

Chaman Lal Setia Exports Ltd.

(A Govt. Recognised Star Export House)

Regd. Office : Meerankot Road, P. O. Central Jail,

Ajnala Road, Amritsar-143002 India

Tel : 91-183-2590318, 91-183- 2592708

Facsimile : 91-183-2590453, 91-184-2291067

E. Mail : setiarice@yahoo.com, clsetia@rediffmail.com

CIN No. : L51909PB1994PLCO15083

ISO 22000 : 2005
Certified Co.

06.08.2024

To

The Manager,
Bombay Stock Exchange Limited
Floor 25, P.J. Towers
Dalal Street
Mumbai-400001

The Manager,
National Stock Exchange of India Limited
"Exchange Plaza" Plot No. C/1, G. Block
Bandra-Kurla Complex, Bandra (E)
Mumbai – 400051

Scrip Code: 530307

Symbol: - CLSEL Series: EQ

Ref :- Chaman Lal Setia Exports Ltd. ("the Company")

Sub: Disclosure under SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

In compliance with Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, Please find attached herewith Investor Presentation.

The aforesaid information is also being hosted on the website of the Company viz., www.csel.in

Kindly take the above document on record and acknowledge.

Thanking You

Yours Faithfully

For Chaman Lal Setia Exports Limited

**Kanika
Nevtia** Digitally signed
by Kanika Nevtia
Date: 2024.08.06
18:44:12 +05'30'

(Kanika Nevtia)

Company Secretary & Compliance Officer

ACS:- 29680

RICE MILLS

Kaithal Road,
Karnal.
Tel : 0184-2990758

Visit us at :
www.csel.in

RICE MILLS

Meeran Kot Road,
P. O. Central Jail, Amritsar.
Tel : 0183-2590318, 0183-2592708



Investor Presentation

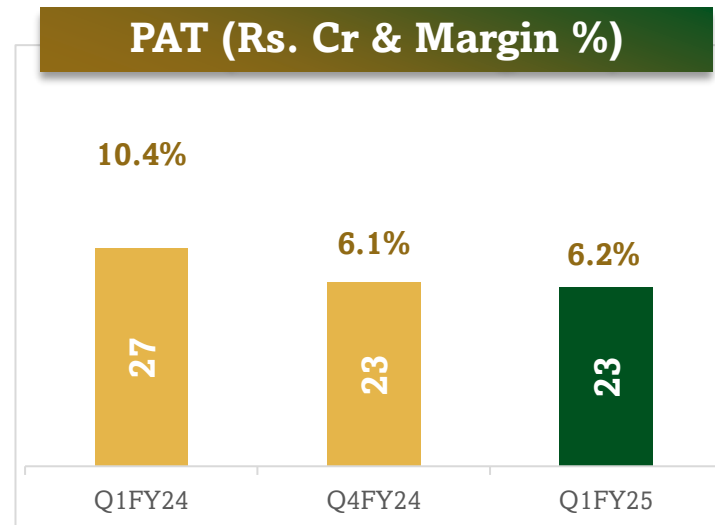
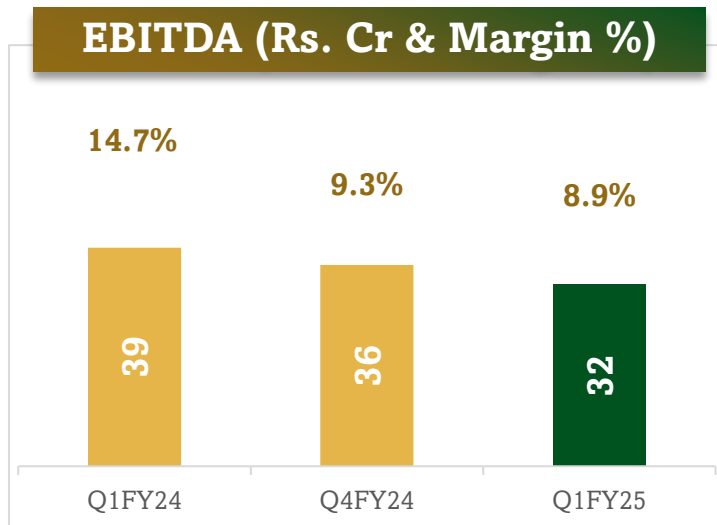
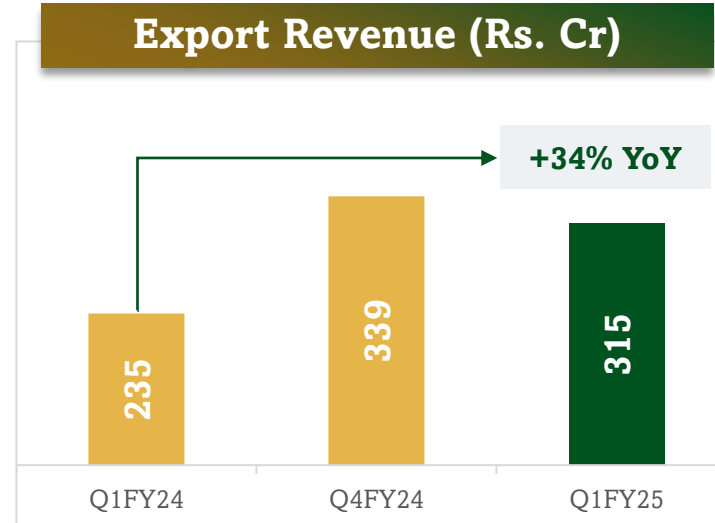
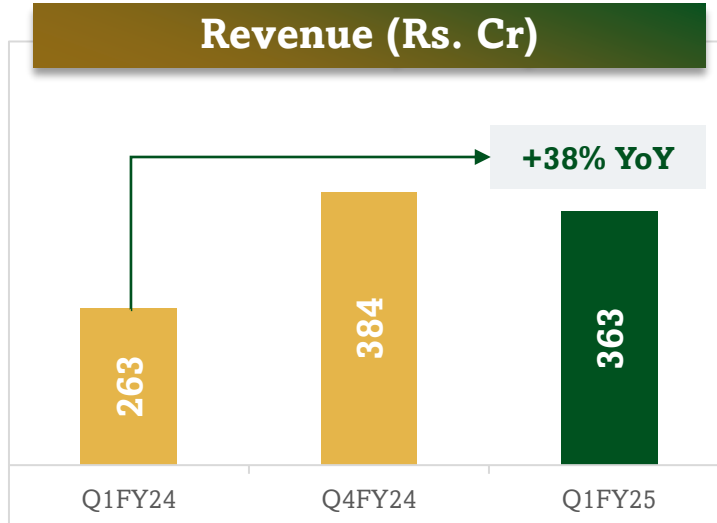
Q1 FY2025

