



# HMA AGRO INDUSTRIES LTD.

(STAR EXPORT HOUSE RECOGNISED BY GOVERNMENT OF INDIA)

CIN No. : L74110UP2008PLC034977

**Date: February 07, 2025**

<b>To, Dept. of Corporate Services-Listing Department Bombay Stock Exchange Limited Phiroze Jeejeebhoy Tower, Dalal Street, Mumbai – 400 001 Scrip Code: 543929</b>	<b>To, Listing Department The National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex, Bandra, Mumbai – 400 051 Scrip Code: HMAAGRO</b>
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**Sub: Investor Presentation for the Quarter and Nine Months ended December 31st, 2024.**

Dear Sir/Madam,

With reference to the captioned subject, please find enclosed the Investor Presentation on the Company's performance for the *quarter and nine months ended December 31<sup>st</sup>, 2024*.

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

Thanking You

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

**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  
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**Q3 / 9M - 25**

# INVESTOR PRESENTATION

[www.hmagroup.co](http://www.hmagroup.co)



## Commenting on the Results and Performance for Q3 & 9M -FY25,

### On a Standalone Basis

- ❖ The Revenue Stood at Rs. 13,647.68 million in Q3FY25 from Rs. 13,666.09 million in Q2FY25 & Grew by 2.32% from Rs. 33,476.58 million in 9MFY24 to Rs. 34,253.23 million in 9MFY25,
- ❖ The EBIDTA Grew by 35.08% from Rs. 393.75 million in Q2FY25 to Rs. 531.88 million in Q3FY25 & Stood at Rs. 1,030.49 million in 9MFY25 from Rs.1,797.18 million in 9MFY24,
- ❖ The PBT Grew by 28.89% from Rs. 345.49 million in Q2FY25 to Rs. 445.32 million in Q3FY25 & Stood at Rs. 859.75 million in 9MFY25 from Rs.1,682.27 million in 9MFY24 &
- ❖ The PAT Grew by 35.55% from Rs. 251.30 million in Q2FY25 to Rs. 340.63 million in Q3FY25 & Stood at Rs. 616.49 million in 9MFY25 from Rs.1,242.60 million in 9MFY24.

### On a Consolidated Basis

- ❖ The Revenues Stood at Rs. 14,549.83 million in Q3FY25 from Rs. 14,658.63 million in Q2FY25 & Grew by 6.14% from Rs.34,231.50 million in 9MFY24 to Rs. 36,334.58 million in 9MFY25,
- ❖ The EBIDTA Stood at Rs. 579.76 million in Q3FY25 from Rs. 700.61 million in Q2FY25 & Rs. 1,454.76 million in 9MFY25 from Rs.1,767.99 million in 9MFY24,
- ❖ The PBT Stood at Rs. 412.66 million in Q3FY25 from Rs. 577.86 million in Q2FY25 & Rs. 1,047.72 million in 9MFY25 from Rs.1,373.70 million in 9MFY24 &,
- ❖ The PAT Stood at Rs. 211.82 million in Q3FY25 from Rs. 534.32 million in Q2FY25 & Rs. 753.42 million in 9MFY25 from Rs.990.47 million in 9MFY24.



**Mr. Gulzar Ahmad (Chairman)**

# Safe Harbour 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.

# Content

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**Q3 / 9M - 25**

# **FINANCIAL & OPERATIONAL HIGHLIGHTS**



# Financial Turnaround – Standalone Basis



## Q3-FY25 Financial Highlights

Income from  
Operation

INR  
13,647.68  
Mn

Total Income

INR  
13,904.00  
Mn

EBITDA

INR  
531.88  
Mn

P.B.T.

INR  
445.32  
Mn

P.A.T.

INR  
340.63  
Mn

Diluted EPS

INR  
0.68

## 9M-FY25 Financial Highlights

Income from  
Operation

INR  
34,253.23  
Mn

Total Income

INR  
34,713.59  
Mn

EBITDA

INR  
1,030.49  
Mn

P.B.T.

INR  
859.75  
Mn

P.A.T.

INR  
616.49  
Mn

Diluted EPS

INR  
1.23

# Financial Turnaround – Consolidated Basis



**HMA**  
AGRO INDUSTRIES LTD.  
GOVERNMENT RECOGNISED STAR EXPORT HOUSE

## Q3-FY25 Financial Highlights

Income from  
Operation

INR  
14,549.83  
Mn

Total Income

INR  
14,812.88  
Mn

EBITDA

INR  
579.76  
Mn

P.B.T.

INR  
412.66  
Mn

P.A.T.

INR  
211.82  
Mn

Diluted EPS

INR  
0.41

## 9M-FY25 Financial Highlights

Income from  
Operation

INR  
36,334.58  
Mn

Total Income

INR  
36,814.72  
Mn

EBITDA

INR  
1,454.76  
Mn

P.B.T.

INR  
1,047.72  
Mn

P.A.T.

