



HMA
AGRO INDUSTRIES LTD.
GOVERNMENT RECOGNISED STAR EXPORT HOUSE

INVESTOR'S PRESENTATION

Q3 / 9M –FY24

Performance Overview



Commenting on the Results and Performance for Q3 & 9M FY24, Mr. Gulzar Ahmad

On a Consolidated Basis

- ❖ The Revenues grew by 62.89% from Rs. 7,684.66 million in Q3FY23 to Rs. 12,517.23 million in Q3FY24 & by 44.41% from Rs.23,704.80 million in 9MFY23 to Rs. 34,231.50 million in 9MFY24,
- ❖ The EBIDTA grew by 84.23% from Rs. 412.26 million in Q3FY23 to Rs. 759.50 million in Q3FY24 & by 6.99% from Rs.1,652.54 million in 9MFY23 to Rs. 1,768.01 million in 9MFY24,
- ❖ The PBT grew by 73.90% from Rs. 357.88 million in Q3FY23 to Rs. 622.35 million in Q3FY24 & ,
- ❖ The PAT grew by 75.43% from Rs. 280.23 million in Q3FY23 to Rs. 491.61 million in Q3FY24.

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 Q3 & 9M FY24, Mr. Gulzar Ahmad

On a Standalone Basis

❖ The Revenues grew by 61.31% from Rs. 7,537.88 million in Q3FY23 to Rs. 12,159.76 million in Q3FY24 & by 49.14% from Rs.22,445.79 million in 9MFY23 to Rs. 33,476.58 million in 9MFY24,

❖ The EBIDTA grew by 102.23% from Rs. 305.89 million in Q3FY23 to Rs. 618.60 million in Q3FY24 & by 22.47% from Rs.1,467.41 million in 9MFY23 to Rs. 1,797.17 million in 9MFY24,

❖ The PBT grew by 115.14% from Rs. 269.88 million in Q3FY23 to Rs. 580.60 million in Q3FY24 & by 22.98% from Rs.1,367.90 million in 9MFY23 to Rs. 1,682.27 million in 9MFY24 &

❖ The PAT grew by 114.80% from Rs. 201.90 million in Q3FY23 to Rs. 433.70 million in Q3FY24 & by 21.53% from Rs.1,022.44 million in 9MFY23 to Rs. 1,242.60 million in 9MFY24.

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 Harbour Statement



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FINANCIAL OPERATIONAL & HIGHLIGHTS



Q3/9M-FY24 Standalone Basis



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Q3-FY24 Financial Highlights

INR 12,159.76 Mn Income from Operations	INR 618.60 Mn EBITDA	5.09% EBIDTA Margins
INR 433.70 Mn Net Profit	3.57% PAT Margin	INR 0.88/Share Diluted EPS

9M-FY24 Financial Highlights

INR 33,476.58 Mn Income from Operations	INR 1,797.19 Mn EBITDA	16.32% EBIDTA Margins
INR 1242.60 Mn Net Profit	11.30% PAT Margin	INR 2.52/Share Diluted EPS

Q3-FY24 Financial Operational Highlights

- ❖ The Revenues grew by 3.02% from Rs. 11,803.60 million in Q2FY24 to Rs. 12,159.77 million in Q3FY24,
- ❖ The EBIDTA grew by 9.21% from Rs. 566.43 million in Q2FY24 to Rs. 618.60 million in Q3FY24,
- ❖ The PBT grew by 9.36% from Rs. 530.94 million in Q2FY24 to Rs. 580.60 million in Q3FY24,
- ❖ The PAT grew by 13.63% from Rs. 381.67 million in Q2FY24 to Rs. 433.70 million in Q3FY24.
- ❖ The Income from Operations are Rs. 12,159.76 million with net profit are Rs. 433.70 million in Q3FY24.

9M-FY24 Financial Operational Highlights

- ❖ The Income from Operations are Rs. 33,476.58 million with net profit are Rs. 1242.60 million in 9M-FY24,
- ❖ The Total EBIDTA are Rs. 1,797.19 million with Margins 5.37% in 9M-FY24,
- ❖ The Total PAT Margins are 3.71% in 9M-FY24.

