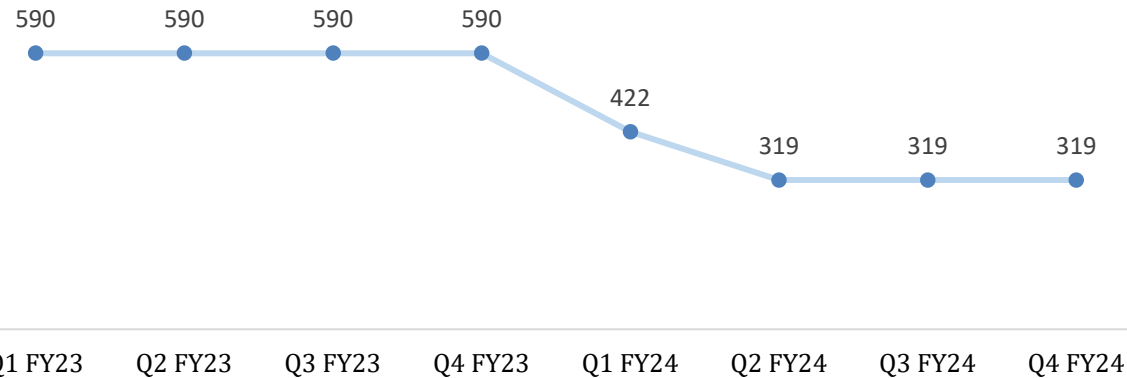


- Prices for all 'P' components have stabilized YoY
- The conflict involving Russia and Ukraine led to significant disruptions in Russian fertilizer supplies, while Chinese exports continue to be hindered by government restrictions

- A lower P2O5 price helps our Goa unit
- Rock price witnessed a 87% correlation with P2O5 price signaling continued profitability from captive production at the Paradeep unit

PPL is backward integrated in sulphuric acid and sources its primary raw materials through long-term contracts

MOP \$/MT (Average CFR India)



Price Drivers

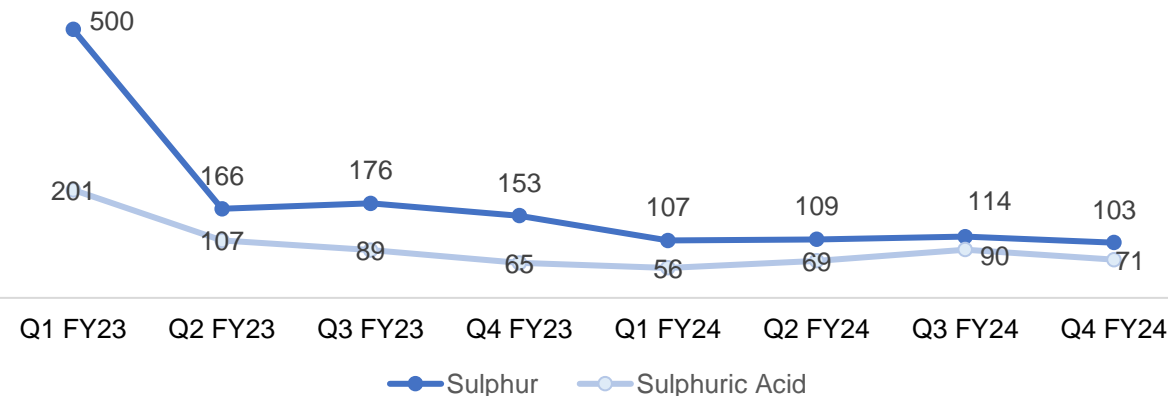
- The absence of Russia and Belarus, being key exporters of Potash, caused a significant increase in the prices last year

Implication

- Normalized price-points improves our ability to make more diversified NPK grades