QUEEN OF ALL RICES

Disclaimer

Any forward-looking statements about expected future events, financial and operating results of the Company are based on certain assumptions which the Company does not guarantee the fulfilment of. These statements are subject to risks and uncertainties. Actual results might differ substantially or materially from those expressed or implied. Important developments that could affect the Company's operations include a downtrend in the industry, global or domestic or both, significant changes in political and economic environment in India or key markets abroad, tax laws, litigation, labour relations, exchange rate fluctuations, technological changes, investment and business income, cash flow projections, interest, other costs, etc. The Company does not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date thereof.

Q1FY25 Highlights: Robust revenue growth; though geopolitical issues and price softening weigh on profits



- Revenue witnessed a robust recovery y-o-y, demonstrating resilience in operations. Domestic biz registered an improved share, in addition to improved export penetration in APAC, Middle East & Africa
- Persistent geo-political issues have significantly increased freight charges, leading to new contracts entered at relatively lower spreads. While most contracts are on FOB basis, this reduction in spread, along with softening of basmati prices impacted margins this quarter

Business Overview

- ❑ Total volumes increased by 32% YoY and remained stable QoQ
- ❑ Brand business (Maharani, Mithas and Begum) comprising ~10% of total business
- ❑ Inventory levels stood at Rs. 288 crores at the quarter-end
- ❑ As of Jun'24, liquidity remained healthy with cash and liquid investments at Rs. 154 crores, and almost debt-free status
- ❑ Board has approved **share buyback worth Rs. 60.24 crore at Rs. 300 per share**, given its healthy liquidity and steady cash generation

❑ Export Business

- Export volumes registered robust growth of 38% YoY in Q1 FY25 to 34,979 MT
- Average export realization was lower by 3% YoY during the quarter
- Asia Pacific, Middle East, Africa and Europe registered promising growth during the quarter
- Overall, top 5 countries accounted for ~65% of export revenues

❑ Domestic Business

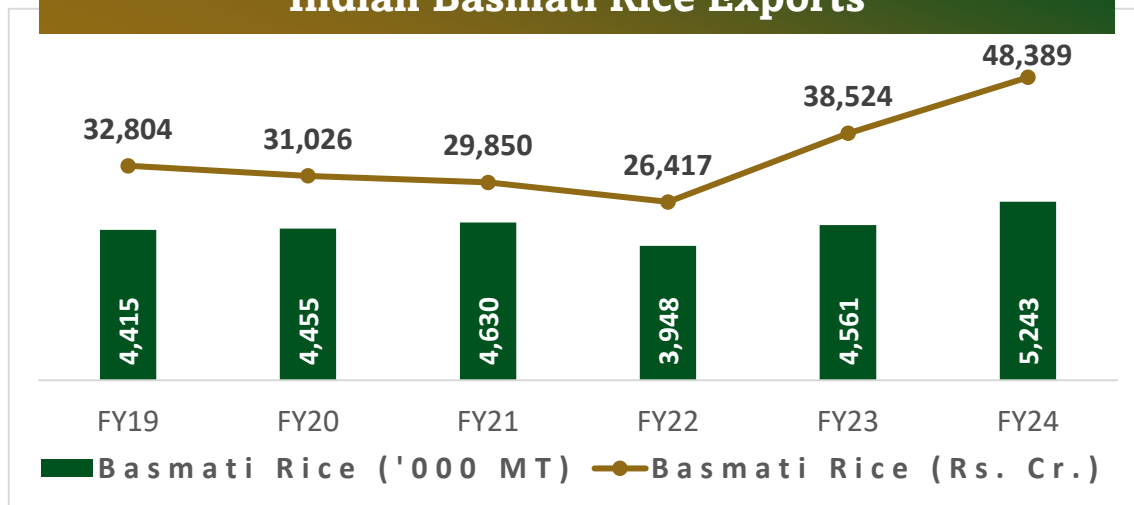
- Domestic revenue delivered a promising ~70% YoY growth during the quarter
- Registered improved share in business, at 13% of revenues during the quarter

