

**EXCEPTIONAL  
TODAY**



**EXCITING  
TOMORROW**

A N N U A L   R E P O R T   2 0 2 2 - 2 3



**DEEPAK FERTILISERS  
AND PETROCHEMICALS  
CORPORATION LIMITED**



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# EXCEPTIONAL TODAY. EXCITING TOMORROW.

**While we built an exceptional today for DFPCL,  
we continue to invest in an exciting tomorrow.**

## **WE ARE EXCEPTIONAL TODAY.**

The word “exceptional” depicts our remarkable, financial and operational performance.

It encompasses our strengthened balance sheet; large-scale investment in Greenfield expansions; unlocking the potential of each business segment and creating strong independent strategic roadmaps for each of our business verticals within the larger Deepak Fertilisers And Petrochemicals Corporation Limited (DFPCL) brand umbrella.

The targeted commissioning of our world-class state-of-the-art ammonia plant in H2 FY24, with the world’s best technology, also catapults us in a different league of successful backward integration in line with “Make in India” drive.

“Exceptional” also signifies our operational excellence drive which is primarily focussed on production, cost optimisation, capacity utilisation and efficiency improvement. It also resonates with our focus and commitment at significantly improving customer experience, enhancing market share, and building a sustainable brand.

## **WE ALSO CONTINUE TO INVEST IN AN EXCITING TOMORROW.**

What prepares us for “exciting” times ahead is our stringent focus on aspects that ensure we remain competitive while maintaining leadership position across all our business verticals.

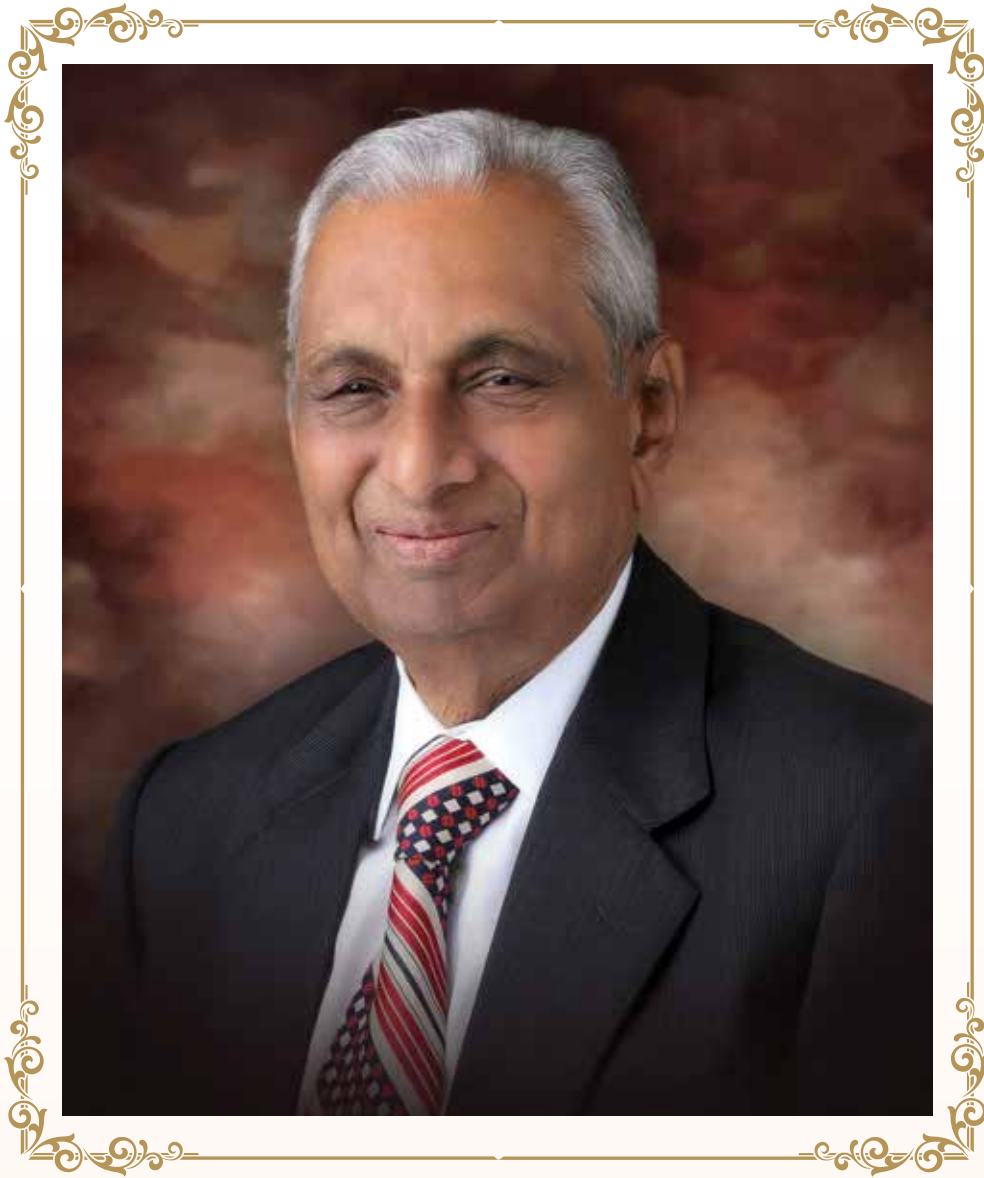
Our excitement also builds up with upcoming capacity expansion projects, enabling us to be among the world’s top players in

