

**Date:** 6<sup>th</sup> February, 2025

To, BSE Limited The General Manager, Department of Corporate Services, P.J. Towers, Dalal Street, Mumbai – 400 001  Scrip Code: 507552	To, National Stock Exchange of India Limited Exchange Plaza, 5 <sup>th</sup> Floor, Plot No. C/1, G Block, Bandra Kurla Complex, Bandra (East), Mumbai – 400 051  Symbol: FOODSIN
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Dear Sir/ Madam,

**Sub.: Investor Presentation for 3<sup>rd</sup> Quarter ended December 2024 of F.Y.2024-25**

In terms of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, we wish to submit the Investors presentation for the 3<sup>rd</sup> Quarter ended December, 2024 of F.Y. 2024-25.

Request you to take the same on record.

Yours faithfully,

For **FOODS AND INNS LIMITED**

**Ameya T. Masurkar**  
**Company Secretary and Compliance Officer**

**Foods & Inns Ltd.**

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Foods & Inns

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## Investor Presentation – February'25



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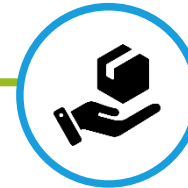
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# Q3 & 9MFY25 Highlights

# Key Business Updates

## Fruit & Vegetable Pulps

Export shipment backlog of Q1 and Q2 was called off in Q3 which resulted in export tonnage growth. However, the domestic call offs continued to be slow in Q3. The silver lining is the rapid call offs we started witnessing in the last week of December which continued into the 1st month of Q4. We are expecting most of the order backlog in the domestic markets to come up to speed by Q4 of FY'25. Since December, our new Tomato processing plant is running at full capacity utilization. The low inventory holding period of the Tomato business is expected to improve our working capital position as a business. With anticipation of a good summer in 2025 we expect growth in the coming quarters.

## Spray Dried Powders

The expanded capacity is now running at full capacity from the month of November 2024. We are getting good traction in the export markets with addition of new clients.

## Frozen Food

Our initiative of setting up our own pastry line (base for samosas, spring rolls etc) is helping us with cost reduction in our frozen snacks and we have started catering the product in HORECA market domestically and in the export market. We will start the commercial production of 2 more lines in this vertical which will result in doubling of capacity by the end of February 2025. Our frozen business has been expanding with client additions and incremental business with existing clients. Our focus on value added new products is helping us get a foothold into newer clients.

## Kusum Spices

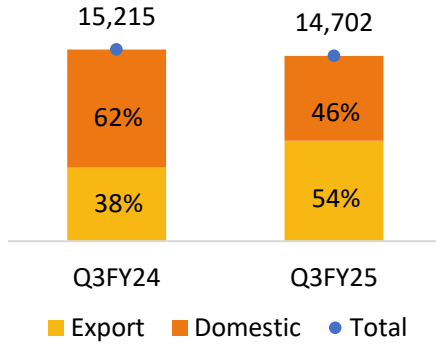
All our investments in increasing distribution reach of the spice business in new markets have not yet yielded the desired results. However, our upcoming marketing campaigns in the region should hopefully help us establish our brand.

## Tetra Recart

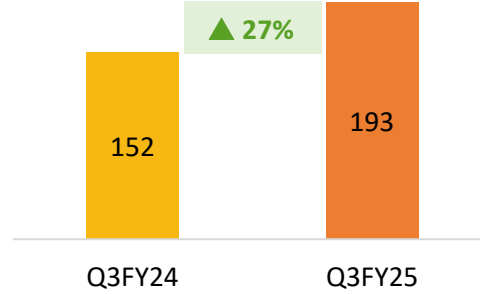
New product development along with product testing with brands as per their requirement is going on which should help us garner traction in Tetra Recart in FY'26. We have onboarded culinary expertise as consultants to not only suggest products under our brand but also to develop products as per international market requirements.

# Operational & Financial Highlights

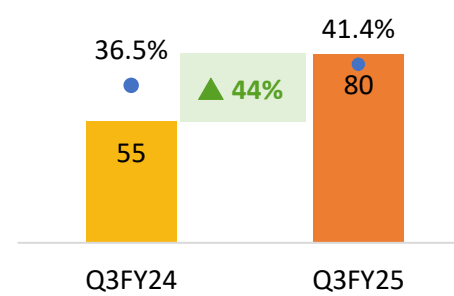
Sales Tonnage (MT)



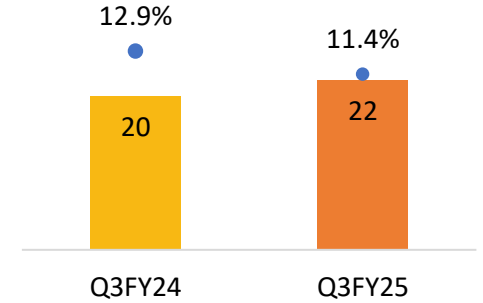
Total Income (Rs Cr)



Gross Profit (Rs Cr) & Margin (%)



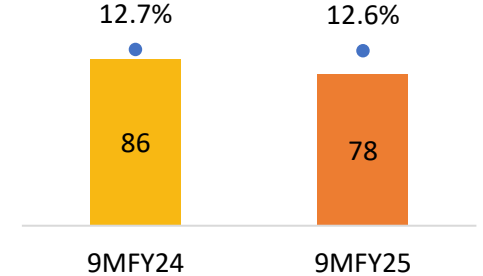
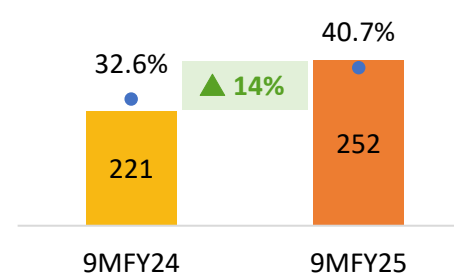
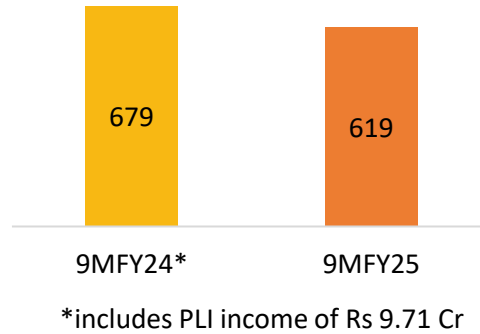
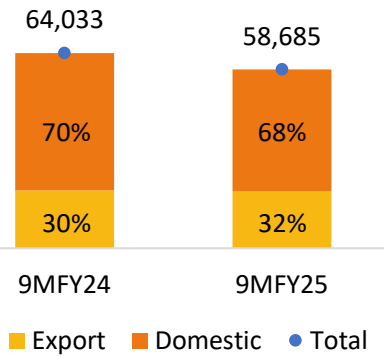
EBITDA (Rs Cr) & Margin (%)



- Gross Margin improved by ~490 bps YoY to 41.4% in Q3FY25.
- However, EBITDA Margin impacted due to Forex MTM loss (notional) of Rs 4.19 Cr in Q3FY25.