Financial Summary – Profit and Loss Statement

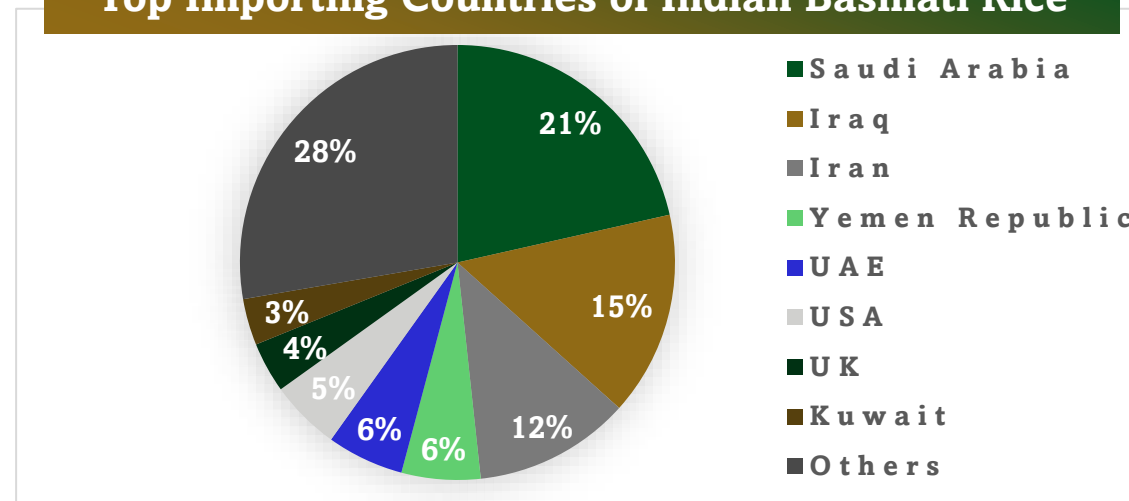
Profit and Loss Statement (Rs. Crore)	Quarter Ended				
	Q1 FY25	Q1 FY24	Change YoY %	Q4 FY24	Change QoQ %
Revenue from operations	362.8	263.4	38%	383.5	-5%
Cost of Goods Sold	293.9	196.8	49%	296.6	-1%
Employee Expenses	4.4	3.8	15%	6.4	-31%
Other Expenses	32.4	24.0	35%	44.9	-28%
EBITDA	32.1	38.7	-17%	35.6	-10%
Depreciation and Amortization	1.5	1.5	1%	2.4	-37%
Finance Cost	2.0	1.8	13%	4.0	-50%
Other Income	1.6	1.4	13%	1.8	-8%
Profit before tax	30.2	36.8	-18%	31.0	-2%
Tax	7.6	9.3	-18%	7.7	-1%
Profit after tax	22.6	27.5	-18%	23.2	-3%
Basic EPS	4.37	5.31	-18%	4.49	-3%

India's Basmati rice exports opportunity

Indian Basmati Rice Exports



Top Importing Countries of Indian Basmati Rice



Industry Highlights

- India is one of the largest producer of Basmati rice, with balance quantities from Pakistan. Indian Basmati rice has got Geographic Indication (GI) recognition and thus, enjoys a strong dominance in exports (160+ countries), especially to Middle East.
- Over the past few quarters, industry revenues and profitability have been fluctuating, due to temporary export restrictions, supply chain disruptions, and geopolitical uncertainties. As one of the leading exporters of basmati rice, Chaman Lal Setia Exports has established a significant presence in over 90 countries, with over 440+ distributors globally. This extensive reach has allowed Chaman Lal Setia Exports to better mitigate risks, demonstrating resilience in its operations.

