

Date: 08.01.2026

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-3 for the financial year 2025-26 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 Sukhwal

(Company Secretary & Compliance Officer)

M.No. – A43744

Place: Bhilwara



Madhya Bharat Agro Products Ltd (MBAPL)

(A Unit of Ostwal Group of Industries)

Q3 & 9M FY26

Financial Results presentation





Safe Harbor

This presentation may contain forward-looking statements regarding future business developments and economic performance. These statements related to Madhya Bharat Agro Products Ltd (MBAPL) are based on current expectations and projections that involve a number of risks and uncertainties. Factors that could cause actual results to differ materially include market conditions, regulatory changes, competitive pressures, and technological advancements. We undertake no obligation to revise any forward-looking statements to reflect future events or circumstances.

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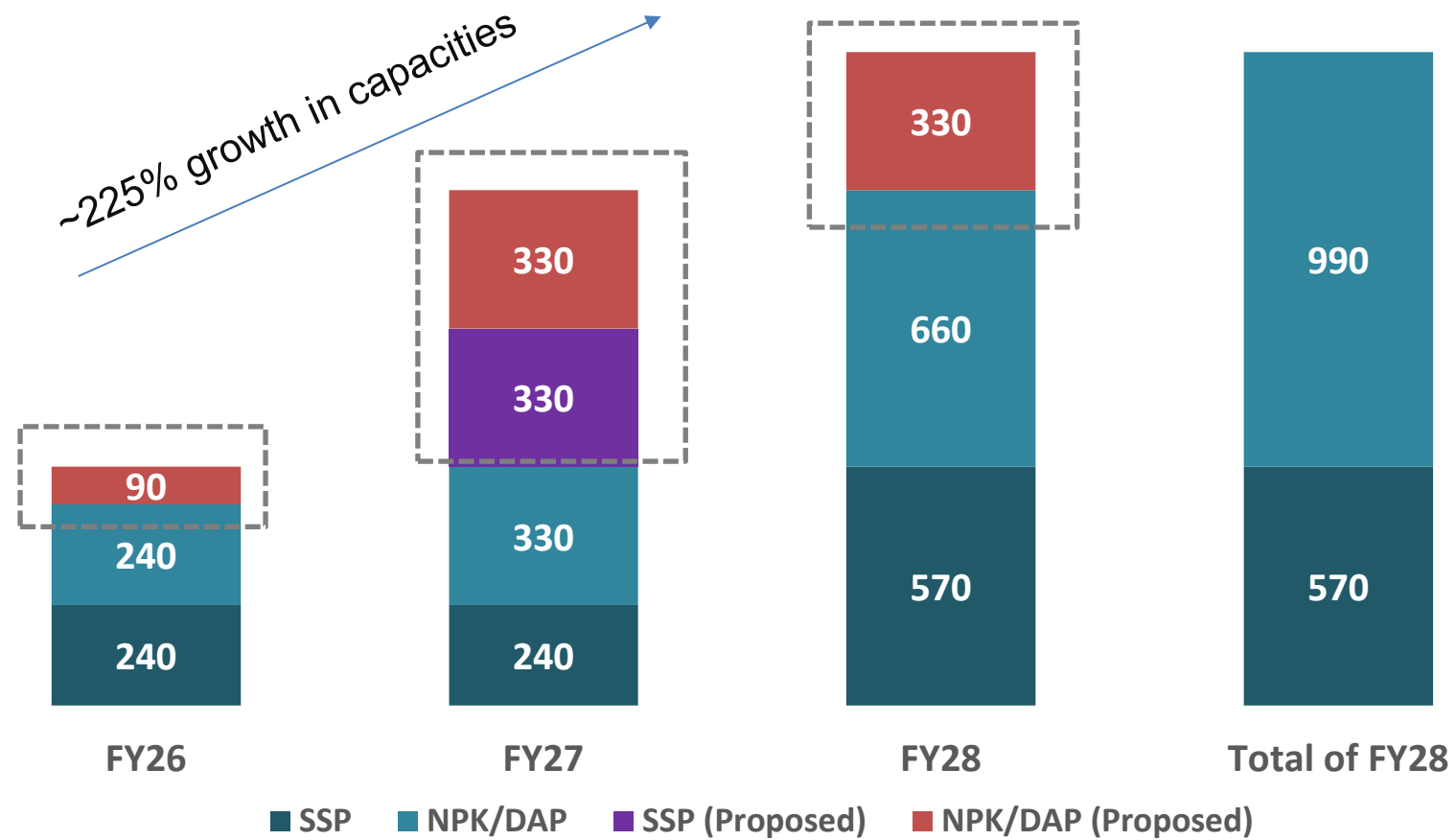
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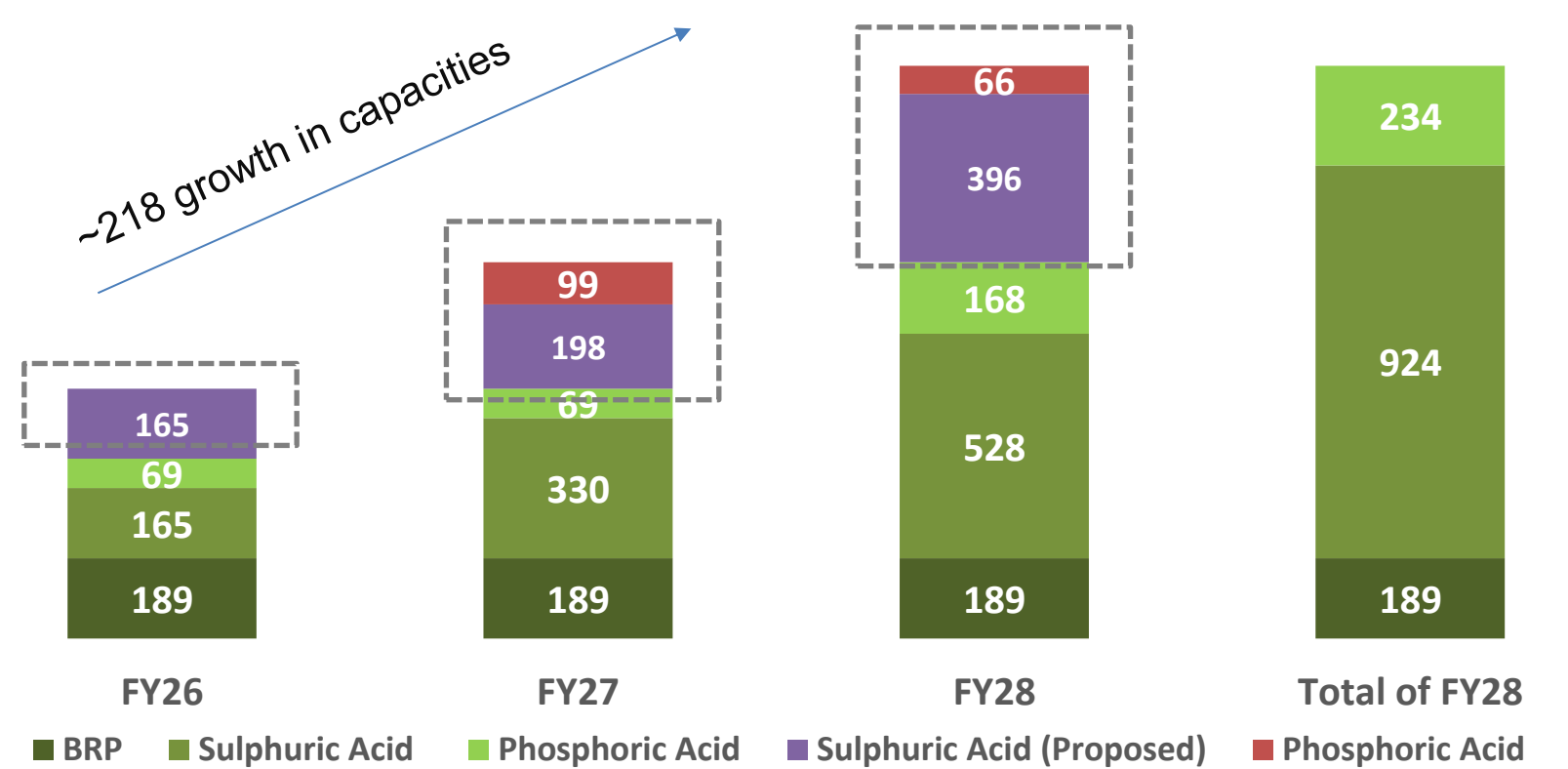


Strengthening Scale Through Capacity Expansion beyond 200%

Fertiliser Capacities in 000' MTPA



Backward Integration Capacities in 000' MTPA



Key Points

- The company is undertaking a **aggressive capacity expansion with backward-integration program** across SSP, NPK/DAP, and key intermediates, spanning both **existing Sagar (MP) operations** and the **upcoming Dhule (MH) plant**.
- **SSP capacity** is being expanded from 240k MT to 570k MT by October 2026, reflecting a **138% scale-up**, strengthening the company's core phosphatic fertilizer base.
- **NPK/DAP capacity**, including announced brownfield and greenfield additions, will increase from 240K MT to 990k MT, representing a **313% expansion** and supporting entry into higher-value complex fertilizers.
- **Sulphuric acid capacity**, a key backward-integrated input, is set to rise from 165k MT to 924k MT, marking a **460% increase**, improving raw material security and cost efficiency.
- **Phosphoric acid capacity** will scale from 69k MT to 234k MT, a **239% expansion**, further deepening integration and margin resilience.
- **MBAPL will be India's 4th largest Private sector Phosphatic Fertiliser company with proposed capacities expansion.**



MBAPL Overview




Acquired in 2004, transformed from loss making into a powerhouse.

- ❑ MBAPL, India`s 4th largest Private sector Phosphatic Fertiliser company with proposed capacities expansion from 5 lakh MTPA to ~16 lakh MTPA.
- ❑ Led by **Result oriented Experienced Team**–
 - **Mr. M.K Ostwal (Chairman)**, a technocrat entrepreneur and pioneer in SSP production from BRP.
 - **Mr. Pankaj Ostwal (MD) and Mr. Praveen Ostwal (Director)** being turnaround specialists. Have turned 4 loss making fertilizer plants operating with sustainable healthy profits.
- ❑ It manufactures and markets fertilizers under the brands ‘**Annadata**’ (SSP) and ‘**Bharat**’ (NPK/DAP complex).



Key Metrics

A + ICRA	19% Chhattisgarh	9% Madhya Pradesh
Credit Rating	SSP market share	
3 Manufacturing Unit	~16 Lakhs MTPA*	
MP & Maharashtra (WIP)	Fertilizer Capacities	
*Including Proposed- 10.8 Lakhs MTPA		
11 #	170+	
States Covered	Marketing Professionals	
#Post expansion area coverage 15 states		
2,500+	30,000+	
Wholesalers/dealers	Retailers	

Manufacturing Units	Locations	Installed/Planned Capacity (In MT)	Backward Integration Capacity (In MT)	Credentials
	Banda in Sagar	<ul style="list-style-type: none"> • SSP- 1,80,000 • DAP/NPK- 2,40,000 • DAP/NPK (WIP)-90000 	<ul style="list-style-type: none"> • BRP-1,89,000 • Phosphoric Acid-69,000 • Sulphuric Acid - 1,65,000 • Sulphuric Acid (WIP)-1,65,000 	<ul style="list-style-type: none"> • Located on Chattarpur-Kanpur National Highway • Close to Chattarpur Rock mines
	Rajoua in Sagar	SSP- 60,000	NA	<ul style="list-style-type: none"> • Located near Kanpur–Sagar highway
 PLANNED	Dhule, Maharashtra	<ul style="list-style-type: none"> • SSP- 3,30,000 • NPK/DAP-6,60,000 	<ul style="list-style-type: none"> • Phosphoric Acid- 165,000 • Sulphuric Acid – 5,94,000 	<ul style="list-style-type: none"> ▪ Closest to Hazira port ▪ Maharashtra is highest fertiliser consuming state in India



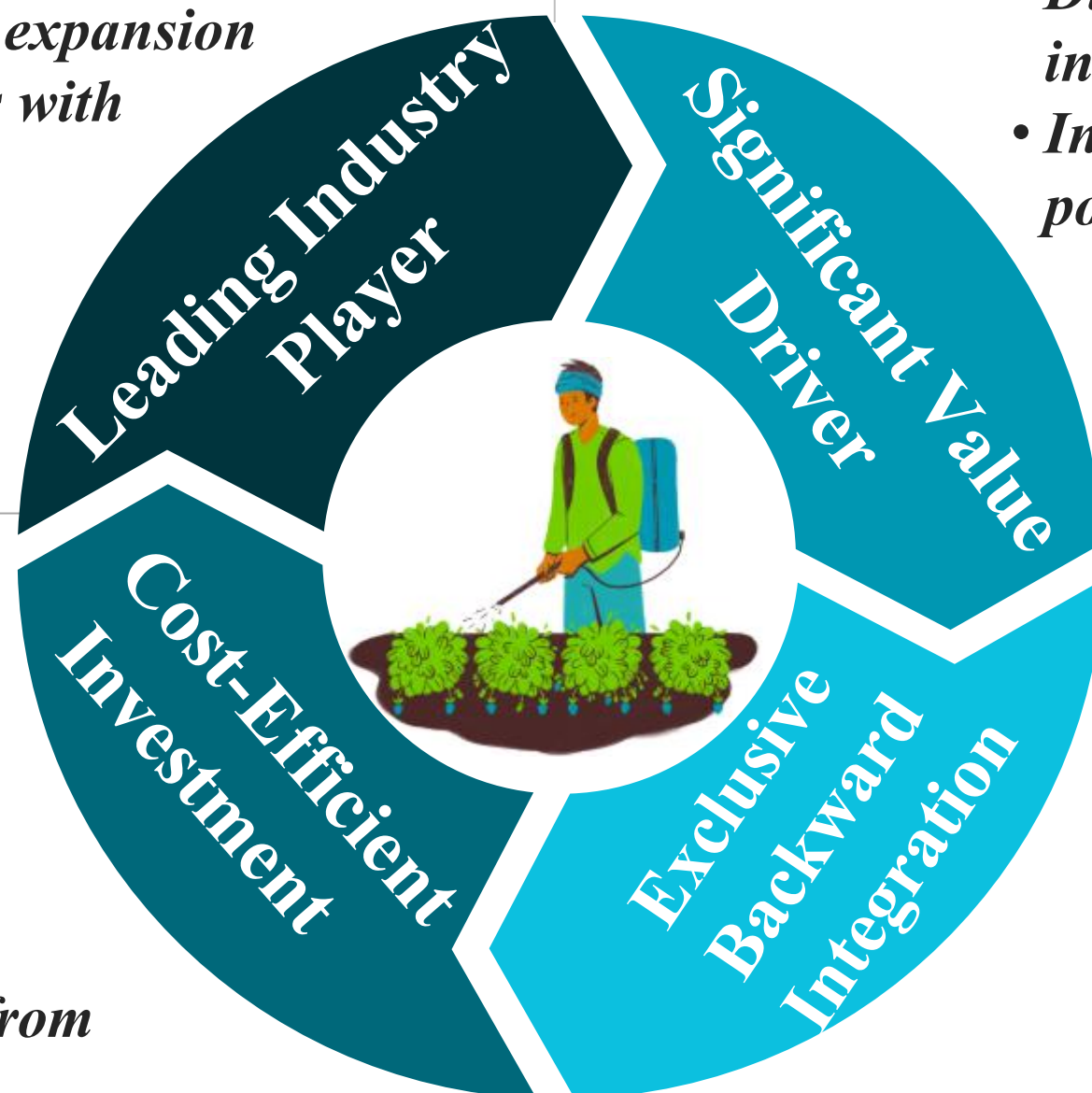
Key Strengths



- Part of OGI which is the **2nd largest SSP fertiliser producer in India** and **exclusive producer of complex fertiliser in Central India**
- India`s **4th largest Private sector Phosphatic Fertiliser company** with proposed expansion
- **Leading in industry performances with outstanding returns**
- **Strong distribution network**
- **Key contributor to Make in India**



