



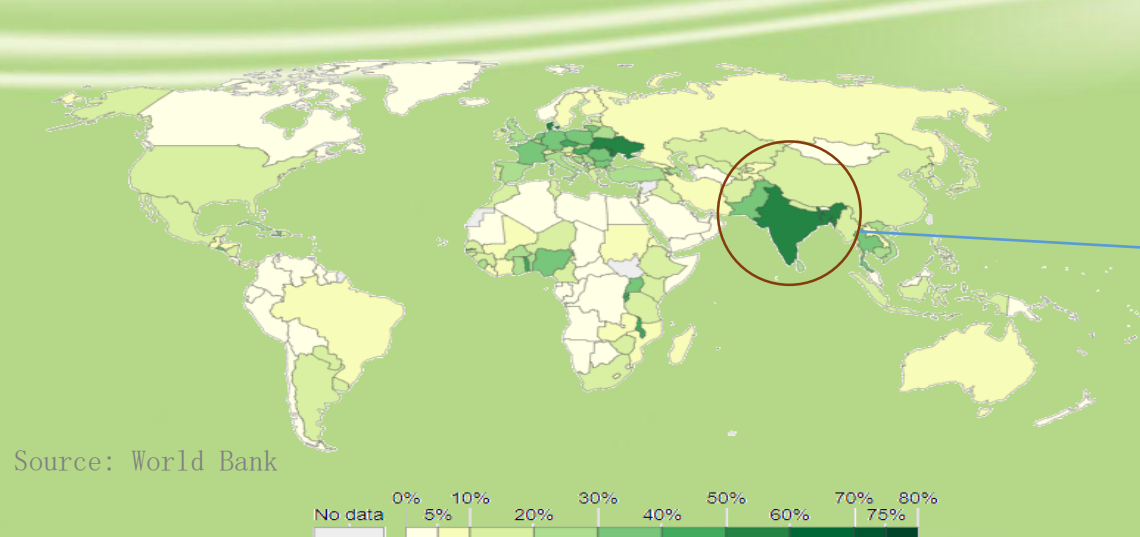
OSTWAL

KRISHANA PHOSCHEM LIMITED

Results Presentation for FY 2021-22 & Q4 FY 2021-22



Indian Agriculture: The Global leader



#1 in arable land with weight of 52.8%

3rd largest agriculture producer

9th largest agri exporter

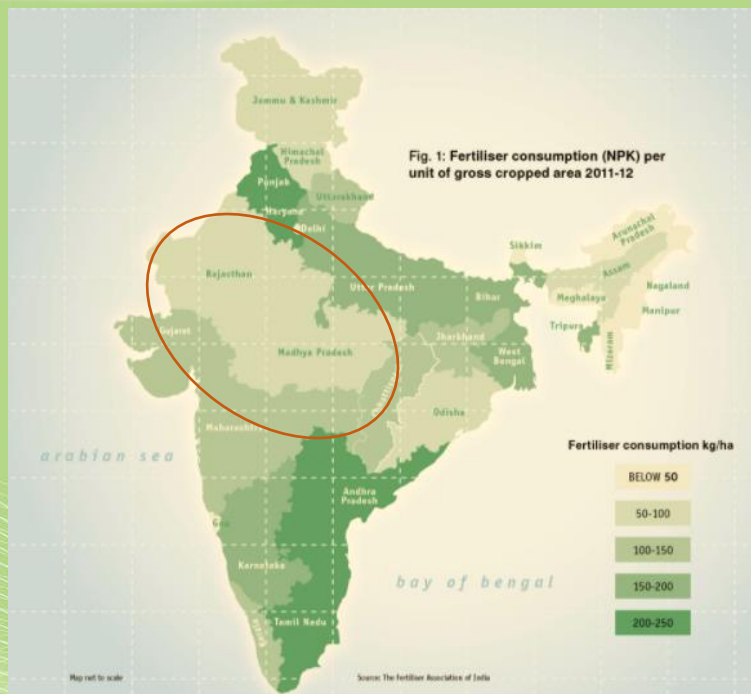
Least disruption during COVID-19