Q3FY25

9MFY25



# Marketing Initiatives & Exhibitions

Khadya Khurak Exhibition



Indus Food Exhibition





# Won Second Prize at Sustainable Agriculture Awards'24



# Q3FY25 Profit & Loss

Consolidated (Rs Cr)	Q3FY25	Q3FY24	YoY	Q2FY25	QoQ	9MFY25	9MFY24	YoY
Revenue from Operations	189	150		169		609	675	
Other Income	3	2		2		10	4	
<b>Total Income</b>	<b>193</b>	<b>152</b>	<b>27%</b>	<b>171</b>	<b>13%</b>	<b>619</b>	<b>679</b>	<b>-9%</b>
Raw Material Costs	113	96		100		367	458	
<b>Gross Profit</b>	<b>80</b>	<b>55</b>	<b>44%</b>	<b>71</b>	<b>12%</b>	<b>252</b>	<b>221</b>	<b>14%</b>
<i>Gross Margin (%)</i>	<i>41.4%*</i>	<i>36.5%</i>		<i>41.6%</i>		<i>40.7%</i>	<i>32.6%</i>	
Employee Expenses	12	8		12		37	28	
Other Operating Expenses	46	28		33		137	107	
<b>EBITDA</b>	<b>22</b>	<b>20</b>	<b>12%</b>	<b>26</b>	<b>-16%</b>	<b>78</b>	<b>86</b>	<b>-9%</b>
<i>EBITDA Margin (%)</i>	<i>11.4%*</i>	<i>12.9%</i>		<i>15.2%</i>		<i>12.6%</i>	<i>12.7%</i>	
Depreciation	5	4		5		15	12	
Finance Cost	16	10		13		43	30	
Share of Profit of JV & Associate	0	0		0		0	0	
<b>Profit Before Tax</b>	<b>1</b>	<b>5</b>		<b>8</b>		<b>20</b>	<b>44</b>	
Tax Expenses	0	1		-3		1	13	
<b>Profit After Tax</b>	<b>1</b>	<b>4</b>	<b>-79%</b>	<b>11</b>	<b>-93%</b>	<b>19</b>	<b>31</b>	<b>-40%</b>
<i>PAT Margin (%)</i>	<i>0.4%</i>	<i>2.5%</i>		<i>6.5%</i>		<i>3.1%</i>	<i>4.6%</i>	

- Gross Margin improved by ~490 bps YoY to 41.4% in Q3FY25.
- However, EBITDA & EBITDA Margin impacted due to Forex MTM loss (notional) of Rs 4.19 Cr in Q3FY25.

# Key Focus Area For Growth



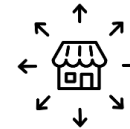
## Pulping theorem

- Continued focus on capitalizing on the growing demand for existing products – **Mango Pulp**.
- Improve Asset utilization during Mango off-season by adding **Other Pulpy Products**.



## Restructured Brand Portfolio

- Focus on growing brand sales in each of the segments, with innovative packaging (Tetra Recart).
  - Pulp & Paste: **‘Madhu’**
  - RTE/RTC: **‘Green Top’**
  - Frozen Food: **‘Green Top’**
  - Spices: **‘Kusum’**



## Market Expansion

- Continuously adding newer geographies, newer value-added products and general product offering
- Forayed into the **Hong Kong market** for tomato-based canned products
- Forayed into the **Gulf region** for our B2C brand **Greentop** in the vegetable category



## Sustainability

- **The Pectin Project:** Invested and set up a JV to convert fruit waste generated during pulping into **Pectin, Oils and Butter**.
- A big leap forward for boosting waste management capabilities and efforts toward the circular economy
- Wide usage in industries like **F&B, Pharma, Personal Care & Cosmetics**.

# Foods & Inns Positioning in its Business Segment (1/2)

	Global Industry Size	India's Share in Global Industry	F&I's Share in Global Industry	F&I's Sales in FY24	Tailwinds
<b>Mango Pulping</b>	5,08,000 MT (Rs 5,250 Cr)	79-80%	~15%	~Rs 734 Cr	Use cases increasing with Value Added products being developed by Brands Globally
<b>Tomato Pulping</b>	46,19,141 MT (Rs 36,000 Cr)	~2%	~0.2%	~Rs 49 Cr	Significant headroom for growth in market share and more than doubling of capacity by the company
<b>Guava Pulping</b>	5,00,000 MT (Rs 2,250 Cr)	NA	~1%	~Rs 26 Cr	Significant headroom for growth with India being the largest producer of Guava with 42% market share
<b>Other Pulp</b>	\$244 Bn (Rs.19 Lac Cr) *	NA	NA	~Rs.5.5 Cr*	Significant headroom for growth across Chilli, Garlic, Banana etc.

\*Chilli, Garlic & Ginger paste and Sauce market

## Foods & Inns Positioning in its Business Segment (2/2)

	Industry Size (India)	F&I's Sales in FY24	Tailwinds
<b>Spray Drying</b>	\$83.9 Bn by 2032 Projected to expand at a <b>CAGR of 4.25%</b> from 2024 to 2032. (Global market)	~ Rs 17 Cr	Opportunity for India due to the energy crisis in Europe
<b>Frozen Food</b>	Rs 20 Lac Cr	~Rs 46 Cr	Increasing number of Nuclear Households, busier Work Schedules, and shift in contract manufacturing from China to India
<b>Spices &amp; Masala</b>	\$15.74 Bn by 2032 Projected to expand at a <b>CAGR of 8.11%</b> from 2024 to 2032	~Rs 23 Cr	Consolidation happening in the industry which could lead to market share gain for Organized Players (currently ~36%).
<b>Tetra Recart</b>	~Rs 10,250 Cr. (Indian canned food market size)	~Rs 90 to 100 Cr Revenue Potential on the back of a newly set-up capacity of 6,000 packs per hour or 3tph (expandable further)	
<b>Pectin (Wealth from Waste)</b>	~Rs 300 Cr (2,500 MT)	~Rs 15 Cr Revenue Potential (in Joint Venture) on the back of a newly set-up capacity of 150 MT	

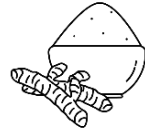
# Business Verticals

# Vertical Wise Revenue Contribution (FY24)



## Fruits & Vegetable Pulping (Rs 815 Cr)

- Mango  
(Rs 734 Cr)
- Tomato  
(Rs 49 Cr)
- Guava  
(Rs 26 Cr)
- Banana, Garlic, Chilli, Ginger
- Own Brand 'Madhu'



## Spray Drying (Rs 18 Cr)

- Any liquid form of fruit or vegetable into **powder form**.
- Capacity of **1,100 MTPA**.
- The target is to **double the topline in FY26**.



