



OSTWAL

Madhya Bharat Agro Products Limited (MBAPL)

Q4 & FY23 Results Presentation





Disclaimer

This presentation contains “forward looking statements” including, but without limitation statements relating to the implementation of strategic initiatives, and other statements relating to 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-environment, 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.



Content

Business Overview

Differentiators & Strengths

Capacities

Quote

**Operational Overview, Financial Performance,
Balance sheet & Ratios**

Promoters

CSR



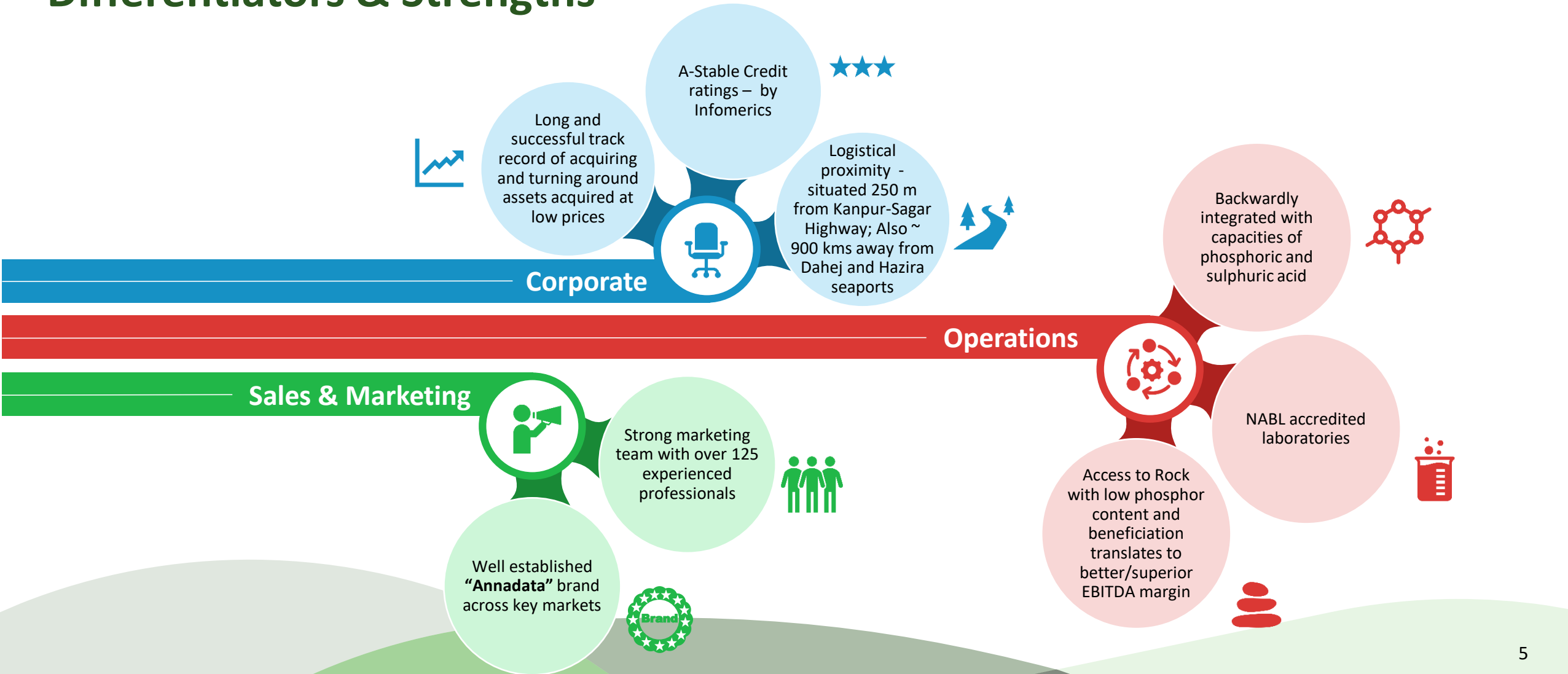
Business Overview

- Led by first generation technocrats with a deep understanding of the Fertilizer and Agri sector
- Unit of India's third largest Single Super Phosphate (SSP) manufacturing group:
 - 12%+ market share in state of Madhya Pradesh and 25% in state of Chhattisgarh
- Growing presence in the manufacture of DAP/NPK complex fertilizers
- Robust distribution network of more than 1,400 wholesalers and 25,000+ dealers and retailers
- Secured supply of rock phosphate through long term agreements with domestic and overseas suppliers

