

Date: 22.08.2025

Listing Department  
National Stock Exchange of India Limited  
Exchange Plaza, Plot No. C/1, Block-G,  
Bandra-Kurla Complex,  
Bandra (E) Mumbai - 400 051

NSE Symbol: KRISHANA

**Sub: Intimation of Outcome of Analysts'/Investors' Meeting and Investor Presentation under the SEBI (Listing Obligations and Disclosures requirements) Regulation, 2015**

Dear Sir/Madam,

In continuation to our intimation letter dated August 19th, 2025 and under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, with regard to outcome of Analysts/Investor meeting held on August 22, 2025.

We kindly request you to take on record the details of meeting which was held today as provided below: -

| Date and Time                           | Details               | Mode                  | Host                                    |
|---|-----------------------|-----------------------|---|
| August 22, 2025<br>2.00 P.M. to 3.00 PM | Q1 F.Y.-26<br>Results | Virtual Group Meeting | ULJK Financial<br>Services Pvt.<br>Ltd. |

Please also find attached herewith the Result presentation for the quarter-1st financial Year 2025-26 of the Company on which discussion were held.

Kindly take the same on records

Thanking You,

For Krishana Phoschem Limited

Digitally signed by ANIL  
SHARMA  
Date: 2025.08.22 16:39:39  
+05'30'

(Anil Sharma)  
Company Secretary



**OSTWAL**

# **KRISHANA PHOSCHEM LIMITED**

*(A Unit of Ostwal Group of Industries)*

**Q1 FY26 Financial Results presentation**



This presentation may contain forward-looking statements regarding future business developments and economic performance. These statements related to Krishana Phoschem Limited (KPL) are based on current expectations and projections that involve a number of risks and uncertainties. Factors that could cause actual results to differ materially include market conditions, regulatory changes, competitive pressures, and technological advancements. We undertake no obligation to revise any forward-looking statements to reflect future events or circumstances.

The information in this presentation is provided on a best-effort basis and does not constitute an offer, recommendation, or invitation to purchase or subscribe for any securities. No offering of securities will be made except through a statutory offering document. We make no representation or warranty, express or implied, regarding the accuracy, completeness, fairness, or reasonableness of the contents of this presentation. Any reliance on this presentation is at your own risk.

We assume no obligation to update any forward-looking information contained herein. Third-party statements or projections included in this presentation are not adopted by us and we disclaim any responsibility for them.



## Overview

- ❑ KPL, a strong pillar of the Ostwal Group of Industries.
- ❑ Led by a Team you can Trust on –
  - Mr. M.K Ostwal (Chairman), a technocrat entrepreneur and pioneer in SSP production from BRP.
  - Mr. Pankaj Ostwal (MD) and Mr. Praveen Ostwal (Director) being revitalization specialists. Have turned 4 loss making fertilizer plants operating with sustainable healthy profits.
- ❑ KPL, acquired in 2007 as a loss-making unit, is now a key player in the industry, leading with sustainable, healthy profits.
- ❑ It is India's fully backward integrated unit.
- ❑ It manufactures and markets fertilizers under the brands '**Annadata**' (SSP) and '**Bharat**' (NPK/DAP complex).



## Key Metrics

| Credit Rating                  | SSP market share              | Manufacturing Unit        |
|--------------------------------|-------------------------------|---------------------------|
| A Stable<br>CRISIL             | 16%<br>Chhattisgarh           | 6%<br>Madhya Pradesh      |
| <b>Financials (FY25)</b>       |                               |                           |
| Rs. 1,358.2 Cr<br>Revenue      | Rs. 183.9 Cr<br>EBIDTA        | 13.5 %<br>EBIDTA Margin   |
| Rs.86.3Cr<br>PAT               | 21.2%<br>ROCE                 | 0.98<br>Debt-Equity Ratio |
| <b>Network</b>                 |                               |                           |
| 60+<br>Marketing Professionals | 2,500+<br>Wholesalers/dealers | 30,000+<br>Retailers      |

| Manufacturing Units | Locations           | Installed/Planned Capacity (In MT)   | Backward Integration Capacity (In MT)   | Credentials   |
|---------------------|---------------------|--|---|---|
|                     | Jhabua in Meghnagar | <ul style="list-style-type: none"> <li>• NPK/DAP Complex-3,30,000</li> <li>• SSP- 1,20,000</li> </ul>  | <ul style="list-style-type: none"> <li>• BRP-2,00,000</li> <li>• Sulphuric Acid - 2,64,000</li> <li>• Phosphoric Acid-99,000</li> </ul> | <ul style="list-style-type: none"> <li>▪ Located near Madhya Pradesh SH 18 known as Bhopal Road</li> </ul>  |
| PLANNED             | Jhabua in Meghnagar | <ul style="list-style-type: none"> <li>• DAP/NPK- 1,65,000</li> <li>• Sulphuric Acid- 99000</li> </ul> | NA  | <ul style="list-style-type: none"> <li>▪ Working on the belief low opex and Low capex</li> <li>▪ MP is the most fertile state of india</li> </ul> |



## Getting Ahead

### CAPACITY EXPANSION WITH INTEGRATION

- ❑ With the ongoing expansion NPK/DAP capacity will reach 4,95,000 MTPA & Sulphuric Acid capacity 3,63,000 MTPA
- ❑ Core integration capacities will be further scaled up to strengthen fertiliser operations.

### PRODUCTS DIVERSIFICATIONS

- ❑ Continued innovation in soil-health improvement products
- ❑ Expansion of a diversified fertilizers portfolio to cater to evolving market needs and crop-specific requirements



## Leading Player in Industry

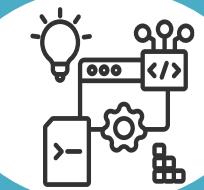
- Strong pillar of OGI (second\* largest SSP producer in India)
- Leading in industry performance with exceptional returns
- High-capacity utilisation backed by strong demand
- Pan-India distribution via established dealer network
- Trusted brand among farmers for quality and reliability

\*second position at group level



## Capital-Efficient Plants Investments

- India's first to relocate complex fertilizer plant from Spain
- Shifted to MP for geographical and operational advantage
- Substantial capital savings achieved through assets reuse
- NPK/DAP Complex production successfully commenced
- Advanced capacities, products with cost competitiveness



## Exclusive Backward Integration

- Fully Integrated in house production of core raw materials
- Stable, cost-effective raw material supply
- Low reliance on external vendors
- Significant savings in logistics and procurement cost being quite volatile in pricing.

## A Significant Value Driver

- Revived sick units into a cash-generating valuable asset
- Driven by experts and experienced management team
- Showcased strong execution and capital savings
- Key contributor to nation focusing on "Make in India".
- ESG Centric Organisation with focus on energy, water, waste, human assets, governance etc. in enhancing value.

**3 YEARS  
CAGR**

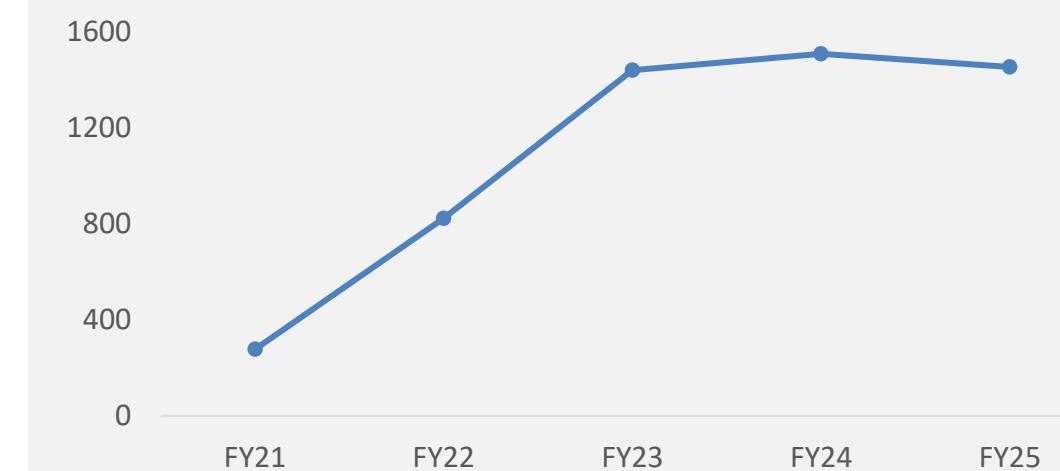
## Our Returns vs. Industry Average\*

|         | KPL | INDUSTRY AVERAGE |
|---------|-----|------------------|
| Revenue | 62% | 6%               |
| EBITDA  | 51% | -1%              |
| Profits | 43% | -11%             |
| EPS     | 43% | -7%              |