INR  
753.42  
Mn

Diluted EPS

INR  
1.47

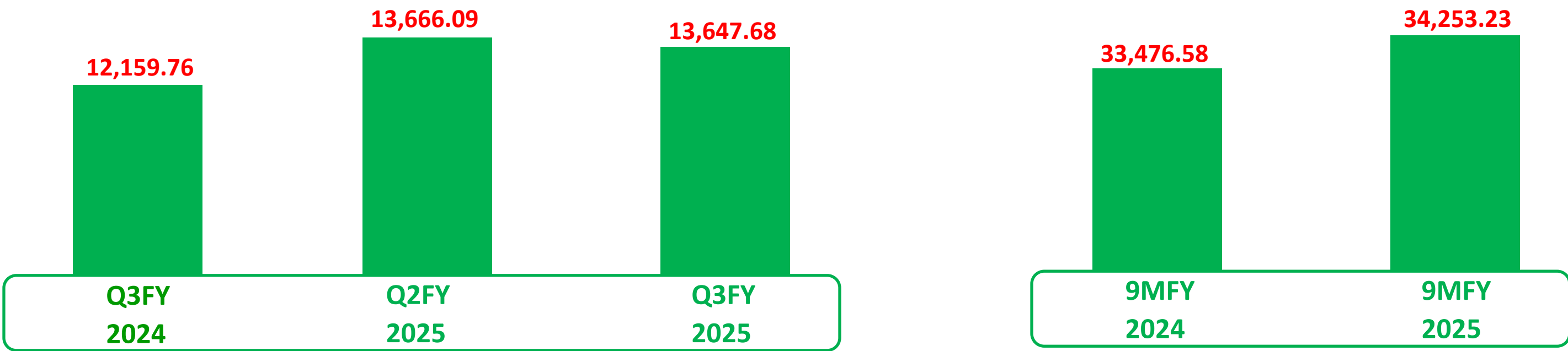


# Standalone Financial Highlights

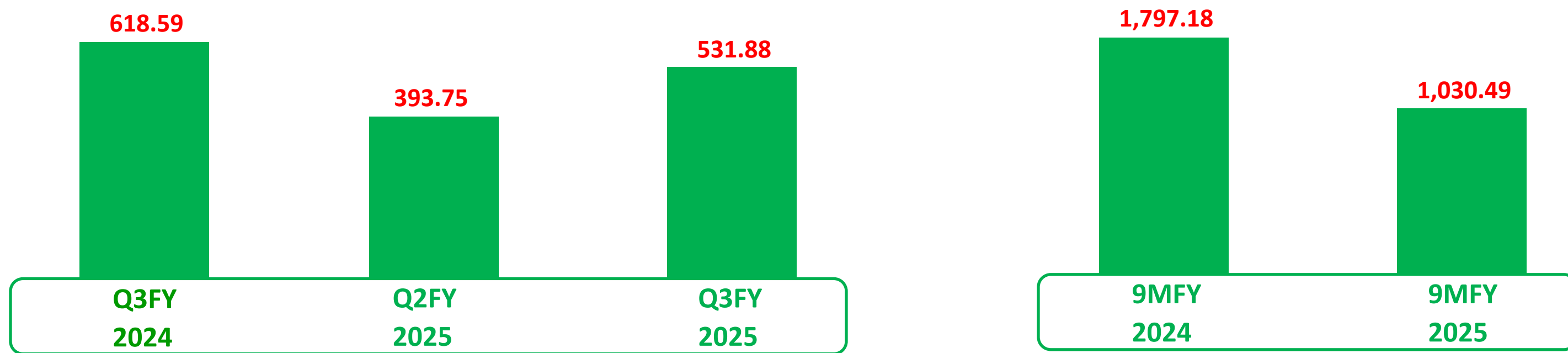


In Million

## REVENUE



## EBITDA



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

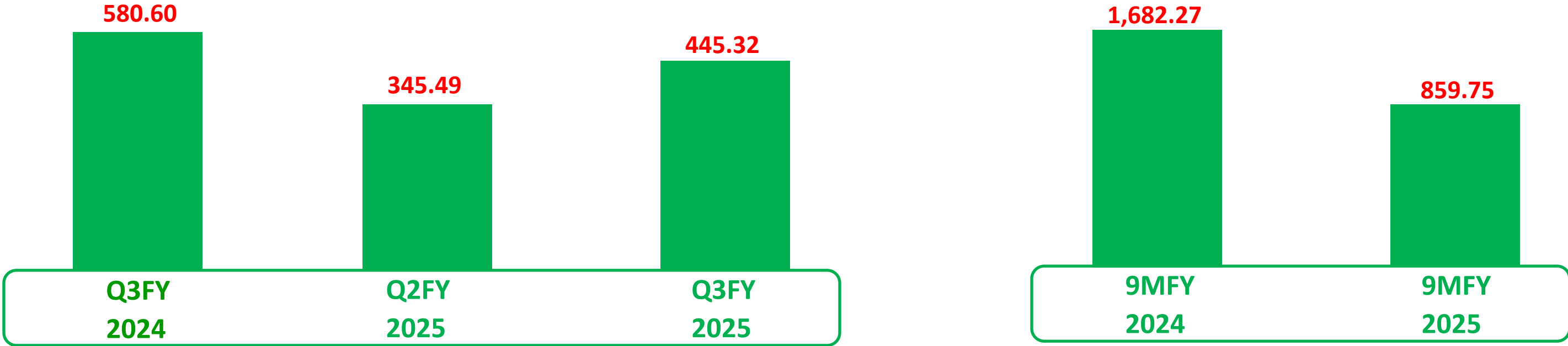
Investors Presentation

# Standalone Financial Highlights

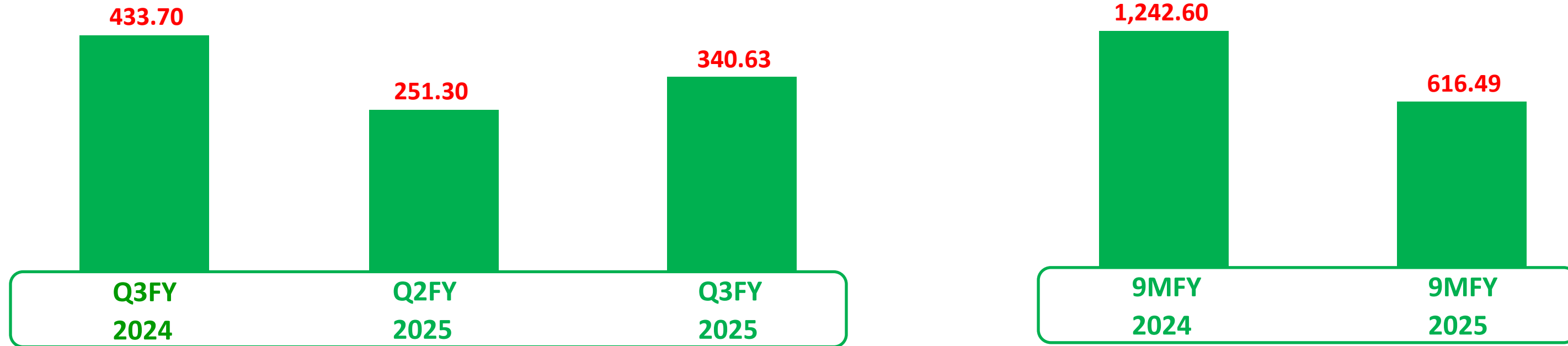


In Million

P.B.T.



P.A.T.



