



KRISHANA PHOSCHEM LIMITED

(A Unit of Ostwal Group of Industries)

Q4 FY25 & FY25 Financial Results presentation



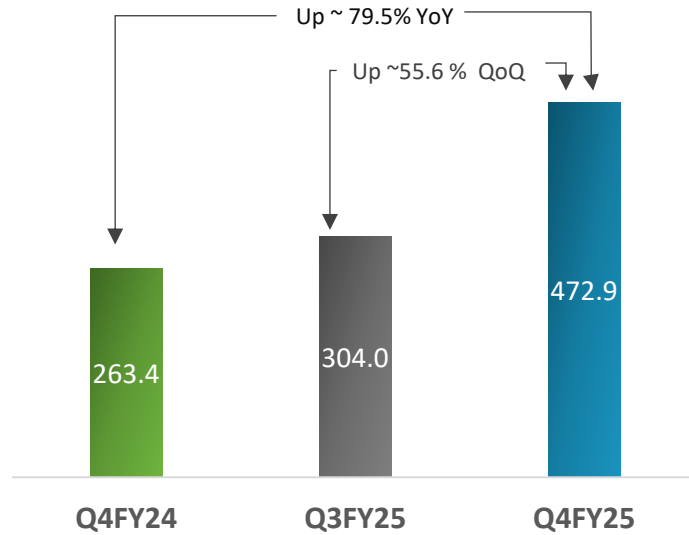
This presentation may contain forward-looking statements regarding future business developments and economic performance. These statements related to Krishana Phoschem Limited (KPL) are based on current expectations and projections that involve a number of risks and uncertainties. Factors that could 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.

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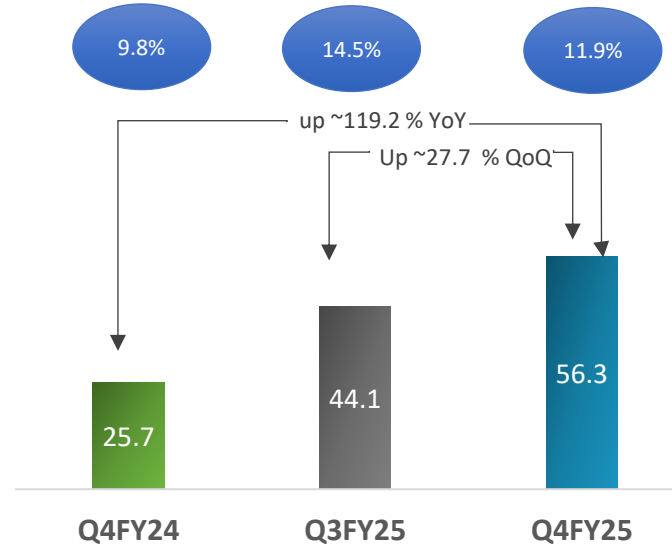
We assume no obligation to update any forward-looking information contained herein. Third-party statements or projections included in this presentation are not adopted by us and we disclaim any responsibility for them.

Performance Trend for the Quarter

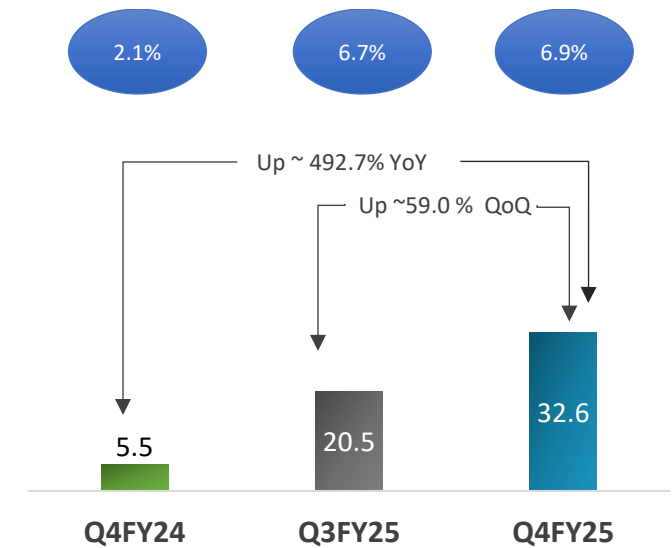
REVENUE (₹ Crore)



EBIDTA (₹ Crore) & Margins (%)



