

August 31, 2023

To,
The Listing Department
NATIONAL STOCK EXCHANGE OF INDIA LTD
Exchange Plaza, C-1, Block G.
Bandra Kurla Complex Bandra-East, Mumbai-400051

Name of the Company: Proventus Agrocom Limited (Formerly known as Proventus Agrocom Private Limited) (ISIN: INE0ONE01016)

Sub: - Investor Presentation for the Financial Year Ended March 31, 2023

Dear Sir/Ma'am,


Please find enclosed herewith Investor Presentation for the Financial Year Ended March 31, 2023 of Proventus Agrocom Limited containing Business Overview and Financial Highlights for the year ended March 31, 2023.

Kindly note the same and acknowledge the receipt.

Thanking you,

Yours truly,
For Proventus Agrocom Limited
(Formerly known as Proventus Agrocom Private Limited)

DURGA
PRASAD
JHAWAR

 Digitally signed by
DURGA PRASAD JHAWAR
Date: 2023.08.31 11:28:42
+05'30'

Durga Prasad Jhawar
Managing Director & CEO
DIN: 02005091

Proventus Agrocom Limited
(Formerly known as Proventus Agrocom Private Limited)

Address: 515, 5th Floor, 215 Atrium, Wing C, Andheri Kurla Road, Andheri East, Mumbai 400059

 : +91 22 6211 0900 *Fax:* +91 22 6211 09219  info@proventusagro.com

www.proventusagro.com *CIN:* U74999MH2015PLC269390



PROVENTUS AGROCOM LTD

FY23 – Business Update



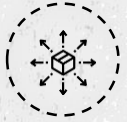
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Business OVERVIEW



