

Chaman Lal Setia Exports Ltd.

(A Govt. Recognised Star Export House)

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CIN No. : L51909PB1994PLCO15083

ISO 22000 : 2005
Certified Co.

11.02.2025

To

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

Scrip Code: 530307

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

Symbol: - CLSEL

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

Dear Sir,

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.clsetl.in

Kindly take the above document on record and acknowledge.

Thanking You

Yours Faithfully

For Chaman Lal Setia Exports Limited

Rajeev Setia Digitally signed by Rajeev Setia
Date: 2025.02.11 11:05:09
+05'30'

(Rajeev Setia)

Joint Managing Director & CFO

DIN :- 01125921

ENC: AS ABOVE

RICE MILLS
Kaithal Road,
Karnal.
Tel : 0184-2990758

Visit us at :
www.clsetl.in

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Chaman Lal Setia Exports Ltd.

Investor Presentation – Q3 & 9M FY25

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Table of Content

01. Quarterly Performance Highlights

02. About Us

03. Business Overview

04. Export Market Overview

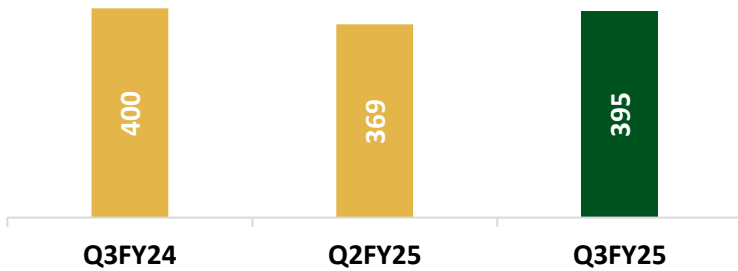
05. Annual Financial Highlights



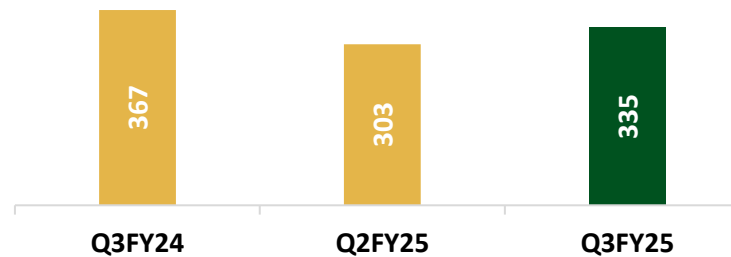
01.
Q3 & 9M FY25
PERFORMANCE
HIGHLIGHTS

Key Performance Charts - Q3 & 9M FY25

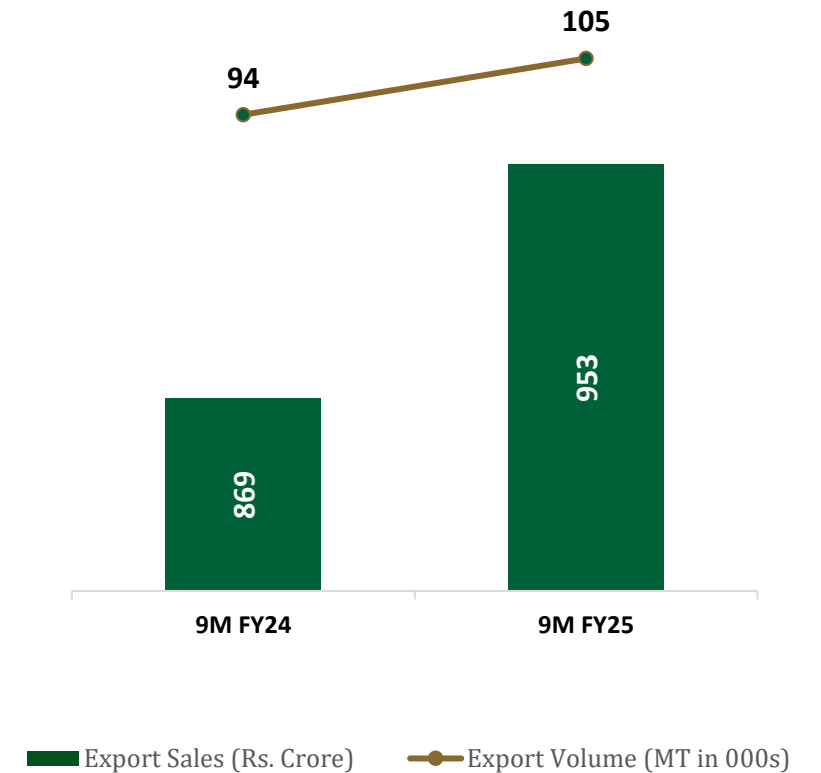
Revenue (Rs. Cr.)



