

## One Pager- Krishidhaan Agro Private Limited

### **Proposal for Working Capital Limit of ₹25 Crores-**

#### **1. Company Overview**

Krishidhaan Agro Private Limited was incorporated on **14th November 2018** and is engaged in the **manufacturing of water-soluble chemical fertilizers**. The company operates exclusively in the **B2B segment** and caters to leading institutional buyers in the agricultural sector. The product portfolio comprises **80–90 fertilizer products**, catering to a wide domestic customer base with established market linkages.

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#### **2. Operations & Supply Chain**

- **Raw Materials:** Solid and liquid chemicals, with ~80% imported (mainly from China) and 20% sourced domestically.
- **Import Terms:** No credit period — **100% payment upon container docking**.
- **Customer Terms:** Customers pay **20% advance**, balance payable over **30–120 days**.
- **Production Cycle:** 8 days per batch.
- **Market:** 100% domestic; no export exposure.



#### **3. Customers & Market**

Major customers include (Contributing close to 50% of the business):

- **Maharashtra Rajya Draksha Bagayatdar Sangha (MRDBS)**
- **IGL**

Other clientele includes **Agricol Fert**, **Jaikisan**, **Nutrifat**, and **VR Ind**, reflecting a stable and repeat customer base.

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#### **4. Promoters & Management**

- **Mr. Chinmay Ingale** – Managing Director & Majority Shareholder (90.40%)
  - **Mrs. Seema Ingale** – Director (9.60%)
- Mr. Ingale leads operations and strategic growth, supported by a team of **35 employees** including technical and blue-collar staff.
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## 5. Manufacturing Facility

- **Location:** Gat No. 430, Pune–Nasik Highway, Kuruli, Khed, Pune – 412501
- **Ownership:** Factory premises owned
- **Area:** ~1 acre
- **Installed Capacity:** 12,000 MT per annum

The facility is fully equipped to meet rising demand and scalable for future expansion.

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## 6. Financial Snapshot (₹ in Crores)

	Mar-22	Mar-23	Mar-24	Mar-25
<b>Turnover</b>	76.33	126.50	140.39	130.92
<b>Capital</b>	0.56	1.07	3.30	4.43
<b>Quasi Capital</b>	1.90	5.72	4.97	4.90
<b>Debtors</b>	9.88	4.96	9.35	20.08
<b>Creditors</b>	9.50	4.98	0.78	-0.45
<b>Stock</b>	1.65	5.78	9.86	4.65
<b>Long term Debt</b>	0.00	0.39	3.33	1.79
<b>Short Term Debt</b>	0.00	0.00	13.47	19.03
<b>Net Profit</b>	0.46	0.52	0.74	1.18

### Observations:

- The company has demonstrated strong topline growth, rising from ₹76.33 Cr (FY22) to ₹130.92 Cr (FY25).
  - The dip in FY25 is attributed to shipment delays from China.
  - Net worth continues to strengthen through retained earnings and quasi-capital support.
  - Debtor levels increased in FY25 in line with higher receivable cycles from institutional clients.
  - Company has already achieved ₹67 Cr in sales till Oct 2025 with confirmed orders > ₹25 Cr, indicating strong momentum toward the projected ₹140 Cr turnover.
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## 7. Existing Banking Arrangement

- **Current Banker:** IndusInd Bank Ltd. (since 2021)
- **Existing Limits:**
  - Fund-Based (Cash Credit): ₹19.00 Cr
  - Non-Fund Based (Bills Discounting & BG): ₹1.70 Cr
- **Conduct of Account:** Satisfactory

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## **8. Proposed Facility**

- Takeover of existing limits from IndusInd Bank
- Enhancement of ₹6 Cr in Fund-Based Limit

Facility Type	Existing (₹ Cr)	Proposed (₹ Cr)
Fund-Based (CC/WCDL)	19.00	25.00
Non-Fund Based (BG/BD)	1.70	As per requirement

**Total Working Capital Requirement:** ₹25 Cr

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## **9. Rationale for Enhancement**

- Increased import dependency with no supplier credit.
- Longer receivable cycle (up to 120 days) due to institutional clientele.
- Order book visibility exceeding ₹25 Cr.
- Consistent profitability and strong year-on-year growth.
- Owned factory and stable promoter background ensuring credit comfort.

*Crafting Value Over Money*

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## **10. Key Strengths**

- Strong promoter experience and domain expertise.
- Established and reputed customer base.
- Owned manufacturing infrastructure with scalability.
- Sound financial performance and credit discipline.
- Clear visibility of growth backed by confirmed orders.