



MISHTANN

limitless happiness...☺

October 22, 2021

| | |
|--|---|
| To General Manager-Listing Corporate Relationship Department BSE Limited P.J. Towers Dalal Street, Mumbai-400001 BSE Scrip Code: 539594 | To Listing Division, Metropolitan Stock Exchange of India Limited 4 th Vibgyor Tower, Opp. Trident Hotel, Bandra-Kurla Complex, Mumbai-400098 MSE Symbol: MISHTANN |
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Dear Sir/Madam,

Sub: Investors Presentation for Quarter ended September 30, 2021

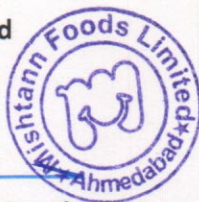
Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investor Presentation for the quarter ended September, 2021.

Kindly take the same on record.

Thanking you,

Yours faithfully,

For Mishtann Foods Limited



Hiteshkumar Gaurishankar Patel

Managing Director

DIN: 05340865

Encl: A/a



MISHTANN FOODS LIMITED

REGISTERED OFFICE:

PLANT:



MISHTANN

FOODS LIMITED

limitless happiness...😊

I ❤️ RICE



Disclaimer

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, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of the Presentation. This Presentation may not be all inclusive and may not contain all 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 contain statements regarding the Company's market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company's ability to successfully implement its strategy, the Company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company's market preferences and its exposure to market risks, as well as other risks. The Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation.

Thoughts from Management

Mishtann Foods Limited (MFL) as a Corporate has always been in sync with the entire agriculture community of the Country. As Basmati Rice (Grade 1121) is the only commodity that the company has been dealing with till now, creating a sync with the agriculturists was *sine qua non* for the Company.

In the last 6 years, the Company has created a relationship with the community which has organically grown over the period. The Agricultural Markets of Kota, Baran, Boondi, Sirsa, Jalalabad, Mandideep, Anta, Ratlam, Neemuch, Mandsaur, Jawra, Fazilka, Ferozepur, Talawadi, Karnal, Sonapat, Panipat, Kurukshetra, Ambala Moga, Amritsar, Pathankot in the states of Punjab, Haryana, Rajasthan, Madhya Pradesh have continuously contributed to the Raw Material procurement of the Company through farmers based in these markets.

There are around 150 Farmers in the State of Rajasthan who are Directly involved with the company through contract farming. MFL has tied up with these farmers who produce exclusively for MFL. The factors of cultivation are provided to these farmers by MFL. MFL has contributed to the economic and social upliftment of these farmers through this process of contract farming. In the coming year, i.e FY 2022, and 2023, the company proposes to increase this number to 200 and 250 respectively. The benefits of contract farming for the Company are as follows-



- Ensuring better quality products as raw materials are provided by the Company;
- This also ensures lower stress on the soil as regulated/yellow pesticides are used. Lower water using crops and natural fertilizers also contribute to soil conversation;
- The synergy created between the company and the agriculturist creates trust which ensures future supply;
- The dependence also enables us to stay abreast of the agricultural developments in the country;
- Services of reputed agronomists are utilized to ensure that the latest agricultural developments reach the agriculturists and they are educated about these developments;
- MFL makes efforts to play an instrumental role in the social and economic development of the contract agriculturists.

Indirectly, the Company procures raw materials from more than 10000 farmers in the agricultural markets mentioned above. In the coming year, i.e FY 2022, and 2023, the company proposes to increase this number to 12000 and 15000 respectively. The benefits of dealing with agriculturists directly help the Company in the following manner-

- Avoidance of middlemen thereby giving higher returns to the agriculturists;
- Ensuring quality checks as the chain is shorter, and the product is directly outsourced from the producer;
- Persistent availability of quality grains which yields higher returns for the Company;
- Customer satisfaction is maximized as better quality is ensured, which in turn adds to customer retention;
- Ensuring Corporate Social Responsibility Measures which raise the economic and social standards of living of the agriculturists;
- As India is an Agrarian community, our participation contributes to national development

MFL proposes to keep contributing to the agricultural segment through its participation directly and indirectly. “Made in India” is the buzzword of the present times. MFL has always concentrated on its strong point of selling agro commodities and that too sourced from the agriculturists of these markets. We made our sincere efforts to conserve mother nature by promoting high-yielding varieties and environment-friendly methods of production.

Table of Content

 2. Business Overview

 1. Company Overview

 3. Industry Overview



Serving Meals
Serving World
Serving Smiles

 4. Financial Highlights

 5. Way Forward

Vision

To gratify millions of palates across the globe by encouraging the consumption of Mishtann products.

#harbhookkidava



A leading FMCG company in India with its preliminary focus on rich quality agro products. MFL offers pure and it grains for people of all ages and tastes, across the world. With a broad range of premium basmati rice, our products are found in almost every kitchen, from restaurants to homes.

Mishtann Foods Limited (MFL) plans to expand into the FMCG Business by introducing a basket of products. Through an aggressive Product Diversification programme, MFL aims to provide complete food solutions to its end-users.

Leading FMCG Company of India

3

State of the art
manufacturing
facilities

1100
Cr.

Market cap
as on date

10

States
presence
in India

75

Metric Tones
per hour
Processing
Capacity

45k
+

Presence
in Retailers



**MR. HITESHKUMAR GAURISHANKAR
PATEL**

He is having experience of more than a decade in the agro processing industry. He has been running the MFL successfully since its inception. He has extensive experience in this line of activity and has strong established relationships with various super stockiest, stockiest, dealers, retailers and raw material suppliers.



**MR. NAVINCHANDRA DAHYABHAI
PATEL**

Mr. Navinbhai Patel, is a B. Com Graduate and like Mr. Hitesh Patel, he has been promoter director of MFL. He will look after the production function of the company.



#strongteam



MRS. BHUMI JAYANTKUMAR GOR

she leads the humane side of the Company through its CSR activities, environmental initiatives and other social works. As an end user of our product, she provide valuable inputs about quality controls and various other improvements required. She personifies the perfect example of an entrepreneur, a consumer, and above all- a woman. MFL has always lauded the efforts of every woman, who has through various roles have contributed to the upliftment of the society. Bhumi is MFLs face when it comes to these initiatives.

MRS. ZIRAL SONI

The Company Secretary of MFL. She is the benevolent ringmaster who runs the show with a kind, but strict hand. She takes responsibility of all compliance related measures and also enlightens the Board with her inputs on economic policies, market conditions and future developments. An avid reader, who is also fond of trekking, Ziral represents the “millennial” part of India’s population. MFL admires and supports her dedication towards the cause of eradicating hunger among India’s underprivileged.

Management

Team

#strongteam



Woman Power



Food Quote of the Mishtann

**Rice is not just the
Secret of Our Energy**

**Rice is the Secret of Our
Happiness**





#STANDDIFFERENT

UNLOCKING HUNGER

LET'S SEE HOW

RAW Basmati Rice



PRISTINO



SNOWFLAKE

SELLA Basmati Rice



MAHABAT



SHAHRYAR

STEAM Basmati Rice



JACINTH



JASPER

DAL



TOOR DAL

WHEAT



BUTTON WHEAT



PORTFOLIO DIVERSIFICATION

#workingeverypossibility

Organic Products

Besan (Gram Flour)

Processed Foods/
Ready-to-eat Foods



Edible Salt

Pulses, Grams and
Peas (Legumes)

Wheat Flour and
Multi-Grain Flour

Agri-Tech Services
Providing Start-Up

PROCESS FLOW



Sourcing

- We have an established relationship with farmers, mandis and agents.
- The sourcing of grains happens through a simple 'cash and carry' model. Around 80-85% of the procurement is financed at a concessional rate from the banks.
- Throughout the process, there are multiple checks to ensure quality control.



Processing

- Our processing plant is a modern and completely automated plant with a capacity of 45 MT/hour.
- In our processing plant, we commit to the protocols for quality, efficiency enhancement and cost reduction.



Packaging

- We have a comprehensive integrated packaging and milling facility. The product packaging comes in different quantities ranging between 1 kg, 5 kg, 10 kg and 25 kg. To that end, we also undertake flexible and customised packaging depending on the kind of orders received and demand forecast.



Marketing

- We have taken up various marketing initiatives such as placement of OOH campaign hoardings in high potential areas; active social media engagement through multiple platforms such as Facebook, Twitter and LinkedIn; participation in the world's largest annual food and beverage trade show, GulFood 2020 Exhibition- Dubai amongst others.

