GSTIN : 23AADCM5913E1ZV
CIN No. L24121RJ1997PLC029126
www.mbapl.com
accounts@mbapl.com

OGI
OSTWAL

MADHYA BHARAT AGRO PRODUCTS LIMITED

(An ISO 9001:2015 Certified Company)

May 31, 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 -4 for the financial year 2021 -22 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

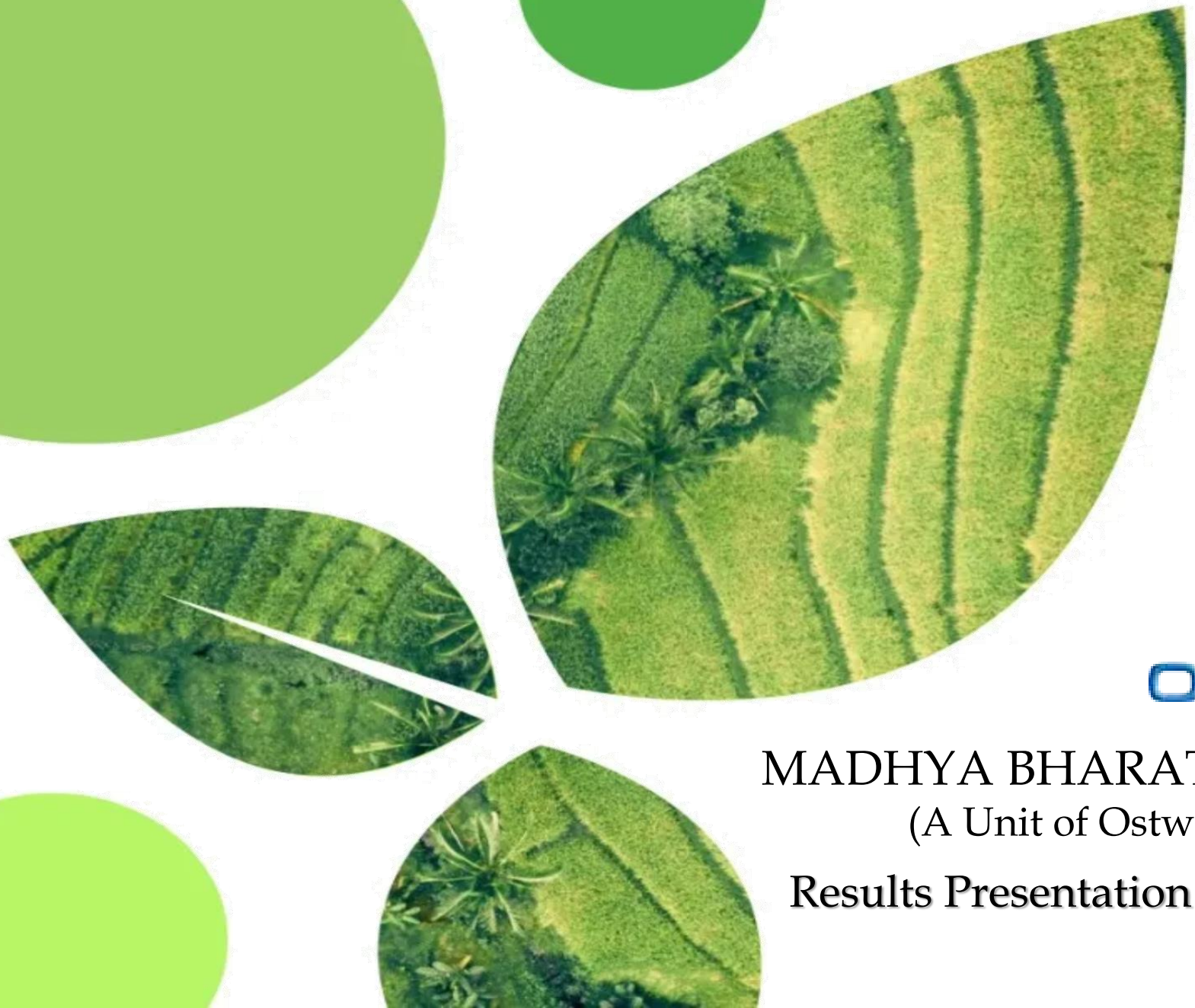
MADHYA BHARAT AGRO PRODUCTS LTD. BHILWARA

