



HMA AGRO INDUSTRIES LTD.

(STAR EXPORT HOUSE RECOGNISED BY GOVERNMENT OF INDIA)

CIN No. : L74110UP2008PLC034977

Date: November 08, 2023

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 and half year ended September 30, 2023

Dear Sir/Madam,

With reference to the captioned subject, please find enclosed the Investor Presentation on the Company's performance for the quarter and half year ended September 30, 2023.

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
SUNDRAN
I

Digitally signed
by NIKHIL
SUNDRANI
Date: 2023.11.08
16:56:05 +05'30'

**Nikhil Sundrani
Company Secretary and Compliance Officer**

Registered Office : 18A/5/3, Taj View Crossing, Fatehabad Road, Agra-282001 U.P. (INDIA)
E-mail : cs@hmaagro.com, gulzeb@hmagroup.co, hmafrozen@rediffmail.com
Website : www.hmagroup.co
Mob. : +91-8979624081, +91-7895622222

Investor Presentation

Q2 & H1 FY24



MANAGEMENT COMMENTARY



Commenting on the results and performance for Q2 & H1 FY24, Mr. Gulzar Ahmad,



On a Standalone basis,

- * The Revenues grew by 56.37% from Rs. 7,577.00 million in Q2FY23 to Rs. 11,847.89 million in Q2FY24 & by 39.61% from Rs.15,368.01 million in H1FY23 to Rs. 21,455.33 million in H1FY24,
- * The EBIDTA grew by 18.87% from Rs. 476.51 million in Q2FY23 to Rs. 566.44 million in Q2FY24 & by 1.47% from Rs.1,161.52 million in H1FY23 to Rs. 1,178.59 million in H1FY24,
- * The PBT grew by 20.50% from Rs. 440.64 million in Q2FY23 to Rs. 530.95 million in Q2FY24 & by 0.33% from Rs.1,098.01 million in H1FY23 to Rs. 1,101.66 million in H1FY24 &
The PAT grew by 15.01% from Rs. 331.86 million in Q2FY23 to Rs. 381.68 million in Q2FY24,
- * The Volume grew by 28.01% from 40386.675 MT in Q1FY24 to 51694.225 MT in Q2FY24 & by 52.02% from 34003.738 MT in H1FY23 to 51694.225 MT in H1FY24.
- *Average Raw Material Price increased by 4.20% from Q1-24 to Q2-24 and by 5.75% from Q2-23 to Q2-24.

On a Consolidated Basis,

- * The Revenues grew by 50.82% from Rs.7,988.24 million in Q2FY23 to Rs. 12,047.68 million in Q2FY24 & by 32.60% from Rs.16,481.86 million in H1FY23 to Rs. 21,854.26 million in H1FY24.

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.

SAFE HARBOR STATEMENT



This presentation and the accompanying slides (the “Presentation”), which have been prepared by **HMA Agro Industries Limited**. (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company. 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. Certain matters discussed in this presentation may contains certain forward looking statements concerning the Company's future business prospects and business profitability. Such forward-looking statements are not guarantees of future performance and are subject to a number of risks and uncertainties that are difficult to predict. These risks and uncertainties include, but are not limited to, the Company's ability to manage growth, the fluctuations in earnings, 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, the Company's ability to manage its 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 become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the Company.

Table of Content



HMA
AGRO INDUSTRIES LTD.
GOVERNMENT RECOGNISED STAR EXPORT HOUSE

01

Financial Highlights

05

02

Q2 & H1 FY24 Business Highlights

09

03

Market at a Glance

14

04

Manufacturing Excellence

17



HMA
AGRO INDUSTRIES LTD.
GOVERNMENT RECOGNISED STAR EXPORT HOUSE



FINANCIAL HIGHLIGHTS

FY24 -Key Update Standalone Basis



Q2-FY24

THE REVENUE

The Total Revenue is stood at
₹ 11,847.89 Million.

