

Earnings Presentation

Q4 and Full Year FY2023



Paradeep Phosphates Limited

Nourishing the Future - Feeding the Nation



Paradeep Phosphates is India's second largest integrated phosphatic private sector company

- Paradeep Phosphates Limited (PPL) is India's second largest private sector phosphatic company with a capacity of 3.0 MMTPA (finished fertilizers NPK, DAP and Urea)
- Diverse consumer product portfolio of phosphatic grades of fertilizer:
 - N-10, N-12, and N-20: Core NPK products
 - N-14, N-19 and N-28: Recent NPK products
 - DAP
- Industrial supplier of Phospho-gypsum, Zypmite, Sulphuric Acid and Hydrofluorosilicic Acid (HFSA)
- PPL also trades in Muriate of Potash (MOP)
- Two manufacturing plants a) Paradeep (1.8 MMTPA) and b) Goa (1.2 MMTPA)
- Paradeep site is ISO 9001,14001, 45001 and 50001 certified, Goa site is ISO 14001 and 45001 certified
- PPL's Goa site is one amongst the six sites in India to have co-located urea and phosphatic fertilizer manufacturing capability
- Well-diversified customer market across India covering 15 states with 21 regional offices, 450 stock points and 6,500 dealers
- Zuari Agro Chemicals (ZACL) and OCP Group together hold 56.1% in PPL post IPO on 27th May, 2022

3.0 MMTPA

Installed Capacity

15 States

Geographical Presence

Rs. 133,407 million

FY23 Revenue

1,500+

Permanent Employees

10.6% 20.9%

FY23 ROE ROCE

8+ million

Farmer Connect

1.3 x

FY23 Net Debt / Equity

ICRA A-1 Stable

Credit Rating

Backward integration and 3 MMTPA fungible capacity resulting in higher market share and competitive EBITDA / tonne

1

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 produces unique value-added NPKs (NPK 19, NPK 14, NPK 28) and services agriculturally developed states of Maharashtra, Karnataka and adjacent states.
- PPL sells in 15+ states across 65,000+ retail points to 8+ Million farmers.

2

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 promoter in PPL.
- PPL sources all raw materials through long term contracts ensuring quality and guaranteed availability.

3

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

- PPL is poised to capture a major share of growth in DAP / NPK arising out of higher demand of balanced fertilization with 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.

4

Secure and certified manufacturing facility with un-utilized 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.

Q4 FY23 Performance Highlights



Paradeep Phosphates Limited

(in Million)

Total Income

Rs. 37,136



93% Y-o-Y

EBITDA

Rs. 1,603

Goa Plant one time cost : **Rs. 422.5**

Adjusted EBITDA : **Rs. 2,025**

Adjusted EBITDA Margin : **5.5%**

PBT

Rs. 306

Goa Plant one time cost : **Rs. 422.5**

Adjusted PBT : **Rs. 728**

Net Profit

Rs. 100

Goa Plant one time cost : **Rs. 422.5**

Adj. EBITDA/Tonne

Rs. 3,307 / Tonne

Sales Volume: 6,12,383

Quarterly Developments

- Total income in the quarter jumped by 93% led by increase in production volumes
- Integration of both sites (Paradeep and Goa) is fully complete and both sites are operating at optimal capacity
- In Q4 FY23, profitability and margins were impacted by:
 - One time expense of Rs 422.5 mn, incurred towards Goa Unit
 - Impacted owing to recognition of the subsidy rates under Nutrient Based Subsidy Scheme in the Q4 results based on management's estimate, pending finalization

Q4 FY23 PPL Operational Highlights

(Production Volume)

Total fertilizers

620,884 MT

124% Y-o-Y

DAP

291,192 MT

90% Y-o-Y

N-20

109,669 MT

30% Y-o-Y

Other NPK

98,331 MT

397% Y-o-Y

Sulphuric Acid

332,825 MT

4% Y-o-Y

Phosphoric Acid

85,610 MT

9% Y-o-Y

Fertilizer Products

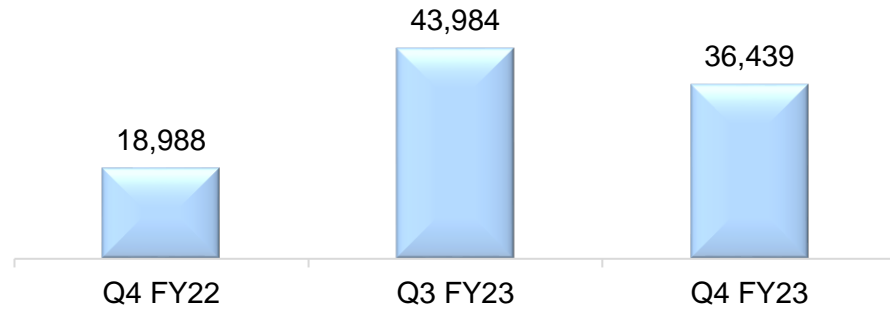
Industrial Products
and Intermediaries

Urea Production: 121,691 MT
Ammonia Production: 77,586 MT

Q4 FY23 Performance Trends

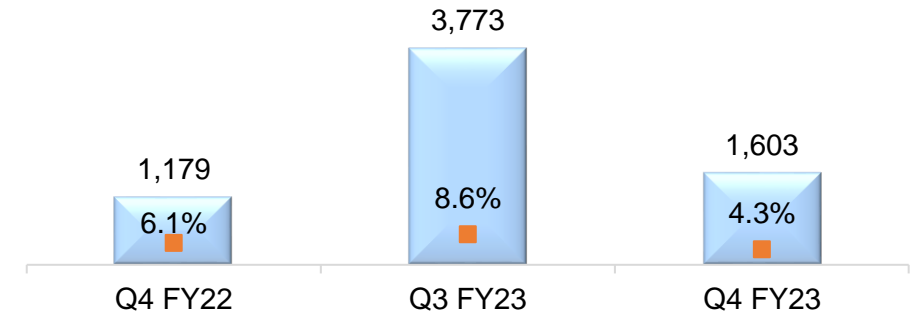
Delivered consistent quarter on quarter Revenue and EBITDA growth

