



INDIAN PHOSPHATE LIMITED

NSE Emerge: IPhL

H2 FY26 & FY26 INVESTOR PRESENTATION





Mr. Ravindra Singh

Chairman & Managing Director

"FY26 has been a landmark year for Indian Phosphate Limited as we delivered strong growth across revenue, EBITDA and profitability. Our focus on operational excellence, efficient capacity utilization and disciplined cost management enabled us to achieve significant margin expansion despite a dynamic industry environment. We remain committed to strengthening our market presence, enhancing product offerings and creating sustainable value for all stakeholders. With favorable industry fundamentals and our continued investment in growth initiatives, we are confident of sustaining our growth momentum in the coming years."

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COMPANY & BUSINESS OVERVIEW



BUSINESS OVERVIEW



*One of the leading Manufacturers of
Chemicals & Fertilizers with
Integrated Plant operations*

Indian Phosphate Limited (NSE Emerge: IPhL) is a leading producer of chemicals (Anionic surfactant & Inorganic chemicals) and Phosphatic fertilizers having manufacturing operations in the state of Rajasthan & Tamil Nadu with over 25 years of rich industry experience. The Fertilizers are having strong market presence under the well established "Ankur SSP" brand across majority states of India.



25+
Years of Experience



14+ States
Distribution Reach




₹1,072 Cr
FY26 Revenue



₹23.57 Cr
FY26 PAT



350 MT/Day
LABSA Plant, Udaipur



100 MT/Day
LABSA Plant, Cuddalore



200 MT/Day
Sulphuric Acid Plant,
Cuddalore



400 MT/Day
Fertilizer Plant,
Udaipur

VISION & MISSION



Vision

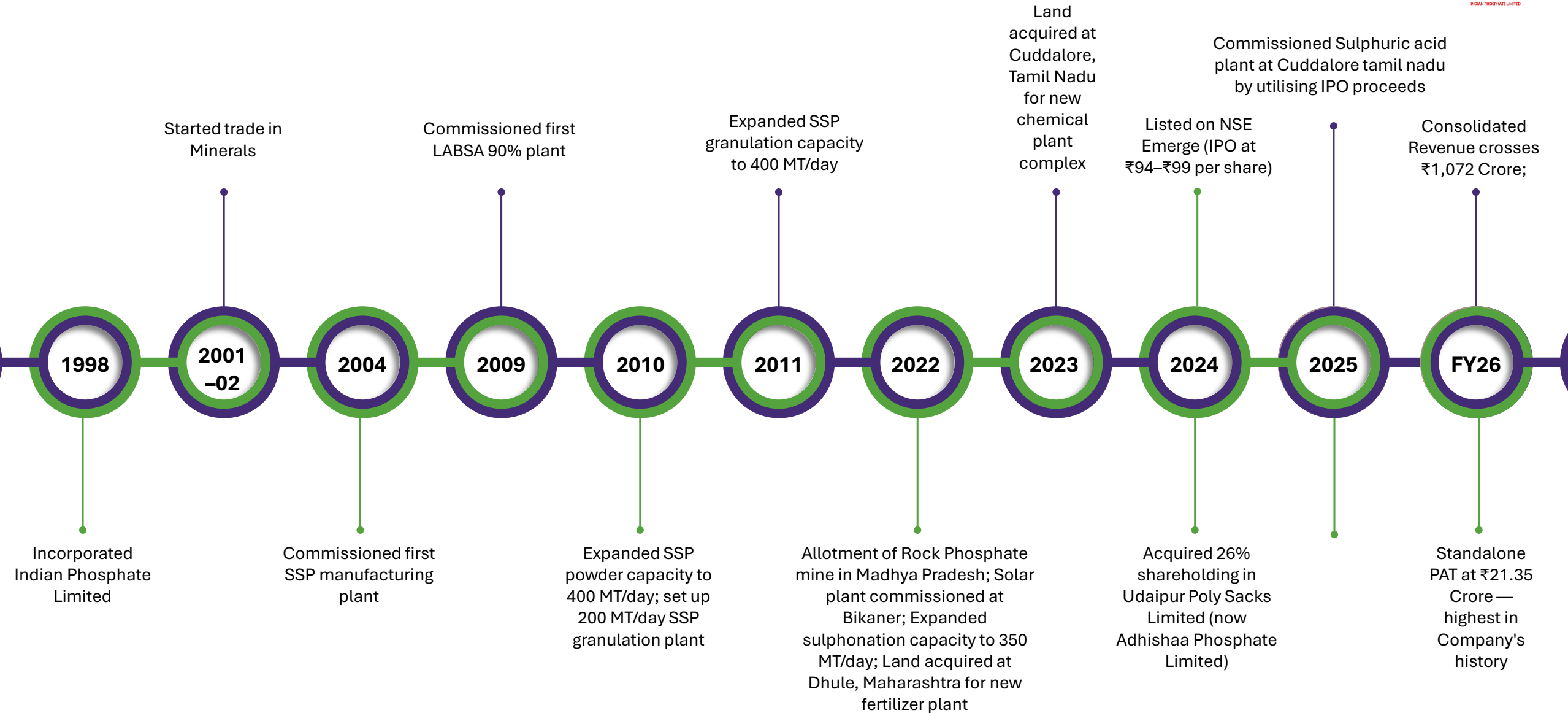
To create value for all stake holders through organic & sustainable growth with continuous innovation

To comprehend & fulfil customer needs by leveraging our manufacturing expertise, supported by robust research & development programmes that integrate innovations into our growth journey.



Mission

MILESTONES



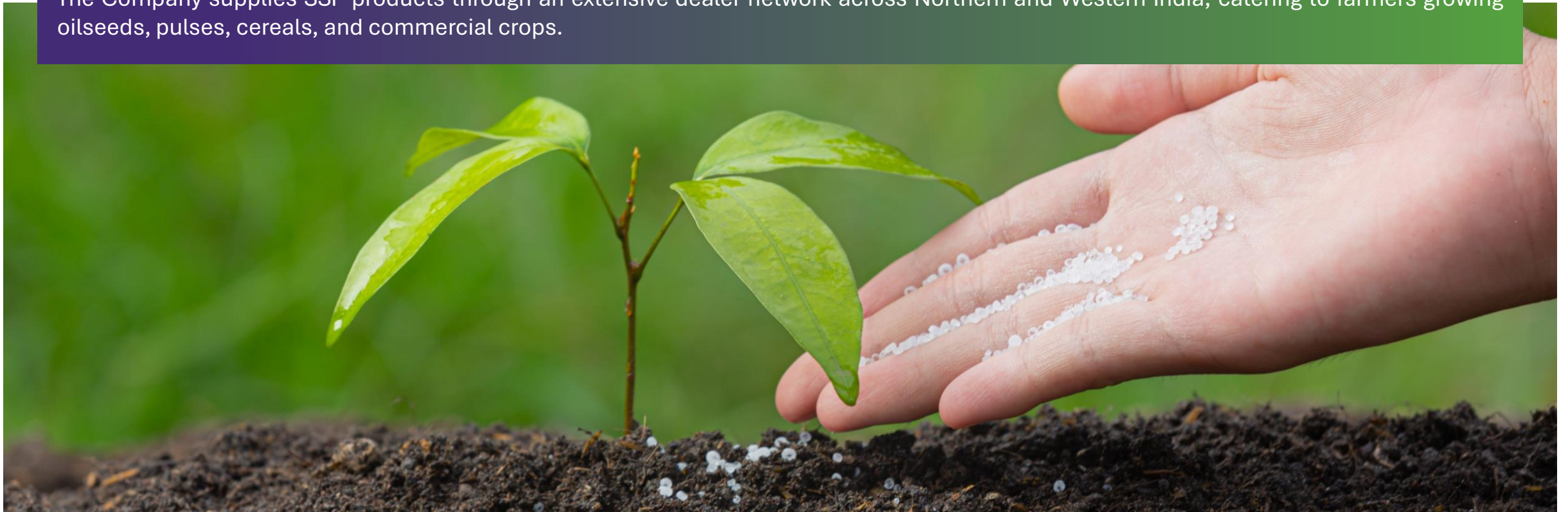
PRODUCTS OVERVIEW - FERTILIZER



Building Soil Health Through Phosphatic Nutrition

Indian Phosphate manufactures and markets a range of **Single Super Phosphate (SSP)** fertilizers under its established "**Ankur SSP**" brand. The products are designed to improve soil fertility, enhance phosphorus availability, and increase crop productivity across a wide range of agricultural applications.

The Company supplies SSP products through an extensive dealer network across Northern and Western India, catering to farmers growing oilseeds, pulses, cereals, and commercial crops.



PRODUCTS OVERVIEW - FERTILIZER



SSP Powder



- Cost-effective phosphatic fertilizer
- Improves root development and crop establishment
- Suitable for broad-acre agricultural applications

SSP Granules



- Uniform nutrient distribution
- Better handling and application efficiency
- Preferred for mechanized farming practices

Zincated SSP



- Enriched with Zinc micronutrients
- Helps address Zinc-deficient soils
- Supports improved crop growth and yield

Zincated SSP Granules



- Combines phosphorus and zinc nutrition
- Enhanced nutrient utilization
- Easy field application

Boronated SSP



- Fortified with Boron and Zinc
- Suitable for oilseeds, pulses, fruits, and vegetables
- Improves flowering, fruit setting, and crop quality

Nitro Super Urea SSP Granulated



- Supports vigorous vegetative growth and strong root development.
- Enhances nutrient uptake, leading to improved crop productivity.
- Suitable for a wide range of field crops, cereals, and cash crops.

KEY HIGHLIGHTS



Brand Presence

- Marketed under the well-established **Ankur SSP** brand
- Provides both **Phosphorus and Sulphur** nutrients
- Cost-effective alternative among phosphatic fertilizers
- FCO-compliant product portfolio



Manufacturing

- SSP Powder Capacity: **400 MT/day**
- SSP Granulation Capacity: **400 MT/day**
- Integrated manufacturing facilities located in Udaipur, Rajasthan



Distribution Reach

Rajasthan	Uttar Pradesh	Haryana	Chandigarh
Punjab	Gujarat	Maharashtra	Jammu & Kashmir
Madhya Pradesh	Bihar	Uttarakhand	West Bengal
Himachal Pradesh	Andhra Pradesh		

PRODUCTS OVERVIEW - CHEMICAL



Specialty Chemicals Driving the Company's Growth

Indian Phosphate's chemical business is anchored by Linear Alkyl Benzene Sulphonic Acid (LABSA 90%), one of the most widely used surfactants in the detergent and home care industry. The Company is among the leading LABSA manufacturers in Rajasthan and supplies to FMCG (Detergent) sector across India. The Company also manufactures inorganic chemicals in Tamil Nadu, catering to diverse segments like surfactant, performance chemicals, micro nutrient fertilizers, automotive batteries. The Company's chemical segment is the fastest growing business and contributing to the significant part of the Company's revenue, forming the cornerstone of Company's growth strategy.



PRODUCTS OVERVIEW - CHEMICAL



LABSA 90% (Flagship Product)



Linear Alkyl Benzene Sulphonic Acid (LABSA) is an anionic surfactant widely used as the active ingredient in:

- Detergent powders
- Laundry liquids
- Dishwashing products
- Toilet cleaners
- Industrial cleaning formulations
- Textile processing applications

Sulphuric Acid (Backward Integration)



Sulphuric Acid is a key raw material for LABSA manufacturing and plays a critical role in the Company's integrated chemical value chain.

- Benefits:
- Enhances raw material security
- Reduces operating costs
- Improves margin profile
- Supports captive consumption requirements

★ Magnesium Sulphate (Proposed Product)



Strategic forward integration into Magnesium Sulphate to expand the specialty chemical portfolio and strengthen product offerings across industrial and agricultural applications.

KEY HIGHLIGHTS

Current Capacity

Udaipur LABSA: 350 MT/day
Cuddalore LABSA: 100 MT/day
Sulphuric Acid: 200 MT/day

Primary Revenue Driver

Contributed ~87% of product revenue in FY26

Strong Customer Base

Supplies to leading detergent and FMCG manufacturers.

