Regd. Office: Sai Hira, Survey No. 93,
Mundhwa, Pune - 411 036, India.
Tel: +91 (20) 6645 8000

DEEPAK FERTILISERS
AND PETROCHEMICALS
CORPORATION LIMITED

16th February, 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 that the Officials of the Company would be participating in the following Investors Conference:

Name	**Day**	**Date**	**Place**
Motilal Oswal Specialty Chemical Day	Friday	17th February, 2023	Investor Conference in Mumbai (physical meetings)

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

A copy of presentation to be made at the aforesaid Analyst/ Investor Meet/ Conference is attached herewith.

The above information will also be available on the website of the Company: www.dfpcl.com.

We request you to take the same on your record.

Thanking you,
Yours faithfully,

For **Deepak Fertilisers**
And Petrochemicals Corporation Limited

RITESH CHAUDHRY
Digitally signed by RITESH CHAUDHRY
Date: 2023.02.16 11:27:33 +05'30'

Ritesh Chaudhry
Company Secretary

Encl: As above

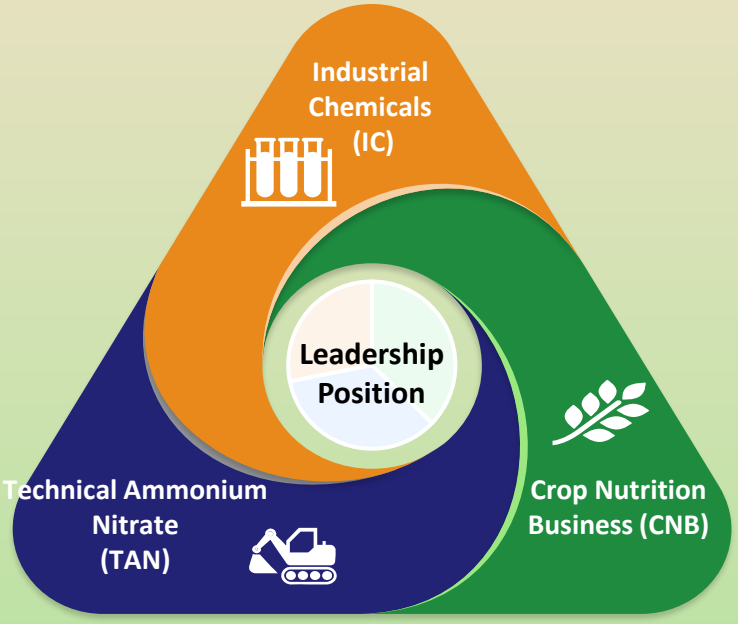
DEEPAK FERTILISERS
AND PETROCHEMICALS
CORPORATION LIMITED

(BSE: 500645; NSE: DEEPAKFERT)

Corporate Presentation

February 2023

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



Domestic Market Share
CNA: ~60%
DNA: ~30%
IPA: ~38%

Domestic Market Share
~44%

Domestic Market Share*
~13% - 34%

- **Only Manufacturer** Prilled TAN solids in India
- **Largest Manufacturer** of Nitric Acid in Southeast Asia
- **Leading Manufacturer and marketer** of ISO Propyl Alcohol (IPA)
- **India's only manufacturer** of crop specific nutrition products with multi micronutrients & nutrient unlock technology
- **Largest Manufacturer** of Bentonite Sulphur in India **Only Manufacturer** of NP PRILL 24:24:0 fertiliser

Drivers of Leadership

Established Brand with High Brand Recall
More than 40 years of rich legacy

Integrated Supply Chain
Well established sourcing channels and cost savings from backward integration of ammonia project

Strong Capacity Utilization
~80% -100% across all segments

Catering to Changing Demands in the Market
The IC business has been innovating and developing specialty grades of Nitric Acid for specific application segments

Focus on High-Margin Products
Shift in product mix towards more value-added products

Aligning Well with India's Growth Story
Serving India's critical sectors such as agriculture, pharmaceuticals, mining and infrastructure

*Refer slide 13

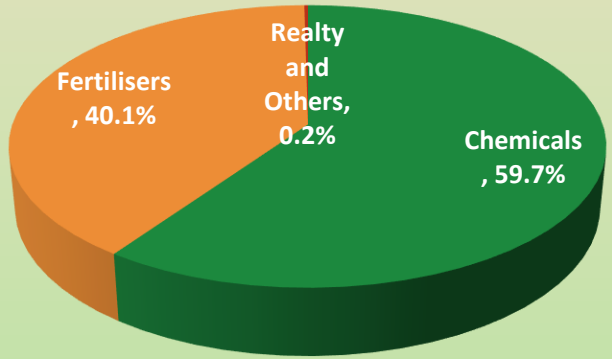
A Multi-product, Multi-segment player catering to wide range of core segments of the Indian Economy

Diversified Product Offerings catering to strategic sectors of Indian economy

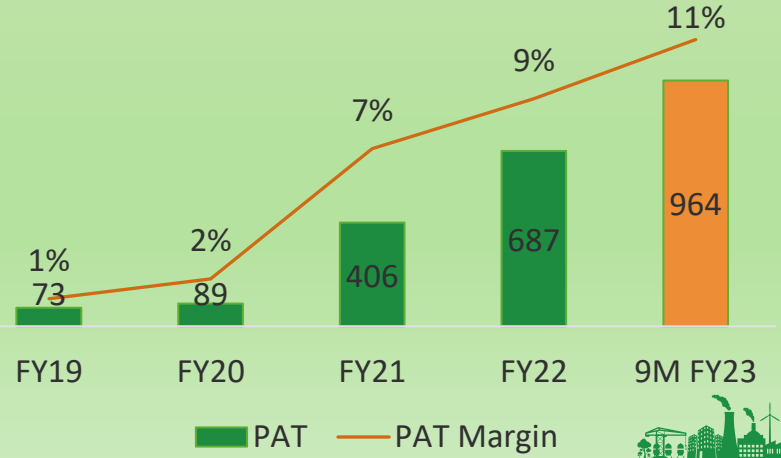
	Industrial Chemicals	Crop Nutrition	Technical Ammonium Nitrate
Key Sectors	• Pharmaceuticals • Nitro Aromatics • Paints & Coatings • Steel • Inks • Others: Dyes, Cosmetics, Adhesives, Health & Hygiene etc.	• Agriculture	• Mining • Infrastructure • Explosives • Pharmaceuticals
Key Products	• Concentrated Nitric Acid • Diluted Nitric Acid • Iso Propyl Alcohol • Cororid Disinfectant Solutions • Application specific IPA & Nitric acid grades • Methanol	• Nitro Phosphate Fertiliser • Nitrogen Phosphorous Potassium Fertiliser • Bentonite Sulphur	• Low Density Ammonium Nitrate (LDAN) • High Density Ammonium Nitrate (HDAN) • Ammonium Nitrate Melt (AN Melt)

Revenue Share (%)

FY22: Rs. 7,633 Cr



Profit After Tax (Rs. Cr)



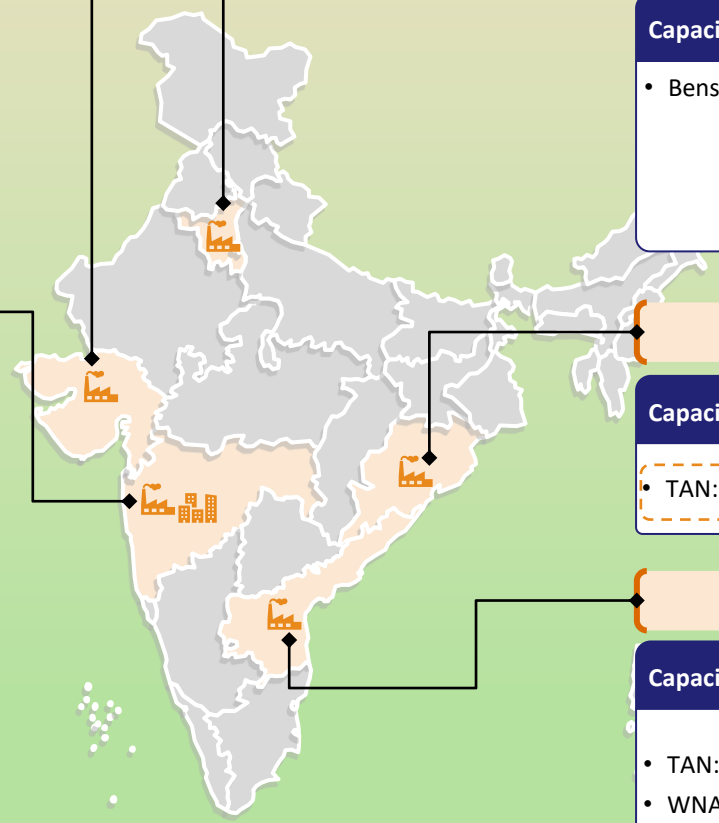
Strategically located to cater to Agricultural and Industrial Heartlands of India

Dahej, Gujarat

Capacity (KMTPA)	Geographic Advantage
• DNA: 149 • CNA: 92	• Major customers of nitroaromatics and nitrocellulose are located in Gujarat

Taloja, Maharashtra

Capacity (KMTPA)	Geographic Advantage
• TAN: 444 + ~90* • DNA: 703 • CNA: 139 • IPA: 70 • Liquid CO2: 72 • Methanol: 100 • NP: 325 • NPK: 800 • Bensulf: 32 • Ammonia: 129 • Ammonia: 510	• Located in Maharashtra, horticulture capital of India with highest consumption of NPKs and specialities • Cater to IPA demand of North as well as South India • Proximate to Nitric Acid consuming belt of Gujarat-Maharashtra • Strategically located near explosives manufacturers in Central India



Panipat, Haryana

Capacity (KMTPA)	Geographic Advantage
• Bensulf: 28	• Oil-seed growing belts of North and Central India • Significant geographic advantage over imported Bentonite Sulphur

East Coast

Capacity (KMTPA)	Geographic Advantage
• TAN: 377	• Closer to customer base

Srikakulam, Andhra Pradesh

Capacity (KMTPA)	Geographic Advantage
• TAN: 43 • WNA: 40	• Satellite unit catering to regional explosives manufacturers

