

Date: 29.07.2024

To,

National Stock Exchange of India Ltd.  
Exchange Plaza, C-1, Block G,  
Bandra Kurla Complex,  
Bandra (E)  
Mumbai – 400 051

Dear Sir / Madam

**Subject: Intimation to Stock Exchange – Investor Presentation in connection with Unaudited Financial Results for quarter ended 30<sup>th</sup> June, 2024.**

Pursuant to Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the copy of Investor Presentation in connection with Unaudited Financial Results for quarter ended 30<sup>th</sup> June, 2024.

Kindly take the above on your record.

**For Krishana Phoschem Limited**

**(Ankit Mundra)**  
**Company Secretary**  
**ACS-67949**

Encl.: As above



# KRISHANA PHOSCHEM LIMITED

(A Unit of Ostwal Group of Industries)



## Results Presentation

### Q1FY25

# Forward Looking Statement

Disclaimer:- This presentation may contains “forward looking statements” including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating Krishana Phoschem Limited (KPL) 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.

KPL undertakes no obligation to publicly revise any forward looking statements to reflect future/likely events or circumstances.

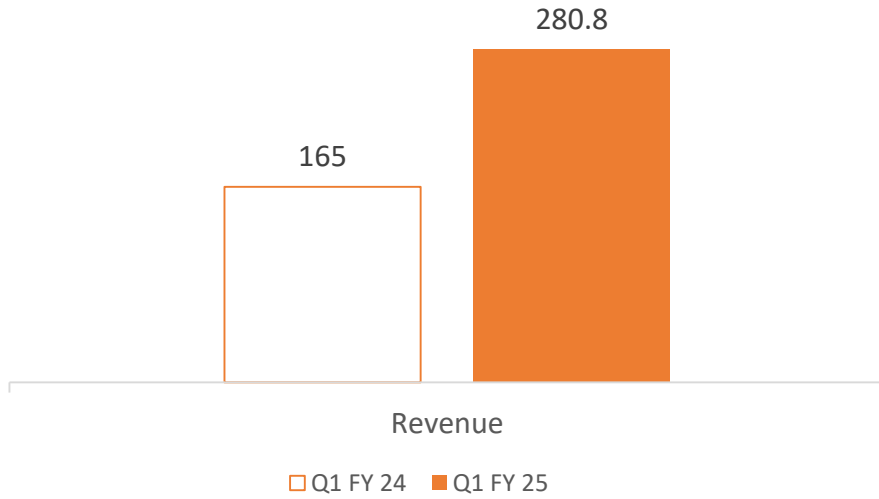


- Revenue at INR 280.8 Cr, up ~69.8% on YoY basis
- EBITDA at INR 42.7 Cr, up 27.8% on YoY basis
- EBITDA Margins at 15.2%, down 500bps; EBITDA per ton is ~INR 5,085
- PAT at INR 16.4 Cr, up 37.8% on YoY basis
- DAP/NPK has reached around 65.6% capacity utilisation
- Subsidy receivable is INR 151.4 Cr as on 30<sup>th</sup> June 2024 (INR 70.8 Cr as on 30<sup>th</sup> June 2023). The increase is on the back of higher revenues driven by introduction & stabilization of DAP/NPK capacity.

