

Date: 15.01.2025

To,

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

Company Code-KRISHANA

Sub: Results Presentation for the Quarter -3 for the financial year 2024-25

Dear Sir / Madam

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 -3 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

ANIL
SHARMA

Digitally signed by
ANIL SHARMA
Date: 2025.01.15
17:00:22 +05'30'

(Anil Sharma)
Company Secretary

Encl.: As above



OSTWAL

KRISHANA PHOSCHEM LIMITED

(A Unit of Ostwal Group of Industries)

Q3 FY25 Financial Results presentation

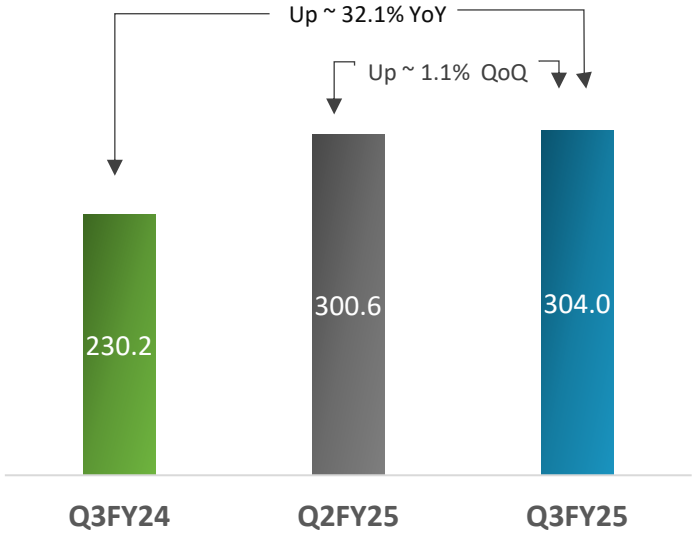


This presentation may contain forward-looking statements regarding future business developments and economic performance. These statements related to Krishana Phoschem Limited (KPL) are based on current expectations and projections that involve a number of risks and uncertainties. Factors that could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

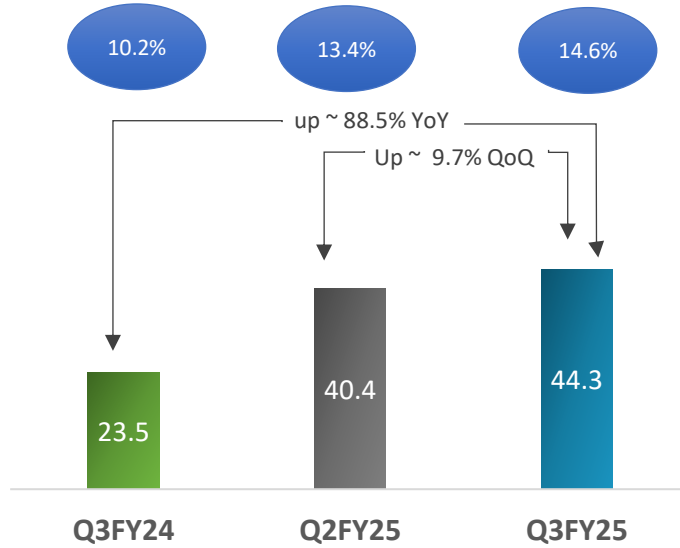
The information in this presentation is provided on a best-effort basis and does not constitute an offer, recommendation, or invitation to purchase or subscribe for any securities. No offering of securities will be made except through a statutory offering document. We make no representation or warranty, 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.

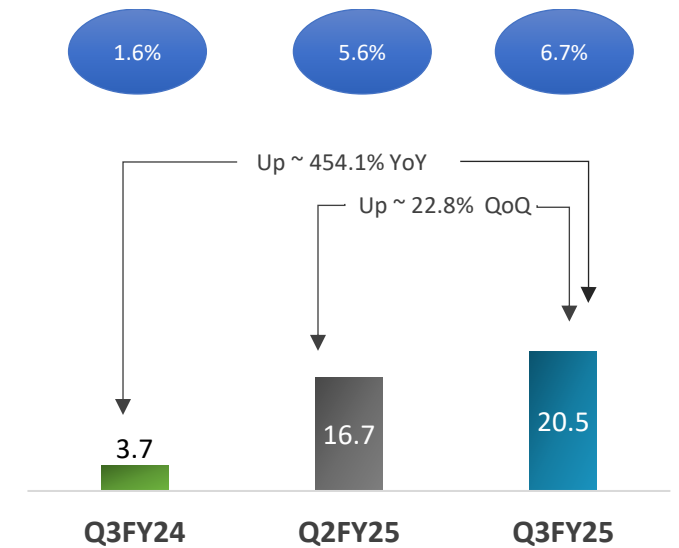
REVENUE (Rs. Crore)



