



# HMA AGRO INDUSTRIES LTD.

(STAR EXPORT HOUSE RECOGNISED BY GOVERNMENT OF INDIA)

CIN No. : L74110UP2008PLC034977

Date: May 30, 2024

<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 year ended March 31, 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 year ended March 31, 2024.

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

You are requested to take the above intimation on record and acknowledge the receipt.

Thanking You

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

NIKHIL  
SUNDRANI  
Date: 2024.05.30  
19:09:24 +05'30'

Digitally signed  
by NIKHIL  
SUNDRANI  
Date: 2024.05.30  
19:09:24 +05'30'

**Nikhil Sundrani  
Company Secretary and Compliance Officer**

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# **HMA AGRO INDUSTRIES LIMITED**

**EARNINGS PRESENTATION**

**Q4FY24 | FY24**

# Safe Harbour Statement

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# About Us

HMA Group is one of the largest manufacturer and exporter of Frozen Boneless Buffalo meat, Seafood, Pet Food, Rice, and Finished leather from India with export volume worth of approximately USD 0.5 billion and Recognized as Star Export house in this Segment by the Government of India. It's our Generation created business having experience of more than 6 decades in this field. HMA Group has its presence in 5 Indian states e.g., Uttar Pradesh, Punjab, Haryana, Rajasthan and Maharashtra with 8 facilities .

We religiously follow all international and national quality, hygiene, and manufacturing practices desired by the Food Industry e.g., ISO standards (ISO 9001, ISO 14001, ISO 45001, ISO 22000), HACCP, FSSC 22000 V5.1, BRC, GMP, GHP and all legal compliances with respect to Environment, Factories, Food Safety, and Export. Our sincere dedication towards environment has been appreciated by Ministry of Environment as in last one-decade HMA Group has planted almost 4 lack plants across India and also pledged to plant more than one lack plants by 2023. In export front, we export our quality products to more than 49 nations in 5 continents under the aegis of HMA Agro Industries Limited. Our most loved brands by the esteemed customers are Black Gold, Kamil, and HMA. We generate employment to more than 25000 task forces by direct and indirect mode of employment. HMA Group has also diversified its business in the field of export of Pet Food by the brand name of Darling pets, Fish, Vegetables and Fruits export under the identity of Fresh Gold, and coming up Rice business by the name of Green Gold. HMA Group is always vigilant to explore all available avenues to sense the scope of concrete diversification. HMA group had set a target to facilitate export revenues USD 1 billion.

As India's promising consumer ecosystem has bolstered its attraction to as a emerging consumer market, HMA group played a balancing act in frozen food segment and attracted forex worth USD 0.5 billion with immense zeal and pleasure to present brand India on global map.

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**Thank You**



# HMA GROUP OF COMPANIES

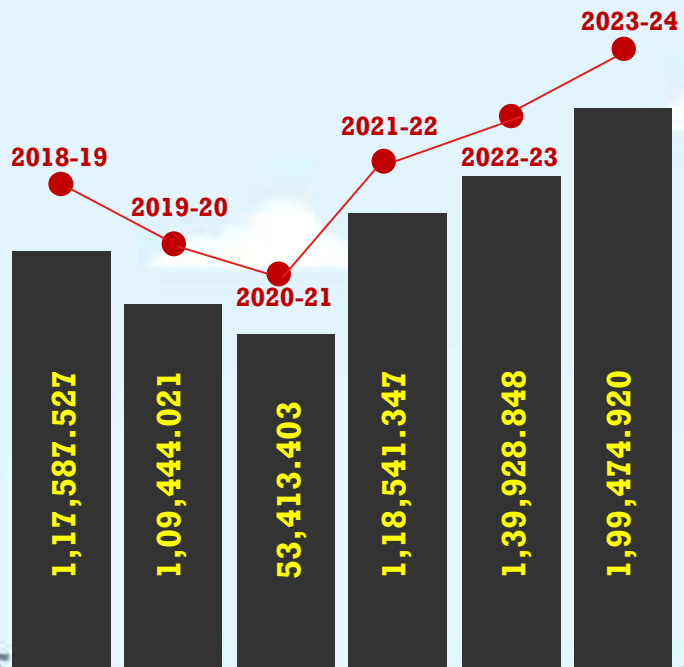
(STAR EXPORT HOUSE RECOGNISED BY GOVERNMENT OF INDIA)

