



Q1 FY 26 HMA AGRO INDUSTRIES LTD.

GOVERNMENT RECOGNISED FIVE STAR EXPORT HOUSE

**INVESTORS
PRESENTATION**



GOVERNMENT RECOGNISED FIVE STAR EXPORT HOUSE

**AT HMA AGRO INDUSTRIES LTD.,
WE MOVE BEYOND BOUNDARIES
— BECOMING FOOD SAFETY
PARTNER, BUILDING TRUST, AND
STAYING ROOTED IN OUR
PROMISE OF QUALITY.**

COMPANY OVERVIEW

HMA AT A GLANCE

HMA is one of the India's leading exporters of seafood, frozen buffalo meat, pet food, rice, and finished leather products with 100% operations located in India. We serve millions of customers across the globe every day and every week, in stores and online. HMA has transformed India's frozen meat industry, building on a legacy of excellence in agro trade of more than four decades.

Our impact extends beyond regular commerce, providing Employment to thousands and enriching millions of lives Worldwide. Backed by robust infrastructure, a strong Distribution network and a steadfast commitment to Quality, HMA was recognized as a Five Star Export House by The Government of India in FY25.

In our journey of diversification, in 2021 we ventured in new product segments such as Darling Pets for pet food, Fresh Gold for fish, vegetables, and fruits, and HMA Gold for rice exports. Guided by a vision to reach USD 1 billion in export revenues, we continue to explore emerging opportunities with agility and foresight.

As India rises as a global consumer powerhouse, HMA is proud to play a key role in showcasing the strength and promise of Brand India, delivering value to international markets while championing sustainable and responsible growth.

Operating through a robust network of 10 state-of-the-art facilities strategically located across five Indian states—Uttar Pradesh, Punjab, Haryana, Madhya Pradesh, and Maharashtra—we uphold the highest standards of quality, hygiene, efficiency, and sustainability across our value chain.

Our infrastructure includes:

- **Six** integrated meat processing plants equipped with modern technology and international food safety certifications.
- **One** fish processing facility dedicated to the export of premium-grade seafood.
- **One** advanced pet food manufacturing unit meeting global quality norms.
- **One** Rice manufacturing facility in Karnal, Haryana.
- **One** upcoming chicken processing plant, currently under development, that will further diversify our product offerings and enhance our processing capabilities.

HMA AT A GLANCE



OUR VISION

Our vision is to emerge as a leading global food organization, distinguished by creativity, innovation, and an unwavering commitment to excellence. We aim to deliver exceptional quality by setting ambitious standards and consistently striving to exceed them. With a strong focus on sustainability, integrity, and world class practices, we aspire to become the largest exporter of frozen meat products and establish ourselves as a globally recognized Indian brand in the international food industry.



OUR MISSION

Our mission is to become one of the foremost organizations in the global food industry, driven by a relentless commitment to innovation, creativity, and originality. We strive to offer transformative solutions and cutting edge advancements that the food market has yet to experience. Through our imaginative approach and inventive practices, we aim to create a lasting and meaningful impact on our customers, delivering value that endures beyond expectations.



OUR PROMISE

We 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.



OUR CORE VALUES

We are defined by our values. It resonates with our legacy and gives us the strength to move forward with a purpose.

MANAGEMENT COMMENTS ON FINANCIAL PERFORMANCE

Management Commentary on Q1 FY 2025-26 Financial Results:

CONSOLIDATED PERFORMANCE:

For the quarter ended **June 30, 2025**, the Company delivered a **robust revenue performance**, achieving **Revenue from Operations of ₹11,226.10 million**, marking a **growth of 57.53%** over **₹7,126.12 million** reported in the corresponding quarter of the previous year. This significant growth was driven by:

- **Strong export demand** across key international markets.
- **Higher sales volumes** supported by improved capacity utilization at our manufacturing facilities.
- **Better price realization** in select product categories due to favourable market conditions.

Total Income increased to **₹11,339.31 million** from **₹7,221.56 million** in Q1 FY 2024-25.

However, despite the strong revenue momentum, **Profit Before Tax (PBT)** stood at **₹14.23 million**, lower than **₹57.19 million in Q1 FY 2024-25**. The decline in profitability was primarily attributable to:

- **Increased cost of raw materials consumed** due to supply-side price pressures in the domestic livestock market.
- **Higher logistics and export-related costs**, reflecting both increased shipment volumes and elevated freight rates.
- **Increased employee and administrative expenses** in line with business expansion and regulatory compliance requirements.

Net Profit After Tax (PAT) for the quarter stood at **₹5.97 million** compared to **₹7.28 million** in the previous year. The marginal contraction in net margins was largely the result of **cost inflation outpacing the growth in operating income**.



Mr. Gulzeb Ahmed (CFO)

STANDALONE PERFORMANCE:

On a standalone basis, the Company recorded **Revenue from Operations of ₹10,884.92 million** for Q1 FY 2025-26, an increase of **56.86%** over ₹6,939.45 million in the same period last year. Key drivers included:

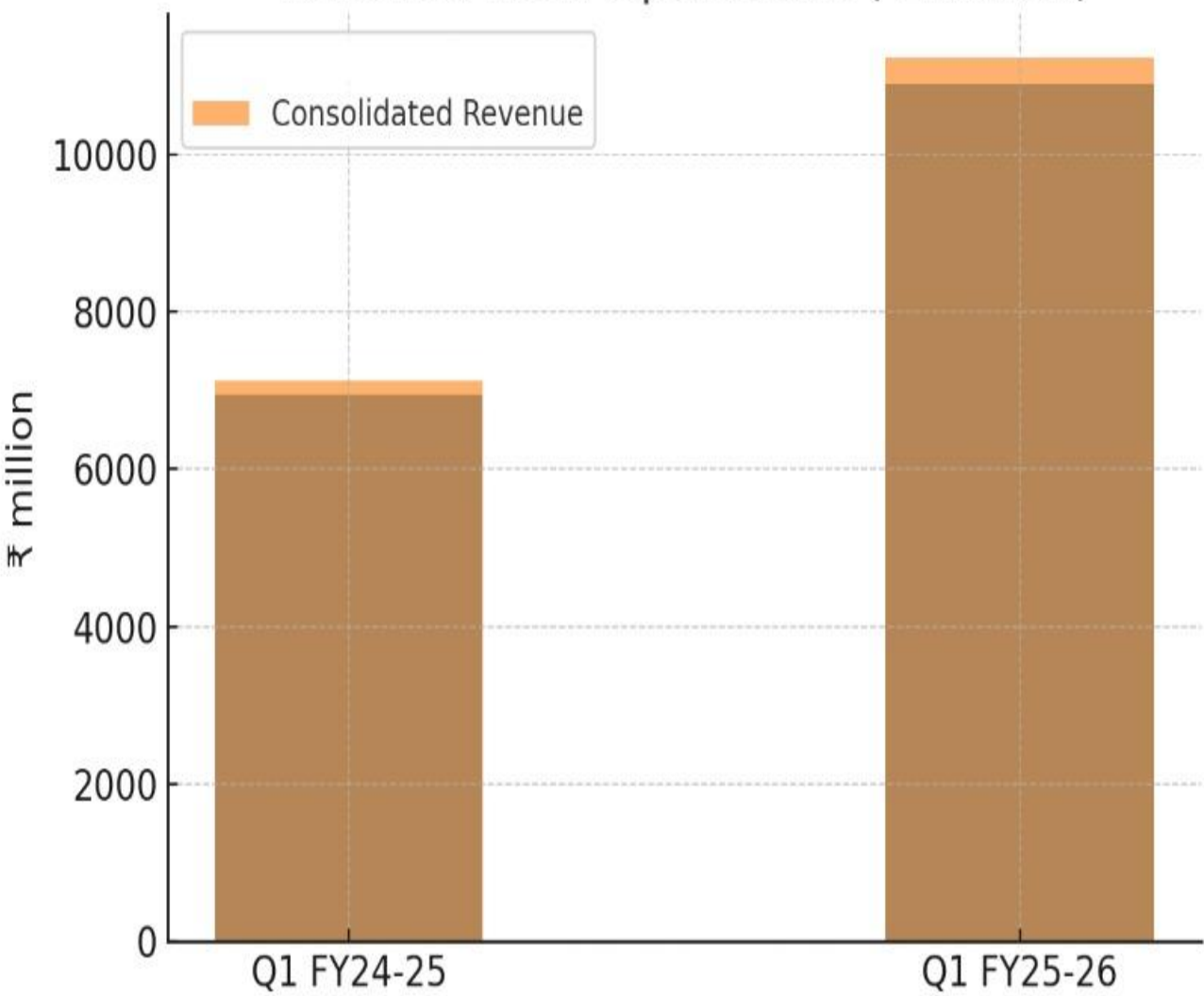
- **Steady volume growth** in both chilled and frozen buffalo meat exports.
- **Optimized product mix** with a focus on high-margin export destinations.
- **Expansion of client base** in emerging and price-resilient markets.

Total Income rose to **₹10,994.75 million** compared to ₹7,029.72 million in Q1 FY 2024-25. Profitability on a standalone basis showed an **improvement**:

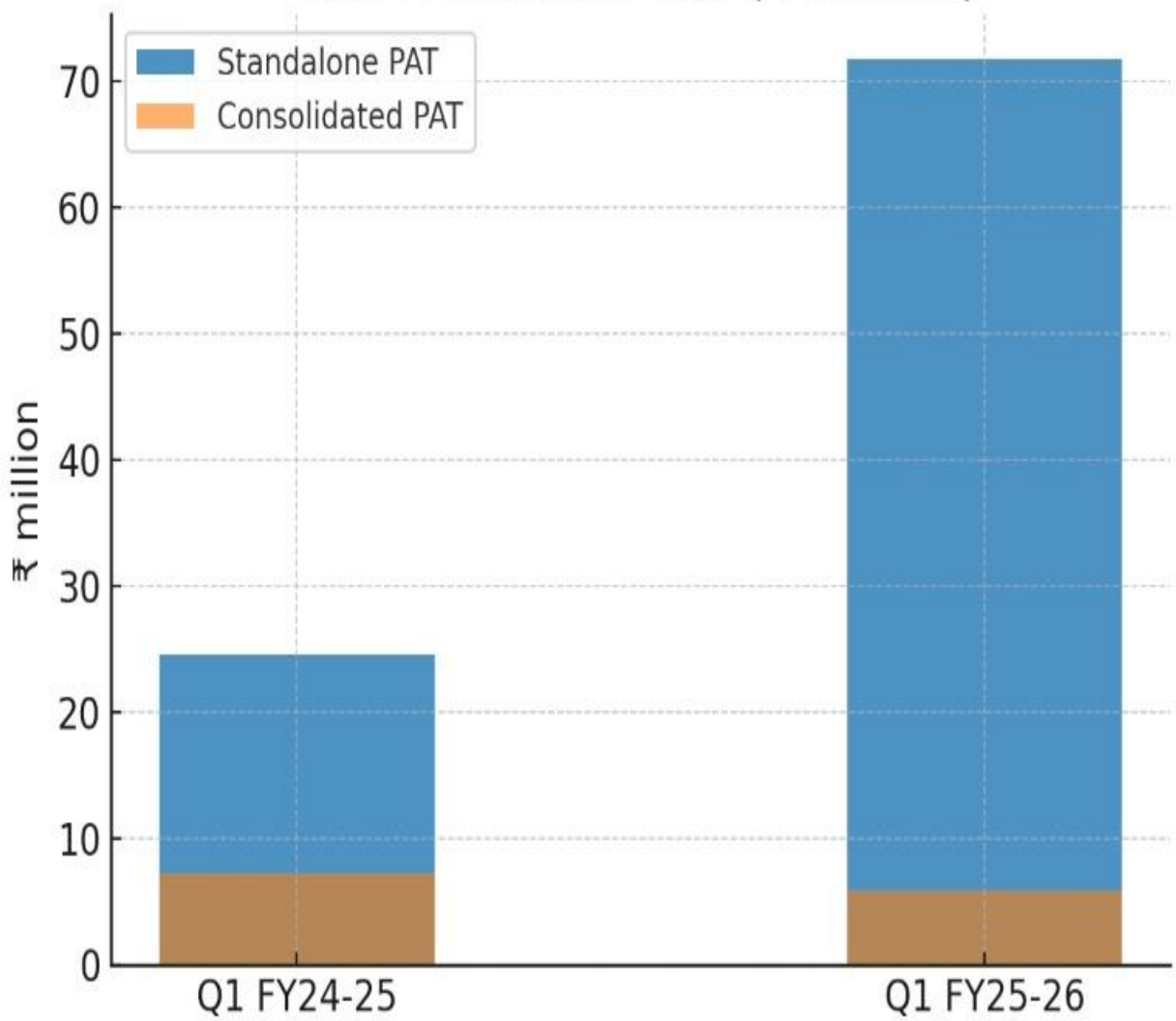
- **PBT** increased to **₹95.75 million** from ₹68.93 million in Q1 FY 2024-25, driven
- by operational efficiencies and effective working capital management.
- **PAT** stood at **₹71.73 million**, registering a **tripling of net profit** from **₹24.56 million** in the corresponding quarter last year, supported by disciplined cost control and better absorption of fixed costs over a higher revenue base.