EBIDTA (Rs. Crore) & Margins (%)



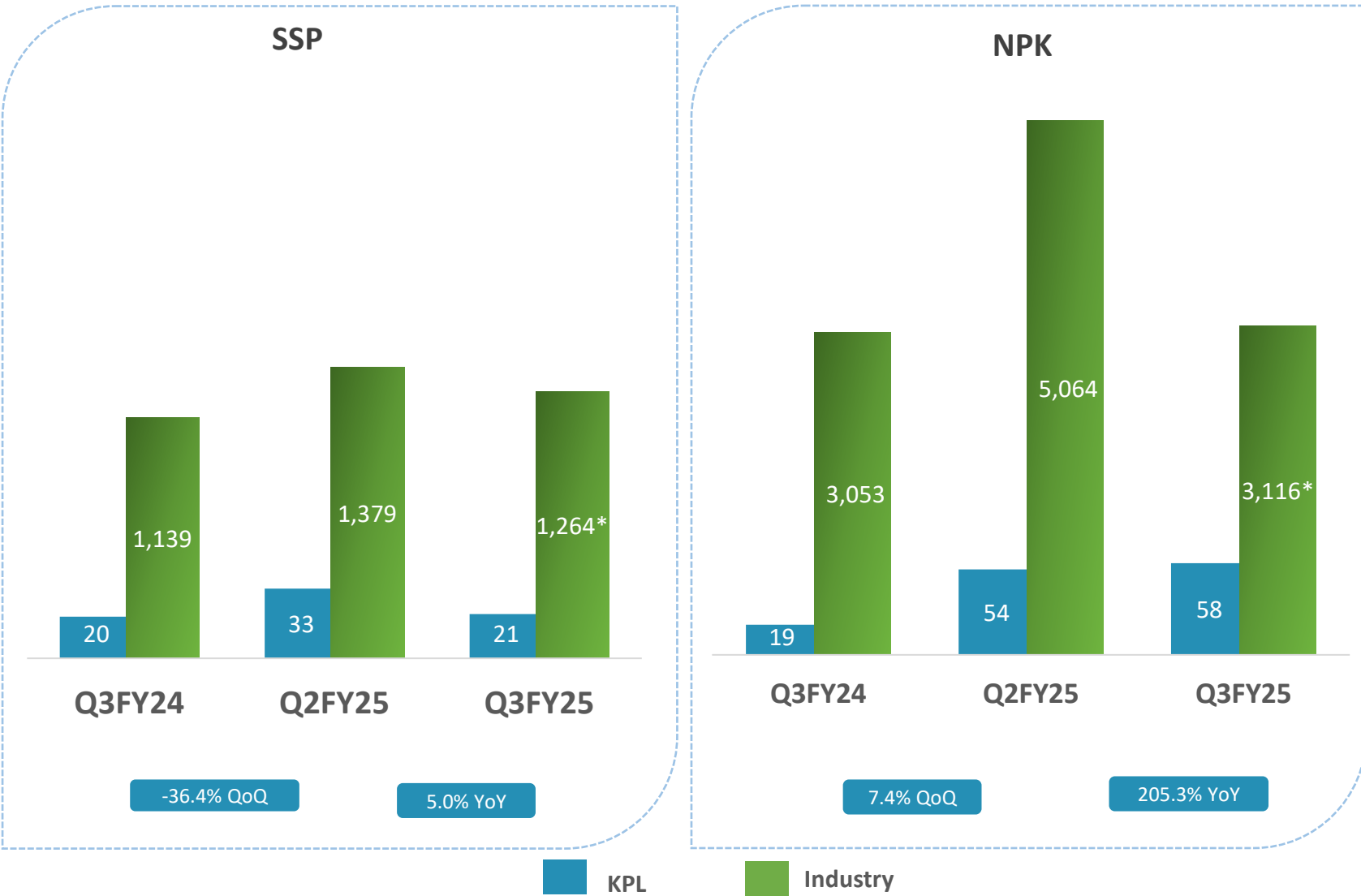
PAT (Rs. Crore) & Margins (%)



