

### Chaman Lal Setia Exports Ltd.

(A Govt. Recognised Star Export House)
Regd. Office: Meerankot Road, P. O. Central Jail,
Ajnala Road, Amritsar-143002 India
Tel: 91-183-2590318, 91-183-2592708



Facsimile: 91-183-2590453, 91-184-2291067

E. Mail: setiarice@yahoo.com, clsetia@rediffmail.com
CIN No.: L51909PB1994PLC015083

29.05.2025

To

The Manager, Bombay Stock Exchange Limited Floor 25, P.J. Towers Dalal Street Mumbai-400001

Scrip Code: 530307

The Manager,
National Stock Exchange of India Limited
"Exchange Plaza" Plot No. C/1, G. Block
Bandra-Kurla Complex, Bandra (E)
Mumbai – 400051

Symbol: - CLSEL

Ref: Chaman Lal Setia Exports Ltd. ("the Company")

Dear Sir,

Sub: Disclosure under SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

In compliance with Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, Please find attached herewith Investor Presentation.

The aforesaid information is also being hosted on the website of the Company viz., www.clsel.in

Kindly take the above document on record and acknowledge.

Thanking You

Yours Faithfully

For Chaman Lal Setia Exports Limited

(Rajeev Setia)

Joint Managing Director & CFO

DIN: - 01125921

**ENC: AS ABOVE** 



# Chaman Lal Setia Exports Ltd.

**Investor Presentation – Q4 & FY25** 



### Disclaimer



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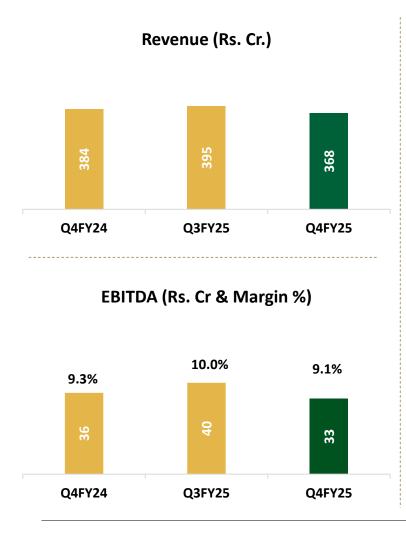


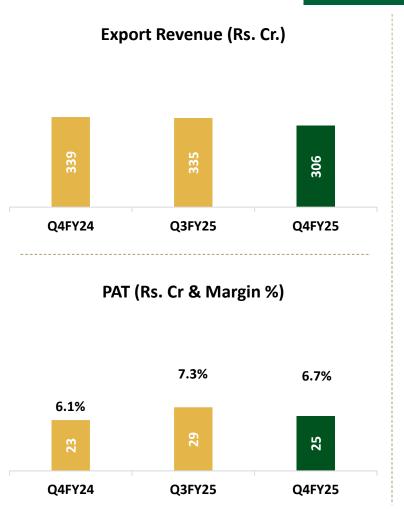


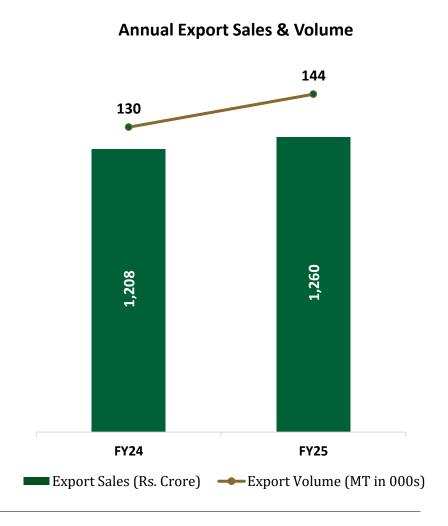
# Key Performance Charts - Q4 & FY25

Recommended Final Dividend @125% i.e.
Rs. 2.50 per equity share of Rs. 2/- each, for the FY25.