HMA Agro Industries Ltd - YoY Financial Performance (Q1)

Revenue from Operations (₹ million)



Net Profit After Tax (₹ million)



Q1 FY 2025-26 Performance Drivers:

- **Revenue Momentum:** The growth trajectory in both consolidated and standalone revenues underscores the Company's strong positioning in the global meat export market.
- **Margin Dynamics:** While standalone margins have improved due to better cost management, consolidated margins were impacted by subsidiary performance variances and increased operating expenses.
- **Market Diversification:** Entry into new geographies and deeper penetration in existing markets helped mitigate demand fluctuations.
- **Operational Efficiency:** Investments in processing technology and logistics efficiency continue to support competitiveness, although raw material inflation remains a near-term challenge.

Investor Outlook:

- **Growth Focus:** The Company will continue to focus on enhancing revenue through market expansion, strategic tie-ups, and product innovation.
- **Margin Improvement Plan:** Active initiatives are underway to offset cost pressures, including long-term supplier contracts, freight optimization, and operational automation.
- **Sustainable Expansion:** The Company remains committed to sustainable sourcing and operational practices to support long-term profitability and brand equity in international markets.

Thank You
Gulzeb Ahmed
CFO

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BUSINESS HIGHLIGHTS – STANDALONE BASIS

Q1-FY26 Financial Highlights

Income from Operation
10,884.92 Million

EBITDA
179.06 Million

Net Profit
71.73 Million

EBITDA Margins
1.65%

PAT Margin
0.66%

Diluted EPS
INR 0.14 /Share

Q4-FY25 Financial Highlights

Income from Operation
14,368.20 Million

EBITDA
139.78 Million

Net Profit
-14.79 Million

EBITDA Margins
0.97%

PAT Margin
-0.10%

Diluted EPS
INR -0.03/Share

BUSINESS HIGHLIGHTS - CONSOLIDATED BASIS

Q1-FY26 Financial Highlights

Income from Operation
11,226.10 Million

EBITDA
166.22 Million

Net Profit
5.97 Million

EBITDA Margins
1.48%

PAT Margin
0.05%

Diluted EPS
INR 0.02/Share

Q4-FY25 Financial Highlights

Income from Operation
14,995.59 Million

EBITDA
380.18 Million

Net Profit
123.49 Million

EBITDA Margins
2.54%

PAT Margin
0.82%

Diluted EPS
INR 0.26/Share

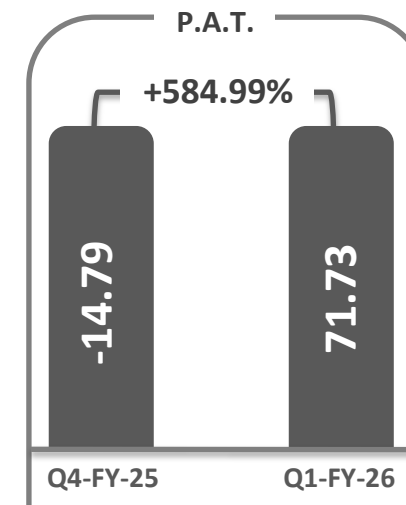
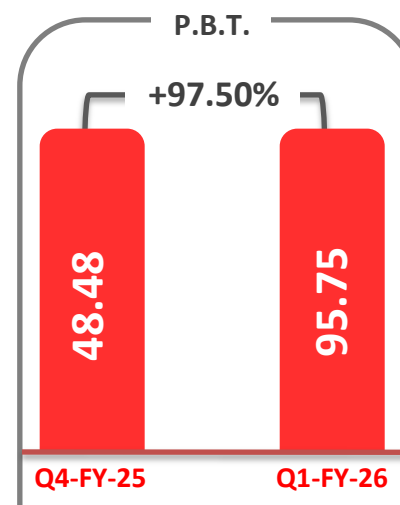
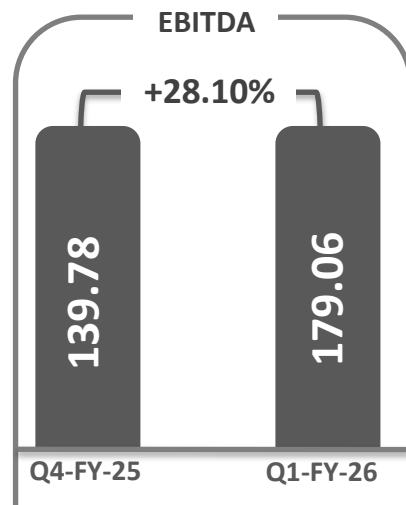
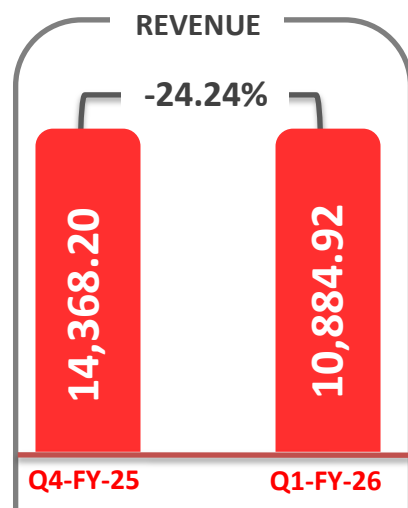
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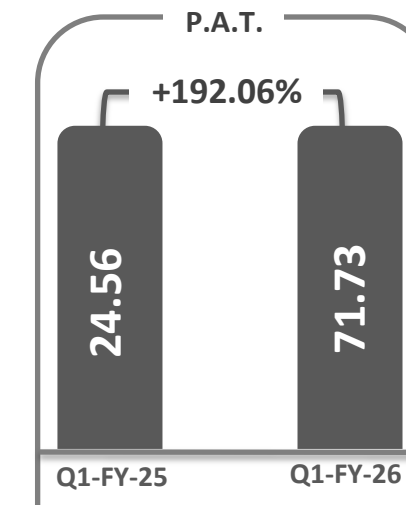
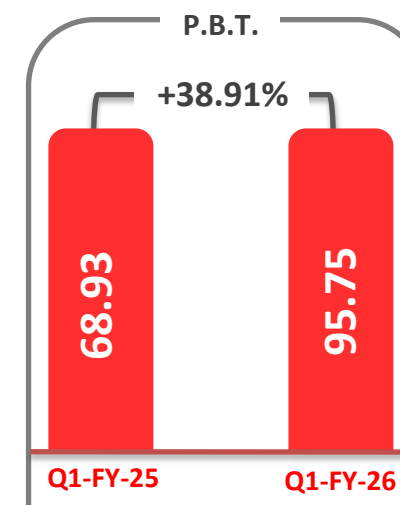
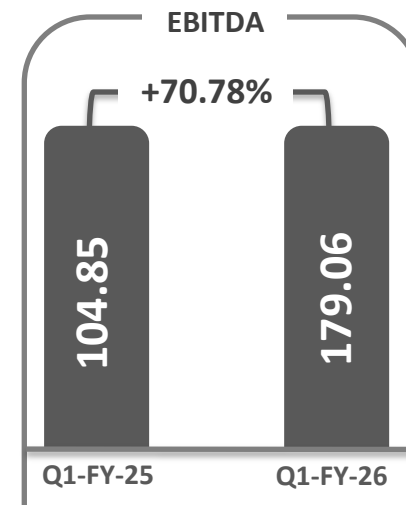
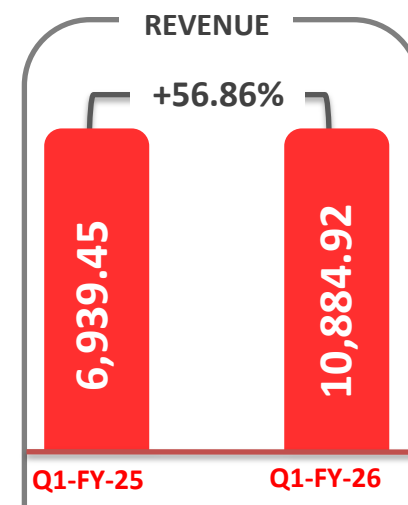


STANDALONE - FINANCIAL HIGHLIGHTS

AS PER Q-O-Q REPORTS

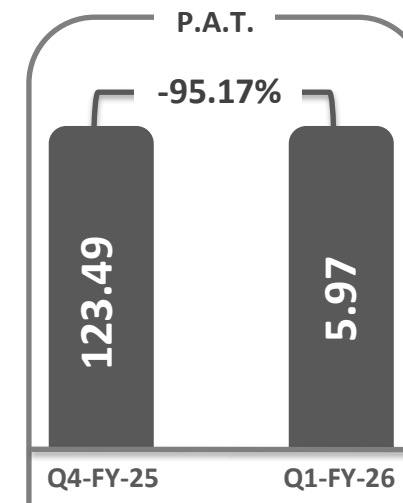
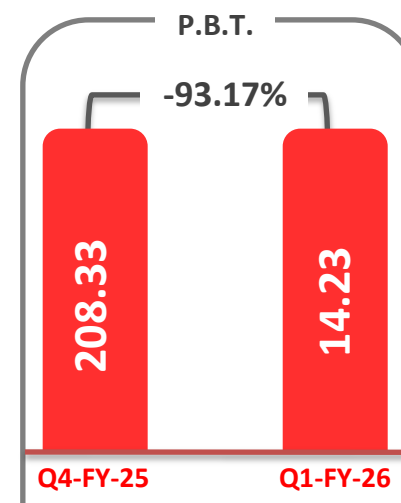
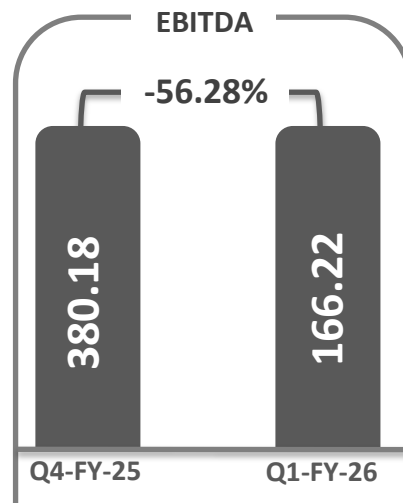
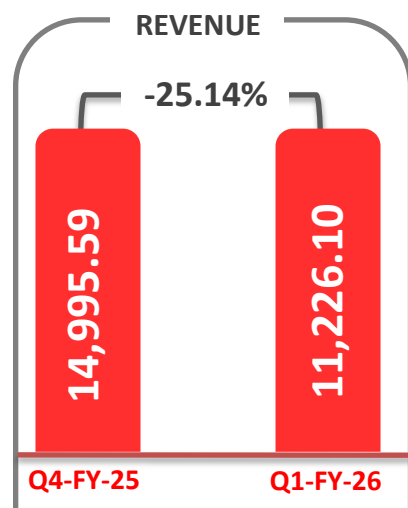