Key quarterly highlights:

- The company has recorded highest ever quarterly sales and improved the profitability performance.
 - Revenue was up 32.1% YoY at ₹ 304.0 cr
 - EBITDA grew by 88.5% YoY at ₹ 44.3 cr and PAT grew exponentially by 454.1% YoY at ₹ 20.5 Cr
- For NPK, the company has registered highest sales volume during the quarter at 57,864 tons up 205.3% YoY
- Subsidy receivable is ~Rs.93.5 cr as on 31st Dec 2024 (Rs. 110.5 cr as on 30th Sep 2024).

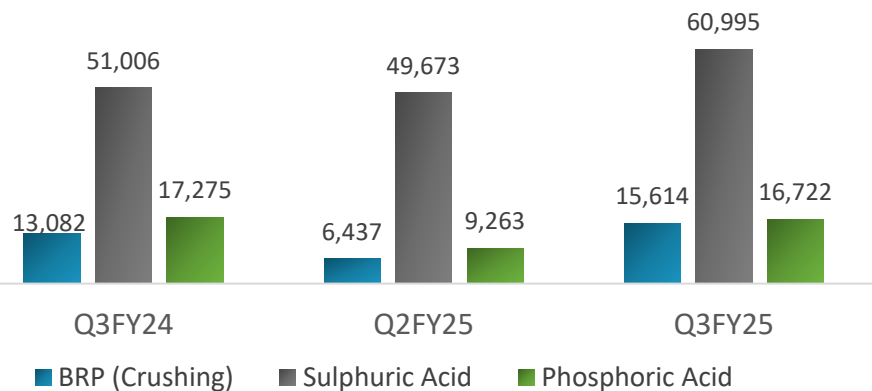
(in '000 tons)



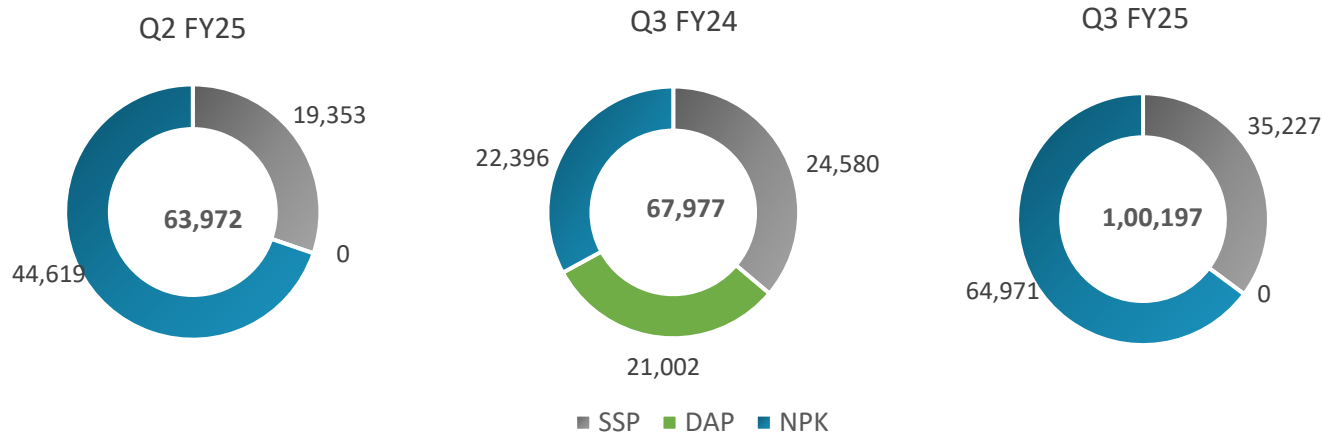
There were no DAP sold by the company in the quarter

* The industry data source is FAI with information updated upto November 2024.