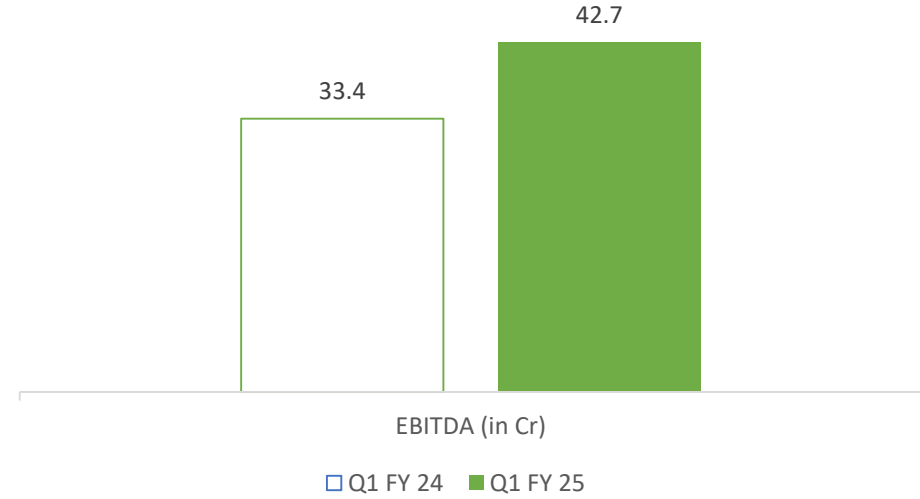
# Performance Trend



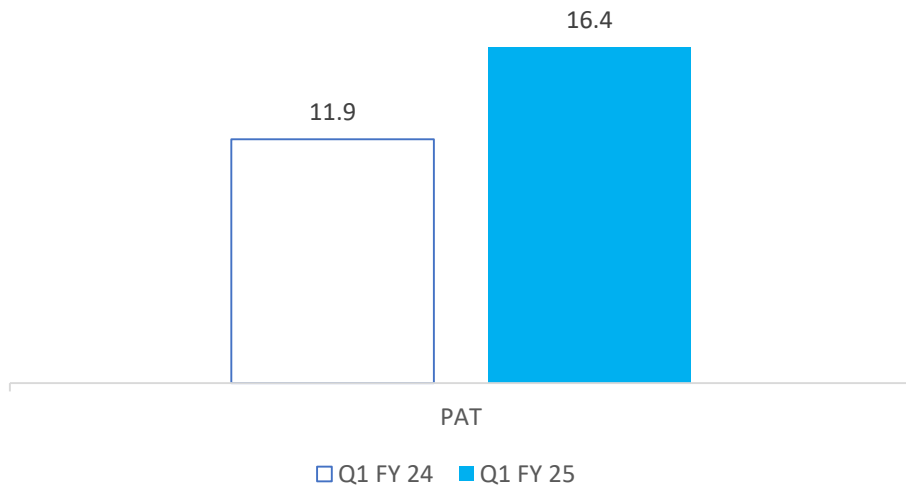
Revenue (₹ in Cr)



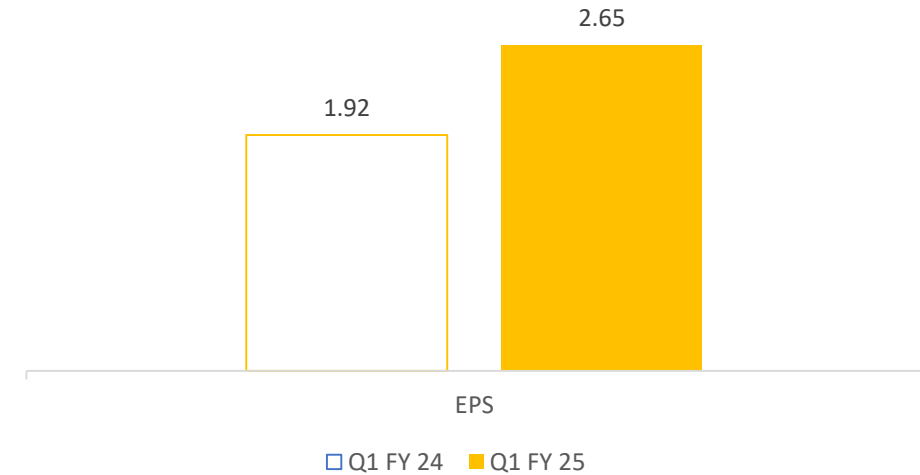
EBITDA (₹ in Cr)



PAT (₹ in Cr)