Sulphur & Sulphuric Acid

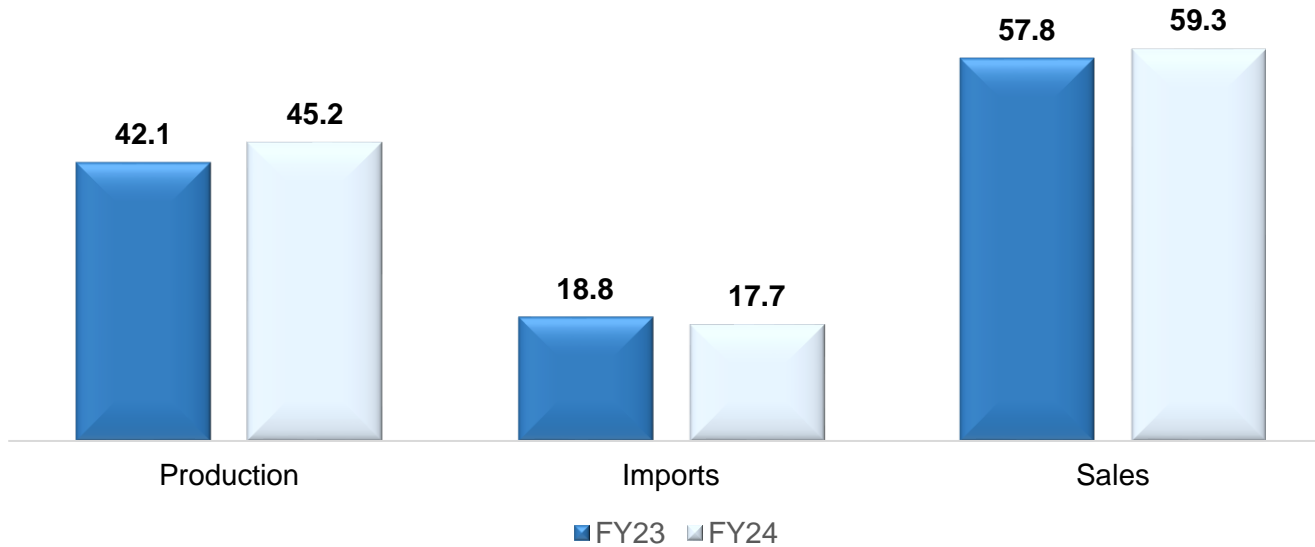
\$/MT (Average CFR India)



- Over the last year, sulfur prices have decreased more than sulfuric acid prices
- Sulfuric acid demand in adjacent sectors, such as electric vehicles, has led to a rise in prices

- Paradeep unit utilizes sulphur to produce captive sulphuric acid
- Lower sulphur prices gives a higher margin in captive produced sulphuric acid as opposed to spot buying

Fertilizer Demand in India has been buoyant aided by effective government initiatives



Production, Imports and Sale of Major Fertilisers (DAP, NPKs, MOP, Urea) | Qty. in Mn MT | Data source: FAI

Key Trends

- India achieved a significant production and sales of finished fertilizers in FY24 totaling close to 59 million MT of sales
- Fertilizer production and consumption have risen by 7% and 3% signaling a record agricultural demand in FY24
- Imports have declined in FY24 led by newer domestic urea capacities, reasonable inventory levels and government initiatives
- The fertilizer subsidies have been reduced gradually through FY24, with the budget for FY25 set at ~Rs 1.75 Lakh Crores, marking a 22% YoY reduction, aligned with the drop in global raw material prices

Government Initiatives

- Domestic urea production is expected to increase by 2025, with four new plants operational, advancing India toward self-sufficiency (Atma Nirbhar Bharat)
- The Green Hydrogen Mission launched in January 2023, aims to substitute all ammonia-based fertilizer imports with domestic green ammonia by 2034-35
- The PM PRANAM initiative fosters sustainable and balanced fertilizer usage, promoting slow-release technologies for improved nutrient use efficiency
- India has been a global pioneer in introducing Nano fertilizers such as Nano DAP and Nano Urea
- Drone spraying of liquid fertilizers are being made affordable to farmers. NAMO Drone Didi was a recent initiative in this regard
- 2 lakh Model Retail outlets known as Pradhan Mantri Kisan Samridhi Kendras are opened with the aim of being one-stop shops for all agricultural activities

