



A Govt. Recognised Trading House

# SANWARIA CONSUMER LIMITED

(Formerly known as Sanwaria Agro Oils Limited)

CIN - L15143MP1991PLC006395



**SANWARIA GROUP**  
Serving society through Industry

**SCL/SE/2018-19/REG30**

**February 14, 2019**

<b>Bombay Stock Exchange Ltd.</b> Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai-400001. BSE Scrip Code: <b>519260</b> Through: <a href="http://listing.bseindia.com">http://listing.bseindia.com</a>	<b>National Stock Exchange of India Ltd.</b> Exchange Plaza, 5th Floor Plot No. C/1, G Block Bandra – Kurla Complex (BKC), Bandra (E) Mumbai-400051. NSE Scrip Symbol: <b>SANWARIA</b> Through: <a href="https://www.connect2nse.com/LISTING/">https://www.connect2nse.com/LISTING/</a>
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**Sub: Investor Presentation for the Quarter ended December 31, 2018.**

**Ref: Regulation 30 of the SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015 ("Listing Regulation").**

Dear Sir/Madam,

With reference to above captioned subject, please find attached herewith Investor presentation of the Company for the quarter ended **December 31, 2018** pursuant to Regulation 30 of the SEBI (LODR) Regulations, 2015. The same will also be uploaded and available on the website of the Company at [www.sanwariaconsumer.com](http://www.sanwariaconsumer.com).

This is for your records and request the same be treated as compliance under the applicable clause(s) of the SEBI Listing Regulations.

Thanking you,  
Yours faithfully

By Order of the Board,  
**For Sanwaria Consumer Limited**

Company Secretary

**Encl: As above**





# SANWARIA CONSUMER LIMITED

(Formerly known as “Sanwaria Agro Oils Limited”)

A FMCG FOOD PRODUCTS COMPANY

## Investors Presentation 3rd Quarter Ended Dec2018





# DISCLAIMER



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This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of or any omission from this Presentation is expressly excluded.

This presentation contains certain forward looking statements concerning the Company's future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth and competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward looking statements be come materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the Company.

# SANWARIA CONSUMER – A SNAPSHOT

1

Incorporated in April 1991, Sanwaria Consumer Limited is one of the largest integrated food processors in India

2

Engaged in manufacturing and selling of edible oil and other staple food products like Soya, Rice, Pulses and Wheat etc.

3

Turnover of INR 5,000cr (FY 2017-18)

4

Installed capacity of 2,500 TPD for soya bean crushing and extraction of crude oil and de-oiled Cake (Soya Meal); installed capacity of 250 TPD for oil refining

5

Production of Basmati Rice with a capacity of 200 TPD in Mandideep in 2013 and 300 TPD in Kiratpur Itarsi in 2015

6

ISO 14001, 22000, GMP and Halal Certified. Also awarded as a Government Recognized Export Trading House by DGFT

7

Opened 52 ATM size stores in MP and Maharashtra to sell our products directly to consumers