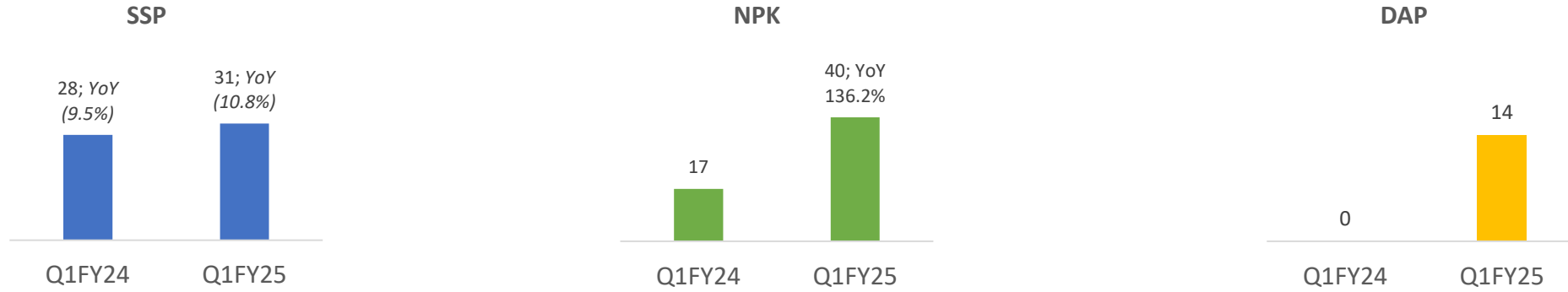


EPS (in ₹)

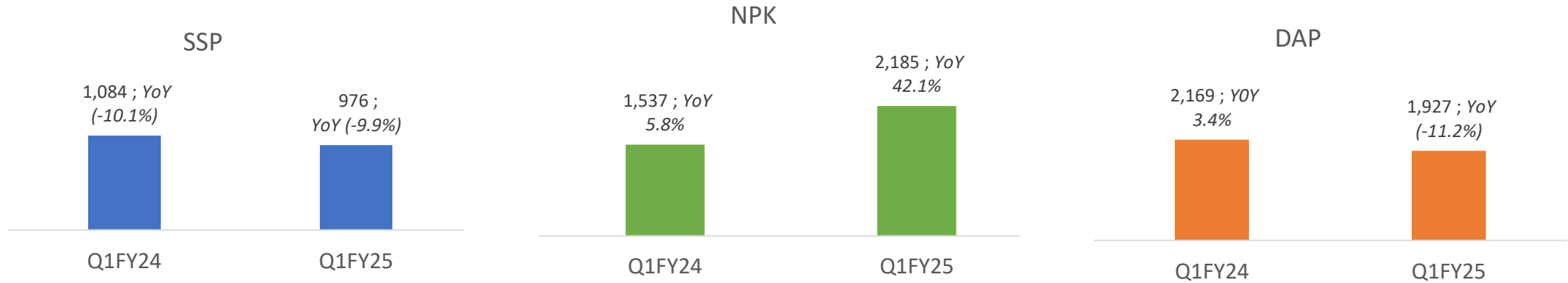


# Company & Industry Performance

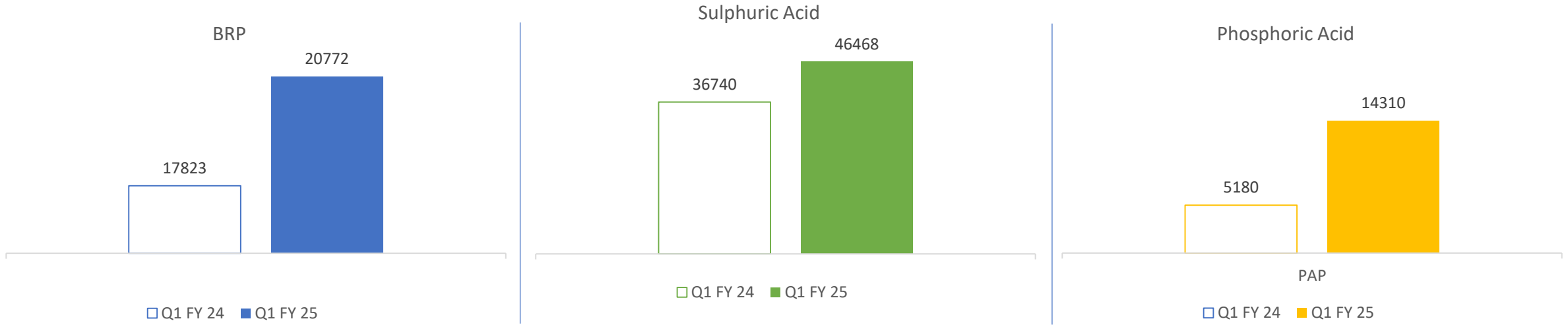
## COMPANY SALES VOLUME ('000 tons)



