

UMA EXPORTS LIMITED

INVESTOR PRESENTATION
Q1FY25



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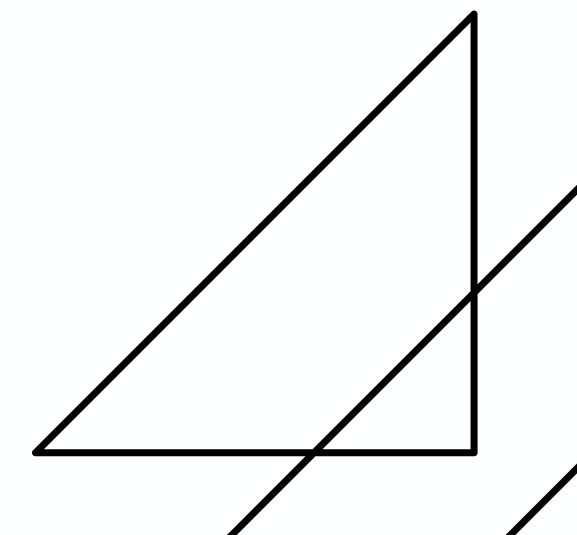
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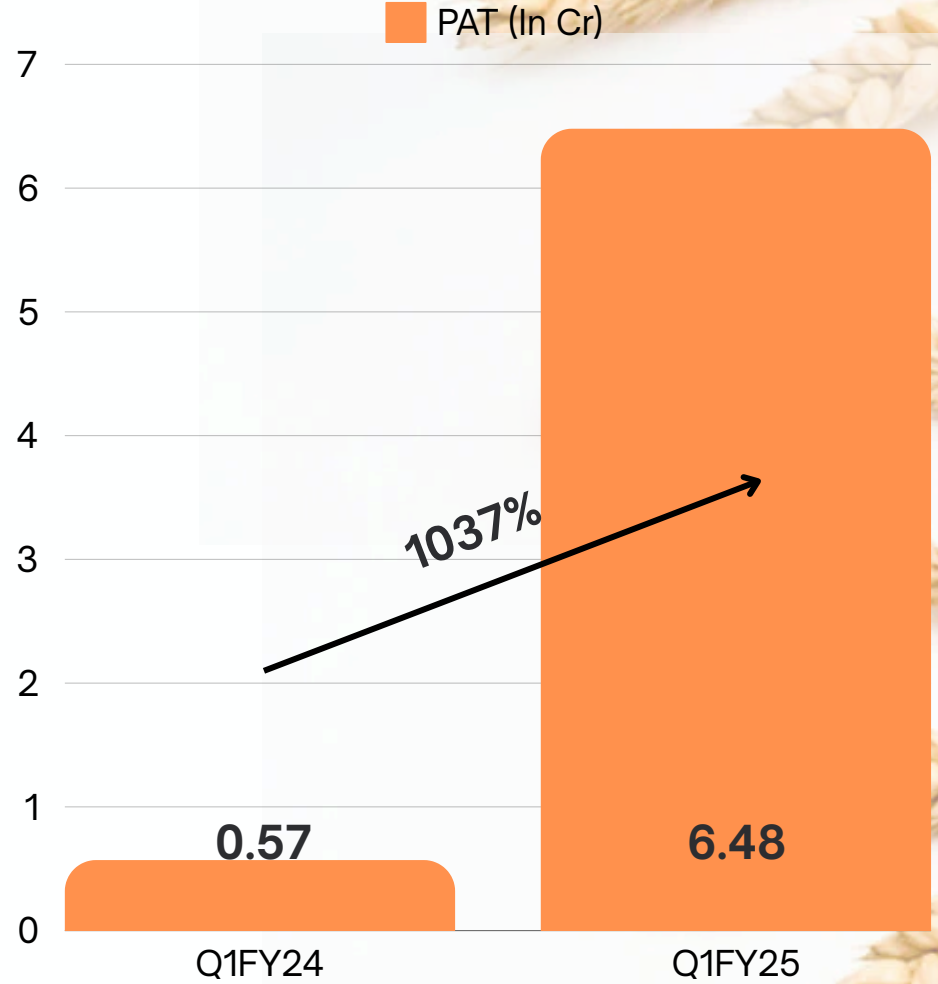
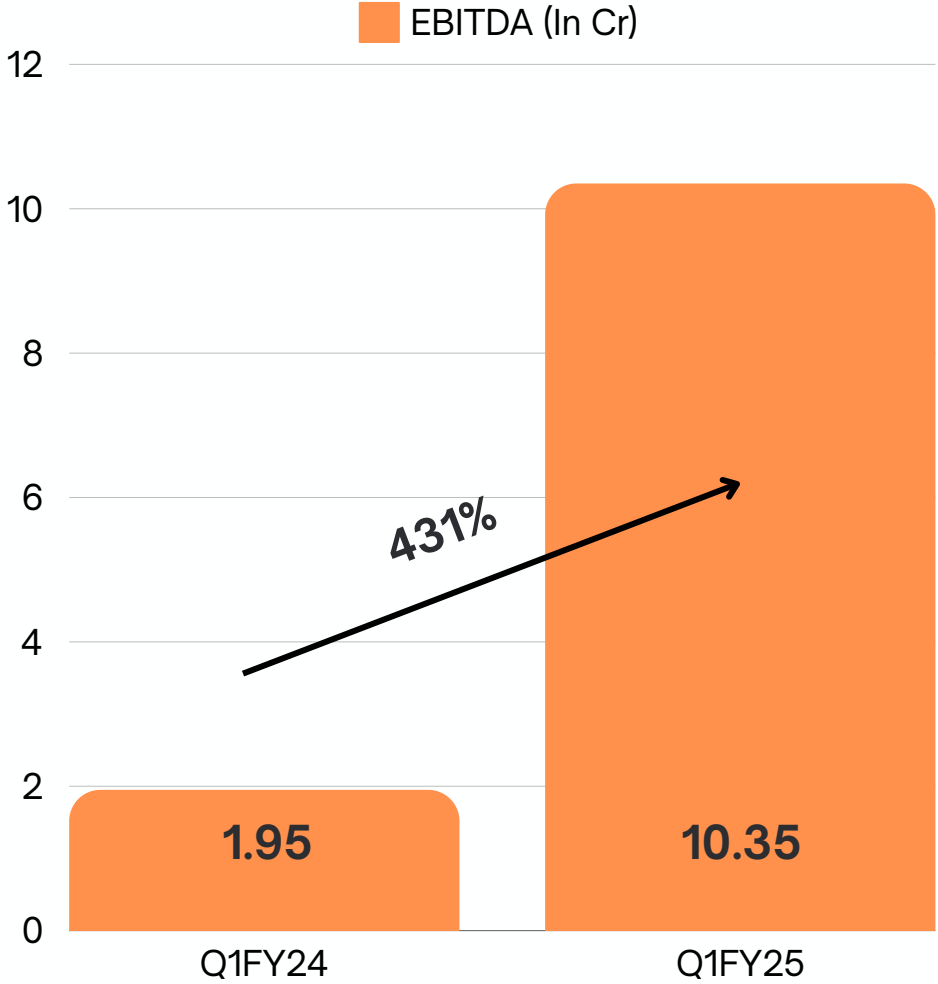
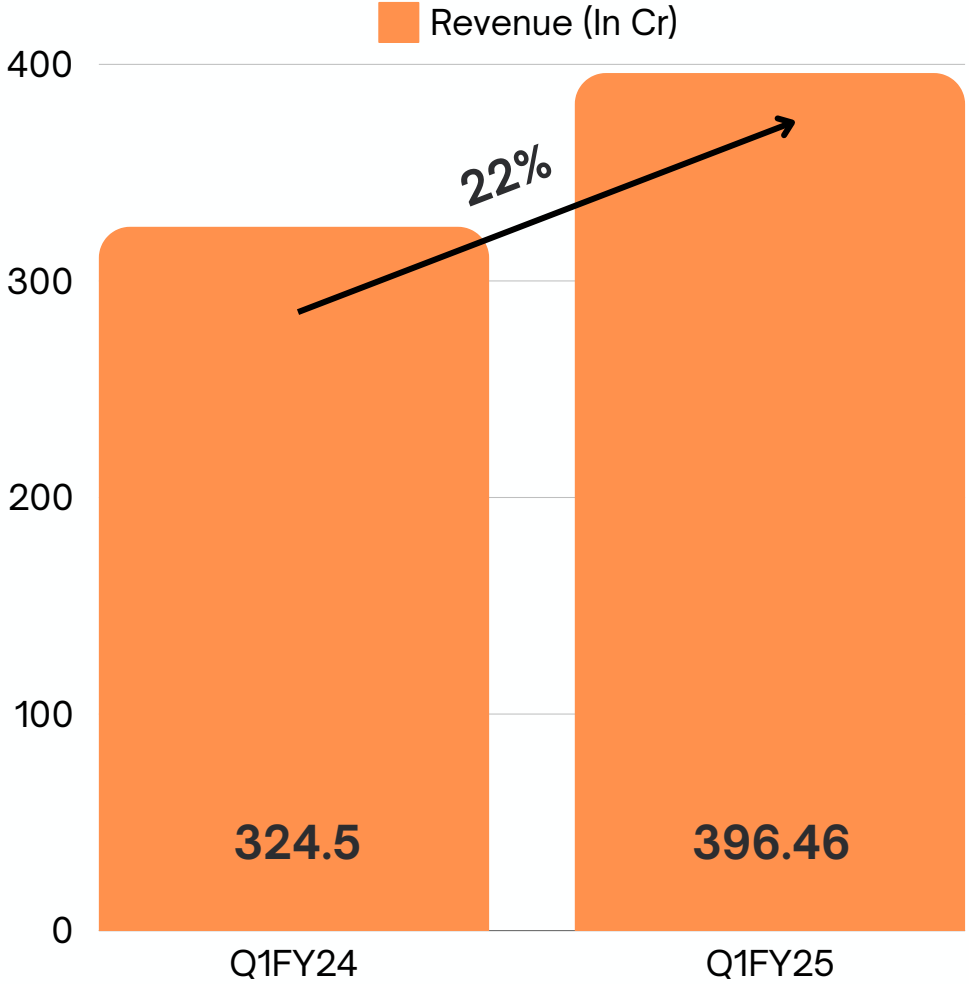