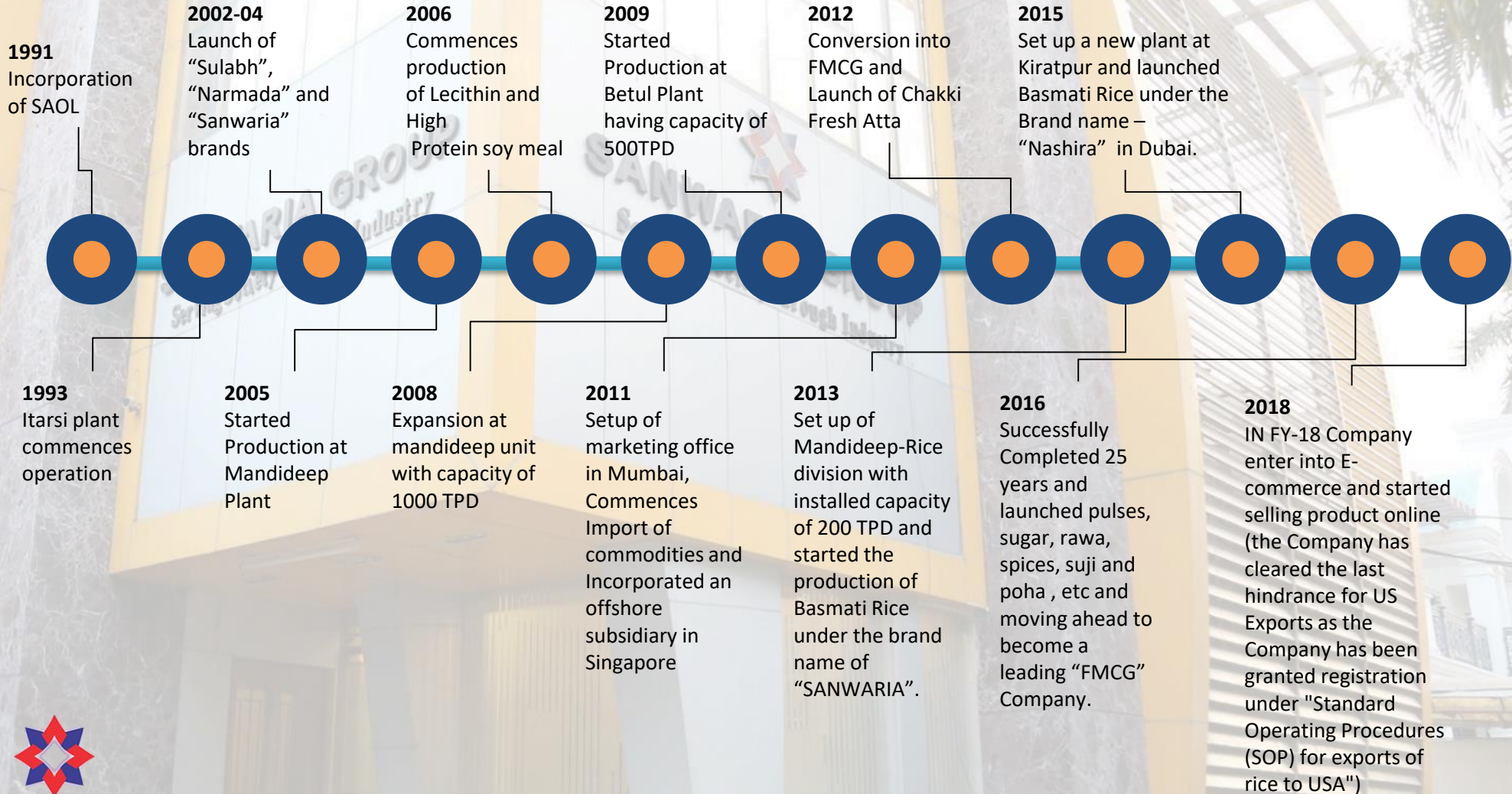
8

Diversification in various growing sectors like Renewal Energy, Infrastructure, Hospitality, Warehousing





# KEY MILESTONES



# PRESENT ACROSS THE ENTIRE PROCESS CHAIN

Healthy mix of mid and backward integration, on its way to develop a forward integration