**64%  
CAGR**

## Enhancing Shareholder Value (5yrs)

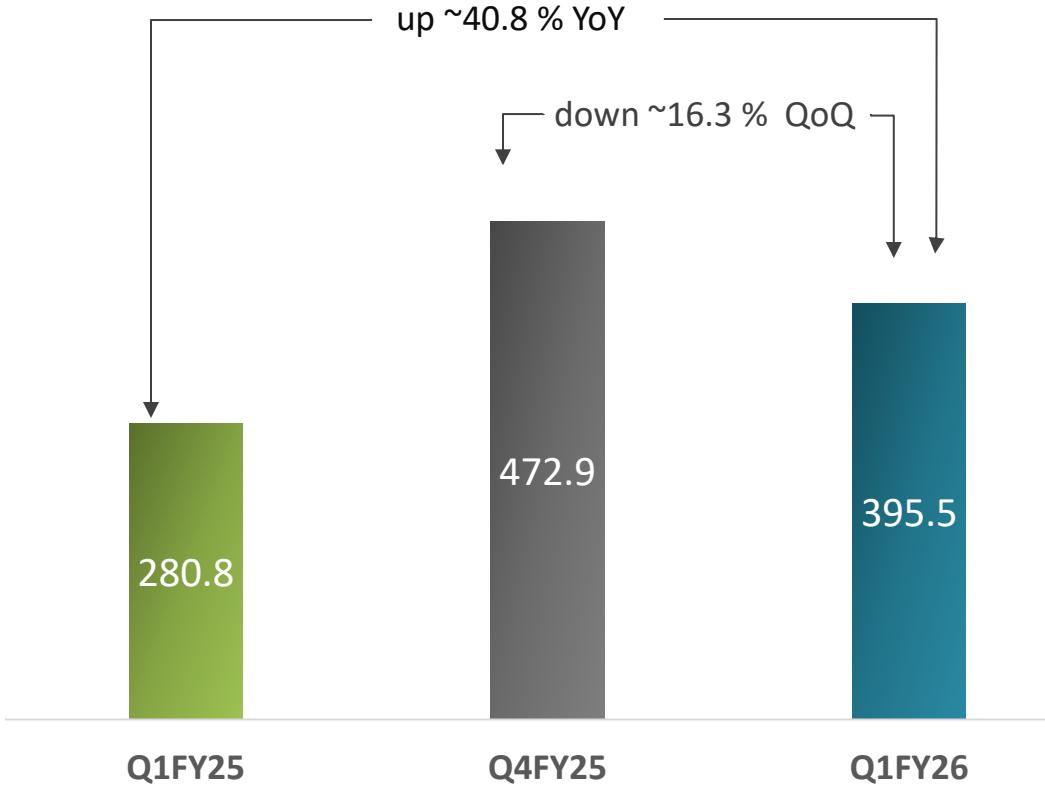
**MARKET CAP (Rs. CRORE)**



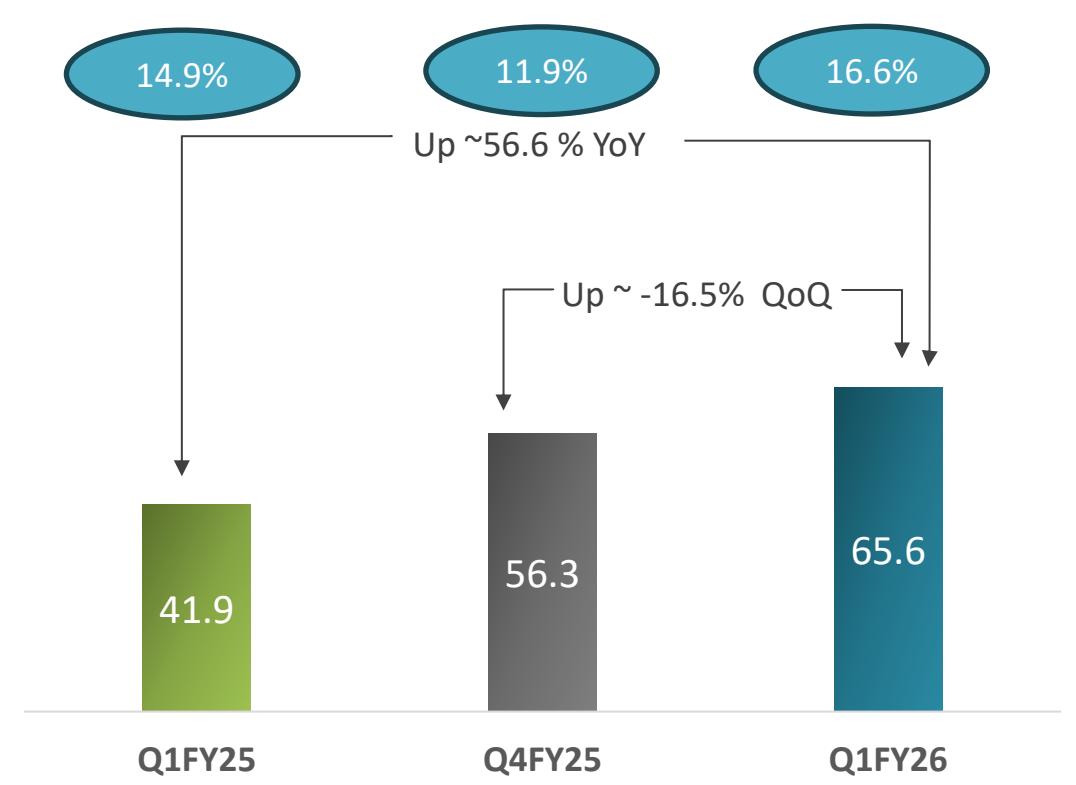
\*Source: Industry average is based on publicly available information of PPL, Coromandel, FACT, Deepak, GNFC, GSFC, RCF & MCF

# Q1FY26 PERFORMANCE

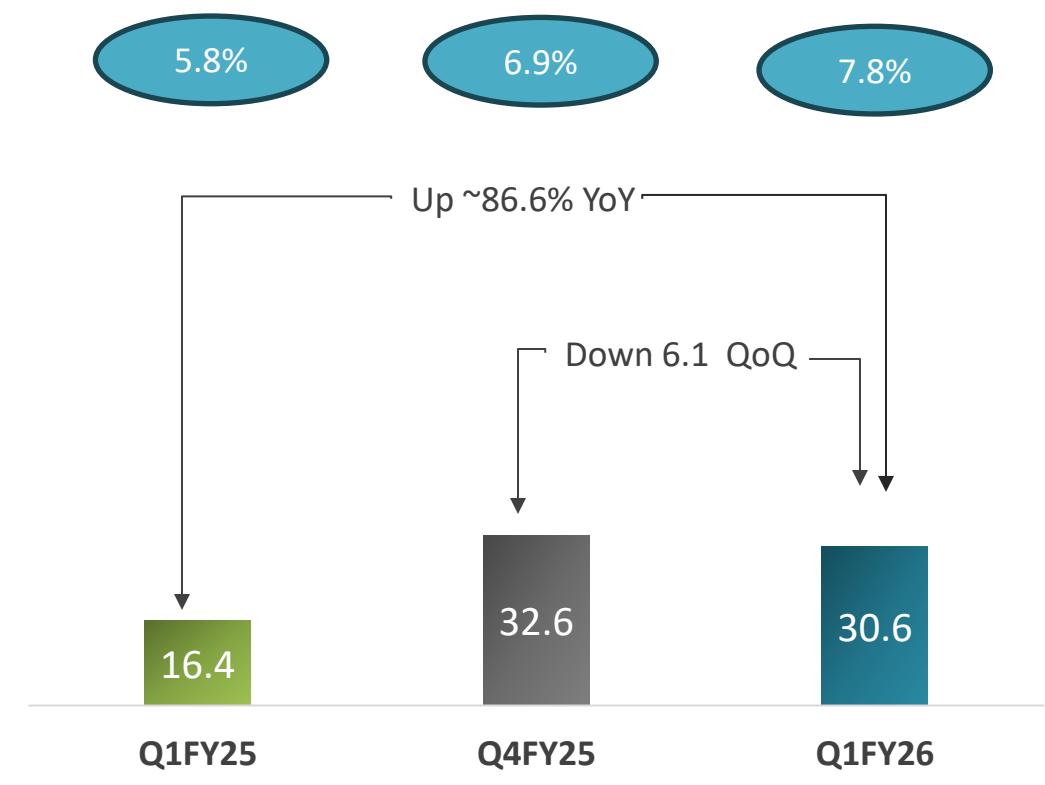
## REVENUE (Rs. Crore)



## EBIDTA (excl. Other income) (Rs. Crore) & Margins (%)



## PAT (Rs. Crore) & Margins (%)



## Key quarterly highlights:

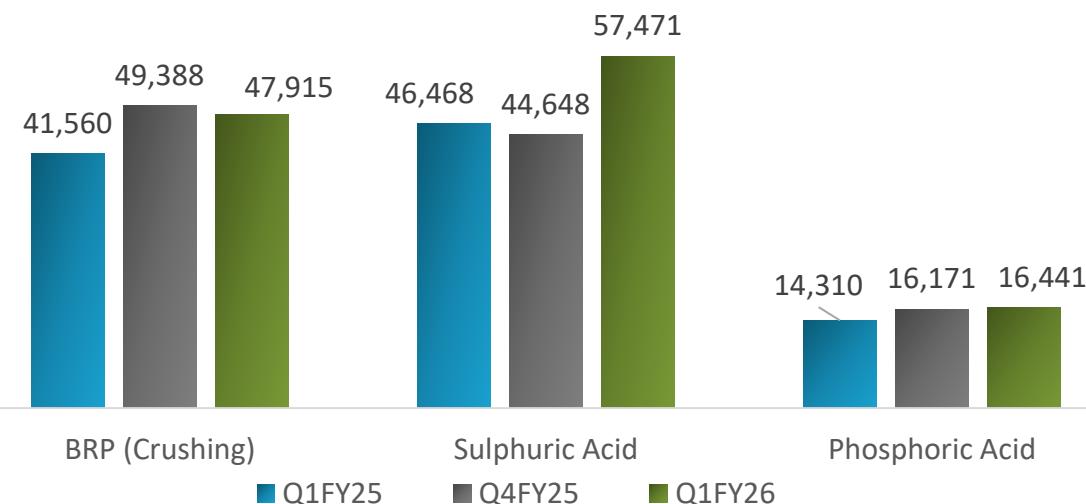
Exceptional performance across financial, operational and strategic metrics.

