

# Investor Presentation | Q1FY24



**HMA**  
AGRO INDUSTRIES LTD.  
GOVERNMENT RECOGNISED STAR EXPORT HOUSE

# Disclaimer



*This presentation and the accompanying slides (the “Presentation”), which have been prepared by HMA Agro Industries Limited. (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company. 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, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of 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 contains certain forward looking statements concerning the Company’s future business prospects and business profitability. Such forward-looking statements are not guarantees of future performance and are subject to a number of risks and uncertainties that are difficult to predict. These risks and uncertainties include, but are not limited to, the Company's ability to manage growth, the fluctuations in earnings, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, the Company’s ability to manage its international operations, Government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward-looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the Company.*

# Table of Contents



GOVERNMENT RECOGNISED STAR EXPORT HOUSE



HMA AGRO INDUSTRIES LIMITED  
Website : [www.hmagroup.co](http://www.hmagroup.co)

• Q4FY23 Financials

• Q1FY24 Financials

• Annual Financials

• Company Overview

• Quality Control

# Highlights



## Q4FY23 Financial & Operational Performance



<b>INR 8,382.58 Million</b>	<b>INR 371.10 Million</b>	<b>4.43%</b>
<b>Revenue from Operations</b>	<b>EBIDTA</b>	<b>EBIDTA Margin</b>
<b>INR 102.29 Million</b>	<b>1.22%</b>	<b>INR 2.15/Share</b>
<b>PAT</b>	<b>PAT Margin</b>	<b>Diluted EPS</b>

( Consolidated Figure)

# Highlights



## Q1FY24 Financial & Operational Performance

<b>INR 9,806.58 Million</b>	<b>INR 730.55 Million</b>	<b>7.45%</b>
<b>Revenue from Operations</b>	<b>EBIDTA</b>	<b>EBIDTA Margin</b>
<b>INR 443.11 Million</b>	<b>4.52%</b>	<b>INR 8.85/Share</b>
<b>PAT</b>	<b>PAT Margin</b>	<b>Diluted EPS</b>

( Consolidated Figure)

# Standalone Key Performance Indicators

Particulars	(in Rupees Million)		
	Quarter Ended 30.06.2023	Quarter Ended 31.03.2023	Q-O-Q
Total Revenue	9,607.44	8,798.15	↑ 9.20
Total Expenses	8,995.28	8,283.04	
EBIDTA	612.16	515.11	↑ 18.84%
EBIDTA Margin (%)	6.37%	5.85%	
Derpreciation	10.99	15.96	
Finance Cost	30.45	30.01	
PBT	570.72	469.14	↑ 21.65%
Tax	143.51	118.39	
PAT	427.21	350.75	↑ 21.80%
PAT Margin (%)	4.45%	3.99%	
EPS (INR per share)	8.98	7.38	

↑ Denotes the Increase in Figures from the Last Quarters

# Consolidated Key Performance Indicators

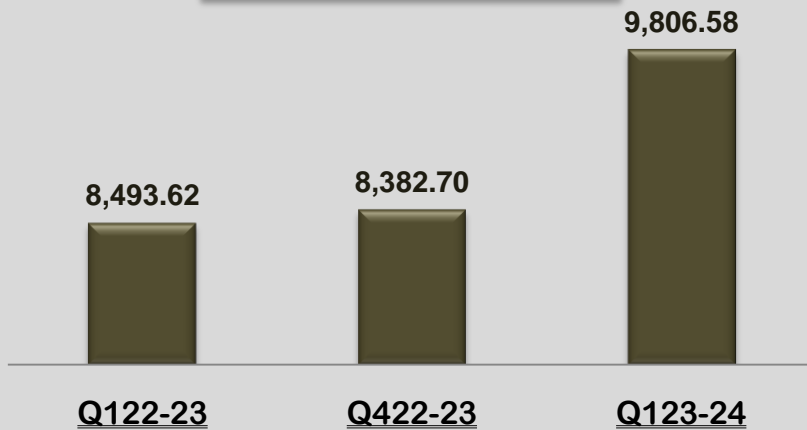
(in Rupees Million)

Particulars	Quarter Ended 30.06.2023	Quarter Ended 31.03.2023	Q-O-Q
Total Revenue	9,806.58	8,382.70	↑ 16.99
Total Expenses	9,076.03	8,011.60	
EBIDTA	730.55	371.10	↑ 96.86%
EBIDTA Margin (%)	7.45	4.43%	
Derpreciation	96.81	107.54	
Finance Cost	43.48	39.93	
PBT	590.26	223.63	↑ 163.94%
Tax	147.15	121.34	
PAT	443.11	102.29	↑ 333.19%
PAT Margin (%)	4.52%	1.22%	
EPS (INR per share)	9.25	2.38	

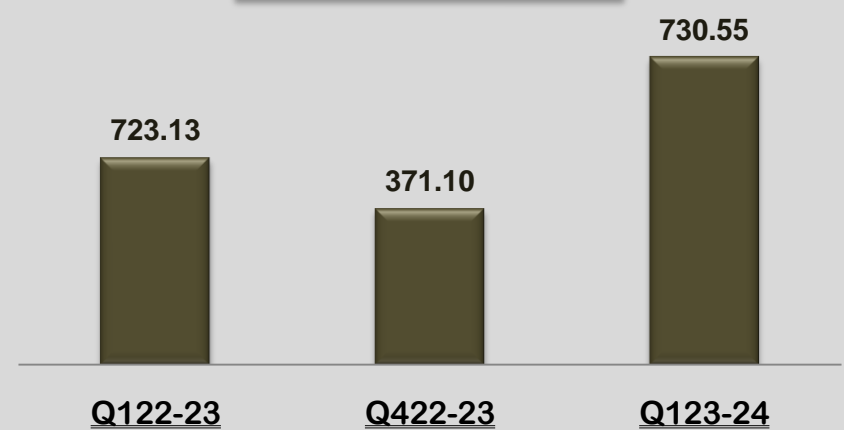
↑ Denotes the Increase in Figures from the Last Quarters