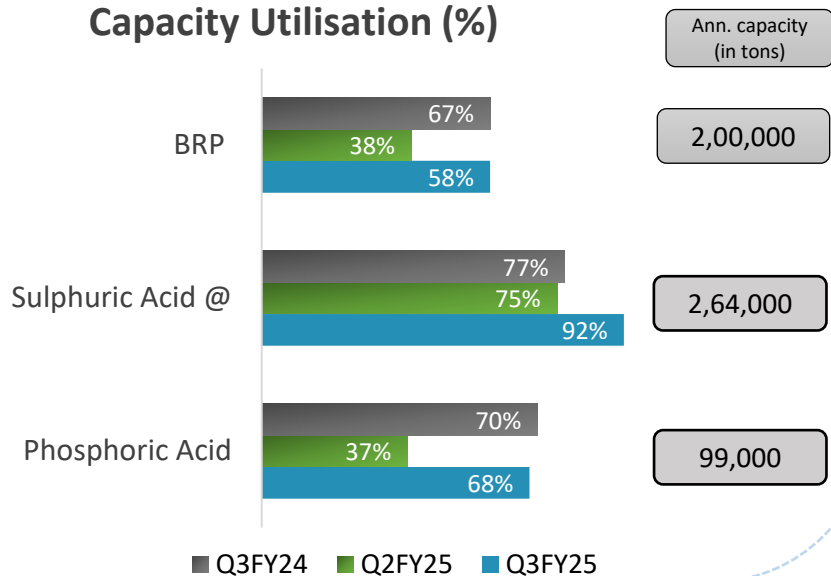
Chemical & Intermediates (in tons)



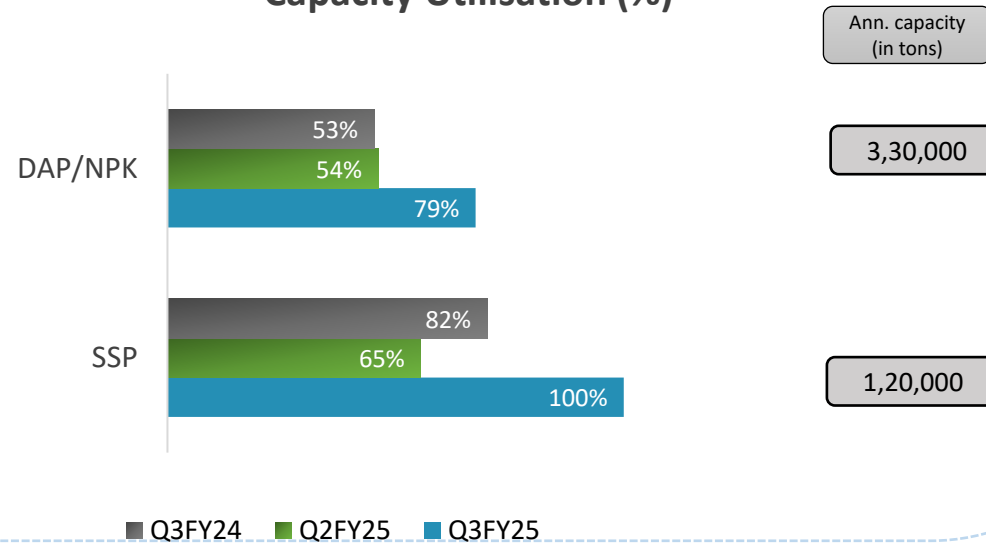
Fertiliser (in tons)



Capacity Utilisation (%)



Capacity Utilisation (%)