Pallavi Sukhwal

(Company Secretary & Compliance Officer)

Place: Bhilwara

Date: 31.05.2022

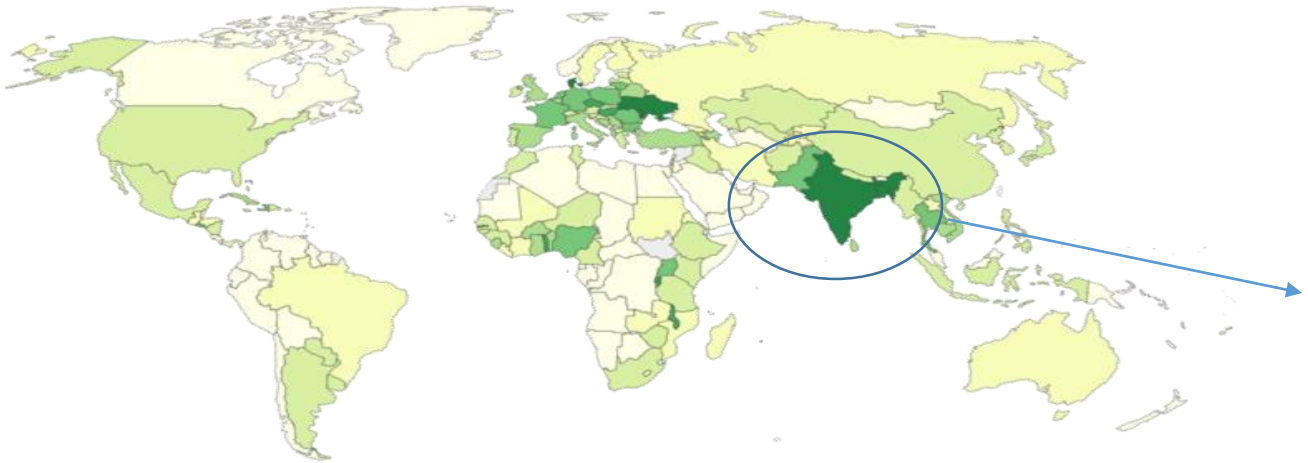


MADHYA BHARAT AGRO PRODUCTS LIMITED

(A Unit of Ostwal Group of Industries)

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

Indian Agriculture: The Global leader



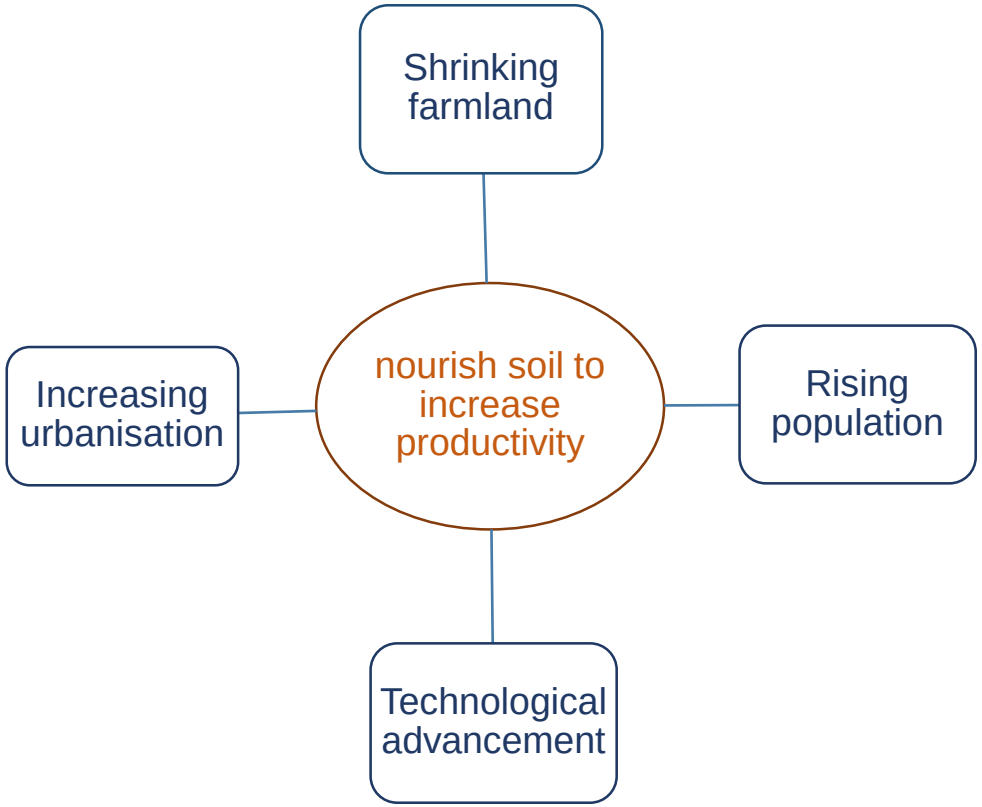
Agriculture…Indian economy "backbone"

