

July 29, 2022

National Stock Exchange of India Limited
Exchange Plaza
Bandra Kurla Complex,
Bandra (East)
Mumbai-400 051

Company Code: MBAPL

Dear Sir/Madam,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Result Presentation for the Quarter -1 for the financial year 2022-23 of the Company. The same shall also be uploaded on Company's website.

The above is for your kind information and records.

Thanking You,

For Madhya Bharat Agro Products Limited

Pallavi Sukhwani
Pallavi Sukhwani

(Company Secretary & Compliance Officer)

Place: Bhilwara

Date: 29.07.2022



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

Results Presentation
Q1 FY 2022-23



Agriculture industry: An Overview

India ranks 1 in most fertile land with more than 50% fertile land

India ranks 2 in Agri produce followed by China

GVA of Agri sector to total economy is more than 20%

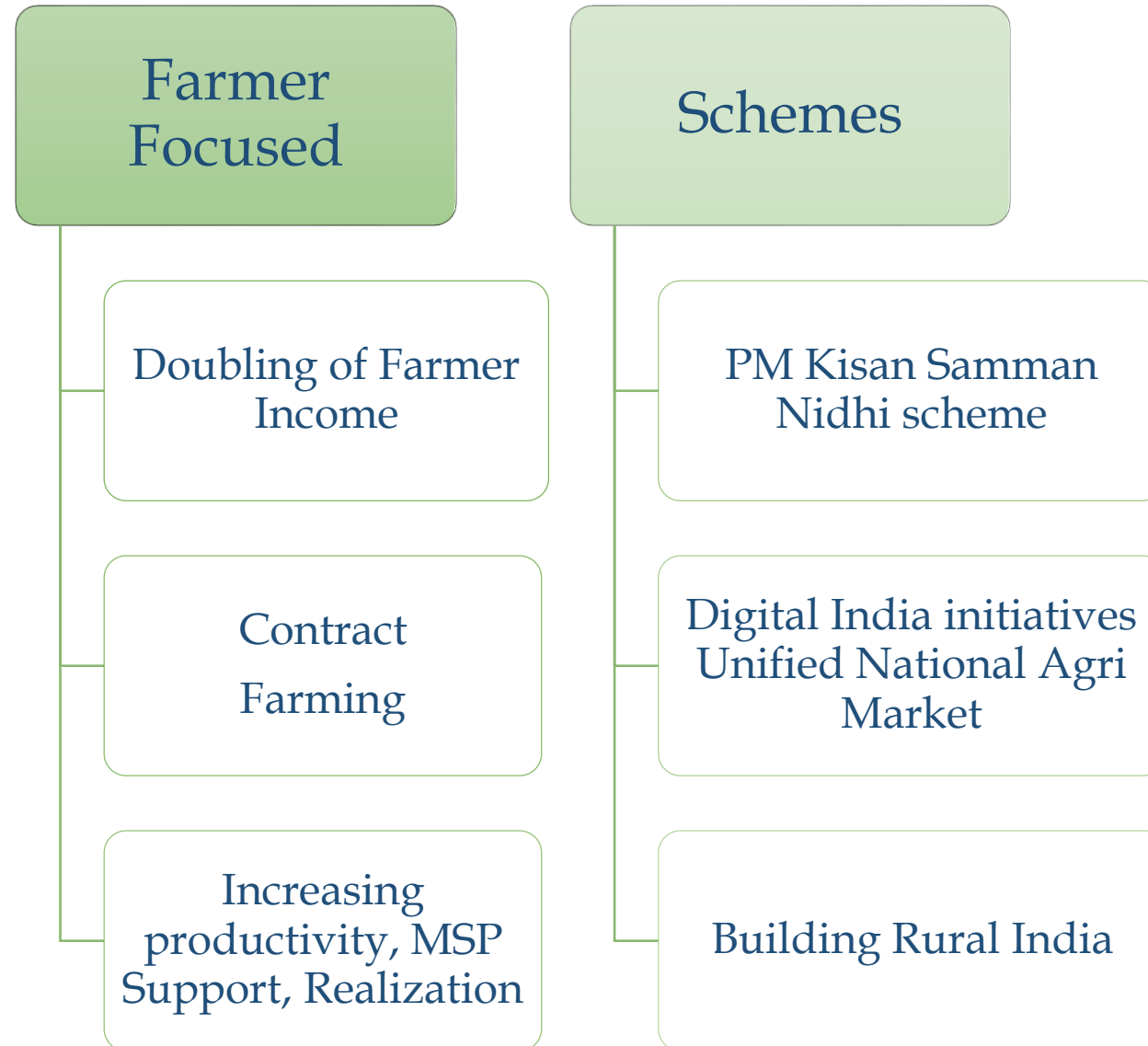
Agri industry indulge more than 50 % of total workforce of India