- **Record of turning around sick units into cash-generating valuable assets**
- **Continuous expansions to drive growth**
- **Distinct advantage with continuous innovation and emerging technologies**
- **In-house power generation through solar power and waste heat utilization**



- **Only player to relocate plants and enhance its capacities**
- **Strategic plant locations having operational cost advantage**
- **Capital savings by developing and enhancing low-cost quality assets from sick firms**
- **Advanced capacities and added new products with cost competitiveness**

- **Advantaged with beneficiation of low-grade rock phosphate**
- **In-house manufacturing of Sulphuric and Phosphoric acid**
- **Assured rock phosphate supplies with long term contracts**
- **Favourable, cost-effective material pricing driving predictable profitability**





Leading the Industry Through Unmatched Performance and Scale Expansion

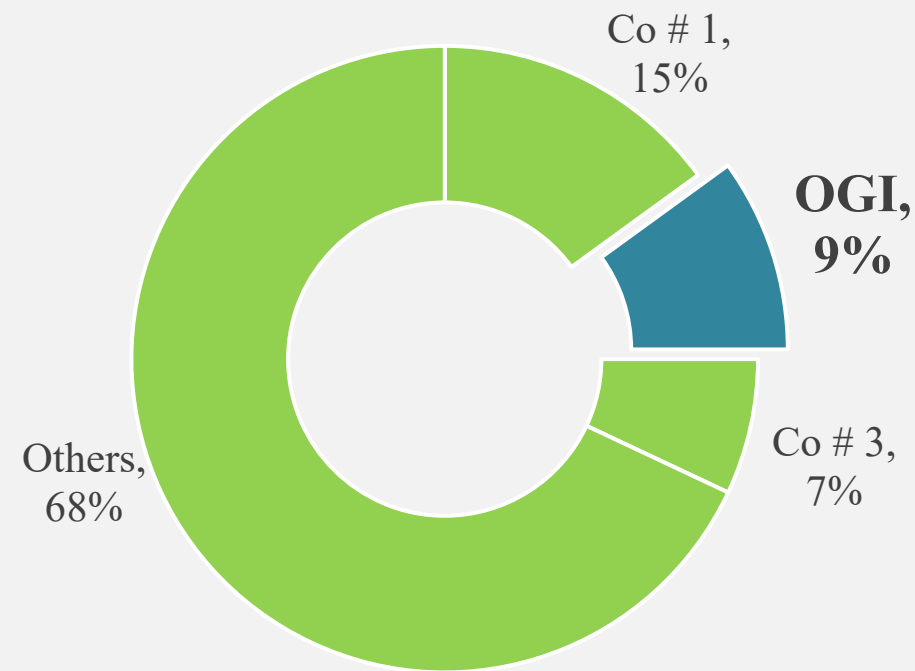


OGI is India's #2 SSP producer consistently



India's Only Private Low-Grade Rock Beneficiator

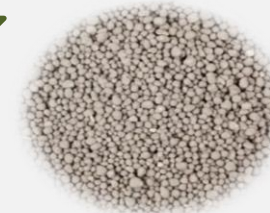
Our Returns vs. Industry Average* (5 Year CAGR)



LOW GRADE



HIGH GRADE



India's only private player that upgrades low-grade rock into high-grade BRP, creating a structural cost advantage

	MBAPL		INDUSTRY AVERAGE	
Revenue Growth	58%	↑	12%	↑
EBITDA Growth	19%	↑	14%	↑
PAT Growth	31%	↑	29%	↑
EPS	31%	↑	14%	↑

*Source: Industry average is based on publicly available information of PPL, Coromandel, FACT, Deepak, GNFC, GSFC, RCF & MCF

Strategically positioned in Central India

- *Exclusive player positioned in central India with complex fertilisers*
- *Central location of plants provide strategic advantage to serve entire country*
- *Strong on-ground presence backed by 2,500+ wholesalers and 30,000+ retailers across 11 states*

Best Production Award for SSP Fertilizer Plant



M/s Madhya Bharat Agro Products Limited, received the prestigious Best Production Award 2023 for their SSP Fertilizer Plant

Exclusive Expertise Turning Risk into Reward



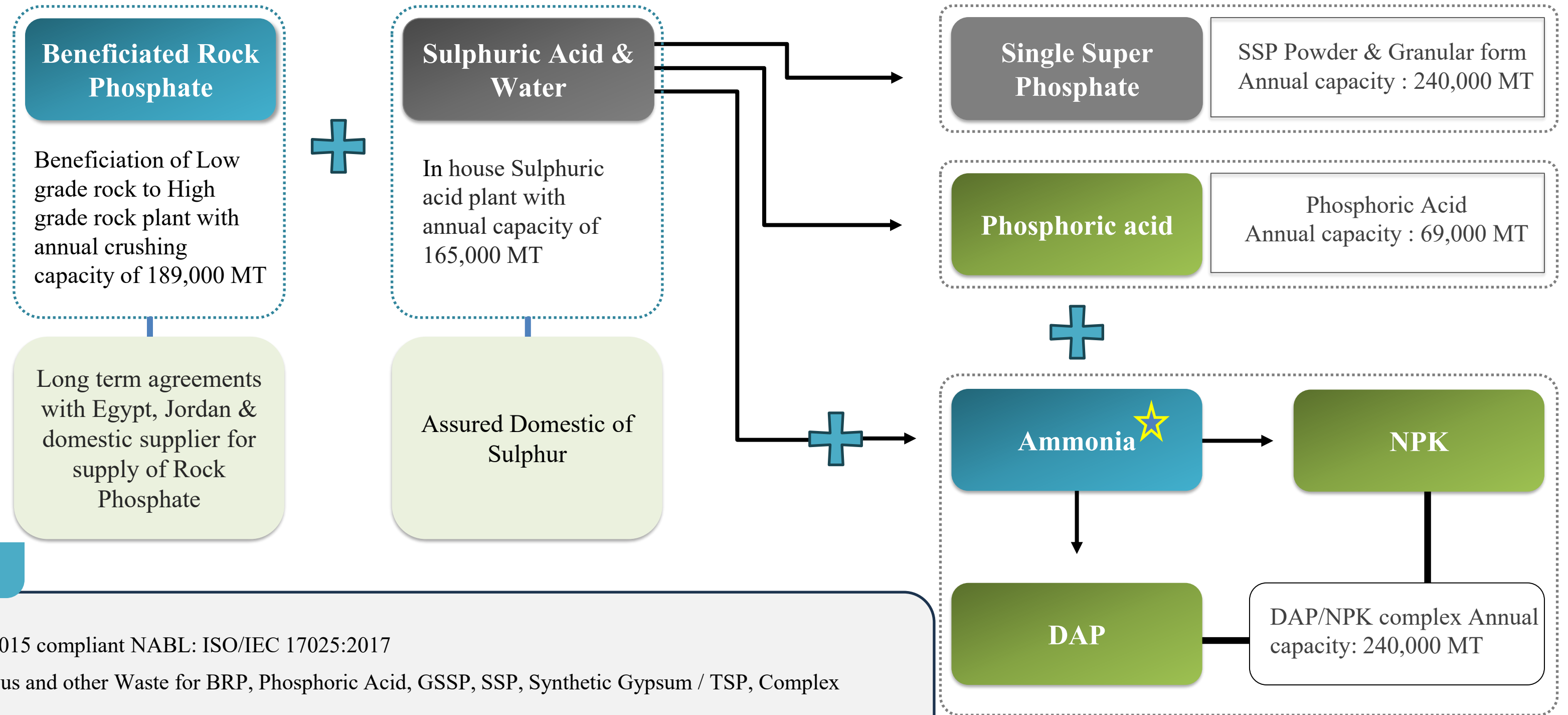
Dismantling & Rebuilding:
Successfully relocated high quality fertilizer plants, now operational beyond original capacity, an exclusive blend in India.

Turning around sick units:
OGI Successfully transformed 4 loss-making units into fully profitable operations

Value Creation:
Converting high-risk, complex operations into profitable venture



India's only manufacturer with extensively backward-integrated operations



Certifications

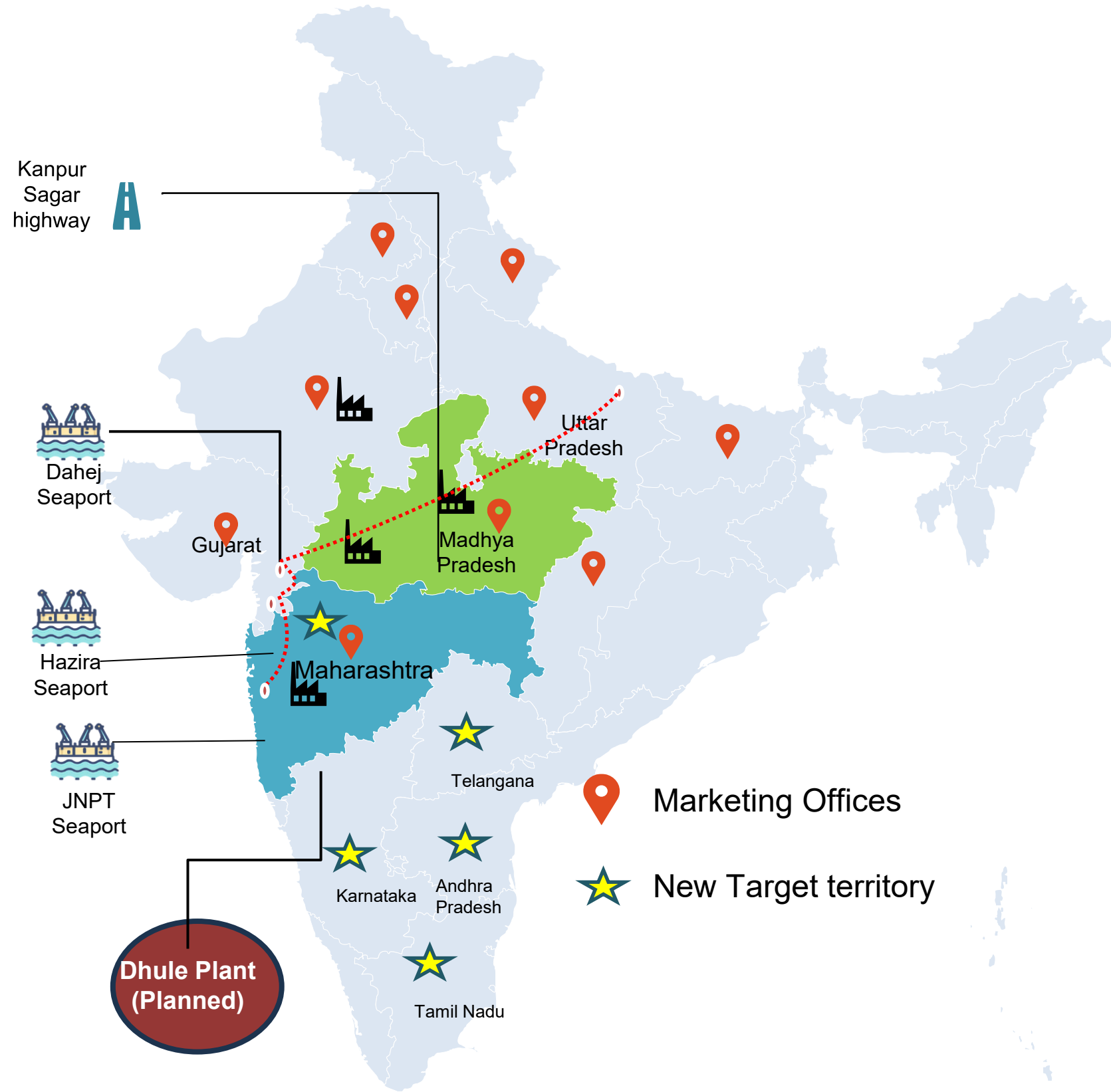
All facilities are ISO 9001:2015 compliant NABL: ISO/IEC 17025:2017
 Authorization under Hazardous and other Waste for BRP, Phosphoric Acid, GSSP, SSP, Synthetic Gypsum / TSP, Complex Fertilizer
 Authorization under Hazardous Waste for Alum, Di Calcium Phosphate, Oleum, Sulphur Bentonite and Sulphuric Acid