World Outlook Rice Production & Consumption

- India rice market is projected to register at a **CAGR of 2.7%** during the forecast period (2021–2026).
- Rice production in India was 177.6 million metric tons in 2019.
- India is the second-largest rice producer in the world after China, with **more than 11.0% of the global production share**.
- The cultivation of high-yielding rice varieties such as **IR 64, CR 2301, Kudrat 5** and others, leads India as the second-largest rice producer in the world after China, with **more than 11.0% of the global production share**.
- Rice production in the country has increased by 3.5 times in the last 60 years.
- Higher demand for Indian rice from North America and European regions coupled with good climatic conditions are supporting the growth of the market. This also results in higher productivity than other Asian countries such as Thailand and Pakistan.
- Major rice-producing states in India are West Bengal, Uttar Pradesh, Andhra Pradesh, Punjab, Tamil Nadu, Odisha, and Bihar.



Q2 FY22 Operational Highlights

Rs. 125.05 Cr.

REVENUE

Rs. 6.49 Cr.

PAT

5.19%

PAT MARGIN

Revenue Growth from the previous quarter: **72.79%**

PAT Growth from the previous quarter: **85.99%**

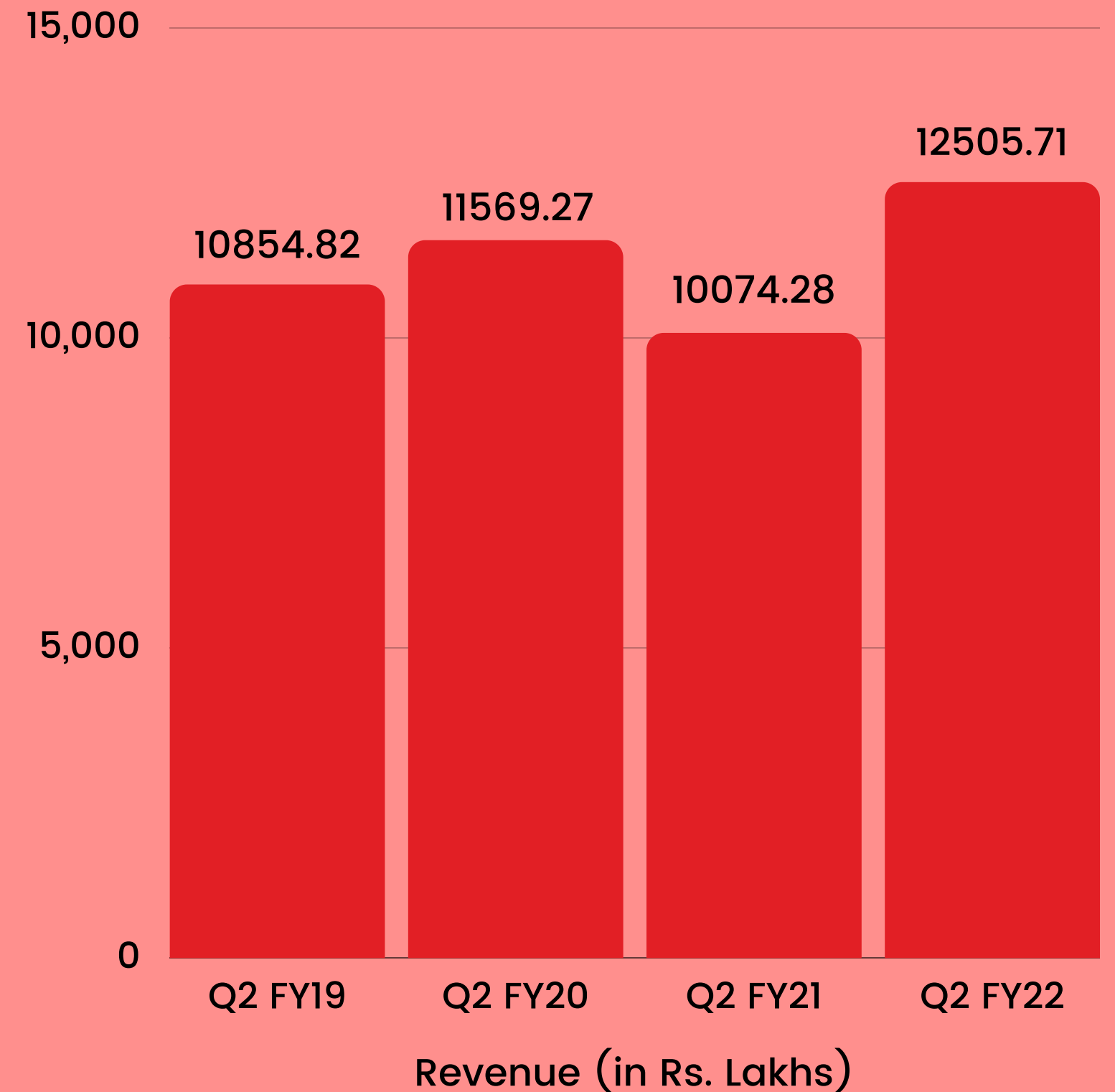
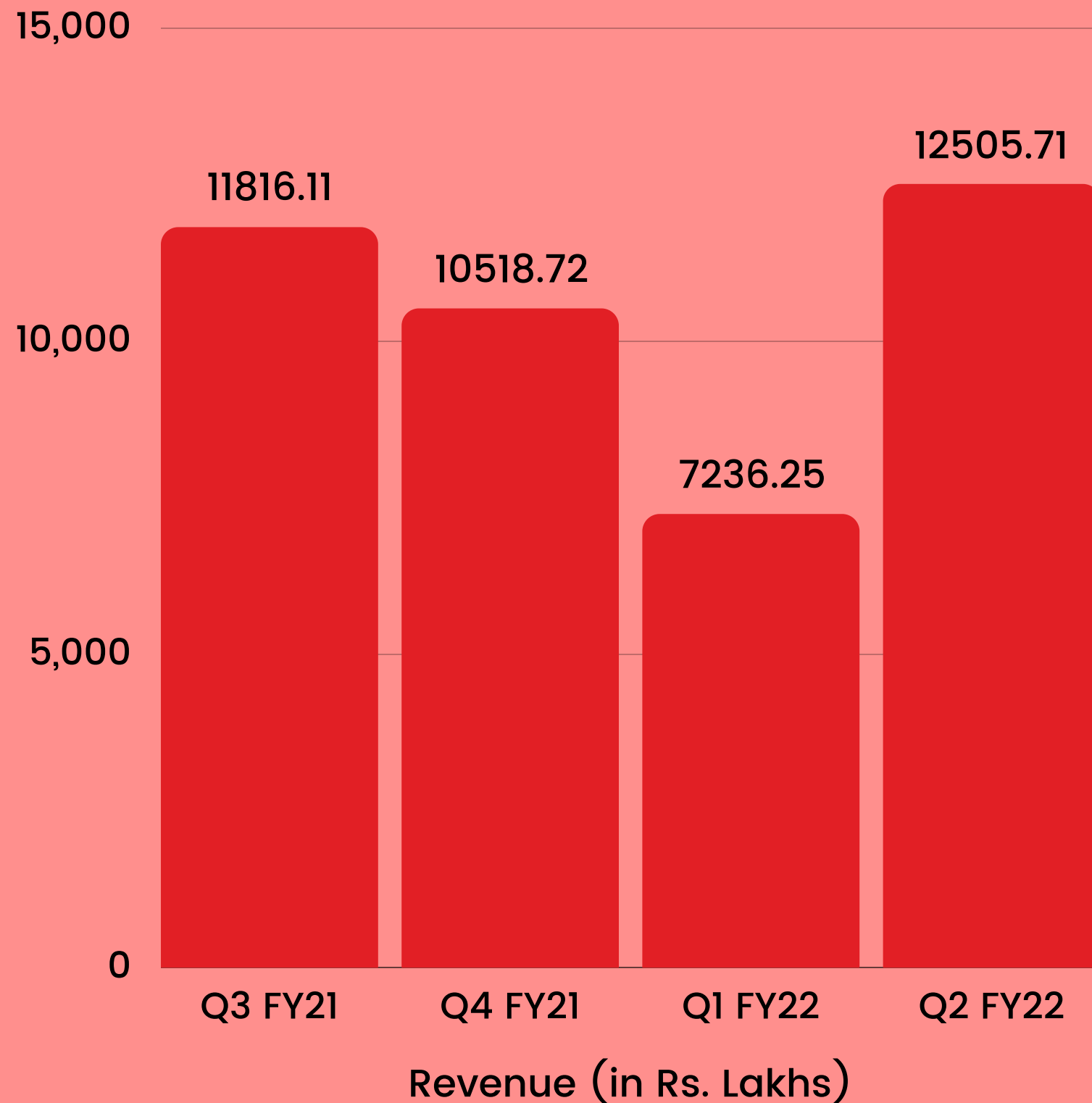
#boostingbusiness



