

Chaman Lal Setia Exports Ltd.

(A Govt. Recognised Star Export House)

Regd. Office : Meerankot Road, P. O. Central Jail,
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CIN No. : L51909PB1994PLCO15083

An ISO 22000 : 2005
Certified Co.

Dated: 29.05.2026

To

The Secretary
BSE Ltd.
Corporate Relationship Dept.,
14th floor, P. J. Tower,
Dalal Street, Fort
Mumbai - 400 001
Stock Code – 530307

The Secretary
National Stock Exchange of India Ltd.
Exchange Plaza, Plot no. C/1, G Block,
Bandra-Kurla Complex,
Bandra (E),
Mumbai - 400 051
Stock Code – CLSEL

Dear Sir/Madam,

Sub: Disclosure under SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

In compliance with Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, Please find attached herewith Investor Presentation.

The aforesaid information is also being hosted on the website of the Company viz., www.csel.in

Kindly take the above document on record and acknowledge.

Thanking You

Yours Faithfully

For Chaman Lal Setia Exports Limited

(Rajeev Setia)
Joint Managing Director & CFO
Din :- 01125921

ENC: AS ABOVE

CHAMAN LAL SETIA EXPORTS LIMITED



Investor Presentation
Q4 & FY26



DISCLAIMER

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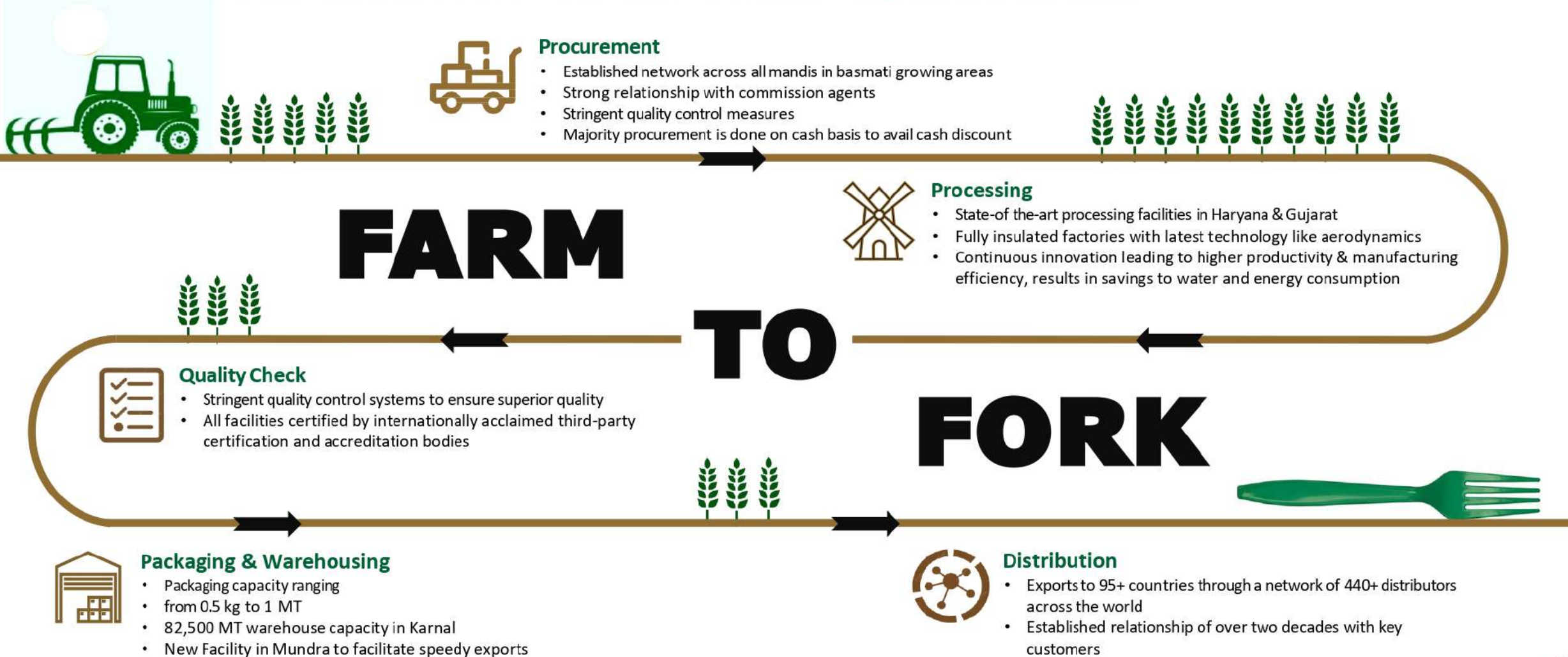
1. Business Overview
2. Performance Highlights
3. About Us
4. Annual Financial Highlights
5. Export Market Overview

