

REDEFINING VALUE REINVENTING BUSINESS

ANNUAL
REPORT
2021-22



DEEPAK FERTILISERS
AND PETROCHEMICALS
CORPORATION LIMITED

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Disclaimer

In this Annual Report, we have disclosed forward-looking information to enable investors to comprehend our prospects and take informed investment decisions. This report may contain forward-looking statements that set out anticipated results based on the management's plans and assumptions. We have tried, wherever possible, to identify such statements by using words such as 'anticipate', 'estimate', 'expects', 'projects', 'intends', 'plans', 'believes', and words of similar substance in connection with any discussion of future performance. We cannot guarantee that these forward looking statements will be realised, although we believe we have been prudent in our assumptions. The achievement of results is subject to risks, uncertainties and even inaccurate assumptions. Should known or unknown risks or uncertainties materialise, or should underlying assumptions prove inaccurate, actual results could vary materially from those anticipated, estimated or projected. Readers should bear this in mind. We undertake no obligation to publicly update any forward-looking statements, whether as a result of new information, future events or otherwise.

Redefining Value ...

Reinventing Business

Things around us are changing faster than one can imagine. This fast-paced change has been keeping us, at Deepak Fertilisers And Petrochemicals Corporation Limited (DFPCL), on our toes. From redefining value through our improved and innovative offerings, to reinventing our business to serve our customers better, we have been on a continuous journey of transformation and growth.

We are **Redefining Value... Reinventing Business** to emerge as a customer-led and solutions-driven Company. At DFPCL, we are committed towards developing sustainable solutions for our customers and aligning our offerings to the nation's demand.

Our transformational journey is on the path of redefining value for all our stakeholders and the organisation itself. It is about nurturing the inherent capabilities and reinventing business to innovate and develop products and solutions that cater to every specific requirement of the ever growing and evolving market demands.



महात्मा

नजर ठेवा उद्यावर





Sealing customer stickiness. **Redefining the solutions quotient.**

At DFPCL, we are led by the “Voice of Customer”. All our offerings across our business segments are developed with the aim to enhance the value and solutions quotient for our customers to realise higher goals.

Our path from ‘products’ to ‘solutions’, and from ‘commodity’ to ‘specialty’ is driven by the motto to innovate and develop products and solutions that deliver holistic value and improve customer satisfaction. This has led us to cater to specific requirements of our customers, and strengthen their trust and confidence in us.

We believe in evolving business models and opportunities. And this has led us to tap newer opportunities across segments and enter into distinct ones with confidence.

Crop specific nutrient products such as “Croptek” and “Solutek” range of fertilisers and Total Cost of Ownership (TCO) studies in Mines and Infrastructure projects are some of our initiatives that speak loud of our efforts towards redefining value and reinventing our business. These steps have enabled us to further strengthen our bond with our customers to become more consumer and solution oriented.







We are **DFPCL**

Deepak Fertilisers And Petrochemicals Corporation Limited (DFPCL) is one of India's leading chemicals and fertilisers producer. Headquartered in Pune, Maharashtra, we are engaged in the manufacturing of Industrial Chemicals (Nitric Acid, Iso Propyl Alcohol, Methanol and Carbon Dioxide) Crop Nutrition (Nitro Phosphate, Nitrogen Phosphorous Potassium variants, Water Soluble Fertilisers and Bentonite Sulphur) and Mining Chemicals (Technical Ammonium Nitrate). Our value-added real estate (VARE) business has been growing steadily with India's first-of-its-kind home lifestyle centre called Creaticity in Pune in our portfolio.

At DFPCL, we believe in continuously redefining our business strategies, optimising competencies and innovating to build strong leadership position across our business operations. Over the years, we have strengthened our position to become the preferred and trusted partner for various set of customers in both B2B and B2C segment.

What Sets Us Apart

- More than 40 years of rich legacy
- Diversified chemicals & fertiliser solutions provider
- Serving India's critical sectors such as agriculture, pharmaceuticals, mining and infrastructure aligning well with India's growth story
- Diversified portfolio to meet ever-emerging needs of consumers across the globe
- Sustainable and robust leadership position across all business operations
- Most trusted chemicals and fertilisers manufacturer
- Providing value-added and innovative customer-centric products and solutions



Key Sectors Served

Industrial Chemicals (IC)

- Pharmaceuticals
- Nitro Aromatics
- Paints & Coatings
- Steel & Solar
- Inks & Adhesives
- Explosives
- Dyes
- Agrochemicals
- Cosmetics
- Health & Hygiene

Technical Ammonium Nitrate (TAN)

- Mining
- Infrastructure
- Explosives
- Pharmaceuticals

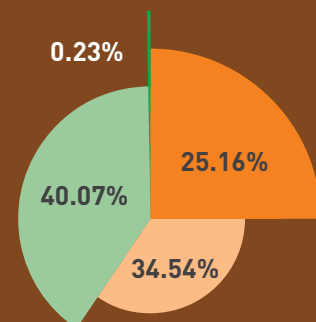
Crop Nutrition Business (CNB)

- Agriculture
- Horticulture

VARE

- Home Makers
- Interior Solution Seekers
- Architects & Interior Designers
- Food & Entertainment Patrons
- Art & Culture Enthusiasts

SEGMENTAL REVENUE FY2021-22





Core Products and Manufacturing Capacity (MT/yr)

INDUSTRIAL CHEMICALS (IC)

13,62,160 MTPA

Nitric Acid - Weak and Concentrated, IPA, Methanol & Liquid CO₂

- Concentrated Nitric Acid - Installed (Taloja & Dahej) - **2,31,000**
- Weak Nitric Acid - Installed (Taloja, Dahej & Srikakulam) - **8,88,960**
- Iso Propyl Alcohol - Installed (Taloja) - **70,200**
- Methanol - Installed (Taloja) - **1,00,000**
- Liquid CO₂ - Installed (Taloja) - **72,000**

TECHNICAL AMMONIUM NITRATE (TAN)

4,86,900 MTPA

Low Density Ammonium Nitrate, High Density Ammonium Nitrate & Ammonium Nitrate Melt

- Technical Ammonium Nitrate - Installed (Taloja) - **4,44,000**
- Technical Ammonium Nitrate - Installed (Srikakulam) - **42,900**
- Planned Additional Capacity (Odisha) - **3,76,000**

CROP NUTRITION BUSINESS (CNB)

11,85,720 MTPA

NP Fertiliser, NPK Fertiliser & Bentonite Sulphur

- Nitro Phosphate Fertiliser - Installed (Taloja) - **3,25,000**
- Nitrogen Phosphorous Potassium Fertiliser - Installed (Taloja) - **8,00,000**
- Bentonite Sulphur - Installed (Taloja & Panipat) - **60,720**

AMMONIA

- Installed (Taloja) - **1,28,700**
- Planned Additional Capacity (Taloja) - **5,00,000**

OUR LEADERSHIP POSITION

- Largest Manufacturer of Nitric Acid in South East Asia
- Leading manufacturer and marketer of Iso Propyl Alcohol (IPA) in India
- Only manufacturer of prilled TAN solids in India
- Only manufacturer of medical grade AN in India
- Only Manufacturer of NP prill 24:24:0 fertiliser in India
- Largest manufacturer of Bentonite Sulphur in India
- Market leader in specialty and water soluble fertilisers in India
- India's only manufacturer of crop specific nutrition products with multi micronutrients & nutrient unlock technology