Investors Presentation

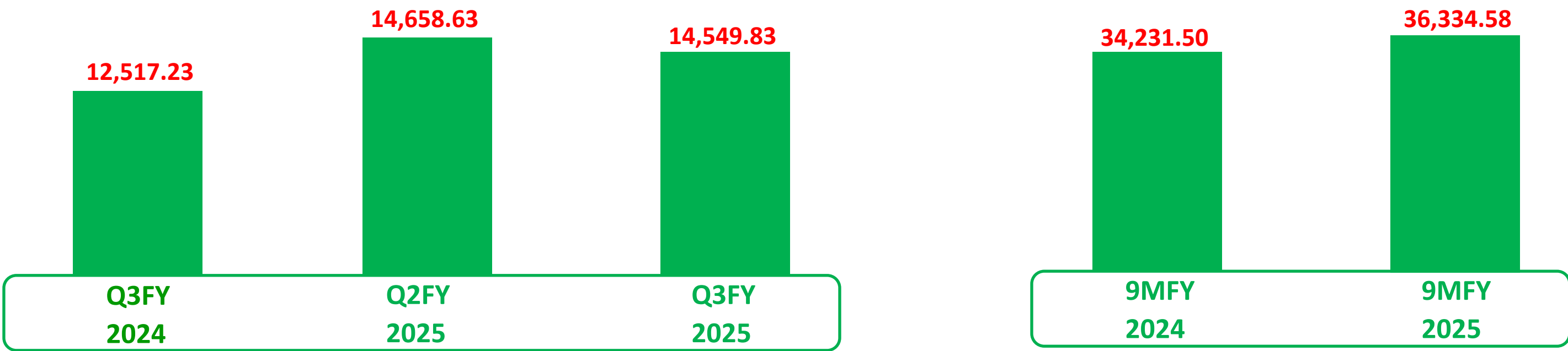
Q2 Indicates to July.-Sep., Q3 Indicates to Oct.-Dec., 9M Indicates to Apr.-Dec.