## INDUSTRY SALES VOLUME ('000 tons)



# Raw material Production (MT)

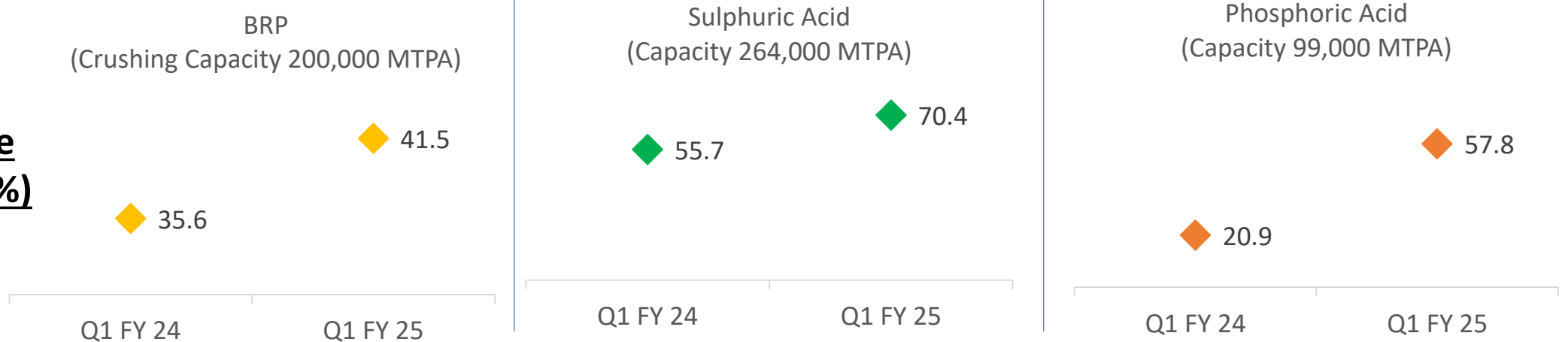


# Capacity & Utilisation

## Fertiliser Utilisation (%)



## Chemical & Intermediate Utilisation (%)



*NPK & Phosphoric Acid Plant commenced production in 1QFY24*



# Results Table



	Q1		Y-o-Y	Q4	Q-o-Q	FY		Y-o-Y
(Rs. in Cr)	FY2025	FY2024	Growth (%)	FY2024	Growth (%)	FY2024	FY2023	Growth (%)
Revenue from operations	280.8	165.4	69.8	263.4	6.6	924.0	323.0	186.1
Other income	0.8	1.0	-20.0	0.6	33.3	0.9	2.9	-69.0
<b>Total income</b>	<b>281.6</b>	<b>166.4</b>	<b>69.2</b>	<b>264.0</b>	<b>6.7</b>	<b>924.9</b>	<b>325.9</b>	<b>183.8</b>
Cost of materials consumed	177.0	116.4	52.1	178.7	-1.0	583.0	154.6	277.1
Purchase of Stock in Trade	7.1	32.8	-78.3	0.0	71200.0	86.1	57.1	50.8
Changes in Inventories of finished goods, work in progress and stock in trade	3.2	-46.5	-106.9	-15.0	-121.3	-53.2	-3.6	1377.8
Employee benefits expenses	6.0	5.1	17.6	4.5	33.3	17.5	13.7	27.7
Depreciation and amortisation expenses	7.9	8.4	-6.0	8.5	-7.1	34.2	8.7	293.1
Finance costs	12.2	7.2	69.4	11.2	8.9	36.8	6.8	441.2
Other expenses	45.6	25.2	81.0	69.4	-34.3	161.4	49.4	226.7
<b>Total expenses</b>	<b>259.0</b>	<b>148.6</b>	<b>74.3</b>	<b>257.3</b>	<b>0.7</b>	<b>865.9</b>	<b>286.7</b>	<b>202.0</b>
<b>EBITDA</b>	<b>42.7</b>	<b>33.4</b>	<b>27.8</b>	<b>26.3</b>	<b>62.4</b>	<b>130.0</b>	<b>54.4</b>	<b>139.0</b>
<i>Margin (%)</i>	<i>15.2</i>	<i>20.2</i>	<i>-500bps</i>	<i>10.0</i>	<i>520bps</i>	<i>14.1</i>	<i>16.8</i>	<i>-270bps</i>
<b>Reported Profit After Tax</b>	<b>16.4</b>	<b>11.9</b>	<b>37.8</b>	<b>5.6</b>	<b>192.9</b>	<b>40.4</b>	<b>26.7</b>	<b>51.3</b>
<i>Margin (%)</i>	<i>5.8</i>	<i>7.2</i>	<i>-140bps</i>	<i>2.1</i>	<i>370bps</i>	<i>4.4</i>	<i>8.3</i>	<i>-390bps</i>
Basic EPS (Rs./share)	<b>2.7</b>	<b>1.9</b>	<b>38.0</b>	<b>0.9</b>	<b>194.4</b>	<b>6.5</b>	<b>4.3</b>	<b>51.4</b>