... backbone of Indian economy



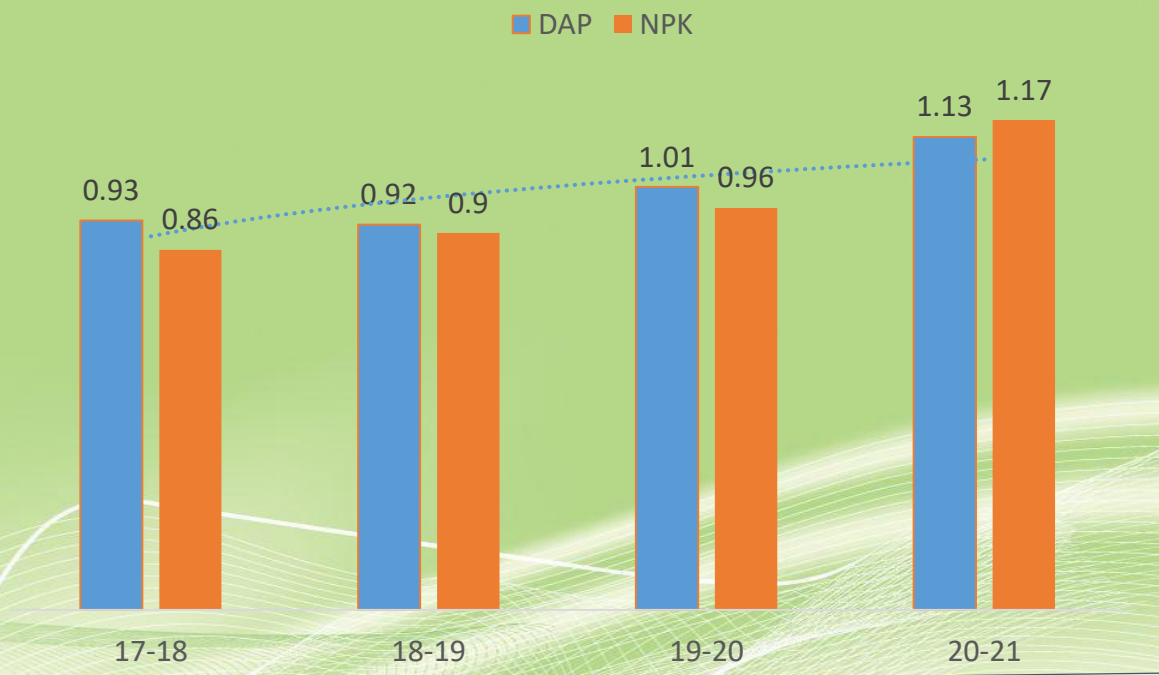


..... India is 3rd largest producer and consumer of fertilizer in the world



group presence in 9 States with ~ 8% market share

Growing Consumption of Chemical Fertilizer (in Cr MT)*



...but N P K usage ratio is heavily tilted towards N#

Ideal ratio
4 : 2 : 1