Revenue from Operations

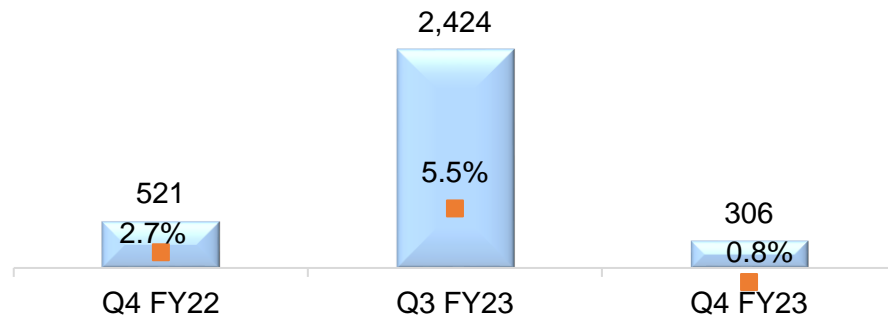


EBITDA and Margins

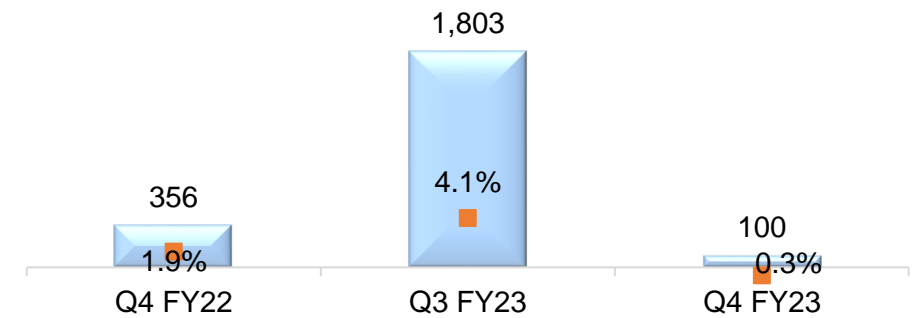
(in Rupees Million)



PBT and Margins



Net Profit and Margins





Commenting on the performance, Suresh Krishnan, Managing Director, said:

“During the fourth quarter of FY 22-23, we have been able to operate both the sites consistently with the help of our strong supply-side partnerships. We are happy to report that the integration of Goa plant is well complete and the site has been producing optimally. The Goa site produced 2,49,000 tons of finished fertilizers in Q4 including 1,21,691 tons of urea and several varied grades of NPKs. In Q4 of FY 23, our Paradeep site has produced a record 3,71,441 tons of finished fertilizers, up by 34% compared to that in Q4 of FY 22.

During the year, we have strengthened our total capacity by 150% to reach a run-rate of 3 MMTPA of finished fertilizers effective December 2022. While our Paradeep site reached a capacity of 1.8 MMTPA organically from 1.2 MMTPA, our acquisition of Goa Plant added 1.2 MMTPA from June 2022. We are close to completing the remainder of the ongoing CAPEX projects namely the phosphoric acid capacity enhancement and the fourth evaporator by Q1 of FY 24. These projects will further aid our backward integration capability leading to higher profitability.

Throughout the year we have successfully produced a wide variety of complex fertilizer grades (viz. NPK 10, NPK 12, NPK 14, NPK 19, NPK 20, NPK 24, NPK 28 and DAP) across both of our sites. Our wide-ranging products have served our farmers with nutrients specific to their soil and crop needs. During the year, we also embarked upon our sustainability journey by publishing our maiden ESG report mapped to global frameworks like GRI, SASB. We would continue to have sustainability as a central theme in our growth agenda.

Going forward, we would continue to focus on growth by utilizing our strengthened capacity of 3 MMTPA along with our backward integration capability to produce a wide array of soil-centric fertilizers across both our sites and ensure we are able to make the nutrients available to the farming community in the 15+ states we operate across India. At a macro-economic level, the outlook remains positive with raw material prices correcting, global supply chain further improving and China re-opening.”

FY23 Performance Highlights



Paradeep Phosphates Limited

(in Million)

Total Income

Rs. 133,407



70% Y-o-Y

EBITDA

Rs. 8,921

Goa Plant one time cost : **Rs. 592**

Adjusted EBITDA : **Rs. 9,513**

Adjusted EBITDA Margin : **7.1%**

PBT

Rs. 4,262

Goa Plant one time cost : **Rs. 592**

Adjusted PBT : **Rs. 4,854**

Net Profit

Rs. 3,042

Post Goa Plant one time cost: **Rs 592**

Adj. EBITDA/Tonne

Rs. 4,688 / Tonne

Sales Volume: 2,032,516

Business Developments

- Total income jumped 70% YoY led by increase in capacities reaching a run-rate of 03 MMTPA from Dec'22
- The profit margin was impacted owing to an anticipated lower subsidy rates effective Q4 of FY 23, higher raw material prices for first three quarters of FY 23 and higher interest rates during FY 23
- The higher raw material prices are attributable to the supply chain disruptions in the aftermath of COVID-19 and Russia-Ukraine war. The prices, however, started correcting from Q4 of FY 23
- The higher interest rates are attributable to global inflationary conditions

FY23 PPL Operational Highlights

(Production Volume)