**HMA GROUP IS ONE OF THE LARGEST FOOD TRADE ORGANIZATIONS**

Document No.: HMA/GP/BR/01, Rev. No.: 07, Rev. Date: 23/12/2023, Issue No.: 07, Issue Date: 23/12/2023



## Company Overview & Operational Highlights

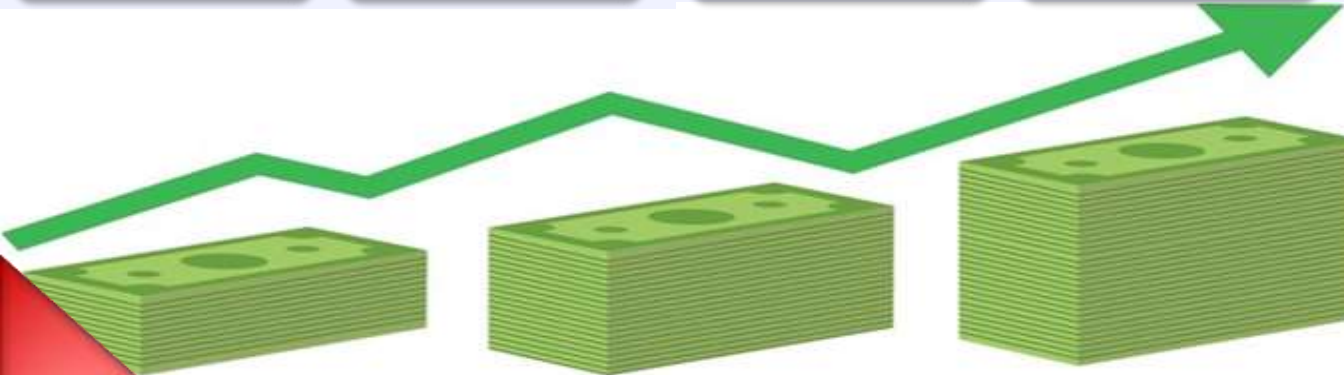


Export Performance Quantity in Metric Tons

# Financial Overview Q4FY24 & FY24



# Earning Presentation Q4FY24 & FY24





# Management Commentary



## Mr. Gulzar Ahmad (Chairman & Whole Time Director)

### Commented on the financial results:

We are delighted to report a strong increase in revenue for the fiscal year 2023-2024, reflecting our company's resilience and strategic initiatives. While the global economic environment posed significant challenges, including rising raw material costs and geopolitical tensions, our team has demonstrated exceptional capability in navigating these obstacles.

We are committed to optimizing our operations and exploring innovative solutions to enhance our profitability. As we move forward, we are confident that our strategic investments and focused execution will drive sustainable growth and deliver long-term value to our stakeholders.

"The company remains dedicated to delivering excellence and upholding its commitment to its customers, employees, and investors.

**HMA Agro Industries Limited.**

# Q4FY24 | FY24 Standalone Basis

Figure In Million

## Q4-FY24 Financial Highlights

INR 13,174.05 Mn Income from Operations	INR -166.96 Mn EBITDA	-1.27% EBIDTA Margins
INR -135.63 Mn Net Profit	-1.03% PAT Margin	INR -0.27/Share Diluted EPS

## FY24 Financial Highlights

INR 46,650.63 Mn Income from Operations	INR 1,630.22 Mn EBITDA	3.49% EBIDTA Margins
INR 1,106.92 Mn Net Profit	2.37% PAT Margin	INR 2.24/Share Diluted EPS

# Q4FY24 | FY24 Consolidated Basis

Figure In Million

## Q4-FY24 Financial Highlights

<b>INR 13,901.40 Mn Income from Operations</b>	<b>INR 47.30 Mn EBITDA</b>	<b>0.34% EBIDTA Margins</b>
<b>INR 15.36 Mn Net Profit</b>	<b>0.11% PAT Margin</b>	<b>INR 0.02/ Share Diluted EPS</b>

