

CIN No.: L51909PB1998PLC050300  
Mob.: +91-9435046554, 9876434000

# ANMOL INDIA LTD.

Web : [www.anmolindialtd.com](http://www.anmolindialtd.com) | Android : [www.goo.gl/DCvQ6Q](http://www.goo.gl/DCvQ6Q)

16<sup>th</sup> August, 2021

To The Listing Department <b>National Stock Exchange of India Ltd</b> Exchange Plaza, C-1, Block G Bandra Kurla Complex, Bandra (E) Mumbai- 400051  NSE Scrip Code: ANMOL	To The Deputy Manager Corporate Services Department <b>Bombay Stock Exchange Limited</b> 25 <sup>th</sup> Floor, P J Towers Dalal Street, Fort Mumbai- 400001  BSE Scrip Code: 542437
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**Sub: Disclosure under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

Dear Sir/ Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investors Presentation on unaudited Financial Results for Quarter ended 30<sup>th</sup> June, 2021.

We request you to take the same on your records.

Thanking You,

Yours Faithfully,  
For Anmol India Limited

*Parabhjot Kaur*

Parabhjot Kaur  
Company Secretary & Compliance Officer  
M. No. A26715



Encl: As Above

**REGD OFFICE:**

IInd Floor, 2/43, B-Block  
Aggar Nagar, Ludhiana  
Punjab-141001  
Ph.: 0161-4503400

**BRANCH OFFICE:**

Office No. A-24, Kutch Archade, Ground Floor  
Survey No. 234, By 1 and 235, Mithi Rohar  
Gandhidham, Kutch, Gujarat-370201  
GST: 24AADCA3712DIZE  
M: +91-99786-33197

**BRANCH OFFICE:**

1, New Grain Market,  
Kapurthala, Punjab-144601  
GST: 03AADCA3712D1ZI  
Ph.: 0182-2237600



# INVESTOR PRESENTATION Q1 FY 2021-22

# ANMOL INDIA LTD AT A GLANCE

- Anmol India Ltd was Established in 1998 as a coal trading company and today has evolved into an **End-to-End Coal Supply chain management** company with focus on **technology**.
- Long Running Operations (23 Years)
- Huge Client Base. More than 1000+ clients and long standing relationship with majority of the bigger clients
- Sizeable Market Share in USA Coal
- **Rs 696.58 Crore** Total Revenue in **FY-2020-21**
- **Rs 9.89 Crore** PAT in **FY 2020-21**
- **Rs 308.69 Crore** Total Revenue in **1<sup>st</sup> Quarter of FY-2021-22**
- **Rs 5.92 Crore** PAT in **1<sup>st</sup> Quarter of FY-2021-22**
- No Bad Debts since last decade.