## Frozen Foods (Rs 48 Cr)

- Fruits
- Vegetables
- Snacks
- Own Brand 'Green Top'



## Spices & Masala (Rs 23 Cr)

- In FY19, acquired **Kusum Spices** to gain a foothold in India's large and growing Spices Market.



## Tetra Recart RTE/RTC (Rs ~1 Cr)

- Sustainable carton packaging offering and an alternative to canning
- **Shelf life of upto 2 years without preservatives.**
- 25% more efficient in terms of storage and transportation



## Pectin Beyond Mango

- Invested and set up a JV to convert fruit waste generated during pulping into **Pectin, Oils & Butter**.



# Fruits And Vegetable Pulping



## Mango Pulp:

A well-established business which involves processing a wide variety of mangoes like Alphonso, Kesar, Totapuri, etc.

Strong relationships with farmers help us in smooth procurement.

Healthy and long-standing relationships with Marquee Customers like Coca-Cola and PepsiCo. Strong relations on procurement and sales is the moat in our business along with our initiatives on ESG, CDP & BRSR which set us apart from our competition as our marquee clients prefer compliant suppliers.



## Other Pulp:

To improve our asset utilization and absorb fixed overheads during the mango off-season, we expanded into other fruits and vegetables with minimal modifications to the existing machinery, and added Guava, Tomato, Chilly, Papaya, Banana, Tamarind, Ginger, Garlic, etc.

### ◆ Sector Tailwinds

- Entry of large conglomerates in the consumer beverage space making players want to secure their raw material availability.
- **Our biggest client, Coca-Cola is investing around ~\$1 bn** to expand its capacity by up to 40% and expand its addressable market in the country.
- Rural electrification and Road Infrastructure helping the penetration of soft drinks.

### ◆ Our Initiatives

- Launched **in-house brand “Madhu”** for domestic & export markets, in retail & online platforms, and in canned & Tetra Recart packaging.
- **Focusing on Tomato Pulp**, which is a huge untapped opportunity, and we are gaining traction.





# Spray Drying



### Food Preservation Technique:

Converts fruits & vegetables from Liquid form to high-quality Powder form, having low moisture content. It is majorly a B2B product.



### Advantage:

Enhances shelf-life to ~24 months and allows otherwise perishable foods to be transported and stored at room temperature while maintaining consistent product quality and taste.

### Product List / Categories



Vegetable Powders



Fruit Powders



Natural Color



Dairy Powders



Specialty Powders

### ◆ Sector Tailwinds

- Key growth factors include rising demand for food product diversification, longer shelf life, convenience food products, and most importantly **food preservation and product development going forward**. There is a strong demand from bakery and confectionary segments.
- **Energy crisis** in the European markets is shifting the entire demand of spray dried powders to the Asian continent

### ◆ Our Initiatives

- **Robust Capacity** in place of 1,100 MT to cater to the growing demand.
- Added value-added products like **Honey Powder, Cheese Power, etc.**



# Frozen Food



## Our Offerings:

Wide range of premium frozen fruits, vegetables, snacks, and flatbreads made with high-quality, contract-grown ingredients that are frozen using advanced IQF technology. We cater to **global brands and large-format modern retail** through private label mode.



## Advantage:

Shelf stable for **~24 months** – **perfect for modern retail**; Used for HORECA and home use as a replacement for fresh ingredients

## Product List / Categories



Individually Quick Frozen (IQF)



Innovation



Frozen Foods & Snacks

### ◆ Sector Tailwinds

- Key growth factors for rising demand for ready-to-eat and pre-cooked foods include rising demand for convenience foods, growth in organised retail, and improvements in cold chain infrastructure.
- E-commerce becoming a preferred distribution channel, enabling easy access.

### ◆ Our Initiatives

- Launched in-house brand “**GreenTop**”
- Continuous focus on **Product Innovation**.
- Installed **new state-of-the-art Cold Room** in our Gonde, Nashik plant.



# Spices & Masala



## Kusum Spices:

In FY19, we **acquired Kusum Spices to gain a foothold in India's large and growing Spices Market**. Company has a legacy of over 50 yrs of selling Indian Spices in domestic & export of USDA approved products to 12 countries including the US, UK, Oman, and UAE.



## Kusum Masala:

Sold in three categories. Ground; Blended and Whole spices

## Product List / Categories



**70+ Products in Ground, Whole and Blended Spices categories**

### ◆ Sector Tailwinds

- Indian spices market is poised for robust growth, fueled by rising domestic consumption and escalating export demand. Also, expected to gain a stronger foothold in international markets through strategic marketing and adherence to global standards.
- Shift from unorganized to branded play is being witnessed domestically with **many large retail brands acquiring spice & masala companies**.

### ◆ Our Initiatives

- Renewed packaging and expanded retail footprint.
- Sourcing from pesticide-compliant certified farmers to meet international standards.



## Pectin Project: Sustainable Waste Management:

- We have set up a Pectin manufacturing facility in Chittoor, Andhra Pradesh, which is the largest Mango Pulping belt in India.
- **The lab test results of the Pectin produced by our Company has already been approved by some large MNCs and Indian companies.**
- When pulped, ~50% of a mango gets wasted and has to be disposed off in the form of skins and kernels. Managing waste comes with a cost. With this initiative, we have created a significant value-added segment that will help us manage our waste and ensure sustainability.



## ◆ Opportunities

- **Deficit:** India is currently an importer for pectin, securing a staggering 95% of the product from countries like Brazil, China and Mexico.
- **Replacement:** The Indian economy presents a robust potential for pectin manufacturing, since it is plant-based and can be used as an effective alternative to gelatine, which usually is derived from animal bones.
- **Usage:** Pectin is an excellent thickening and gelling agent, with extensive use across a broad spectrum of industries including, food & beverage, personal care and cosmetics.
- **Health:** Pectin is considered as one of the safest food additives, with approval received from the World Health Organization.



