Investor Presentation

July 2023

www.paradeepphosphates.com

Paradeep Phosphates Limited

Nourishing the Future - Feeding the Nation

Agenda

- PPL Investment Case
- Industry Dynamics
- Environment, Social and Governance
- Financial Performance Highlights

PPL Investment Case

Business Overview

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:
  - **Core Products** : DAP, NPK-20:20:0:13, NPK-12:32:16, NPK-10:26:26, NPK-19:19:19, NPK-28:28:0
  - **Recently Launched** : NPK-14:28:14, NPK-14:28:0, NPK-14:35:14, NPK-24:24:00
- Industrial supplier of Phospho-gypsum, Zypmite, Sulphuric Acid and Hydrofluorosilicic Acid (HFSA)
- PPL also trades in Muriate of Potash (MOP)
- 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 recently acquired Goa plant has co-located facilities manufacturing both phosphatic fertilizers and urea
- Well-diversified customer market across India covering 15 states with 21 regional offices, 500+ stock points and 5,300+ dealers
- Zuari Agro Chemicals (ZACL) and OCP Group hold 56.1% of PPL post IPO on 27th May, 2022

3.0 MMTPA
Installed Capacity

15 States
Geographical Presence

Rs. 133,407 million
FY23 Revenue

1,500+
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

PPL Investment Case

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 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 72,900+ retail points to 8+ Million farmers.

2 Competitive EBIDTA 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.

3 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.

4 Secure and certified manufacturing facility and infrastructure and unutilised 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.

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 9 Board of Directors are independent

Non-Executive Board of Directors:

89% of the Board of Directors are non-executive

FY23 Operational Highlights

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 24:24:0:0) 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

Raw Material and Operational Backward Integration

Established long-term agreements with suppliers to ensure a secure and competitive cost structure

Primary Raw Materials

- Phosphate Rock
- Phosphoric Acid
- Ammonia
- Sulphur
- Muriate of Potash

- PPL sources raw materials locally and primarily from Morocco, Jordan, Qatar, Saudi Arabia and Canada
- Long-term agreement with the OCP Group (Morocco), also part of the promoter group
- OCP Group holds 70% of all global phosphate reserves and is the global leader in phosphates
- PPL has long-term contracts for the import of rock phosphates control the overall manufacturing cost
- Backward integrated to more than 90% requirement of its own phosphoric acid
- A strong backward integration capability provides for self-sufficiency in power production

Strong relationships with suppliers enables:

1. Long-term raw material security
2. Benefit from increasing economies of scale
3. Stronger purchasing power for other raw materials
4. Maintaining a competitive cost structure

Core PPL Product Portfolio

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

New Launches

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 the 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

NPK14:35:14

- 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

PPL Industrial Product Portfolio

Innovative high margin products that improve soil health and yield

Phospho-gypsum

- Phospho-gypsum contains Sulphur and Calcium in the ratio of 17:21 and suitable for alkaline soils
- Suitable for alkaline soils and is the cheapest sulphur containing product which has acceptance in all parts of the country
- Enhances the yield and quality of crops such as rice, pulses, oil seeds and sugarcane

Zypmite

- Zypmite is a micronutrient mixture containing Sulphur, Zinc, Boron, Calcium and Magnesium
- Improve the soil fertility, increasing the intake of NPK fertilizers and improving the quality of yield of crops

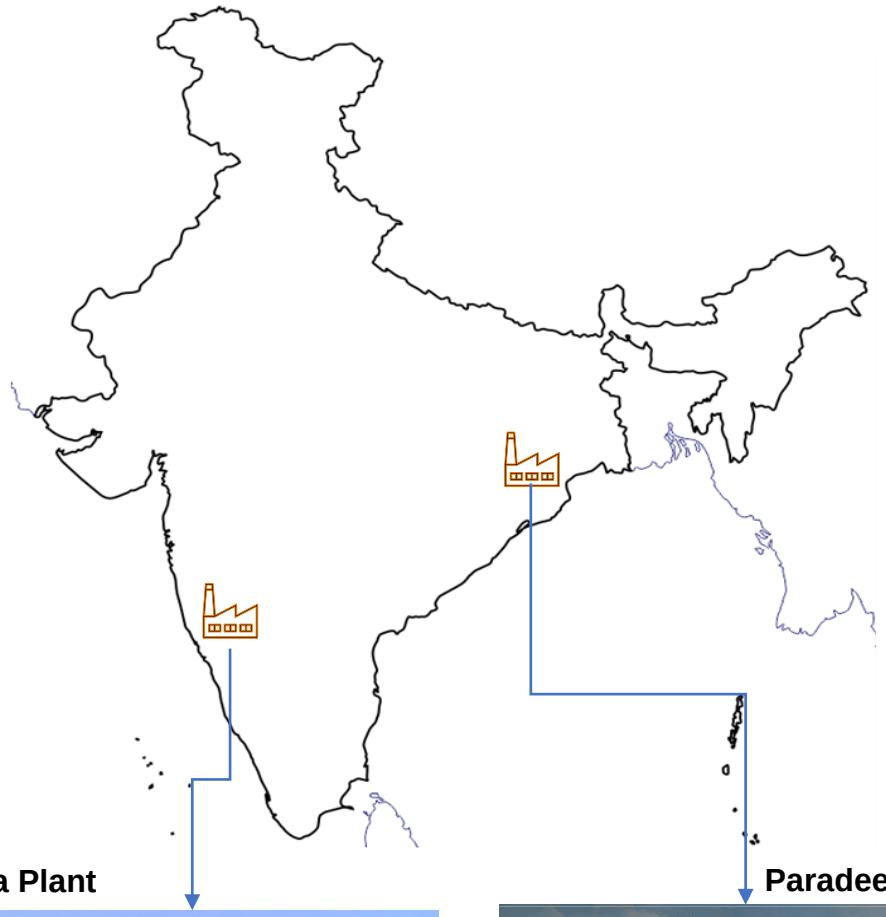
Sulphuric acid

- Sulphuric acid is one of the raw materials used to produce Phosphatic fertilizers such as DAP

HFSA

- HFSA is an inorganic compound, colourless liquid and manufactured as a coproduct in the production of phosphates fertilizers
- Used as a precursor to aluminium trifluoride and synthetic cryolite, which are used in aluminium processing.