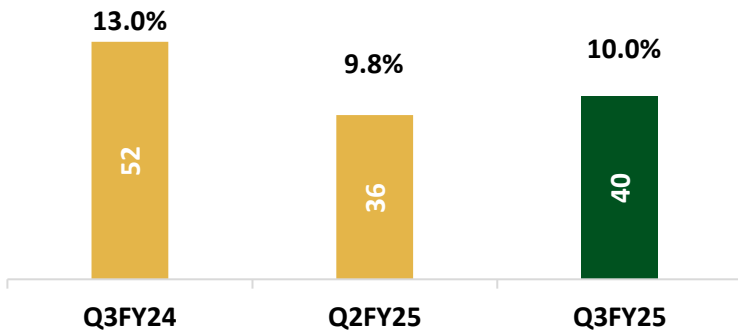
Export Revenue (Rs. Cr.)



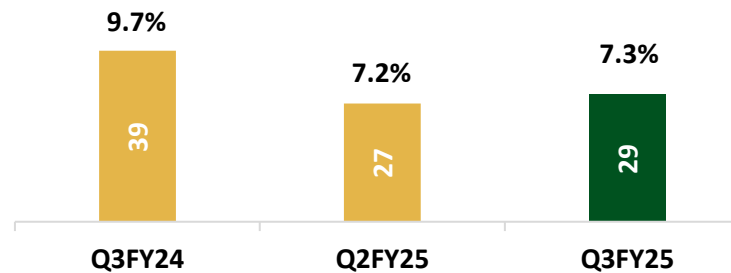
Export Sales & Volume



EBITDA (Rs. Cr & Margin %)



PAT (Rs. Cr & Margin %)



Quarterly Income Statement

Q3 & 9M FY25

Particulars (INR Cr.)	Q3FY25	Q2FY25	Q3FY24	9MFY25	9MFY24
Net Sales	395.3	369.4	400.1	1,127.6	972.1
Cost of Goods Sold	302.1	287.9	313.3	883.8	755.2
Gross Profit	93.2	81.5	86.8	243.7	216.9
Gross Margin (%)	23.6%	22.1%	21.7%	21.6%	22.3%
Employee Expenses	4.6	4.2	4.1	13.2	11.3
Other Expenses	49.1	41.3	30.6	122.8	79.3
EBITDA	39.5	36.1	52.0	107.7	126.3
EBITDA Margin (%)	10.0%	9.8%	13.0%	9.6%	13.0%
Other Income	2.8	2.4	4.0	6.8	7.8
Depreciation	1.8	1.5	1.8	4.8	4.7
Profit Before Interest & Tax	40.5	37.0	54.2	109.7	129.4
Interest	1.8	1.3	2.6	5.1	5.8
Profit Before Tax	38.7	35.7	51.6	104.7	123.6
Tax	9.7	9.0	12.9	26.3	31.2
Net Profit	29.0	26.7	38.7	78.3	92.4
PAT Margin (%)	7.3%	7.2%	9.7%	6.9%	9.5%
EPS (Reported) (Rs.)	5.83	5.55	7.49	15.75	17.87



02.

ABOUT US

our company

CLSEL at a Glance



Since **1974**
(~50 Years)



300+
Private Label
Brands



Exports to **90+**
Countries



Flagship Brand



3 star
Export House



Largest
Private Label Exporter



37%
Shareholders CAGR
return in last 10 years



82,500 MT
Warehouse
Capacity



660 MT/
Day Processing



440+
Distributors
across Globe



13%
(Last 10 Years
CAGR Sales
Growth)

Journey



Key Management



Mr. Vijay Kumar Setia

Chairman & Managing Director



Mr. Rajeev Setia

Joint Managing Director & CFO



03.