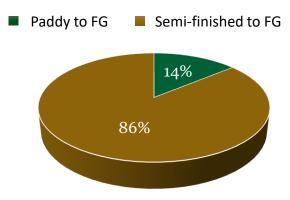


## Prudent inventory management,



### Leading to superior cash conversion cycle

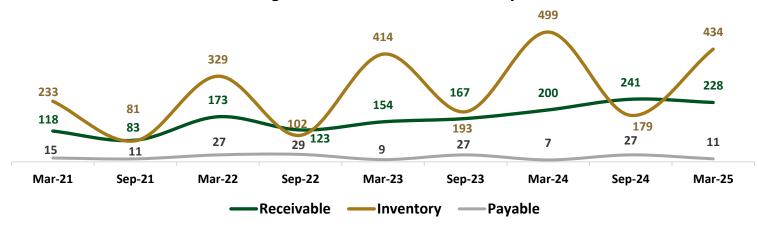
#### **Asset Light model with lower inventory risk**



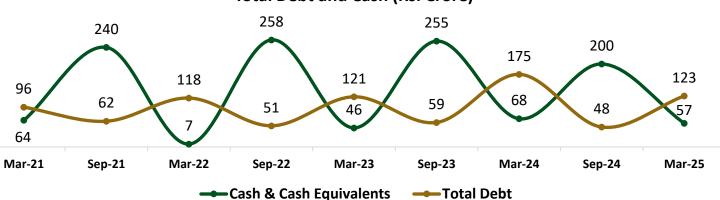
- Majority of the production is through procurement of semifinished rice and conversion to finished rice (mostly requiring Sortex), keeping the overall processing cycle short, and the company remaining relatively asset light.
- Inventory holding remains moderate as the company does not engage in ageing and thus, has lower inventory risk