Sales and Distribution Network: FY24

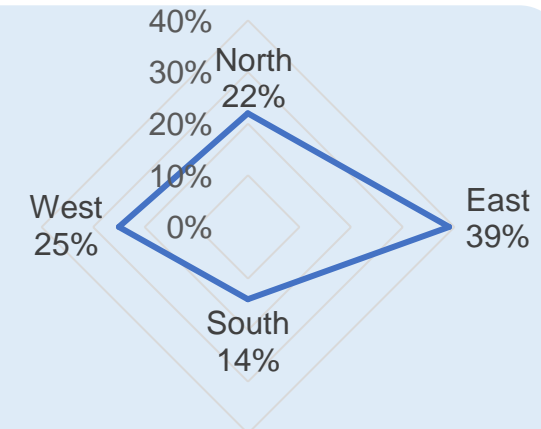


PPL's distribution spans pan-India, while its continuous channel engagement strengthens brand equity and customer loyalty



Market Presence	PPL
States Covered	15
Regional Marketing Offices	22
Stock Points	529
No. of Dealers	5,000+
No. of Retailers	75,000+
Farmers Covered	9+ Mn

Sales increased by 25% YoY in FY 24 with a near equal distribution across the country (see adjacent graph)



Farmer Engagement Activities FY24 (1/3)



BTL Activities Organized

Activity	No.
Retailer Meetings	276
Farmer Meetings	8,407
Demonstrations	2,252
Crop Seminar	973
Campaign Days	5,303
FPO Farmer meetings	1,354

Digital Activities Organized

Activity	Million No.
Total Video Views	29.4
Facebook Video Ads	17.8
Facebook Impressions	203
Facebook Reach	63.6
YouTube Agri Channel Views	3.8
YouTube Entertainment Channel Views	5.7
OTT, Games & APP Views	2



PPL launched the Jai Kisaan Navratna SAMBANDH, an IT CRM mobile application, to enhance retailer engagement through loyalty benefits and in-app notification for new product launches and marketing campaigns

Farmer Engagement Activities FY24 (2/3)



Glimpses from Retailer and Farmer Connects





Organized **120 'International Women's Day'** events on 8th Mar '24 Programs participated by

- 10,044 Women Farmers
- 1,906 progressive women farmers honored



- PPL organized drone pilot training for **70 "Drone Didis"** at 6 training centres in collaboration with Garuda Aerospace
- Participated in all **Namo Drone Didi** events held at 11 locations on 11th Mar' 24
- All 70 drones have been distributed to the Drone Didis and PPL's team will continue to coordinate with them for drone hiring services

PMKSK Activities



- PPL has successfully completed **9,304** installations of PMKSKs, including **250** at the district level, **1,719** at the block level, and **7,335** at the village level
- In January 2024, **63** farmer programs were organized for the Honorable Prime Minister's webcast during the Viksit Bharat Sankalp Yatra
- To date, a total of **2,368** farmer programs have been conducted at PPL's PMKSKs