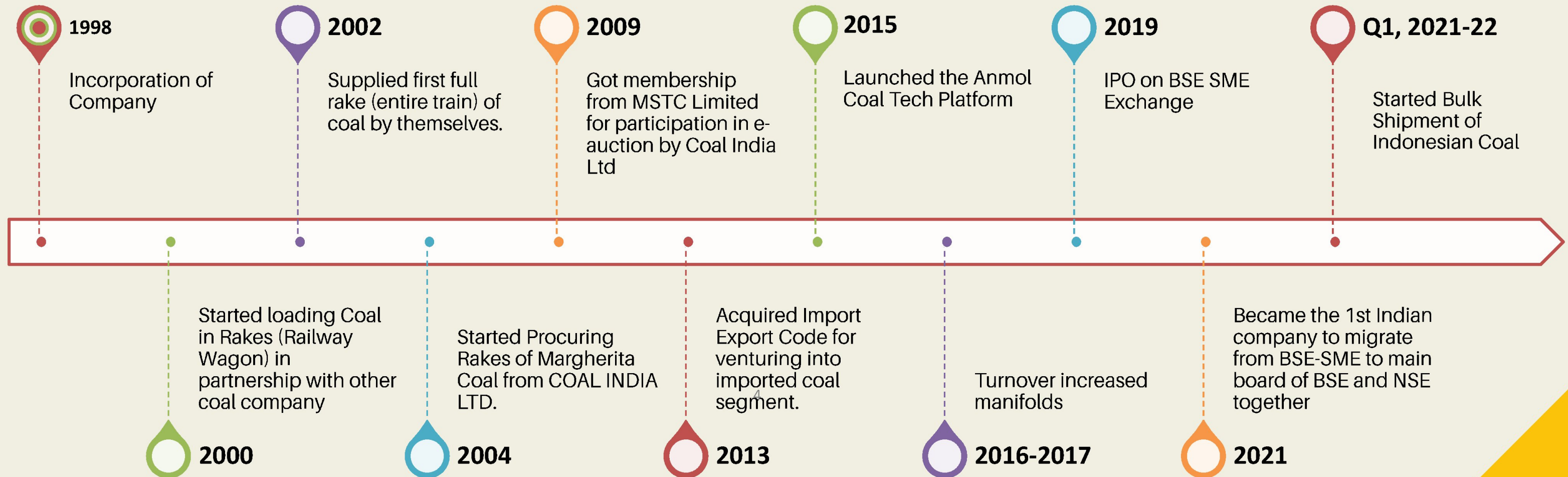


# USP OF ANMOL

- Company is focusing on achieving End to End supply chain management in the best possible way. We are proud to say that we are one of the very few coal company who have been able to achieve this. **From procuring coal from overseas in quantum of One lakh tons per shipment to delivering that coal to factories of the end users in quantum of 35 tons per cargo, Anmol India does it all.**
- Unique Mix of Customer : **70% Trader** and **30% End user**. Traders help in advance booking, risk mitigation and quick inventory turnover. End user help in better margin and inventory turnover in bearish market
- Robust internal and external **technological platform** help in **demand forecasting at individual customer level.**
- Huge client base and long established relationships <sup>3</sup>
- Significant market share in USA Coal
- Committed and agile team with deep sector experience and domain expertise.
- Well established research team which carefully scrutinizes and gathers relevant data that can affect the sales, demand, price of the commodities it deals in.



# ANMOL INDIA TIMELINE



# STRONG Q1 FY 2022



## Key Highlights of FY 2020-21

- Standalone Revenue: Rs. **696.58 Crore** (grew 25.25% YoY)
- Standalone PAT: Rs. **9.88 Crore**
- Average Return on Equity: **28.56%** compared to 16.47% in previous FY
- Basic EPS: **9.52** (FY20: 4.35 )
- Crossed 1 million MT quantity in coal trading
- Approx 15% New clients added
- Added new products of Domestic coal to our portfolio of offerings

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## Key Highlights of Q1 FY 2021-22

- Standalone Revenue: Rs. **308.69 Crore** (grew 40% QoQ)
- Standalone PAT: Rs. **5.92 Crore** (grew 64.71% QoQ)
- Basic EPS: **5.21** (grew 50% QoQ)
- Began Importing Bulk Shipment of Coal from Indonesia

# ANMOL COAL PLATFORM

## Leveraging our robust technological platform

- Instant communication with clients through broadcast.
- User behavior monitoring helps in getting repeat sales.
- Generates more than 1000 inquiries per year.
- Anmol Coal platform is part of technological suit of the company and connected with proprietary internal Anmol CRM.
- Company is focusing on redesigning Anmol Coal platform into complete supply chain management solution where in coal's order can be taken and logistical support can be provided along with other value added services.
- Data gathered as such will become a major asset for the company.



# MANAGEMENT

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- ▶ **Mr. Vijay Kumar**  
Managing Director & CFO. Industry Expert with an experience of 36 years. Founder of the company
- ▶ **Mr. Chakshu Goyal**  
Executive Director: an ISB, Hyderabad Graduate. He has Experience of 6 years
- ▶ **Mr. Tilak Raj**  
Director: Head of Retail Sales
- ▶ **Mr. Sahil Aggarwal**  
Director: Head of Accounts
- ▶ **Mrs Neelam Rani**  
Director
- ▶ **CA Prerna Goyal**  
Wife of Chakshu Goyal. She is a qualified CA and internal auditor of the company.





# DERISKING BUSINESS

- By passing the dollar risk to traders as much as possible.
- By Selling in advance to traders, a major chunk of the stock as soon as it is shipped from dispatch port risk is mitigated.
- By following the principle of supply chain management, we are adding the benefit of coordination and collaboration with trucking and transport companies, vendors and suppliers. It has also improved our Company's system responsiveness to the actual customer's requirements which further reduces risks.
- Good Mix of Customer (70% wholesale traders and 30% end user). End users help in inventory turnover in bearish market. Also End user provide better margins
- Demand forecasting on individual customer level.