BUSINESS OVERVIEW

Business Model:

Fully 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

Product Portfolio



Basmati Rice

Maharani Supreme Basmati Rice



Basmati Rice

Maharani Basmati Rice 1121



Basmati Rice

Maharani Classic Reserve Basmati Rice



Basmati Rice

Maharani Rice suitable for Diabetics



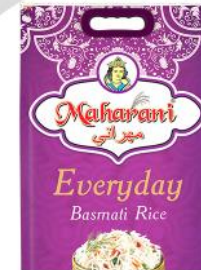
Basmati Rice

Maharani Royal Basmati Rice (Golden Sella)



Basmati Rice

Maharani Brown Basmati Rice



Basmati Rice

Maharani Everyday Basmati Rice



Processing & Warehousing Infrastructure

100% of products manufactured locally

Karnal
Sales –95%
Manufacturing, processing and packaging

Gandhidham
Sales –5%
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

12 Dryers
330 MT/day

Packing Plants
13

Warehousing
82,500 MT

Our infrastructure



Marketing Campaigns

Indus Foods 2025



Gulfood Dubai 2024



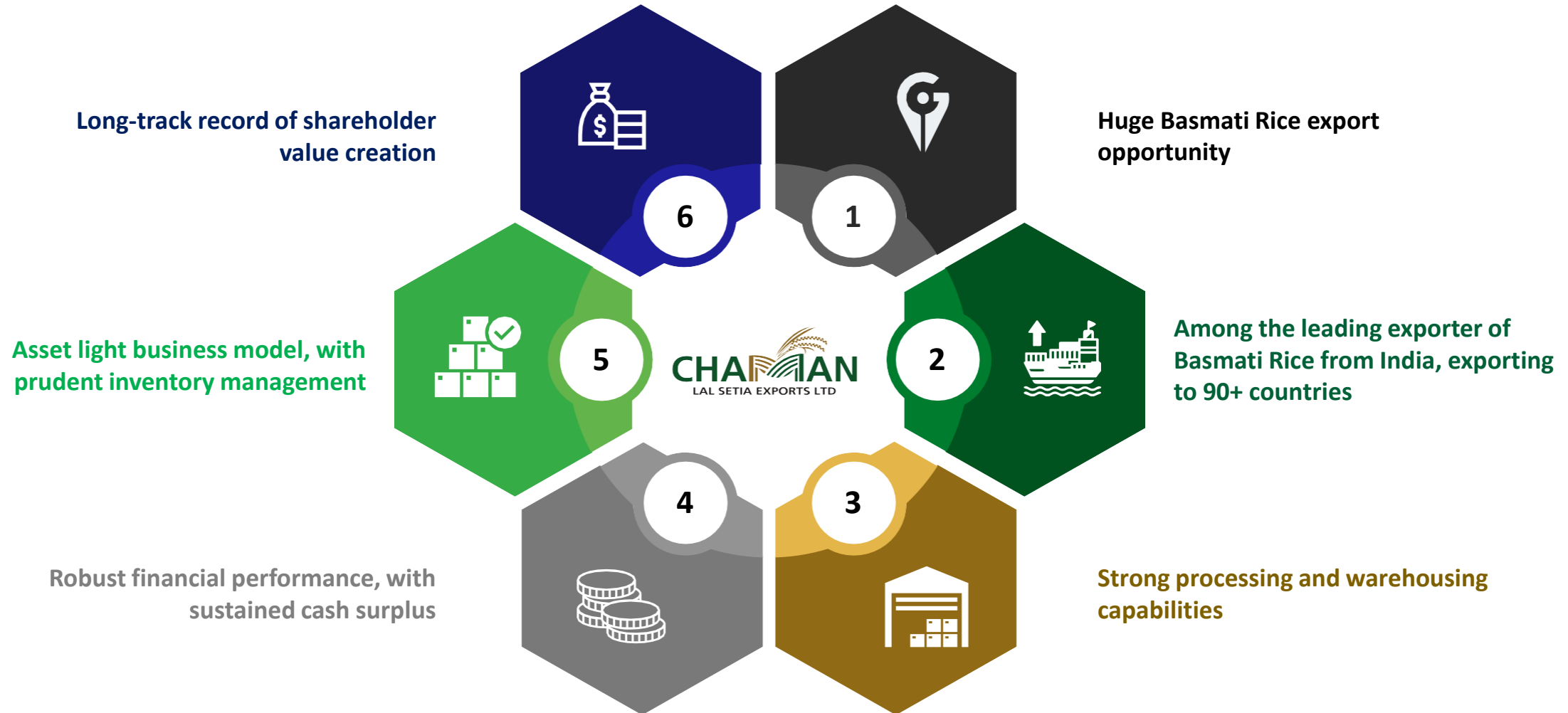
Thaifex Anuga 2024



Agro Pack Iraq Erbil 2023



Company Strengths





04.

