



*Aelea Commodities Limited*

**CIN : L51909MH2018PLC316782**

Formerly Known as Aelea Commodities Private Limited

06<sup>th</sup> June, 2025

To,  
The Corporate Relations Department  
BSE Limited  
P. J. Towers, Dalal Street,  
Mumbai-40000, Maharashtra

Scrip Code: 544213

**Subject: Intimation under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015- Investor Presentation for year ended on March 31, 2025**

**Ref: Our letter dated: 02.06.2025**

Dear Sir/Madam,

Pursuant to Regulation 30 of SEBI (Listing Obligation and Disclosure Requirements) Regulations 2015, please find enclosed Investor Presentation for the year ended March 31, 2025.

The above information is also being hosted on the Company's website at [www.aeleacommodities.com](http://www.aeleacommodities.com), in terms of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended. The said presentation will also be used for Post Results Earning Conference Call with Analysts/Investors, scheduled to be held virtually on today at 02.30 P.M.

Please take above intimation on your record.

Thanking you,

Yours' Faithfully,

**FOR AELEA COMMODITIES LIMITED**

---

**DEVYANI FENIL VANAPARIYA**

Company Secretary & Compliance Officer

:: Regd. Office ::  
21, Jolly Maker  
Chamber II, Nariman  
Point, Mumbai-400021

:: Surat Office ::  
602, SNS Business Park,  
VNSGU University Road,  
Nr. S.D. Jain School,  
Vesu, Surat- 395007

:: Unit-I ::  
Plot No: B-47, Gujarat  
Infrastructure Mega Food  
Park, Block No.243, Vill.  
shah, Mangrol, Surat- 394421

:: Unit II ::  
Block no. 451/B -I, Rev.  
Survey No. 391/B, Vill.  
Vasravi, Mangrol, Surat-  
394421



+91 2266340989



support@aeleacommodities.com



**Aelea Commodities Limited**  
**Investor Presentation**





This presentation or any other documentation or information (or any part thereof) delivered or supplied should not be deemed to constitute prospectus or placement memorandum or an offer to acquire any securities. No representation or warranty, express or implied is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of such information or opinions contained herein. The information contained in this presentation is only current as of its date.

This presentation contains statements that contain “forward looking statements” including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating Aelean Commodities Limited future business developments and economic performance. While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations. These factors include, but are not limited to, general market, macro economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance. We undertakes no obligation to publicly revise any forward looking statements to reflect future likely events or circumstances.

This presentation cannot be copied and disseminated in any manner. No person is authorized to give any information or to make any representation not contained in and not consistent with this presentation and, if given or made, such information or representation must not be relied upon as having been authorized by or on behalf of the company. The Company or its Book Running Lead Manager will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.



# Aelea Commodities: A Trusted Name in Global Cashew Markets



Aelea Commodities Limited, (Aelea, The Company) established in 2018, specializes in processing and trading cashews. With a focus on delivering high-quality cashew products, The company caters to both B2B and B2C markets, serving customers across India and internationally.

Aelea imports Raw Cashew Nuts (RCN) from various African nations, including Benin, Tanzania, Burkina Faso, Senegal, and Cote d'Ivoire, requiring substantial working capital funds. It specializes in trading RCN and Cashew Kernels and also trades in by-products from sugar mills, such as Bagasse.

Aelea Commodities is based in Mumbai and operates its manufacturing facility in Surat, Gujarat. The factory is spread out on an 1,09,838 sq ft area of land and is operating at a 140 TPD Capacity. With best-in-class manufacturing processes and efficient supply chain capabilities, Aelea is known for the highest level of customer service in the industry.



# Key Highlights



**75+**

Team Size



**2**

Business Verticals



**3**

Presence In Countries



**Strong Domestic & Global Supply Chain**



**Strong Offline & Online Presence**



**140**(MT/Day)

Operational Capacity



**FY25**(₹ In Lakhs)

Revenue: 18,213.55  
EBITDA: 865.42  
PAT: 115.87



**FY25**

ROE – 1.13%  
ROCE – 7.16%





# From Roots to Results: A Journey of Excellence



## JOURNEY

The incorporation of Aelean Commodities Private Limited

2018

Company has achieved a certificate of recognition for India 500 Startups Award for Quality Excellence

2020

- Top 10 Commodities Startups Recognized by "Industry Outlook".
- Purchase of Non-Agricultural Open Land for Proposed Factory/ Manufacturing unit.
- This expansion will increase the company's installed capacity by
- adding approximately 100 MT/Day, raising it from 40 MT/Day to around 140 MT/Day, along with an additional 50 MT of CNSL Oil.