Q3/9M-FY24 Consolidated Basis



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Q3-FY24 Financial Highlights

INR 12,517.23 Mn Income from Operations	INR 759.50 Mn EBITDA	6.07% EBIDTA Margins
INR 491.02 Mn Net Profit	3.93% PAT Margin	INR 0.94/Share Diluted EPS

9M-FY24 Financial Highlights

INR 34,231.50 Mn Income from Operations	INR 1,768.01 Mn EBITDA	15.91% EBIDTA Margins
INR 990.48 Mn Net Profit	8.96% PAT Margin	INR 2.02/Share Diluted EPS

Q3-FY24 Financial Operational Highlights

- ❖ The Revenues grew by 4.29% from Rs. 12,001.86 million in Q2FY24 to Rs. 12,517.22 million in Q3FY24,
- ❖ The EBIDTA grew by 173.24% from Rs. 277.97 million in Q2FY24 to Rs. 759.50 million in Q3FY24,
- ❖ The PBT grew by 286.26% from Rs. 161.13 million in Q2FY24 to Rs. 622.32 million in Q3FY24,
- ❖ The PAT grew by 772.27% from Rs. 56.37 million in Q2FY24 to Rs. 491.61 million in Q3FY24.
- ❖ The Income from Operations are Rs. 12,517.23 million with net profit are Rs. 491.02 million in Q3FY24.

9M-FY24 Financial Operational Highlights

- ❖ The Income from Operations are Rs. 34,231.50 million with net profit are Rs. 990.47 million in 9M-FY24,
- ❖ The Total EBIDTA are Rs. 1,768.00 million with Margins 5.16% in 9M-FY24,
- ❖ The Total PAT Margins are 2.89% in 9M-FY24.



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Q3 & 9M FY24 BUSINESS HIGHLIGHTS

Standalone Quarterly Financial



PARTICULARS (INR MN)	Q3-FY24	Q3-FY23	Y-o-Y	Q2-FY24	Q-o-Q
Operational Income	12,159.76	7,537.88	61.31% ↑	11,803.60	3.02% ↑
Total Expenses	11,849.12	7,280.24	62.76% ↑	11,316.95	4.70% ↑
EBITDA	618.60	305.89	102.23% ↑	566.43	9.21% ↑
EBITDA Margins (%)	5.09%	4.06%	103 Bps ↑	4.80%	29 Bps ↑
PBT	580.60	269.88	115.14% ↑	530.94	9.36% ↑
PAT	433.70	201.90	114.80% ↑	381.67	13.63% ↑
PAT Margins (%)	3.57%	2.68%	89 Bps ↑	3.23%	34 Bps ↑
Diluted EPS (INR)	0.88	0.42	52.27% ↑	0.78	12.82% ↑

Q2 Indicates to July.-Sep., Q3 Indicates to Oct.-Dec.

Standalone YTD Financial Performance



PARTICULARS (INR MN)	9M-FY24	9M-FY23	Y-o-Y
Operational Income	33,476.58	22,445.79	49.14% ↑
Total Expenses	32,202.79	21,550.23	49.43% ↑
EBITDA	1,797.17	1,467.41	22.47% ↑
EBITDA Margins (%)	5.37%	6.54%	(117) Bps
PBT	1,682.27	1,367.90	22.98% ↑
PAT	1,242.60	1,022.44	21.53% ↑
PAT Margins (%)	3.71%	4.56%	(85) Bps
Diluted EPS (INR)	2.52	2.15	17.21% ↑

9M Indicates to Apr.-Dec.