# Key Financial Highlights (Consolidated Figure)

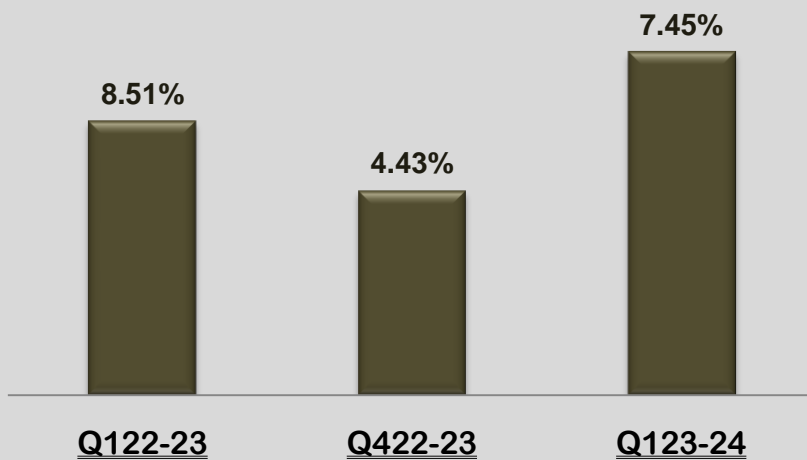
**Revenue (In Million)**



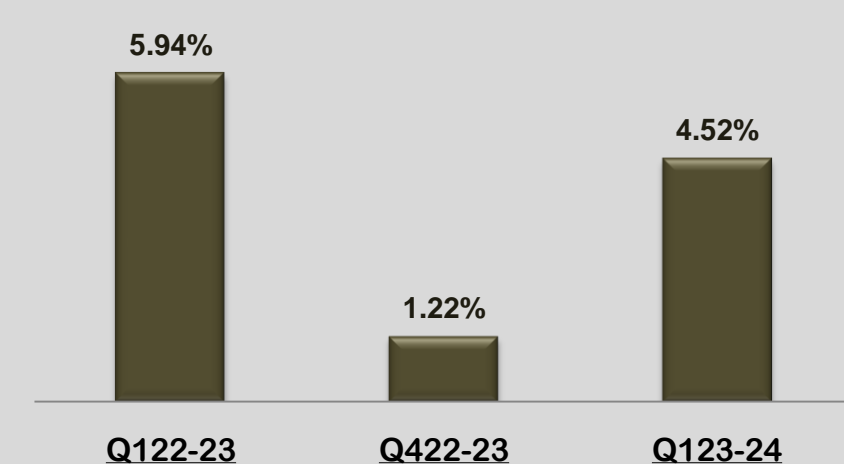
**EBIDTA (In Million)**



**EBIDTA Margins**



**PAT Margins**







# Key Business Updates

## Financial Performance (Standalone):

- Revenue from operations stood at INR 9,607.44 Million in Q1FY24 and INR 8,798.15 Million in FY23\*
- Profitability maintained with EBITDA margin of 6.37% in Q1FY24 and 5.85% in FY23\*

## Financial Performance (Consolidated):

- Revenue from operations stood at INR 9,806.58 Million in Q1FY24 and INR 8,382.70 Million in FY23\*
- Profitability maintained with EBITDA margin of 7.45% in Q1FY24 and 4.43% in FY23\*

# Financial Data



Annual  
Financials

# Standalone Profit & Loss

Particulars	Quarter Ended (3 Months Ended)			(in Millions) Year Ended
	30-Jun-2023	31-Mar-2023	30-Jun-2022	31-03-2023
	Audited	Audited	Audited	Audited
<b>Total Revenue from operations</b>	<b>9,607.44</b>	<b>8,798.15</b>	<b>7,791.02</b>	<b>31,716.29</b>
<b>Total Expenses</b>	<b>9,036.73</b>	<b>8,329.01</b>	<b>7,133.65</b>	<b>29,879.23</b>
<b>Profit and Losses before taxes</b>	<b>570.71</b>	<b>469.14</b>	<b>657.37</b>	<b>1,837.06</b>
<b>Tax Expense</b>				
(1) Current tax	<b>130.11</b>	<b>110.42</b>	<b>165.66</b>	<b>485.41</b>
(2) Tax Expenses relating to prior years				
(3) Deferred tax	<b>13.40</b>	<b>7.97</b>	<b>3.04</b>	<b>(21.56)</b>
<b>Profit / Loss for the period</b>	<b>427.20</b>	<b>350.75</b>	<b>488.67</b>	<b>1,373.21</b>
<b>Paid-up share capital</b>	<b>500.77</b>	<b>475.13</b>	<b>475.13</b>	<b>475.13</b>
<b>Earning Per Equity Share</b>				
(a) Basic	<b>8.98</b>	<b>7.38</b>	<b>10.29</b>	<b>28.90</b>
(b) Diluted	<b>8.98</b>	<b>7.38</b>	<b>10.29</b>	<b>28.90</b>

# Consolidated Profit & Loss

Particulars	Quarter Ended (3 Months Ended)			(in Millions)
	30-Jun-2023	31-Mar-2023	30-Jun-2022	Year Ended 31-Mar-2023
	Audited	Audited	Audited	Audited
<b>Total Revenue from operations</b>	<b>9,806.58</b>	<b>8,382.70</b>	<b>8,493.62</b>	<b>32,560.91</b>
<b>Total Expenses</b>	<b>9,216.32</b>	<b>8,159.07</b>	<b>7,812.40</b>	<b>30,825.38</b>
<b>Profit and Losses before taxes</b>	<b>590.26</b>	<b>223.63</b>	<b>681.22</b>	<b>1,735.53</b>
<b>Tax Expense</b>				
(1) Current tax	<b>142.88</b>	<b>111.73</b>	<b>174.91</b>	<b>521.13</b>
(2) Tax Expenses relating to prior years				
(3) Deferred tax	<b>4.27</b>	<b>9.61</b>	<b>2.10</b>	<b>(20.26)</b>
<b>Profit / Loss for the period</b>	<b>443.11</b>	<b>102.29</b>	<b>504.21</b>	<b>1,234.66</b>
<b>Paid-up share capital</b>	<b>500.77</b>	<b>475.13</b>	<b>475.13</b>	<b>475.13</b>
<b>Earning Per Equity Share</b>				
(a) Basic	<b>9.25</b>	<b>2.38</b>	<b>10.37</b>	<b>25.34</b>
(b) Diluted	<b>9.25</b>	<b>2.38</b>	<b>10.37</b>	<b>25.34</b>