2022

2025

- Complete expansion
- In May- Purchase of an Additional Factory Land Premises for Unit III
- commercial production at UNIT II has been successfully commenced with effect from 27th May, 2025, with an estimated total cost of Rs. 37.08 crores.

2024

- The company's conversion from a Private Limited to a Public Limited Company.
- In Principle, Approval of DRHP received from BSE SME Exchange.
- Listed on BSE SME platform on 22nd July 2024.



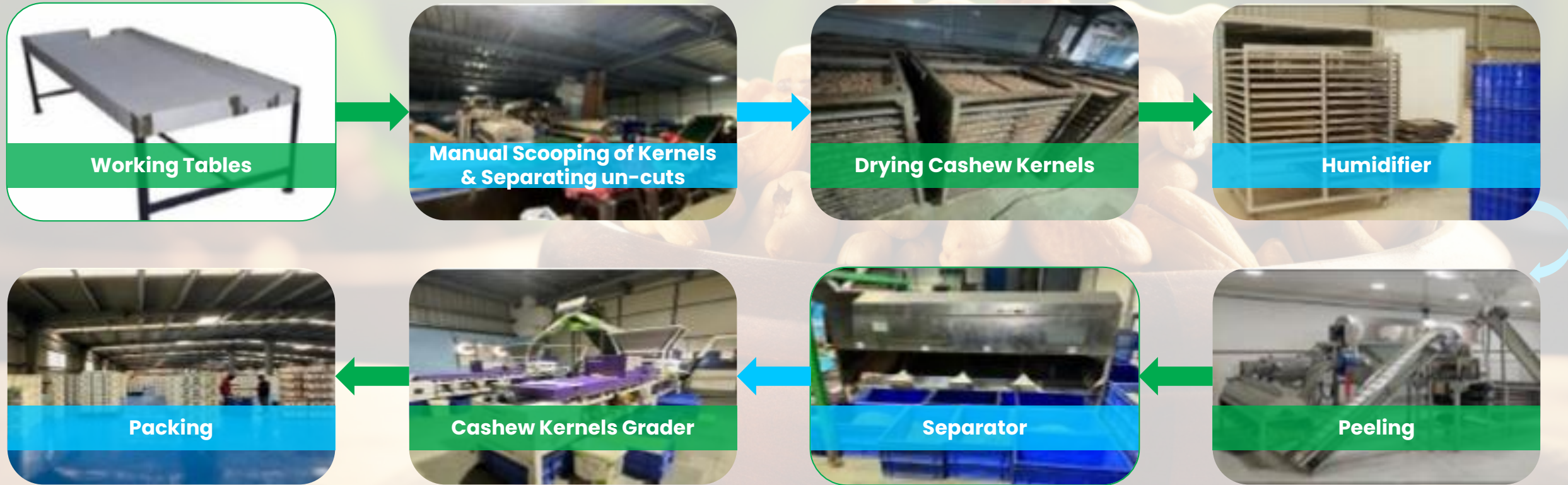


# Strategically located Manufacturing Process





# Strategically located Manufacturing Process





## BEFORE





## AFTER







**Mr. Hozefa S  
Jawadwala**

**Chairman and Managing Director**

He holds a Bachelor of Commerce from the University of Mumbai (2003), is a Chartered Accountant (ICAI), and a Certified Financial Risk Manager (GARP, USA). He has extensive experience in financial management, treasury, mergers and acquisitions, fund raising, and multi-cultural team management.



**Mr. Ashok  
Patel**

**Whole Time Director & CFO**

He is a Chartered Accountant (ICAI), and has extensive experience in Finance, Credit, and Project Funding. He handles various operations such as Banking Relations, Finance Management, Accounts, Branches Handling and Vendor management.



**Mr. Satyanarayan  
Patro**

**Whole-time Director**

He is an agri commodities expert with 20+ years of experience in sugar and agri trading across India and global markets. He has held key roles at Tata International, Sucden, ED&F Man, and EID Parry, and is known for setting up Tata's sugar desk and winning the MD Award thrice. He holds a B.E., an MBA from ICFAI, and a Business Strategy certificate from ISB.