Procurement of Paddy starts in Oct-Nov, resulting in increased inventory levels

#### **Asset Light Model with lower Inventory Risk**

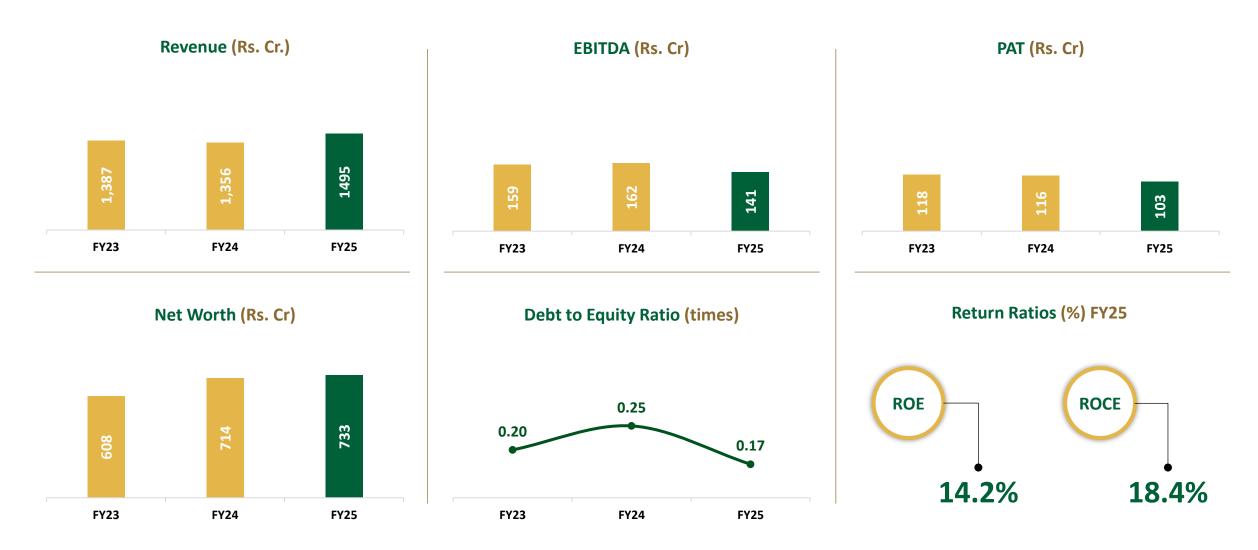


#### **Total Debt and Cash (Rs. Crore)**



### **Key Annual Financial Charts**





### Quarterly Income Statement Q4 & FY25



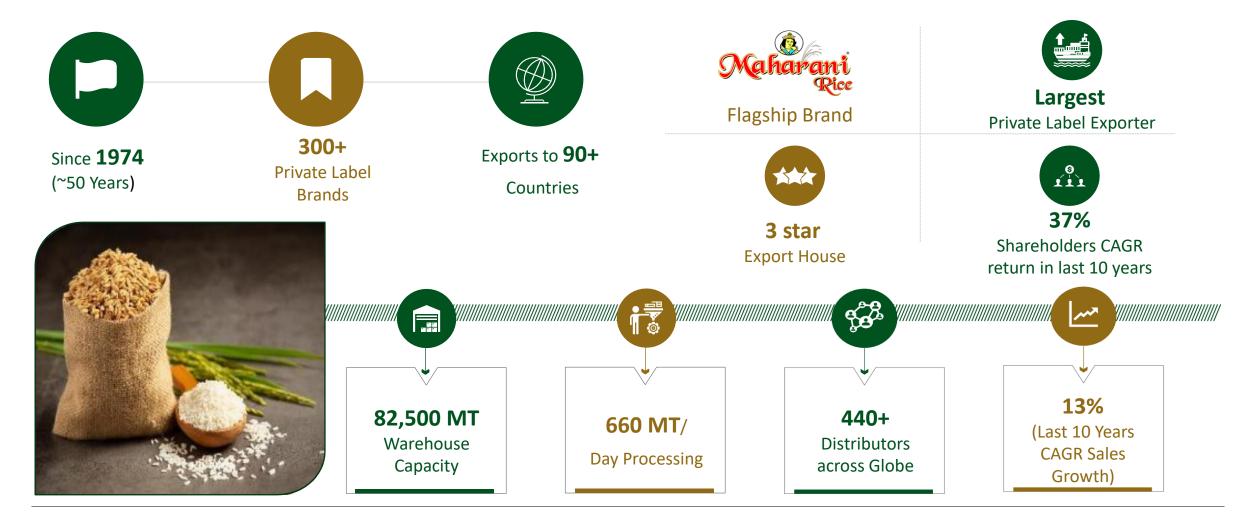
Particulars (INR Cr.)	Q4FY25	Q3FY25	Q4FY24	FY25	FY24
Net Sales	367.7	395.3	383.5	1,495.3	1,355.6
Cost of Goods Sold	283.3	302.1	296.6	1,167.1	1,051.9
Gross Profit	84.4	93.2	86.9	328.1	303.8
Gross Margin (%)	22.9%	23.6%	22.7%	21.9%	22.4%
Employee Expenses	5.5	4.6	6.4	18.7	17.7
Other Expenses	45.5	49.1	44.9	168.3	124.2
EBITDA	33.4	39.5	35.6	141.1	161.9
EBITDA Margin (%)	9.1%	10.0%	9.3%	9.4%	11.9%
Other Income	1.9	2.8	1.8	8.7	9.6
Depreciation	-1.2	1.8	2.4	3.6	7.1
Profit Before Interest & Tax	36.4	40.5	35.0	146.1	164.4
Interest	4.7	1.8	4.0	9.8	9.9
Profit Before Tax	31.7	38.7	31.0	136.4	154.5
Tax	7.2	9.7	7.7	33.5	38.9
Net Profit	24.6	29.0	23.2	102.9	115.6
PAT Margin (%)	6.7%	7.3%	6.1%	6.9%	8.5%
EPS (Reported) (Rs.)	4.93	5.83	4.49	20.68	22.36

Recommended Final Dividend @125% i.e. Rs. 2.50 per equity share of Rs. 2/- each, for the FY25.