Finest dry fruits **SNACKS FROM AROUND THE WORLD**



Backed by hyper efficient backend channels and distribution chains



Healthy snacking brand available in various flavors



Targeting the growing lifestyle conscious buyers



Cumulative experience of 100+ years in Agro supply chain

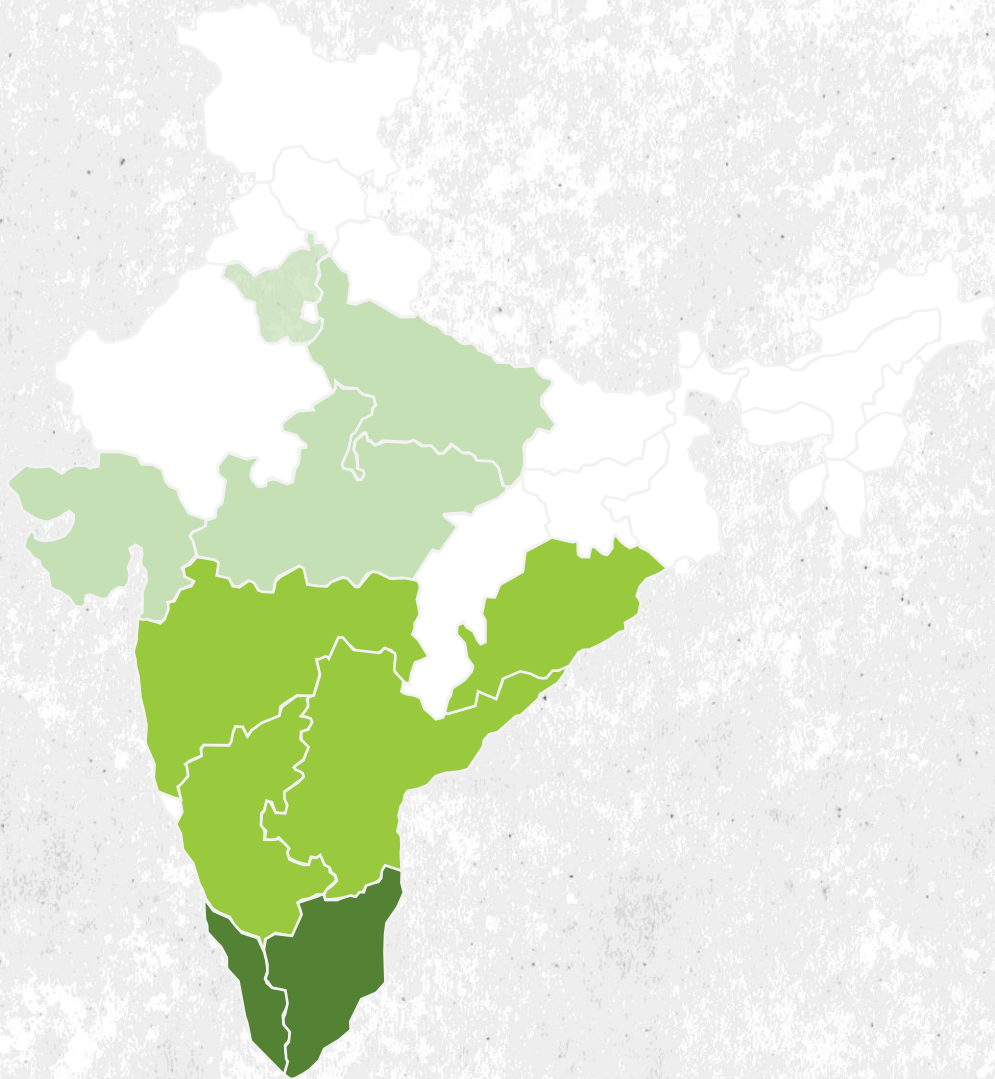


Average Brand Monthly Sales Rate of ~17.5crs revenue in FY23



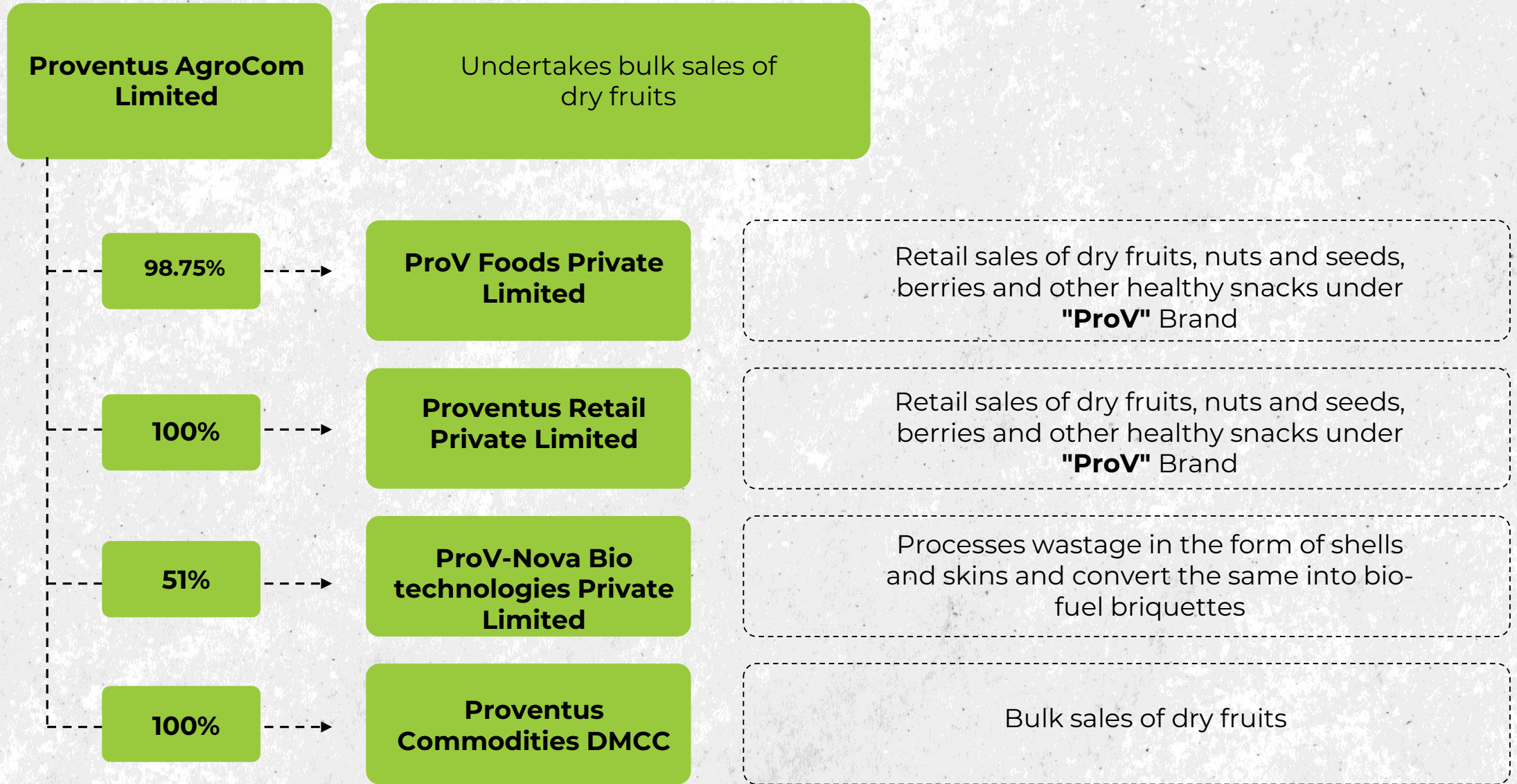
ProV

WELL DIVERSIFIED PRESENCE



- » **20+ states** in GT primarily south based states
- » **100+ SKUs** across 6 sub-brands
- » **40+ global** suppliers
- » Sourcing from **5+ global** supply countries
- » **PAN India Availability** in MT, E-Com and general stores

CORPORATE INFORMATION

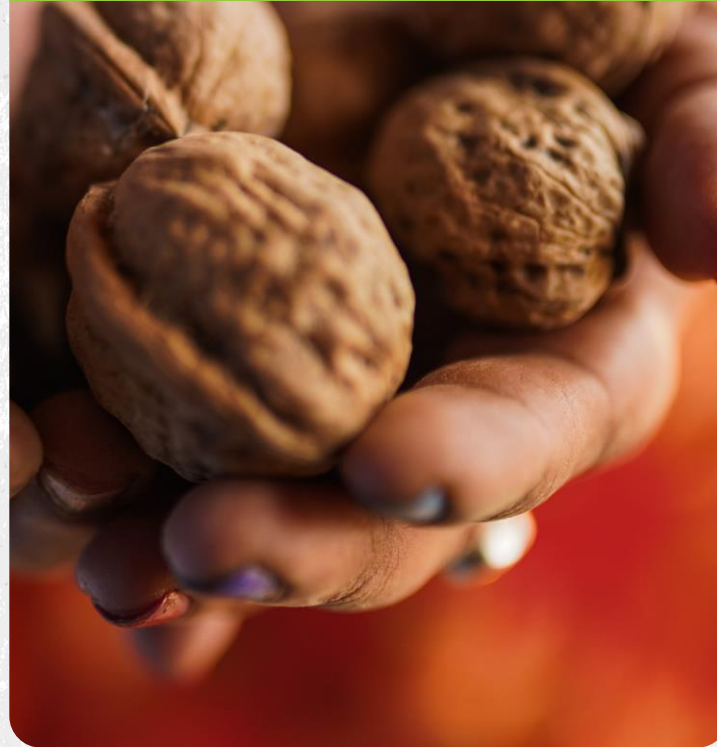


ProV PRINCIPLES

**Right Quality at
right prices**



**Long term
relationships**



**Integrity and
Trust**



Products

PRESENCE ACROSS DIFFERENT SEGMENTS

					
<p>Economical</p>	<p>Flagship Brand</p>	<p>High Quality Produce</p>	<p>Flavour Snacks</p>	<p>Pick and go</p>	<p>Party Snack</p>
<p>Industry standard quality</p>	<p>Better than Industry standard</p>	<p>High quality</p>	<p>Industry standard quality</p>	<p>Industry standard quality</p>	<p>Better than Industry standard</p>
<p>Economical pouches in varying sizes</p>	<p>Zip lock pouches in standard sizes</p>	<p>Premium packaging in standard sizes</p>	<p>Quirky flavors in varying sizes</p>	<p>Handful of dry fruits in varying sizes</p>	<p>Exotic to Standard Mixes – Indianized Flavours</p>
<p>Value for money products</p>	<p>Snacking products</p>	<p>Luxury products</p>	<p>Snacking products</p>	<p>Small snacking products</p>	<p>Proportionate mixes of sweet and Savory</p>
<p>Pantry storage & consumption</p>	<p>Daily consumption</p>	<p>Gifting purposes</p>	<p>Daily consumption</p>	<p>On the go consumption – Impulse Buy at 30/- MRP</p>	<p>Party and evening Snacks</p>