**Mr. Firoz Gulamhusein  
Hathiyari**

**Non Executive Director**

He is a qualified Chartered Accountant (ICAI), and has over two decades of experience in assurance for gas distribution, HR practices, and merchant trading, including international trade. He is renowned for his expertise in Indian tax laws and compliance for the MSE and SME sectors and manages outsourced accounting functions for companies in India.





**Ms. Vaishali Dipen  
Tarsariya**

**Non Executive Independent  
Director**

She completed her Bachelor of Commerce in Financial Accounting and Auditing from the Institute of Distance and Open Learning, University of Mumbai.



**Mr. Kanabar Nikunj  
Mahendrabhai**

**Non Executive Independent  
Director**

He earned his Bachelor of Commerce in Financial Accounting and Auditing from the University of Mumbai (IDOL). He also completed his CS & LLB Degrees. He brings expertise in corporate laws, securities laws, capital markets, and corporate governance to the Company.

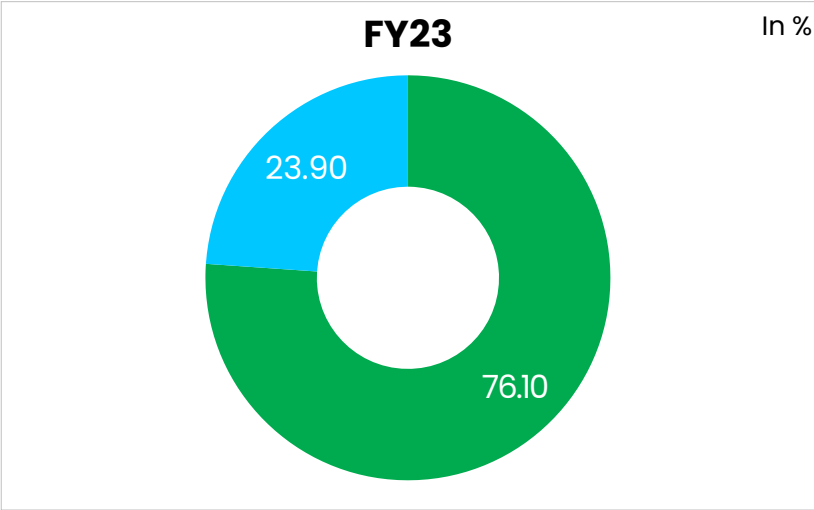
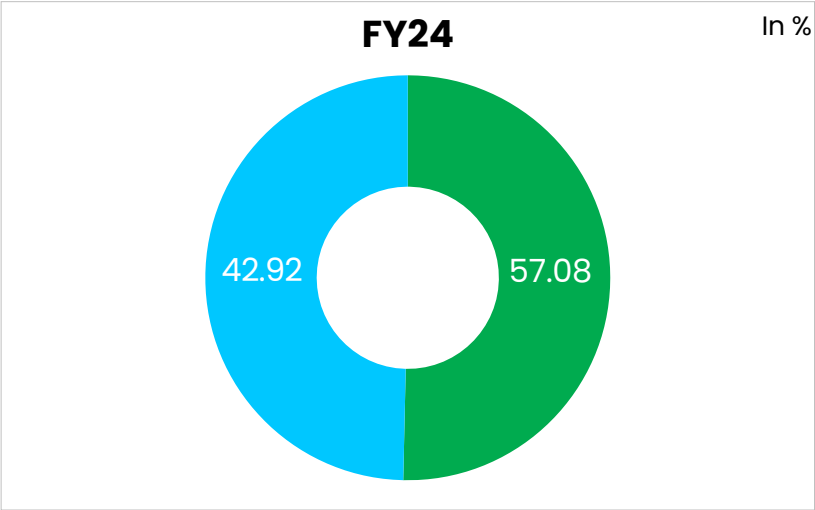
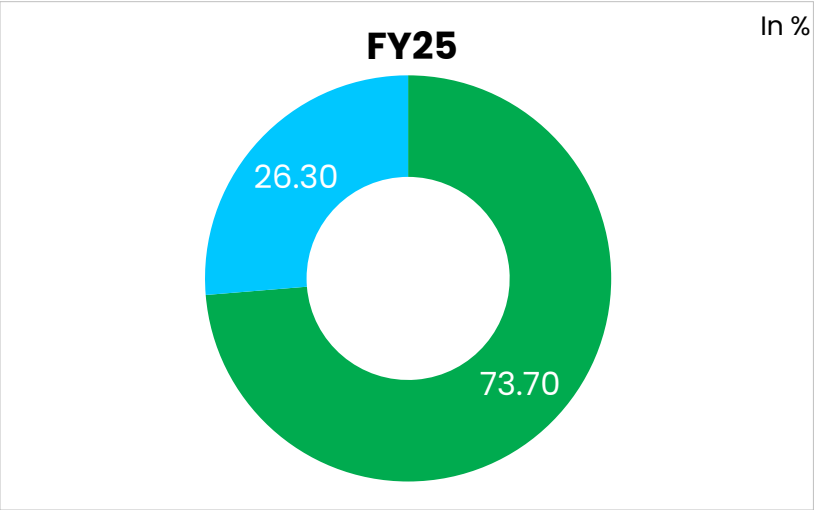


