



MADHYA BHARAT AGRO PRODUCTS LIMITED

(A Unit of Ostwal Group of Industries)



EMBARKING ON CONTINUOUS JOURNEY OF TRANSFORMATION

Investor Presentation F.Y. 2019-20

www.mbapl.com

MADHYA BHARAT AGRO PRODUCTS LIMITED SERVING AGRICULTURE AND CHEMICALS SECTOR OF INDIA

Zincated &
Boronated
SSP
(Powder)

Sulphur
Bentonite
(Granular)

Phosphatic
Rich Organic
Manure(PROM)

Zincated &
Boronated
SSP (Granular)

Single
Super Phosphate
(Powder)

Single
Super Phosphate
(Granular)

Potash
(Granular)

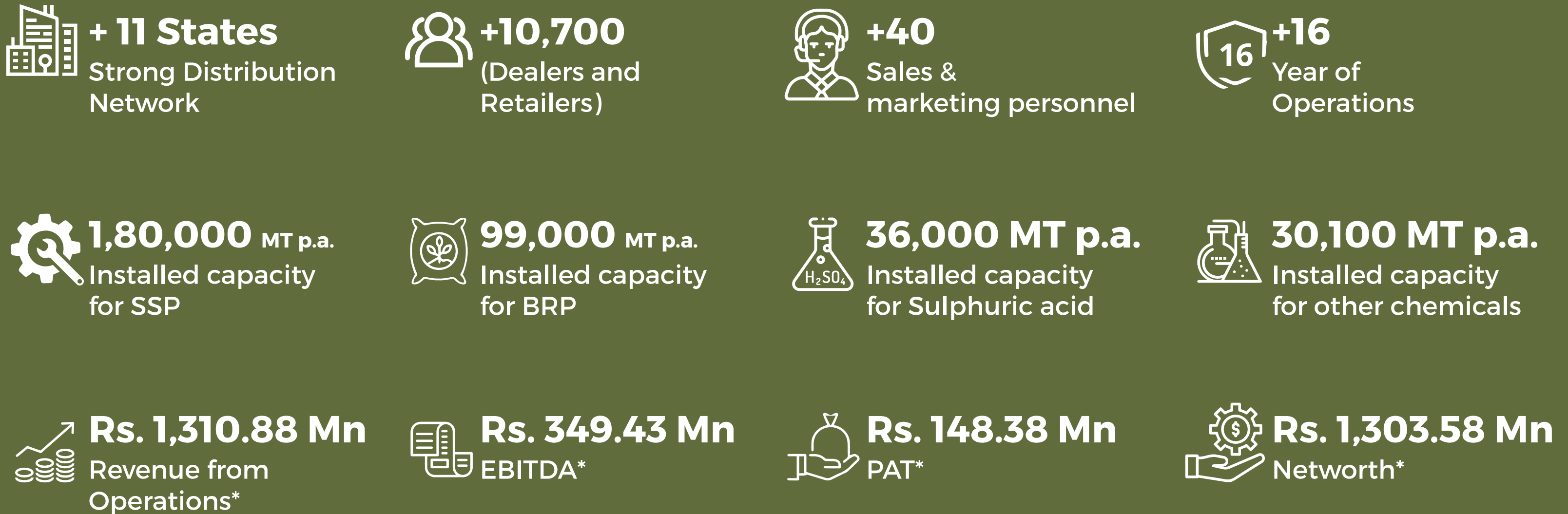
Mineral
Beneficiated
Rock
Phosphate (BRP)

Chemicals
Our chemical products:
Sulphuric Acid and Oleum



SSP: Single Super Phosphate

MADHYA BHARAT AGRO PRODUCTS: GROWTH



*Based on FY 20. Networth includes revaluation reserves.

"As Farmers are lifeline of our nation, similarly fertilizers are lifeline of farmers"

TRANSFORMATION

FROM A SINGLE CUSTOMER TO THOUSANDS OF CUSTOMERS

FROM MANUFACTURING FOR DCM SHRIRAM

Till March.'18, we produced and sold the entire range of SSP fertilizer products to a single giant customer:

Shriram Fertilizers & Chemicals Limited



TO ESTABLISHING OWN BRAND

From Apr. 18, we took a key strategic decision to market all the SSP fertilizer products under our own brand name "Annadata" in order to establish own brand image and capture the growing SSP Market.



Annadata ka saath Kisaan ka Vikaas



F.Y. 2017-18

F.Y. 2018-19

F.Y. 2019-20

Revenue from Fertilizers and BR

752.22 Mn

985.87 Mn

1236.33 Mn

Number of Own Dealers & Retailers (approx.)

0

8,700

10,700

TRANSFORMATION

FROM BRP MANUFACTURER TO BRP + SSP + GSSP PRODUCER

FROM BRP

TO BRP + SSP + GSSP

Till 2011, the Company was focused on producing Single Super Phosphate (SSP) fertilizer with an installed capacity of 60,000 MTPA from its unit I, located in Rajoua, Dist. Sagar, M.P.

In 2012, as part of our backward integration plan, we setup another new manufacturing unit at Sagar, M.P. (Unit – II) for production of BRP with an installed capacity of 99,000 MTPA. BRP is an essential raw material needed in the manufacturing of Phosphatic & complex fertilizers like SSP, TSP, NPK etc.

SSP fertilizer is used by farmers for replenishing “P” (Phosphorus) in the soil which gets depleted steadily with each crop.

In 2016, we enhanced our production capacity of SSP from 60,000 MTPA to 1,80,000 MTPA and expanded operations in manufacturing of GSSP (Granular SSP), which is used as a partially water soluble fertilizer.

TRANSFORMATION RESULTS

Particulars

F.Y. 2011-12

F.Y. 2012-13

F.Y. 2013-14

Revenue from Fertilizers

729.03 Mn

760.33 Mn

752.22 Mn

TRANSFORMATION

FROM FERTILIZERS TO FERTILIZERS AND CHEMICALS COMPANY

FROM FERTILIZERS

Till the year 2015, our business was confined to manufacturing of BRP and SSP.

We were dependent on external suppliers for procuring sulphuric acid, which is a basic raw material for production of all phosphatic fertilizers.

TRANSFORMATION RESULTS

Particulars

F.Y. 2016-17

Revenue from Chemicals

74.2 Mn

TO FERTILIZERS AND CHEMICALS

In 2016, we planned to diversify our business operations and thus forayed into the chemical sector by setting a separate technologically advanced plant at Unit II for manufacturing of sulphuric acid with an annual capacity of 36,000 MTPA.

Presently, we are manufacturing sulphuric acid and oleum under chemical segment.

F.Y. 2017-18

146.94 Mn

F.Y. 2018-19

174.67 Mn

TRANSFORMATION

FROM UNLISTED TO LISTED COMPANY AND FROM SME TO MAIN BOARD

In Sept.'16, we marked our footprints on NSE EMERGE with an IPO size of Rs. 13.90 Crores, constituting 57.90 lakhs shares offered at price of Rs. 24/- per share, which got listed at Rs. 27/- per share on NSE Emerge.

In Aug.'19, we migrated from NSE EMERGE to NSE Main Board.

Huge public response was received in the IPO with subscription going to over 7 times.