Manufacturing Locations



Goa Plant

Paradeep Plant

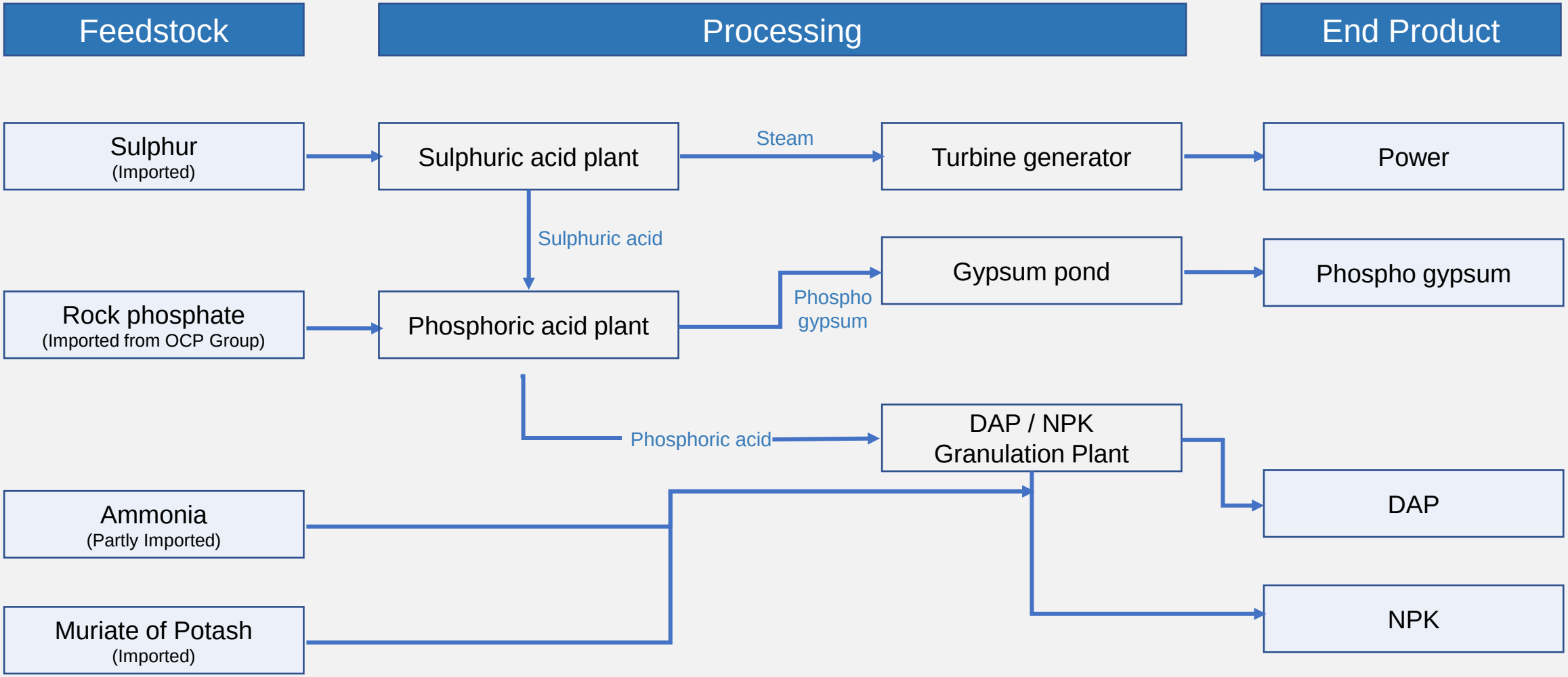
Location	Paradeep, Odisha	Zuarinagar, Goa
Area (Acres)	2,282	260
Target Market	East, Central and South	West, Central and South
Feriliser Products	DAP, NPK-20, N-12, N-10, N-14	NPK-10, N-12, N-14, N-19, N-28, DAP, Urea
Installed fertilizer Capacity (MMTPA)	NPK / DAP: 1.8	NPK / DAP: 0.8 Urea: 0.4
Strategic Position	• Backward integration of phosphoric acid • Captive berth at Paradeep port • Land available for future expansion	• 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	512+
No. of Dealers	5,300+
No. of Retailers	72,900+
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

Snapshot of Integrated Manufacturing Process



PPL Growth Strategy

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

Growth Drivers in FY 2024

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 fetch an additionally higher EBIDTA for the company.
- The 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, 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.

Industry Dynamics

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 helps 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 a 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 framers 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

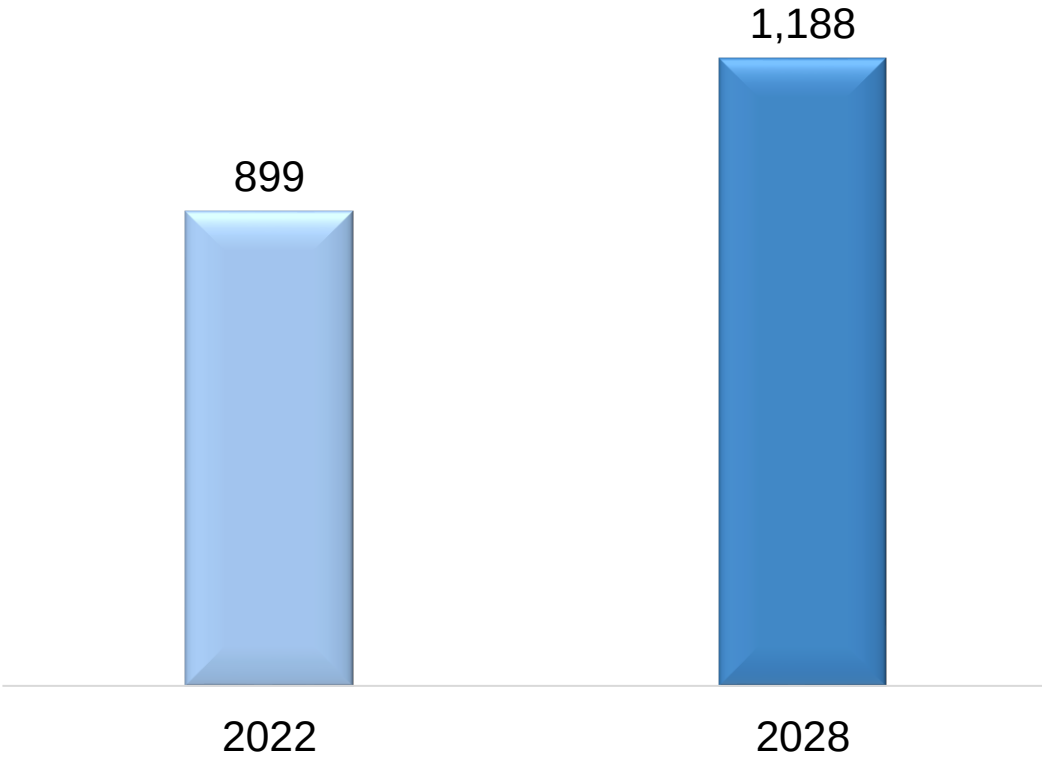
Government Initiatives: More Space For Growth

