



HMA AGRO INDUSTRIES LTD.

(STAR EXPORT HOUSE RECOGNISED BY GOVERNMENT OF INDIA)

CIN No. : L74110UP2008PLC034977

Date: August 14, 2024

| | |
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| To, Dept. of Corporate Services-Listing Department Bombay Stock Exchange Limited Phiroze Jeejeebhoy Tower, Dalal Street, Mumbai – 400 001 Scrip Code: 543929 | To, Listing Department The National Stock Exchange of India Limited Exchange Plaza,Bandra Kurla Complex, Bandra, Mumbai – 400 051 Scrip Code: HMAAGRO |
|---|--|

Sub: Investor Presentation for the quarter ended June 30, 2024

Dear Sir/Madam,

With reference to the captioned subject, please find enclosed the Investor Presentation on the Company's performance for the quarter ended June 30, 2024.

Kindly take the above said information on record as per the requirement of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

You are requested to take the above intimation on record and acknowledge the receipt.

Thanking You

**Yours Faithfully,
For HMA Agro Industries Limited**

**Nikhil Sundrani
Company Secretary and Compliance Officer**

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E-mail : cs@hmaagro.com, gulzeb@hmagroup.co, hmafrozen@rediffmail.com
Website : www.hmagroup.co
Mob. : +91-8979624081, +91-7895622222



HMA AGRO INDUSTRIES LTD.

Investor Presentation – Q1FY25

SAFE HARBOUR STATEMENT

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MANAGEMENT COMMENTARY

Good Afternoon Everyone,

It is my pleasure to share with you the financial results for the first quarter of FY25. While the results reflect the challenges we have faced, they also highlight our resilience and the progress we've made in stabilizing our operations.

- For Q1 FY25, our total revenue stood at ₹6,939.45 million, a decrease from both Q4 FY24 and Q1 FY24, where our revenue was ₹13,174.05 million and ₹9,513.21 million respectively. This reduction in revenue has been primarily driven by market dynamics and operational adjustments.
- Despite the revenue decline, we have managed to maintain a positive EBITDA of ₹104.85 million, translating to an EBITDA margin of 1.51%. This is a significant improvement from the previous quarter's negative EBITDA margin of -1.27%, although it is lower than the 6.43% margin, we achieved in Q1 FY24.
- The Profit Before Tax (PBT) for this quarter is ₹68.93 million, which, while modest, represents a recovery from the loss of ₹216.94 million in Q4 FY24. However, it is notably lower compared to the ₹570.71 million PBT in Q1 FY24.
- After accounting for taxes, our Profit After Tax (PAT) for Q1 FY25 is ₹24.56 million, which equates to a PAT margin of 0.35%. This is a positive swing from the loss of ₹135.63 million in Q4 FY24, though still a decline from the ₹427.20 million PAT in Q1 FY24.

Mr. Gulzeb Ahmed
CFO

➤ As per the data collected from our team, the financial results for this quarter have been significantly impacted by two key factors:-

❑ Firstly, the ongoing Red Sea crisis has created substantial pressure on the GCC sector, affecting our sales and operations in this critical region.

❑ Secondly, the Eid ul-Adha festivities in the last quarter led to a lower demand for our products, as the increased availability of red meat in the countries we export to temporarily reduced the need for imports. These challenges have contributed to a decrease in our sales volume.

❑ Despite these obstacles, I want to emphasize that the road ahead will require patience and persistence. Improvement will come gradually, step by step, as we continue to strengthen our operations and adapt to the changing market conditions. On behalf of our board, I have full confidence that with our collective effort, we will turn this situation around and achieve sustainable growth.

Thank you.

Mr. Gulzeb Ahmed
CFO

Commenting on the Results and Performance for Q1-25, Q4 FY24 & Q1FY24, Mr. Gulzeb Ahmed

On a Consolidated Basis

- ❖ The Revenues are -48.74% from Rs. 13,901.40 million in Q4FY24 to Rs. 7,126.12 million in Q1FY25 & by -26.63% from Rs. 9,712.42 million in Q1FY24,
- ❖ The EBIDTA are Rs. 127.09> from Rs. 47.30 million in Q4FY24 to Rs. 174.39 million in Q1FY25 & by -76.13% from Rs. 730.54 million in Q1FY24,
- ❖ The PBT are Rs. 99.33> from Rs. -42.14 million in Q4FY24 to Rs. 57.19 million in Q1FY25 & by -90.31% from Rs. 590.26 million in Q1FY24,
- ❖ The PAT are -52.60% from Rs. 15.36 million in Q4FY24 to Rs. 7.28 million in Q1FY25 & by -98.36% from Rs. 443.11 million in Q1FY24.

Going ahead, our focus will be to increase capacity utilization thereby enabling the company to achieve greater efficiency in future. We are currently working on a 3-Star exporter house with higher content and new product development & going to become 5-Star exporter house in near future.

Commenting on the Results and Performance for Q1-25, Q4 FY24 & Q1FY24, Mr. Gulzeb Ahmed

On a Standalone Basis

- ❖ The Revenues are -47.32% from Rs. 13,174.05 million in Q4FY24 to Rs. 6,939.45 million in Q1FY25 & by -27.05% from Rs. 9,513.21 million in Q1FY24,
- ❖ The EBIDTA are Rs. 271.81> from Rs. -166.96 million in Q4FY24 to Rs. 104.85 million in Q1FY25 & by -82.87% from Rs. 612.15 million in Q1FY24,
- ❖ The PBT are Rs. 285.87> from Rs. -216.94 million in Q4FY24 to Rs. 68.93 million in Q1FY25 & by -87.92% from Rs. 570.71 million in Q1FY24,
- ❖ The PAT are Rs. 160.19> from Rs. -135.63 million in Q4FY24 to Rs. 24.56 million in Q1FY25 & by -94.25% from Rs. 427.20 million in Q1FY24.

Going ahead, our focus will be to increase capacity utilization thereby enabling the company to achieve greater efficiency in future. We are currently working on a 3-Star exporter house with higher content and new product development & going to become 5-Star exporter house in near future.