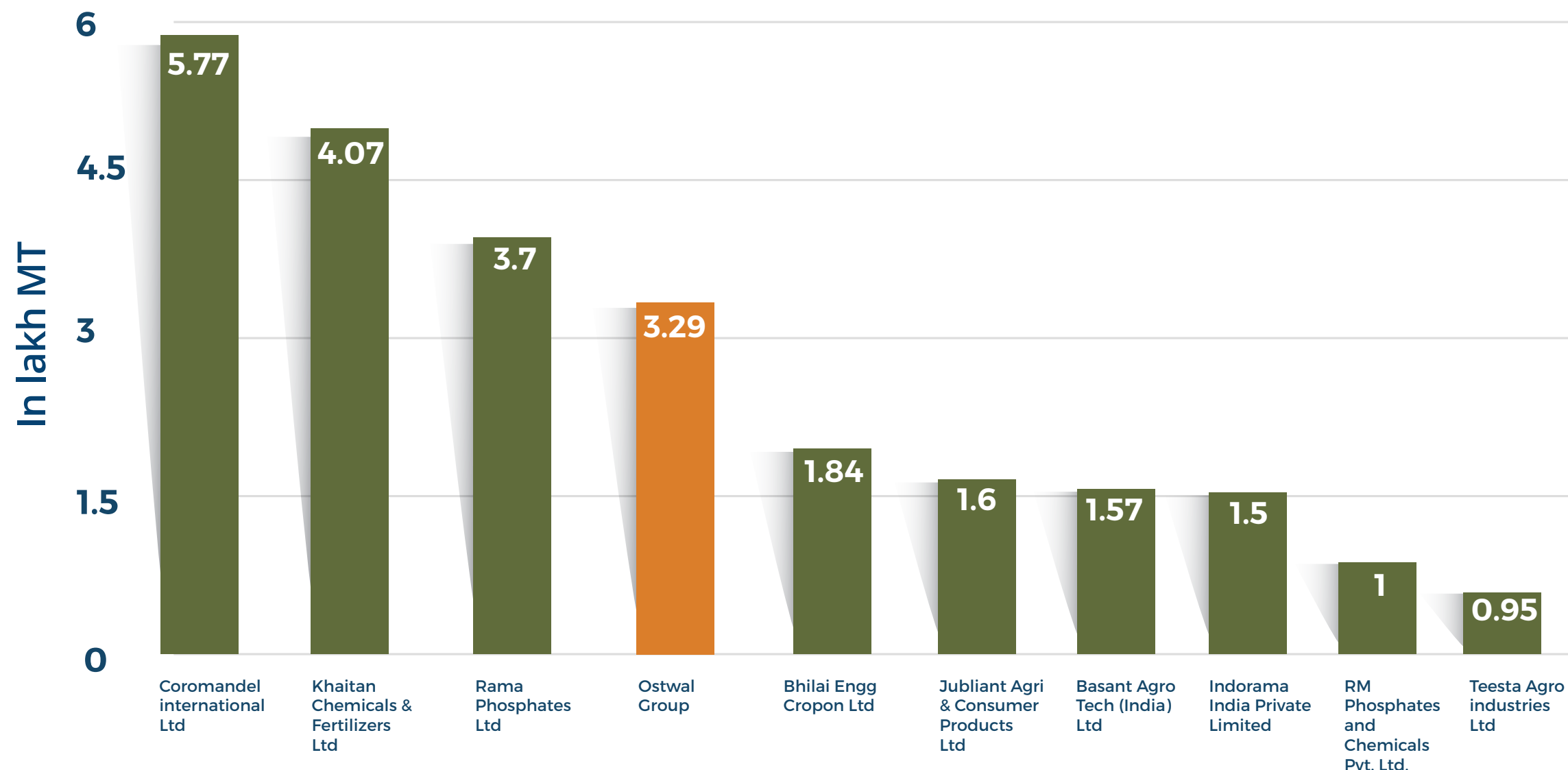
The Market Capitalization jumped from Rs. 52 Crores at the time of IPO to Rs. 170 Crores within 3 years.

Going public, unlocked the entire value and set us altogether to a different league

*computed by comparing IPO price and stock closing price on Sept. 11, 2019

TRANSFORMATION OF OSTWAL GROUP

FROM SMALL TO 4TH LARGEST SSP MANUFACTURER IN INDIA



The total sales in India of SSP for the F.Y. 2019 – 20 stood at 42.09 Lakh MT

Ostwal Group stand at 4th position and accounted for ~8% of total SSP market share in India in FY 20. (Source : <http://m-fms.nic.in/>).