EXPORT MARKET OVERVIEW

Leading Basmati Rice Exporter

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



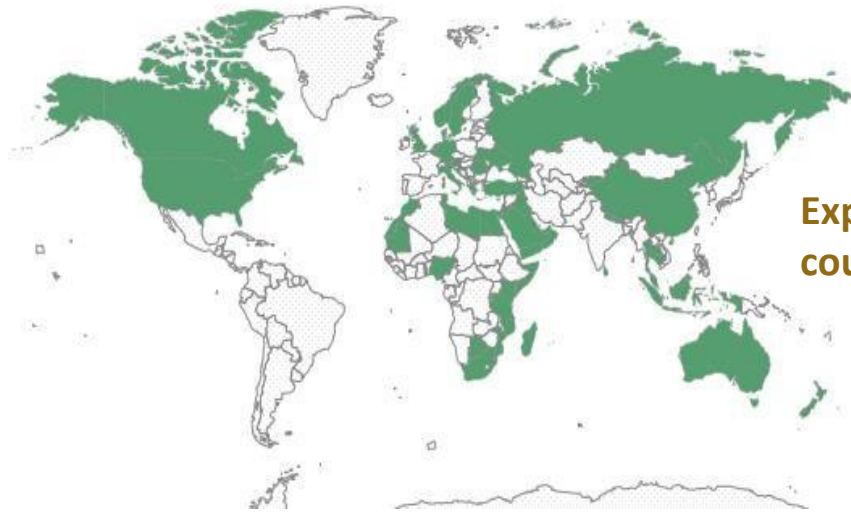
Recognized as a 3 Star Export house



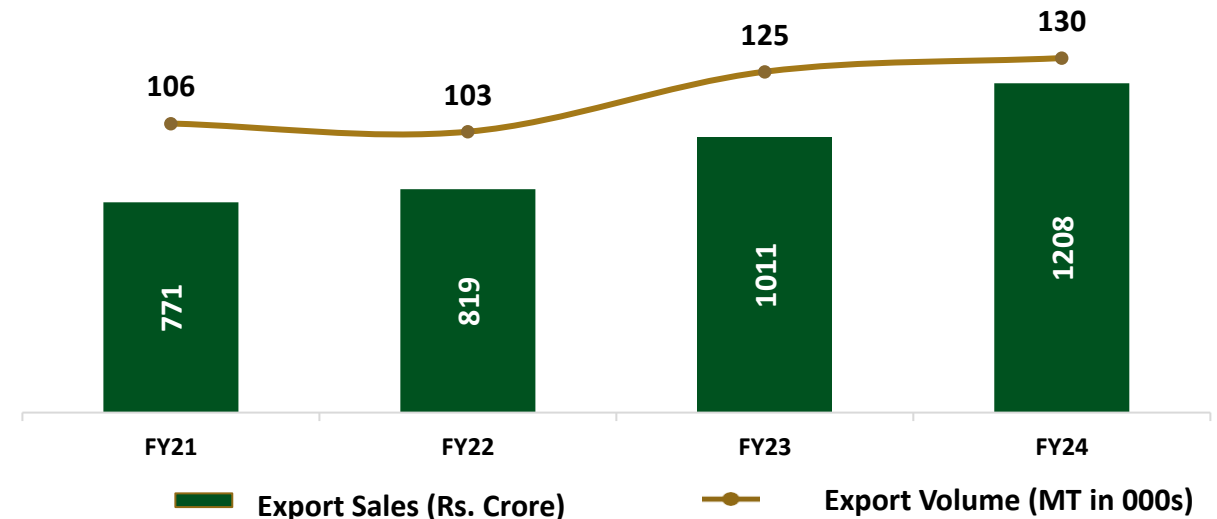
440+ distributors with average relationship of ~15 years