AGENDA

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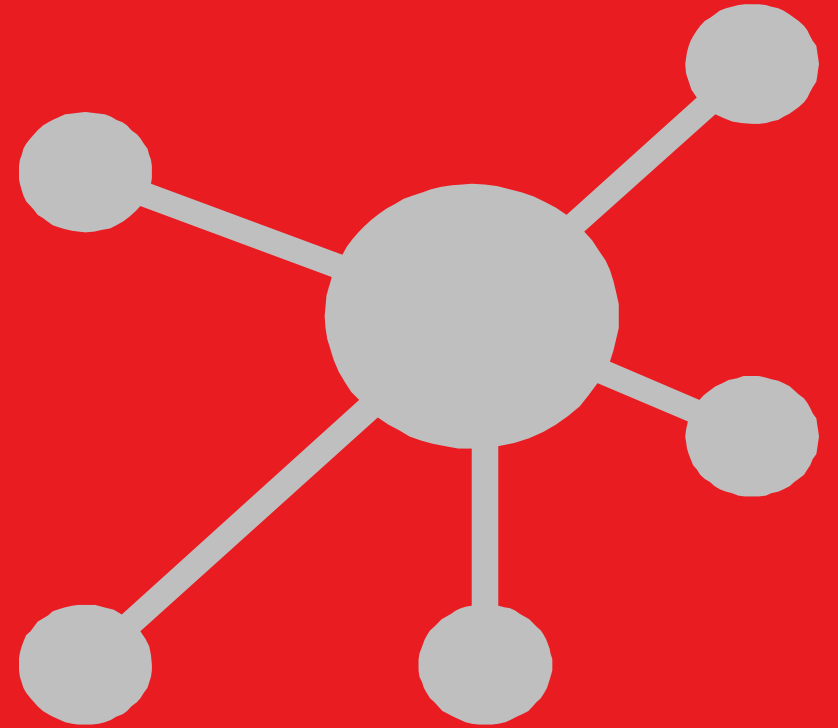
Quality Section

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Thank You



FINANCIAL HIGHLIGHTS Q1-FY25



CONSOLIDATED BASIS

Q1-FY25 Financial Highlights

INR 7,126.12 Mn
Income from Operations

INR 174.39 Mn
EBITDA

2.45%
EBIDTA Margins

INR 7.28 Mn
Net Profit

0.10%
PAT Margin

INR 0.03/Share
Diluted EPS

Q4-FY24 Financial Highlights

INR 13,901.40 Mn
Income from Operations

INR 47.30 Mn
EBITDA

0.34%
EBIDTA Margins

INR 15.36 Mn
Net Profit

0.11%
PAT Margin

INR 0.02/Share
Diluted EPS

STANDALONE BASIS

Q1-FY25 Financial Highlights

INR 6,939.45 Mn
Income from Operations

INR 104.85 Mn
EBITDA

1.51%
EBIDTA Margins

INR 24.56 Mn
Net Profit

0.35%
PAT Margin

INR 0.05/Share
Diluted EPS

Q4-FY24 Financial Highlights

INR 13,174.05 Mn
Income from Operations

INR -166.96 Mn
EBITDA

-1.27%
EBIDTA Margins

INR -135.63 Mn
Net Profit

-1.03%
PAT Margin

INR -0.27/Share
Diluted EPS



BUSINESS HIGHLIGHTS Q1-FY25

STANDALONE BASIS

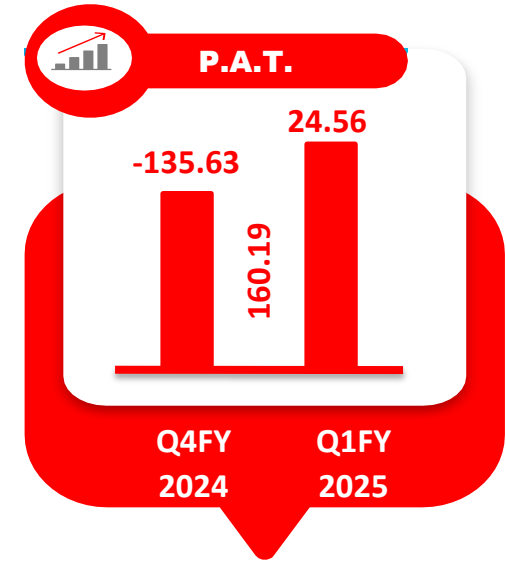
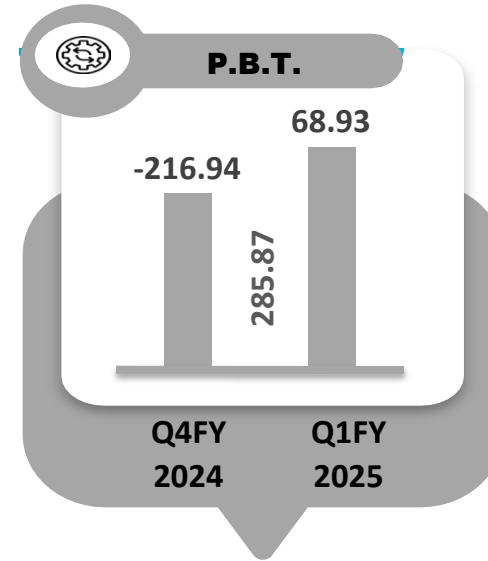
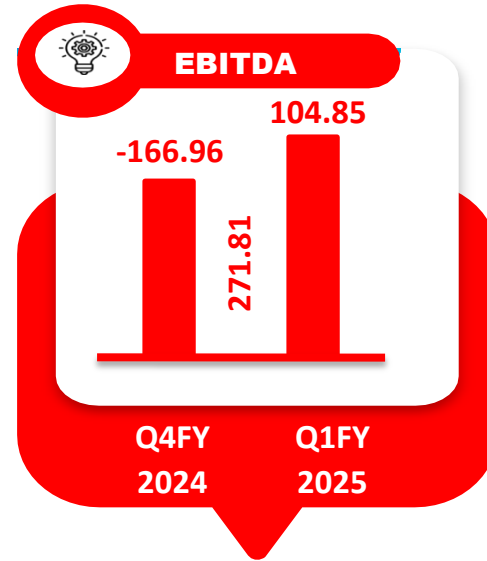
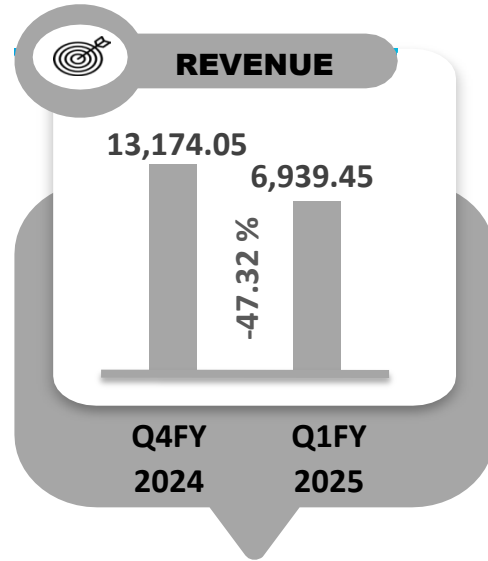
| PARTICULARS (INR MN) | Q1-FY25 | Q4-FY24 | Q-o-Q | Q1-FY24 | Y-o-Y |
|----------------------|----------|-----------|-----------|----------|----------|
| Revenue | 6,939.45 | 13,174.05 | -47.32% | 9,513.21 | -27.05% |
| Total Income | 7,029.72 | 13,238.82 | -46.90% | 9,607.44 | -26.83% |
| EBITDA | 104.85 | -166.96 | 271.81 ↑ | 612.15 | -82.87% |
| EBITDA Margins (%) | 1.51% | -1.27% | 278 BPS ↑ | 6.43% | -492 BPS |
| PBT | 68.93 | -216.94 | 285.87 ↑ | 570.71 | -87.92% |
| PBT Margins (%) | 0.99% | -1.65% | 264 BPS ↑ | 6.00% | -501 BPS |
| PAT | 24.56 | -135.63 | 160.19 ↑ | 427.20 | -94.25% |
| PAT Margins (%) | 0.35% | -1.03% | 138 BPS ↑ | 4.49% | -414 BPS |