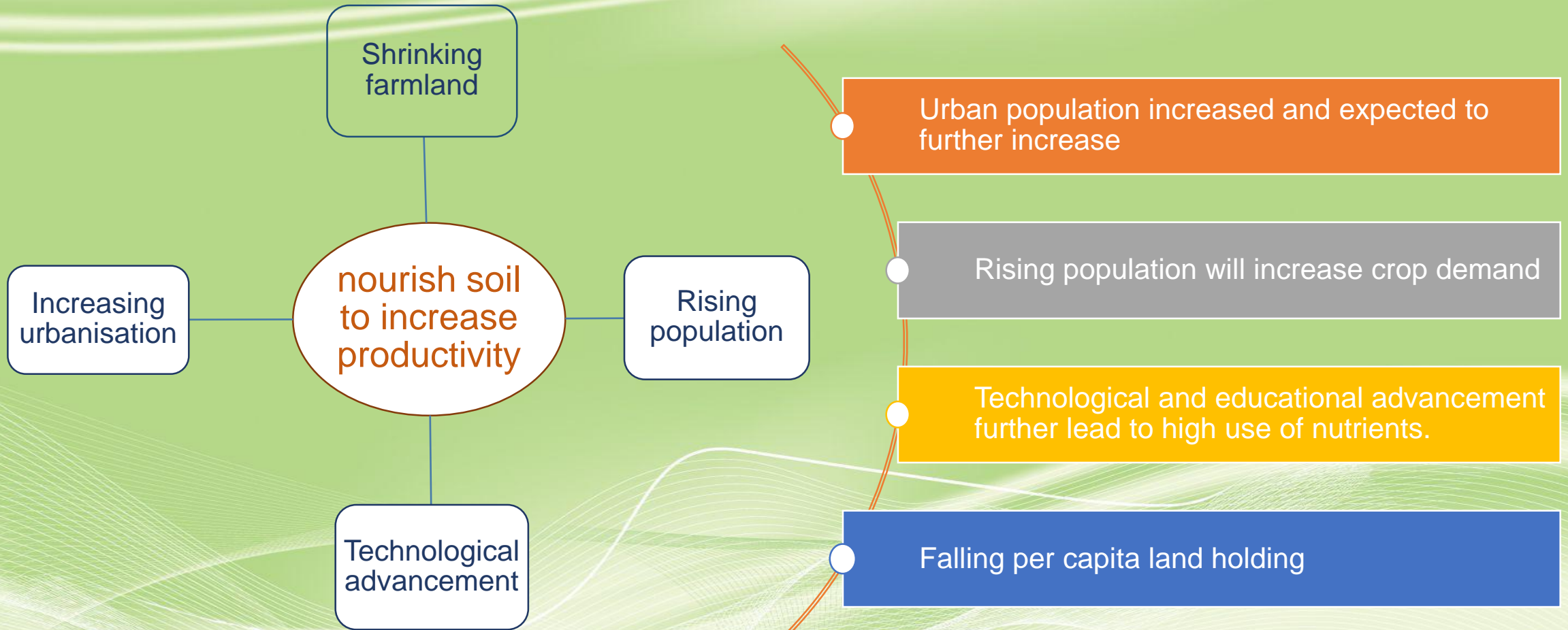
current usage ratio
6.7:2.4:1

*Source: <https://factly.in/data-chemical-fertilizer-consumption-increased-by-about-16-in-the-last-six-years/>

#<https://www.manage.gov.in/publications/reports/shc.pdf>



...compelling reasons for growth in fertilizer sector



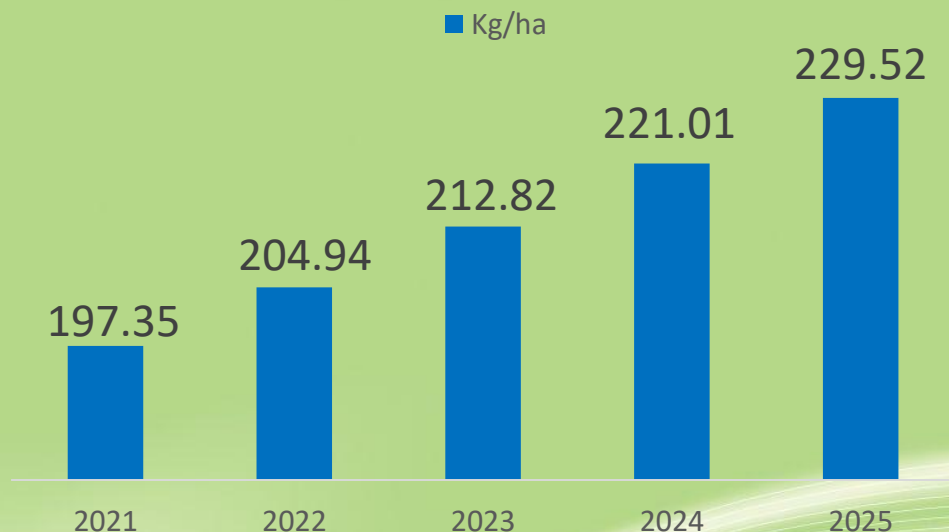


Fertilizer Market statistics..