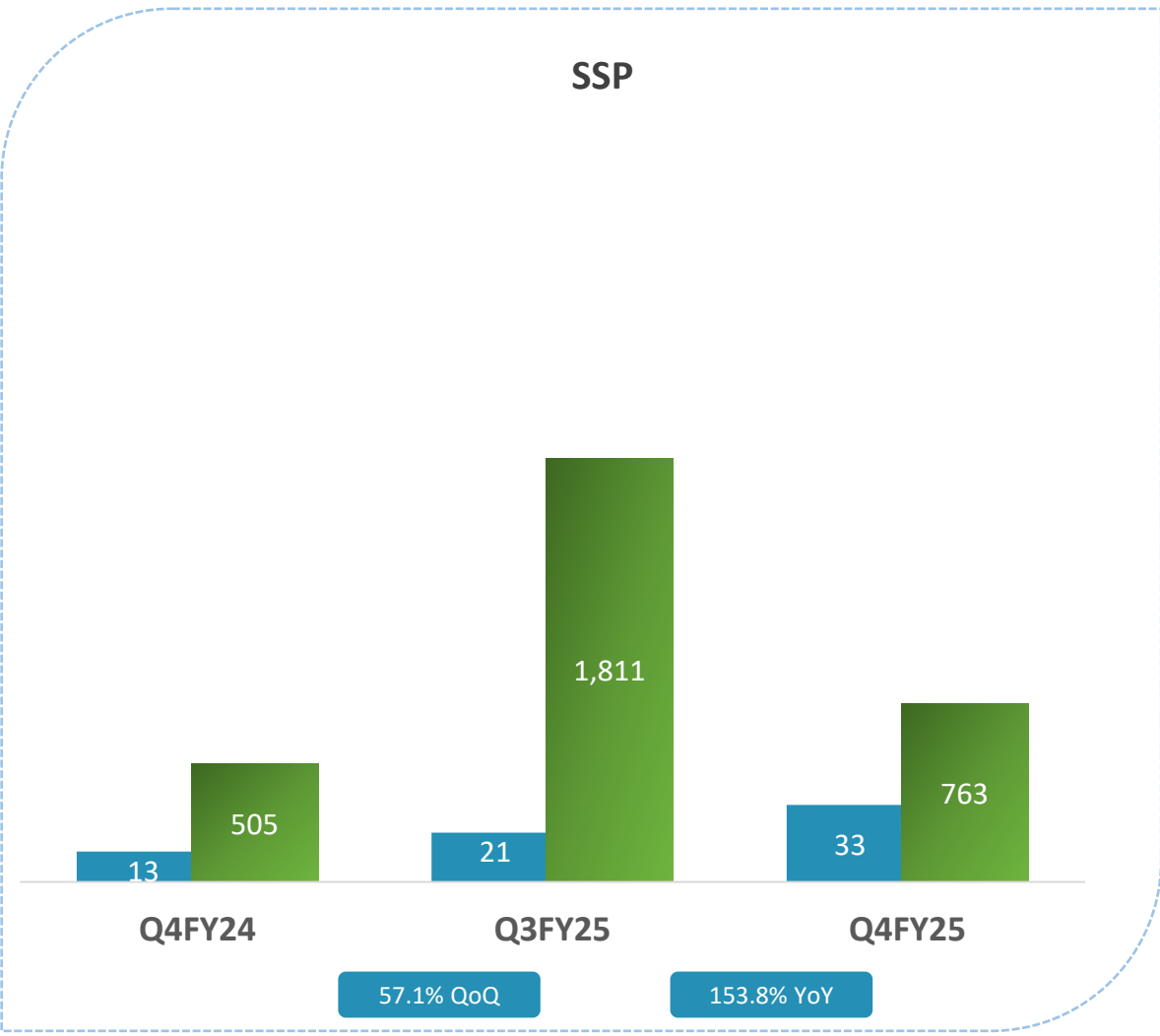
PAT (₹ Crore) & Margins (%)



