



OSTWAL

Madhya Bharat Agro Products Limited (MBAPL)

Q1FY24 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.

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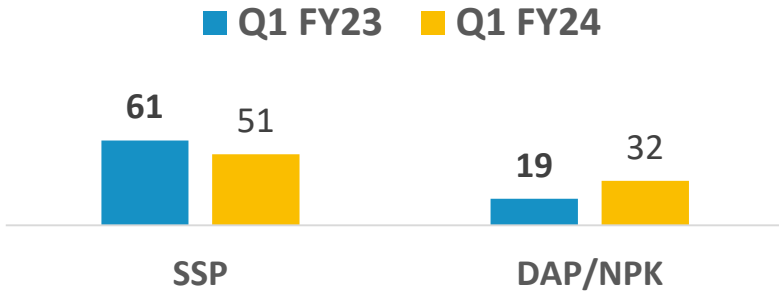
Business updates

- DAP/NPK facility enhanced capacity of 240,000 MT successfully completes first full quarter of operations. Capacity utilization: 53%
- Enhancement of Sulphuric Acid production capacity with the setting up of a new plant with capacity of 200 TPD commences. Facility expected to be operationalized in Q3 FY24
- Work on setting up of 1000 TPD DAP/NPK plant with matching Phosphoric acid plant purchased from Birla Copper (A unit of Hindalco Industries Ltd) commenced.
 - Location for setting up DAP/NPK plant has been finalized in Maharashtra.
 - Additional 500 TPD Sulphuric Acid and 600 TPD SSP plants at Maharashtra have been also planned
- Subsidy payments continue to be healthy and timely. Subsidy receivable as on June 30, 2023 ~Rs. 135 crore

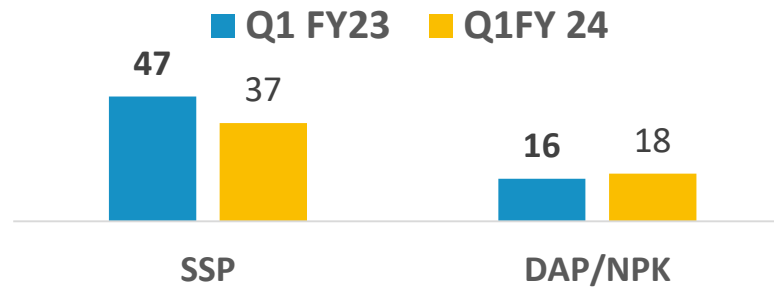
Operational Performance



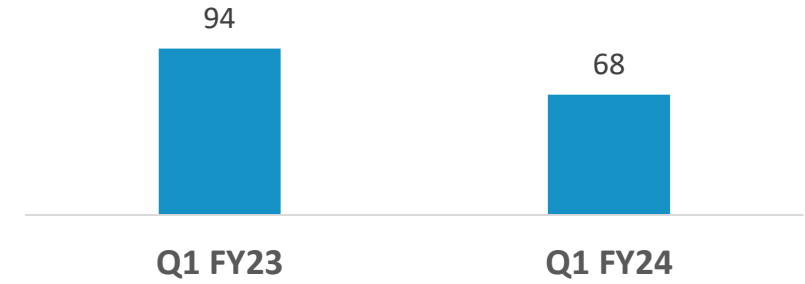
Fertilizer Production volumes (in `000 MT)



Fertilizer Sales volumes (in `000 MT)

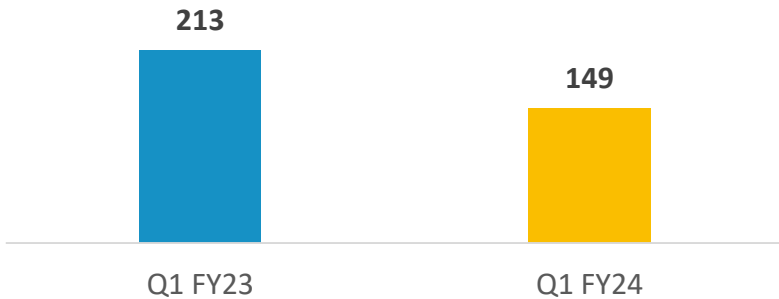


Subsidy generated for the Quarter (₹ in Crores)