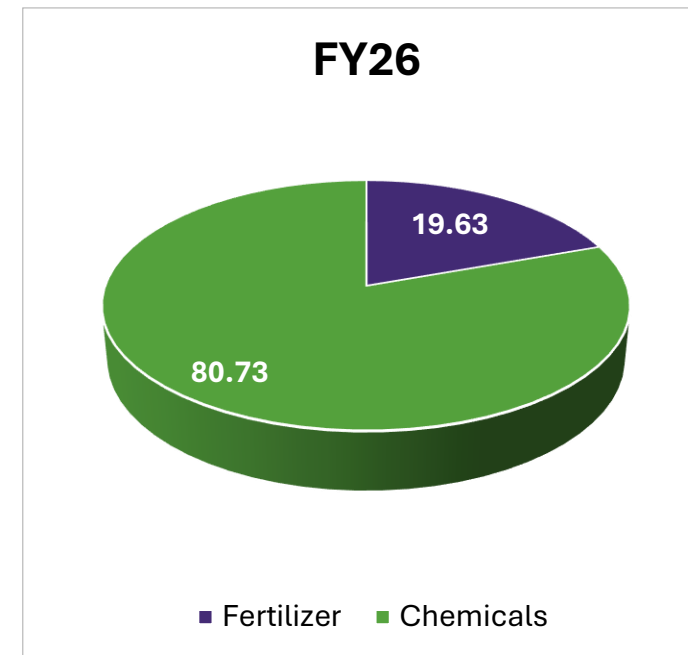
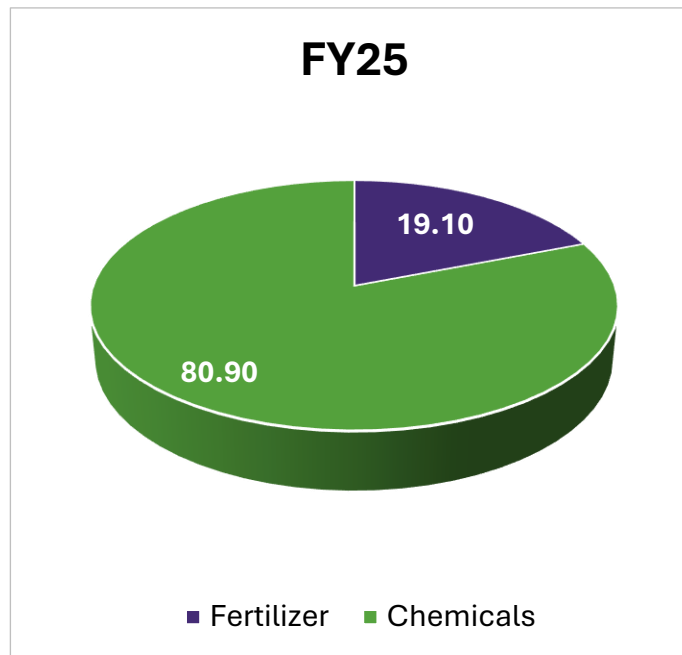
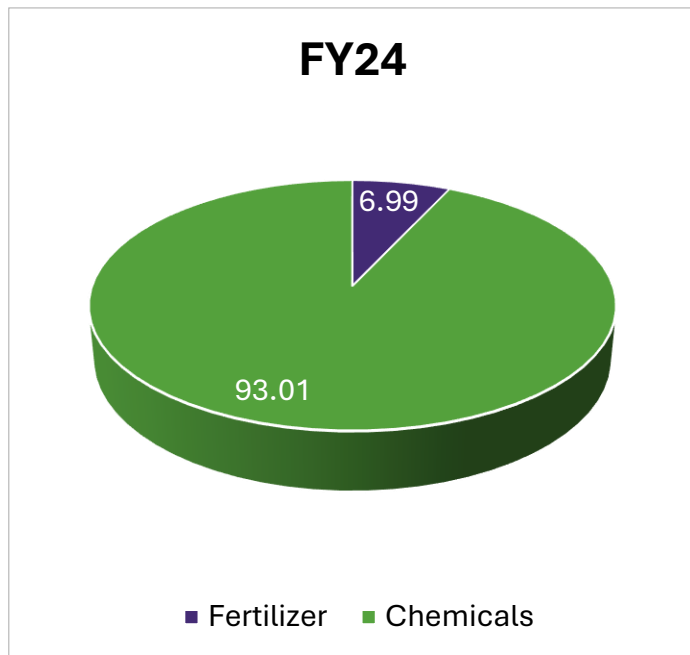
Integrated Manufacturing Strategy

- Sulphuric Acid → LABSA Value Chain
- Enhanced cost competitiveness
- Improved operational efficiencies

Pan-India Market Presence

Direct B2B supply model across multiple industrial clusters

SEGMENT WISE REVENUE BIFURCATION IN %



Segment	FY24 (₹ Lakhs)	FY25 (₹ Lakhs)	FY26 (₹ Lakhs)
Fertilizers	4,919.16	8,975.69	11,684.90
Chemicals	65,498.78	70,537.61	86,926.51
Total Revenue	70,417.94	79,513.30	98,911.41

MANUFACTURING PLANT GLIMPSE OF THE COMPANY



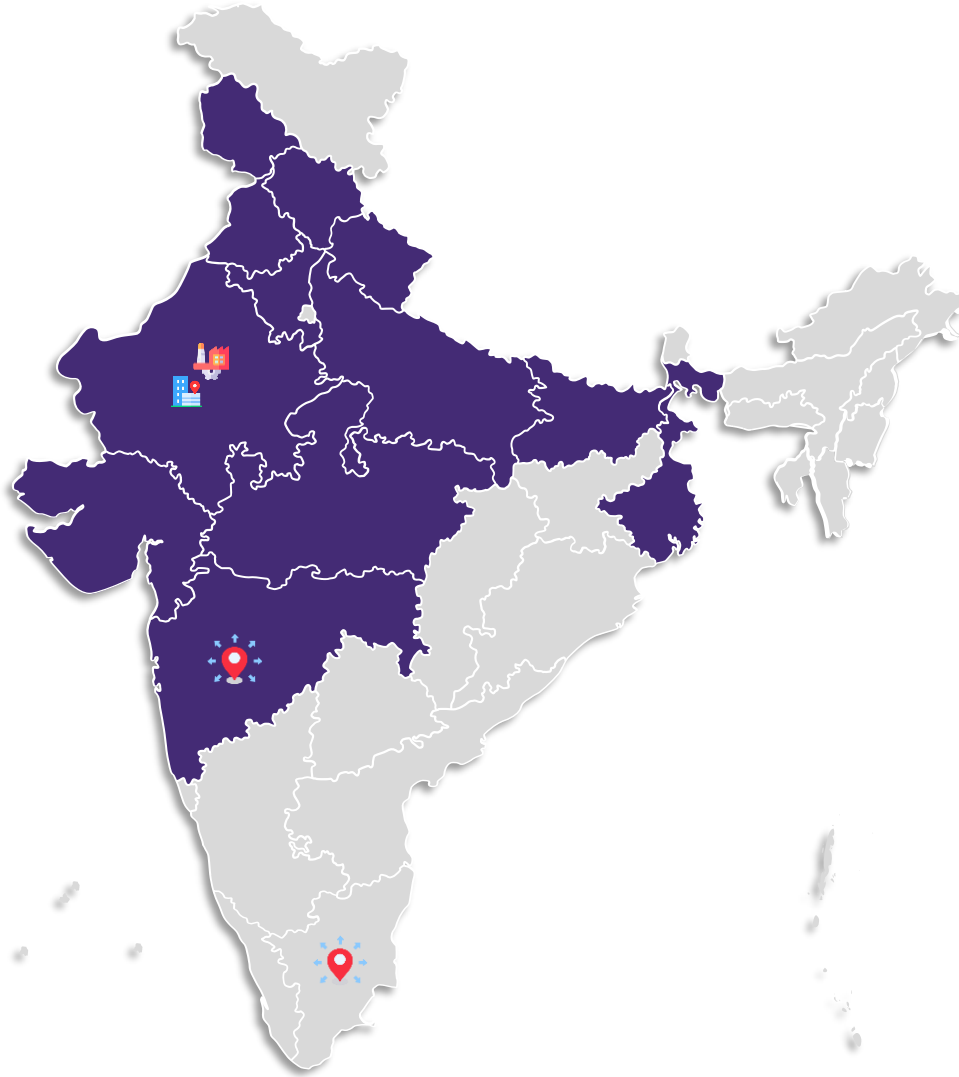
SSP Production Unit



LABSA Production Unit



MANUFACTURING & MARKET FOOTPRINT



CORPORATE OFFICE
Udaipur, Rajasthan



MANUFACTURING FACILITIES
Udaipur, Rajasthan
Cuddalore, Tamil Nadu



Distribution Network

Presence Across 14+ States:

- Rajasthan
- Uttar Pradesh
- Haryana
- Punjab
- Gujarat
- Maharashtra
- Madhya Pradesh
- Bihar
- Uttarakhand
- Himachal Pradesh
- Chandigarh
- Jammu & Kashmir
- West Bengal
- Andhra Pradesh

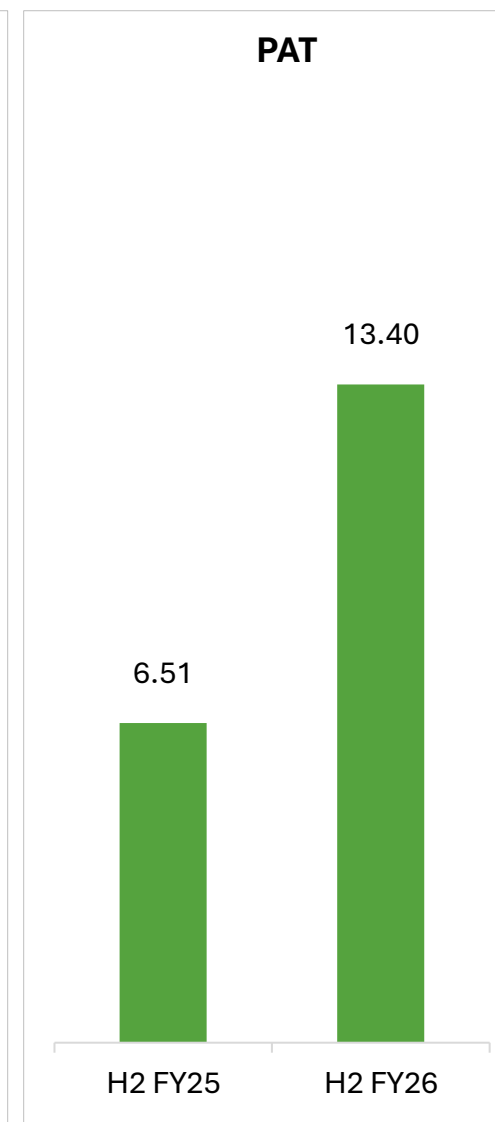
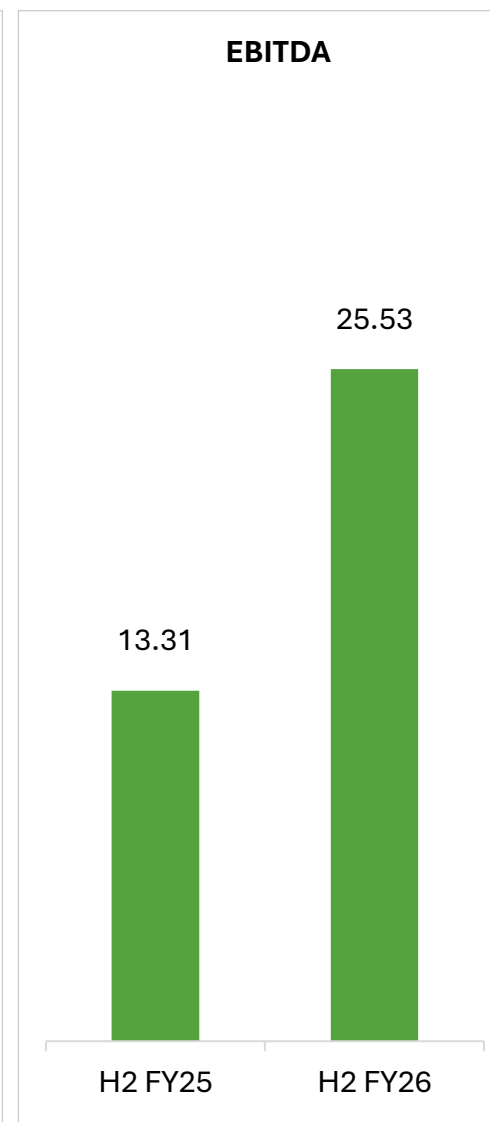
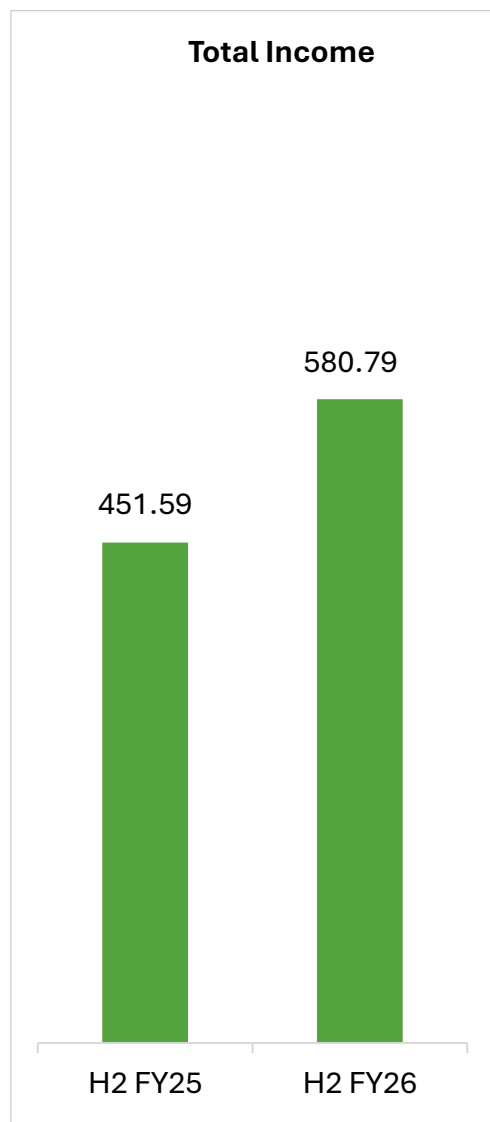
FINANCIAL OVERVIEW