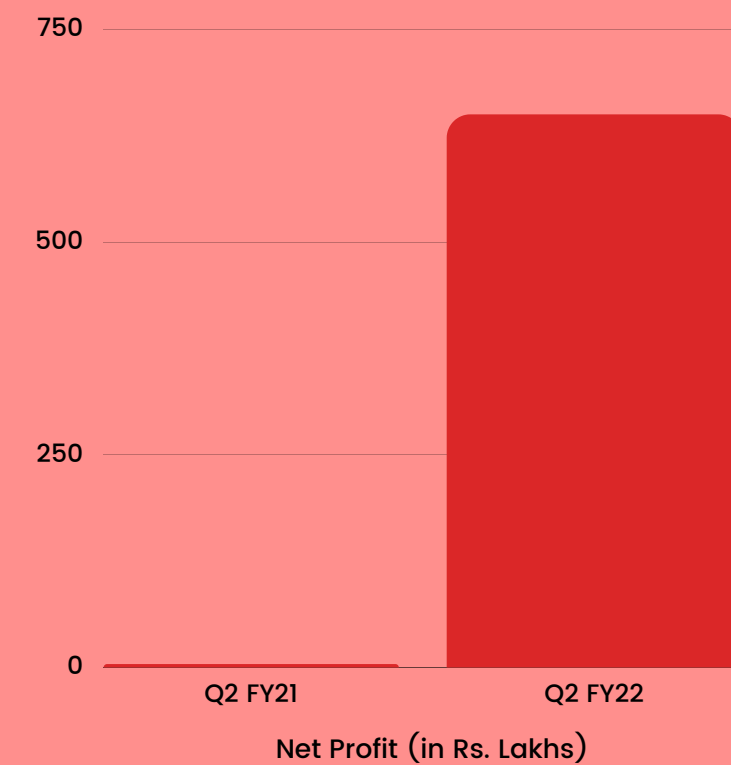
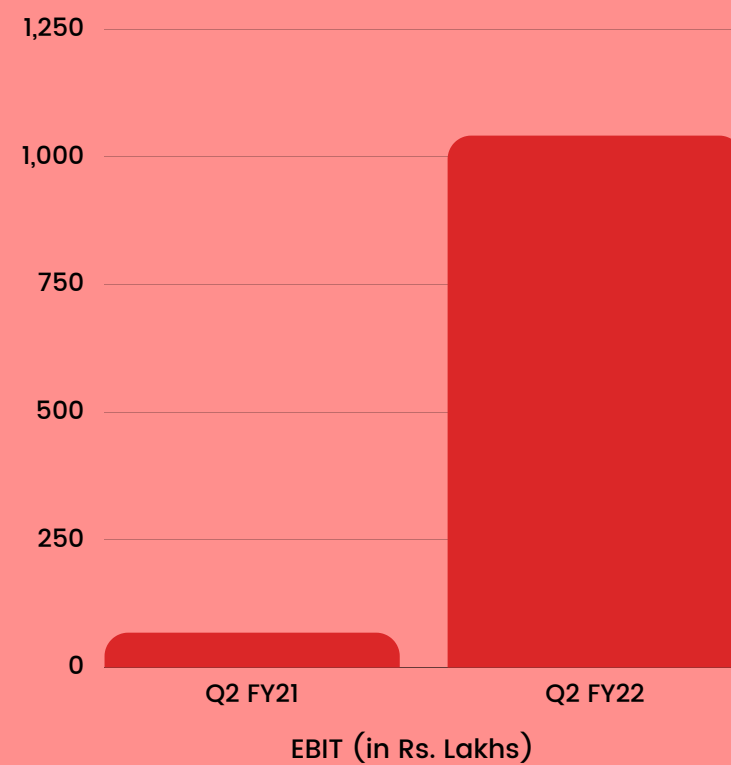
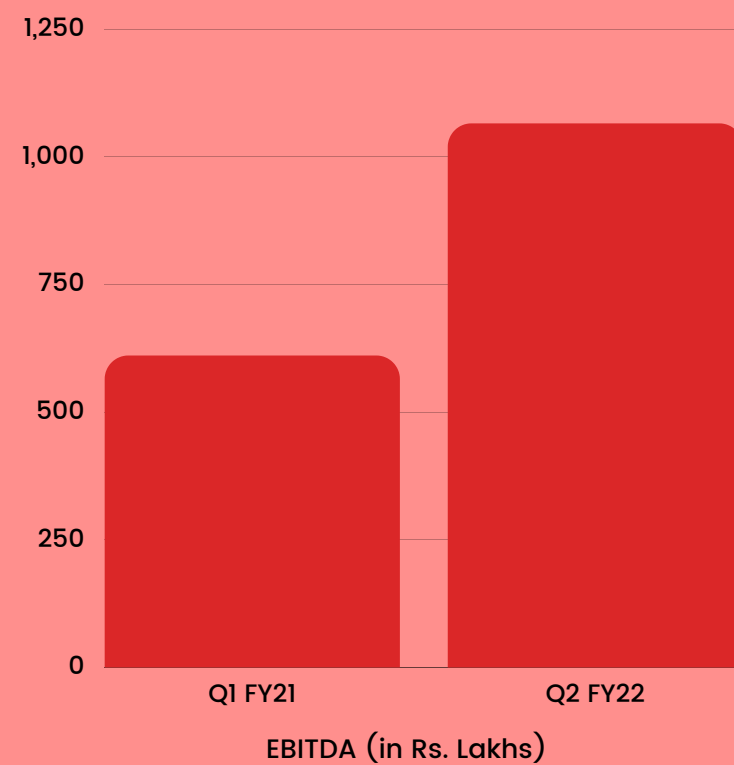
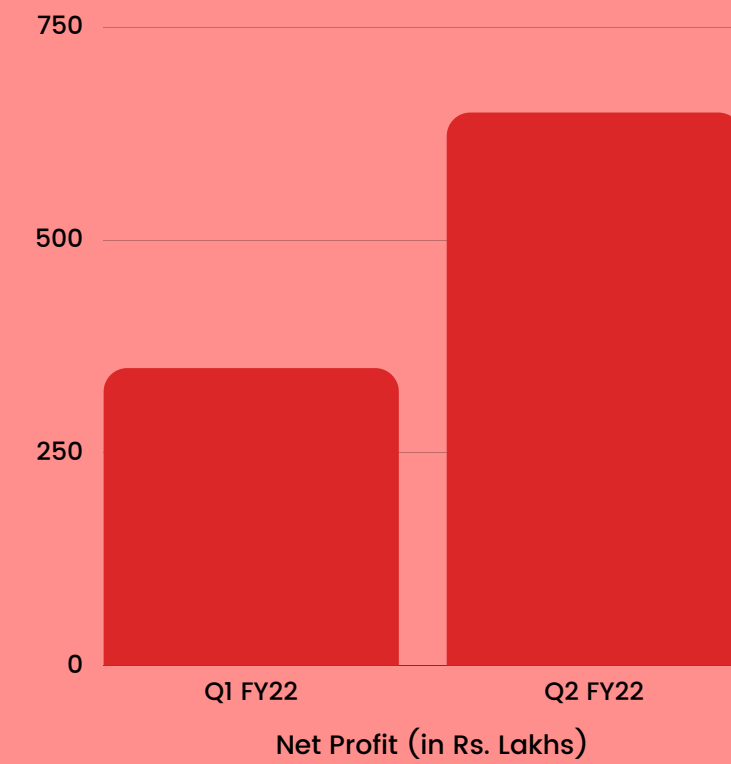
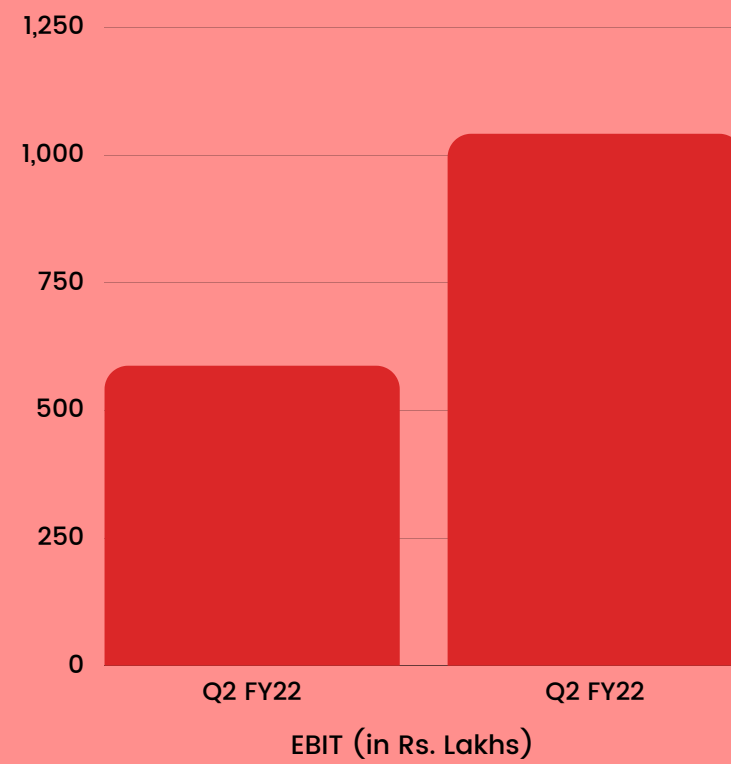
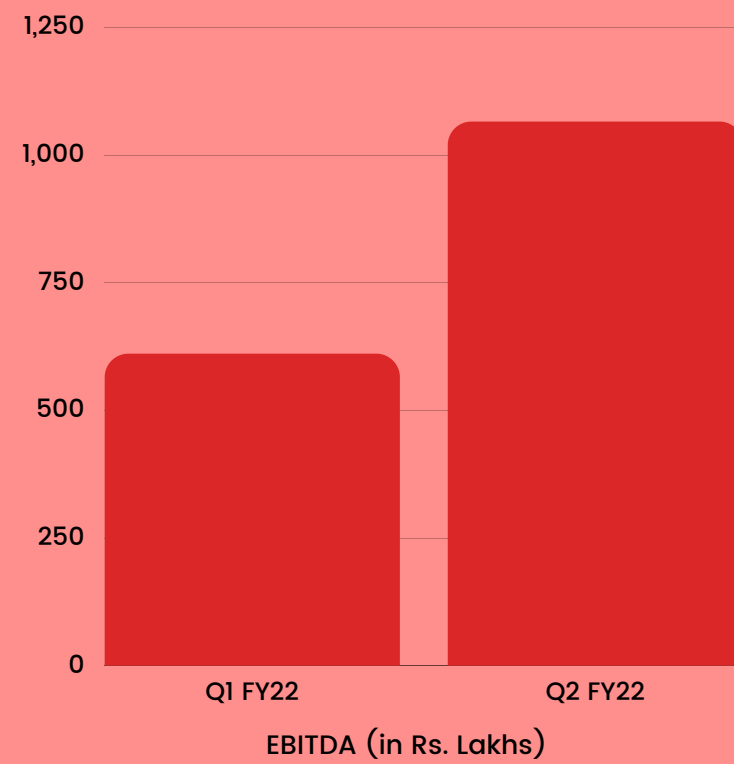
EVERY GRAIN PURE & PERFECT