# Consolidated Balance sheet as at March 31, 2023

Particulars	(in Rupees Million)	
	As at March 31, 2023	As at March 31, 2022
<b>EQUITY AND LIABILITIES</b>		
<b>(A) Equity</b>		
(a) Share capital	475.13	475.13
(b) Other equity	4,267.42	3,269.52
(c) Non Controlling Interest	202.32	171.90
<b>Total equity</b>	<b>4,944.87</b>	<b>3,916.55</b>
<b>(B) Liabilities</b>		
<b>(I) Non-current liabilities</b>		
(a) Financial liabilities		
(i) Borrowings	422.50	521.60
(ii) Lease obligation	-	-
(ii) Other financial liabilities	5.39	-
(b) Provisions		
(b) Deferred tax liabilities (Net)		-
(c) Other liabilities		
(ii) Other financial liabilities	-	-
(b) Other liabilities	-	-
(b) Provisions	35.32	16.05
<b>Total non-current liabilities</b>	<b>463.21</b>	<b>537.65</b>
<b>(II) Current liabilities</b>		
(a) Financial liabilities		
(i) Borrowings	3,010.69	2,778.57
(ii) Lease obligation	-	-
(ii) Trade payables		
1. Total outstanding dues of micro enterprises and small enterp	-	-
2. Total outstanding dues of creditors other than micro enterpris	870.10	794.55
(iii) Other financial liabilities	220.30	40.71
(b) Other liabilities	387.09	476.21
(c) Provisions	3.66	1.50
(d) Current tax liabilities	89.68	13.39
<b>Total current liabilities</b>	<b>4,581.52</b>	<b>4,104.93</b>
<b>Total Equity and Liabilities</b>	<b>9,989.60</b>	<b>8,559.13</b>

Particulars	(in Rupees Million)	
	As at March 31, 2023	As at March 31, 2022
<b>ASSETS</b>		
<b>(A) Non-current assets</b>		
(a) Property, plant and equipment	2,598.68	1,401.32
(b) Right-of-use assets	-	-
(b) Capital work in progress	581.84	916.39
(c) Goodwill	6.23	6.23
(d) Financial assets		
(i) Investments	-	-
(i) Loans	-	-
(i) Other bank balances	-	-
(i) Other financials assets	339.70	330.31
(e) Income tax assets	123.10	75.83
(f) Deferred tax assets (net)	81.79	24.19
(g) Other non current assets	431.75	422.70
<b>Total non-current assets</b>	<b>4,163.09</b>	<b>3,176.97</b>
<b>(B) Current assets</b>		
(a) Inventories	1,285.45	1,367.53
(b) Financial assets		
(i) Investments		
(i) Trade receivables	2,984.82	2,897.46
(ii) Cash and cash equivalents	689.04	185.28
(iii) Bank balances other than (ii) above	49.68	254.94
(iii) Loans	-	-
(iv) Other financial assets	33.90	44.85
(c) Other current assets	783.62	632.10
<b>Total current assets</b>	<b>5,826.51</b>	<b>5,382.16</b>
<b>Total assets</b>	<b>9,989.60</b>	<b>8,559.13</b>

# Deployment Status of IPO Funds



**Successfully completed the IPO of Fresh Issue consisted of INR 1,500 Million and Offer For Sale by Promoters of INR 3,300 Million.**

**Listed on BSE and NSE with effect from July 4, 2023**

<b>Objects of the IPO</b>	<b>(in Millions)</b>	
	<b>Balance for Deployment</b>	<b>Status</b>
<b>Funding working capital requirements of our Company</b>	<b>1500</b>	<b>Completed</b>
<b>Total</b>	<b>1500</b>	

# Historical Income Statement

(in Rupees Million)

Particulars	Note	Year ended March 31,2023	Year ended March 31,2022
<b>(1) Income</b>			
(a) Revenue from operations	(19)	31,874.24	30,831.91
(b) Other income	(20)	686.67	557.85
<b>Total Income</b>		<b>32,560.91</b>	<b>31,389.76</b>
<b>(2) Expenses</b>			
(a) Cost of raw materials consumed	(21)	24,603.20	24,214.49
(b) Changes in inventories	(22)	82.07	-99.06
(c) Employee benefits expense	(23)	965.27	1,056.65
(d) Finance costs	(24)	111.68	65.65
(e) Depreciation and amortization expense	(25)	176.42	106.67
(f) Other expenses	(26)	4,886.74	4,459.24
<b>Total Expenses</b>		<b>30,825.38</b>	<b>29,803.64</b>
<b>(3) Profit before tax (1-2)</b>		<b>1,735.53</b>	<b>1,586.12</b>
<b>(4) Tax expense</b>	-36		
(a) Current tax		521.13	411.87
(b) Tax expense relating to prior years		-	10.15
(b) Deferred tax charge / (credit)		-20.26	-0.73
<b>Total tax expense</b>		<b>500.87</b>	<b>421.29</b>
<b>(5) Profit for the year</b>		<b>1,234.66</b>	<b>1,164.83</b>