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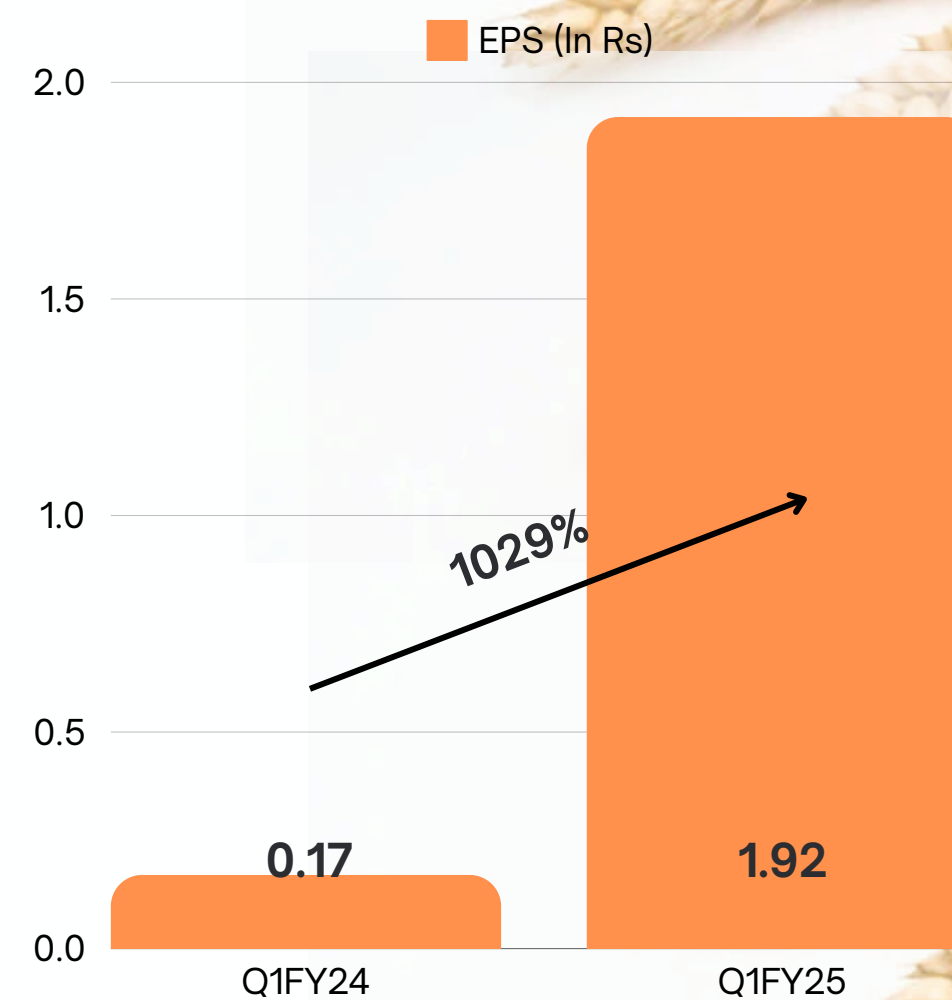
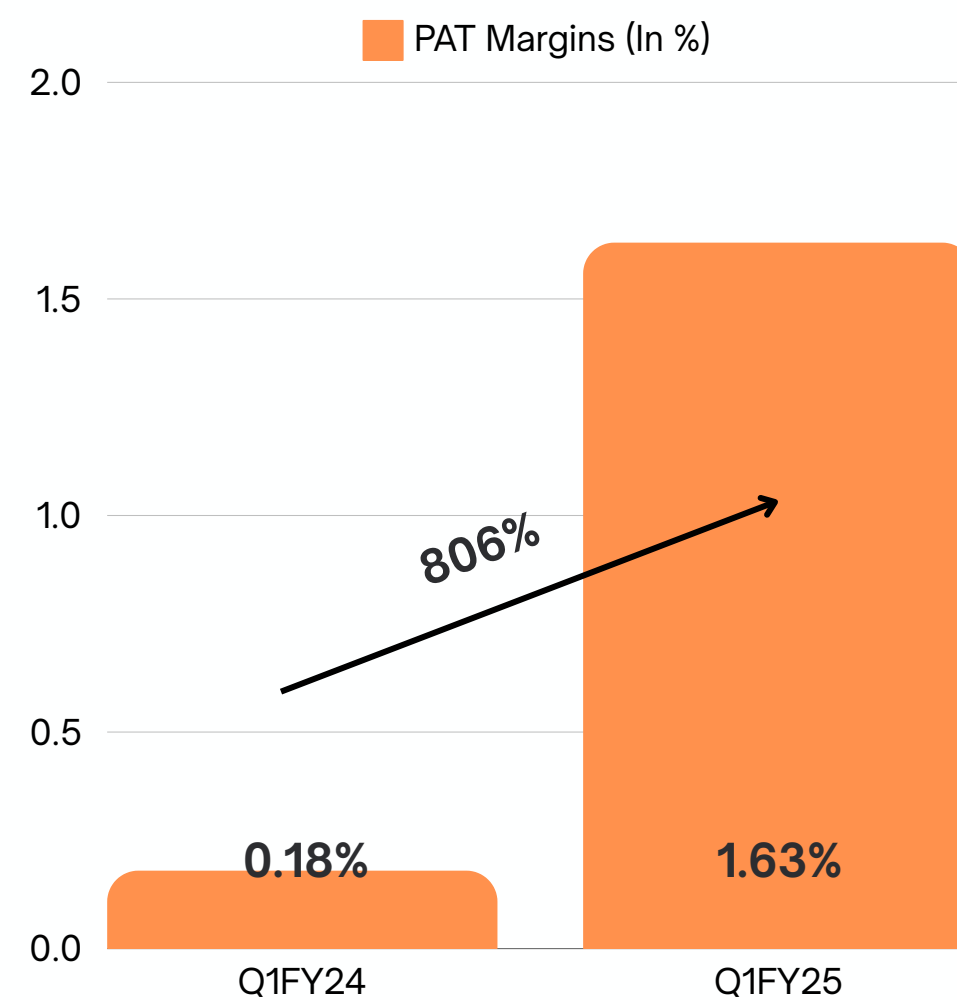
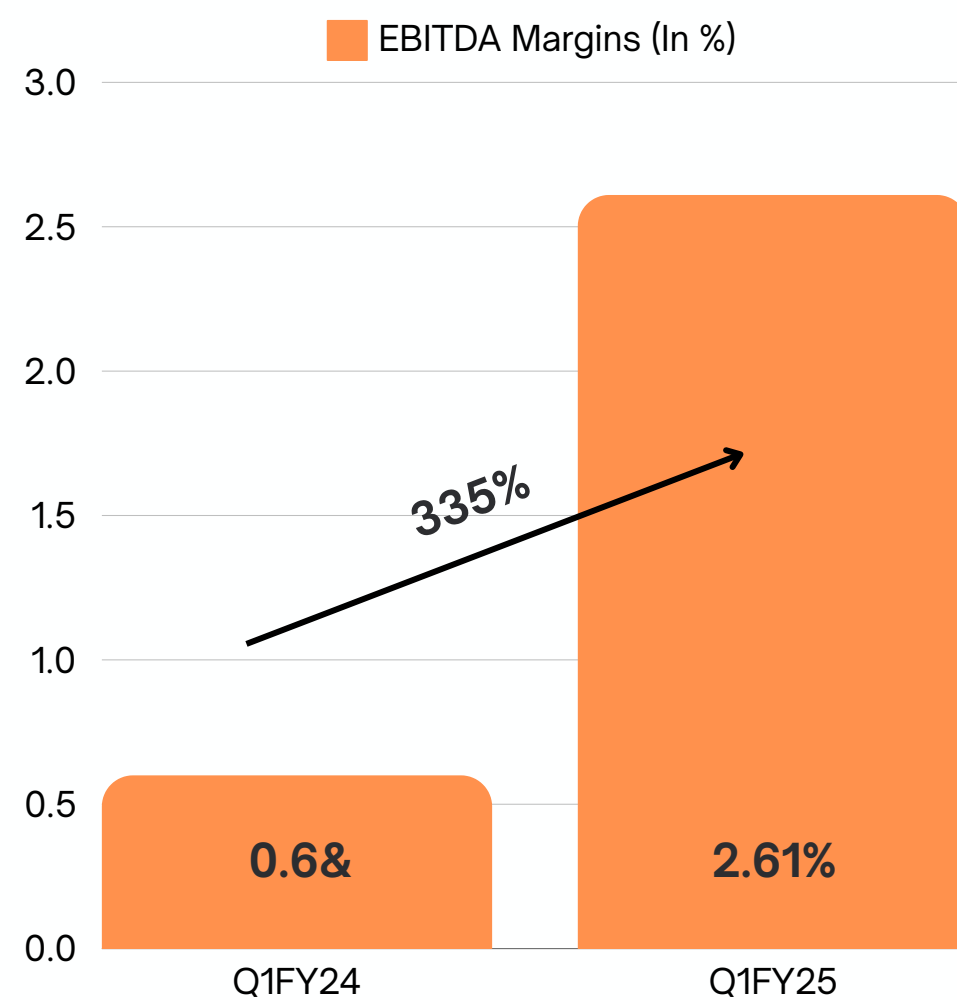
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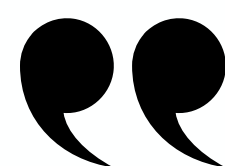
Q1FY25 HIGHLIGHTS