EBIDTA

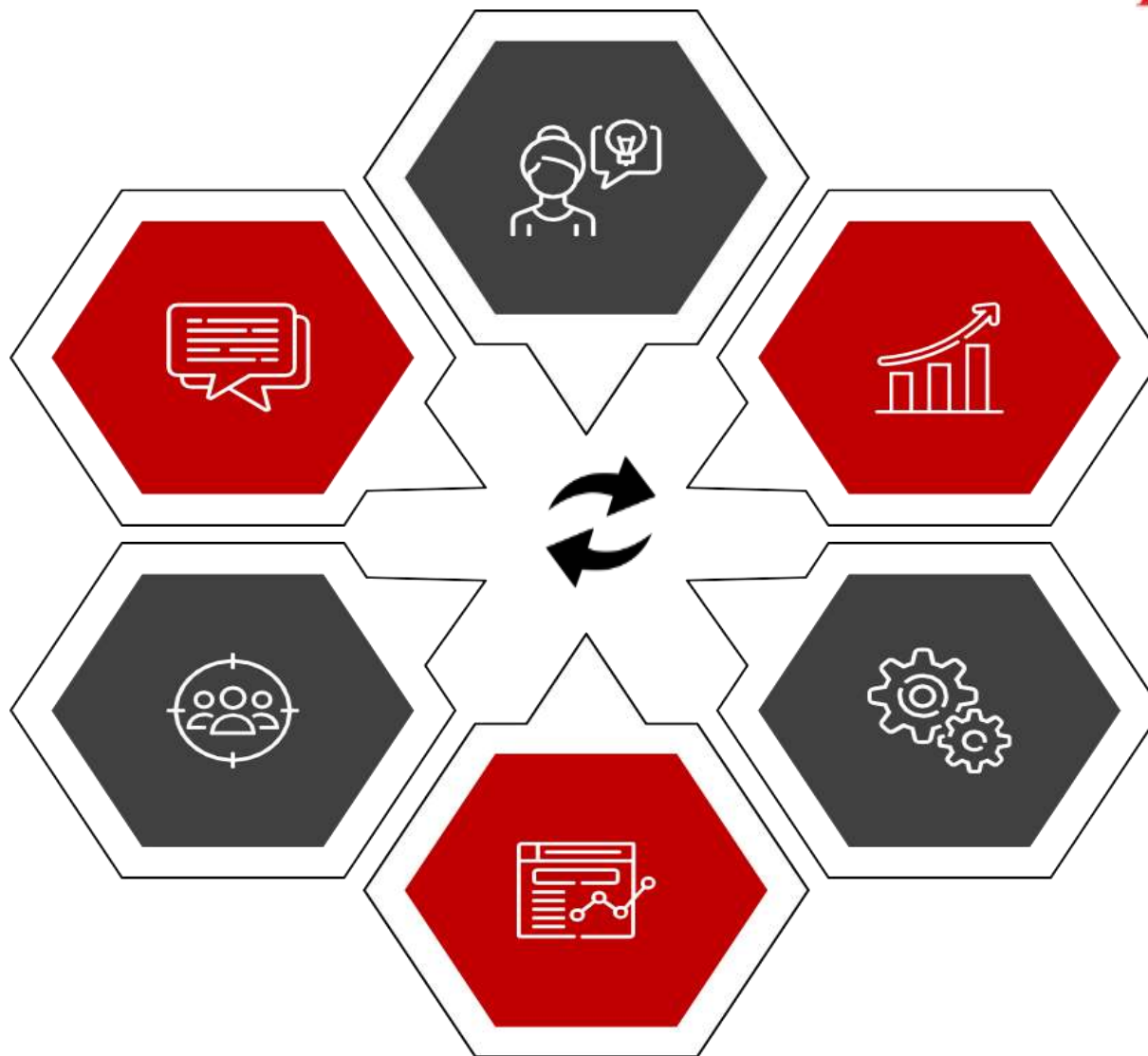
The Total EBIDTA is stood at
₹ 566.44 Million.

PBT

The Total PBT is stood at
₹ 530.95 Million.

PAT

The Total PAT is stood at
₹ 381.68 Million.



H1-FY24

THE REVENUE

The Total Revenue is stood at
₹ 21,455.33 Million.

EBIDTA

The Total EBIDTA is stood at
₹ 1,178.59 Million.

PBT

The Total PBT is stood at
₹ 1,101.66 Million.

PAT

The Total PAT is stood at
₹ 808.88 Million.

Q2 & H1 FY24 Standalone Performance Highlights



Q2 FY24

Revenue

Grew by
56.37% Y-o-Y
to
₹ 11,847.89 MN.

EBITDA

Grew by
18.87% Y-o-Y
to
₹ 566.44 MN.