Consolidated Quarterly Financial



PARTICULARS (INR MN)	Q3-FY24	Q3-FY23	Y-o-Y	Q2-FY24	Q-o-Q
Operational Income	12,517.23	7,684.66	62.89% ↑	12,001.86	4.29% ↑
Total Expenses	12,224.58	7,323.78	66.92% ↑	11,886.56	2.84% ↑
EBITDA	759.50	412.26	84.23% ↑	277.96	173.24% ↑
EBITDA Margins (%)	6.07%	5.36%	71 Bps ↑	2.32%	375 Bps ↑
PBT	622.35	357.88	73.90% ↑	161.12	286.26% ↑
PAT	491.61	280.23	75.43% ↑	56.36	772.27% ↑
PAT Margins (%)	3.93%	3.65%	28 Bps ↑	0.47%	346 Bps ↑
Diluted EPS (INR)	0.94	0.58	62.06% ↑	0.20	370.00% ↑

Q2 Indicates to July.-Sep., Q3 Indicates to Oct.-Dec.

Consolidated YTD Financial Performance



PARTICULARS (INR MN)	9M-FY24	9M-FY23	Y-o-Y
Operational Income	34,231.50	23,704.80	44.41% ↑
Total Expenses	33,327.48	22,666.31	47.04% ↑
EBITDA	1,768.01	1,652.54	6.99% ↑
EBITDA Margins (%)	5.16%	6.97%	(181) Bps
PBT	1,373.70	1,511.90	(9.14)%
PAT	990.47	1,132.37	(12.53)%
PAT Margins (%)	2.89%	4.78%	(189) Bps
Diluted EPS (INR)	2.02	2.30	(12.17)%

9M Indicates to Apr.-Dec.

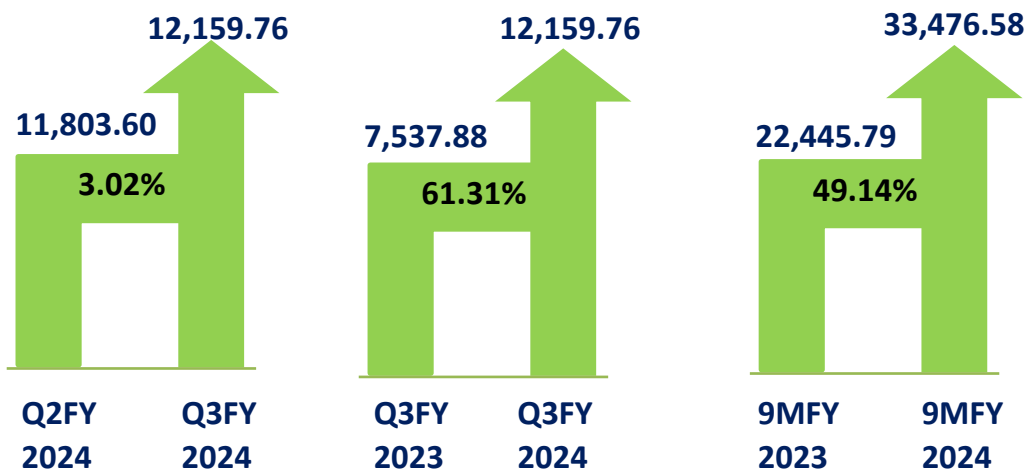
Standalone Financial Highlights



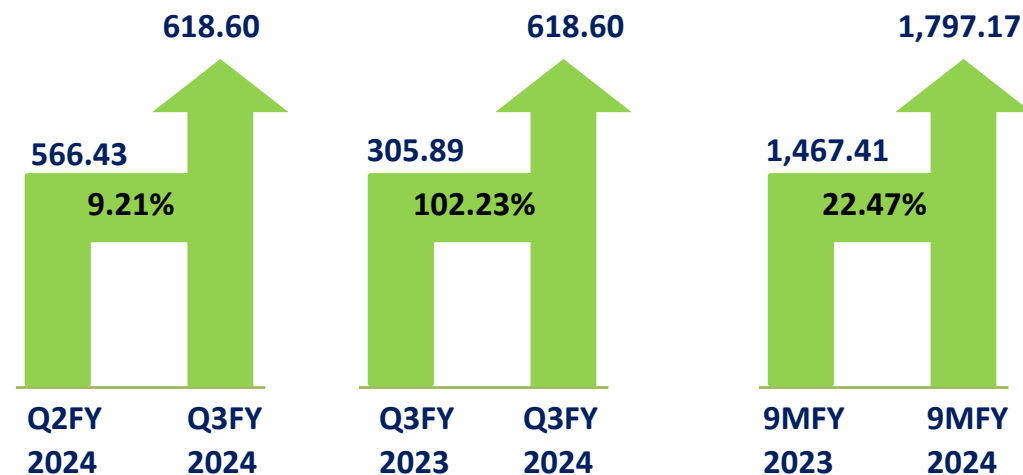
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In Rupees Million