Q1FY25 HIGHLIGHTS



MANAGEMENT COMMENTS



At the end of FY23, the Indian government implemented a ban on the export of various grains and we went short on inventories as we entered Q1 FY24. This led to underperformance in the last fiscal year first quarter. In response, we improvised our strategy to focus more on the domestic market, reducing our reliance on exports, which accounted for approximately 22% of our revenue in Q1 FY24. By normalizing our inventories and conducting thorough market analysis, we were able to deliver a solid performance. Looking ahead, we expect to see further improvements as we plan to commercialize our new plant in Kolkata, dedicated to pulses and grains, within the next six months. Additionally, we will be launching another new plant in Surat in the next financial year. Once these plants are operational, we will be well-positioned to capitalize on volume growth, particularly given the expected growth in the domestic market.



MR. RAKHESH KHEMKA

Managing director



ABOUT US

Our Company is engaged into **trading and marketing of agricultural produce and commodities** such as sugar, spices like dry red chillies, turmeric, coriander, cumin seeds, food grains like rice, wheat, corn, sorghum and tea, pulses and agricultural feed like soyabean meal and rice bran de-oiled cake.

We are **B2B traders**, highly specialized in sugar, corn and dal. We maintain stocks and distribute to different institutional parties like manufacturers, exporters, etc. We provide them in bulk quantities. We follow standard packing process to ensure that quality and authentic taste of commodities remains intact.



2 Star
Export House



Registered with APEDA and
Federation of Indian Export
Organizations



Export contributes
~11% to Revenues
in FY24



+25
Agents

JOURNEY

1988-93

Uma Exports (P) Ltd, a company incorporated under Companies Act in 1988 with the object of export business. Initially it had started with the export of building materials i.e. Marble, Granite, Marble Chips, etc in neighboring country Bangladesh.

In the year 1993 it leased quarries of Marble at Katni, M.P. and engaged in the production of marble slabs and marble chips.

1997-98

Keeping in view the demand in Bangladesh market, the company diversified from building materials to Agro products in the year 1997. Since then, it has been exporting rice, wheat, Sugar and spices to different countries of the world. It has explored the business opportunities in Malaysia and Sri Lanka in addition to Bangladesh during these years.

The export during the year 1998 increased to Rs 18 Crores that gave it the recognition of Export House in the year.

2007-10

During the year 2007 the company was recognized as STAR EXPORT HOUSE.

In 2009 the Company was granted with TRADING HOUSE CERTIFICATE considering the turnover of the company for the last 3 year.

In the year 2010 the company has been converted from Private Ltd to Public Ltd company.

JOURNEY

2015-17

In the year 2015 the company started import of pulses and till date it is one of the eminent importer of pulses in India.

Introduced a wholly owned subsidiary in 2017, UEL INTERNATIONAL FZE in UAE.