Corporate Office | Production Facilities | Capacity Expansion

Note: Capacities are rounded off

* TAN Debottlenecking

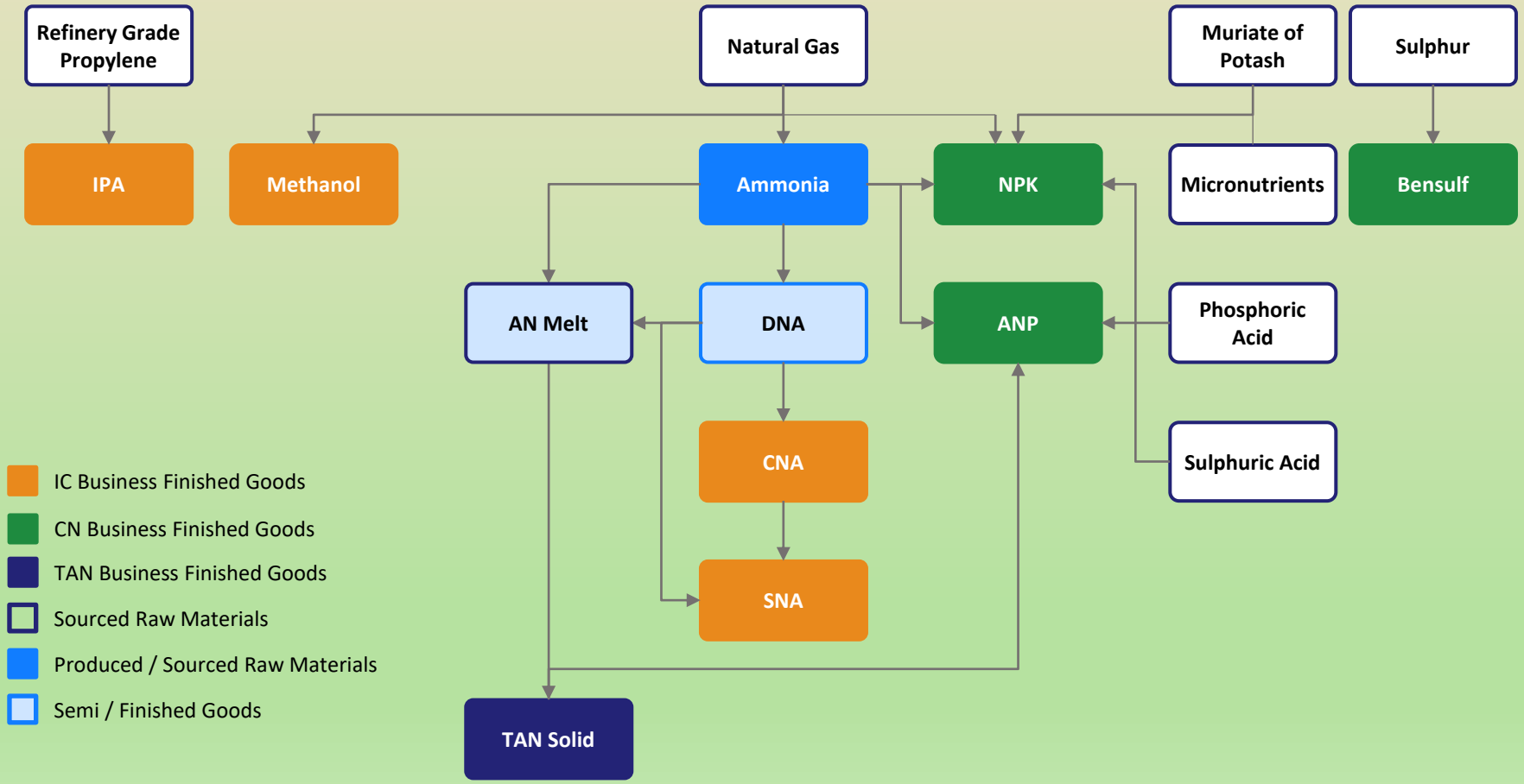
IPA: Iso Propyl Alcohol
NPK: Nitrogen Phosphorous Potassium
DNA: Diluted Nitric Acid

AN: Ammonium Nitrate
ANP: Ammonium Nitro Phosphate

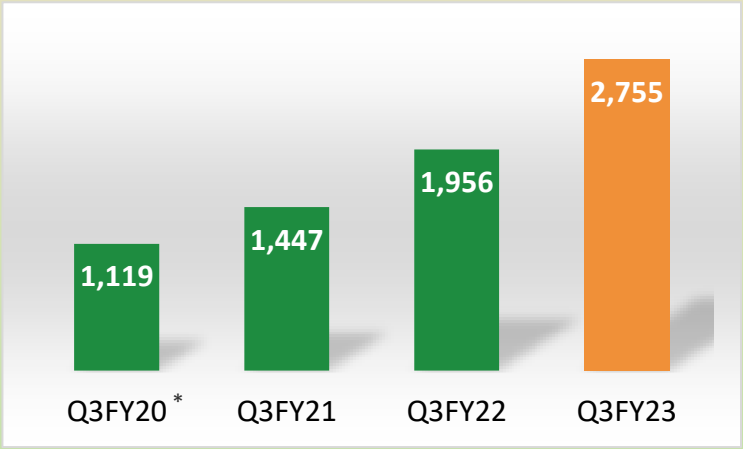
TAN: Technical Ammonium Nitrate
CNA: Concentrated Nitric Acid

Quarterly Operating Margins improved from 9% to 17% between Q3 FY20 – Q3 FY23

High level of Integration and Fungibility in Upstream – Downstream Operations

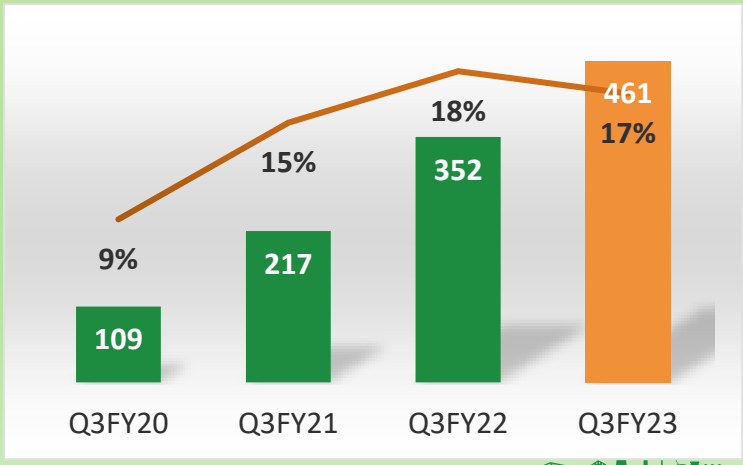


Operating Revenue (Rs. Cr)



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

Operating EBITDA (Rs. Cr) and Margins (%)



Synergistic Business Model

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

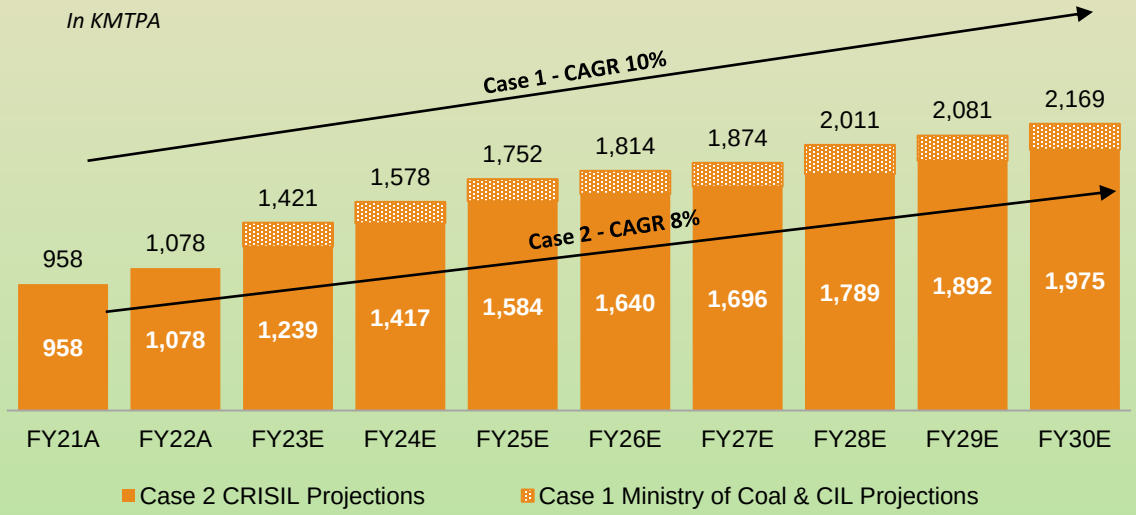
- Ranked amongst the top 5 producers of TAN in the world
- Commands 44% market share in the Indian market
- Only producer of solid grade of TAN (explosive grade low density prilled i.e., LDAN & HDAN) in India
- India's largest TAN complex producing AN Melt, HDAN and LDAN

Leading manufacturer of world-class TAN products, underpinned by leading market position in the premium products

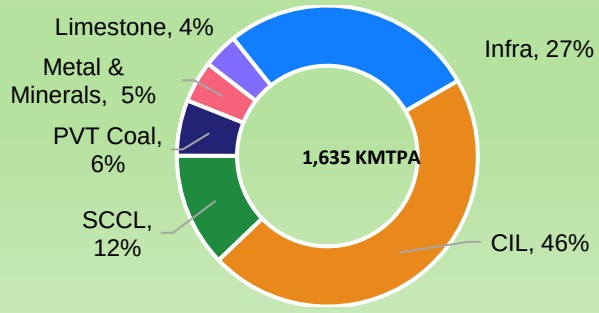
	Low Density Ammonium Nitrate	High Density Ammonium Nitrate	Ammonium Nitrate Solution
Products	Optimex & Optimex+ Vertex Super	Optiform Vertex Norma	AN Melt
Application	Manufacturing ANFO & ANFO Blends and Civil Infrastructure Projects	Manufacturing Emulsions & Slurry	Manufacturing Emulsions & Slurry
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

Strong growth in multiple core sectors of the economy (coal/ mineral mining and infrastructure) would keep the demand strong while global supply would remain crunched

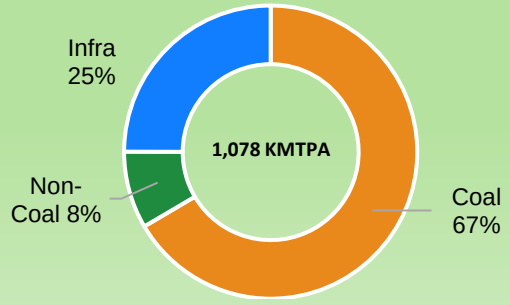
TAN demand expected to grow at 8-10% CAGR over FY22-30