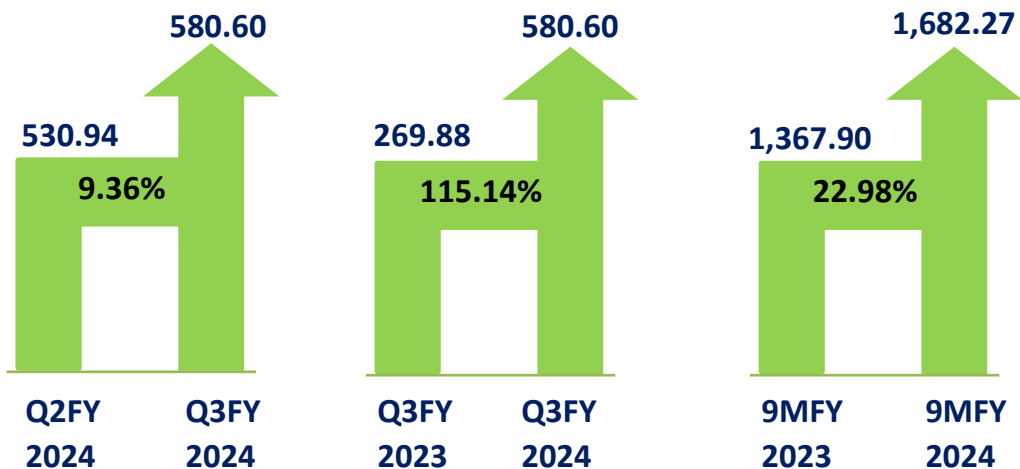
REVENUE



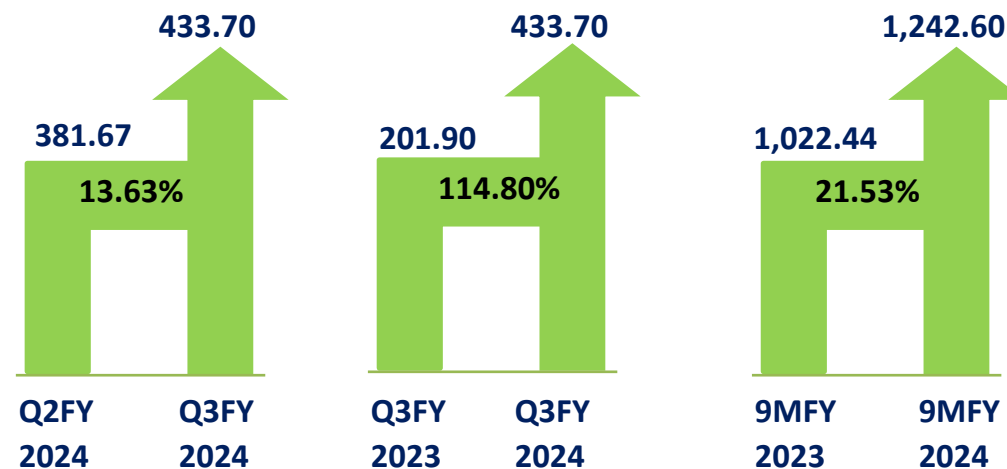
EBITDA



PBT



PAT



Q2 Indicates to July.-Sep., Q3 Indicates to Oct.-Dec., 9M Indicates to Apr.-Dec.