PROFIT & LOSS STATEMENT – H2 FY26 – Consolidate



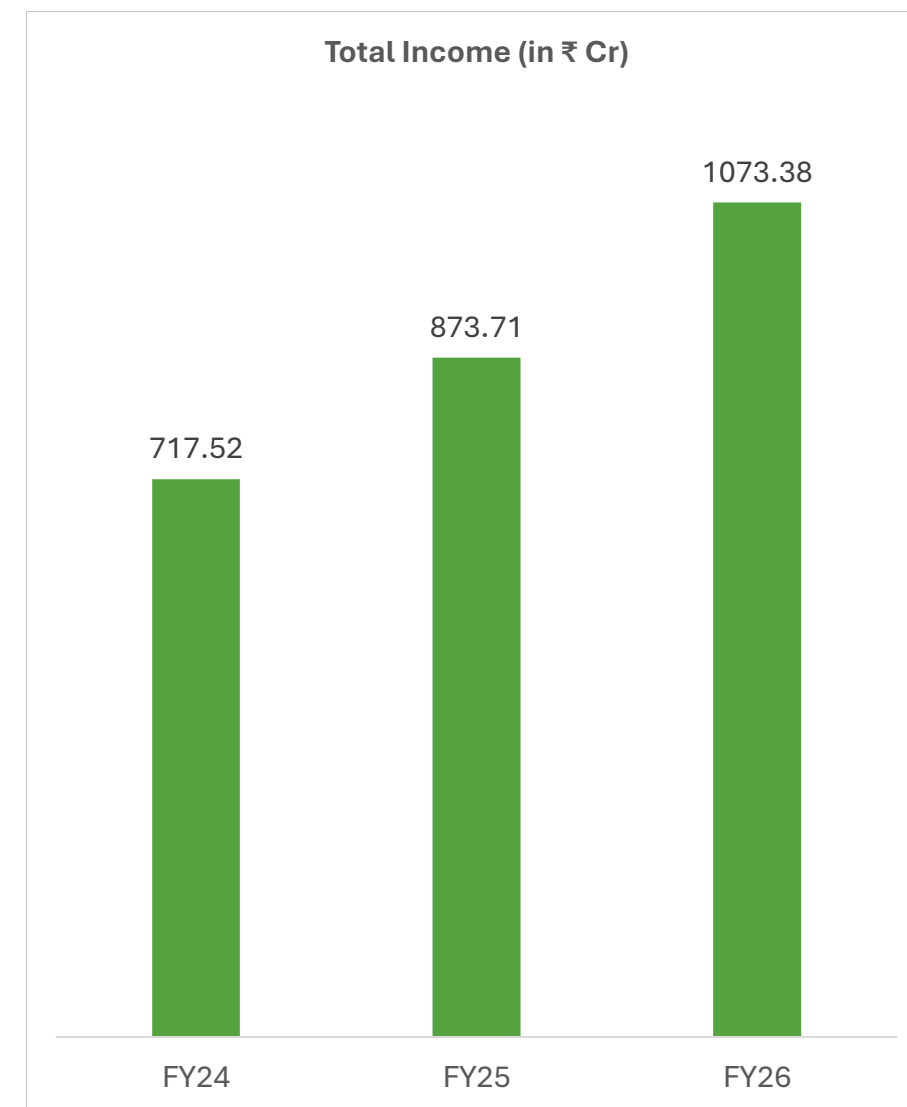
Particulars (In ₹Cr)	H2 FY26	H2 FY25
Revenues	580.25	451.59
Other Income	0.54	1.41
Total Income	580.79	453.00
Raw Materials	502.96	401.77
Employee costs	7.23	5.97
Other expenses	45.06	31.96
Total Expenditure	555.26	439.69
EBITDA	25.53	13.31
Interest Costs	3.97	3.21
Depreciation	2.58	1.49
PBT	18.99	8.60
Tax	5.58	2.10
PAT	13.40	6.51



PROFIT & LOSS STATEMENT - Consolidate



Particulars (In ₹ Cr)	FY24	FY25	FY26
Income			
Revenue from Operations	714.87	871.90	1072.33
Other Income	2.65	1.81	1.05
Total Income	717.52	873.71	1,073.38
Expenditure			
Raw Material Expenses	647.24	780.33	928.65
Employee costs	6.37	11.68	13.91
Other expenses	39.18	61.02	85.64
Total Expenditure	692.79	853.02	1028.20
EBITDA	24.73	20.69	45.19
Finance Costs	5.32	7.05	7.44
Depreciation	1.64	3.05	4.56
Profit before tax	17.78	10.58	33.20
Tax Expense	5.67	3.27	9.63
Profit After Tax	12.10	7.31	23.57



BALANCE SHEET - Consolidate

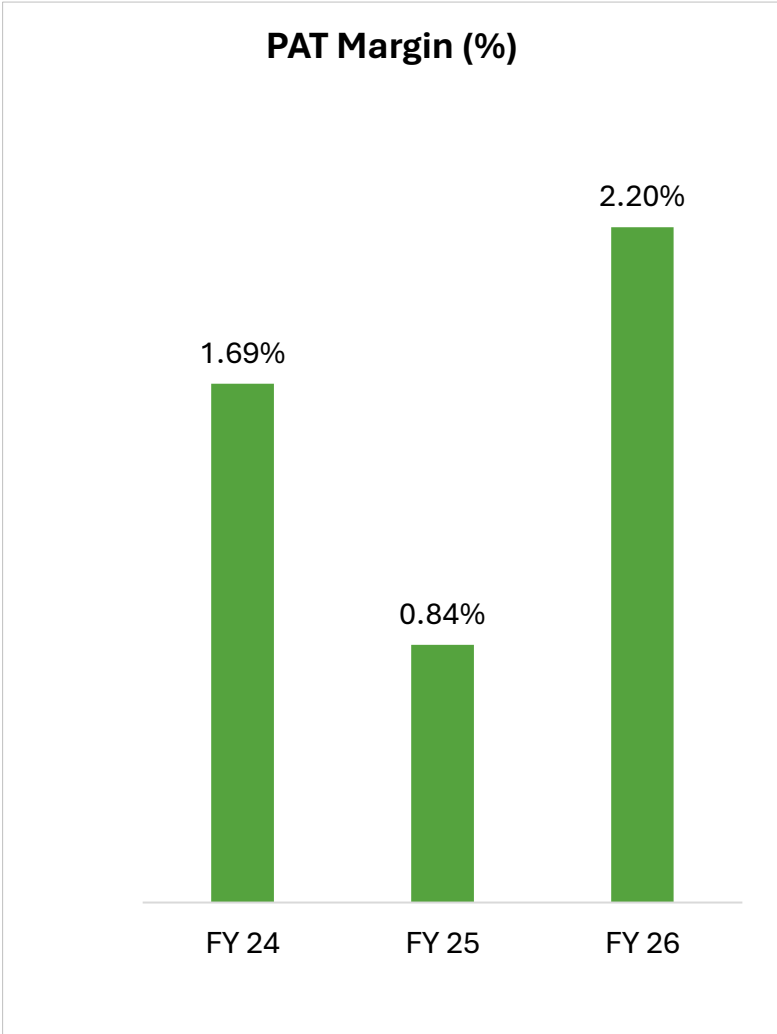
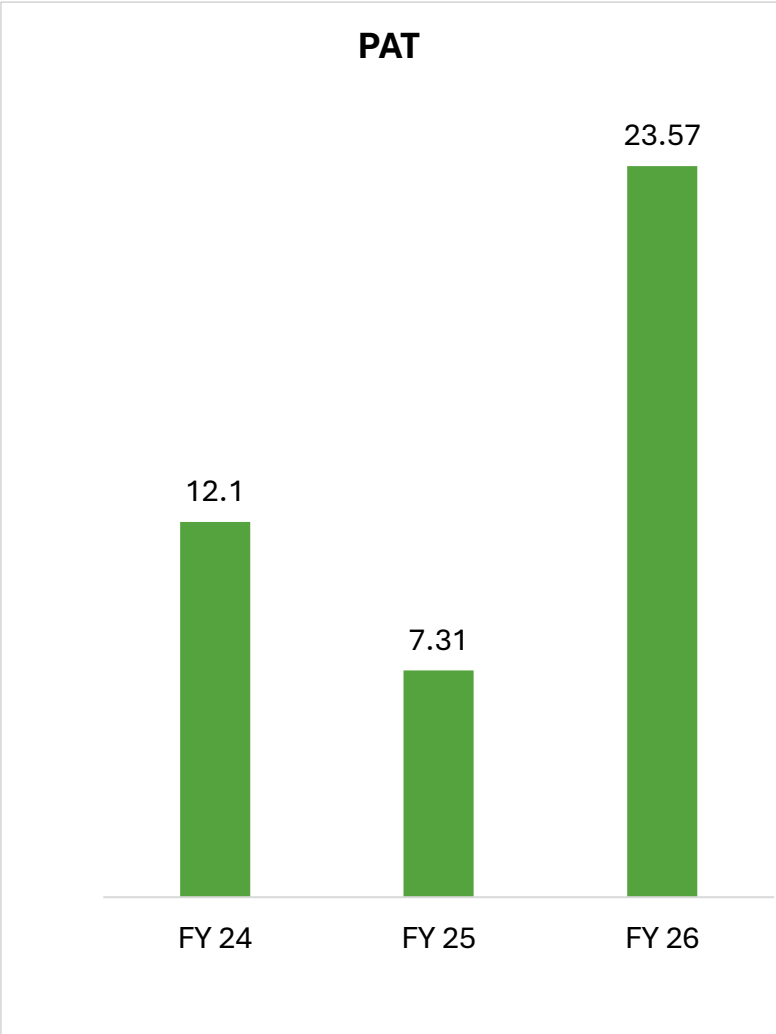
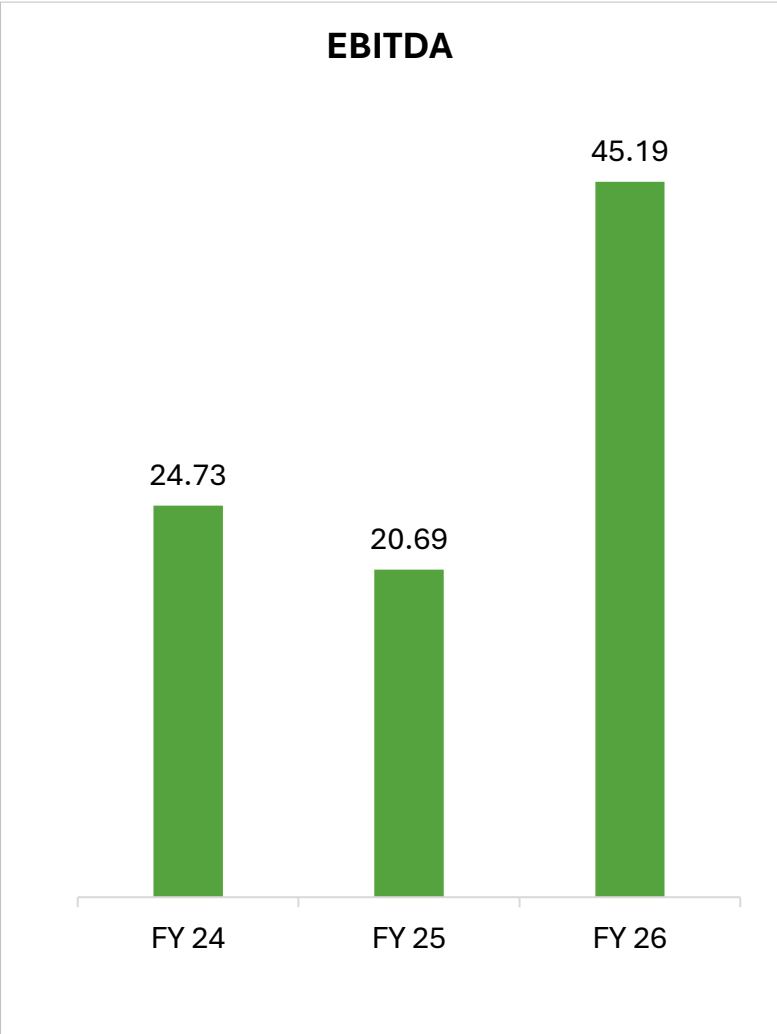