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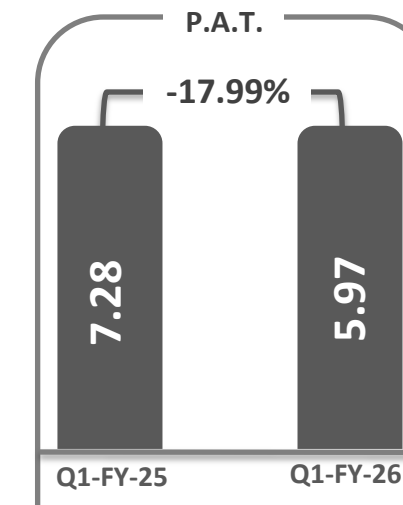
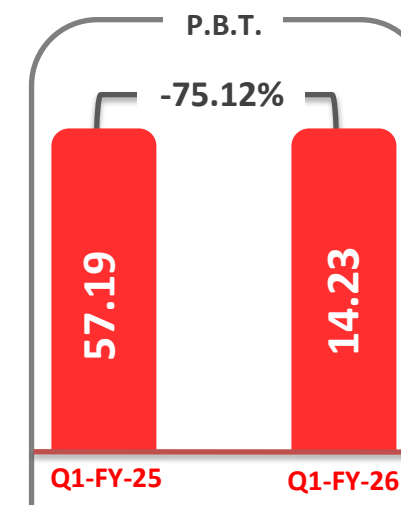
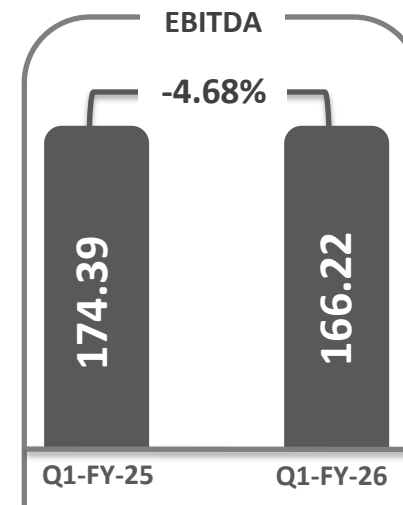
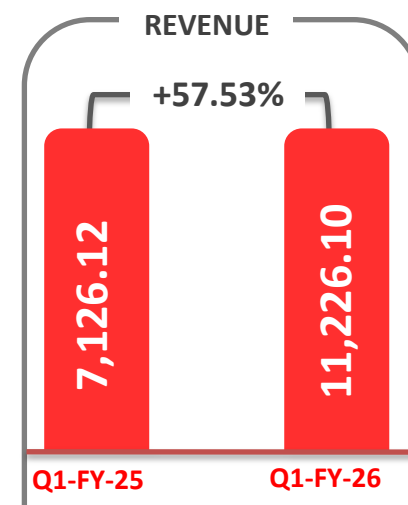


CONSOLIDATED - FINANCIAL HIGHLIGHTS

AS PER Q-O-Q REPORTS



AS PER Y-O-Y REPORTS



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STANDALONE BASIS – EARNING PRESENTATION

PARTICULARS (INR MN)	Q1-FY26	Q4-FY25	Q-o-Q	Q1-FY25	Y-o-Y
Revenue	10,884.92	14,368.20	-24.24%	6,939.45	56.86% ↑
Total Income	10,994.75	14,697.68	-25.19%	7,029.72	56.40% ↑
EBITDA	179.06	139.78	28.10% ↑	104.85	70.78% ↑
EBITDA Margins (%)	1.65%	0.97%	262 BPS ↑	1.51%	316 BPS ↑
PBT	95.75	48.48	97.50% ↑	68.93	38.91% ↑
PBT Margins (%)	0.88%	0.34%	122 BPS ↑	0.99%	187 BPS ↑
PAT	71.73	-14.79	584.99% ↑	24.56	192.06% ↑
PAT Margins (%)	0.66%	-0.10%	76 BPS ↑	0.35%	101 BPS ↑

All Figure In Rupees Million

Up Arrow indicates are Growth by Last Quarter

CONSOLIDATED BASIS – EARNING PRESENTATION

PARTICULARS (INR MN)	Q1-FY26	Q4-FY25	Q-o-Q	Q1-FY25	Y-o-Y
Revenue	11,226.10	14,995.59	-25.14%	7,126.12	57.53% ↑
Total Income	11,339.31	15,329.00	-26.03%	7,221.56	57.02% ↑
EBITDA	166.22	380.18	-56.28%	174.39	-4.68%
EBITDA Margins (%)	1.48%	2.54%	-106 BPS	2.45%	-97 BPS
PBT	14.23	208.33	-93.17%	57.19	-75.12%
PBT Margins (%)	0.13%	1.39%	-126 BPS	0.80%	-67 BPS
PAT	5.97	123.49	-95.17%	7.28	-17.99%
PAT Margins (%)	0.05%	0.82%	-77 BPS	0.10%	15 BPS ↑