Truly **PREMIUM** to even the best in the market



Flavour snacks for parties



Health and fun in a **snack**



Range of **gifting / novelty**



Minis – Pick and Go



Impulse Snacking – On the go consumption



Premium – Nut and Mixes



Flavour mixes for parties



Range of gifting / novelty



Financial SUMMARY



FY23

FINANCIAL HIGHLIGHTS



●
Growth in ProV Brand – INR 212 crs sales in FY23 vs 77 crs sales in FY22



-
- ProV Brand Growth with healthy Profitability
 - Profit at INR 3.67 crs in FY23 vs 1.14 crs in FY22



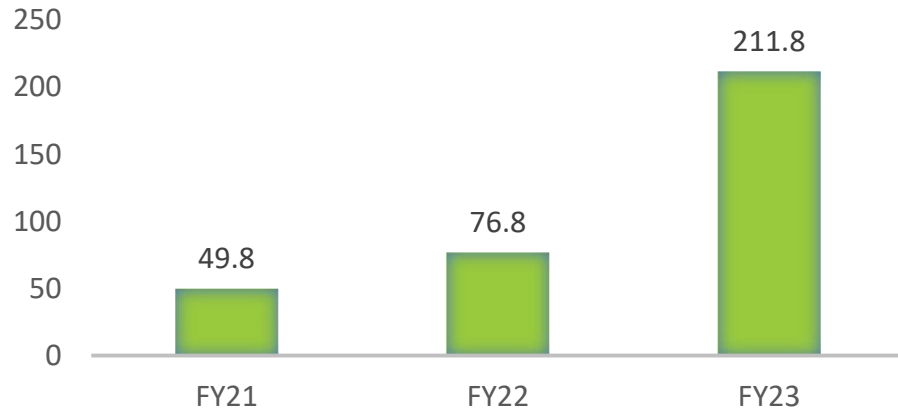
●
Well diversified PAN India presence and sales channel mix



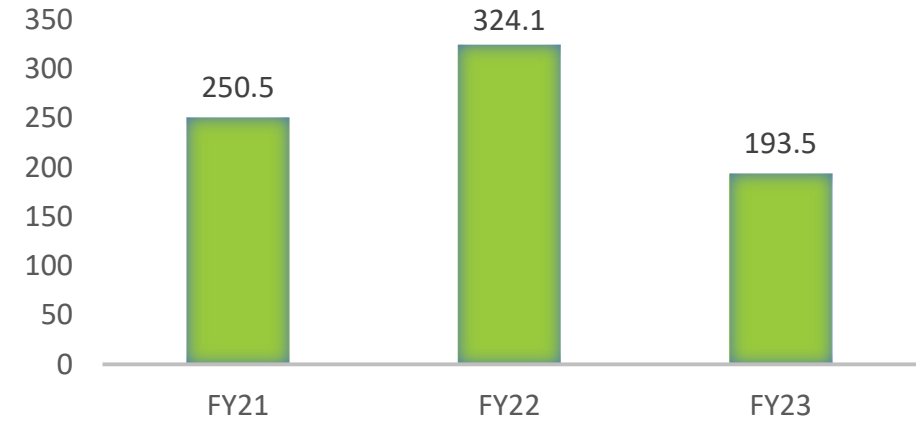
●
Net worth at 63.42 crs vs 52.82 crs in FY22

FINANCIAL SUMMARY

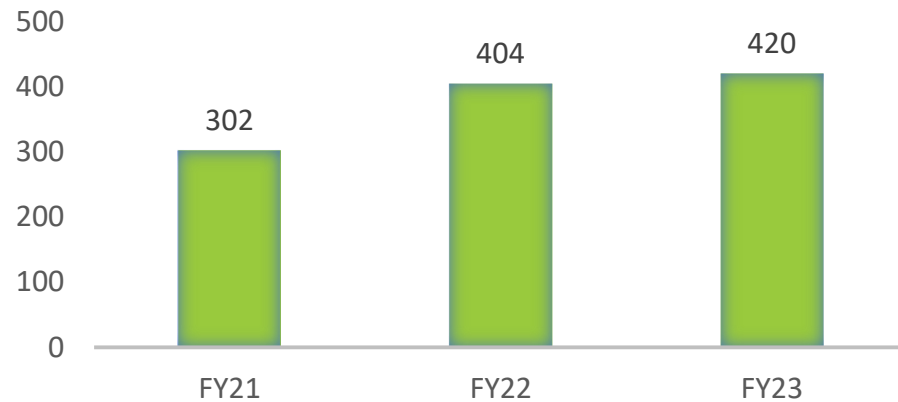
ProV Brand Sales (B2C)