## Chairman's Quote



**Mr. M.K. Ostwal**  
(Promoter, Chairman &  
Director)

*Commenting on the financial performance of the company for Q1FY25, Mr. MK Ostwal said, "Coming from the back of subdued FY24 where we had taken major capacity addition coinciding with weaker market condition, 1QFY25 has started on a much favorable note. I am delighted to inform that its a record quarter for the company with highest ever revenues and profits growing at a healthy double digits. Our DAP/NPK capacity started earlier previous year has reached 66% utilization which we believe can improve further. It now contributes to bulk of our profitability, and we expect the same to continue. FY25 looks promising with continuous efforts to sell DAP/NPK and upward revision of NBS rates which was effective from April 24. As stated earlier we are at the cusp of next growth opportunity as we are evaluating multiple opportunities. We are confident of keeping up the long term growth momentum with such initiatives."*



- **Krishana Phoschem Ltd. (KPL)**, a part of **Ostwal Group of Industries**, is led by **Mr. MK Ostwal**, a first generation technocrat entrepreneur.
- Mr. Ostwal is regarded as one of the pioneers of Single Super Phosphate (SSP) manufactured from BRP. He along with his sons **Mr. Pankaj Ostwal** and **Mr. Praveen Ostwal** have mastered the art of turning around loss making fertilizer units. They have turnaround 4 such fertilizer units.
- KPL, acquired in 2007 as a loss-making unit, is now one of the most profitable unit for the group. It manufactures and markets fertilizers (SSP, NPK/DAP complex) under the brand name '**Annadata**' and '**Bharat**' respectively.
- The company has also acquired a DAP/NPK plant from Spain and relocated it successfully to Meghnagar, Madhya Pradesh. It has a installed capacity of 330,000 tons and commenced production in March 2023. It has reached utilization of ~ 58.7% and we foresee this foray in DAP/NPK should increase the penetration in the segment and benefit the company in long run.
- Ostwal group is the only private group which is most fully integrated with the ability to convert low grade rock phosphate to high grade rock phosphate and then use the beneficiated rock phosphate to manufacture complex fertilizers.
- We are India's second largest Single Super Phosphate (SSP) manufacturing group with the market share of 35%+ in the state of Chhattisgarh and 19%+ in the state of Madhya Pradesh.
- Robust distribution network of ~ 2,000 wholesalers /dealers and ~ 23250 retailers.
- Secured supply of rock phosphate through long term agreements.

