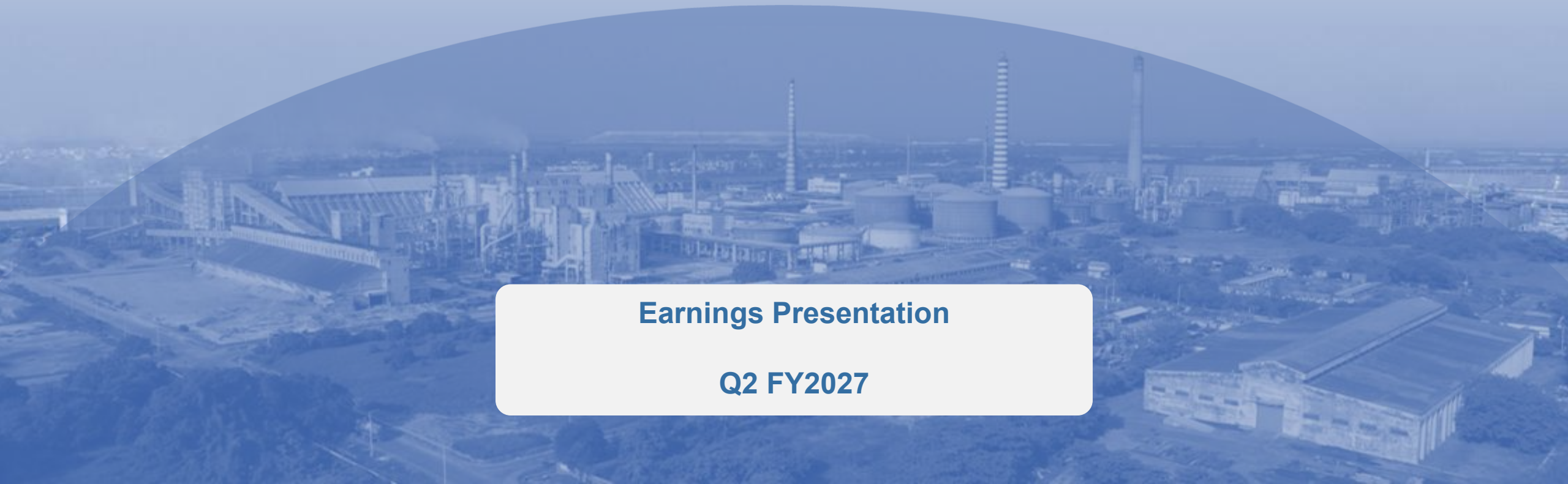
Paradeep Phosphates

www.paradeepphosphates.com

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Nourishing the Future - Feeding the Nation



Earnings Presentation

Q2 FY2027

Overview of PPL

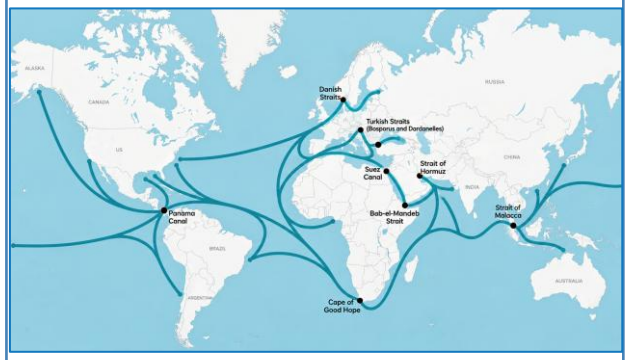
- Paradeep Phosphates Limited (PPL) is India's leading private sector phosphatic fertilizer company with a capacity of 3.7 MMTPA
- The Paradeep plant (1.8 MMTPA) can produce DAP and various NPK grades, while the Goa plant (1.2 MMTPA) can produce unique NPK grades (0.8 MMTPA) and Urea (0.4 MMTPA) and 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 11 million farmers through a wide distribution network of over 100,000 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

Q2 and H1 FY27 Production

(Production Volumes in MT)

