



Sarveshwar Foods Ltd.

Investor presentation – Q1 FY25

A still life composition featuring three bowls of rice and several stalks of rice on a burlap background. The bowls contain different types of rice: a dark bowl with white short-grain rice, a light bowl with uncooked long-grain rice, and a dark bowl with white long-grain rice. Stalks of rice are scattered around the bowls, some lying on the burlap and others on a white surface in the foreground. The text "Company Overview" is overlaid on the right side of the image, preceded by a vertical bar.

| Company Overview



Sarveshwar Food at a Glance

Group has a rich heritage of
134 years
of existence starting 1890

30+
Grade of basmati rice

350+ mtpd
Rice processing &
Packaging Capacity

Strong network of **75+**
distributor and **45,000+**
retailers across Pan India

Warehousing capacity of **3 lakh**
sq. ft. with ultra-modern packaging
plants on 24 acres of land.

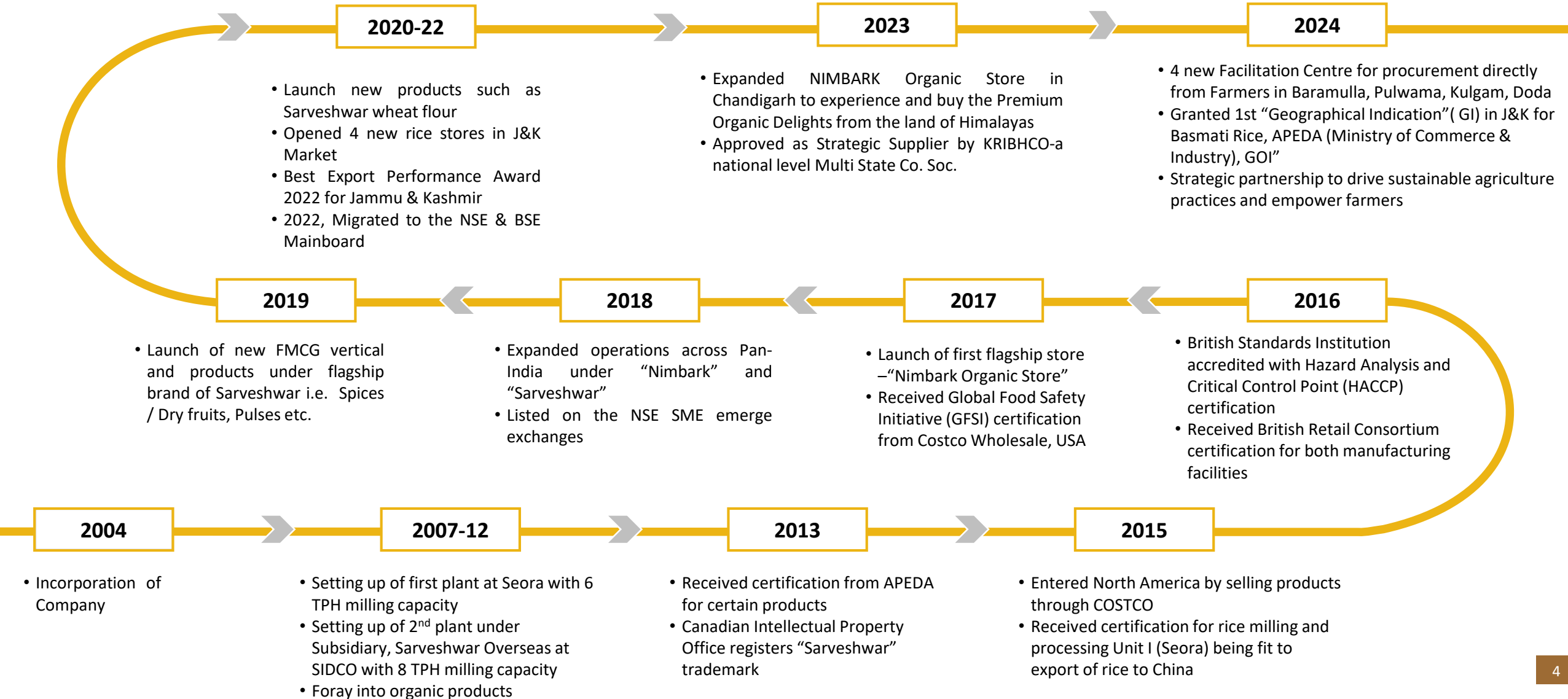
Sarveshwar & Nimark
brand products available across
own website and various online
platform

Presence in **25+** countries

Works with more than **17,000+** farmers
covering **30,000+** Acres of certified organic
farm area across India



Milestones



Integrated operations directly sourcing from farmers

FROM FARM TO FORK

Creating Flavors and loyalty since 3 generations

With our sustainable farm-to-fork business model and best Industry practices, we create value for all stakeholders We consistently engage with our stakeholders groups and enable them to grow and prosper in tandem us.

Farming

Robust backward integration through partnerships with farmers by registering them with company.



Procurement

Wide procurement network with strong quality control across all local farmers and pan india farmers.



Processing and Packaging

State-of-the-art processing and packaging facilities in Jammu, J&K



Sales and Distribution

Distribution network serving retail outlets, modern retail formats and hotels/restaurants and caterers (HORECA) in India

Strong manufacturing capabilities with state of art facilities



Advanced Machinery and Technology

Latest plant and machinery sourced from renowned companies like Buhler (Germany), including the latest V5 series Sortex Machine (UK), Carter Day (USA), MFS Silos (USA), Ion Exchange RO system, Thermax boiler, and Indus parboiling plant with a steam plant unit.



High Capacity Milling Plants

Two milling plants with a combined capacity of more than 14 tons per hour.