## FY24 Financial Highlights

<b>INR 48,132.90 Mn Income from Operations</b>	<b>INR 1,815.31 Mn EBITDA</b>	<b>3.77% EBIDTA Margins</b>
<b>INR 1,005.84 Mn Net Profit</b>	<b>2.09% PAT Margin</b>	<b>INR 2.03/Share Diluted EPS</b>

# Quarterly Standalone Profit & Loss Statement

PARTICULARS (INR MN)	Q4FY24	Q4FY23	Y-O-Y	Q3FY24	Q-O-Q
Revenue	13174.05	8809.73	-	12159.76	-
Other Direct Income	64.77	-11.58	-	208.07	-
Total Income	13238.82	8798.15	50.47%	12367.83	7.04%
Operating Expense	-13405.78	-8283.04	-	-11749.24	-
EBITDA	-166.96	515.11	-132.41%	618.59	-126.99%
EBITDA %	-1.27%	5.85%	-712 BPS	5.09%	-636 BPS
Depreciation & Amortization	-25.19	-15.96	-	-14.04	-
Finance Cost	-24.79	-30.01	-	-23.95	-
P.B.T.	-216.94	469.14	-146.24%	580.60	-137.36%
P.B.T. %	-1.65%	5.33%	-698 BPS	4.77%	-642 BPS
Tax Expense / Saving	81.31	-118.39	-	-146.90	-
P.A.T.	-135.63	350.75	-138.70%	433.70	-131.27%
P.A.T. %	-1.03%	3.98%	-501 BPS	3.57%	-460 BPS

Q3 Indicates to Oct.-Dec., Q4 Indicates to Jan.-Mar.

(Figure in Millions)

# Yearly Standalone Profit & Loss Statement

PARTICULARS (INR MN)	Y2FY24	Y1FY23	Y-O-Y
Revenue	46650.63	31255.53	-
Other Direct Income	411.36	460.76	-
Total Income	47061.99	31716.29	48.38%
Operating Expense	-45431.77	-29733.75	-
EBITDA	1630.22	1982.54	-17.77%
EBITDA %	3.49%	6.34%	-285 BPS
Depreciation & Amortization	-61.04	-43.75	-
Finance Cost	-103.87	-101.73	-
P.B.T.	1465.31	1837.06	-20.23%
P.B.T. %	3.14%	5.88%	-274 BPS
Tax Expense / Saving	-358.39	-463.85	-
P.A.T.	1106.92	1373.21	-19.39%
P.A.T. %	2.37%	4.39%	-202 BPS

**Y1FY23 & Y2FY24 Indicates to Apr. to Mar.**

**(Figure in Millions)**

# Quarterly Consolidated Profit & Loss Statement

PARTICULARS (INR MN)	Q4FY24	Q4FY23	Y-O-Y	Q3FY24	Q-O-Q
Revenue	13901.40	8387.39	-	12517.23	-
Other Direct Income	79.04	-4.69	-	267.80	-
Total Income	13980.44	8382.70	66.78%	12785.03	9.35%
Operating Expense	-13933.14	-8011.60	-	-12025.52	-
EBITDA	47.30	371.10	-87.25%	759.51	-93.77%
EBITDA %	0.34%	4.42%	-408 BPS	6.07%	-573 BPS
Depreciation & Amortization	-60.72	-107.54	-	-101.92	-
Finance Cost	-28.72	-39.93	-	-35.25	-
P.B.T.	-42.14	223.63	-118.84%	622.34	-106.77%
P.B.T. %	-0.30%	2.67%	-297 BPS	4.97%	-527 BPS
Tax Expense / Saving	57.50	-121.34	-	-131.32	-
P.A.T.	15.36	102.29	-84.98%	491.02	-96.87%
P.A.T. %	0.11%	1.22%	-111 BPS	3.92%	-381 BPS

Q3 Indicates to Oct.-Dec., Q4 Indicates to Jan.-Mar.