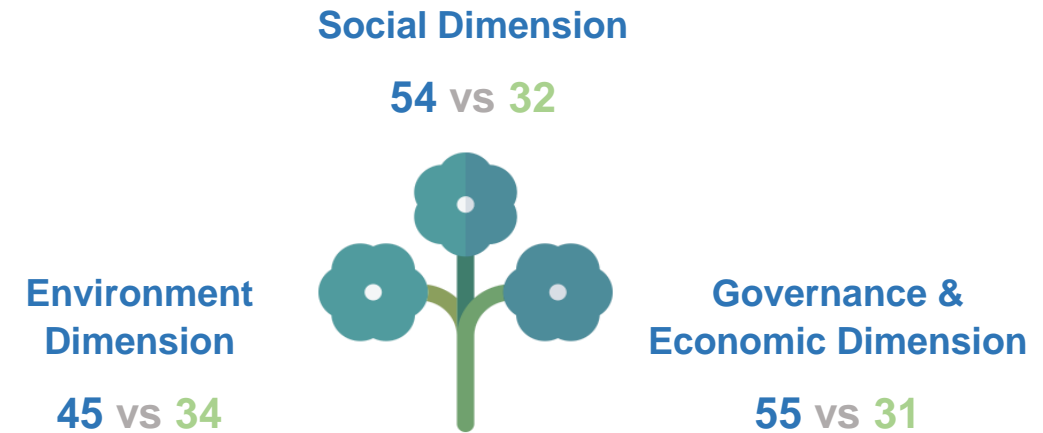
Paradeep Phosphates made a stellar debut in S&P's DJSI Sustainability Ranking for 2023

- Paradeep Phosphates made a remarkable debut achievement in the S&P's Dow Jones Sustainability Index (DJSI) for the year 2023. This achievement underscores our unwavering commitment to embedding environmental, social, and governance principles into our business operations
- Sustainability stands as a cornerstone of our organizational strategy, and we are committed to reducing our ecological footprint, fostering an inclusive and empowering workplace culture, and making significant contributions to society

About S&P's DJSI:

- The DJSI is globally recognized as a premier sustainability rating body, assessing companies based on their ESG performance
- In 2023, more than 3,500 companies participated in DJSI, representing half of the global market capitalization

[Click for details of our DJSI score](#)



Paradeep Phosphates Overall



■ PPL Score ■ Industry Average

PPL spent a total of Rs 10.36 crores in FY 24 focusing on the following six major CSR themes and touching 55,000+ lives

Livelihood & Community Empowerment



3,545 lives touched
Major Highlights

- 55 women provided Agriculture drones
- 1662 women underwent agriculture training
- 1146 households supported Animal Husbandry

Healthcare



32,875 lives touched
Major Highlights

- 50 TB and 34 Anaemic patient provided nutrition & Healthcare support
- +300 elderly people supported with Geriatric kit, Eye care and walking stick
- 168 elderly bed ridden patients supported regular health check up

Education



8,859 lives touched
Major Highlights

- 30 AWC centre developed as Navratna Balyagraha project over three years
- 15 STEM Centre and 15 Library established
- 32 teachers oriented as Trainer of Trainers
- 1000 girls trained under PARity program

Environment & Biodiversity



7,044 lives touched
Major Highlights

- 47400 saplings planted
- 1958 fruit bearing tree planted
- 110 Acres land irrigated through solar

Rural & Slum Development



1,925 lives touched
Major Highlights

- Connectivity issues addressed in 4 villages
- Address power disruption through 4 solar power project making ease of life
- Safe drinking water provided to nearly 550 HHs

Rural Sports Promotion



3,545 lives touched
Major Highlights

- 1 Girl selected for Khelo India National Championship Din Football
- 8 boys secured place to participate in State level championship
- 1 Gold Medal and 1 state level tournament owned by U-17 boys' team

Recent Awards



Best Annual Report Award - 2023



Energy Conservation Award - 2023



FAI Best Plant and Environment Management -2023

Awards and Accolades



CSR Golden Peacock Award - 2022



Excellence Award by Odisha CSR Forum - 2022

Industry Recognition



CIDC Vishwakarma Award Best Professionally Managed Co.