Q2 FY27		H1 FY27		Comments
Total Fertilizers	**DAP**	**Total Fertilizers**	**DAP**	
581,343 MT	151,530 MT	1,347,323 MT	390,449 MT	Zypmite: • Q2 FY27: 11,205 MT, (28.5)% Y-o-Y; • H1 FY27: 24,250 MT, (10.1)% Y-o-Y Sulphuric Acid: • Q2 FY27: 367,121 MT, 25.2% Y-o-Y; • H1 FY27: 753,369 MT, 28.8% Y-o-Y
(42.2)% Y-o-Y	**29.2% Y-o-Y**	**(27.5)% Y-o-Y**	**37.0% Y-o-Y**	
Total NPK	**Urea**	**Total NPK**	**Urea**	
185,279 MT	244,534 MT	504,082 MT	452,792 MT	Ammonia: • Q2 FY27: 154,589 MT, 2.9% Y-o-Y; • H1 FY27: 294,388 MT, 0.6% Y-o-Y Phosphoric Acid: • Q2 FY27: 97,600 MT, (18.9)% Y-o-Y; • H1 FY27: 217,970 MT, (6.5)% Y-o-Y;
(71.6)% Y-o-Y	**3.4% Y-o-Y**	**(54.3)% Y-o-Y**	**(3.7)% Y-o-Y**	

Q2 and H1 FY27 Sales Volumes

(Sales Volumes in MT)

	Q2 FY27	H1 FY27	Comments
Total Fertilizers	1,014,488 MT **(25.1)% Y-o-Y**	1,999,630 MT **(12.9)% Y-o-Y**	Nano DAP: • Q2 FY27: 198 KL, (48.7)% Y-o-Y; • H1 FY27: 694 KL, 0.3% Y-o-Y MOP: • Q2 FY27: 75,872 MT, 87.6% Y-o-Y; • H1 FY27: 140,587 MT, 97.1% Y-o-Y
DAP (including traded DAP)	322,283 MT **21.2% Y-o-Y**	567,472 MT **33.8% Y-o-Y**	
Total NPK (Including AS, TSP, SSP & MOP)	445,138 MT **(47.6)% Y-o-Y**	988,446 MT **(29.3)% Y-o-Y**	TSP: • Q2 FY27: 99,607 MT, (37.5)% Y-o-Y; • H1 FY27: 123,512 MT, (24.4)% Y-o-Y Traded Products: (includes TSP, DAP, MOP, AS and N-15) • Q2 FY27: 380,777 MT, 12.7% Y-o-Y; • H1 FY27: 506,151 MT, 35.7% Y-o-Y
Urea	247,066 MT **3.0% Y-o-Y**	443,713 MT **(6.3)% Y-o-Y**	

Management Commentary



Mr. N Suresh Krishnan
Managing Director and CEO

In H1 27, the Company has achieved a Turnover of Rs 13,488 Cr higher by 19%, EBIDTA of Rs 1,173 Cr. Despite the global uncertainty, particularly sulphur pricing/ availability and impact of the Rabi notification is yet to be factored in, the company delivered the EBITDA/ton for H1 of INR 5,866 vis a vis INR 5,719 of H1 FY 26 . We have been able to achieve sales volume of 1 Mn in Q2 FY 27 and 2 Mn tons in H1 FY 27 despite subdued monsoon in the country.

During Q2, we launched JAI KISAAN NAVRATNA CROPFIT for sugarcane cultivation in Karnataka and incorporated Fertilizer Innovation Foundation India to support research and sustainable agricultural practices. These initiatives reflect our commitment to manufacturing diversification, innovation and improved farm productivity, while creating long-term shareholder value.

We continue to invest in expansion projects and our key expansion project of Phos Acid expansion (Phase 1) from 500,000 MTPA to 700,000 MTPA at Paradeep is on track. The public hearing for the environmental approval for the capex program at Paradeep has been completed and we are expecting to receive environmental approvals shortly

The energy efficiency improvement project at Goa has been completed and the energy consumption has been optimized by 0.3 GCcal/MT of Urea.

Looking ahead, we believe the global uncertainty will prevail and we will remain committed to deliver consistent performance through integrated supply chain and value added product mix optimization.