**Mr. Chandresh M  
Unagar**

**Non Executive Independent  
Director**

He Completed his Bachelor of Accounting and Finance from the University of Mumbai, and passed the Intermediate (IPCE) Examination from the Institute of Chartered Accountants of India.

# Revenue Breakup Of Business Segments – Standalone Data

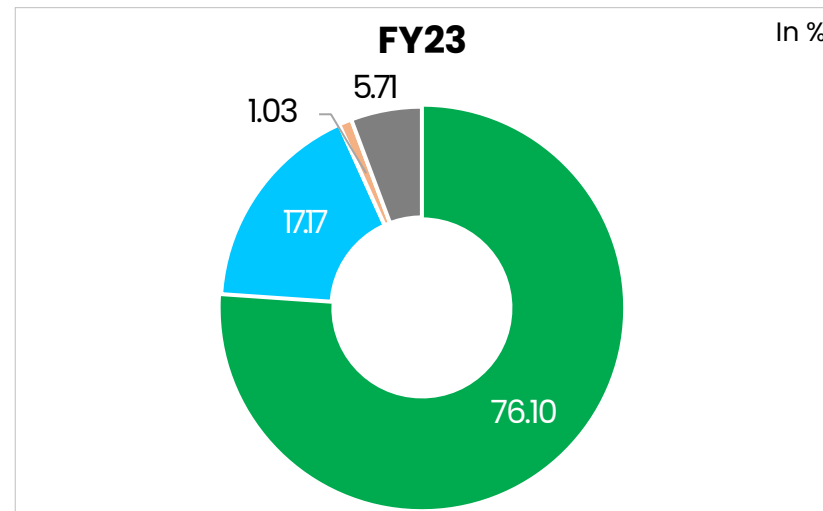
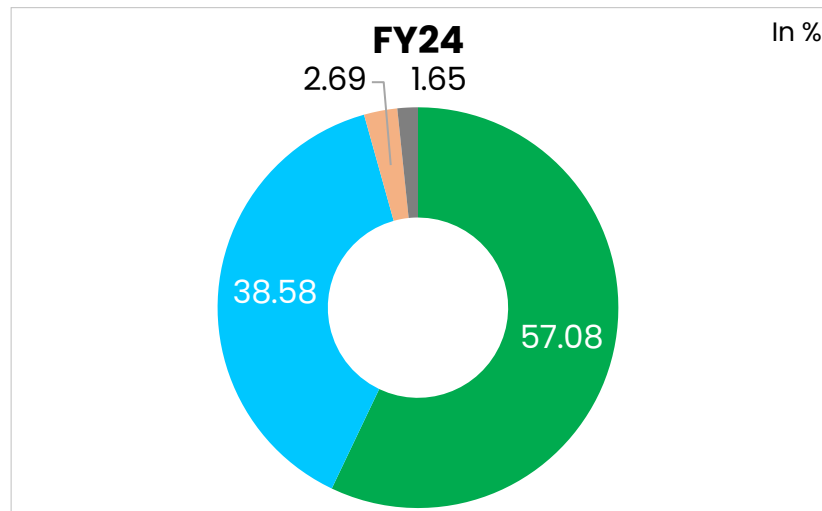
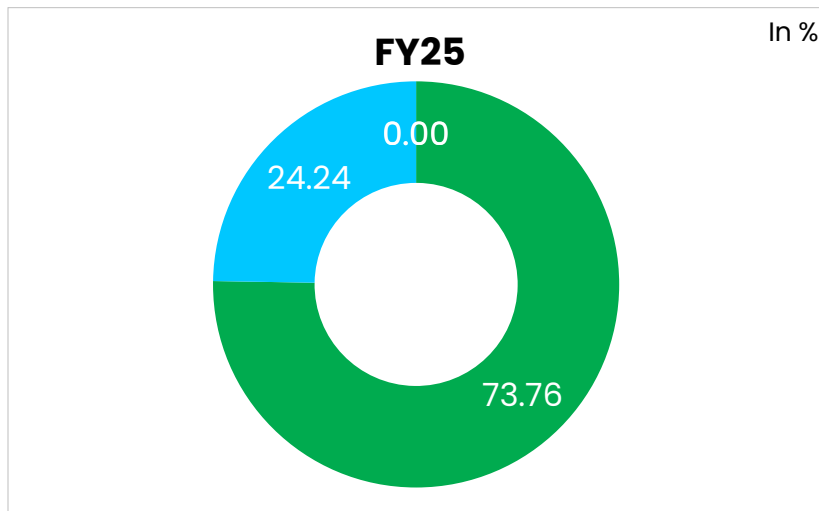