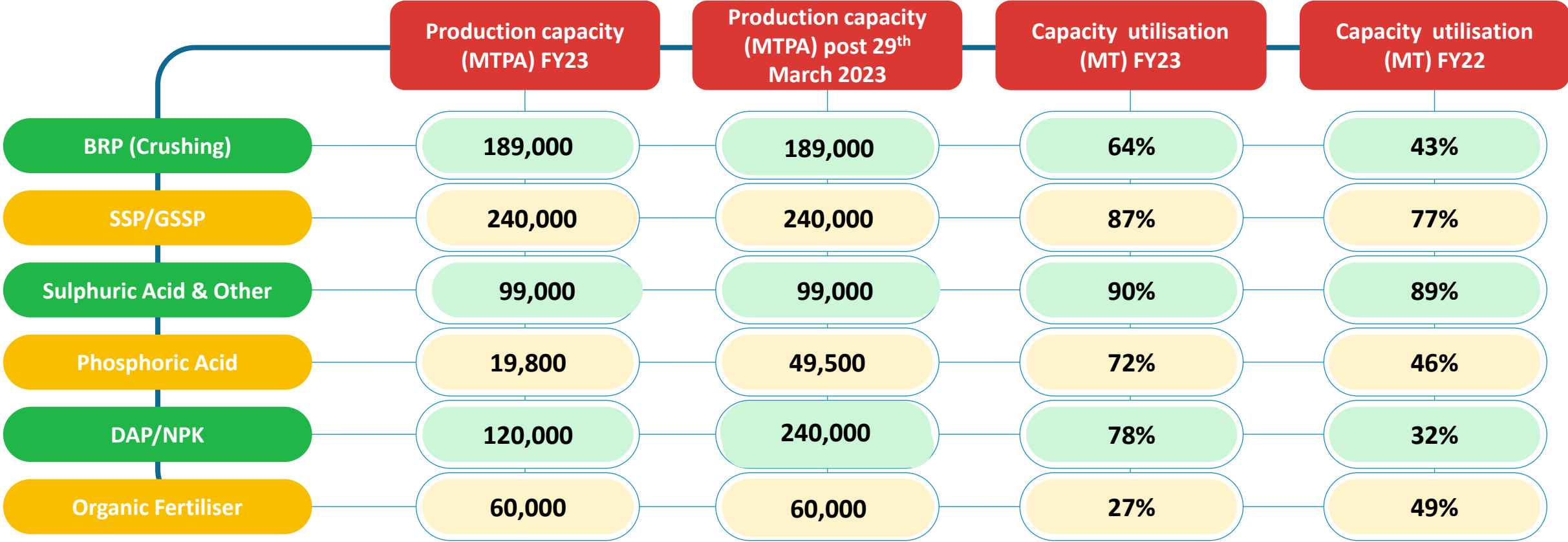




Differentiators & Strengths



Capacities





Quote



Commenting on the performance of the company for the quarter and full year MK Ostwal, Chairman said,

“Our performance for the quarter and year under review is a reflection of our deep understanding of the sector and the strength of our operations and brand. Aside from SSP, wherein we have established our position amongst the largest players in the country, with the commencement of operations in DAP and NPK we are now a relevant player in this space too.

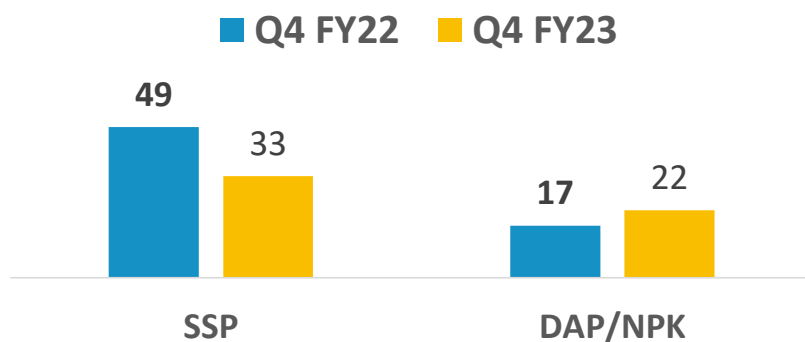
*The key differentiators for MBAPL are its demonstrated ability to efficiently manage its operations and an extremely strong brand “**Annadata**” which has built a strong association with the farmers in our key markets.*

We are excited about the future growth of our business. While we are confident of maintaining growth and profitability from our continuing operations we continue to explore inorganic opportunities within the fertiliser space that will enhance our scale and presence.”