# OUR VISION

## **GEOGRAPHICAL EXPANSION**

Currently the company supplies from Gujarat Ports to North Indian States. We will continue to establish supply from various other ports to PAN India.

## **TO ENHANCE RETURN ON EQUITY**

Focus of Company is to boost return on equity and return ratios.

## **TO HAVE AN INTERNATIONAL PRESENCE**

To emerge as a global player in the energy sector committed to provide energy security to the country by procuring coal at best prices and deliver the same to market.

## **INNOVATION IN TECH ENABLED SUPPLY CHAIN**

We intend to improve our supply chain even more and develop such a robust technological supply chain stack so that when introducing new commodities we can have the same competitive edge as Coal.

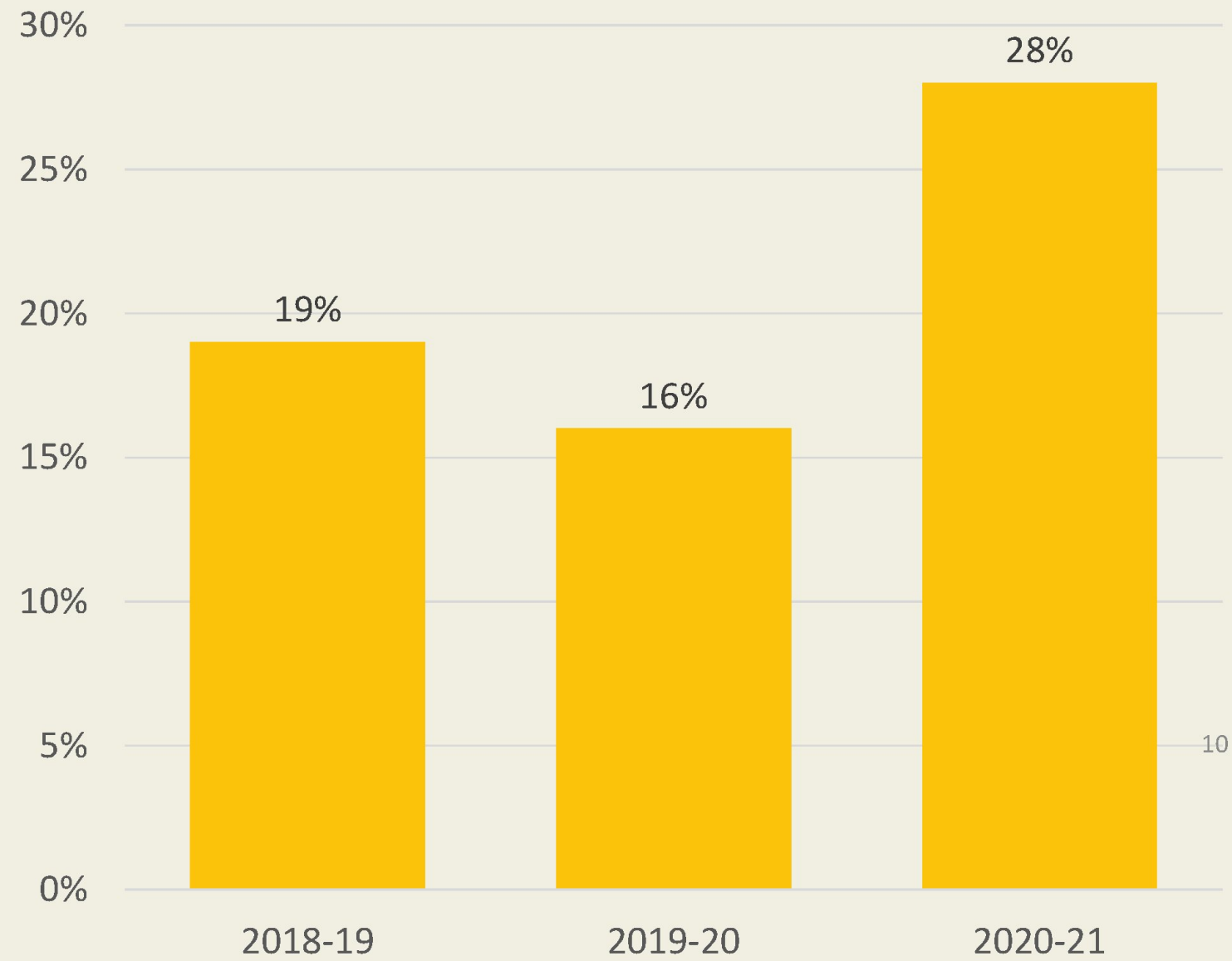
## **ADDING NEW COMMODITIES**

Having Established proper supply chain we intend to use it to add more commodities to our portfolio. Currently we are targeting Coking Coal as our next big goal.

