

# PRESS RELEASE

## KRISHANA PHOSCHEM LTD. RECORDS HIGHEST EVER FERTILIZER SALES IN FY20 (POSTS STRONG RESULTS FOR Q4 and FY20)

**40.22%**  
YoY  
Sales Growth in Fertilizer Segment

**13.76%**  
YoY  
Growth in Networth

**6.70%**  
YoY  
Growth in Revenue

**4.49%**  
YoY  
Growth in EBITDA

### KEY HIGHLIGHTS

Total Income: ₹ 1629.47 Mn, (grew 6.52% YoY)

Return on Net Worth: 11.04% compared to 12.32% in FY 19

EBITDA : ₹ 353.02 Mn (grew 4.49% YoY)

Basic EPS: ₹ 5.53, (grew 1.84% YoY)

PAT: ₹ 137.74Mn, (grew 1.94% YoY)

Dividend declared: Rs. 0.50/- per share

New dealers added during the year 2000

### Bhilwara, Rajasthan, July 20, 2020:

"Krishana Phoschem Limited, a unit of Ostwal Group (NSE KRISHANA) ("Company") announced its Audited financial results on July 13, 2020 for the quarter and year ended March 31st 2020.

Krishana has registered the highest-ever fertilizer sales in FY 20. The Company has recorded the total fertilizer sales of 97,915 MT of all products beating its previous best of 84,807 MT achieved during FY 19. The Company achieved sales growth in fertilizer segment of 40.22% (YoY) in terms of value and 15.46%(YoY) in terms of quantity, over the previous year.

In FY 20, the Company borrowing came down by 26% as compared to FY 19. The significant reduction in debts has helped the Company in reducing its finance costs. The profit after tax reflected a growth of 1.94% year on year and stood

### Fertilizer Business

The SSP Fertilizer sales (in terms of value) for the year increased by ~30% to Rs. 89.05 crores, driven by strong market demand and aggressive marketing strategy adopted by the Company.

The fertilizer segment reported **total revenue of Rs. 1019.80 Mn as compared to Rs. 727.28 Mn in FY 19, registering a total growth of 40.22%.**

The fertilizer segment **contributed EBIT of Rs. 87.77 Mn in FY 20 as compared to Rs. 8.21 Mn in FY 19, registering a 10 times jump in YoY EBIT.**

### Chemical Business

The chemical segment reported total revenue of Rs. 609.67 Mn as compared to Rs. 799.821 Mn in FY 19, registering a decline of 25% due to abnormal price fluctuations on account of intervention by China.

# SPEAKING ON THE FINANCIAL RESULTS,



**Mr. Praveen Ostwal-Managing Director,**  
Krishana Phoschem Limited, said:

*"Krishana had a strong performance in FY 20, driven by huge demand in SSP fertilizer products. We recorded highest ever fertilizer sales in FY 20 registering an overall growth of 40% in terms of revenue from fertilizers(SSP) and minerals(BRP). Further, we focused on better fund management and we were successful to reduce the borrowings by 26%.*

*The recent agricultural reforms announced by the Government, combined with good reservoir levels and forecast of a normal monsoon, we expect healthy agricultural growth in the upcoming Khariff season.*

*Being a producer of essential commodities, Krishana received support from administration to operate even during lockdown to cater to the country's requirement in these tough times.*

*In the current COVID scenario, the company has prioritized the safety of employees and the sustainability of operations. All the 3 plants of Krishana are operating as per government guidelines and at maximum possible capacity with utmost care for the safety and social distancing of employees and workers. Krishana stands in support with the Central and State government and the local authorities and remains committed to the farming community in these challenging times."*

## KNOW MORE ABOUT KRISHANA PHOSCHEM LIMITED

Incorporated in 2004, KPL is a part of Ostwal Group, which has its presence in fertilizer sector since 1994. Ostwal Group stands at 4th position in terms of manufacturing and sales of SSP Fertilizer in India and accounts for ~8% of total SSP market share in India. Krishana owns 3 manufacturing plants, all strategically located in Meghnagar which lies in the Jhabua district of Madhya Pradesh. The Company is into manufacturing of Single Super Phosphate (SSP), Granulated Single Super Phosphate (GSSP), Boronated SSP, Zincated SSP, Phosphate Rich Organic Manure, Benefited Rock Phosphate (BRP), Sulphuric Acid, H-Acid, Oleum, Liquid SO<sub>3</sub>, intermediate dyes and other allied chemicals. The Company has in-house manufacturing facility of BRP and Sulphuric acid, which are the major raw materials required in production of SSP fertilizer.



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**Krishana Phoschem Limited**

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