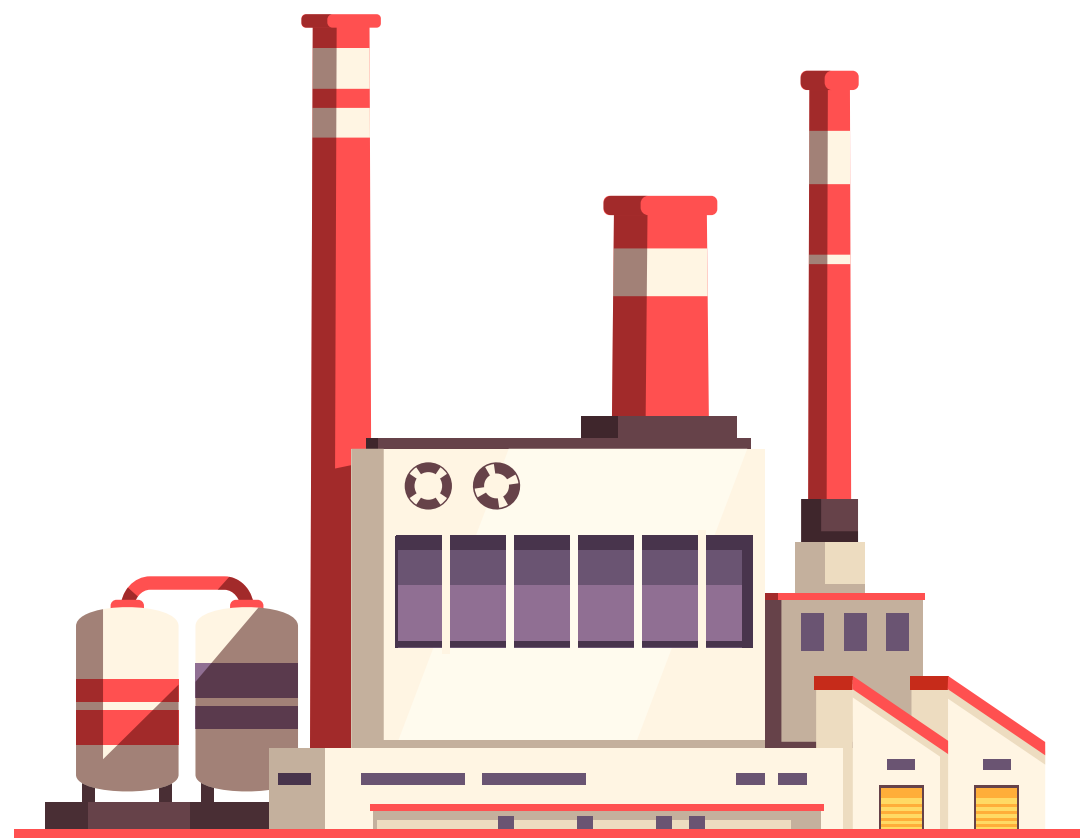
TRANSFORMING TO ESTABLISH LEADERSHIP POSITION AMONG TOP LISTED COMPETITORS

	Revenue* (F.Y. 2019-20)	PAT* (F.Y. 2019-20)	EPS (in Rs.)*	P/E**	Mkt. Cap.** (Rs. in crores)	CMP** (in Rs.)
Coromandel International Ltd.	13,176.73	1,065.04	36.40	20.07	21,413.67	730.45
Rama Phosphates Limited	449.99	17.67	10.00	5.85	103.26	58.50
Khaitan Chemicals & Fertilizers Ltd.	439.38	15.08	1.55	11.55	173.61	17.90
Shree Pushkar Chemicals & Fertilizers Ltd.	349.65	35.71	11.60	9.78	349.68	113.40
Madhya Bharat Agro Products Limited	131.09	14.84	6.77	10.2	140.44	56.40
Krishana Phoschem Limited	162.99	13.77	5.53	9.75	144.58	66.00

*Based on FY 20

**Based on BSE,NSE data as on August 18, 2020

A MEGA TSP& NPK FERTILIZER PLANT OUR NEXT TRANSFORMATION



We are determined to deliver a mega TSP (Triple SSP)&NPK (Nitrogen, Phosphorous and Potash) Plant in Madhya Pradesh by the end of 2020. The project comprises of three backward integrated units for manufacturing of BRP, Sulphuric acid and Phosphoric acid with total cost of Rs. 92 crores.

TASKS COMPLETED

Land admeasuring to 233000 sq. mtr has been allotted by AKVN in 2013 at Sagar M.P.

The construction work of factory building was started in the month of April 2019 and is in full swing.

Over 52 % of the total cost of project has been incurred till date.

TASKS TO BE COMPLETED BY 2020

We propose to complete the project construction work by December'20, subject to timely clearance from Statutory Authorities and other factors.

We plan to commence commercial production of TSP and NPK Fertilizers by the end of 2020*

**Based on Management Estimates*

THE WORLD'S 2nd LARGEST CONSUMER OF FERTILIZER



India is the World's largest producer of spices and pulses and the second largest producer of rice, wheat, vegetables and fruits.



Crop nutrition solutions play a vital role in enhancing crop productivity through maintaining soil fertility, improving crop yields and quality of crop output.



The agriculture sector is one of the most critical sectors of the Indian economy with more than 50% of the country's workforce dependent on it.



Agriculture sector has over 16.5% contribution to India's GDP and with increasing food demand, there is a pressing need to boost crop productivity per unit to address the demand-supply gap.

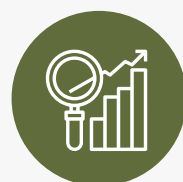


Bulk fertilizers are commonly used in India in forms including Urea, DAP, MOP, SSP and NPK complexes in various proportions.

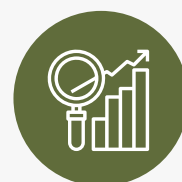
"As we embark the journey of our next growth trajectory of strengthening our core, we would continue to draw strength from two decades of experience, expertise, marketing prowess and domain knowledge in our businesses."

OPPORTUNITY IN ADVERSITY

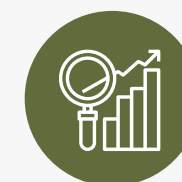
“Deep within every crisis is an opportunity for something Beautiful”



TSP is an upgraded version of SSP. While it has not become popular in India, but in many neighboring countries, TSP is widely used. We believe that our indigenous production of TSP would be highly cost effective as compared to import cost of TSP, and thus would be easily marketable.



NPK is considered as one of the finest fertilizer in India as it consist of all the three macro nutrients i.e. Nitrogen, Phosphorous and Potassium, which contributes to development and growth of plants. We see a huge potential in NPK Market in future.



Majority of Indian farmland is experiencing stagnating or declining crop yields as a result of constant deterioration in soil quality, inadequate and imbalanced nutrients, due to lack of value added fertilizers.



Extreme stress on resources like water & labour, which can be reduced to an extent by using water efficient technologies like drip irrigation which drive demand for water soluble fertilizers



Other factors that will contribute to the increase of complex fertilizers (TSP & NPK) sales in India includes farmers' shift towards cash crops, gradual awareness of balanced dose of nutrients, availability of soil health reports, the market development and awareness works done by public and private industry players.