2023

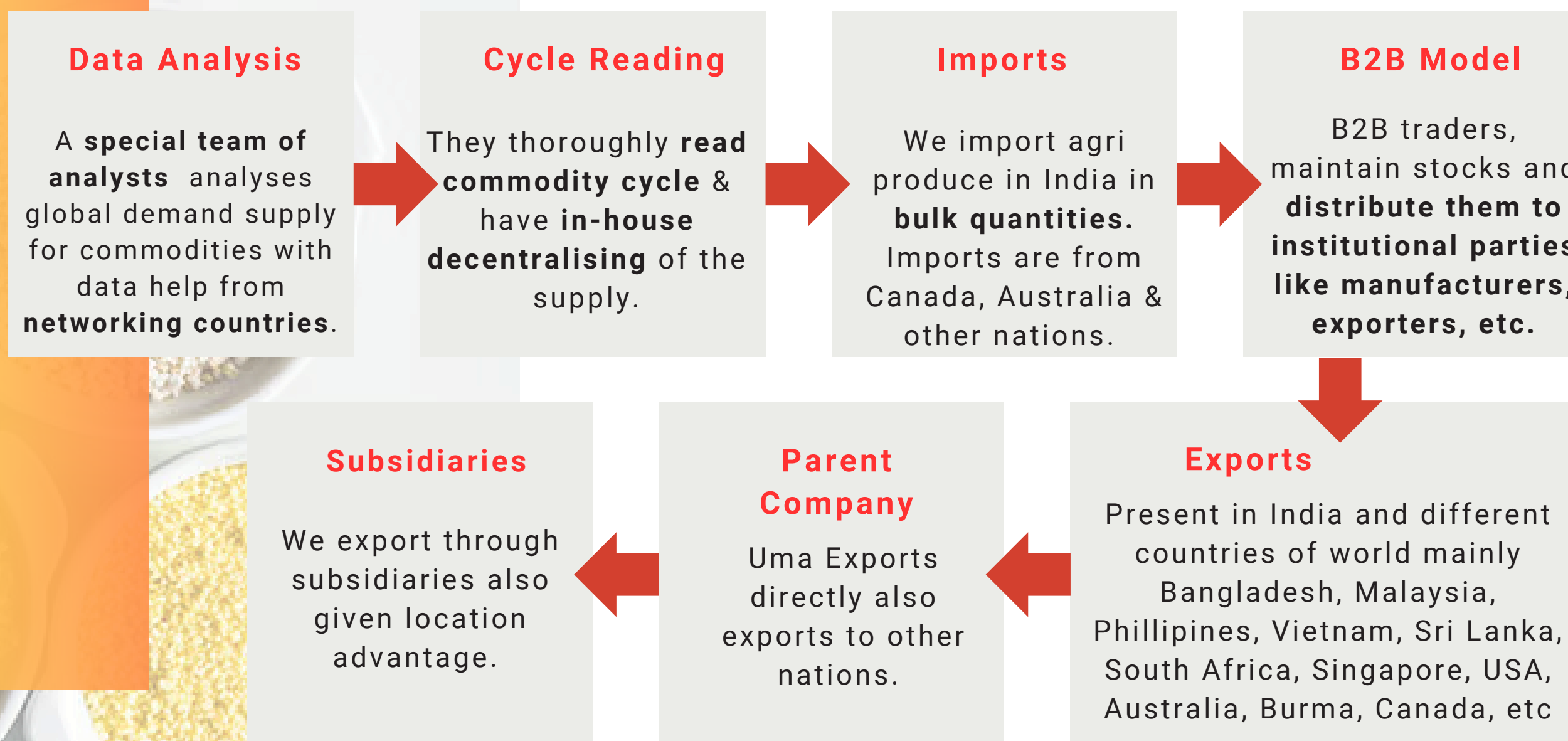
100% subsidiary was formed in Australia in 10th Day of January'2023. Name of Our Australian Subsidiary is Graincomm Australia Pty Ltd. They are engaged in trading of pulses etc.

2024

Diversified into Textile Garment business, launched Kids-wear under the Brand name "Youmaa" in February '2024. This business is being carried out in our subsidiary Pakhi Commercial Private Limited having 75% stake in the same.



BUSINESS MODEL



SUBSIDIARIES

PAKHI COMMERCIAL (P) LTD

KOLKATA
75% Subsidiary

Management
Rakesh Khemka
Siddhi Khemka
Vishal Gupta
Nikita Gupta

UEL INTERNATIONAL FZE

UAE
100% Subsidiary

Management
Rakesh Khemka
Ekta Bhartia

GRAINCOMM AUSTRALIA PTY LTD

AUSTRALIA
100% Subsidiary

Management
Rakesh Khemka
Manoj Kapoor

PRODUCTS

GRAINS

Non-Basmati Rice,
Basmati Rice, Wheat

CEREALS

Maize

PULSES

Lentils, Pigeon Peas,
Urad, Black Eye Beans,
Chickpeas etc.

OILSEEDS

Soyabean

ANIMAL FEED

Maize, Soyabean Meal,
Rapeseed Meal, Lentils
Husk

SPICES

Red Chillie, Cumin,
Turmeric, Cloves,
Coriander

EDIBLE NUTS

Raw Cashew Nut, Fox
Nut

SUGAR

White Refined Sugar,
Brown Sugar

COTTON

Cotton Yarn, Cotton

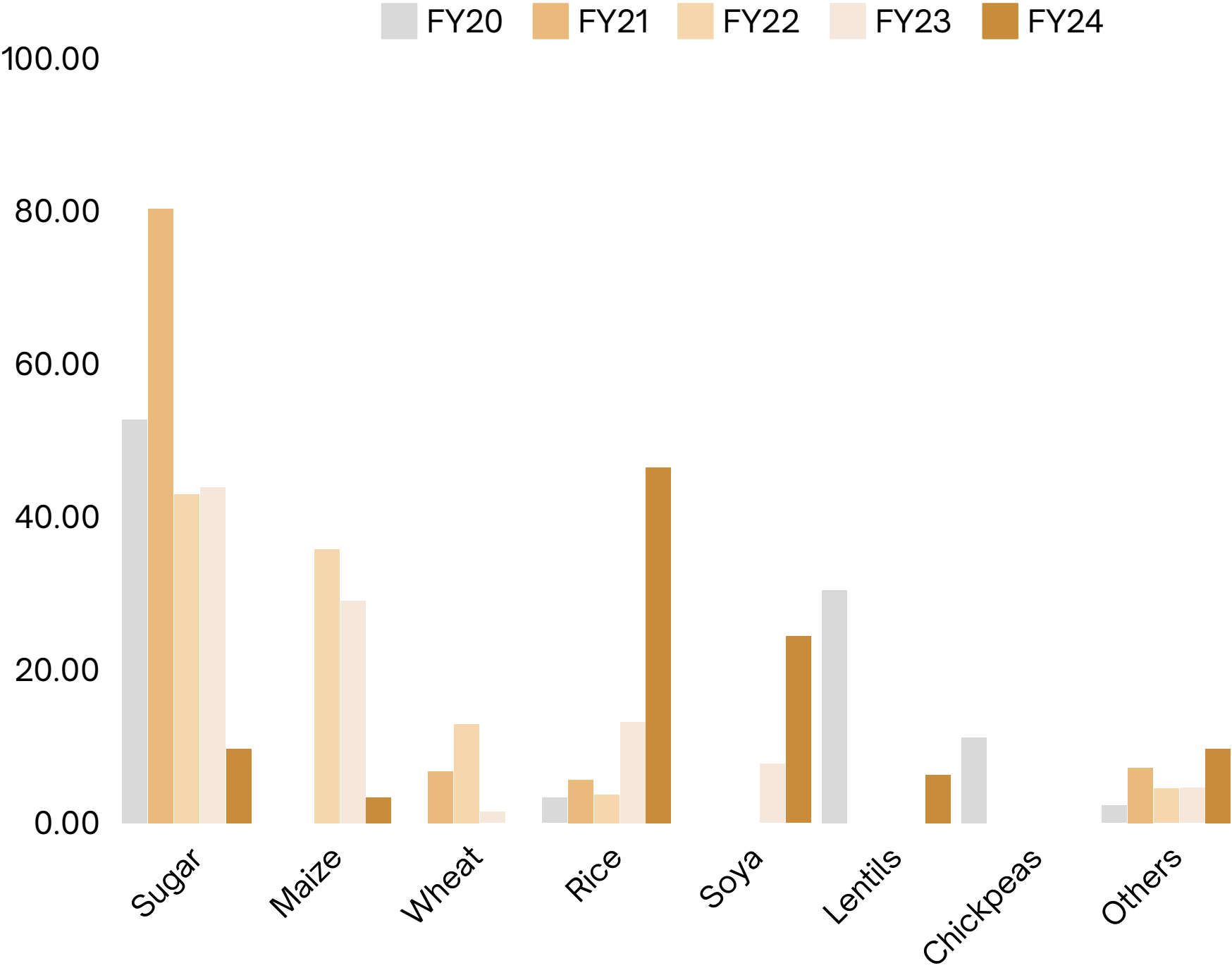


PRODUCTS

Our range of products included maize, rice, rapeseed DOC, onions, black matpe, wheat, wheat flour, and yellow peas. In the current fiscal year, we have expanded our offerings to include soybean extraction in FY24. The details of the products contributing to our exports are as under;