Total fertilizers

2,032,516 MT

63% Y-o-Y

DAP

675,056 MT

(4)% Y-o-Y

N-20

556,300 MT

46% Y-o-Y

Other NPK

414,360 MT

230% Y-o-Y

Sulphuric Acid

1,202,865 MT

(4)% Y-o-Y

Phosphoric Acid

302,545 MT

1% Y-o-Y

fertilizer Products

Industrial Products
and Intermediaries

Urea Production: **386,800 MT**
Ammonia Production: **245,670 MT**

Strengthened total capacity by 150% to reach a run rate of 3 MMTPA of finished fertilizers

Q1

- Completion of revamp of three out of four granulation trains at Paradeep site
- Acquisition of Goa Plant (1.2 MMTPA) to enhance capacity
- New Production Innovation (NPK 14:28:0) to improve farmers' choices to apply soil and crop specific nutrient

Q2

- Goa plant started operating all three trains to produce urea and NPKs
- Launched newer NPK grades (NPK 24:24:0 and NPK 14:28:14) to further improve the choices for farmers

Q3

- Successfully completed the granulation revamp for all four trains at Paradeep site, achieving a daily average production rate of 5,000 MT, from December 2022
- Goa site operations further stabilized to produce both Urea and NPKs in full swing

Q4

- Achieved highest ever monthly production of 152,005 MT of fertilizers at Paradeep site in January 2023
- CAPEX projects (captive phosphoric acid addition from 03 to 05 Lakh and installation of 04th Evaporator) on track & expected to be completed by Q1 of FY24

Key Macroeconomic Growth Drivers



Food Security

- The adequate use of fertilizers and efficient nutrient management plays a key role in ensuring global food security
- By increasing crop yields, improving crop quality, reducing the environmental impact of agriculture, fertilizers help to provide a more sustainable and secure food supply for the world

Policy Support

- The Indian government has implemented a number of policies to increase the use of fertilizers and to boost agricultural production
- These policies include subsidies on fertilizers, tax breaks for fertilizer companies, and investment in research and development

Soil Health

- Roughly one third of the world's soil is degraded, and soil erosion, biodiversity loss, and pollution are high on the list of causes
- Adequate use of fertilizers helps to improve soil quality by adding nutrients and organic matter to the soil, enhancing soil structure, and increasing fertility

Dietary Shifts

- Consumers, particularly in high-income countries, are increasingly driving their diets towards healthier, sustainable choices, with more plant-based nutrition
- Globally, however, the trend towards higher calorie and animal protein intakes continues

Growing Demand

- India is primarily an agricultural country with a large population. The country's population is expected to reach 1.5 billion by 2030, which will put a strain on the country's food production capabilities
- Fertilizers are essential for increasing crop yields and meeting the growing demand for food

Rising Farmers Income

- The disposable incomes of farmers in India are rising, enabling them to invest in modern farming practices and fertilizers
- Rise in per capita incomes and ease of access to credit to farmers are expected to boost the growth of the fertilizer industry

Technological Developments

- Farmers are increasingly adopting modern farming practices, such as using high-yielding varieties of seeds, practicing precision farming, and implementing integrated nutrient management
- These technological advancements are expected to boost the growth of the Indian fertilizer industry

Higher Entry Barriers

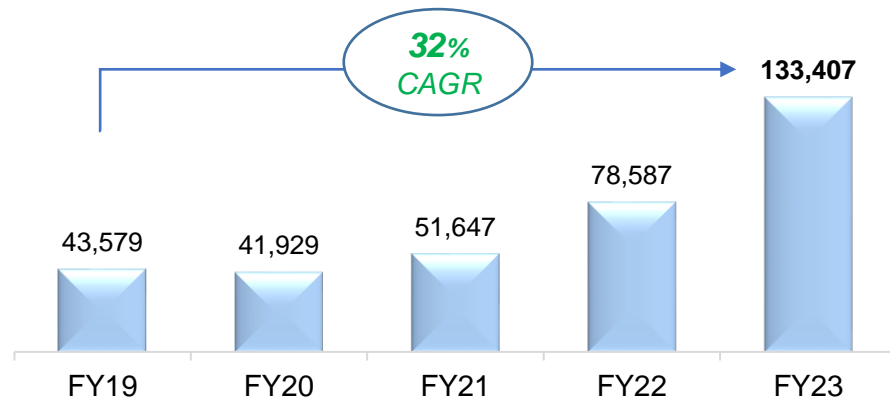
- The entry barriers for the fertilizer industry are high due to the high cost of setting up a fertilizer plant and the need for government approvals. This helps to protect the interests of existing players in the market

Annual Performance Trends

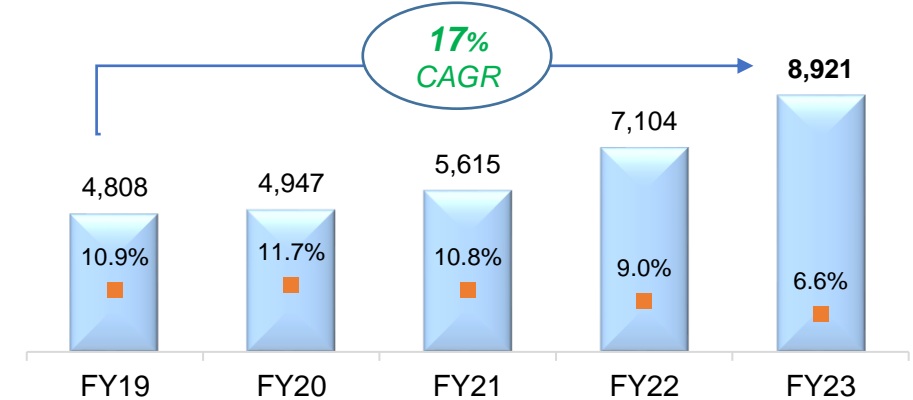


Strong track record of financial performance, registering highest ever annual Revenue of Rs. 133,407 mn, with 70% a Y-o-Y growth