Rs. In Crore

Particulars	Q3 FY25	Q2 FY25	QoQ%	Q3 FY24	YoY%	9M FY25	9M FY24	YoY%
Revenue from operations	304.0	300.6	1.1	230.2	32.1	885.4	660.5	34.0
Other income	1.5	2.4	-37.5	0.3	400.0	4.7	0.4	1075.0
Total income(I+II)	305.5	303.0	0.8	230.5	32.5	890.1	660.9	34.7
Expenses								
Cost of materials consumed	238.5	136.1	75.2	182.0	31.0	551.7	404.3	36.5
Purchase of stock	5.6	32.0	-82.5			44.8	86.1	-48.0
Changes in Inventories of finished goods, work in progress and stock in trade	-40.3	40.2	-200.2	-12.4	225.0	3.2	-38.2	-108.4
Employee benefits expenses	7.8	5.6	39.3	5.0	56.0	19.3	17.3	11.6
Depreciation and amortisation expenses	7.8	7.9	-1.3	8.8	-11.4	23.6	25.7	-8.2
Finance cost	9.3	9.9	-6.1	8.7	6.9	31.3	25.6	22.3
Other expenses	48.1	46.3	3.9	32.1	49.8	140.0	87.6	59.8
Total expenses	276.8	278.0	-0.4	224.2	23.5	813.9	608.4	33.8
EBIDTA (excl. Other Income)	44.3	40.4	9.7	23.5	88.5	126.4	103.4	22.2
<i>EBIDTA Margin</i>	14.6	13.4	113 bps	10.2	436 bps	14.3	15.7	-138bps
EBIDTA Per Tonne (Rs.)	5,794.0	4922.0		3,955.4		5,248.8	6,059.9	
Reported Profit After Tax	20.5	16.7	22.8	3.7	454.1	53.7	34.9	53.9
<i>PAT Margin</i>	6.7	5.6	119 bps	1.6	514 bps	6.1	5.3	78 bps
Basic EPS(Rs./share)	3.32	2.71		0.6		8.68	5.64	



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

Commenting on the financial performance of the company for Q3FY25, Mr. MK Ostwal said, "Yet another quarter of excellent performance as our manufacturing activity peaked and NPK sales grew substantially. We recorded a 100% utilization for SSP and 79% for DAP/NPK plant. Industrywide demand for phosphatic fertilizer for the Rabi Season kicked off on a high as the demand grew more than 50% during the period compared to same period last year. Our sales with NPK quantity grew by more than 200% which picked our blended EBITDA/ton to Rs.5,800. We believe that our performance to remain consistent and we look forward to new initiatives for growth."

- **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 20%+ 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