Equipped with modern Pre-cleaners, Destoners, Precision-sizers, Graders, Paddy Separators, and Dehuskers.

Use of Pre-cleaners and Magnets at various stages to remove foreign materials.



Extensive Processing and Packing Zone

Processing and packing zone spread over 50,000 sq feet.

Warehousing and storage facilities spread over 100,000 sq feet.



Focus on Hygiene and Quality

Emphasis on ensuring total hygiene and sanitation.

Competent and trained manpower overseeing each process.

Quality assurance to ensure the rice is of the best quality and protected against possible hazards



Automated and Hygienic Packaging

Products available in various packaging sizes (1 kg, 5 kg, 10 kg, 26kg, 30 kg).

Different packaging options (P.P. bags, HDPE bags, Non-Woven Fabric bags, Jute Bags).

Fully automatic plant for packing with inert gas flushing, untouched by human hands.

Equipped with a metal detector to detect ferrous/non-ferrous metals at the final packaging stage.

Focus on domestic and international market

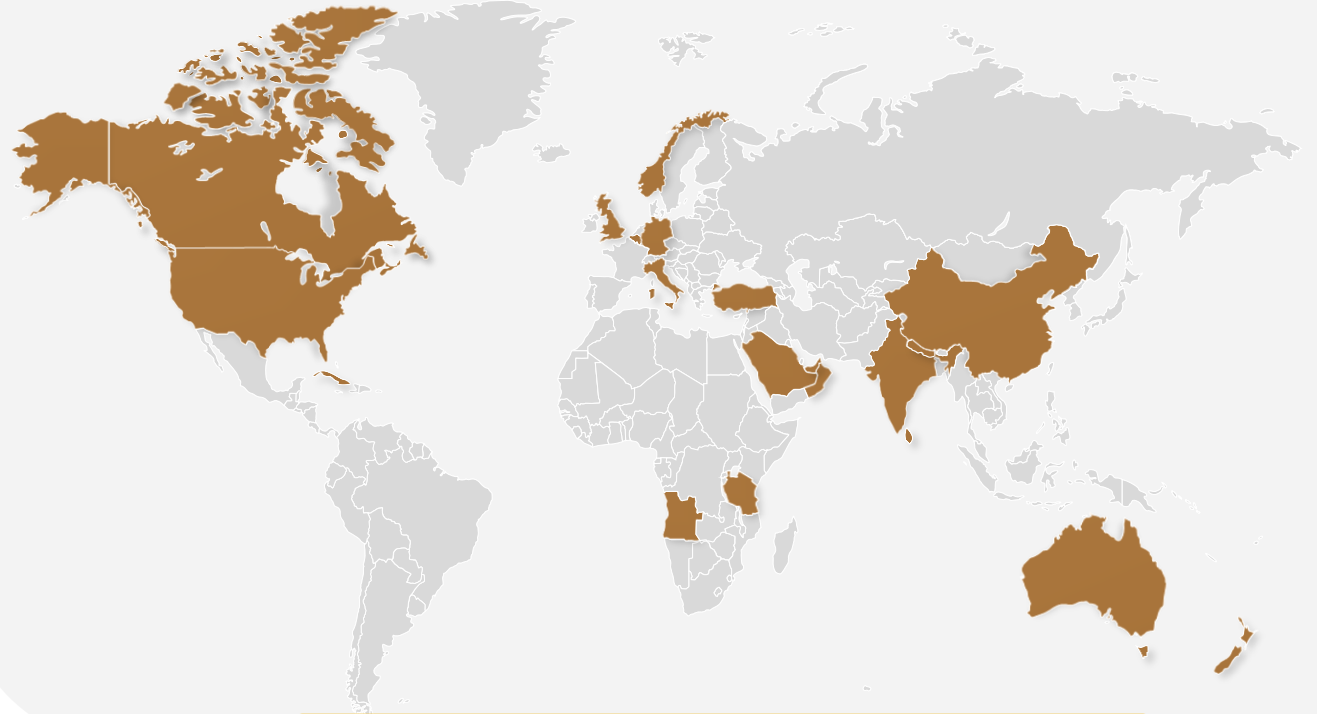
Strong network of 75+ distributor and 45,000+ retailers across Pan India

Through our
Growing presence



Our Global Presence

MORE THAN 25 COUNTRIES & PAN INDIA



Products available in Walmart Store

Product offerings



Sarveshwar Brand



Sarveshwar Jammu
Traditional (Unique) Rice

Sarveshwar Select Pulao
Rice

Sarveshwar Ultra XL
Basmati Rice

Nimbark Brand



Rajma

A2 ghee

Pearl Millet flour

Super foods

Organic honey

Organic products under the brand "Nimbark"



Retail Presence

Flagship store "**Nimbark - Living the Satvik Way**" and **five** exclusive outlets across India



Diverse Organic Products

High-quality organic foods including dry fruits, nuts, pulses, lentils, flours, and superfoods.



Organic Transformation of land

Association with local farmers, Nimbark has successfully converted over **30,000+** acres of land into organic farming land



Global Standards

Compliance with NPOP, NOP, APEDA, USDA, and EU organic standards



Support for Farmers

Century-long association with local farmers promoting sustainable agriculture



Brand Philosophy

Dedication to a natural and organic lifestyle with high-quality ingredients

Led by Strong and Experienced Board of Directors



Mr. Rohit Gupta – Chairman

- Commerce graduate with over two decades of experience in the rice industry.
- Guiding force for strategy and management; member of AIREA, Chamber of Commerce, CII, and SMVDU.



Mr. Harbans Lal – Executive Director

- Over 30 years of experience in the purchase and sale of paddy, wheat, and rice.
- General management of the company; exceptional competence in his field.



