



**DEEPAK FERTILISERS  
AND PETROCHEMICALS CORPORATION LIMITED**

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**A TQM Driven Company**

## Press Release

### **Deepak Fertilisers And Petrochemicals Corporation Ltd. registers best ever revenues and net profits**

- **Gross Revenues at a best ever Rs. 1081.31 for 2007-08**
- **Net Profits at a record Rs. 100.27 crore for FY08**
- **Chemicals business grows 36%**
- **Ishanya opens nearly 300,000 sq.ft., with 21 outlets**
- **Record dividend declared at 35% for FY08**
- **Total Revenues for the QIV FY08 grow 52%**

**Mumbai, 30<sup>th</sup> May 2008:** Deepak Fertilisers And Petrochemicals Corporation Ltd., (DFPCL) announced record sales and net profits for the financial year 2007-08. Total revenues for the financial year 2007-08 (FY 08) jumped to Rs.1081.31 crores from Rs.869.43 crores of the previous year, a growth of 24%.

Profit before tax increased 18% to Rs. 151.51 crores as compared to Rs.128.15 crores in the previous year. The net profit for the year FY08 stood at Rs.100.27 crores as compared to Rs. 92.93 crores of the previous year. Earning per share has gone upto Rs.11.37 as compared to Rs. 10.54 of the previous year. The Board of Directors' of the Company announced a record 35% dividend for FY08.

Total Revenues for the QIV 2007-08 grew 52% at Rs 338.75 crores against Rs. 223.44 crores QIV 2006-07. Profit Before Tax grew 26% at Rs. 48.76 crores in QIV FY08 against Rs. 38.67 crores in FY07. Net Profit for QIV FY08 stood at Rs. 31.34 crores against Rs. 27.70 crores in FY07.

The total revenue from fertiliser stood at Rs. 298.16 crores in FY08. Fertilisers contributed 28% to the topline of the Company, with the specialty fertilisers business doubling. The Chemicals business grew 36% in FY08 over FY07, with revenue at Rs. 760.92 crores. The Realty segment, which began with partial operations in the year, has registered an income of Rs. 4.57 crore for FY08 including lease rentals from property income and Ishanya, India's largest Design Centre and Specialty Mall.

Mr. S. C. Mehta said, "The Company is now clearly poised on a strong growth path. Our robust market relationships have enabled us earn strong margins especially in the chemical sector supporting the booming mining sector. Our Iso Propyl Alcohol product is now firmly established as a market leader. Our ability to capitalize on market opportunity through a combination of in-house manufacturing and strategic outsourcing is now clearly proven. We are now well entrenched to grow across the Agri-sector, mining, and value-added real-estate. With the DUPL pipeline connectivity and the soon-to-begin KG basin gas supplies, the issue of limited gas availability should also be behind us from FY09," he said.

Mr. Mehta said, “The Company’s customer relationships, the loyalty and its ability to service its market through its domestic geographical advantage are proving excellent entry barriers. These barriers will only be strengthened in time to come. In order to capitalize on opportunities at the micro-level of the market in specific market segments, the Company has started providing customized solutions to customers through drumming. This service has been very well received by the market.”

The Company has begun purchase of consignments of LNG. This has been transported through the GAIL pipeline upto the plant at Taloja. Currently some consignments of gas are being made available through the pipeline, Mr. Mehta said.

He said that with retrofitting during the year the Company’s licensed capacity of Ammonia has gone up to 125,400 MTPA from 90,000 MTPA. He added that the Mahadhan Saarrthie services have enabled the farmer grow global-class produce. Over 5,000 hectares of land are currently under this scheme in the state of Maharashtra. The linkages between the farmers and global exporters created by DFPCL are working very well and are poised to be a new growth avenue for the Company that will be exploited to the fullest.

Ishanya has now opened nearly 300,000 square feet with 21 outlets, with over 5,000 brands, including some of the best known names in the country. Its non-lease income areas including the amphitheatre, art gallery and exhibition spaces have also become operational with several events. Ishanya has seen nearly 350,000 footfalls over the last three months with its high profile marketing in its catchment areas which include seven fast-growing cities within three hours driving distance of Pune. A global-scale laser and water show has become a good draw.

On the projects front the 15,000 MT Ammonia tank and the 450 TPD additional Nitric Acid facilities and the new chemical complex to support the mining sector are well underway and will add to the Company’s asset base over the next two years or so.

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