Products Contributing to Exports (in %)					
Items	FY20	FY21	FY22	FY23	FY24
Sugar	52.75	80.33	43.01	43.89	9.70
Maize			35.83	29.09	3.35
Wheat		6.78	12.96	1.46	
Rice	3.30	5.66	3.69	13.23	46.47
Soya				7.74	24.41
Lentils	30.46				6.32
Chickpea	11.19				
Others	2.30	7.23	4.51	4.59	9.73

Products Contributing to Exports (in %)

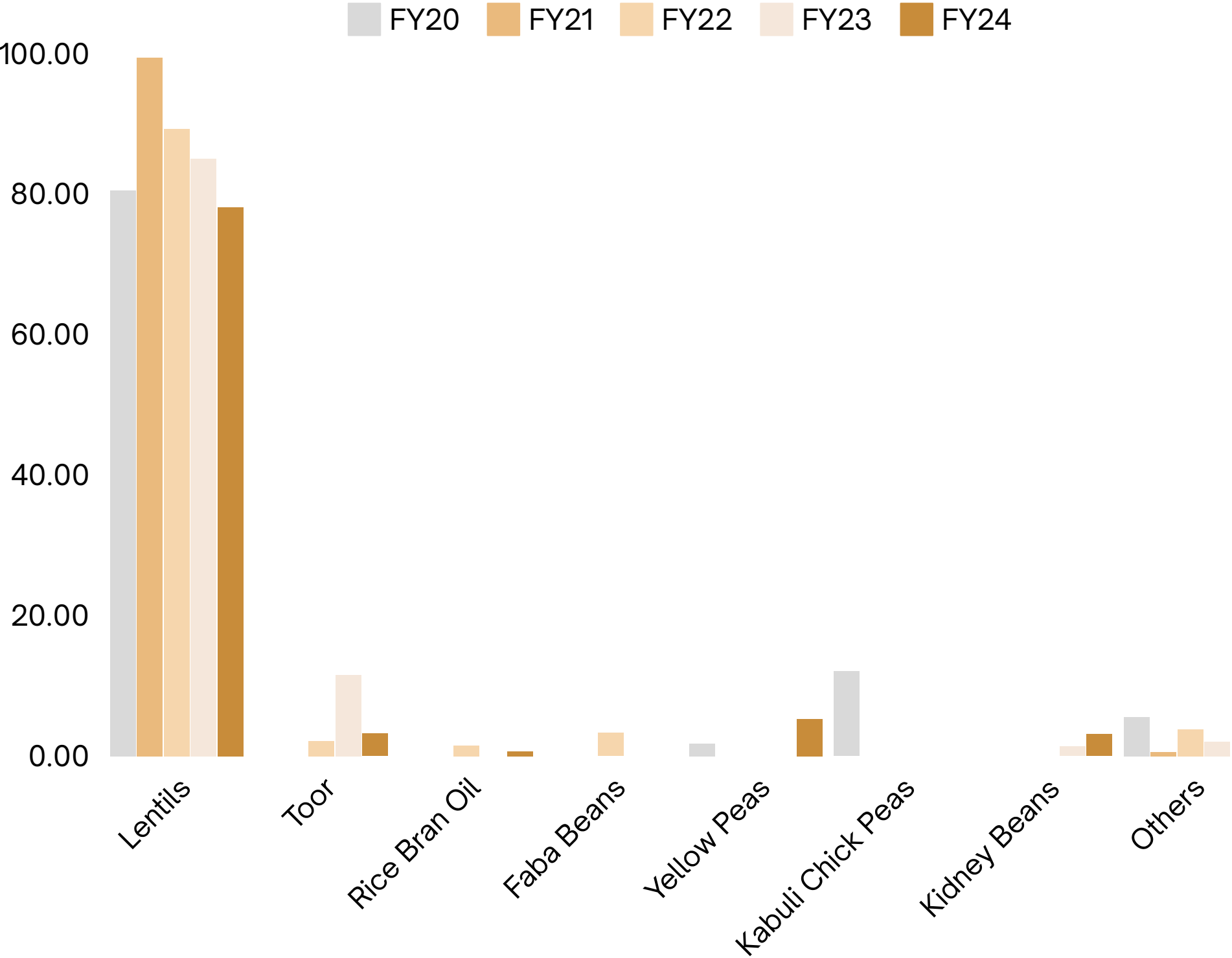


PRODUCTS

The details of the products contributing to our imports are as under;

Products Contributing to Imports (in %)

Items	FY20	FY21	FY22	FY23	FY24
Lentils	80.52	99.43	89.23	85.03	78.12
Toor			2.14	11.55	3.22
Rice Bran Oil			1.52		0.67
Faba Beans			3.31		
Yellow Peas	1.81				5.30
Kabuli Chick Peas	12.07				
Kidney Beans				1.37	3.12
Others	5.60	0.57	3.80	2.05	



MANAGEMENT

MR. RAKHESH KHEMKA

Managing Director

Rakesh Khemka, aged 50 years, is the Managing Director and has been associated with our Company since the year 1994 and has an experience of over 28 years across various management roles. His expertise, skill and knowledge have elevated the organization to greater heights. He holds directorship in Uma Agro Exports Private Limited and Agrocomm Trading Co. Private Limited. He was reappointed as the Managing Director of our Company with effect from July 07, 2021.

MR. MANMOHAN SARAF

Executive Director
Chief Financial Officer

Manmohan Saraf, 48, holds a bachelor's degree in commerce from Calcutta University and is an associate member of the Institute of Chartered Accountants of India since 2003. He obtained his Certificate of Practice in 2008. Serving as our internal auditor for the past decade, he was appointed as a Non-Executive Director in July 2021 and subsequently as Executive Director and CFO in August 2021. Shareholders approved his appointment for a five-year term during the AGM on September 1, 2021.

KEY VETERANS IN TEAM

Vinit Agarwal

Having an experience of more than 20 years in Rice Industry. Having worked as overall Unit head with various responsibilities for production, marketing and distribution of Rice manufacturing unit.

Anand Mandan

Work experience of 20 years and above and understands the market movement hence being a good market reader. Being able to identify the emerging trade opportunities in timely manner and convert the same into profitable business deals.

Chandrakant Pachariwala

Having 18 years experience in Cotton and Cotton Yarn. Young energetic dynamic personality with experience in cotton and cotton yarn having good sense of garment identification.

GROWTH DRIVERS



CAPACITY EXPANSION

UNIT 1 - SURAT

We are pleased to announce the establishment of a new plant at Green Industries Park, located in Vada Gav (Village), Lajpur Choryasi District, **Surat, Gujarat**. This state-of-the-art facility will have a processing capacity of **50,000 tonnes per annum (TPA) for pulses**.

Strategically situated near Hazira Port, just 31 kilometers away, the plant enjoys a significant locational advantage. This proximity to Hazira Port will substantially **reduce our logistic costs**, which constitute a major portion of both raw material and finished product expenses. We will have the flexibility to cater to the demands of both **domestic and international markets**. **The proposed project cost as approved is Rs. 22 crores**. The land for the proposed site has been identified and initial advance has been made. **The unit is proposed to be operationalised by next financial year**.