■ Cashew Processing
 ■ Commodities Trading

In ₹ Lakhs			
Particulars	FY25	FY24	FY23
Cashew Processing	12,228.17	6,462.62	5,864.34
Commodities Trading	4,363.00	4,858.49	1,842.23
<b>Total</b>	<b>16,591.17</b>	<b>11,321.13</b>	<b>7,706.57</b>



# Product Wise Revenue Breakup – Standalone Data



Cashew

Sugar

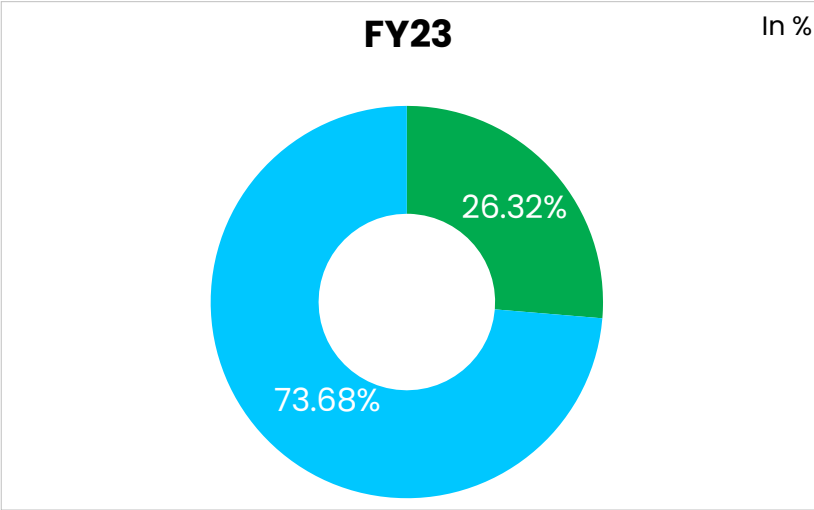
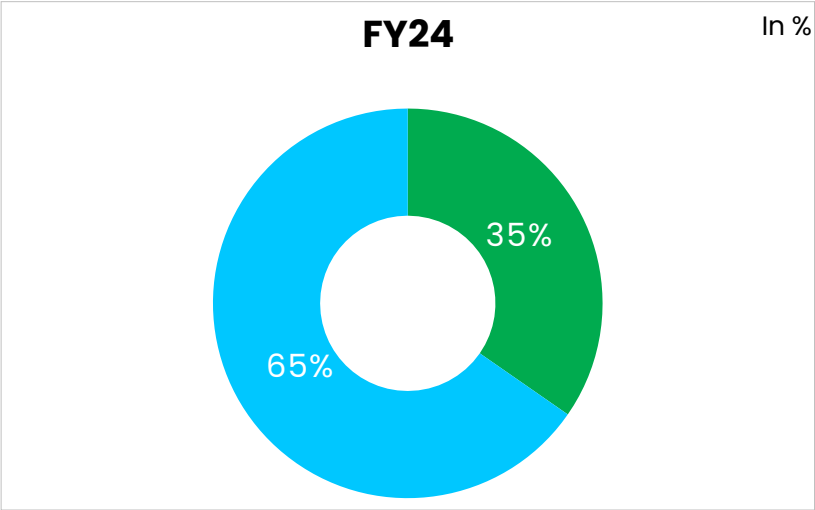
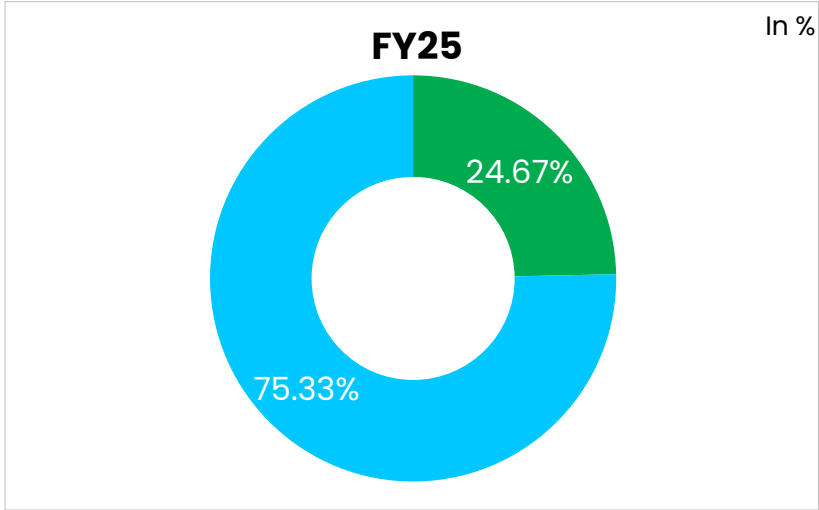
Rice