## Tetra Recart: Reimagining Packaging

- Tetra Recart is a sustainable carton packaging offering and an alternative to canning. It is environment-friendly and helps maximize the products' potential while generating new business opportunities. Tetra Recart has lower carbon emissions than steel cans and juice jars. It is ~25% more efficient to store and transfer than cans. It is easier to open and store as compared to cans.
- **The capex incurred under this division is also a part of the committed capex under PLI.**
- It is used for captive consumption for our in-house brands and sold commercially.
- It enables upto 2 years of shelf life without preservatives.



# Company Overview

# Foods & Inns at a Glance

## 50+ Years

of Rich Experience & Expertise

## 50+ Countries

Served

## 30+ Variety of Products

Processed

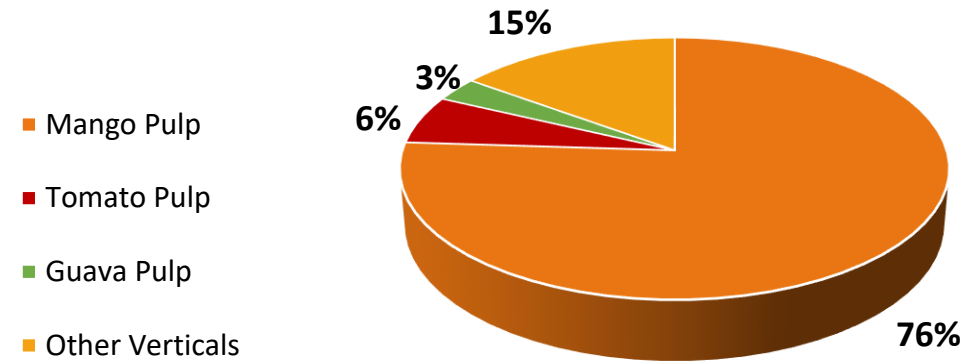
## 7 Processing Units

& Two Logistics Centers

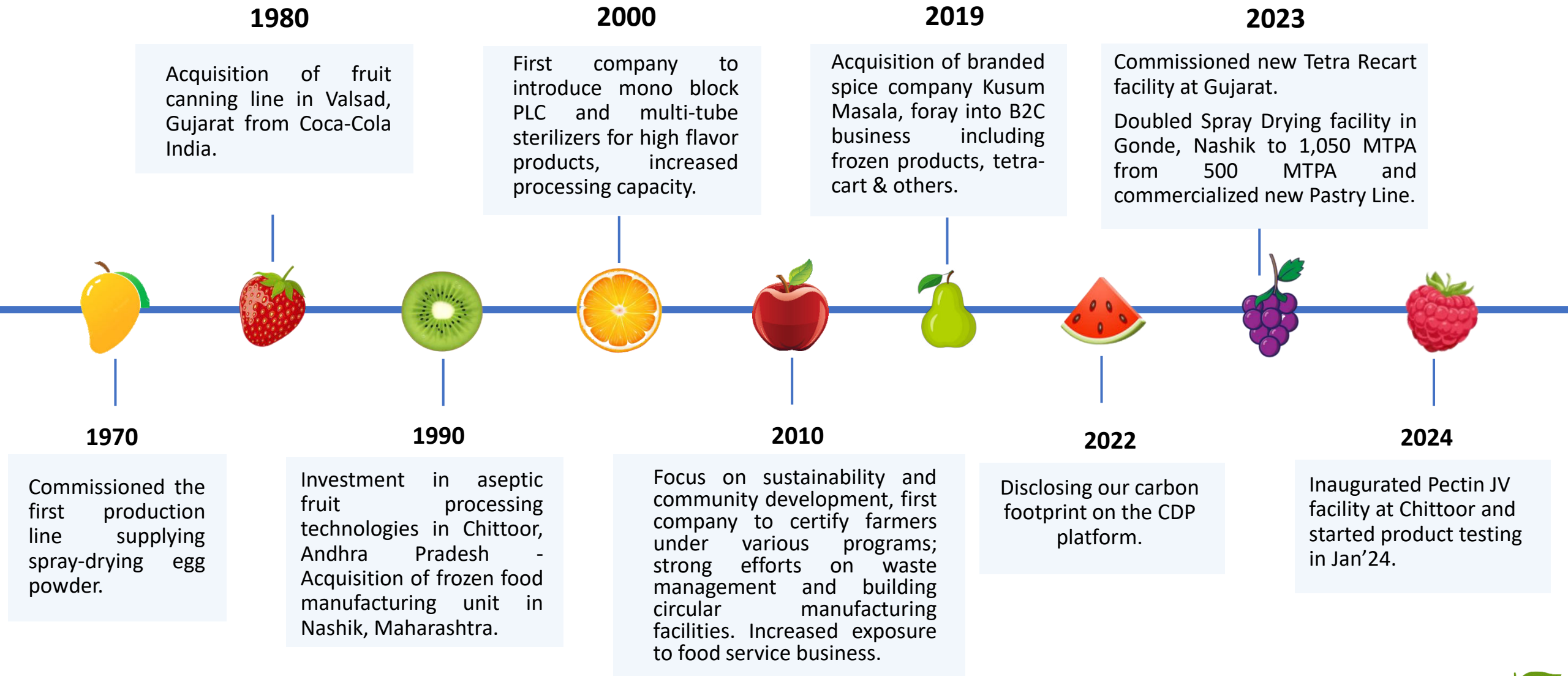
## 500+ Full-time Employees

Strength

Sales Mix (FY24)