Q2 and H1 FY27 Financial Highlights

(In Rupees Million)

Q2 FY27

Total Income

Rs. 73,818

6.8% Y-o-Y

EBITDA

Rs. 4,312

5.8% Margin

PBT

Rs. 1,642

2.2% Margin

Net Profit

Rs. 1,224

1.7% Margin

H1 FY27

Total Income

Rs. 135,276

18.1% Y-o-Y

EBITDA

Rs. 11,730

8.7% Margin

PBT

Rs. 6,904

5.1% Margin

Net Profit

Rs. 5,156

3.8% Margin

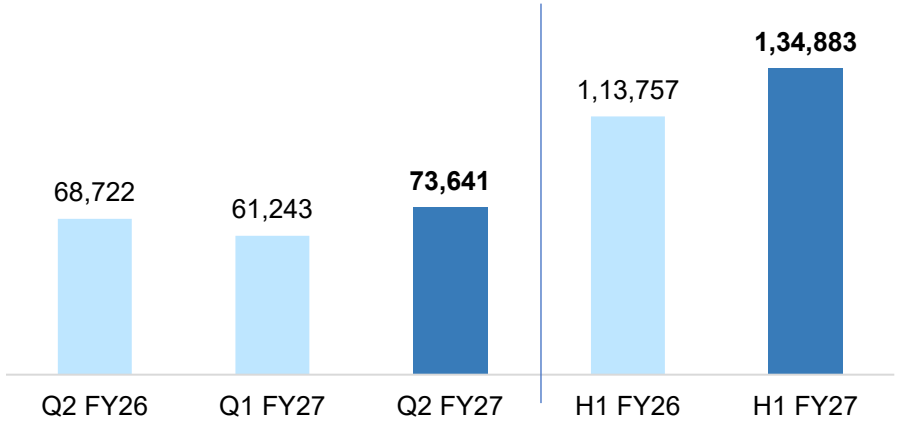
1. *EBITDA includes other income

Q2 and H1 FY27 Performance Trends

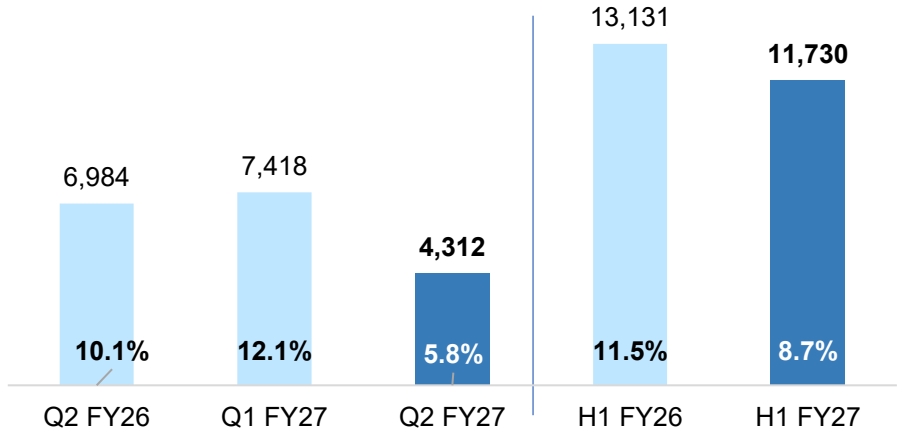
Q2 FY27 Revenue from Operations increased by 7.2% Y-o-Y
H1 FY27 Revenue from Operations increased by 18.6% Y-o-Y

(In Rupees Million)