CONSOLIDATED BASIS

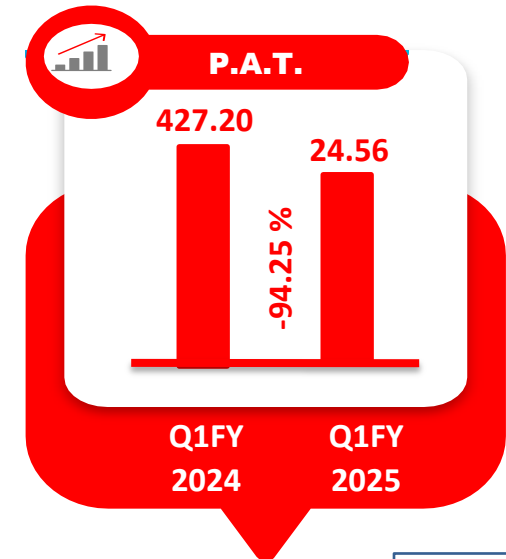
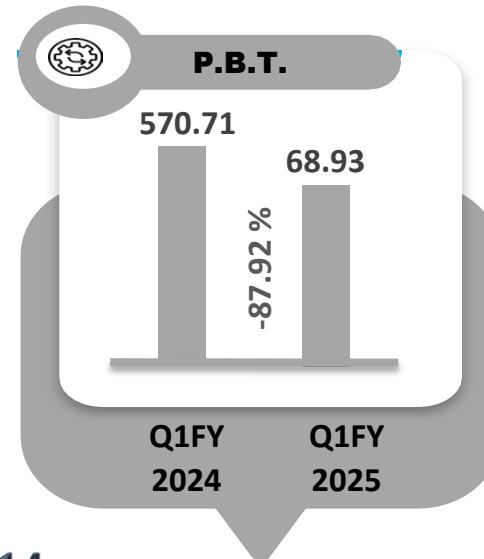
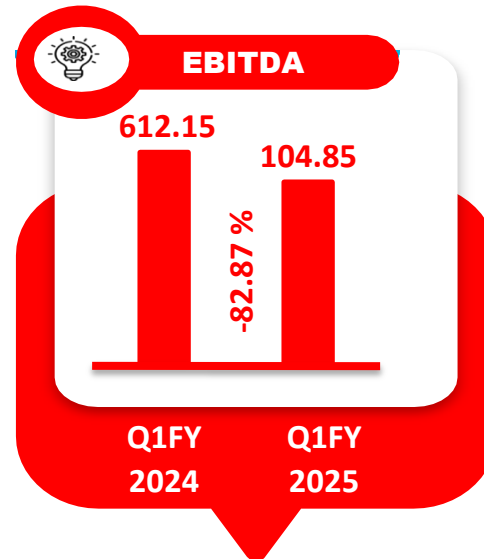
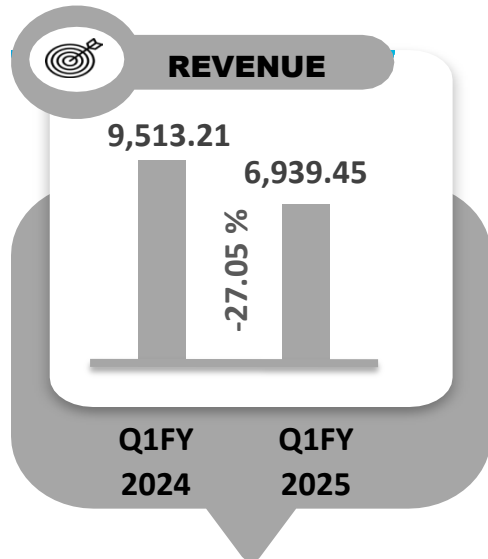
| PARTICULARS (INR MN) | Q1-FY25 | Q4-FY24 | Q-o-Q | Q1-FY24 | Y-o-Y |
|----------------------|----------|-----------|-----------|----------|----------|
| Revenue | 7,126.12 | 13,901.40 | -48.74% | 9,712.42 | -26.63% |
| Total Income | 7,221.56 | 13,980.44 | -48.35% | 9,806.58 | -26.36% |
| EBITDA | 174.39 | 47.30 | 127.09 ↑ | 730.54 | -76.13% |
| EBITDA Margins (%) | 2.45% | 0.34% | 279 BPS ↑ | 7.52% | -507 BPS |
| PBT | 57.19 | -42.14 | 99.33% ↑ | 590.26 | -90.31% |
| PBT Margins (%) | 0.80% | -0.30% | 110 BPS ↑ | 6.08% | -528 BPS |
| PAT | 7.28 | 15.36 | -52.60% | 443.11 | -98.36% |
| PAT Margins (%) | 0.10% | 0.11% | -1 BPS | 4.56% | -446 BPS |