★ Secured with Long-Term Supply of Green Ammonia

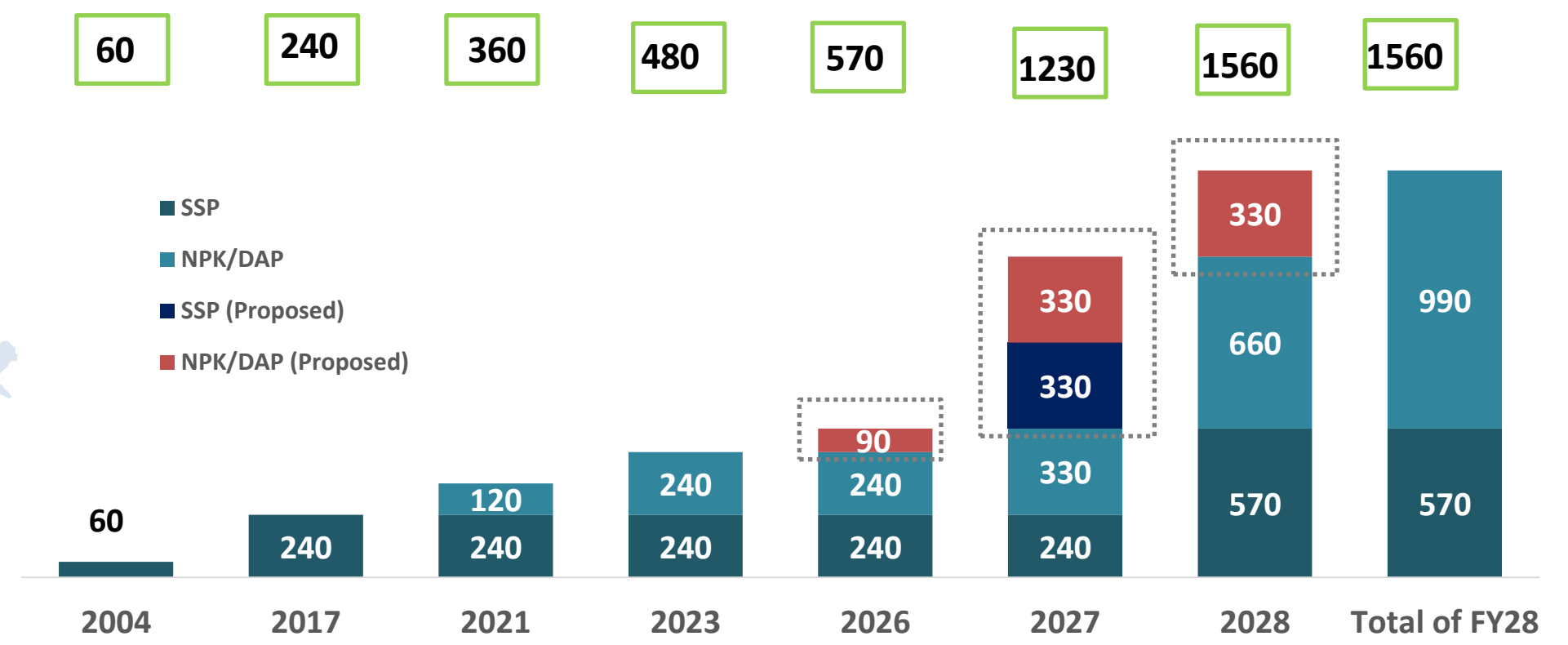
Access to low grade rock phosphate for beneficiation and backward integration ensures sustainable and efficient operations



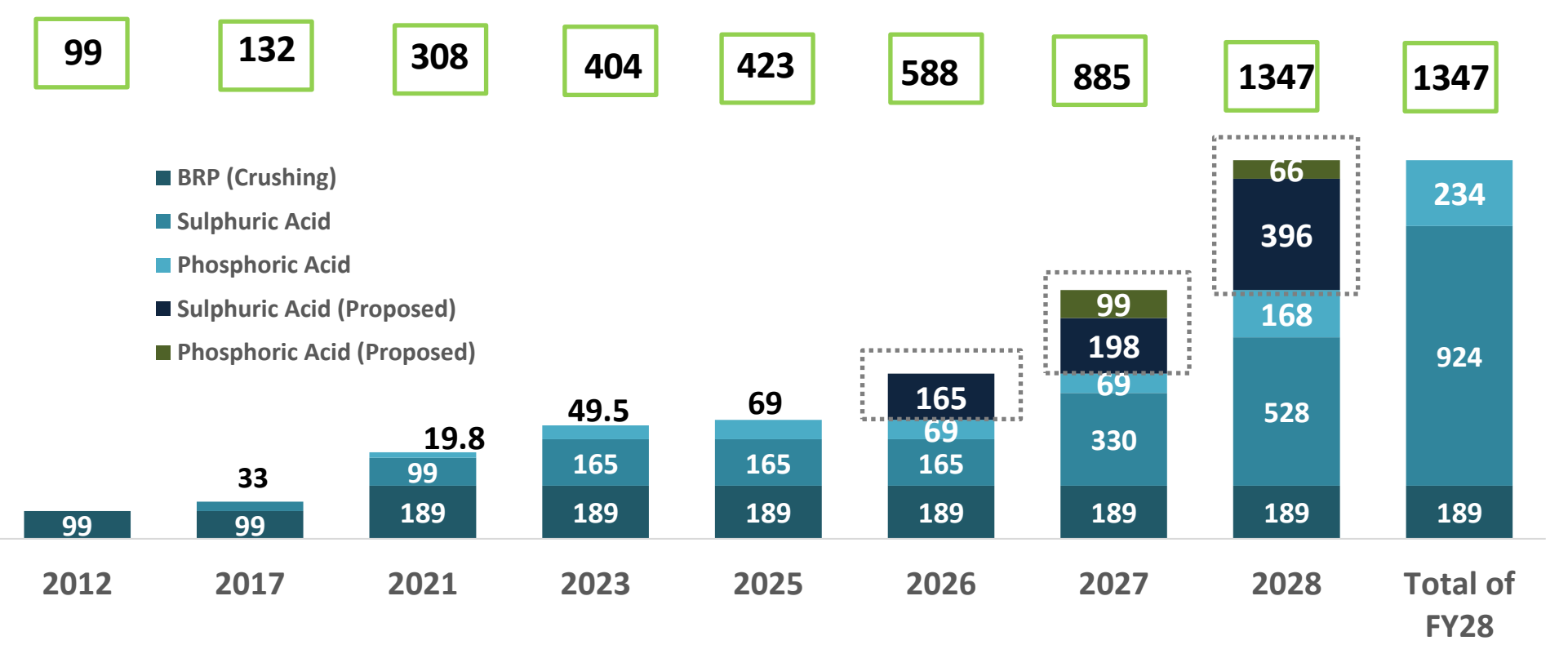
Strategic Location with continuous expansions



Fertiliser Capacities (in '000 MT)



Intermediates Capacities (in '000 MT)

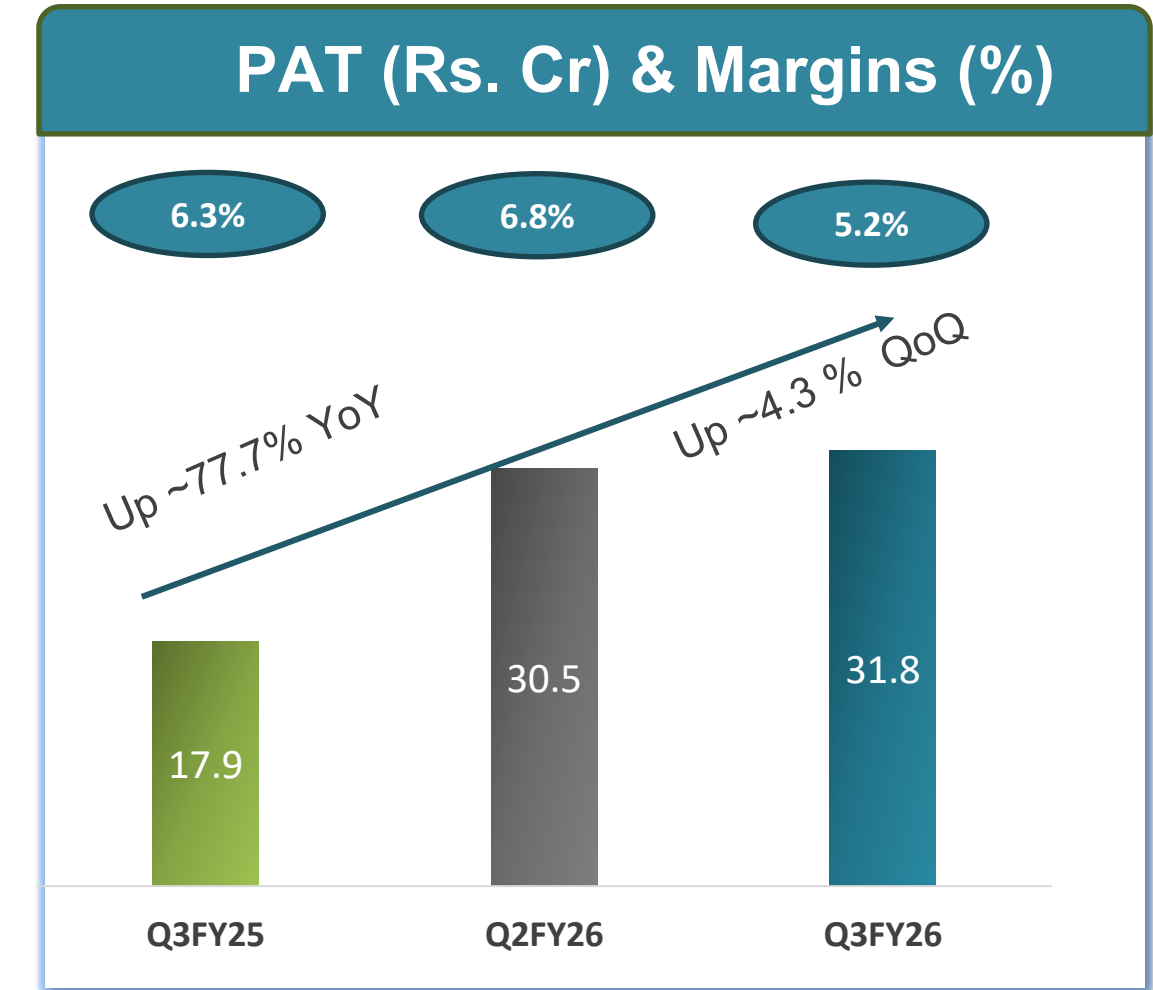
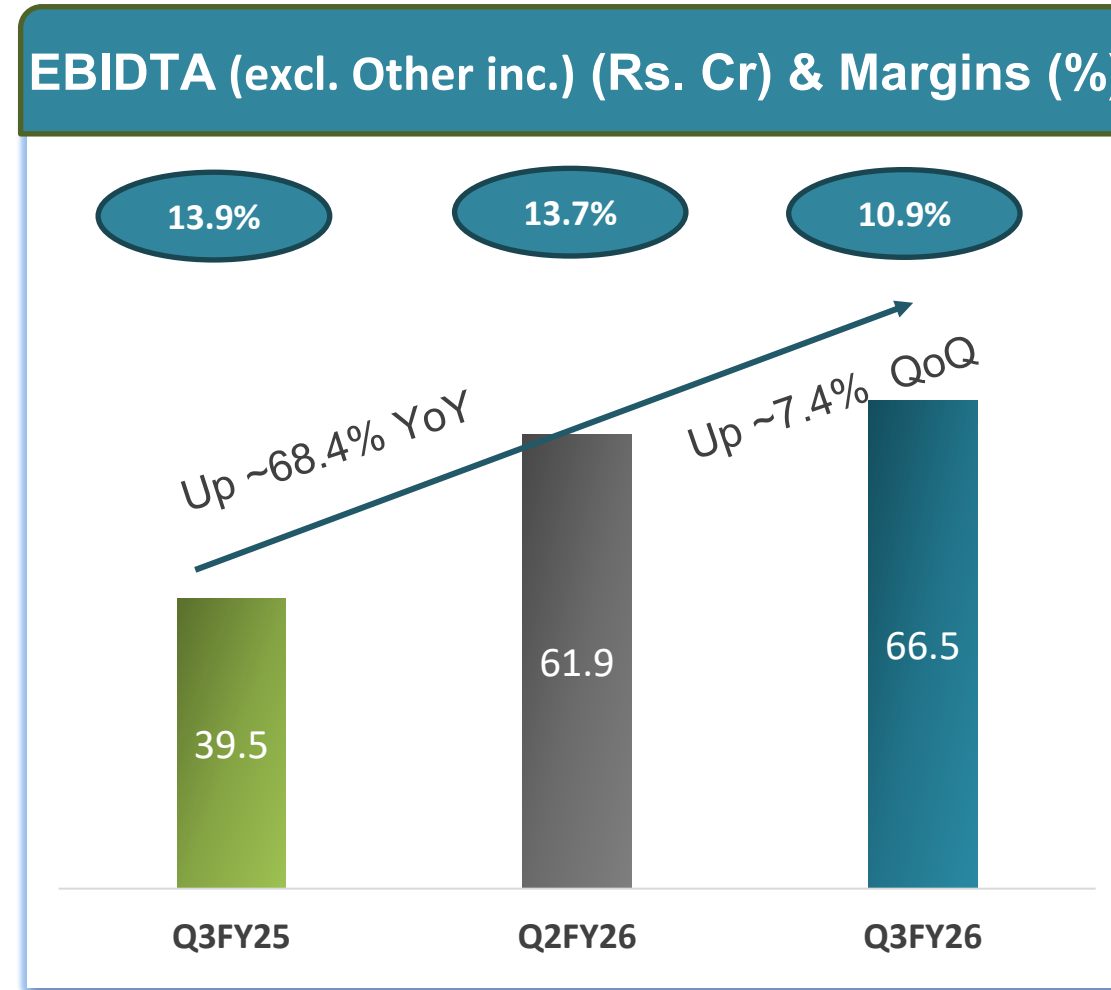
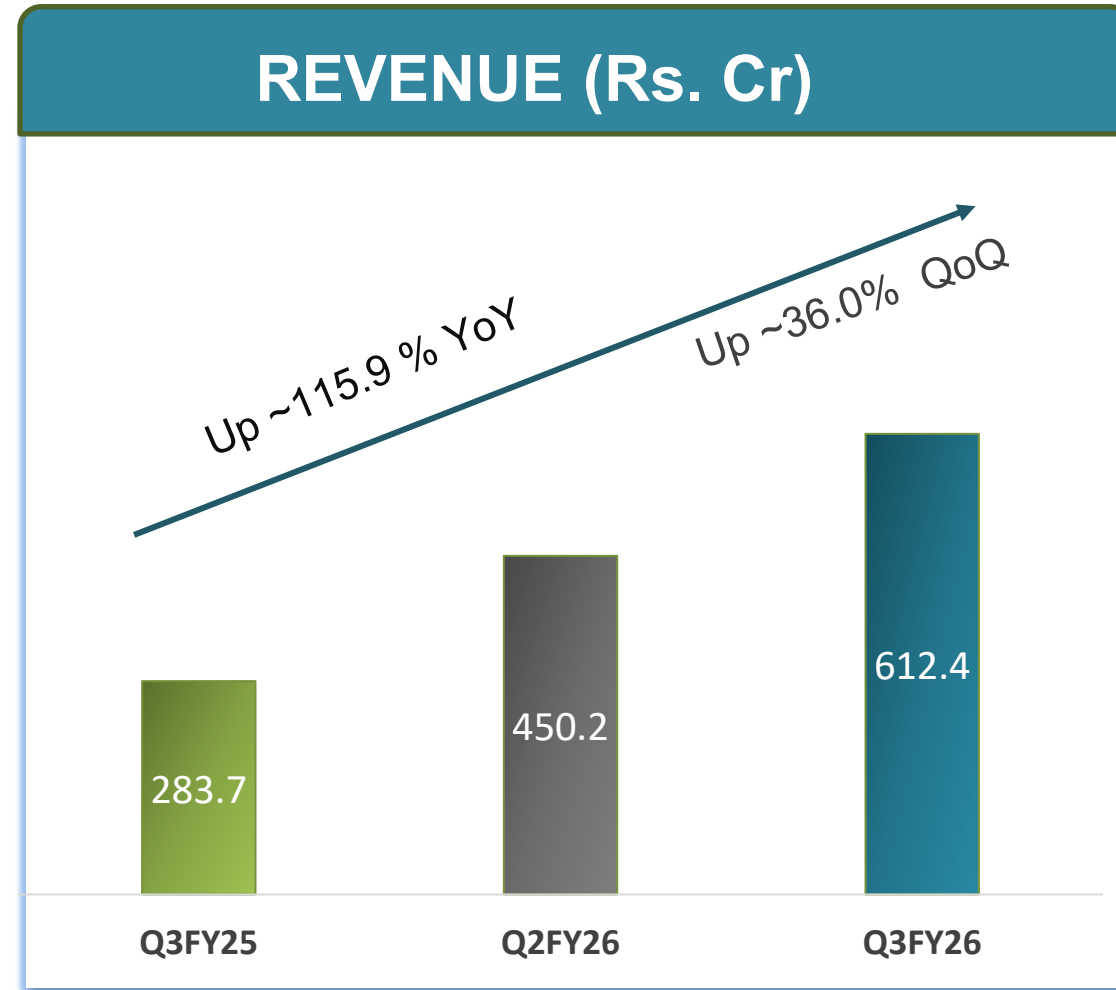


Q3 & 9M FY26 PERFORMANCE





Q3 FY26 Financial Performance



Key Financial highlights:

The Company delivered record breaking financial performance across all key metrics during the quarter.