PBT

Grew by
20.50% Y-o-Y
to
₹ 530.95 MN.

PAT

Grew by
15.01% Y-o-Y
to
₹ 381.68 MN.

YoY-Q1-Q2FY24

VOLUME
GROWTH

Grew by
52.02% Y-o-Y
34003.738 MT to
51694.225 MT.

VOLUME
GROWTH

Grew by
28.01% Q1-Q2-24
40386.675 MT. to
51694.225 MT.

AVERAGE RAW
MATERIAL PRICE

Grew by
5.75%
Y-o-Y

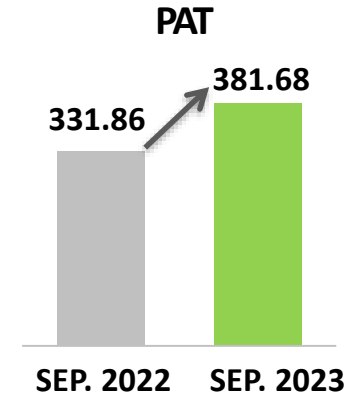
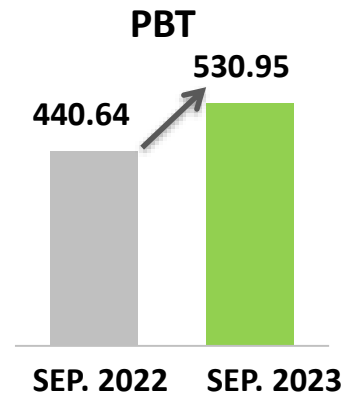
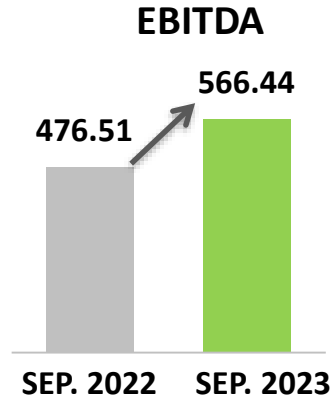
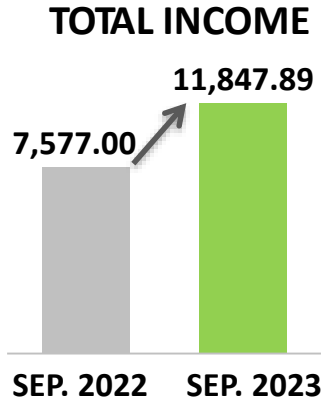
AVERAGE RAW
MATERIAL PRICE

Grew by
4.20%
Q1-24 to Q2-24

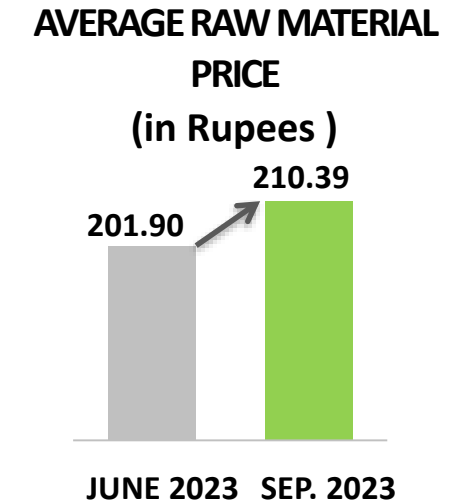
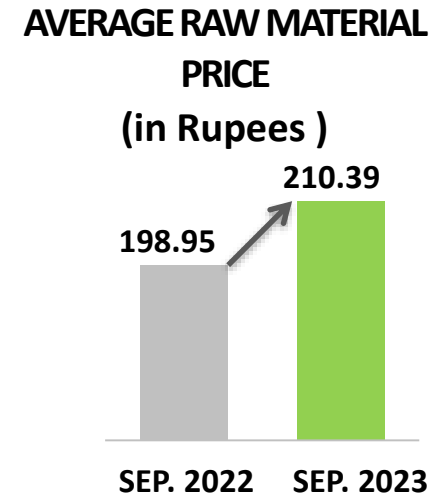
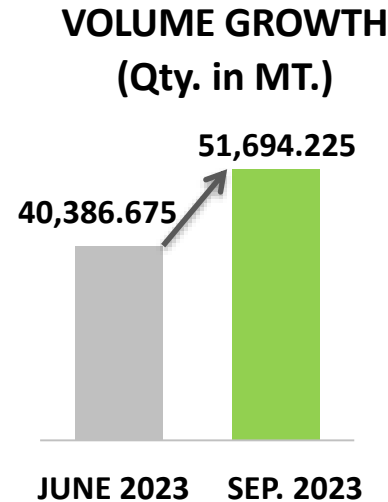
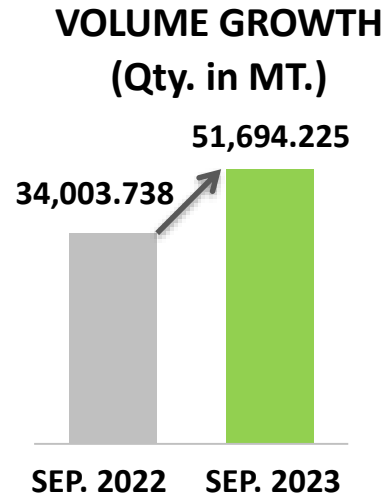
STANDALONE FINANCIAL HIGHLIGHTS



