

November 03, 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 -2 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

Sourabh Gupta

(CFO & Whole Time Director)

Place: Bhilwara

Date: 03.11. 2022



MADHYA BHARAT AGRO PRODUCTS LTD

(A Unit of Ostwal Group of Industries)

Results Presentation
- Q2 FY 2022-23



Highlights of Agriculture industry

- *Rising food demand and focus on crop yield*

with the rise in population and rising of urban and rural income demand of food is rising.

- *Increased adoption of complex & organic fertilizers*

Instead of focusing on Urea only, trend shows shifting of interest towards complex & organic fertilizer i.e. DAP & NPK

- *Supportive govt. initiatives to aid domestic production and reduce cost*

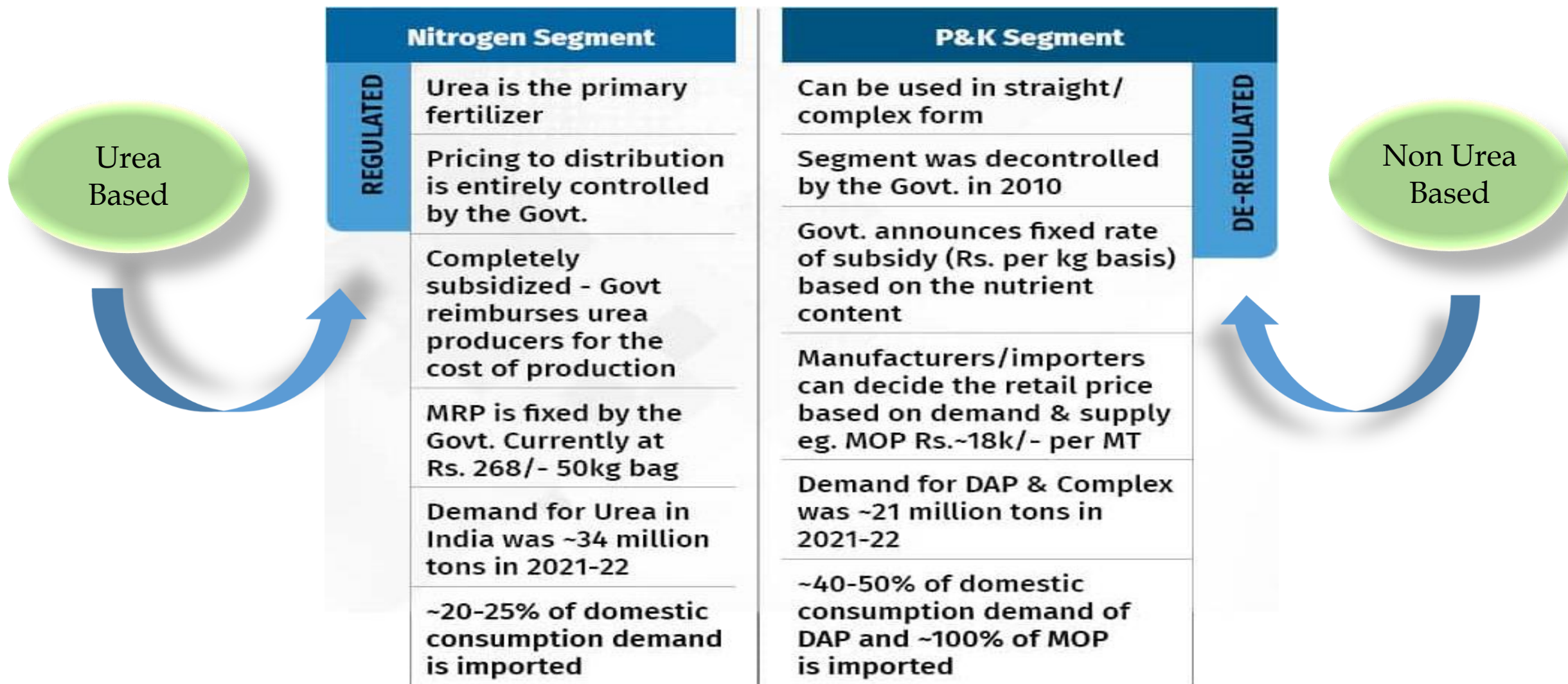
Various schemes to support domestic production such as National Mission for Sustainable Agriculture (NMSA), Rainfed Area Development (RAD), Pradhan Mantri Krishi Sinchai Yojana (PMKSY)

- *Preference for non-urea space*

Government is implementing Nutrient Based Subsidy (NBS) Scheme for Phosphatic and Potassic (P&K) fertilizers. Under the said scheme, subsidy is provided on each grade of subsidized Phosphatic and Potassic (P&K) fertilizers depending upon its nutrient content.