ammonium nitrate and nitric acid segments. With our continued thrust on value proposition, we are transitioning from a commoditised to a specialty business, from “customer” to “consumer-centric”, and from volume-focus to value-focus.

Long-term growth evokes a sense of enthusiasm as it remains underpinned by the flexibility in product mix, headroom for additional capacities, low cost debottlenecking opportunities, and further capacity expansion potential.

As we progress with our transformation journey, consolidating our market position through value creation, we look forward to even more “exciting” times ahead, partnering in India’s growth story.





## Late Shri Chimanlal Khimchand Mehta

April 6, 1932 – July 3, 2023

Founder and Chairman Emeritus, Deepak Group

अविनाशि तु तद्विद्धि येन सर्वमिदं ततम् ।  
विनाशमव्ययस्यास्य न कश्चित्कर्तुमर्हति ॥ 17 ॥

Know that the all-pervading is indestructible.

The all-pervading consciousness and the imperishable soul can never be destroyed.

Chapter 2:17, Shrimad Bhagvad Gita

# End of an Era!

**It is with deepest sorrow and great sadness that we announce the passing away of our beloved Founder and Chairman Emeritus, Shri Chimanlal Khimchand Mehta, who left for heavenly abode on 3<sup>rd</sup> July, 2023.**

A life so beautifully lived deserves to be remembered. A visionary leader, a nation-builder, a philanthropist, and a proud Indian. This is what best defines Mehta Sir, whose remarkable achievements left an indelible mark on the business world in India and the society at large.

Being a first generation entrepreneur, his journey of over six decades shows his determination, resilience, and unwavering commitment.

Born in April 1932 in a small village named Amreli in Gujarat, he developed an acumen in 'Trade' at a tender age of 16 years. From the earliest days of his career, he possessed an insatiable curiosity, an innate ability to see beyond the present, and a drive to create something extraordinary. In 1958-59, he started Deepak Trading Co. and within a short span, he made a mark for himself and was known as the 'Sulphur King' in the market.

With this success, in 1971, he started manufacturing activities by promoting Deepak Nitrite Limited which turned profitable in less than two years of commencing operations.

Later, in 1979, he promoted Deepak Fertilisers And Petrochemicals Corporation Limited (DFPCL) for trading in merchant ammonia. DFPCL was the only company in those days to lay its own 42-km gas pipeline. In 1983, he commissioned the ammonia plant. In 1989, he drew up a plan to grow almost 8 times again and created history by having the Mahadhan public issue which was one of the largest at that time and added 2 lakh shareholders. In 1991, thereafter he commissioned a host of downstream products of Ammonia.

Mr. Mehta was easily approachable for all employees irrespective of their rank and also to the outsiders, who needed him. He was an extremely lovable person and highly regarded by one and all. Being a straightforward person, his relentless pursuit for perfection was matched only

by his genuine care for the well-being of his employees, colleagues, and all stakeholders. He believed that success was not just measured in numbers and achievements, but also in the positive impact we could create in the lives of others.

Beyond his professional achievements, Mr. Mehta was a man of integrity, compassion, and humility. He never forgot his roots, and he constantly emphasised the importance of giving back to the community that nurtured him.

He set out to re-establish an end-to-end Animal Husbandry business in Amreli Dist., Gujarat. He created the largest programme for reduction in women and child mortality rate, working with 1,50,000 families in rural Gujarat. His work won several laurels, such as the FICCI Award at the hands of the then Honourable Prime Minister, Mr. I. K. Gujral in the year 1997 for Family Welfare; the CII Women Exemplary Award in 2009; the World Bank Awards for Innovative Projects in 2009; the best CSR Performance Award by FICCI in December 2012 and the 'Lifetime Achievement Award, by Indian Chemical Council in 2013.

Even during his later years, he continued to be an inspiring force. Many initiatives – whether in education or healthcare, continued to receive his support. At the same time, humility and simplicity have remained his forte. Mr. Mehta is a great role model for an entrepreneur who dares to dream big – be it in industry or in service towards the society.