All Figure In Rupees Million

Up Arrow indicates are Growth by Last Quarter

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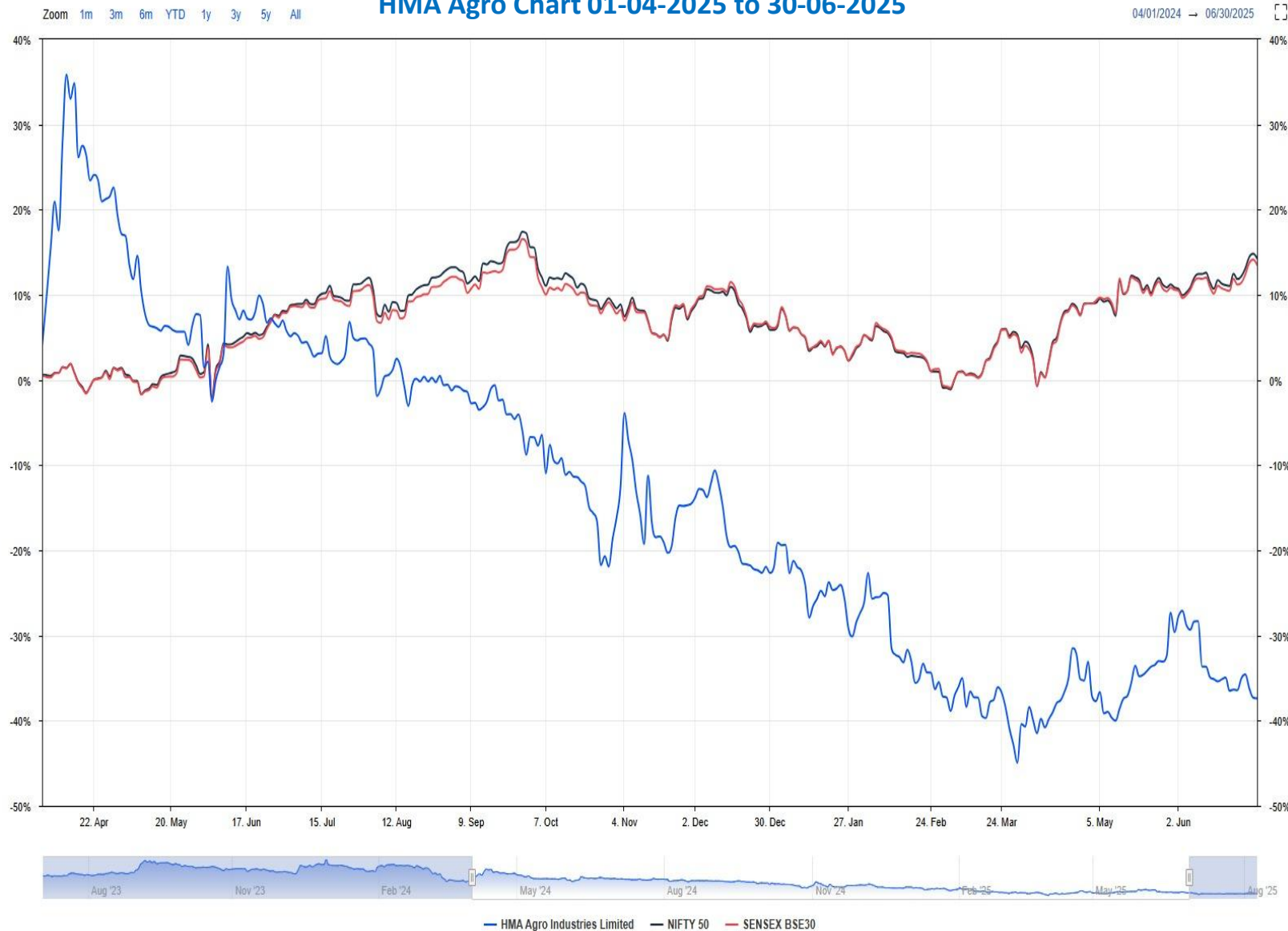


CAPITAL MARKET DATA



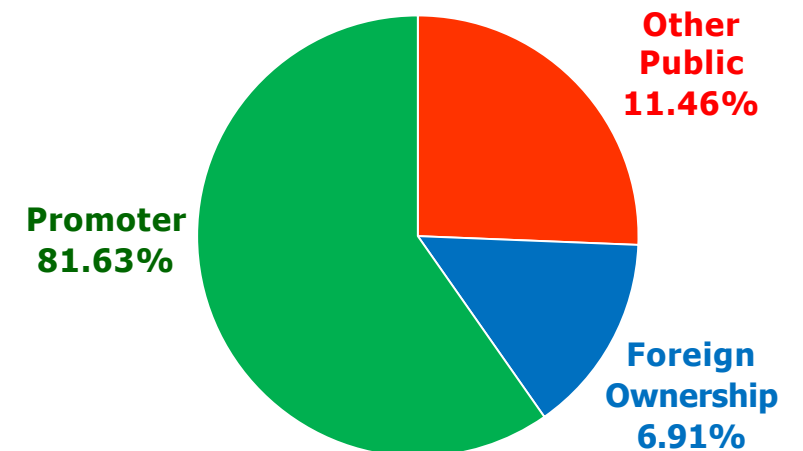
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HMA Agro Chart 01-04-2025 to 30-06-2025



Price Data as on 30 th June 2025	INR
Face Value	1.0
Market Price (30.06.2025)	31.98
52 Week H/L	38.00/27.75
Market Cap .	1601.46Cr.
Equity Shares Outstanding	50.07Cr.
1 Year Avg Trading Volume (Per Day)	6,32,154

Shareholding Pattern as on 30th June, 2025-26



Reaching customers far and wide through our Global Presence

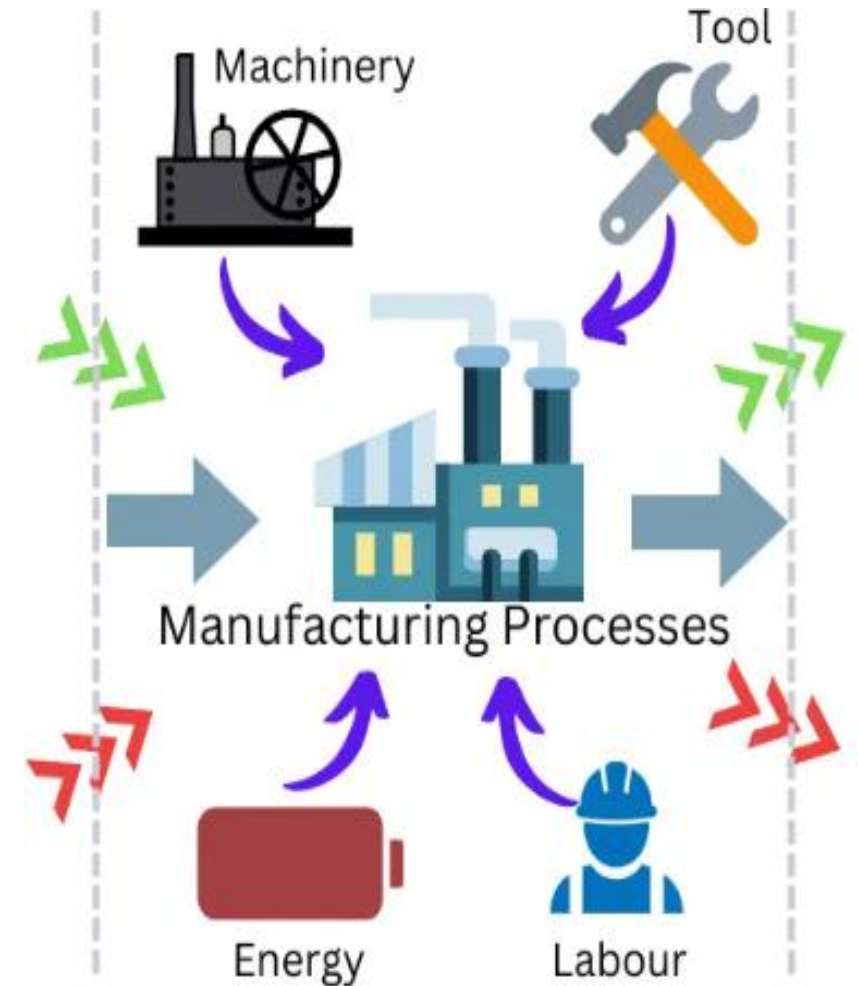
With all our operations based in India and our head office located in Agra, Uttar Pradesh, we take pride in our Indian roots while maintaining a truly global presence. Our manufacturing facilities span five Indian states, enabling us to serve customers across the country and in over 40 countries worldwide.