CLSEL - amongst the top Indian basmati rice exporters

With over 4 decades of experience in Rice Exports, CLSEL is rightly poised to benefit from the export opportunity



Exporting since 1982 – established clientele provides repeat business



Flagship brand 'Maharani' present in 35+ countries



Exports insured through ECGC cover



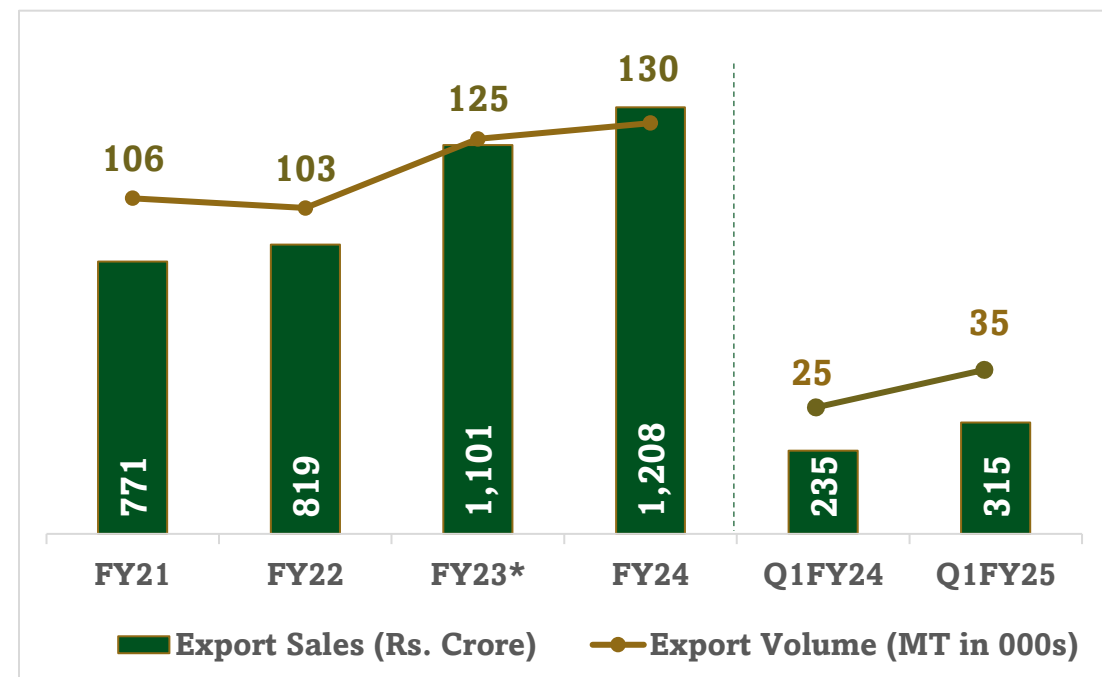
Recognized as a 3 Star Export house



440+ distributors with average relationship of ~15 years



Exports contributes ~87% of revenues



*Exports sales and volumes including China were at Rs. 1,210 cr. and 168,000 MT respectively



About the Company



CLSEL at a Glance



Since **1974**
(~50 Years)



300+
Private Label
Brands



Exports to **90+**
Countries



Flagship Brand



Largest
Private Label Exporter



3 star
Export House



37%
Shareholders CAGR
return in last 10 years



80,000 MT
Warehouse
Capacity



660 MT/
Day Processing



440+
Distributors
across Globe



13%
(Last 10 Years
CAGR Sales
Growth)

Journey So Far



Integrated farm-to-fork operations



Procurement

- Established network across all mandis in basmati growing areas
- Strong relationship with commission agents
- Stringent quality control measures
- Majority procurement is done on cash basis to avail cash discount

Processing

- State-of-the-art processing facilities in Haryana & Gujarat
- Fully insulated factories with latest technology like aerodynamics
- Continuous innovation leading to higher productivity and manufacturing efficiency, results in savings to water and energy consumption

Quality check

- Stringent quality control systems to ensure superior quality
- All facilities certified by internationally acclaimed third-party certification and accreditation bodies

Packaging & Warehousing

- Packaging capacity ranging from 0.5 kg to 1 MT
- 80,000 MT warehouse capacity in Karnal
- New capacity in Gandhidham, near Mundra port to facilitate speedy exports

Distribution

- Exports to 90+ countries through a network of 440+ distributors across the world
- Established relationship of over two decades with key customers

Robust processing & warehousing infrastructure

100% of products manufactured locally

Karnal	Gandhidham
Sales – 95%	Sales – 5%
Manufacturing, processing and packaging	Processing and packaging

Our Facilities Conform to World-Class Standards

US FDA



ISO 22000:2018



Organic products standards



BRC [British Retails Consortium]