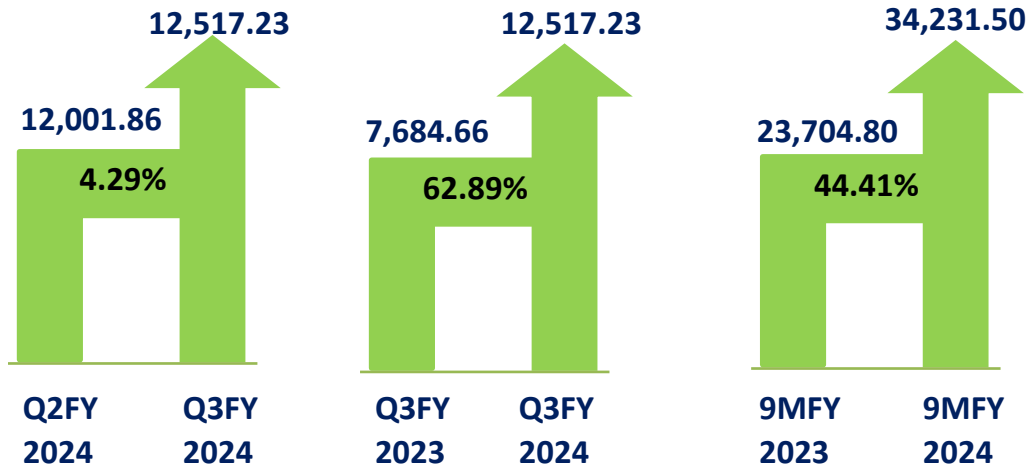
Consolidated Financial Highlights



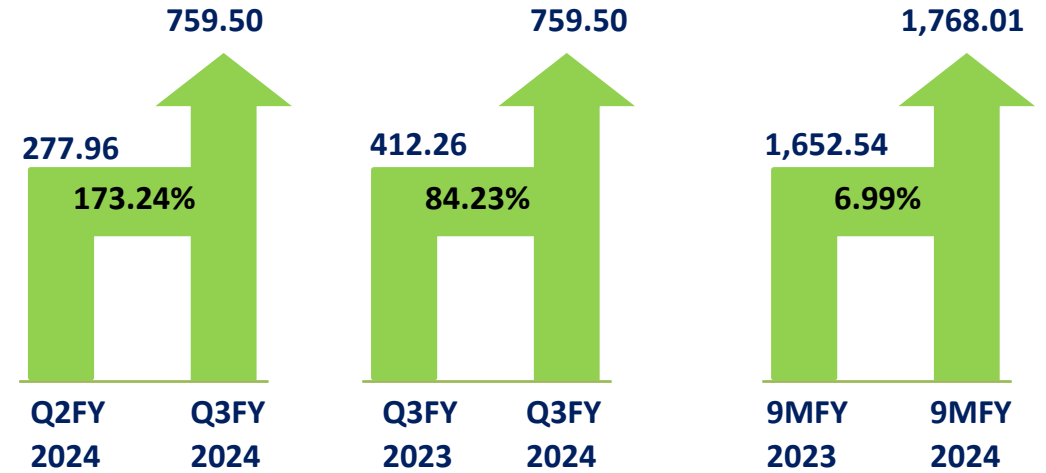
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In Rupees Million