In Rupees Million



CONSOLIDATED FINANCIAL HIGHLIGHTS



*Y-o-Y Indicates to Sep.2022-Sep.2023, H1 Indicates to Half Year / Apr.-Sep. 2023, Q1 indicates to Apr.-June 2023, Q2 Indicates to July.-Sep. 2023.



HMA
AGRO INDUSTRIES LTD.
GOVERNMENT RECOGNISED STAR EXPORT HOUSE

**Q2 & H1 FY24
Business Highlights**



STANDALONE KEY PERFORMANCE INDICATORS



Particulars	Q2FY24	Q2FY23	YoY (%)	Q1FY24	QoQ (%)	H1FY24	H1FY23	YoY (%)
Total Revenue	11,847.89	7,577.00	56.37%	9,607.44	23.32%	21,455.33	15,368.01	39.61%
Total Expenses	11,281.45	7,100.49		8,995.29		20,276.74	14,206.49	
EBITDA	566.44	476.51	18.87%	612.15	-7.47%	1,178.59	1,161.52	1.47%
EBITDA Margin (%)	4.78%	6.29%		6.37%		5.49%	7.56%	
Depreciation	10.83	9.75		10.99		21.82	18.52	
Finance Costs	24.66	26.12		30.45		55.11	44.99	
PBT	530.95	440.64	20.50%	570.71	-6.97%	1,101.66	1,098.01	0.33%
Tax	149.27	108.78		143.51		292.78	277.48	
PAT	381.68	331.86	15.01%	427.20	-10.66%	808.88	820.53	-1.42%
PAT Margin (%)	3.22%	4.38%		4.45%		3.77%	5.34%	
EPS (INR Per Share)	7.81	6.98		8.98		16.56	17.27	

*Y-o-Y Indicates to Sep.2022-Sep.2023, H1 Indicates to Half Year / Apr.-Sep. 2023, Q1 indicates to Apr.-June 2023, Q2 Indicates to July.-Sep. 2023. Rupees Million

STANDALONE BALANCE SHEET



HMA
AGRO INDUSTRIES LTD.
GOVERNMENT RECOGNISED STAR EXPORT HOUSE

Particulars	Sep-23	Mar-23	Particulars	Sep-23	Mar-23	Particulars	Sep-23	Mar-23
ASSETS			(iii) Bank balances other than (ii) above	18.73	18.51	(II) Current liabilities		
(A) Non-current assets			(iv) Other financial assets	22.33	15.68	(a) Financial liabilities		
(a) Property, plant and equipment	361.53	350.19	(c) Other assets	1,893.88	1,192.42	(i) Borrowings	2,925.81	2,856.36
(b) Capital work in progress	4.18	4.18	Total Current assets	8,965.82	5,997.01	(ii) Trade payables		
(c) Financial assets			Total assets	11,944.98	9,026.64	- Total outstanding dues of micro enterprise and small enterprises	-	-
(i) Investments	728.80	728.80	EQUITY AND LIABILITIES			- Total outstanding dues of creditors other than micro enterprises and small enterprises	708.40	673.24
(ii) Loans	1,518.47	1,533.57	(A) Equity			(iii) Other financial liabilities	18.30	201.79
(iii) Other financial assets	283.17	264.75	(a) Share capital	500.77	475.13	(b) Other liabilities	995.78	349.26
(d) Income tax assets	63.12	77.44	(b) Other equity	6,587.15	4,369.26	(c) Provisions	1.87	1.87
(e) Deferred tax assets (net)	19.89	70.70	Total equity	7,087.92	4,844.39	(d) Current tax liabilities	187.23	75.41
Total non-current assets	2,979.16	3,029.63	(B) Liabilities			Total current liabilities	4,837.40	4,157.93
(B) Current assets			(I) Non-current liabilities					
(a) Inventories	1,311.01	1,127.20	(a) Financial liabilities					
(b) Financial assets			(i) Other financial liabilities	3.36	8.43			
(i) Trade receivables	5,182.85	2,992.07	(b) Provisions	16.30	15.89			
(ii) Cash and cash equivalents	537.01	651.13	Total non-current liabilities	19.66	24.32	Total Equity and Liabilities	11,944.98	9,026.64