Consolidated Quarterly Financial Highlights



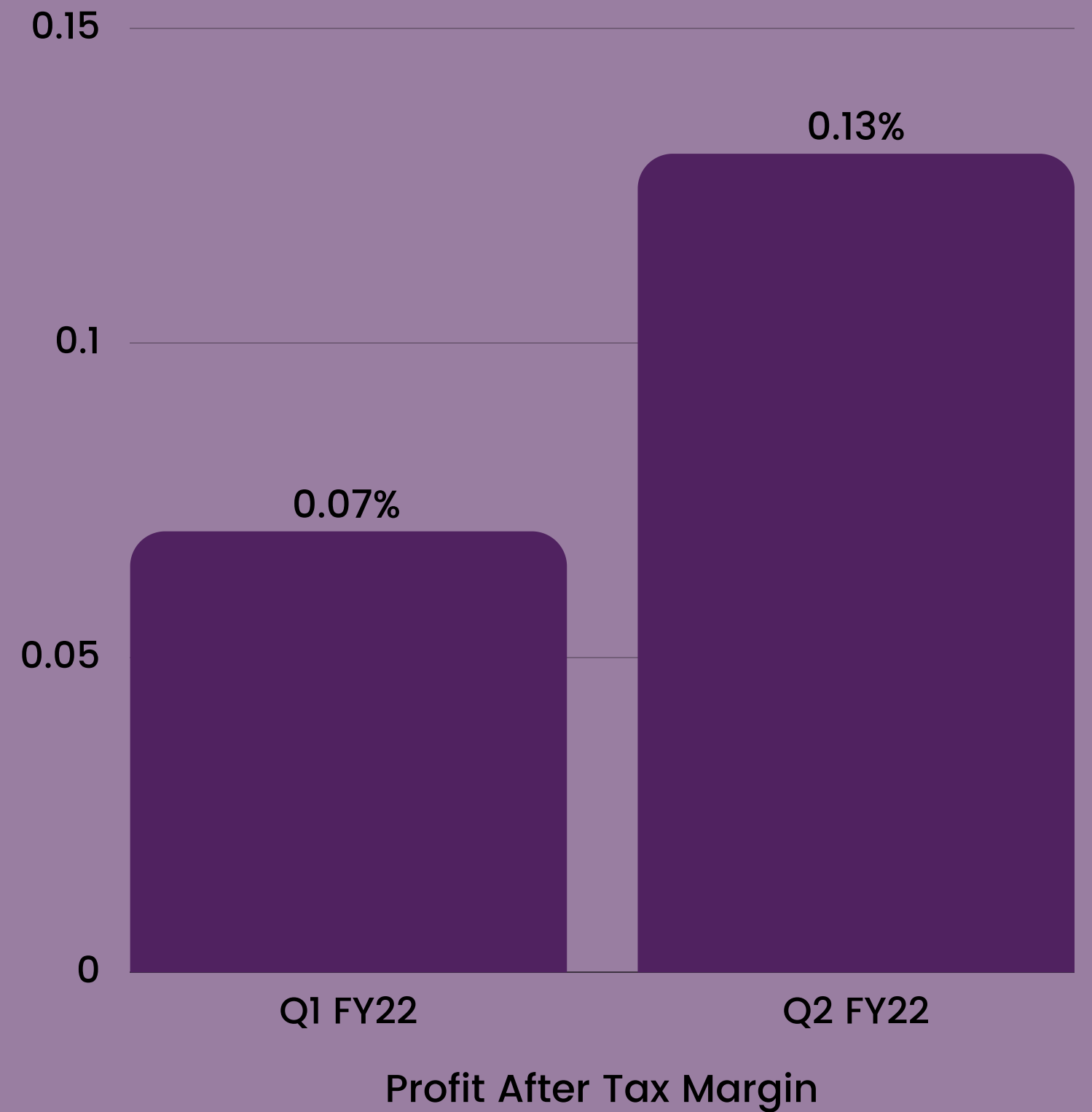
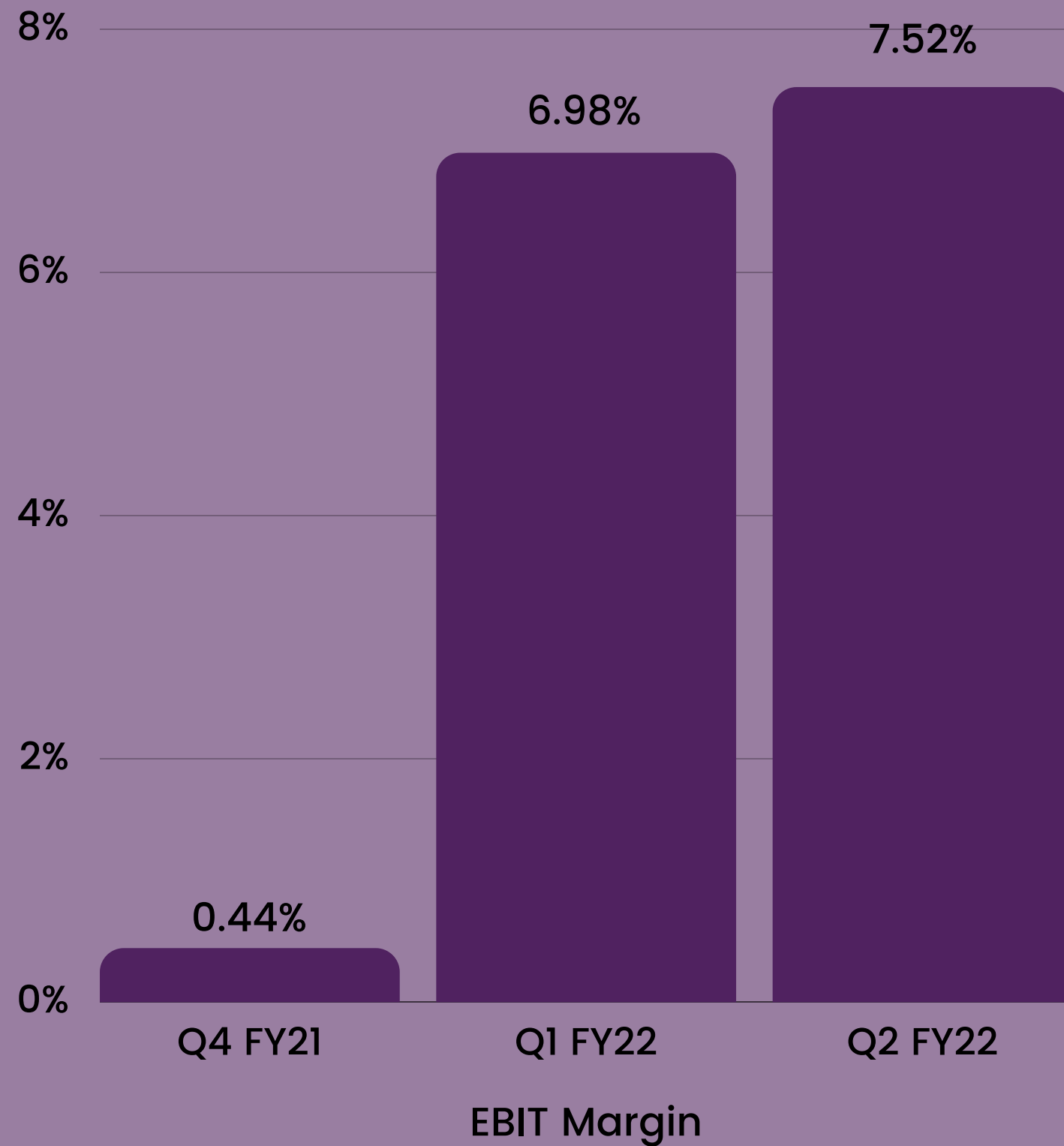
Consolidated Quarterly Financial Highlights