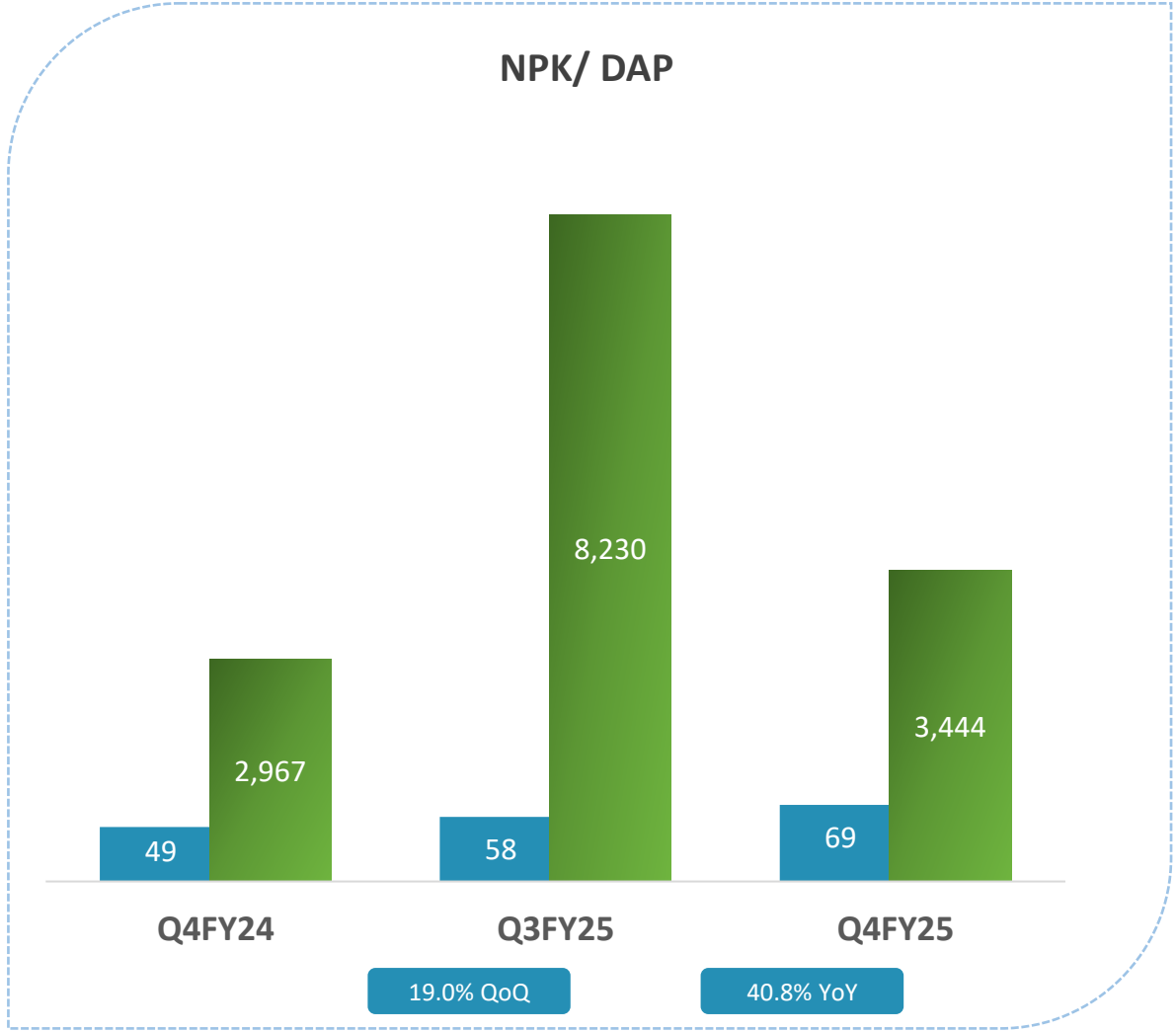
Key quarterly highlights

- Historic quarter with its highest-ever revenue and profitability -
 - Revenues are up 79.5% YoY to ₹472.9 Cr.
 - EBITDA grew by 119.2% YoY to ₹56.3 Cr, while PAT grew by 492.7% YoY to ₹32.6 Cr.
- Stellar performance driven by strong volume growth in NPK and consistent momentum in SSP.
- Subsidy receivable is ~ ₹ 189.1 Cr as on 31st Mar 2025 (₹ 93.5 Cr as on 31st Dec 2024 and ₹ 133.2 Cr as on 31st March 2024).

SSP

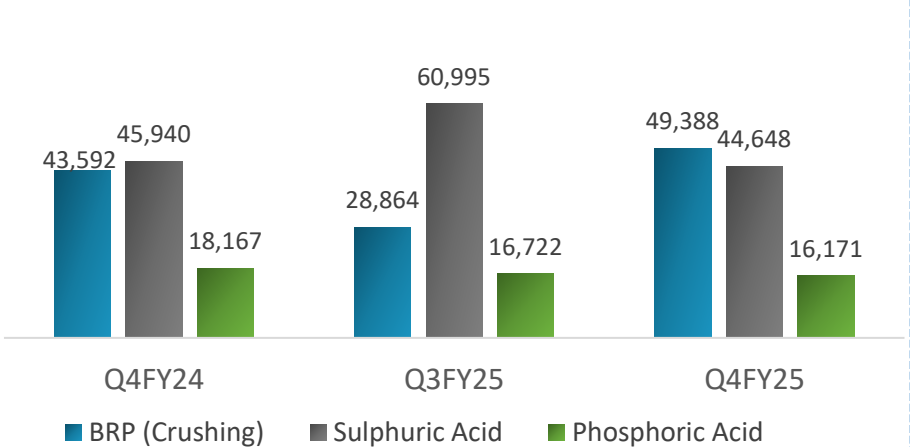


NPK/ DAP

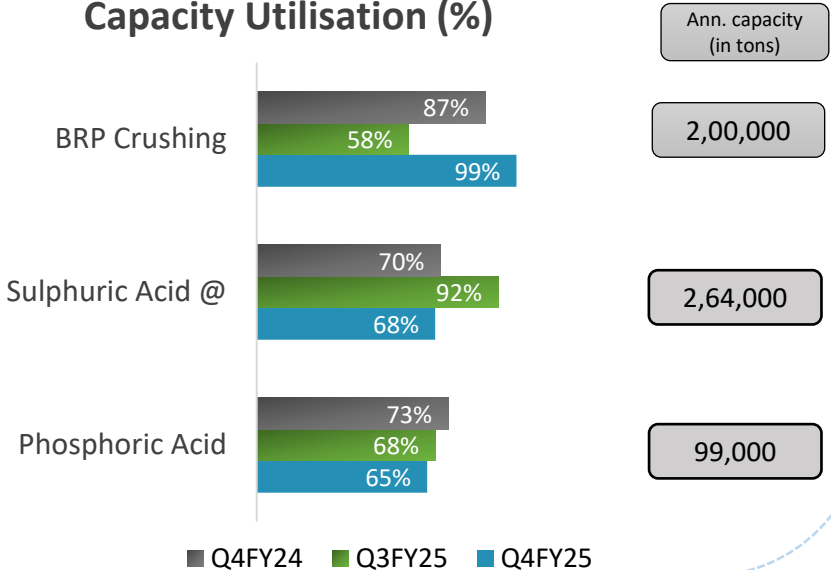


 KPL  Industry

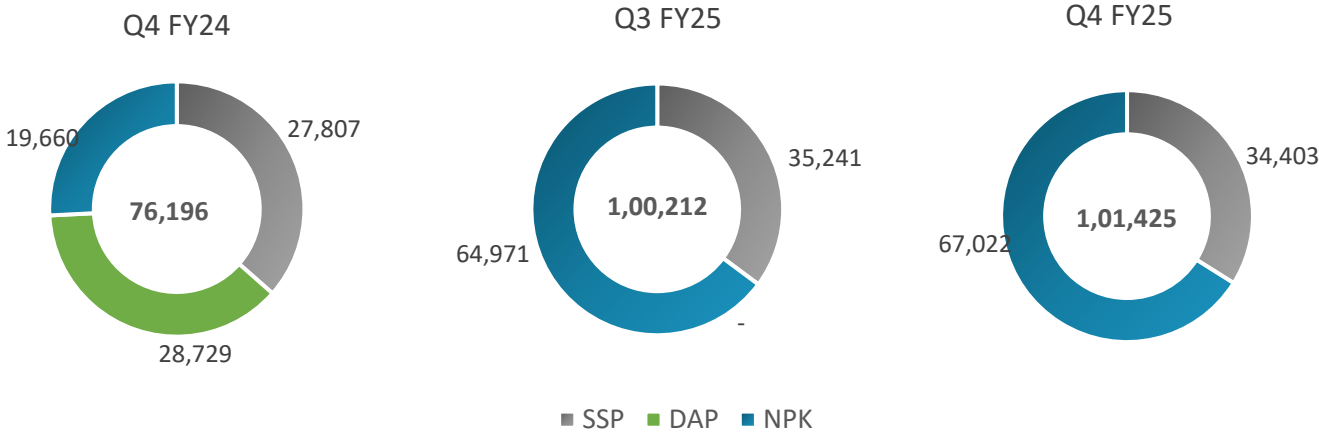
Chemical & Intermediates (in tons)