*Y-o-Y Indicates to Sep.2022-Sep.2023, H1 Indicates to Half Year / Apr.-Sep. 2023, Q1 indicates to Apr.-June 2023, Q2 Indicates to July.-Sep. 2023 In Rupees Million

CONSOLIDATED KEY PERFORMANCE INDICATORS



Particulars	Q2FY24	Q2FY23	YoY (%)	Q1FY24	QoQ (%)	H1FY24	H1FY23	YoY (%)
Total Revenue	12,047.68	7,988.24	50.82%	9,806.58	22.85%	21,854.26	16,481.86	32.60%
Total Expenses	11,769.71	7,471.08		9,076.04		20,845.76	15,241.57	
EBITDA	277.97	517.16	-46.25%	730.54	-61.95%	1,008.50	1,240.29	-18.69%
EBITDA Margin (%)	2.31%	6.47%		7.45%		4.61%	7.53%	
Depreciation	88.31	18.24		96.80		185.11	41.26	
Finance Costs	28.53	40.80		43.48		72.01	59.68	
PBT	161.13	458.12	-64.83%	590.26	-72.70%	751.38	1,139.35	-34.05%
Tax	104.76	124.86		147.15		251.91	301.87	
PAT	56.37	333.26	-83.09%	443.11	-87.28%	499.47	837.48	-40.36%
PAT Margin (%)	0.47%	4.17%		4.52%		2.29%	5.08%	
EPS (INR Per Share)	1.96	7.25		9.25		10.97	17.63	

*Y-o-Y Indicates to Sep.2022-Sep.2023, H1 Indicates to Half Year / Apr.-Sep. 2023, Q1 indicates to Apr.-June 2023, Q2 Indicates to July.-Sep. 2023. Rupees Million

CONSOLIDATED BALANCE SHEET



HMA
AGRO INDUSTRIES LTD.
GOVERNMENT RECOGNISED STAR EXPORT HOUSE

Particulars	Sep-23	Mar-23	Particulars	Sep-23	Mar-23	Particulars	Sep-23	Mar-23
ASSETS			(ii) Cash and cash equivalents	572.66	689.04	(ii) Other financial liabilities	-	5.39
(A) Non-current assets			(iii) Bank balances other than (ii) above	50.44	49.68	(b) Provisions	42.75	35.32
(a) Property, plant and equipment	2,477.47	2,601.74	(iv) Other financial assets	37.74	33.90	Total non-current liabilities	389.24	463.21
(b) Assets held for sale	6.06	-	(c) Other current assets	924.99	783.62	(II) Current liabilities		
(b) Capital work in progress	755.18	578.37	Total current assets	8,591.11	5,826.51	(a) Financial liabilities		
(c) Goodwill	6.23	6.23	Total assets	12,750.13	9,989.60	(i) Borrowings	3,079.52	3,010.69
(d) Financial assets			EQUITY AND LIABILITIES			(ii) Trade payables		
(i) Other financials assets	351.89	339.70	(A) Equity			1. Total outstanding dues of micro enterprises and small enterprises	-	-
(e) Income tax assets	125.83	123.51	(a) Share capital	500.77	475.13	2. Total outstanding dues of creditors other than micro enterprises and small enterprises	923.68	870.10
(f) Deferred tax assets (net)	85.54	81.79	(b) Other equity	6,212.46	4,267.42	(iii) Other financial liabilities	36.12	220.30
(g) Other non current assets	350.83	431.75	(c) Non Controlling Interest	165.74	202.32	(b) Other liabilities	1,221.87	387.09
Total non-current assets	4,159.03	4,163.10	Total equity	6,878.97	4,944.87	(c) Provisions	3.66	3.66
(B) Current assets			(B) Liabilities			(d) Current tax liabilities	217.06	89.68
(a) Inventories	1,724.23	1,285.45	(I) Non-current liabilities			Total current liabilities	5,481.91	4,581.52
(b) Financial assets			(a) Financial liabilities			Total Equity and Liabilities	12,750.13	9,989.60
(i) Trade receivables	5,281.03	2,984.82	(i) Borrowings	346.48	422.50			