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

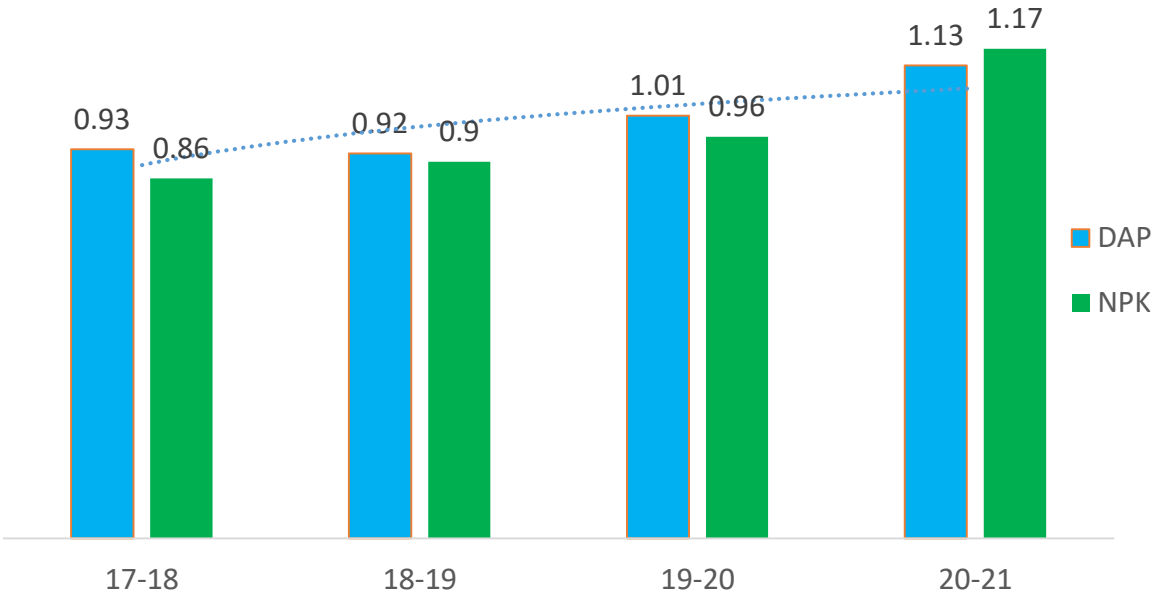
Source: https://statisticstimes.com/economy/country/india-gdp-sectorwise.php