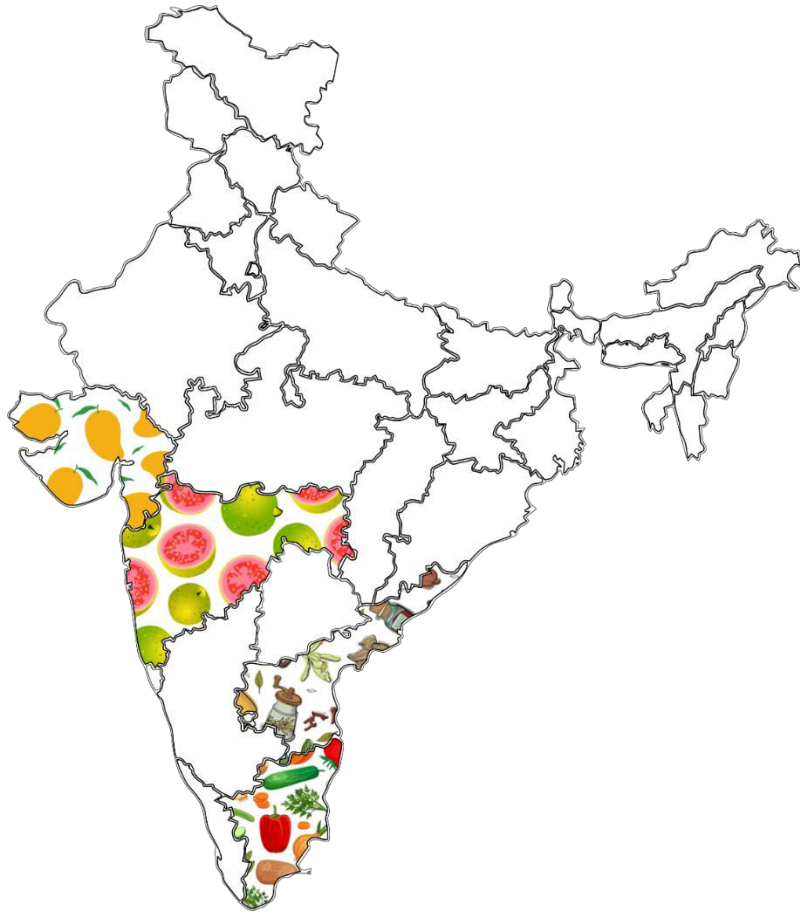


# Our Growth Story





# 7 State-of-the-Art Self Owned Facilities



2 Logistics Centres in Mumbai & Chennai

Installed Solar Panels which generated 6.39 lacs units of electricity in FY23, resultant saving of Rs 5.16 Mn in power cost

State	Location	Product Line	Capacity (MT/Hr)
1. Maharashtra	Nashik - Gonde	Aseptic	13
		Spray Drying	0.25
		<b>Spice Plant</b>	
		Blending	1.5
		Grinding	1
		<b>ETO</b>	<b>0.5</b>
	Nashik - Sinnar	Frozen Vegetables	0.7
		Frozen Snacks	0.5
		Frozen Bread	0.25
		Frozen Puree	2
<b>Puff Pastry Sheets</b>		<b>0.1</b>	
Ahmednagar (Leased Plant)	Aseptic	8	
	Concentrate	2	
2. Gujarat	Valsad	Aseptic	4
		Canning	5
	Vankal	Aseptic	6
		Tetra Recart	3
		IQF	0.8
		Plate Freezer	2
		Blast Freezer	1.3
3. Andhra Pradesh	APP	Aseptic	5
	FPP1	<b>Aseptic</b>	<b>18</b>
	FPP2	Aseptic	4
	FPP3	Canned	2

■ Greenfield Project; Tetra Recart facility commissioned in Mar-23

■ Brownfield expansion; All greenfield and brownfield are part of the PLI Scheme

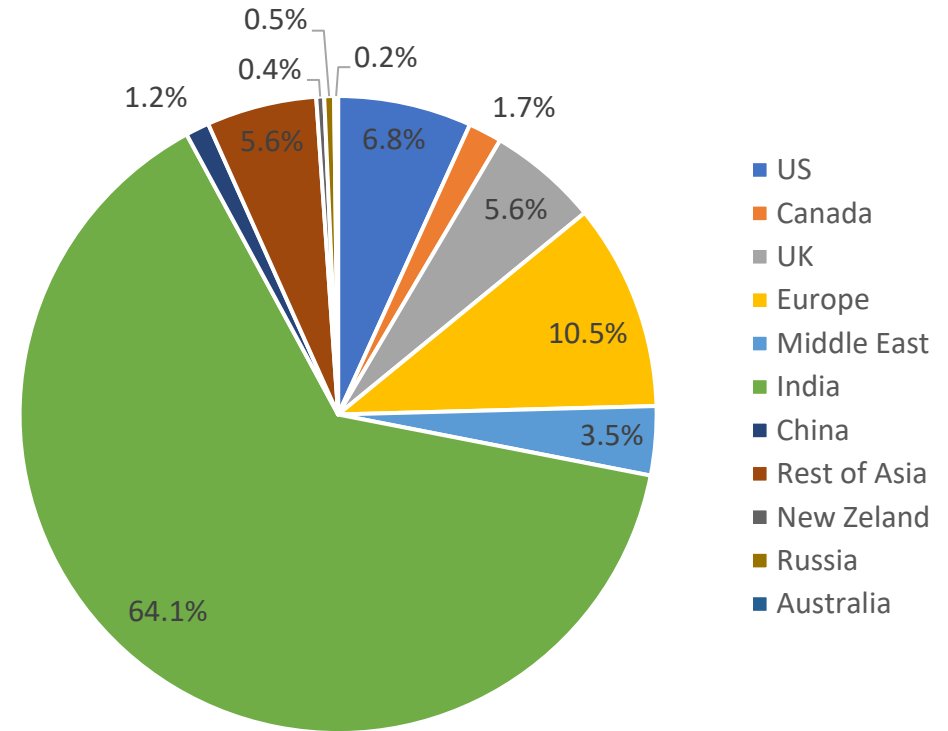
# Quality Control Certifications And Processes Act As Entry Barriers



# Marquee Customers and Well-Diversified Market Presence



Market-Wise Revenue share in FY24



# Experience Management With Oversight By Strong Board



**Mr. Bhupendra Dalal**  
*Chairman & Non-Executive, Non-Independent Director*

Holds a degree of B.Com & L.L.B. worked towards acquisition of fruit canning plant at Valsad built by Coca-Cola Corporation. F&I changed its course to become a major force in fruit processing.



**Mr. Milan Dalal**  
*Promoter and Managing Director*

Holds a degree of B.Com. His experience in entrepreneurship sprawls across sectors of Agricultural commodities processing, printing, retail, broking and real estate.



**Mr. Moloy Saha**  
*Chief Executive Officer*

Cost Accountant by qualification and a seasoned Finance & Operations professional. Has extensive expertise across the Food & Beverages Sector since 2003.

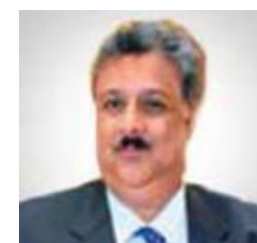


**Mr. Anand Krishnan**  
*Chief Financial Officer*

Chartered Accountant with 10+ yrs of work experience. Expertise lies in Corporate Finance, Accountancy, Management, Business Strategy, Treasury, Valuations, Acquisitions as well as IR.