B2B Bulk Sales (INR Crs)



Consolidated Revenue (INR Crs)



Brand Sales growth of 4x in last 2 year



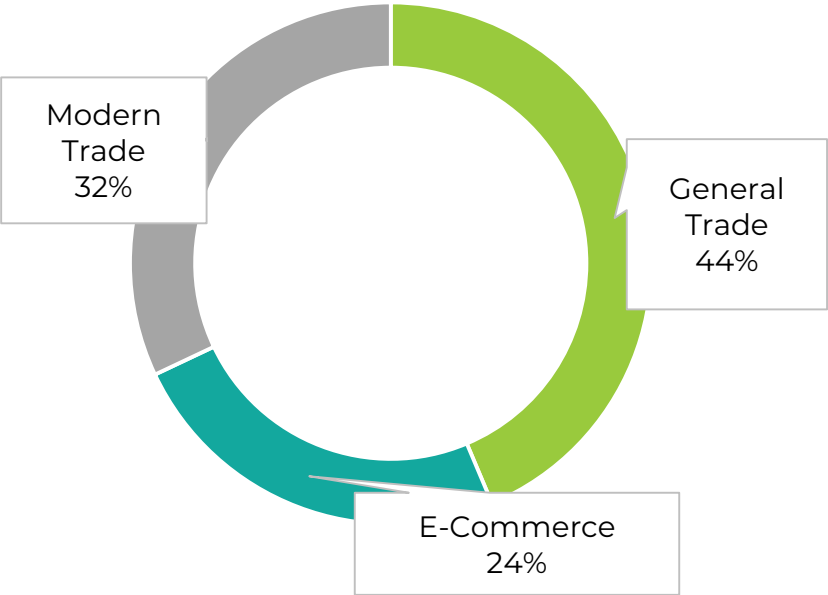
Sales Mix – Focus on brand

Consolidated Revenue includes 15 crs of Sales of other commodities and other income

FINANCIAL SUMMARY

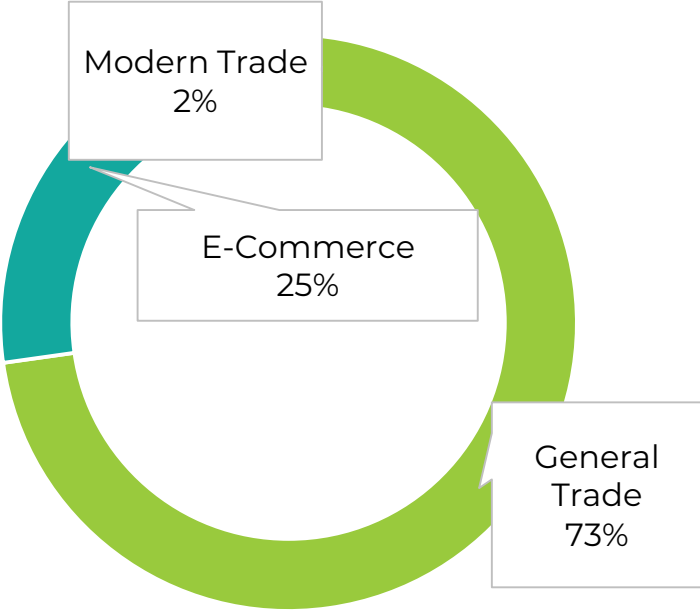
Brand Sales Channel Mix (FY23)

■ General Trade ■ E-Commerce ■ Modern Trade



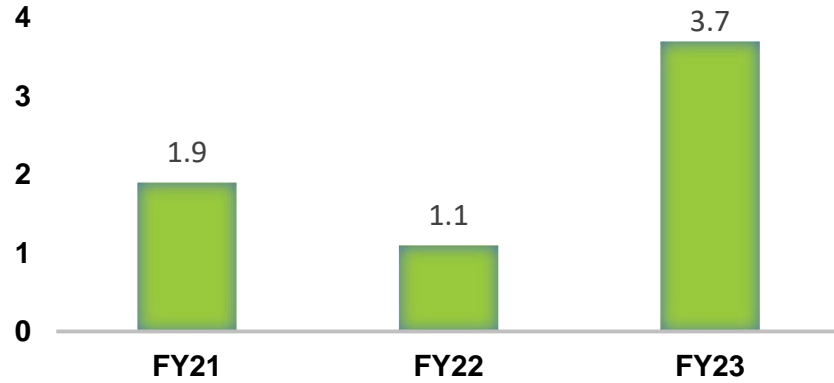
Brand Sales Channel Mix (FY22)