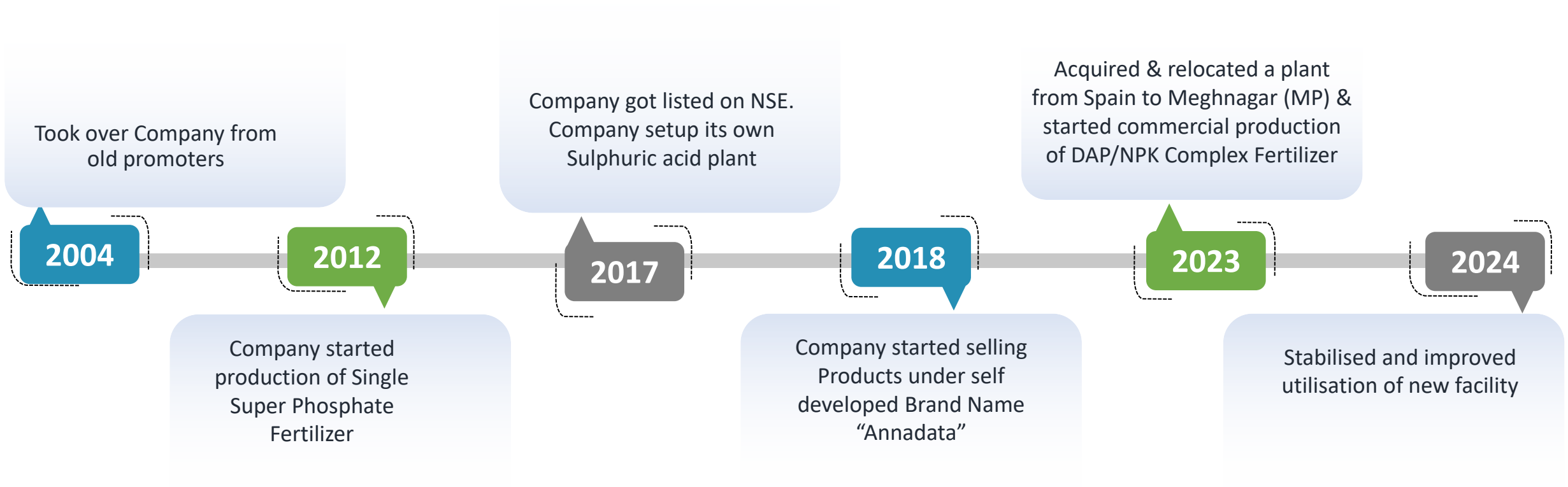
9 States
~ 60 marketing staff

NSE Listed Company

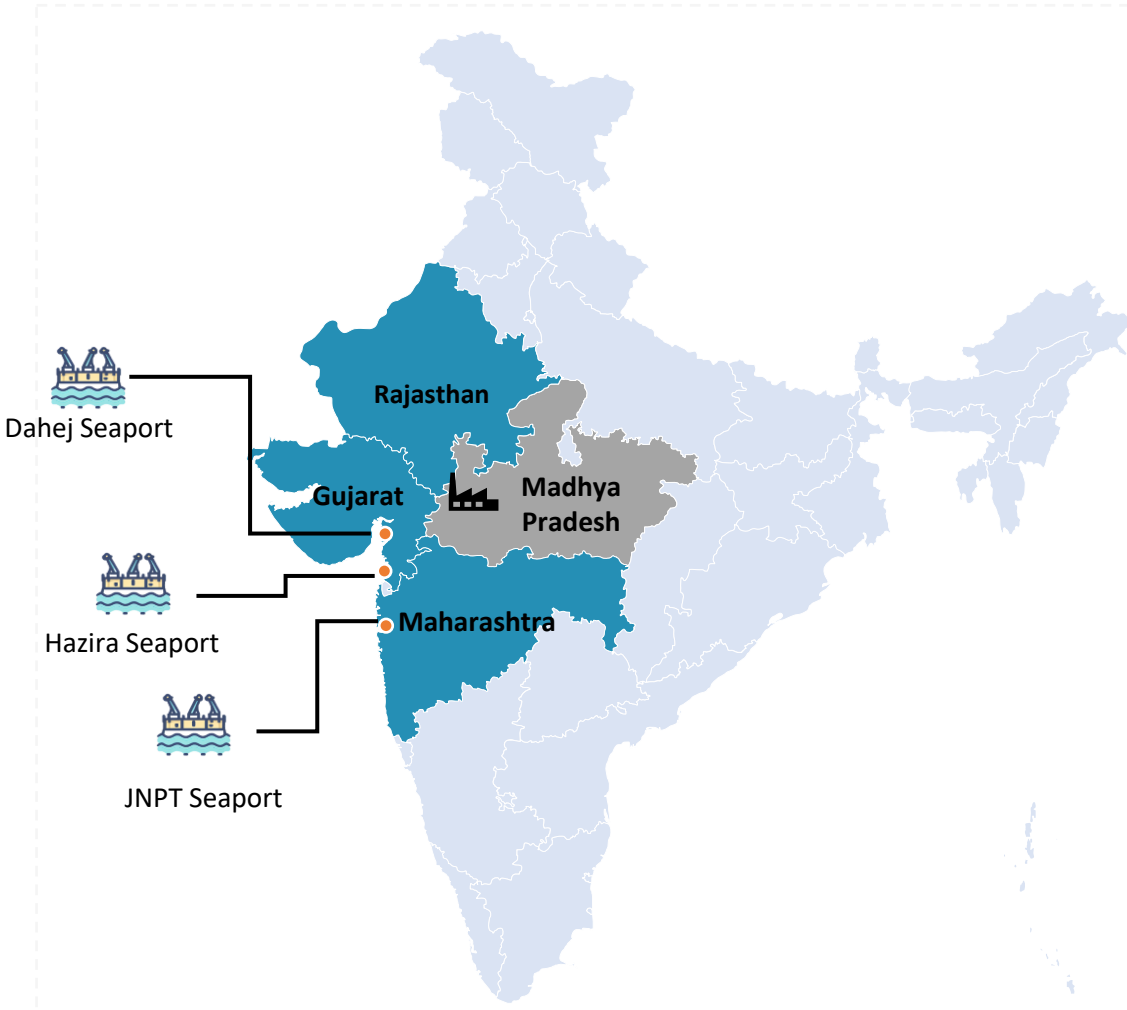
Since 2017
Market Cap ~ Rs. 1,142 Cr.