BUSINESS OVERVIEW



BUSINESS MODEL

Fully Integrated Farm-to-Fork Operations



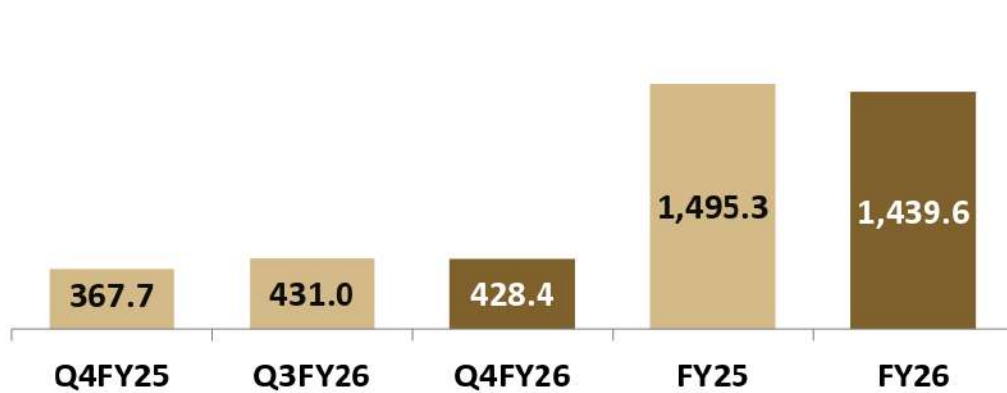
Q4 & FY26 PERFORMANCE HIGHLIGHTS



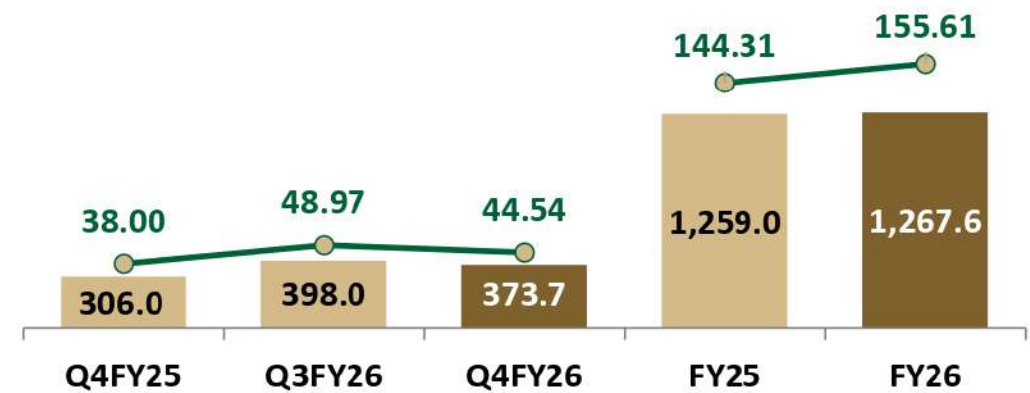
KEY FINANCIAL CHARTS

(Q4 & FY26)