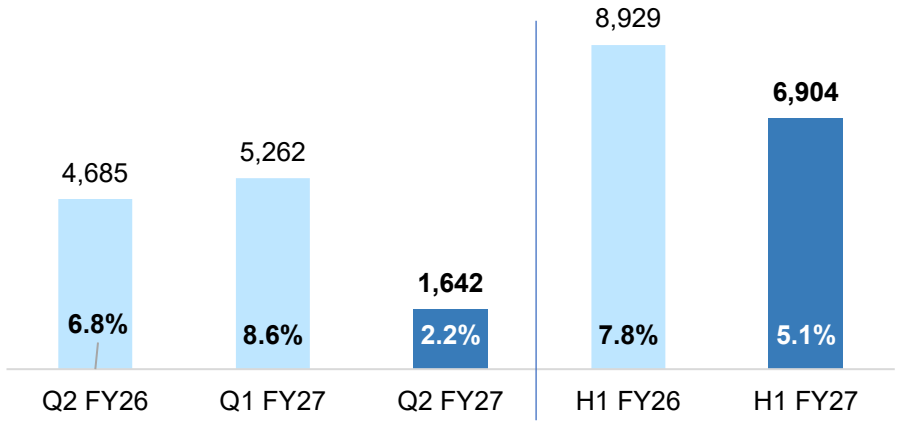
Revenue from Operations



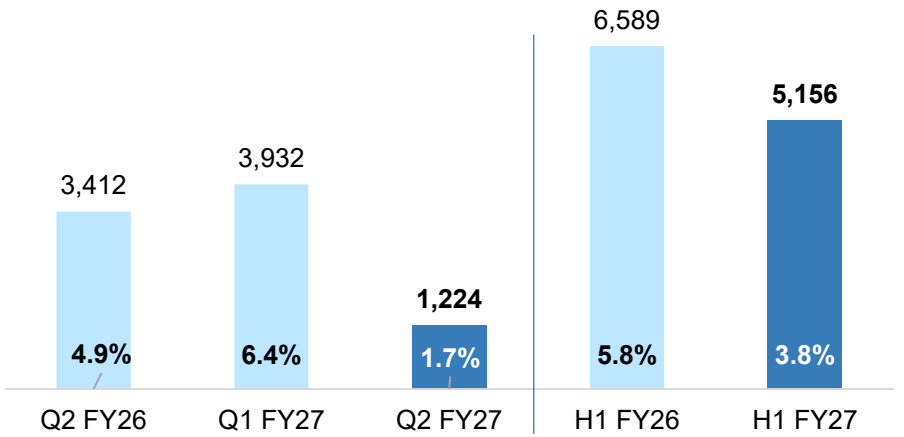
EBITDA and Margins



PBT and Margins



Net Profit and Margins



Financial Performance Summary

(in Rupees Million)