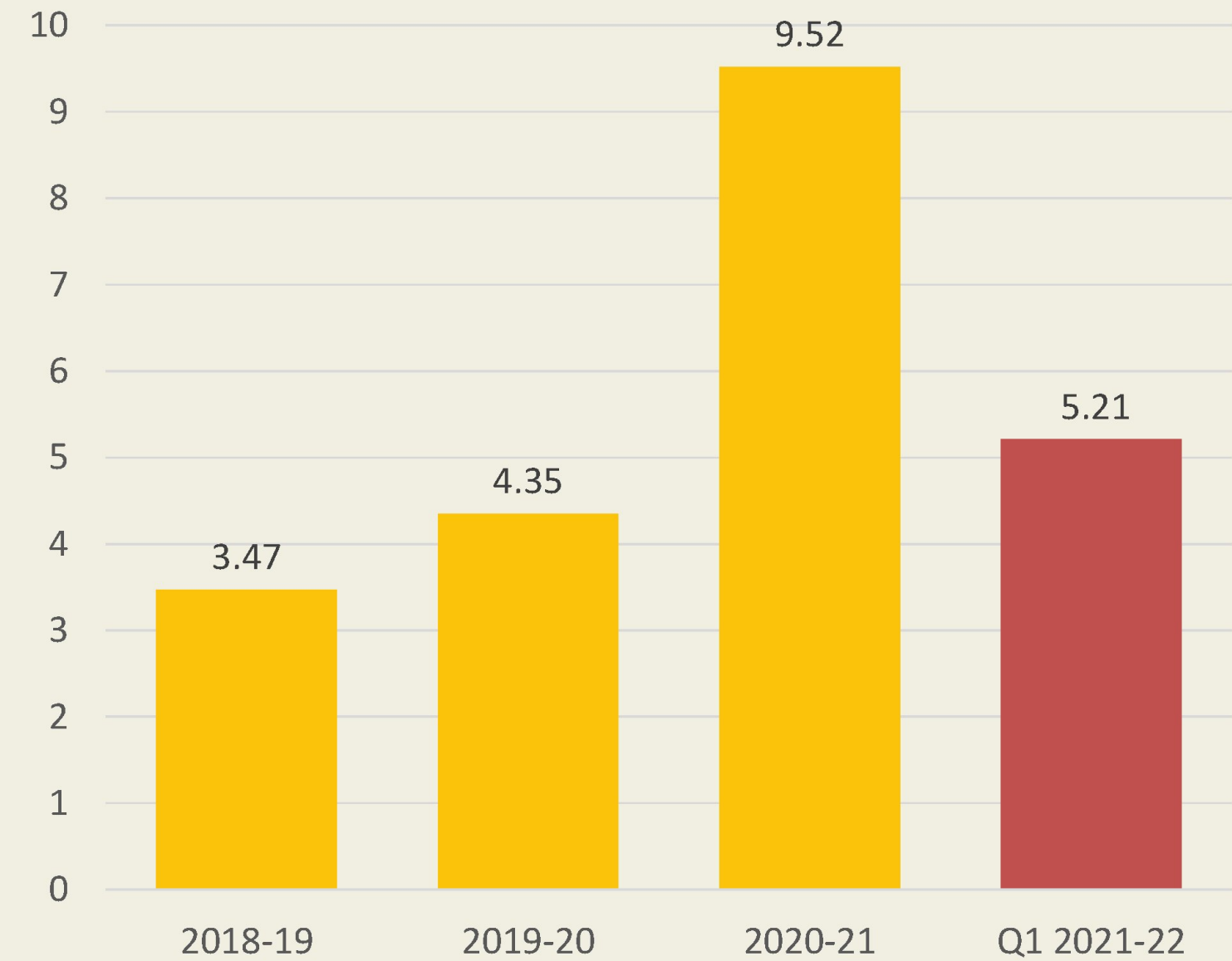
## **BUILDING AND LEVERAGING ON OUR BRAND NAME**

We plan to leverage on our "ANMOL" brand name to further increase our sales of Coal. To increase the brand awareness of our brand, we intend to advertise in trade publications and provide updated information on our products and services on our website.

