

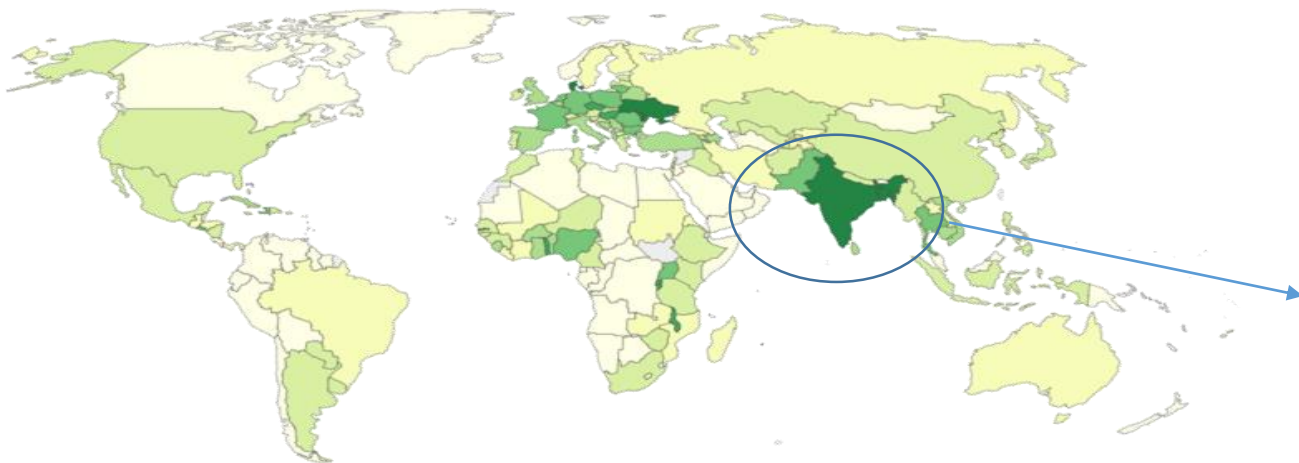


MADHYA BHARAT AGRO PRODUCTS LIMITED
(A Unit of Ostwal Group of Industries)

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



Indian Agriculture: The Global leader



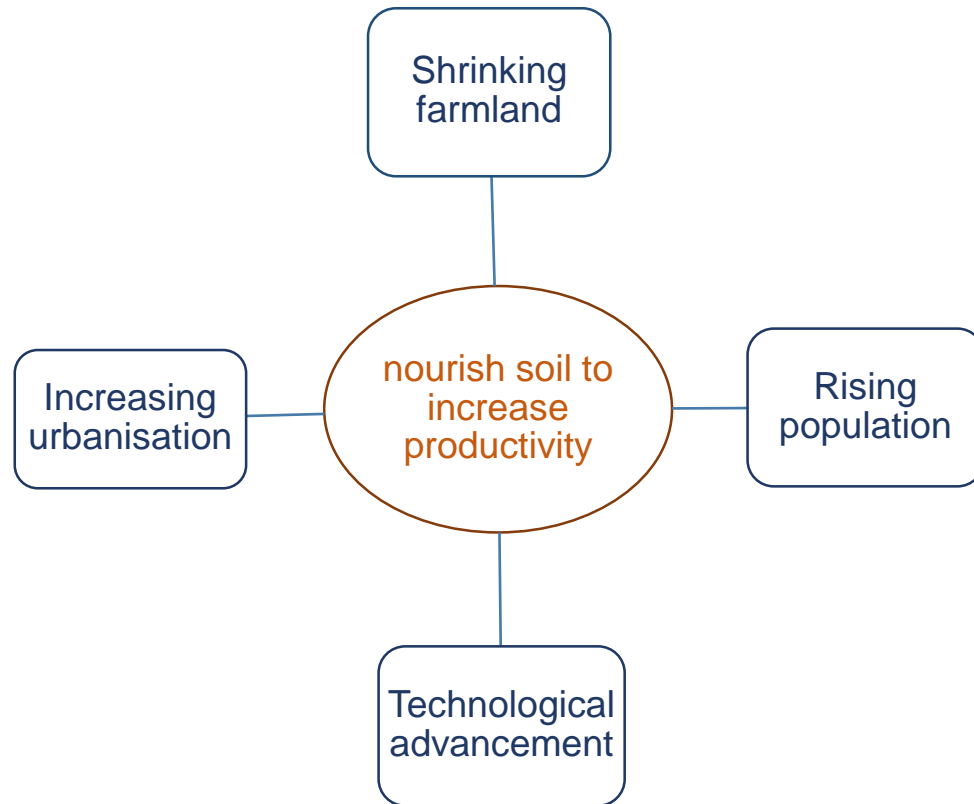
Agriculture...Indian economy "backbone"