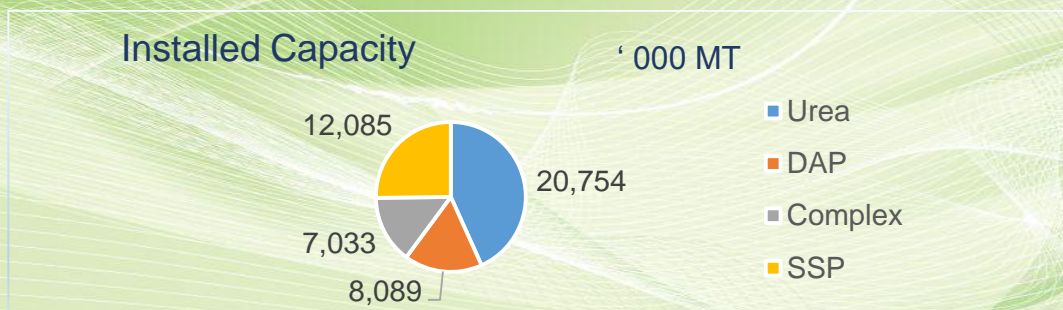
Forecast on fertilizer consumption till 2025^



Forecast on fertilizer consumption Kg/ha till 2025^



Urea still share highest pie in the fertilizer market



Number of operating plants in India

Urea	31
DAP	12
Complex	20
SSP	110

^Source: Paper published by Vilas Jadhav1 * and K.B. Ramappa (<http://ndpublisher.in/admin/issues/EAv66n3i.pdf>)



...backed by favourable policies and reform measures



Strongly Focused towards Make in India & Atma Nirbhar Bharat



Awareness Camps

- PM Kisan Samman Nidhi scheme – supplement of 6k per annum
- Digital India initiatives introducing Unified National Agriculture Market
- Thrust towards domestic manufacturing



Rural Workshops



Crop Insurance



Contract Farming

- Transition from regulated pricing to market driven price
- Allowed crop sale prior to production
- Push for direct subsidy transfer (DBT)