Favorable policy environment to bring focus to balanced nutrition

- **Nutrient Based Subsidy (NBS) Scheme** to promote balanced use of fertilizers, improving agricultural productivity, promoting the growth of the indigenous fertilizers industry
- **Direct Benefit Transfer (DBT)** to transfer fertilizer subsidies directly to farmers' bank accounts. This helps in reducing leakages and ensures that the benefits reach the intended beneficiaries
- **Soil Health Card Scheme** to assess and provide soil nutrient status and recommendations to farmers. This helps farmers make informed decisions about fertilizer application and promotes balanced nutrient management
- **One Nation One Fertilizers** scheme to ensure timely supply of fertilizers
- **Pradhan Mantri Kisan Samridhi Kendra (PMKSK):** to convert the existing village, block/sub district/ taluk and district level fertilizer retail shops into Model Fertilizer Retail Shops. These shops will act as “One Stop Shop” for all the agriculture related inputs and services

Indian Fertilizer Market

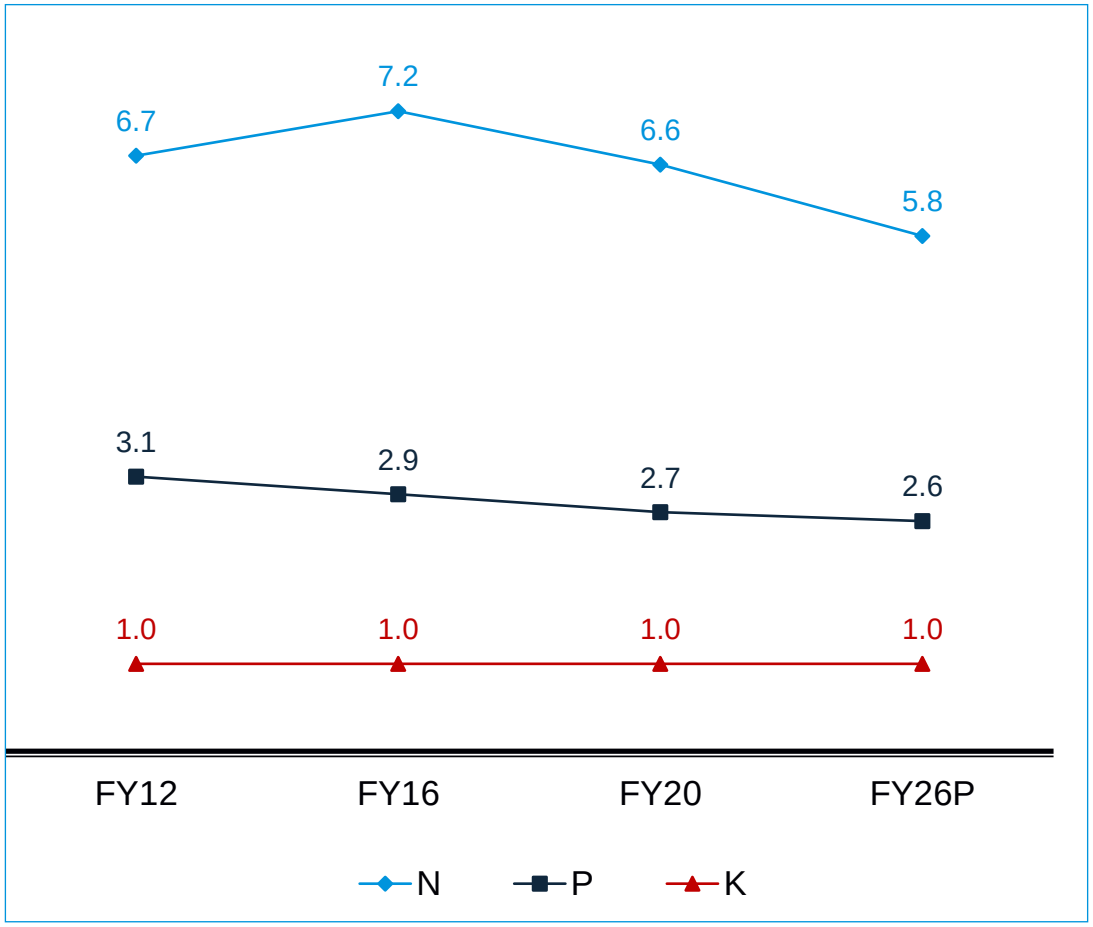
(Rs. Billion)