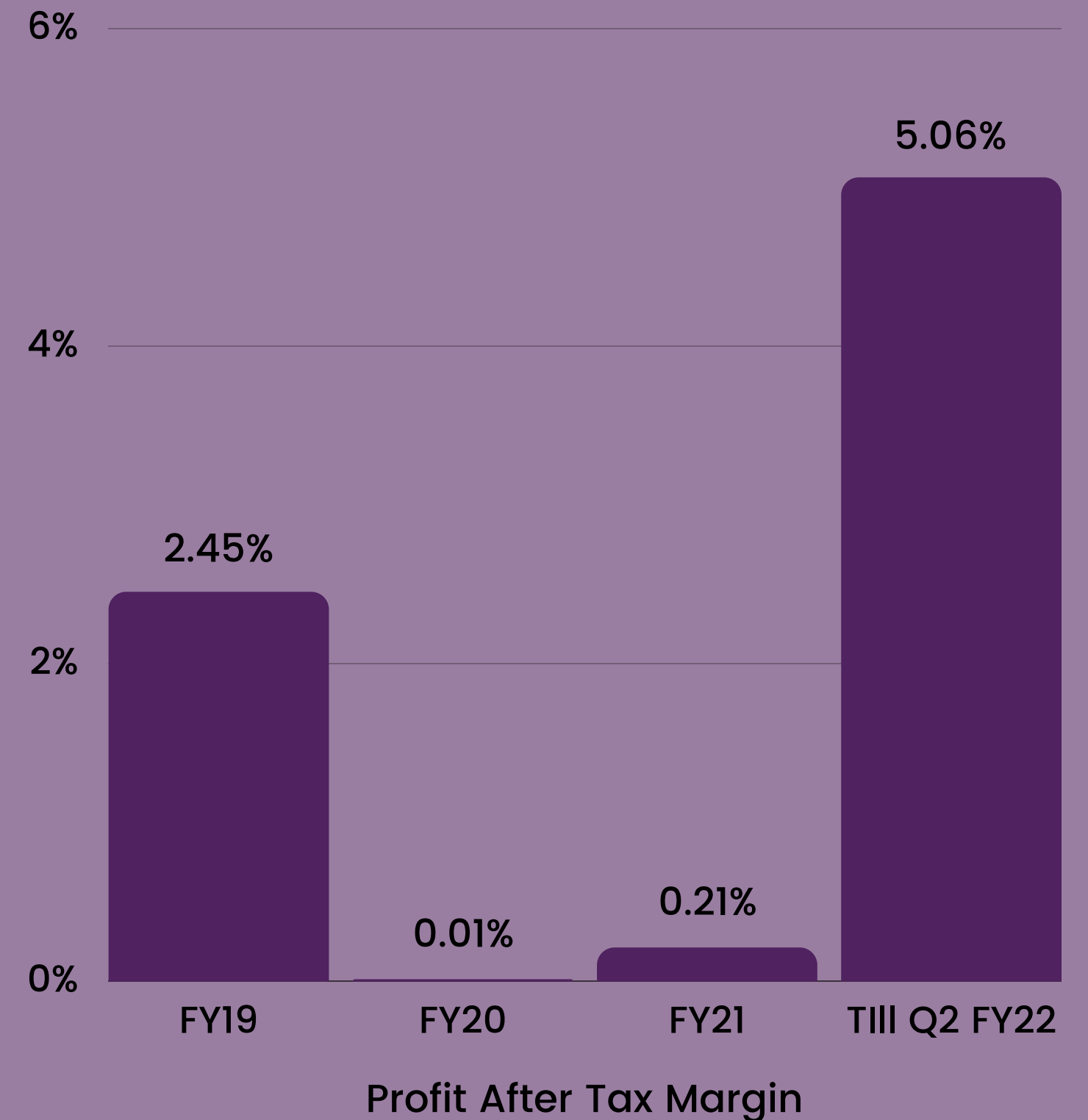
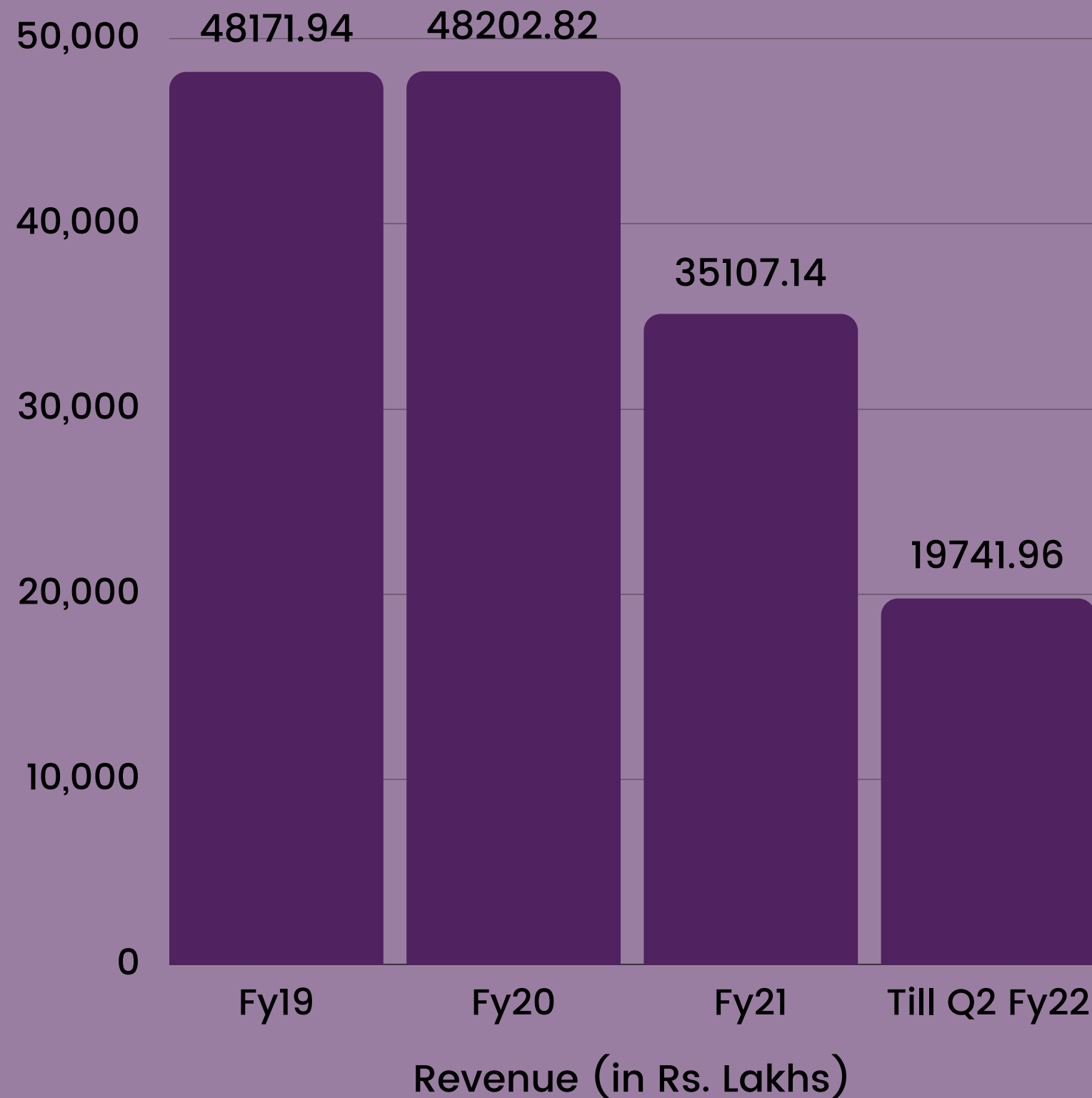
Consolidated Quarterly Financial Highlights

| Rupees (in Lakhs) | Q2 FY22 | Q1 FY22 | Q4 FY21 |
|------------------------------|-----------------|----------------|-----------------|
| Total Income | 12505.71 | 7237.19 | 10523.85 |
| Cost of materials consumed | 11385.62 | 6583.27 | 10213.41 |
| Finance Cost | 100.98 | 81.34 | 110.62 |
| Other Expenses | 79.14 | 67.22 | 153.70 |
| Total Expenditure | 11565.74 | 6731.83 | 10477.73 |
| EBIT | 939.97 | 505.36 | 46.12 |
| EBIT Margin % | 7.52% | 6.98% | 0.44% |
| Tax Expense | 290.45 | 156.15 | 11.60 |
| Profit After Tax | 649.52 | 349.21 | 34.52 |
| PAT Margin % | 5.19% | 4.83% | 0.33% |
| EPS in Rupees (Basic) | 0.13 | 0.07 | 0.01 |
| EPS in Rupees (Diluted) | 0.13 | 0.07 | 0.01 |