ABOUT KRISHANA PHOSCHEM LIMITED

Serving Agriculture & Chemical Sector of India



ANNADATA

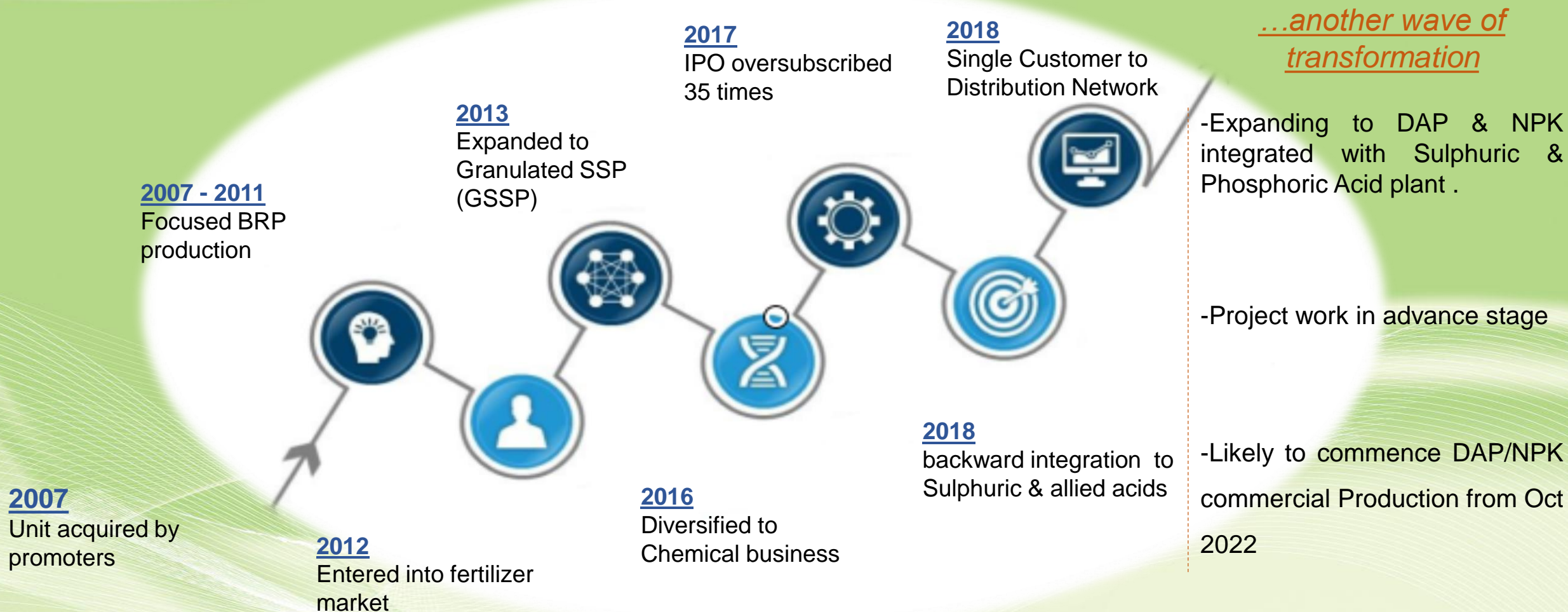


अन्नदाता का साथ, किसान का विकास





...journey so far





We are India's leading Phosphatic Fertilizer manufacturing Group

...gaining market share

- Operating in 9 states with overall 8%+ market share
- 15%+ market share in 3 major irrigation States [MP, Raj, Chhattisgarh]
- Building strong and faster distribution network 10700+ dealers and retailers within 2 years

Upcoming New & Expansion plans

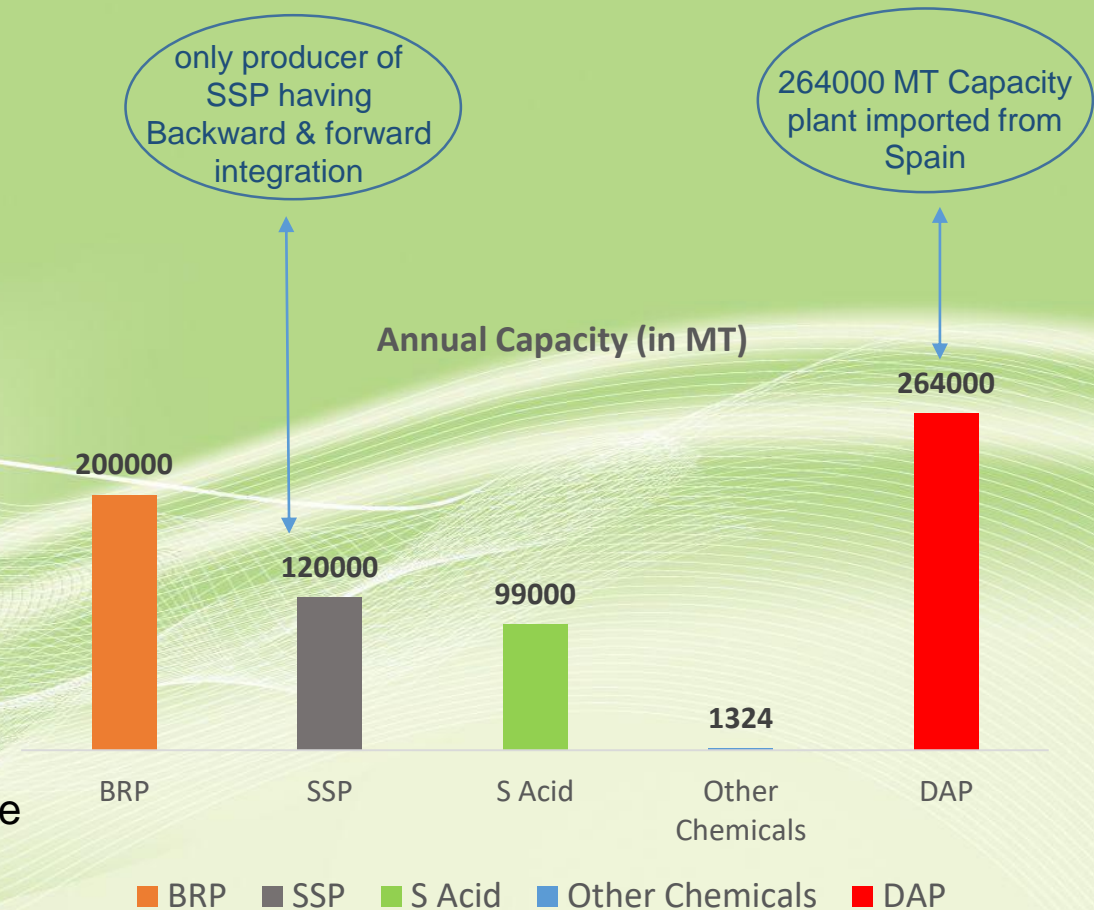
-DAP/NPK plant with 264000 MTPA capacity, planned initiation of commercial production from Oct, 2022