(Figure in Millions)

# Yearly Consolidated Profit & Loss Statement

PARTICULARS (INR MN)	Y2FY24	Y1FY23	Y-O-Y
Revenue	48132.90	32092.19	-
Other Direct Income	486.82	468.72	-
Total Income	48619.72	32560.91	49.31%
Operating Expense	-46804.41	-30537.28	-
EBITDA	1815.31	2023.63	-10.29%
EBITDA %	3.77%	6.31%	-254 BPS
Depreciation & Amortization	-347.76	-176.42	-
Finance Cost	-135.98	-111.68	-
P.B.T.	1331.57	1735.53	-23.27%
P.B.T. %	2.77%	5.41%	-264 BPS
Tax Expense / Saving	-325.73	-500.87	-
P.A.T.	1005.84	1234.66	-18.53%
P.A.T. %	2.09%	3.85%	-176 BPS

**Y1FY23 & Y2FY24 Indicates to Apr. to Mar.**

**(Figure in Millions)**

# Business Highlights FY23-24



**NOTE:- Profit Margin Analysis:** Despite the impressive revenue growth, the company experienced a decline in profit margins. This downturn is attributed to the increased domestic prices of raw materials and the impact of the Red Sea crisis. However, the management remains optimistic about the future and anticipates an improvement in profit margins as international conditions stabilize.