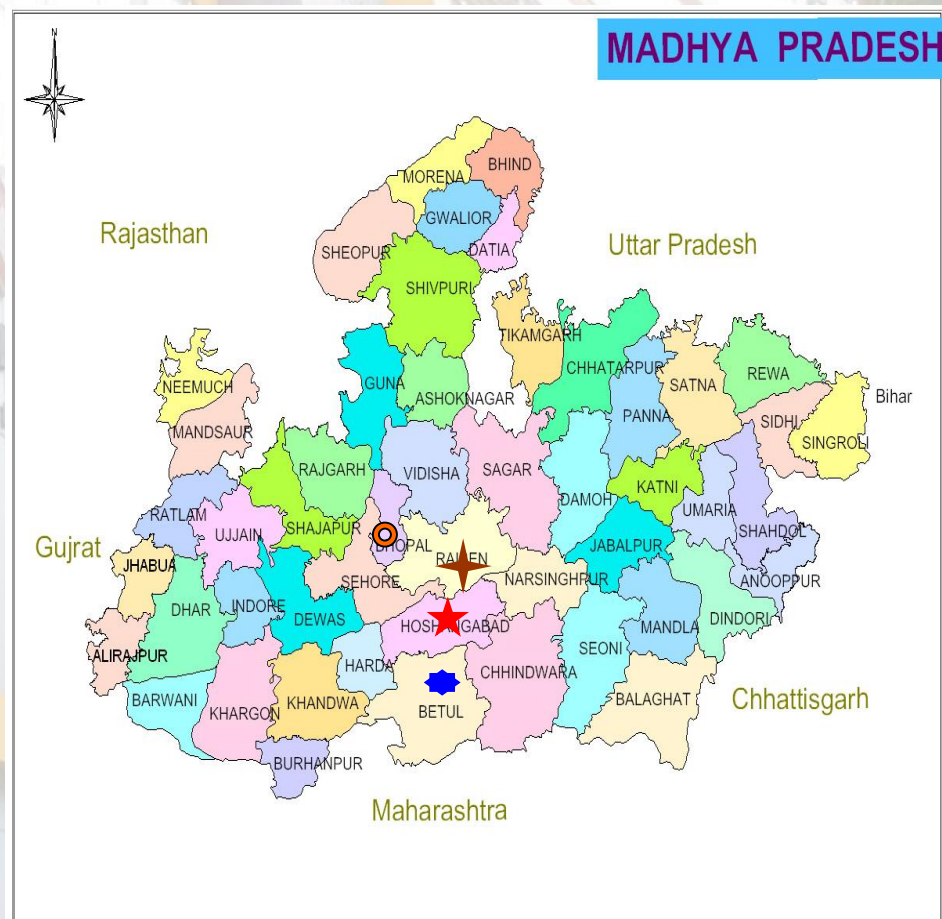
Procurement	Processing	Products	Marketing & Distribution
<ul style="list-style-type: none"> <li>Strong backward integration</li> <li>Procurement through 80 Direct Procurement Centers (DPC), 2-3 % of cost savings to the company</li> <li>In-house testing facilities provides benefit of price adjustment and quality control, at the procurement stage</li> </ul>	<ul style="list-style-type: none"> <li>Presence across the entire manufacturing value chain</li> <li>3 manufacturing plants strategically located in M.P.</li> <li>Extraction capacity : 2,500 MT per day</li> <li>Refining capacity – 250 MT per day.</li> <li>Paddy processing capacity: 500 MT per day</li> </ul>	<ul style="list-style-type: none"> <li>Launched 10 new products in its Product portfolio such as Sugar, Pulses, Poha, Basmati Rice</li> <li>Value added products include soya nuggets, soya flour, textured vegetable proteins</li> </ul>	<ul style="list-style-type: none"> <li>Owned brands includes “Sanwaria”, “Narmada” “Sulabh” and “Nashira”</li> <li>Direct Consumer Reach through D-Mart Hypercity, Reliance, Big Bazar and Vishal.</li> <li>Recently opened 52 ATM size retail outlet in state of Madhya Pradesh and planned to expand across the country.</li> </ul>





# MANUFACTURING LOCATIONS

S.No.	Process - Location	Installed Capacity TPD	
1	SEP – Itarsi	★	500
2	SEP – Mandideep	✦	1500
3	SEP- Betul	★	500
4	Rice Plant- Mandideep	✦	200
5	Rice Plant- Itarsi	★	400
6	Soya Flour-Mandideep	✦	10
7	Soya Chunks- Mandideep	✦	10



## KEY GROWTH DRIVERS

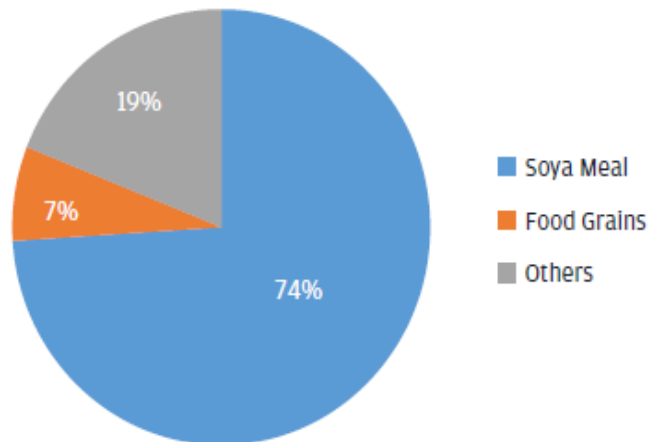




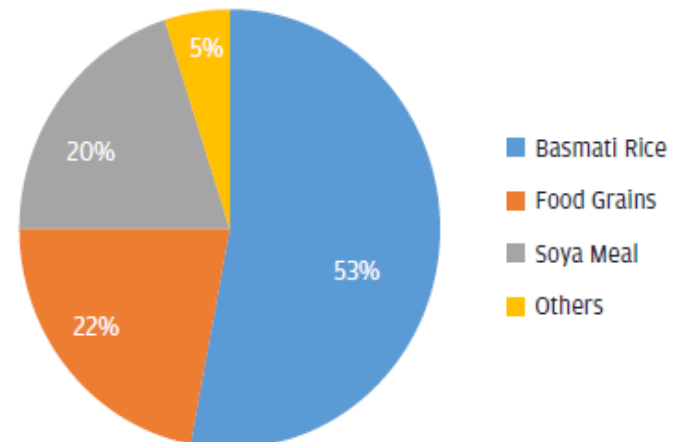
## PRODUCT-MIX SHIFT

- Shifting focus from commodity business to FMCG products.
- Focus shift on Basmati Rice from Soya Product Business. Basmati Rice accounts for 50+% share in revenue in FY2018
- Current product portfolio of 35 will gradually be taken to 50 and then finally to 100 in next 2-3 years