EXPANDING OUR FOOTPRINTS

❖ Madhya Pradesh

❖ Chattisgarh

❖ Gujarat

❖ Maharashtra

❖ Rajasthan

❖ Uttar Pradesh

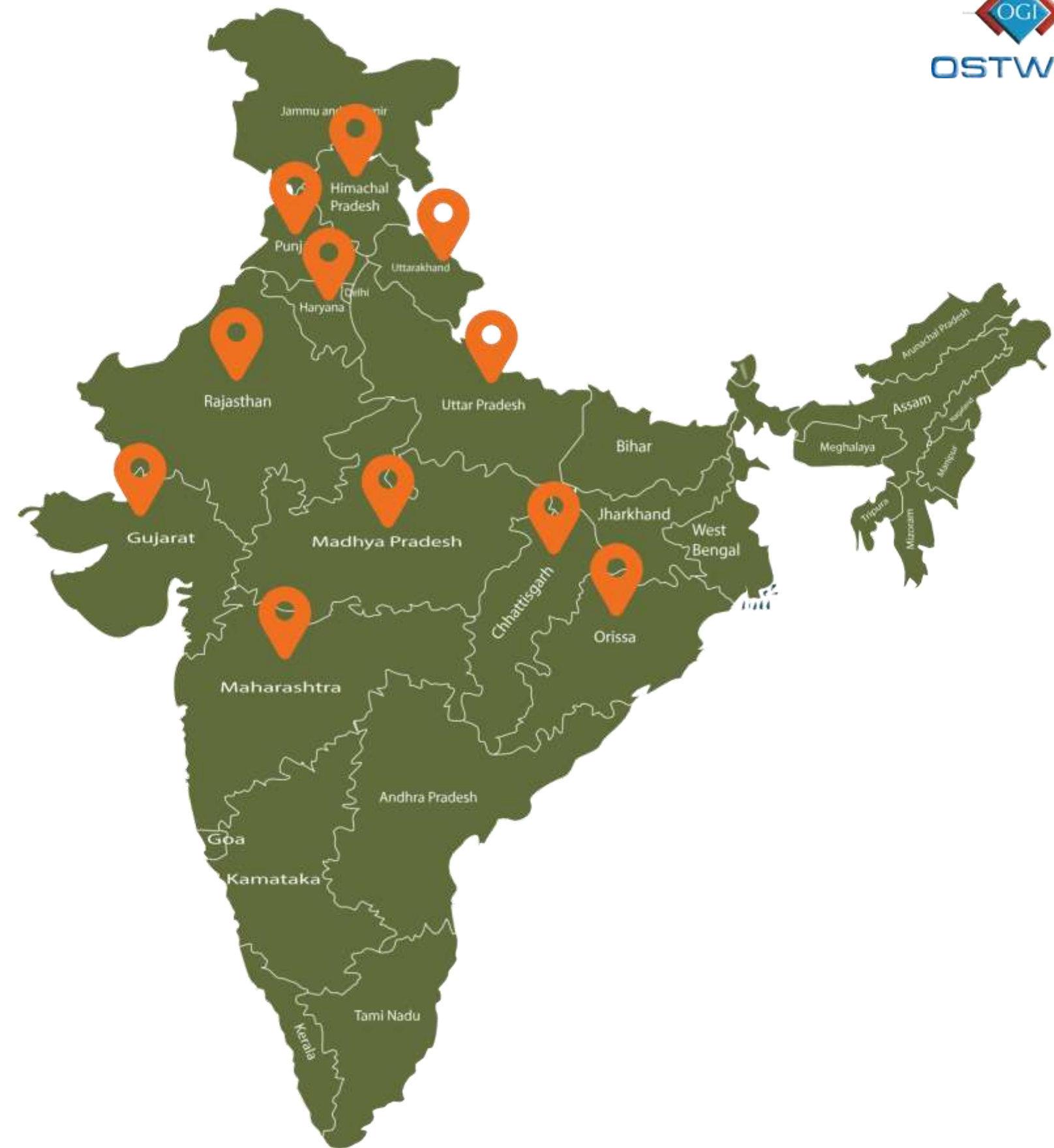
❖ Punjab

❖ Haryana

❖ Orissa

❖ Uttarakhand

❖ Himachal Pradesh

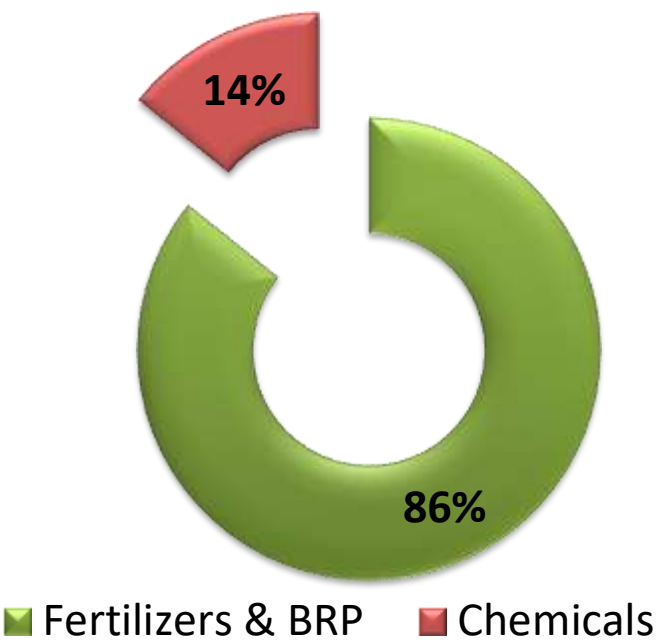


The Company has been constantly refining its sales and marketing strategies, optimizing competencies and focused on product development and differentiation to increase its penetration in new geographies.

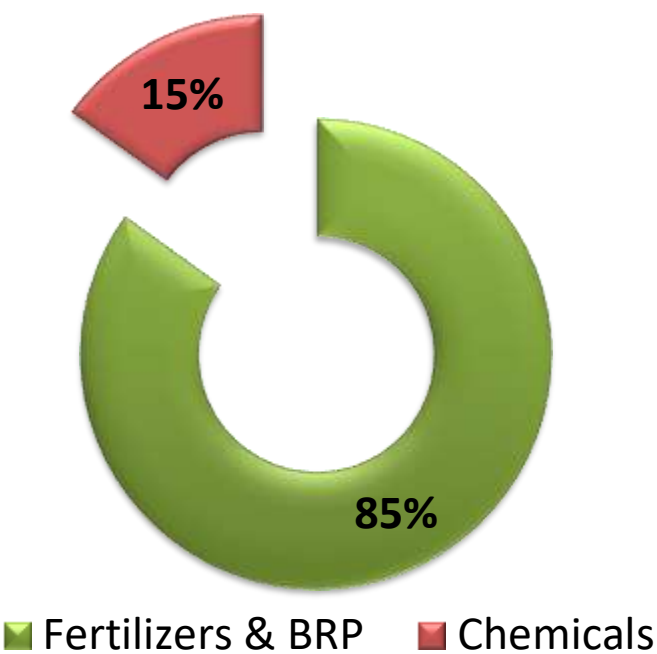
SEGMENT WISE

REVENUE BIFURCATION
OF LAST 3 YEARS

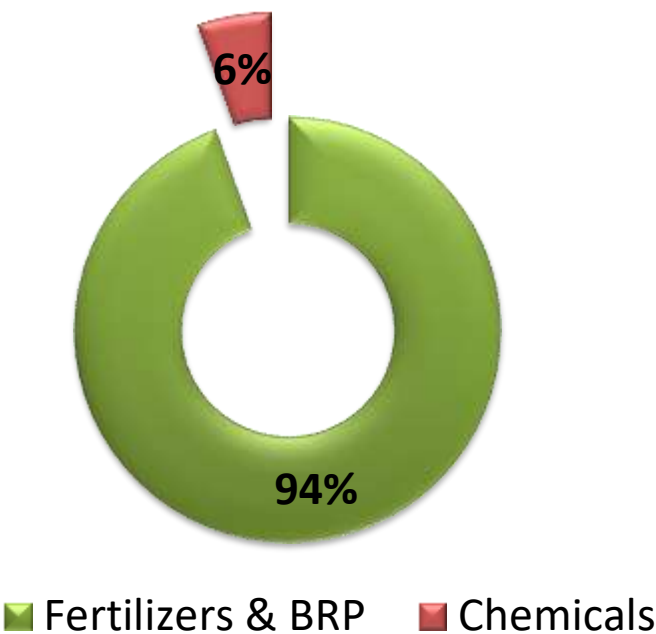
Revenue F.Y. 2017-18



Revenue F.Y. 2018-19



Revenue F.Y. 2019-20



Fertilizers & BRP -	Rs. 821.07 Mn
Chemicals -	Rs. 136.52 Mn
Total-	Rs. 957.59 Mn

Fertilizers & BRP -	Rs. 985.86 Mn
Chemicals -	Rs. 174.67 Mn
Total-	Rs. 1,160.53 Mn

Fertilizers & BRP -	Rs. 1236.34 Mn
Chemicals -	Rs. 72.30 Mn
Total-	Rs. 1,308.64 Mn

With a relentless focus, enduring our journey as an integrated fertilizer and chemical manufacturing company, we are serving two of the most critical sectors of the economy - Agriculture and Industrial Chemicals.

