

Date: 16.10.2024

To,

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

Dear Sir / Madam

**Sub: Results Presentation for the Quarter -2 for the financial year 2024-25**

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Result Presentation for the Quarter -2 for the financial year 2024-25 of the Company. The same shall also be uploaded on Company's website.

The above is for your kind information and records.

Thanking You,

**For Krishana Phoschem Limited**

**(Ankit Mundra)**  
**Company Secretary**

Encl.: As above



# KRISHANA PHOSCHEM LIMITED

*(A Unit of Ostwal Group of Industries)*

Q2 FY25 Financial Results presentation



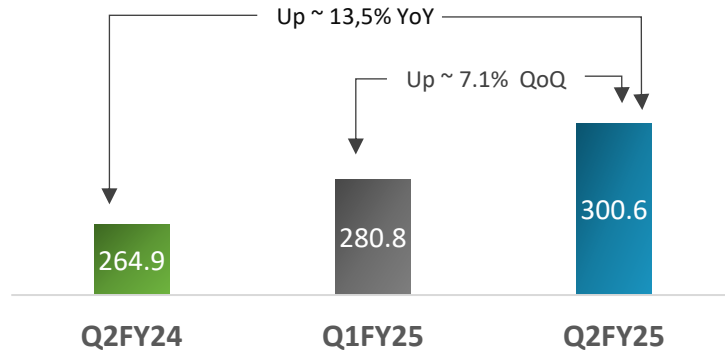
This presentation may contain forward-looking statements regarding future business developments and economic performance. These statements related to Krishana Phoschem Limited (KPL) are based on current expectations and projections that involve a number of risks and uncertainties. Factors that could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

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.

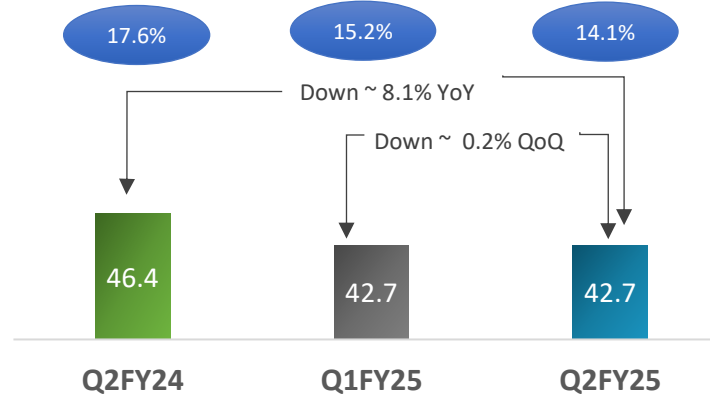
We assume no obligation to update any forward-looking information contained herein. Third-party statements or projections included in this presentation are not adopted by us and we disclaim any responsibility for them.

# Performance Trend for the Quarter

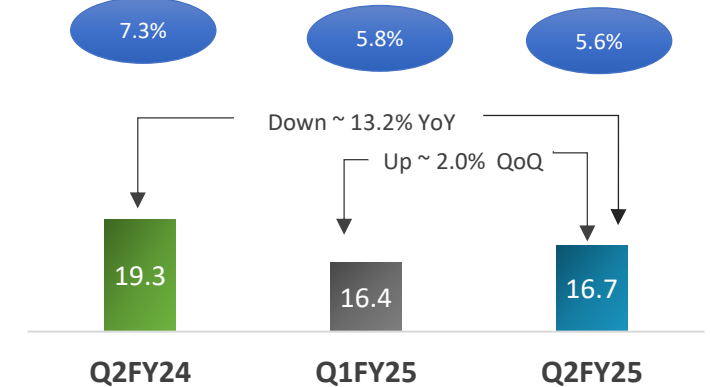
## REVENUE (Rs. Crore)