Exports contributes ~87% of revenues



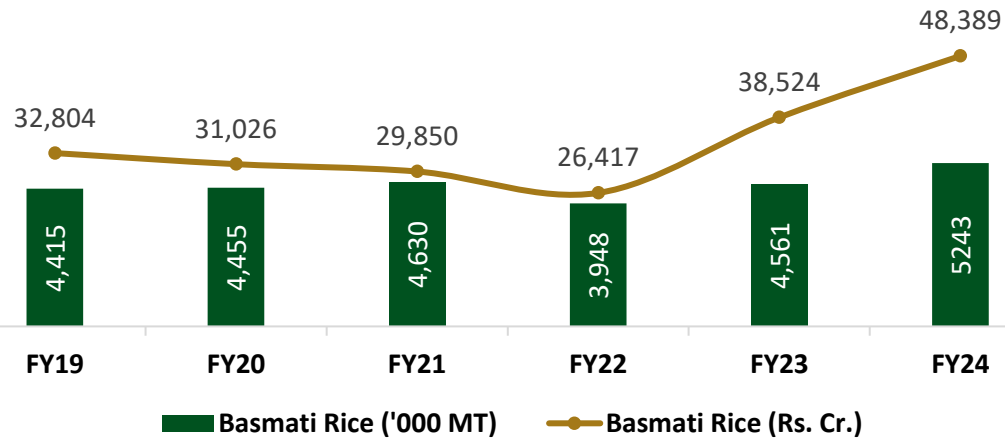
Exports to 90+ countries



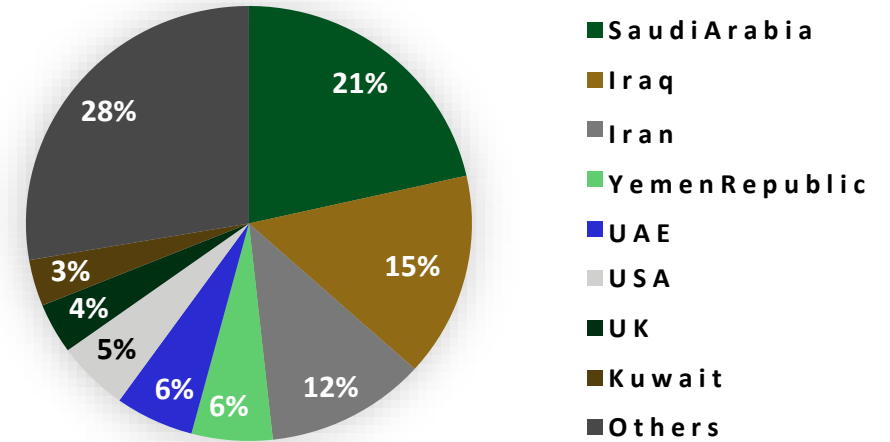
*Exports sales and volumes including China were at Rs. 1,210 cr. and 168,000 MT respectively

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.