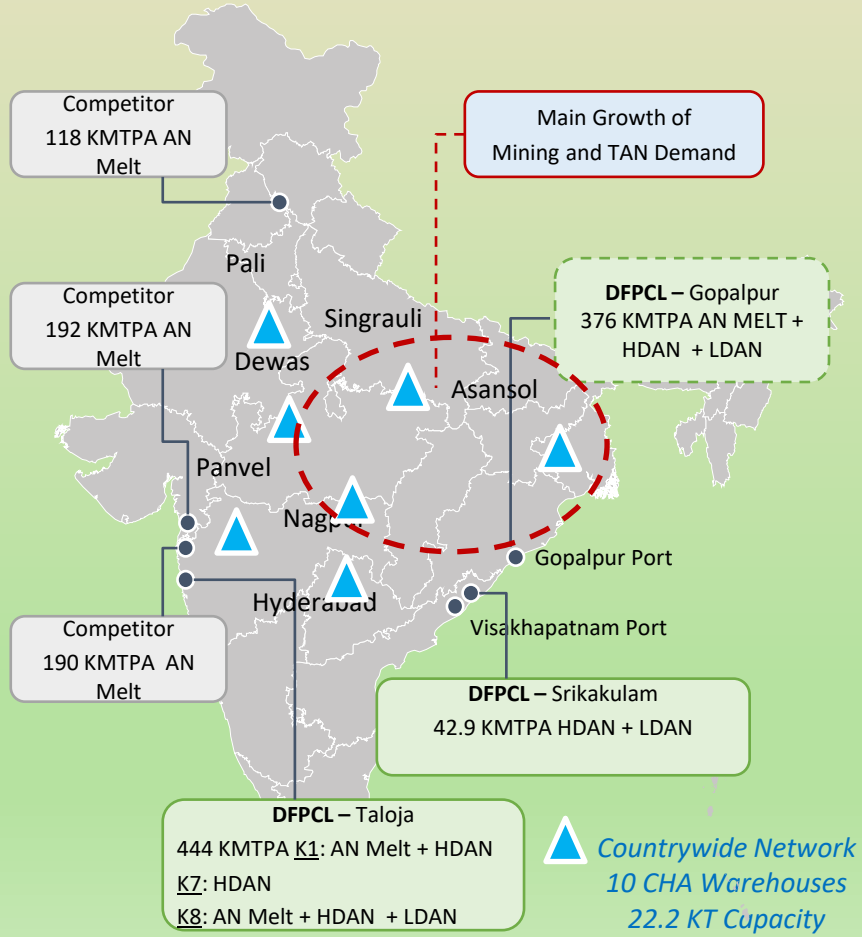
Explosives Demand FY22



TAN Demand FY22

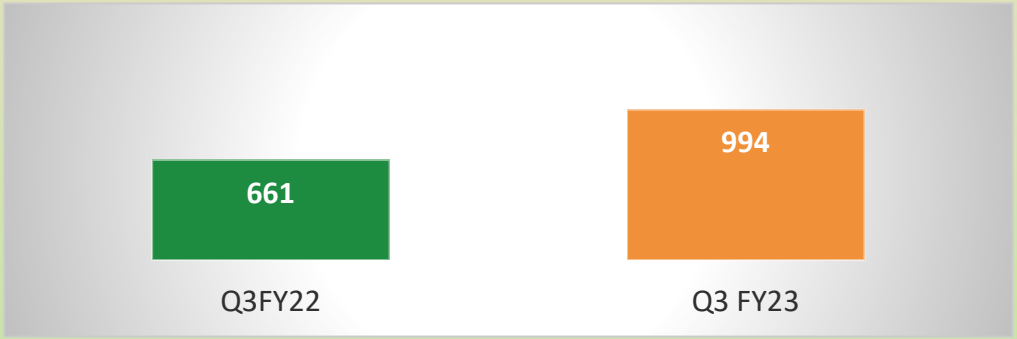


Strategically located near major mining hubs in Eastern & Central India

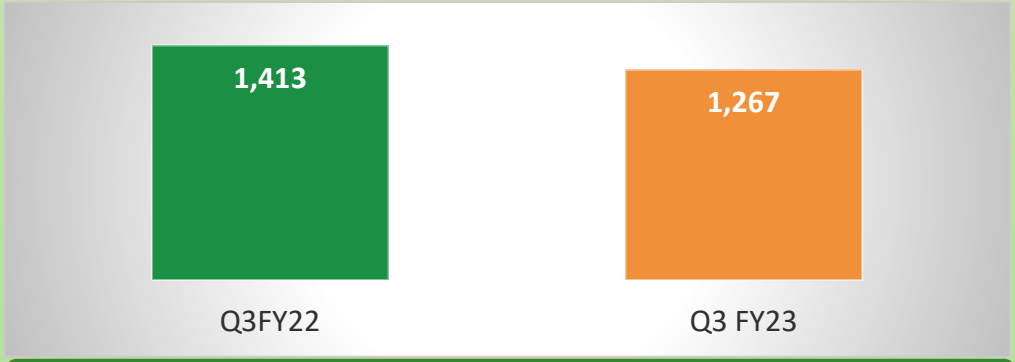


Growth momentum is expected to continue in Q4 FY23, which typically is the period of peak production for Mining and Infrastructure activities

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



Mining Chemicals (Manufactured Sales Volumes MT 00)



Q3 FY23 Capacity Utilization

TAN: 117%

Operational Highlights

- Post Q2 i.e., after monsoon period, the mining & infrastructure activities started picking-up in Q3. Q3 FY23 witnessed moderate recovery in demand. CIL's OB (overburden) production grew by 21% y-o-y and by 53% q-o-q, CIL's Coal production grew by 10% y-o-y and 29% q-o-q
- In Q3 FY23, TAN continued to focus on meeting the domestic demand. Sales volume decreased by approx. 10% year over year, mainly due to delayed pickup of demand in the infrastructure and non coal segment and resumption of typical imports of AN from Russia.
- Pricing across all segments remained competitive amidst moderation of imported AN prices
- Continues to execute Total Cost of Ownership (TCO) projects to establish and deliver the superior value proposition of its Solutions (product supply + technical services), in line with the transformation journey to move from commodity to specialty

Outlook

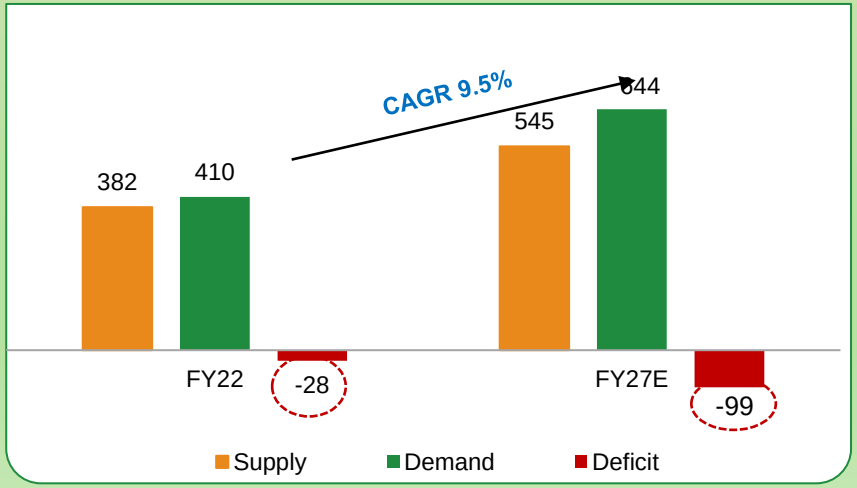
- Growth momentum is expected to continue in Q4 FY23, which typically is the period of peak production for Mining and Infrastructure activities
- Strong demand for power and Infrastructure (cement & rock aggregates) is also expected to improve compared to Q3 FY23

DFPCL is the Largest Manufacturer of Nitric Acid in India

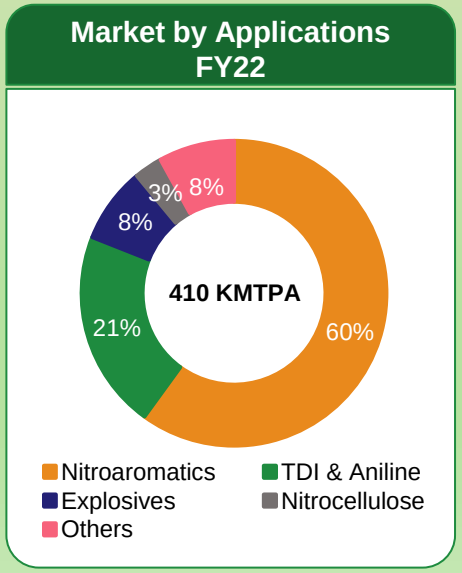
- At current manufacturing capacity, CNA deficit is expected to widen, driven by strong demand growth from Nitroaromatics (which in turn driven by the trend towards China + 1 sourcing strategy)
- Deficit cannot be bridged through imports, due to CNA's hazardous nature and hence the downstream industry faces shortage
- Aarti Industries and Deepak Fertilisers signs a binding term-sheet for 20 year Nitric Acid offtake and supply arrangement valued over Rs.8,000 Cr

- Traditional DNA and SNA domestic markets are well supplied; however, specialized grade demand is expected to surge, providing an opportunity for capacity expansion
- DFPCL currently caters to ~18% of India's DNA demand (40 KMTPA) for steel pickling. The company aims to increase this share to ~35%-40%, through specialized formulations, which provides higher premium
- Solar grade Nitric Acid (derived from SNA) demand is expected to increase exponentially to 15 KMTPA by FY26 from 2 KMTPA, currently. The Company aims to capture ~50% of this market share