# Historical Income Statement

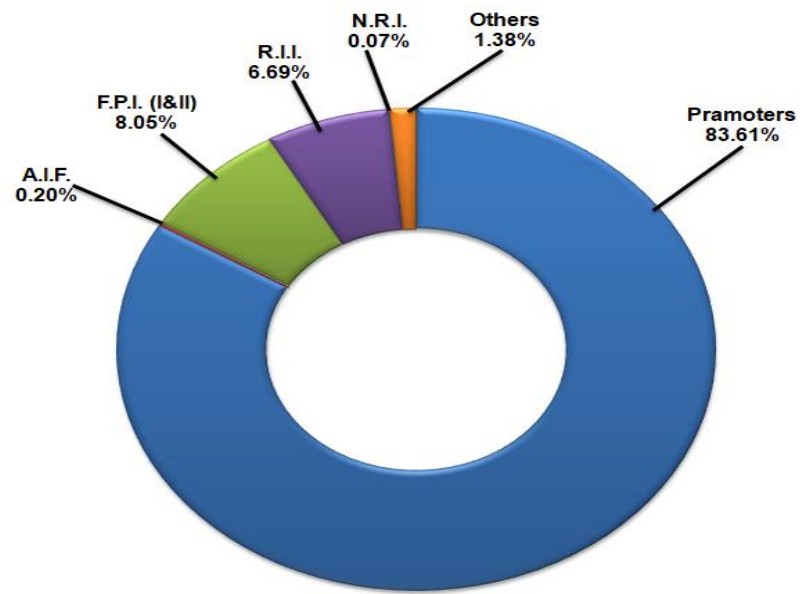
<b>(6) Other comprehensive income</b>			
(1) Items that will be reclassified to Profit / (Loss)			
- Net change in value of derivatives designated as cash flow hedges		-140.10	-
- Deferred tax impact on above		35.26	-
(2) Items that will not be reclassified subsequently to Profit			
- Remeasurements of defined benefit liability		-8.55	1.21
- Tax impact on above		2.08	-0.30
<b>Total other comprehensive income</b>		<b>-111.31</b>	<b>0.91</b>
<b>(7) Total comprehensive income for the year</b>		<b>1,123.35</b>	<b>1,165.74</b>
<b>Profit for the year attributable to:</b>			
Equity holders of the parent		1,204.12	1,147.53
Non-Controlling Interest		30.54	17.30
<b>Total profit for the year</b>		<b>1,234.66</b>	<b>1,164.83</b>
<b>Other comprehensive income for the year attributable to</b>			
Equity holders of the parent		-111.19	0.76
Non-Controlling Interest		-0.12	0.15
<b>Total other comprehensive income</b>		<b>-111.31</b>	<b>0.91</b>
<b>Total comprehensive income for the year attributable to :</b>			
Equity holders of the parent		1,092.93	1,148.28
Non-Controlling Interest		30.42	17.46
<b>Total comprehensive income for the year attributable</b>		<b>1,123.35</b>	<b>1,165.74</b>
Total			
<b>Earnings per share (EPS) (Rupee per share)</b>	(35)		
(1) Basic EPS		25.34	24.39
(2) Diluted EPS		25.34	24.39



# Capital Market Data

Price Data as at 11th August, 2023	INR
Face Value	10
Market Price	622.95
52 Week H/L	670.45/564.80
Market Cap. (mn)	3119.55
Equity Shares Outstanding (Mn)	50076977

Shareholding Pattern as on 30th June, 2023



# Overview



Company  
Overview

# Our Market

## Global Presence/ Clientele

We cater a very large portion of Global Market almost 90 to 94 Percent is from the International Market.

Our products are exported to more than 40 countries.

The total Exports of the Company for the last 3 Years fiscal years i.e., 2020-21, 2021-22 and 2022-23 was INR 15,852.66 million, 26,749.25 million, INR 29,793.00 million respectively representing 92.84%, 86.75%, & 92.84% of our total revenue from operations respectively.

The map shows the countries in which we export our products



© 2021 TomTom © 2022 Microsoft

### Top 5 Export Markets

Egypt

Vietnam

Malaysia

Indonesia

Hong-Kong



# Journey of the Company

## **BRIEF HISTORY OF OUR COMPANY**

*Our Company was incorporated as “HMA Agro Industries Limited” on April 09, 2008 under the Companies Act, 1956 with the Registrar of Companies, Uttar Pradesh and Uttaranchal bearing registration number 034977.*

*Our Company was granted its certificate for commencement of business on June 25, 2008 by the Registrar of Companies. Further, object of our company was altered vide Special Resolution dated January 01, 2015 and August 29, 2016.*

*The fresh certificate of incorporation was issued on January 19, 2015 and September 27, 2016, respectively by the Registrar of Companies, Kanpur.*

*The Corporate Identification Number of our Company is U74110UP2008PLC034977.*

## **Our Company**

*We are a three star export house and are one of the largest exporters of buffalo meat in India accounting for more than 10% of India’s export of frozen buffalo meat. Our products are self-branded, packaged and exported to over 40 countries.*

*Our Company was incorporated as “HMA Agro Industries Limited” on April 09, 2008 under the Companies Act, 1956 with the Registrar of Companies, Uttar Pradesh and Uttaranchal bearing registration number 034977. Our Company was granted its certificate for commencement of business on June 25, 2008 by the Registrar of Companies. The Corporate Identification Number of our Company is U74110UP2008PLC034977.*

## **Industry Overview**

*India, after Brazil, is the second largest exporter of buffalo meat in the world. India is expected to export 1.60 million metric tons (MMT) of buffalo meat with market share of 13% in total meat export across the world. Buffalo meat is the second largest exported product after Rice within the total agri-export basket of India.*