- ❑ Highest ever Operating Earnings (EBITDA) of ₹ 65.6 Cr driven by strong operational performance.
- ❑ EPS, near about doubled, at ₹4.95 in Q1 FY26 vs. ₹2.65 in Q1 FY25— driven by revenue growth, margin expansion and operational performance.
- ❑ Optimal Capacity utilisation of NPK/DAP Complex (81%) and SSP (92%)
- ❑ Achieved fertiliser production volume of 94,222 MT.
- ❑ Achieved fertiliser sale volume of 90,949 MT

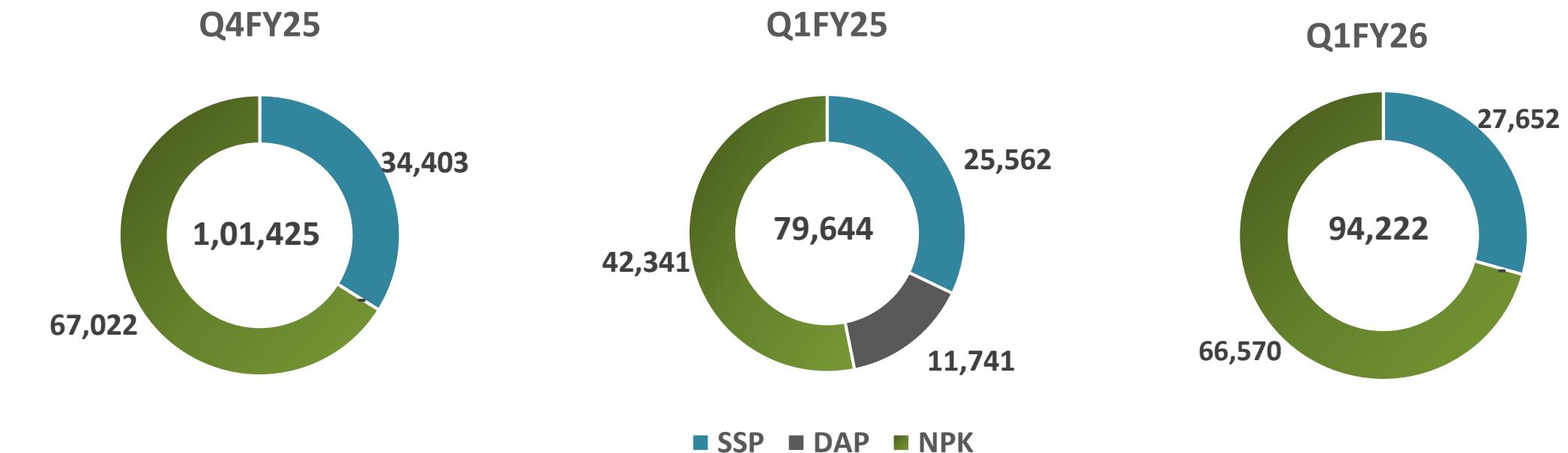
## New Development:

- ❑ We have launched two differentiated products: Bharat Urea SSP and Annadata Super 6. These products are developed to address evolving soil and crop nutrition needs and promote sustainable agriculture.
- ❑ We planned, obtained approvals, and commenced civil work for setting up a 165,000 MTPA NPK/DAP Complex and 99,000 MTPA Sulphuric Acid plant at Meghnagar, Jhabua (MP). The ₹142 Cr project is being funded through a mix of debt and internal accruals, with commissioning targeted by March 2026.

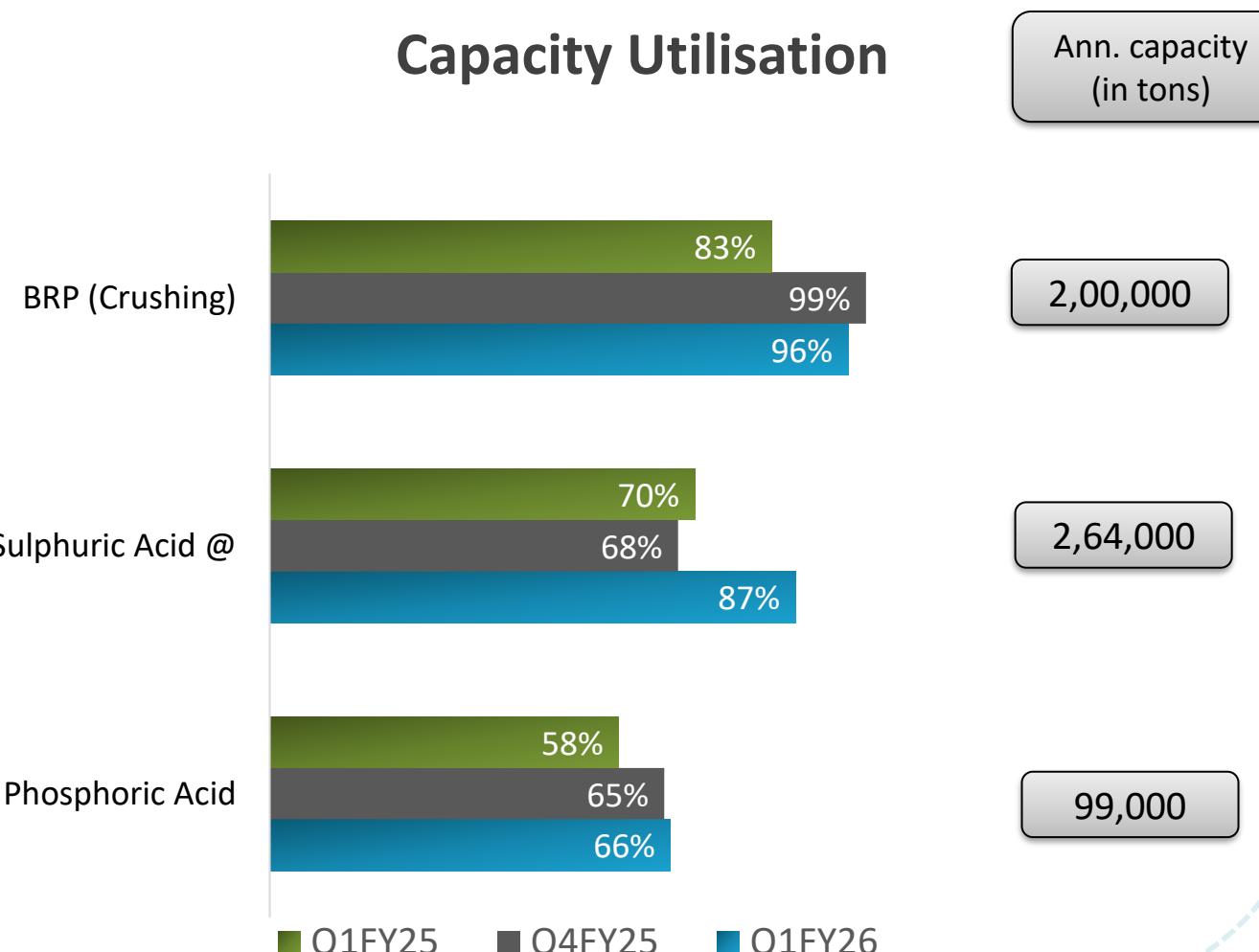
## Chemical & Intermediates ( in tons)