USDA



Halal India



FSSAI License



APEDA certified



Kosher



HACCP

Silos Capacity

18,750 MT

12 Sortex

660 MT/day

9 Dryers

270 MT/day

Packing plants

9

Warehousing

80,000 MT

Our infrastructure



Wide portfolio of branded basmati rice



Marketing Campaigns across the globe

Gulfood Dubai 2024



Thaifex Anuga 2024



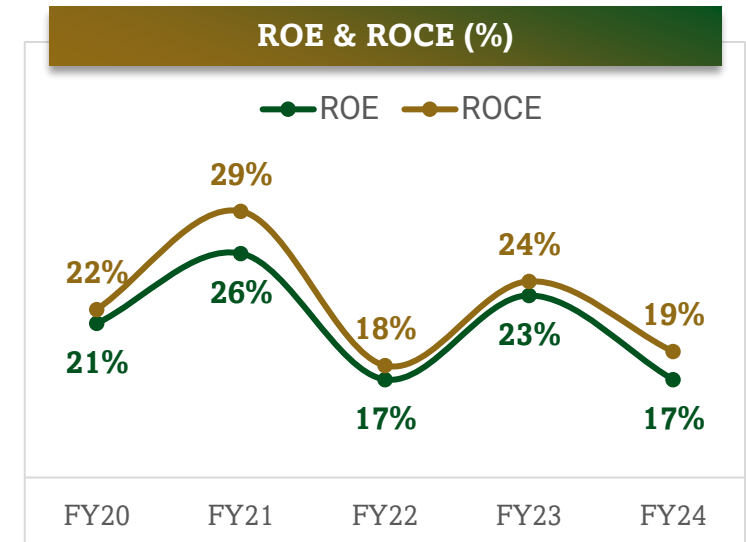
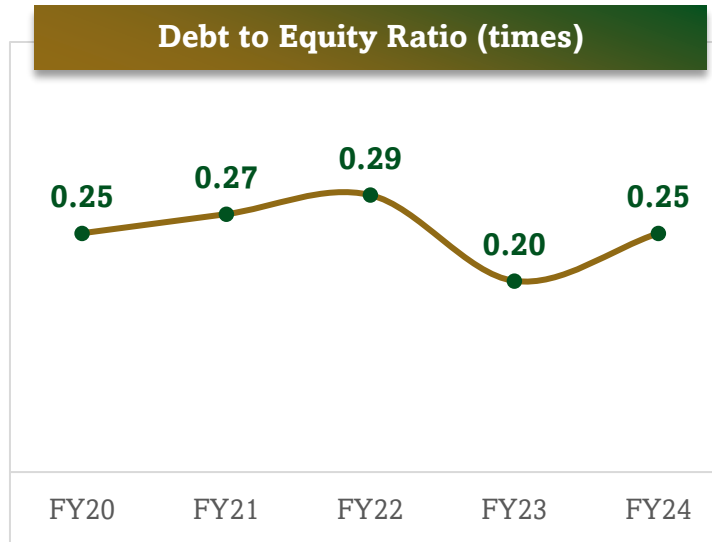
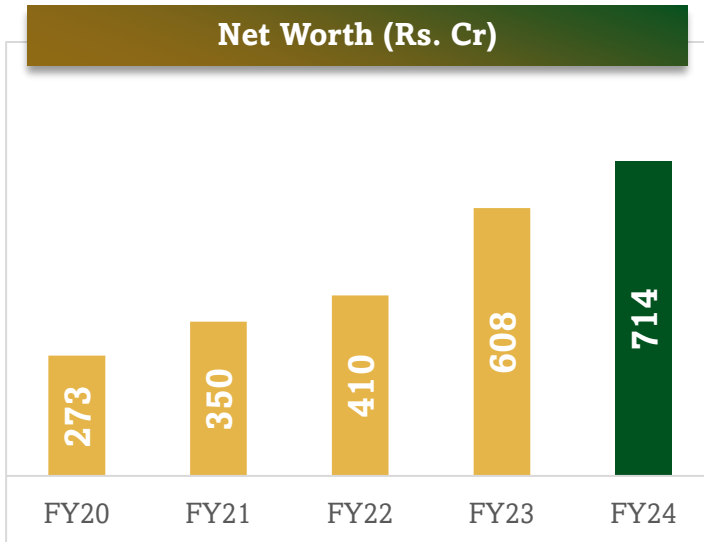
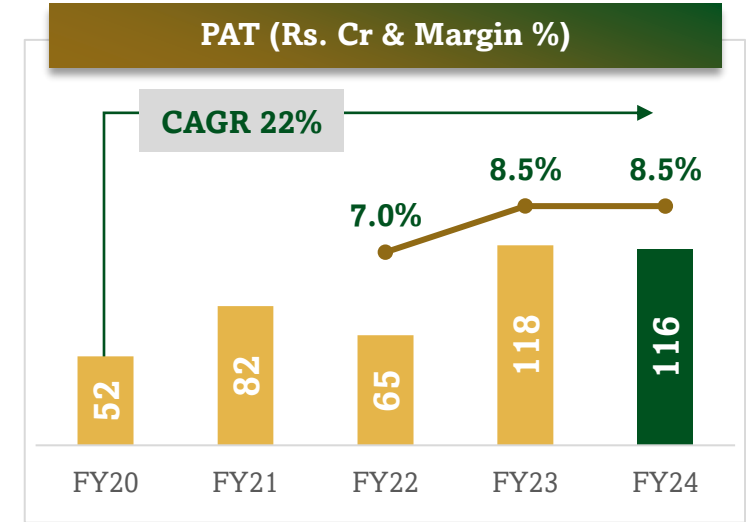
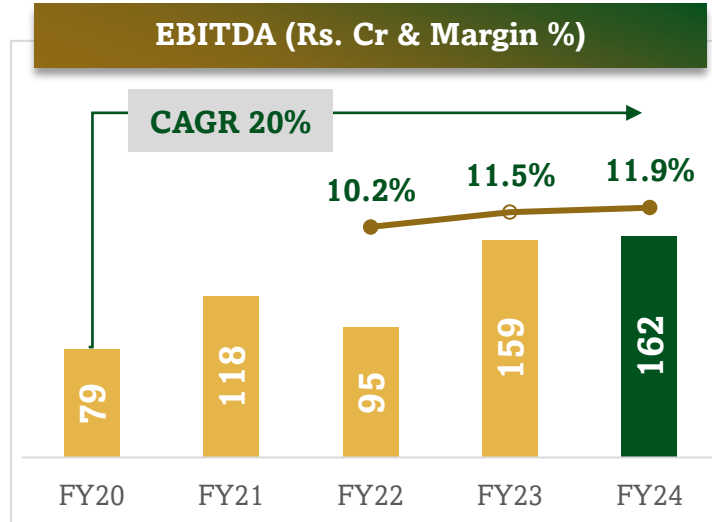
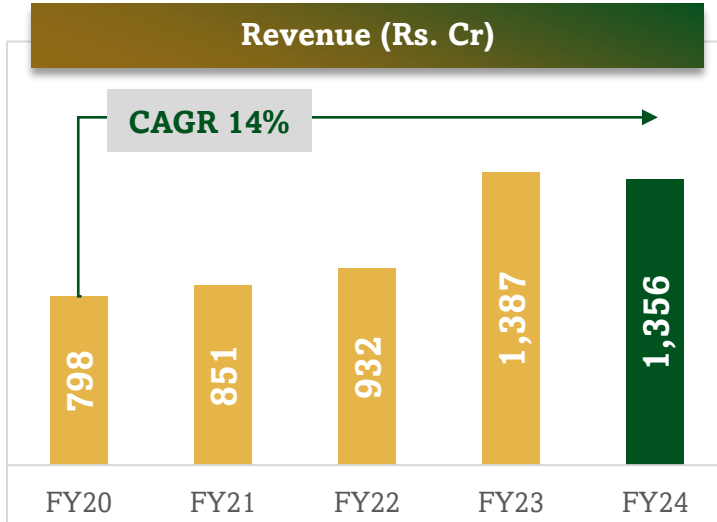
Agro Pack Iraq Erbil 2023