Particulars (Amount in Cr)	FY24	FY25	FY26
Equity And Liabilities			
Equity	18.19	24.99	24.99
Reserves	80.76	140.20	163.98
Net Worth	98.95	165.19	188.97
Non Current Liabilities			
Non Current Borrowings	17.90	15.88	27.96
Long Term Provision	0.78	0.93	1.04
Other financial Liabilities			
Total Non Current Liabilities	18.68	16.81	29.00
Current Liabilities			
Current Borrowings	70.14	46.09	41.21
Trade Payables	51.80	48.55	39.50
Current Tax Liabilities (Net)	4.55	3.21	7.83
Short Term Provisions	1.18	0.26	0.57
Other Current Liabilities	9.95	11.58	11.51
Total Current Liabilities	137.62	109.69	100.62
Total Liabilities	255.24	291.70	318.59

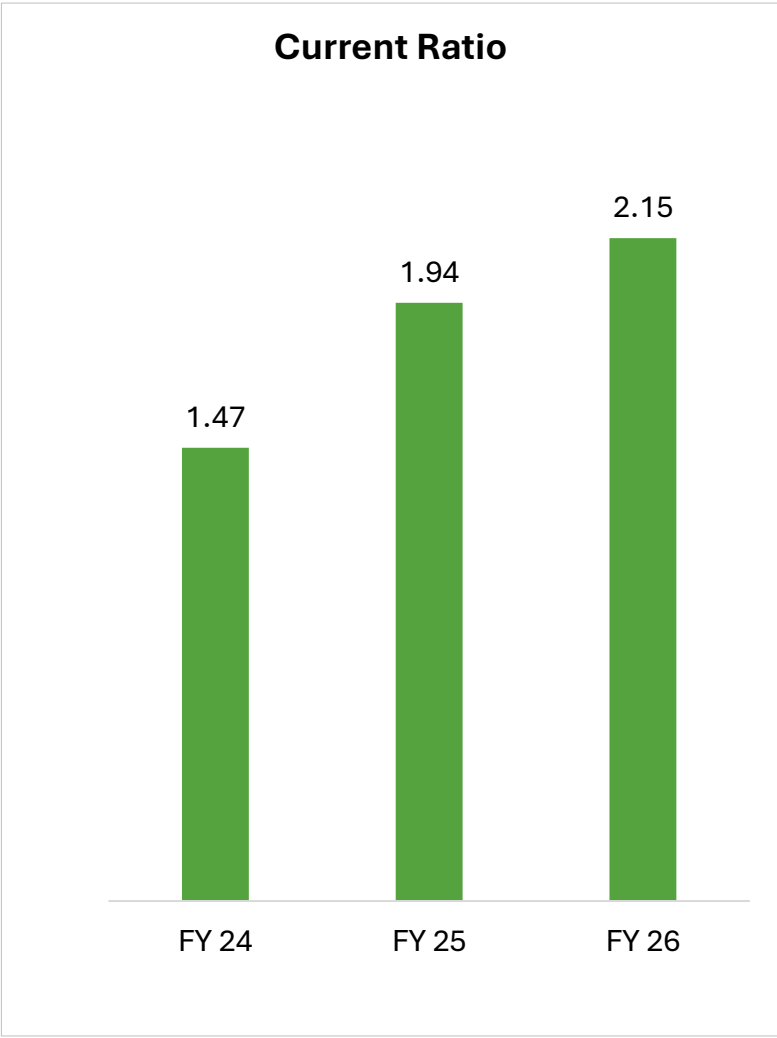
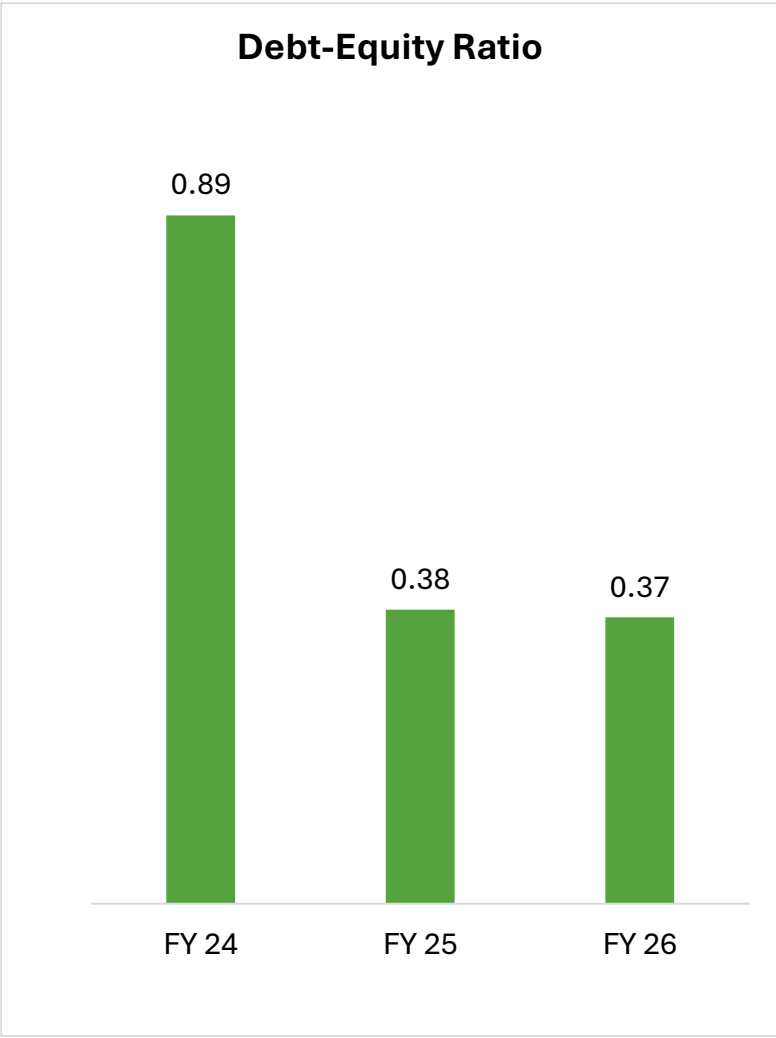
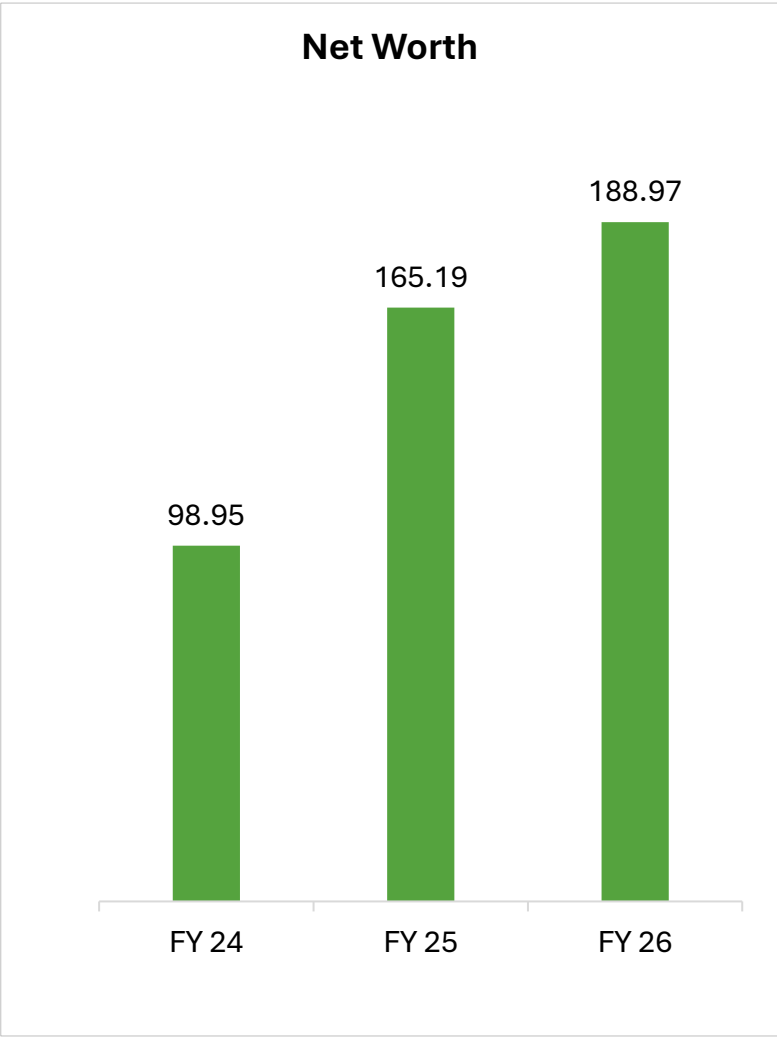
Investor Presentation

Particulars (Amount in Cr)	FY24	FY25	FY26
Non Current Assets			
Fixed assets	47.42	71.94	86.81
Non Current Investments	0.00	0.00	0.00
Other Non Current Financial Assets	4.63	5.57	15.38
Deferred Tax Assets (Net)	1.40	1.83	0.34
Other Non Current Assets			
Total Non Current Assets	53.45	79.35	102.53
Current Assets			
Inventories	87.88	56.58	46.60
Trade receivables	79.60	105.15	121.40
Cash & Bank Balance	12.45	22.98	14.86
Current Investments			
Short Term Loans & Advances	20.93	27.41	33.11
Other Current Assets	0.93	0.22	0.09
Total Current Assets	201.79	212.35	216.06
Total Assets	255.24	291.70	318.59