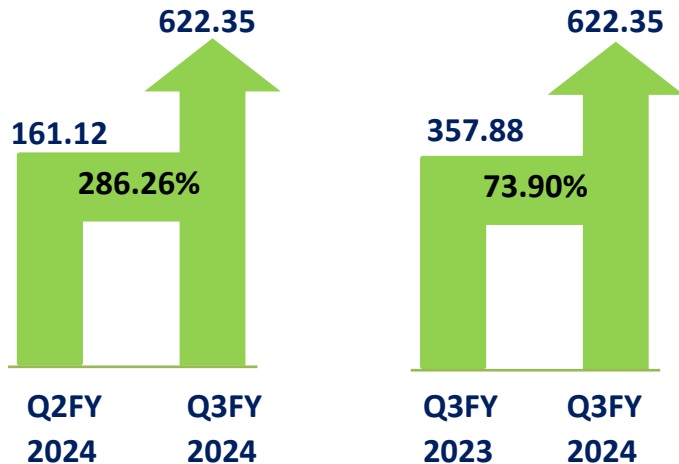
REVENUE



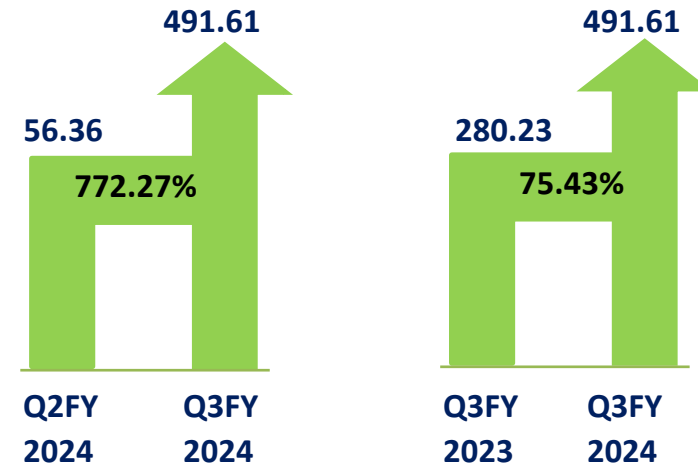
EBITDA



PBT



PAT



Q2 Indicates to July.-Sep., Q3 Indicates to Oct.-Dec., 9M Indicates to Apr.-Dec.



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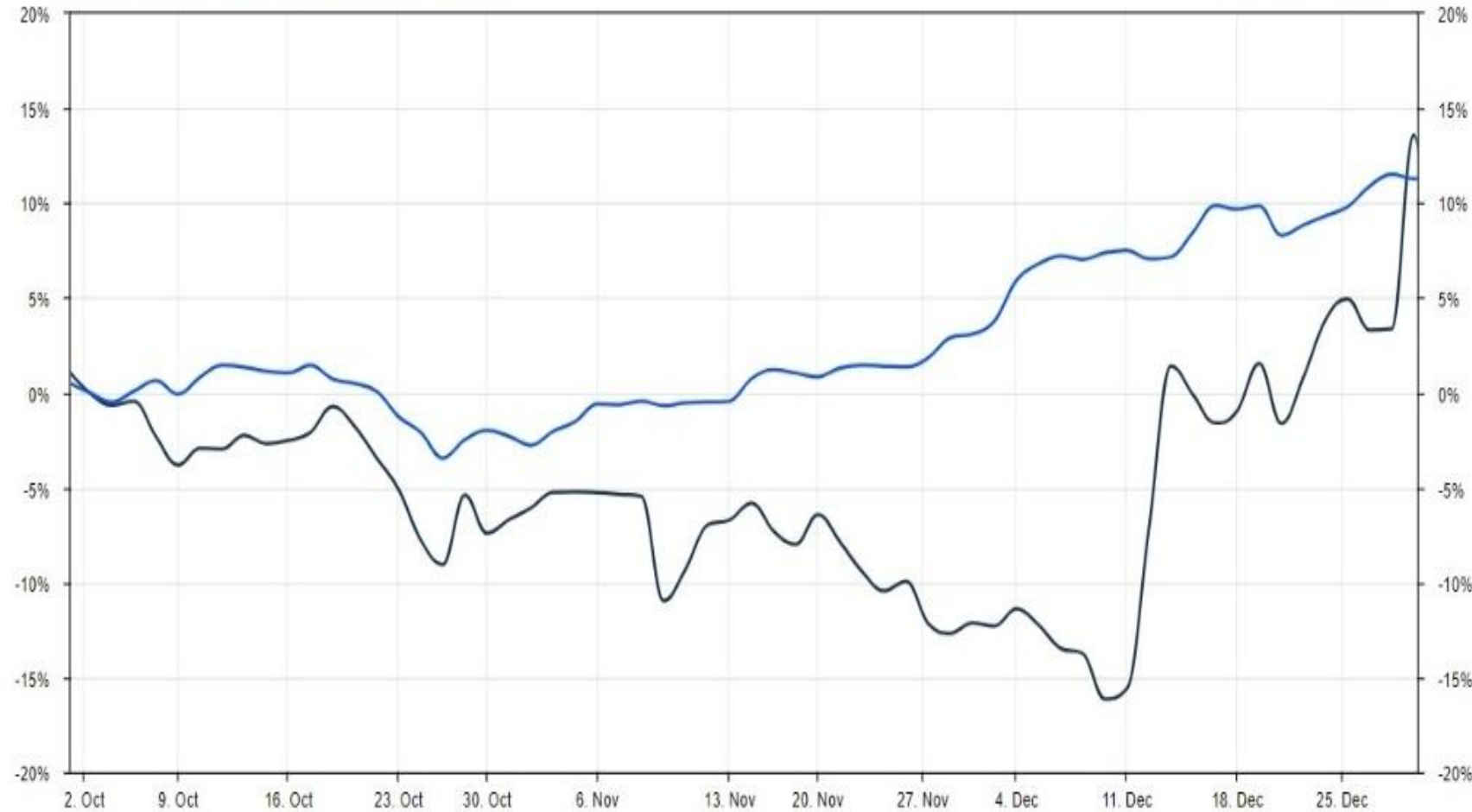
MARKET OVERVIEW