Upon commencement of production, we are poised to **tap into international markets, particularly in East African countries, Iran, Iraq, and Afghanistan**. We have already established valuable partnerships with buyers in these regions through our export business of sugar and rice. Given the existing demand for pulses in these countries, we **anticipate a successful entry** into these markets.

CAPACITY EXPANSION

UNIT 2 - KOLKATA

We're establishing a **55,000 TPA pulse processing plant** at Jalan Industrial Complex, Howrah, West Bengal. We have **acquired the SWASTIK OIL REFINERY** from NCLT and will operate both units together. Situated near Kolkata and the Land Custom Port for Bangladesh exports, we will benefit from **reduced logistic costs** for raw materials and finished products.

The plant is expected to **add revenues and margins in the current financial year FY25.**

8

tonnes per hour

Pulses

100

tonnes per day

Edible Oil

BACKWARD INTEGRATION

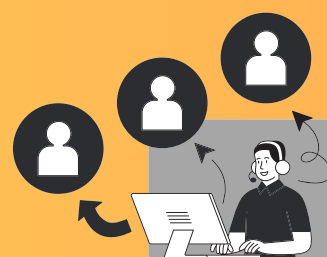
The company is undergoing a **transformative phase**. Previously, we imported products in bulk and distributed them to domestic and international markets. Now, we're establishing our own manufacturing plants in two strategic locations. Here, we'll source raw materials from local suppliers as well as imports, process them in-house, and then distribute them further.



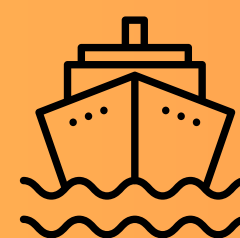
Better
Scalability



Better
Margins



More
Customers



Reduced
Logistics Costs



More SKUs and
Variants

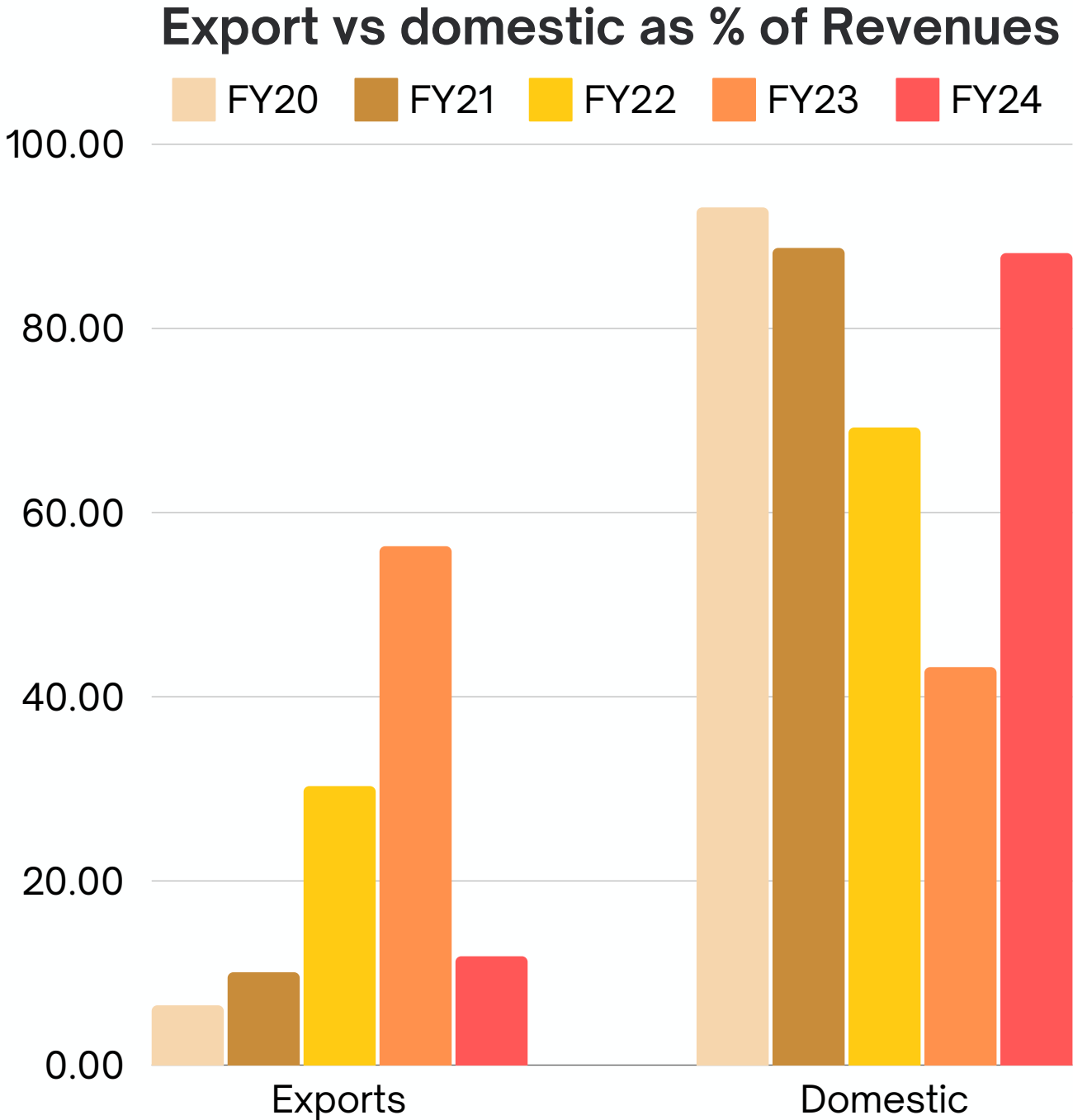
FOCUS ON DOMESTIC REGION

During 2023-24 (April-October), processed vegetables accounted for US\$ 446.84 million, miscellaneous preparations accounted for US\$ 758.94 million and processed fruits, juices and nuts accounted for US\$ 367.85 million.

Rapid **population expansion** in India is the main factor driving the industry.

The **rising income levels** in rural and urban areas, which have contributed to an increase in the demand for agricultural products across the nation, provide additional support for this.

In accordance with this, the market is being stimulated by the growing adoption of cutting-edge techniques including blockchain, artificial intelligence (AI), geographic information systems (GIS), drones, and remote sensing technologies, as well as the release of various e-farming applications.



ENTRY INTO EDIBLE OIL

IMPORT DEPENDENT

India currently relies heavily on imports for edible oil, with 57% of total consumption sourced from various countries. This heavy dependence results in a negative impact on our FOREX reserves, amounting to 20.56 billion USD. To mitigate this, it's imperative for the nation to achieve self-sufficiency (Atmanirbhar) in edible oil production. This can be achieved through promoting the cultivation of oilseeds and palm oil domestically.

GOVERNMENT SUPPORT

During his visit to Arunachal Pradesh, Prime Minister Narendra Modi highlighted India's self-reliance in edible oil production through the Mission Palm Oil. This initiative aims to boost farmers' income and increase crude palm oil production to 11.20 lakh tonnes by 2025-26. The government provides support to farmers through planting material assistance, assured buyback, and protection from global price volatility. The viability price of oil palm has been revised to Rs. 13,652 as of November 2023, up from Rs. 10,516 in October 2022.