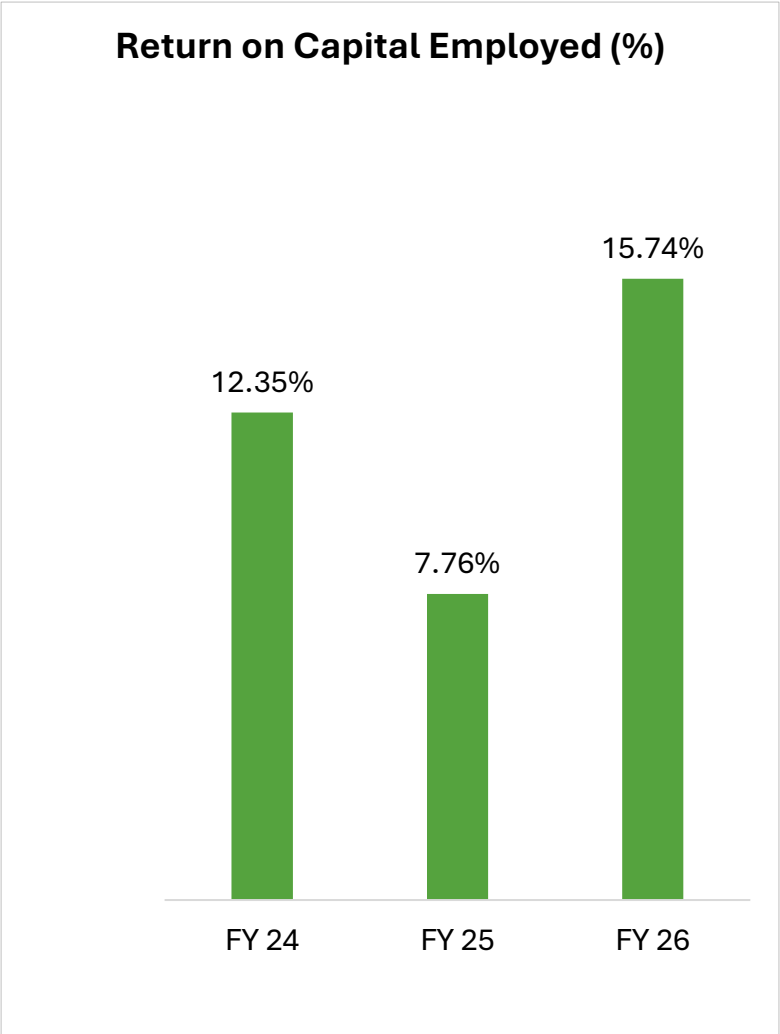
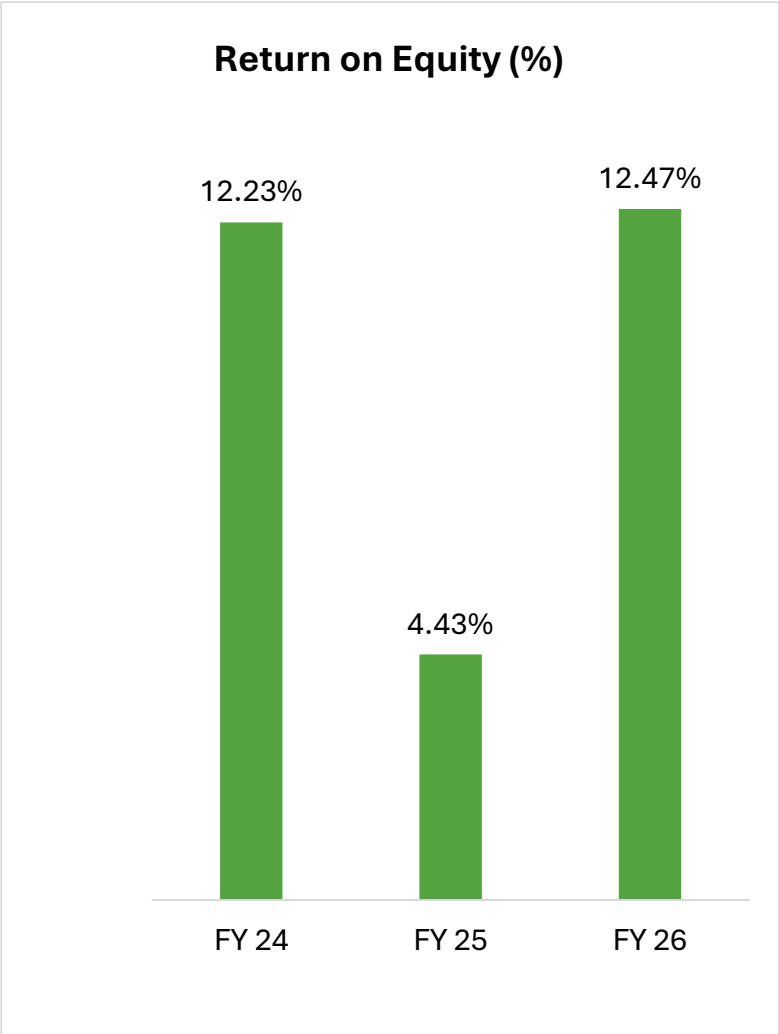
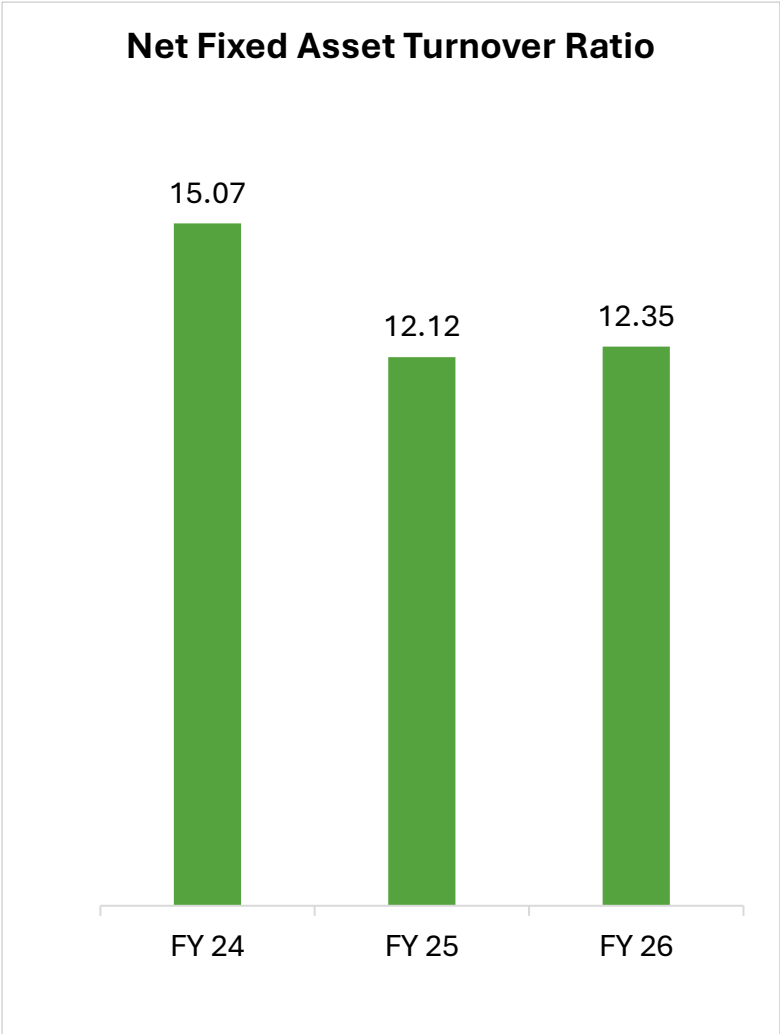
KEY RATIOS - Consolidate



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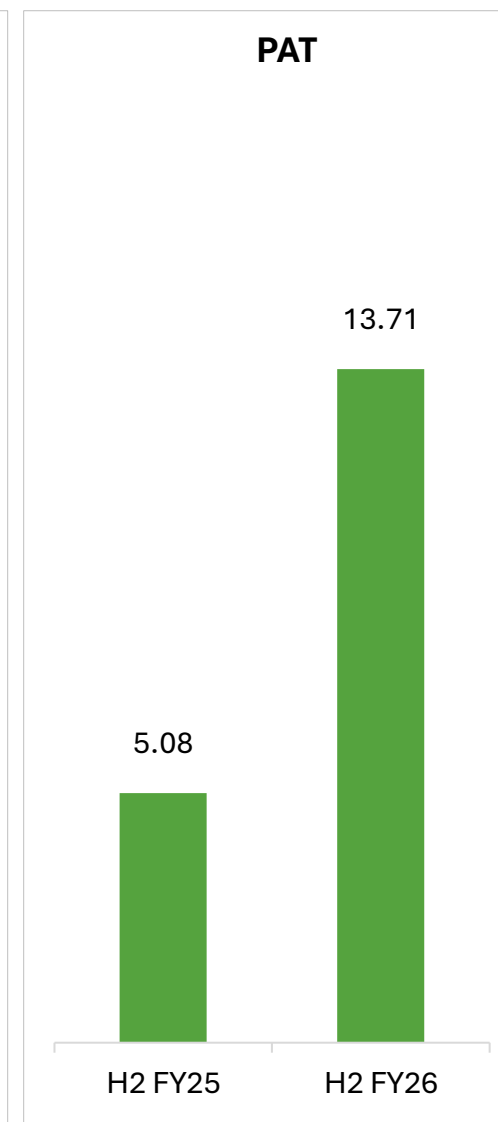
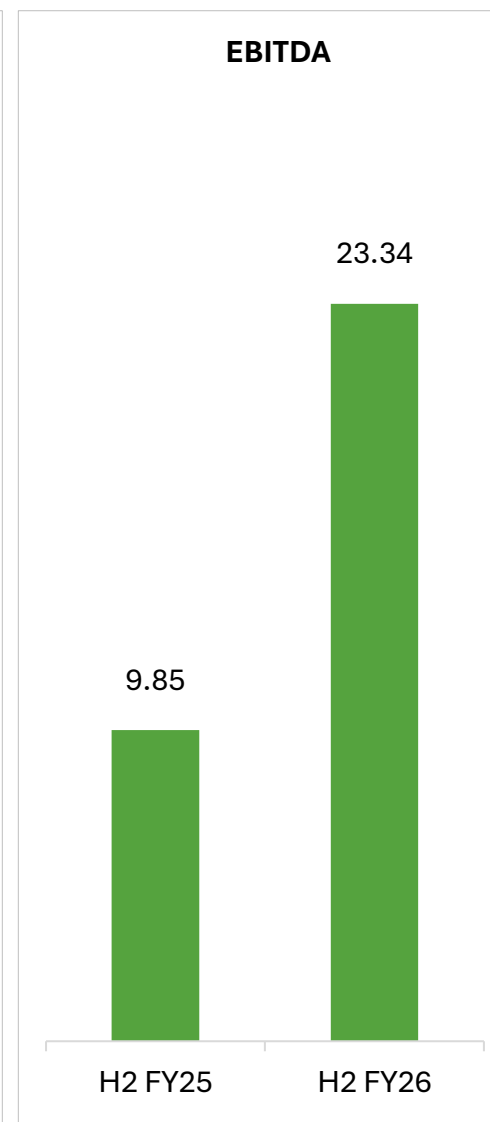
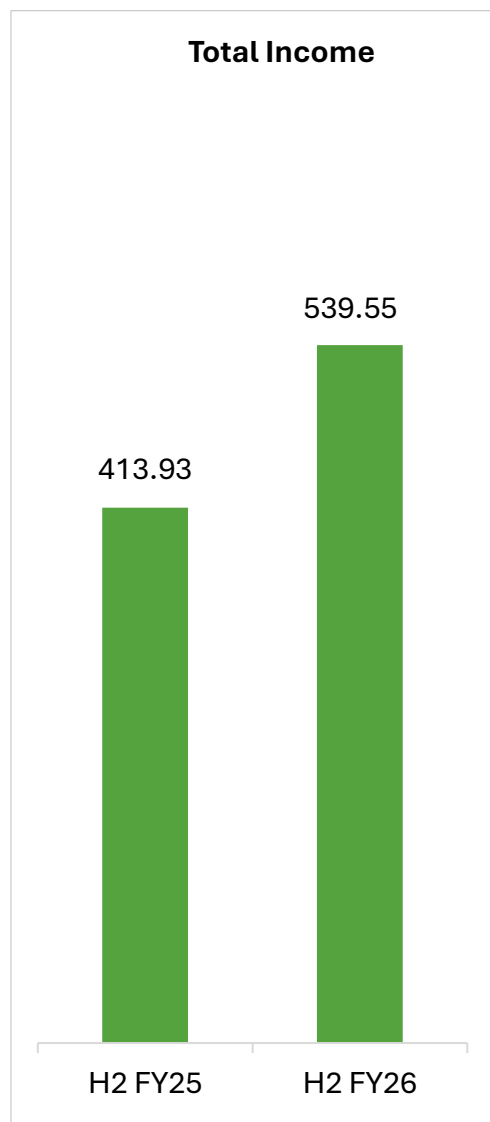
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PROFIT & LOSS STATEMENT – H2 FY26 - Standalone