# Journey of the Company

## Buffalo Meat Industry

*The world's total production of beef and buffalo meat was estimated at 59.348 million tones in 20223. The USA continued to be the top country in terms of production of beef and buffalo meat in the world. As of 2022, production of beef and buffalo meat in the USA was 12.89 million tones that accounts for 21.7% of the world's production. Top 5 countries including US, Brazil, China, EU, and India account for 70% of the world's total production of beef and buffalo meat. Meat is characterized and valued for its tenderness, flavor, texture, and levels of fat marbling. It has different shades of color from bright pink to red. High-quality meat is firm, velvety, fine-grained, lean, bright red in colorant well-marbled. The fat is smooth, creamy white, and well distributed. Meat encompasses a wide range of products from a highly marbled premium meat to low value offal product. Meat has eight primal cuts such as brisket, shank, rib, loin, round, chuck, flank, and short plate. These are used in various ways - curry, stew, roast, steak, sausage, burger, soup, or fried - in the different recipes. Meat is the main ingredient in various traditional cuisines across the globe. The cattle are usually classified into two major groups - *Bos indicus* and *Bos taurus*. Crossbreeding is generally done and is advantageous to obtain the desired attributes of two or more breeds in the offspring and improve traits such as productivity, environmental adaptation, fertility, and carcass traits, etc. Some of the well-known breeds in the world are mentioned below:*

- Japanese breed such as Japanese Black, Japanese Brown, Japanese Polled, Japanese Shorthorn
- British breeds such as Angus, Herefordshire, Galloway, Shorthorn, Murray Grey, Highland, Ayrshire, South Devon
- European breeds such as Piedmontese, Simmental, Brown Swiss, Charolais, Limousin, HolsteinFreisian, Red Dane.
- Indian subcontinent breeds such as Gir, Murrah, Jafrabadi, Red Sindhi, Sahiwal, Mehsana, Toda, Nagpuri, Nilli Ravi, Surti.

# One of India's Largest Manufacturer & Exporter of Meat Products



## The outlook

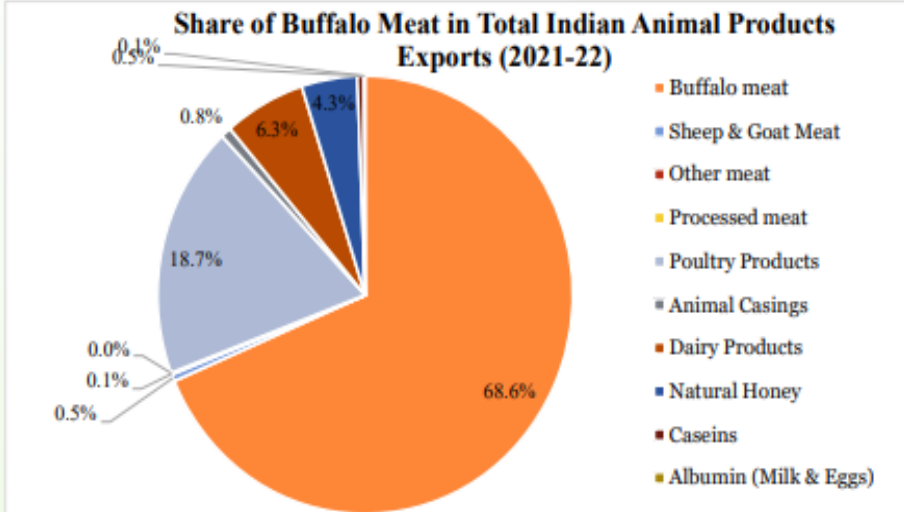
*For the Indian buffalo meat export industry is positive due to following factors:• A faster- than- expected economic recovery, strong fundamentals, robust export-oriented industry infrastructure and government support is expected to boost meat exports further.*

- Demand for red meat is anticipated to accelerate over the next year owing to increased demand from the growing middle-income population in developing countries especially from the Middle Eastern and South Asian markets.*
- Population growth along with higher purchasing power is a major factor for increased consumption.*
- There is a noticeable pattern indicating an improved standard of lifestyle linked to improved eating habits of more meat consumption, in demographics of developing economies.*
- The low per capita meat consumption in countries provides tremendous scope for future penetration. Major developing countries with low meat consumption currently are expected to emerge as major growth centers for the global meat industry.*
- Indian buffalo meat is sought after in many countries is preferred for its flavor, taste, high quality in affordable price range, 'Halal' certification, free of any growth hormones or artificial feeds.*

# One of India's Largest Manufacturer & Exporter of Meat Products

## Overview of Indian Meat Industry

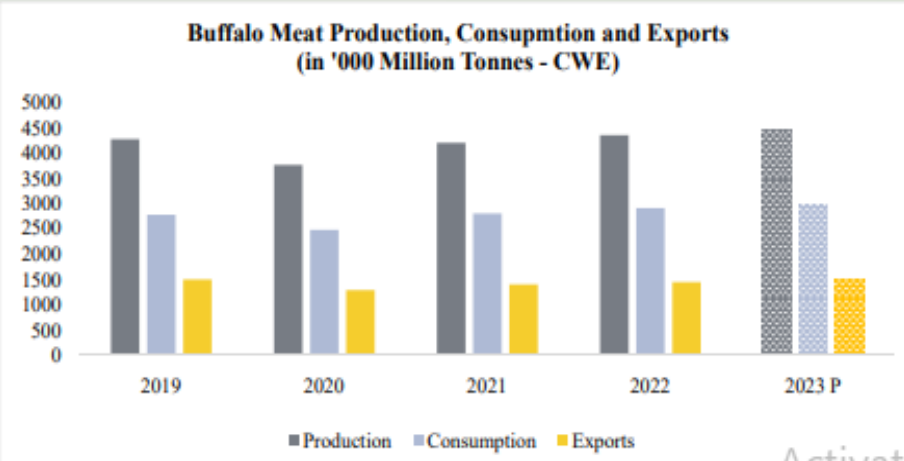
- **Provides Various Opportunities in the Economy** : The sector gives opportunities viz. income, employment & foreign exchange earnings.
- **Various By- Products** : This industry also provides various **by-products** which are used as raw material for allied sectors viz **Leather industry, Pharmaceutical, Pet food applications, Supplements for poultry feed , Special lubricants, etc.**
- **India has largest World Buffalo Population** : India accounts for more than **110 million buffaloes** which is **43%** & also the **largest of world buffalo population**, with **Uttar Pradesh producing the most.**