Source: Link

NPK Fertilizer Composition Trend

N – P – K Composition Trend



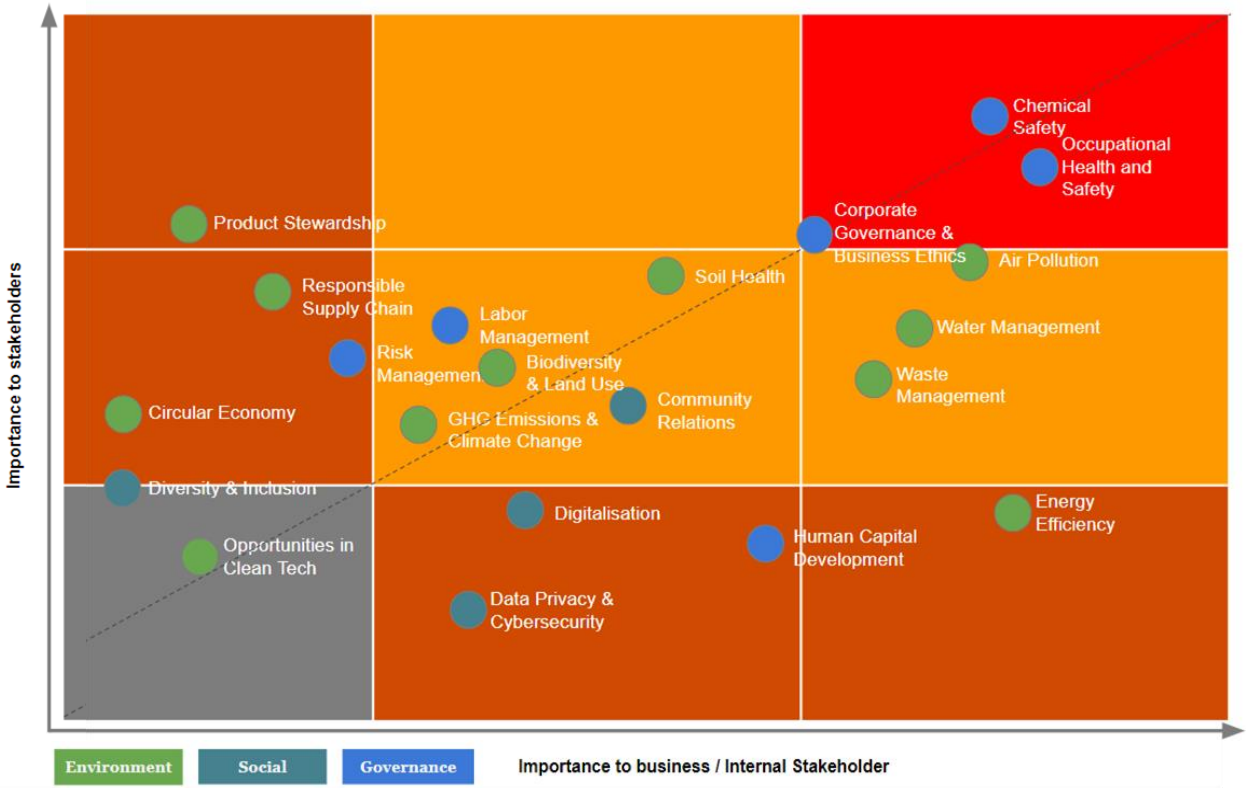
Key Observations

- NPK (Nitrogen, Phosphorus and Potassium) are the macro nutrients required for the crop growth
- Ideal target ratio of NPK mix for balanced soil health and crop growth is 4:2:1
- Excess of Nitrogen can disrupt the NPK balance in the soil
- Expected to improve to 5.8 : 2.6 : 1.0 by FY 2026
- Improved industry NPK ratio –
  - 6.6 : 2.7 : 1.0 FY 2020 (26% Phosphorus)
  - 6.7 : 3.1 : 1.0 FY 2012 (29% Phosphorus)
  - 5.8 : 2.6 : 1.0 FY 2026 (28% Phosphorus)
- Led by government's efforts to increase awareness about soil fertility and higher adoption of fertilizer mixtures instead of single-nutrient fertilizers

Environment, Social and Governance

Key Highlights of the Sustainability Report

Key Material Topics and Materiality Index



Environmental

- 276,506 KwH Total renewable energy consumed
- 97% Waste recycled
- 100% Operations are ZLD
- 225,191 tCO2e GHG emissions saved
- 6.85 Lakh Trees planted
- 235 MG Rainwater harvesting capacity
- Circularity : Zypmite, Gypsum for cement, roads

Social

- 2,480 employees including contractual workers
- 25 Average hours of training, ESOPs
- 8+ Million farmers active outreach
- 43 Training sessions to 20,000+ farmers
- CSR initiatives impacted 50,000+ lives
- 5,29,584 Soil samples tested

Governance

- 60% Independent Directors on Board
- 100 % Employees trained on code of conduct
- ISO 9001, 14001, 45001 50001 at Paradeep site
- ISO 14001 and 45001 at Goa site
- ESG Steering Committee formed led by the MD
- New Corporate Website (Digital Transformation)

Note : The data entailed in the maiden published SR and represented above are baselined to FY 21-22

Sustainability a Core Pillar of Strategy

255 kWh solar module has been installed within the Paradeep PPL township

With reference to last year, PPL has saved 225,191 tCO2e GHG emissions

6.85 Lacs Cumulative trees planted since inception

PPL has undertaken rainwater harvesting at the captive lake of 235 MG capacity

100% of operations are tracked through continuous emission monitoring systems

100% Operations are zero liquid discharge, achieved through a closed loop water cycle and multiple recycling channels

PPL has installed an organic waste converter at Goa facility with a capacity of 200kg/day to convert biodegradable waste into organic compost

97% Waste is recycled or reused

To reduce and mitigate fugitive emissions from our operations, PPL has installed Sulphuric acid mist eliminators in Sulphur acid plants

Sustainability a Core Pillar of Strategy

The Company has strong workforce of Total 2,480 employees and workers

The Company has outreach of 8+ Million Farmers

The Company spends average 25 training hours for employees

43 Training sessions which reached over 20,000 farmers

PPL is strongly committed to creating the right culture for our people by providing a diverse and inclusive workforce

The Company has delivered soil health cards to 12,66,067 farmers

Rs. 56.7 million Spent on CSR initiatives that impacted over 50,000 lives

Contribution to the development of three smart schools through upgradation of E-library, Smart classrooms, Toilets, and school infrastructures

Judo training program was initiated for adolescent girls from underserved communities in Paradeep

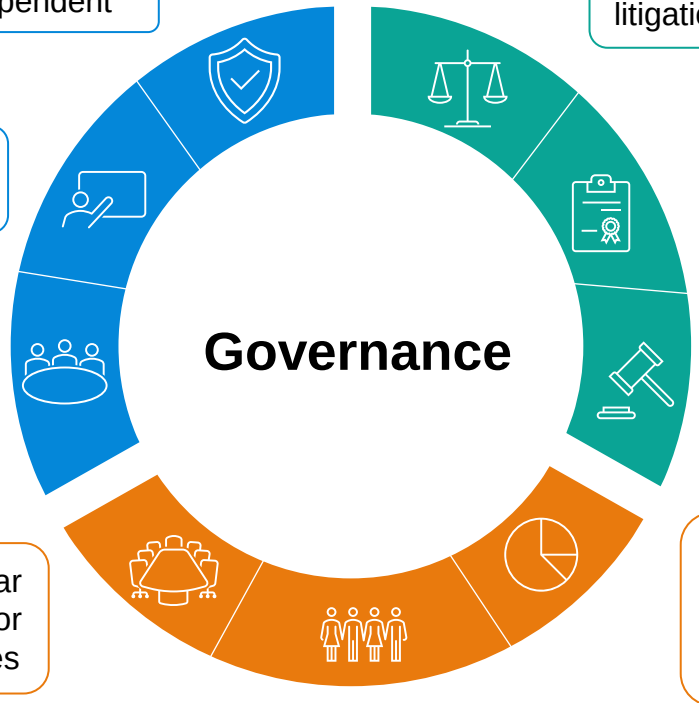
Sustainability a Core Pillar of Strategy

5 out of 9 Board of Directors are Independent

No environmental, social or ethical litigation identified against the Company

100% of employees trained on code of conduct and HR policies

27001 : 2013 ISO Certified Information System



All employees are provided with a formal mechanism to report any actual or suspected violations of the Code of Conduct

Formalisation of Prevention of Sexual Harassment Policy which includes a strict zero tolerance approach to any form of harassment at the workplace

An ESG Committee has been formalised with a clear mandate to provide oversight and monitor implementation of developed strategies and processes

The Company has developed a robust risk management framework that guides our approach to identify, evaluate and mitigate actual or potential risks to the company

Formalisation of a Board Diversity policy that details our approach to providing for a representative and experienced Board

2022 Sustainability Report Highlights

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 tCO2 e 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**

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

Confederation of Indian Industry · FAI Ensuring Food Security · Goa Management Association · ifa International Fertilizer Association · ASSOCHAM India · FICCI · Green Triangle Society · ICC Indian Chamber of Commerce

PPL Sustainability report 2022

Farmer Engagement: FY2023

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

7,000+ Farmer Meetings

700+ Crop Seminar

230+ Retail Meeting

1,000+ Demonstrations

5,000+ Campaigns

Farmer Training School (FTS)

Mobile Soil Testing Labs - Odisha

Digitalisation of Agri Services

Farmer Meetings

Certifications and Accreditation


British Safety Council
— Premium Member —

This is to certify that
Paradeep Phosphates Limited
as a Premium member of the British Safety Council, is committed to keeping people safe and healthy at work.