**FY2015**



**FY2018**



# FMCG FOOD PRODUCTS COMPANY WITH GLOBAL AND REGIONAL BRANDS

## SANWARIA BASMATI RICE



## SANWARIA SOYABEAN REFINED OIL



## NASHIRA BASMATI RICE



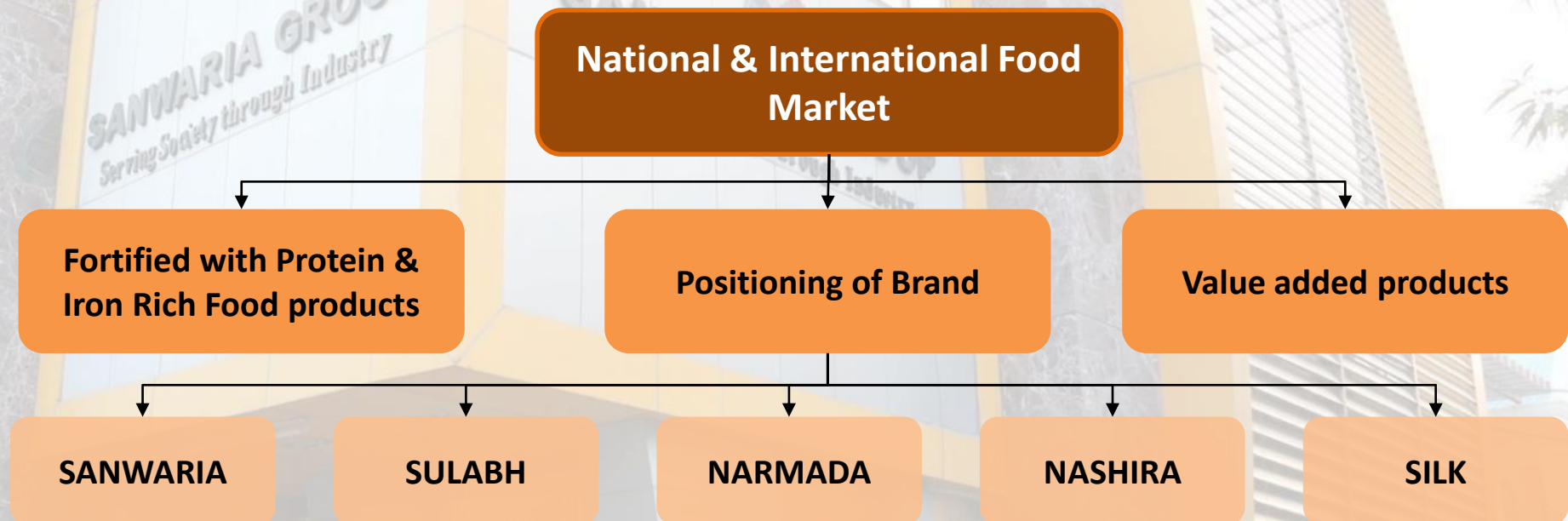
## PULSES, SALT, SUGAR, SOYA BARI, BESAN, MAIDA