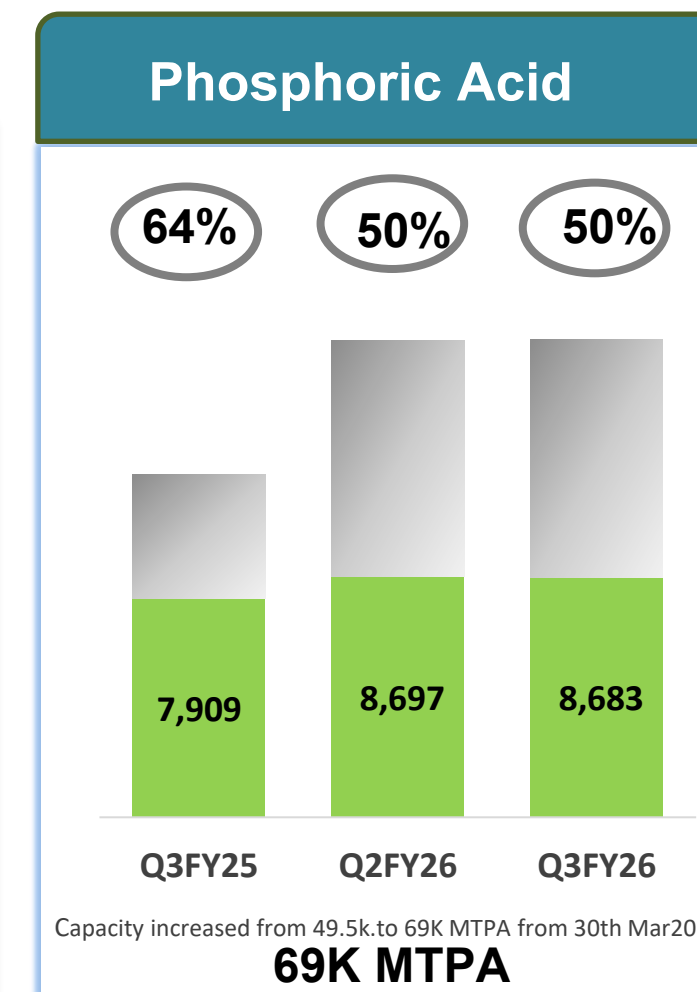
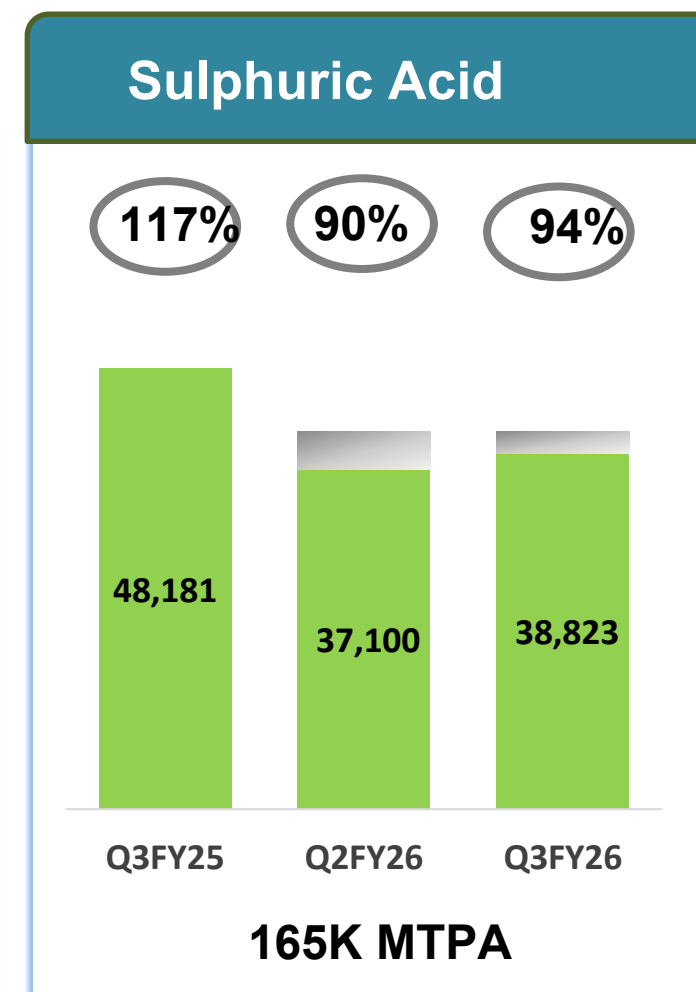
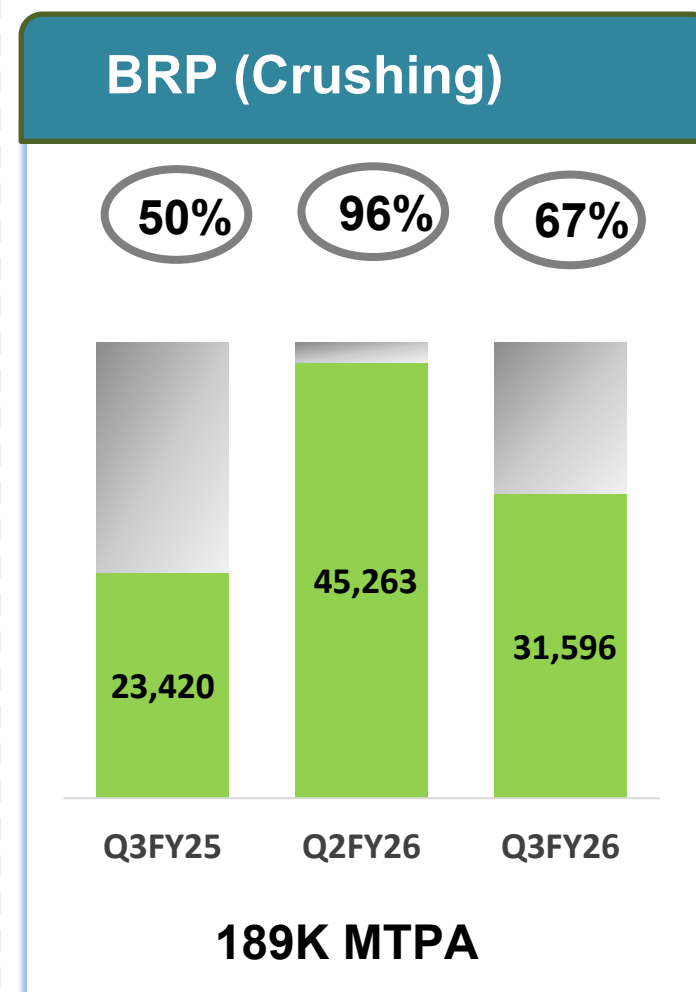
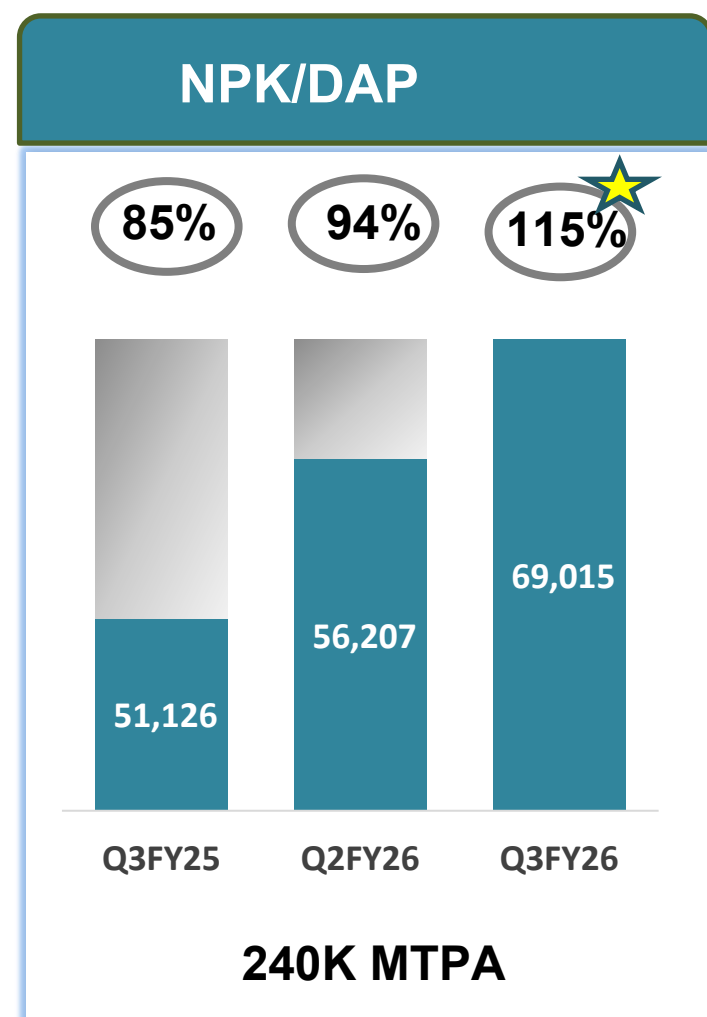
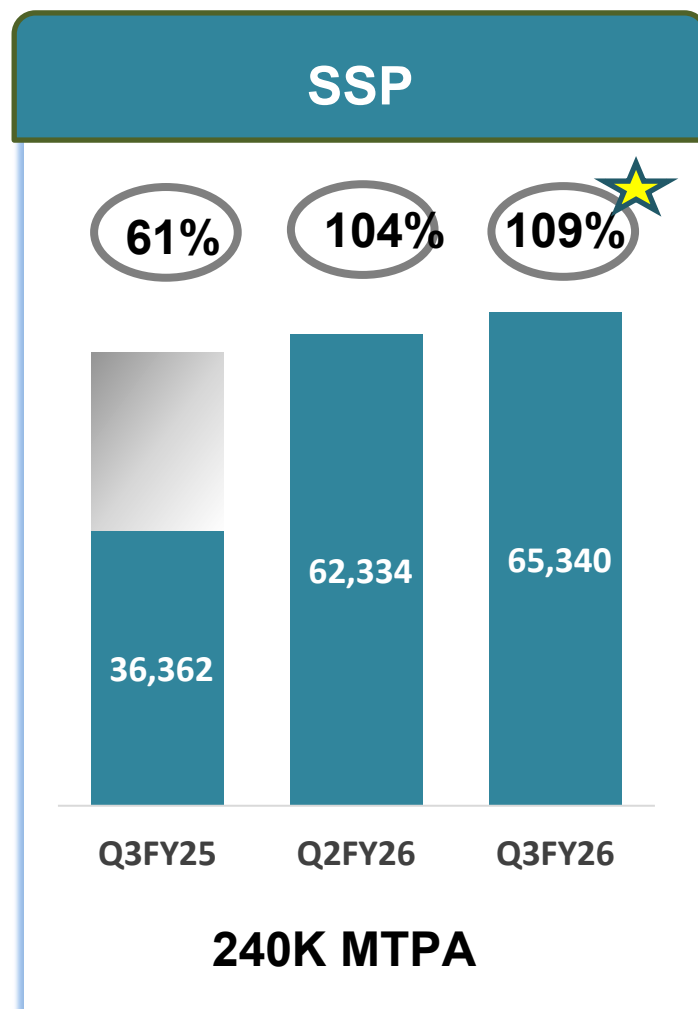
- **More than Double Revenue:** ₹612.4 crore, up 115.9% YoY and 36.0% QoQ, driven by strong utilisation and operational efficiencies across SSP and NPK.
- **Record High EBITDA:** ₹66.5 crore, up 68.4% YoY and 7.4% QoQ, led by volume growth, operating leverage, and process efficiencies.
- **Robust PAT Growth:** ₹31.8 crore, up 77.7% YoY and 4.3% QoQ,
- **EPS Growth Momentum:** ₹3.62 compared with ₹2.04, registering 77.7% YoY growth, supported by improved profitability.