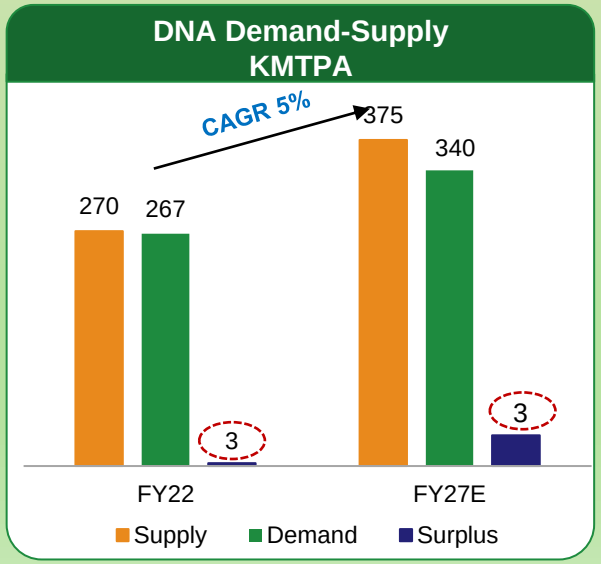
CNA Demand-Supply KMTPA



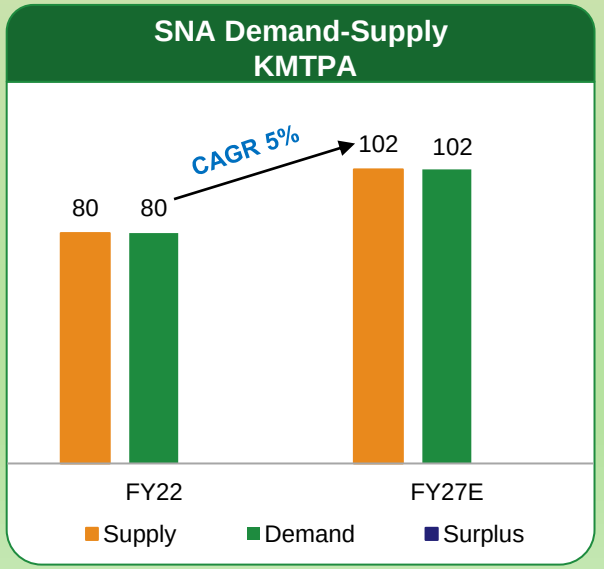
Market by Applications FY22



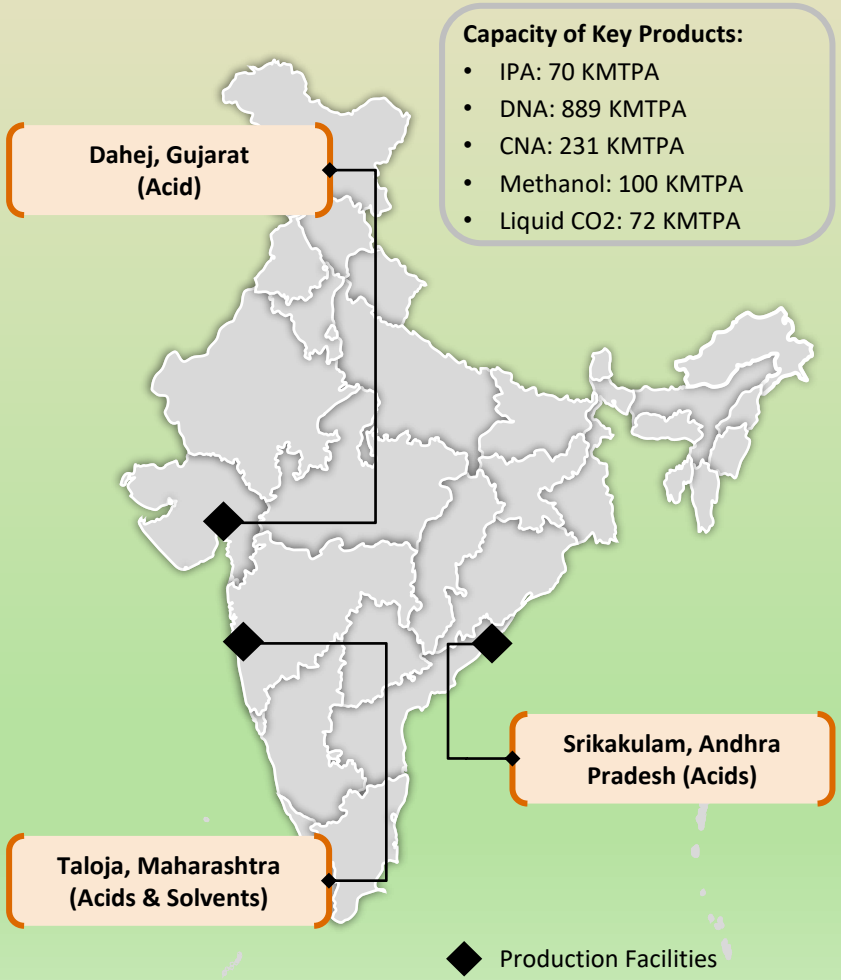
DNA Demand-Supply KMTPA



SNA Demand-Supply KMTPA

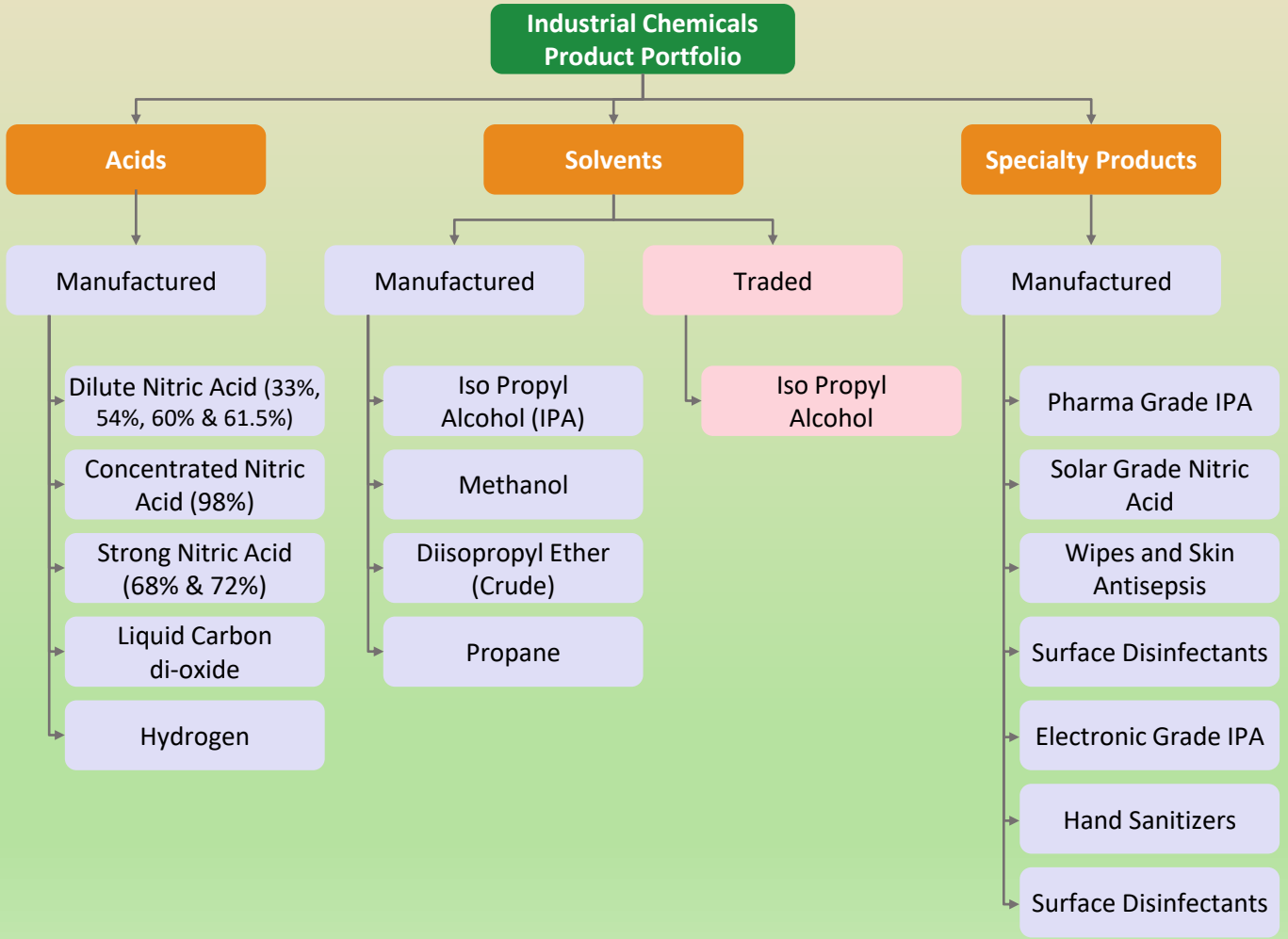


Diversified And Focused Range of High Value Products

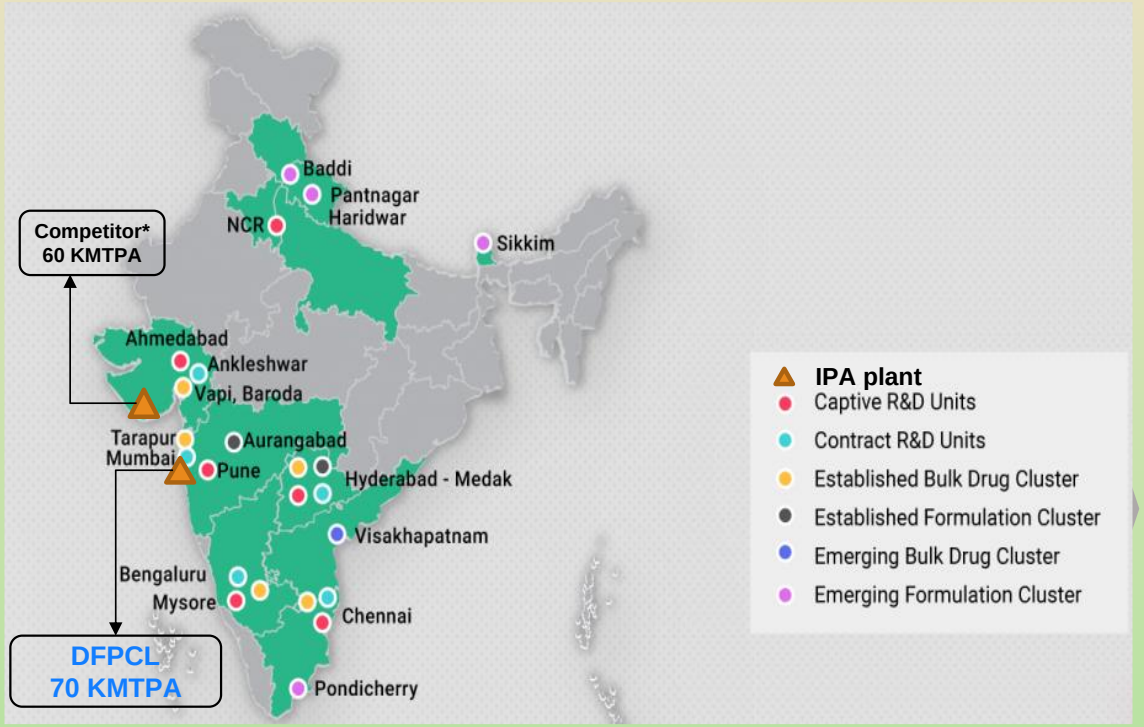


Capacity of Key Products:

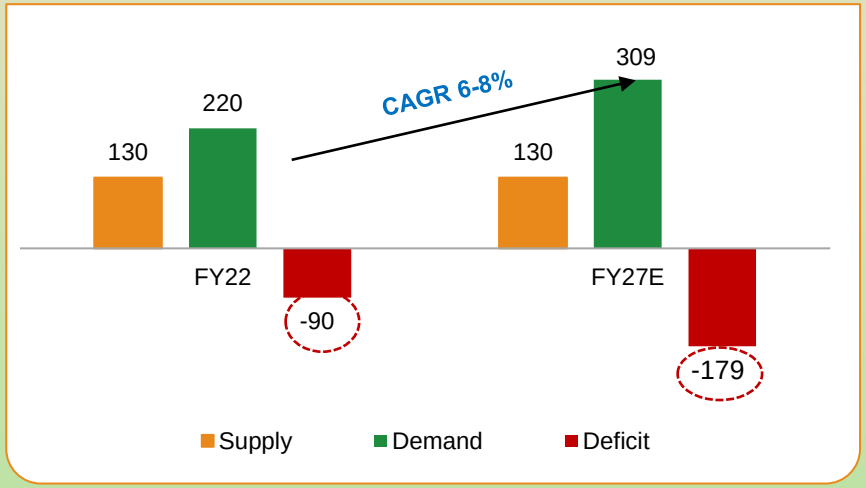
- IPA: 70 KMTPA
- DNA: 889 KMTPA
- CNA: 231 KMTPA
- Methanol: 100 KMTPA
- Liquid CO2: 72 KMTPA



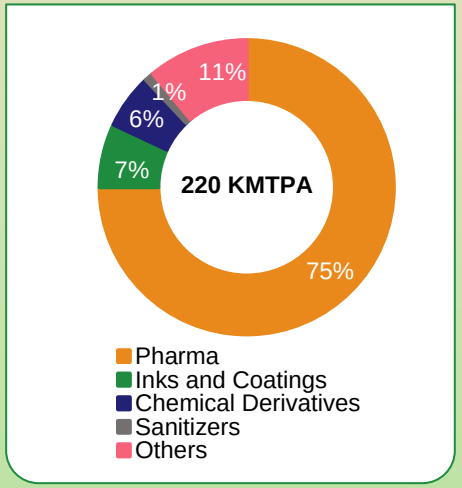
DFPCL is a Leading Manufacturer and Marketer of IPA in India



IPA Demand-Supply KMTPA



Market by Applications FY22

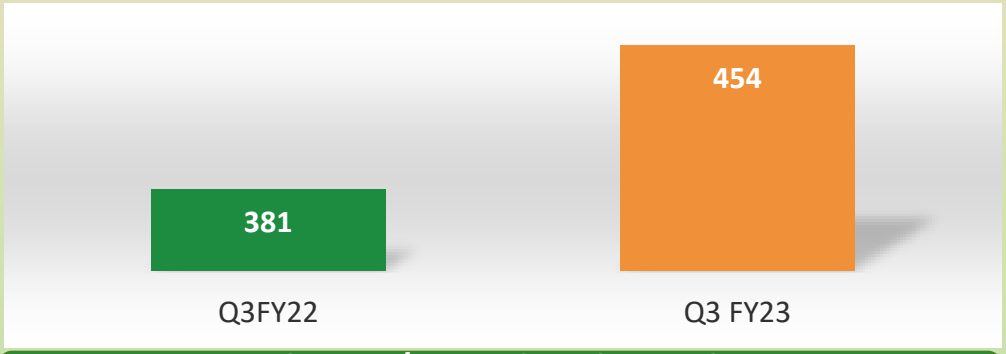


- The Company has obtained drugs manufacturing license from FDA enabling us to supply IPA conforming to various pharmacopeia standards such as IP, EP, BP, USP and CP
- Using propylene feedstock which ensure benzene free IPA
- Integrated player to offer IPA in virgin drums; in-house drumming facility
- Proximity to pharma clusters
- Strategic tankages at both western and southern ports