STANDALONE FINANCIAL HIGHLIGHTS

AS PER Q-O-Q REPORTS

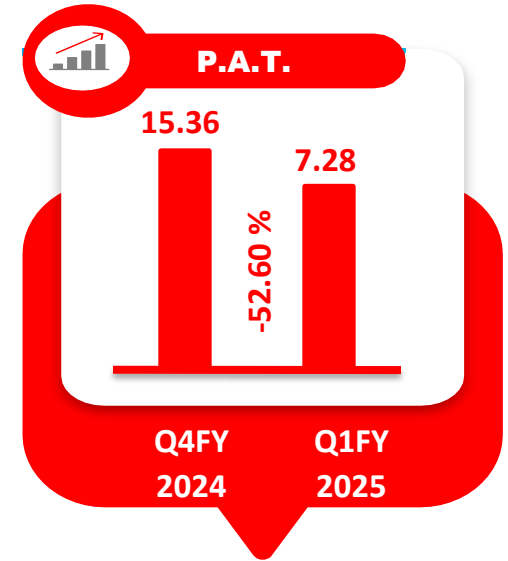
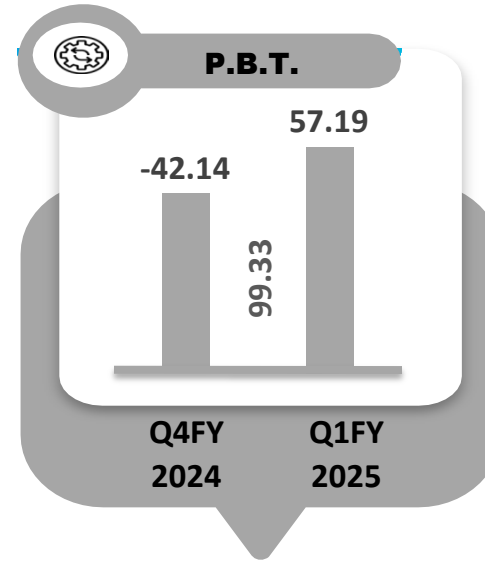
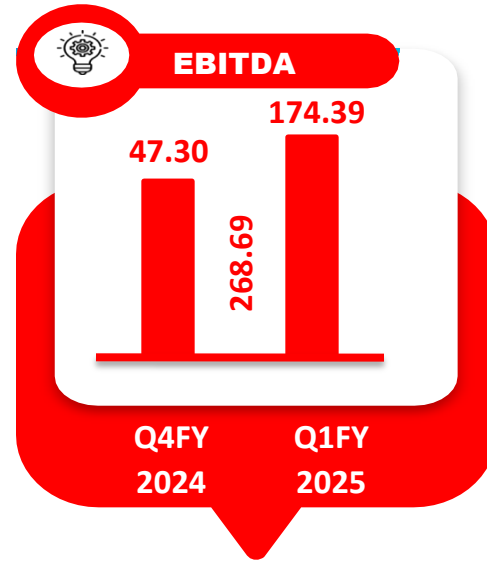
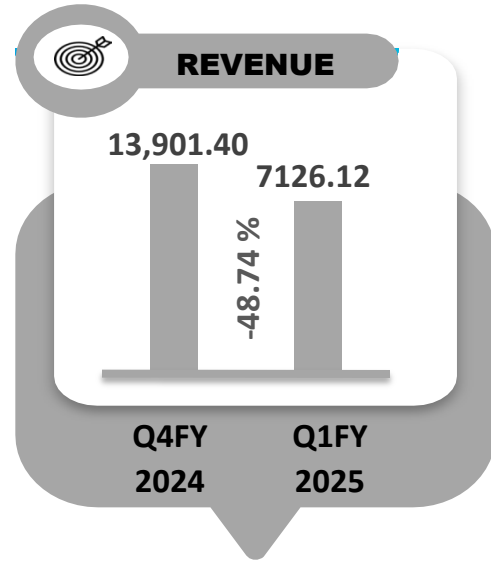


AS PER Y-O-Y REPORTS

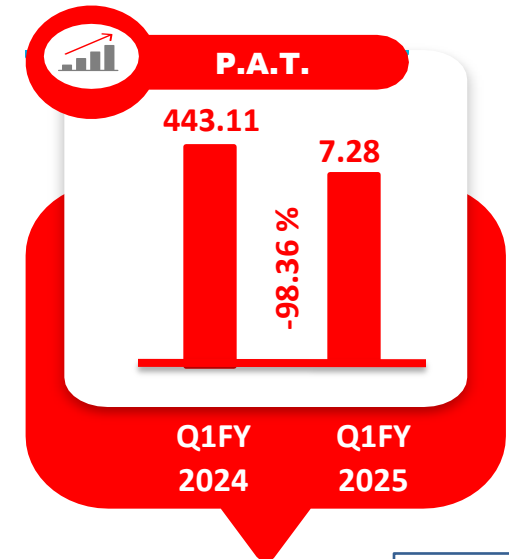
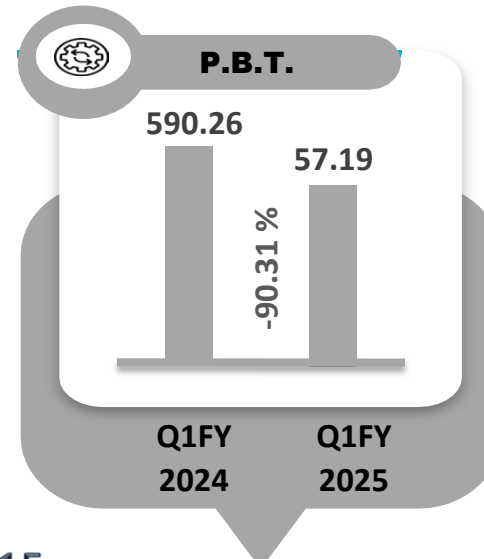
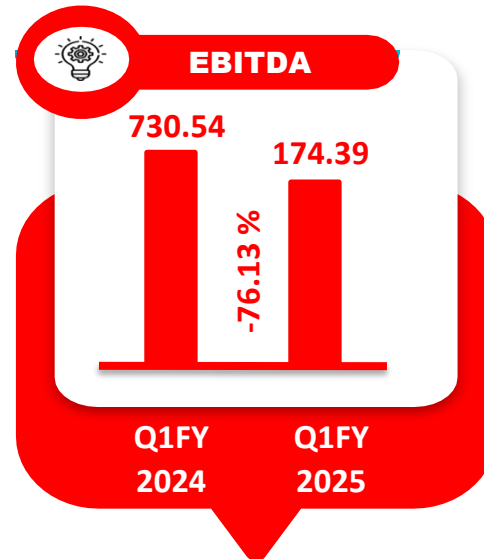
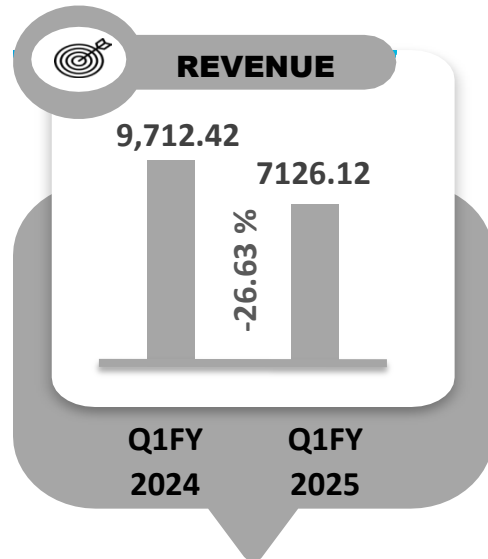


