Paradeep Phosphates

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Nourishing the Future - Feeding the Nation

Earnings Presentation

Q1 FY2027

Overview of PPL

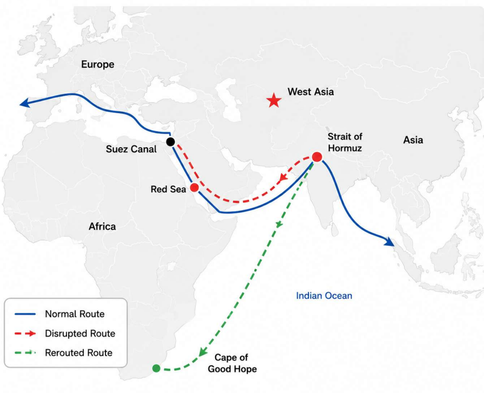
- Paradeep Phosphates Limited (PPL) is India's leading private sector phosphatic fertilizer company with a capacity of 3.7 MMTPA
- The Paradeep plant (1.8 MMTPA) can produce DAP and various NPK grades, while the Goa plant (1.2 MMTPA) can produce unique NPK grades (0.8 MMTPA) and Urea (0.4 MMTPA) and Mangalore plant (0.7 MMTPA) can produce Urea (0.4 MMTPA) and NPK-20 (0.3 MMTPA)
- PPL's competencies are in sourcing critical raw materials, producing DAP and various NPK grades, and selling to more than 12 million farmers through a wide distribution network of over 1,00,000 retailers across 18 states in India. PPL also has an industrial portfolio comprising of industrial chemicals and SNF and ABC
- PPL's brands, Jai Kisaan Navratna, and Mangala hold strong equity in the minds of farmers

Manufacturing Units	Location	Area in acres	Installed Capacity	Target Market	Key Products	ISO Certifications	Backward Integration	Advantages
	Paradeep, Odisha	2,280	NPK / DAP 1.8 MMTPA	East, Central and South of India	DAP, NPK-20, N-12, N-10, N-14	• 9001 • 14001 • 45001 • 50001 • 17025	Phosphoric Acid 500 KTPA Sulphuric Acid 2.0 MMTPA	Inbound logistics via a 3.4 km pipeline from the port Green power generated from sulphuric acid production
	Zuarinagar, Goa	260	NPK / DAP 0.8 MMTPA, Urea 0.4 MMTPA	West, Central and South of India	NPK-10, N-12, N-14, N-19, N-28, Urea N-19 is unique to the Goa plant in India	• 45001 • 14001	Ammonia 290 KTPA	Centrally located in agriculturally developed markets with high phosphate consumption
	Mangalore, Karnataka	200	NPK / DAP 0.3 MMTPA Urea 0.4 MMTPA	South of India	Urea and NPK-20	• 45001 • 14001	Sulphuric Acid 133 KTPA Ammonia 290 KTPA	Proximity to port Serves Key Southern States

West Asia Crisis – Implications for Fertilizer Supply Chain

West Asia tensions are disrupting key shipping routes, increasing freight costs and creating supply chain uncertainty

1. West Asia Crisis



Key Supply Chain Disruptions

- Escalating geopolitical tensions in West Asia
- Security concerns in the Red Sea and Strait of Hormuz
- Vessel rerouting via Cape of Good Hope
- Higher insurance premiums and freight rates

2. From Crisis to Supply Chain Impact

West Asia Conflict	• Heightened geopolitical tensions and regional instability
Disruption in Key Maritime Routes	• Red Sea and Strait of Hormuz disruptions • Vessel rerouting
Higher Freight & Insurance Costs	• Increase in ocean freight rates • Higher war-risk and marine insurance premiums
Escalation in Raw Material Prices	• Elevated raw material costs triggered by the ongoing Middle East crisis
Supply Chain Uncertainty	• Delays and unpredictability in sourcing key fertilizer raw materials
Impact on Fertilizer Manufacturers	• Margin pressure • Higher inventory holding and working capital requirements
Mitigation through Strategic Actions	• Diversified sourcing • Inventory planning • Procurement discipline

3. Potential Supply Chain Implications

Key Imported Raw Materials

Rock Phosphate	Longer procurement lead times
Phosphoric Acid	Longer procurement lead times
Sulphur	Pricing volatility and availability challenges
Ammonia	Pricing volatility and availability challenges