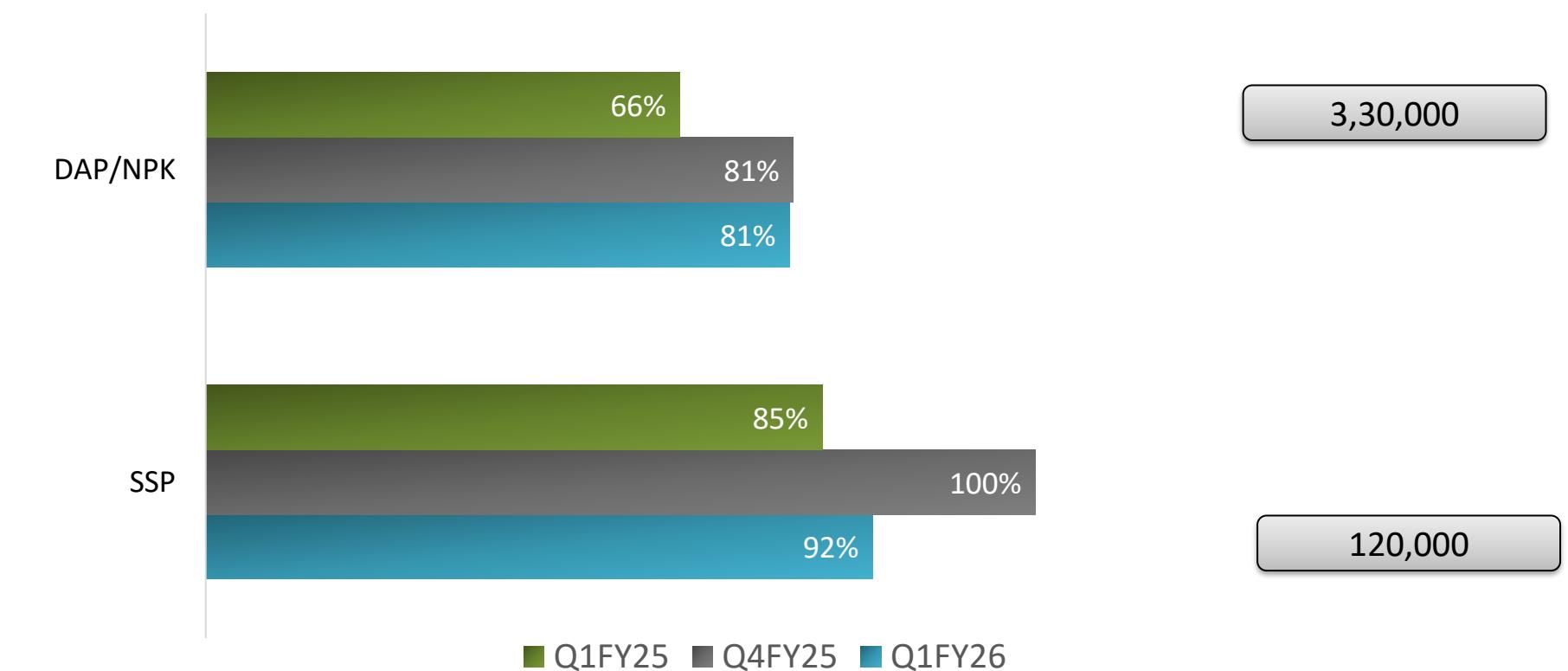
## Fertiliser (in tons)



## Capacity Utilisation



## Capacity Utilisation





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

*Commenting on the financial performance of the company for Q1FY26, Mr. MK Ostwal said,*

*"We are pleased to begin FY26 on a strong note, delivering robust financial and operational performance; reinforcing our long-term strategy for sustainable healthy growth.*

*Revenue grew 40.8% YoY to ₹395 crore, driven by strong market demand and efficient execution. PAT surged 86.6% YoY to ₹30.6 crore, reflecting enhanced margin and disciplined cost control. Our performance showcased operational efficiency across our integrated value chain.*

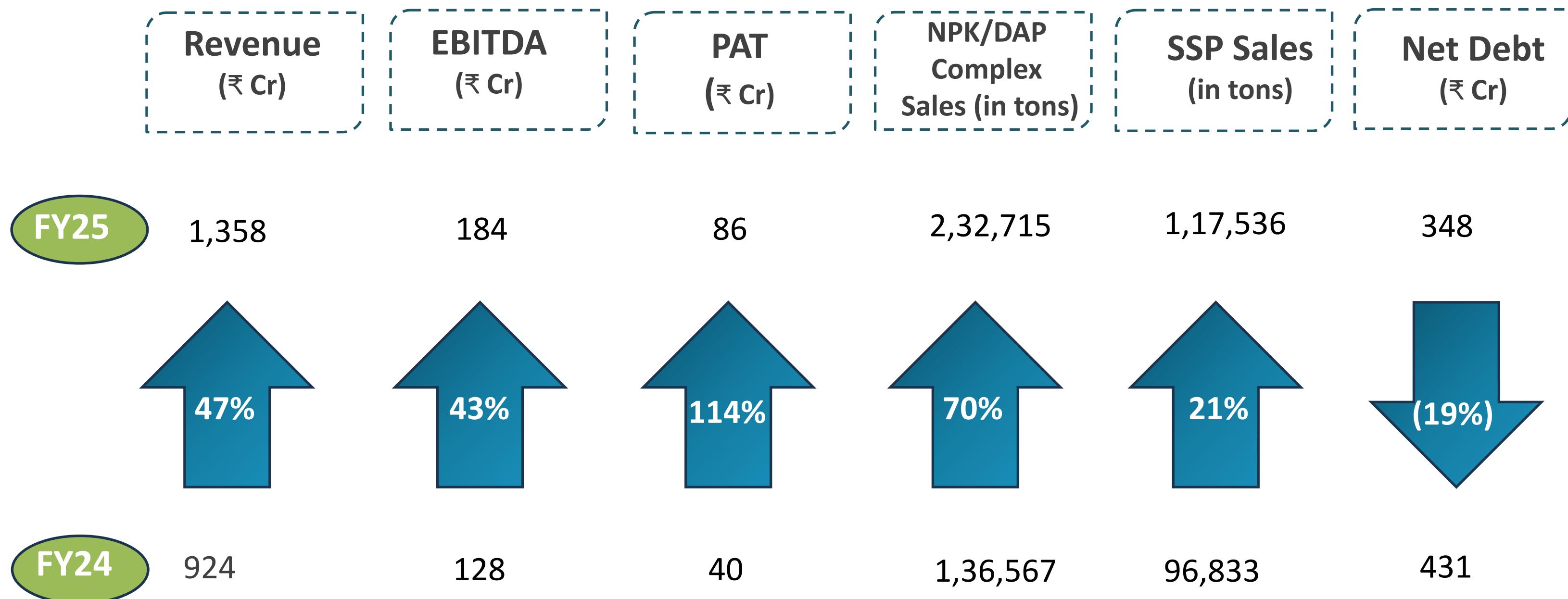
*Continuing our focus on innovation and sustainable agriculture, we launched two differentiated products under our Bharat and Annadata brand respectively:*

- *Urea SSP – enhancing nutrient use efficiency*
- *Super 6 – fortified SSP with Zinc, Boron, and Magnesium*

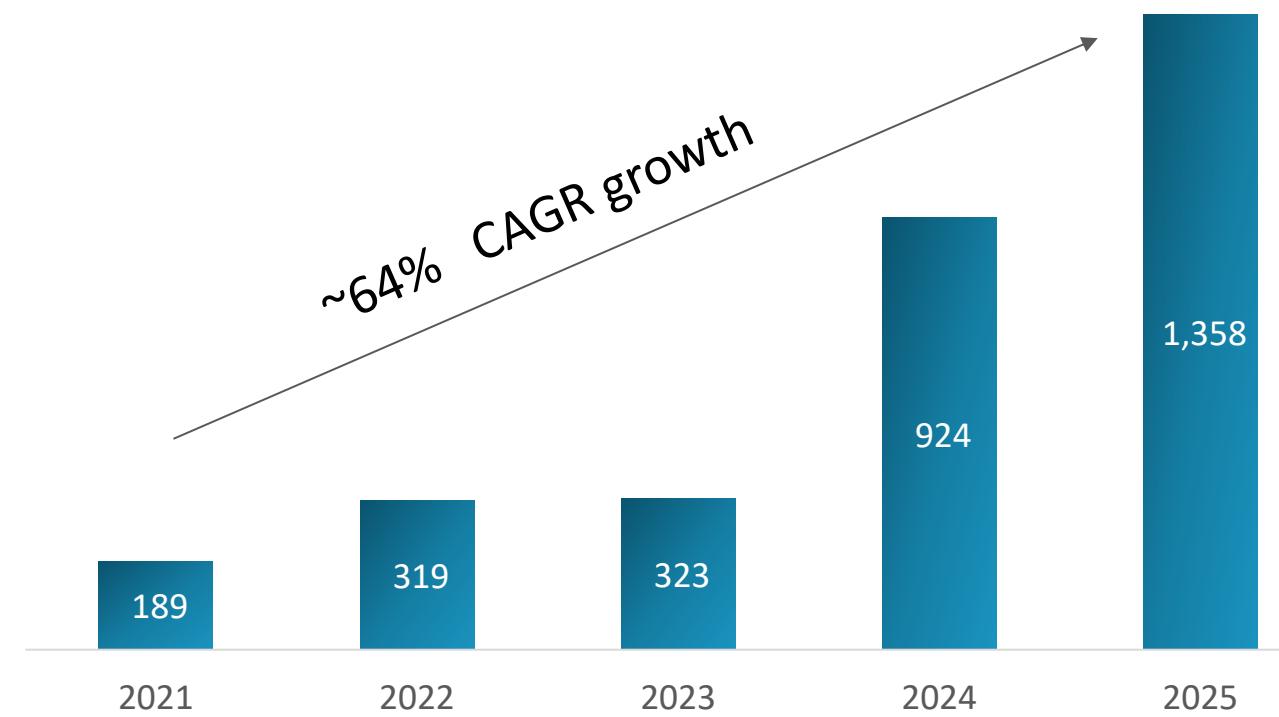
*Both products are expected to contribute meaningfully in enhancing growth in the coming quarters.*