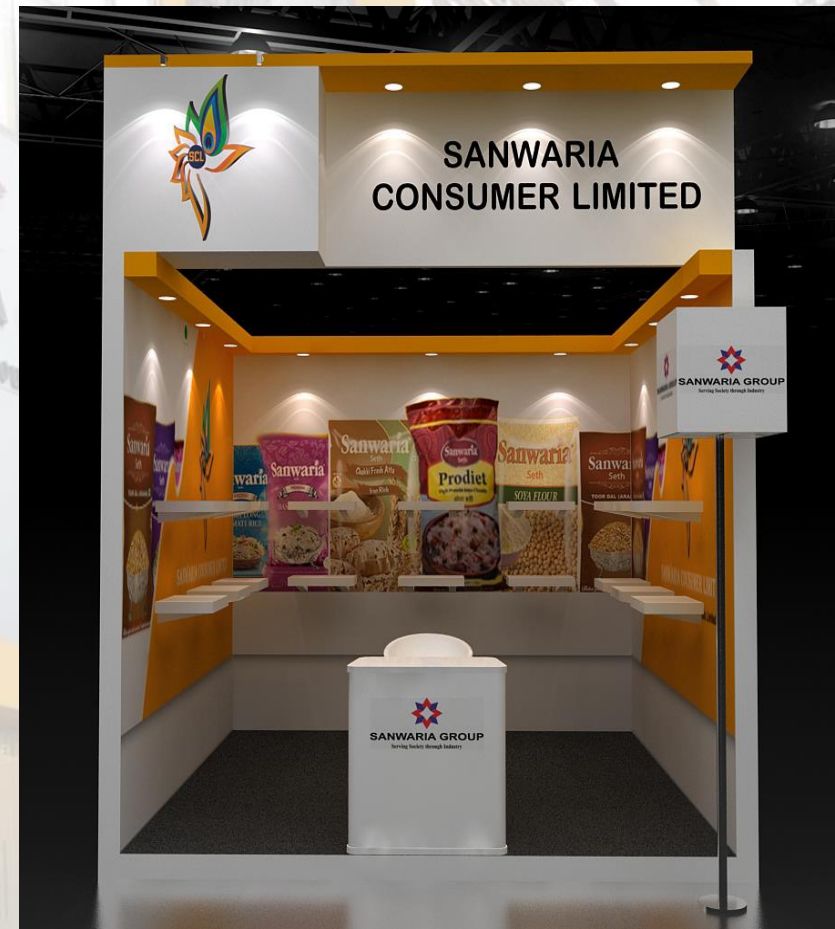
# BRAND POSITIONING

- Cater National and International markets with four branded FMCG range of products – Sanwaria, Sulabh, Narmada and Nashira
- Added a new brand 'Silk' for Basmati Rice



## DIRECT RETAIL

- Company is opening retail outlets under the brand name “Sanwaria Consumer Shoppy”
- Already opened up 52 stores at different locations of Madhya Pradesh and Maharashtra
- 10 more stores are in pipeline in Maharashtra and will be opened shortly
- Plans to open 100 stores in MP and Maharashtra. Thereafter, planning to cover other parts of India with 500 stores





## DIRECT RETAIL

- We have launched our online-platform in India to match the pace of rapidly changing technology today; opening doors for future growth
- Focus on adding more products on E- commerce websites to get brand visibility and customers' attention.
- Soon, Sanwaria will be crossing borders and reach in households Internationally
- By introduction of online-platform, we expect to increase the wealth of our shareholders



Shop our  
**Online Store**  
Click here

<http://www.sanwariaconsumer.com>



## OVERSEAS EXPANSION

Company is planning to :

- Start the business in Singapore through 100 %Subsidiary which will get business from rest of the world and also will working for the cheaper finance facilities.
- Opening 100% subsidiary in Dubai to get the overseas market business of Middle East & Africa.
- Enter US market; already received necessary approvals from US Food and Drug Administration and the Company has also cleared the last hindrance for US Exports as the Company has been granted registration under "Standard Operating Procedures (SOP) for exports of rice to USA").

## BUSINESS TIE-UPS

- Entered into an agreement with “Patanjali Ayurved Limited” to manufacture and supply Soya Chunks or Soya Bari under the “Patanjali “ Brand.
- Looking to tie-up with online platforms or virtual marketing networks like Flipkart, Amazon, Bigbasket, Grofers etc.





# INDUSTRY OVERVIEW

## Food Sector in India :

- India is second largest producer of food producer next to China with the potential to become the leader
- According to government estimates for fiscal year 2015-16, the total food market valued at US\$39.71bn and is expected to double in the next 10 years.
- Food Processing accounts for 1/3rd of the total food market; currently valued at US\$ 258bn in 2017
- Food and food products constitute 35% of the wallet spend. Out of this more than 50% comprise of staples like wheat, rice and edible oil.
- Spending on processed food is likely to surge 4x by 2020 resulting in processed food market to reach US\$ 482bn in 2020

## Increasing Demand of Soya based products :

- Soya based products are the cheapest source of proteins for vegetarians worldwide; as the prices of the protein rich food increasing globally
- Soybean – rich source of protein (60% protein content) and the fats in soybean oil has shown to help reduce total cholesterol levels
- With the favorable demographics, growing urbanization, increasing health consciousness and the instances of adulteration in unbranded goods, the branded foods category is expected to continue its growth
- Soya foods provide high quality protein and are low in saturated fat; has lead to rapid acceptance of soya foods like soya milk, soya flour, soya nuggets, soya pasta, soya flakes etc.