*Y-o-Y Indicates to Sep.2022-Sep.2023, H1 Indicates to Half Year / Apr.-Sep. 2023, Q1 indicates to Apr.-June 2023, Q2 Indicates to July.-Sep. 2023 In Rupees Million



HMA
AGRO INDUSTRIES LTD.
GOVERNMENT RECOGNISED STAR EXPORT HOUSE

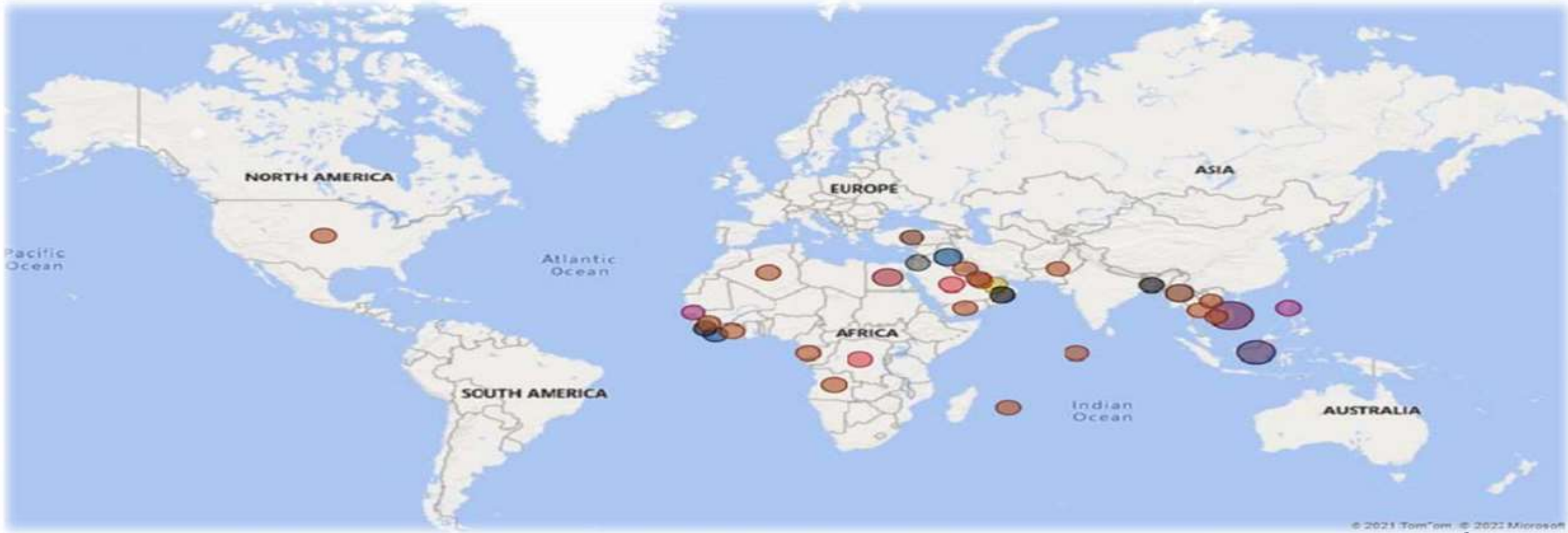


**MARKETS
AT A
GLANCE**

Our Markets – Global Presence



HMA
AGRO INDUSTRIES LTD.
GOVERNMENT RECOGNISED STAR EXPORT HOUSE



Top 5 Export Markets

Egypt

Vietnam

Malaysia

Indonesia

Hong Kong

BOARD OF DIRECTORS



Gulzar Ahmad,

aged 56 years is one of the founding Promoters and is currently designated as Chairman and Whole Time Director of our Company.