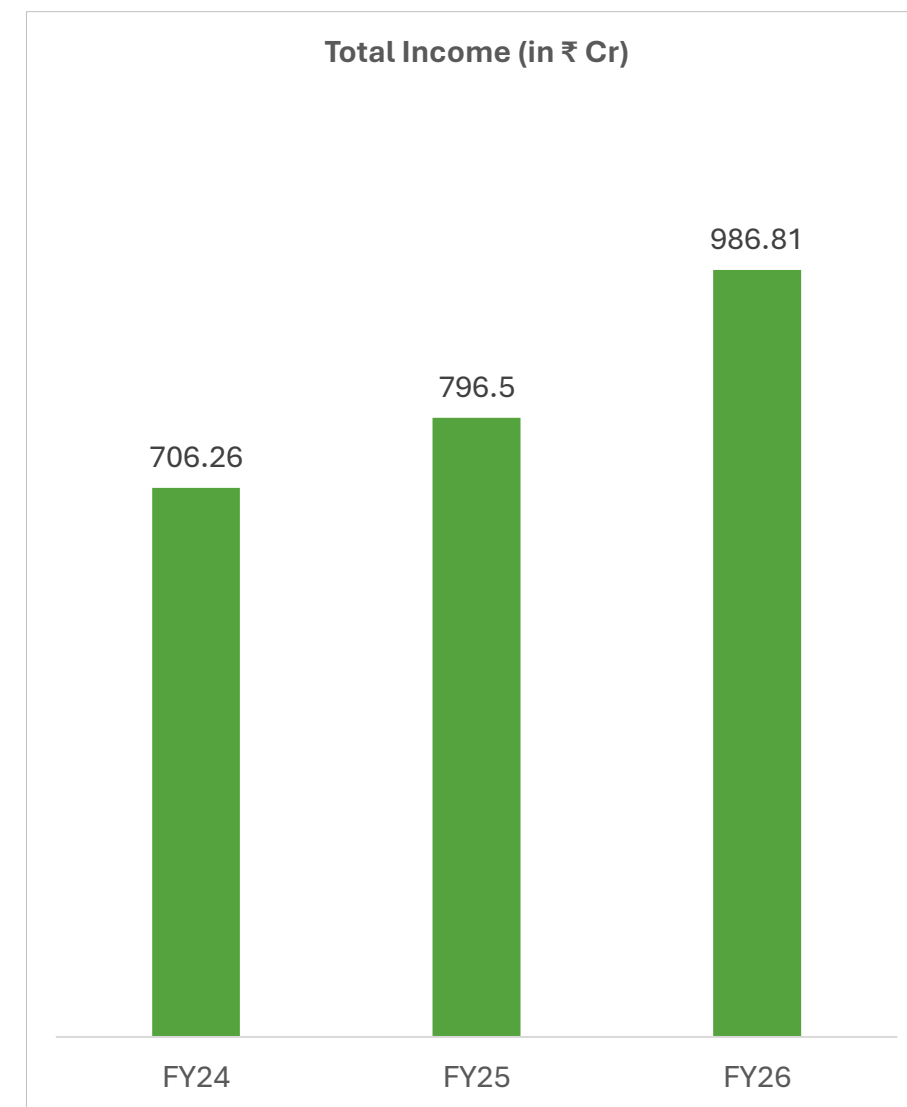
Particulars (In ₹Cr)	H2 FY26	H2 FY25
Revenues	531.16	412.77
Other Income	0.39	1.16
Total Income	539.55	413.93
Raw Materials	481.29	380.24
Employee costs	4.46	3.27
Other expenses	30.47	20.57
Total Expenditure	516.21	404.08
EBITDA	23.34	9.85
Interest Costs	2.71	2.08
Depreciation	1.71	0.74
PBT	18.93	7.04
Tax	5.22	1.96
PAT	13.71	5.08



PROFIT & LOSS STATEMENT - Standalone



Particulars (In ₹ Cr)	FY24	FY25	FY26
Income			
Revenue from Operations	704.18	795.13	986.11
Other Income	2.08	1.36	0.69
Total Income	706.26	796.50	986.81
Expenditure			
Raw Material Expenses	639.16	728.39	883.75
Employee costs	5.58	6.35	8.42
Other expenses	36.40	43.29	57.32
Total Expenditure	681.14	778.03	949.49
EBITDA	25.12	18.47	37.32
Finance Costs	4.67	3.91	4.90
Depreciation	1.44	1.50	2.80
Profit before tax	19.00	13.06	29.61
Tax Expense	5.53	3.89	8.26
Profit After Tax	13.47	9.17	21.35



BALANCE SHEET - Standalone

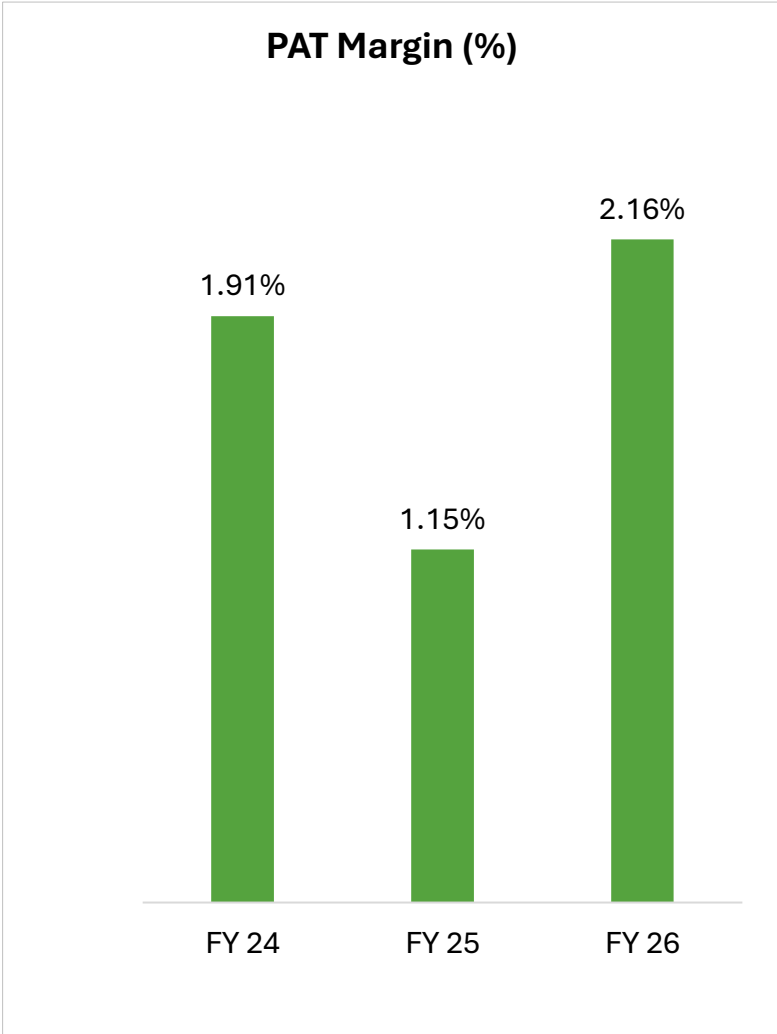
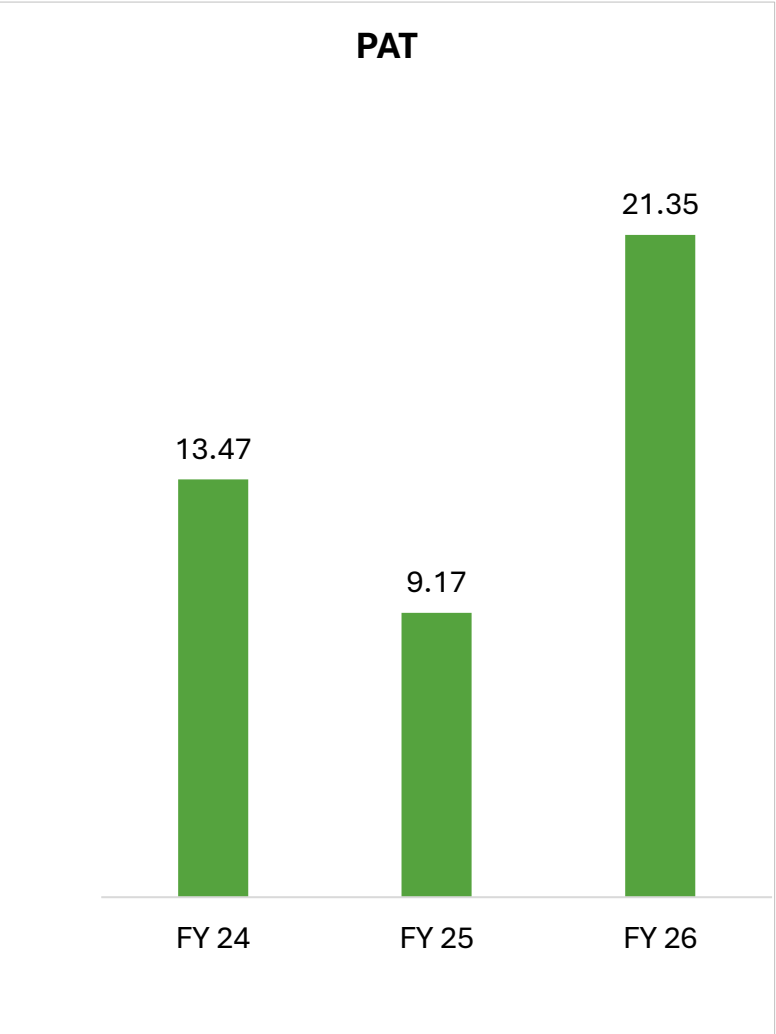
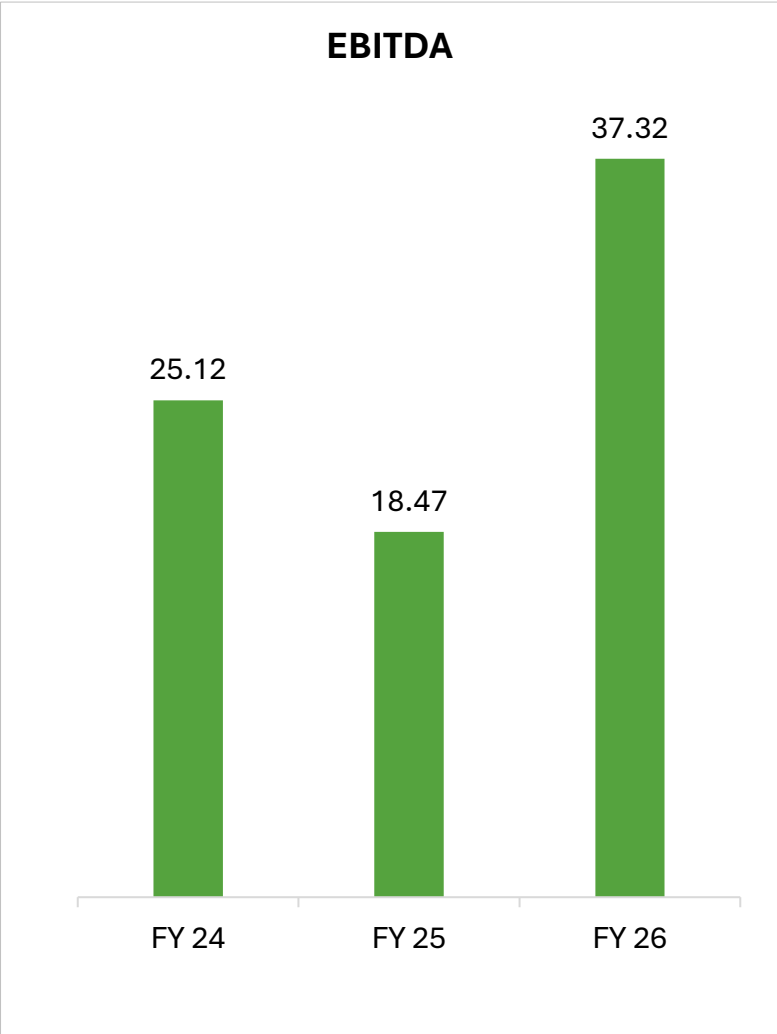