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



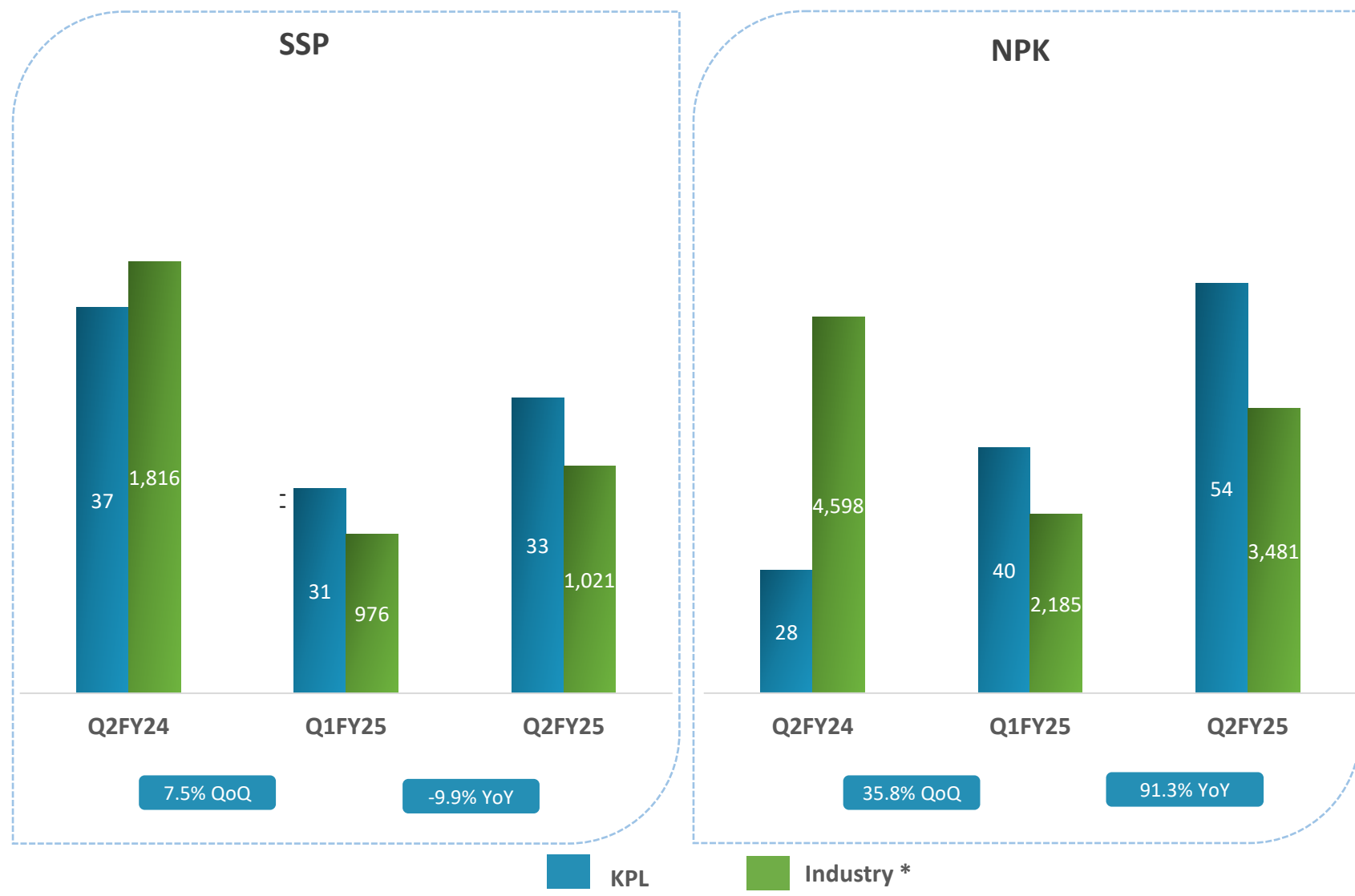
## PAT (Rs. Crore) & Margins (%)



### Key quarterly highlights:

- The company has recorded highest ever quarterly sales and maintained the profitability performance.
  - Revenue was up 7.1% QoQ at Rs.300.6 cr
  - EBITDA stable at Rs.42.7cr and PAT was marginally up 2% QoQ at Rs.16.7 cr
- For NPK, the company has registered highest sales volume during the quarter at 54,000 tons up 35.8% QoQ
- Subsidy receivable is ~Rs.110.5 cr as on 30<sup>th</sup> Sep 2024 (Rs. 87.6 cr as on 30<sup>th</sup> Sep 2023). The increase is on the back of higher revenues driven by introduction & stabilization of DAP/NPK capacity.