Wajid Ahmed,

aged 39 years is the Managing Director of our Company. He was appointed on the Board of our Company w.e.f April 01, 2013.



Mohammad Ashraf Qureshi,

aged 49 years is one of the founding members of our Company. He is associated with our Company since incorporation.



Mohammad Mehmood Qureshi,

aged 44 years is the Purchase Head of our Company. He is associated with our Company since incorporation.



Gaurav Luthra,

aged 40 years is an Independent Director of our Company. He was appointed on the Board of our Company w.e.f. June 03, 2021.



Gulzeb Ahmed,

aged 34 years is the Whole Time Director of our Company. He was appointed on the Board of our Company w.e.f June 03, 2021.



Zulfiqar Ahmad Qurashi,

aged 50 years is one of the founding members of our Company. He is associated with our Company since incorporation.



Parvez Alam,

aged 60 years is the Head of Operations of our Company. He is one of the oldest members of our staff and is associated with our Company since incorporation.



Bhumika Parwani,

aged 30 years is an Independent Director of our Company. She was appointed on the Board of our Company w.e.f. September 26, 2022.





HMA
AGRO INDUSTRIES LTD.
GOVERNMENT RECOGNISED STAR EXPORT HOUSE

Manufacturing Excellence



Manufacturing Prowess



**Production Capacity
1472 MT @day**

**Manufacturing
Area**

Development

Integration

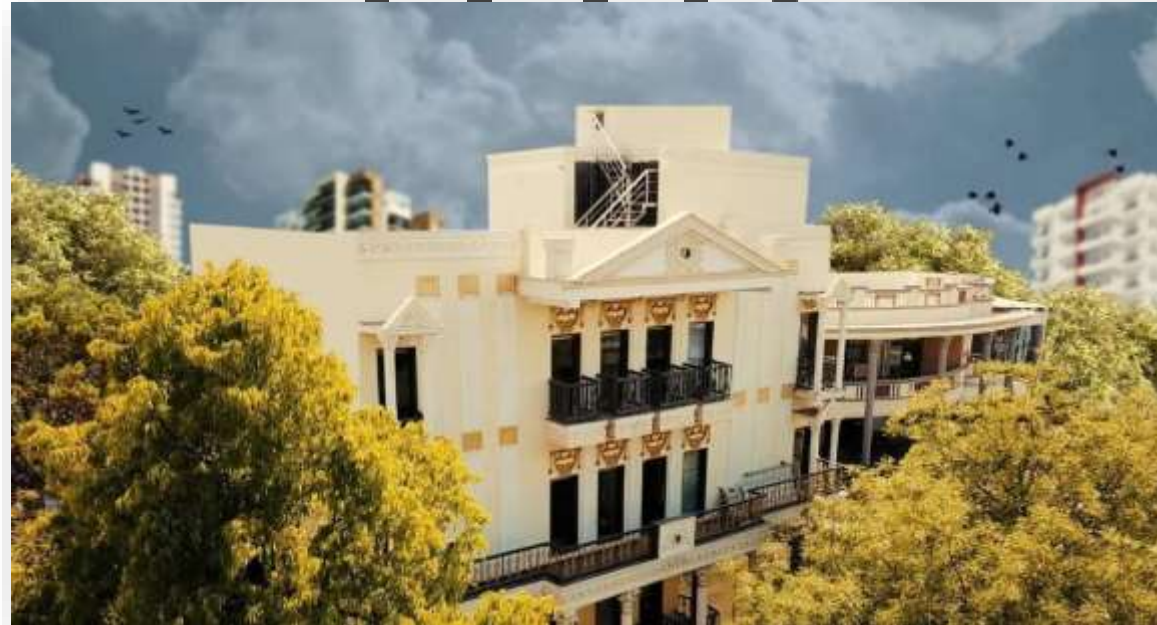
Quality

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

Fully integrated infrastructure for manufacturing & retailing with complete automation.

Recently upgraded facility by investing in plant and adding Automated latest machinery & Equipments.