A highly spiritual-oriented person, he practised meditation and unfailingly conducted his morning prayers every day over the last 50 years. No wonder, the noble soul reached the feet of the Almighty on Guru Poornima – a testament that he is an eternal Guru to everyone around him; and to the employees of Deepak Group who consider him as a fatherly figure.

**“Thank you for being our guiding light, our mentor, and our source of inspiration. Your indomitable spirit will forever live on in our hearts, and your legacy will continue to inspire generations to come. Rest assured, your vision will remain alive, and we will carry the torch of your passion and commitment as we continue on the path you paved for us”.**

## DFPCL – AT A GLANCE

GEARED TO DELIVER COMPELLING AND ENHANCED VALUE PROPOSITION

### **A strong foundation for value creation and sustained growth**

With 40 years of deep-rooted knowledge base and a proven experience, Deepak Fertilisers And Petrochemicals Corporation Limited (DFPCL) is today a leading producer of industrial chemicals, crop nutrition, and mining chemicals. Our business segments are geared up to enhance value and solutions quotient for our end consumers with focus on sustained growth.

### **Strongly aligned with India's growth story by serving critical sectors**

Headquartered in Pune, Maharashtra, and strategically located in the agricultural and industrial heartland of India, our multi-product and multi-segment portfolio caters to a wide range of core segments of the Indian economy, thereby contributing to the growth of the nation.

### **Innovating and partnering to deliver customised and sustainable value**

We are uniquely positioned to deliver value through our unmatched expertise in specialty products and customised solutions, thus becoming a preferred and trusted partner in critical sectors of the economy such as agriculture, chemicals, pharmaceuticals, mining and infrastructure. With our robust capacity and integrated supply chain, we remain poised to meet the rising demand and serving the B2B and B2C segments.

### **Moving from commodity-oriented to branded specialty**

Driven by the motto to develop products and solutions that deliver holistic value and improve customer satisfaction, we are migrating from 'products' to 'solutions', and from 'commodity' to 'specialty', thereby catering to specific requirements of our customers and becoming more consumer and solutions-oriented.



## Steering through the transformation journey

Aligned with India's  
growth story

Healthy customer  
connect across business  
segments through value  
partnering

Focus on enhancing  
shareholder returns

Migrating from  
commodity-oriented to  
value-added specialty  
solutions

Market leadership in  
respective business  
verticals

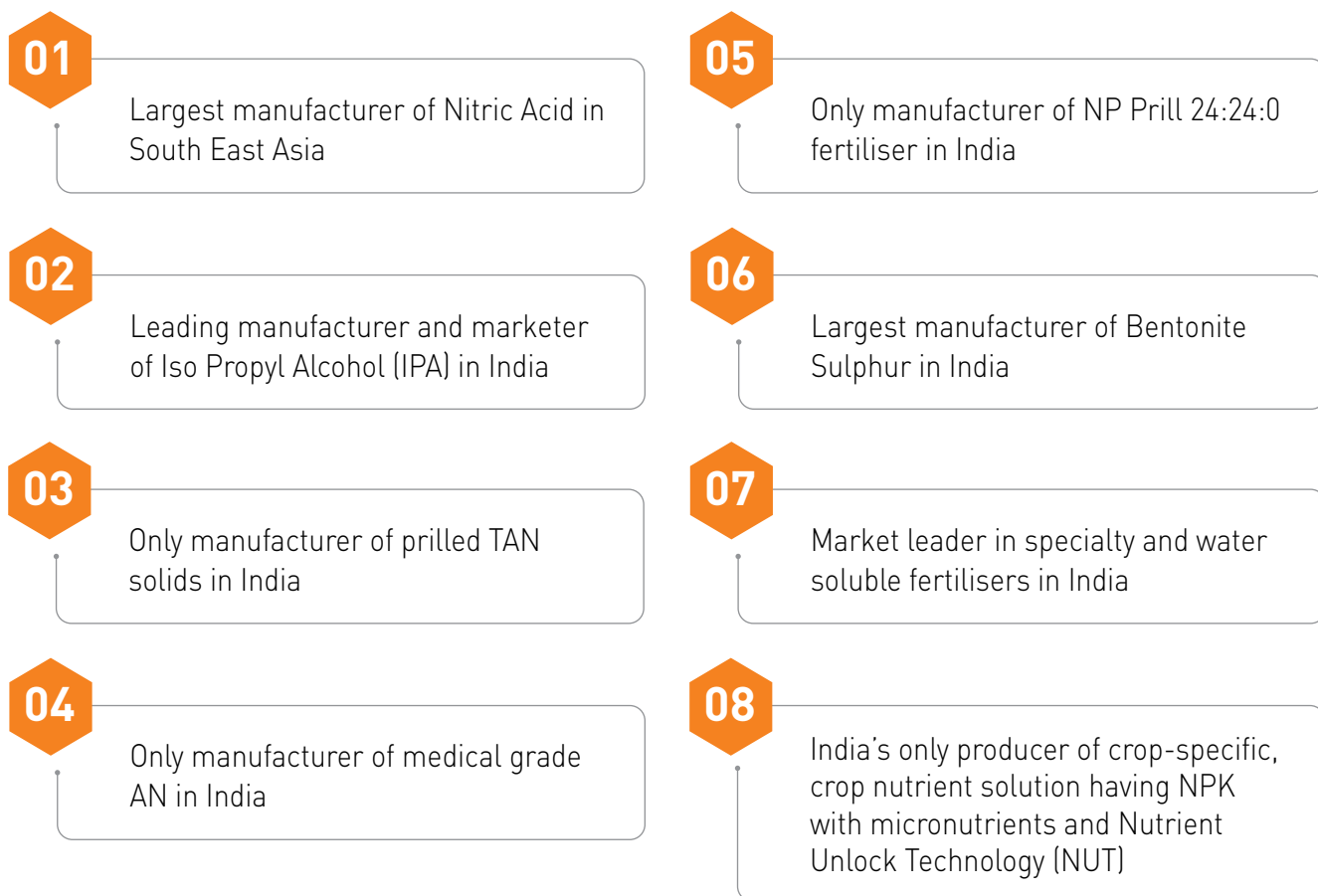
Demonstrated track  
record of project  
execution