# Consolidated Financial Highlights

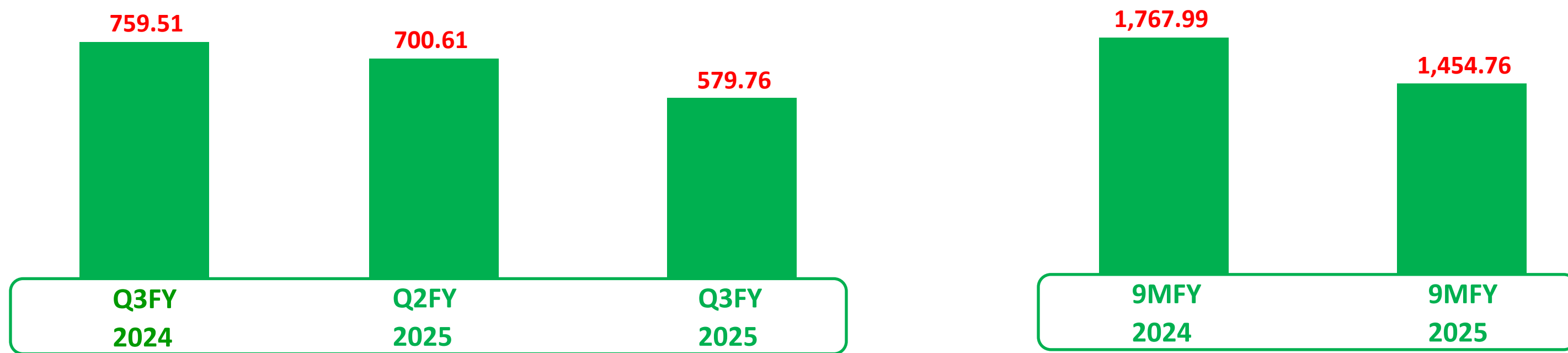


In Million

## REVENUE



## EBITDA



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

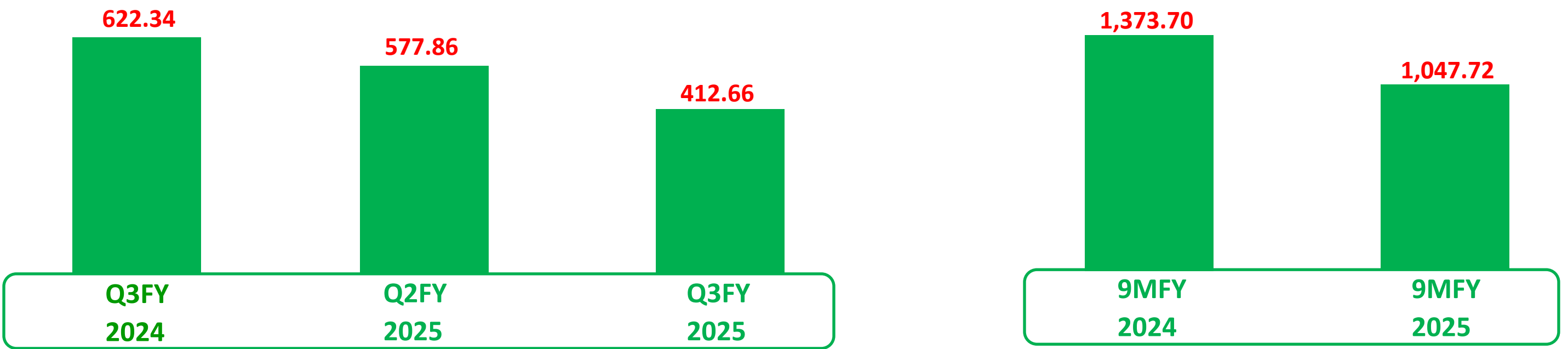
Investors Presentation

# Consolidated Financial Highlights

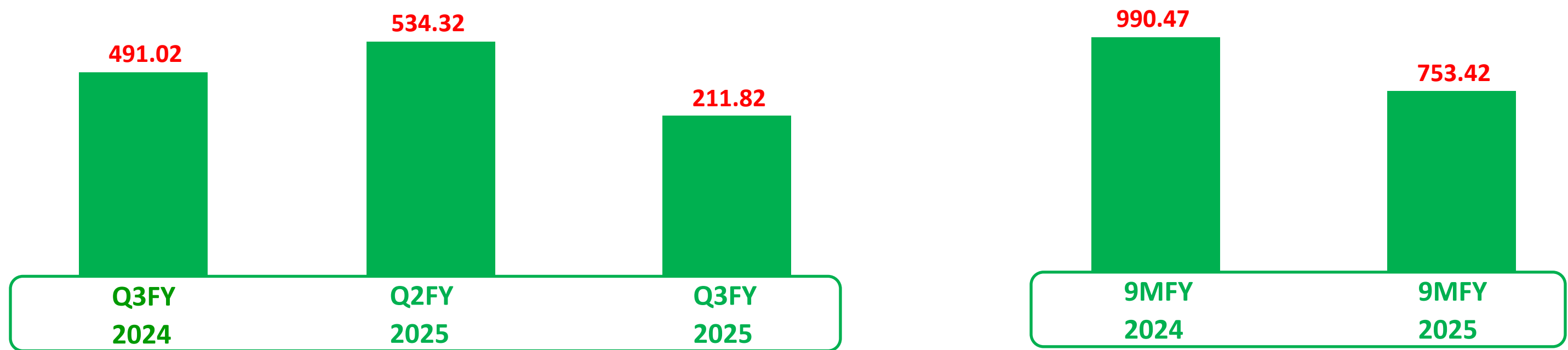


In Million

## P.B.T.



## P.A.T.



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

Investors Presentation



**Q3 / 9M - 25**

# **BUSINESS HIGHLIGHTS**



# Standalone Quarterly Financial



PARTICULARS (INR MN)	Q3-FY25	Q2-FY25	Q-o-Q	Q3-FY24	Q3FY24-o-Q3FY25
Total Income	13,904.00	13,779.87	0.90%	12,367.83	12.24%
Total Expenses	13,458.68	13,434.38	0.18%	11,787.23	14.18%
EBITDA	531.88	393.75	35.08%	618.59	-
EBITDA Margins (As % of Revenue)	3.90%	2.88%	-	5.09%	-
PBT	445.32	345.49	28.89%	580.60	-
PAT	340.63	251.30	35.55%	433.70	-
PAT Margins (As % of Revenue)	2.50%	1.84%	-	3.57%	-
Diluted EPS (INR)	0.68	0.50	-	0.88	-

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

# Standalone YTD Financial Performance



PARTICULARS (INR MN)	9M-FY25	9M-FY24	Y-o-Y	FY24
Total Income	34,713.59	33,823.16	2.63%	47,061.99
Total Expenses	33,853.84	32,140.89	5.33%	45,596.68
EBITDA	1,030.49	1,797.18	-	1,630.22
EBITDA Margins (As % of Revenue)	3.01%	5.37%	-	3.49%
PBT	859.75	1,682.27	-	1,465.31
PAT	616.49	1,242.60	-	1,106.92
PAT Margins (As % of Revenue)	1.80%	3.71%	-	2.37%
Diluted EPS (INR)	1.23	2.52	-	2.24

9M Indicates to Apr.-Dec.

# Consolidated Quarterly Financial



PARTICULARS (INR MN)	Q3-FY25	Q2-FY25	Q-o-Q	Q3-FY24	Q3FY24-o-Q3FY25
Total Income	14,812.88	14,780.28	0.22%	12,785.03	15.86%
Total Expenses	14,400.22	14,202.42	1.39%	12,162.69	18.40%
EBITDA	579.76	700.61	-	759.51	-
EBITDA Margins (As % of Revenue)	3.98%	4.78%	-	6.07%	-
PBT	412.66	577.86	-	622.34	-
PAT	211.82	534.32	-	491.02	-
PAT Margins (As % of Revenue)	1.46%	3.65%	-	3.92%	-
Diluted EPS (INR)	0.41	1.04	-	0.94	-

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



# Consolidated YTD Financial Performance



PARTICULARS (INR MN)	9M-FY25	9M-FY24	Y-o-Y	FY24
Total Income	36,814.72	34,639.29	6.28%	48,619.72
Total Expenses	35,767.00	33,265.58	7.52%	47,288.15
EBITDA	1,454.76	1,767.99	-	1,815.31
EBITDA Margins (As % of Revenue)	4.00%	5.16%	-	3.77%
PBT	1,047.72	1,373.70	-	1,331.57
PAT	753.42	990.47	-	1,005.84
PAT Margins (As % of Revenue)	2.07%	2.89%	-	2.09%
Diluted EPS (INR)	1.47	2.02	-	2.03

9M Indicates to Apr.-Dec.