Management Response

- ✓ Diversified sourcing across multiple geographies
- ✓ Optimized inventory planning
- ✓ Flexible procurement approach
- ✓ Strong logistics partnerships
- ✓ Continuous monitoring of geopolitical developments and supply chain dynamics

Q1 FY27 Sales Volumes

(Sales Volumes in MT)

Total Fertilizers

985,143 MT

4.0% Y-o-Y

DAP (including traded DAP)

245,189 MT

55.1% Y-o-Y

Total NPK (including TSP, Traded NPK)

472,707 MT

(8.8)% Y-o-Y

Urea

196,646 MT

(15.8)% Y-o-Y

Comments

Nano DAP:

- Q1 FY27: 496 KL, 62.2% Y-o-Y

TSP:

- Q1 FY27: 23,905 MT

Zypmite:

- Q1 FY27: 15,452 MT, 45.4% Y-o-Y

MOP:

- Q1 FY27: 64,715 MT, 109.6% Y-o-Y

Management Commentary

Mr. N Suresh Krishnan
Managing Director and CEO

"PPL has once again demonstrated strong operational and financial performance for the Q1 FY27 reflecting the strength of our integrated operations and our resilience to navigate the global volatility.

In Q1 FY27, Revenue from operations increased 36% YoY to ₹ 6,124 crore, EBITDA rose 21% YoY to ₹ 742 crore, PBT increased 24% YoY to ₹ 526 crore and PAT stood at ₹ 393 crore. Sales Volume grew by 4% to 9.85 LMT. During the quarter, full benefit of expanded capacities of sulphuric acid was available to us due to which our Sulphuric acid production was higher by 32% on Y-o-Y basis and Phos Acid Production was higher by 7% on Y-O-Y basis reflecting the strength of our backward integration in Phos Acid and Sulphuric Acid and helped us to improve our quality of earnings.

Our key project of Phos Acid expansion (Phase 1) from 500,000 MTPA to 700,000 MTPA at Paradeep is on track.

The Board of PPL in its Q1 FY27 meeting approved the investment proposal of Rs. 250 Cr for setting up Aluminum Fluoride (AIF3) Plant at Paradeep. The proposed investment aligns with the company's strategic objective to enter and diversify into related industrial chemicals space and will build and strengthen company's non subsidy portfolio in due course. The proposed investment is reinforcement of manufacturing excellence capability by having a by-product converted into value added products. These investments in Specialty /Industrial Chemicals will further augment our endeavor to create long term value for our shareholders.

Looking ahead, we believe the global uncertainty will prevail, and we will remain committed to drive growth in this challenging time through focused operational discipline."

Q1 FY27 Financial Highlights

(In Rupees Million)

Total Income

Rs. 61,458

35.4% Y-o-Y

EBITDA

Rs. 7,418

20.7% Y-o-Y

PBT

Rs. 5,262

24.1% Y-o-Y

Net Profit

Rs. 3,932 *

24.0% Y-o-Y

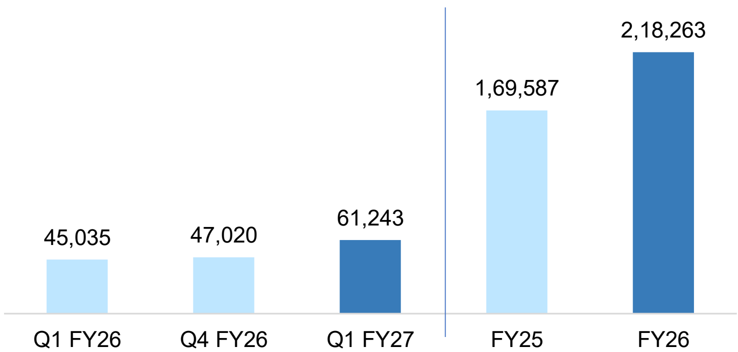
* Consolidated Figure

Q1 FY27 Performance Trends

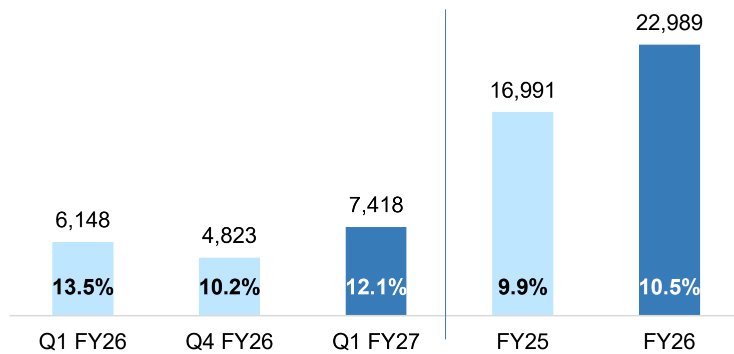
(In Rupees Million)