With India`s total land of 32.8 Lakh Sq. km, Agri Industry dominates engaging +50% total area





Government focused policies





Ostwal Group of Industries

India's 3rd Largest Manufacturer of SSP

Operating in 10 States with market share of more than 8%

Group Turnover for FY 2021-22 was more than 1300 Crores

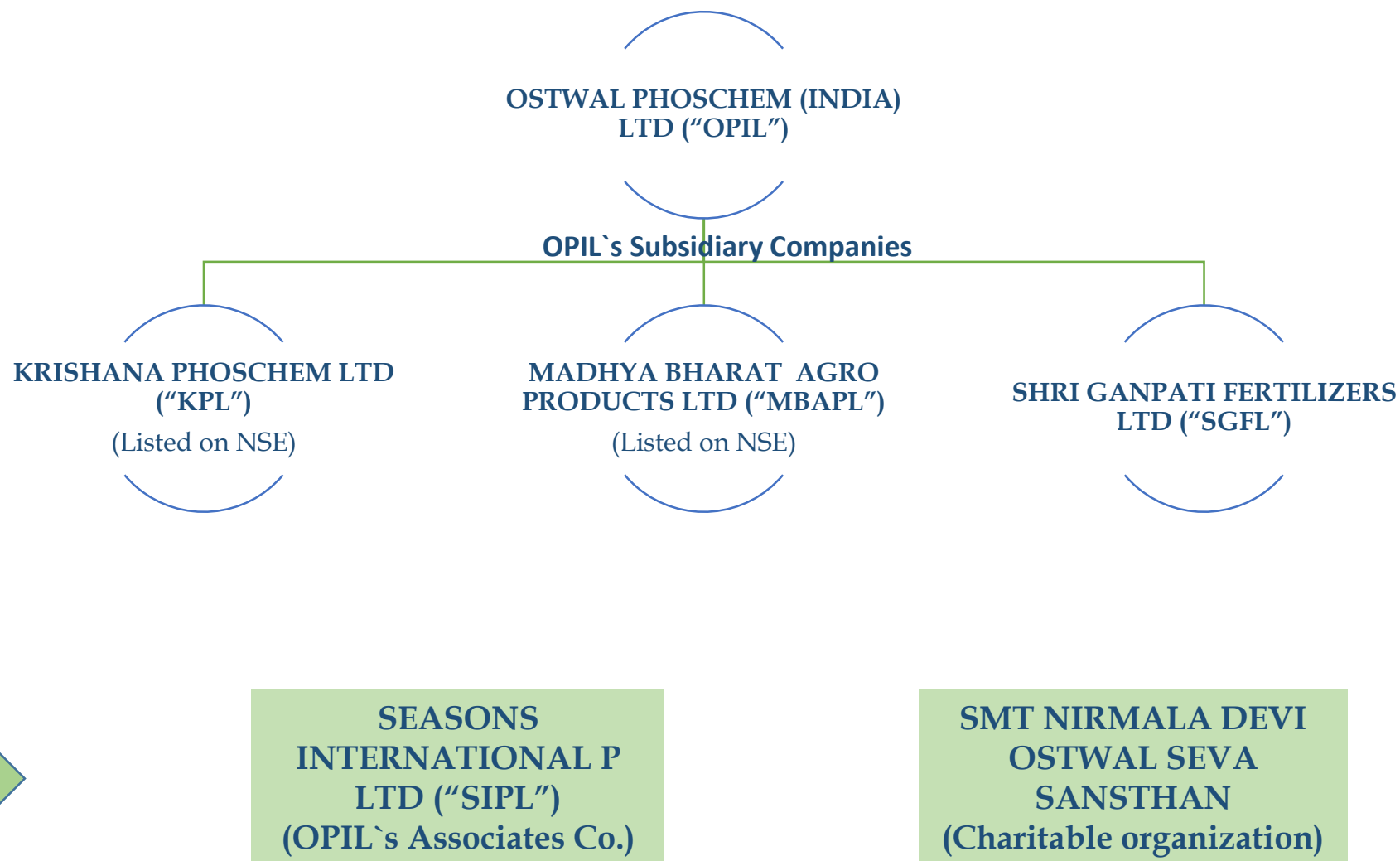
Well Known brand names of "Annadata" & "Shri Ganpati"