CONSOLIDATED FINANCIAL HIGHLIGHTS

AS PER Q-O-Q REPORTS



AS PER Y-O-Y REPORTS

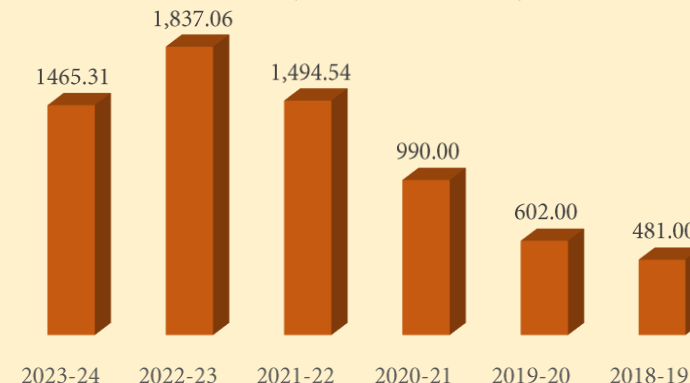


WE HAVE PERFORMED OVER THE YEARS

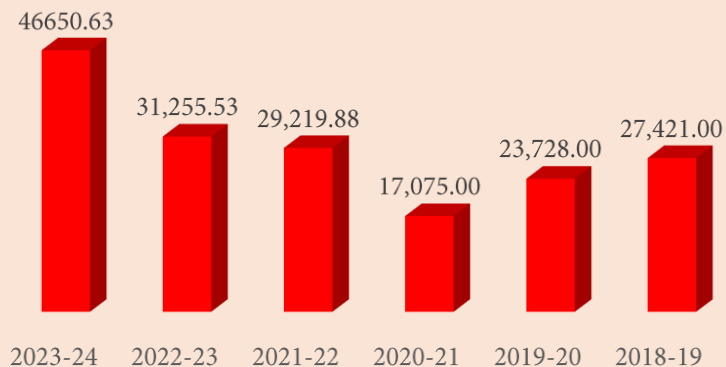
(Rs. In Million)

| Particulars | 2023-2024 | 2022-2023 | 2021-2022 | 2020-2021 | 2019-2020 | 2018-2019 |
|-------------------------|-----------|-----------|-----------|-----------|-----------|-----------|
| Turnover (INR) | 46650.63 | 31,255.53 | 29,219.88 | 17,075.00 | 23,728.00 | 27,421.00 |
| Profit Before Tax (INR) | 1465.31 | 1,837.06 | 1,494.54 | 990.00 | 602.00 | 481.00 |
| Profit Before Tax (%) | 3.14% | 5.88% | 5.11% | 5.80% | 2.54% | 1.75% |
| Tax | 358.39 | 463.85 | 390.52 | 260.00 | 157.00 | 219.00 |
| Profit After Tax (INR) | 1,106.92 | 1,373.21 | 1,104.02 | 730.00 | 445.00 | 262.00 |
| Profit After Tax (%) | 2.37% | 4.39% | 3.78% | 4.28% | 1.88% | 0.96% |
| EBIDTA (INR) | 1630.22 | 1,982.54 | 1,602.93 | 1,141.00 | 1,020.00 | 629.00 |
| EBIDTA (%) | 3.49% | 6.34% | 5.49% | 6.68% | 4.30% | 2.29% |

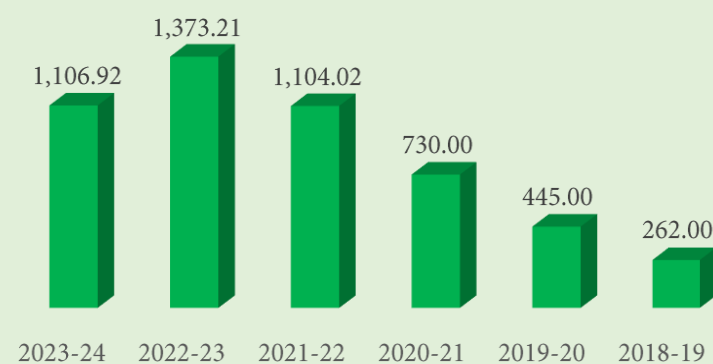
Profit Before Tax (Rs. In Million)



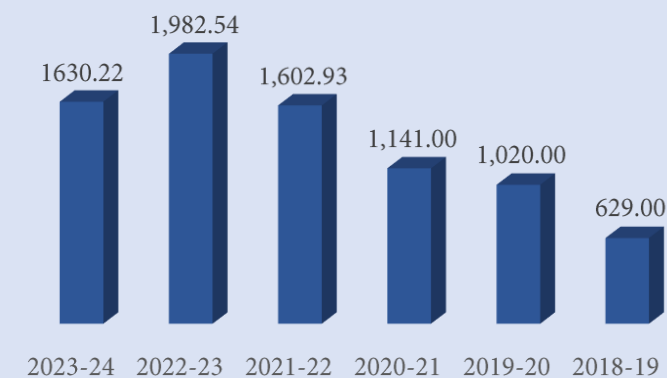
Turnover (Rs. In Million)



Profit After Tax (Rs. In Million)



EBIDTA (Rs. In Million)





MARKET OVERVIEW



PARTICIPATION IN FOOD EXPO ACROSS THE GLOBE



OUR ESTEEMED PARTNERS ACROSS THE GLOBE



Vietnam



Malaysia



Egypt



Saudi Arabia



Iraq



U.A.E.



Indonesia



Uzbekistan



Yemen



Oman



Cambodia



Jordan



Cameroon



Kuwait



Congo



Senegal



Thailand



Guinea



Singapore



Liberia



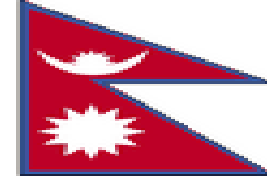
Bahrain



Cote D Ivoire



China



Nepal



Maldives



Gabon



Angola



Sierra Leone



Gambia



U.S.A.