Q3 FY26 Operational Performance

Fertilizers Capacities Utilization (in tons)

Integrations Capacities Utilization (in tons)

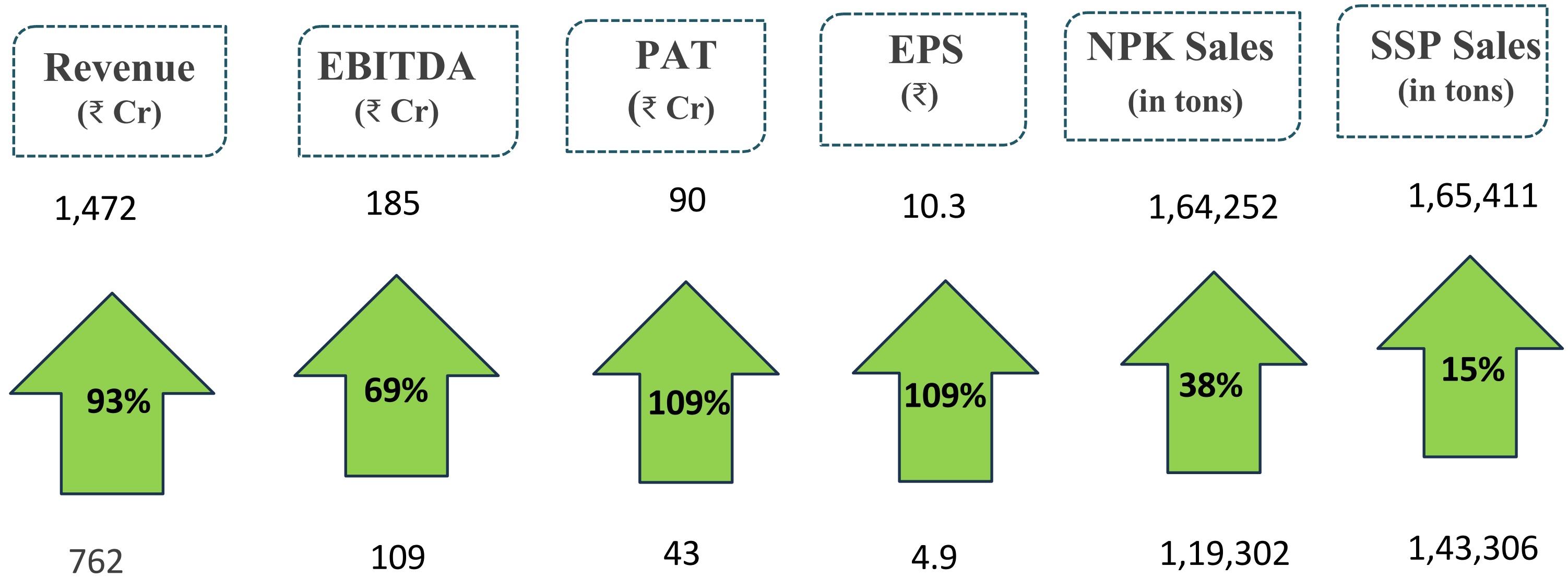


Key Operational highlights: EXPANDING BEYOND CORE

- **Record Production Volumes:** 1,34,355 MT
- **Fertiliser Sales Volumes:** 94,958 MT
- **SSP Operations at Peak Efficiency:** 109% utilisation (65,340 MT)
- **NPK/DAP Operations at Peak Efficiency:** 115% utilisation (69,015 MT)
- **BRP Crushing Performance:** 67% utilisation (31,596 MT)
- **Healthy Sulphuric Acid Production:** 94% utilisation (38,823 MT)
- **Stable Phosphoric Acid Production:** 50% utilisation (8,683 MT)



9M FY26 Performance Summary



Financial highlights:

The Company achieved its best-ever nine months performance, setting new records across all key financial metrics.

- **Highest-Ever Revenue:** ₹1,472.3 crore, up 93.1%, driven by strong fertiliser demand and higher sales volumes enabled by improved plant utilisation.
- **Highest-Ever EBITDA:** ₹185.4 crore, up 69.5%, supported by operating leverage from higher volumes and operational efficiencies.
- **More than Double PAT:** ₹90.4 crore, up 109.3%
- **More than Doubled EPS:** ₹10.32, up 109.3%, driven by higher profitability



Financials Summary

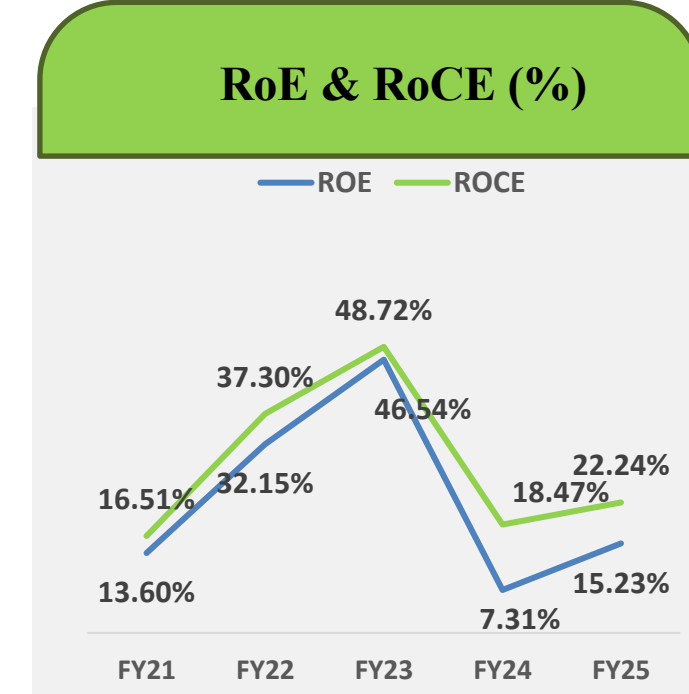
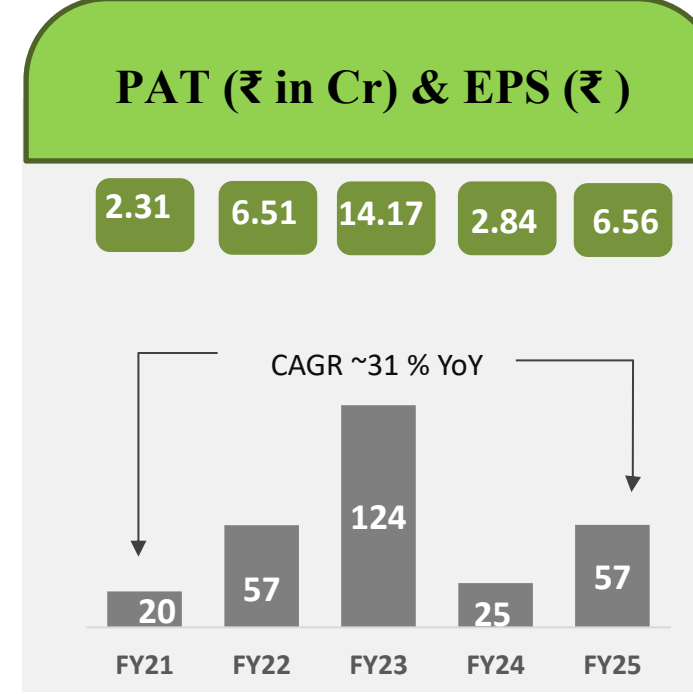
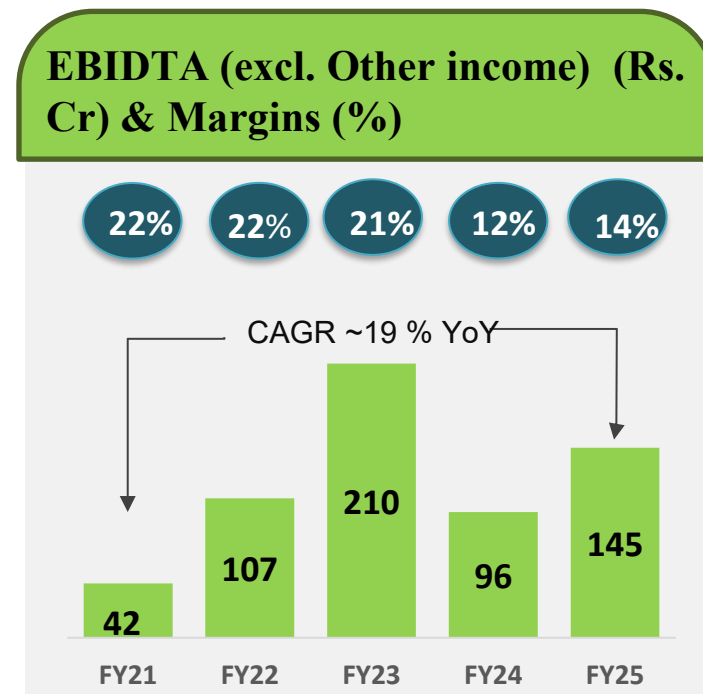
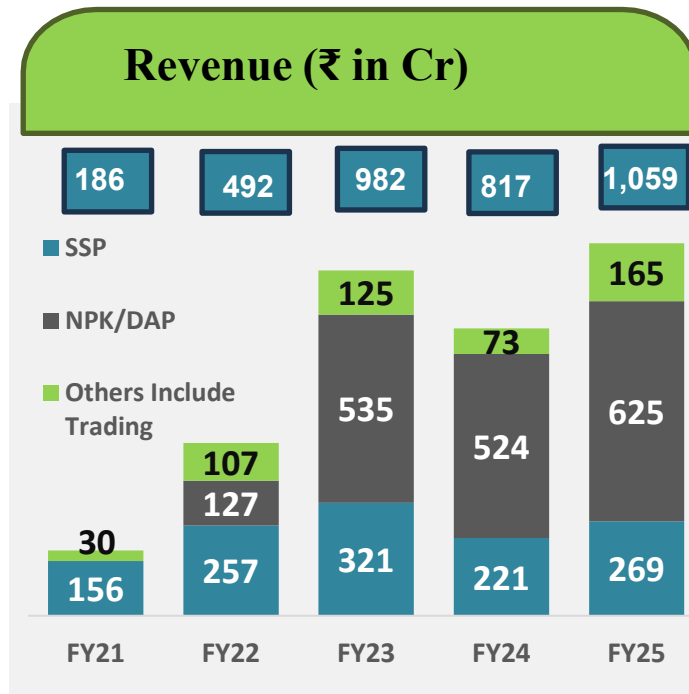
Rs. In Crore

Particulars	Q3FY26	Q3 FY25	YoY%	Q2 FY26	QoQ%	9M FY26	9M FY25	YoY%
Revenue from operations	612.4	283.7	115.9	450.2	36.0	1,472.3	762.4	93.1
Other income	2.9	1.6	81.3	1.7	70.6	7.7	4.9	57.1
Total income(I+II)	615.3	285.3	115.7	451.9	36.2	1,480.0	767.3	92.9
Expenses								
Cost of material consumed	633.2	211.6	199.2	301.9	109.7	1,225.9	498.5	145.9
Changes in Inventories of finished goods, work in progress and stock in trade	-168.5	-15.7	-	17.7	-1052.0	-	19.6	-830.1
Employee benefits expenses	13.1	7.7	70.1	8.4	56.0	29.7	19.0	56.3
Depreciation and amortisation expenses	9.3	8.6	8.1	9.3	0.0	27.9	25.7	8.6
Finance cost	9.4	5.4	74.1	5.7	64.9	21.7	20.9	3.8
Other expenses	68.1	40.6	67.7	60.3	12.9	174.4	115.9	50.5
Total expenses	564.6	258.2	118.7	403.4	40.0	1,336.6	699.6	91.0
EBIDTA (excl. Other income)	66.5	39.5	68.4	61.8	7.4	185.3	109.4	69.5
EBIDTA Margin(%)	10.9	13.9	-306	13.7	-289	13	14	-176
Reported Profit After Tax	31.8	17.9	77.7	30.5	4.3	90.4	43.2	109.3
PAT Margin(%)	5.2	6.3	-111.7	6.8	-158.2	6.1	5.7	47.4
Basic EPS(Rs./share)	3.62	2.04	77.5	3.48	4.0	10.32	4.93	109.3

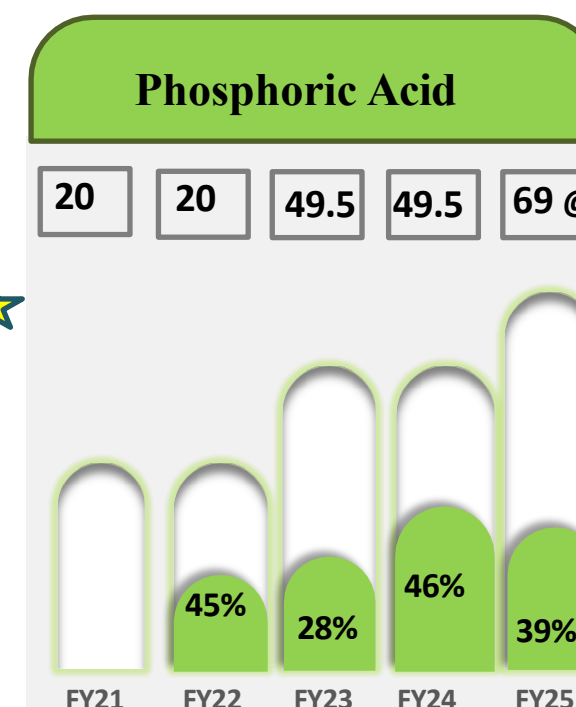
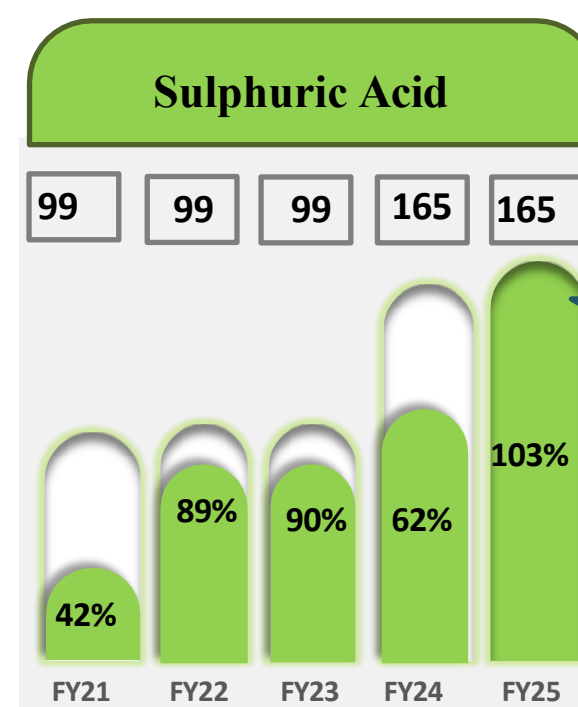
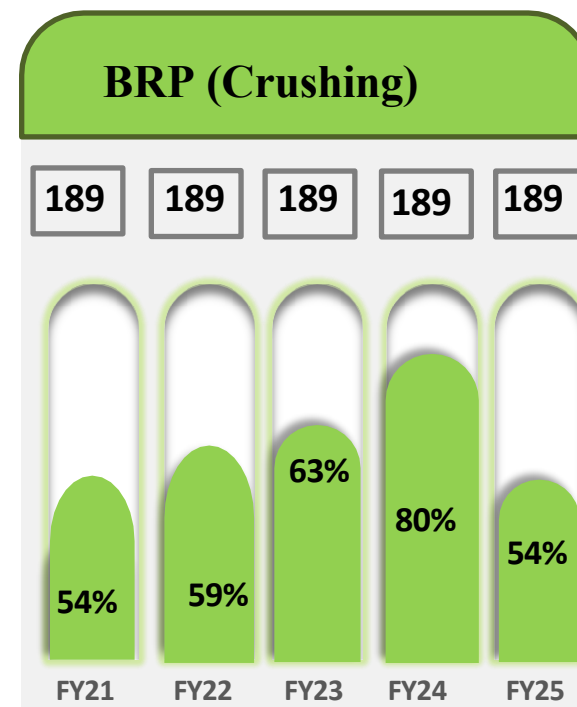
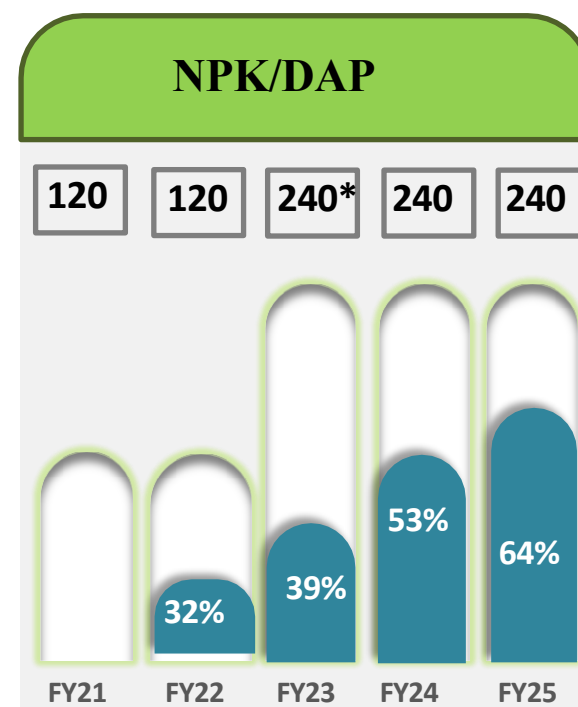
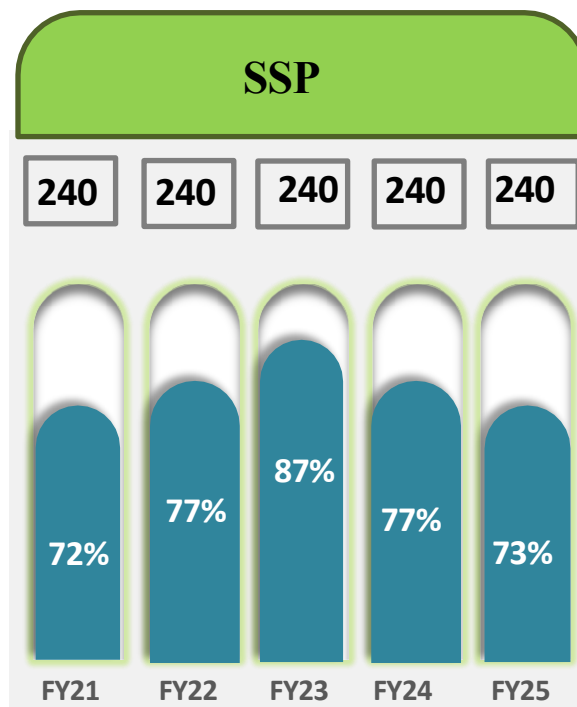