Ms. Seema Rani – Whole time Director

- Master's degree in Commerce from Jammu University; 17 years in international marketing and sales.
- Handles company exports; excels in international marketing and sales.



Mr. Pradeep Kumar Sharma – Independent Director

- 38 years in academia and research; significant roles in national agricultural universities
- Research handling experience in water management and agriculture.



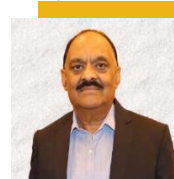
Dr. Uttar Kumar Padha – Independent Director

- Bachelor of Mgmt. Studies; over 34 years of experience in health dept.
- Worked as a technical officer in the Blood Bank; recognized for best performance in health services.



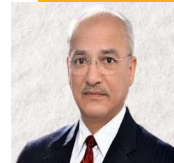
Mr. Anil Kumar – Managing Director

- Over two decades of experience in the purchase and sale of paddy and rice.
- Strategic leadership; oversees all company operations, people, and ventures.



Mr. Mahadeep Singh Jamwal – Executive Director

- 36 years in J&K Police Dept.; specialized courses in company law, forensic science, and anti-social behavior management.
- Corporate affairs; extensive experience in governance and security.



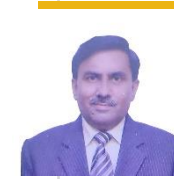
Dr. Tej Partap – Independent Director

- 13 years at ICIMOD; former Vice Chancellor of multiple universities.
- Policy and strategy expert in mountain farming and organic agriculture; represented Asia Pacific on the Global Mountain Forum



Mr. Mubarak Singh – Independent Director

- 32 years in J&K government; retired as a K.A.S officer.
- Experience in consumer affairs, law, public affairs, and administration; held numerous high-ranking government positions.



Mr. Adarsh Kumar Gupta – Independent Director

- Bachelor of Science; over 36 years in banking sector, retired as AVP of J&K Bank.
- Extensive experience in various banking roles; significant contribution to the banking sector.

Key Strengths



Strategic Geographical Location

Based in Jammu and Kashmir, benefiting from diverse physiographic features and agro-climatic variations ideal for cultivating Basmati and non-Basmati rice.



Robust Procurement Capabilities

Leveraging long-standing relationships with procurement agents and farmers for Basmati and non-Basmati rice, ensuring widespread geographic reach and reliable sourcing.



Experienced Leadership

Led by the 4th generation of a family deeply rooted in the rice business, alongside a management team with extensive industry experience.



State-of-the-Art Equipment & Technology

Operating two USDA-approved plants equipped with cutting-edge, imported technology for superior processing capabilities.



Integrated Operations

Comprehensive presence across the entire rice value chain, enabling economies of scale, superior product quality control, and efficient supply chain and inventory management.



Commitment to Quality Control

Implementing a rigorous quality control system that covers all stages from procurement to processing and delivery, ensuring premium product standards.



Organic Food Procurement

Strong relationships with farmers for sourcing organic Basmati and non-Basmati paddy, fostering growth in the organic segment through advanced payments and consistent purchasing practices.



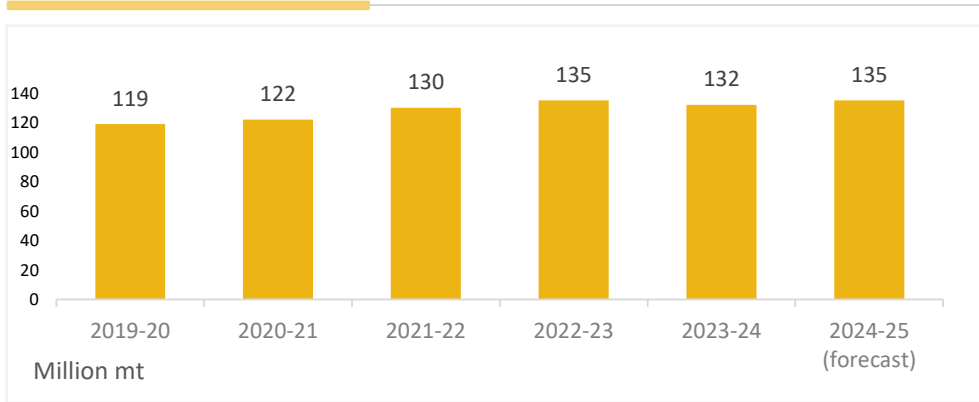
Sustainable and Ethical Practices

Commitment to sustainable and ethical farming practices, ensuring socially responsible and environmentally sustainable operations