Particulars (Amount in Cr)	FY24	FY25	FY26
Equity And Liabilities			
Equity	18.19	24.99	24.99
Reserves	62.87	124.17	145.44
Net Worth	81.06	149.16	170.44
Non Current Liabilities			
Non Current Borrowings	1.32	0.72	0.06
Long Term Provision	0.30	0.42	0.48
Deferred Tax Liability	1.23	1.41	1.62
Total Non Current Liabilities	2.85	2.54	2.17
Current Liabilities			
Current Borrowings	38.83	17.55	27.49
Trade Payables	29.17	29.23	21.57
Current Tax Liabilities (Net)	4.55	2.29	5.76
Short Term Provisions	0.62	0.73	1.18
Other Current Liabilities	6.33	8.96	7.75.
Total Current Liabilities	79.51	58.76	63.75
Total Liabilities	163.42	210.46	236.36

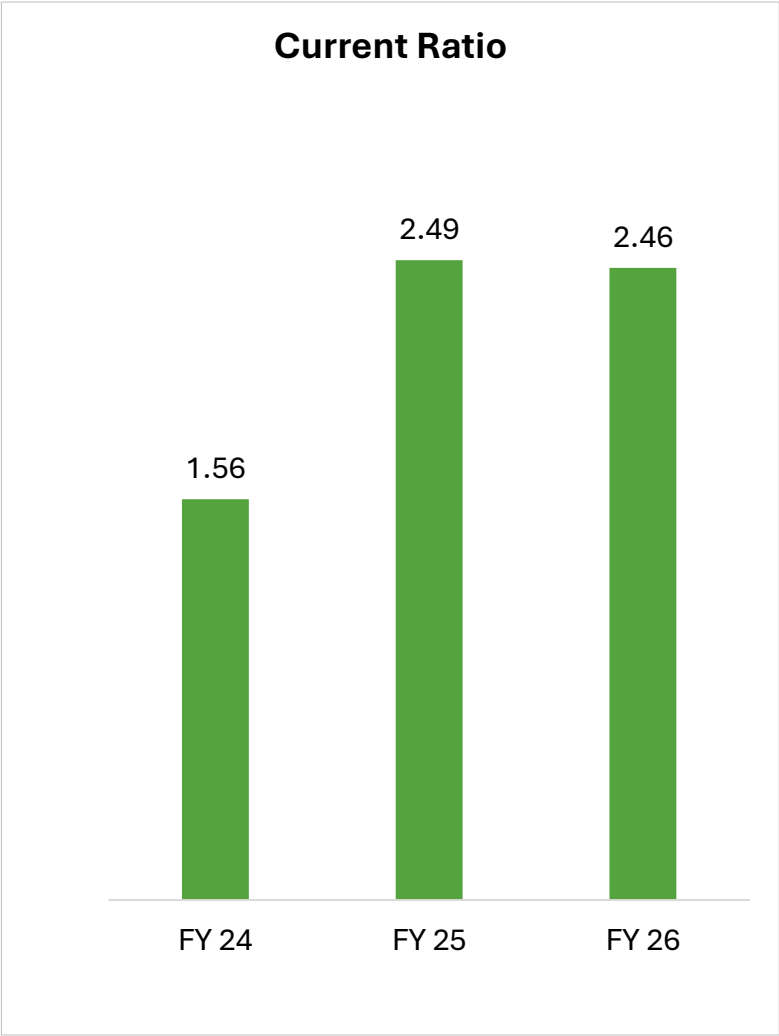
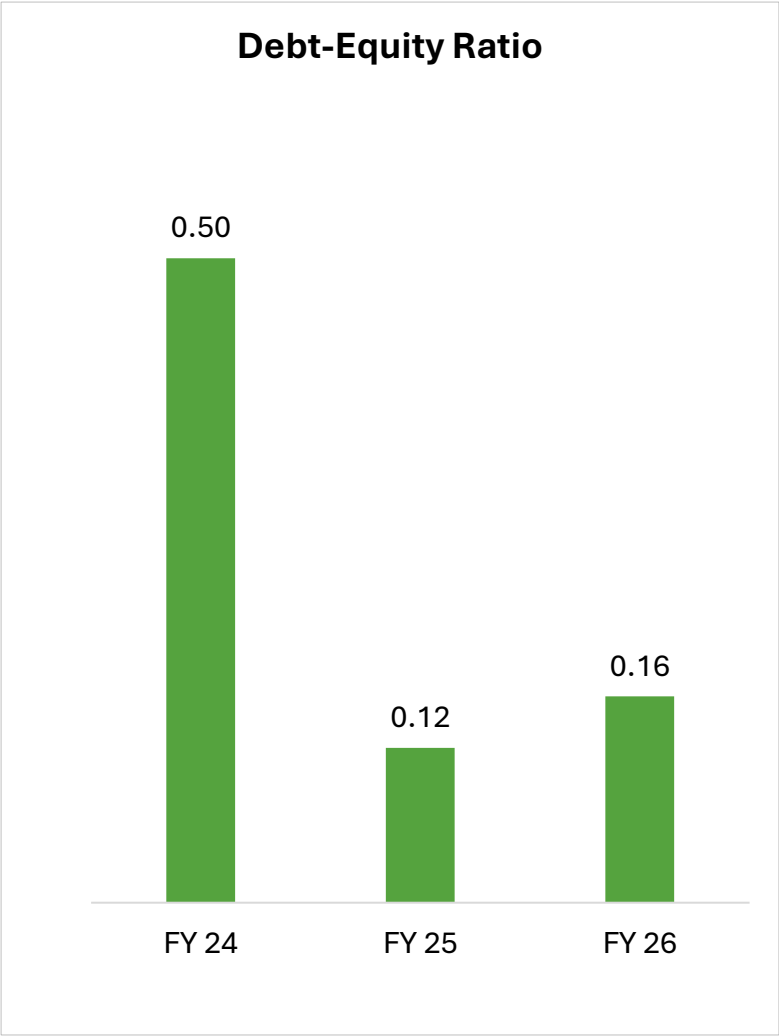
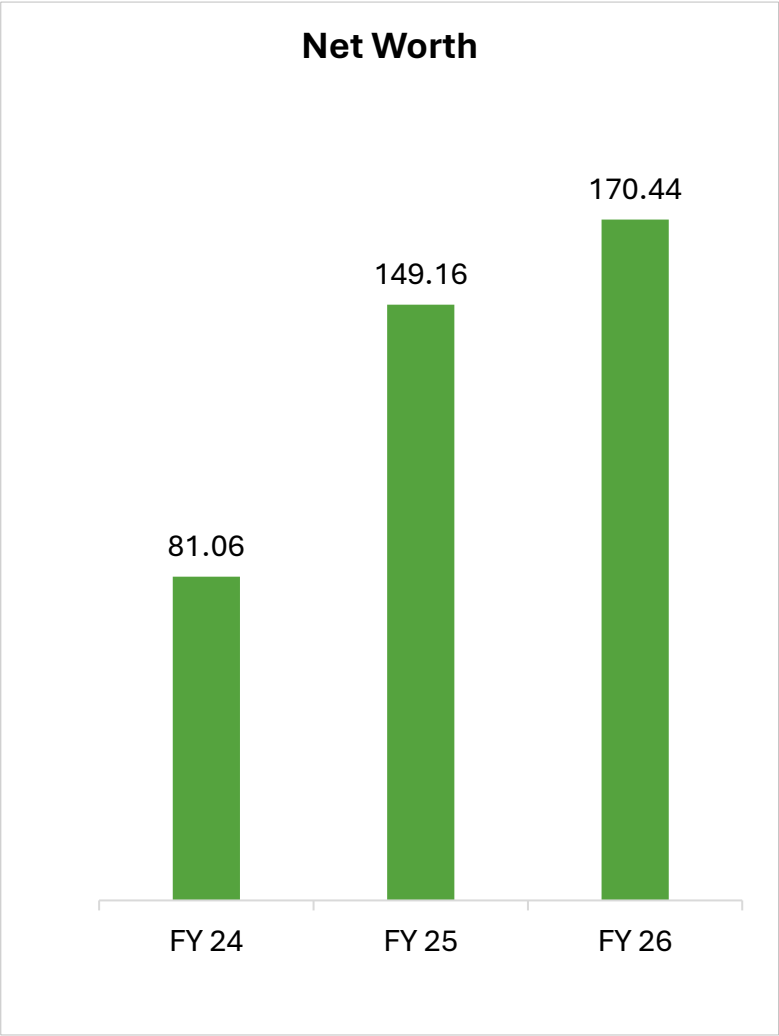
Investor Presentation

Particulars (Amount in Cr)	FY24	FY25	FY26
Non Current Assets			
Fixed assets	27.85	52.26	68.26
Non Current Investments	8.19	8.19	8.56
Long Term Loans & Advances	3.03	3.97	2.52
Deferred Tax Assets (Net)			
Other Non Current Assets			
Total Non Current Assets	39.08	64.42	79.34
Current Assets			
Inventories	51.55	32.76	26.13
Trade receivables	56.15	80.72	104.14
Cash & Bank Balance	6.41	16.44	8.88
Current Investments			
Short Term Loans & Advances	9.36	15.95	17.80
Other Current Assets	0.88	0.17	0.07
Total Current Assets	124.34	146.04	157.02
Total Assets	163.41	210.46	236.36