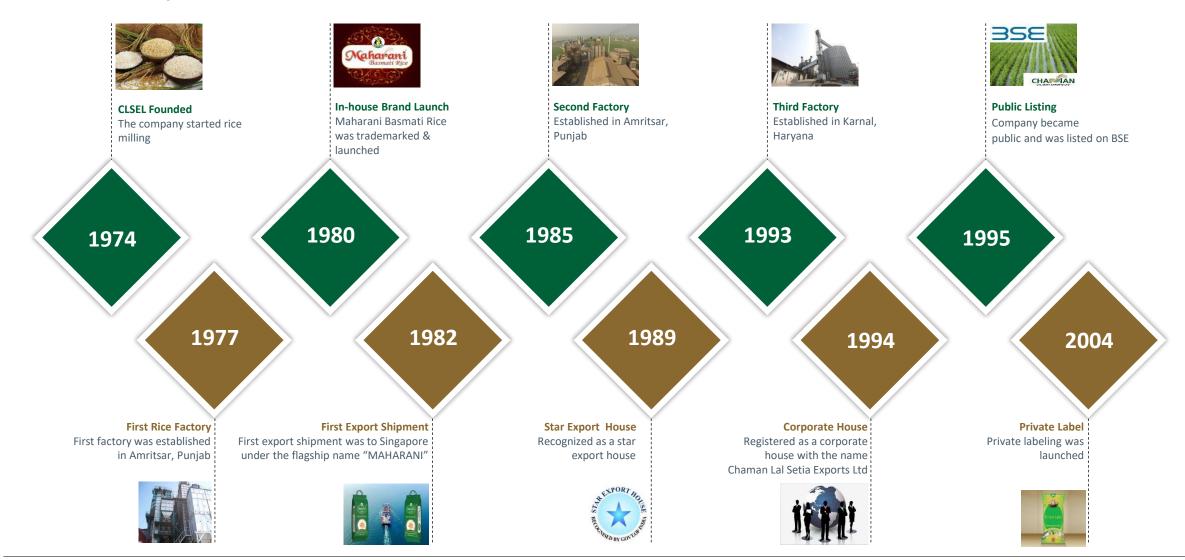
### CLSEL at a Glance





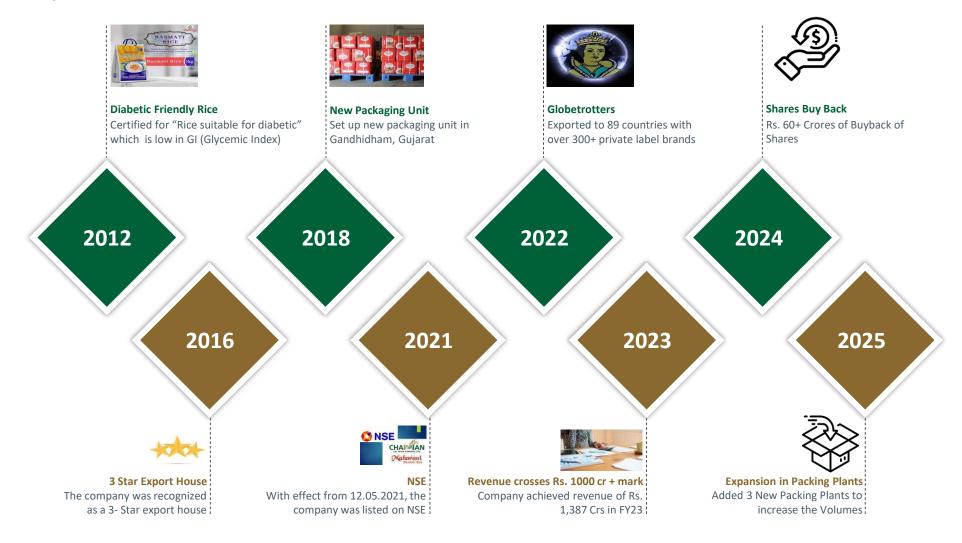
### Journey (1/2)





### Journey (2/2)





# Key Management





Mr. Vijay Kumar Setia

Chairman & Managing Director



Mr. Rajeev Setia

Joint Managing Director & CFO



Investor Presentation



**BUSINESS OVERVIEW** 

### **Business Model:**

### Fully Integrated - Farm-to-Fork Operations





#### **Procurement**

- Established network across all mandis in basmati growing areas
- Strong relationship with commission agents
- Stringent quality control measures
- Majority procurement is done on cash basis to avail cash discount

#### **Processing**

- State-of the-art processing facilities in Haryana & Gujarat
- Fully insulated factories with latest technology like aerodynamics
- Continuous innovation leading to higher productivity and manufacturing efficiency, results in savings to water and energy consumption

#### **Quality check**

- Stringent quality control systems to ensure superior quality
- All facilities certified by internationally acclaimed thirdparty certification and accreditation bodies

### Packaging & Warehousing

- Packaging capacity ranging
- from 0.5 kg to 1 MT
- 80,000 MT warehouse capacity in Karnal
- New capacity in Gandhidham, near Mundra port to facilitate speedy exports

#### **Distribution**

- Exports to 90+ countries through a network of 440+ distributors across the world
- Established relationship of over two decades with key customers