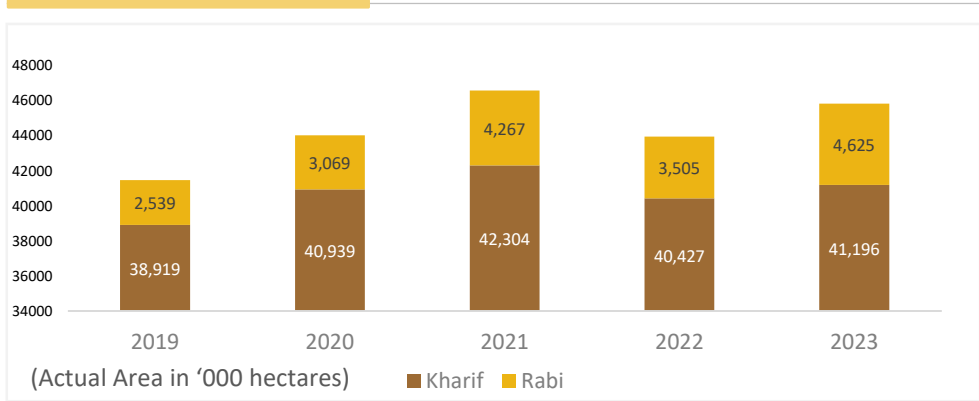


Well placed to capture increasing industry opportunities

Indian rice heading for record harvest in 2024-25



Seasonal progress of sowing of rice crop in India



- India accounts for approximately 26 per cent of global rice production, consumes approximately 22 per cent of global rice stocks, and contributes around 40 per cent of the world's rice exports
- India has emerged as the world's largest rice exporter only in the last 10 years. Since 2010, rice production surged by 40 per cent (by over 40 million tons, to a grand total of 136 million tons, making it the second largest producer after China's 146 million tons). India's exports over the same period rose by 20 million tons (IFPRI, 2023).
- India annually exports more than 4 million tons of basmati to Iran, Iraq, Yemen, Saudi Arabia, the United Arab Emirates and the United States, etc.
- The industry retains significant potential, given India's position as a major player in global rice production. Adaptation to climate change, sustainable practices, and strategic market positioning will be the key to India's rice industry navigating the year ahead and consolidate its inherent strengths.



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Financial Highlights

Management comment

Commenting on the result, **Mr. Rohit Gupta, Chairman, Sarveshwar Foods Ltd.** said,

“The financial performance of Sarveshwar Foods in Q1 FY25 marks a promising start to the new fiscal year, reflecting our strategic focus and resilience. We achieved a revenue of Rs. 233.05 crore, showcasing a strong year-on-year growth of 24%. Our EBITDA AND PAT reached Rs. 13.31 crore and 3.09 crore respectively. This growth is primarily attributed to our ongoing commitment to the Bharat Rice Scheme, under the Government of India. Through this initiative, we have successfully increased our volumes and customer base. Additionally during the quarter we have also exported. Under the NAFED as part of our strategic expansion in the global market. We remain confident of receiving such order on a regular basis which will enhance our export contribution.

Since the start of the financial year we have started to automate our order processing, enabling us to closely coordinate with suppliers, and optimize our logistics to efficiently manage large volumes. This initiative will ensure sustained performance going forward.

Further we are actively engaged in promoting the use of organic food products in the European Union and North American markets. We have supplies high quality, sustainably produced organic food products. We are aligning ourselves with the changing global trends towards organic and eco-friendly products. This strategic involvement not only caters to the evolving consumer preferences but also strengthens our position as a leading food manufacturer.

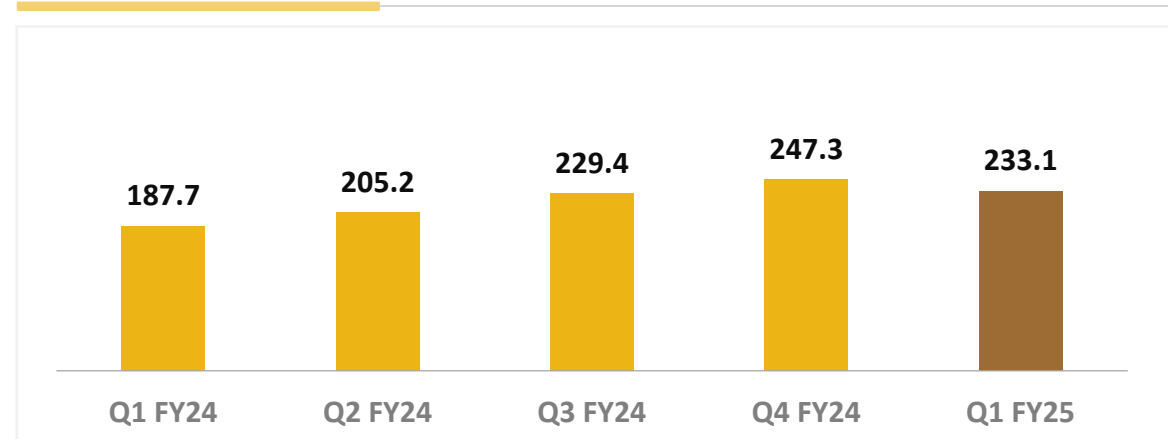
Looking ahead, we remain committed to sustainable growth, maximizing shareholder value, and adapting to the changing market dynamics. Our focus on operational efficiency, and customer satisfaction will continue to drive our success in the upcoming quarters.”