Accolades by CII for Energy Conservation Initiatives



Exceed Award 2022 on OSH in Platinum category, Goa



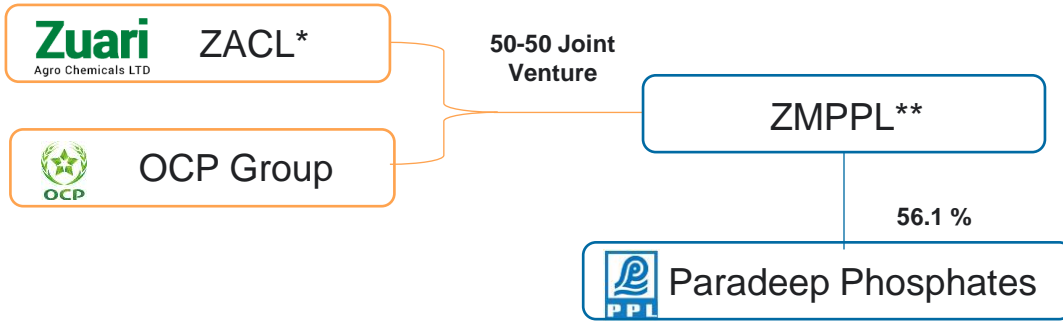
Recognition for "Shared Vision for Better World" by Bureau of Indian Standards



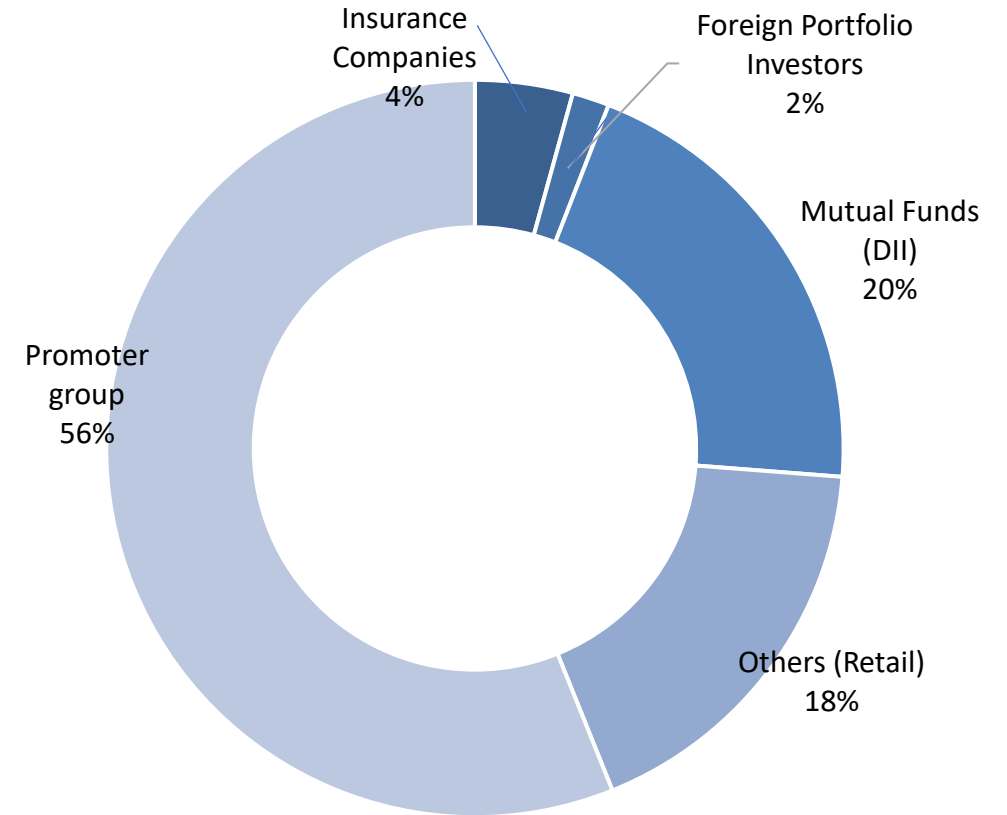
PAP Best Performance Award, FAI - 2022

Share Holding Pattern Top Shareholders – March 2024

Promoter Group



% PPL Shareholdings



Top Shareholders# in DII, FII and Insurance

SBI MF Total	8.38%	Domestic
Life Insurance Corporation of India	4.28%	Insurance
Nippon Life India	3.60%	Domestic
DSP Small Cap Fund	2.91%	Domestic
Mirae Asset Total	1.88%	Domestic
HDFC MF Total	1.87%	Domestic
HSBC MF Total	1.12%	Domestic
Dovetail Capital	0.61%	Foreign
Tata Mutual Fund Total	0.50%	Domestic