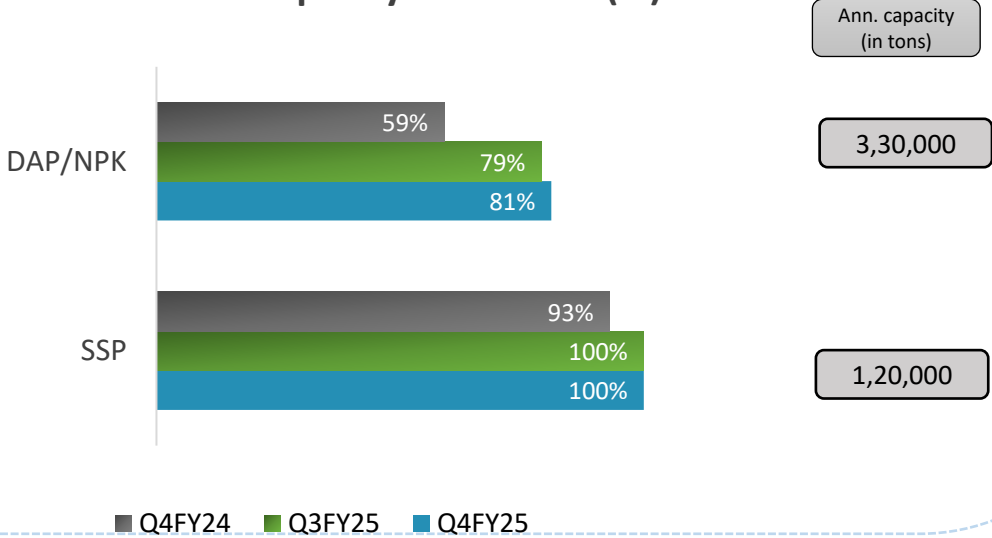
Capacity Utilisation (%)

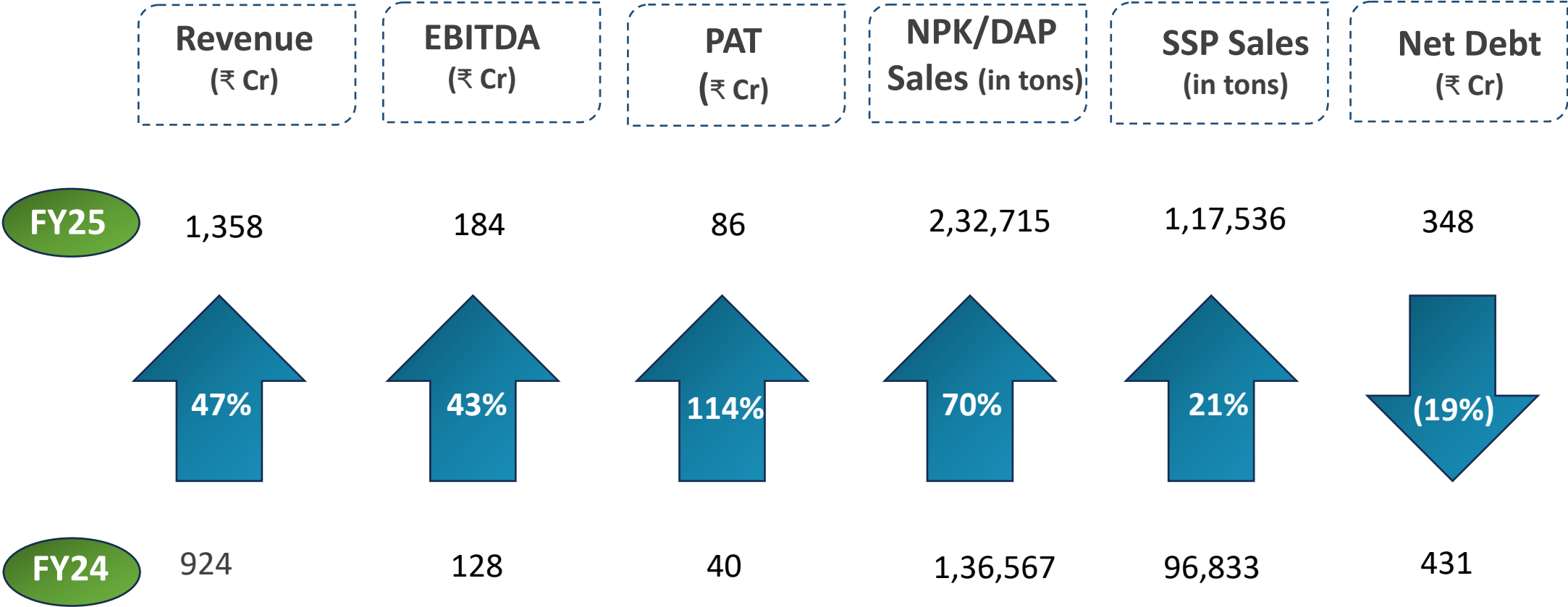


Fertiliser (in tons)



Capacity Utilisation (%)