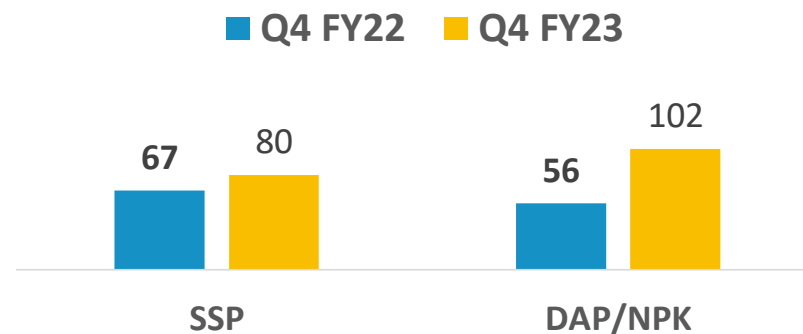


Operational Overview

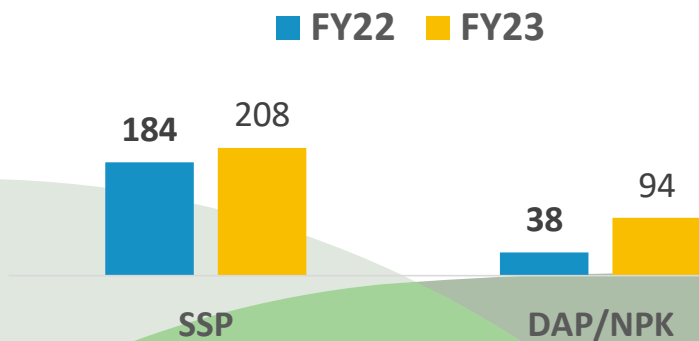
Fertilizer Production volumes (in `000 MT)



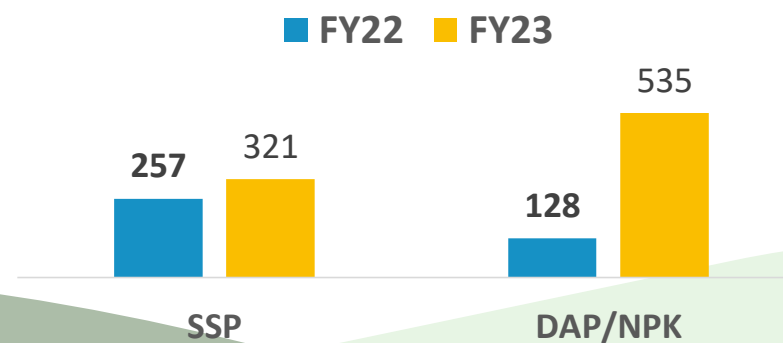
Fertilizer Sales volumes (Rs. in Crores)



Fertilizer Production Volumes (in `000 MT)



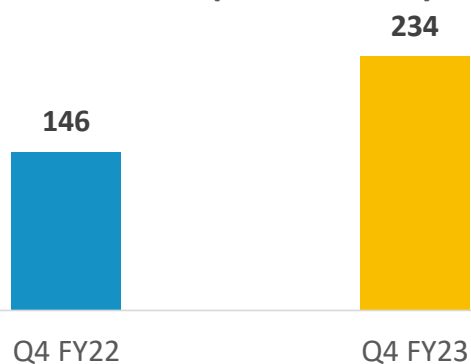
Fertilizer Sales Volumes (Rs. in Crores)





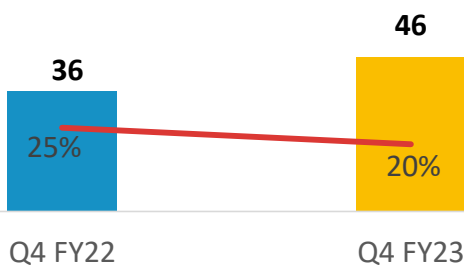
Financial Performance – Q4 & FY23

Revenue (Rs. in Crore)



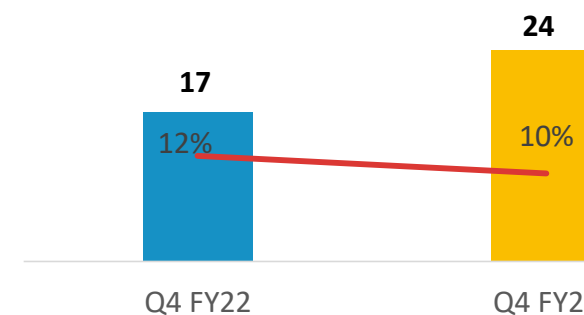
EBITDA (Rs. in Crores)