Paradeep Phosphates Limited
PO-PPL Township, Dist-Jagatsinghpur, Odisha, 754145, India

IFA Protect & Sustain Product Stewardship Programme

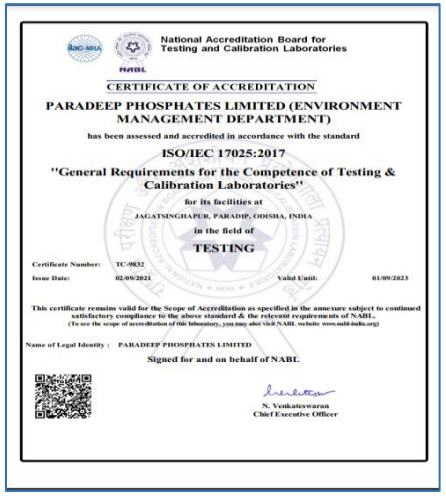

PARADEEP PHOSPHATES LTD.
adventz
P.O. PPL Township Paradeep, Dist. Jagatsinghpur – 754 145, Odisha, India.

Bureau Veritas Certification Holding SAS – UK Branch certifies that the Management System of the above organization has been audited and found to be in accordance with the requirements of the Management System Standard detailed below.

Standard
ISO 50001:2018

Scope of certification
Manufacture & despatch of Di-Ammonium Phosphates (DAP) & several grades of Nitrogen-Phosphorus (NP) and Nitrogen-Phosphorus-Potassium (NPK) complex fertilizers

Original cycle start date: 22 February 2022
Expiry date of previous cycle: Not Applicable
Certification Audit date: 18 September 2021
Certification cycle start date: 22 February 2022
Subject to the continued satisfactory operation of the organization's Management System, this certificate expires on: 21 February 2025
Certificate No. IND.22.15013/ENU Version: 1 Revision date: 22 February 2022


National Accreditation Board for Testing and Calibration Laboratories

CERTIFICATE OF ACCREDITATION

PARADEEP PHOSPHATES LIMITED (ENVIRONMENT MANAGEMENT DEPARTMENT)
has been assessed and accredited in accordance with the standard
ISO/IEC 17025:2017
"General Requirements for the Competence of Testing & Calibration Laboratories"
for its facilities at
JAGATSINGHAPUR, PARADIP, ODISHA, INDIA
in the field of
TESTING

Certificate Number: TC-9832
Issue Date: 02/09/2021 Valid Until: 01/09/2023

This certificate remains valid for the Scope of Accreditation as specified in the annexure subject to continued satisfactory compliance to the above standard & the relevant requirements of NABL.

Name of Legal Identity : PARADEEP PHOSPHATES LIMITED

Signed for and on behalf of NABL

N. Venkateswaran
Chief Executive Officer

Paradeep Plant

- Certified as a premium member of the British Safety Council
- Bureau veritas certification holding SAS – UK Branch for excellent management system and control
- Obtained product steward excellence certificate under IFA protect and sustain stewardship programme
- ISO 9001:2015, ISO 14001:2015, ISO 45001:2018, ISO 50000-2011, ISO/IEC 17025-2017

Goa Plant

- Obtained product steward excellence certificate under IFA protect and sustain stewardship programme
- ISO 14001:2015, ISO 45001:2018

Awards & Recognitions

Industry Recognition

CIDC Vishwakarma Award
Best Professionally Managed Co.

Accolades by CII for
Energy Conservation Initiatives

Make in Odisha Conclave - Nov 2022

Awards

CSR Golden Peacock
Award - 2022

Excellence Award by
Odisha CSR Forum - 2022

Exceed Award 2022 on OSH in
Platinum category, Goa

PAP Best Performance Award,
FAI - 2022

Experienced Board of Directors (1/2)

Saroj Kumar Poddar
Chairman and Non-executive Director

- Holds a bachelor's degree in commerce from University of Calcutta
- Served as President of FICCI & was appointed as member of the Board of Trade & member of the Court of Indian Institute of Science, Bangalore by the Government of India. He was also on the Advisory Council of N M Rothschild (India) Limited

N Suresh Krishnan
Managing Director and CEO

- Chairman of Fertilizer Association of India (FAI) and is a member of the Board of Directors of International Fertilizer Association (IFA) as well as Zuari Maroc Phosphates Pvt. Ltd. (ZMPPL) and has been in leadership roles in the Indian Fertiliser Sector for over a decade
- Over 30+ year experience in Fertiliser, Energy, Sugar and Cement sectors

Soual Mohamed
Non-executive Director (Nominee of ZMPPL)

- A full-time position as the Adviser to the CEO and Chief Economist of OCP, Morocco
- Holds an engineering degree from the National School of Civil Aviation, France & completed a certificate programme in accelerated general management from HEC Paris, France

Karim Lotfi Senhadji
Non-executive Director (Nominee of ZMPPL)

- Holds an Executive MBA ESSEC & Mannheim Business Schools and graduate form the Royal Air Forces School of Marrakech
- Currently holds the full-time position of Chief Financial Officer in OCP, Morocco. Prior to OCP, he held several management positions within several Moroccan and international companies, such as Holcim Group, Altadis Morocco and Méditelecom

Dipankar Chatterji
Independent Director

- Qualified chartered accountant and a senior partner at L B Jha & Co., Chartered Accountants
- Member of the working group constituted by the RBI to review the system of on-site supervision over banks and also served as Chairman of the Auditing Practices Committee of ICAI and the audit committee of the board of directors of Union Bank of India

Audit Committee
Stakeholders' Relationship Committee
Risk Management Committee
C Chairman of the Committee
Nomination & Remuneration Committee
CSR Committee
Finance Committee Meeting

Experienced Board of Directors (2/2)

Kiran Dhingra

Independent Director

- An experienced Civil Servant, retired from Indian Administrative Services (IAS), Skilled in Public Policy, Administration, Strategic Planning, Industrial Development & Management
- Previously served as Chairman, and as Director on the Board of several CPSUs, and supervised their functioning

Subhrakant Panda

Independent Director

- Graduated with honours summa cum laude from Questrom School of Business, Boston University
- Current President of the Federation of Indian Chambers of Commerce & Industry (FICCI) and Managing Director of Indian Metals & Ferro Alloys Ltd. and also served as President (2017-18) of the International Chamber of Commerce and only the 3rd Indian to have been elected President (2013-15) of the Paris-based ICDA

Satyananda Mishra

Independent Director

- Holds a bachelor's and master's degree in English from Utkal University; retired officer from IAS batch of 1973
- Served as the Chief Information Commissioner of India and Secretary, Ministry of Personnel and Training, Government of India and Chairman of the Multi-Commodity Exchange of India Limited and as an independent director of SIDBI

Rita Menon

Independent Director

- Holds a Master's Degree in Economic from Delhi School of Economics
- She joined the Indian Administrative Service in the year 1975, she has worked in various positions like Chairperson and Managing Director of India Trade Promotion Organization. She was also Director of various public sector undertakings like BEL, GRSEL, Goa Shipyard Ltd, Mazagaon Dock Ltd, SIDBI etc.