- Contributes 20% in Indian economy
- Contributes 12%+ of total exports
- Engaging & Employing 50%+ of workforce
- Country has 50%+ irrigated area

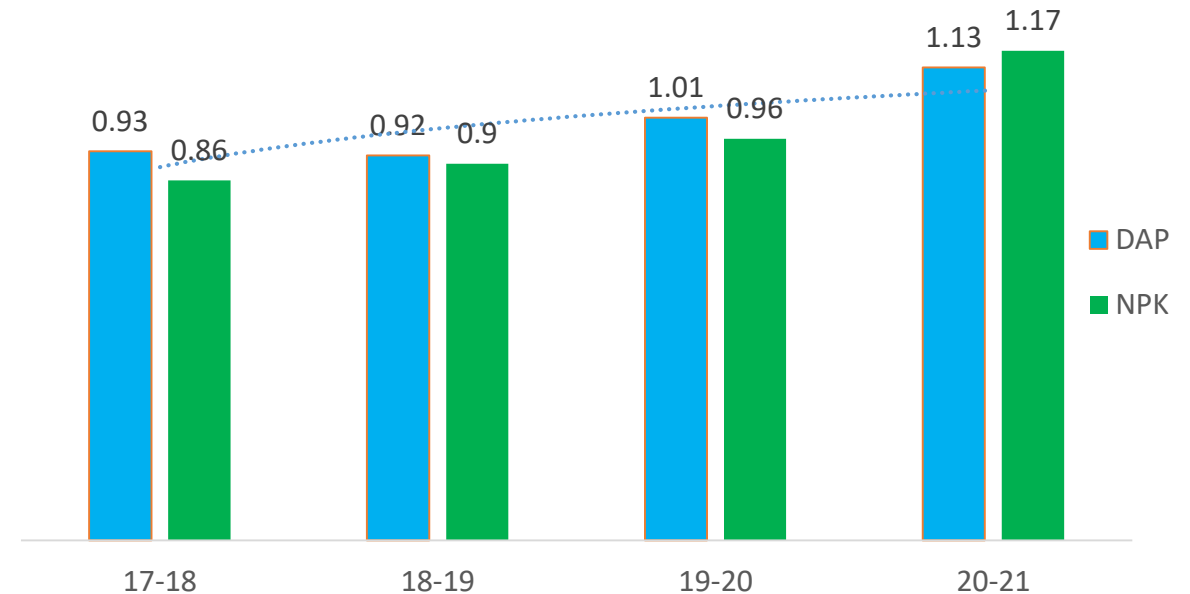


India the 3rd largest producer and consumer of fertilizer in the world

compelling reasons for growth in fertilizer sector



Growing Consumption of Chemical Fertilizer (in Cr MT)*



N P K usage ratio

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>

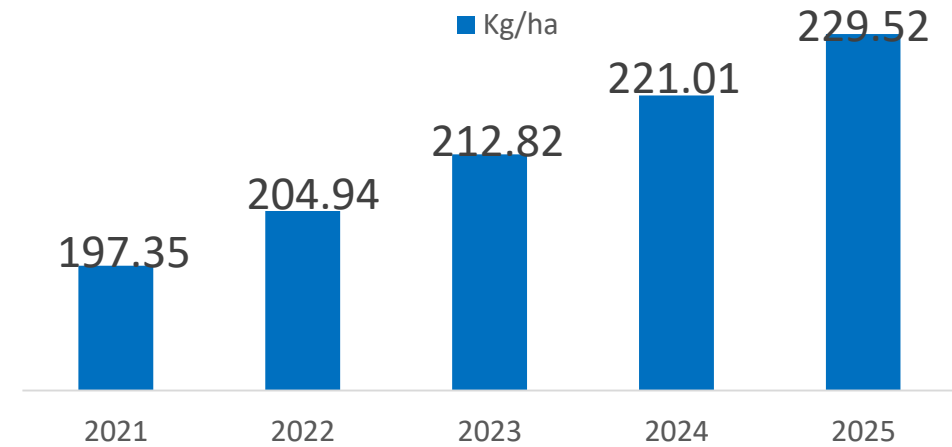


Fertilizer Market statistics..

Forecast on fertilizer consumption till 2025^



Forecast on fertilizer consumption Kg/ha till 2025^



Number of operating plants in India

Category	No. of units
Urea	31
DAP	12
Complex Fertilizer	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



PM Kisan Samman Nidhi scheme
supplement of 6k per annum

Awareness
Camps



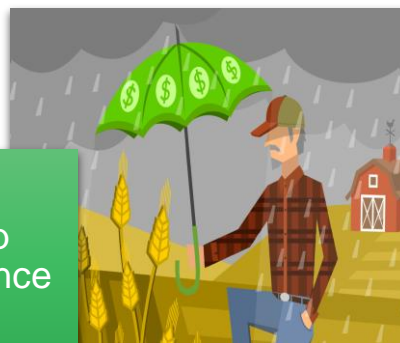
Rural
Workshops



Transition from regulated pricing
to market driven price

Digital India initiatives introducing
UN Agriculture Market

Crop
Insurance



Contract
Farming



Allowed crop sale prior to
production

Thrust towards domestic
manufacturing

Push for direct subsidy transfer
(DBT)