Source: APEDA, as of March 2024

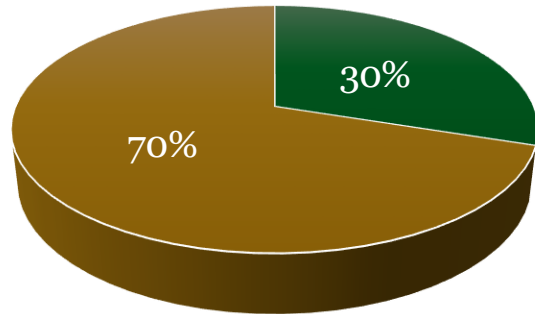


05.
ANNUAL
FINANCIAL
HIGHLIGHTS

Prudent inventory management, Leading to superior cash conversion cycle

Asset Light model with lower inventory risk

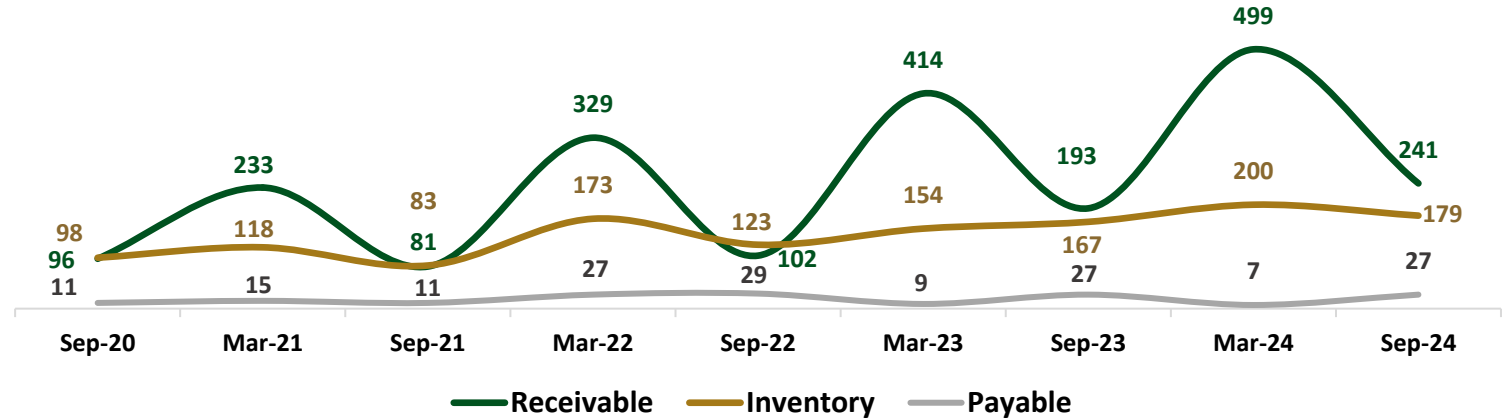
■ Paddy to FG ■ Semi-finished to FG



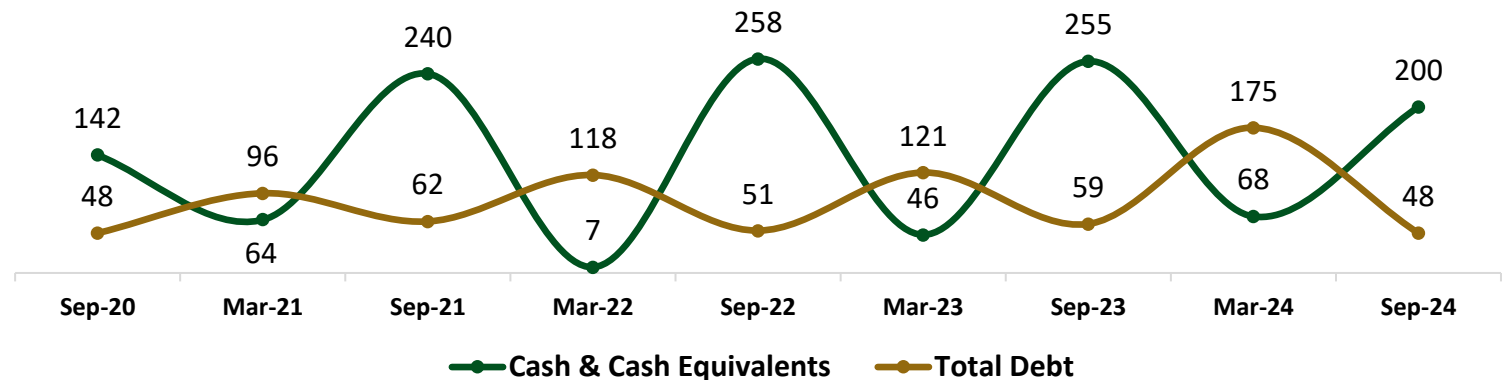
- Majority of the production is through procurement of semi-finished rice and conversion to finished rice (mostly requiring Sortex), keeping the overall processing cycle short, and the company remaining relatively asset light.
- Inventory holding remains moderate as the company does not engage in ageing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