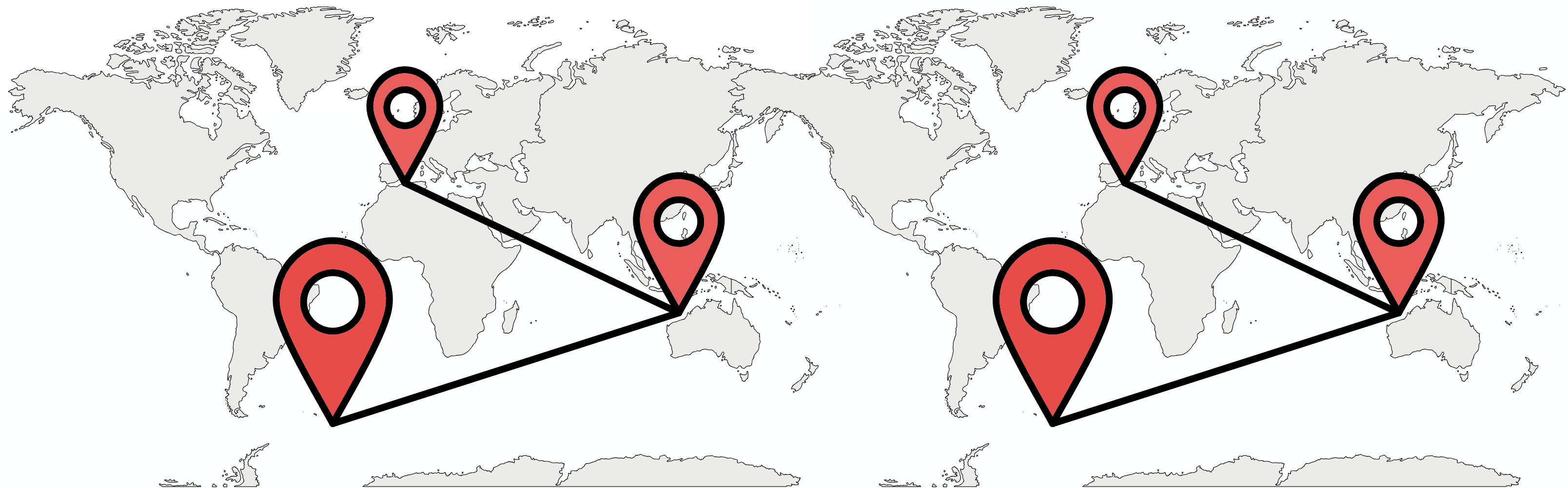
INCENTIVES

In addition to the VGP benefit, the NMEO-OP offers special assistance of Rs. 70,000 per hectare to farmers for planting material and management. Farmers also receive Rs. 2,90,000 for purchasing harvesting tools and Rs. 25 lakh for establishing custom hiring centers (CHCs) for palm oil cultivation. Processing companies involved in the mission are setting up One-Stop Centers for oil palm farmers. These centers provide inputs, custom hiring services, farm advisories on good agricultural practices, and facilitate the collection of farmers' produce.

The conversion of Edible oil will add 3-4% to our margins.

STRONG NETWORK

The company has presence in different countries of world mainly Bangladesh, Malaysia, Philippines, Vietnam, Sri Lanka, South Africa, Singapore, U.S.A., Australia, Burma, Canada, Russia, Brazil, Ethiopia, Djibouti, Benin, Madagascar, Tanzania etc



BUSINESS DIVERSIFICATION

We launched our kidswear brand "**Youmaa**" in **February 2024** under our subsidiary Pakhi Commercial Private Limited, of which we hold a **75% stake**. **Genelia D'souza** serves as the **brand ambassador** for our product. Sales are conducted through various e-commerce platforms including <https://youmaa.com/>, **Ajio**, **Firstcry**, etc.

Revenue
Rs 127.81 Lakhs
Q1FY25

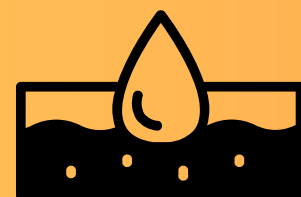
EBITDA
(Rs -8.22 Lakhs)
Q1FY25



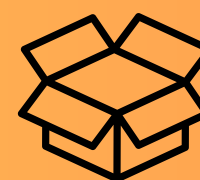
Cloud Touch
Microfiber



Adventure Ready
Durability



100% Skin
Friendly



Modular Styles



Parent Approved



INDUSTRY

India's rising demand for processed foods is being propelled by several factors, including urbanization, increasing disposable incomes, shifting spending patterns, the emergence of nuclear families, and the growing need for convenience foods in dual-income households. As the largest importer, producer, and consumer of pulses globally, it's imperative for the industry to actively engage and demonstrate commitment to the pulse business. The Indian market is dynamic and constantly evolving, making it essential for stakeholders to stay informed and actively participate in this thriving sector.

TOP CONSUMING COUNTRIES

India
Bangladesh
Sri Lanka
UAE
Benin
Djibouti

TOP SUPPLYING COUNTRIES

Myanmar
Australia
Canada
Netherland
Tanzania

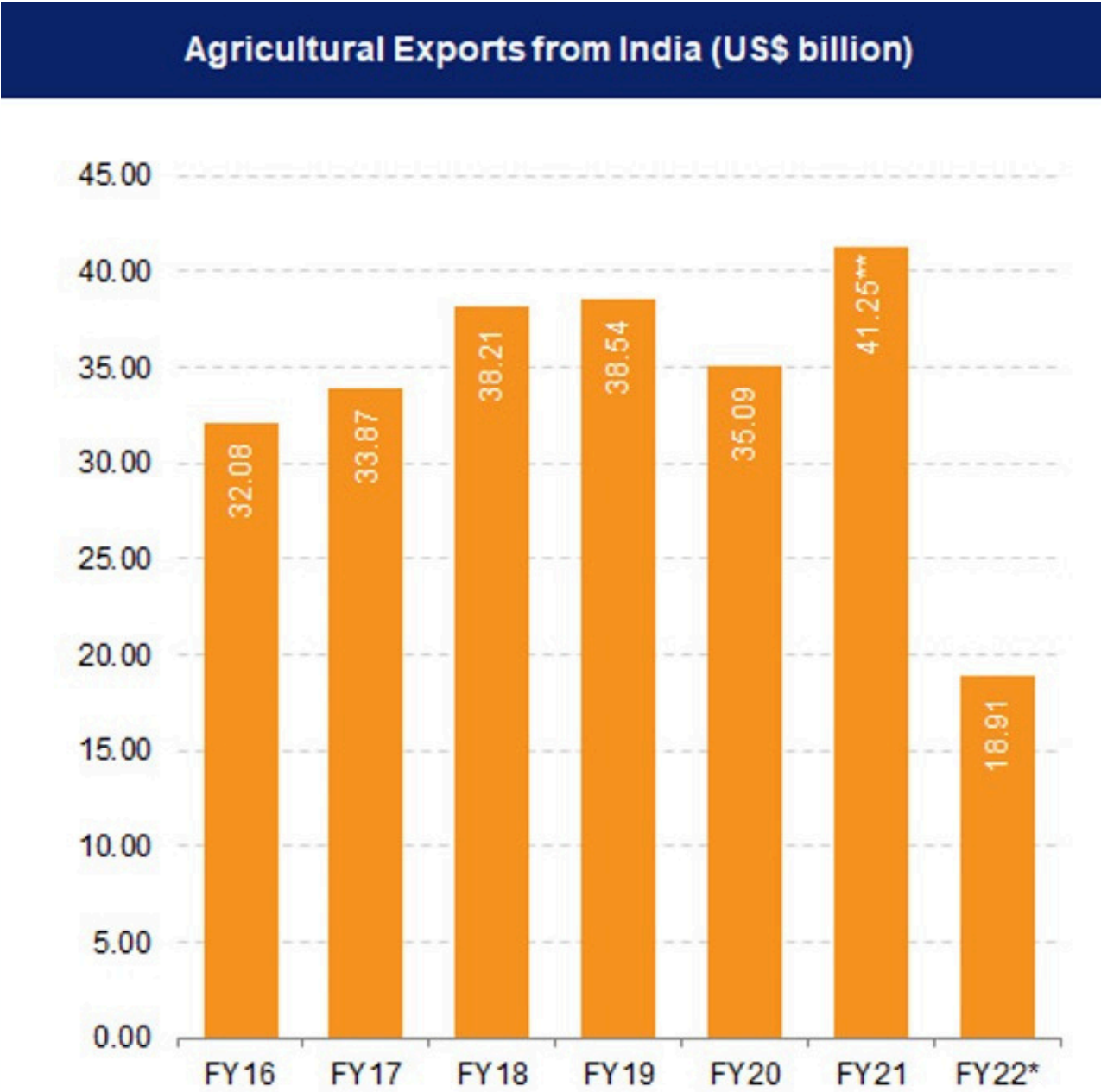
INDUSTRY

Exports

In terms of exports, the sector has seen good growth in the past year. India’s agricultural and processed food products exports stood at US\$ 27.01 billion in 2023-24 (April-October).