**Q3 / 9M - 25**

# MARKET OVERVIEW





## Trusted Food Supply Partner in More Than 50 Countries and Counting...



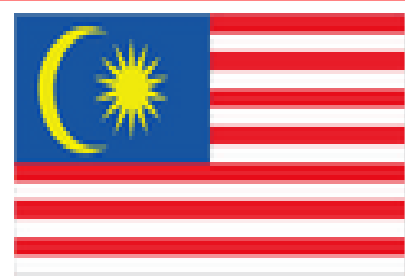
### Top 5 Exports Markets



# Our Esteemed Partners Across the Global



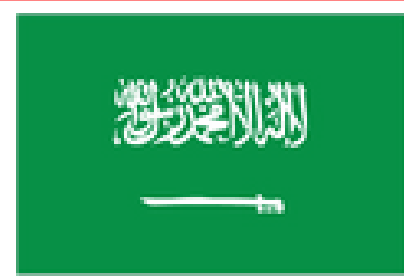
**Vietnam**



**Malaysia**



**Egypt**



**Saudi Arabia**



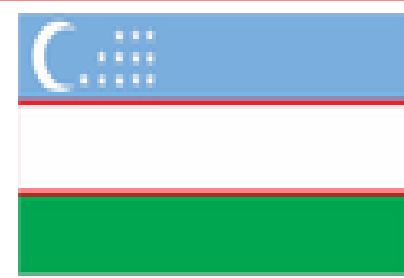
**Iraq**



**U.A.E.**



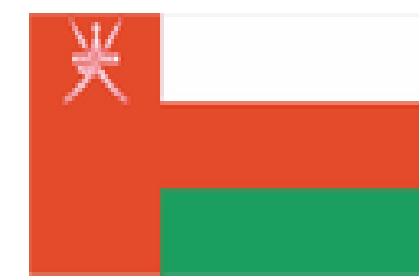
**Indonesia**



**Uzbekistan**



**Yemen**



**Oman**



**Cambodia**



**Jordan**



**Cameroon**



**Kuwait**



**Congo**



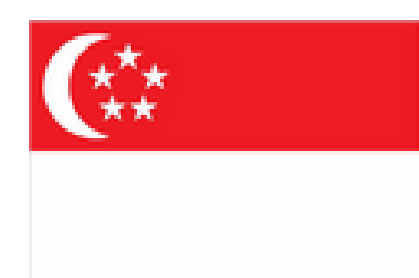
**Senegal**



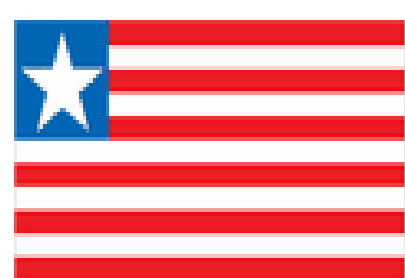
**Thailand**



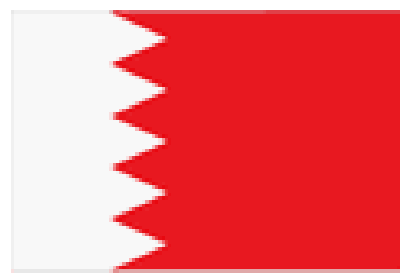
**Guinea**



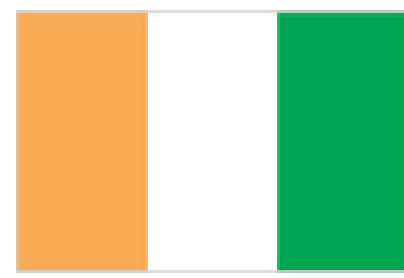
**Singapore**



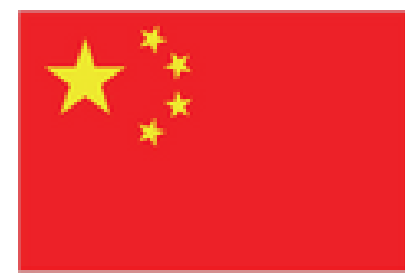
**Liberia**



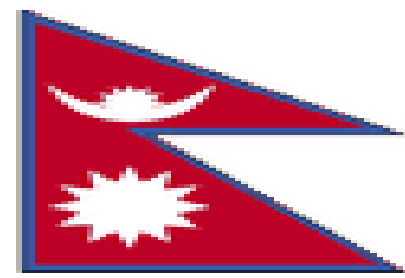
**Bahrain**



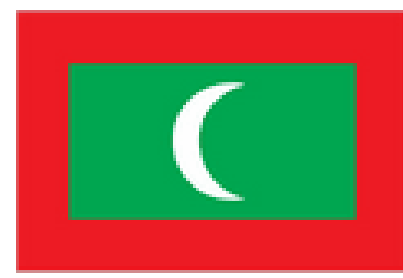