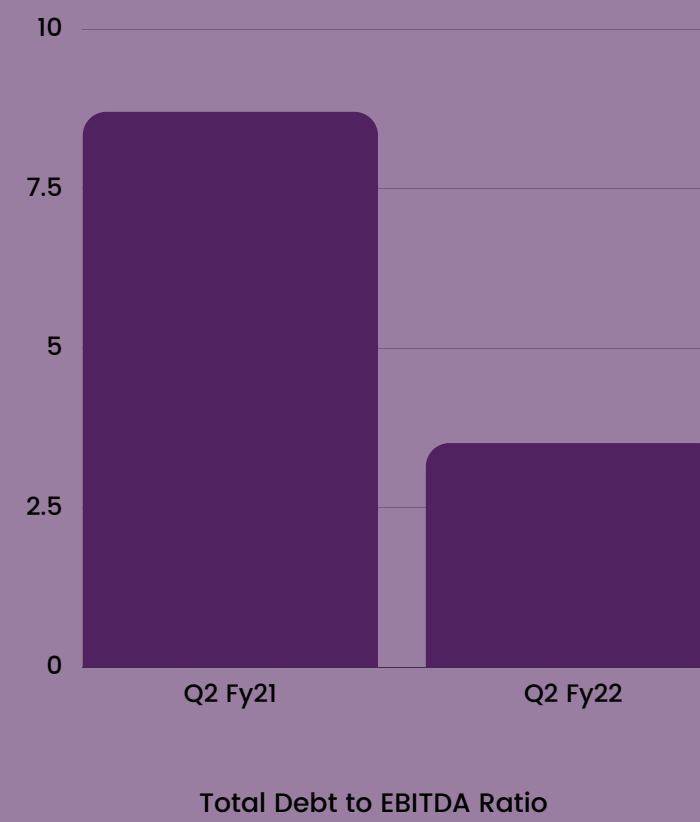
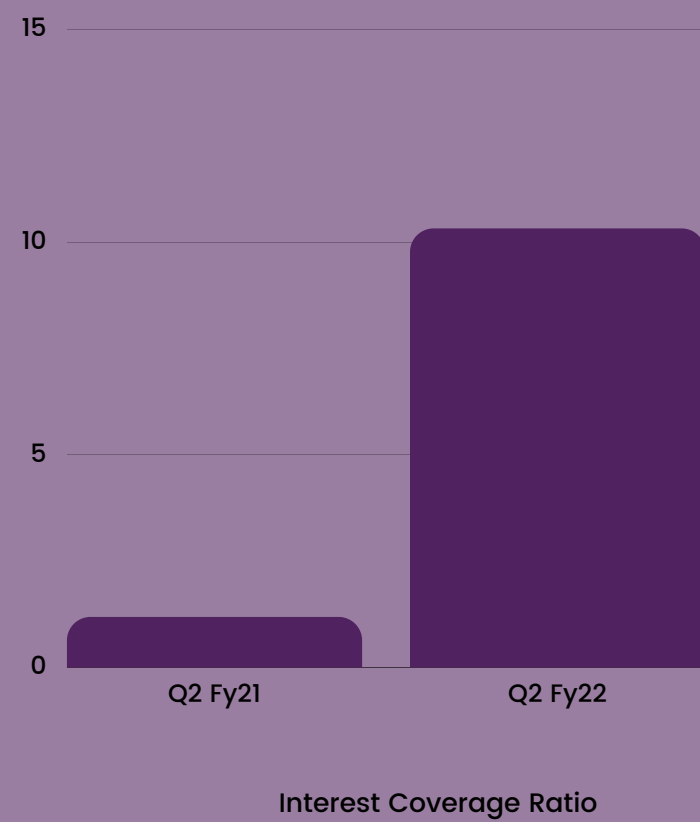
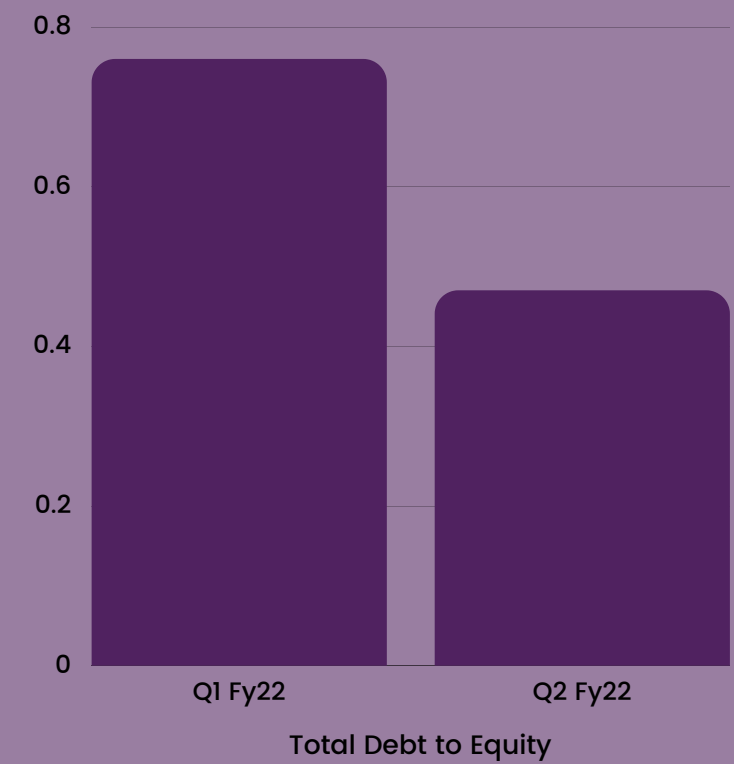
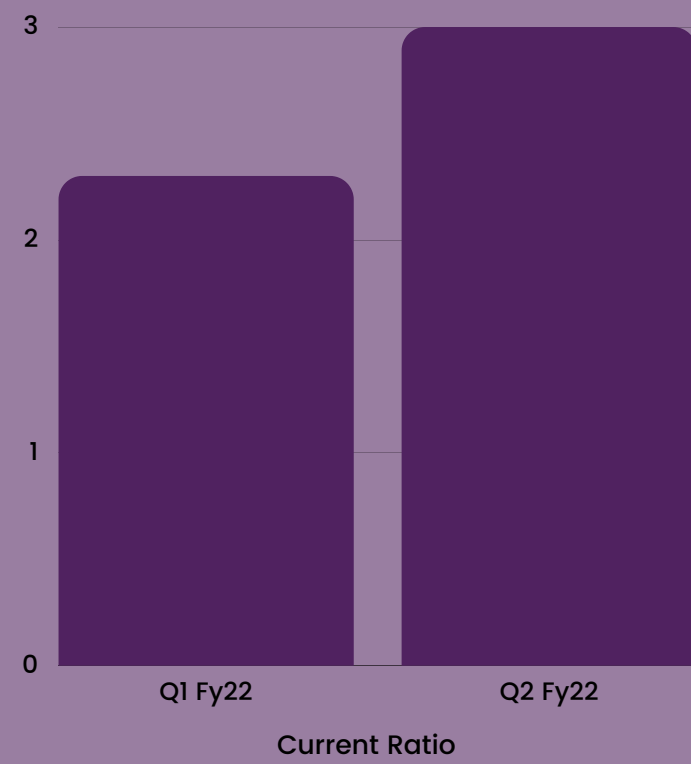
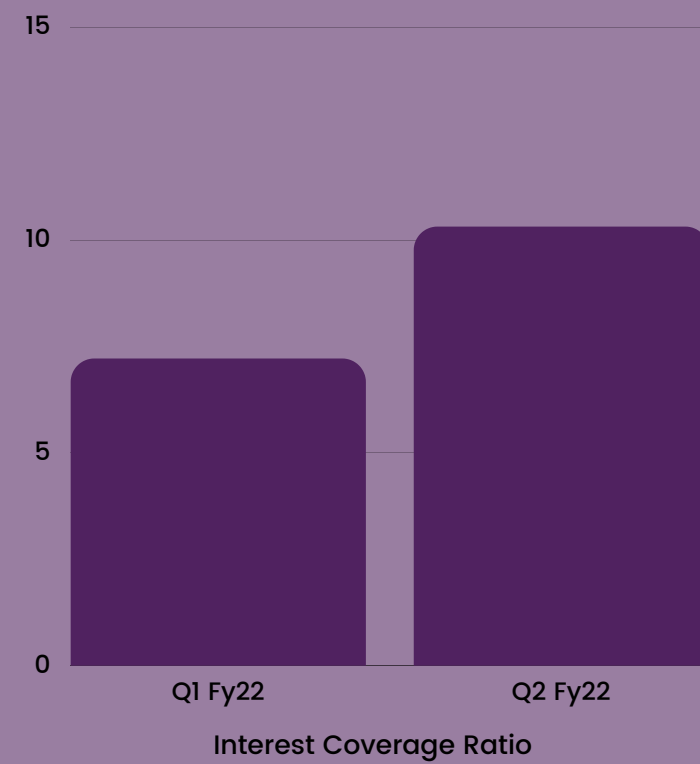
Consolidated Quarterly Financial Highlights – FY21