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

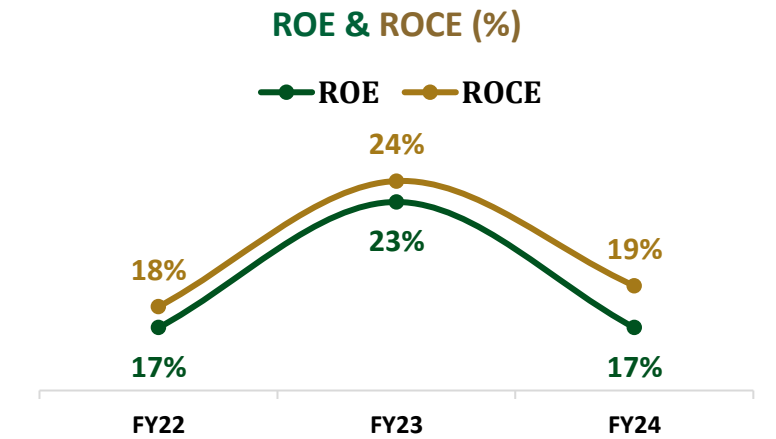
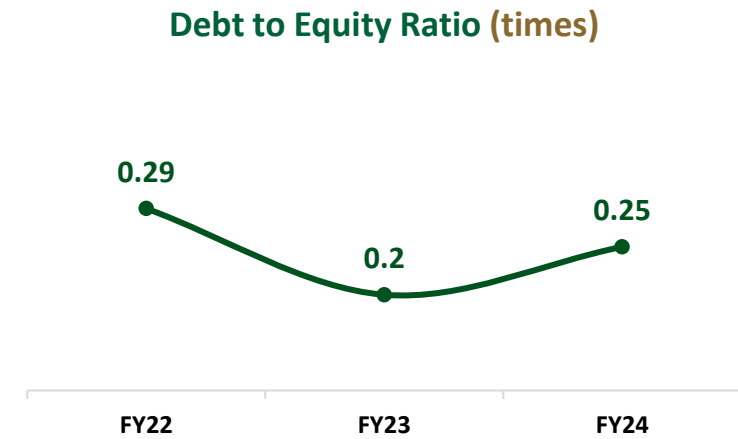
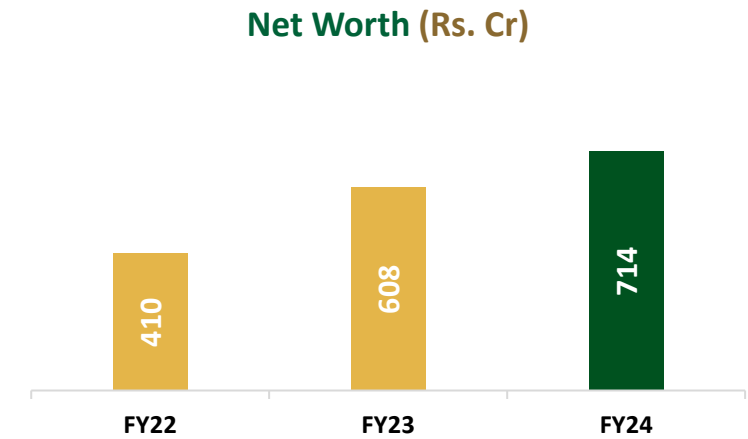
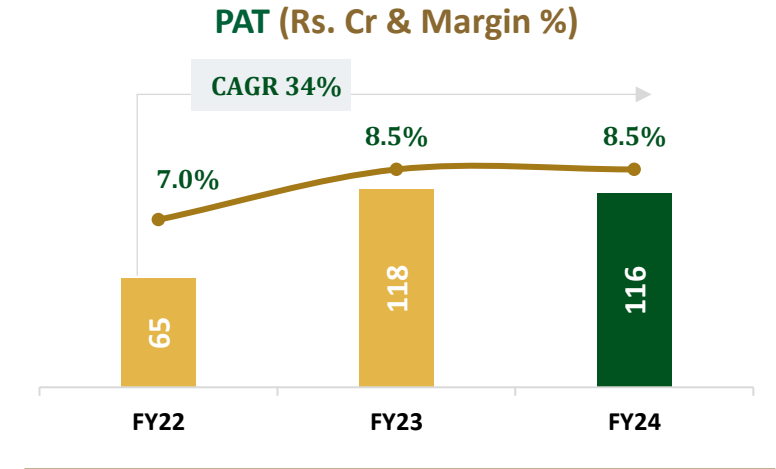
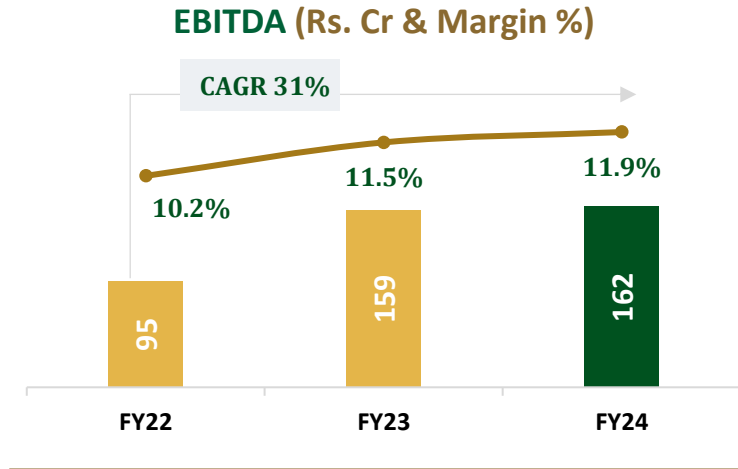
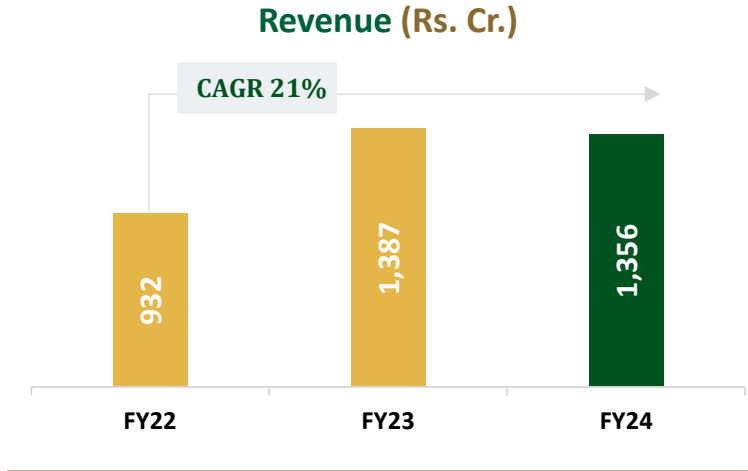
Asset Light Model with lower Inventory Risk