*On the capacity expansion, the proposed project at the Meghnagar facility involves adding 1,65,000 MTPA of NPK/DAP Complex and 99,000 MTPA of Sulphuric Acid capacity at a project cost of ₹142 crore. As of Q1 FY26, ~ ₹4 crore has been spent; civil work has commenced, and orders for plant & machinery have been released. All required approvals have been applied for, with commercial production targeted by March 2026.*

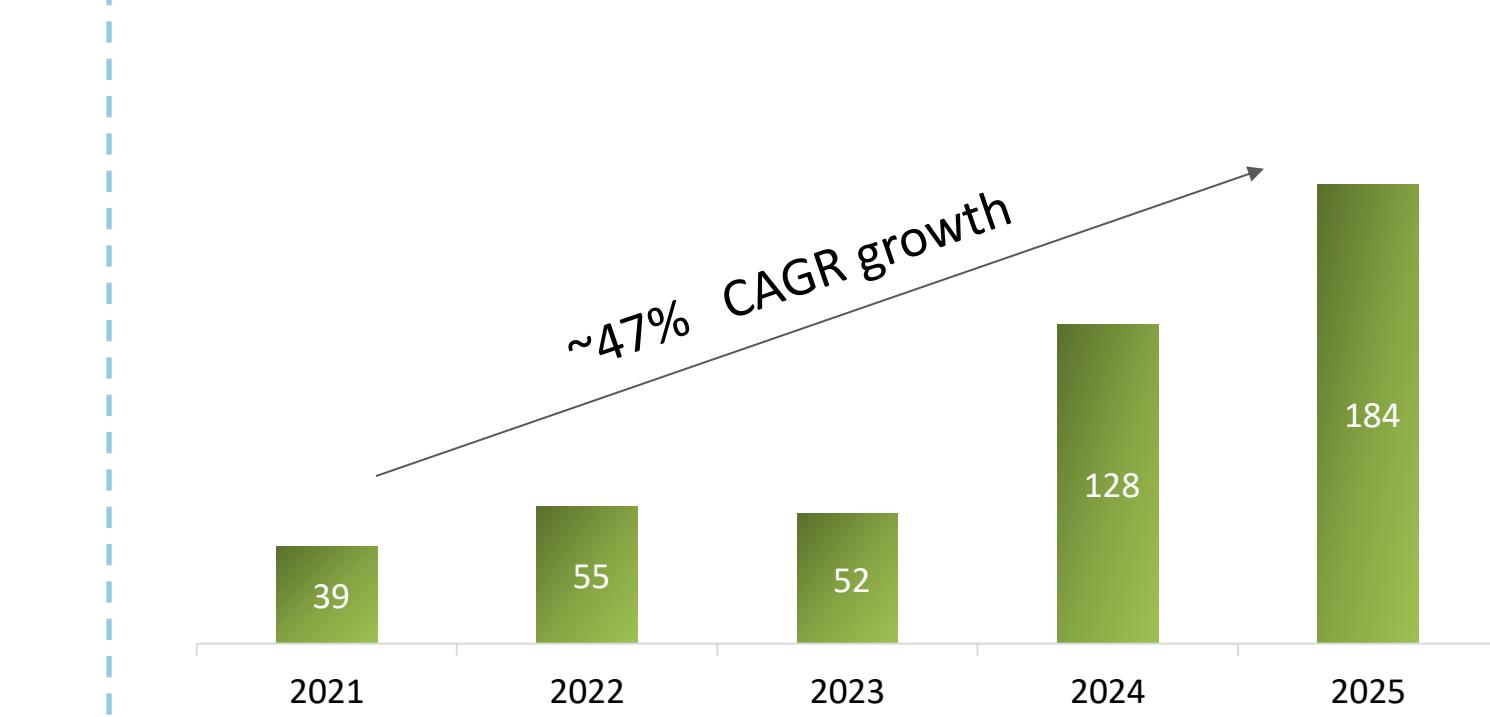
*We are actively evaluating new growth opportunities to further scale, diversify, and strengthen our integrated operations. With focused execution and a long-term vision, we remain confident in delivering healthy growth and enhanced value for our shareholders."*



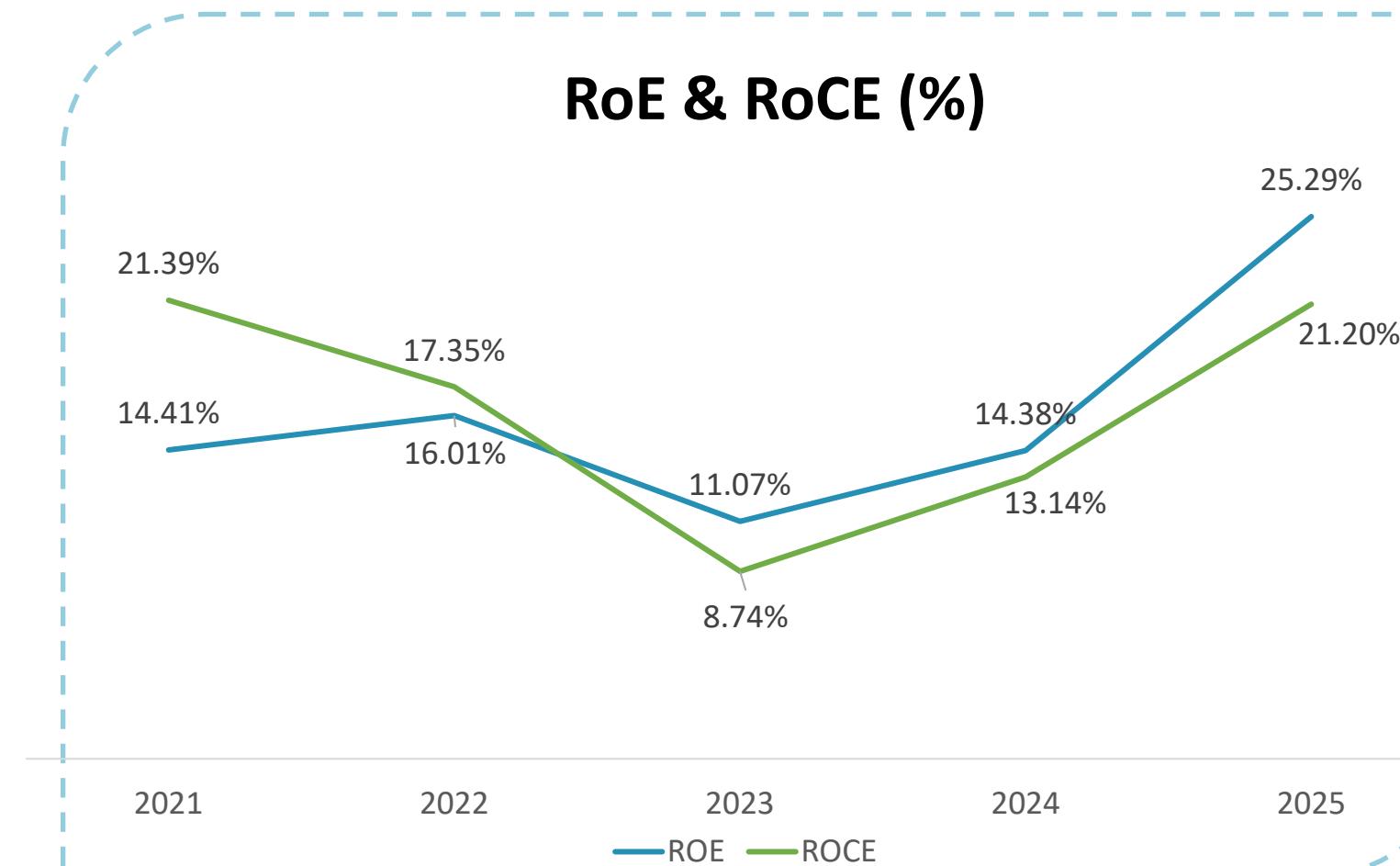
## Revenue (₹ in Cr)