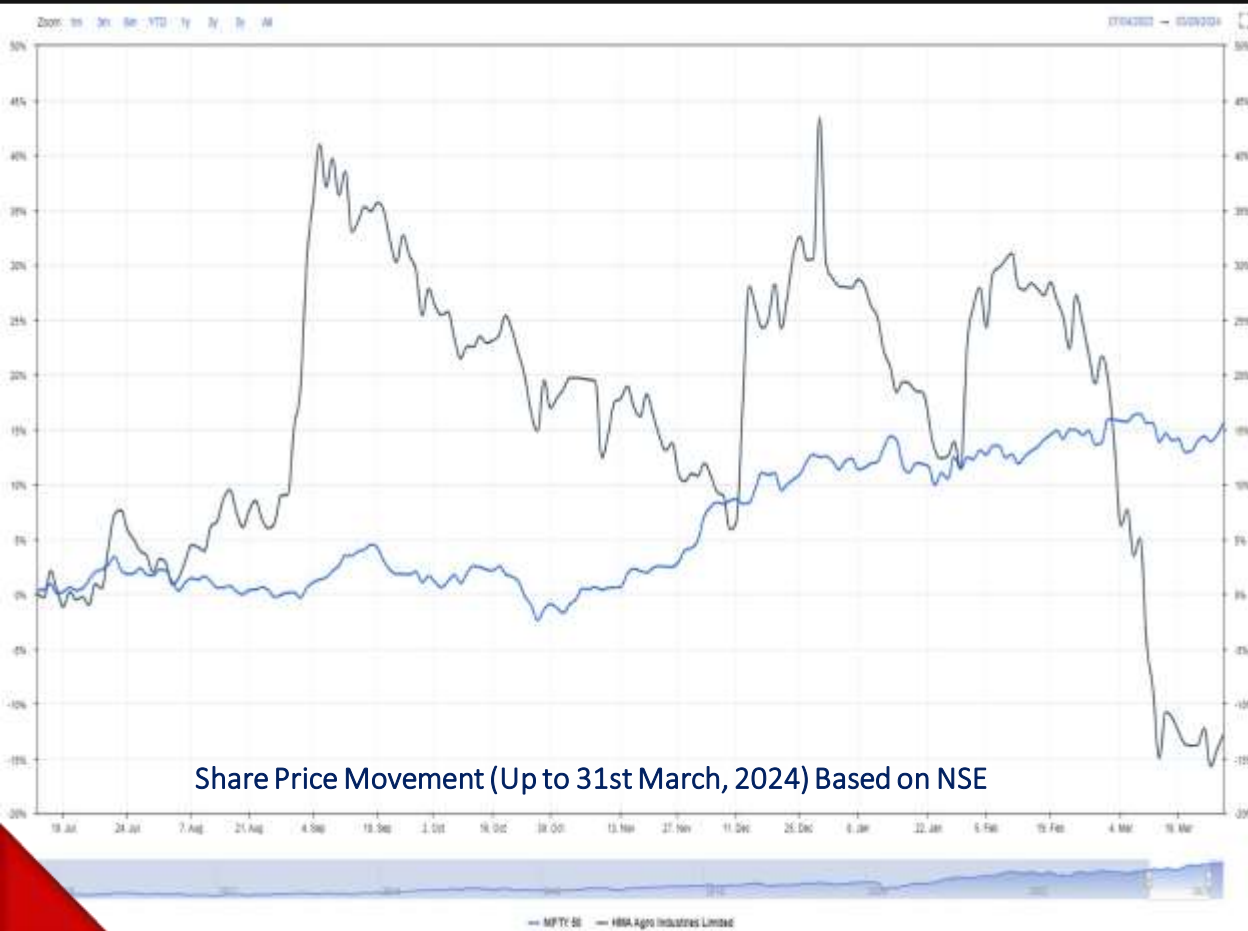


# Business Highlights Q4FY23-24



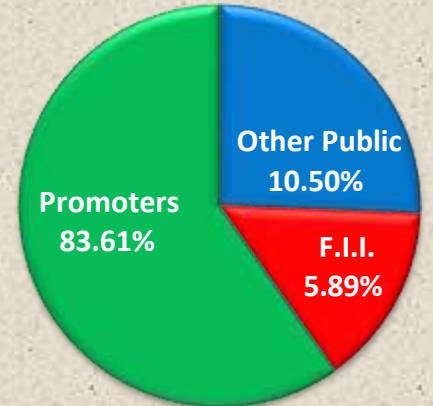
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# Capital Market Data