**Mr. Raymond Simkins**  
Non-Executive Director  
Non-Independent Director



**Mr. Hormazdiyaar Vakil**  
Non-Executive,  
Independent Director



**Mr. Maneck Davar**  
Non-Executive,  
Independent Director



**A. V. Seshadrinathan**  
Non-Executive,  
Independent Director



**Karishma Bhalla**  
Non-Executive,  
Independent Director



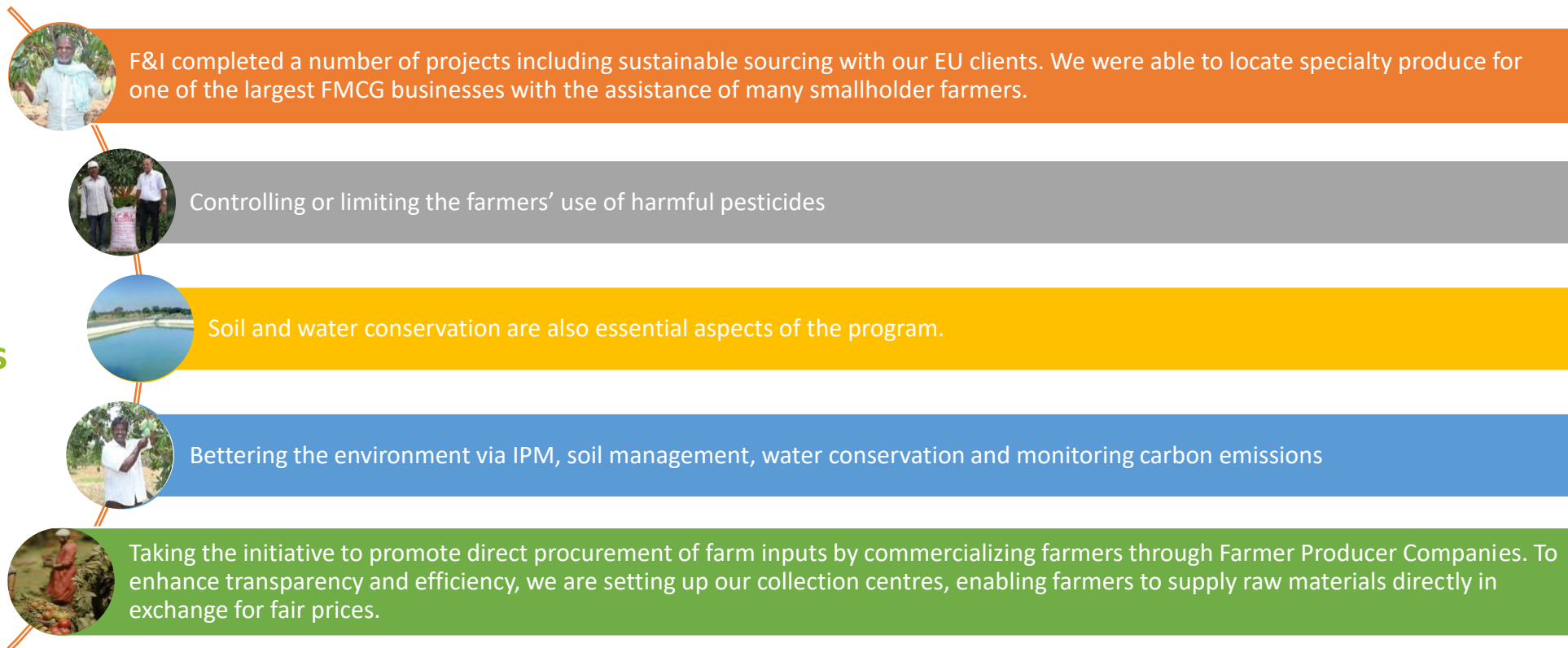
**Sanjay Naik**  
Non-Executive,  
Independent Director

# Sustainable Agricultural Initiatives

# Sustainable Agricultural Initiatives

**Sustainable agriculture entails environmental protection, responsible farm management and human and workplace rights.** We have run programs with the IDH (Sustainable Trade Initiative) of the Netherlands to help smallholder mango farmers produce more sustainably and to drive responsible mango sourcing in the region of Ratnagiri and Konkan for ~10 villages. The project addresses environmental issues such as climate impact, pesticide management, and crop traceability as well as social aspects, demonstrating our focus on holistic progress.

## Key Objectives



# Sustainable Agriculture Initiative Program – Roots to Change

## Objectives Of The Program

START OF THE PROGRAM: 2011

- Emphasizing the significance of conserving soil and water for a healthier ecosystem.
- F&I is dedicated to buying back 100% of the produce from farmers involved in the program while also improving their yield and product quality.
- Encourage collaboration among smallholder farmers to establish a sustainable value chain by sharing information and providing collective feedback on any issues.
- Encouraging small-scale female farmers to participate in the program has proven beneficial. Their motivation and ability to learn and adapt are truly inspiring. For many years, women farmers were overlooked despite being the backbone of the agricultural ecosystem in India.

## Program Potential

- In the next five years, we will cover and certify 1500+ additional farmers covering an area of over 2000+ hectares under the SAI/Rainforest Alliance platform.
- The identified areas are Ratnagiri, Raigad, Sindhudurg, Nashik, Ahmednagar, and Jalgaon in Maharashtra, Dharwad, Hangal, and Belgaum in Karnataka, Valsad-in-Gujarat, and Kapada, Annamaya, and Chittoor in Andhra Pradesh.
- Apart from fruits, we will cover vegetables such as okra, green chilli, beetroot, butternut squash and zucchini under this programme.
- We have partnered with **Biospheres, a French company**, and have begun pilot projects on soil rejuvenation and enhancing biodiversity.
- We have partnered with **AXA Climate, French & Indian teams** to study the impacts of climate change over the next 25 years on agricultural produce in specific areas.
- We have committed to procuring 100% sustainable certified produce from the farmers in this program.



# Sustainable Agriculture Initiative Program – Roots to Change

## CHALLENGES ADDRESSED BY THE PROGRAM

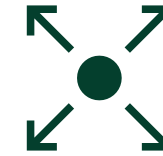
- The socioeconomic conditions of the farmers.
- Battling adverse climatic changes with old practices, and lack of knowledge regarding modern innovative techniques in agriculture.
- Due to the shortage of labour, all agricultural activities have become difficult.