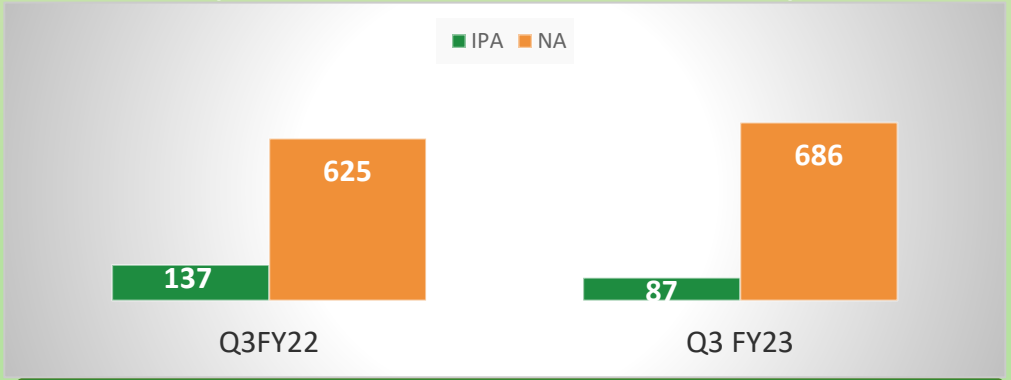
- The IPA market globally is significantly oversupplied (especially from North-East Asia/ China) which pose some dumping risks
- However, most of the global IPA over-supply is of Technical grade IPA (Acetone based) which doesn't meet Pharmacoepia standards. Imports of Pharma grade IPA is difficult due to regulatory challenges
- DFPCL is the only domestic manufacturer equipped to Pharmacoepia standards which provides a significant competitive advantage and opportunity for the company

Steel Grade Nitric Acid commercialization planned during Q4 FY23

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



Pharma / Speciality Chemicals (Manufactured Sales Volumes MT 00)



Q3 FY23 Capacity Utilization

IPA: 62%

ACIDS: 88%

Operational Highlights

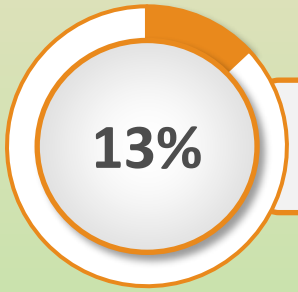
- Prices of all grades of Nitric Acid remained strong. Extended plant maintenance period at DFPCL Dahej plant affected the CNA supply adversely
- New specialty product Solar Grade Nitric Acid has been commercialized and regular supplies has started to a Solar cell manufacturer. The product has received good feedback from the end user
- IPA sales were impacted by import of cheaper IPA from China and the rising cost of propylene raw material and fuel. Focus is on specialty Pharma grade IPA, Sanitizer and Disinfectant segment yielding positive traction and paving way for future shift

Outlook

- Domestic demand for all grades of NA is expected to be stable in Q4
- Steel Grade Nitric Acid commercialization planned during Q4 FY23
- Cost pressures are expected to continue for propylene-based producers

Product Segments and Market Standing

Strong Market Position in Multiple Niche Segments, with offering portfolio being shifted from Volume-driven to Value-driven products



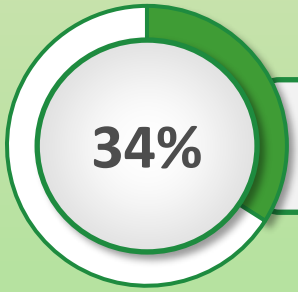
Soil applied – ANP + NPK Smartek:
 # Core Market Share

Ammonium Nitro Phosphate (ANP)

- Only producer of **ANP Prilled products in India with 325 KMTPA capacity**
- Well accepted **brand for over 30 years,** helped by unique features such as Nitrate Nitrogen, low PH and high soluble Phosphorous

NPK Smartek

- State-of-the-art latest Encro technology plant with **800 KMTPA capacity**
- **1st company** to launch **Differentiated Enhance Efficiency Fertilisers** in India (Smartek)
- Recently launched **NPK Croptek**, crop specific nutrient fertiliser, with five crop specific grades



Soil applied Bentonite Sulphur:
 # All India Market share

Bentonite Sulphur

- **Largest Bentonite Sulphur** production capacity 60 KMTPA
- Introduced differentiated Superfast Bensulf with Fast Released and Enhanced Efficiency Technology

Drip applied WSF product:
 # Core Command Market Share

WSF product

- Introduced crop specific high value add customized solutions in fruits and vegetable crops (Solutek)

High Efficiency Differentiated Fertiliser 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 famers 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 Croptek'**, a Crop Specific Nutrient which provide balanced and complete crop-specific nutrient to crops. This is the first crop-spe 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 esse secondary nutrients and micronutrients required for better crop growth and improved yield
- Successfully launched five Crop Nutrient Solution – Croptek 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)

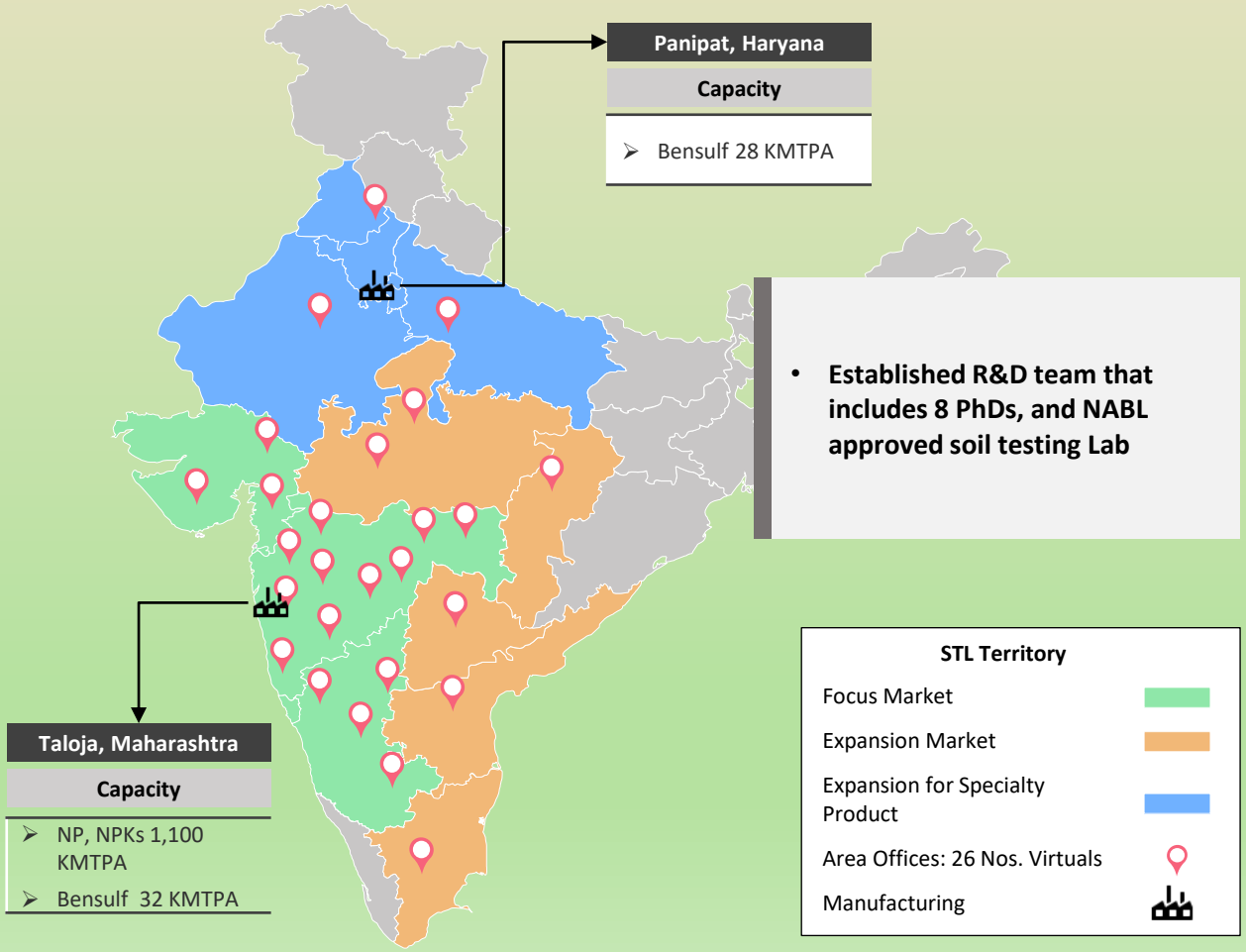
Manufacturing Footprint and Market Reach

Well diversified market presence with concentration in horticulture rich states

- Operating in **12 states** with focus in **five western southern states, high concentration in Horticulture**

- **5 zonal offices** across **India**, **26 virtual** area offices

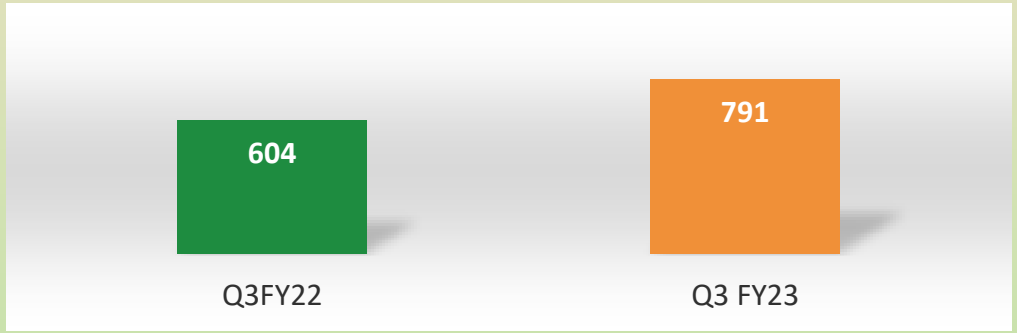
- Nearly **300+ CNB team strength** – sales, marketing, R&D, supply chain etc. and **270+ Market Development Officers**



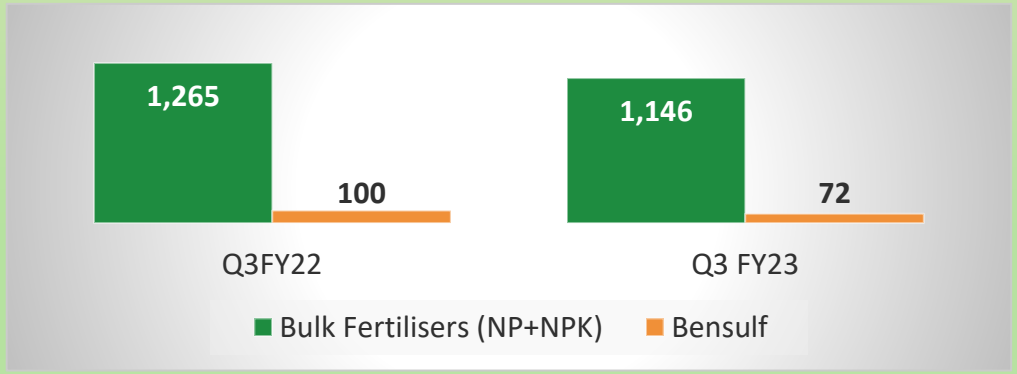
- **Established R&D team that includes 8 PhDs, and NABL approved soil testing Lab**