OUR STRONG EXPERIENCE MANAGEMENT TEAM:



Mr. Mahendra Kumar Ostwal
Non Executive Director

Experience : 40 years
Education: B.Com



Mr. Pankaj Ostwal
Managing Director

Experience : 21 years
Education: CA



Mr. Praveen Ostwal
Non Executive Director

Experience : 18 years
Education: CA



Mr. Sourabh Gupta
*(Whole Time Director
and CFO)*

Experience : 10 years
Education: CA



Mr. Pukhraj Kanther
Project and Financial Advisor

Experience : 40 years
Education: Msc Physics (Gold Medalist), CAIIB



Mr. Bhola Shankar Shukla
President (Works)

Experience : 20 years
Education: MBA



Mr. P. Ravichandra
Project Advisor

Experience : 35 years
Education: BE (Hons)



Mr. Gopal Inani
Project Advisor

Experience : 33 years
Education: Mechanical Engineer

OSTWAL GROUP: BRINGING PROSPERITY TO MILLIONS OF FARMERS

OSTWAL GROUP

LISTED

Krishana Phoschem Limited
Fertilizers & Chemicals

Madhya Bharat Agro Products Ltd.
Fertilizers & Chemicals

UNLISTED

Ostwal Phoschem (India) Limited
Fertilizers

Seasons International Pvt. Ltd.
Agro-commodities

Shri Ganpati Fertilizers Ltd.
Fertilizers

Nirmala Realinfrastructure Pvt. Ltd.
Real Estate

Kanchi Resorts Pvt. Ltd.
Hospitality

Total Installed Capacity of the Group.

SSP – 5.31 lakhs MT p.a.

Sulphuric Acid – 1.36 lakhs MT p.a.

BRP – 2.99 lakhs MT p.a.

Other chemicals – 1.14 lakhs MT p.a.

Shri Ganpati Fertilizers Limited was the Subsidiary Company of DCM Shriram which is taken over by Ostwal Group in May 2020

KEY HIGHLIGHTS OF STRONG FY 20 RESULTS

MBAPL registered the highest-ever fertilizer sales in FY 20.

The fertilizer and BRP segment reported total revenue of Rs. 1236.33 Mn as compared to Rs.985.87 Mn in FY 19, registering a total growth of 25.4% .

Total Income: Rs. 1310.88 Mn, (grew 12.70% YoY)

EBITDA: Rs. 349.27 Mn (grew 17.40% YoY)

PAT: Rs. 148.38 Mn, (grew 29.78% YoY)

Return on Net Worth: 11.38% compared to 9.79% in FY 19

Basic EPS: Rs. 6.77, (grew 29.69% YoY)

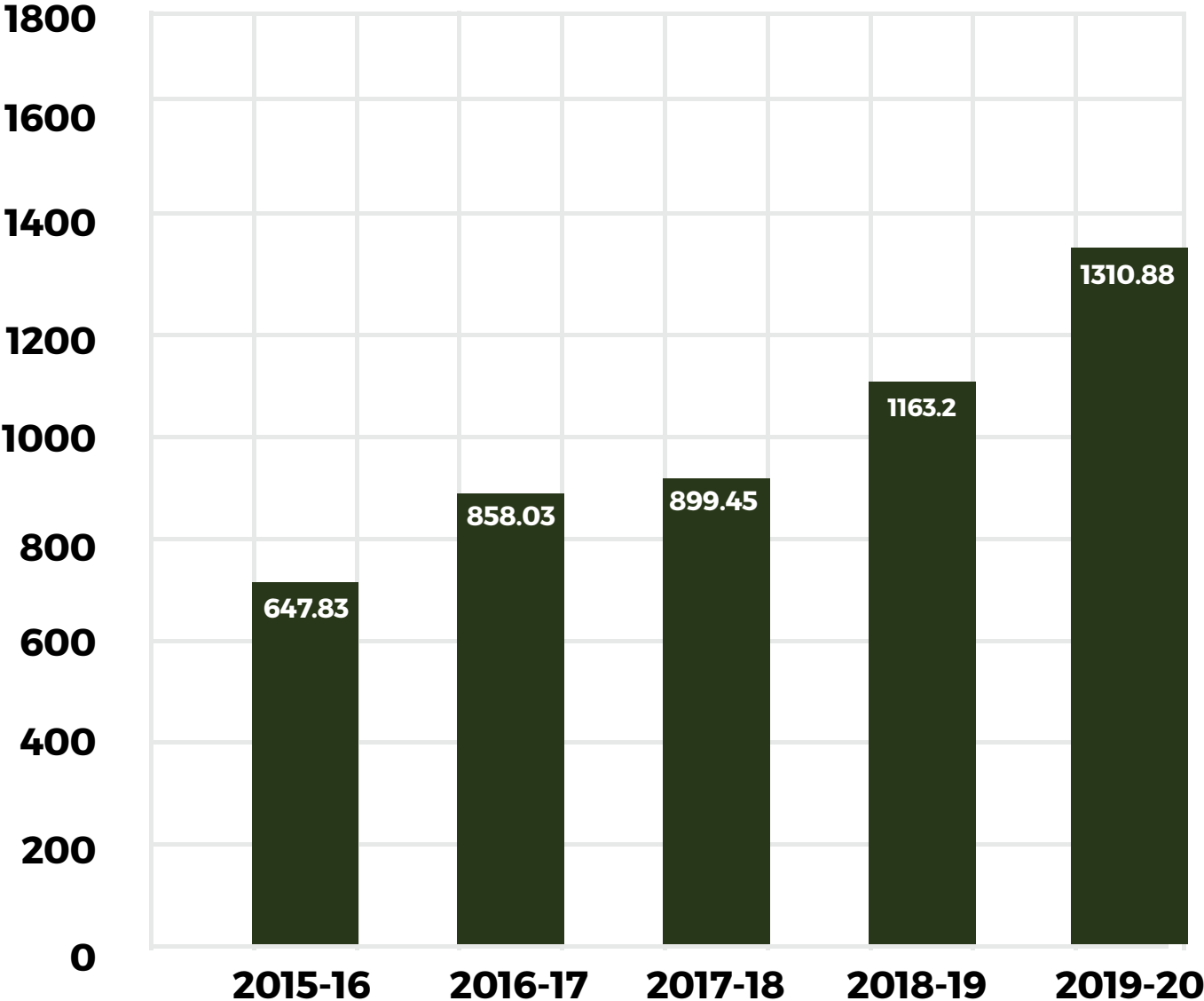
Dividend declared: Rs. 0.50/- per share in FY 20, similar to FY 19.