Source: APEDA, Brickworks Analytics

## The rapid growth in exports has been supported & will be driven by :

- Steady demand for Indian buffalo meat in the international markets, specifically rise in demand for relatively good quality lower price Indian buffalo meat in developing countries
- Large and underutilized buffalo population, potential to increase meat production further
- Strong presence of export-oriented processing units implementing international quality guidelines



# One of India's Largest Manufacturer & Exporter of Meat Products



- *There is a growing consumer preference for green, grass-fed, organic, animal friendly and sustainable practices and Indian buffalo meat industry is expected to benefit.*
- *Indian buffalo meat is free of any disease as per OIE, but it does not have Foot-and-Mouth Disease (FMD) free status, which restricts exports to many developed markets. India's access to premium markets such as those of the United States and Japan will remain restricted as FMD is endemic, despite India having made strides in recent years to reduce FMD levels. India is focused on being 100% FMD free in coming years. The Indian government has also been ramping up its request for US market access for car beef.*
- *India has started traceability process and RFID tagging and monitoring its cattle. Currently, it lacks product traceability, which is necessary for exporting to many countries. The implementation of these systems and networks will assist in increasing exports in future.*
- *Indian buffalo meat industry is susceptible to the regulatory shifts caused by changes in the political climate. However, a brief blanket ban on sale of cattle for slaughter was reversed in 2017, after severe negative economic impact of such a ban. Most Indian states continue to prohibit the slaughter of live cattle of all ages, including female and male calves. For a few states, however, there are some very limited exceptions that permit authorized bovine cattle slaughter.*
- *The world is undergoing a balanced demand and supply situation with respect to the meat market. It is important to note that there still needs to be a complete recovery from the long term impacts of the COVID-19 which are causing supply chain disruptions, recession like situation in the world.*
- *The meat market in India is going to be stable and with further push for exports from the suitable government policies India is likely to dominate the meat exports particularly under the buffalo meat category.*



# One of India's Largest Manufacturer & Exporter of Meat Products



## **Key characteristics of Indian Buffalo Meat Exports Industry:**

- **India has largest World Buffalo Population** - India accounts for more than 110 million buffaloes which is 43% & also the largest of world buffalo population, with Uttar Pradesh producing the most
- **Low/limited breeding for meat only** - The animals in India are not reared or bred entirely with the purpose of their meat. The animals used for the meat are generally culled, nonproductive dairy animal such as female buffaloes, post the milch phase of their life or male buffaloes or calves.
- **Natural and almost organic cattle rearing** - The cattle is reared in green pastures and agricultural crop residues thus are raised under green livestock production system. The animals are raised on natural feeds without any supplement of antibiotics, hormones, and growth promoters. It gives a unique flavour and quality to Indian buffalo meat.
- **High in nutritional value** - Indian buffalo meat is a relatively lean product that is comparable to international meat in terms of nutritional value and palatability. It is 93% chemically lean, helping it to be relatively lower in calories & cholesterol than meat from fed cattle.
- **Increased adoption of technology for identification** - The industry is witnessing an increase in adoption of RFID tagging & barcoding so as to identify, trace & monitor cattle development. These systems provide quality assurance & assist in augmenting exports.
- **Increase in R&D** - India has also started using technologically advanced reproductive procedures with genome selection, genetic information, and better vaccination techniques.

# One of India's Largest Manufacturer & Exporter of Meat Products



- **Hygienic & low risk of disease** – India is classified free from all disease mentioned in “A” list of International Organization Animal Health(OIE) diseases, except foot-&-mouth disease(FMD).
- **International certification** - The buffalo meat processing facilities have always been compliant & in accordance with the international quality standards. India has international quality certifications & ‘Halal’ certification, which makes it an attractive in various Asian countries & MENA countries. The meat exports are sourced exclusively from APEDA registered facilities. Hazard Analysis and Critical Control Points (HACCP) procedures, & animal health certificates are mandatory.
- **Livestock Markets** - The cattle are traded/ sold in livestock markets under the supervision of State Govt Veterinary Departments. There are mostly weekly markets & are owned privately or by trust or local bodies (Panchayat/ Municipality/ Corporation). The animals are sold grouped in lots of 10-20 cattle. Marketing of livestock is undertaken by the states as per Agriculture Produce Markets Acts (APMA).
- **Export Oriented Abattoirs** - There are more than 111 modern meat processing plants many of which are fully integrated right from slaughter to the production of frozen buffalo meat with rendering and effluent treatment plants to ensure green safe meat production. The plants have HACCP, ISO 22,000 certifications.

# Offering Well-Diversified Product Basket

## Details of Our Core Business of Packaged Frozen Buffalo Meat Products:

*Buffalo meat is a major dietary component across the globe and is a major source of protein in the diet. It is consumed in different forms and also in the form of various cooked dishes. We export Packaged Frozen Boneless Buffalo Meat Products in various steak forms under our registered brands:*

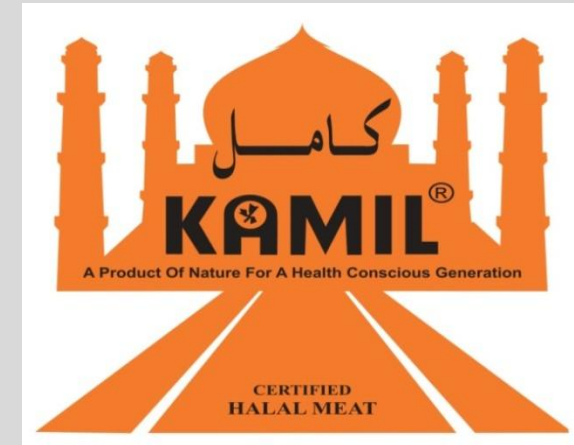
### Indian Buffalo meat is preferred worldwide due to:

- ❖ Green livestock production system,
- ❖ No practice of using hormones,
- ❖ medications for fattening of animals,
- ❖ Free from major diseases,
- ❖ Low fat and cholesterol,
- ❖ Blending ability with other meat,
- ❖ Slaughtered through Halal Method



### -: Why US :-

- ❖ Almost 60% of world population uses Meat & Meat Products as their meal.
- ❖ Our Products can be storage upto 2 years.
- ❖ This is a Good option for countries which is Concerned about their food security.
- ❖ Our Products is Taken as a Common Food for World Population.