Qatar



Malaysia



Libya



Mauritius



Lebanon



Ghana



Hong Kong



Germany



Italy



France



Netherland



Slovakia



Slovenia



Spain



Sweden

OUR MARKET GLOBAL OVERVIEW

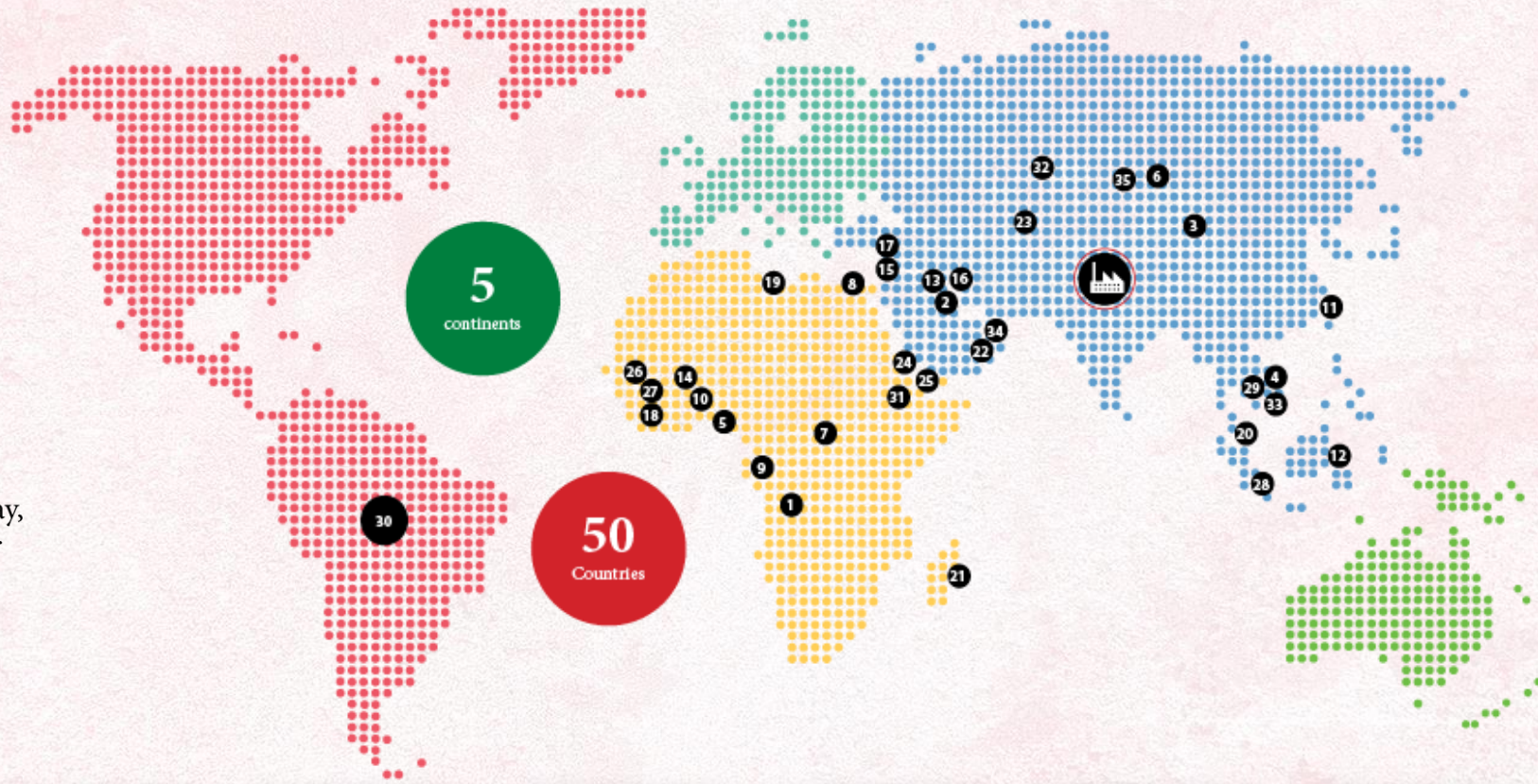
With our corporate office in Agra, Uttar Pradesh, we strive to deliver quality and safe food products to customers across global markets.

With an annual meat processing capacity of 4,00,000 metric tonnes, we operate through our 8 fully integrated meat processing units spread across 5 Indian states.

We serve millions of consumers every day, in restaurants, homes and outlets in over 50 countries across 5 continents.