₹ in Crore

Particulars	Q4 FY25	Q4 FY24	YoY%	Q3 FY25	QoQ%	FY25	FY24	YoY%
Revenue from operations	472.9	263.4	79.5	304.0	55.6	1,358.2	923.9	47.0
Other income	6.4	0.6	966.7	1.7	276.5	9.9	1.8	450.0
Total income	479.3	264.0	81.6	305.7	56.8	1,368.1	925.7	47.8
Expenses								
Cost of materials consumed	234.5	178.7	31.2	238.6	-1.7	786.2	583.0	34.9
Purchase of stock	65.5	0.0	NA	5.6	1069.6	110.3	86.1	28.1
Changes in Inventories of finished goods, work in progress and stock in trade	9.4	-15.0	NA	-40.3	NA	12.6	-53.2	NA
Employee benefits expenses	8.4	4.5	86.7	7.8	7.7	27.7	17.5	58.3
Depreciation and amortisation expenses	7.6	8.5	-10.6	7.8	-2.6	31.2	34.2	-8.8
Finance cost	8.1	11.2	-27.7	9.3	-12.9	39.5	36.8	7.3
Other expenses	98.8	69.5	42.2	48.2	105.0	237.5	162.3	46.3
Total expenses	432.3	257.4	67.9	277.0	56.1	1,245.0	866.7	43.6
EBIDTA (excl. Other Income)	56.3	25.7	119.2	44.1	27.7	183.9	128.2	43.4
<i>EBIDTA Margin</i>	<i>11.9</i>	<i>9.8</i>	<i>215bps</i>	<i>14.5</i>	<i>-260bps</i>	<i>13.5</i>	<i>13.9</i>	<i>-34bps</i>
<i>EBIDTA Per Tonne (₹)</i>	<i>5,550</i>	<i>4,114</i>		<i>5,579</i>		<i>5,251</i>	<i>5,493</i>	
Reported Profit After Tax	32.6	5.5	492.7	20.5	59.0	86.3	40.3	114.1
<i>PAT Margin</i>	<i>6.9</i>	<i>2.1</i>	<i>481bps</i>	<i>6.7</i>	<i>15bps</i>	<i>6.4</i>	<i>4.4</i>	<i>199bps</i>
Basic EPS (₹/share)	5.3	0.9		3.3		14.0	6.5	



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

Commenting on the financial performance of the company for Q4FY25, Mr. MK Ostwal said, “This quarter is a historic quarter for the company as profits grew almost 5 times on a YoY basis. We have achieved the highest utilization for the DAP/NPK plant which we commenced in 2023. Our NPK sales volume grew significantly by almost three times despite being seasonally lean quarter for the sector and recorded our highest ever financial performances.

For the year FY25 the company’s revenue grew by 47% and profit after tax grew by 114% which is again the best ever for the company. Our operational efficiencies have enabled us to record EBITDA/ton at ₹ 5,250 for the year which is one of the best in the industry. We strongly believe we can maintain and rather improve from here our performances in the future. The raw material price scenario is mixed as Sulphur prices increased at an unprecedented level while Ammonia prices were softer. For Kharif 2025, government has announced increase in subsidy, which has covered incremental cost due to raw material price movement.

Overall demand for NPK and SSP grew by ~28% and ~9% respectively for the year. We foresee a strong Kharif 2025 to keep our current year performance robust. Considering long term tail winds in the sector with nutrient based usage of fertilizer our expansion plans remain undeterred, as we keep evaluating multiple options to grow. We are at the advanced stages of finalizing the next expansion phase.”

- **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 **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 acquired a NPK/DAP plant from Spain and successfully relocated it to Meghnagar, Madhya Pradesh. With its current capacity of 330,000 tons the plant has already made a significant contribution to performance and is expected to continue benefiting the company in the long term.
- 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. KPL holds ~16% market share in the state of Chhattisgarh and ~6% in the state of Madhya Pradesh.
- Robust distribution network of ~ 2,500 wholesalers /dealers and ~ 30,000 retailers.
- Secured supply of rock phosphate through long term agreements.