9M Fertilisers Segment revenues grew by 39% y-o-y with segment margins of 7%

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



Fertilisers (Manufactured Sales Volumes MT 00)



Q3 FY23 Capacity Utilization

NP/NPK: 63%

Bensulf: 50%

Operational Highlights

- Q3 Fertilisers Segment revenues grew by 47% y-o-y with segment margins 5%
- Delayed withdrawal of South west Monsoon and heavy rain led to slow start of rabi season
- Corptek experiencing good response; sales of 25,100MT of Croptek in Q3 and about 1.21 Lakh MT of Croptek Since its launch; reached approx. 0.75 Million farmers
- Significant ramp up of Solutek - Tomato and Grapes
- Received Golden category Award for Croptek launch campaign at Rural marketing association of India (RMAI) flame awards
- ADB association to enhance Company's ongoing Specialty Fertiliser business including the applied R&D and grass-root Farmer Training initiatives

Outlook

- Reservoir levels in key operating geography are well above the normal level expecting Good rabi sowing.
- Focus is on innovating and differentiated products such as Croptek and Solutek which will enhance use efficiency, promote balance crop nutrition management, good soil health, increase crop productivity and achieve improvement in nutritional quality of crop produce

Strengthening DFPCL's market share and margins

Industrial Chemicals (IC)

- Nitric Acid - Bulk (Various Grades)
- Industry Specific Grades (Solar/Steel Grade)
- Application Based Industry Specific Grades
- IPA Bulk
- IPA Pharma Grade
- Industry Specific Grade (Food/ Cosmetics)
- Downstream – Hand Sanitizer/ Disinfectant
- Electronic Grade IPA, In Process: Semi Conductor Grade IPA

Technical Ammonium Nitrate (TAN)

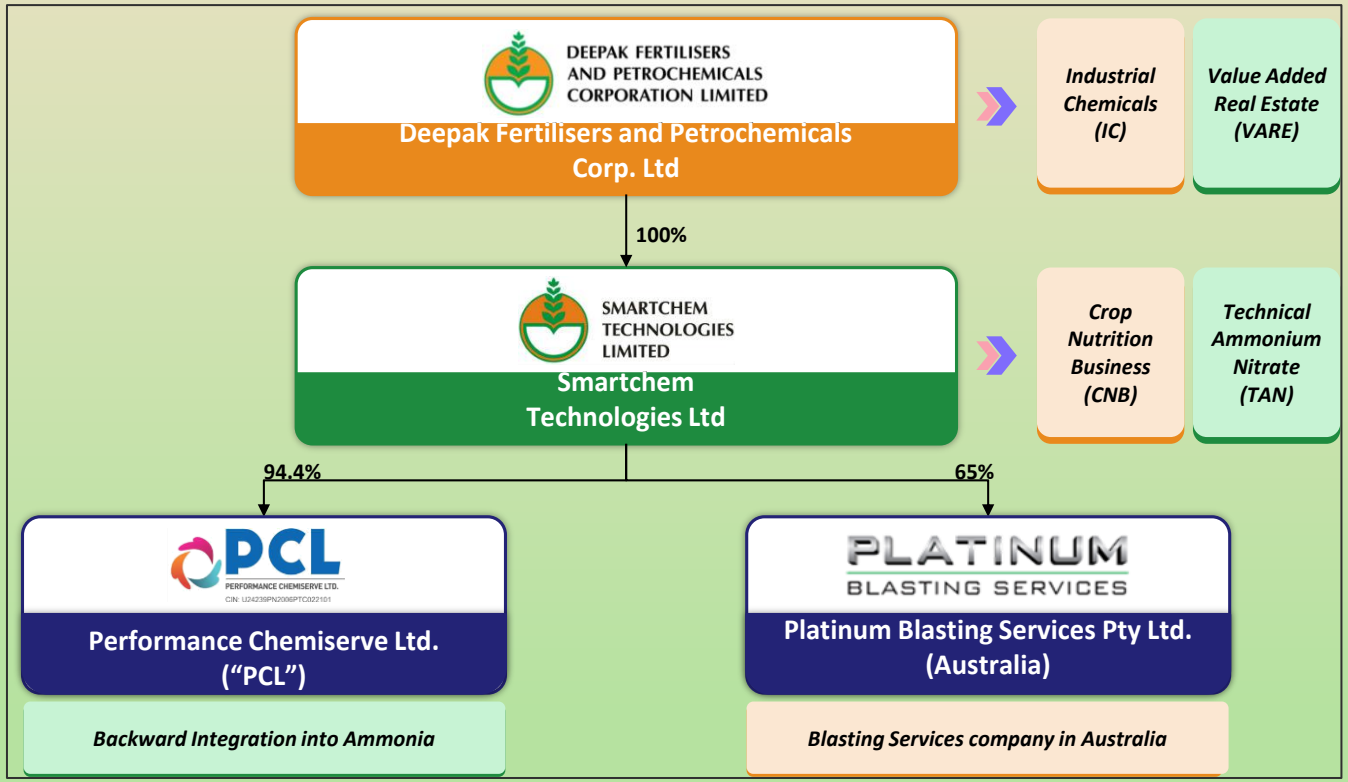
- TAN Supplier (ANS, LDAN, HDAN)
- Cartridge Based Explosives
- ANFO Based Bulk Explosives
- Technical Services & Downstream Operations
- Blast Based Services & New Business Models

Crop Nutrition Business (CNB)

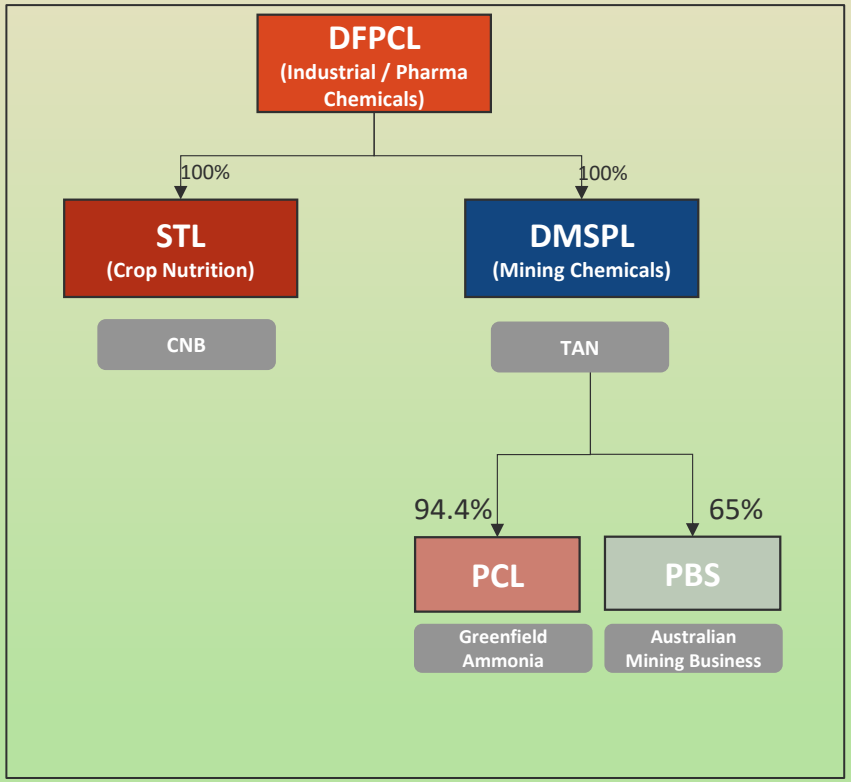
- Plain Grade Bulk Fertilisers
- High Efficiency Differentiated Grade Fertilisers "Smartek"
- Crop Nutrients Solution –"CROPTEK" Crop Specific Fertilisers

Deepak Fertilisers Announced Demerger of its Mining Chemicals & 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 National Company Law Tribunal (NCLT) on January 25, 2023
- Restructuring In-Line With Strategic Shift From Commodity To Specialty; To Provide Focused Leadership, Simple Structure And Growth Potential
- All group transactions are at arm's length pricing verified by multiple authorities/ auditors

Aarti Industries and DFPCL signs a binding term-sheet for 20 year Nitric Acid offtake and supply arrangement valued over Rs.8,000 Cr

- The arrangement is a landmark and first of its kind long term association between two Indian chemical majors to augment each other's business needs and mutual interests.
- The deal provides specific volume commitments with supply or pay, take or pay obligations by either party thereby providing adequate assurance, financial security and protecting either party's commercial interests.
- Using the foundation of the current relationship of over the past three decades, this deal further strengthens and elevates the current relationship to a long-term collaborative association for years to come.
- Over time, with the growth across various Indian chemical companies, the demand for Nitric acid has been increasing rapidly leading to significant demand-supply gap. This is indeed a mutually beneficial and win-win proposition to augment the long term needs and objectives from either side.
- The supply arrangement comes into effect from 1st April 2023.

ADB funds farm efficiency initiative of Smartchem Technologies Limited

Fund Raise

USD 30 mn

(Approx INR 245 Crores)

Funding Type

External Commercial Borrowing (ECB)

- **Asian Development Bank (ADB) grants US$30 Mn debt assistance and US$ 0.5 Mn Technical Grant for Farm Efficiency initiatives of Smartchem Technologies Limited (STL), a wholly owned subsidiary of DFPCL (with a tenor of 5 years)**
- 1st tranche of disbursement of US$ 15 Mn completed
- ADB has also given approval for a technical assistance grant of USD 5,00,000 for building capacity for Soil Nutrition Management among Smallholder Farmers and Climate Resilience in India. The said grant is in addition to financing of $30 Million
- Loan will be used to finance capital expenditure as well as research and development of enhanced-efficiency speciality fertilizers

Clearly Defined and Well Funded Capex Program

Ammonia

- Total planned Investment: **Rs 4,350 cr**
- Cost incurred to date: **Rs. 3,290 cr**
- Debt incurred to date: **Rs. 1,956 cr**
- Equity Infused: **Rs. 1,334 Cr**

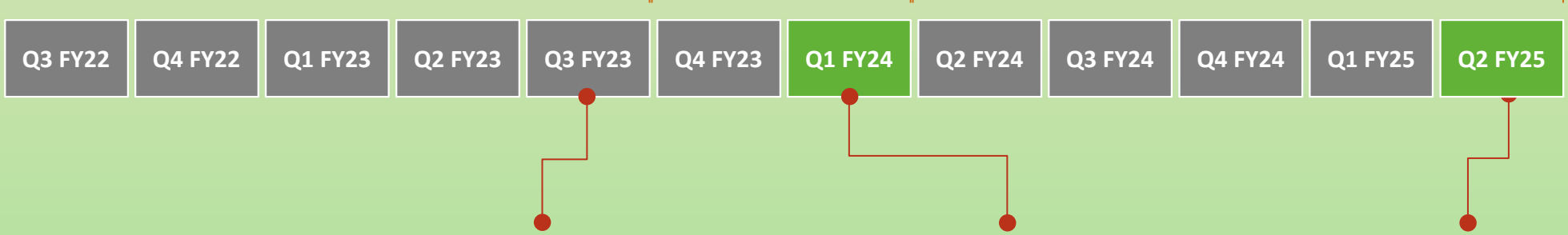
- Balance investment: **Rs. 1,060 cr**
- Expected commissioning: **Q1 FY24**