Capital Market Data



Zoom 1m 3m 6m YTD 1y 3y 5y All

09/29/2023 → 12/29/2023



Share Price Movement (Up to 31st December, 2023)



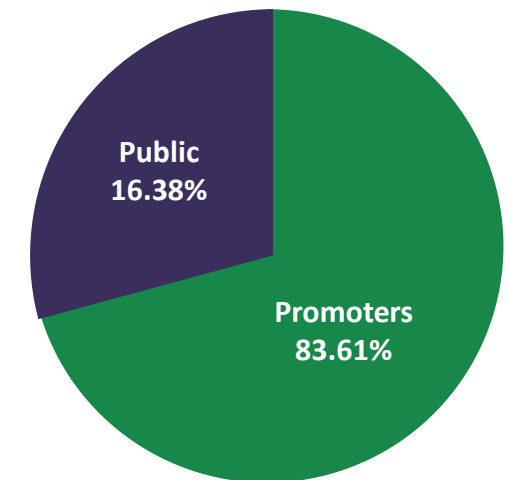
— NIFTY 50 — HMA Agro Industries Limited

Price Data (31st Dec. 2023)

INR

Face Value	1.0
Market Price	84.05
52 Week H/L	84.05/56.50
Market Cap (Mn)	4,208.97Cr.
Equity Shares Outstanding (Mn)	50.07Cr.
1 Year Avg Trading Volume ('000)	2,01,624.40

Shareholding Pattern as on 31st December, 2023



Our Markets-Global Presence



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Top 5 Export Markets

EGYPT

VIETNAM

MALAYSIA

INDONESIA

HONG KONG



Board Of Director



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Gulzar Ahmad

Chairman



Gulzeb Ahmad

Whole Time Director



Bhumika Parwani

Independent Director



Gaurav Luthra

Independent Director



Abhishek Sharma

Independent Director

Promoters List



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Parvez Alam
Operation Head



Gulzar Ahmad
Chairman



**Zulfikar Ahmad
Qureshi**
Founding Member



**Mohd. Ashraf
Qureshi**
Founding Member



**Mohd. Mehmood
Qureshi**
Purchase Head



Wahid Ahmed
Managing Director



Gulzeb Ahmad
Whole Time Director



Agra Plant



Aligarh Plant



Mewat Plant

Our Production Units



Punjab Plant



Unnao Plant



Prabhani Plant



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EXPERIENCE

FOCUS

SPEED

TRAINING

OVERSIGHT

QUALITY

Quality Section



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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.





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MANUFACTURING EXCELLENCE

Manufacturing Prowess



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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.

**Production Capacity
1472 MT @day**

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



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THANK YOU



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