Indusfood - 2023



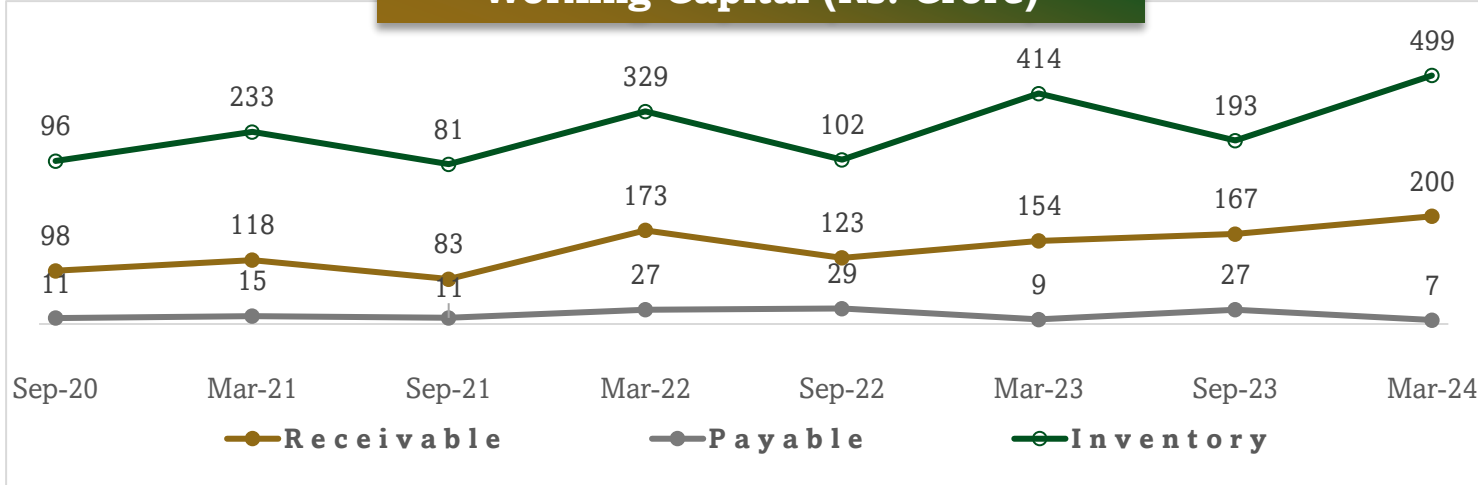
Robust financial performance over the years