## COMPLEX FERTILISER

SSP: 120,000 MT  
NPK/DAP: 330,000 MT

## PRESENCE

9 States  
~ 60 marketing staff

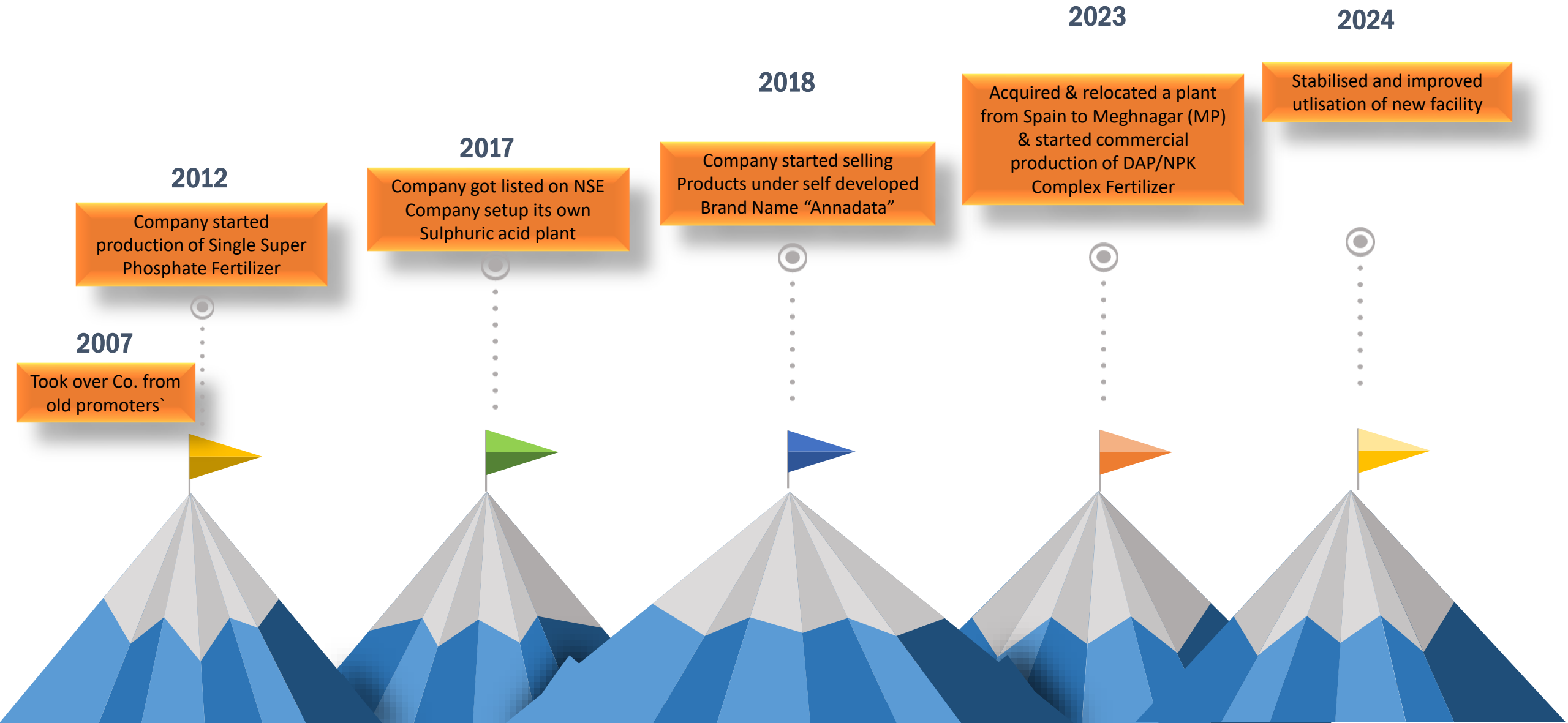
## NSE Listed Company

Since 2017  
Market Cap ~ Rs. 1700 Cr.