Q1 FY27 Revenue from Operations increased by 36.0% Y-o-Y and EBITDA by 20.7% Y-o-Y

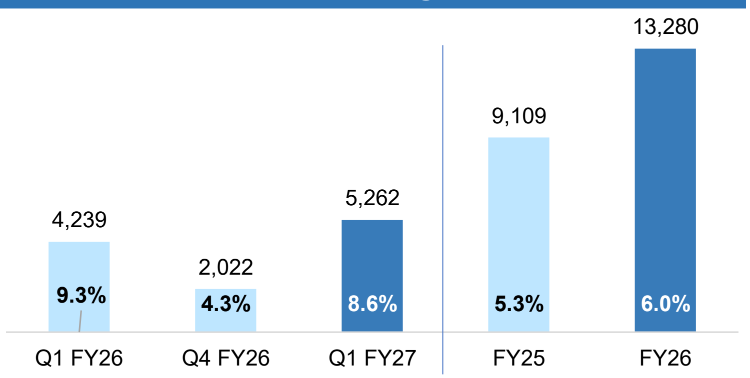
Revenue from Operations



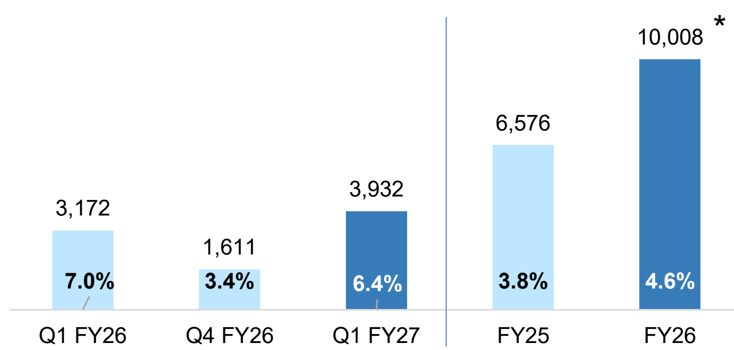
EBITDA and Margins



PBT and Margins



Net Profit and Margins



* Consolidated Figure

Financial Performance Summary

(in Rupees Million)

Particulars	Q1 FY2027	Q1 FY2026	Y-o-Y Growth(%)	Q4 FY2026	Q-o-Q Growth(%)	FY 2026	FY 2025	Y-o-Y Growth(%)
Revenue from Operations	61,243	45,035	*36.0%*	47,020	*30.2%*	2,18,263	1,69,587	*28.7%*
Other Income	216	341	*(36.7)%*	398	*(45.9)%*	1,466	1,480	*(1.0)%*
Total Income	**61,458**	**45,376**	***35.4%***	**47,418**	***29.6%***	**2,19,729**	**1,71,067**	***28.4%***
Cost of Material Consumed	35,554	24,852	*43.1%*	33,246	*6.9%*	1,32,475	1,03,039	*28.6%*
Purchase of Trading goods	18,573	15,312	*21.3%*	3,200	*nm*	39,570	17,700	*nm*
Changes in Inventories of Finished Goods, W-I-P & Stock in Trade	(9,419)	(9,371)	*nm*	(2,615)	*nm*	(10,719)	(1,601)	*nm*
Employee benefits expense	872	802	*8.7%*	882	*(1.2)%*	3,367	3,206	*5.0%*
Other expenses	8,460	7,633	*10.8%*	7,883	*7.3%*	32,048	31,733	*1.0%*
EBITDA	**7,418**	**6,148**	***20.7%***	**4,823**	***53.8%***	**22,989**	**16,991**	***35.3%***
Margin	***12.1%***	***13.5%***		***10.2%***		***10.5%***	***9.9%***	
EBIT	6,361	5,287	*20.3%*	3,565	*78.4%*	18,957	13,548	*39.9%*
Margin	*10.4%*	*11.7%*		*7.6%*		*8.6%*	*7.9%*	
Exceptional items	218	-		19		(394)	-	
PBT	**5,262**	**4,239**	***24.1%***	**2,022**	***nm***	**13,280**	**9,109**	***50.1%***
Margin	***8.6%***	***9.3%***		***4.3%***		***6.0%***	***5.3%***	
Reported Profit After Tax*	**3,932**	**3,172**	***24.0%***	**1,611**	***nm***	**10,008**	**6,576**	***52.2%***
Margin	***6.4%***	***7.0%***		***3.4%***		***4.6%***	***3.8%***	
Basic EPS	3.78	3.05	*23.9%*	1.50	*nm*	9.60	6.39	*50.2%*