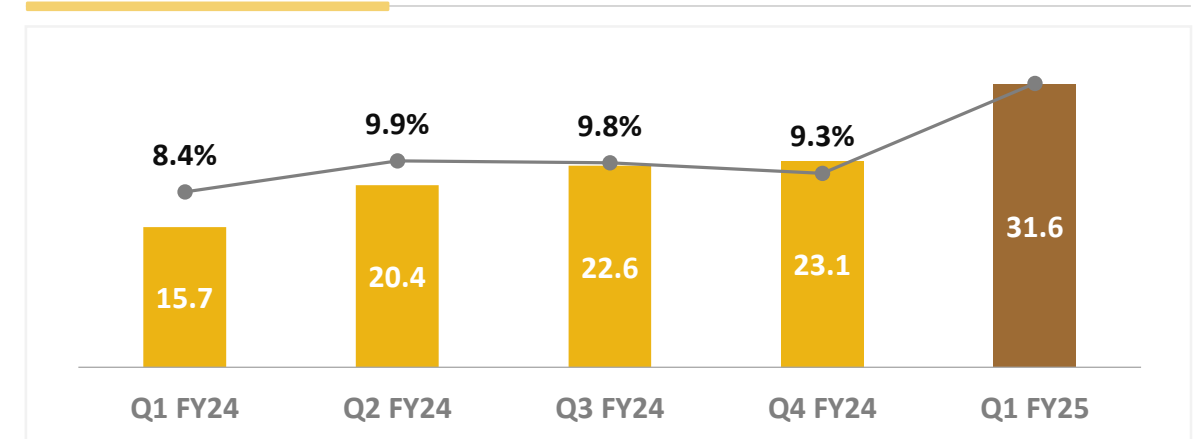
Financial Highlights – Quarterly



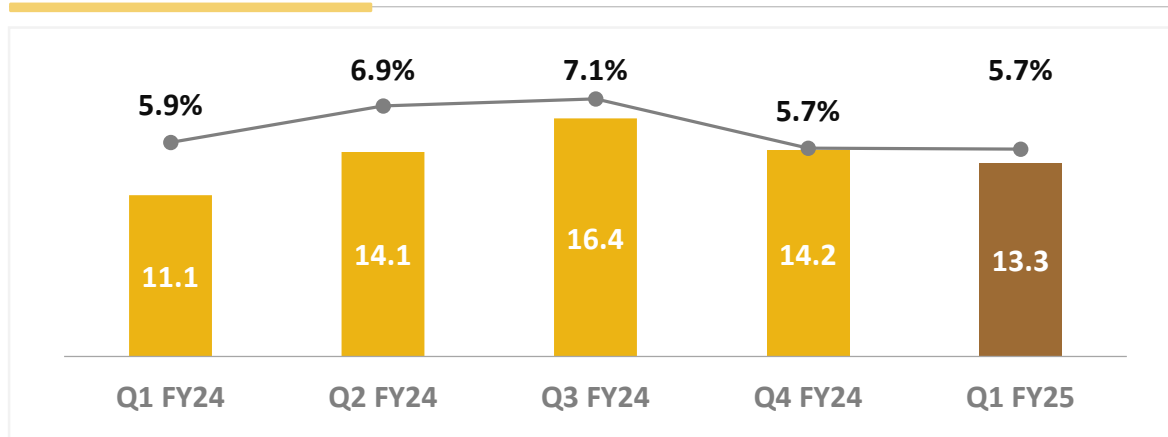
Revenue from Operation (Rs. Crore)



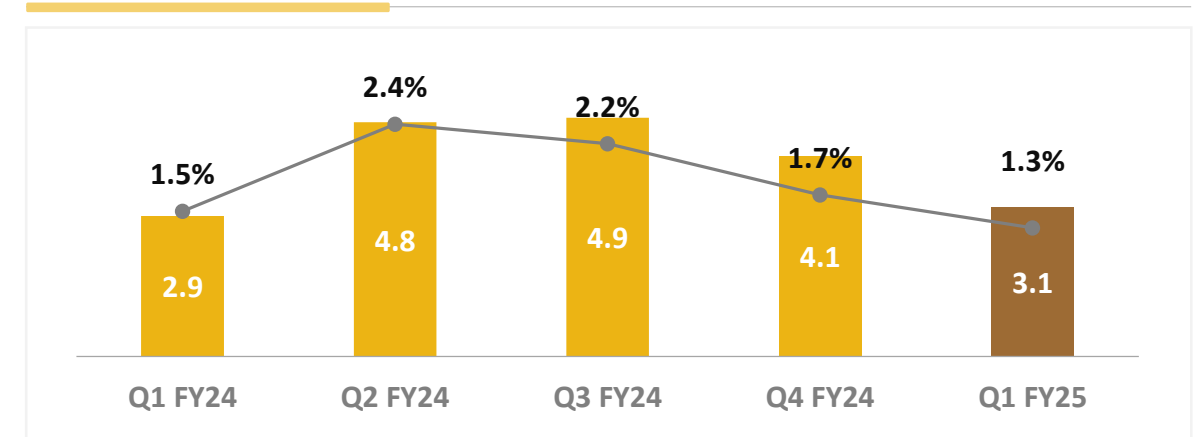
Gross Profit & Margin (Rs. Crore & %)



EBITDA & EBITDA Margin (Rs. Crore & %)



Profit After Tax & PAT Margin (Rs. Crore & %)