Rationale for shifting of trend towards Non urea based Fertilizers





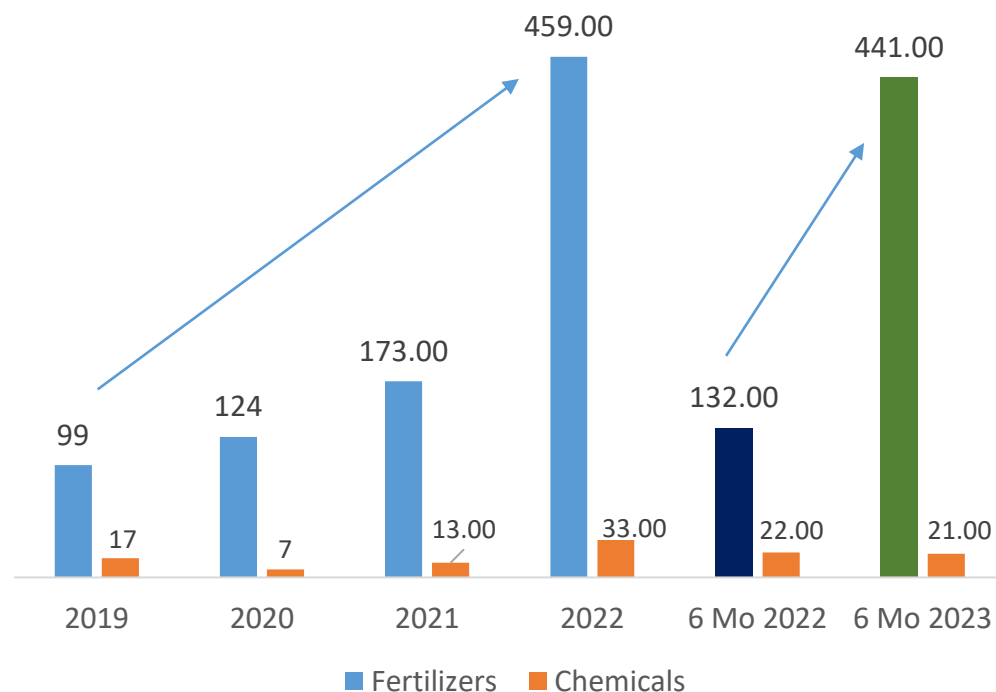
Madhya Bharat Agro Products Ltd: An Overview

- ❑ A Unit of Ostwal Group of Industries, serving Madhya Pradesh farmers with an SSP market share of approx. 10%
- ❑ Takeover by Ostwal Group as sick unit in 2004 and since takeover it is profit making entity and growing year by year insignificantly.
- ❑ Market capitalization of Company is currently at level of ₹ 2000 Crores.
- ❑ Recently company has declared bonus of 1:1 on its equity shares.
- ❑ Company has doubled its DAP/NPK plant capacity to 240000 MTPA which commenced operations from Nov' 22
- ❑ Credit Rating of Company is *A- stable*.



Segment wise key numbers

Segment revenue (INR in Cr)



- Strong growth in Fertilizers segment
- Sustainable margins best in industry
- Strong CAGR of 47% in Fertilizer segment from 2019 to 2022

Capacity & Utilization

(for Half Year ending Sept 2022)

| Segment | Capacity (Annual) | Utilization* | (in MT) |
|--------------------|----------------------|--------------|-------------------|
| | | | % (Annualized) |
| SSP | 240000 | 115356 | 96 |
| DAP/NPK | 120000 | 34036 | 56 |
| Sulphuric Acid | 99000 | 47558 | 96 |
| Phosphoric Acid | 19800 | 5901 | 60 |
| Others | 60000 | 10363 | 34 |

- Optimum capacity utilization in SSP
- With availability of rock, BRP plant is functioning at its full capacity resulting into substantial cost reduction.



Financial Performance (₹ in Cr)