Other Agro / Commodities Product

Products	FY25	FY24	FY23
Cashew	12,240.20	6,462.64	5,864.34
Sugar	4,353.77	4,367.33	1,323.04
Rice	0.00	304.37	79.17
Other Agro / Commodities Products	0.00	186.79	440.02
<b>Total</b>	<b>16,593.97</b>	<b>11,321.13</b>	<b>7,706.57</b>

In ₹ Lakhs

# Top 10 Customers Wise Breakup – Standalone Data



■ Top 10 Customers ■ Others

Particulars	In ₹ Lakhs		
	FY25	FY24	FY23
Top Ten Customers	4,093.97	3,924.47	2,028.89
Others	12,500.00	7,396.66	5,678.11
<b>Total</b>	<b>16,593.97</b>	<b>11,321.13</b>	<b>7,706.57</b>





# Future Expansion Plan



**1**

CNSL is considered a valuable raw material with wide-ranging applications in brake linings, varnishes, insecticides, and other products across the automotive, pharmaceutical, and chemical industries. The company is planning to enhance its production capacity to approximately 100 MTPD in response to growing market demand.

**2**

The company aims to transform CNSL into Cardanol (distilled CNSL) and Resinol, meeting global demand for sustainable fuels.

**3**

Plan to produce Bio Charcoal from residual Cashew Nut Shell Mass, with potential for Activated Carbon.

**4**

Commitment to sustainability by minimizing waste and maximizing resource utilization.

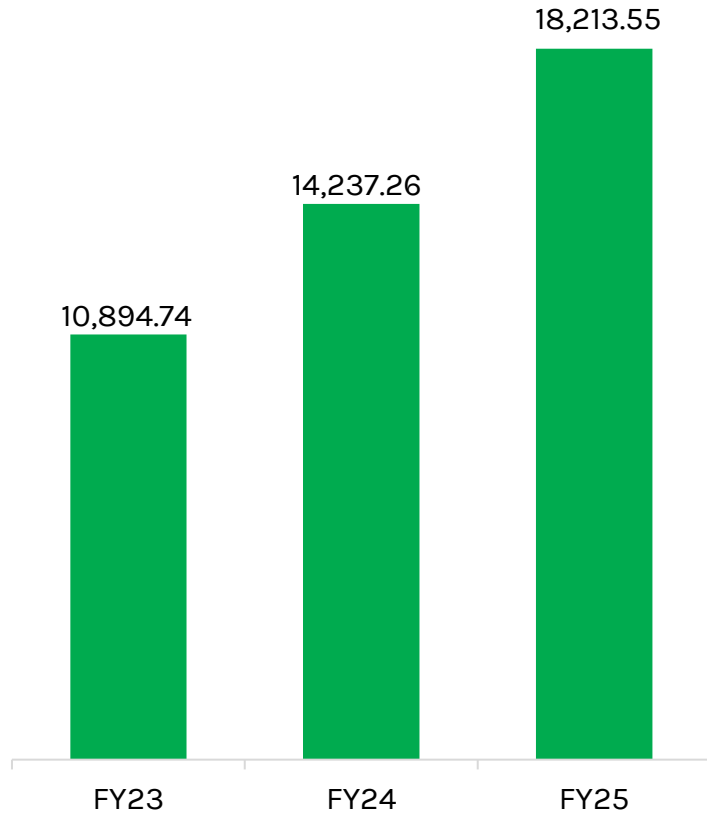
**5**

Expansion and diversification to strengthen market position and promote sustainability.