# Offering Well-Diversified Product Basket



- ❖ Omega-3 fatty acids may also provide health benefits to developing babies.
- ❖ All wide range of Fish Products also offered by HMA.



- ❖ Green Gold Basmati Rice is the new and latest brand set up with quality and taste for catering to Indian customers and overseas markets. The range encompasses different sizes and packaging. Green Gold Basmati Rice products are designed with the thought process

## **By Products:**

*In addition to our core products, we also sell certain by-products which contribute to 7% approximately of our total product mix which includes PFS Poultry Feed Supplement, Offals, Tallow, Hide, Raw Meat, Bone & wastage, Raw Offals and Gelbone.*



# At State-of-Manufacturing Facilities



## ALIGARH PLANT

**Production Capacity:** 95 MT/ Day

**Location:** 6/1, 15-16, Talaspur Khurd, Tehsil Koil, Mathura Bye Pass Road, Aligarh - 202001, Uttar Pradesh, India

**Owned by:** HMA Agro Industries Limited

**Current Status:** The Company has received the permission from High Court, Allahabad, & the authority has granted the permission to run the plant for eight weeks, in the 9th week the inspection shall be conducted by UP Pollution Control Board.



## MOHALI PLANT

**Production Capacity:** 380 MT/ Day

**Location:** Village Behra, Hadbast No. 198, Tehsil Dera Bassi, District Ajitgarh, Punjab - 140507, India

**Owned By:** Federal Agro Industries Private Limited (subsidiary - 60% ownership w.e.f April 2021).

**Current Status:** Active and Operational since FY 2014-15



## AGRA PLANT

**Production Capacity:** 95 MT/ Day

**Location:** Plot No. 293,295 & 297 Village Kuberpur, Tehsil - Etmadpur, Agra 282006, Uttar Pradesh, India

**Owned By:** M/s. HMA Food Export Private Limited (wholly owned subsidiary of HMA Agro Industries Ltd).

**Current Status:** Active and Operational since FY 2014-15.

# At State-of-Manufacturing Facilities



## PRABHANI PLANT

**Production Capacity:** 190 MT/ Day

**Location:** Gunt No 160-161, Purna, Parbhani, Maharashtra - 431511, India

**Owned by:** M/s. Reliable Agro Foods (partnership firm in which HMA Agro Industries Ltd. is 95% partner (w.e.f November 2021).

**Current Status:** Active and Operational since FY 2016-17.



## HARYANA PLANT

**Production Capacity:** 570 MT/ Day

**Location:** Plot No.

129,23,24, 379, 125, 378, 17, 18, 19,21, 22, 123, 124, 126, 127, 25 at village at Ghatta Shamshabad, Teh Firozpur Jhirka, District Nuh, Haryana 122104 141

**Owned By:** United Farm Products Pvt. Ltd. (wholly owned subsidiary of HMA Agro Industries Ltd.)

**Current Status:** Company has received Consent To Operate (CTO) and the Company has began its commercial production from January, 2023. Note: The Company has applied for the factory license, the grant is awaited.



## UNNAO PLANT

**Production Capacity:** 142.50 MT per day

**Location:** D-1 & D-2, Site-1, UPSIDC Industrial Area, Unnao 209801, Uttar Pradesh, India

**Owned By:** AOV Exports Pvt. Ltd.\* (which currently conducts processing on a contractual basis exclusively for HMA Agro Industries Ltd.)

**Current Status:** The plant is active and operational since FY 2011-12. Our wholly owned subsidiary JFF Exports Pvt. Ltd. has recently entered into an agreement to acquire said plant from its current owner AOV Exports with all relevant assets. The government related approved transfer of plant assets is on going.

# Strong Oversight by Experienced Board

## OUR PROMOTERS:-

- *Wajid Ahmed,*
- *Gulzar Ahmad,*
- *Mohammad Mehmood Qureshi,*
- *Mohammad Ashraf Qureshi*
- *Zulfiqar Ahmad Qurashi,*
- *Gulzeb Ahmed,*
- *Mohd Kamil Qureshi &*
- *Parvez Alam, all are the Promoters of our Company.*

*Our Promoters currently hold an aggregate of 45,612,360 Equity Shares, aggregating to 96.00% of the pre-Offer issued, subscribed and paid-up Equity Share capital of our Company. The details of our Promoters are as under:-*



**Managing Director**

**Wajid Ahmed**, aged 39 years is the Managing Director of our Company. He was appointed on the Board of our Company w.e.f April 01, 2013. He has completed his Bachelor of Commerce from Dr. BhimRao Ambedkar University, Agra. He has more than 16 years of experience in the meat industry. He is currently responsible for overall capital expenditure items such as machinery, equipment, packaging machines etc and ensuring smooth functioning of the processing units.

# Strong Oversight by Experienced Board



**Founding Promoter**

***Gulzar Ahmad***, aged 56 years is one of the founding Promoters and is currently designated as Chairman and Whole Time Director of our Company. He was appointed on the Board of our Company upon incorporation i.e., W.e.f April 09, 2008. He is undergraduate. He has vast and diversified experience in field of trading of livestock and meat export business for over 3 decades. Under his stewardship, the company has grown from a small organization to operating multiple processing facilities and exporting to over 40 countries. He is currently responsible for overall supervision of the management and affairs of the Company including the setting up of new plants and developing industry networks for further business development.