Financial Metrics & Operational Metrics- 5 Years

Financial Performance Trend



Fertilizers & Integrations Capacities Utilization (in '000 tons)



*Capacity doubled to 240K MTPA from 30th Mar 2023.

@Capacity increased to 69K MTPA from 30th Mar 2025.





M.K. Ostwal

(Promoter, Chairman &
Director)

Commenting on the results for Q3 & 9M FY26, Mr. MK Ostwal- Promoter, Chairman & Director said, “Shaping MBAPL’s Next Growth Phase & building sustainable value”

MBAPL delivered a resilient performance, reflecting the strength of its integrated business model and disciplined execution amid a dynamic operating environment. Revenue and earnings during the 3rd Quarter breached our records of the past, crossing mark of ₹600 Cr. with profit amounting to ₹32 Cr. reflecting the superior operating leverage with robust scale, resilience and the continued growth momentum in the company.

We are pleased to announce Phase-II expansion of 330,000 MTPA for NPK/DAP at our upcoming Dhule, Maharashtra plant. Substantial investments are underway to aggressively expand production capacities. We remain committed to advancing the company towards the next level of growth while creating long-term sustainable value for stakeholders.

These expansions will elevate our total capacity to 15,60,000 MTPA, positioning MBAPL as India's fourth-largest private sector phosphatic fertilizer manufacturer.

Our progress on the new plant at Dhule with 660,000 MTPA of SSP and DAP/NPK (Phase-I) with backward integration and further capacity expansion of 90,000 MTPA of DAP/NPK with 165,000 MTPA of sulphuric acid at Sagar are progressing well and expected to commence production as per the set targets. These projects are set to drive enhanced growth and value creation in future.

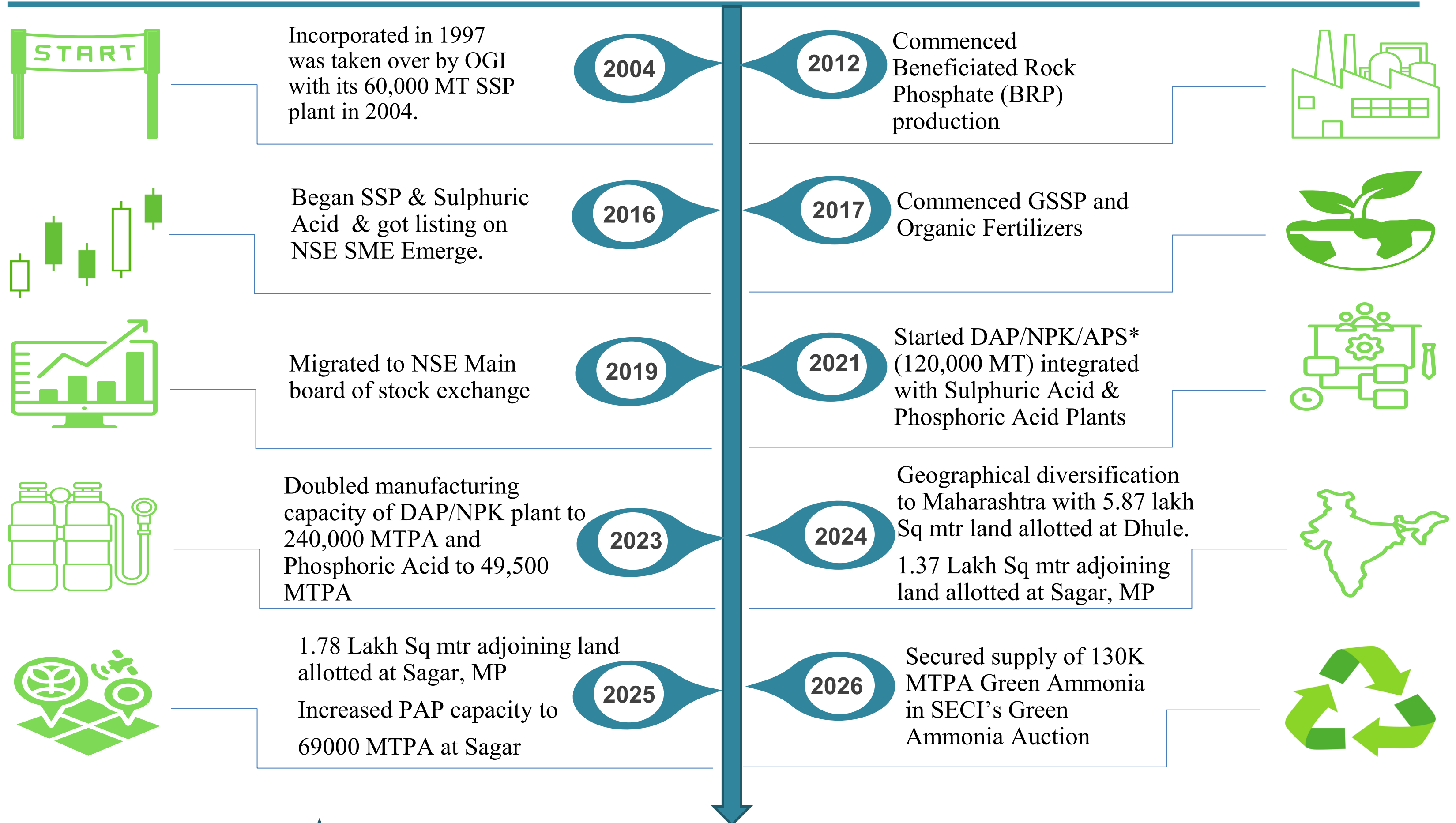
On behalf of the Board and the entire leadership team, deep gratitude is extended to all stakeholders and specially the farming community for their continued trust. The commitment remains to steer MBAPL with trust and integrity— protecting the strength of the present while meticulously shaping a flourishing future built on innovation, sustainability and exponential value creation.

MBAPL JOURNEY





Journey So Far



★ On track to become India's fourth-largest private-sector phosphatic fertiliser company



Product Portfolio Mix

CORE PRODUCTS



- Represents the backbone of our business.
- Ensures predictable, high-volume sales and strong brand recall.
- Products (SSP/DAP/NPK) with consistent, government-supported demand, providing stable cash flow.

NEW LAUNCHED PRODUCTS



Annadata Super 6



Bharat Urea SSP



Annadata Zibo

- High-efficacy, premium segment
- Addresses key soil deficiencies
- Enhances yield and quality, leading to better profits and higher ROI for farmers
- Gaining strong traction in the market
- High repeat-usage rate, ensuring strong product-market fit

GROWTH AHEAD





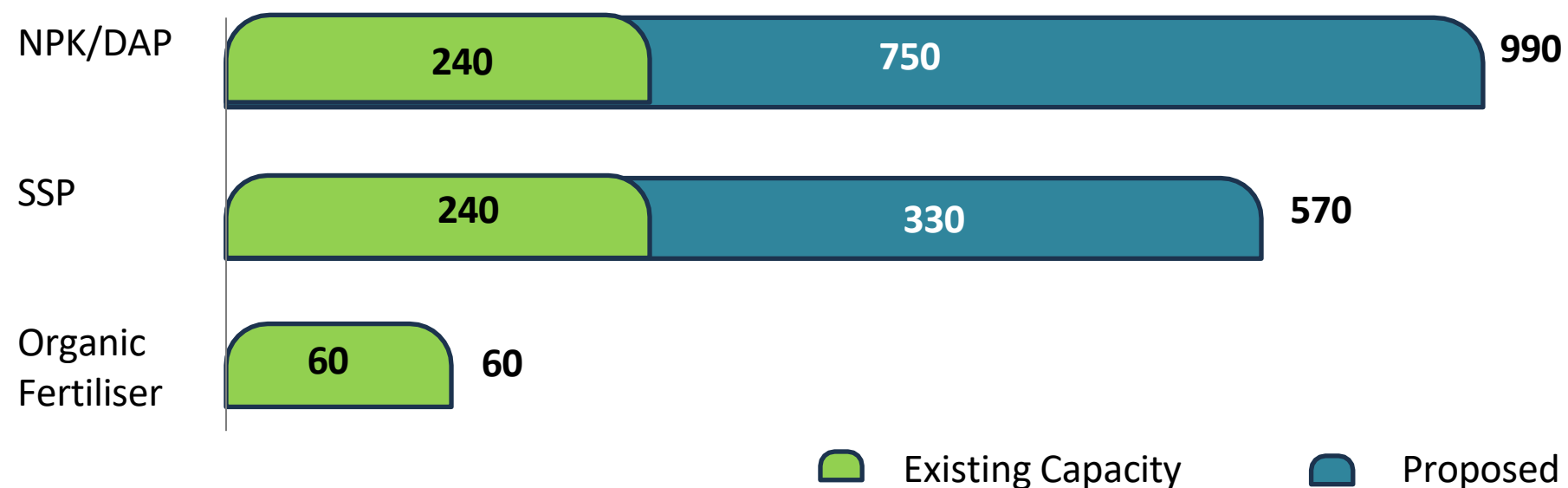
Progress on Expansion Plans

Project in Progress	Project Cost	Capacities	Commissioning date (expected)	Status & details
Phase I Integrated NPK/DAP Plant at Dhule, Maharashtra. (Including WC)	Rs.1,100cr.	<ul style="list-style-type: none"> DAP/NPK: 3,30,000 MT Phosphoric Acid: 99,000 MT Sulphuric Acid: 1,98,000 MT SSP: 3,30,000 MT 	October 2026	<ul style="list-style-type: none"> Rs.202cr- Term Loan sanctioned by SBI, Axis & Federal Bank, of which Rs.106cr was disbursed till Dec 31, 2025. Rs.290cr spent as of Dec 31, 2025
Phase II Integrated Expansion at Dhule plant	Rs. 450cr.	<ul style="list-style-type: none"> DAP/NPK: 3,30,000 MT Phosphoric Acid: 66,000 MT Sulphuric Acid: 3,96,000 MT 	October 2027	Recently announced
DAP/NPK and Sulphuric Acid Plant at Sagar, Madhya Pradesh.	Rs.107cr.	<ul style="list-style-type: none"> DAP/NPK: 90,000 MT Sulphuric Acid: 1,65,000 MT 	March 2026	<ul style="list-style-type: none"> Rs. 73cr- Term loan sanctioned by HDFC Bank. Rs. 72cr spent as of Dec 31, 2025

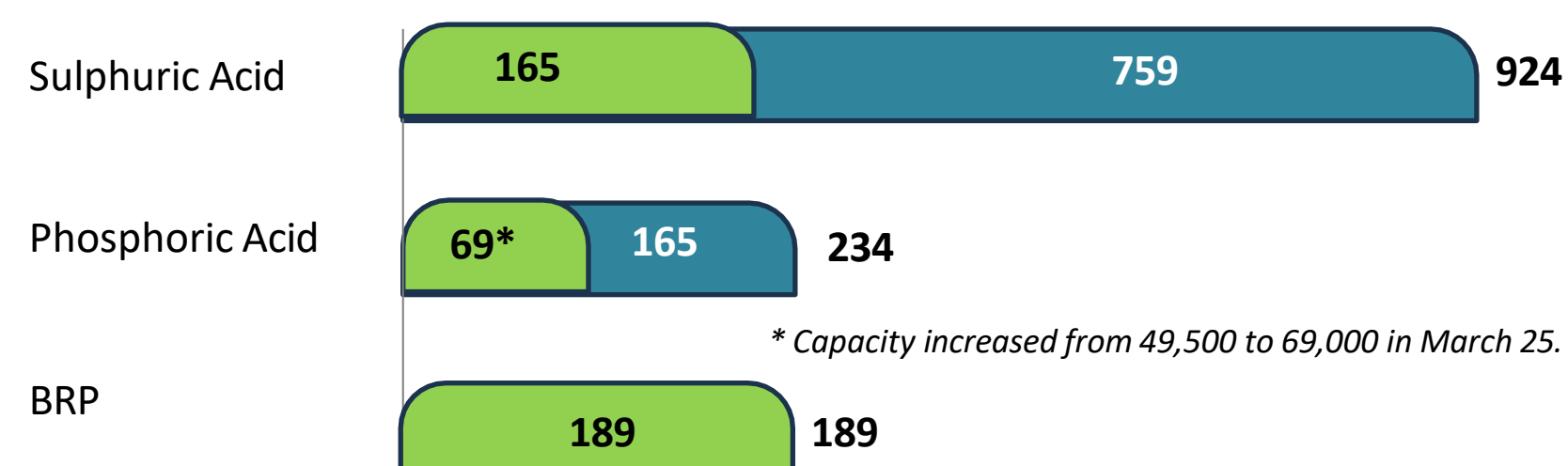
FINISHED GOODS (in '000 tons)

RAW MATERIALS (in '000 tons)

Fertiliser Capacities (in'000 MT)



Intermediates Capacities (in'000 MT)



* Capacity increased from 49,500 to 69,000 in March 25.