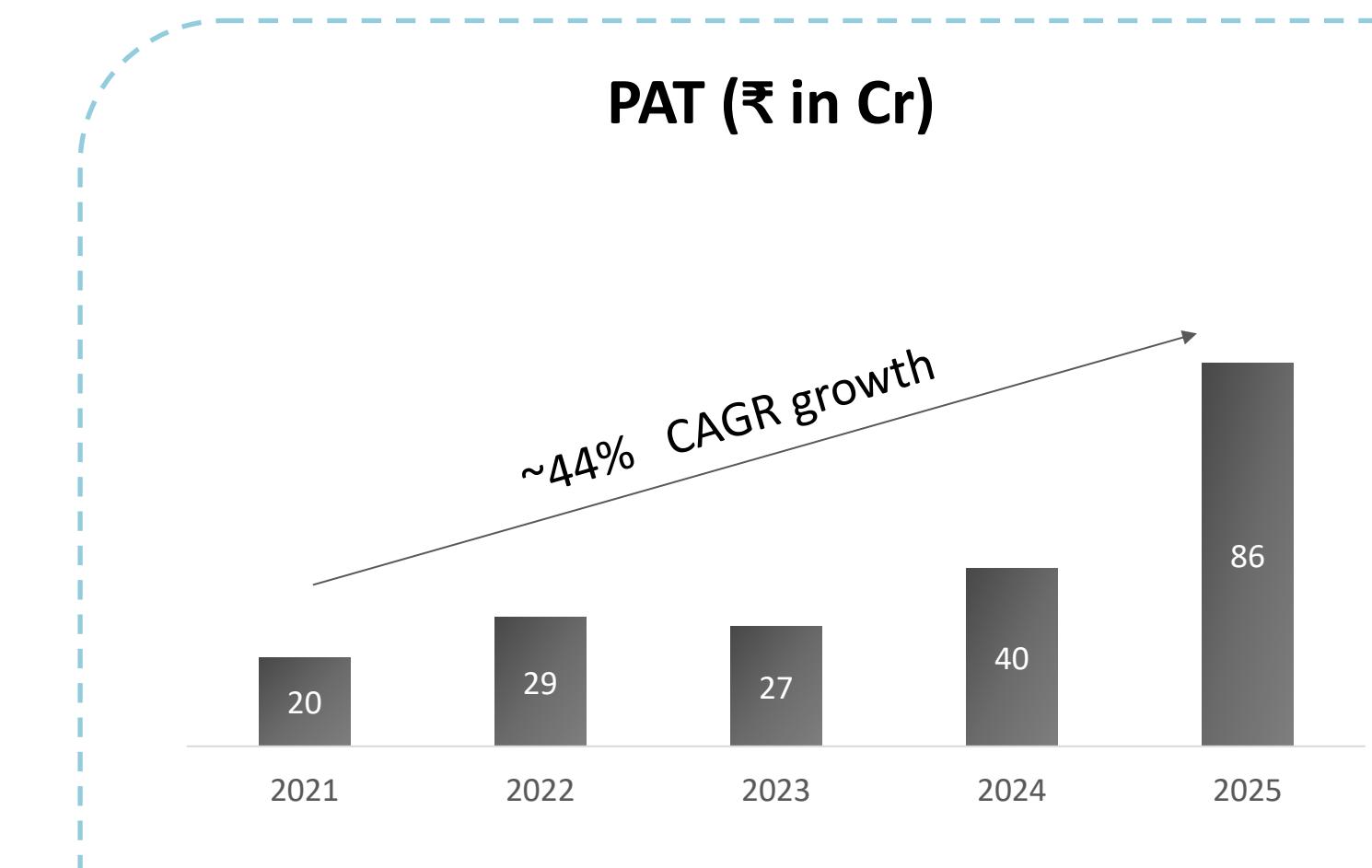
## EBITDA (excl. Other Income)



## RoE & RoCE (%)



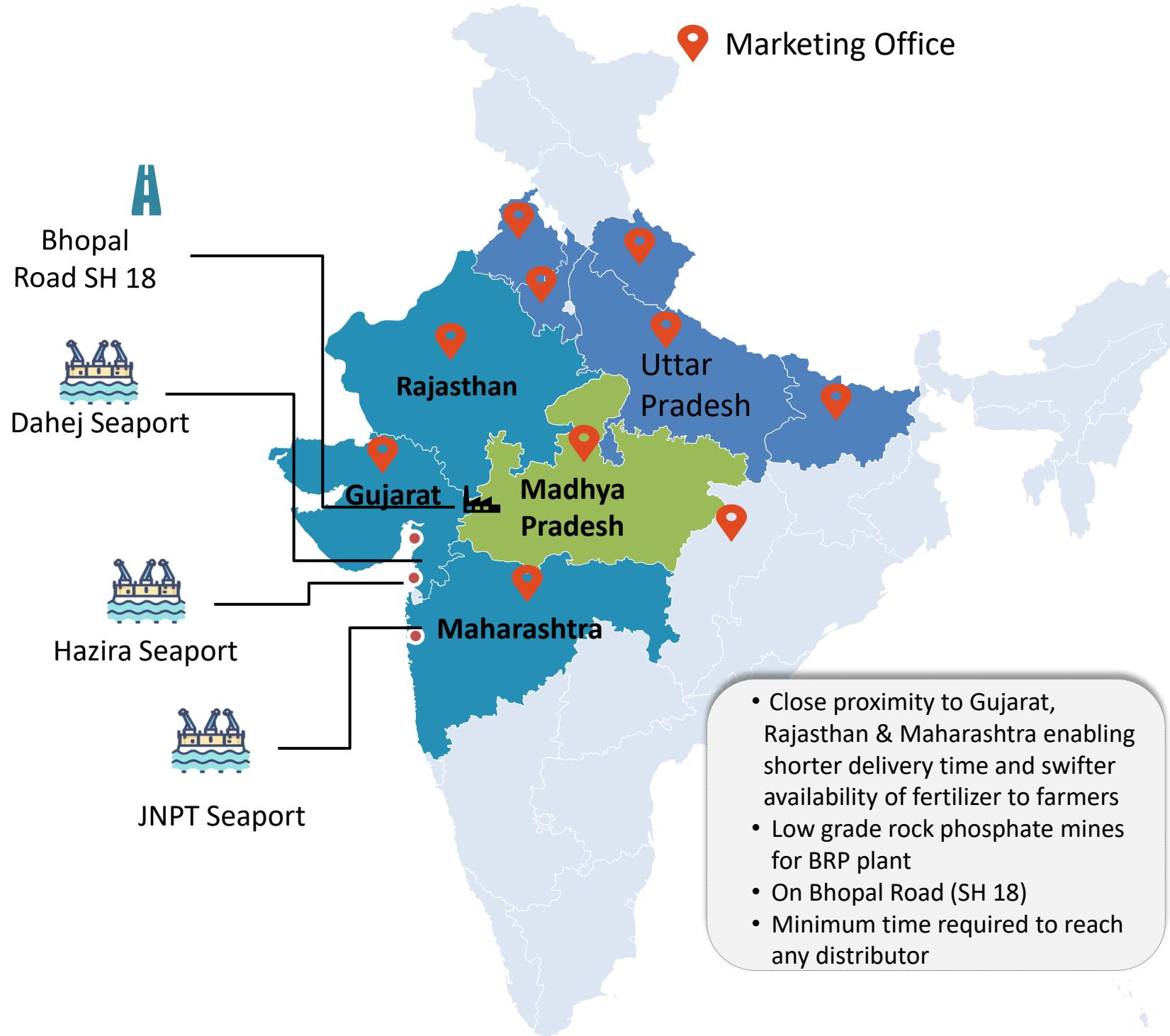
## PAT (₹ in Cr)