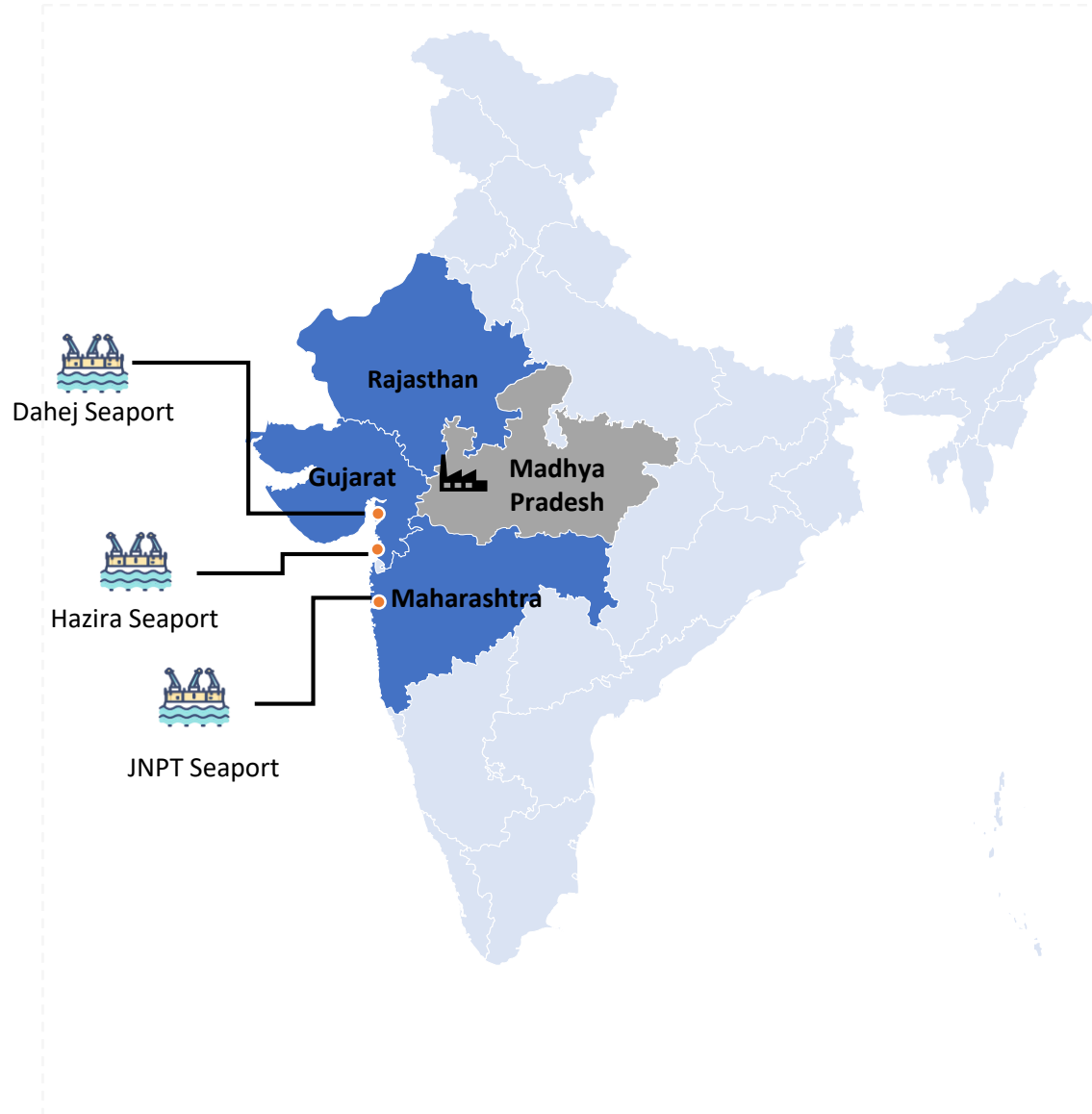
## RATING

'A' Stable by  
CRISIL

# History of Krishana Phoschem Ltd

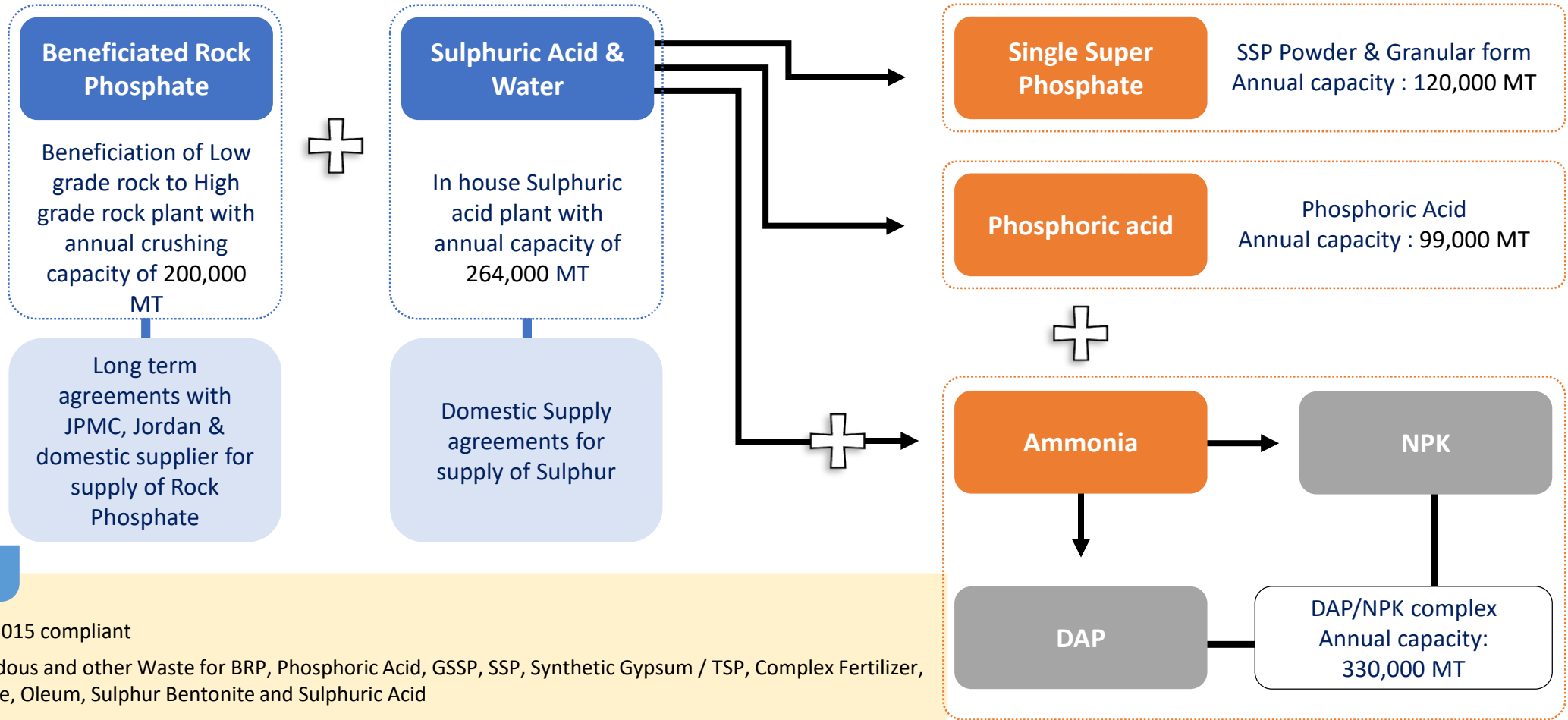


# State of Art Facility at Strategic Location



Meghnagar, Madhya Pradesh

# Only Manufacturing Group in India with Full Backward Integration



## Certifications

**All facilities are ISO 9001:2015 compliant**  
 Authorization under Hazardous and other Waste for BRP, Phosphoric Acid, GSSP, SSP, Synthetic Gypsum / TSP, Complex Fertilizer, Alum, Di Calcium Phosphate, Oleum, Sulphur Bentonite and Sulphuric Acid  
 NABL accredited laboratories (ISO/IEC 17025:2017)

**Access to adequate low grade rock phosphate and beneficiation ensures sustainable and efficient operations**

# Competitive Advantage

## **PROVEN track record**

Time and again promoters have acquired & turnaround loss making units at low cost of acquisition

## **ONLY Fully Backward Manufacturer**

Ability to beneficiate a low-grade Rock Phosphate to High Grade Rock Phosphate

## **BENEFITS of Economies of Scale**

Ostwal Group is 2nd largest SSP manufacturer enabling discounts on procurement

## **STRATEGICALLY Located**

Plant is located close to rock phosphate mines, sulphur sources and the irrigated markets

## **FREEDOM ON PRICING**

Complex manufacturer are not governed by government to determine market price