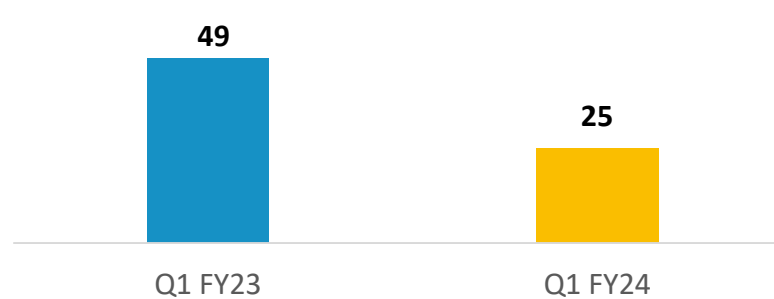


Financial Performance

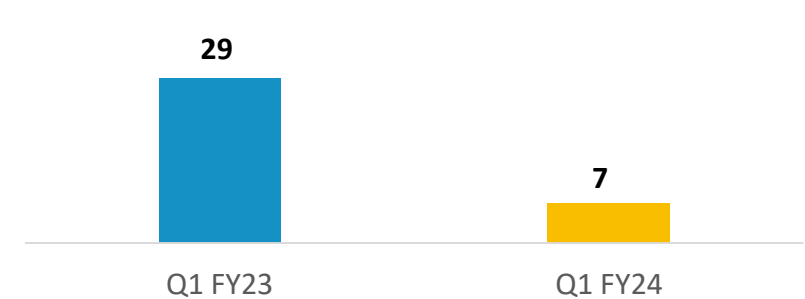
Revenue (₹ in Crores)



EBITDA (₹ in Crores)



PAT (₹ in Crores)



- Inventory build up in the system consequent to high levels of stocking in the sequentially preceding quarter put pressure on sales.
- This situation is expected to normalize over Q2 and Q3 of this year.

Quote



Commenting on the performance of the company for the quarter ended, M.K Ostwal, Chairman said,

Our expanded DAP and NPK facility smoothly began operations at the end of March and has successfully completed its first full quarter. We have also begun work on the expansion of our sulphuric capacity and expect this project to be completed in the third quarter of the current fiscal. This will ensure adequate availability of inputs.

We have achieved reasonable growth in production as well as sales in first quarter of commencement of DAP/NPK complex fertilizer, we are expecting maximum capacity utilization in upcoming time