New dealers and retailers added: 2000



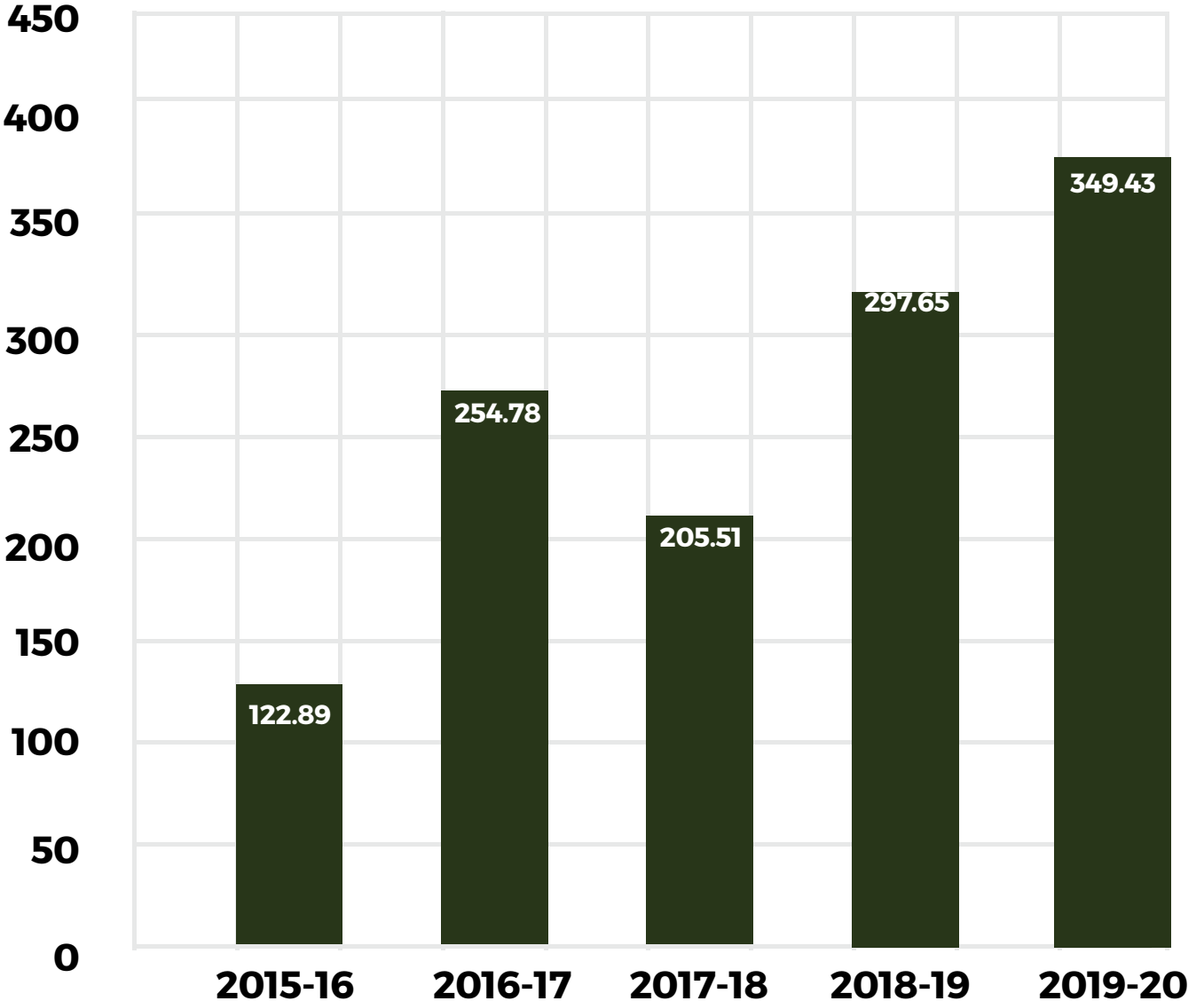
STAYING AHEAD OF THE CURVE - GROWTH TRAJECTORY OF LAST 5 YEARS

TOTAL REVENUE
(Rs. in million)



CAGR GROWTH - 15.14%

EBITDA
(Rs. in million)