### AREA OF OPERATION

**MAHARASHTRA**  
Ratnagiri, Raigad, Jalgaon, Nashik

**ANDHRA PRADESH**  
Chittoor, Kapada, Annamayya



### TOTAL AREA COVERED (HA)

**7757.3**  
**Hectares**

## Numbers of Farmers Impacted Directly/ Registered (Last 5 years)

Years	Farmers	Expenditures (INR in Lakhs)
2019-20	627	INR 7
2020-21	730	INR 29
2019-20	775	INR 71
2020-21	988	INR 35
2020-21	1730	INR 40





# Program Impact -1

## DESCRIPTION OF INTERVENTION/PROGRAM

- F&I has carried out various customised sustainable projects for sourcing sustainable produce for its international customers.
- We are focused on developing ethical sourcing standards by providing a fair price value.
- We have committed to contributing over USD 450,000 to promote sustainable farming, including good agricultural practices, rejuvenation of soil & ecosystem, water conservation & management, access to certified produce, better management of chemical use, and support for women and young farmers.
- As of April 2024, certified over 167 mango farmers, 45 guava farmers in Western India, and 1,289 mango farmers in Southern India. All are under the Sustainable Agriculture Initiative (SAI) and Rainforest Alliance platforms. Certified 213 tomato farmers under the Unilever Sustainable Agriculture Code 2017 (SAC).

## SDGS IMPACTED BY THE PROGRAM

- Conducted regular demonstrations and training programs and provided personal assistance to farmers.
- Enhanced soil physical properties through sustainable practices.
- Reduced chemical use by 50%, improving soil health.
- Increased quality and quantity of produce.
- Reduced pest and insect attacks, supporting a healthier ecosystem.
- Lowered expenditure on farm inputs, raising profitability.
- Enabled better pricing opportunities in the fresh market, boosting farmer income.

# Program Impact -2

## Monthly Farmer Support

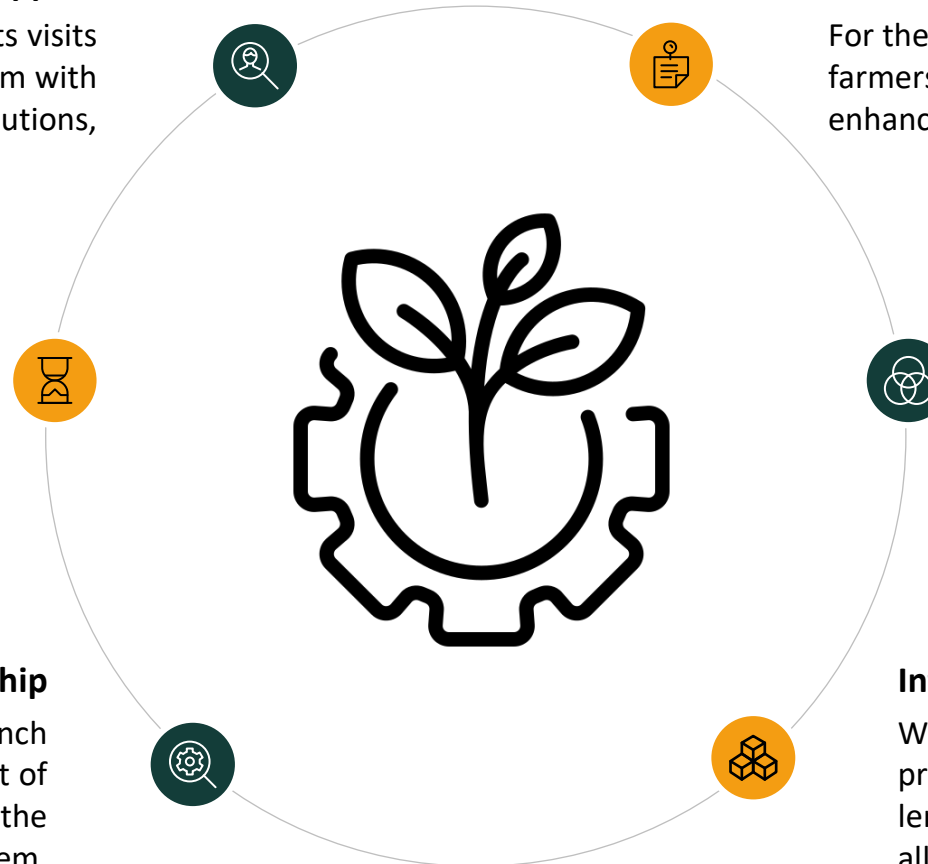
At Foods & Inns, our team of agronomists visits farmers monthly and provides them with technical assistance and solutions,

## Modern Farming Solutions

Furthermore, we have appointed agricultural scientists to visit the farms and introduce them to solutions to fight the current challenges and improve modern farming practices.

## Regenerate Agriculture Partnership

We have partnered with Biospheres, a French company that is a leader in the deployment of regenerative agriculture, to guide the improvement of the entire soil ecosystem.



## 8 Years of Equipment Support

For the last 8 years, we have provided the farmers with agricultural equipment to enhance their farming activities.

## Hygiene & Safety Initiatives

For farmers' safety and hygiene, we have provided mobile toilets on the farms fields, PPE kits, mango storage and transport crates, and water drums.

## Intercropping for Extra income

We have provided them with training programs and materials, such as black pepper, lemongrass, citronella, and turmeric. This allows them to sell in the open market for extra income throughout the year.

# Case Study

## Nisarg Cyclone Relief (2020) (North Ratnagiri & South Raigad, District, Maharashtra)



- **Challenges:** Cyclone Nisarg devastated mango, orchids, cutting off livelihoods and resources.
- **Response:** Provided food aid to 600+ villagers, trained farmers in orchard rejuvenation, distributed tools, and introduced intercropping for extra income.
- **Impact:** Farmers achieved better yields, sustainable income, and community resilience.