### **Product Portfolio**





Maharani Supreme Basmati Rice



Maharani Basmati Rice 1121



Basmati Rice

Maharani Classic Reserve Basmati Rice



Maharani Rice suitable for Diabetics



Maharani Royal Basmati Rice (Golden Sella)



Maharani Brown Basmati Rice



Basmati Rice
Maharani Everyday Basmati Rice



### **Processing & Warehousing Infrastructure**



### 100% of products manufactured locally

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Sales -95%

Manufacturing, processing and packaging

#### Gandhidham

Sales – 5%

Processing and packaging

#### **Our Facilities Conform to World-Class Standards**

US FDA

ISO 22000:2018

Organic products standards

BRC [British Retails Consortium]

USDA





**FSSAI License** 



APEDA certified







Halal India









Kosher HACCP

Silos Capacity 18,750 MT

**12 Sortex** 660 MT/day

**12 Dryers** 330 MT/day

Packing Plants
13

Warehousing 82,500 MT

#### **Our infrastructure**













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# Marketing Campaigns



#### **INDUS FOODS 2025**



#### **GULFOOD DUBAI 2025**



#### **THAIFEX ANUGA 2024**



### **AGRO PACK IRAQ ERBIL 2023**



## **Company Strengths**



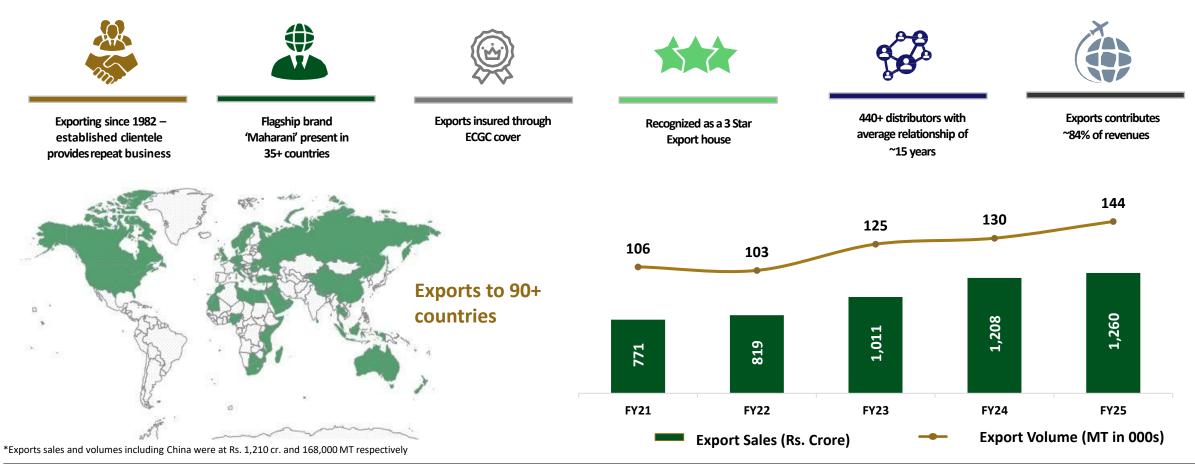




### Leading Basmati Rice Exporter

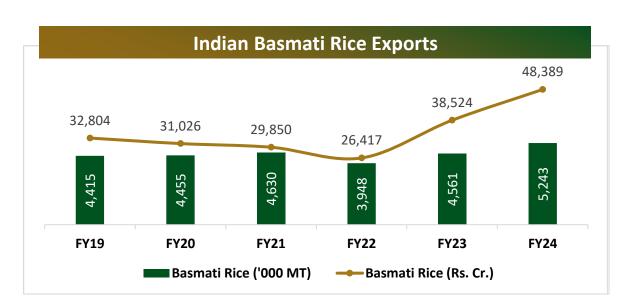


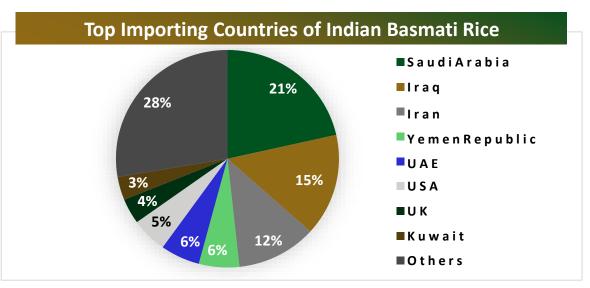
### With over 4 decades of experience in Rice Exports, CLSEL is rightly poised to benefit from the export opportunity