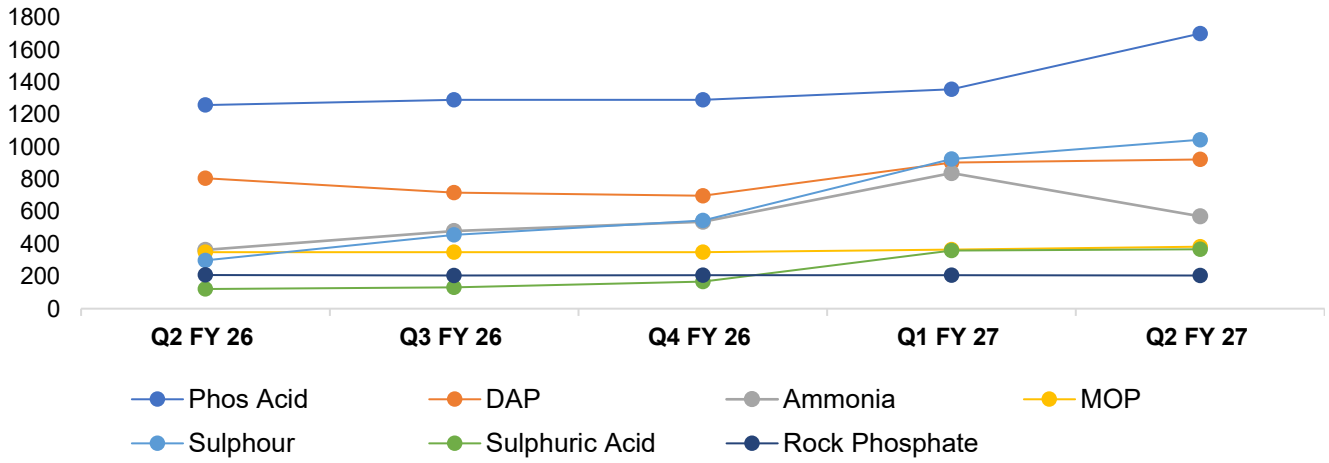
Particulars	Q2		Y-o-Y	Q1	Q-o-Q	H1		Y-o-Y
	FY2027	FY2026	Growth(%)	FY2027	Growth(%)	2027	2026	Growth(%)
Revenue from Operations	73,641	68,722	*7.2%*	61,243	*20.2%*	134,883	113,757	*18.6%*
Other Income	178	417	*(57.4)%*	216	*(17.7)%*	393	758	*(48.1)%*
Total Income	**73,818**	**69,139**	***6.8%***	**61,458**	***20.1%***	**135,276**	**114,515**	***18.1%***
Cost of Material Consumed	31,694	32,366	*(2.1)%*	35,554	*(10.9)%*	67,248	57,219	*17.5%*
Purchase of Trading goods	33,562	19,801	*69.5%*	18,573	*80.7%*	52,135	35,113	*48.5%*
Changes in Inventories of Finished Goods, W-I-P & Stock in Trade	(5,490)	445	*nm*	(9,419)	*(41.7)%*	(14,908)	(8,926)	*67.0%*
Employee benefits expense	837	819	*2.1%*	872	*(4.1)%*	1,709	1,622	*5.4%*
Other expenses	8,903	8,724	*2.1%*	8,460	*5.2%*	17,363	16,357	*6.2%*
EBITDA	**4,312**	**6,984**	***(38.3)%***	**7,418**	***(41.9)%***	**11,730**	**13,131**	***(10.7)%***
Margin	***5.8%***	***10.1%***		***12.1%***		***8.7%***	***11.5%***	
EBIT	3,222	6,088	*(47.1)%*	6,361	*(49.4)%*	9,583	11,375	*(15.8)%*
Margin	*4.4%*	*8.8%*		*10.4%*		*7.1%*	*9.9%*	
Exceptional items	0	0	*nm*	(218)	*nm*	(218)	0	*nm*
PBT	**1,642**	**4,685**	***(65.0)%***	**5,262**	***(68.8)%***	**6,904**	**8,929**	***(22.7)%***
Margin	***2.2%***	***6.8%***		***8.6%***		***5.1%***	***7.8%***	
Reported Profit After Tax	**1,224**	**3,412**	***(64.1)%***	**3,932**	***(68.9)%***	**5,156**	**6,589**	***(21.8)%***
Margin	***1.7%***	***4.9%***		***6.4%***		***3.8%***	***5.8%***	
Basic EPS	1.16	3.29	*(64.7)%*	3.78	*(69.3)%*	4.94	6.35	*(22.2)%*

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

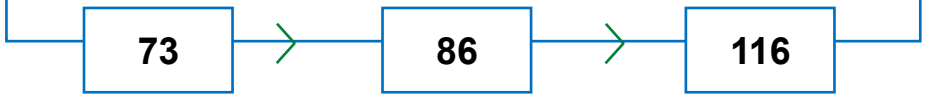
Global Uncertainties , Supply Chain Disruptions Leading to Elongated Working Capital Cycle