## Soil Improvement and Regenerative Agriculture Initiatives (Konkan, Dharwad, Valsad)



- **Challenges:** Dealing with improving soil health, pest issues, excess use of chemical pesticides and climate vulnerability.
- **Response:** Expertise partnerships for training and demonstrations to enhance soil properties through various composting techniques, introducing micro-organism cultures, regenerative farming, pest management, etc.
- **Impact:** Due to the reduction in the use of chemicals, the quality and quantity of crops have improved. Better soil quality has led to more robust immune systems in plants and trees, which can fight pests and insects naturally and adapt to climate changes

# Annexure

# Annual Profit & Loss

Consolidated (Rs Cr)	FY21	FY22	FY23	FY24	3 YR CAGR (%)
Revenue from Operations	371	632	996	1,020	
Other Income	11	6	6	7	
<b>Total Income</b>	<b>381</b>	<b>639</b>	<b>1,002</b>	<b>1,027</b>	<b>39%</b>
Raw Material Costs	227	481	791	757	
Changes in inventories	16	-69	-90	-46	
Purchases of Stock-in-Trade	1	0	0	0	
Employee Expenses	23	31	40	42	
Other Operating Expenses	81	139	159	147	
<b>EBITDA</b>	<b>32</b>	<b>57</b>	<b>102</b>	<b>127</b>	<b>58%</b>
<i>EBITDA Margin (%)</i>	<i>8.50%</i>	<i>8.87%</i>	<i>10.15%</i>	<i>12.37%</i>	
Depreciation	12	13	14	16	
Finance Cost	14	19	28	46	
Share of Profit of Joint Venture & Associate	0	-1	-1	0	
Exceptional Item	0	0	5	0	
<b>Profit Before Tax</b>	<b>5</b>	<b>24</b>	<b>65</b>	<b>65</b>	<b>135%</b>
Tax Expenses	2	8	17	28	
<b>Profit After Tax</b>	<b>4</b>	<b>15</b>	<b>48</b>	<b>37</b>	<b>110%</b>
<i>PAT Margin (%)</i>	<i>1.03%</i>	<i>2.40%</i>	<i>4.74%</i>	<i>3.59%</i>	

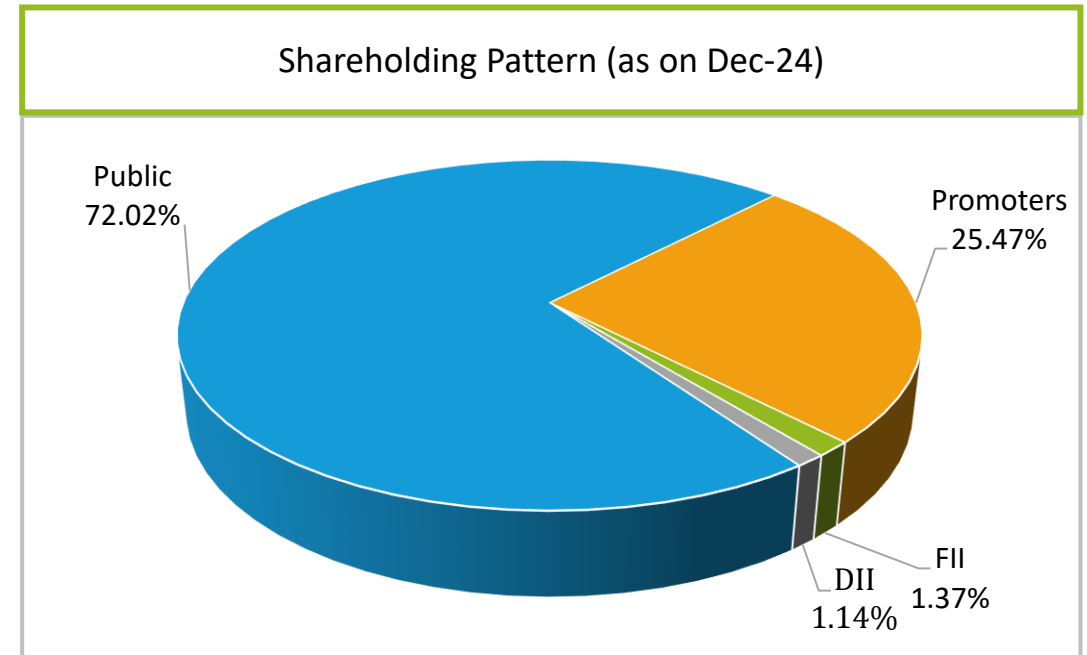
## Balance Sheet Highlights

Liabilities (Rs Cr)	Mar-21	Mar-22	Mar-23	Mar-24	Sep-24
<b>Total Equity</b>	<b>182</b>	<b>197</b>	<b>312</b>	<b>399</b>	<b>514</b>
Share Capital	5	5	5	6	7
Other Equity	177	192	307	393	506
<b>Non-Current Liabilities</b>	<b>13</b>	<b>51</b>	<b>59</b>	<b>94</b>	<b>94</b>
Borrowings	13	51	57	80	84
Provisions	0	1	1	1	1
Deferred tax liabilities	0	0	2	13	9
<b>Current Liabilities</b>	<b>232</b>	<b>326</b>	<b>440</b>	<b>534</b>	<b>845</b>
Borrowings	151	171	282	388	386
Lease Liability	0	1	4	1	3
Trade Payables	63	130	124	94	377
Provisions	1	1	2	2	2
Other Financial Liabilities	6	9	23	18	22
Current tax liabilities	0	4	1	10	14
Other Current Liabilities	10	9	4	22	39
<b>Total Liabilities</b>	<b>427</b>	<b>574</b>	<b>811</b>	<b>1,027</b>	<b>1452</b>

Assets (Rs Cr)	Mar-21	Mar-22	Mar-23	Mar-24	Sep-24
<b>Non-Current Assets</b>	<b>160</b>	<b>211</b>	<b>256</b>	<b>308</b>	<b>344</b>
Plant, Property & Equipment	113	111	156	232	241
Right of use of Assets	0	8	5	1	14
Capital WIP	18	55	61	39	54
Intangible Assets	13	13	13	13	13
Financial Assets	5	8	14	15	16
Deffered Tax Assets	9	10	0	0	0
Other Non-Current Assets	2	5	8	8	6
<b>Current Assets</b>	<b>267</b>	<b>363</b>	<b>555</b>	<b>719</b>	<b>1108</b>
Inventories	133	209	333	384	661
Financial Assets	111	120	187	250	184
Current Tax Assets	4	4	9	10	10
Other Current Assets	19	30	27	75	252
<b>Total Assets</b>	<b>427</b>	<b>574</b>	<b>811</b>	<b>1,027</b>	<b>1452</b>

# Share Price Information

Capital Market Information (as of 05-Feb-25)	
BSE/NSE Code	507552   INE976E01023
CMP (Rs)	105
Market Cap (Rs Cr)	775
Shares (#)	7,31,18,534
Face Value (Rs)	1.00



## Let's Connect



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