■ General Trade ■ E-Commerce ■ Modern Trade

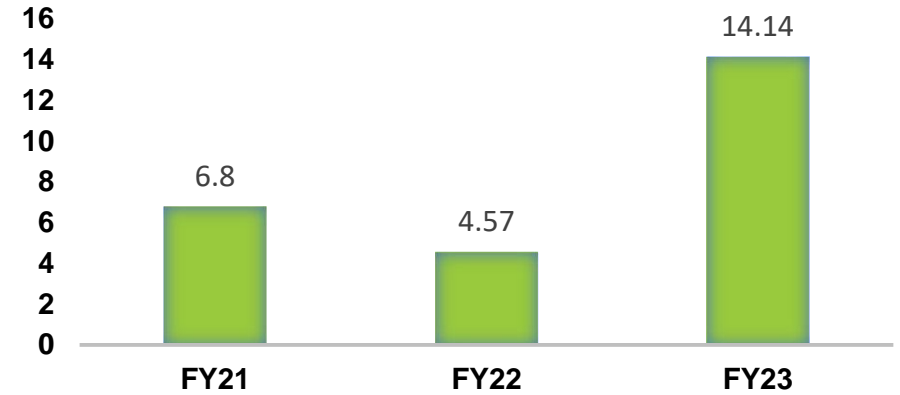


FINANCIAL SUMMARY

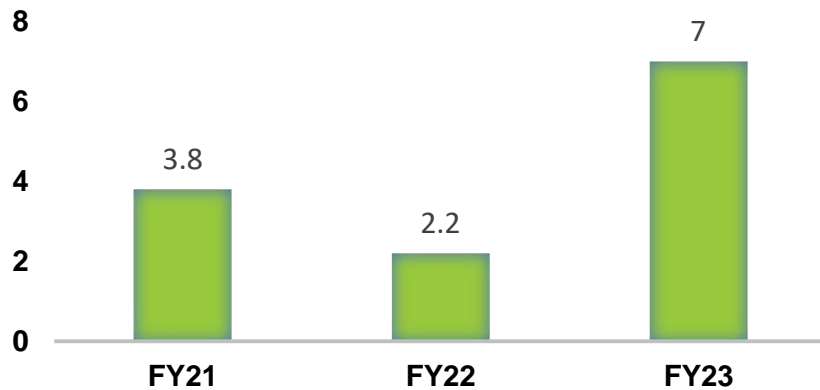
Consolidated PAT



Earnings per share (EPS)



Return on Equity (%)



PAT growth of 2x in FY23 vs FY21



Return on Equity at 7% in FY23

FINANCIAL SUMMARY – CONSOLIDATED

PAL Consolidated - Profit and Loss Statement - FY23

<i>(Figs in lakhs)</i>	FY22	FY23
Revenue From Operations	40,435	42,033
Revenue	40,327	41,891
Other Income	108	142
<i>Less</i>		
Cost of Goods Sold	36,033	36,230
COGS	14,910	22,782
Purchase of Stock in Trade	21,791	12,487
Changes in Inventories of Stock in Trade	-668	960
Direct Expense	2,126	2,991
Gross Profit	2,275	2,812
Gross Profit (%)	6%	7%
<i>Less</i>		
Admin Expenses	778	608
Selling and Distribution	676	933
Employee Benefits Expenses	390	494
EBITDA	432	777
EBITDA (%)	1%	2%
Interest	187	248
Depreciation	88	71
PBT	156	458
Less: Tax	42	91
PAT	114	367
PAT (%)	0.28%	0.87%
No. of Shares	24,85,768	25,36,069
EPS	4.6	14.1