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

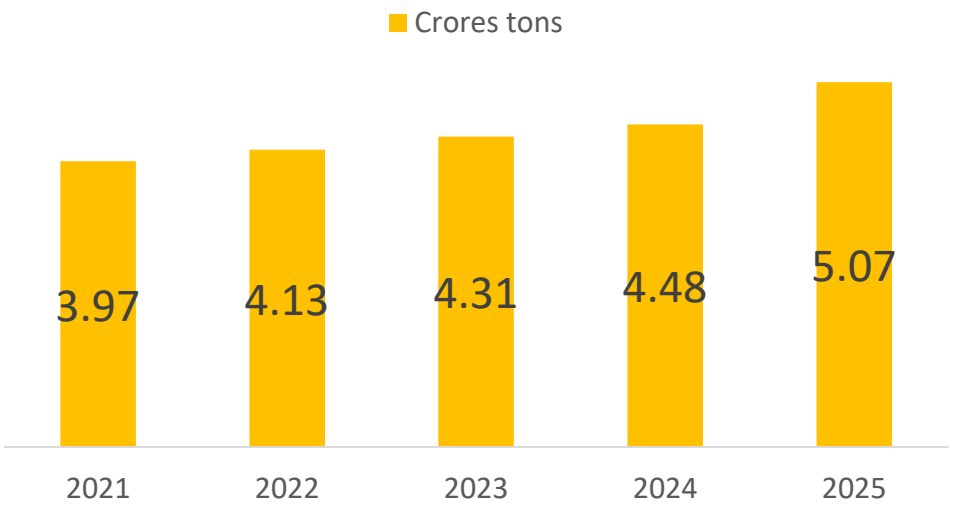
Ideal ratio
4 : 2 : 1

current usage ratio
6.7:2.4:1

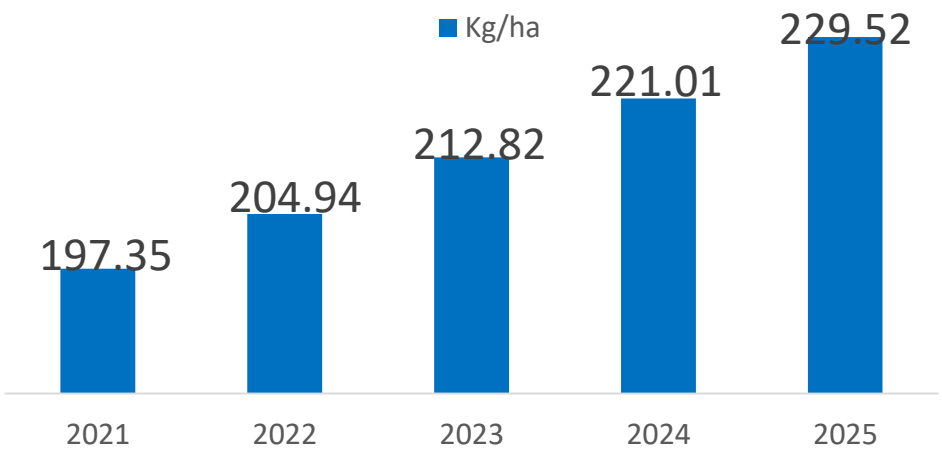
*Source: https://factly.in/data-chemical-fertilizer-consumption-increased-by-about-16-in-the-last-six-years/
#https://www.manage.gov.in/publications/reports/shc.pdf

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

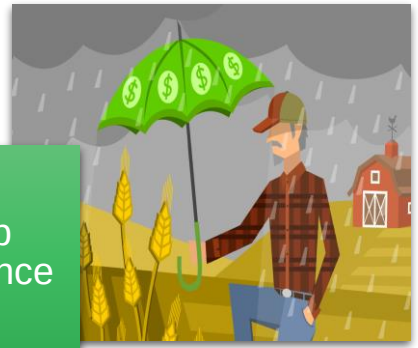
Digital India initiatives introducing UN Agriculture Market

Thrust towards domestic manufacturing

Awareness Camps

Rural Workshops

Crop Insurance



Contract Farming

Transition from regulated pricing to market driven price

Allowed crop sale prior to production

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

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MBAPL Journey so Far

- **2004** 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 plant and also expanded SSP capacity