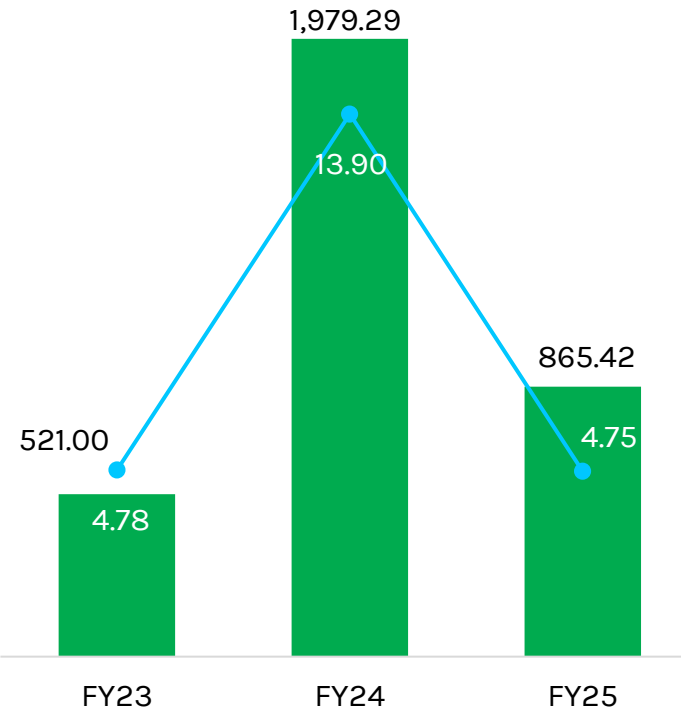
# Financial Highlights



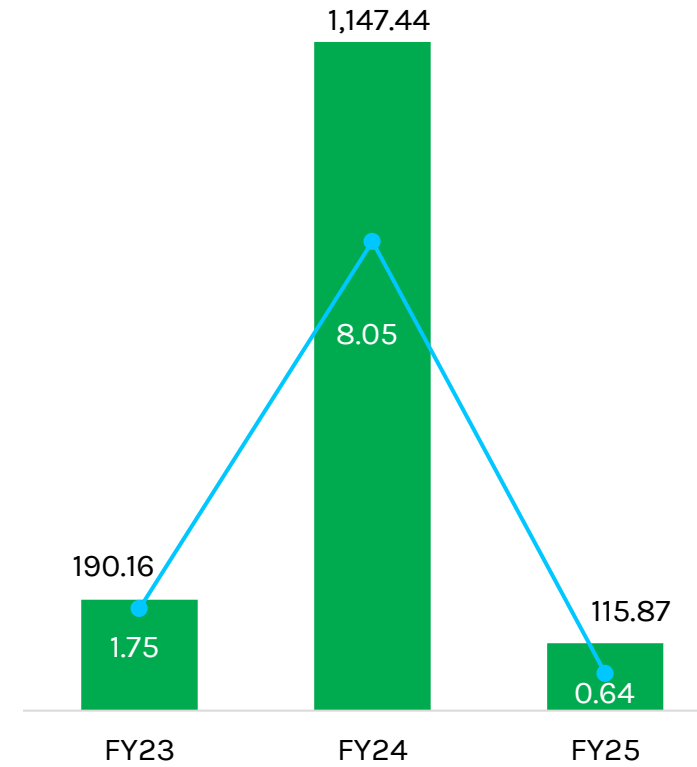
Revenue



EBITDA EBITDA Margin



PAT PAT Margin



All Amount In ₹ Lakhs & Margins In %

# Profit & Loss Statement

Particulars	FY25	FY24	FY23
Revenues	18,213.55	14,237.27	10,894.74
Other Income	81.07	216.09	119.70
<b>Total Income</b>	<b>18,294.62</b>	<b>14,453.36</b>	<b>11,014.44</b>
Cost of materials	15,684.52	10,446.14	8,490.20
Employee costs	369.22	253.40	226.96
Other expenses	1,375.46	1,774.53	1,656.93
Total Expenditure	17,429.20	12,474.07	10,374.09
<b>EBITDA</b>	<b>865.42</b>	<b>1,979.29</b>	<b>521.00</b>
EBIDTA (%)	4.75	13.90	4.78
Finance Costs	361.51	451.24	301.80
Depreciation	116.03	153.46	41.36
PBT	387.88	1,374.60	297.19
Bad debts	200.00	0.00	0.00
Tax	72.02	227.15	105.97
<b>PAT</b>	<b>115.87</b>	<b>1,147.45</b>	<b>190.16</b>
NPM (%)	0.64	8.05	1.75



# Balance Sheet



In ₹ Lakhs

Equities & Liabilities	FY25	FY24	FY23
Equity	2,036.88	1,500.00	5.00
Reserves	8,189.48	3,479.05	3,347.91
<b>Net Worth</b>	<b>10,226.36</b>	<b>4,979.05</b>	<b>3,352.91</b>
<b>Non Current Liabilities</b>			
Non Current Borrowings	114.11	1,377.67	1,926.79
Deferred Tax Liabilities	112.63	40.62	4.45
Long Term Provision	6.47	8.00	5.98
<b>Total Non Current Liabilities</b>	<b>233.22</b>	<b>1,426.28</b>	<b>1,937.22</b>
<b>Current Liabilities</b>			
Current Borrowings	1,080.52	2,699.66	1,400.61
Trade Payables	4050.43	681.73	2,116.19
Short Term Provision	23.47	188.07	45.95
Other Current Liabilities	461.12	1,033.21	1,020.43
<b>Total Current Liabilities</b>	<b>5,615.54</b>	<b>4,602.67</b>	<b>4,583.18</b>
<b>Total Equity &amp; Liabilities</b>	<b>16,075.11</b>	<b>11,008.00</b>	<b>9,873.30</b>