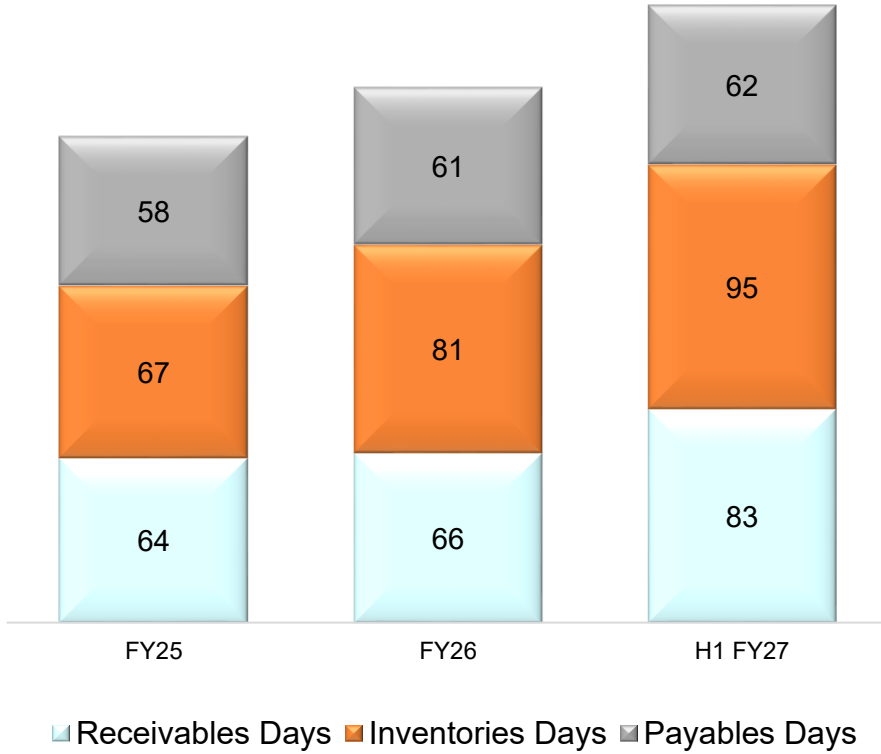
(Rs. Million)	FY25	FY26	H1 FY27
Long Term Debt	8,531	8,158	9,980
Short Term Debt	42,103	60,565	88,492
Total Debt	**50,634**	**68,723**	**98,472**
(-) Cash & Cash Equivalents	13,054	4,092	4,812
Net Debt	**37,580**	**64,454**	**93,661**
Total Equity	58,750	67,827	71,448
Net Debt/Equity (x)	0.64	0.95	1.31

CFR India Prices (US$/ton)**



Net Working Capital Days





Receivables Days = Average Trade Receivables / Revenue * 365 ; Payable Days = Average Trade Payable / COGS * 365 ; Inventory Days = Average Inventory / COGS *365

* Cash and Cash Equivalents additionally encompasses investments, bank balances

** These are indicative published prices and are not actual for the company

PPL Competitive Advantages

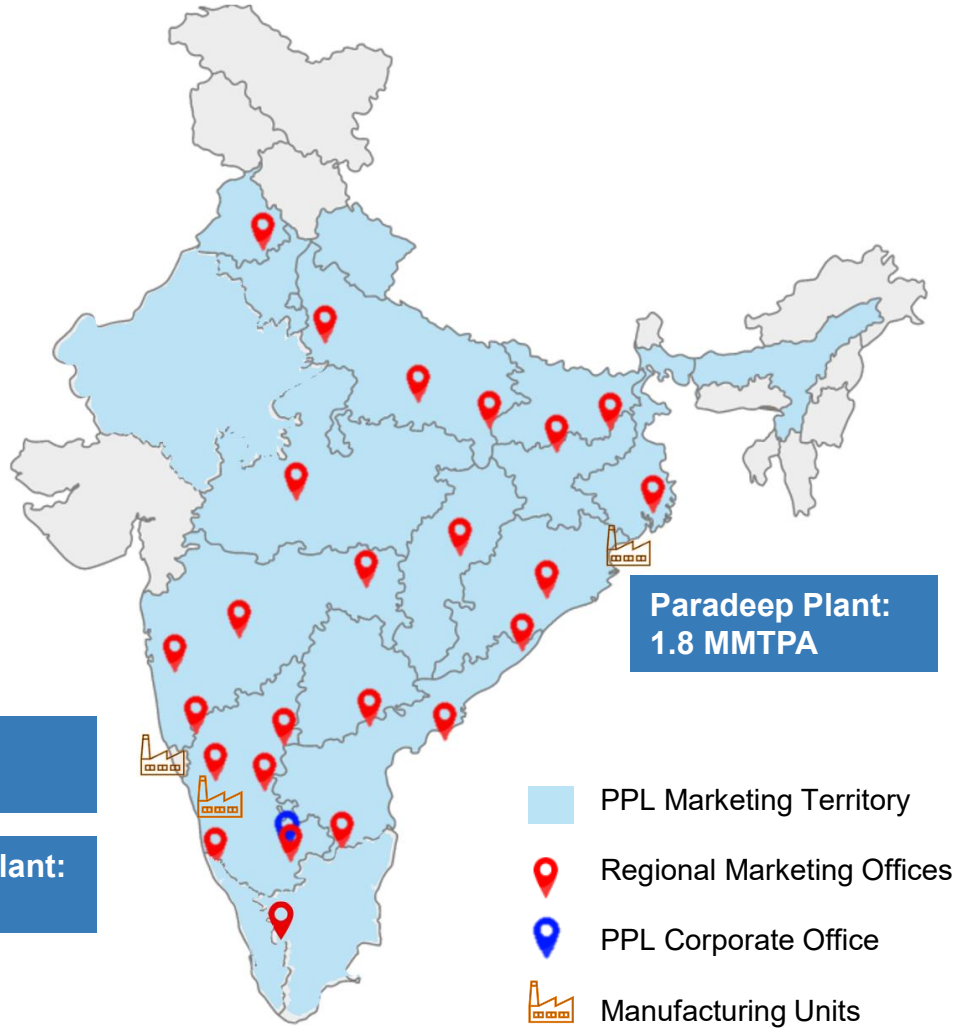
Integrated phosphatic fertilizer player with a diversified product portfolio, strong distribution network and strategic capacity expansion, driving sustainable long-term growth