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



Our Production Units



Agra Plant



Aligarh Plant



Mewat Plant



Punjab Plant



Unnao Plant

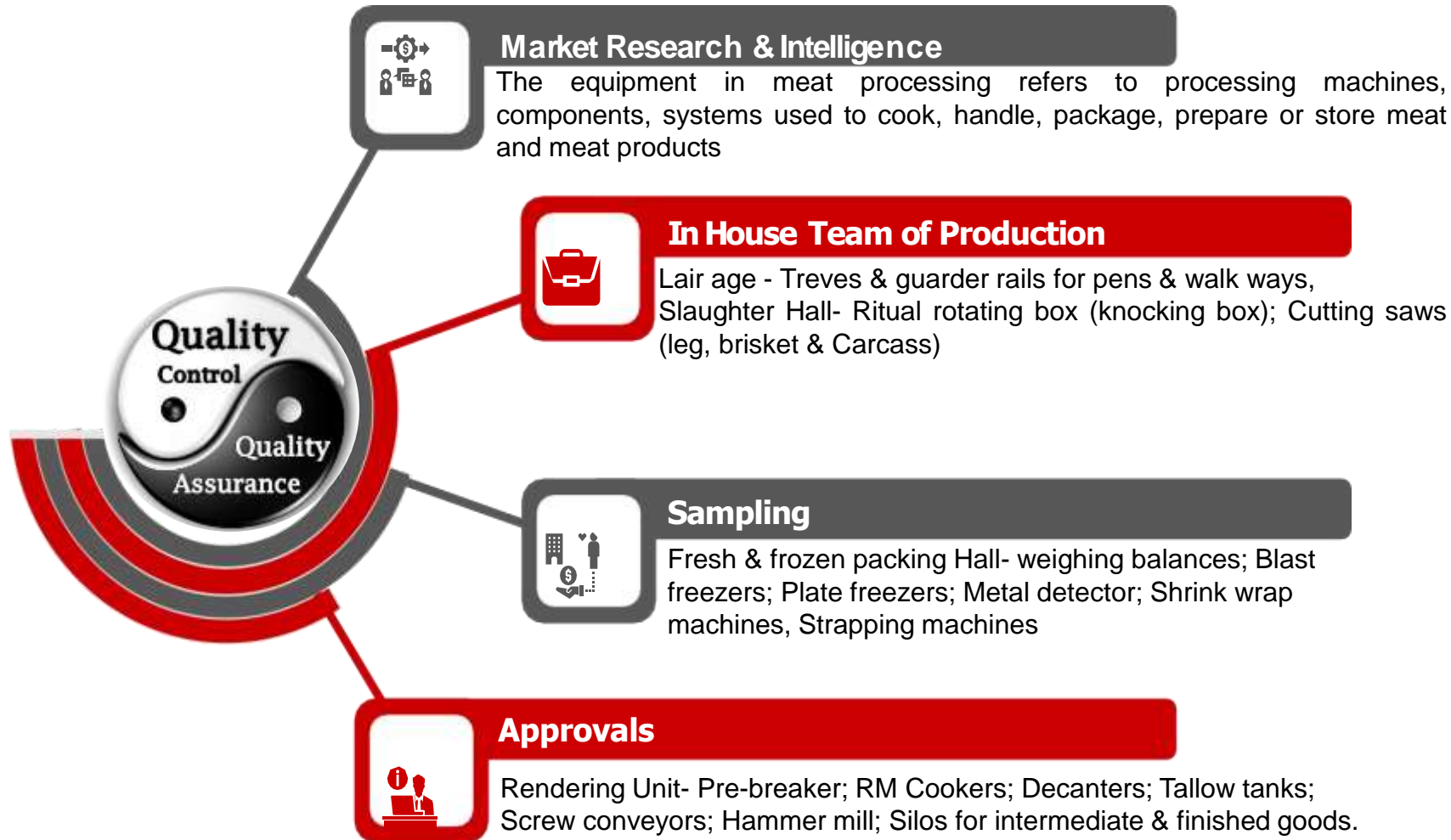


Prabhani Plant

Quality Control Section



HMA
AGRO INDUSTRIES LTD.
GOVERNMENT RECOGNISED STAR EXPORT HOUSE



Thank You



Address:-
18A/5/3 Tajview Crossing,
Fatehabad Road, Agra
Pin:- 282001,U.P. (India)



+91-8108365540



cs@hmaagro.com



HMA
AGRO INDUSTRIES LTD.
GOVERNMENT RECOGNISED STAR EXPORT HOUSE