**Purchase Head**

***Mohammad Mehmood Qureshi***, aged 44 years is the Purchase Head of our Company. He is associated with our Company since incorporation. He is an undergraduate. He has vast and diversified experience in field of trading of livestock. He is currently responsible for availability and handling of raw material of livestock and fulfilling all the formalities required for purchasing the raw materials. He is also looking after the operation of our certain subsidiaries companies. During the Financial Year 2022-23, he was paid a gross compensation of remuneration ₹ 18.00 million.



# Strong Oversight by Experienced Board



**Founding Member**

**Mohammad Ashraf Qureshi**, aged 49 years is one of the founding members of our Company. He is associated with our Company since incorporation. He has completed his Bachelor of Commerce from Dr. Bhim Rao Ambedkar University, Agra. He has vast and diversified experience in field of trading of livestock. He is currently handling the export business of our Company and all the formalities required for exporting the products to multiple locations.



**Founding Member**

**Zulfiqar Ahmad Qurashi**, aged 50 years is one of the founding members of our Company. He is associated with our Company since incorporation. He has completed his Bachelor of Arts from Dr. Bhim Rao Ambedkar University, Agra. He has vast and diversified experience in field of trading of livestock. He is currently handling the administration system of all factories and also all the formalities required for obtaining the permissions and licenses from various regulatory authorities.

# Strong Oversight by Experienced Board



**C.F.O.**

**Gulzeb Ahmed**, aged 34 years is the Whole Time Director of our Company. He was appointed on the Board of our Company w.e.f June 03, 2021. He has completed his Certificate in Planning and Entrepreneurship Course in Personnel Management and Marketing Management from The Indian Institute of Planning and Management and Bachelor of Business Administration from Dr. Bhim Rao Ambedkar University, Agra. He has over 8 years of experience in the business and is also designated as CFO in our Company w.e.f. July 08, 2021.



**Export Head**

**Mohd Kamil Qureshi**, aged 37 years is the Export Head of our Company. He is associated with our Company since 2013. He is an undergraduate. He has more than eight years of experience in field of export and purchase of machinery. He is currently responsible for handling all the formalities required for exporting the final goods; find out the latest trends in the meat industries and growing the export business into new countries. During the Financial Year 2022-23, he was paid a gross compensation of remuneration ₹ 18.00 million.

# Strong Oversight by Experienced Board



**Head of Operation**

**Parvez Alam**, aged 60 years is the Head of Operations of our Company. He is one of the oldest members of our staff and is associated with our Company since incorporation. He is an undergraduate and has over the years becoming a critical member of our operations team. He is currently responsible for overall management and affairs of the Company including ensuring smooth process flow of the units, administration and overall development of the business of the Company. During the Financial Year 2022-23, he was paid a gross compensation of remuneration ₹ 18.00 million.



**Independent Director**

**Bhumika Parwani**, aged 30 years is an Independent Director of our Company. She was appointed on the Board of our Company w.e.f. September 26, 2022. She has completed her bachelor's in Commerce degree from Dr. Bhimrao Ambedkar University, Agra in the year 2013 and is also a member of the Institute of Chartered Accountants of India. She was previously associated with PSA & Company, Anurag Sinha & Associates and V Thukral & Associates and is currently associated with TCI Foundation. She has an experience of around three years in the field of Financial Reporting and Accounting, Risk Advisory, Statutory Audits and Taxation.

# Strong Oversight by Experienced Board



**Independent Director**

**Gaurav Luthra**, aged 40 years is an Independent Director of our Company. He was appointed on the Board of our Company w.e.f. June 03, 2021. He is a Qualified Chartered Accountant and is a member of the Institute of Chartered Accountants of India. He has more than a decade of experience in the field of Internal Auditing, Internal Financial Controls, Taxation, Finance & Accounting, Tax Audit and Statutory Auditing.



**Independent Director**

**Amit Goyal**, aged 44 years is an Independent Director of our Company. He was appointed on the Board of our Company w.e.f. June 03, 2021. He has completed his Bachelor of Legislative Law from Dr. BhimRao Ambedkar University, Agra. He is a practicing advocate by profession and is registered with the Bar Council of Uttar Pradesh since 2003. He has over 18 years of experience in handling Tax Litigations, civil litigations, arbitrations, appearances at tribunals, courts, commissions etc.

# Quality & Product Process



Quality &  
Product Control

# Quality Control Section



*The equipment in meat processing refers to processing machines, components, systems used to cook, handle, package, prepare or store meat and meat products. Following are the key machines / equipment used in our business operations:*

**A. Lairage** - Tervis & guarder rails for pens & walk ways

**B. Slaughter Hall-** Ritual rotating box (knocking box); Cutting saws (leg, brisket & carcase); De-hider machines

**C. Chiller-** Overhead rails, Air cooler fan units (Forced draft Air- coolers)

**D. Deboning Hall-** Stainless steel tables; Rails; SS Hooks; SS trolleys

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

**F. Machine room and Electricals-** Compressors; Evaporative condensers; Electrical panels; Transformers; Air curtains

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

**H. Boiler, I. Water softener, J. ETP Plant**



# Other Important Aspects of our Processing Operations



## Quality Control, Testing and Certifications:-

*Food Safety and Standards Authority of India (FSSAI) has been providing guidance to the Indian food industry by formulating the national standards and certification systems.*

*All our operations are programmed and systemized as per Best Practice Industry requirement standards as below:-*



# Thank You



## Reach Us



[cs@hmaagro.com](mailto:cs@hmaagro.com)



+91 - 8108365540



[www.hmagroup.co](http://www.hmagroup.co)



18A/5/3, Tajview Crossing Fatehabad  
Road, Agra -282001, Uttar Pradesh,  
India