Consolidated Annual Financial Highlights – FY21



Consolidated Quarterly Financial Highlights



Consolidated Annual Financial Highlights – FY21

| Rupees (in Lakhs) | FY19 | FY20 | FY21 |
|----------------------------|----------|----------|----------|
| Revenue from operation | 48171.94 | 48202.82 | 35107.14 |
| Cost of materials consumed | 45962.62 | 46719.08 | 33869.76 |
| Finance Cost | 400.83 | 438.59 | 461.72 |
| Other Expenses | 58.38 | 1051.37 | 683.99 |
| Total Expenditure | 46421.85 | 48209.05 | 35015.42 |
| PBT | 1760.49 | 3.38 | 101.60 |
| Tax | 580.28 | 0 | 28.24 |
| PAT | 1180.20 | 3.38 | 73.36 |
| PAT Margin | 2.45% | 0.01% | 0.21% |
| EPS in Rupees | 1.81 | 0.00 | 0.01 |

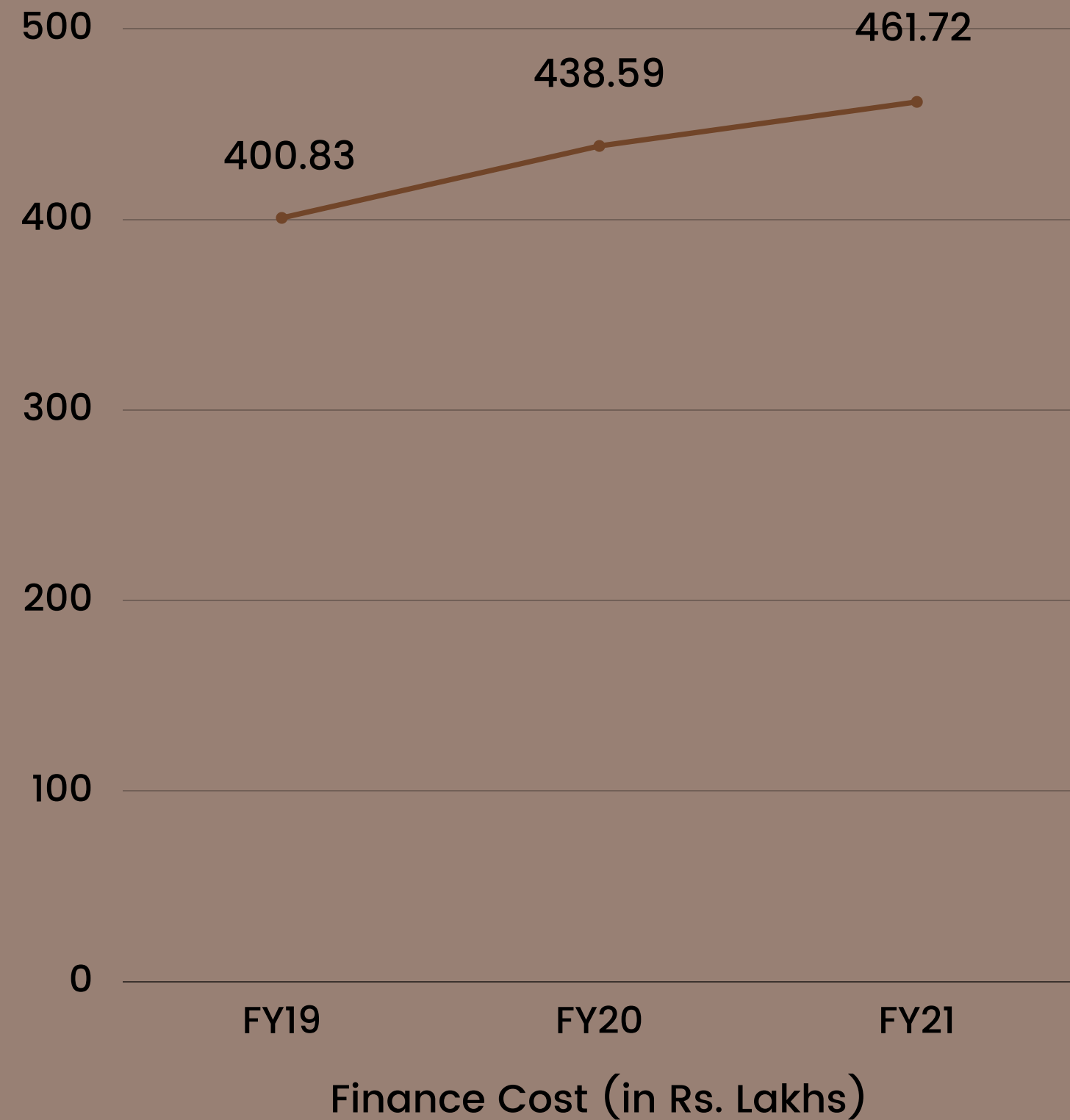
Consolidated Balance Sheet Highlights – FY21

| Rupees (in Lakhs) | FY19 | FY20 | FY21 |
|-----------------------------------|-----------------|-----------------|-----------------|
| Shareholders Funds | 6918.44 | 6921.83 | 6995.20 |
| Share Capital | 5000.00 | 5000.00 | 5000.00 |
| R&S | 1918.44 | 1921.83 | 1995.20 |
| Non Current Liabilities | 339.77 | 54.72 | 577.54 |
| Long Term Borrowing | 339.77 | 54.72 | 577.54 |
| Other Non Current Liabilities | 0.00 | 0.00 | 0.00 |
| Current Liabilities | 4230.71 | 6442.33 | 5261.35 |
| Short Term Borrowing | 3241.02 | 4549.85 | 4733.12 |
| Trade Payables | 24.87 | 465.88 | 301.33 |
| Other Current Liabilities | 964.82 | 1426.60 | 190.93 |
| Total Equity and Liability | 11488.92 | 13418.88 | 12834.09 |