## WELL EXPERIENCED MANAGEMENT

Name	Description
<b>Shri Anil Agrawal</b>	He is a Doctor & D. Let of Philosophy in Management, Chartered Accountant and Master of Commerce. He looks after finance, accounts and taxation matters of the company. He deals with all finance and law related matters in day to day activities and has developed overall internal control system in company.
<b>Shri Gulab Chand Agrawal</b>	He is commerce Graduate and has 25 years of experience of handling cash, dealing with banks. He looks after working capital management of the company apart from cash and mandi/farmers payment management.
<b>Shri Ashok Agrawal</b>	He is a Commerce graduate and has more than 25 years experience of production /manufacturing. He has been involved in Factory Management, Marketing, Personnel Recruitment, Labor Management, and General Administration. He looks after overall factory/plant, sales/market of the company's all products.
<b>Shri Satish Agrawal</b>	He is a Commerce graduate and has 25 years of experience related to Dal mill, trading and procurement of various items from mandi and farmers. He has been involved to forging strong relationship with farmers. He looks after overall procurement activity of soya seed and other items for the company. He is also associate with day to day affairs of Roller Flour Mills and Solvent Extraction Plant.
<b>Shri Amitendra Shrivastava</b>	Non-Executive Independent Director with 30 years plus experience in IT, Telecommunication, Project Management Consultant, administration etc.
<b>Shri Shailesh Baluapuri</b>	Non-Executive Director with 20 years plus experience in administration, operation of plant, project management, production planning, quality assurance and personnel management.
<b>Ms. Shivani Jhariya</b>	Independent/ Woman Director, with 7 Years' of industry experience in Management & Business development inter alia including power projects





# IMPROVED FINANCIALS

- Continued growth in top line and bottom line.
- Net Profit for Q3FY 2018-19 (Unaudited) has increased by 70.1% to Rs. 428mn from Rs. 250.8mn in the corresponding quarter of last fiscal year.
- Revenue for Q3FY 2018-19 has increased by 2.2% to Rs. 13013.8mn (Unaudited) from Rs. 12734.9mn as against same period last year.
- 
- EBITDA margin stood at 5.85% in Q3 FY 2018-2019 as compared to 4.2% in Q3 FY 2017-2018
- Diluted EPS of the Company stood at Rs. 0.58/- for Q3 FY 2018-19 against Rs.0.34/- in Q3 of FY 2017-18.