Audit Committee

Nomination & Remuneration Committee

Stakeholders' Relationship Committee

CSR Committee

Risk Management Committee

Finance Committee Meeting

C Chairman of the Committee

Management Team

N Suresh Krishnan
Managing Director and CEO

- Board Member of Directors of Zuari Agro Chemicals Limited ZACL, Fertilizer Association of India (FAI) & International Fertilizer Association (IFA) and has been in leadership roles in the Indian Fertilizer Sector for over a decade
- Over 30+ year experience in Fertilizer, Energy, Sugar and Cement sectors

Raj Kumar Gupta
Chief Procurement Officer

- Member of ICAI (Institute of Cost Accountants of India)
- 30+ years of experience in Finance, Accounts and Commercial Procurement

Harshdeep Singh
Chief Commercial Officer

- Holds master's degree in International Business from Indian Institute of Foreign Trade (IIFT) and Bachelor of Engineering (BE) from NIT, Rourkela
- Has a rich experience in Agribusiness commercial operations and wholesale & retail sales operations

Bijoy Kumar Biswal
Chief Financial Officer

- He is Chartered Accountant and has over 23+ years of experience in finance across various corporations
- His previous roles included as Chief Financial Officer of Forte Furniture Products India Pvt Ltd (FFPL), Chennai, and as Finance Controller of Zuari Agro Chemicals Ltd (ZACL), Gurgaon

Nilesh Dessai
Chief Manufacturing Officer & Unit Head, Goa Plant

- Holds the Bachelor and Masters of Engineering from College of Engineering, Goa University.
- Has 27+ years of experience in operations of the fertilizer manufacturing plant

Pranab Kumar Bhattacharyya
Chief Manufacturing Officer & Unit Head, Paradeep Plant

- Holds B. Tech degree in Chemical Technology from University of Calcutta and executive PGMP from the S.P. Jain Institute, Mumbai
- Associated with Hindalco Industries Ltd as an assistant general manager

V Vinay
Chief Sustainability Officer

- Holds a B.E. degree in Chemical Engineering from the National Institute of Technology (NIT), Surathkal
- He has experience working on various acquisition and joint venture projects of integrated as well as standalone phosphate and potash mining projects, and fertilizer manufacturing projects in the Americas, Africa, West Asia and Far East regions

Sachin Patil
Company Secretary and Compliance Officer

- Holds a bachelor's degree in corporate secretariship from Karnataka University and an associate member of the ICSI
- Earlier associated with Zuari Global Limited as Assistant Company Secretary and Compliance Officer

PPL Financial Performance

FY23 Performance Highlights

(in Million)

Total Income

Rs. 133,407

70% Y-o-Y

EBITDA

Rs. 8,921

Goa Plant one time cost : **Rs. 845**

Adjusted EBITDA : **Rs. 9,765**

Adjusted EBITDA Margin : **7.3%**

PBT

Rs. 4,262

Goa Plant one time cost : **Rs. 845**

Adjusted PBT : **Rs. 5,106**

Net Profit

Rs. 3,042

Post Goa Plant one time cost: **Rs 845**

Adj. EBITDA/Tonne

Rs. 4,688 / Tonne

Sales Volume: 2,032,516

Business Developments

- 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 subsidy rates under Nutrient Based Subsidy Scheme for the Q4 / year was recognized in the Q4 and full year FY 23 results based on management's estimate, pending finalization by government of India
- 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