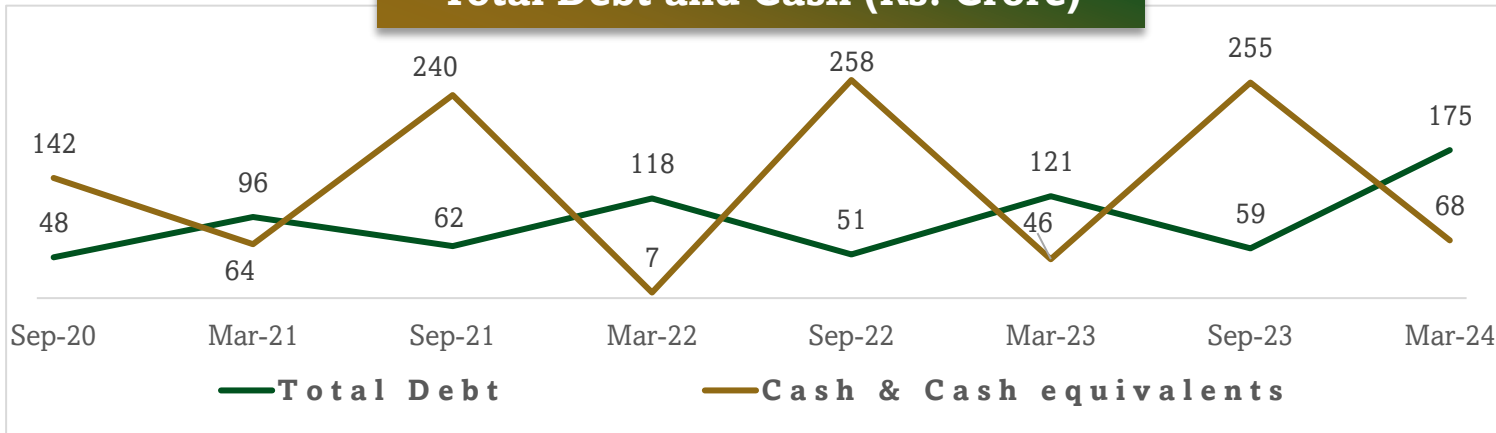
Company's rating at CRISIL A, Positive outlook, reflecting adequate degree of safety and carrying low credit risk

Prudent inventory management, leading to superior cash conversion cycle

Working Capital (Rs. Crore)

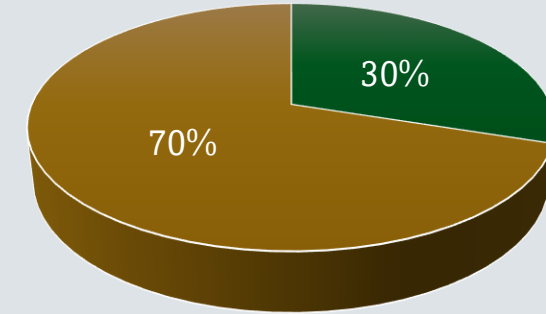


Total Debt and Cash (Rs. Crore)



Asset Light model with lower inventory risk

■ Paddy to FG ■ Semi-finished to FG

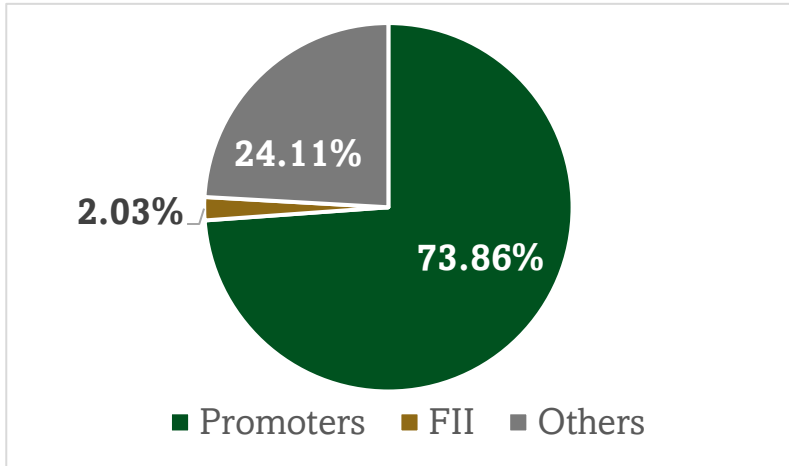


- Majority of the production is through procurement of semi-finished rice and conversion to finished rice (mostly requiring Sortex), keeping the overall processing cycle short, and the company remaining relatively asset light
- Inventory holding remains moderate as the company does not engage in ageing and thus, has lower inventory risk

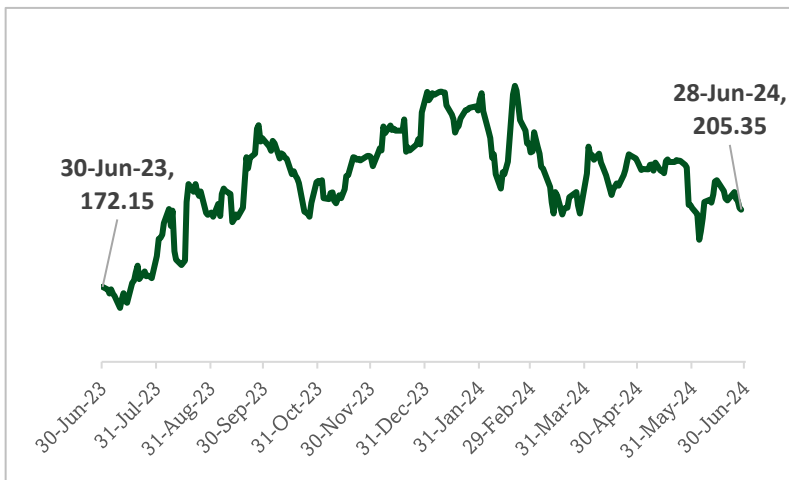
Procurement of Paddy starts in Oct-Nov, resulting in increased inventory levels