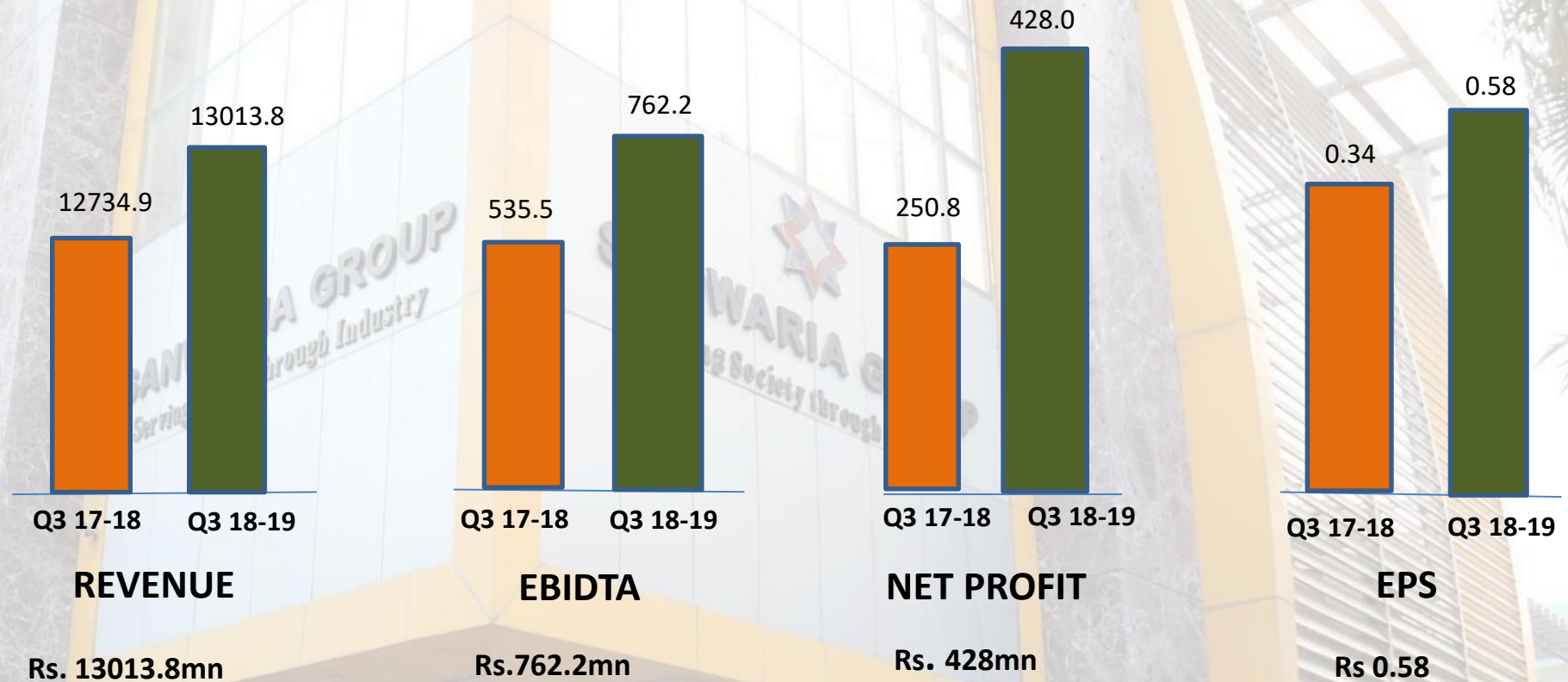
**2.3%**

**Growth**



**In Turnover Q3 FY 18-19**

# IMPROVED FINANCIALS



- Figures Pertaining to Financial Year 2018-19 are Unaudited.





## Q3 & 9M FY 18-19 PERFORMANCE HIGHLIGHTS

Value (Rs in mn)	Q3FY18-19	Q3FY17-18	YoY (%)	9MFY18-19	9MFY17-18	YoY (%)
Net Sales	13,013.8	12,734.9	2.2%	37,923.0	36,470.5	4.0%
Other Income	45.3	31.8	42.4%	94.9	80.5	17.9%
<b>Total Income</b>	<b>13,059.1</b>	<b>12,766.7</b>	<b>2.3%</b>	<b>38,018.0</b>	<b>36,551.1</b>	<b>4.0%</b>
Expenditure	12,297.0	12,231.2	0.5%	35,903.4	35,153.2	2.1%
<b>Operating Profit</b>	<b>762.2</b>	<b>535.5</b>	<b>42.3%</b>	<b>2,114.5</b>	<b>1,397.9</b>	<b>51.3%</b>
Interest	210.0	195.7	7.3%	596.8	546.3	9.2%
<b>Gross Profit</b>	<b>552.2</b>	<b>339.7</b>	<b>62.5%</b>	<b>1,517.7</b>	<b>851.5</b>	<b>78.2%</b>
Depreciation	23.8	18.2	31.0%	60.2	54.6	10.4%
Profit before Extraordinary items and tax	528.4	321.5	64.3%	1,457.5	797.0	82.9%
Tax	100.4	70.7	41.9%	276.9	149.6	85.1%
Profit before Extraordinary items	428.0	250.8	70.6%	1,180.6	647.4	82.4%
Extraordinary Items	-	-	-	-	-	-
OCI (net of tax)	-	-	-	-	-	-
<b>Net Profit</b>	<b>428.0</b>	<b>250.8</b>	<b>70.6%</b>	<b>1,180.6</b>	<b>647.4</b>	<b>82.4%</b>
<b>EPS</b>	<b>0.58</b>	<b>0.34</b>	<b>70.6%</b>	<b>1.60</b>	<b>0.88</b>	<b>81.8%</b>
Face Value (in Rs)	1.00	1.00		1.00	1.00	



# PROFITABILITY STATEMENT

Value (Rs in mn)	9MFY18-19	FY17-18	FY16-17
Net Sales	37,923.0	50,547.3	35,124.4
Other Income	94.9	118.5	137.5
Total Income	38,018.0	50,665.8	35,261.9
Expenditure	35,903.4	48,676.5	34,018.5
Operating Profit	2,114.5	1,989.3	1,243.4
Interest	596.8	744.0	669.1
Gross Profit	1,517.7	1,245.3	574.3
Depreciation	60.2	80.3	72.7
Profit before Extraordinary items and tax	1,457.5	1,165.0	501.6
Tax	276.9	318.2	61.0
Profit before Extraordinary items	1,180.6	846.9	440.6
Extraordinary Items	-	-	-
OCI (net of tax)	-	18.3	-
Net Profit	1,180.6	865.2	440.6
EPS	1.60	1.18	1.20
Face Value (in Rs)	1.00	1.00	1.00