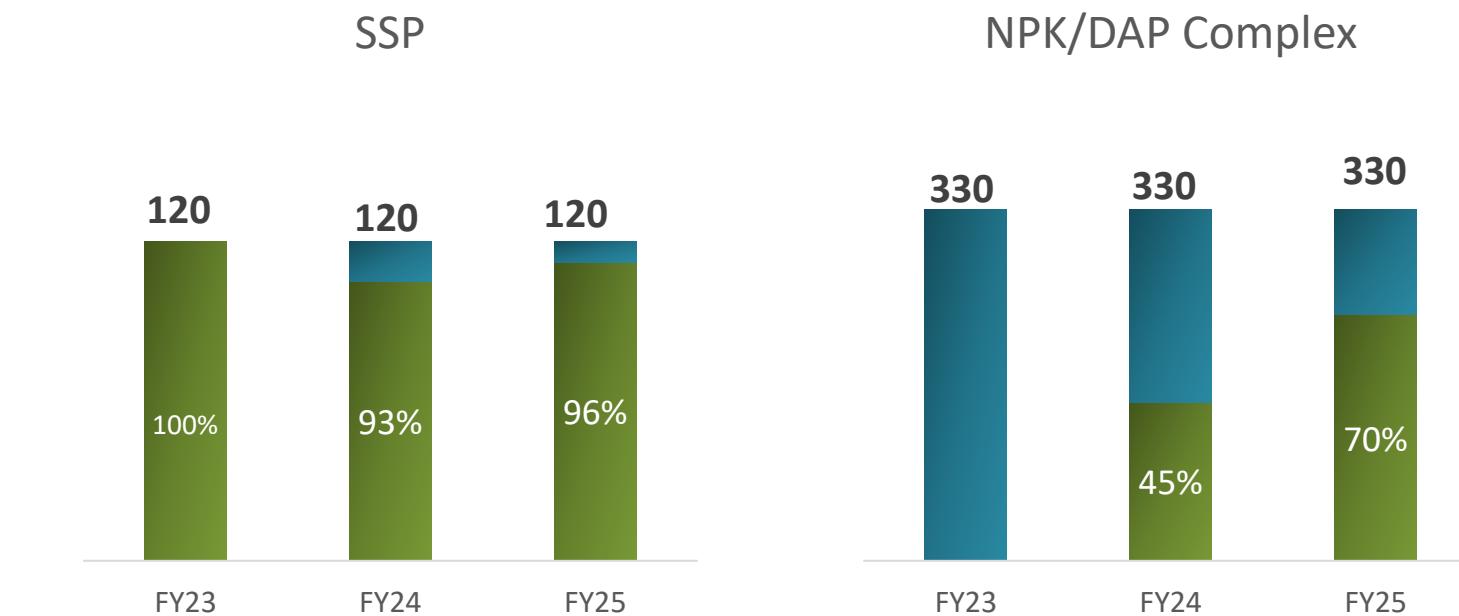
# KPL JOURNEY



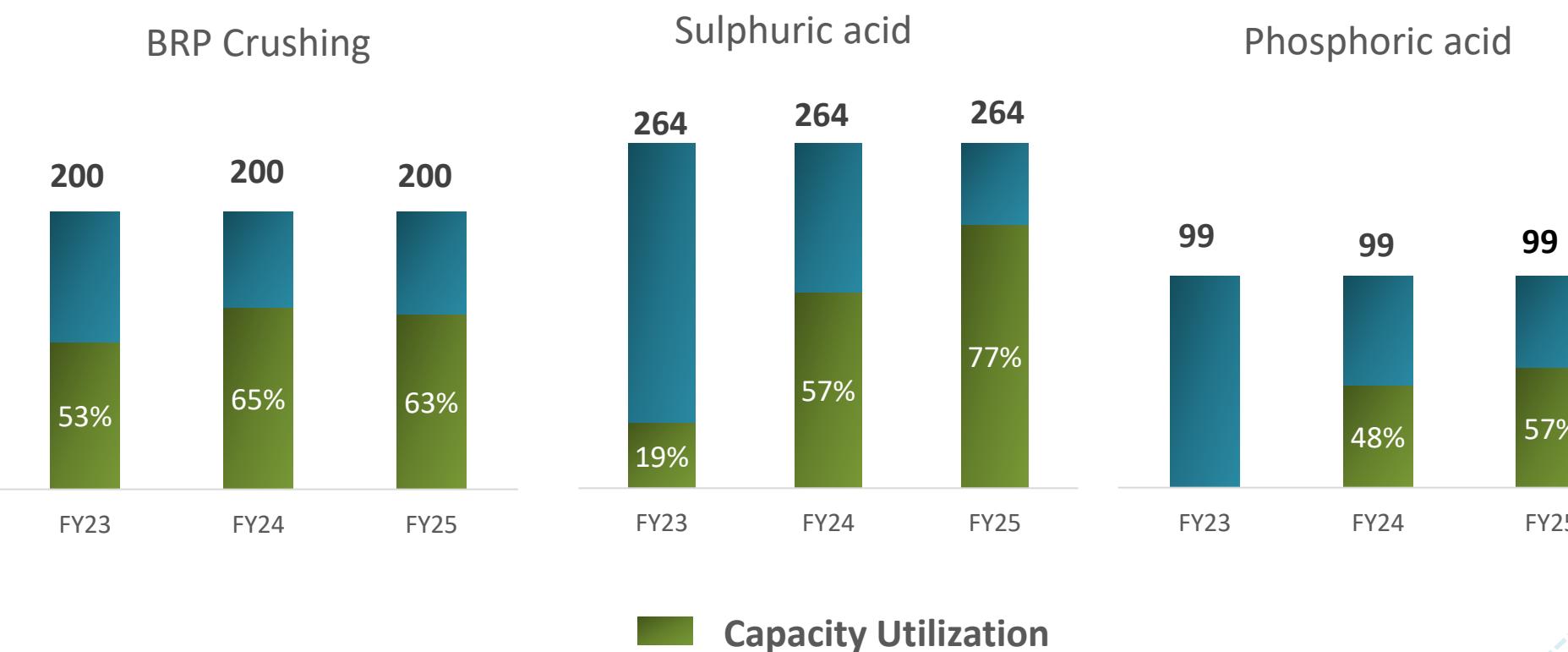




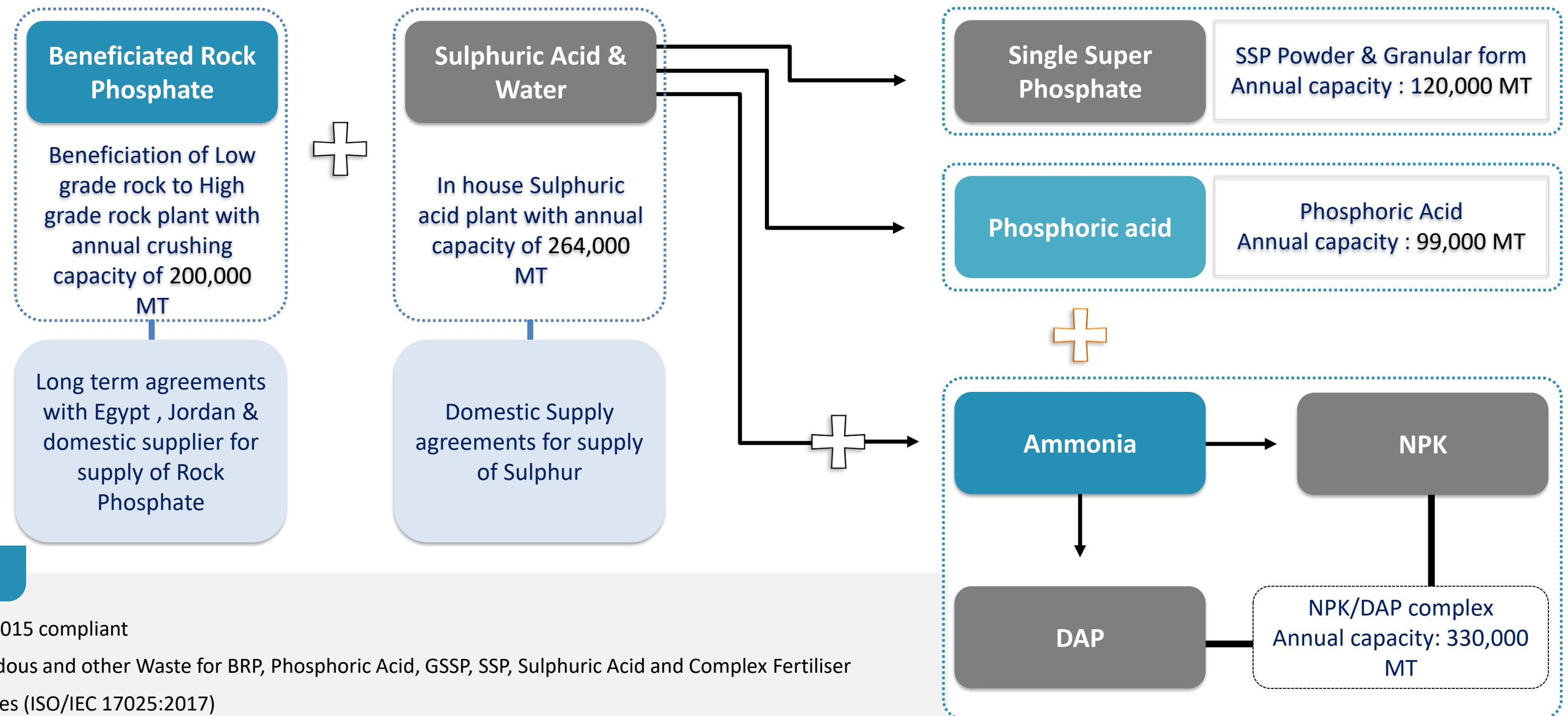
## Fertilizer Capacities & Utilization Trend (in '000 tons)



## Backward integrations Capacities & Utilization Trend (in '000 tons)



# Only Manufacturing Group in India with Full Backward Integration



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

# Promoters



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



**Mr. Pankaj Ostwal**  
Promoter & Director



**Mr. Praveen Ostwal**  
Promoter & Director

With more than 4 decades of experience in the sector setting up various fertilizer capacities. He is regarded as 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

C.A 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.