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 11 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	666
No. of Dealers	7,000
No. of Retailers	100,000
Farmers Covered	11 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 Zypmite

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

Theme of Brand Development Activities

- Promote our key products: Jai Kisaan Navratna (JKN) TSP 46% P, JKN NPS 20:20:0:13, JKN Nano Shakti DAP and JKN NPK 19:19:19

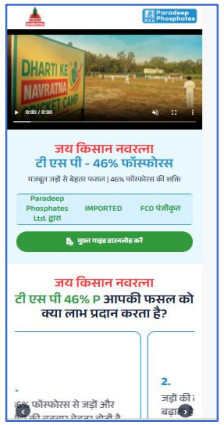
- Digital campaign aims to educate farmers with product specific multi-lingual landing pages to generate leads. The campaign achieved the following numbers:
  - **126.5 Mn Impressions**
  - **13.9 Mn Reach**
  - **878 K Clicks**
  - **2.9 Mn Video Views**
  - **15 Mn Engagements**

BTL Activities Organized

Activity	Q2FY27 Target	Q2FY27 Actual	H1FY27 Target	H1FY27 Actual
Retailer Meetings	76	76	133	131
Farmer Meetings	2,064	2,228	4,083	4,192
Demonstrations	1,248	1,248	1,317	1,425
Crop Seminar	102	102	145	156
FPO Farmer meetings	516	434	745	806
Viksit Bharat Sankalp Yatra	1,600	1,602	1,275	1,686
Wall Paintings (sq ft)	91,000	91,000	97,000	1,01,000
Shop Paintings	200	200	220	300









Landing Pages

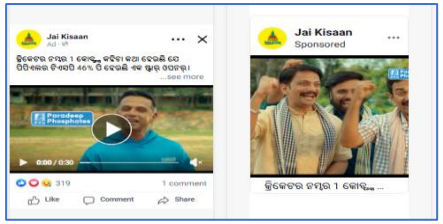












Farmer Engagement & Brand Development (2/2)

Jai Jawan Jai Kisaan
15th August, 2026, 80th Independence Day





Zone	No. of events organized	No. of participating dealers/ retailers	No. of participating farmers	No. of participating KVK Scientists	No. of participating ex-servicemen Farmers	No. of trees for planted
East Zone I	37	93	4,151	3	61	5,691
East Zone II	21	36	1,469	7	30	2,281
North Zone	44	116	4,297	8	76	5,374
South Zone I	38	58	4,336	3	93	7,761
South Zone II	22	56	2,200	3	160	3,206
West Zone	33	62	3,418	16	154	7,192
Total	**195**	**421**	**19,871**	**40**	**574**	**31,505**