ABOUT MADHYA BHARAT AGRO PRODUCTS LIMITED

Serving Agriculture & Chemical Sector of India



ANNADATA

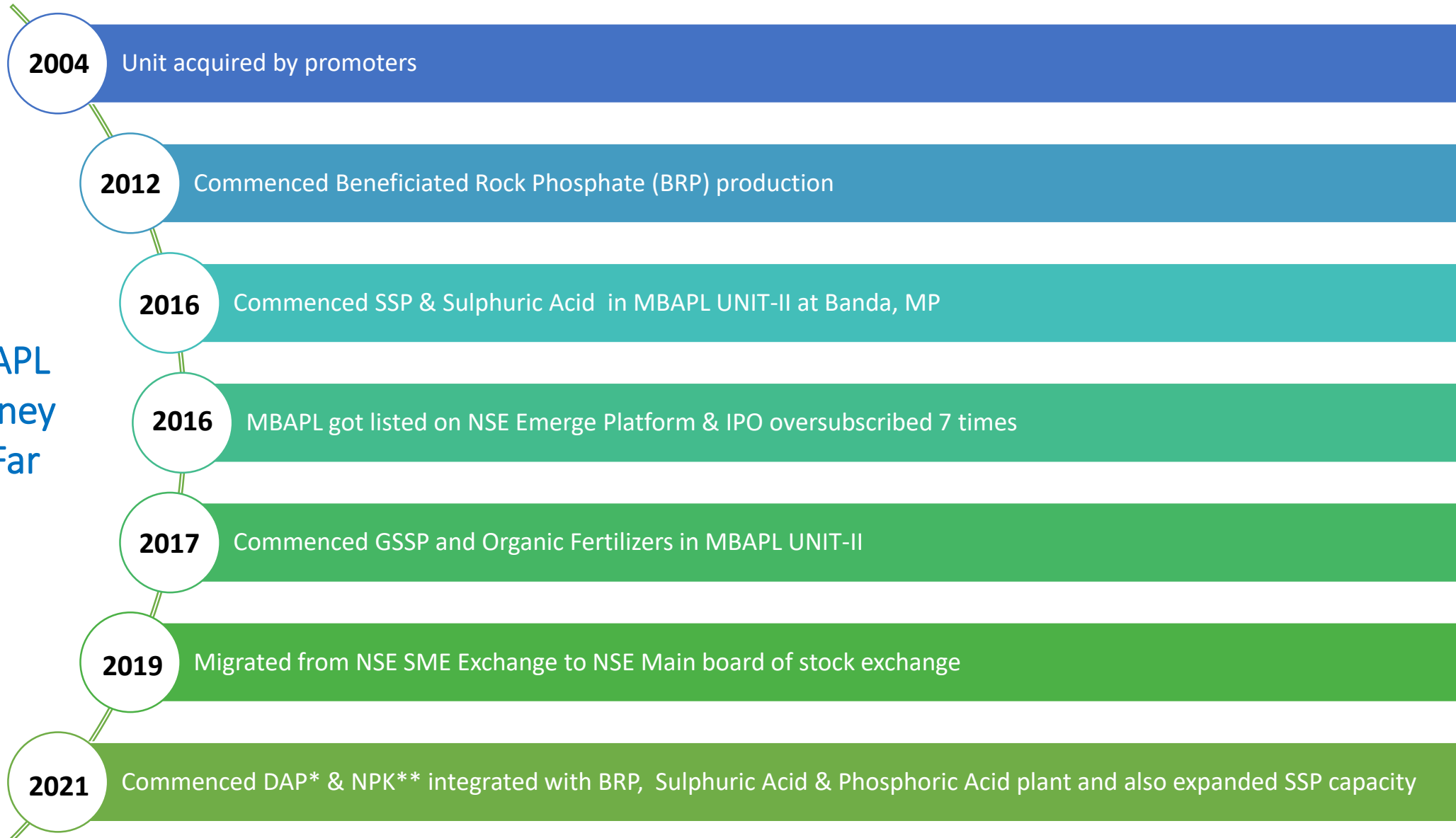


अन्नदाता का साथ, किसान का विकास





MBAPL Journey so Far



**DAP is Di Ammonium Phosphate*

***NPK is Nitrogen Phosphorus and Potassium*



We are India's leading Phosphatic Fertilizer manufacturing Group

...gaining market share