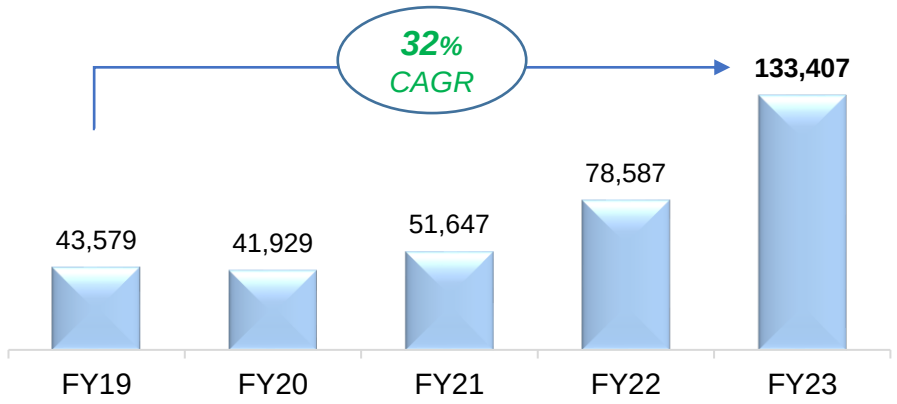
Industrial Products and Intermediaries

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

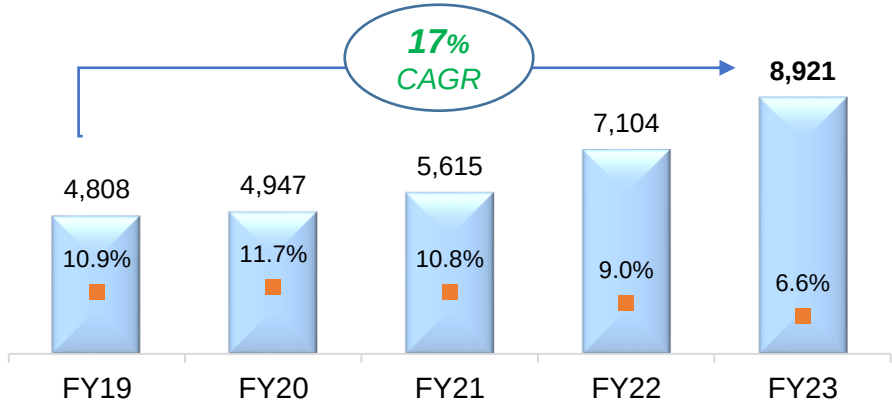
Annual Performance Trends

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

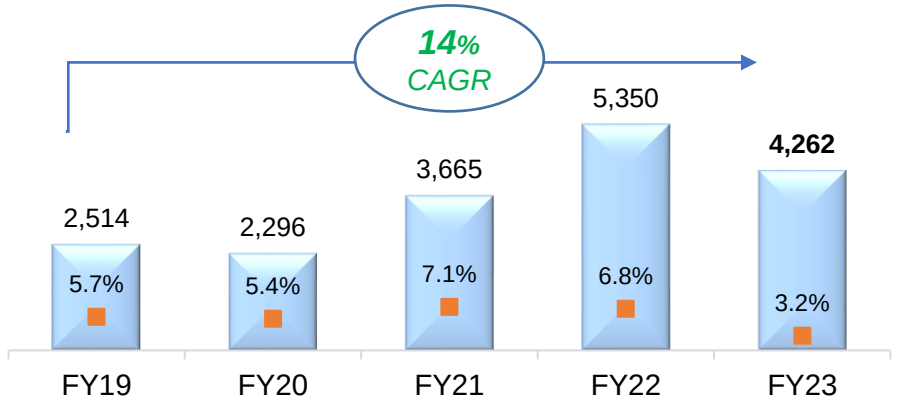
Revenue from Operations



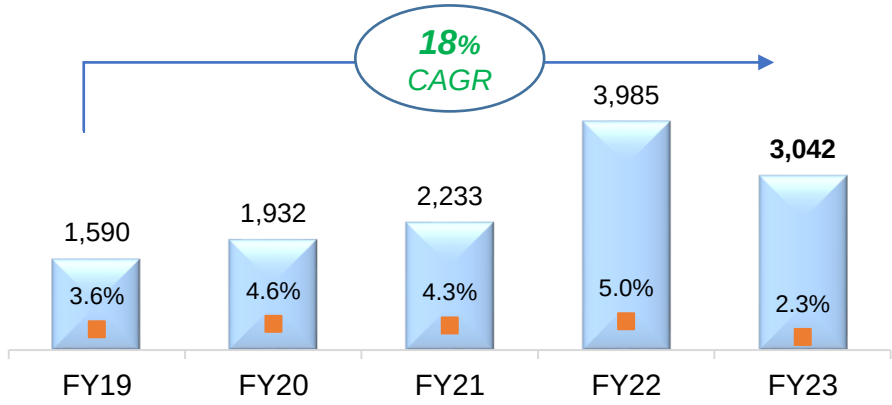
EBITDA and Margins



PBT and Margins



Net Profit and Margins



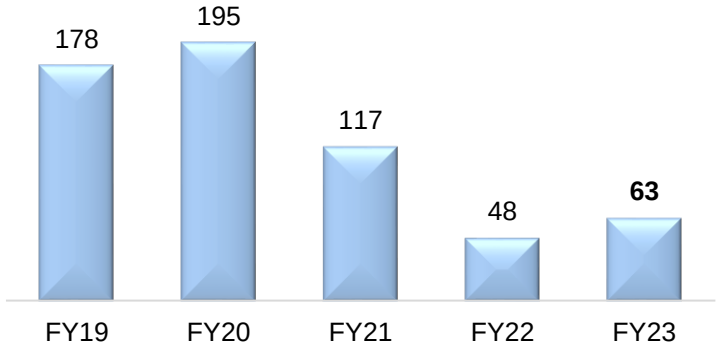
Leverage Profile and Working Capital Cycle

(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**

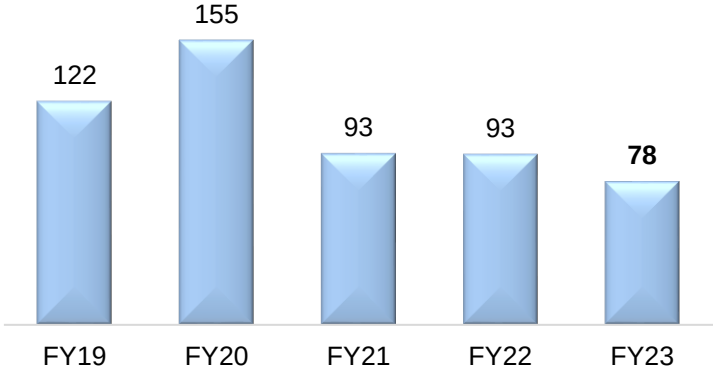
Key Observation

- 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

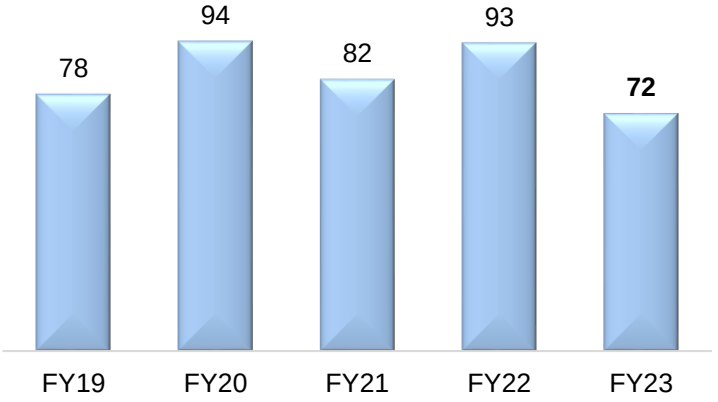
Receivables Days



Inventories Days



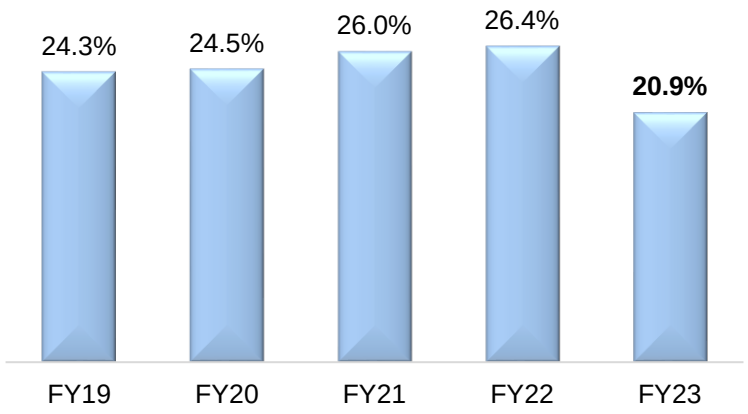
Payables Days



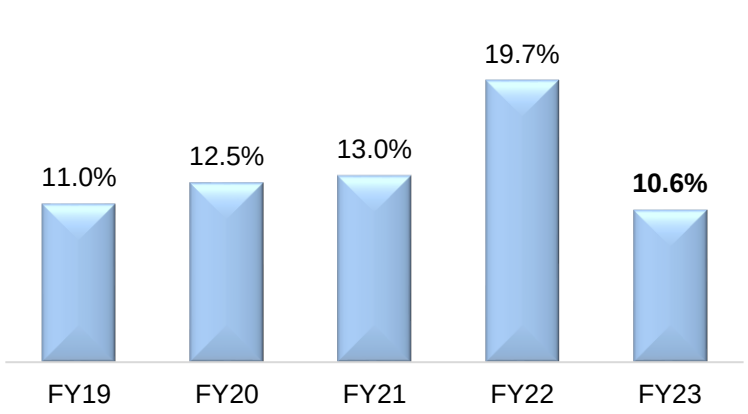
Receivables Days = Avg. Trades Receivables / Revenue * 365 ; Payable Days = Avg. Trades Payable / COGS * 365 ; Inventory Days = Avg. Inventory / Revenue *365