*MAP NOT TO SCALE

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OUR MANUFACTURING FACILITIES ACROSS INDIA



HMA
AGRO INDUSTRIES LTD.
GOVERNMENT RECOGNISED STAR EXPORT HOUSE



ALIGARH PLANT

Production Capacity: 95 MT/ Day
Location: 6/1, 15-16, Talaspur Khurd,
Tehsil Koil, Mathura
Bye Pass Road, Aligarh Uttar Pradesh -
202001,
(Owned By: HMA Agro Industries Ltd.)



PUNJAB PLANT

Production Capacity: 380 MT/ Day
Location: Village Behra, Barwala Road Dera
Bassi,
SAS Nagar, Punjab - 140507
Owned By: Federal Agro Industries Pvt. Ltd.
(Subsidiary of HMA Agro Industries Ltd).



AGRA PLANT

Production Capacity: 95 MT/ Day
Location: Plot No. 293, 295 & 297 Village
Kuberpur, Tehsil
- Etmadpur, Agra Uttar Pradesh- 282006
Owned By: HMA Food Export Pvt. Ltd.
(Wholly owned subsidiary of HMA Agro
Industries Ltd)..

OUR MANUFACTURING FACILITIES ACROSS INDIA



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PARBHANI PLANT

Production Capacity: 190 MT/ Day

Location: Gut No. 160-161, Purna,
Parbhani, Maharashtra - 431511

Owned By: Reliable Agro Foods
(partnership firm in which
HMA Agro Industries Ltd. having stake of
95%).



HARYANA PLANT

Production Capacity: 570 MT/ Day

Location: Village Ghata Plot No. 129,
Tehsil

Firozpur Jhirka, District Nuh, Mewat
Haryana – 122104

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



UNNAO PLANT

Production Capacity: 142.50 MT per
day

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

Owned By: AOV Exports Pvt. Ltd. (which
currently conducts
freezing & processing exclusively for
HMA Agro Industries Ltd.)

OUR MANUFACTURING FACILITIES ACROSS INDIA



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PET FOOD MANUFACTURING UNIT

Darling Pets Private Limited
Location: F-15, Sight-2, UPSIDC Industrial Area
Unnao, Uttar Pradesh-209801
(Owned by Swastik Bone and Gelatines Pvt. Ltd)



LEATHER PROCESSING PLANT

UNNAO, UTTAR PRADESH
Location: A-40, UPSIDC, Industrial Area,
Leather Technology Park
Banthar Unnao, Uttar Pradesh-209801
(Owned by: HMA Leather Export Pvt. Ltd)



OUR UPCOMING CHICKEN PROCESSING PLANT

JABALPUR, MADHYA PRADESH
Location Khasra No: 1618/3, Village
Hardua Kala
Majholi, Jabalpur, Madhya Pradesh-
483225
Owned By: HMA Natural Foods Pvt. Ltd.
(Subsidiary of HMA Agro Industries Ltd.)

OUR MANUFACTURING FACILITIES ACROSS INDIA



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FISH PLANT



•**Production Capacity:** 150 MT/ Day

Location: Plot No. M-7, MIDC Talaja District-Raigarh Navi
Mumbai, Maharashtra-410208

(Owned By: Gausia Cold Storage Pvt. Ltd.).

•**Capacity:** 200 Container/Day

•**Location:** Sounkra, Main Road, Taraori, Tehsil Nilokheri, District
Karnal, Haryana

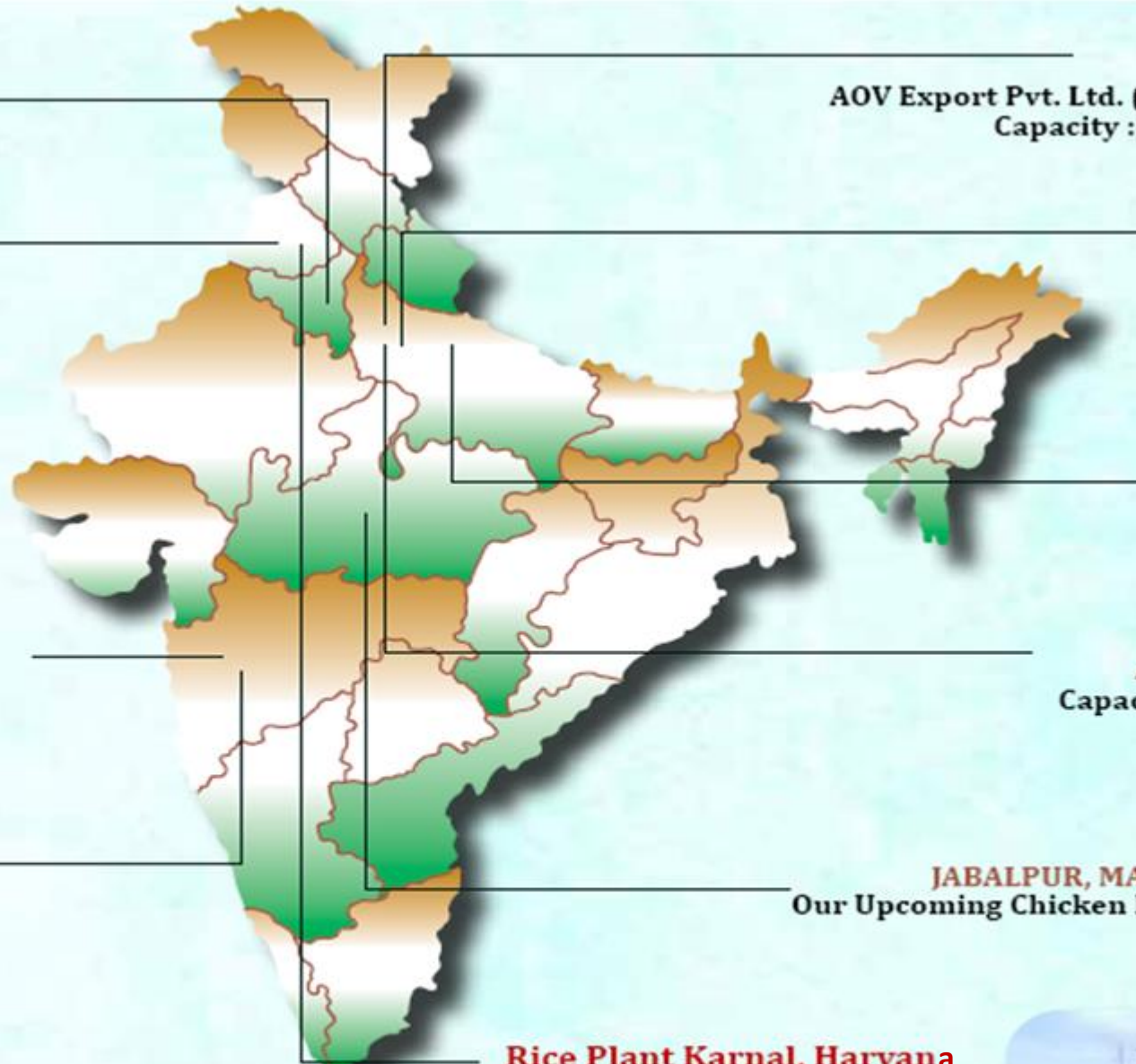
•(Operated By: HMA Hygienic Foods Industries Pvt. Ltd.)