Notes:
1. EBITDA includes Other Income
2. All Margins are calculated on Total Income
3. * Consolidated figure

PPL Competitive Advantages

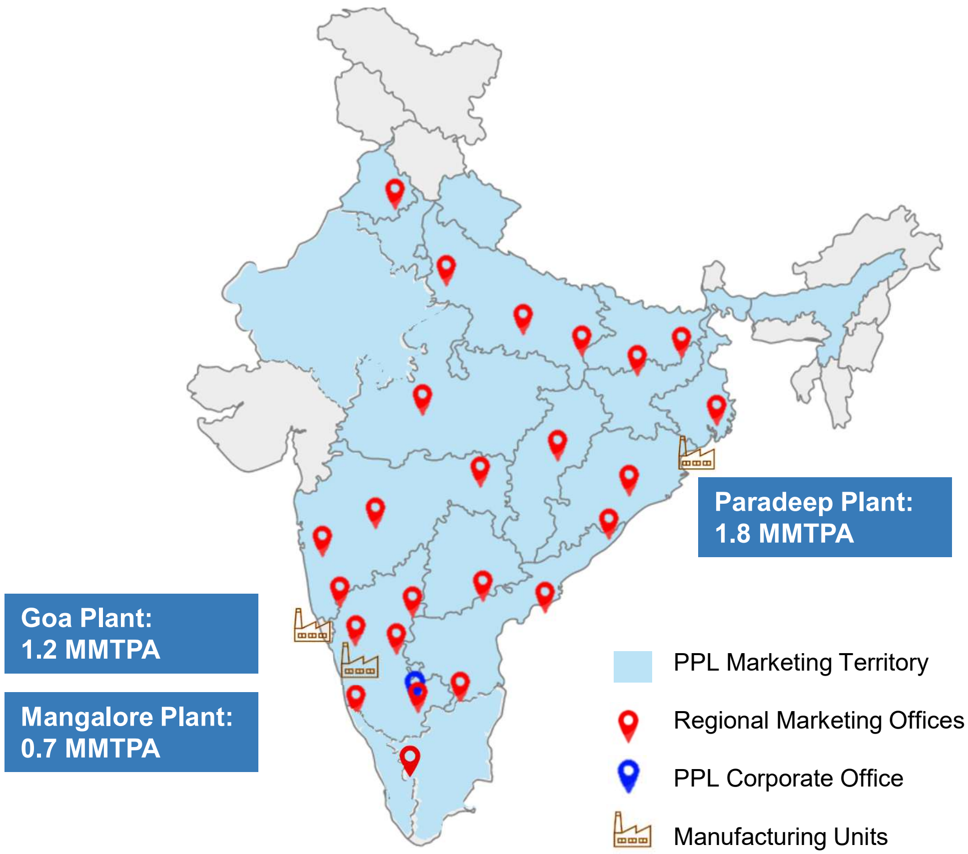
Integrated phosphatic fertilizer player with a diversified product portfolio, strong distribution network and strategic capacity expansion, driving sustainable long-term growth