TOP 5 EXPORT MARKETS

Egypt
Hong Kong
Vietnam
Malasia
Indonesia



Aligarh Plant

Capacity : 95 MT/ Day



Unnao Plant

Capacity : 142.50 MT/ Day



Mohali Plant

Capacity : 380 MT/ Day



Haryana Plant

Capacity : 570 MT/ Day



Agra Plant

Capacity : 95 MT/ Day

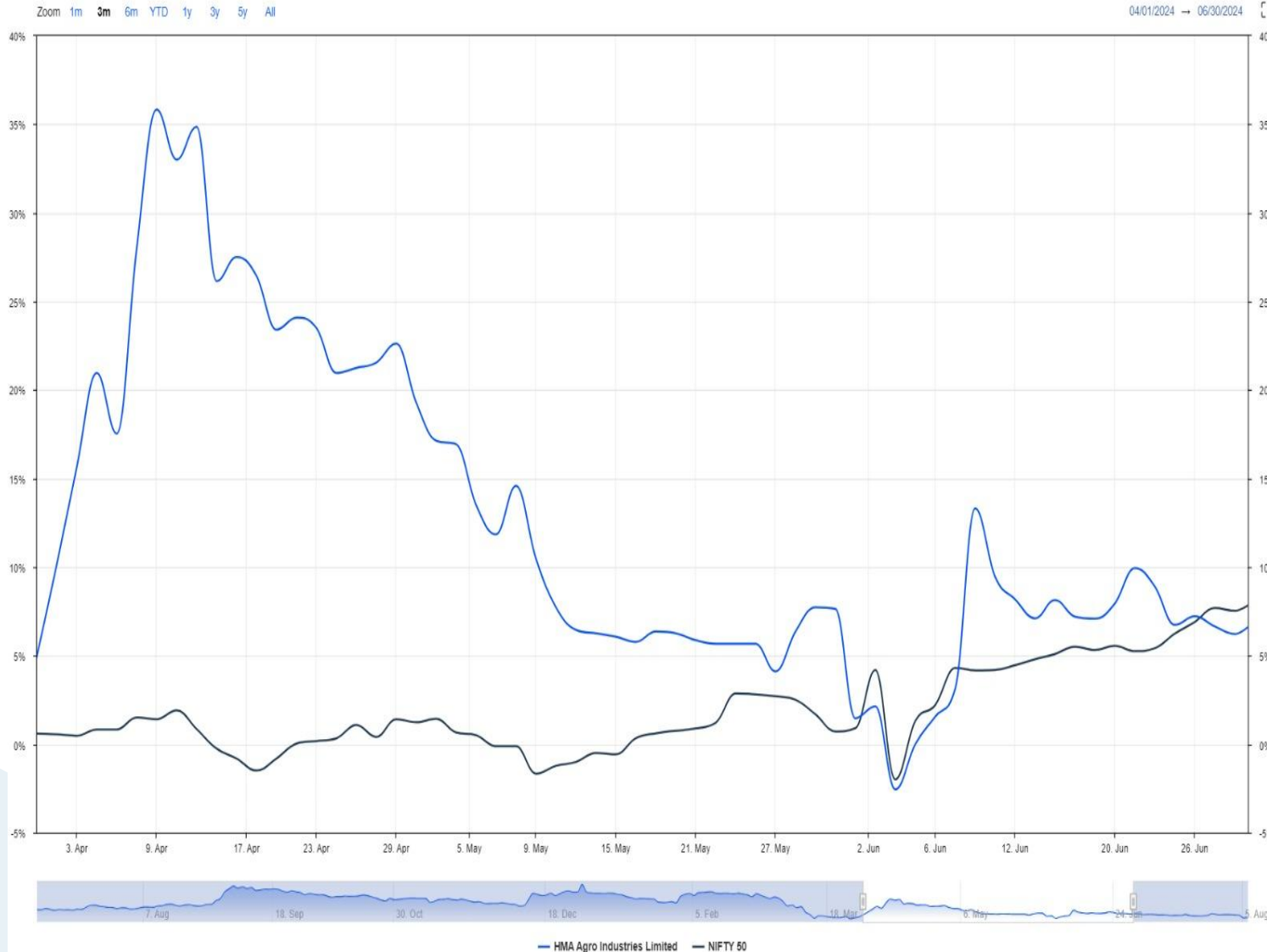


Parbhani Plant

Capacity : 190 MT/ Day

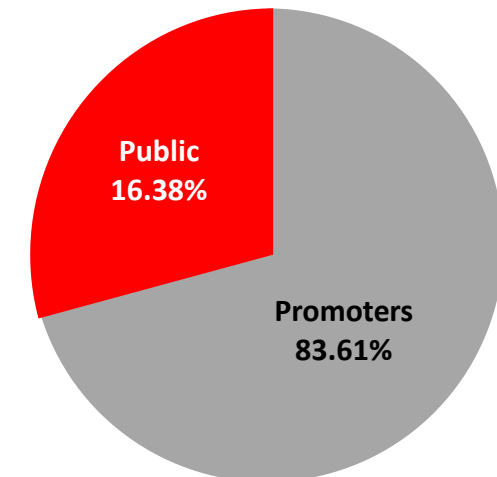
1. Angola
2. Bahrain
3. Bangladesh
4. Cambodia
5. Cameroon
6. China
7. Congo
8. Egypt
9. Gabon
10. Ghana
11. Hong Kong
12. Indonesia
13. Iraq
14. Ivory Coast
15. Jordan
16. Kuwait
17. Lebanon
18. Liberia
19. Libya
20. Malaysia
21. Mauritius
22. Oman
23. Pakistan
24. Qatar
25. Saudi Arabia
26. Senegal
27. Sierra Leone
28. Singapore
29. Thailand
30. U.S.A.
31. UAE
32. Uzbekistan
33. Vietnam
34. Yemen
35. Nepal

CAPITAL MARKET DATA



| Price Data (30 th June 2024) INR | |
|--|-------------|
| Face Value | 1.0 |
| Market Price | 54.40 |
| 52 Week H/L | 84.05/48.10 |
| Market Cap (Mn) | 2,724.18Cr. |
| Equity Shares Outstanding (Mn) | 50.07Cr. |
| 1 Year Avg Trading Volume ('000) | 5,15,364 |

Shareholding Pattern as on 30th June, 2024



BOARD OF DIRECTORS



Mr. Gulzar Ahmad

Chairman and Whole-Time Director

Gulzar Ahmad, aged 55, is a founding promoter and serves as the Chairman and Whole-Time Director of our company. He joined the Board on April 9, 2008, when the company was incorporated. He brings vast and diverse experience in livestock trading. Before the company's incorporation, he established a meat processing facility and initiated job work. Under his leadership, the company has significantly increased its production capacity, leading to higher sales, exports, and an expanded client base. Gulzar is responsible for the overall management of the company, including setting up new plants and machinery, developing industry networks, and driving business growth.



Mohammad Mehmood Qureshi

Managing Director

Mohammad Mehmood Qureshi, aged 45 years is the Purchase Head of our Company. He has been associated with our Company since incorporation. He is an undergraduate. He has vast and diversified experience in the field of trading of livestock. He is currently responsible for availability and handling of raw material of livestock and fulfilling all the formalities required for purchasing the raw materials. He is also looking after the operation of our certain subsidiaries companies.



Mr. Gulzeb Ahmed

Whole Time Director

Mr. Gulzeb Ahmed joined our Board on June 3, 2021, after being with the company since 2014. He later assumed the role of CFO on July 7, 2021. Mr. Ahmed holds a Certificate in Planning and Entrepreneurship in Personnel Management and Marketing Management from The Indian Institute of Planning and Management and a Bachelor of Business Administration from Dr. Bhim Rao Ambedkar University, Agra. He currently oversees the implementation of strategic business plans and manages the finance and accounts department.

BOARD OF DIRECTORS



Mr. Gaurav R. Luthra
Independent Director

Mr. Gaurav R. Luthra joined our Board on June 3, 2021. As a qualified Chartered Accountant and a member of the Institute of Chartered Accountants of India, he brings over a decade of experience in internal auditing, financial controls, taxation, finance, accounting, and statutory auditing. He is currently an independent practicing Chartered Accountant.



Ms. Bhumika Parwani
Independent Director

Ms. Bhumika Parwani joined our Board on September 26, 2022. She holds a Bachelor's Degree in Commerce from Dr. Bhimrao Ambedkar University, Agra, and is a member of the Institute of Chartered Accountants of India. Her professional background includes roles at PSA & Company, Anurag Sinha & Associates, and V Thukral & Associates. Currently, she is associated with TCI Foundation. Ms. Parwani brings approximately three years of experience in financial reporting and accounting, risk advisory, statutory audits, and taxation.