# India's Basmati Rice Exports Opportunity







#### **Industry Highlights**

- India is one of the largest producer of Basmati rice, with balance quantities from Pakistan. Indian Basmati rice has got Geographic Indication (GI) recognition and thus, enjoys a strong dominance in exports (160+ countries), especially to Middle East.
- Over the past few quarters, industry revenues and profitability have been fluctuating, due to temporary export restrictions, supply chain disruptions, and geopolitical uncertainties. As one of the leading exporters of basmati rice, Chaman Lal Setia Exports has established a significant presence in over 90 countries, with over 440+ distributors globally. This extensive reach has allowed Chaman Lal Setia Exports to better mitigate risks, demonstrating resilience in its operations.

Source: APEDA, as of March 2024

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HIGHLIGHTS

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### **Annual Income Statement**



Particulars (INR Cr.)	FY21	FY22	FY23	FY24	FY25
Net Sales	851.5	932.5	1,387.3	1,355.6	1,495.3
Cost of Goods Sold	588.0	684.3	1,058.4	1,051.9	1,167.1
Gross Profit	263.5	248.2	329.0	303.8	328.1
Gross Profit Margin (%)	30.9%	26.6%	23.7%	22.4%	21.9%
Employee Expenses	11.1	12.7	15.0	17.7	18.7
Other Expenses	134.5	140.3	155.1	124.2	168.3
EBITDA	117.9	95.2	158.9	161.9	141.1
EBITDA Margin (%)	13.8%	10.2%	11.5%	11.9%	9.4%
Other Income	3.3	3.9	11.5	9.6	8.7
Depreciation	5.1	5.3	5.9	7.1	3.6
Profit Before Interest & Tax	116.1	93.8	164.5	164.4	146.1
Interest	6.5	6.8	7.3	9.9	9.8
Profit Before Tax	109.7	87.0	157.2	154.5	136.4
Tax	27.7	22.1	39.5	38.9	33.5
Net Profit	82.0	65.0	117.7	115.6	102.9
PAT Margin (%)	9.6%	7.0%	8.5%	8.5%	6.9%
Earnings Per Share (Reported) (Rs.)	15.86	12.57	22.76	22.36	20.68

### **Annual Balance Sheet**



Particulars (INR Cr.)	FY23	FY24	FY25
Equity & Liabilities			
Equity			
Equity Share Capital	10.3	10.3	9.9
Reserves and Surplus	598.1	703.6	722.9
Capital Redemption Reserve	-	-	0.4
Total Equity	608.4	714.0	733.3
Non-Current Liabilities			
Long term Borrowings	49.5	56.2	62.1
Deferred Tax Liability	1.5	1.6	1.0
<b>Total Non-Current Liabilities</b>	51.0	57.9	63.0
Current Liabilities			
Short-term Borrowings	71.1	118.8	61.1
Trade Payables	8.6	7.3	11.4
Other Current Liabilities	17.0	17.7	25.3
Short-term Provisions	61.8	78.8	73.6
Total Current Liabilities	158.5	222.6	171.5
Total Equity & Liabilities	817.9	994.4	967.8

Particulars (INR Cr.)	FY23	FY24	FY25
Non-Current Assets			
Property, Plant and Equipment	132.8	142.8	155.8
Intangible Assets	0.1	0.1	0.2
Capital Work in Progress	8.8	5.3	6.1
Other Non-Current Assets	0.3	0.3	0.4
Total Non-Current Assets	142.0	148.6	162.4
<b>Current Assets</b>			
Inventories	414.4	499.4	433.8
Current Investments	0.1	0.1	0.1
Trade Receivables	153.9	199.6	228.5
Cash & Cash Equivalents	30.1	0.3	0.2
Other Bank Balances	15.3	67.0	57.3
Loans	0.6	0.7	0.9
Other Current Assets	61.5	78.6	84.7
Total Current Assets	675.9	845.8	805.4
Total Assets	817.9	994.4	967.8



**Company Secretary** 

Tel: +91 99986 80150

Email: <u>ir.chamanlalsetia@clsel.in</u> | <u>www.clsel.in</u>

**Investor Relations / Consulting** 

Tel: +91 84528 86099 | Email: info@kaptify.in

www.kaptify.in