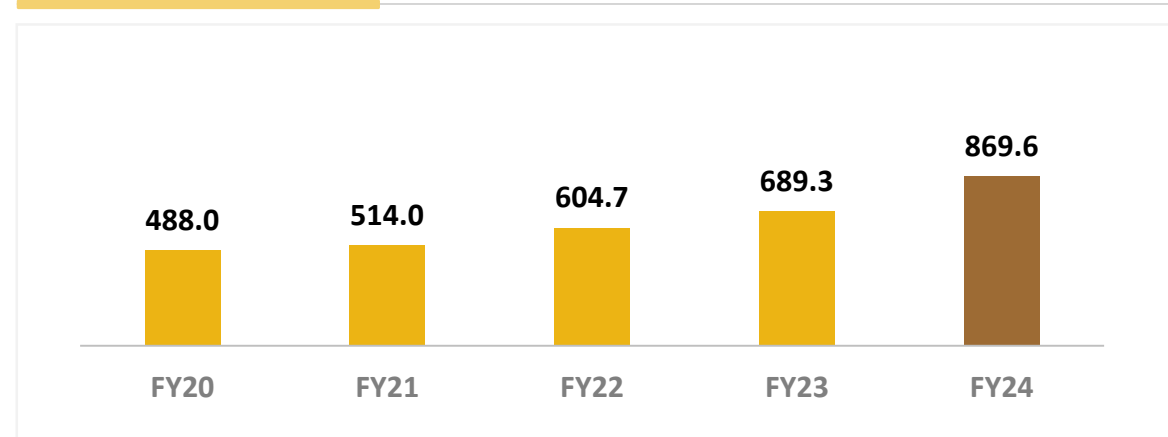
Financial Highlights – Quarterly



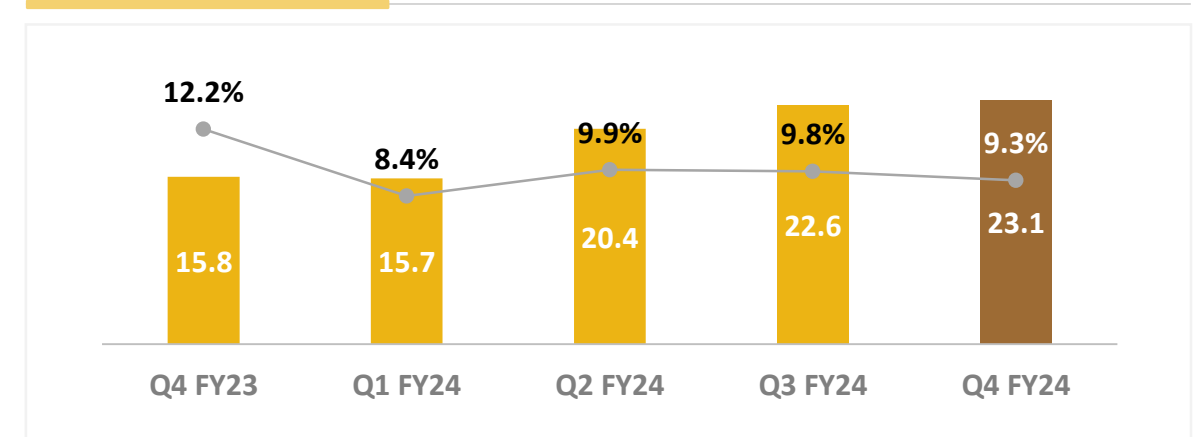
Particulars (Rs. Crore)	Q1 FY25	Q1 FY24	Y-o-Y (%)	Q4 FY24	Q-o-Q (%)
Revenue	233.05	187.68	24.2%	247.32	(5.8%)
Cost of Services & Raw Materials	72.48	46.33		106.48	
(Increase) / Decrease In Stocks	39.00	120.48		139.58	
Purchase of Finished Goods	89.97	5.19		-21.80	
Employee Cost	1.51	1.21		1.23	
Other Expenses	16.78	3.36		7.62	
EBITDA	13.31	11.10	20.0%	14.20	(6.3%)
EBITDA Margin	5.71%	5.91%	(20bps)	5.74%	(3bps)
Other Income	0.75	1.56		2.72	
Depreciation	0.29	0.29		0.27	
Finance Cost	9.39	8.31		11.31	
Share of Associates	0.03	-0.03		-0.47	
PBT	4.42	4.02		4.88	
Tax	1.33	1.12		0.74	
PAT	3.09	2.90	6.5%	4.14	(25.4%)
PAT Margin	1.33	1.55%	(22bps)	1.67%	(35bps)

Financial Highlights – Annual

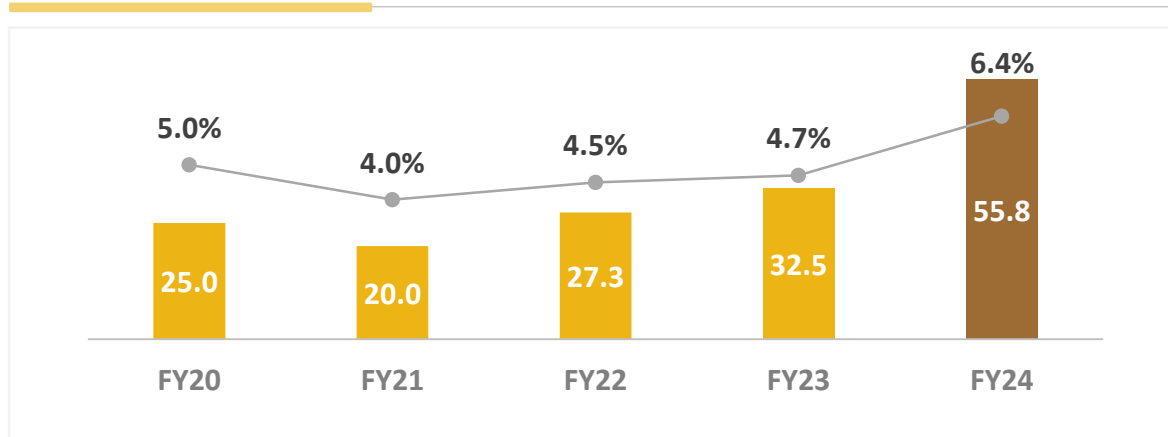
Revenue from Operation (Rs. Crore)



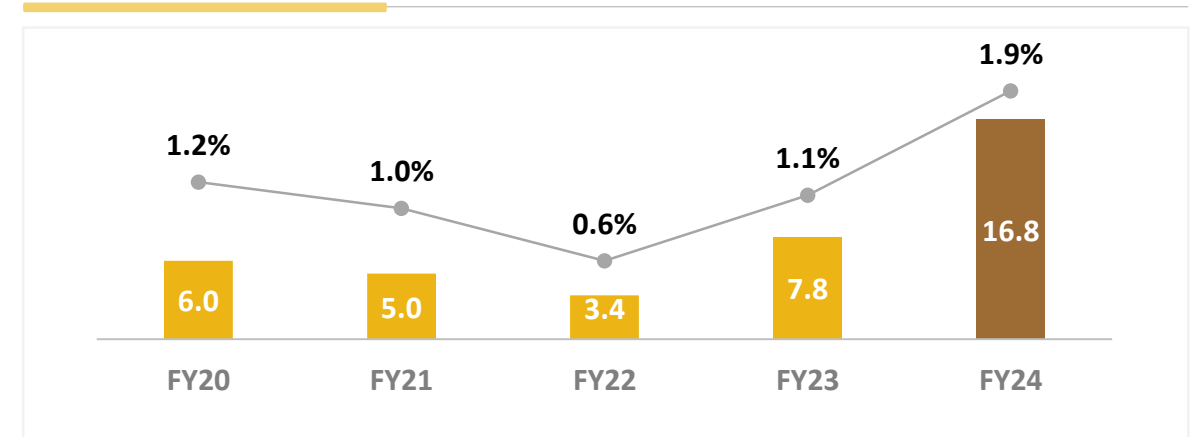
Gross Profit & Margin (Rs. Crore & %)