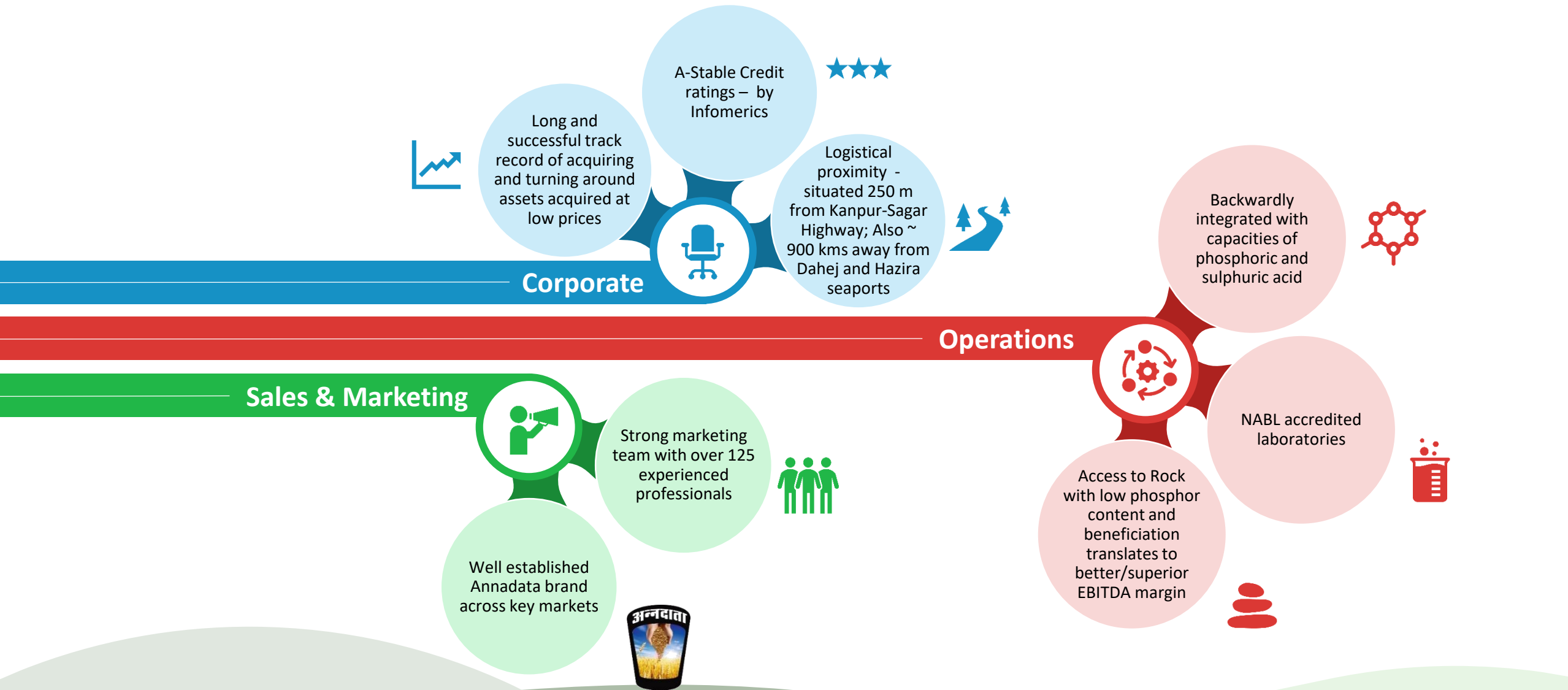
The environment continues to be positive. We look forward to progressive financial and operating performance in FY24”

MBAPL: Business Overview

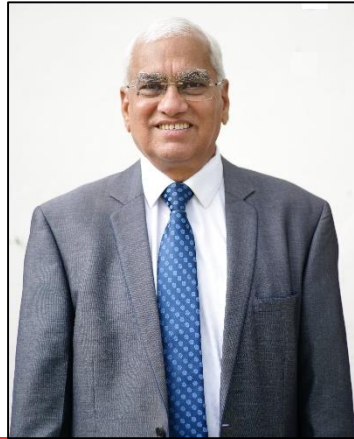
- Led by first generation entrepreneurs with a deep understanding of the Fertilizer and Agri sector.
- Part of India's second largest Single Super Phosphate (SSP) manufacturing group:
 - Market share ~35% in the state of Chhattisgarh and ~12% in the state of Madhya Pradesh.
- Growing presence in manufacturing of DAP/NPK complex fertilizers.
- Robust distribution network of 1,400 wholesalers and 15,000 dealers and retailers.
- Secured supply of rock phosphate through long term agreements with domestic and overseas suppliers.



Differentiators & Strengths



Technocrat promoters



M.K. Ostwal Chairman and Managing Director of Ostwal Phoschem (India) Limited, aged 67 years is one of the pioneers of present SSP technology with 44 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 Madhya Bharat Agro Products Limited 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



Clean drinking water huts



Plantation



Food kit distribution



Mask Distribution



Plantation



Medical & health check-up camp



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Thank You

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