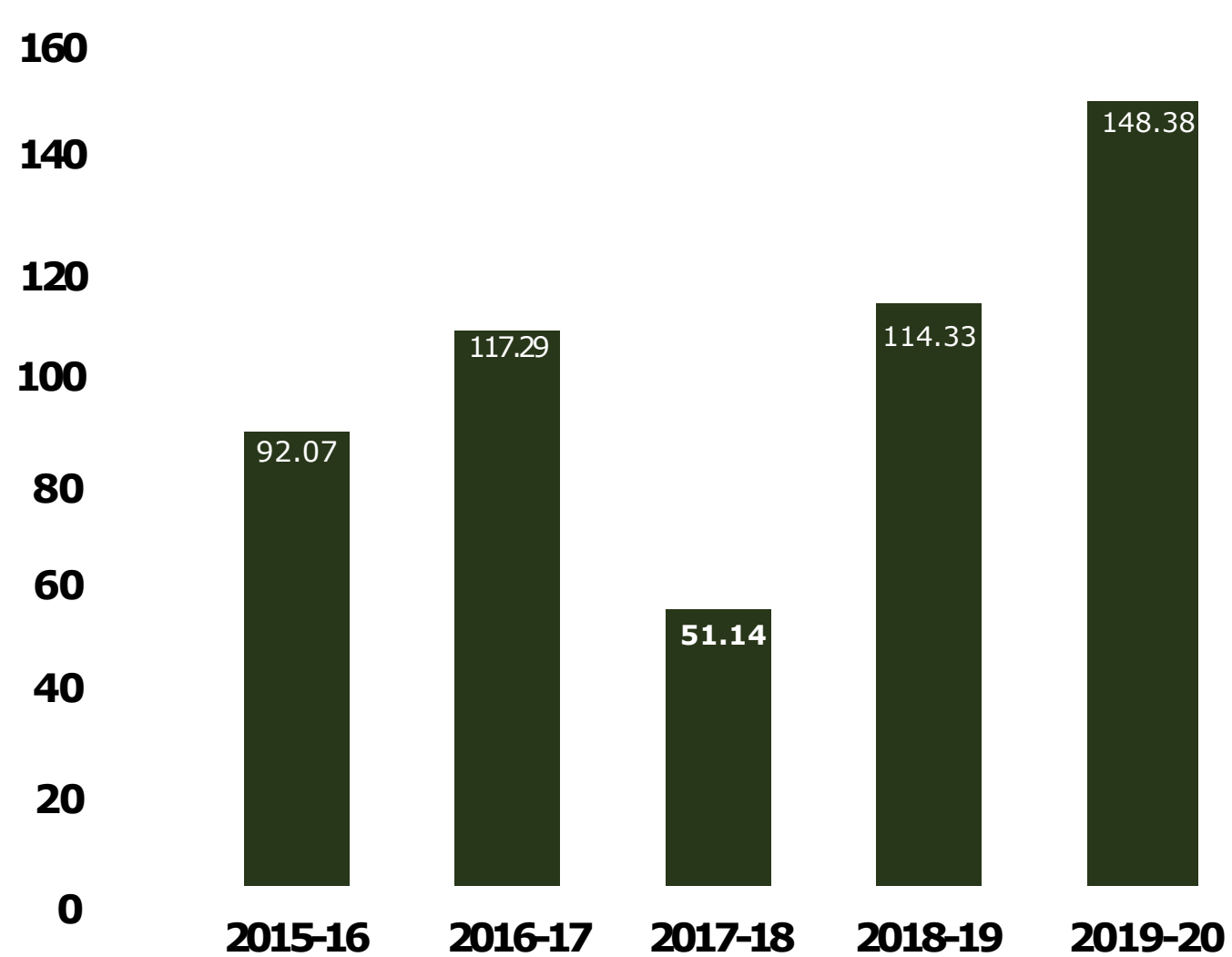


CAGR GROWTH - 23.24%



TOTAL PAT

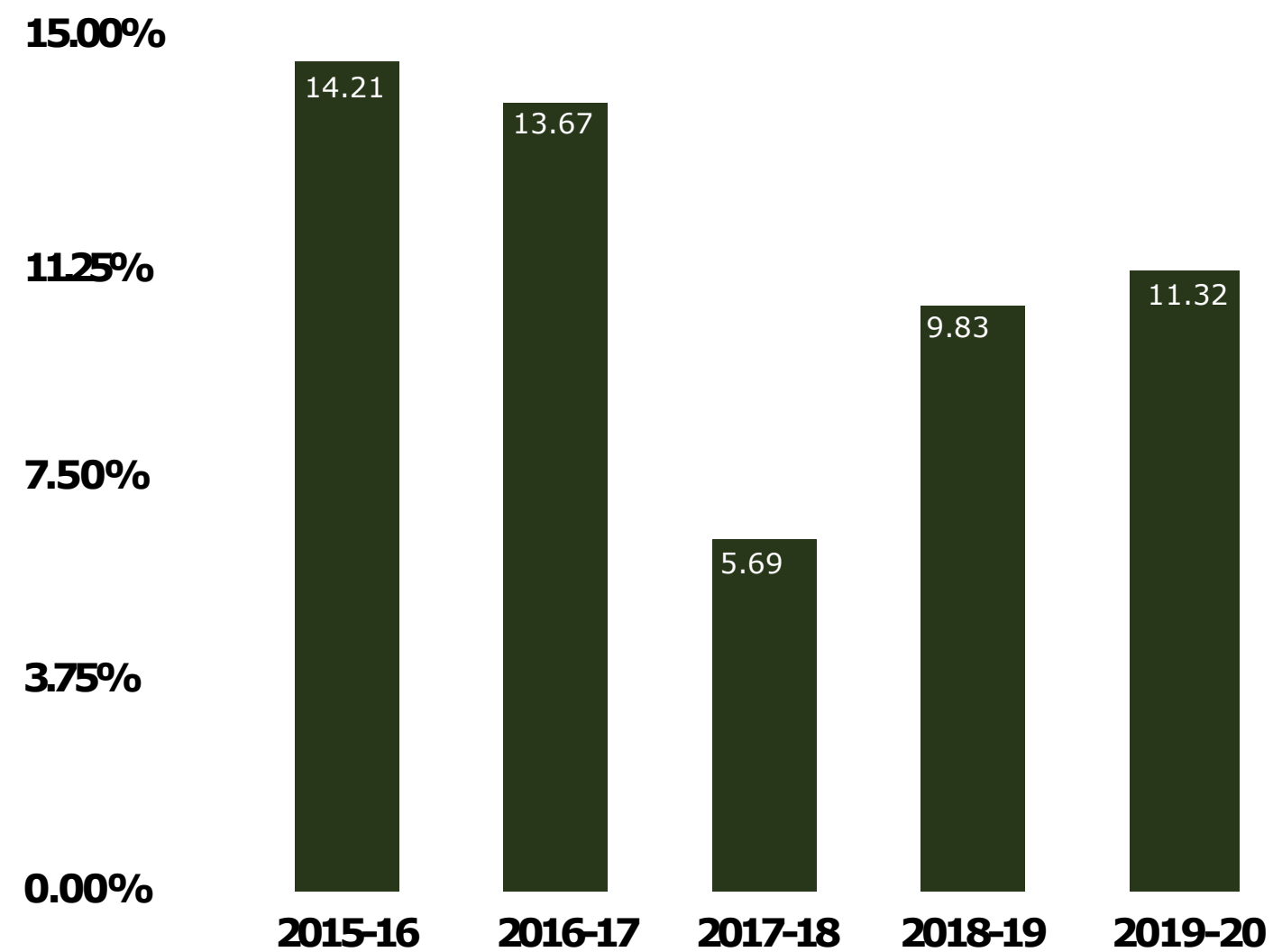
(Rs. in million)



CAGR GROWTH - 10.01%

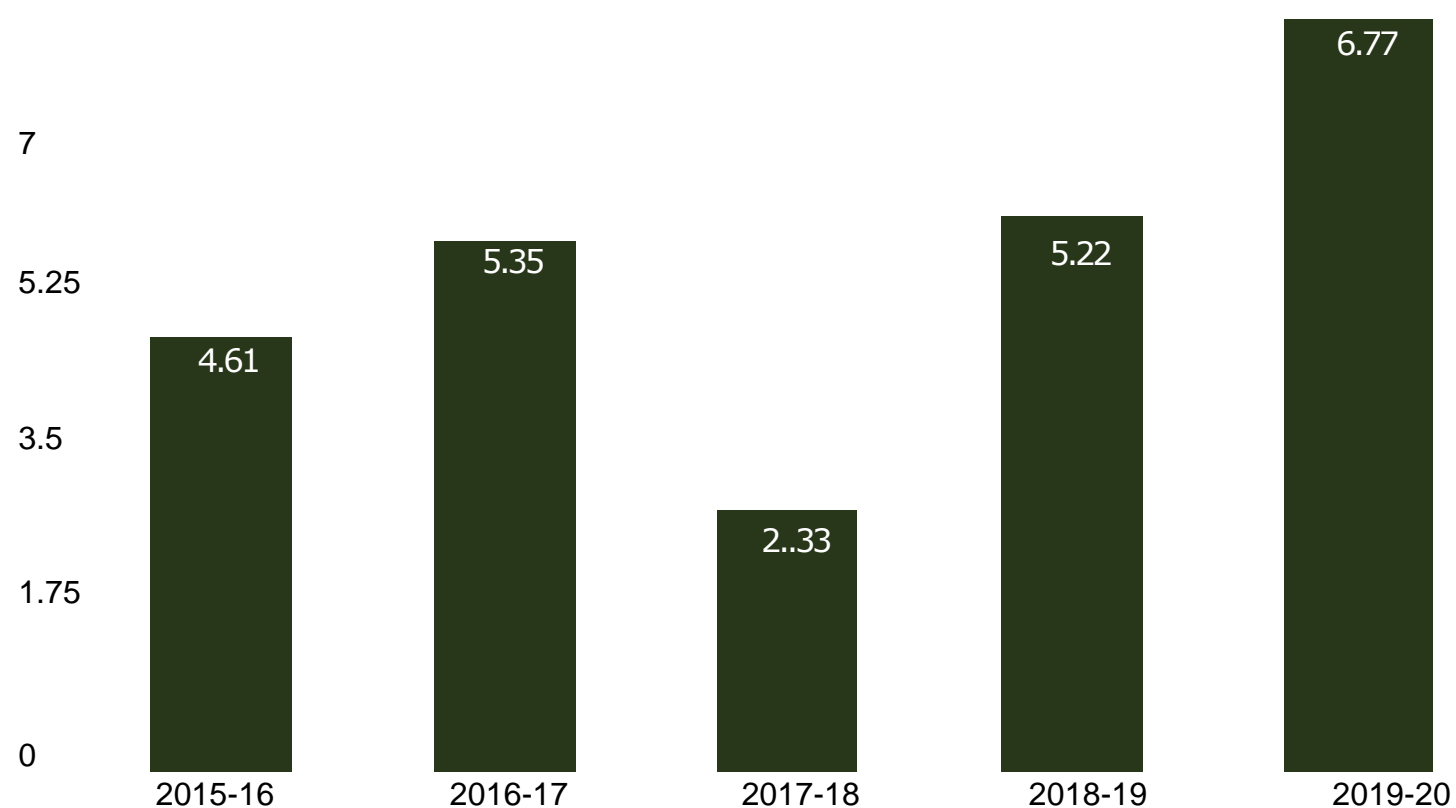
PAT RATIO

(in %)