1	India's leading private sector phosphatic fertilizer company with an installed capacity of 3.7 MMTPA across three strategically located manufacturing facilities, serving key agricultural markets across East, West, Central and South India
2	Integrated manufacturing platform with progressive backward integration in phosphoric acid, sulphuric acid and ammonia, enhancing supply security, improving cost competitiveness and supporting sustainable margin expansion. Sulphuric acid capacity increased by 45% in FY26, while phosphoric acid capacity expansion to 1.0 MMTPA is underway
3	Well-diversified product portfolio comprising DAP, multiple value-added NPK grades, Urea and industrial products, enabling the Company to cater to diverse crop nutrient requirements while increasing contribution from higher-margin specialty fertilizer segments
4	Extensive distribution network reaching over 12 million farmers through 100,000+ retailers across 18 states, supported by trusted brands 'Jai Kisaan Navratna' and 'Jai Kisaan Mangala', driving strong market penetration and customer loyalty
5	Operational excellence demonstrated through production of 3.67 million tonnes in FY26 with nearly 100% capacity utilisation, reflecting manufacturing efficiency and strong execution capabilities
6	Focused strategy towards value-added fertilizers, with NPK (including TSP) sales increasing 22% YoY to 2.46 million tonnes in FY26, supporting an improved product mix and stronger profitability
7	Growth-led capital allocation through phased capacity expansion, including phosphoric acid debottlenecking and additional backward integration projects, strengthening long-term earnings visibility while enhancing operational efficiencies
8	Disciplined sourcing strategy, integrated operations and supply chain capabilities enable the Company to effectively navigate raw material volatility while maintaining industry-leading EBITDA per tonne and resilient operating performance
9	Strong commitment to sustainability, reflected in an S&P Global ESG Score of 76 and ranking amongst the top 2% of the global chemicals sector, reinforcing the Company's position as a responsible and future-ready fertilizer manufacturer

- Leading Private Sector Phosphatic Fertilizer Platform
- Integrated Manufacturing & Backward Integration Driving Margins
- Pan-India Distribution with Strong Farmer Connect
- Value-added Product Mix Supporting Profitable Growth
- Capacity Expansion & Operational Excellence Driving Long-term Value

PPL Sales and Distribution Strength

PPL is present pan-India and its continuous channel engagement enhances brand equity and customer loyalty



Market Presence	PPL
States Covered	18
Regional Marketing Offices	25
Stock Points	669
No. of Dealers	7,000
No. of Retailers	1,00,000
Farmers Covered	12 Mn

PPL Product Portfolio

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

Core Products

NPK 20:20:0:13

NPK 19:19:19

NPK 10:26:26

NPK 12:32:16

NPK 28:28:0

DAP 18:46:0

NPK 14:35:14

Urea 46:0:0

MOP 0:0:60

TSP 0:46:0

Recent Launches

Nano Urea

Nano DAP

Ammonium Sulphate
20.5:0:0:23

Soil Conditioners

Zypmite Plus

Maha Zympite

In addition to fertilizers, PPL has an industrial portfolio of chemicals, ABC and SNF

For more details of our products, please visit : https://www.paradeepphosphates.com/brands-and-products

Farmer Engagement & Brand Development (1/2)

A summary of our extensive brand development activities across farmers, dealers and retailers

BTL Activities Organized	
Activity	**Q1 FY27**
Retailer Meetings	55
Farmer Meetings	1,964
Demonstrations	177
Crop Seminar	54
FPO Farmer meetings	372

Theme of BTL Activities

- During Q-1 of FY 26-27, the BTL activities have mainly focused on Farmer Meetings, FPO Farmer Meetings, Retailer Meetings, Demonstrations and participation in Agri fairs
- Our focused products – Jai Kisaan Navratna 20:20:0:13, JKN Nano Shakti Nano DAP and JKN TSP 46% P
- PPL participated in the Krishi Mahotsav Pradarshani Evam Prashikshan exhibition organized by the Ministry of Agriculture & Farmers' Welfare at Raisen, Madhya Pradesh, from 11–13 April 2026.
- Other exhibitions with PPL Participation - Tenali Market National Cattle feed Agri Exhibition, organized by govt. of Andhra Pradesh, exhibition by Kanara Industrial Association, Mangaluru and Krishi Mela organized by Vijayavani, a leading Kannada newspaper


Farmer Engagement & Brand Development (2/2)

A summary of our extensive brand development activities across farmers, dealers and retailers

Participated in the Krishi Mahotsav Pradarshani Evam Prashikshan exhibition organized by the Ministry of Agriculture & Farmers' Welfare at Raisen, Madhya Pradesh, from 11–13 April 2026.