Existing Capacity Proposed Capacity



The Road Ahead – 5 Pillars of Focus



Capacity Expansion & Market Presence

- ~10 Lakh MTPA DAP/NPK & SSP at Dhule (MH) &
- 60000 MTPA plant at Sagar (M.P),
- Strategically expanding to highest fertiliser consuming state of Maharashtra and further ability to serve states in Southern India.



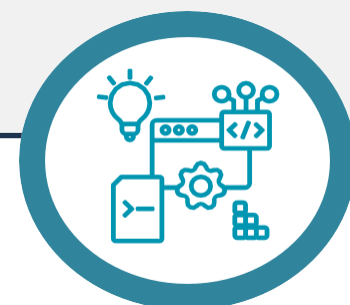
Scaling up Self Sufficiency

- India continues to depend on imports for over 50% of complex fertilizer requirements, giving a huge scope for domestic manufacturers.
- Scaling up existing capacities with integrated facilities aimed at existing locations.



Green Initiative

- 10-year long-term contracts securing 1.30 lakh MTPA of green ammonia across all plants.
- Shift to renewable energy and advanced technologies to enhance energy and resource efficiency



Product Diversification & Innovation

- Expanding the product portfolio with in-demand, non-subsidised fertilizers & innovative combinations.
- Focused on serving domestic farmers



Optimal Capex & Value Creation

- Exploring acquisition of fertilizer assets in India available at attractive prices
- Expanding Focus Toward Global Opportunities
- Enhanced growth & performance with healthy ROE & ROCE



MARKET OUTLOOK





Favourable Industry Dynamics Driving Growth



- India continues to **depend on imports** for complex fertilizer requirements.
- **Significant opportunity** for domestic manufacturers to expand capacity and reduce import dependence.
- MBAPL's **backward integration into BRP, Phosphoric and Sulphuric Acid** strengthens its self-reliance and cost competitiveness.

Import Substitution Opportunity



- Continued **subsidy and freight support** under the Nutrient Based Subsidy (NBS) scheme ensures sector stability.
- **Strategic government focus** on enhancing domestic phosphatic fertilizer production capacity.
- **Financial support and improved credit access** for farmers sustain fertilizer affordability and demand.
- **Incentives for indigenous resource utilization** align with MBAPL's integrated model.

Government Initiatives & Policy Support



- Rising population and limited cultivable land are driving **higher fertilizer intensity** and productivity focus.
- **Shift toward sustainable and balanced nutrient application** supports long-term demand for phosphate-based fertilizers.
- Growing awareness of **green agricultural practices** and soil health management encourages consistent fertilizer usage.

Increasing Food Demand & Sustainable Practices



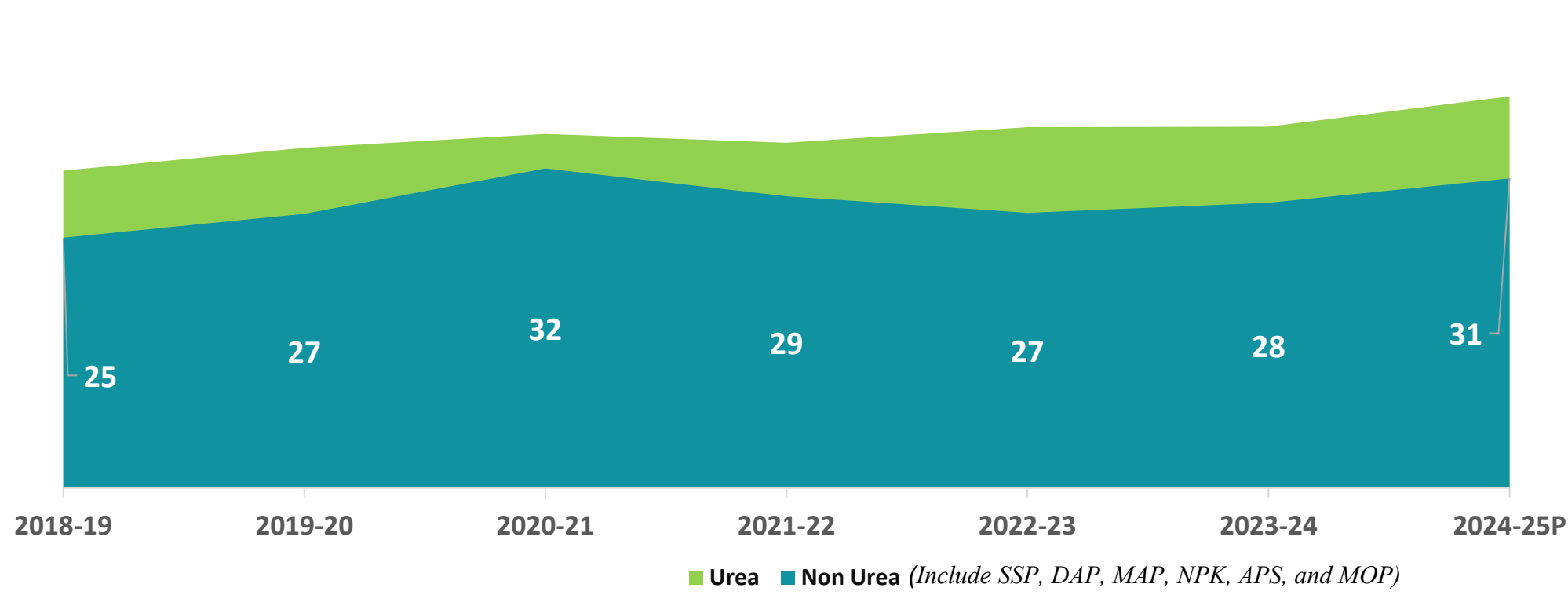
- **Strong demand for NPK/DAP fertilizers** driven by their balanced nutrient composition and crop versatility.
- **Government push for balanced fertilization** and nutrient management enhances NPK adoption.
- MBAPL's **integrated capacity expansion** into NPK/DAP production positions it to **capitalize on the growing demand** and market opportunity in the fertilizer sector.

Shift Towards NPK / DAP Segment

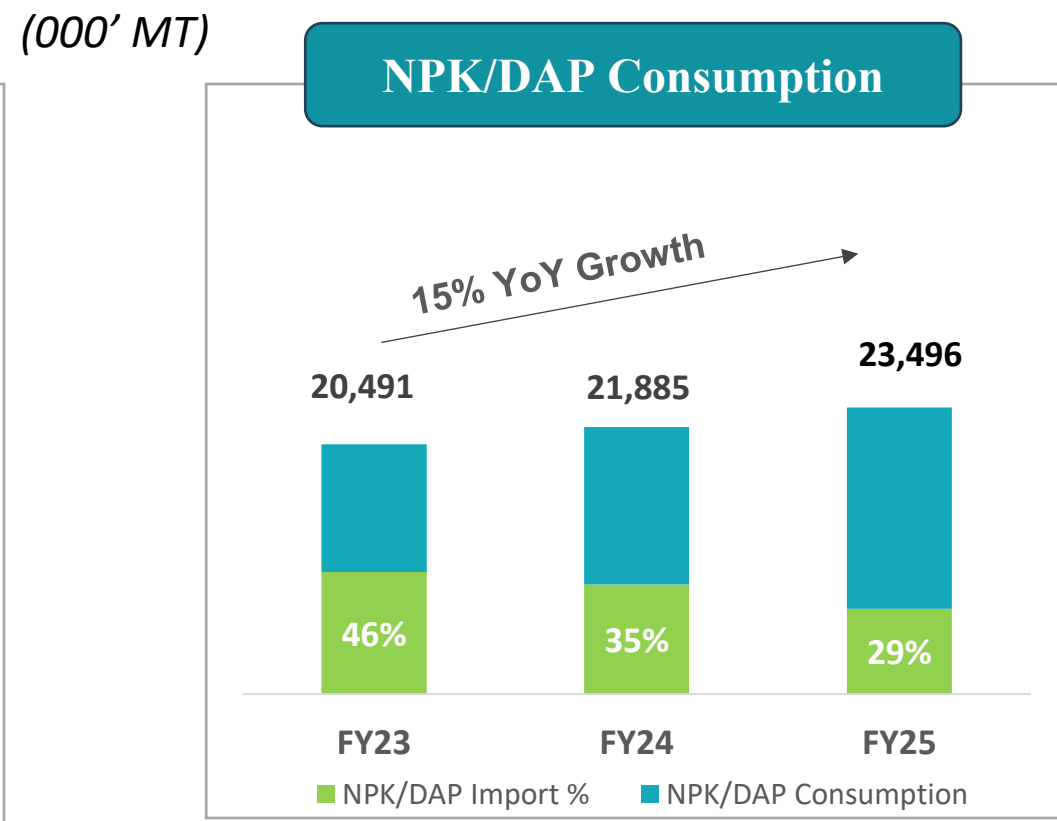
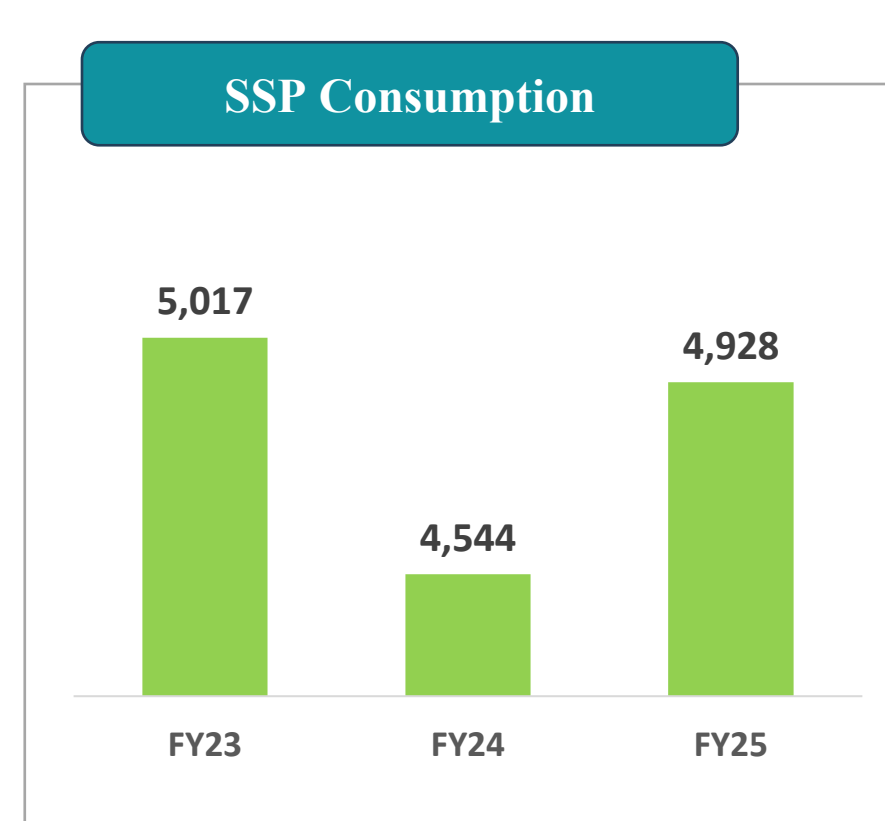
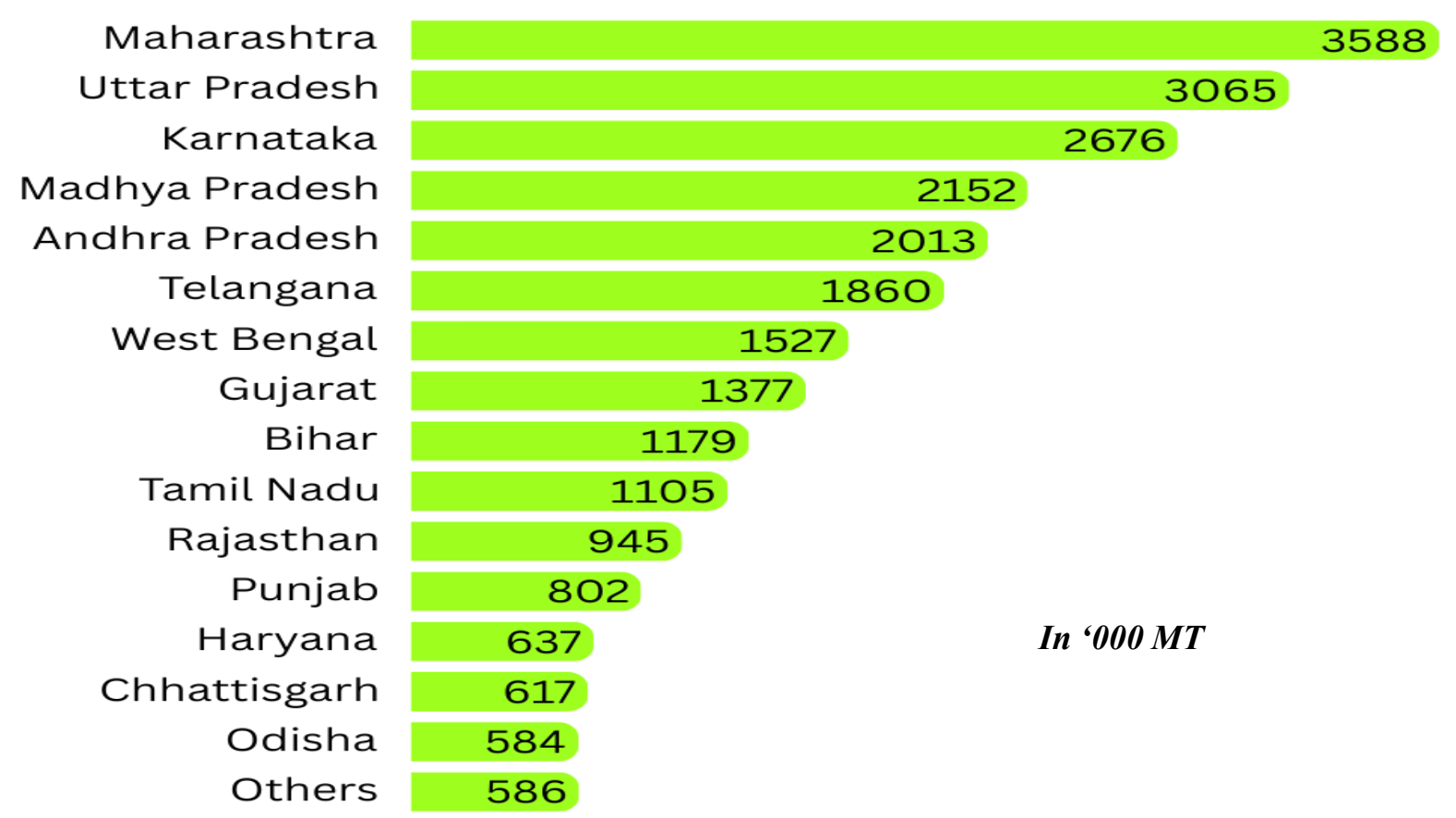


Market Positioning

Fertiliser Consumption (mn MT)



FY25 NPK/DAP fertiliser consumption across Indian states



Clear White Space:

- Every 1 MT of domestic NPK/DAP substitutes high-cost imports, saving FX and subsidy outgo.