Milestone

- Company Credit rating has been improved from BBB+ to A- Stable

Built Strong capacity with backward integration

SSP: Single Super Phosphate
BRP: Beneficiated Rock Phosphate
S Acid: Sulphuric Acid



* Other Chemicals include H Acid, E K Acid,



5 Years Growth & Trends



5 Years Financial Performance

(Rs. in Crores)

Particular	2017-18	2018-19	2019-20	2020-21	2021-22
Gross sales (All products)	96	153	163	189	320
Other Income	1	-	-	2	1
Total Income	97	153	163	191	321
Total Expenses	90	134	142	162	278
EBITDA	20	34	35	41	57
PBT	6	19	21	28	42
PAT	4	14	14	20	30
EPS	1.42	5.43	5.53	7.83	10.50



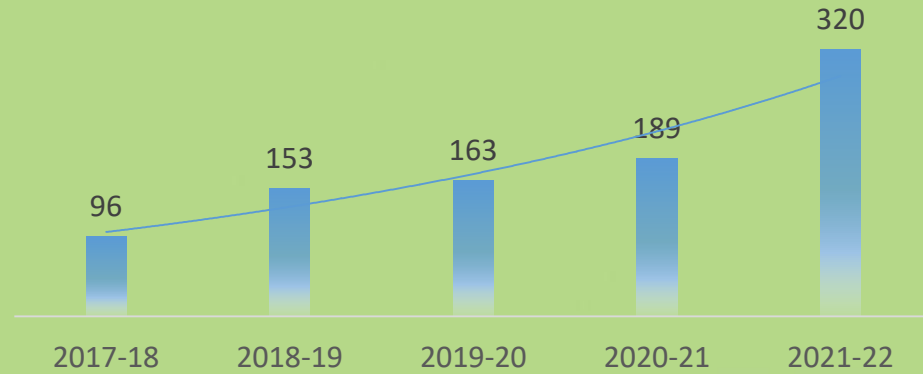
FINANCIAL HIGHLIGHTS

- ❖ Revenue at Rs. 321 Cr. during the year 2022 & is up by 68% from last Financial Year.
- ❖ EBITDA at Rs. 57 Cr. during the year which is up by 39% from last Financial Year.
- ❖ PAT rose to Rs. 30 Cr from Rs. 20 Cr which is up by 50 %.
- ❖ EPS at 10.50 which was 7.83 in last FY 2021.
- ❖ DAP/NPK Mega project is in advance stage and is expected to commence Commercial production in Oct 22.
- ❖ Credit Rating of Company improved from BBB+ to A- stable.
- ❖ Company has entered club of top 1000 Listed Companies.
- ❖ Company has entered into long term agreement with JPMC, Jordan for supply of Rock Phosphate so to avoid shortage during turbulent times.