* Zuari Agro Chemicals Limited, **Zuari Maroc Phosphates Pvt Ltd, # As on 30th Mar 2024

Additional Slides



Backward integration and 3 MMTPA fungible capacity resulting in competitive EBITDA / tonne and market-oriented product mix



India's 2nd largest private sector phosphatic fertilizer manufacturer with pan-India distribution capability

- Total finished fertilizer capacity of 3.0 Million Metric Tons Per Annum (MMTPA) across two sites – Paradeep and Goa
- Paradeep site can produce 1.8 MMTPA of DAP / NPK and Goa site can produce 0.8 MMTPA of DAP / NPK and 0.4 MMTPA of Urea. All DAP / NPK capacities are fungible in nature
- The Goa site is capable of producing unique value-added NPKs (NPK 19, NPK 14, NPK 28) and services agriculturally developed states of Maharashtra, Karnataka and others
- PPL sells in 15+ states across 75,000+ retail points to 9+ Million farmers



Competitive EBITDA per tonne in the industry led by backward integration

- Paradeep site is backward integrated in phosphate while Goa site is backward integrated in ammonia
- PPL sources rock phosphate from OCP and manufactures phosphoric acid in-house leading to huge bottom-line gains
- The OCP Group (Morocco) owns 70% of known global rock phosphate reserves and is a promotor in PPL
- PPL sources all raw materials through long term contracts ensuring quality and guaranteed availability



Well-positioned to capture favorable Indian fertilizer market with enabling and conducive government regulations

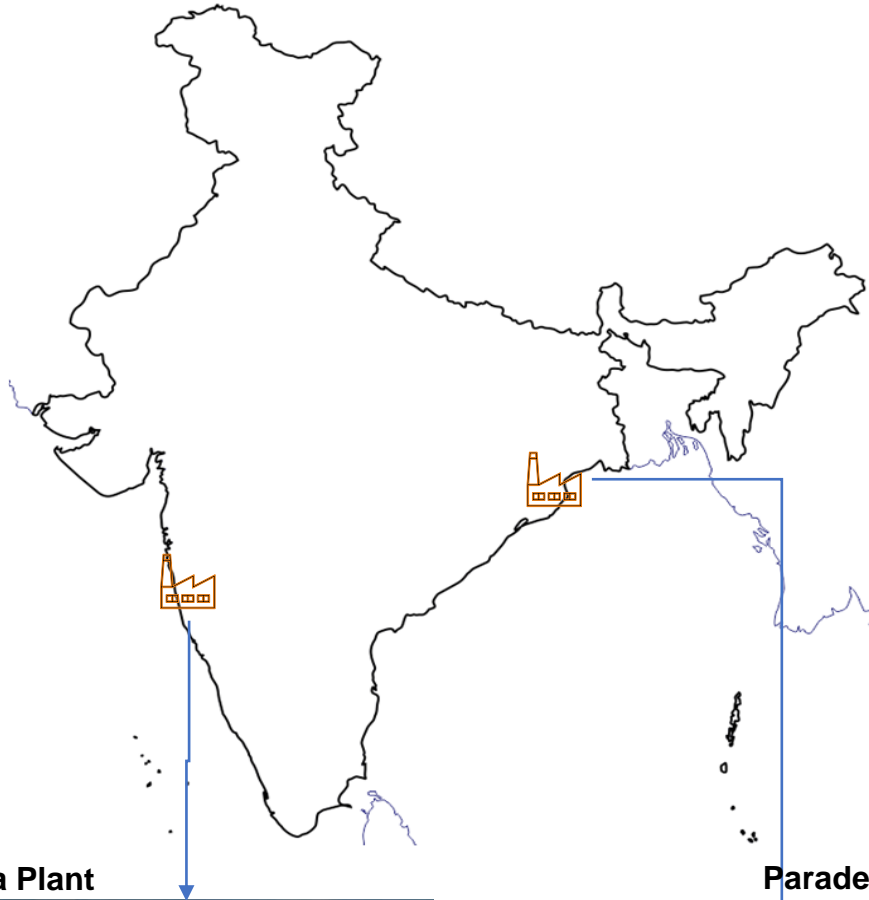
- PPL will be able to capture a major share of growth in DAP / NPK arising out of higher demand of balanced fertilization with a crop and soil specific application
- The Indian government's subsidies in the fertilizer industry have created favorable conditions for growth and development by increasing the availability of affordable fertilizers to farmers, ultimately improving the demand