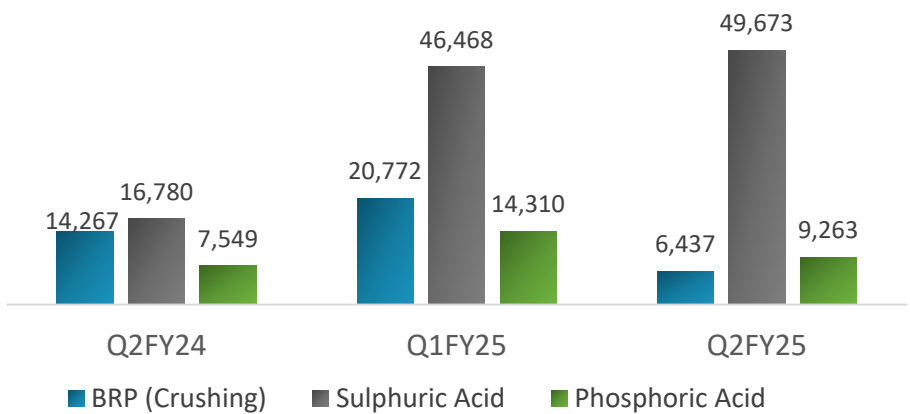
(in '000 tons)



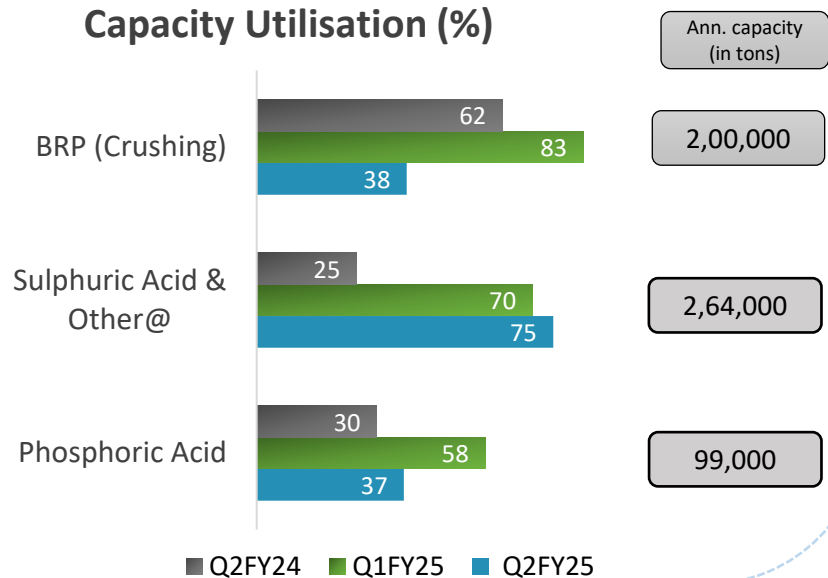
*There were no DAP sold by the company in the quarter*

\* The industry data source is FAI, with information updated upto August 2024.

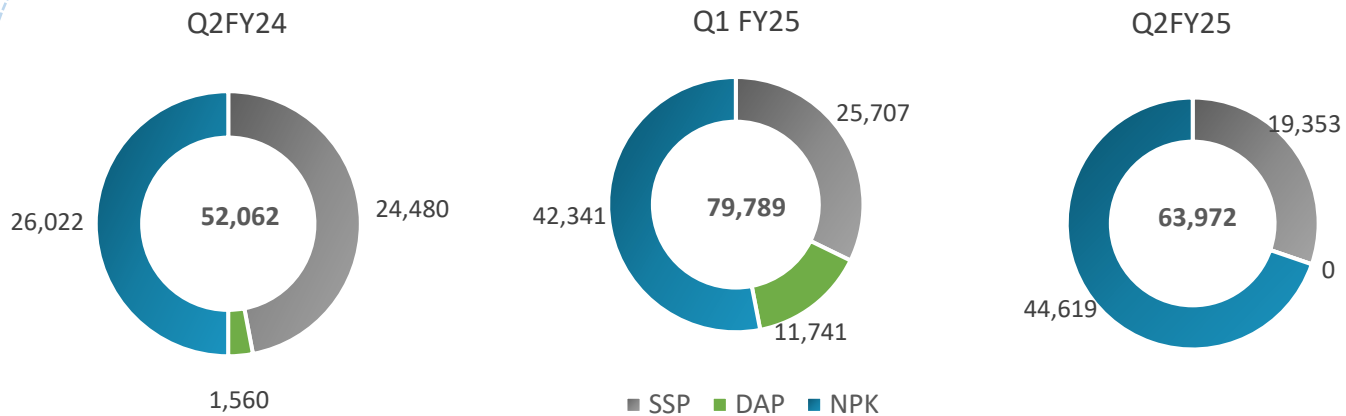
## Chemical & Intermediates (in tons)