- Every year, PPL celebrates **Jai Jawan Jai Kisaan Diwas** across all its marketing territories, on the occasion of India's Independence Day
- On 15th August '26, PPL celebrated India's 80th Independence Day, with the theme – '**Jai Jawan Jai Kisaan – Protectors of our borders, Nurturers of the Nation' (जय जवान जय किसान – सरहद के पहरेदार, देश के पालनहार)**
- **195** programmes were organized and were participated by **19,871** farmers, **421** dealers/retailers, **40** KVK scientists, **574** ex-servicemen farmers (who were felicitated)
- **A major highlight of this year's Jai Jawan Jai Kisaan Diwas was mass tree plantation** and awareness generation for creating green cover and propagation of avenue plantation among the participating farmers
- **Tree Plantation Drive** was undertaken in **195** adopted Jai Kisaan Navratna villages where the **Jai Jawan Jai Kisaan** events were organized. A total of **31,505 tree saplings** were planted













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
FY2026-27	- Published **5th ESG Report** for FY 25-26, externally assured by TUV India - Published **5th BRSR Report** for FY 25-26 (Statutory), externally assured by TUV India - "Cradle to Grave" LCIA carried out for 5 Nos PPL Products carried out (in addition to 3 Nos. already carried out) - Participated in the S&P CSA Ratings for FY 25-26 – Assessment Result awaited
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

Units	Key Highlights
Paradeep	- Electrification of Machinery Drives - Net Exporter of Electricity into the Grid - Rainwater Water Catchment, 100,000 m^3 Lined Pond - Circular Economy, Phosphogypsum Use in National Highway Construction - Bird Census - 23,000 Nos. Trees Plantation - Moving towards Zero Fossil Fuel Use, Steam Fired Air Preheater for Drying in Granulation Trains
Goa	- Urea Energy Efficiency Improvement Project, Conservation of Natural Resources
Mangalore	- Commissioning of New Sulphuric Acid Plant, It's Steam Used in Ammonia-Urea Complex, Reduction in Gas Firing in Auxiliary Boiler/Reduction in Specific Energy Consumption - 2.36 MWp Floating Solar Power Plant on Raw Water Reservoirs - 5.83 MWh: Hybrid Solar/Wind Group Captive Power Plant



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
- Paradeep, Goa & Mangalore Units will consume 75,000 MT, 25,000 MT and 15,000 MT of Green Ammonia in Phosphatic Complex: Fixed Price for 10 Years – SECI Tender

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, BRSR Report FY2025-26

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

49,231

lives touched this quarter

BY LOCATION

Paradeep	29,239
Goa	11,562
Mangalore	8,430

OUR VISION

To be the trusted partner towards inclusive Community Empowerment and Growth

OUR MISSION

To ideate and implement need based solutions leading to sustainable community development.

Where Our Impact Landed

Lives touched by focus area, with share of the quarter's total



Environment & Biodiversity

12,905 lives — **26%**

- 60 solar street lights for 5,600 households; 600 fruit saplings planted
- Village waste management in Goa and 7 Swachhata Hi Seva cleanliness drives



Rural Development

11,650 lives — **24%**

- Flood relief for 10,000+ households in Jagatsinghpur and Kendrapada
- Community hall revived in Goa; electric poles for fishing communities



Healthcare & Wash

10,645 lives — **22%**

- Mobile Healthcare Units: 6,256 patients this quarter (13,411 cumulative)
- Nutrition for 100+ TB patients; safe drinking water for 59 households



Community Empowerment

9,642 lives — **20%**

- Women's SHGs: 5,000 cotton bags in Goa; horticulture and mushroom units for 90 women
- Public toilet at Karinje, Mangalore; e-three-wheeler and computers for institutions



Education

4,389 lives — **9%**

- Anganwadi, learning centre and library opened; 5 Anganwadis going for ISO 9001
- 15-desktop computer lab for 350+ students; smart boards and uniforms in Goa

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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