EBITDA & Margin (Rs. Crore & %)



Profit After Tax & Margin (Rs. Crore & %)



Financial Highlights – Annual



Particulars (Rs. Crore)	FY24	FY23	Y-o-Y (%)
Revenue	869.59	689.32	26%
Cost of Services & Raw Materials	258.72	398.04	
(Increase) / Decrease In Stocks	600.65	294.19	
Purchase of Finished Goods	-71.42	-66.24	
Employee Cost	4.84	3.85	
Other Expenses	21.01	27.03	
EBITDA	55.79	32.45	72%
EBITDA Margin	6.4%	4.7%	171 bps
Other Income	7.27	8.05	
Depreciation	1.12	2.72	
Finance Cost	39.44	26.89	
Exceptional Items	-0.57	-0.11	
PBT	21.93	10.79	103%
Tax	5.15	2.99	
PAT	16.78	7.80	115%
PAT Margin	1.9%	1.1%	

Balance Sheet as on 31st March



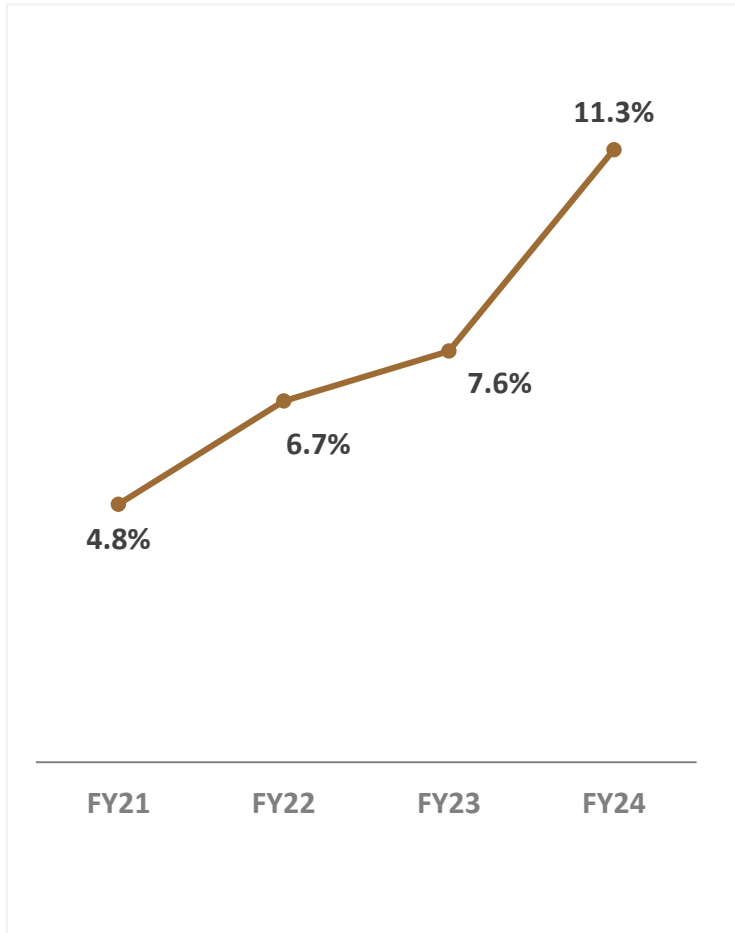
Rs. Crore	As on 31 st March 2024	As on 31 st March 2023
Equity	252.6	213.6
Equity Share Capital	97.9	29.0
Other Equity	154.7	184.6
Non-controlling Interest	0.2	0.2
Non-Current Liabilities	92.9	45.2
Long Term Borrowings	91.8	44.2
Lease Liabilities	0.9	0.9
Provisions	0.2	0.1
Deferred Tax Liabilities (Net)	0.0	0.0
Current Liabilities	445.3	312.1
Short Term Borrowings	205.5	242.7
Trade Payables		
Dues to micro & small enterprises	0.2	5.8
Dues to other than micro & small enterprises	151.9	23.6
Other Financial Liabilities	80.9	32.3
Provisions	0.0	0.0
Other Current Liabilities	3.8	5.1
Current Tax Liability (Net)	3.1	2.5
Total Equity & Liabilities	791.0	571.1

Rs. Crore	As on 31 st March 2024	As on 31 st March 2023
Non-current Assets	17.2	18.5
Property, Plant and Equipment	15.5	15.9
Right to use asset	0.1	0.1
Intangible Assets	0.0	0.0
Financial Assets		
Investments	0.7	1.2
Loans	0.2	0.2
Other Financial Assets	-	0.1
Deferred tax Asset (Net)	0.8	1.0
Other Non- Current Assets	0.0	0.0
Current Assets	773.8	552.6
Inventories	358.5	273.5
Financial Assets		
Trade Receivables	187.5	176.2
Cash & Bank balances	0.3	0.2
Loans	4.7	20.8
Other Financial Assets	4.5	2.4
Current Tax Asset	-	-
Other current asset	218.3	79.6
Total Assets	791.0	571.1