**Cote D Ivoire**



**China**



**Nepal**



**Maldives**



**Gabon**



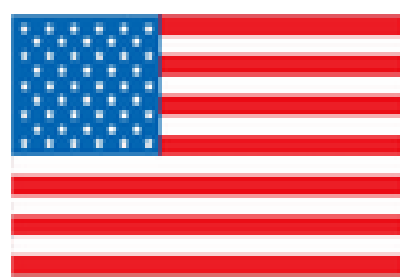
**Angola**



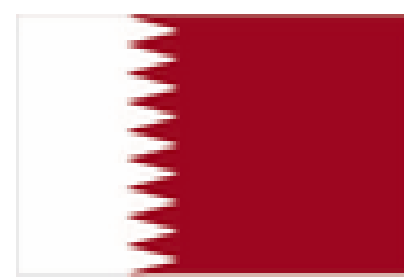
**Sierra Leone**



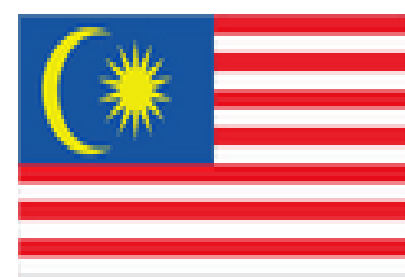
**Gambia**



**U.S.A.**



**Qatar**



**Malaysia**



**Libya**



**Mauritius**



**Lebanon**



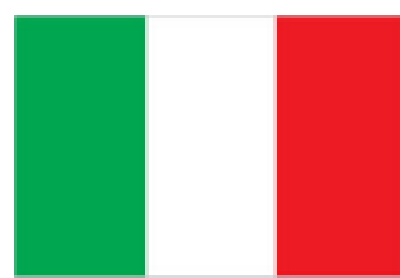
**Ghana**



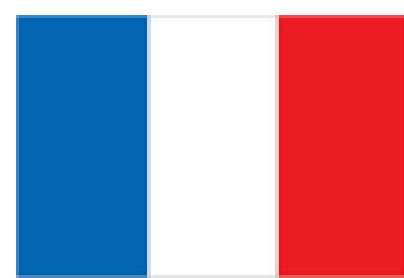
**Hong Kong**



**Germany**



**Italy**



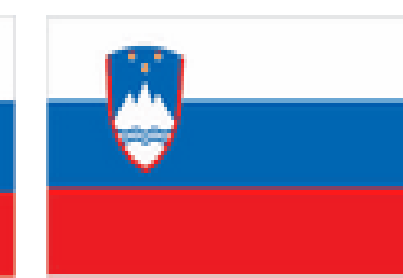
**France**



**Netherland**



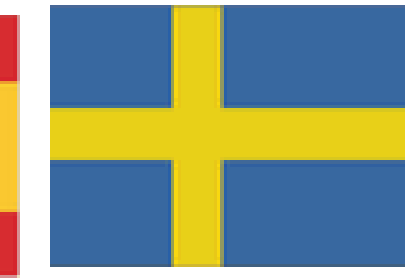
**Slovakia**



**Slovenia**



**Spain**



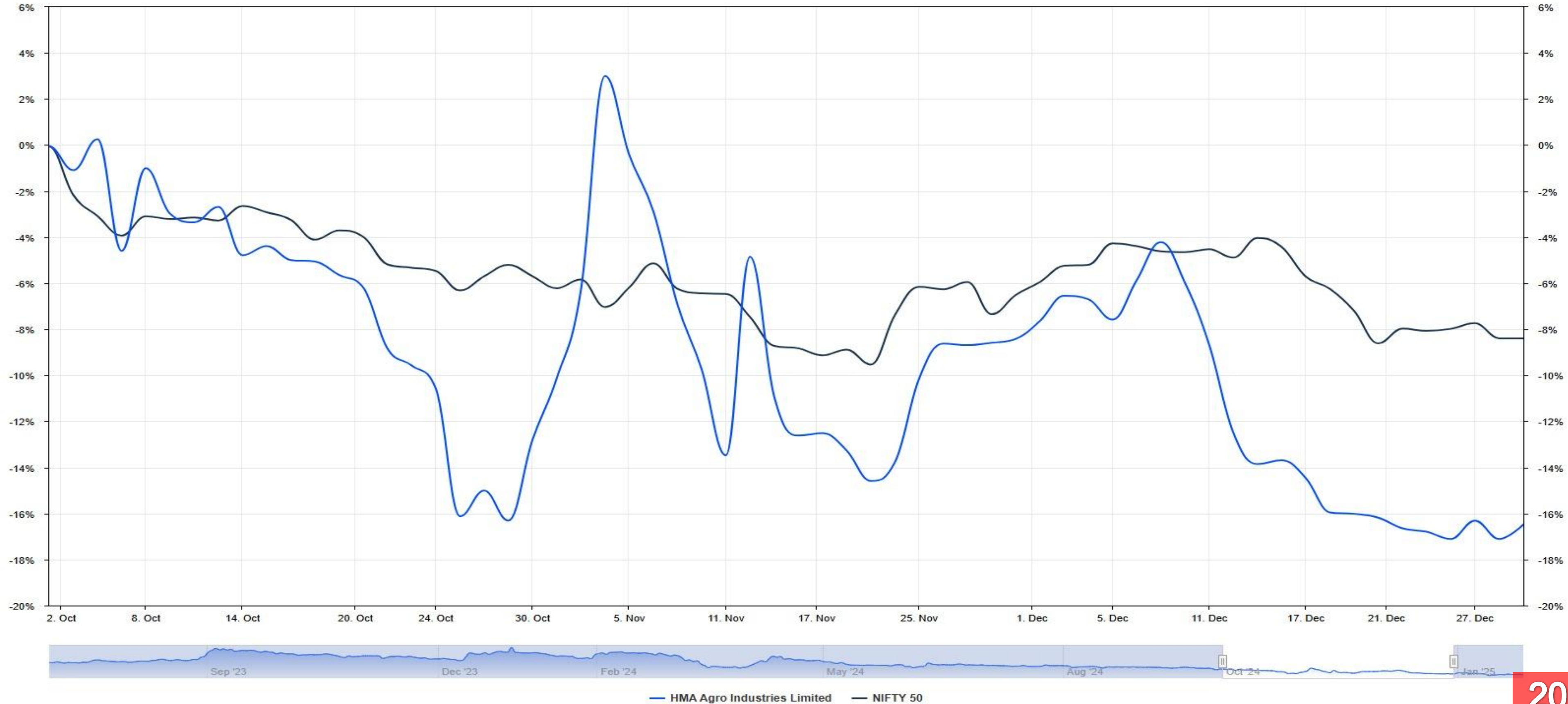
**Sweden**

# Capital Market Chart Q3 Quarter

## Share Price Movement (Oct.to Dec. 2024) Based on NSE

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

10/01/2024 → 12/31/2024



# Capital Market Chart 9Month

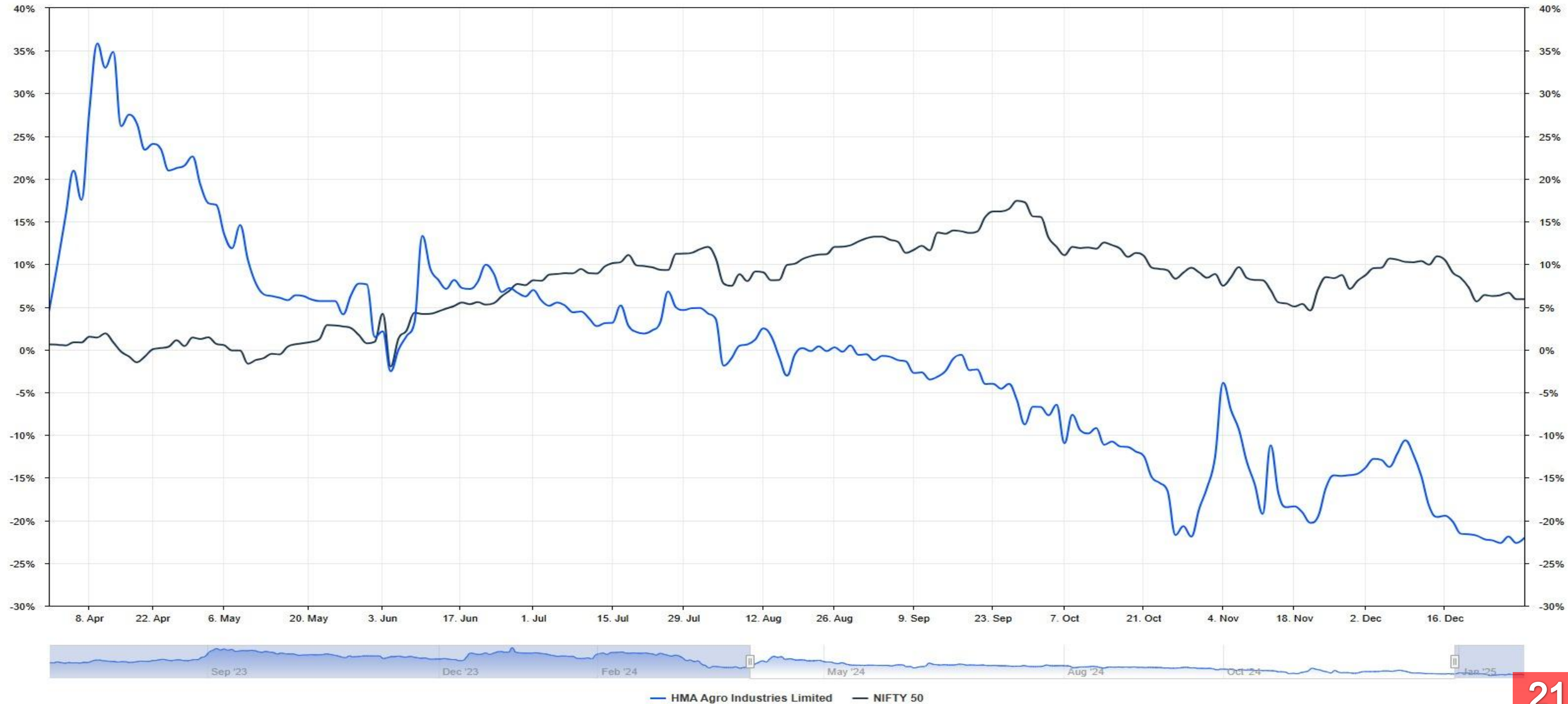


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## Share Price Movement (Apr. to Dec. 2024) Based on NSE