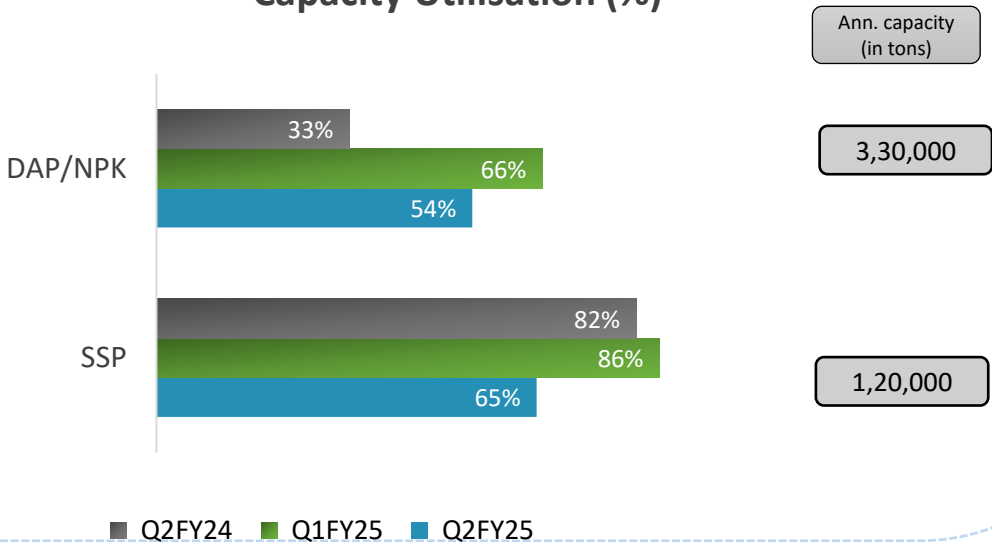
## Capacity Utilisation (%)



## Fertiliser (in tons)



## Capacity Utilisation (%)



Rs. In Crore

Particulars	Q2 FY25	Q1 FY25	QoQ%	Q2 FY24	YoY%	H1 FY25	H1 FY24	YoY%
Revenue from operations	300.6	280.8	7.1%	264.9	13.5%	581.3	430.3	35.1%
Other income	2.4	0.9	178.0%	-0.9	-372.9%	3.2	0.1	3540.0%
<b>Total income(I+II)</b>	<b>302.9</b>	<b>281.6</b>	<b>7.6%</b>	<b>264.0</b>	<b>3.6</b>	<b>584.6</b>	<b>430.3</b>	<b>35.8%</b>
Expenses								
Cost of materials consumed	136.1	177.0	-23.1%	105.9	28.4%	313.1	222.3	40.8%
Purchase of stock-in-trade	32.0	7.1	348.9%	53.3	-39.9%	39.2	86.1	-54.5%
Changes in Inventories of finished goods, work in progress and stock in trade	40.3	3.2	1177.9%	20.7	94.2%	43.4	-25.8	-268.5%
Employee benefits expenses	5.6	6.0	-5.6%	7.2	-22.4%	11.6	12.4	-6.4%
Depreciation and amortisation expenses	8.0	7.9	0.9%	8.4	-5.4%	15.8	16.8	-5.8%
Finance cost	9.9	12.2	-18.5%	9.7	2.2%	22.1	16.9	30.6%
Other expenses	46.3	45.6	1.4%	30.4	52.4%	91.9	55.5	65.5%
<b>Total expenses</b>	<b>278.2</b>	<b>258.9</b>	<b>7.4%</b>	<b>235.7</b>	<b>18.0%</b>	<b>537.1</b>	<b>384.3</b>	<b>39.8%</b>
<b>EBIDTA</b>	<b>42.7</b>	<b>42.7</b>	<b>-0.2%</b>	<b>46.4</b>	<b>-8.1%</b>	<b>85.4</b>	<b>79.8</b>	<b>7.0%</b>
<i>EBIDTA Margin</i>	<i>14.1%</i>	<i>15.2%</i>	<i>-109 bps</i>	<i>17.6%</i>	<i>-350 bps</i>	<i>14.6%</i>	<i>18.5%</i>	<i>-393 bps</i>
EBIDTA Per Tonne (Rs.)	4,973	5,090	-2.3%	6,998.3	-28.9%	5,682	7,202	-2.8%
<b>Reported Profit After Tax</b>	<b>16.7</b>	<b>16.4</b>	<b>2.0%</b>	<b>19.3</b>	<b>-13.2%</b>	<b>33.2</b>	<b>31.2</b>	<b>6.3%</b>
<i>PAT Margin</i>	<i>5.6%</i>	<i>5.8%</i>	<i>-27 bps</i>	<i>7.3%</i>	<i>-172 bps</i>	<i>5.7%</i>	<i>7.2%</i>	<i>-154 bps</i>
Basic EPS(Rs./share)	<b>2.71</b>	<b>2.65</b>	<b>2.0%</b>	<b>3.12</b>	<b>-13.2%</b>	<b>5.36</b>	<b>5.04</b>	<b>6.3%</b>