TAN

- Total planned Investment: **Rs. 2,201 cr**
- Cost incurred to date: **Rs. 446 cr**
- Equity Infused: **Rs. 446 Cr**

- Period investment: **Rs. 237 cr**

- Balance investment: **Rs. 1,518 cr**
- Expected commissioning: **Q2 FY25**



Capacity (MTPA)	Q3 FY23	Ammonia Expansion	Q1 FY24	TAN Expansion	Q2 FY25
Ammonia	128,700	+500,000	**628,700**		628,700
Technical Ammonium Nitrate	486,900		486,900	+376,000	**862,900**

Building upon 40+ years of Proven Capabilities

*Data as of 31st Dec 2022

Ammonia Project – Site Construction Work In Progress (Dec 2022)

June 2021

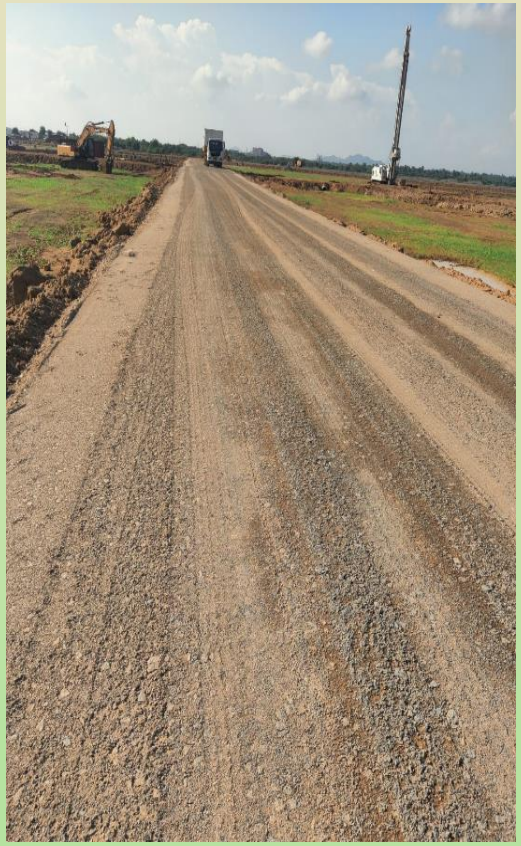
Sep 2022

- **Why Ammonia Project:**
  - Security of Ammonia supply for downstream units
  - Eliminate price volatility of merchant Ammonia, improved consolidated margins
  - Risk mitigation for all business segments
  - Rs. 20,000 Cr. import substitution and forex saving over the next 10 yrs
- **Other Highlights:**
  - World's most proven and latest energy efficient technology - KBR
  - All statutory approvals has been obtained; the project has been accorded 'Ultra Mega Project' status by the State Government of Maharashtra
  - All Plant & Machinery delivered to site
  - Import substitution of Ammonia promoting "**Aatmanirbhar Bharat Abhiyaan"**
  - **Around 40% Gas Tied Up for Ammonia Project at Attractive Discount to Spot**

Click Here to Watch Latest Ammonia Plant Video :Youtube DFPCL Link

TAN Project – Site Construction Work In Progress (Dec 2022)

Piling and Load Testing



Internal Road

- **Why TAN Project:**
  - Strategically located at 'Tata SEZ' at Gopalpur near the major mining hubs to capture domestic demand, substitute imports and take advantage of export opportunities
  - Increase TAN production capacity to global scale and improve domestic market share to > 65%
- **Other Highlights:**
  - Riding on the India Growth Story: Mining, Coal for Power, Limestone for Cement/Infrastructure, Metals/Minerals
  - World-Class technology to enhance Mine Productivity
  - Environmental clearance and CRZ clearance obtained; CTE for cross country pipeline received. Land preparation and pilling work commenced

Best Q3 and 9M Financial Performance with High Growth Trajectory in Place

INR CR	Q3FY23	Q3FY22	Y-o-Y growth	9M FY23	9M FY22	Y-o-Y growth
Operating Revenue	2,755	1,956	40.9%	8,505	5,651	50.5%
Operating EBITDA	**461**	**352**	**31.0%**	**1,696**	**854**	**98.6%**
Margins (%)	16.7%	18.0%	(126) bps	19.9%	15.1%	483 bps
Finance Cost	53	36	46.7%	140	116	20.4%
D&A	55	66	(16.3)%	170	180	(5.2)%
Net Profit	**252**	**181**	**39.7%**	**964**	**405**	**138.2%**
Margin (%)	9.1%	9.2%	(10) bps	11.2%	7.1%	412 bps

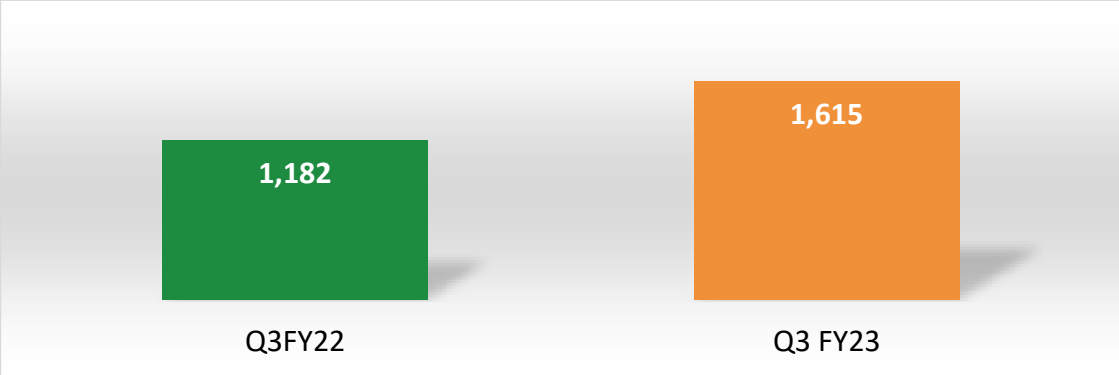
(Rs. CR)	Mar-21	Mar-22	Sep-23
ST Debt	110	-	-
LT Debt	2,187	2,321	2,750
Current Maturities	217	263	246
Total Debt	**2,514**	**2,584**	**2,996**
Cash & Cash Equivalent	170	161	354
Other Bank Balances	69	128	93
Investment in MFs	449	876	628
Net Debt	**1,826**	**1,419**	**1,921**

- **Segment Performance:**
  - 9M Chemicals Segment contributed ~87% of segment profits. Revenues grew by 60% y-o-y and margins increased from 21% (9M FY22) to 33% (9M FY23)
  - 9M Fertilisers Segment revenues grew by 39% y-o-y with segment margins of 7%
- **Adverse movement of key RM Prices in 9M:** Ammonia▲ ~83.7% YoY; Phos Acid ▲ ~80.7% YoY; RGP ▲ ~16% YoY; MOP ▲ 103%, Gas ▲ 95.6%
- **TAN Project Funding**: Tied up entire debt of Rs. 1,541 Cr for TAN Greenfield, with a 14-year door-to-door tenure
- **State Incentive on NPK Project Investment**: Received 'Sanction of Industrial Promotion Subsidy Claim' for FY20, FY21 & FY22 of approx. Rs. 25 Crores from Directorate of Industries, Government of Maharashtra
- **ADB Blue Loan**: First tranche of $15 Million disbursed in November 2022

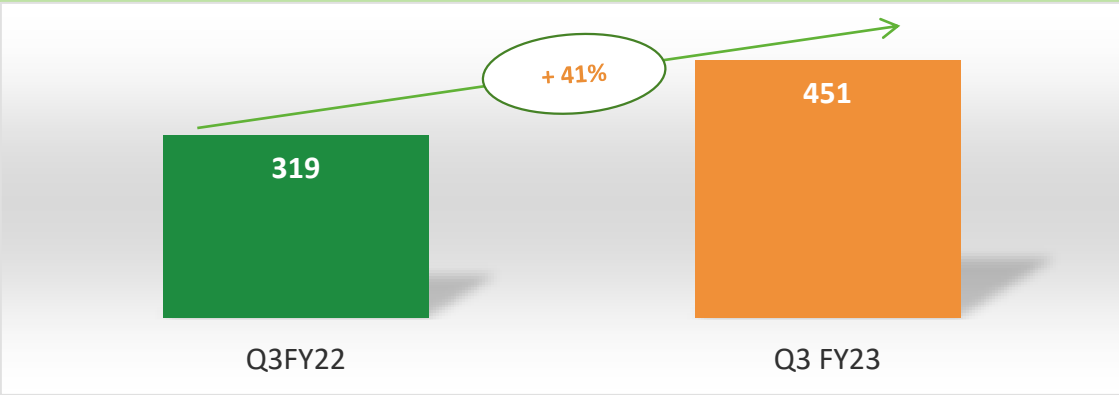
Robust Performance across segments driven by Demand and Transformation Initiatives

Chemicals Business

Revenues (Rs. Cr)

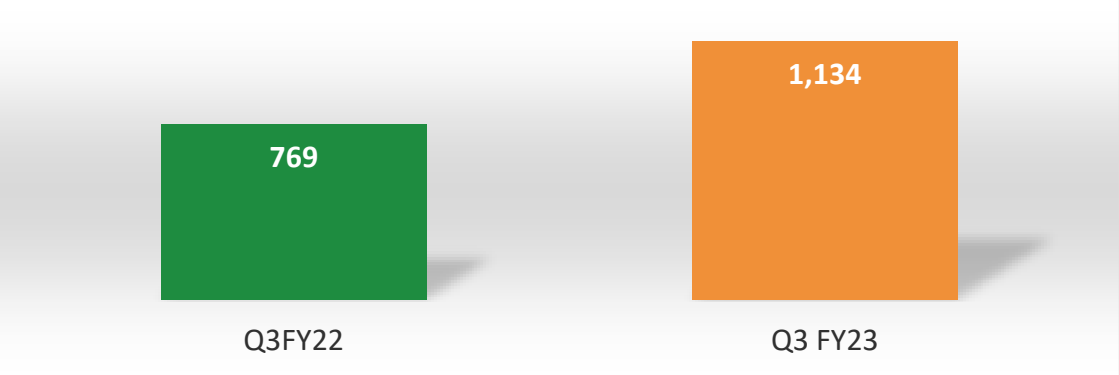


Segment Profit (Rs. Cr)

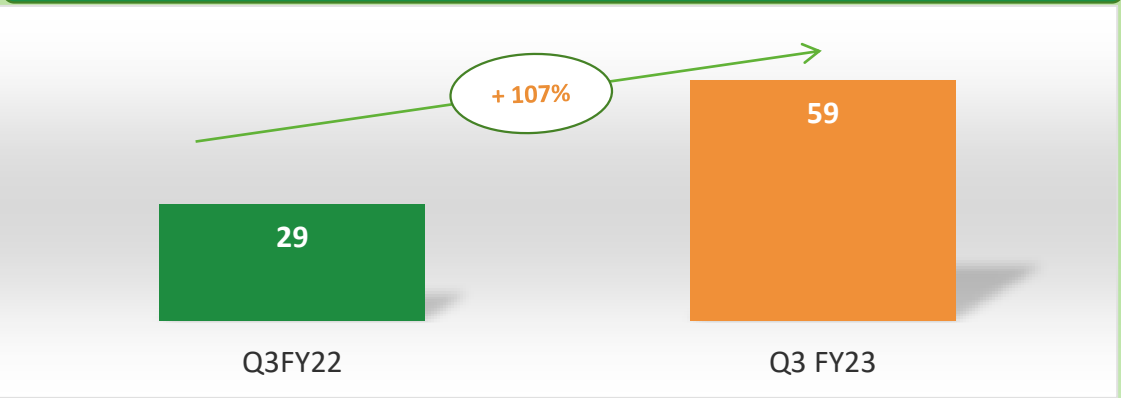


Fertilisers Business

Revenues (Rs. Cr)