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

04/01/2024 → 12/31/2024



# Capital Market Data



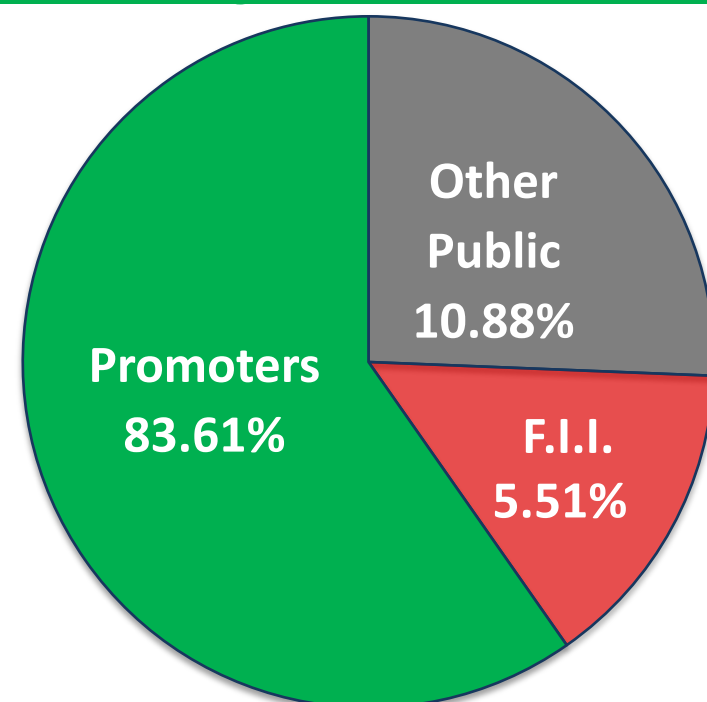
## Price Date for Q3 FY 2025

Price Data ( 31st Dec. 2024 )	INR
Face Value	1.0
Market Price	39.94
52 Week H/L	83.90/38.71
Market Cap (Mn)	2,000.07Cr.
Equity Shares Outstanding (Mn)	50.07Cr.
H1 Avg Trading Volume ('000)	5,31,766.00

## Price Date for 9M FY 2025

Price Data ( 31st Dec. 2024 )	INR
Face Value	1.0
Market Price	39.94
52 Week H/L	83.90/38.71
Market Cap (Mn)	2,000.07Cr.
Equity Shares Outstanding (Mn)	50.07Cr.
H1 Avg Trading Volume ('000)	5,93,746.00

## Shareholding Pattern as on 31st Dec., 2024



## Dividend as a % of Face Value





**Q3 / 9M - 25**

# **PRODUCTION EXCELLENCE**



## 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**  
**Owned by: HMA Agro Industries Limited**  
**Current Status: Active and Operational.**

## MOHALI PLANT



**Production Capacity: 380 MT/ Day**  
**Location: Village Behra, Hadbast No. 198, Tehsil Dera Bassi, District Ajitgarh, Punjab - 140507, India**  
**Owned By: Federal Agro Industries Private Limited (subsidiary - 60% ownership w.e.f April 2021).**  
**Current Status: Active and Operational.**

## AGRA PLANT



**Production Capacity: 95 MT/ Day**  
**Location: Plot No. 293,295 & 297 Village Kuberpur, Tehsil - Etmadpur, Agra 282006, Uttar Pradesh, India**  
**Owned By: M/s. HMA Food Export Private Limited (wholly owned subsidiary of HMA Agro Industries Ltd).**  
**Current Status: Active and Operational.**

## PRABHANI PLANT



**Production Capacity: 190 MT/ Day**  
**Location: Gunt No 160-161, Purna, Parbhani, Maharashtra - 431511, India**

**Owned by: M/s. Reliable Agro Foods (partnership firm in which HMA Agro Industries Ltd. is 95% partner (w.e.f November 2021).**

**Current Status: Active and Operational.**

## 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 Nuh, Haryana 122104 141**  
**Owned By: United Farm Products Pvt. Ltd. (wholly owned subsidiary of HMA Agro Industries Ltd.)**

**Current Status: Active and Operational.**

## UNNAO PLANT



**Production Capacity: 142.50 MT per day**  
**Location: D-1 & D-2, Site-1, UPSIDC Industrial Area, Unnao 209801, Uttar Pradesh, India**  
**Owned By: AOV Exports Pvt. Ltd.\* (which currently conducts processing on a contractual basis exclusively for HMA Agro Industries Ltd.)**

**Current Status: The plant is active and operational since FY 2011-12. Our wholly owned subsidiary JFF Exports Pvt. Ltd. has entered into an agreement to acquire said plant from its current owner AOV Exports Pvt. Ltd. with all relevant assets. The government related approved transfer of plant assets is on going.**

# Manufacturing Prowess



**HMA**  
AGRO INDUSTRIES LTD.  
GOVERNMENT RECOGNISED STAR EXPORT HOUSE

**Product Capacity**  
**1472 MT. @day**

**Quality**



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

**INTEGRATION**



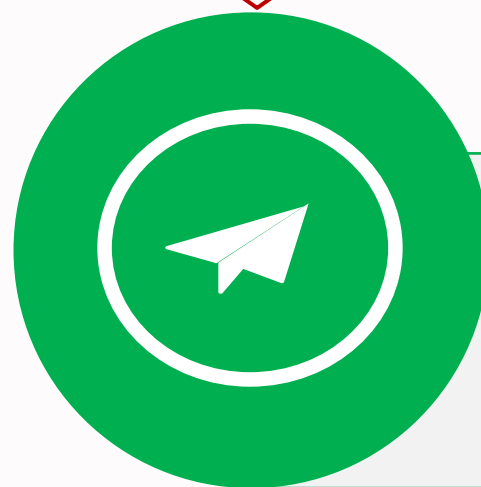
Fully integrated infrastructure for manufacturing & retailing with complete automation.

**DEVELOPMENT**



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

**MANUFACTURING AREA**



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



**Q3 / 9M - 25**

# **OUR ACHIEVEMENTS**

# Company Achievements








**HMA**  
AGRO INDUSTRIES LTD.  
GOVERNMENT RECOGNISED STAR EXPORT HOUSE

## Quality & Trust, Globally Delivered

Recognized as a Five-Star Export House HMA Agro Industries Ltd. has been awarded the prestigious Five-Star Export House status—the highest recognition in the industry. This milestone reaffirms our leadership in the frozen buffalo meat export sector and our commitment to excellence in international trade.