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

*Commenting on the financial performance of the company for Q2FY25, Mr. MK Ostwal said, "Keeping up with the momentum of first quarter we have recorded highest quarterly revenues. On profitability front our quarterly performance has been satisfactory too. We are currently focusing on increasing the productivity and sweat the existing asset base. The new NBS rates were declared by the government for Rabi season which has increased the price concession for SSP but has correspondingly reduced it for NPK. We do not foresee any material impact on the profitability for the second half due to this. As for the long term we are upbeat on the keeping up with the momentum and new 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 already started giving lion share to its performance and should further 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 ~ 2,500 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

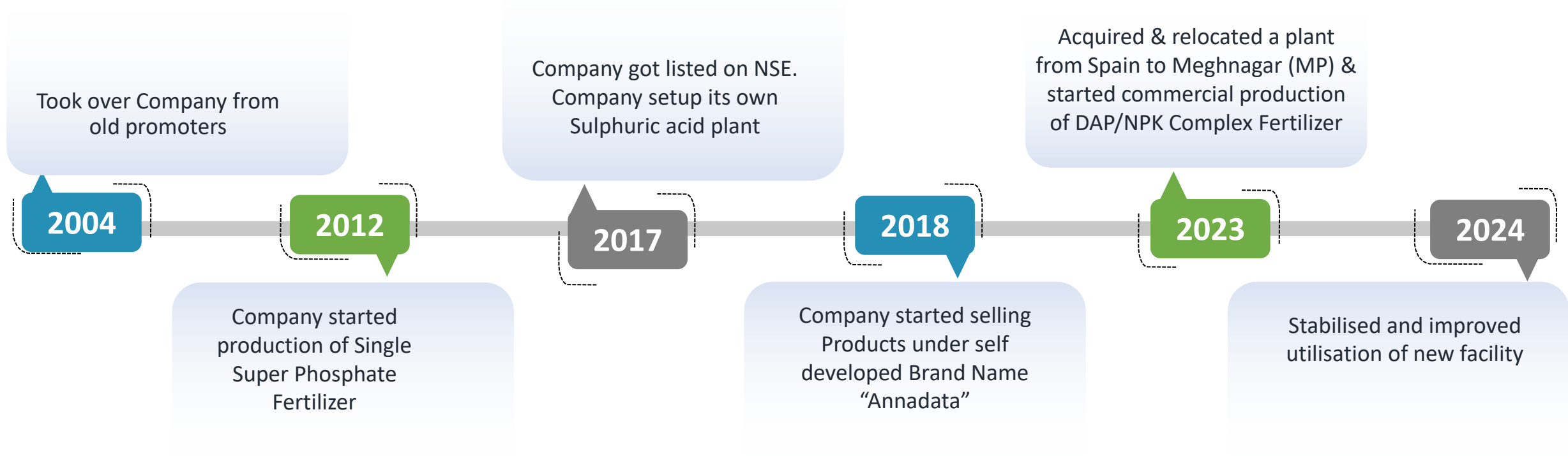
9 States  
~ 60 marketing staff

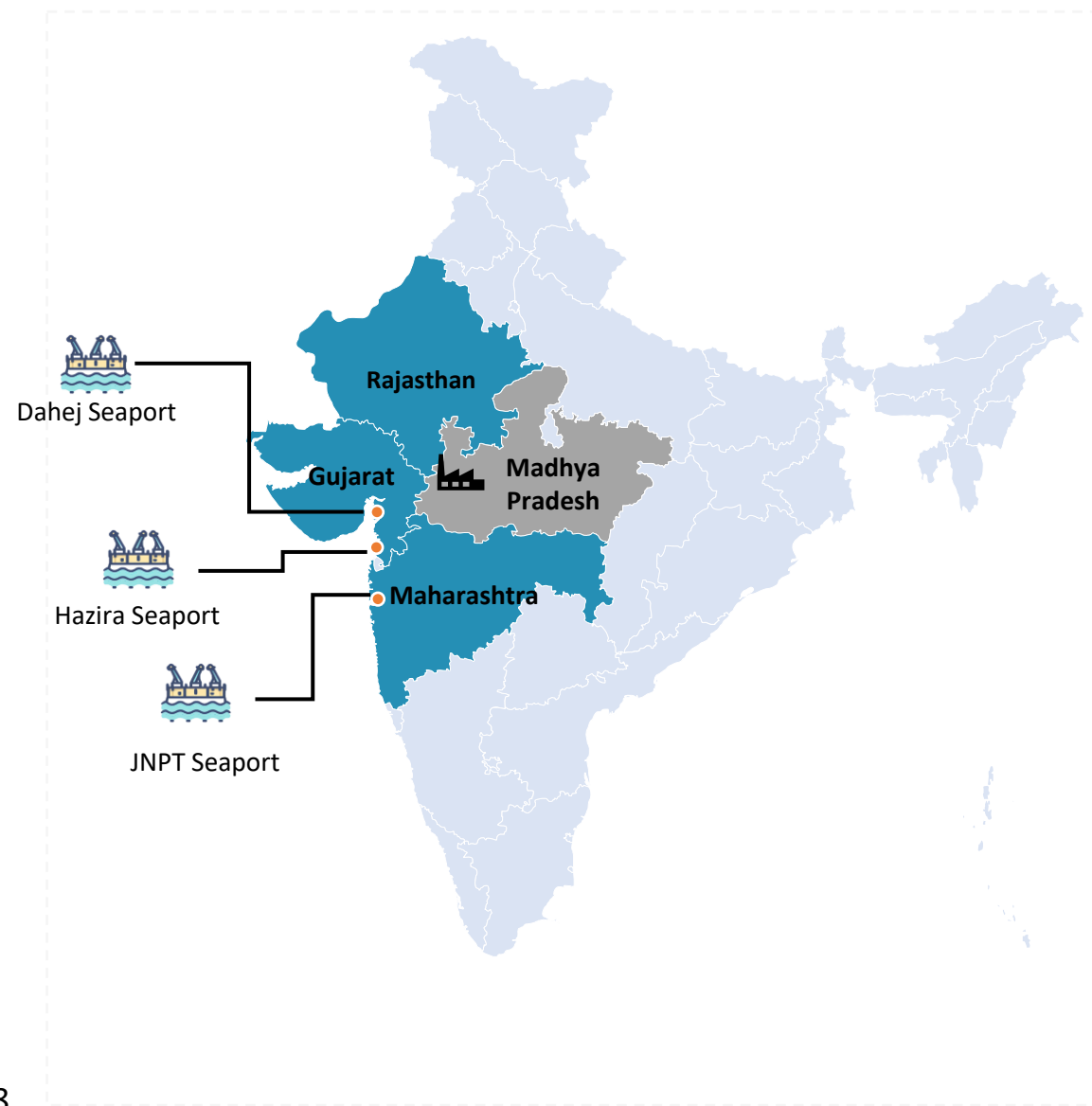
## NSE Listed Company

Since 2017  
Market Cap ~ Rs. 1423 Cr.