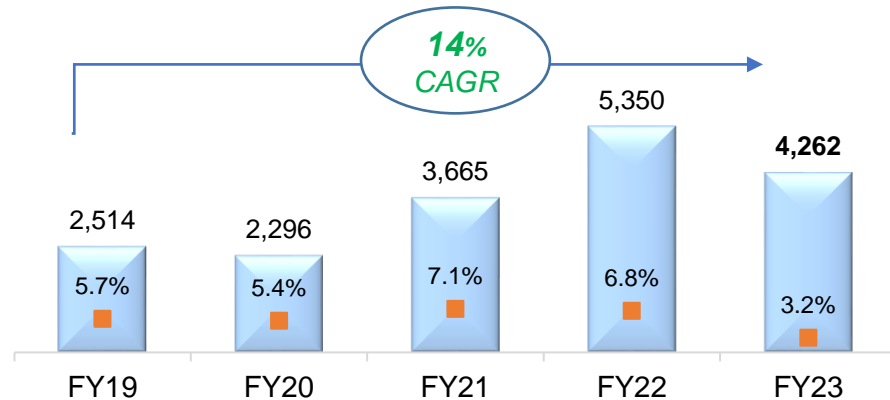
Revenue from Operations



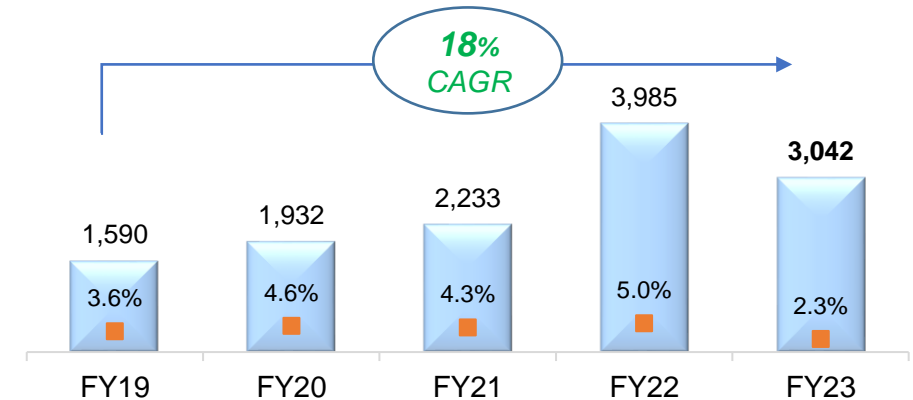
EBITDA and Margins



PBT and Margins



Net Profit and Margins



Leverage Profile and Working Capital Cycle

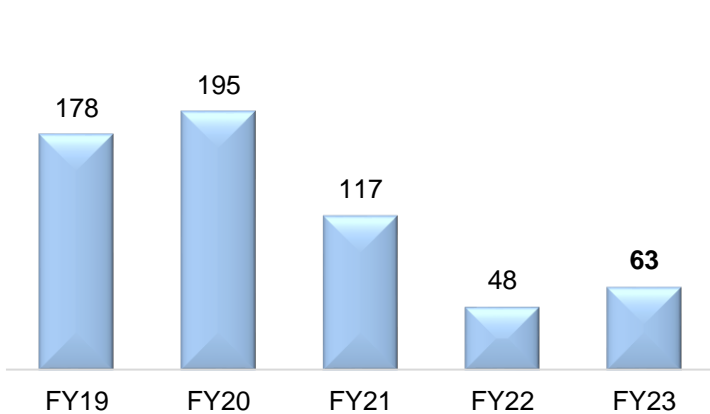


(In Millions)	FY20	FY21	FY22	FY23
Long Term Debt	1,394	1,134	5,282	6,119
Short Term Debt	20,791	11,378	24,261	40,192
Total Debt	22,185	12,512	29,543	46,311
Less: Cash & Cash Equivalents	58	932	5,977	1,099
Net Debt	22,127	11,580	23,566	45,213
Total Equity	16,035	18,275	22,250	35,047
Total Debt/Equity	1.38x	0.63x	1.06x	1.32x

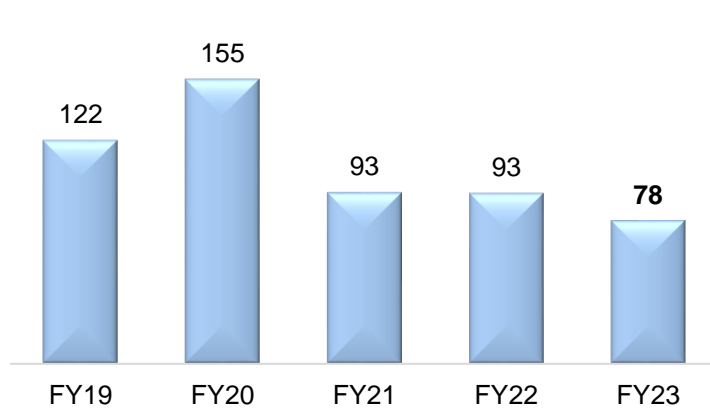
Key Observation

- Working capital management, cash flow conversion cycle has remained efficient
- Short term debt was availed to manage the temporary increase in payables and subsidy payment timings