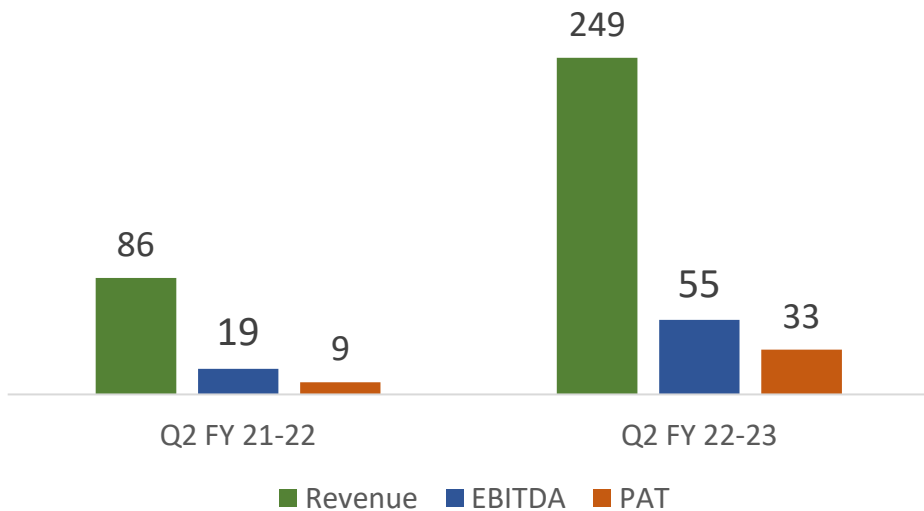
| Particular | 2019-20 | 2020-21 | 2021-22 | Q2 FY2021-22 | Q2 FY2022-23 | 1 st Half Yr. FY 2021-22 | 1 st Half Yr. FY 2022-23 |
|------------|---------|---------|---------|-----------------|-----------------|--|--|
| Revenue | 131 | 186 | 491 | 86 | 249 | 154 | 462 |
| EBIDTA | 35 | 42 | 107 | 19 | 55 | 35 | 104 |
| PAT | 15 | 20 | 57 | 9 | 33 | 18 | 61 |
| EPS | 6.77 | 9.24 | 26.03 | 4.24 | 14.86 | 8.02 | 27.94 |

- ❑ Strong yearly revenue CAGR of 55%
- ❑ PAT margins were consistent ranging from 11% to 12%
- ❑ Revenue has grown significantly from year 2021-22 as result of introduction of DAP/NPK fertilizer in product range.

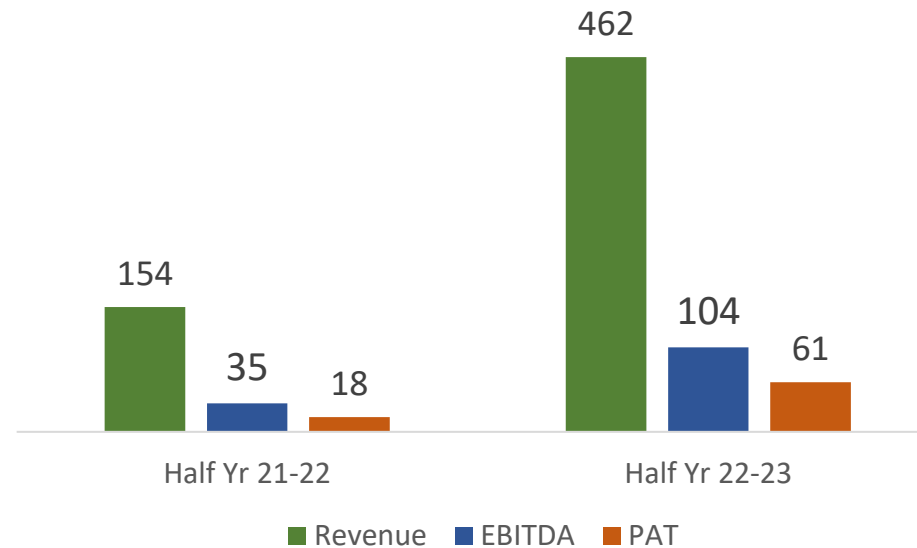


Graphical Analysis

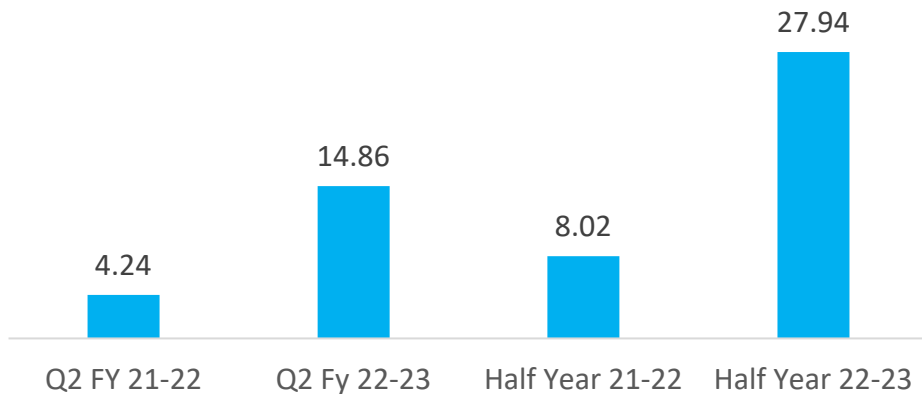
Revenue & Profitability- Quarterly (₹ in Cr)