## **SECURED**

### **Raw Material Supplies**

Entered into long term rock phosphate agreement domestic as well overseas

## **Low Opex, High Margins**

Backward integration, Economies of Scale leading to high Margins

## **Low Capex, Low Opex High RoCE**

Low acquisition cost and turning around leads to high returns.

# Our Promoters



## **Mr. M.K. Ostwal (Promoter, Chairman & Director)**

Aged 68 years has a vast 44 years experience in the sector setting up various fertilizer capacities. He is regarded as is one of the pioneers of BRP based SSP technology. A commerce graduate and founder of Ostwal Group of Industries is the guiding force of the Group

## **Mr. Pankaj Ostwal (Promoter & Director- Commercial)**

Aged 47 years is a C.A by qualification with 24 years of experience in the field of fertilizer, textiles, chemical & mineral beneficiation. He is a commercial director and oversees all the Import and Export Business of the Ostwal Group of Industries.



## **Mr. Praveen Ostwal (Promoter & Director- Technical)**

Aged 44 years he is a C.A by qualification & has 21 years of experience in the field of fertilizer, chemicals sector & mineral beneficiation. He is engaged in managing the Company domestic as well overseas acquisitions & bringing innovations in the group







Thank you

# KRISHANA PHOSCHEM LIMITED

(A Unit of Ostwal Group of Industries )

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