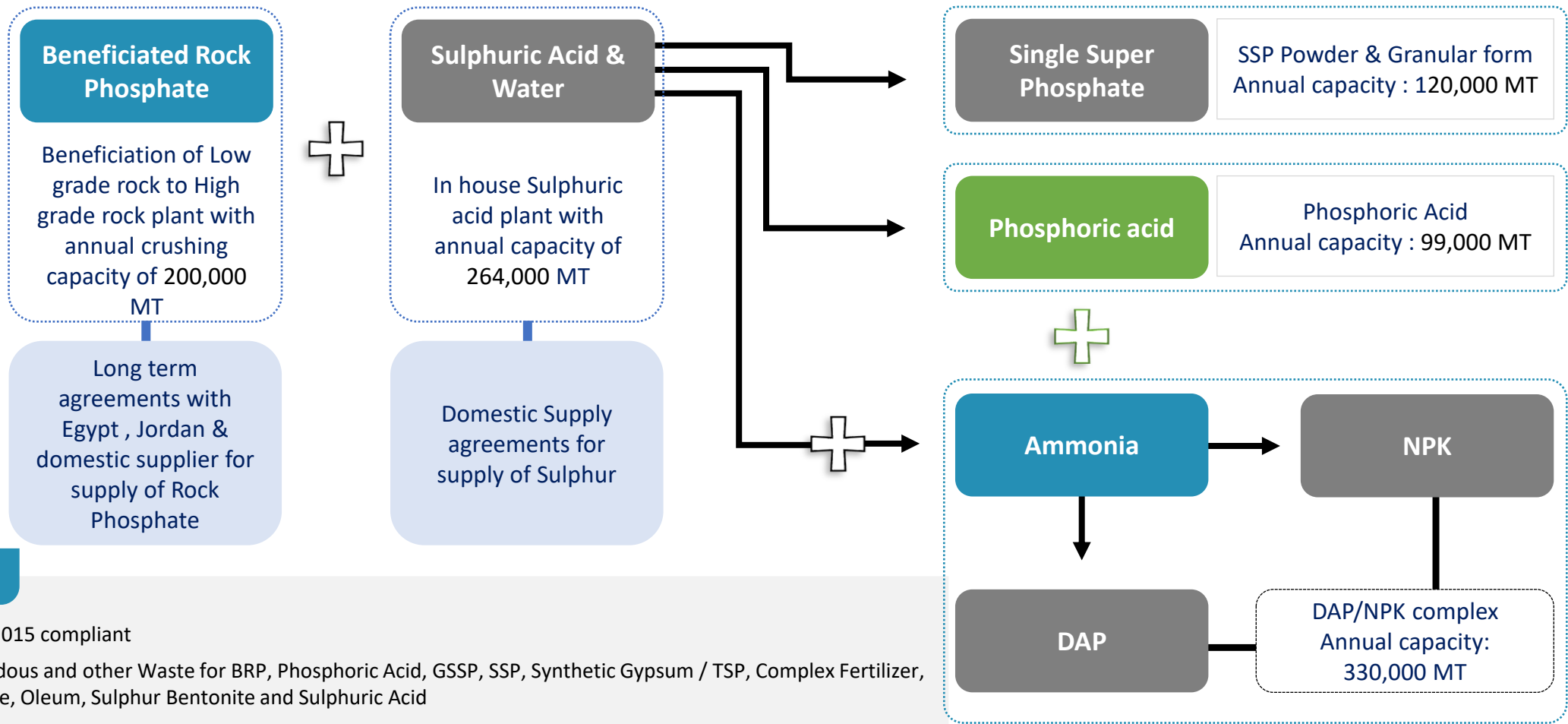
## RATING

**'A'** Stable by  
CRISIL





Meghnagar, Madhya Pradesh



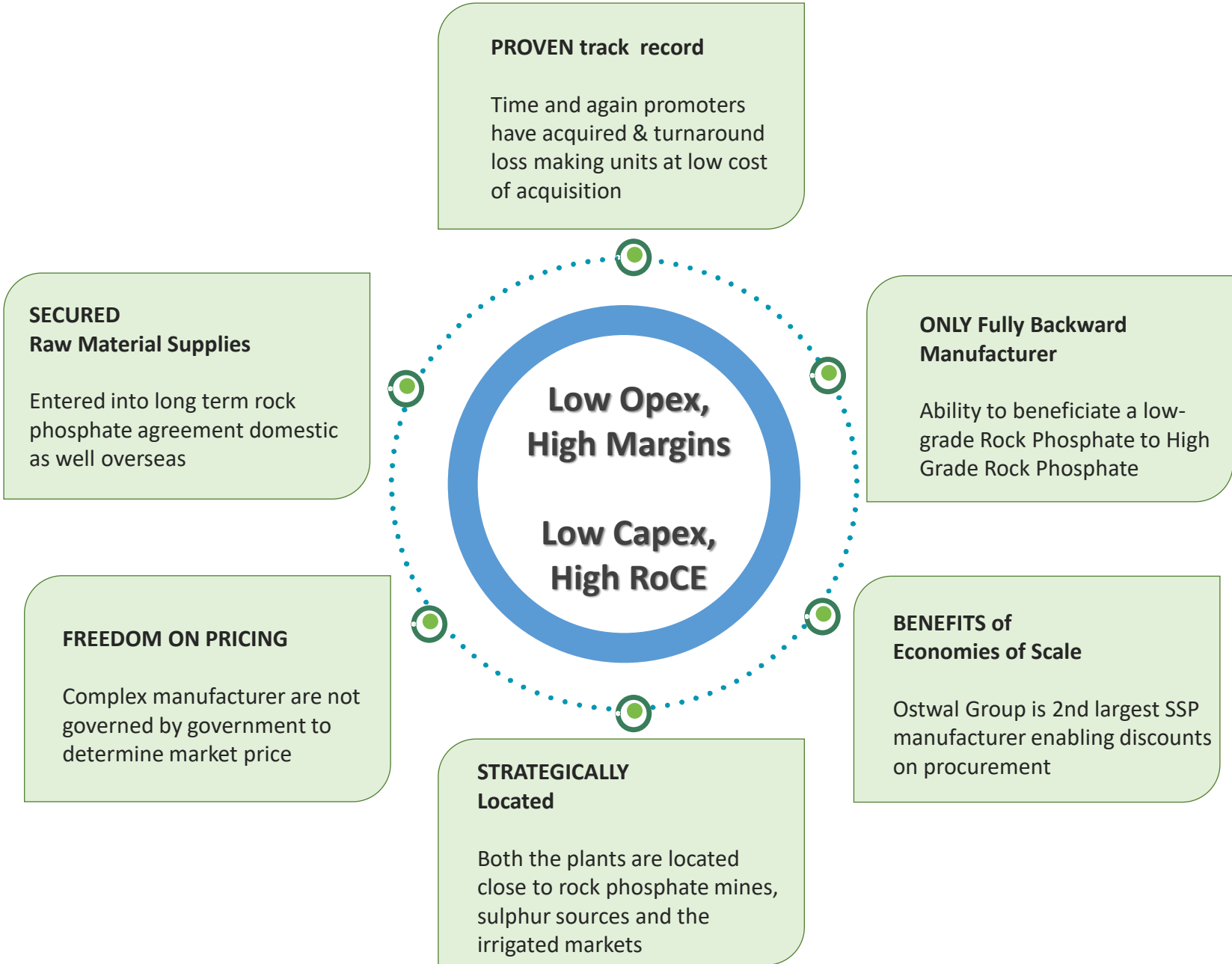
Certifications

All facilities are ISO 9001:2015 compliant

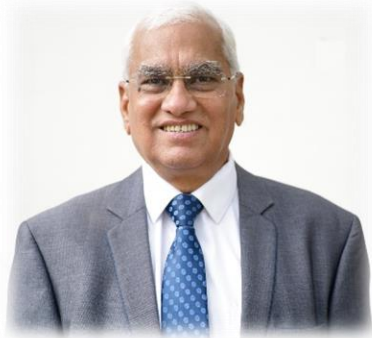
Authorization under Hazardous and other Waste for BRP, Phosphoric Acid, GSSP, SSP, Synthetic Gypsum / TSP, Complex Fertilizer, Alum, Di Calcium Phosphate, Oleum, Sulphur Bentonite and Sulphuric Acid

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

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-  
Commercials

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-  
Technicals

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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