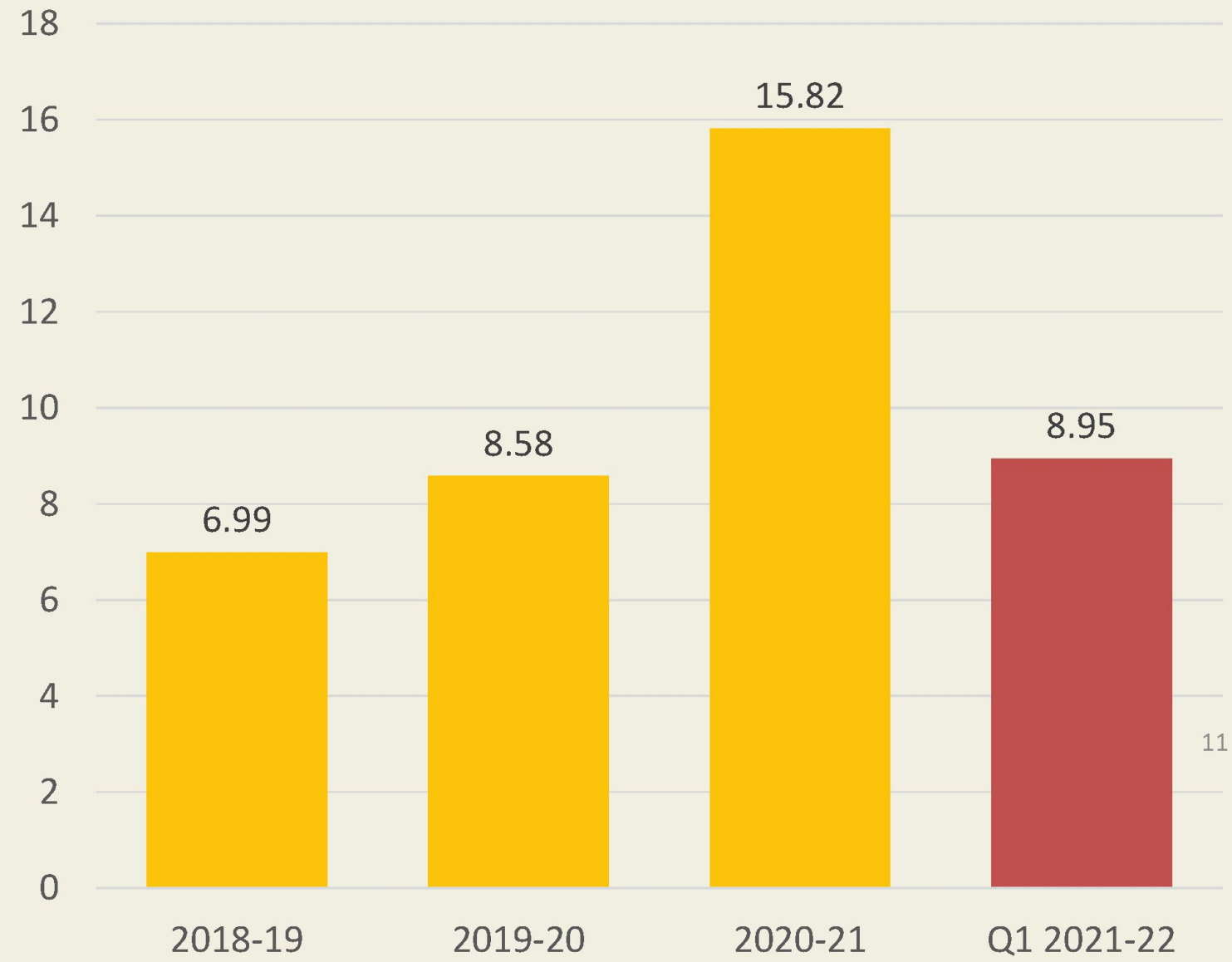
## Average Return on