The exports for principal commodities in 2023-24 (April-October) were the following:

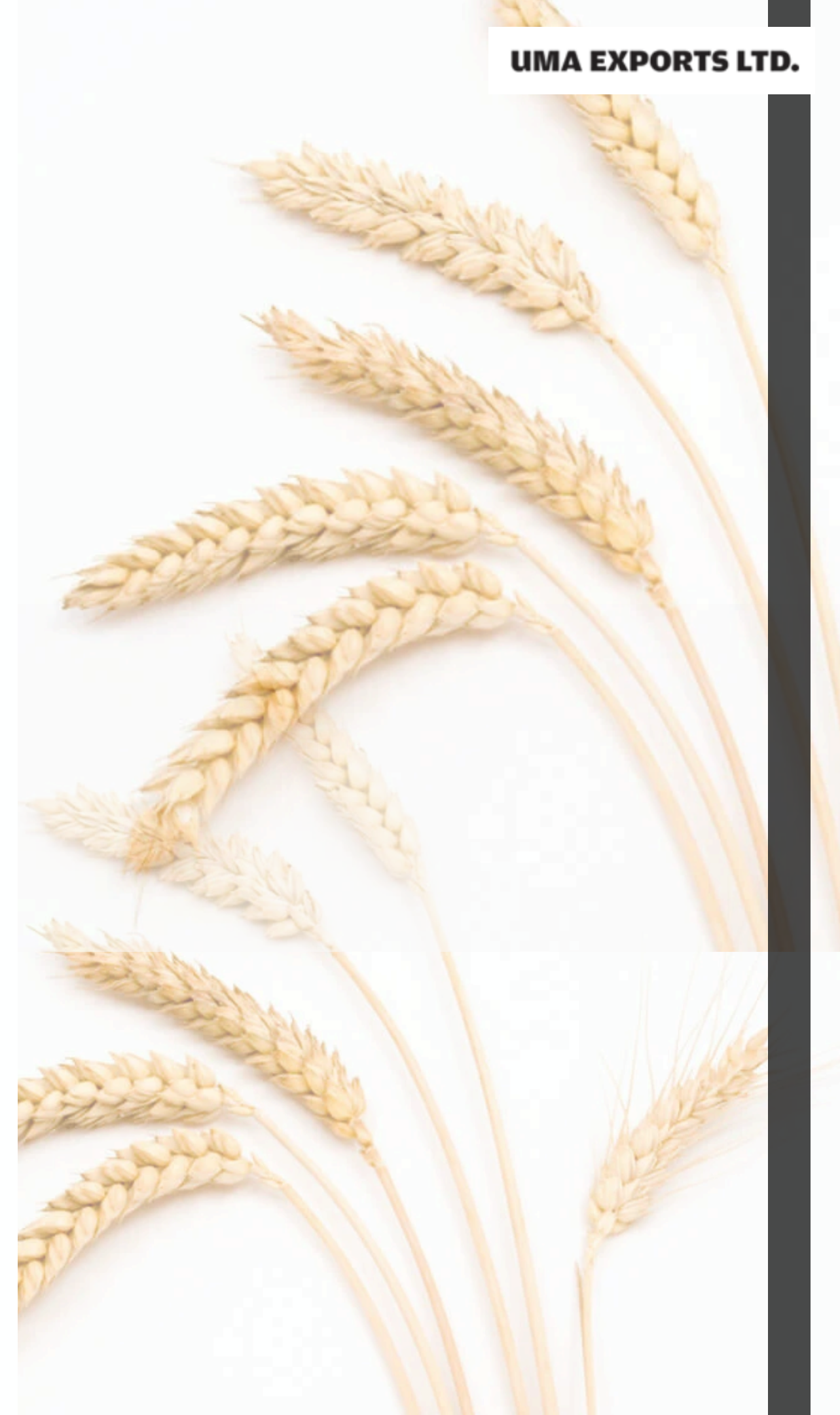
- Marine Product: US\$ 4.58 billion
- Basmati and Non-Basmati Rice: US\$ 5.86 billion
- Spices: US\$ 2.24 billion
- Buffalo Meat: US\$ 2.09 billion
- Sugar: US\$ 1.49 billion
- Miscellaneous processed items: US\$ 967 million
- Oil Meal: US\$ 894 million



WAY FORWARD

In FY24, we faced a turbulent decline in revenues as we shifted our focus to domestic business, resulting in a significant increase in domestic revenue contribution from approximately 43% in FY23 to around 88% in FY24. Despite government bans on exports of certain items, we maintained sales momentum by adding new items such as cotton yarn, cotton bales, and cashew nuts. However, our profit margins were affected by the change in the proportion of export and domestic turnover. Nevertheless, India's promising growth outlook has encouraged us to invest in setting up facilities to capitalize on domestic opportunities.

We expect to achieve **15-20% average revenue growth** in coming years.



FINANCIAL PERFORMANCE Q1FY25



STANDALONE INCOME STATEMENT

In Crores

PARTICULARS	Q1 FY 25	Q1 FY 24	YOY%	Q4 FY 24	QOQ%	FY 2024
Net Sales	371.52	302.56	23%	480.1	-23%	1389.76
Total Expenditure	363.04	300.64		471.04		1371.93
EBITDA & Exceptional Item	8.48	1.92		9.06		17.83
Exceptional Item				-0.37		-0.37
EBITDA	8.48	1.92	342%	8.69	-2%	17.46
EBITDA Margin (%)	2.28%	0.63%	262%	1.81%	26%	1.26%
Depreciation	0.15	0.09		0.33		0.58
PBIT	8.33	1.83	355%	8.36		16.88
Interest	2.22	1.07		2.29		8.36
Profit Before Tax	6.11	0.76	704%	6.07	1%	8.52
Tax	1.5	0.22		1.92		2.46
Profit After Tax	4.61	0.54	754%	4.15	11%	6.06
PAT Margin %	1.24%	0.18%	589%	0.86%	44%	0.44%
Reported Earning Per Share (Rs)	1.36	0.16	750%	1.23	11%	1.79

CONSOLIDATED INCOME STATEMENT

In Crores

PARTICULARS	Q1 FY 25	Q1 FY 24	YOY%	Q4 FY 24	QOQ%	FY 2024
Net Sales	396.46	324.5	22%	493.15	-20%	1536.76
Total Expenditure	386.11	322.55		480.33		1514.81
EBITDA & Exceptional Item	10.35	1.95		12.82		21.95
Exceptional Item				-0.37		-0.37
EBITDA	10.35	1.95	431%	12.45	-17%	21.58
EBITDA Margin (%)	2.61%	0.6%	335%	2.52%	4%	1.4%
Depreciation	0.15	0.09		0.34		0.59
PBIT	10.2	1.86	448%	12.11		20.99
Interest	2.22	1.07		2.29		8.36
Profit Before Tax	7.98	0.79	910%	9.82	-19%	12.63
Tax	1.5	0.22		1.92		2.46
Profit After Tax	6.48	0.57	1037%	7.9	-18%	10.17
PAT Margin %	1.63%	0.18%	806%	1.6%	2%	0.66%
Reported Earning Per Share (Rs)	1.92	0.17	1029%	2.34	-18%	3.01

THANK YOU

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