Total Debt and Cash (Rs. Crore)



Key Annual Financial Charts



Annual Income Statement

Particulars (INR Cr.)	FY20	FY21	FY22	FY23	FY24
Net Sales	797.7	851.5	932.5	1,387.3	1,355.6
Cost of Goods Sold	593.5	588.0	684.3	1,058.4	1,051.9
Gross Profit	204.2	263.5	248.2	329.0	303.8
Gross Profit Margin (%)	25.6%	30.9%	26.6%	23.7%	22.4%
Employee Expenses	11.3	11.1	12.7	15.0	17.7
Other Expenses	113.9	134.5	140.3	155.1	124.2
EBITDA	79.0	117.9	95.2	158.9	161.9
EBITDA Margin (%)	9.9%	13.8%	10.2%	11.5%	11.9%
Other Income	2.7	3.3	3.9	11.5	9.6
Depreciation	4.9	5.1	5.3	5.9	7.1
Profit Before Interest & Tax	76.8	116.1	93.8	164.5	164.4
Interest	6.7	6.5	6.8	7.3	9.9
Profit Before Tax	70.1	109.7	87.0	157.2	154.5
Tax	17.7	27.7	22.1	39.5	38.9
Net Profit	52.5	82.0	65.0	117.7	115.6
PAT Margin (%)	6.6%	9.6%	7.0%	8.5%	8.5%
Earnings Per Share (Reported) (Rs.)	10.15	15.86	12.57	22.76	22.36

Annual Balance Sheet

Particulars (INR Cr.)	FY23	FY24	H1FY25
Equity & Liabilities			
Equity			
Equity Share Capital	10.3	10.3	9.9
Reserves and Surplus	598.1	703.6	665.1
Capital Redemption Reserve	-	-	0.4
Total Equity	608.5	714.0	675.4
Non-Current Liabilities			
Long term Borrowings	49.5	56.2	44.8
Deferred Tax Liability	1.5	1.6	1.7
Total Non-Current Liabilities	51.1	57.9	46.4
Current Liabilities			
Short-term Borrowings	71.1	118.8	2.8
Trade Payables	8.6	7.3	26.7
Other Current Liabilities	17.0	17.7	27.9
Short-term Provisions	61.8	78.8	94.9
Total Current Liabilities	158.5	222.6	152.3
Total Equity & Liabilities	818.0	994.4	874.2

Particulars (INR Cr.)	FY23	FY24	H1FY25
Non-Current Assets			
Property, Plant and Equipment	132.8	142.8	149.3
Intangible Assets	0.1	0.1	1.0
Capital Work in Progress	8.8	5.3	0.1
Other Non-Current Assets	0.3	0.3	0.4
Total Non-Current Assets	141.9	148.6	150.7
Current Assets			
Inventories	414.4	499.4	178.8
Current Investments	0.1	0.1	1.4
Trade Receivables	153.9	199.6	240.8
Cash & Cash Equivalents	30.1	50.9	0.1
Other Bank Balances	15.3	16.3	199.6
Loans	0.6	0.7	7.0
Other Current Assets	61.5	78.6	95.8
Total Current Assets	676.0	845.8	723.4
Total Assets	818.0	994.4	874.2



THANK *you!*

Chaman Lal Setia Exports Ltd.

Company Secretary

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