## Key Benefits of Five-Star Export House

-  Faster Customs Clearance & Export Processing
-  Enhanced Global Market Credibility
-  Priority Access to Government Incentives & Schemes
-  Competitive Edge in International Trade
-  Strengthened Relationships with Global Buyers



सत्यमेव जयते

Government of India / भारत सरकार  
Ministry of Commerce and Industry / वाणिज्य और उद्योग मंत्रालय  
Department of Commerce / वाणिज्य विभाग  
Directorate General of Foreign Trade / विदेश व्यापार महानिदेशालय

मान्यता प्रमाणपत्र  
Certificate of Recognition

पांच सितारा निर्यात हाउस  
Five Star Export House



मैसर्स HMA AGRO INDUSTRIES LIMITED, 18A/5/3 TAJVIEW CROSSINGFATEHABAD ROAD AGRA UP 282001  
(आई ई सी 0608002607 और आयकर पैन AACCH0450J) को विदेश व्यापार नीति, 2023 के प्रावधानों के अनुसार पांच सितारा निर्यात हाउस का स्तर प्रदान किया जाता है। यह प्रमाण पत्र, प्रक्रिया पुस्तक(2023) में दी गयी शर्तों के निहित 5 वर्षों की अवधि के लिए दिनांक 03/10/2023 से 31/03/2028 तक वैध होगा।

M/s HMA AGRO INDUSTRIES LIMITED, 18A/5/3 TAJVIEW CROSSINGFATEHABAD ROAD AGRA UP 282001  
(IEC 0608002607 and Income Tax PAN AACCH0450J) are hereby accorded the status of Five Star Export House in accordance with the provisions of the Foreign Trade Policy, 2023. This Certificate is valid for a period of 5 years effective from 03/10/2023 to 31/03/2028 subject to the conditions prescribed in Hand Book of Procedures (2023)

तारीख /Date: 24/10/2024  
स्थान /Place: UTTAR PRADESH  
(फाइल /File No.): KNPSTATAPPLY00000045AM24

NOTE: You are also advise to submit documents in terms of para 1.10 of HBP-2023, on which basis you have obtain this SHC with in 15 days.

This is a digital certificate and it can be verified by scanning the QR Code or by UDIN on the DGFT Website (<https://www.dgft.gov.in>).



# Achievements Momentum



## Strategic Global Expansion

**MOU with PKPS, Malaysia** in the presence of the Hon'ble Chief Minister of Selangor, Malaysia, HMA Agro signed a Memorandum of Understanding (MOU) with Perbadanan Kemajuan Pertanian Selangor (PKPS), a key government entity.

## Scope of Collaboration

Supply of frozen boneless buffalo meat to Malaysia Joint research initiatives to enhance trade efficiencies Strengthening India-Malaysia bilateral trade relations This partnership aligns with our vision of expanding HMA Agro's global footprint while leveraging strategic alliances to drive long-term growth.





**Q3 / 9M - 25**

# QUALITY CONTROL







## 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



## Team of Production

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

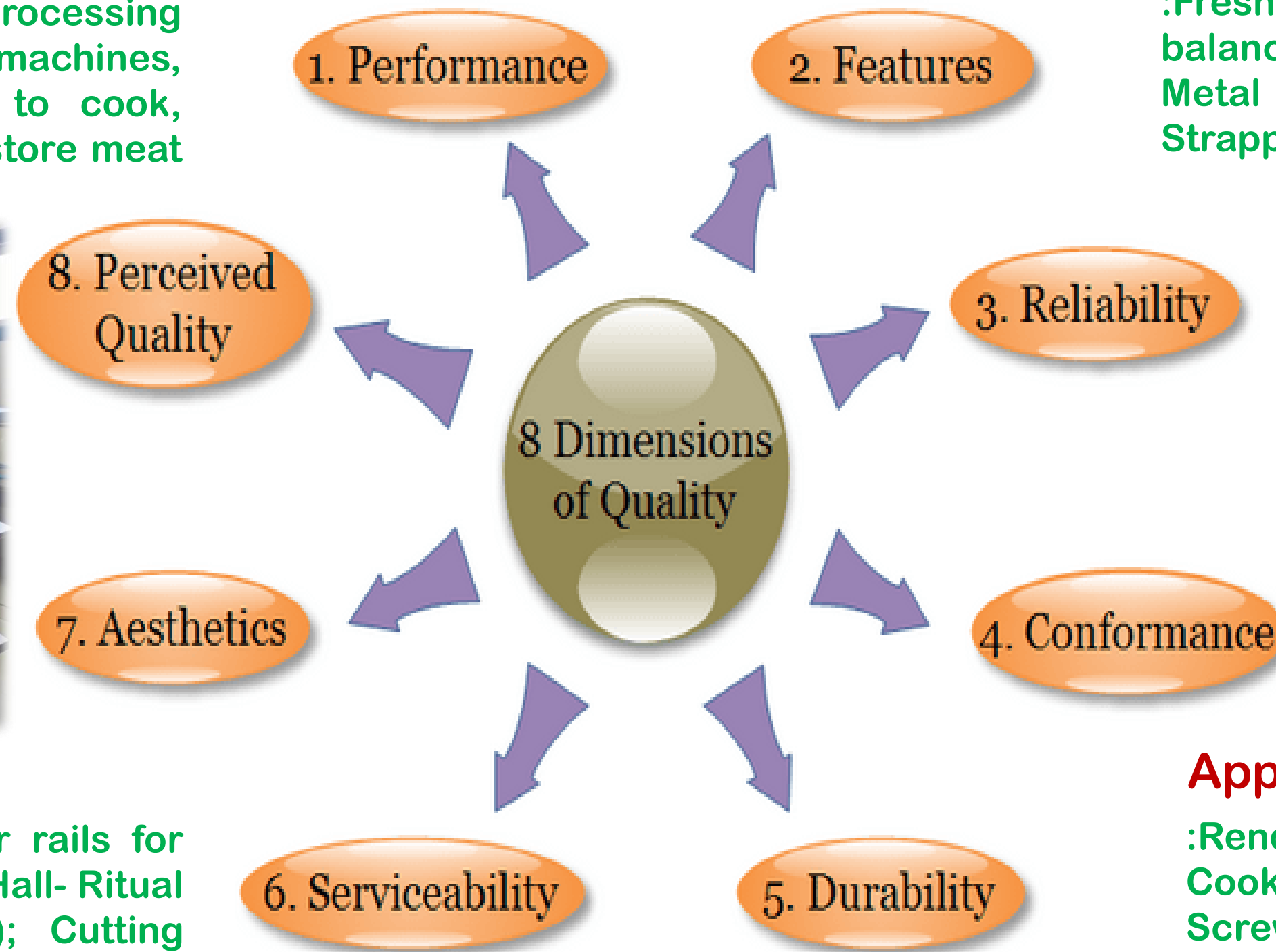
## Sampling

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



## Approvals

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





# THANK YOU

## Contact Us



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