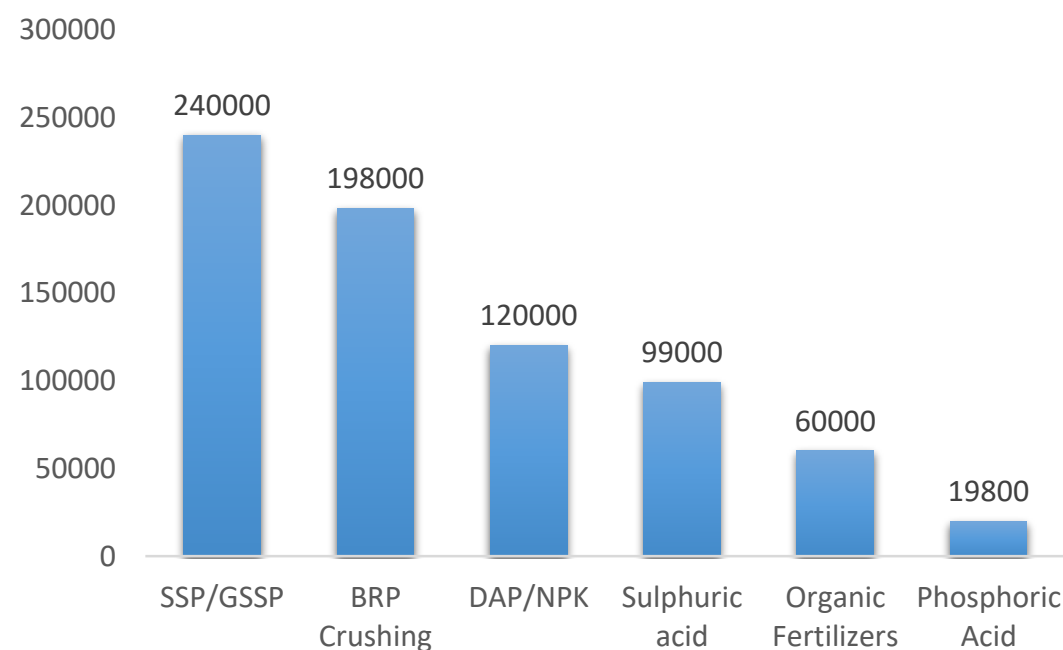
- Operating in 9 states with overall 8%+ market share
- 15%+ market share in 3 major irrigation States [MP, Raj, Chhattisgarh]
- Building strong and faster distribution network 10000+ dealers and retailers
- Successfully implemented DAP/NPK project with annual capacity of 120000 MT marking presence in huge DAP/NPK domestic market.