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

We are India's leading Phosphatic Fertilizer manufacturing Group

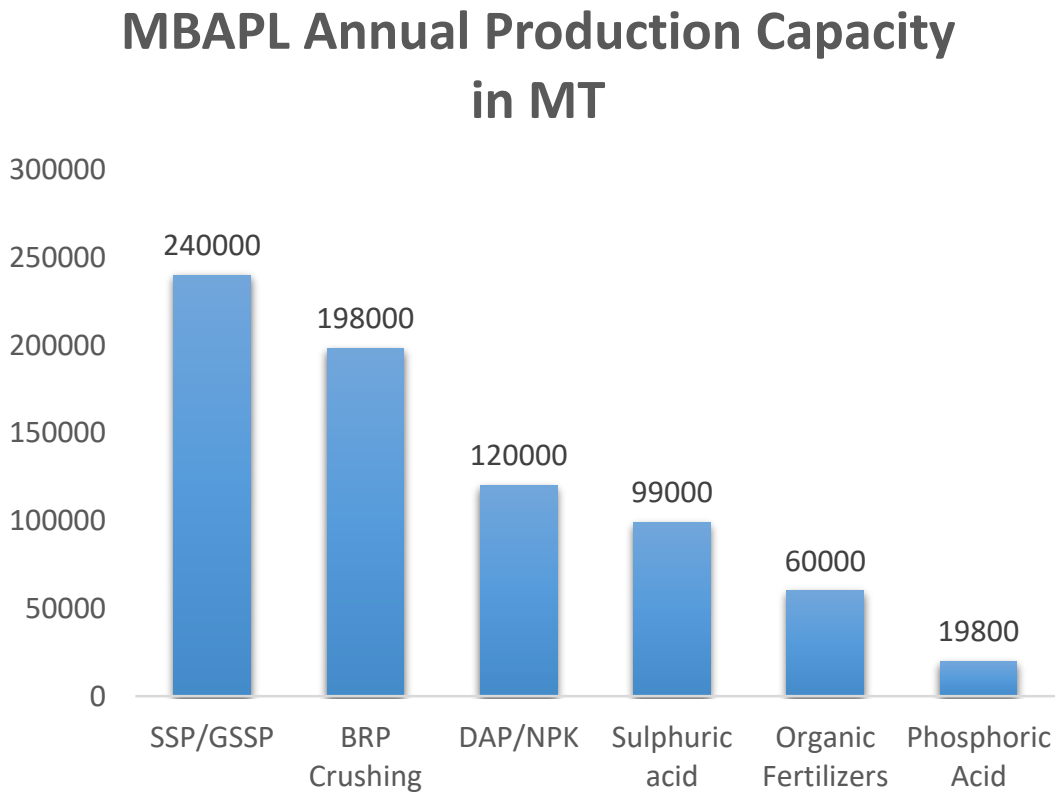
…gaining market share

- 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



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

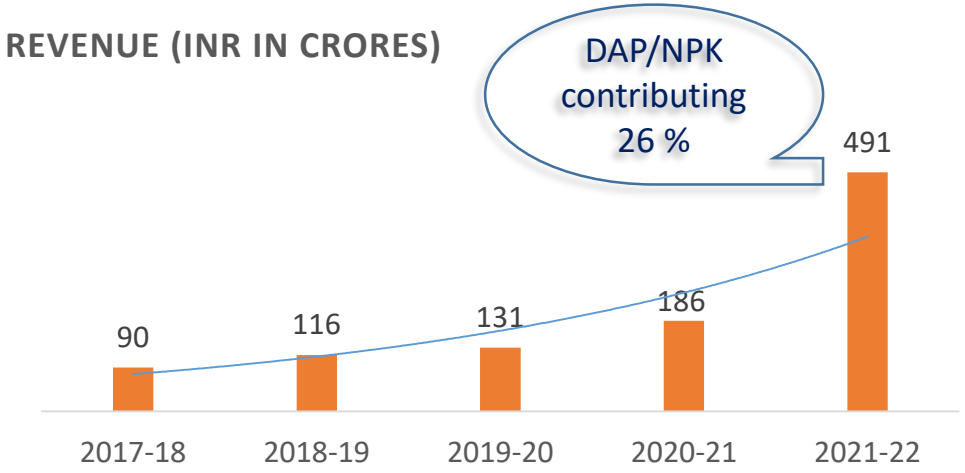
5 Years Growth &Trends

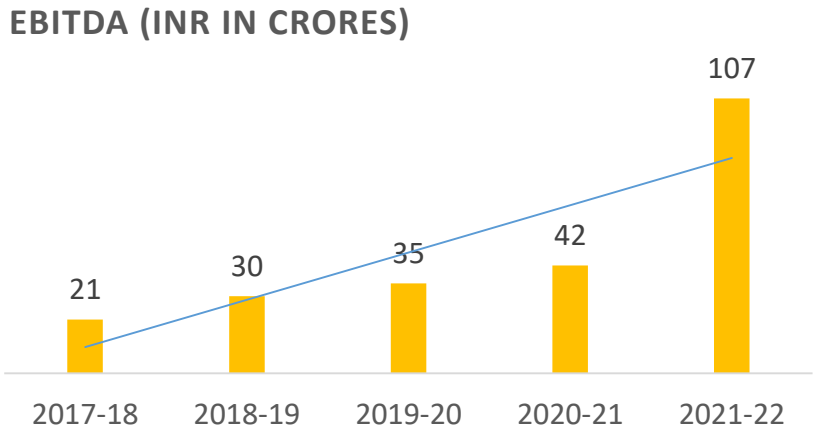
5 Years Financial Performance

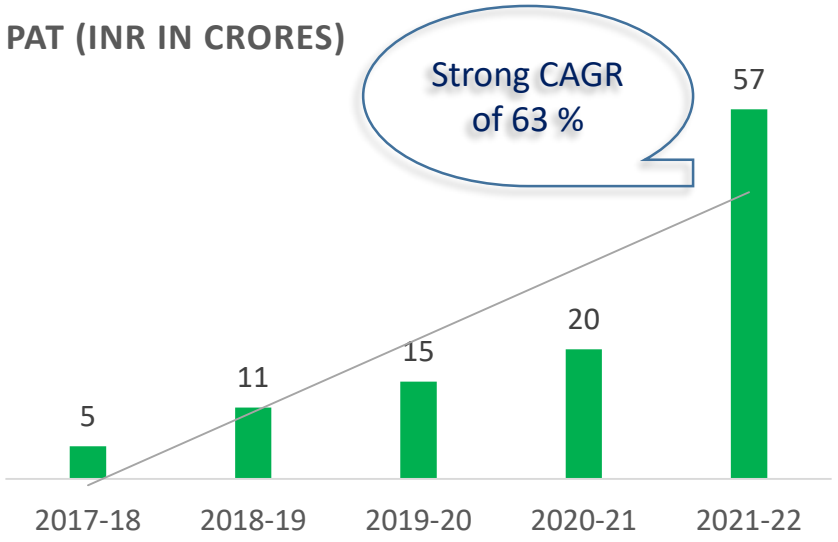