MBAPL Edge:

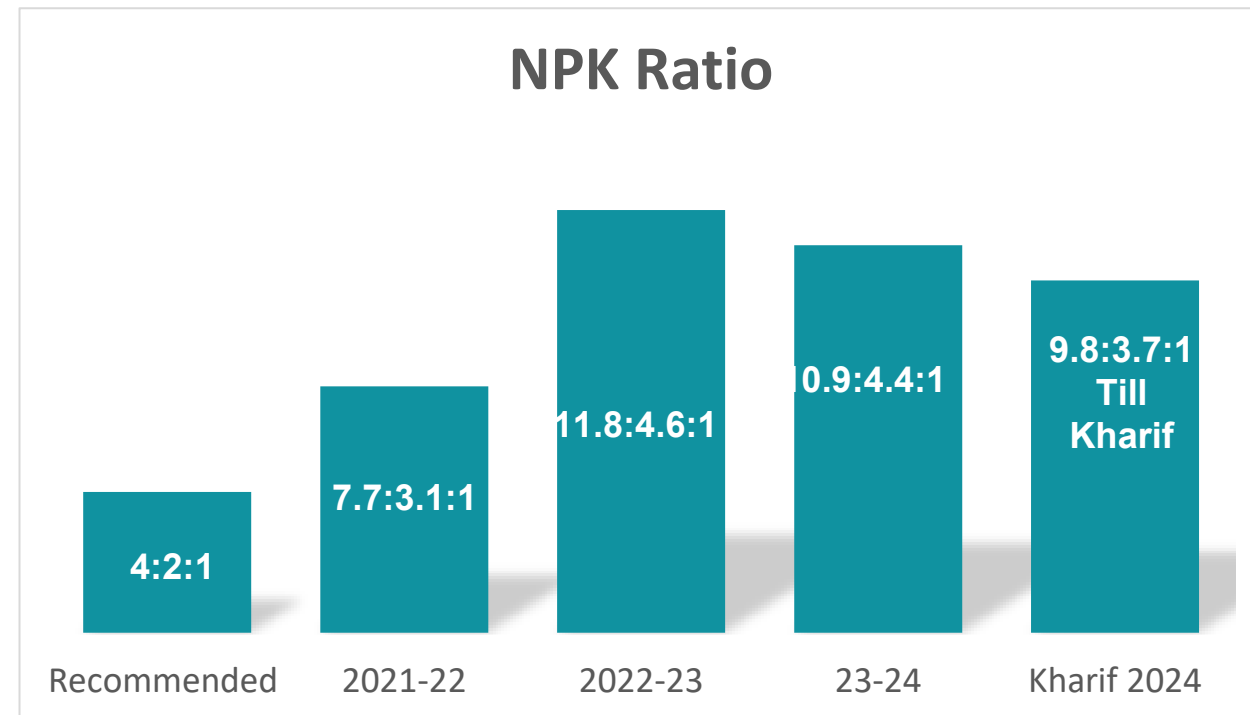
- Integrated SSP, complexes, and value-added fertilisers perfectly placed to capture the P & K import-substitution delta, where dependency is still structurally high.
- Brownfield debottlenecking + selective greenfield projects in NPK/SSP can deliver capital-efficient growth with visible policy tailwinds.

Source: FAI



Balanced Nutrition: Shifting from Urea-Heavy to True NPK Farming

India's nutrient use is skewed to nitrogen – driving a structural push toward NPK & soil health solutions.



- **Overuse of urea and underuse of P & K are linked to:**
- Soil nutrient mining & degradation
- Declining marginal response to fertiliser
- Higher vulnerability to climate shocks & yield volatility

- **Regulatory & Market response:**
- Government schemes (Soil Health Cards, PM-PRANAM, Nano fertilisers, ONOF “Bharat NPK”) explicitly push farmers toward balanced NPK use and crop-specific recommendations.
- NPK complexes and SSP growing faster than overall fertiliser market (NP/NPK up ~9.9% in 2023–24).

Positioning of Madhya Bharat Agro Products Ltds:

• From Product to Crop Nutrient Solution:

• MBAPL's portfolio in SSP, NPK complexes, WSFs, fortified & sulphur/secondary nutrient products is directly mapped to the P, K, S, and micronutrient gaps in Indian soils.

• Structural Demand Driver:

• As India's NPK ratio normalizes towards 4:2:1, incremental growth must come from P & K-rich grades, not urea – structurally lifting the NPK/SSP/WSF .

• Farmer & Policy Aligned:

• Balanced nutrition improves yield, nutrient-use efficiency and income per hectare – making MBAPL's offerings highly aligned with both government soil-health goals and farmer economics.

“Shift from ‘more fertilizer’ to ‘right fertilizer mix’ is structurally NPK-positive.”



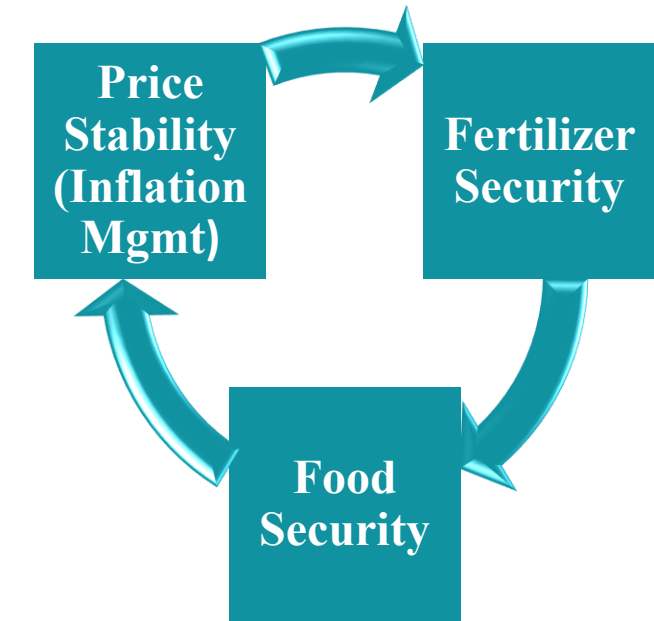
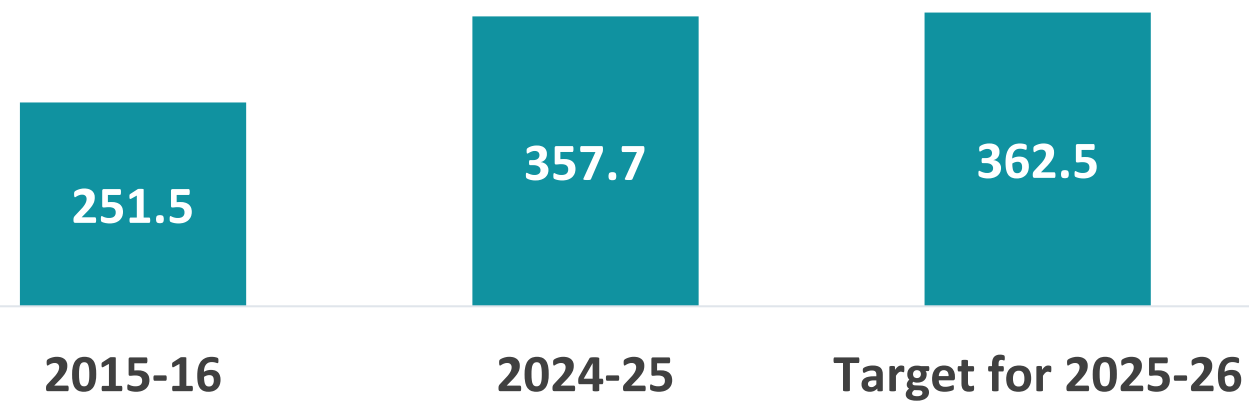
Food Security Tailwinds: Feeding 1.7 Billion Indians

Rising population & higher per-capita food demand = non-negotiable need for yield-enhancing, efficient fertiliser use.

Macro & Demand Backdrop:

- By 2030, India will need to feed ~1.7 billion people, sharply raising pressure on the food system.
- Agriculture already contributes ~16% to GDP and supports over 46% of India's population.

Food Grain Production (MT)



- Productivity increases (not acreage expansion) will drive the next leg of output – especially under water, land, and climate constraints.
- Balanced fertilization and improved nutrient-use efficiency are among the most cost-effective levers to protect yields and keep food inflation benign, preserving purchasing power and macro stability.

Positioning of Madhya Bharat Agro Products Ltds:

• National mission alignment:

- MBAPL's investments in complex fertilisers, SSP, WSF, and soil-amendment products (gypsum, sulphur, micronutrients) directly support India's food-security and inflation-management agenda.

• Upside optionality:

Additional runway from precision nutrition (WSF, fertigation), speciality and fortified grades, and digital agronomy that increase nutrient-use efficiency while locking in MBAPL's relationship with progressive farmers.



• Defensive and Growth Story for Investors:

- Demand for core nutrients is non-discretionary and GDP-linked, not cyclical luxury consumption.
- As India chases higher yields with lower environmental footprint, efficient, balanced nutrient solutions (NPK, SSP, WSF) gain share – exactly where MBAPL is building depth



Policy Environment & Favourable Government Initiatives



Strong Subsidy Support Under NBS

The Rabi 2025-26 P&K subsidy of ₹37,952 crore, ~10% higher than Kharif, along with continued SSP freight support, helps domestic manufacturers maintain affordable pricing



MSP Hikes Supporting Demand

MSP increases across Rabi crops, coupled with improved reservoir levels, drives strong fertilizer demand driving higher capacity utilization, stronger offtake and better earnings visibility for MBAPL



Policy Push for Balanced Nutrition

Soil Health Card recommendations and policy focus are shifting farmers from urea-heavy usage to balanced NPK/SSP, structurally benefiting MBAPL's phosphatic portfolio and fortified SSP products



Budget Support for Phosphatic Fertilisers

Around INR 50,000 crore of fertilizer subsidies in the Union Budget 2025, specifically to sustain availability and affordability of phosphatic fertilizers, de-risking farmer demand from global price volatility

INVESTMENT CASE





Investment Credentials



EXPANDING BEYOND CORE

- Beyond 200% volume growth; capacity reaching 15.6 Lakhs MT in next 2 years
- New Dhule (Maharashtra) plant expanding regional reach



BEST-IN-CLASS METRICS

- Strong operating margins & efficient working capital cycle
- Robust return ratios from integrated cost structure



EXTENSIVELY INTEGRATED

- Extensively backward integrated across BRP(crushing), Sulphuric Acid & Phosphoric Acid
- Strategically located near raw material sources and major agri markets



RESULTS-DRIVEN LEADERSHIP TEAM

- Experienced promoters with proven execution capability
- Strong record in capacity expansion & operational excellence



CLEAR PROFITABILITY

- Healthy revenue & margin growth
- Enhanced profitability through integration and scale



NEWER PRACTICES

- Transitioning to green ammonia – 130K MTPA secured via SECI auctions
- New launches: Annadata Super 6 & Bharat Urea SSP



LAND BANKS FOR SCALABILITY

- 58.7 ha at Dhule & 13.7 ha at Sagar reserved for future expansion
- Significant land bank for long-term scalability



COMPELLING VALUE PROPOSITION

- Trusted farmer brands – Annadata (SSP) & Bharat (NPK/DAP)
- Extensive network: 170+ marketing staff, 2,500+ dealers, 30,000+ retailers



HUGE POTENTIAL MARKET

- Rising fertilizer demand driven by food security & balanced nutrient focus
- >29% import dependence in complex fertilizers offers large substitution scope



PROVEN TRACK RECORD

- Robust growth with enhanced financial and operational performance
- Reliable execution and strong stakeholder trust

ENVIRONMENTAL, SOCIAL & GOVERNANCE





Using Bio Coal

- ❑ We have proactively transitioned to bio-coal in place of traditional fossil fuels across our key operations
- ❑ This move has significantly reduced our carbon footprint, aligning with sustainability standards
- ❑ By utilizing agri-residue as fuel, we promote circular economy practices and we could enhance cost efficiency



Using Solar Power

- ❑ Our 0.5 MW captive solar power plant contributes to internal energy needs
- ❑ It reflects our long-term commitment to renewable energy and strengthens our ESG performance
- ❑ This plant also reduces exposure to power price volatility, supporting sustainable operational growth



Adding Value to Waste

- ❑ We capture waste heat from sulphuric acid production to generate in-house power via turbine systems
- ❑ Enhances process integration and energy efficiency resulting in reduced dependence on external power sources, lowers operating costs, and maximizes the utilization of available resource



Green Ammonia Sourcing

- ❑ Secured long-term supply of 130K MTPA green ammonia through SECI's auctions for long term
- ❑ Strengthens renewable energy adoption and ensures reliable raw material supply for NPK fertilizer production.
- ❑ Reinforces MBAPL's commitment to sustainable and green energy solutions



CSR Initiatives in FY26



Organizing blood donation camp



Driving sustainability through plantation initiatives



Supporting specially challenged children



Eye check-ups to full-body tests offered in these medical camps



Promoting Sportsmanship through Sports Events and Student Awards



Organized medical camps offering comprehensive health services.



Supporting Education with Stationery Kits for Young Learners



Offering blankets and organizing medical camps to support those in need



Eradicating Hunger



Sustainability

MBAPL is committed to sustainable agriculture. The company's fertilizers are designed to minimize the impact on soil and water resources and reduce greenhouse gas emissions.

Providing farmers quality fertilizer which will directly help them to enrich crop and make land more fertile.

01

Focus on quality fertilizer for enrichment of crop

02

Strong focus on farmer education and partnerships by conducting camps at villages for creating awareness among them

03

NABL accredited laboratories at every manufacturing unit





Experienced Turnaround Specialist Promoters



Mr. M.K. Ostwal

Promoter, Chairman & Director

- More than 4 decades of experience in setting up various fertilizer plants
- Regarded as one of the pioneers of BRP-based SSP technology
- Founder of Ostwal Group and driving force of the company



Mr. Pankaj Ostwal

Promoter & Director

- C.A. with 25 years of experience in fertilizers, textiles, chemicals, and mineral beneficiation
- Highly skilled turnaround specialist
- Commercial Director, overseeing all import and export business



Mr. Praveen Ostwal

Promoter & Director

- C.A. with 22 years of experience in fertilizers, chemicals, and mineral beneficiation
- Operations and strategy expert
- Manages domestic and overseas acquisitions while driving innovations

THANK YOU

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