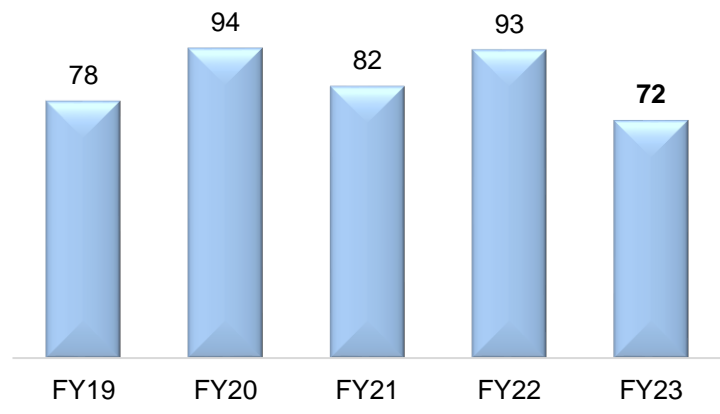
Receivables Days



Inventories Days



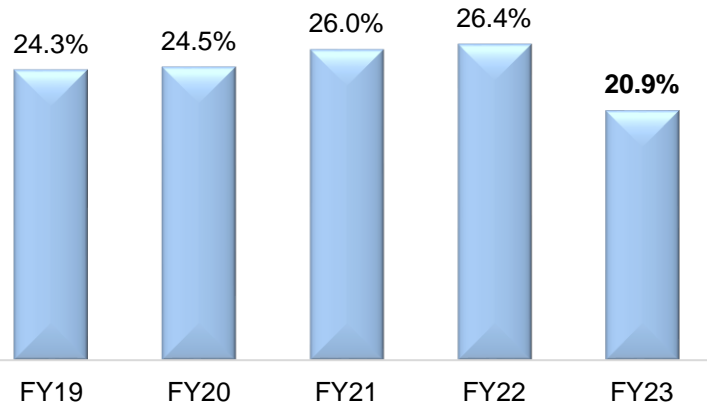
Payables Days



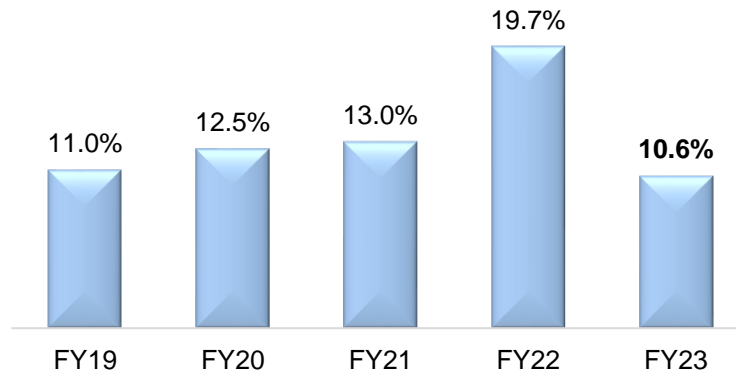
Receivables Days = Avg. Trades Receivables / Revenue * 365 ; Payable Days = Avg. Trades Payable / COGS * 365 ; Inventory Days = Avg. Inventory / Revenue * 365

Key Return and Leverage Ratios

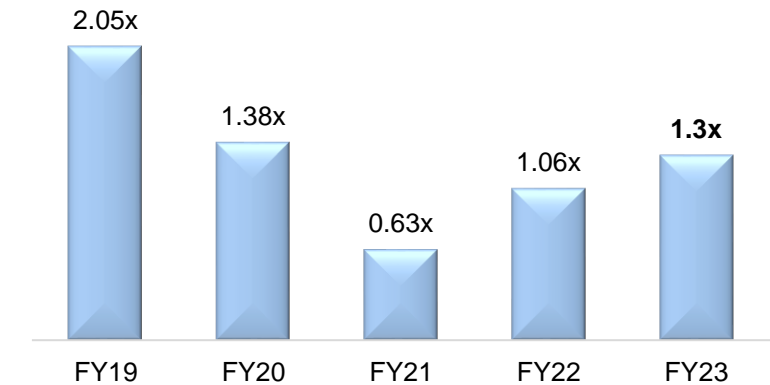
ROCE %



ROE %



Net Debt / Equity



- Borrowings are primarily short term in nature utilized to procure raw materials and are balanced by subsidy receivables. We expect the short term borrowings to ease in near future with falling raw-material prices.
- An anticipated subsidy rate changes effective Q4 of FY 23 and a consequent preemptive recognition, pending finalization, by the management in Q4 led to a softened PAT in FY 23.

Consolidated Financial Performance Summary



(in Rupees Million)

(Rs. Million)	Q4		Y-o-Y	Q3	Q-o-Q	Full Year		Y-o-Y
	FY2023	FY2022	Growth(%)	FY2023	Growth(%)	FY2023	FY2022	Growth(%)
Revenue from Operations	36,439	18,988	91.9%	43,984	(17)%	133,407	78,587	70%
Other Income	697	256	172.7%	55	nm	911	393	132%
Total Income	37,136	19,243	93.0%	44,040	(16)%	134,318	78,980	70%
Cost of Material Consumed	28,976	14,511	99.7%	33,679	(14)%	104,397	52,462	99%
Purchase of Trading goods	430	3,858	(88.9)%	700	(39)%	1,823	14,283	(87)%
Changes in Inventories of Finished Goods, W-I-P & Stock in Trade	432	(2,591)	nm	648	(33)%	(88)	(3,932)	(98)%
Employee benefits expense	547	381	43.4%	576	(5)%	2,132	1,385	54%
Other expenses	5,149	1,903	170.5%	4,663	10%	17,134	7,678	123%
EBITDA	1,603	1,179	35.9%	3,773	(58)%	8,921	7,104	26%
Margin	4.3%	6.1%		8.6%		6.6%	9.0%	
EBIT	1,098	945	16.2%	3,302	(67)%	7,169	6,199	16%
Margin	3.0%	4.9%		7.5%		5.3%	7.8%	
PBT	306	521	(41.3)%	2,424	(87)%	4,262	5,350	(20)%
Margin	0.8%	2.7%		5.5%		3.2%	6.8%	
Reported Profit After Tax	100	356	(72.0)%	1,803	(94)%	3,042	3,985	(24)%
Margin	0.3%	1.9%		4.1%		2.3%	5.0%	
Basic EPS	0.18	0.63	(71.4)%	2.21	(92)%	3.90	6.91	(44)%