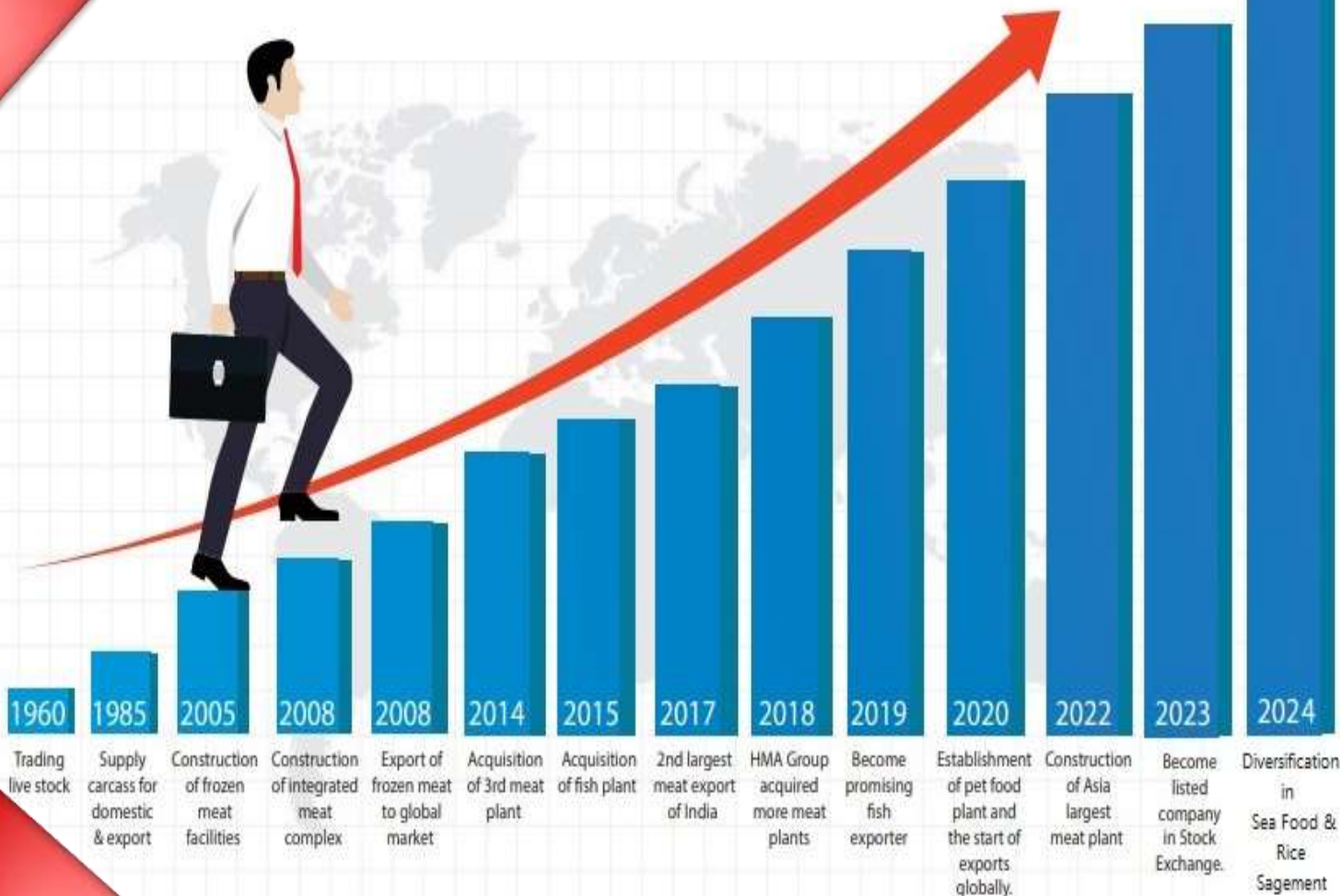


Price Data (31st March 2024 )	INR
Face Value	1.0
Market Price	50.85
52 Week H/L	84.05/48.50
Market Cap (Mn)	2,546.41Cr.
Equity Shares Outstanding (Mn)	50.07Cr.
1 Year Avg Trading Volume ('000)	<b>13,92,637.25</b>

Shareholding Pattern as on 31<sup>st</sup> March, 2024



# HMA'S Business Growth Journey



## Business Highlights

# Business Highlights

Figure In Million

## HMA Agro Industries Limited Announces Significant Increase in Revenue for FY 2023-2024

Pleased to announce its financial results for the fiscal year ending March 2024. The company has achieved a remarkable increase in revenue, demonstrating robust growth and resilience amidst challenging market conditions.

### -: Year-on-Year (Y-o-Y) Performance :-

#### On a Consolidated Basis

❖ Revenue increased from ₹32,092.19 million in March 2023 to ₹48,132.90 million in March 2024, representing a significant 49.98% growth.

#### On a Standalone Basis

❖ Revenue grew from ₹31,255.53 million in March 2023 to ₹46,650.53 million in March 2024, an impressive 49.25% increase.

# Business Highlights

Figure In Million

## HMA Agro Industries Limited Announces Significant Increase in Revenue for FY 2023-2024

Pleased to announce its financial results for the fiscal year ending March 2024. The company has achieved a remarkable increase in revenue, demonstrating robust growth and resilience amidst challenging market conditions.

### -: Quarter-on-Quarter (Q-o-Q) Performance :-

#### On a Consolidated Basis

❖ Revenue for the last quarter of March 2023 rose from ₹8,387.39 million to ₹13,901.40 million in the March 2024 quarter, marking a substantial 65.74% increase.

#### On a Standalone Basis

❖ Revenue for the last quarter of March 2023 increased from ₹8,809.73 million to ₹13,174.05 million in the March 2024 quarter, a significant 49.54% growth.



**Agra Plant**



**Mumbai Plant**



**Karnal Plant**



**Prabhani Plant**

# Processing Units



**Punjab Plant**



**Aligarh Plant**



**Mewat Plant**



**Unnao Plant**



**Manufacturing  
Excellence**

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



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

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

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





# Certificates & Lab

To achieve our aim of producing the perfect product, We have introduced Quality Management System based on International Standard ISO 9001, FSSC 22000, BRC, ISO 14001 and HACCP to ensure the production of highest quality meat with adequate built-in consumer safety. The company is also ISO 45001, GMP and GHP certified.