Equity



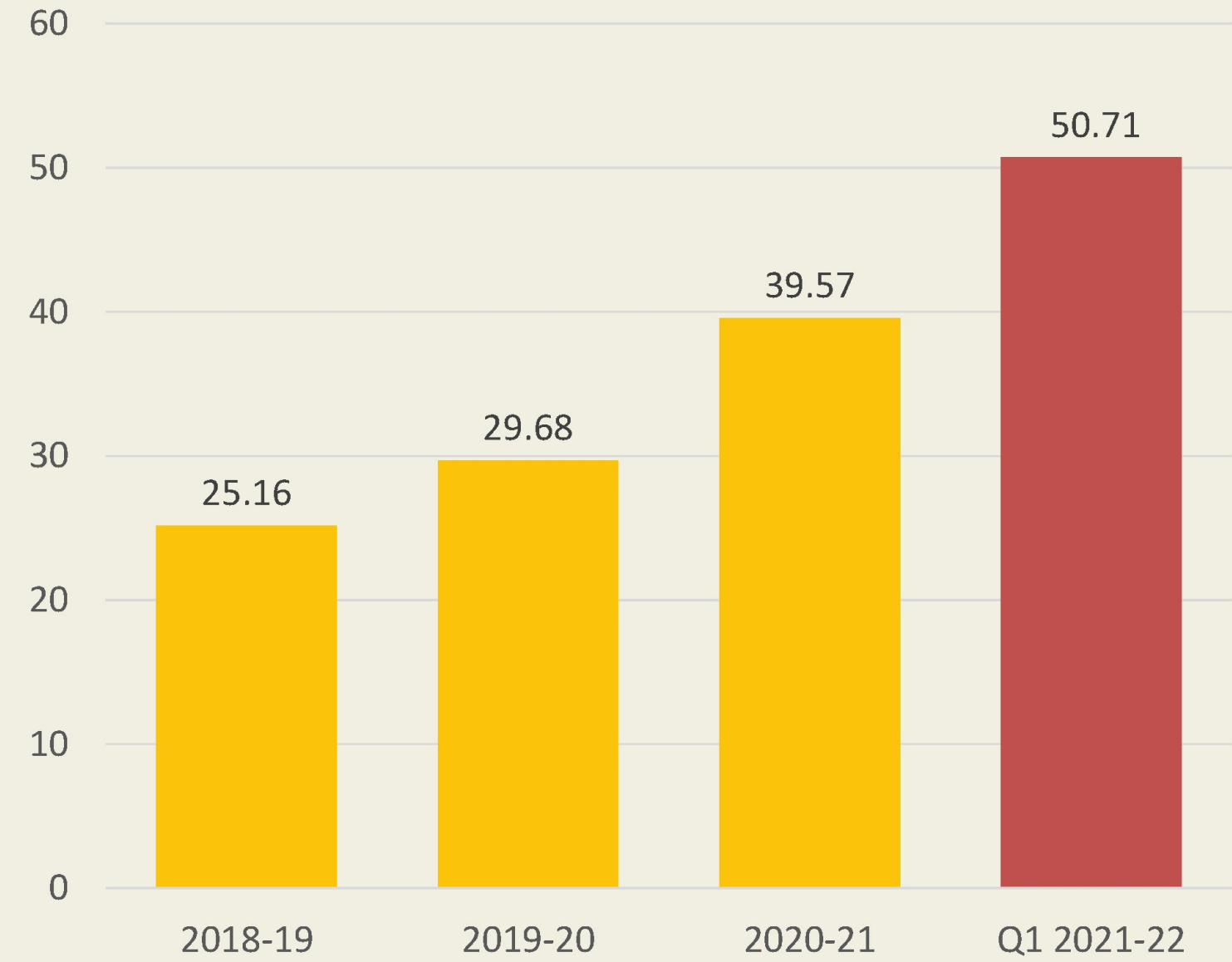
## EPS (Rs.)