Distribution network of approx. 1200 wholesalers & 36000 Dealers & Retailers

Combined installed capacity of app. 6 Lakhs MTPA of SSP/GSSP and 1.20 Lakhs MTPA of DAP/NPK



Ostwal Group Organizational Structure



Group concerns



Madhya Bharat Agro Products Ltd

2004 Sick unit acquired by promoters

2012 Commenced Beneficiated Rock Phosphate (BRP) production

2016 Commenced SSP & Sulphuric Acid in MBAPL UNIT-II at Banda, MP

2016 MBAPL got listed on NSE Emerge Platform & IPO oversubscribed 7 times

2017 Commenced GSSP and Organic Fertilizers in MBAPL UNIT-II

2019 Migrated from NSE SME Exchange to NSE Main board of stock exchange

2021 Commenced DAP*/NPK** integrated with BRP, Sulphuric Acid & Phosphoric Acid & also expanded SSP capacity

**DAP is Di Ammonium Phosphate **NPK is Nitrogen Phosphorus and Potassium*







Financial Performance

(₹ in Crores)

	Preceding 3 Years			Quarterly	
Particular	2019-20	2020-21	2021-22	Q1 FY 21-22	Q1 FY 22-23
Revenue	131	186	491	67	213
EBIDTA	35	42	107	16	49
PAT	15	20	57	8	29
EPS	6.77	9.24	26.03	3.78	13.09



Quarterly Financial Highlights

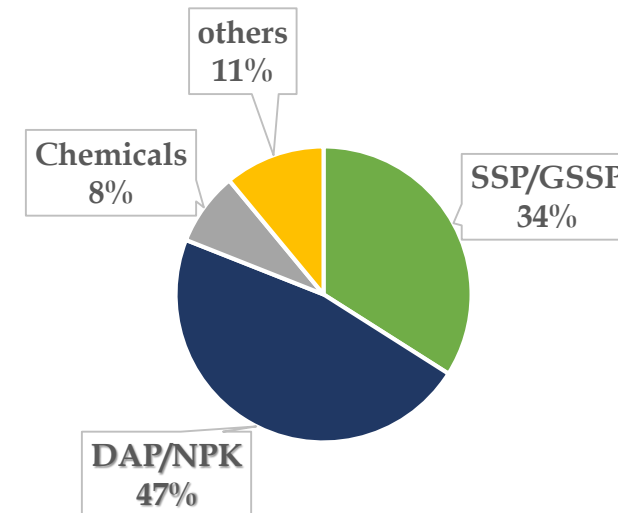
- ❖ Revenue at Rs. **213 Cr.** during the quarter, reported growth of **218%** from corresponding quarter of FY 2021-22. 
- ❖ EBITDA shown Three fold growth from **Rs. 16 Cr.** in Q1 FY21 -22 to **Rs. 49 Cr.** in this quarter. 
- ❖ PAT rose to **Rs. 29 Cr.** from **Rs. 8 Cr.** and is up by more than 260%. 
- ❖ EPS for the quarter at Rs. **13.09** which was Rs. **3.78** in corresponding quarter of FY 2021-22. 
- ❖ Credit Rating of Company is *A- stable*.
- ❖ Group has already entered into long term agreement with JPMC, Jordan for supply of Rock Phosphate.