COMPLEX FERTILISER

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

PRESENCE

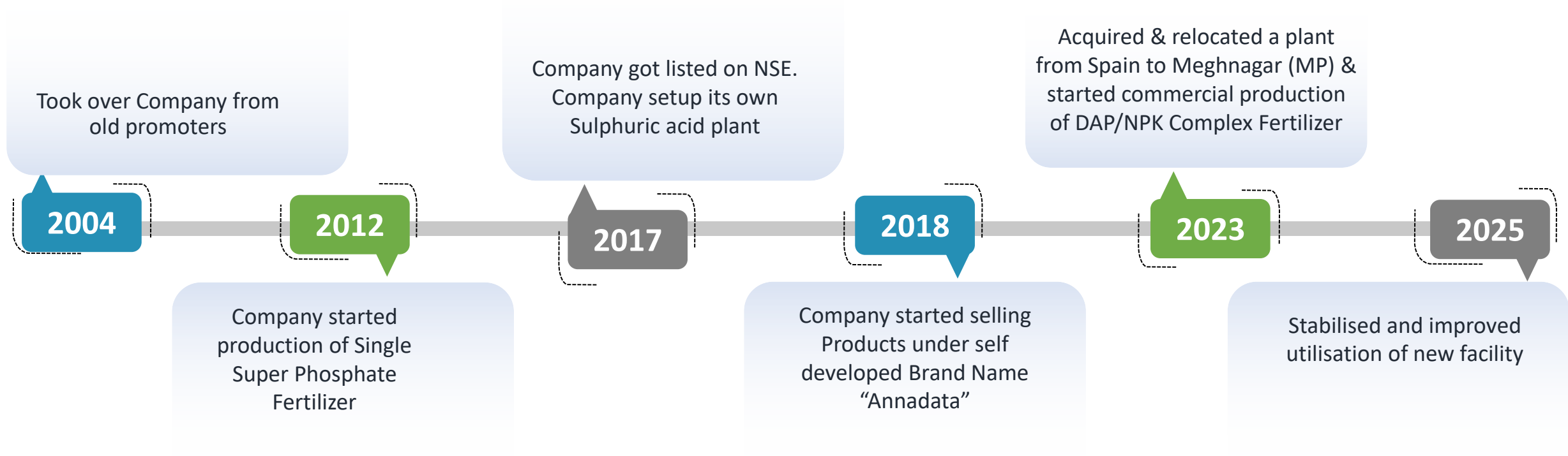
9 States
~ 60 marketing staff

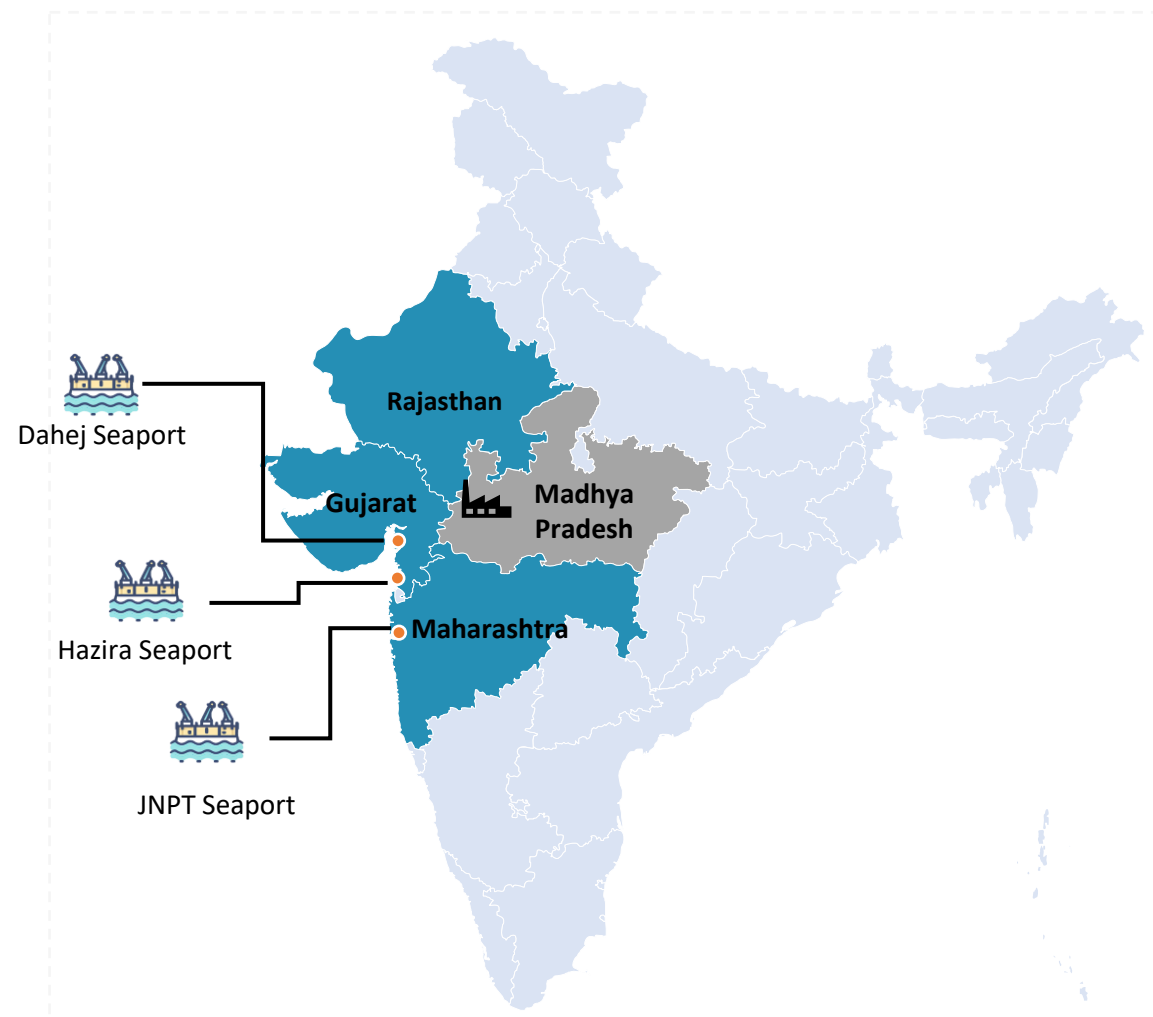
NSE Listed Company

Since 2017
Market Cap ~ ₹ 18Bn

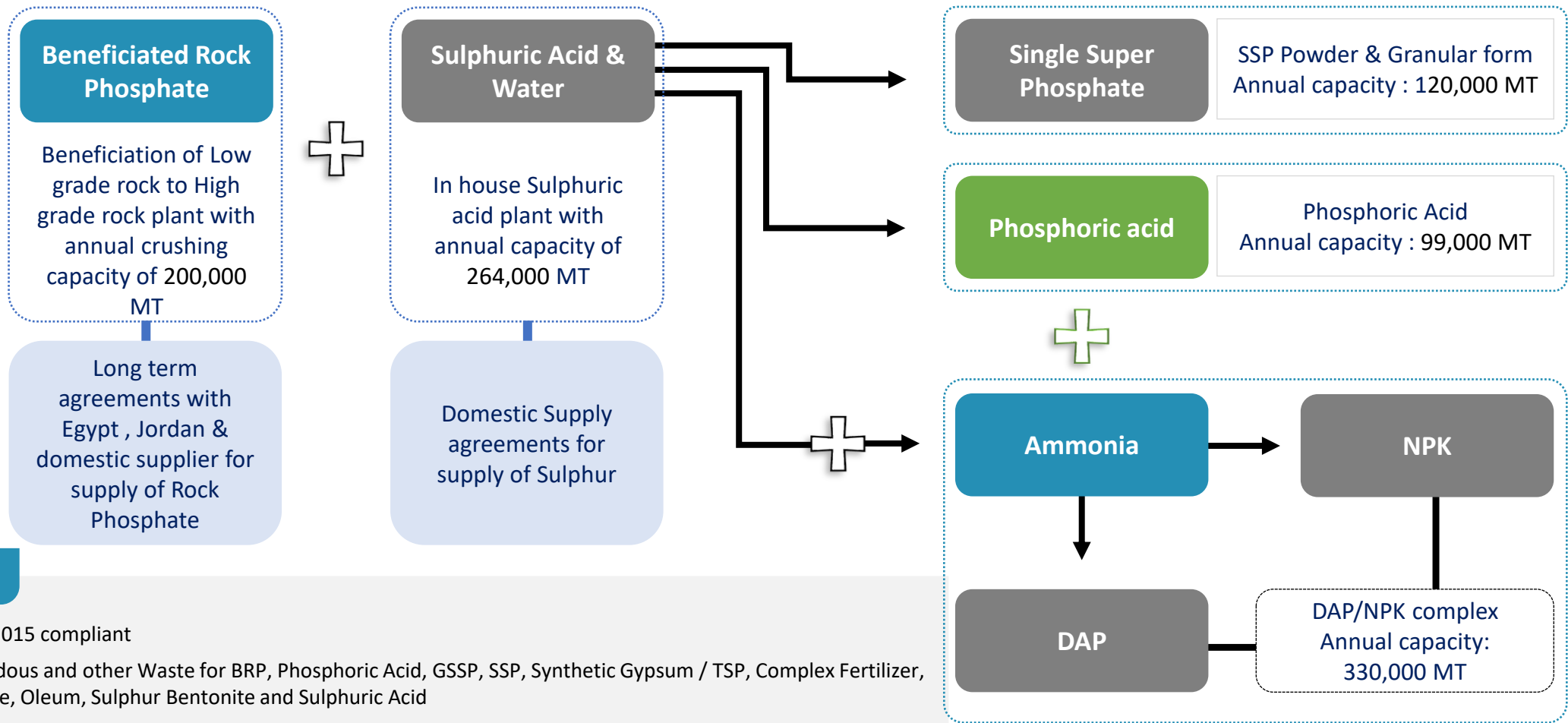
RATING

'A' Stable by
CRISIL