Margin (%)



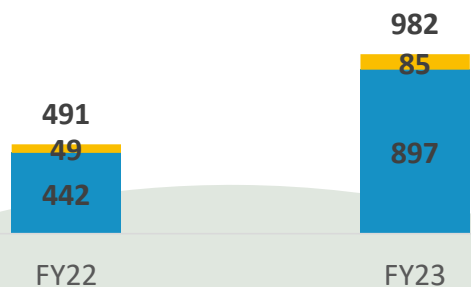
PAT (Rs. in Crores)

Margin (%)



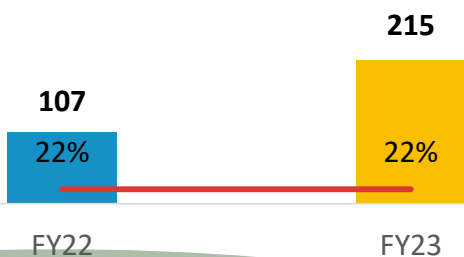
Revenue (Rs. in Crores)

Manufacturing Trading



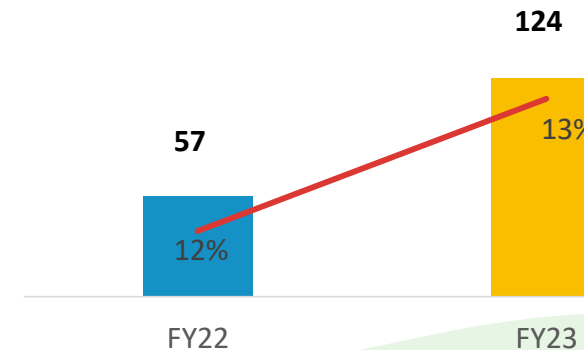
EBITDA (Rs. in Crores)

Margin (%)



PAT (Rs. in Crores)

Margin (%)



Increase in trading volumes resulted in higher revenue & EBITDA but subdued margins



Balance Sheet

(Rs. in Crores)

Particular	Mar-23	Mar-22
SOURCES OF FUNDS:		
Share Capital	44	22
Reserves & Surplus	285	183
Loan Funds	323	164
Deferred Tax Liability	36	15
Other Liabilities	-	-
Total Liabilities	688	384

(Rs. in Crores)

Particular	Mar-23	Mar-22
APPLICATION OF FUNDS:		
Fixed Assets	223	158
Current Assets, Loans & Advances	501	281
Inventories	214	158
Sundry Debtors	199	74
Cash & Bank Balance	21	8
Other Current Assets	67	41
Current Liabilities & Provisions	36	55
Current Liabilities	36	55
Net Current Assets	465	226
Total Assets	688	384

The Board of Directors of the Company has recommended a final dividend of 5% on per equity share for the financial year FY22-23, subject to approval of members of the company



Key Ratios

Ratios	As on March 2023	As on March 2022
Debt-Equity Ratio(TOL/TNW)	1.36	1.29
Long Term Debt-Equity Ratio	0.32	0.26
Current Ratio	1.58	1.51
Turnover Ratios		
Fixed Assets Turnover Ratio	4.83	3.16
Inventory Turnover Ratio	4.59	2.23
Debtors Turnover Ratio	4.93	6.66
Total Asset Turnover Ratio	1.32	1.12
Interest Cover Ratio	11.72	11.77
ROCE (%)	48%	39%
RONW (%)	41%	32%



Technocrat promoters



M.K. Ostwal Chairman and Managing Director of Ostwal Phoschem (India) Limited, aged 66 years is one of the pioneers of present SSP technology with 43 years experience in the sector setting up various fertilizer capacities. A commerce graduate and founder of Ostwal Group of Industries is the guiding force in growth and development of the Group.



Pankaj Ostwal Managing Director of Madhya Bharat Agro Products Limited aged 45 years is a C.A by qualification with 22 years of experience in the field of fertilizer mineral beneficiation, chemical sector. He is also overseeing the Import/Export Business of the Ostwal Group of Industries into Agro Commodities.



Praveen Ostwal, non executive director MBAPL aged 42 years is a C.A by qualification and has 20 years of experience in the field of fertilizer, mineral beneficiation & chemicals sector. He is actively engaged in managing the company and bringing innovations in the Group.



CSR activities in the year



Clean drinking water setup



Plantation



Food kit distribution



Farmers awareness programme



Plantation



Medical & health check-up camp



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Thank You

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