Notes:

1. EBITDA includes Other Income
2. All Margins are calculated on Total Income

Paradeep Phosphates is looking to capitalize on the following drivers to grow topline and bottom-line in FY 24



01 Million Incremental Capacity along with Backward Integration

- Post successful integration of our sites, the total production will scale from 02 MMTPA in FY 23 to 03 MMTPA by FY 24
- Backward integration of phosphoric acid to increase from 03 Lakh to 05 Lakh tons by Q1 of FY 24.



Potential to generate additional EBIDTA

- The incremental capacity of 01 Million tons would additionally fetch a higher EBIDTA for the company.
- This EBIDTA margin would further get enhanced with backward integration of phosphoric acid playing in.



Value Added NPKs beyond DAP

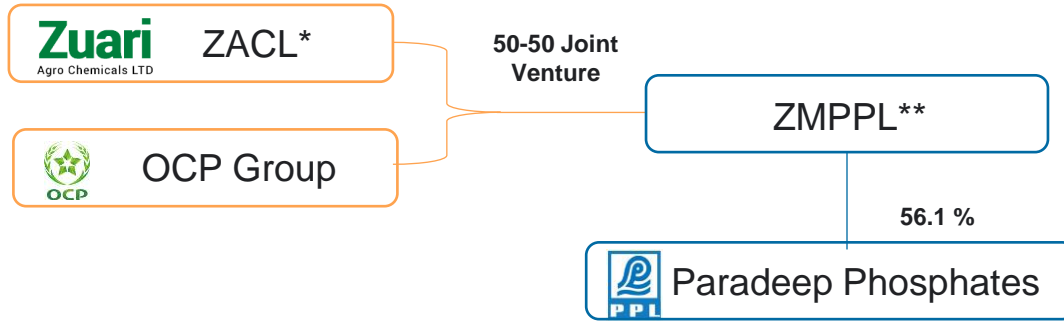
- Our Goa site has produced a record 08 varied grades of value added NPKs during FY 23.
- These grades, in addition to providing soil and crop specific nutrition, are expected to fetch higher contributions than that of traditional DAP.



33% Lesser Fixed Cost Per Ton

- The same fixed costs for both our sites at Paradeep and Goa will produce a 01 Million tons of incremental fertilizers in FY 24.
- This effectively means a 33% reduction in fixed cost per ton.