Assets	FY25	FY24	FY23
<b>Non Current Assets</b>			
Fixed Assets	6,457.69	3,896.53	3,535.67
Long - Term Loans and Advances	224.65	30.47	137.27
Other Non-Current Assets	0.00	0.00	1.23
Deferred Tax Assets (Net)	0.00	0.00	0.00
<b>Total Non Current Assets</b>	<b>6,682.35</b>	<b>3,927.01</b>	<b>3,674.17</b>
<b>Current Assets</b>			
Short-Term Loans and Advances	1,040.68	525.92	543.53
Other Current Assets	39.13	31.82	33.59
Trade Receivables	3,059.37	3,627.06	3,627.06
Inventories	4,970.91	2,751.42	1992.47
Cash and Bank Balances	281.67	144.78	35.78
<b>Total Current Assets</b>	<b>9,392.77</b>	<b>7,080.99</b>	<b>5,861.73</b>
<b>Total Assets</b>	<b>16,075.11</b>	<b>11,008.00</b>	<b>9,873.30</b>

# Cashflow Highlights

Particulars	FY25	FY24	FY23
Cashflow from Operations	946.15	(669.25)	91.31
Cashflow from Investments	(2,834.50)	220.85	(874.90)
Cashflow from Financing	1,856.16	298.69	901.52
<b>Net Cash Flow</b>	<b>(31.69)</b>	<b>(149.71)</b>	<b>117.93</b>

# IPO Proceeds Utilization



Original Object	Original Allocation	Fund Utilised till 31-03-2025
Setting up new manufacturing unit and installing plant & machinery thereon	25,53,33,000	25,53,33,000
Purchasing P & M at existing unit	5,91,66,000	5,91,66,000
General corporate purpose	12,74,00,000	12,74,00,000
Issue Related Expenses	6,81,37,000	6,81,37,000
<b>Net Proceeds</b>	<b>51,00,36,000</b>	



# Thank You



## **Aelea Commodities Limited**

**Address:** 21, Jolly Maker Chamber II, Nariman point, Mumbai,  
Maharashtra 400001

Phone: +91 022 66340989

**Email:** [info@aeleacommodities.com](mailto:info@aeleacommodities.com)

**Website:** [www.aeleacommodities.com](http://www.aeleacommodities.com)