Secure and certified manufacturing facility and infrastructure and unutilized land available for expansion

- Both plants at Paradeep and Goa are strategically located close to the ports and the agriculturally fertile states
- PPL owns large parcels of land of 2,282 acres in Paradeep and the only 33% of the land is being utilized leaving room for expansion
- Both sites have the ability to store raw materials at its own facility enables it to withstand disruptions in supply

PPL's Manufacturing Units



Goa Plant



Paradeep Plant



Location	Paradeep, Odisha	Zuarinagar, Goa
Area (Acres)	2,282	260
Target Market	East, Central and South	West, Central and South
Key Fertilizer Products	DAP, NPK-20, N-12, N-10, N-14	NPK-10, N-12, N-14, N-19, N-28, DAP, Urea
Installed fertilizer Capacity (MMTPA)	NPK / DAP: 1.8	NPK / DAP: 0.8 Urea: 0.4
Strategic Position	<ul style="list-style-type: none"> • Backward integration of phosphoric acid • Captive berth at Paradeep port • Land available for future expansion 	<ul style="list-style-type: none"> • Backward integration of ammonia • Diversified product portfolio • Access to developed markets



Backward integration of rock phosphate, NH³

Raw Material:

- Competitive edge in stable source of raw materials via long-term agreements with suppliers
- Operational volatility hedge with backward integration of facilities and leveraging cost efficiencies



Logistics Advantage

Paradeep Plant:

- Proximity to Paradeep port and seamless access to waterways, railways and highways
- Ability to expand facilities given one third of land currently utilized

Goa Plant:

- Strategically located close to the Mormugao port with captive power plant



Manufacturing Capabilities

Paradeep Capacity 1.8 MTPA:

- NPK / DAP – 1.8 MTPA

Goa Capacity 1.2 MTPA:

- NPK / DAP – 0.80 MTPA
- Urea – 0.40 MTPA
- More than 78% reduction in power cost from Sulphuric Acid production



Comprehensive Product Portfolio

Consumer Product Portfolio:

- Multiple grades of NPK
- DAP
- Urea
- Zypmite

Industrial Product Portfolio:

- Phospho-gypsum, Sulphuric Acid and HFSA
- Availability of extensive storage area for raw materials and finished goods



Well Established Sales and Distribution Network

Consolidated Pan India Network:

- 22 regional marketing offices
- 520 plus stock points across India
- 5,000 plus dealers
- 75,000 plus retailers

Disclaimer

This presentation contains statements that are “forward looking statements” including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to “Paradeep Phosphates” future business developments and economic performance. While these forward-looking statements 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.

Paradeep Phosphates undertakes no obligation to publicly revise any forward-looking statements to reflect future / likely events or circumstances.

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Thank You

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