## State-of-The- Testing Laboratories

HMA Group has accorded highest priority to quality and therefore established stringent quality parameters and practices. To fulfill the Regulatory and Statutory requirement of the Government of India as well as that of the importing countries, a well-equipped, state of the art Laboratory is installed at all our plants which is manned by experienced and qualified professionals who carry out all required Microbiological, Parasitological, Serological and Biochemical Tests such Tests for detection of E. Coli, Salmonella, Staphylococcus, Yeast and molds are performed on a daily basis for fresh frozen and chilled meat to ensure the highest quality. Our sophisticated laboratories are ISO 9001:2015 certified and is equipped to perform all necessary tests under one roof.

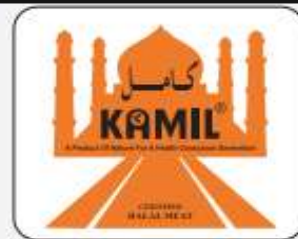




# Industry Overview



# Products & Brands



# PAN India Presence »



HMA Head Office (Agra)



**TRUSTED FOOD SUPPLY PARTNER FOR ITS CLIENT IN MORE THAN 50 COUNTRIES AND COUNTING .**



Top 5 Exports Markets

**Egypt**

**Vietnam**

**Malaysia**

**Saudi Arabia**

**Iraq**

# Our Esteemed Partners Across the Globe



**Vietnam**



**Malaysia**



**Egypt**



**Saudi Arabia**



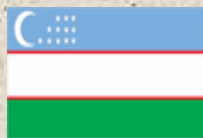
**Iraq**



**U.A.E.**



**Indonesia**



**Uzbekistan**



**Yemen**



**Oman**



**Cambodia**



**Jordan**



**Cameroon**



**Kuwait**



**Congo**



**Senegal**



**Thailand**



**Guinea**



**Singapore**



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**Bahrain**



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**China**



**Nepal**



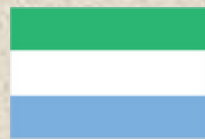
**Maldives**



**Gabon**



**Angola**



**Sierra Leone**



**Gambia**



**U.S.A.**



**Qatar**



**Malaysia**



**Libya**



**Mauritius**



**Lebanon**



**Ghana**



**Hong Kong**



**Germany**



**Italy**



**France**



**Netherland**



**Slovakia**



**Slovenia**



**Spain**



**Sweden**

# Our Promises

The foundation of this business was laid by late Mohammad Ashiq in the year 1960 in the form of live trading of Buffalo. After continuing it for about 25 years, carcass was started at the domestic and export level in the year 1985. In 2005, an integrated abattoir cum meat processing plant was established, which started operating in 2008 second integrated abattoir cum meat processing plant of HMA Group was established and started exporting meat globally. In 2014, the third integrated abattoir cum meat processing plant of HMA Group was established. HMA Group started export of fish from 2015. In 2017 HMA Group emerged as India's second largest buffalo meat exporter. HMA Group acquired more meat plants in 2018. In 2019, it strengthened its participation in fish export and. in 2020, pet food processing plant of HMA Group was established and started exporting globally, in 2022, HMA Group established and operated Asia's largest integrated slaughterhouse cum meat processing plant. In 2023, HMA Group was listed on the Indian Stock Exchange. HMA group have 6 integrated abattoirs cum meat processing plant whose capacity is about four lack tones annually. HMA Group will continue its journey in the future also.

HMA Group will leave no stone unturned to cater to your requirements and will always strive hard to meet your quantitative and qualitative expectations backed by very efficient and effective services.



# Listing on India Stock Exchange

HMA Agro Industries Limited is the listed company in Indian stock market (NSE & BSE), The shares got listed on BSE, NSE on July 4, 2023





# Fair & Exhibitions

  
**Day-1**  
Thanks to all  
our business partners  
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exhibition HCM(vietnam)



  
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# Thank You...



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