PAL Consolidated - Balance Sheet as on 31st March 2023

	FY22	FY23
EQUITY AND LIABILITIES		
1. Shareholders' Funds		
(a) Share Capital	249	276
(b) Reserves and Surplus	5,034	6,067
Total (A)	5,283	6,343
2. Non-Controlling Interests (B)	0	9
3. Non - Current Liabilities		
(a) Long Term Borrowing	1,122	369
(c) Other Long Term Liabilities	35	45
Total (C)	1,156	414
4. Current Liabilities		
(a) Short Term Borrowing	2,323	2,064
(b) Trade Payables		
(ii) Other than Micro & Small Enterprises	1,262	1,291
(c) Other Current Liabilities	92	52
(d) Short Term Provision	16	20
Total (D)	3,692	3,428
TOTAL (A+B+C+D)	10,131	10,194
ASSETS		
1. Non - Current Assets		
(a) Property, Plant & Equipment and Intangible Assets		
(i) Property, Plant and Equipment	254	213
(ii) Intangible Assets	1	0
(iii) Capital Work in progress	-	73
(b) Goodwill on consolidation	3	3
(C) Deferred Tax Assets (net)	694	648
(d) Other Non-Current Assets	50	87
Total (A)	1,001	1,025
2. Current Assets		
(a) Current investments	-	-
(a) Inventories	3,739	2,934
(b) Trade Receivable	1,953	3,552
(c) Cash and Cash Equivalents	1,432	707
(d) Short Term Loans and Advances	1,905	1,975
(e) Other Current Assets	101	-
Total (B)	9,130	9,169
TOTAL (A+B)	10,131	10,194

FINANCIAL SUMMARY – STANDALONE

PAL Standalone - Profit and Loss Statement - FY23

<i>(Figs in lakhs)</i>	FY22	FY23
Revenue From Operations	37,062	34,049
Revenue	36,991	33,730
Other Income	72	319
Less		
Cost of Goods Sold	33,549	29,835
Purchase of Stock in Trade	34,292	28,726
Changes in Inventories of Stock in Trade	-743	1,109
Direct Expense	1,960	2,618
Gross Profit	1,554	1,596
Gross Profit (%)	4%	5%
Less		
Admin Expenses	718	545
Selling and Distribution	201	169
Employee Benefits Expenses	348	427
Other Expenses	-	-
EBITDA	286	456
EBITDA (%)	1%	1%
Interest	127	130
Depreciation	31	27
PBT	128	298
Less: Tax	27	69
PAT	100	229
PAT (%)	0%	1%
No. of Shares	24,85,768	25,36,069
EPS	4.0	9.0

PAL Standalone - Balance Sheet as on 31st March 2023

	FY22	FY23
EQUITY AND LIABILITIES		
1. Shareholders' Funds		
(a) Share Capital	249	276
(b) Reserves and Surplus	5,104	5,990
Total (A)	5,353	6,266
2. Non - Current Liabilities		
(a) Long Term Borrowing	1,032	279
(c) Other Long Term Liabilities	35	45
Total (B)	1,066	324
3. Current Liabilities		
(a) Short Term Borrowing	1,398	940
(b) Trade Payables		
(ii) Other than Micro & Small Enterprises	1,164	835
(c) Other Current Liabilities	49	42
(d) Short Term Provision	8	12
Total (C)	2,619	1,829
TOTAL (A+B+C)	9,038	8,419
ASSETS		
1. Non - Current Assets		
(a) Property, Plant & Equipment and Intangible Assets		
(i) Property, Plant and Equipment	106	76
(ii) Intangible Assets	1	0
(c) Non-current investments	726	726
(C) Deferred Tax Assets (net)	685	616
(d) Other Non-Current Assets	24	24
Total (A)	1,541	1,442
2. Current Assets		
(a) Inventories	2,964	1,856
(b) Trade Receivable	1,609	3,003
(c) Cash and Cash Equivalents	1,141	526
(d) Short Term Loans and Advances	1,676	1,549
(e) Other Current Assets	107	43
Total (B)	7,497	6,977
TOTAL (A+B)	9,038	8,419

MAJOR CLIENTS



MILESTONES



First Integrated Dry Fruits Brand Company to be listed on National Stock Exchange SME Platform on 5th June 2023

MILESTONES



ProV Foods has partnered with Celebrity Master Chef Sanjeev Kapoor and food and FMCG veteran KS Narayanan

AWARDS



ProV Foods wins 'Most Innovative eRetailer' of the Year at Star Retailer Awards 2023 by IndiaRetailing.com

AWARDS



Prov recognized among the top 10 packaged foods startups 2022 b silicon indian startup city

AWARDS



To ensure the best processes and operations in Food Processing and Manufacturing, ProV Foods has attained FSSC 22000 certification for our plant

THANKS!