Successful “Diversification”

- ❖ Dependency on single product reduced to a great extent. Contribution of SSP has been brought down from 52% in FY 2021-22 to 34% in 1st quarter of FY 2022-23.
- ❖ DAP/NPK within 6 months of commencement i.e. from Oct-21 contributed 26% to total sales for the year 2021-22.
- ❖ During the First quarter DAP/NPK contributed to **47%** to total sales
- ❖ Company is enhancing its DAP/NPK plant capacity from 120000 MTPA to 240000 MTPA is in advance stage, so more benefit of diversification will be seen in upcoming time.

Segment wise contribution Q1 FY 2023 (in Crores)



** Others include other chemicals & bio fertilizers*



MBAPL Future Business Plan FY 2023-24

We are working for future expansion for better backward integration of operating process, consisting Sulphuric Acid plant Granulation Plant capacity & DAP/NPK capacity enhancement and expected to be in operation in FY 23-24. Synopsis of the project is as under:

Particulars	Sulphuric Acid	Granulation Plant	PA* Plant	Capacity Enhancement of DAP/NPK plant	Total Amount
<u>Cost of Project</u>					
Total Cost	35.02	6.36	13.09	15.87	70.34
Means of Finance					
Term Loan	14.00	1.51	4.00	5.51	25.00
Internal accruals	21.02	4.85	9.09	10.36	45.34

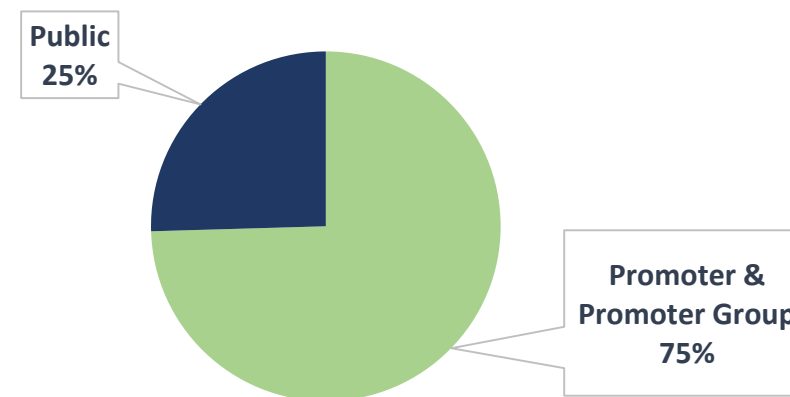
*PA- Phosphoric acid



MBAPL Scrip info

No. of Shares outstanding (A)	2,19,06,735
Current market price per share* (B)	₹ 769.50
Market Capitalization (A X B)	₹ 1685 Crores
52 Week High (per share price)	₹ 779.95
52 Week Low (per share price)	₹ 133.50

Shareholding Pattern



- ❖ Consistent dividend payout.
- ❖ Multifold capital appreciation to shareholders.
- ❖ Company is in club of top 1000 listed Companies.



Our Promoters



Mr. M.K. Ostwal, aged about 66 years and is pioneer of present SSP technology manufactured from BRP with 43 years' experience in the sector. A Commerce graduate and founder of Ostwal Group of Industries is guiding force in the growth and development of the Group. He is Chairman of the Group



Mr. Pankaj Ostwal, aged about 45 years is a young and dynamic Chartered Accountant by qualification with 21 years of experience in the fertilizer, mineral beneficiation and chemical sector. He is also looking after Import/Export Business of Ostwal Group into Agro Commodities. He is Managing Director of MBAPL



Mr. Praveen Ostwal, aged about 42 years 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, production, Technology upgradation & bringing innovations in the Group. He is Managing Director of KPL.



OSTWAL

Thank you

Madhya Bharat Agro Products Limited

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