Long track record of shareholder value creation

Shareholding Pattern as of June 30, 2024



1-Year Stock Price Movement



Shareholder Information as on June 30, 2024

530307
BSE Ticker

CLSEL
NSE Symbol

Food Processing
Industry

1,062
Market Cap (Rs. Cr.)

26.14
% Free-float

5.17
Shares Outstanding (Cr.)

19%
1-Year Stock Price Return

17%
3-Year Stock Price CAGR

#415 of 500

Fortune India The Next 500 companies of 2024

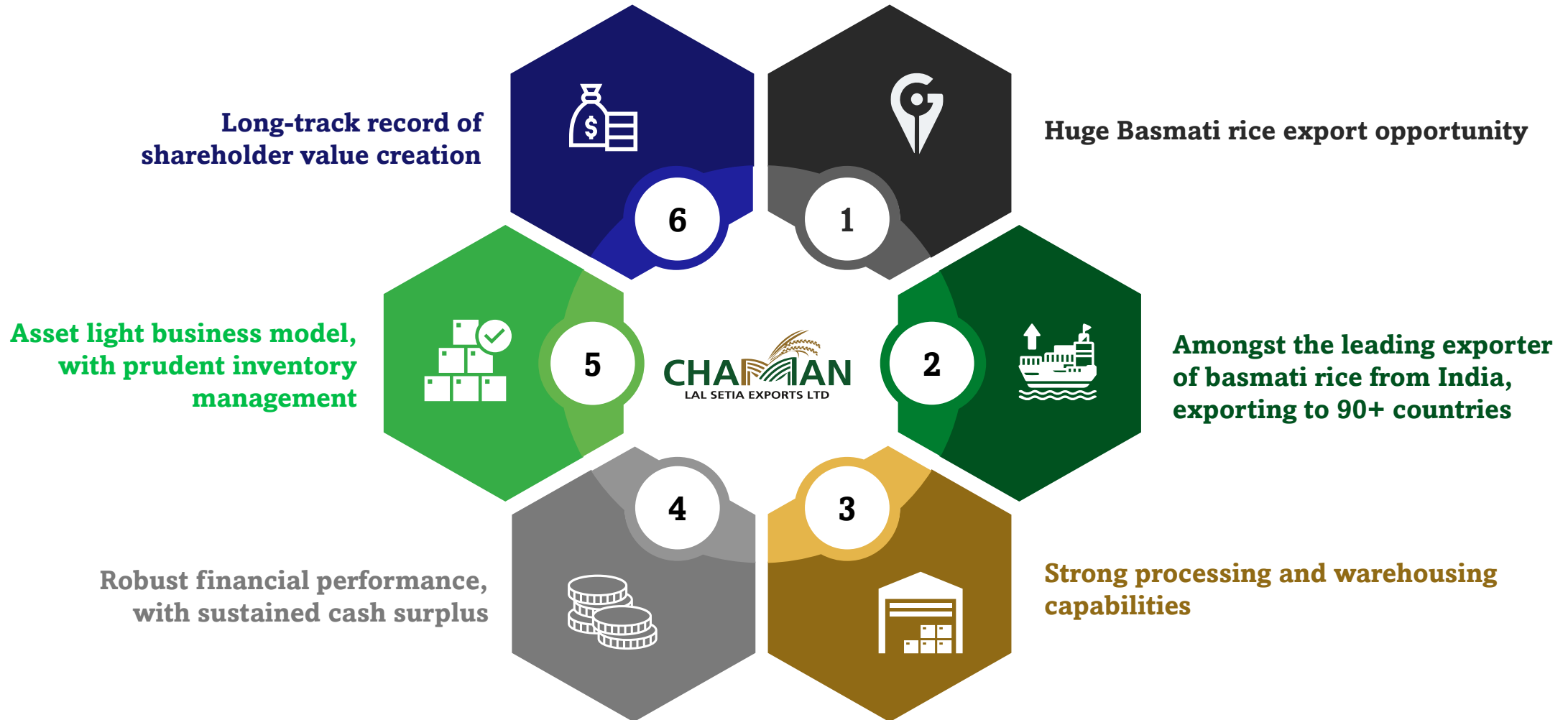
37%

Total shareholder return CAGR over last 10 years



Rs. **100** invested in Chaman Lal Setia Exports Limited in June 2014, was worth Rs. **2,353** as on June 28, 2024.

Investment Summary





Thank You

Registered Office :

**Meerankot Road, P. O. Central Jail,
Ajnala Road,**

Amritsar – 143002 India

CIN No.: L51909PB1994PLC015083

Investor Relations:

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