RATING

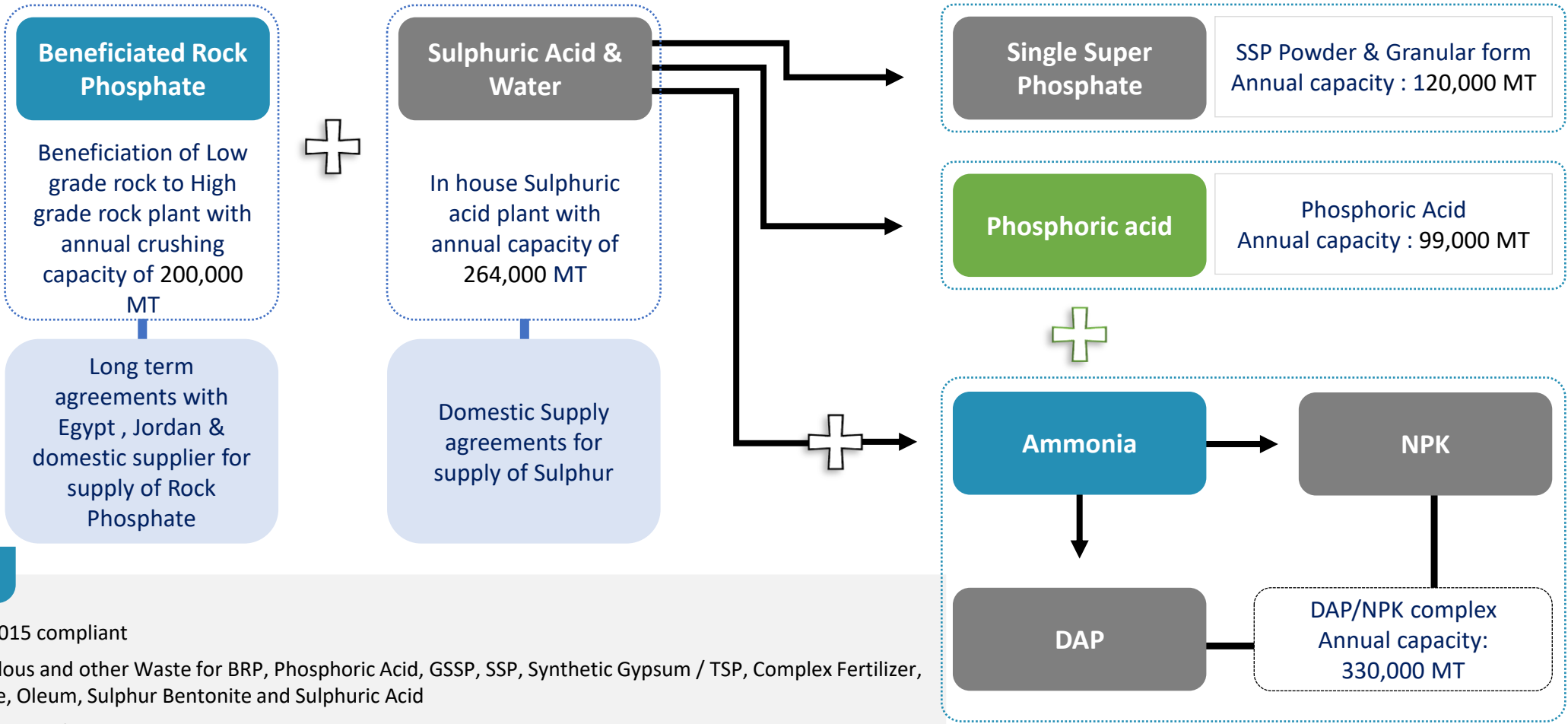
'A' Stable by
CRISIL



State of Art Facility at Strategic Location



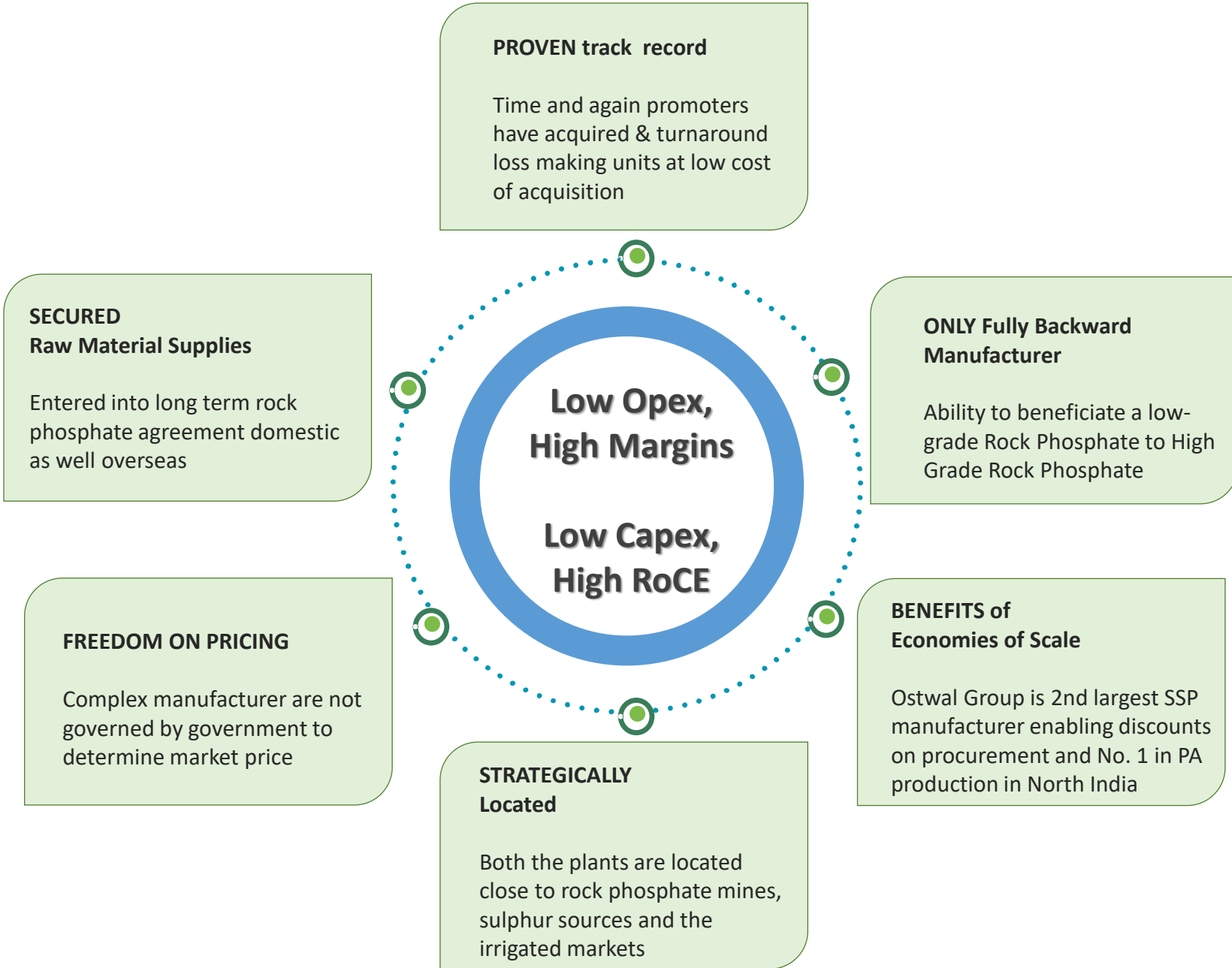
Meghnagar, Madhya Pradesh

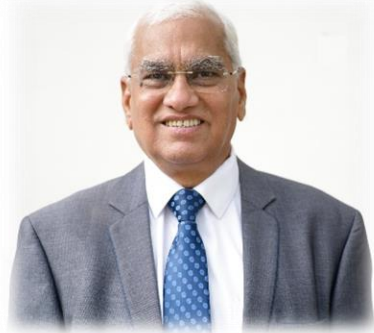


Certifications

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)

Corp. Off.: Ostwal Heights, Urban Forest, Atun,
Bhilwara (Raj)- 311802
CIN: L24124RJ2004PLC019288

Website: www.krishnaphoschem.com
Email: secretarial@krishnaphoschem.com &
ir@krishnaphoschem.com