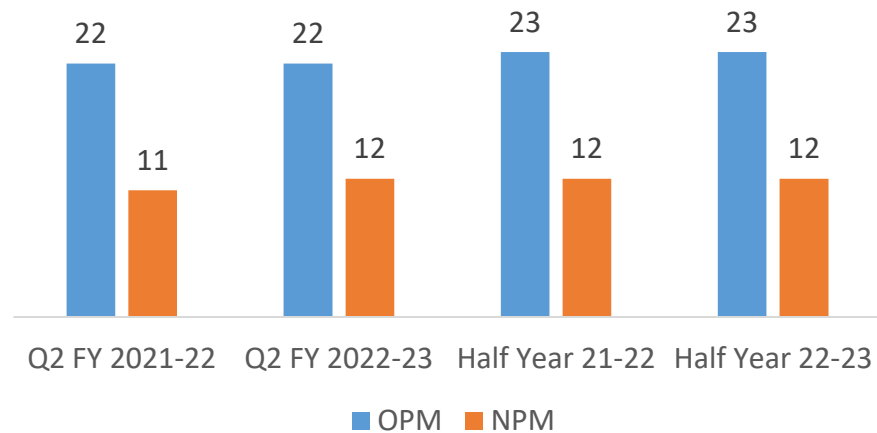
Revenue & Profitability- Half Yearly (₹ in Cr)



EPS



Margins (in %)





Quarterly Financial Highlights

- ❖ Revenue at ₹ **249 Cr.** during the quarter, reporting growth of **188%** from corresponding quarter of FY 2021-22.
- ❖ EBITDA grown by 178% from ₹ **19 Cr.** in Q2 FY21 -22 to ₹ **55 Cr.** in this quarter.
- ❖ PAT rose to ₹ **33 Cr.** from ₹ **9 Cr.** Showing a growth of **251%**.
- ❖ EPS for the quarter at ₹ **14.86** which was ₹ **4.24** in corresponding quarter of FY 2021-22.
- ❖ For first 6 months of FY 2022-23 Revenue was ₹ 462 Crores which has grown three fold in comparison to 6 months of last FY.
- ❖ Dependency on SSP has been brought down, DAP/NPK contributed approx. 50% to total sales for half year ending Sept, 2022



MBAPL Future Business Plan FY 2023-24

We have been working for another expansion for better backward integration of operating process, consisting Sulphuric Acid plant Granulation Plant capacity & DAP/NPK capacity enhancement. While DAP/NPK capacity enhancement since implemented, others are expected to be in operation by the end of 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 (₹ in Cr) |
|-------------------------|----------------|-------------------|-----------|---------------------------------------|------------------------|
| <u>Cost of Project</u> | | | | | |
| Total Cost | 35.02 | 6.36 | 13.09 | 15.87 | 70.34 |
| <u>Means of Finance</u> | | | | | |
| Term Loan | 14.00 | 1.51 | 4.00 | 5.51 | 25.00 |
| Internal accruals | 21.02 | 4.85 | 9.09 | 10.36 | 45.34 |

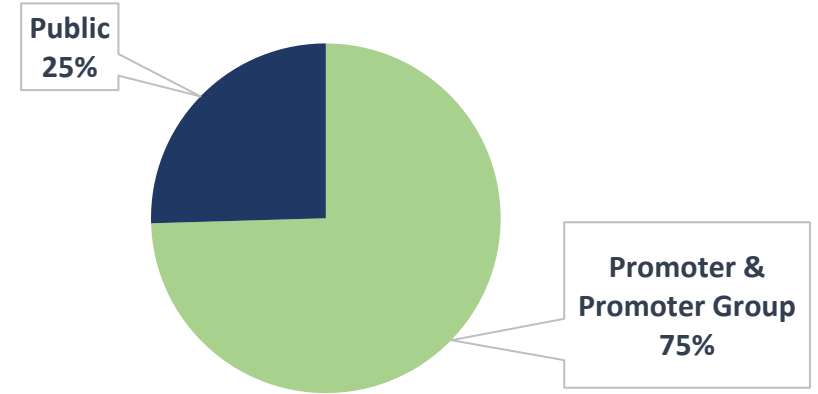
*PA- Phosphoric acid



MBAPL Scrip info

| No. of Shares outstanding (A) | 4,38,13,470 |
|-------------------------------------|---------------|
| Current market price per share* (B) | ₹ 456.65 |
| Market Capitalization (A X B) | ₹ 2000 Crores |
| 52 Week High (per share price) | ₹ 557.15 |
| 52 Week Low (per share price) | ₹ 79.43 |

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 23 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.



Thank you

Madhya Bharat Agro Products Limited

CIN: L24121RJ1997PLC029126

Reg. & Corp Office: 5-O-21, Basement, R.C. Vyas Colony,
Bhilwara (Rajasthan) 311001

Email: secretarial@mbapl.com | **Website:** www.mbapl.com