RICE PLANT

**MEWAT PLANT**

Capacity : 570 MT/ Day

**DERA BASSI PLANT**Capacity :
380 MT/ Day**PET FOOD
MANUFACTURING UNIT**
Unnao, Uttar Pradesh**RAIGARH, MAHARASHTRA**
Fish Processing Plant**PARBHANI PLANT**
Capacity : 190 MT/ Day**UNNAO PLANT**AOV Export Pvt. Ltd. (Being acquired)
Capacity : 142.50 MT/ Day**LEATHER
PROCESSING
PLANT**
Unnao, Uttar
Pradesh**AGRA PLANT**
Capacity :
95 MT/ Day**ALIGARH PLANT**
Capacity : 95 MT/ Day**JABALPUR, MADHYA PRADESH**
Our Upcoming Chicken Processing Plant**Rice Plant Karnal, Haryana**Location: Sounkra, Main Road,
Taraori, Tehsil Nilokheri,
District Karnal, Haryana
Capacity : 200 Container/Day

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LOOKING AHEAD & GROWTH STRATEGY

HMA remains committed to reinforcing its leadership position in the global frozen buffalo meat export industry. The year ahead presents a significant opportunity to accelerate growth by building on our strong foundation, ensuring sustainable expansion, and reinforcing stakeholder trust. Our strategic roadmap for Future is anchored on three key pillars: Client Retention, Market Penetration, and Geographic Expansion

➤ **Strengthening Relationships with Longstanding Clients:**

At HMA, our clients are at the core of our success. A key focus for FY26 will be to consolidate and deepen relationships with our existing clientele, many of whom have remained with us over the years due to our consistent quality, reliability, and service excellence. A dedicated Client Success Team will proactively manage key accounts to ensure satisfaction, gather feedback, and identify growth opportunities.

➤ **Increasing Market Share In Existing Destinations:**

We aim to deepen our penetration in these regions through a combination of targeted marketing, competitive pricing, and enhanced distribution channels. Expansion of capacity at our existing processing units will ensure we can cater to larger volumes with shorter lead times. A robust digital marketing initiative will be rolled out in key international markets to enhance brand visibility and reinforce trust in the HMA name.

➤ **Expanding into New High-Potential Markets:**

we will actively pursue new geographies with rising demand for quality halal buffalo meat, including untapped regions in Eastern Europe, Central Asia, and Latin America. Participation in international trade fairs, buyer seller meets, and food expos will be intensified to generate direct leads and strengthen brand recall.

➤ **Operational Excellence and Product Innovation:**

To support our growth vision, we will continue investing in modernization of our processing facilities, focusing on automation, energy efficiency, and international hygiene standards. We are introducing new product variants, including value-added cuts and ready-to-cook formats, catering to evolving consumer trends in global markets.

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QUALITY SECTION



MARKET RESEARCH & INTELLIGENCE

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



SAMPLING

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



TEAM OF PRODUCTION

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



APPROVALS

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



STATE-OF-THE- TESTING LABORATORIES

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.



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.



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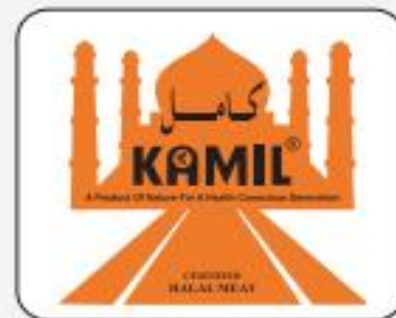
HMA entered into a strategic Memorandum of Understanding (MoU) with PKPS for the supply of frozen boneless buffalo meat. This collaboration goes beyond commercial engagement, as both organizations are also exploring joint research initiatives to tackle key challenges in the meat industry.

Driven by a powerful vision to become a globally recognised name in the realm of packaged food industry, we embarked on an exciting new chapter. We proudly joined hands with Perbadanan Kemajuan Pertanian Selangor (PKPS) of Malaysia, a prominent government entity from the state of Selangor, Malaysia, a partnership that we believe will significantly propel us towards realizing this ambition.





PRODUCTS & BRANDS



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HMA Agro Industries Ltd.

Mr. Nikhil Sundrani

(Company Secretary cum Compliance Officer)

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Pin:- 282001, U.P. (India)