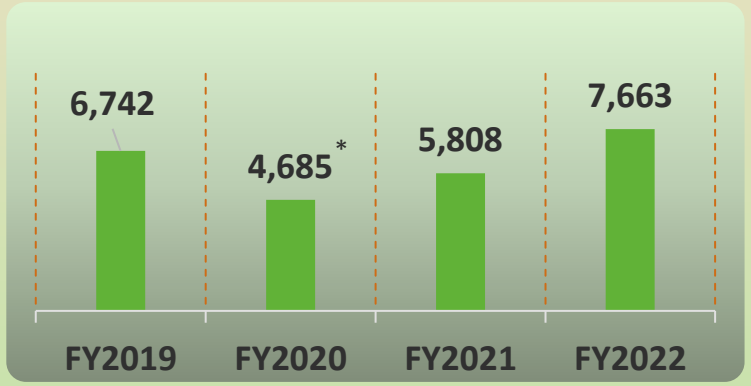


Segment Profit (Rs. Cr)

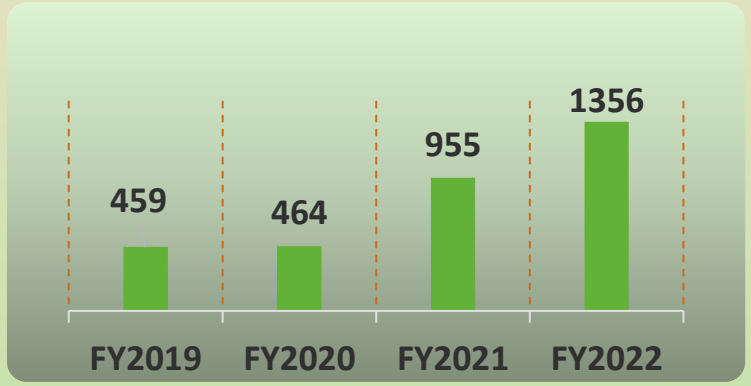


Strong balance sheet and healthy financial performance

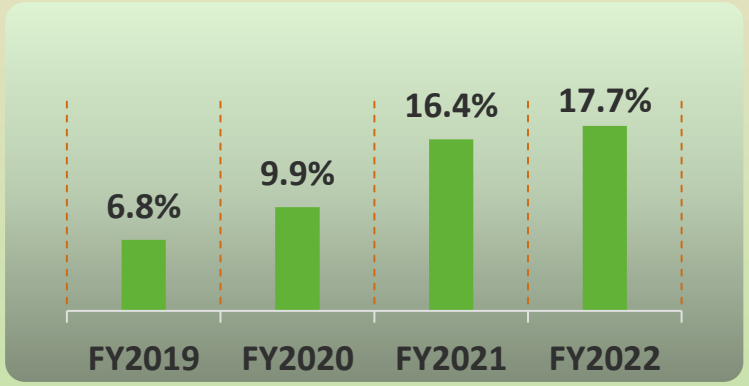
Operating Revenue (Rs. Cr)



Operating EBITDA (Rs. Cr)

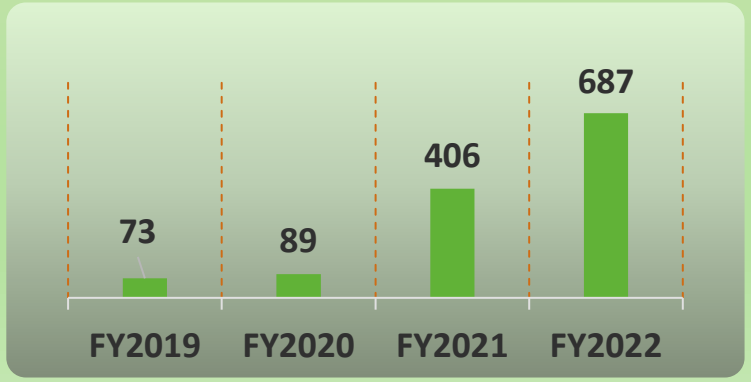


EBITDA Margin (%)

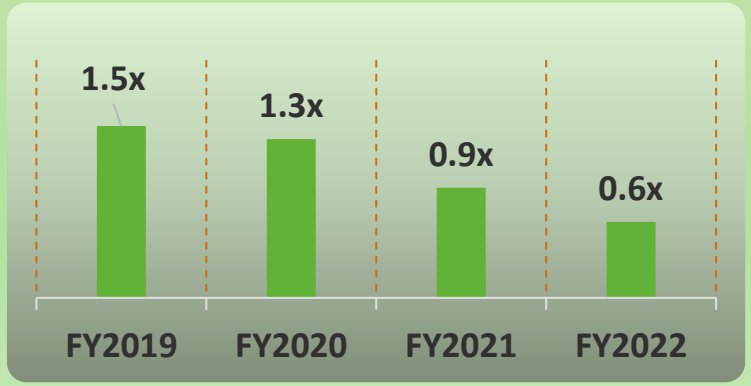


*Cautiously consolidated trading portfolio with focus on high-margin products

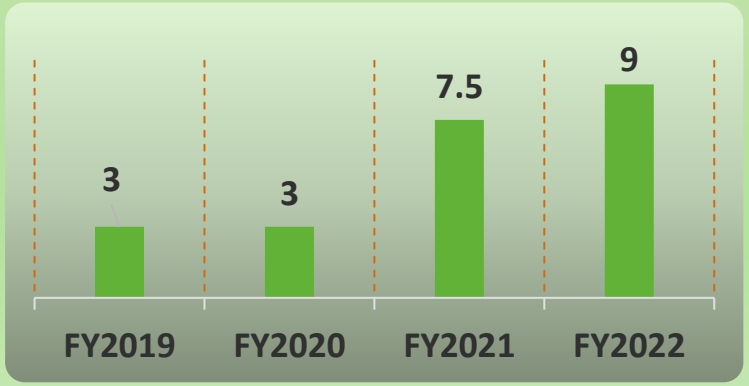
PAT (Rs. Cr)



Gross Debt/Equity (Rs. Cr)

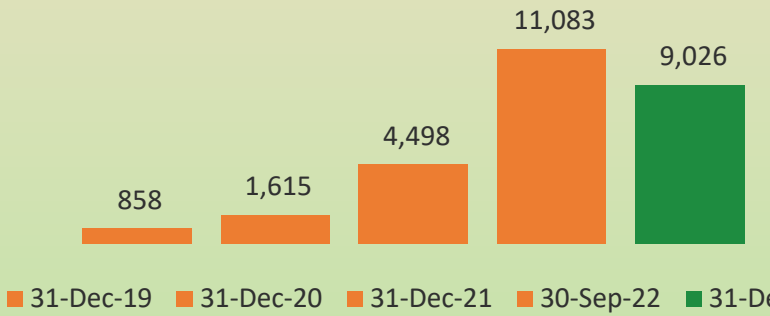


Dividend / Share INR

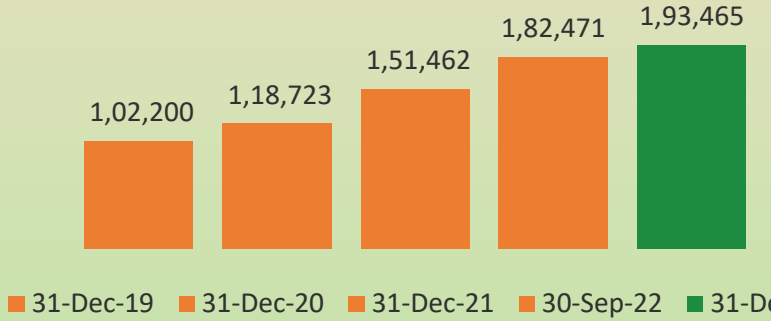


Capital Market: Building on trust by delivering on expectations

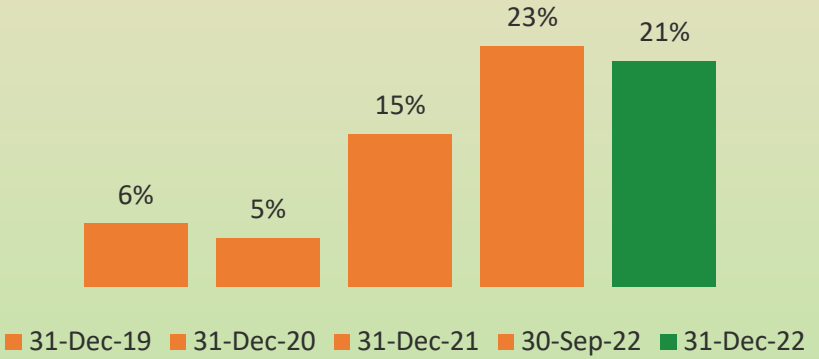
Market Cap (Rs. Crores)



Total No. of Shareholders



Institutional Ownership (%)



Plant Visit organized in Dec 22

- **Institutional holdings** grew to 21% in Dec 2022 from 6% in Dec 2019**; Total shareholders** grew from 102,200 in Dec 2019 to 193,465 in Dec 2022
- **DFPCL Ranking in NSE Top 500 Companies: DFPCL moved up from 674th rank in Dec 2019 to 358th rank in Dec 2022**
- **FIVE Research Notes on DFPCL** were released by IIFL, Kotak Institutional, CHOICE and Kotak PCG in Dec 2022 and Jan 2023
- **Plant Visit:** 20+ reputed Institutional and Research firms attended DFPCL Taloja complex and greenfield ammonia in Dec 2022
- As on 31st December 2022, **Promoters' pledged** shares are now restricted to ONLY 3.10% of paid-up share capital and NDU obligation (and not 'pledge') is of 3.66% of paid-up share capital.

Inclined Towards Overall Societal Development

Provided tolls and equipment's (Electric Pump, Diesel Engine, HDP Pipe, PVC Pipe..etc) to 21 aspirants as per requirement of Individual aspirants for cultivation of vegetables

Beautician Aspirants undergoing session on Hair straightening, curling, ironing, crimping by leading beautician, Ms Rashmi Kapur at IsFon

EYE check up camp

Total 42 aspirants covered under Basic tailoring course at Plae Kh

DFPCL participated and won in category of 'Best Zero Trust Security-Manufacturing' by Quantic India's Cyber Security Excellence Awards 2022

Smartchem Technologies won Golden Peacock Innovative Product Category Award 2022 - 'Mahadhan Croptek'

GOLDEN PEACOCK AWARDS
WINNER
Innovative Product/Service 2022

Creaticity won 'Brand of the year 2022' award from Marskmendaily.com and media partner India Today Television

BRAND OF THE YEAR 2022

Key Investment Highlights

1. Well diversified play on the India growth story
2. Healthy industry dynamics across all segments
3. Market leadership or dominance in most categories
4. Accelerating Commodity to Specialty shift
5. Backward integration - Strengthening value chain
6. Demonstrated track record of project execution
7. Strong balance sheet and healthy financial performance

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.

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