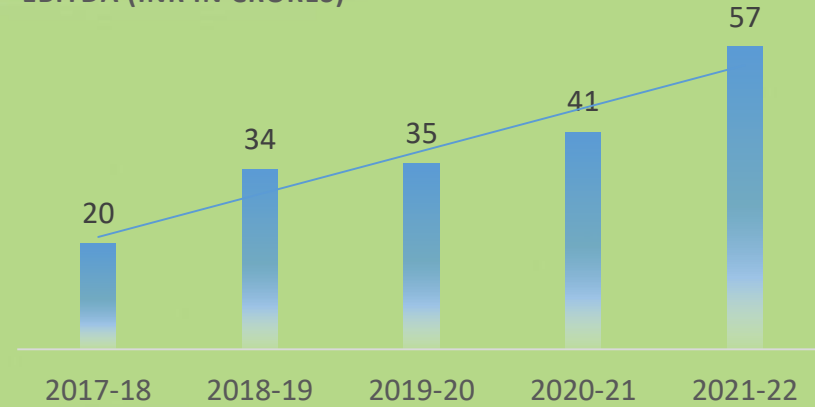


FY Financial Performance Graphs

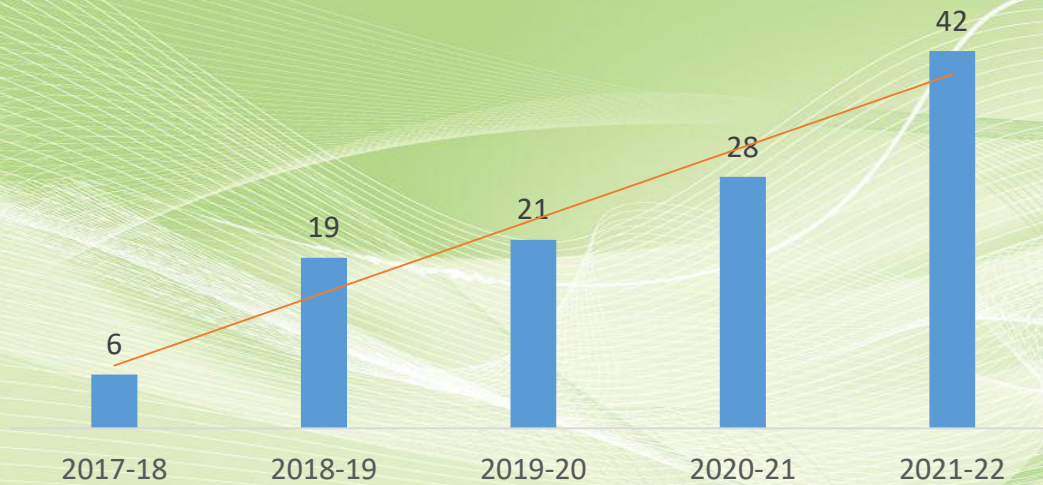
REVENUE (INR IN CRORES)



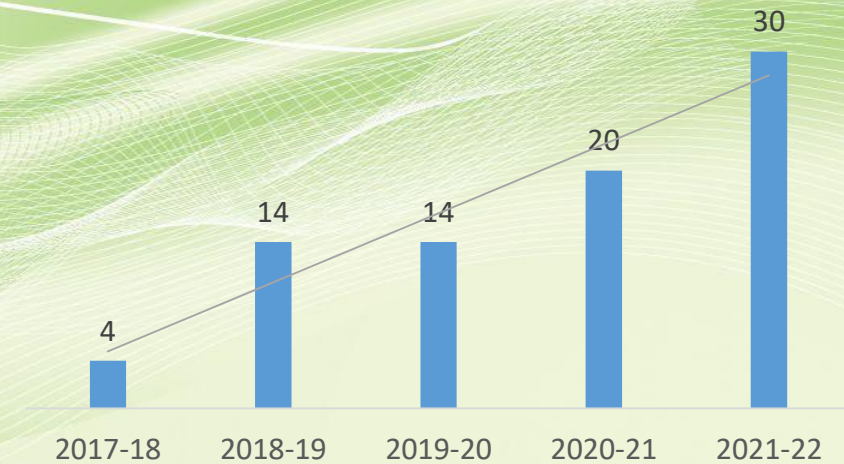
EBITDA (INR IN CRORES)



PBT (INR IN CRORES)



PAT (INR IN CRORES)





Our Promoters



Mr. M.K. Ostwal, aged about 65 years one of the pioneers of present SSP technology with 43 years experience in the sector. A Commerce graduate and founder of Ostwal Group of Industries is guiding force in growth and development of the Group.



Mr. Pankaj Ostwal is a young and dynamic Chartered Accountant by qualification with 21 years of experience in the fertilizer mineral beneficiation, chemical sector. Also in Import / Export Business.



Mr. Praveen Ostwal is also a young and dynamic Chartered Accountant by qualification and has 19 years of experience in the fertilizer, mineral beneficiation & chemicals sector. He is actively engaged in managing the company bringing innovations in the Group.



State of art- Our manufacturing facility



AKVN Industrial Area, Meghnagar, Dist. Jhabua, Madhya Pradesh



Thank you

KRISHANA PHOSCHEM LIMITED

(A Unit of Ostwal Group of Industries)

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