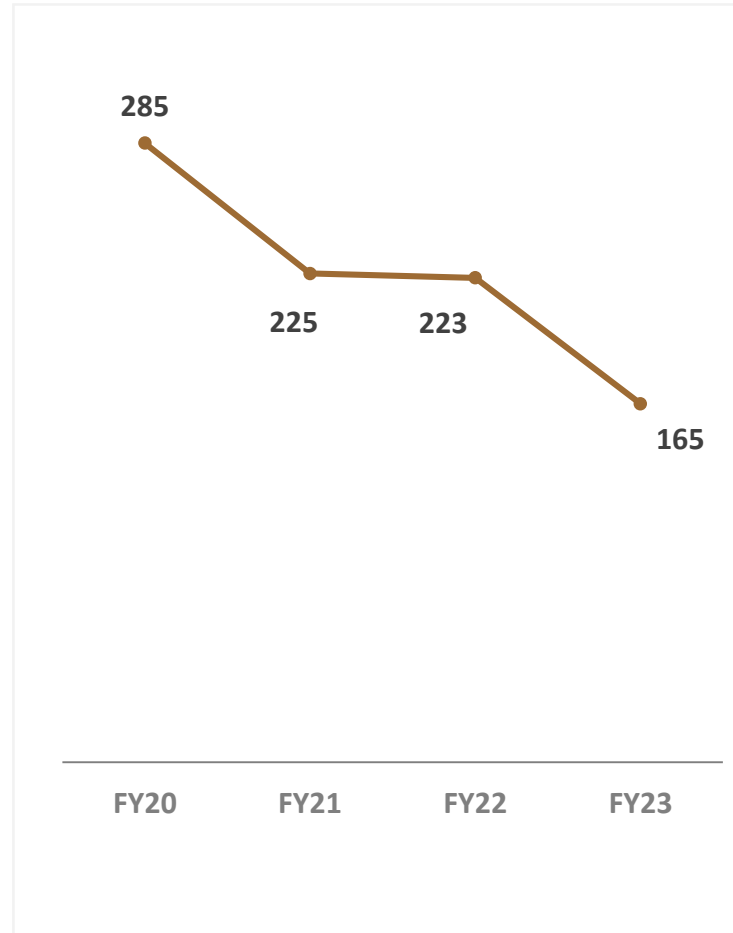
Key Financial Ratios



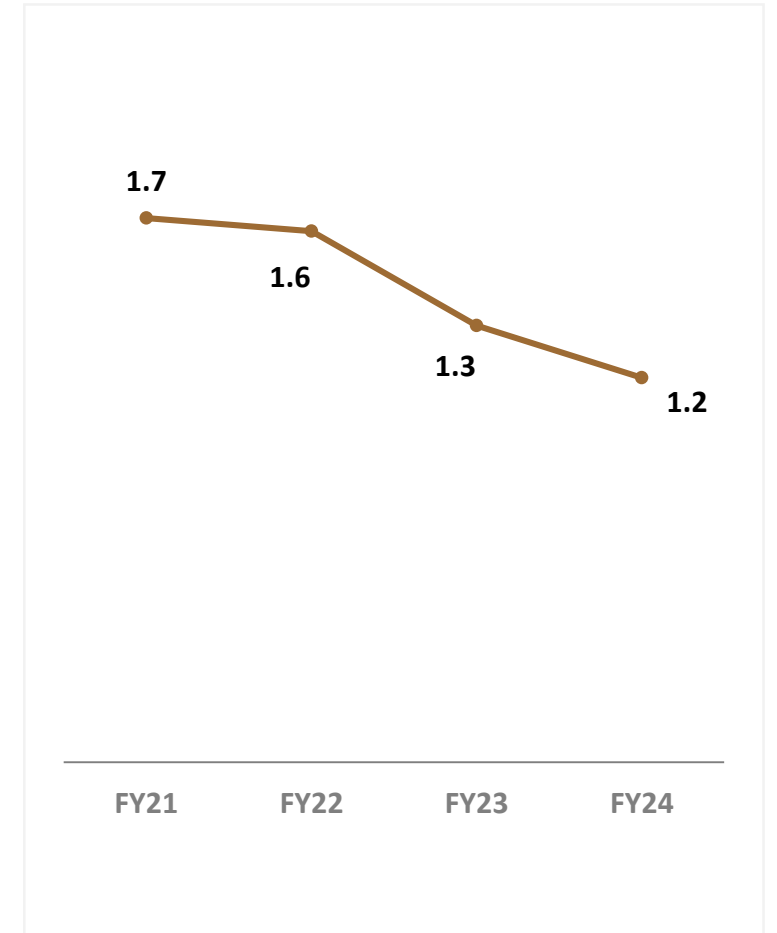
Return on Capital Employed



Working Capital Days



Debt to equity



Way Ahead



- Further increase domestic market penetration by entering high-demand regions
- Penetration in rural market by targeting 2+ lakh retail stores over next 5 years



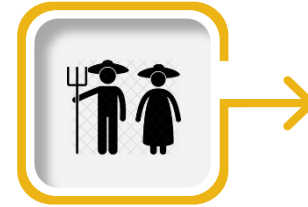
- Expand product range to cater to varied consumer needs



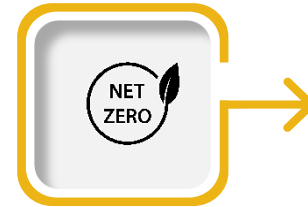
- Promote and market organic products under the "Nimbark" brand to urban consumers with focus on products tailored to urban lifestyles



- Enhance vertical integration to improve cost and revenue management and diversify distribution channels for broader market reach



- Maintain and expand relationships with farmers to ensure an adequate and high-quality supply of crops



- Transition 80% of product packaging to recyclable or biodegradable materials by 2025
- Net Zero carbon emission by 2030



- Achieve backward integration by cultivating 5 lac acres of organic farming in Himalayan region



- Retail penetration through a mix of pure organic store & conventional products store in pan India



Thank You

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