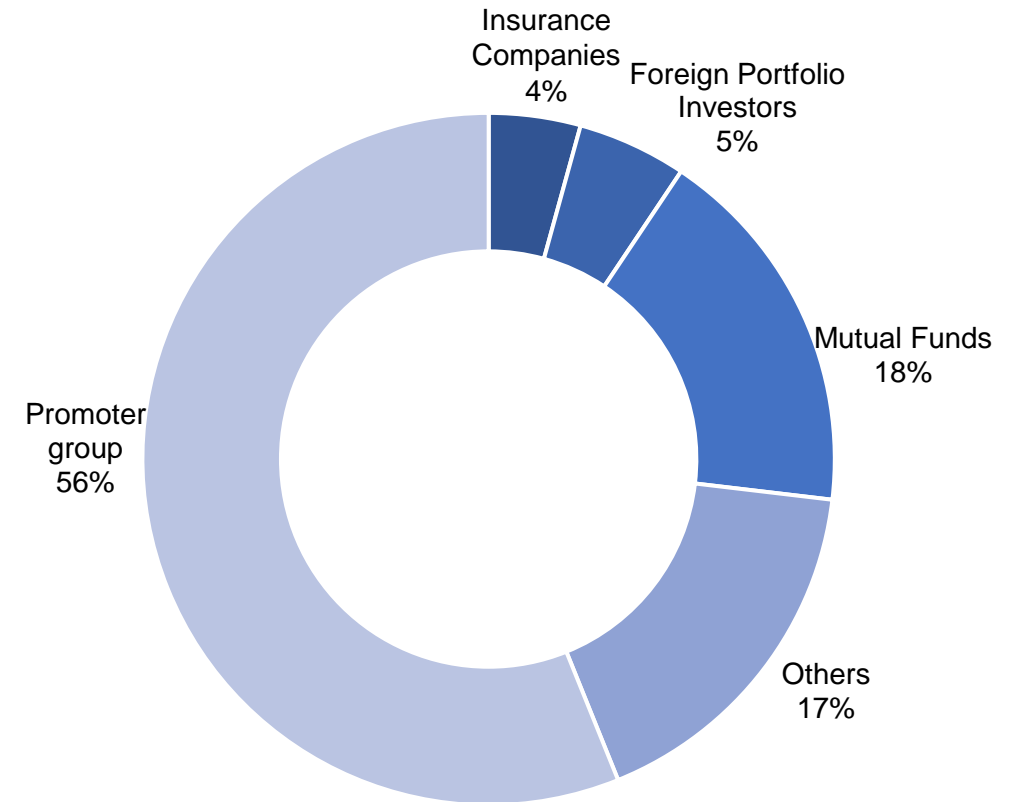
Promoters Group



% Distribution in the category of Domestic Institutional Holdings

1. SBI – 12.2%
2. Nippon – 8.7%
3. LIC – 4.8%
4. DSP – 4.7%
5. ICICI Prudential AM – 2.4%

% PPL Shareholdings – March 31, 2023



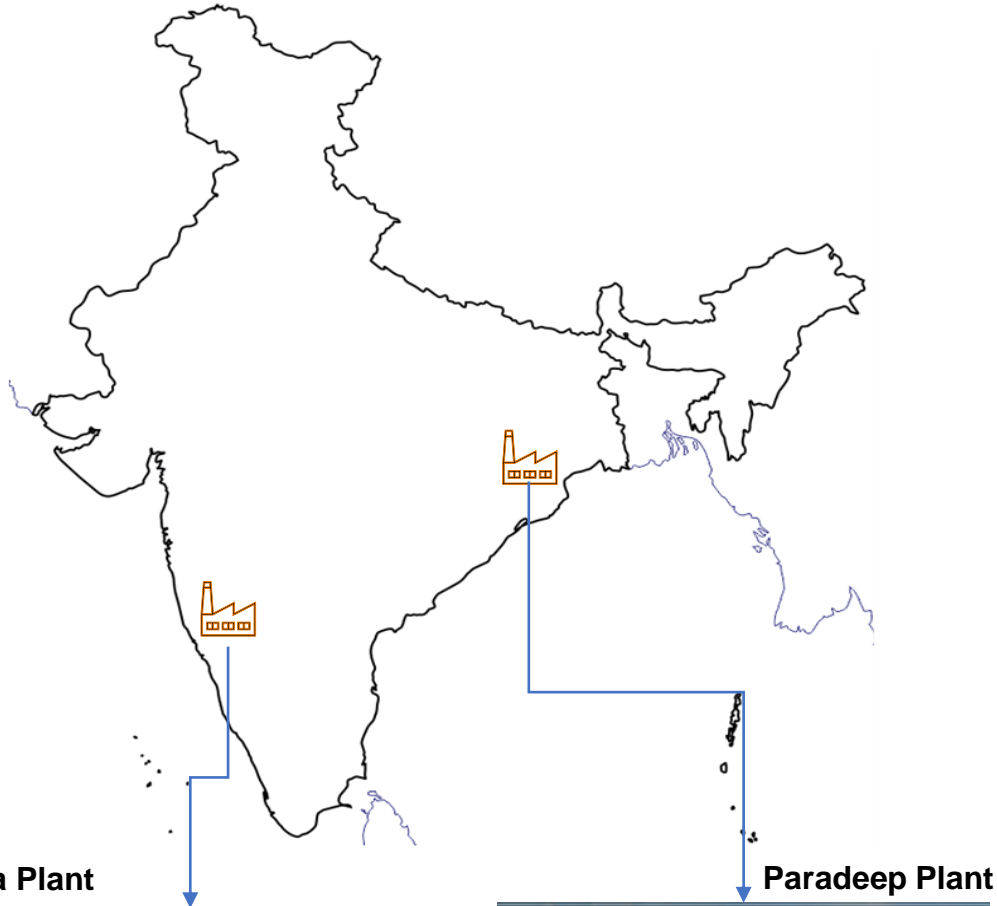
* Zuari Agro Chemicals Limited
 **Zuari Maroc Phosphates Pvt Ltd



About PPL



Manufacturing Locations



Goa Plant



Paradeep Plant



Location	Paradeep, Odisha	Zuarinagar, Goa
Area (Acres)	2,282	260
Target Market	East, Central and South	West, Central and South
Fertiliser 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

Sales and Distribution Network



	PPL Total
States Currently Present	15
Regional Marketing Offices	21
Stock Points	450+
No. of Dealers	6,500+
No. of Retailers	65,500+
Farmers Covered	~ 8+ Mn

- Structured distribution network facilitates efficient sale of products and promotes brand visibility
- Undertakes various marketing activities to enhance customer loyalty and further penetrate geographic markets

Well diversified product portfolio to cover the entire range of the non urea fertilizer market



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

- Leadership position in the non-urea fertilizer market with diversified product portfolio ensuring that farmers have access to the right products to improve their yields
- The product portfolio of PPL makes it possible for the farmers to provide balanced fertilisation to the crops, with a supply of essential plant nutrients for optimum plant growth, yield and quality
- This diversified product portfolio enables PPL to address the varied requirements of farmers and increase market share



NPK 14:28:14

- Contains Nitrogen, Phosphorus and Potassium in the ratio of **1:2:1**
- Suitable for basal application across different crop segments like cereals, pulses, oilseeds, vegetables, commercial crops



NPK 24:24:00

- It contains two major plant nutrients, Nitrogen and Phosphorous in the ratio of **1:1**
- Suitable fertilizer to meet nutritional requirements of all crops, as they require an equal amount of nitrogen and phosphorus in the initial stages of plant growth



NPK 14:28:0

- Contains a minimum of 24.0% Nitrogen and 24.0% Phosphorous as P205 by weight
- The increased root mass helps the plant in making better use of nutrients and soil moisture
- Enhanced root growth, increased nutrient and water uptake and healthy plant growth resulting higher yield



NPK 14:35:14

- Complex fertilizer containing all major nutrients with scientific NPK ratio **1:2.5:1**
- Suitable for all soils as it is neutral in nature and does not leave any acidity or alkalinity in soil
- Ideal and suitable complex for all crops for basal application

Competitive Positioning



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:

Five grades of NPK

DAP

Industrial product portfolio:

Phospho-gypsum, Zypmite, Sulphuric Acid and HFSA

Availability of extensive storage area for raw materials and finished goods



Backward integration of rock phosphate

Raw material:

Stable source of raw materials, especially rock phosphate, by entering into long-term agreements with suppliers

Operational volatility hedge with backward integration of facilities



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



Well Established Sales and Distribution Network

Consolidated pan india network:

21 regional marketing offices

450 plus stock points across India

6,500 plus dealers

65,500 plus retailers



Experienced Board and Management

Independent Board of Directors:

5 out of 8 Board of Directors are independent

Non-Executive Board of Directors:

88% of the Board of Directors are non-executive

Capacity Utilization and Product Diversification

- Expand into allied areas such as crop protection and specialty plant nutrition
- To achieve best capacity utilization for 3 MMTPA capacity (1.8 MMTPA at Paradeep Plant and 1.2 MMTPA for Goa Plant)
- To have the product mix aligned to market need and to have more NPK mix in our overall portfolio compared to DAP

Productivity and Cost Improvement Programs

- Enhance the captive Phosphoric Acid capacity from 0.3 to 0.5 MMTPA by Q1 FY 24 to further improve earning potential
- Enhance the captive Sulphuric Acid capacity from 1.39 to 2 MMTPA to backward integrate in line with phosphoric acid and to generate captive green power at 78% reduced cost compared to the grid

Market Expansion through New Channels

- Extending market presence in Odisha, West Bengal, Chhattisgarh, central and eastern parts of Uttar Pradesh, Andhra Pradesh, Telangana and Madhya Pradesh
- Relationship building with retailers, select dealers and institutions through the Jai Kisaan Sambandh reward program

Identify Inorganic Growth Opportunities

- Completed the acquisition of Goa facility from ZACL in June 2022
- Continue to explore potential inorganic growth opportunities in the future

Strategic, ambitious and value creating



Environmental Philosophy

- 276,506 Kwh Total renewable energy consumed
- 100% Operations tracked through continuous emission monitoring system
- 97% Waste recycled
- 100% Operations are ZLD
- 225,191 tCO₂e GHG emissions saved
- 235 MG Rainwater harvesting capacity



Social Outreach

- 2,480 Employees including contractual workers
- 25 Average hours of training
- 8+ million Farmers reached
- Spent Rs. 56.7 million on CSR initiatives that impacted over 50,000 lives
- 43 Training sessions which reached over 20,000 farmers
- 5,29,584 Soil samples tested



Ethical Governance

- 60% Independent Directors on Board
- 100 % Employees trained on code of conduct
- 27001 : 2013 ISO Certified Information System

Aligned with United Nation's SDG

Reduce environmental impact by **localizing the raw material** Molten Sulphur from Indian Oil Corporation Limited (IOCL). This eliminates the cost of converting it from solid to molten form (steam cost). It has helped us save approximately 22MT of steam per day and **reduce greenhouse gas emissions by 41 tCO2e annually**

Transformed schools to 'SMART Schools' through upgradation of E-library, Smart classrooms, Toilets, school infrastructure, etc

Supported in **bridging the learning gap** through our initiatives such as: TARA English learning programme, Digital service, Remedial coaching, Computer training, etc.

Captive Power is generated by utilizing the steam generated from the Sulphuric acid Plant. Daily, our heat recovery system generates power equivalent to 245 MW. It is equivalent to **replacing 142 MT of coal on a daily basis and eliminating 225,191 tCO2e annually**

Provided regular basic health facilities via the **'Mobile Health Van'** initiative led by a team of **trained doctor covering 24 villages and 22,658 individuals** till date

Carried out **multiple water body cleaning drives, covering 10 villages**, which are now being used for fisheries related interventions

Initiated **'Youth4Water Campaign' in collaboration with UNICEF** (Odisha), focused on **adopting 1000 ponds** and maintaining them for water conservation and groundwater recharge

Installed solar and LED streetlights at various villages with low or poor **public infrastructure**

Established and promoted livelihood generation activities, with special focus on **women empowerment**, via SHG formation, grant-support, exposure support and similar **training activities and programmes**



Innovate



Protect



Empower

“Since inception, we have placed a strong focus on enhanced energy efficiency by harnessing the heat created in our intermediary production processes. This also results in an equivalent reduction in GHG emissions. Additionally, we have positioned the principles of circularity i.e., reduce, reuse, and recycle in our operations. Along with internal research, our team is collaborating with external scientific experts to reuse and recycle waste. e. With our continuous efforts, we have also utilised Phosphogypsum in cement production and road construction. We are successfully selling a valuable product 'Zypmite' for soil conditioning made from process by-product Phosphogypsum.”

– S. K. Poddar, Chairman

Representation on various platforms and industry bodies that play a significant role in the fertilizer sector



Farmer Engagement: FY2023



Paradeep Phosphates Limited

Committed to creating a food secure nation through innovative and affordable solutions for the farmers

6,300 Farmer Meetings	750 Crop Seminars	230 Retailer Meetings
3,600 Products Demonstrations	3,700 Campaign Days	1.85 lakh sq ft Wall Paintings



Jai Kisaan Diwas on 15th August 2022

128 events held, in which over 4,500 farmers participated, and 231 ex-servicemen farmers were felicitated

World Soil Day on 5th December 2022:

Organised 159 programs, which was attended by over 10,500 farmers and 270 plus dealers/retailers. 795 farmers were felicitated

Jai Kisaan Diwas 23rd December 2022:

127 programs organised, attended by over 10,000 farmers, 199 retailers, 57dealers, 95 department officials. 694 farmers were felicitated

International Women's Day 8th March 2022:

94 programs organized, in which nearly 7,000 Women Farmers participated and 367 progressive women farmers honored. 128 department officials participated in these programs



Industry Recognition



CIDC Vishwakarma Award
Best Professionally Managed Co.



Accolades by CII for
Energy Conservation Initiatives

Awards



CSR Golden Peacock
Award - 2022



Excellence Award by
Odisha CSR Forum - 2022

Make in Odisha Conclave - Nov 2022



Exceed Award 2022 on OSH in
Platinum category, Goa



PAP Best Performance Award,
FAI - 2022

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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