C.A with 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

## CORE PRODUCTS



## NEW LAUNCHED & RELAUNCHED PRODUCTS



**Annadata Super 6**  
(Fortified SSP Zinc Boron & Magnesium)



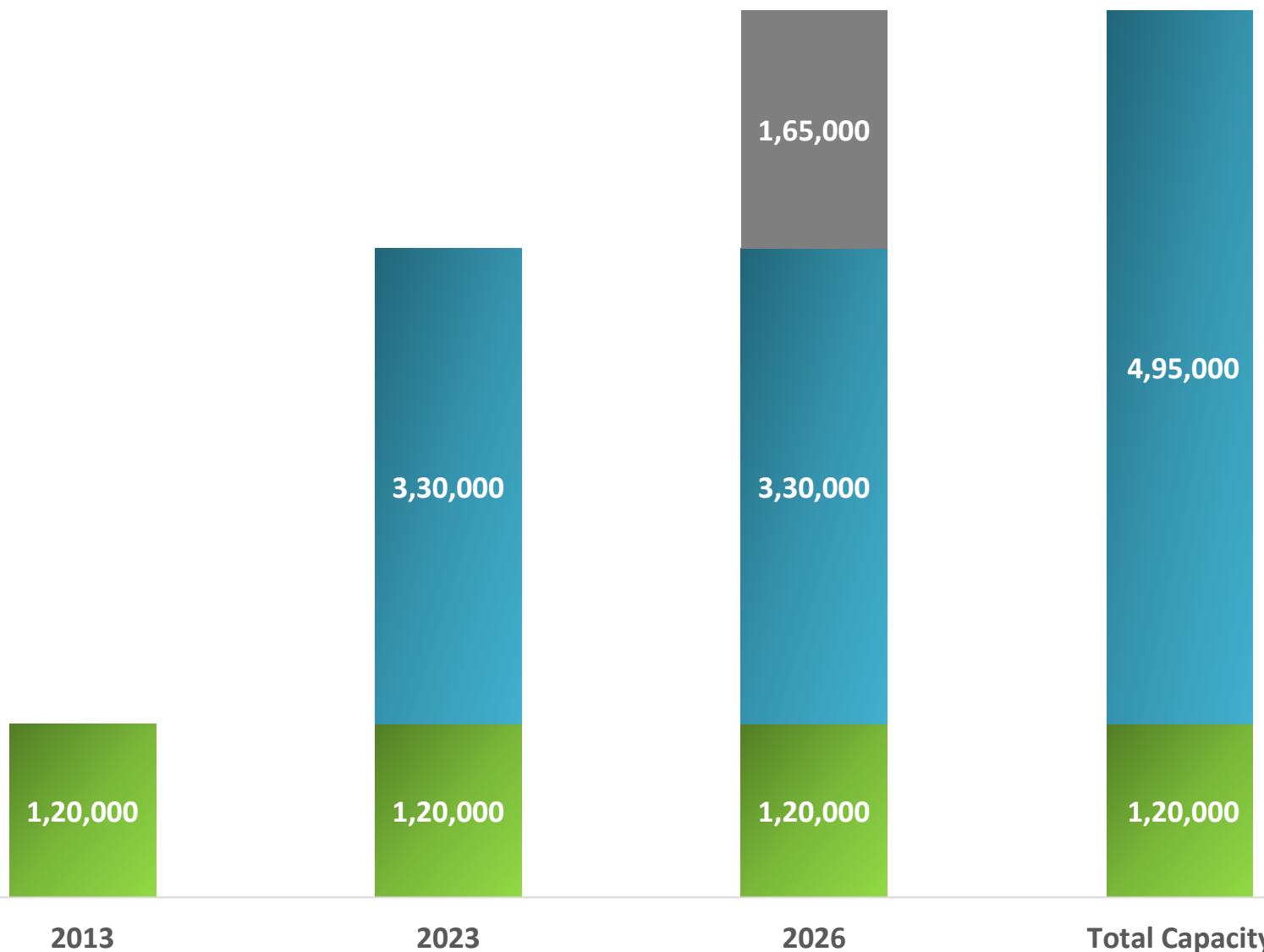
**Bharat Urea SSP**  
(combining the benefits of Urea and SSP)



**Annadata Zibo (Fortified SSP- Zinc and Boron)**  
*Relaunched*

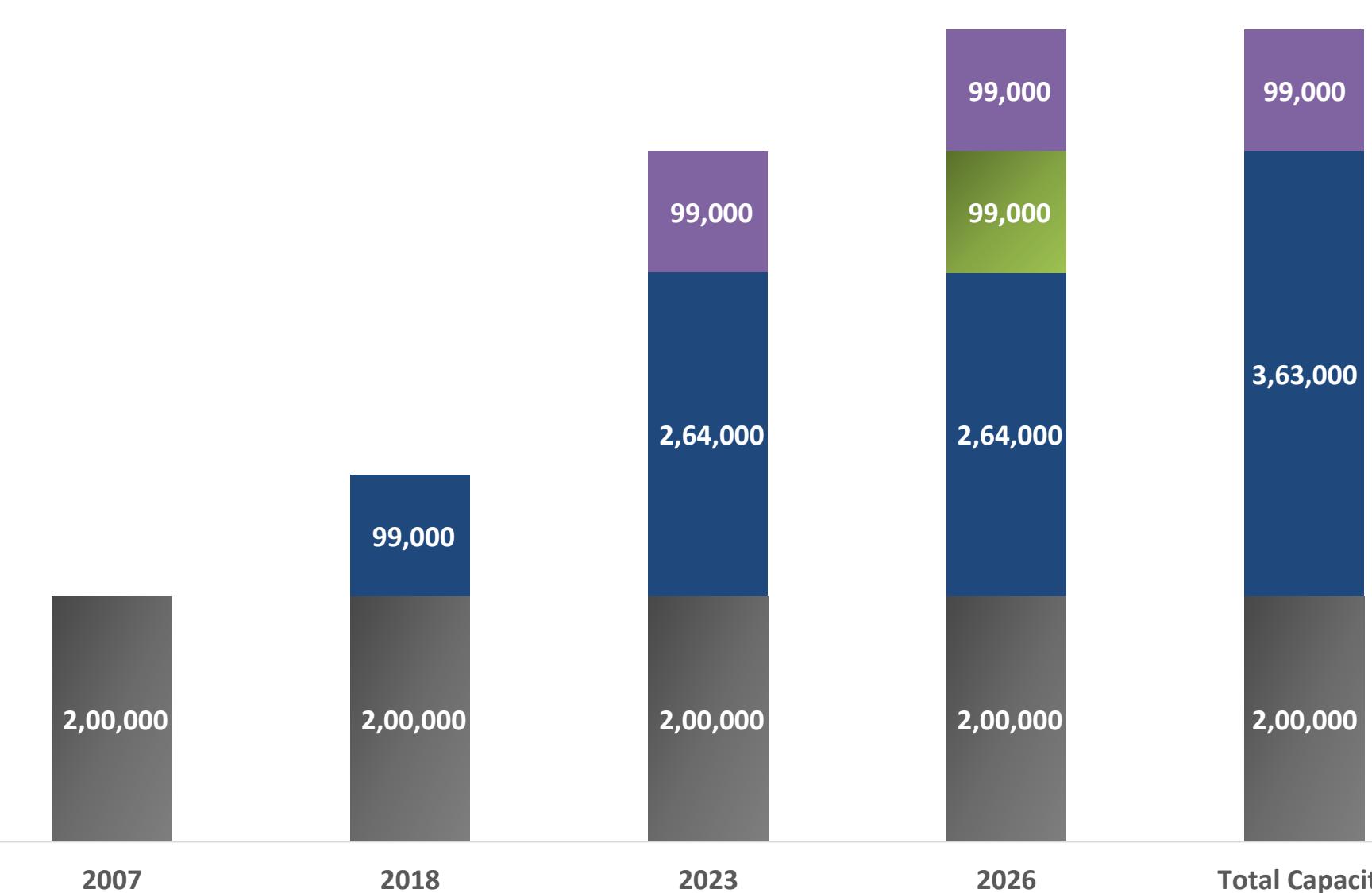
## Fertiliser (in tonnes)

■ SSP ■ NPK/DAP ■ NPK/DAP Proposed



## Chemical & Intermediates (in tonnes)

■ BRP (Crushing) ■ Sulphuric Acid ■ Sulphuric Acid Proposed ■ Phosphoric Acid



## Sustainability

KPL is committed to sustainable agriculture. The company's fertilizers are designed to minimize the impact on soil and water resources and reduce greenhouse gas emissions.

Providing farmers quality fertilizer which will directly help them to enrich crop and make land more fertile.

01

Focus on quality fertilizer for enrichment of crop

02

Strong focus on farmer education and partnerships by conducting camps at villages for creating awareness among them

03

NABL accredited laboratories at every manufacturing unit





*Strengthening sustainability with plantation activities*



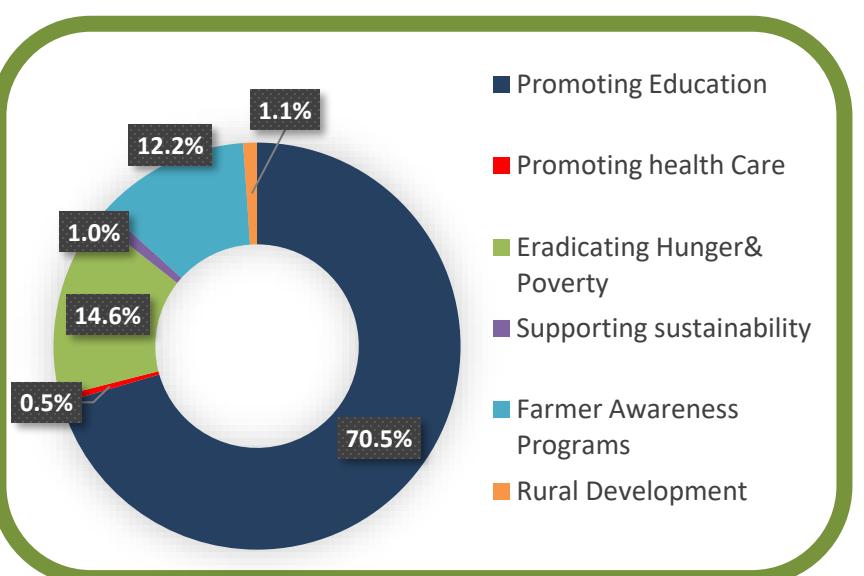
*Promoting sports and nurturing young talent*



*Supporting the needy with food and essentials*



*Empowering youth through sporting events.*



*Offering full healthcare through medical camps*



*Organized medical camps offering comprehensive health services.*



*Free medical consultations and blanket distribution*



*Nurturing Education with Stationery Kits for Students*



# THANK YOU

## KRISHANA PHOSCHEM LIMITED

(A Unit of Ostwal Group of Industries )

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Bhilwara (Raj)- 311802  
CIN: L24124RJ2004PLC019288

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