Mr. Abhishek Sharma
Independent Director

Mr. Abhishek Sharma joined our Board in October 2023. He holds a Bachelor's Degree in Arts from Osmania University, Hyderabad, and a Postgraduate degree in Sales and Marketing from the National Institute of Sales, New Delhi. With 25 years of experience in the FMCG and Telecom industries, he has excelled in strategic planning, business development, distribution management, customer relationship management, team management, and operations. He has worked with notable companies such as Parle Agro Pvt Limited, Reliance Communications, and Uninor Telecommunication, earning accolades like the Best Distributor award. Currently, he oversees sales and distribution of medicine and OTC products, where his keen attention to detail continues to drive success.



MANUFACTURING EXCELLENCE

OUR PRODUCTION UNITS



ALIGARH PLANT

Production Capacity: 95 MT/ Day

Location: 6/1, 15-16, Talaspur Khurd, Tehsil Koil, Mathura Bye Pass Road, Aligarh - 202001, Uttar Pradesh, India



UNNAO PLANT

Production Capacity: 142.50 MT per day

Location: D-1 & D-2, Site-1, UPSIDC Industrial Area, Unnao 209801, Uttar Pradesh, India



PRABHANI PLANT

Production Capacity: 190 MT/ Day

Location: Gunt No 160-161, Purna, Parbhani, Maharashtra - 431511, India



HARYANA PLANT

Production Capacity: 570 MT/ Day

Location: Plot No. 129,23,24, 379, 125, 378, 17, 18, 19,21, 22, 123, 124, 126, 127, 25 at village at Ghatta Shamshabad, Teh Firozpur Jhirka, District Haryana 122104 141



AGRA PLANT

Production Capacity: 95 MT/ Day

Location: Plot No. 293,295 & 297 Village Kuberpur, Tehsil - Etmadpur, Agra 282006, Uttar Pradesh, India



MOHALI PLANT

Production Capacity: 380 MT/ Day

Location: Village Behra, Hadbast No. 198, Tehsil Dera Bassi, District Ajitgarh, Punjab - 140507, India



HARYANA PLANT



MOHALI PLANT



ALIGARH PLANT



AGRA PLANT



PRABHANI PLANT



UNNAO PLANT



PLANT'S

LOCATION



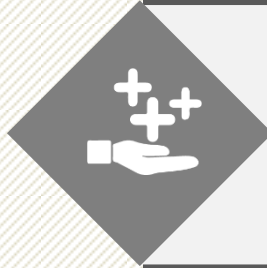
PRODUCTION CAPACITY

1472 MT @DAY



MANUFACTURING AREA

State-of-manufacturing facility spread across 6, City in Agra, Unnao, Punjab, Aligarh, Mewat & Prabhani also.



DEVELOPMENT

Recently upgraded facility by investing In plant and adding Automated latest Machinery & Equipments.



INTEGRATION

Fully integrated infrastructure for manufacturing & retailing with complete automation.



QUALITY

The equipment in meat processing refers to processing machines, components, systems used to cook, handle, package, prepare or store meat and meat products

MANUFACTURING PROWESS



**An enviable
legacy of more
than half a
decade**



**One of the largest
manufacturer and
exporter of Frozen
Boneless Buffalo meat,
Seafood, Pet Food,
Rice, and Finished
leather from India**



**[+] strong and
dedicated
workforce giving
the Company
people edge**



**Asia's largest
integrated
slaughterhouse
cum meat
processing plant**



**4,00,000 metric
tonnes HMA's
annual meat
processing
capacity**



**Have product
presence in more
than 50 countries
spread across the
globe**



QUALITY SECTION



QUALITY SECTION



Market Research & Intelligence

:The equipment in meat processing refers to processing machines, components, systems used to cook, handle, package, prepare or store meat and meat products

Sampling

:Fresh & frozen packing
Hall- weighing balances;
Blast freezers; Plate
freezers; Metal detector;
Shrink wrap machines,
Strapping machines

In House Team of Production

:Lair age - Treves & guarder
rails for pens & walk ways,
Slaughter Hall- Ritual rotating
box (knocking box); Cutting
saws (leg, brisket & Carcass)

Approvals

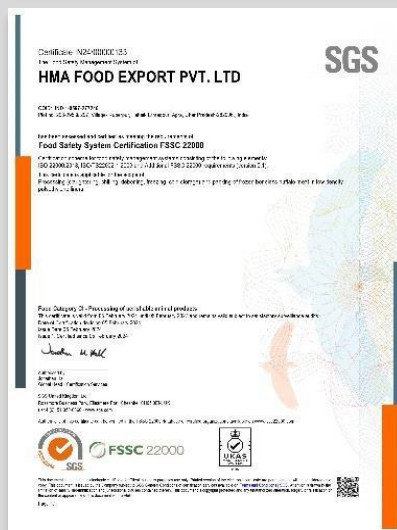
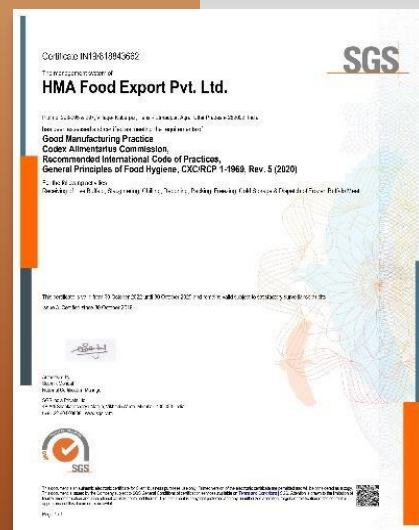
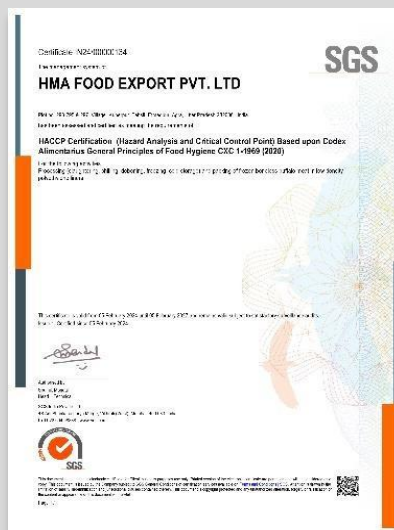
:Rendering Unit- Pre-
breaker; RM Cookers;
Decanters; Tallow tanks;
Screw conveyors; Hammer
mill; Silos for intermediate &
finished goods.



QUALITY

certifications

Our goal of delivering top quality products is supported by a comprehensive Quality Management System, adhering to international standards such as ISO 9001, FSSC 22000, BRC, ISO 14001, and HACCP. This ensures our offerings are not only of the highest quality but also safe for consumption, meeting customer needs. Additionally, we hold ISO 45001, GMP, and GHP certifications





THANK YOU

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