Upcoming New & Expansion plans

- Phosphoric acid plant with 29700 MTPA capacity
- Sulphuric acid plant with 99000 MTPA capacity
- Granulation Plant at both units with 126000 MTPA capacity

Built Strong capacity with backward integration

MBAPL Annual Production Capacity in MT



SSP: Single Super Phosphate
BRP: Beneficiated Rock Phosphate
DAP- Di Ammonium Phosphate



5 Years Growth & Trends



5 Years Financial Performance

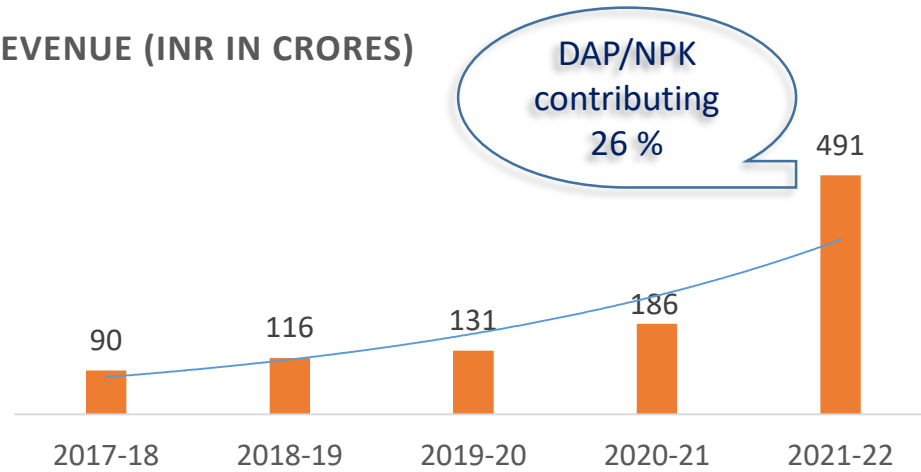
(Rs. in Crores)

Particulars	FY 2018 Audited	FY 2019 Audited	FY 2020 Audited	FY 2021 Audited	FY 2022 Audited
Revenue	90	116	131	186	491
EBIDTA	21	30	35	42	107
EBIDTA Margin	23%	26%	27%	23%	22%
PAT	5	11	15	20	57
PAT Margin	6%	9%	11%	11%	12%
EPS	2.33	5.22	6.77	9.24	26.03