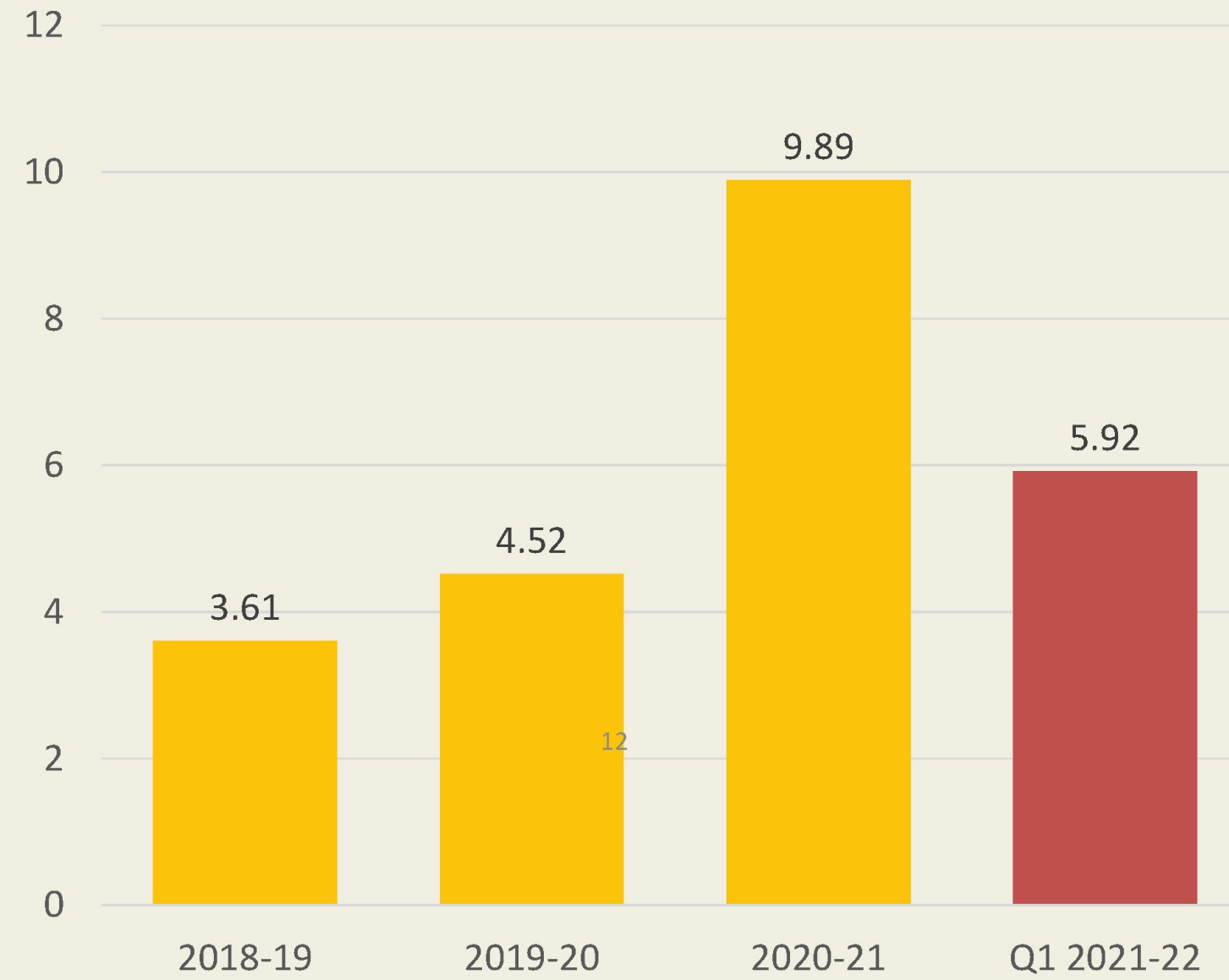
## Standalone EBITDA (Rs. In Crore)



## Networth (Rs. In Crore)



## Standalone PAT (Rs. In Crore)



# COVID PROOF GROWTH

- All our systems have worked un-hindered even during second wave in this COVID-19 crisis as technology helped to enable remote working for our employees with similar productivity.
- Since Coal is an essential commodity, Sale of Coal was not restricted during COVID
- We didn't avail any moratorium from Banks. All LC payments were made on time and no LC extension was requested. All interest payments were made on time. During COVID being able to maintain such cash flow in such a capital intensive business was possible due to our extensive financial planning and speedy cash flow.
- We made significant growth even during COVID
- Technology played important role in supply chain planning during COVID.
- We would like to assure our stockholders that our underlying fundamentals remain firmly intact, due to strong handhold across our business segments.

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