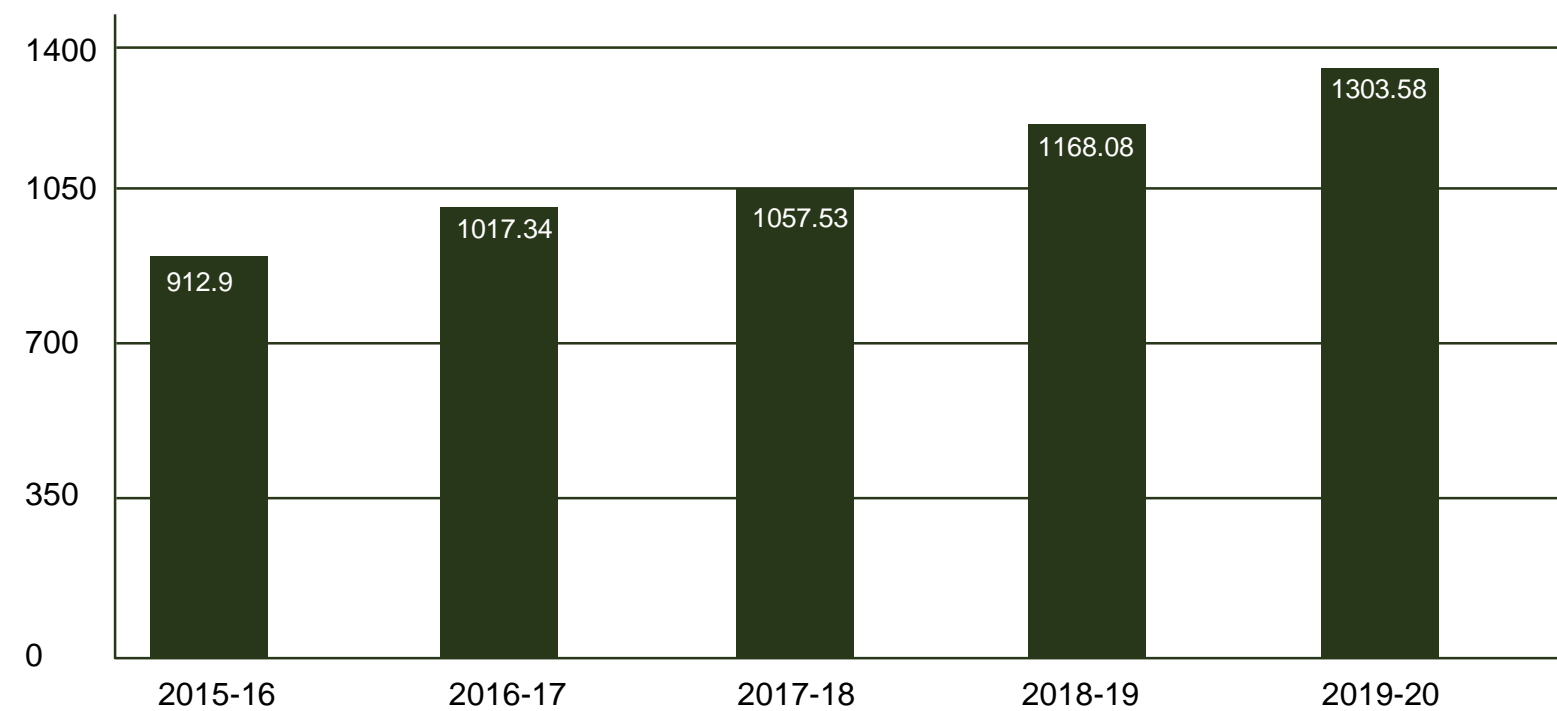




EPS (in Rs)



TOTAL NETWORTH (Rs. in million)



CAGR GROWTH- 921%

*Net worth includes revaluation reserves



Statement of Profit & Loss

Particulars	FY20 Rs. in Million	FY19 Rs. in Million	YoY(%)
Revenue from Operations	1,308.64	1,160.53	12.76%
Other Income	2.25	2.67	-15.73%
Total Income	1,310.88	1,163.2	12.7%
Cost of Material Consumed	670.68	516.14	29.94%
Changes in inventories of finished goods and Stock-in-Trade	-98.3	-35.52	176.75%
Employee Benefit Expenses	79.92	56.58	41.25%
Other Expenses	309.17	328.36	-5.84%
Finance Costs	30.65	36.25	-15.45%
Depreciation	104.11	103.88	0.22%
Total Expenses	1,096.22	1,005.68	9%
Profit before tax	214.66	157.52	36.27%
Tax	66.28	43.19	53.46%
Profit after tax	148.38	114.33	29.78%
Other Comprehensive Income	0.03	0.06	-----
Total Comprehensive Income	148.7	114.26	30.14%



Balance Sheet - Assets

ASSETS	At March 31, 2020	At March 31, 2019
	Rs. in Million	Rs. in Million
FINANCIAL ASSETS (A)	311.69	311.93
Cash/Bank and Cash Equivalents	9.5	0.49
Trade Receivables	277.71	222.56
Loans and Advances	0.13	0.24
Other financial assets	24.35	88.64
NON FINANCIAL ASSETS (B)	1579.19	1283.93
Property, Plant and Equipment	831.67	925.1
Capital Work-in-Progress	307.14	93.52
Deferred Tax Assets	0	9.95
Other Non financial assets	110.57	46.44
Inventories	329.81	208.92
ASSETS (A) + (B)	1,890.88	1,595.87



Balance Sheet – Equity & Liabilities

EQUITY & LIABILITIES	At March 31, 2020	At March 31, 2019
	Rs. in Million	Rs. in Million
FINANCIAL LIABILITIES (A)	461.73	329.69
Borrowings	370.43	238.09
Trade Payables	57.67	51.8
Other financial liabilities	32.32	38.45
Lease Liabilities	1.31	1.35
NON FINANCIAL LIABILITIES (B)	125.57	98.1
Deferred Tax Liabilities	18.6	0
Other Non Financial Liabilities	106.97	98.1
EQUITY (C)	1,303.58	1,168.08
Equity Share capital	219.07	219.07
Other equity	1,084.51	949.02
TOTAL EQUITY & LIABILITIES (A) + (B) +(C)	1,890.88	1,595.87

We believe that our journey of transformation is steadily evolving despite challenging business environment. We have come a long way in our strategic path and will continue marching towards a brighter future.

Disclaimer:- This presentation contains statements that contain “forward looking statements” including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating MADHYA BHARAT AGRO PRODUCTS LIMITED (MBAPL) future business developments and economic performance. While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations. These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance. MBAPL undertakes no obligation to publicly revise any forward looking statements to reflect future / likely events or circumstances.



**MADHYA BHARAT AGRO PRODUCTS LIMITED
(A Unit of Ostwal Group of Industries)**

Reg. and Corp. Off.: 5-O-20, Basement, R.C. Vyas Colony,
Bhilwara (Rajasthan) 311001

CIN: L24121RJ1997PLC029126

Website: www.mbapl.com

Email: secretarial@mbapl.com

Tel No.: 0148-2237104

Contact Person: Mr. Pukhraj Kanther, Project and Financial Advisor