(Rs. in Crores)

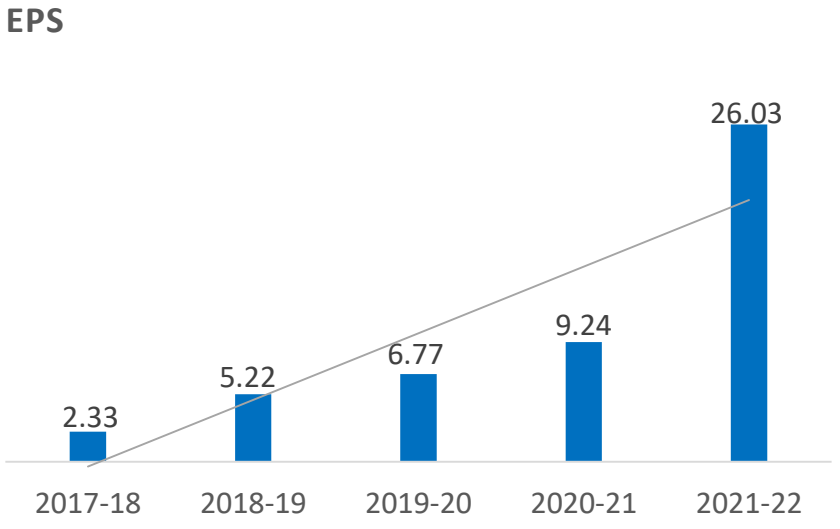
Particulars	FY 2018 Audited	FY 2019 Audited	FY 2020 Audited	FY 2021 Audited	FY 2022 Audited
Revenue	90	116	131	186	491
EBIDTA	21	30	35	42	107
EBIDTA Margin	23%	26%	27%	23%	22%
PAT	5	11	15	20	57
PAT Margin	6%	9%	11%	11%	12%
EPS	2.33	5.22	6.77	9.24	26.03

FY Financial Performance Graphs









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.

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