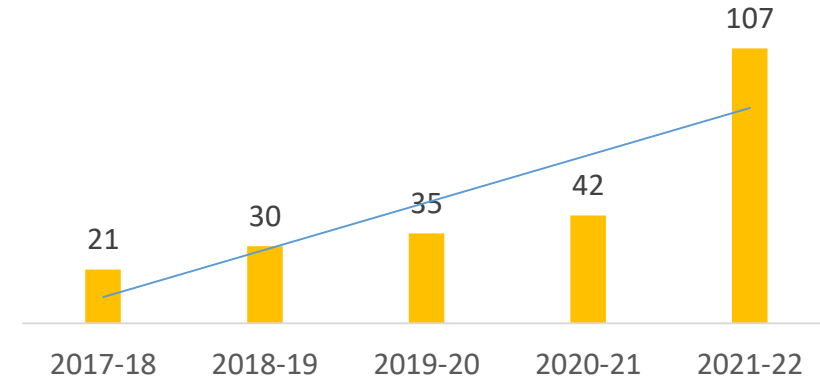


FY Financial Performance Graphs

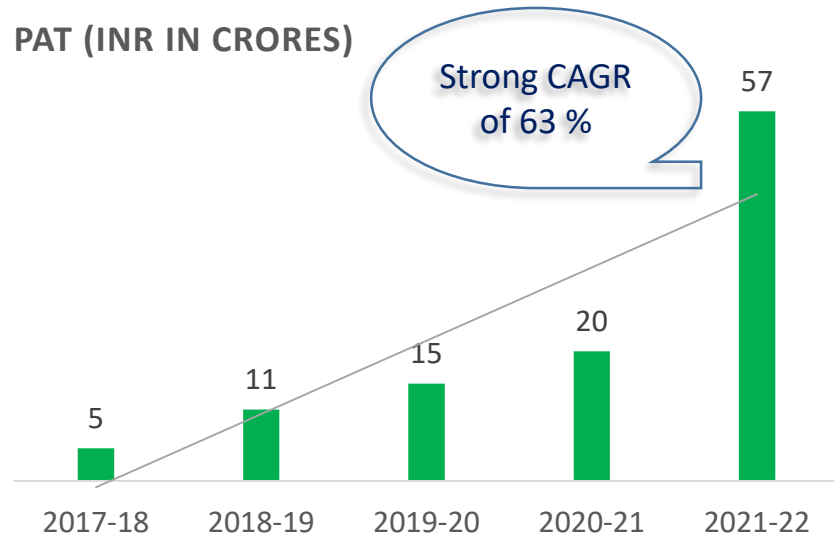
REVENUE (INR IN CRORES)



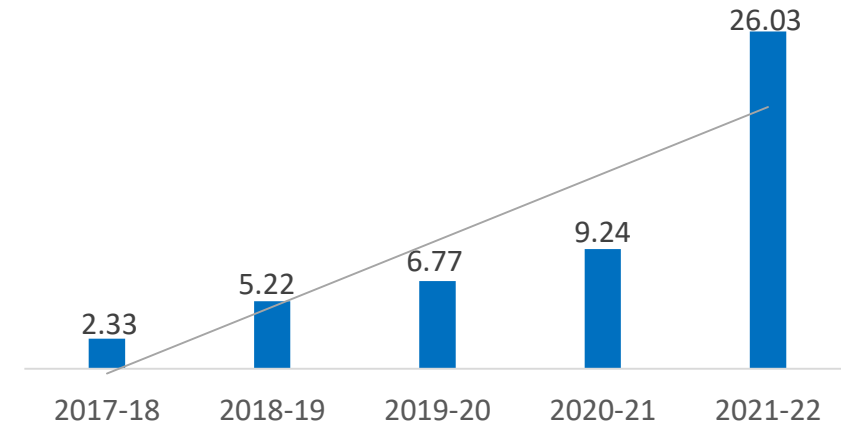
EBITDA (INR IN CRORES)



PAT (INR IN CRORES)



EPS





FINANCIAL HIGHLIGHTS

- ❖ Revenue at Rs. 491 Cr. during the year 2022 & is up by 164% in comparison to preceding Financial Year.
- ❖ EBITDA at Rs. 107 Cr. during the year which is up by 155% from last Financial Year.
- ❖ PAT rose to Rs. 57 Cr from Rs. 20 Cr which is up by 185%.
- ❖ EPS at 26.03 which was 9.24 in last FY 2021.
- ❖ Company has declared 5% dividend for the current year
- ❖ For 6 months working i.e. Oct` 21 to Mar`22 DAP/NPK contribute approx. 26% to total Revenue.
- ❖ Credit Rating of Company improved from **BBB+** to **A- stable**.
- ❖ Company has entered club of top 1000 Listed Companies on the basis of Market Capitalization.
- ❖ Company has entered into long term agreement with JPMC, Jordan for supply of Rock Phosphate.



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.



OSTWAL

Thank you

Madhya Bharat Agro Products Limited

CIN: L24121RJ1997PLC029126

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