Shri Shivraj Singh Chouhan, Honorable Minister of Agriculture and Farmers' Welfare, visited the PPL stall and engaged in interactions with officials and farmers.

Participated in Tenali Market National Cattle feed Agri Exhibition, organized by govt. of Andhra Pradesh at Guntur, from 1–4 April 2026

Participated in the exhibition organized by the Kanara Industrial Association, Mangaluru, held from 1st to 3rd May at Mangaluru.

Around 5,000 progressive farmers from Dakshina Kannada and Udupi districts, along with industry experts, attended the exhibition.

Participated in the Krishi Mela organized by Vijayavani, a leading Kannada newspaper, held from 1 to 3 May in Mysuru, Karnataka.

The event was inaugurated by the Honorable Karnataka State Agriculture Minister, Mr. Chaluvanarayanaswamy.

Around 25,00 farmers from Mysuru, Mandya, & Kodagu districts attended the exhibition.

Sustainability & ESG at PPL

ESG at PPL is a blend of GRI benchmarking, new policies & initiatives, reporting, rating and governance

Financial Year	Key Actions & Milestones
FY2025-26	- Published 4th **ESG Report** for FY 24-25, externally assured by TUV India - S&P Global CSA Score of 76 (Top 2% globally in Chemical Sector) - Only Indian Fertilizer Company to be in S&P Sustainability Yearbook Member-2025
FY2024–25	- Achieved **S&P CSA score** of **75** (↑24-point jump, **top 2% globally in chemicals sector**) - Published **3rd ESG Report** for FY 23-24 - Implemented new ESG initiatives across all pillars of E, S and G like: Climate Risk Assessment, Life Cycle Analysis of key products, Supplier ESG Assessment , Human Rights Due Diligence, ESG Policies and Targets, External Assurance on ESG Report
FY2023–24	- Achieved **S&P CSA score 51** (Top 25% globally in chemicals sector) - Published **2nd ESG Report** for FY 22-23 - Published **2nd BRSR Report** (voluntary, best practice) for FY 23-24
FY2022–23	- Published **1st BRSR Report** (voluntary, best practice) for FY 22-23 - Implemented ESG Policies - Conducted Water Stress & Biodiversity Assessments - Introduced Supply Chain ESG Framework
FY2021–22	- **Initiated** ESG & Sustainability journey (integrated with corporate strategy) - Conducted **Materiality Assessment** - **GHG Accounting** (Scope 1, 2, 3) - Published **1st ESG Report** (mapped to GRI, SASB, UN SDG) for FY 21-22

Paradeep Site: A Crucial Habitat for Migratory Birds

The Paradeep site, spanning 2,280 acres, is a vital habitat for over 30,000 migratory birds from more than 50 species annually. It offers diverse habitats like wetlands, grasslands, and woodlands, supporting avian biodiversity and ecological research. These birds, traveling long distances from around the world, help maintain ecological balance through seed dispersal, pollination, and insect control.

ESG Report FY2021 - 2022 , ESG Report FY2022 – 2023 , BRSR Report FY2022-2023 , ESG Report FY 2023-24, BRSR Report FY 2023-24, PPL Digital ESG Profile
ESG Report FY2024-2025, BRSR Report FY2024-25

CSR at PPL

We integrate our CSR into our strategy, linking it with sustainability and social impact. Through effective communication, we strengthen our brand identity, while aligning business goals with societal benefits

Vision	Mission
To be the trusted partner towards inclusive Community Empowerment and Growth	To ideate and implement need based solutions leading to sustainable community development

Healthcare & Wash

7,155 lives touched

- Improved community health through Mobile HealthCare Units and safe water initiatives
- Expanded access to primary healthcare, TB nutrition support and sanitation services

Environment Sustainability / Biodiversity

6,306 lives touched

- Strengthened water conservation and climate resilience through sustainable resource management
- Promoted afforestation, waste management, biodiversity conservation and green initiatives

Community Empowerment

1,184 lives touched

- Strengthened women's SHGs through livelihood, entrepreneurship and skill development programs.
- Improved financial independence by promoting income-generating opportunities.

Education

500 lives touched

- Enhanced learning through school infrastructure, AI & Robotics labs and digital education
- Enabled scholarships, early learning and future-ready skill development for students

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.

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