Meghnagar, Madhya Pradesh



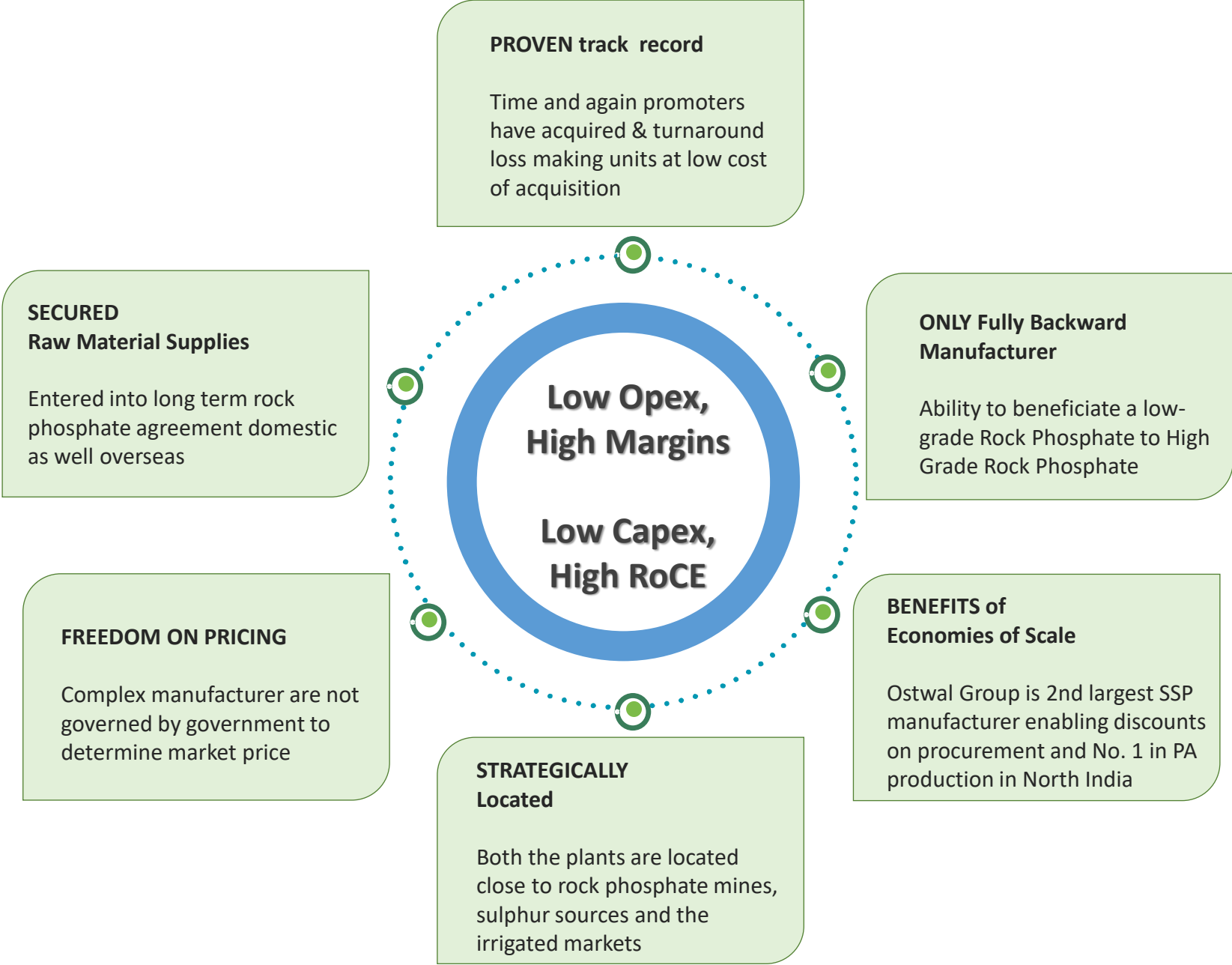
Certifications

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





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

With more than 4 decades of 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

A qualified 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.