Key Return and Leverage Ratios

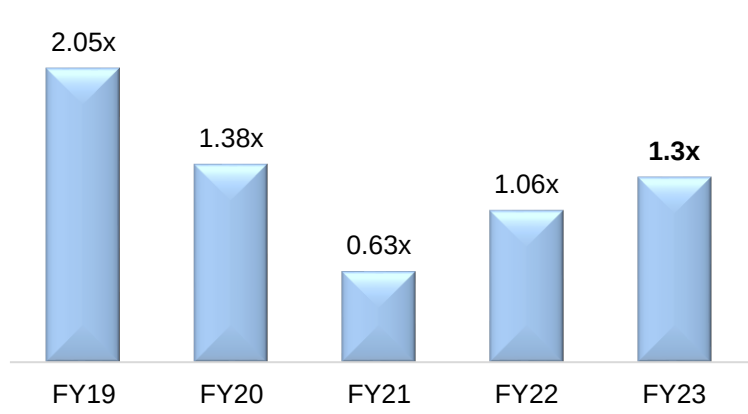
ROCE %



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

ROCE = EBIT / Avg. Capital Employed; **ROE** = PAT / Avg. Total Equity

Consolidated Financial Performance Summary

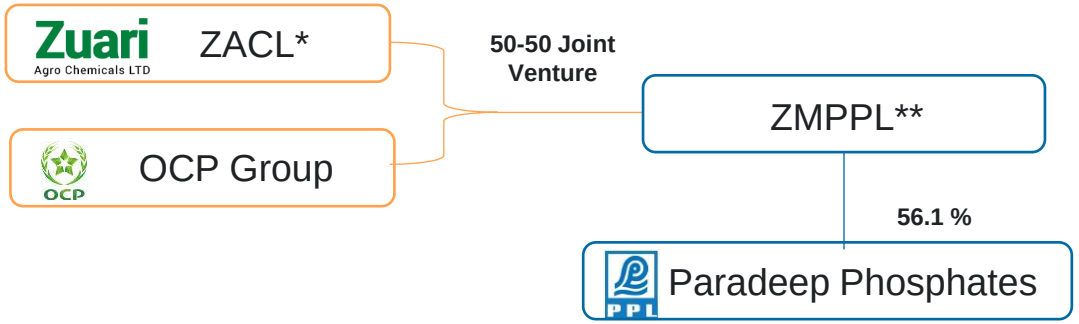
(in Rupees Million)

(Rs. Million)	Full Year FY2023	Full Year FY2022	*Y-o-Y Growth(%)*
Revenue from Operations	133,407	78,587	*70%*
Other Income	911	393	*132%*
Total Income	**134,318**	**78,980**	***70%***
Cost of Material Consumed	104,397	52,462	*99%*
Purchase of Trading goods	1,823	14,283	*(87)%*
Changes in Inventories of Finished Goods, W-I-P & Stock in Trade	(88)	(3,932)	*(98)%*
Employee benefits expense	2,132	1,385	*54%*
Other expenses	17,134	7,678	*123%*
EBITDA	**8,921**	**7,104**	***26%***
Margin	***6.6%***	***9.0%***	
EBIT	7,169	6,199	*16%*
Margin	*5.3%*	*7.8%*	
PBT	**4,262**	**5,350**	***(20)%***
Margin	***3.2%***	***6.8%***	
Reported Profit After Tax	**3,042**	**3,985**	***(24)%***
Margin	***2.3%***	***5.0%***	
Basic EPS	3.90	6.91	*(44)%*

Notes:
1. EBITDA includes Other Income
2. All Margins are calculated on Total Income
3. The profit margin was impacted owing to recognition of the subsidy rates under Nutrient Based Subsidy Scheme in the Q4 results based on management's estimate, pending finalization by government of India

Share Holding Pattern Top Shareholders 07th July 2023

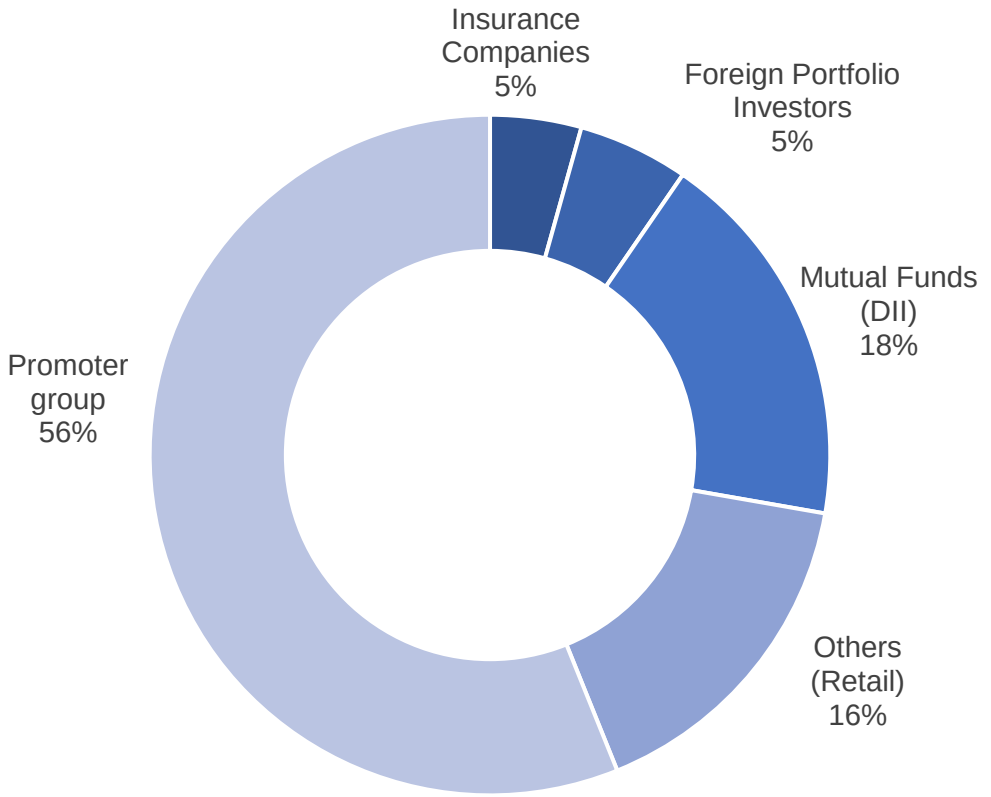
Promoters Group



Top Shareholders# in DII, FII and Insurance

SBI MF Total	6.97%	Domestic
Life Insurance Corporation Of India	4.28%	Insurance
Nippon Life India	3.60%	Domestic
Goldman Sachs Total	2.75%	Foreign
DSP Small Cap Fund	2.36%	Domestic
Mirae Asset Total	2.50%	Domestic
HDFC MF Total	1.29%	Domestic
Tata Mutual Fund Total	1.13%	Domestic

% PPL Shareholdings



* Zuari Agro Chemicals Limited, **Zuari Maroc Phosphates Pvt Ltd, # As on 7th July 2023

Disclaimer and Contact Information

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.

For further information please contact:

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Thank You

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