Strengthening the  
value chain through  
backward integration

Integrated planned  
operations to leverage  
cost efficiencies



## OUR LEADERSHIP POSITION & KEY SECTORS SERVED



### Gaining a unique position of strength through Key Sectors Served

INDUSTRIAL CHEMICALS	TECHNICAL AMMONIUM NITRATE	CROP NUTRITION BUSINESS	VARE
<ul style="list-style-type: none"> <li>Pharmaceuticals</li> <li>Nitro Aromatics</li> <li>Paints &amp; Coatings</li> <li>Steel</li> <li>Solar</li> <li>Adhesives</li> <li>Explosives</li> <li>Dyes &amp; Pigments</li> <li>Agrochemicals</li> <li>Cosmetics</li> <li>Flavours &amp; Fragrances</li> <li>Health &amp; Hygiene</li> </ul>	<ul style="list-style-type: none"> <li>Mining</li> <li>Infrastructure</li> <li>Explosives</li> </ul>	<ul style="list-style-type: none"> <li>Agriculture</li> <li>Horticulture</li> </ul>	<ul style="list-style-type: none"> <li>Home Makers</li> <li>Interior Solution Seekers</li> <li>Architects &amp; Interior Designers</li> <li>Food &amp; Entertainment Patrons</li> <li>Art &amp; Culture Enthusiasts</li> </ul>



## SECTORAL REVENUE (%)

**34.54%**Technical  
Ammonium Nitrate**40.07%**Crop Nutrition  
Business**25.16%**

Industrial Chemicals

**0.23%**

VARE &amp; Others

**2021-22****37.79%**Technical  
Ammonium Nitrate**43.08%**Crop Nutrition  
Business**18.95%**

Industrial Chemicals

**0.18%**

VARE &amp; Others

**2022-23**

## BUSINESS INITIATIVES



### INDUSTRIAL CHEMICALS

IC sales person explaining to hospital staff the importance of using Cororid Disinfection range of products for better infection control

- The IC business strived to garner a higher share of premium pharma grade IPA customers by maximising conversion into specialty grades
- We expanded our geographic presence with 150+ hospitals at a pan-India level for hand sanitiser and disinfectant products. Currently, 10 products are offered covering all professional and general disinfection needs, which are microbiologically tested and certified for keeping pathogens at bay
- Solar Grade Nitric Acid (SGNA) was launched in FY23 and received positive feedback from customers. SGNA capacity expansion through capex investment in Taloja is planned in FY24
- Multi-stage commercial trials of Steel grade Nitric Acid and pharma grade Pure DIPE (Di-isopropyl Ether) were successfully completed in FY23 and will be commercially launched in FY24
- PUROSOLV brand offering Pharma grade IPA, Methanol, Acetone and MDC is being launched in Q2 FY24
- Domestic as well as International market development activities are in process for small packs of IPA Pharma, High Performance Liquid Chromatography (HPLC), Lab Reagent (LR) grade and Nitric Acid
- The IC business is also looking at several other industry-specific opportunities to develop specialty products, including traditional and new-age industries