Mr. Praveen Ostwal
Promoter & Director

A qualified 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



Strengthening sustainability with plantation activities



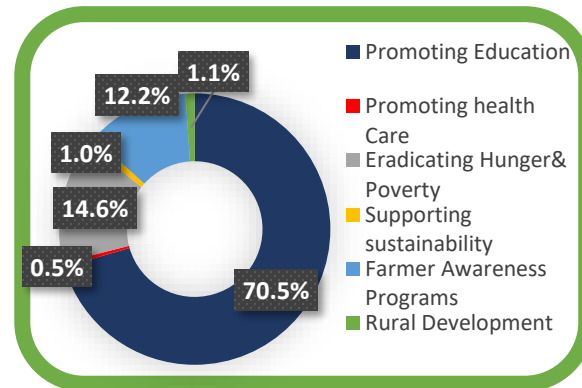
Promoting sports and nurturing young talent



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.

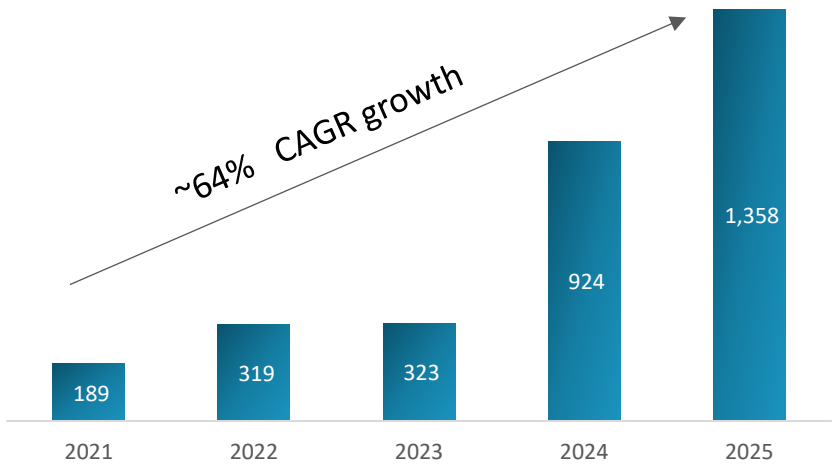


Free medical consultations and blanket distribution

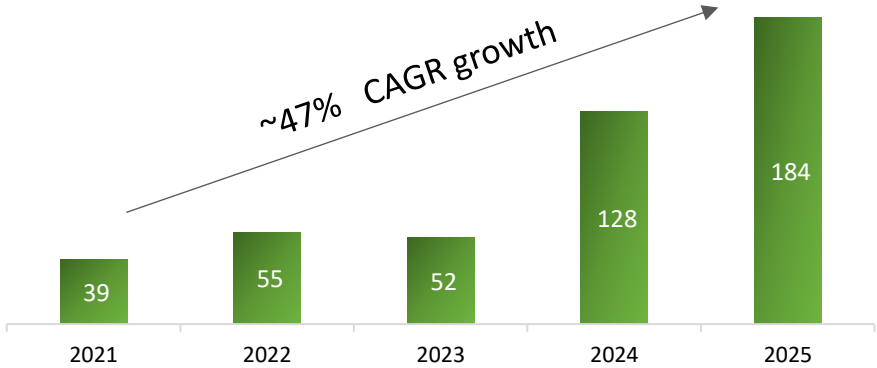


Nurturing Education with Stationery Kits for Students

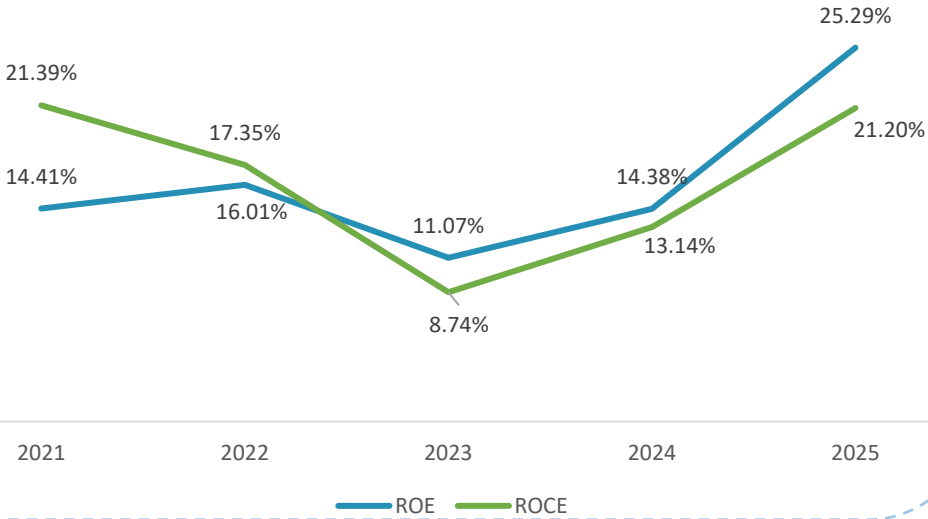
Revenue (₹ in Cr)



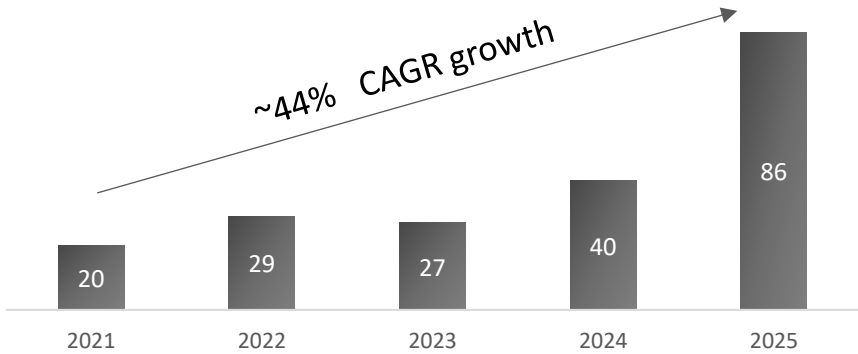
EBITDA (excl. Other Income)



RoE & RoCE (%)



PAT (₹ in Cr)





THANK YOU

KRISHANA PHOSCHEM LIMITED

(A Unit of Ostwal Group of Industries)

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