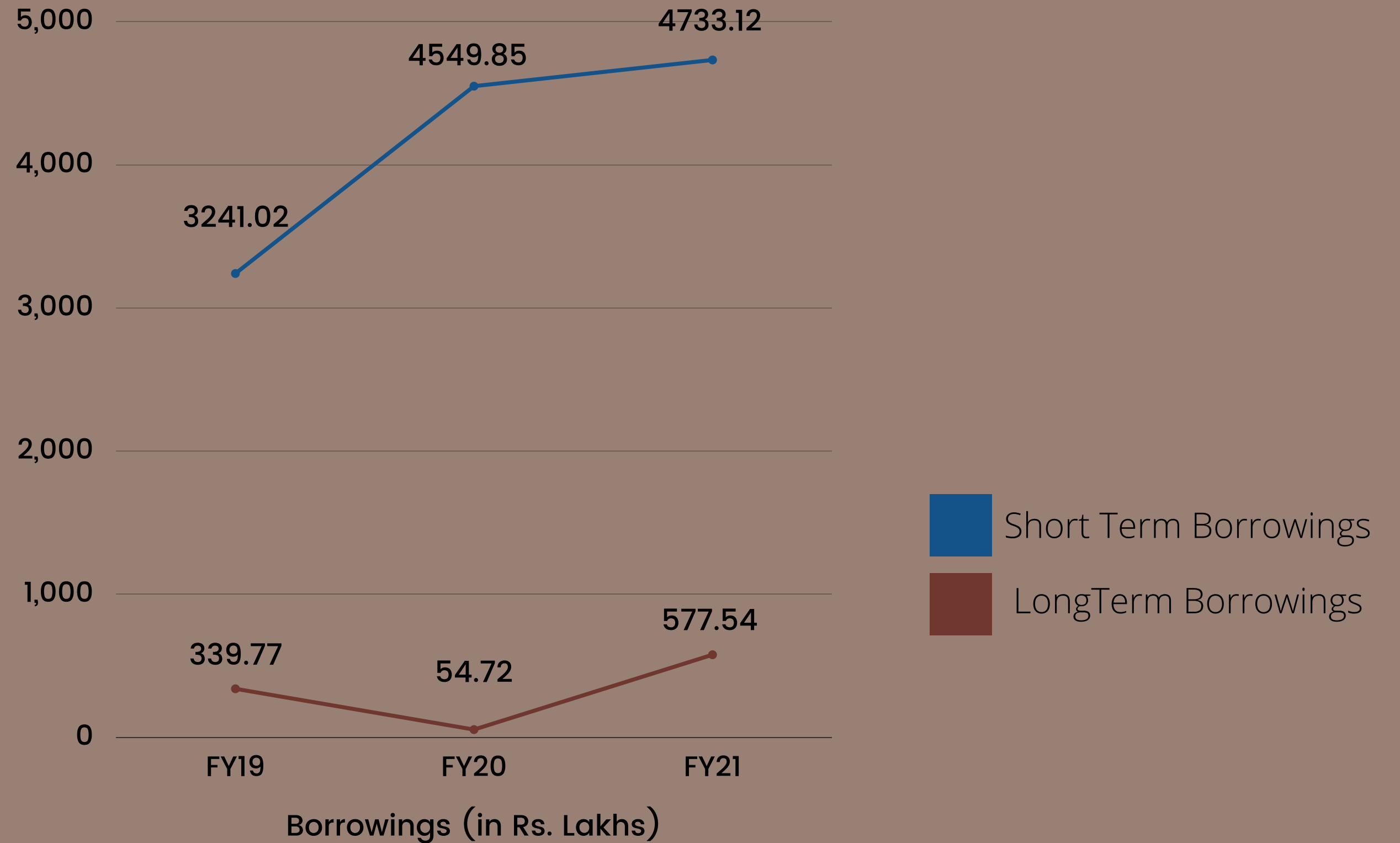
Consolidated Balance Sheet Highlights – FY21

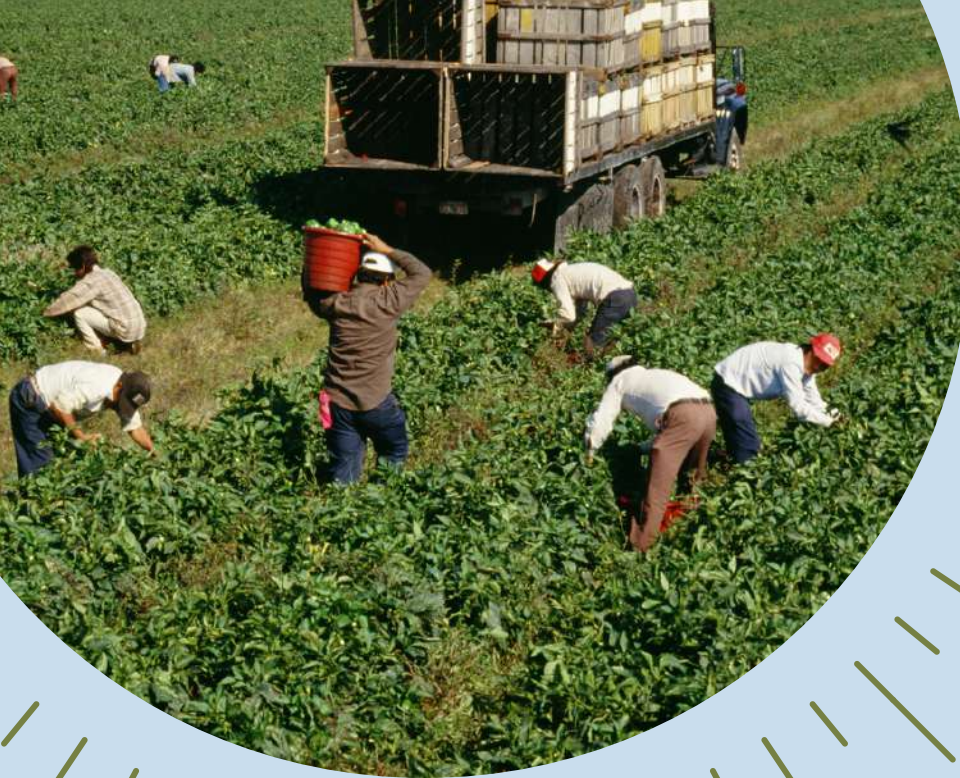
| Rupees (in Lakhs) | FY19 | FY20 | FY21 |
|-------------------------------|-----------------|-----------------|-----------------|
| Non Current Assets | 1028.58 | 90142.70 | 727.74 |
| Plant, Property and Equipment | 843.68 | 706.82 | 597.33 |
| Investments | 0.22 | 0.22 | 0.22 |
| Loans | 154.61 | 182.58 | 115.71 |
| Other Non Current Assets | 30.05 | 11.79 | 14.70 |
| Current Assets | 10460.34 | 12517.46 | 12106.35 |
| Inventories | 3060.41 | 2580.05 | 3965.93 |
| Trade Receivables | 5662.85 | 9924.52 | 8100.19 |
| Cash and Cash Equivalents | 7.35 | 2.67 | 4.79 |
| Other Current Asstes | 829.71 | 10.21 | 35.44 |
| Total Asstes | 11488.92 | 13418.88 | 12834.09 |

Consolidated Balance Sheet Highlights – FY21



Consolidated Balance Sheet Highlights – FY21





Ongoing Expansions

- Present Capacity of the Company's manufacturing facility is 75 MT per hour to 100 MT per hour.
- Present Capacity Utilization is 15 MT Per hour.
- Optimum capacity Utilization requires more storage.
- The Company plans to store Raw Materials to ensure "ageing" of its products.
- Aged Rice upto 24 Months fetches heavy premium in the market.
- The entire Plant & Machinery for expansion will be imported from Europe.
- MFL will also tie-up with Farmers for Contract Farming. Cost will be minimal.
- MFL plans to acquire certain competitors in Agro-Processing and Food-Processing Segment.

Global Expansions



United States



Europe



Dubai



Singapore

- Creation of Subsidiaries in Singapore and UAE (Dubai) by 31.03.2022
- Creation of Subsidiary in USA by 31.03.2023
- Creation of Subsidiary in Europe by 31.03.2024
- Addition of 25000 Distributors by 31.03.2023

Pillars of Growth

Pillars making MFL being better every day, standing different from the competition, and climbing growth.

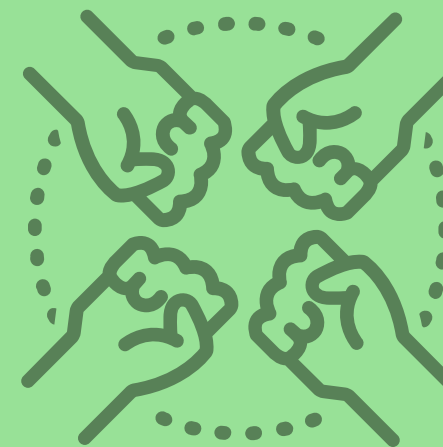
#strongfoundations



Strategically Located
Manufacturing Facility



Consumer Centric
Approach



Committed
Management Team



HANDS FOR NATION





Women Empowerment and Education

is one of the many social initiatives that MFL is a part of. The Company has adopted a Girls School in Idar, Gujarat and also supports various other causes related to education of the girl child, feminine hygiene, nutrition etc.

1000000 + Masks

distributed to the underprivileged population in and around the town of Himmatnagar, Gujarat during the Covid 19

Food Packets

distributed food packets to various underprivileged citizens who were in need of basic food grains during the Covid 19. Eradication of hunger is one of the primary CSR objective.

250 farmers

MFL has always made it a mission to give back to the environment whatever it has taken from it. Through initiatives in the areas of tree plantations, social forestry and afforestation, MFL has strongly advocated the cause of conservation of the environment. As on date, there are nearly 250 farmers who are directly producing for MFL under Contract Farming.

High Yielding Variety Seeds

With rapid industrialization and increase in population, MFL understands that area under cultivation will continuously go down. The solution to this problem is increasing production with limited resources. High Yielding Variety Seeds is one such area. MFL has taken initiatives to provide such factors of production to various farmers in and around Himmatnagar.



#ourpromise

Every Grain Pure & Perfect



MISHTANN



#socialmedia

That's how we **ROLL**





MISHTANN
FOODS LIMITED

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www.mishtann.com

#strongbonding