## STANDALONE BALANCE SHEET

LIABILITIES	Rs. In Mn		ASSETS	Rs. In Mn	
	FY16-17 (Audited)	FY17-18 (Audited)		FY16-17 (Audited)	FY17-18 (Audited)
<b>Shareholder's Funds</b>			<b>Non- Current Assets</b>		
Share Capital	368.1	736.1	Fixed Assets		
Reserves & Surplus	3,752.4	5,205.2	a)Tangible Assets	1,069.6	989.3
<b>Non-Current Liabilities</b>			Non Current Investments	363.0	363.0
Long Term borrowings	93.8	186.9	Long Term Loans & Advances	170.7	175.0
Deferred Tax Liabilities	162.9	152.8	Other Non Current Assets	-	-
Long Term Provisions	2.0	4.5	<b>Current Assets</b>		
<b>Current Liabilities</b>			Inventories	5,052.7	5,249.1
Short Term Borrowings	9,840.5	9,721.5	Trade Receivables	7,271.6	9,160.4
Trade Payables	454.6	665.5	Cash & Bank Balances	166.3	292.6
Other Current Liabilities	268.6	156.0	Short Term Loans & Advances	1,024.9	1,087.7
Short Term Provisions	176.0	488.4			
<b>Total Liabilities</b>	<b>15,118.8</b>	<b>17,317.0</b>	<b>Total Assets</b>	<b>15,118.8</b>	<b>17,317.0</b>

## CORPORATE ACTION

### Name Change

- Name of our company has been changed from Sanwaria Agro Oils Limited” to “Sanwaria Consumer Limited”.

### Dividend

- Company has also paid Final dividend @5% on equity shares (After bonus) totaling 15% for the FY16-17.

### Bonus Issue

- Company has given bonus share in ratio of 1:1( 1 Fully paid up equity shares for every 1 share held)

### External Rating

- Credit rating of the company has been upgraded to BBB+ from BBB.

### Fund Raising

- Company has proposed a fund raising plan of upto **100 million USD** fund its future capex requirements and working capital requirements which will reduce Debt of the company.

### ESOP

- Company has also proposed for Employee stock option plan.





# AWARD/RECOGNITION

- Ranks 262 in FY2017-18 on the basis of Total Turnover by the “Economic Times”

<https://economictimes.indiatimes.com/marketstats/pagano-11,pid-59,sortby-CurrentYearRank,sortorder-asc,year-2018.cms>

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Rank 2018	Rank 2017	Company	Revenue (Cr)	Revenue %CHG	PAT (Cr)	PAT %CHG	MCAP (Cr)		
252	255	Kansai Nerolac Paints Ltd.	5334.83	15.94	514.40	1.09	21597.83		
253	250	Berger Paints (India) Ltd.	5312.21	10.99	460.83	-2.71	27217.13		
254	234	Shirpur Gold Refinery Ltd.	5310.77	9.43	14.33	442.80	213.62		
255	227	Cummins India Ltd.	5288.48	1.17	711.82	-3.32	18858.38		
256	229	India Cements Ltd.	5263.23	1.22	73.74	-55.60	2833.07		
257	249	SREI Infrastructure Finance Ltd.	5262.20	12.41	384.55	58.02	1605.82		
258	N.A.	Godrej Agrovet Ltd.	5253.12	4.61	229.21	-7.88	9961.05		
259	244	Jaiprakash Power Ventures Ltd.	5232.89	10.31	-1595.83	LL	1228.89		
260	269	Escorts Ltd.	5146.05	21.40	347.02	164.36	7289.31		
261	251	Sadbhav Engineering Ltd.	5093.38	9.44	-3.09	LL	3658.43		
262	311	Sanwaria Consumer Ltd.	5081.65	43.59	84.69	93.89	826.32		
263	264	Gokul Agro Resources Ltd.	5062.90	16.30	15.46	-22.74	148.53		
264	N.A.	Tube Investments of India Ltd.	5048.12	8.58	147.39	-12.07	5458.94		

# Thank You

**Sanwaria Consumer Limited**

CIN: L15143MP1991PLC006395

Registered Office: E-1/1, Arera Colony, Bhopal (M.P.) – 462016

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Website: [www.sanwariagroup.com](http://www.sanwariagroup.com)