KEY RATIOS - Standalone



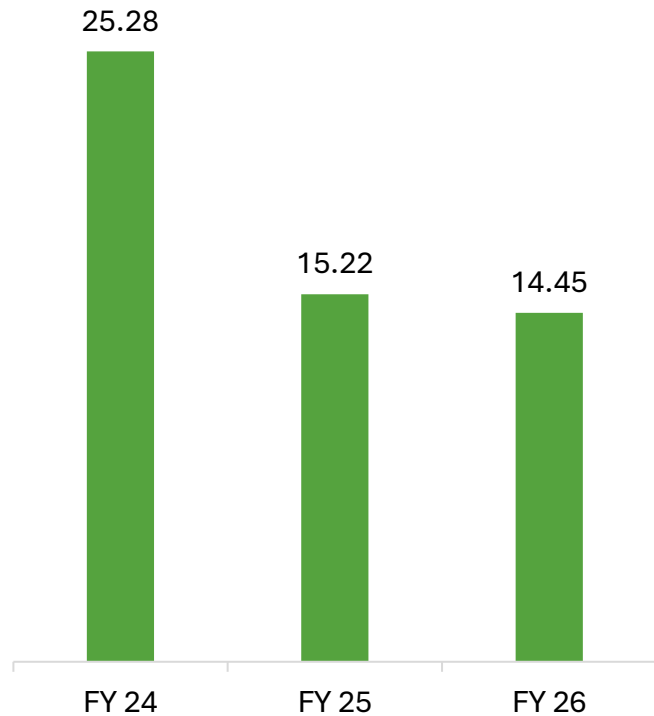
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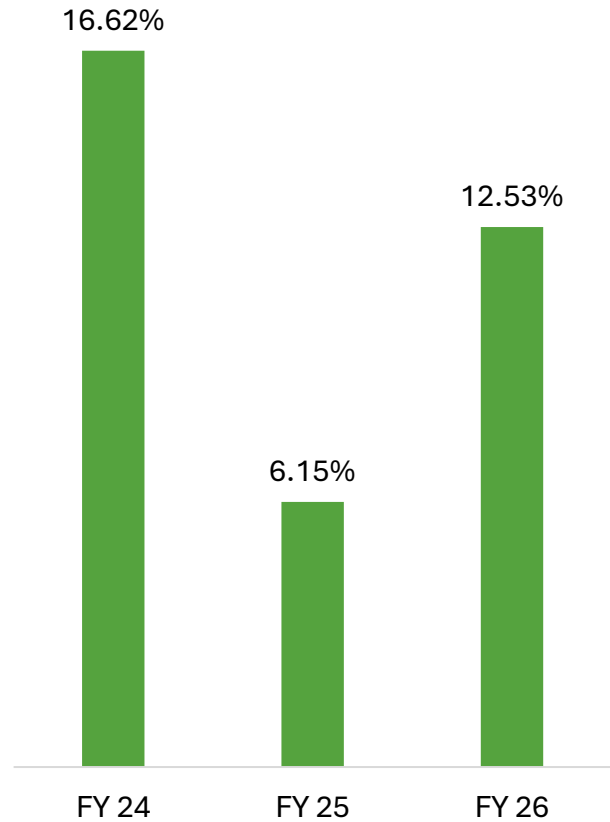
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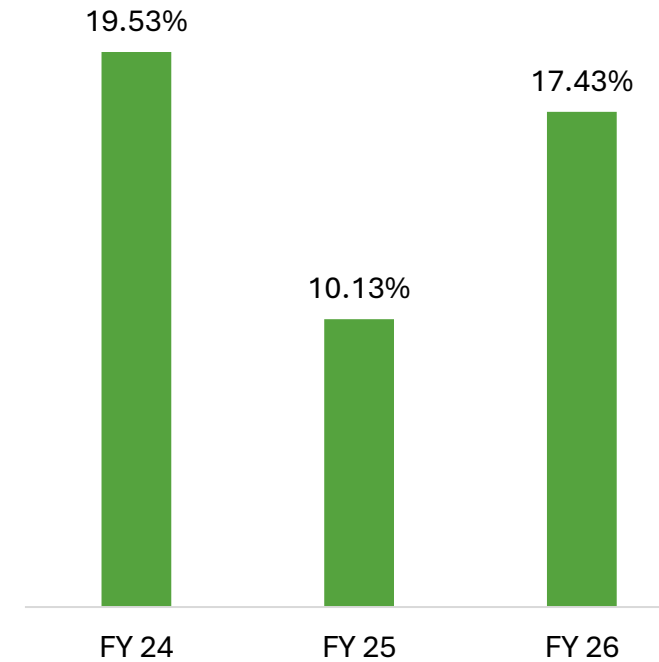
Net Fixed Asset Turnover Ratio



Return on Equity (%)



Return on Capital Employed (%)



STOCK DATA



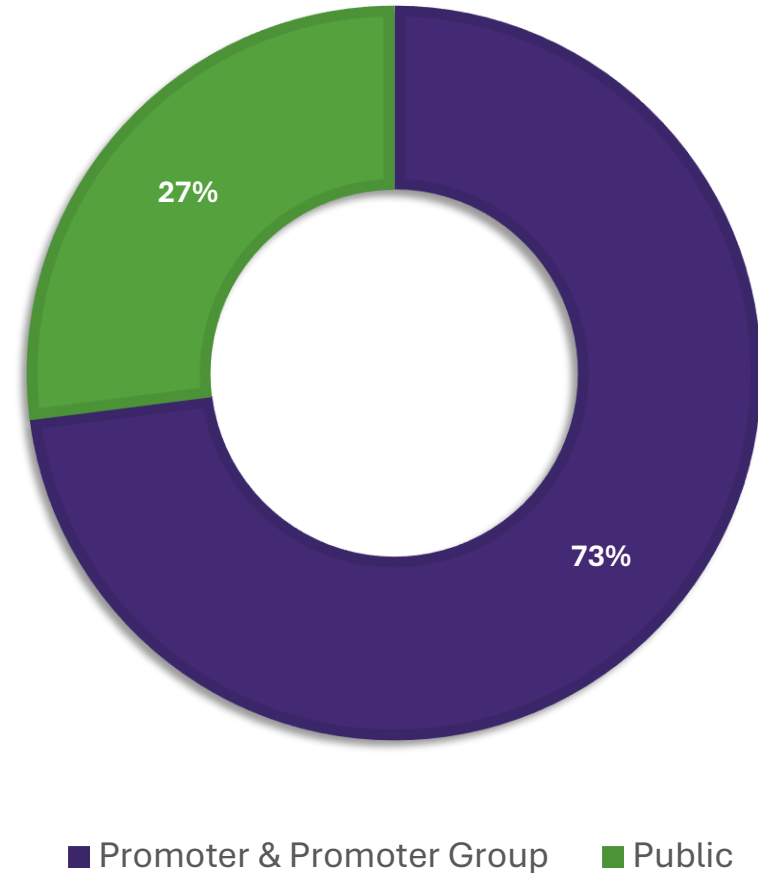
As on 18-Jun-2026

NSE: INE0DHF01018
IHPL

Share Price (₹)	56.55
Market Capitalization (₹ Cr.)	139.94
No. of shares outstanding	2,49,89,609
Face Value (₹)	10.00
52 Week High/Low (₹)	78.25 / 46.10

As on 31-March-2026

SHAREHOLDING PATTERN



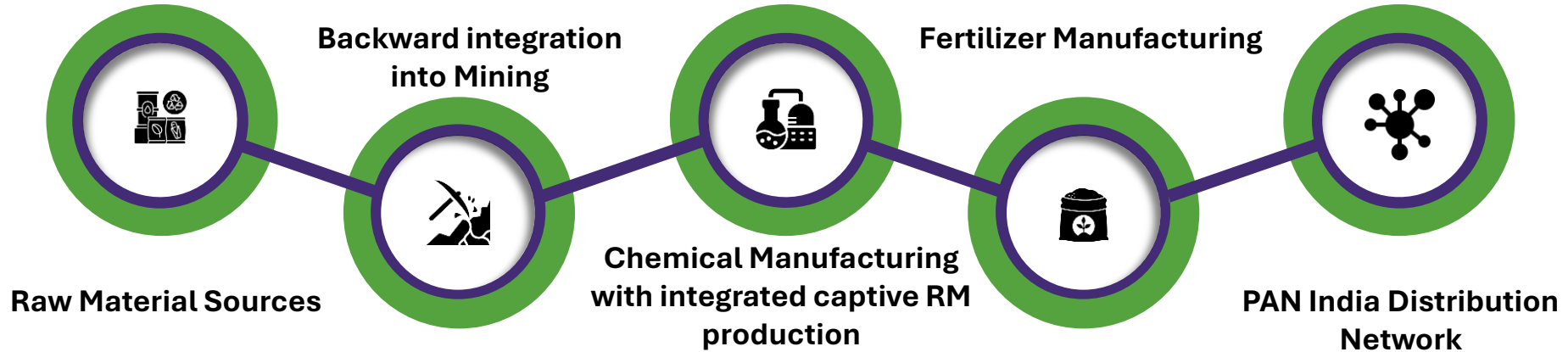


Investment Rationale

WHY INDIAN PHOSPHATE ?



Integrated Value Chain



Key Advantages



Established ANKUR SSP Brand



NABL Approved Laboratory



Strong Manufacturing Base



Backward Integration Initiatives



Diversified Revenue Streams



Pan-India Distribution Reach

Cost Effective sourcing and Strategic Location of Manufacturing Unit

Over three decades of manufacturing and marketing experience has optimized:

1. Cost-efficient sourcing,
2. Maximizing sales revenue
3. Reduce operational costs,
4. The company location offers a competitive advantage in North, North-West, Central and south Indian markets.

Quality assurance

The company has a well-equipped testing division and an in-house NABL approved laboratory, which:

1. Closely monitors and approves the final product.
2. Raw material consignments are also under quality control
3. Ensures satisfactory customer performance.

Leveraging the expertise of Promoters and the Management Team

The founder Promoters has over three decades of experience in manufacturing and marketing Single Super Phosphate. This help us in:

1. Capitalize on market opportunities
2. Mitigate risks like competition and the global economic crisis.
3. Identify bottlenecks and correct them



Backward integration and Diversification

The expansion steps include:

1. Manufacture Sulphuric Acid which is also a backward integration for LABSA 90% manufacturing.
2. The company will have leverage of captive Mine with manufacturing of its Fertilizer.
3. Venture into manufacture of NPK complex Fertilizer.

Broaden and Deepen the Geographical Presence

The company intend to expand market penetration and increase market share

1. Reach new markets/ geography as well as increase the customer base.
2. Identify new sectors for the chemical produce.
3. Partnering with enterprises for logistics and reach



Build-up a professional team for future expansion

The future expansion need a strong team of professionals.

1. Identifying and engaging young talent and experienced professionals for their new plants,
2. Building up value-added and technical team to chart the growth trajectory for the next five years.

Optimal Utilization of Resources

The company is committed improving our manufacturing process and increasing service activities to optimize business processes. They have invested in

1. Customized systems
2. Regular analyzing of existing policies
3. Enhancing efficiency and maximizing resource utilization.

STRENGTH

- Experienced Promoter
- Professionally Qualified and experienced Team

Backward integration into production of Sulphuric Acid at Tamil Nadu (raw material for LABSA 90%)

- Quality Services
- NABL approved laboratory

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OPPORTUNITIES

- Venture in New Business Vertical
- Backward integration into mining of rock phosphate (raw material for SSP)
- To manufacture NPK fertilizers, covering the entire Phosphatic fertilizer range

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WEAKNESS

- Dependency on government fertilizer subsidy policy
- High Working Capital Intensive

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THREATS

- Global events impacting crude oil economics.
- Monsoon/Rainfall affected by El Nino, impacting crop cultivation/fertilizer usage.

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**MANAGEMENT
OVERVIEW**

MANAGEMENT OVERVIEW



Mr. Ravindra Singh

Chairman & Managing Director

First-generation entrepreneur with 28+ years of experience. Under his leadership, the IPhL Group has transformed from a logistics firm into one of Rajasthan's leading manufacturers of fertilizers and chemicals. He has been instrumental in diversifying into hospitality, education, mining, and renewable energy.



Mr. Rohit Paragbhai Parmar

Director & CFO

Engineer (Chemical) and MBA. Over 28 years of experience in manufacturing — Organic & Inorganic Chemicals, Pharma intermediates, Non-Ferrous Metals & Minerals, Fertilizers & Detergents, and Fiber Reinforced Engineering Plastics. Former Senior Management at Vedanta Limited across Zinc, Aluminium, and Copper businesses. Chief architect and strategist behind IPhL's quantum growth.

MANAGEMENT OVERVIEW



Mr. Rushil Arora

Director

B.A. from the University of British Columbia, Canada (2020). Leading new business development, expansion into South India and Maharashtra markets, and building a performance-driven work culture across the group.



Mr. Devendra Singh

Director

First-generation entrepreneur with 20+ years of experience in fertilizer and chemical manufacturing. Has been instrumental in the growth of IPhL's manufacturing business.



Sudheer Relan

Director

Education : Post Graduation in Marketing from FMS, University of Delhi Bachelor of Science - Punjab University, Chandigarh
Experience: 42 years +

MANAGEMENT OVERVIEW (INDEPENDENT DIRECTORS)



Mr. Purushottam Dass Siwal

Engineer & Law Graduate, Delhi University

34+ years in India's Power Sector through Ministry of Power, CEA, and Department of Atomic Energy; served as Member (Thermal), CEA & Ex-Officio Additional Secretary, GOI.



Mr. Hatim Hussain

*Chartered Accountant,
Company Secretary & Certified
Forensic Auditor*

experience in Risk Advisory Services at Ernst & Young LLP.



Ms. Rohini Avchar

*Chartered Accountant & Company
Secretary*

practising in secretarial, direct & indirect taxation, and financial management; visiting faculty at ICSI, Udaipur.



Mr. Shailesh Jain

Company Secretary & Law Graduate

practising in secretarial; visiting faculty at ICSI, Udaipur.



Hemang Mehta

Independent Director

Education : Graduate, Company Secretary, LLB (General & Special)

Experience : More than 30 years

Thank You!



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