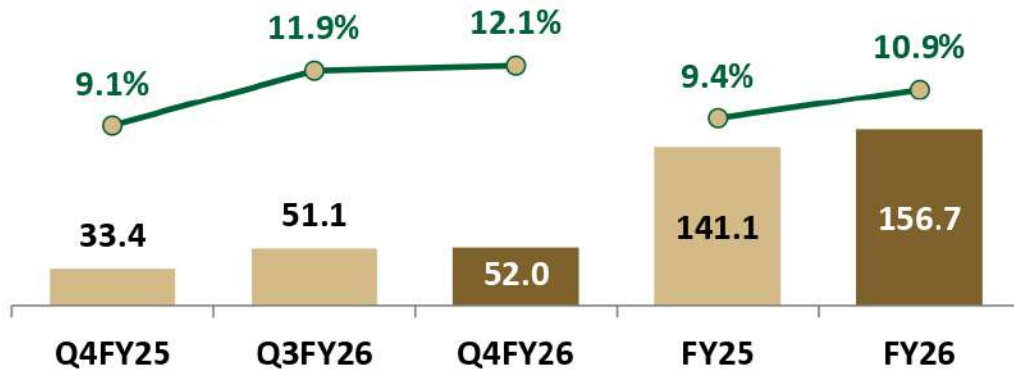
Revenue (Rs. Cr.)



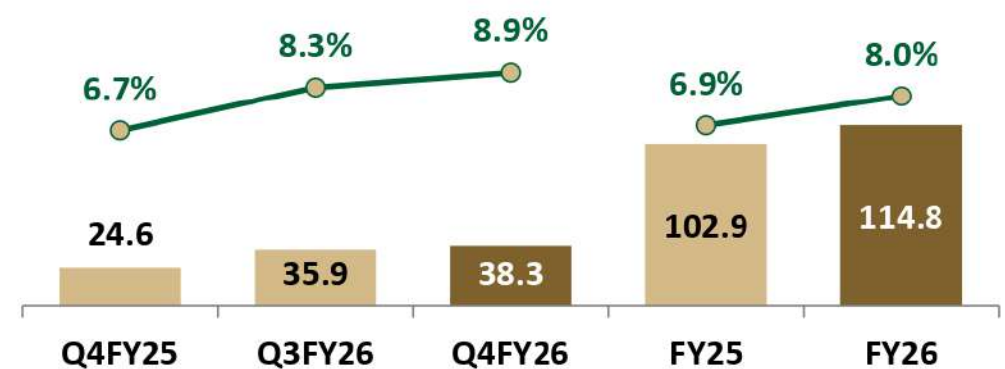
Export Revenue (Cr.) — Export Volume (MT in 000s)



EBITDA (Cr.) — Margin %



Profit After Tax (Cr.) — Margin %



Management Commentary

“

Dear Investors,

FY26 has been a **resilient and strategically important year** for Chaman Lal Setia Exports Ltd., as we delivered **healthy growth in profitability and volumes** despite persistent global supply chain disruptions. During Q4FY26, we achieved **Revenue from Operations of Rs. 428.4 Cr**, supported by a sharp **31.8% growth in export volumes** and improved realizations across both domestic and export markets. Our **operational efficiencies and disciplined execution** enabled **EBITDA Margin expansion of 306 bps YoY to 12.1%** in Q4FY26.

Despite temporary logistical disruptions in global shipping routes, **demand across key international markets—including Canada, Australia, New Zealand, Russia, the US, Jordan, Lebanon, Israel, Egypt, and the Far East—remains strong** despite these short-term challenges. On the domestic front, we continue to **strengthen the distribution network** of our flagship **“Maharani” brand** across major Indian cities to drive **long-term growth and profitability**.

Going forward, we remain focused on **enhancing our global presence, improving operational efficiencies, and delivering sustainable value to all stakeholders.**”



Mr. Rajeev Setia
Joint Managing Director & CFO

QUARTERLY INCOME STATEMENT

(Q4 & FY26)

| Particulars (INR Cr.) | Q4FY26 | Q3FY26 | Q4FY25 | YoY% | FY26 | FY25 | YoY% |
|---|--------------|--------------|--------------|-----------------|----------------|----------------|-----------------|
| Net Sales | 428.4 | 431.0 | 367.7 | 16.5 | 1,439.6 | 1,495.3 | -3.7 |
| Cost of Goods Sold | 322.5 | 335.5 | 283.3 | 13.9 | 1,106.0 | 1,167.1 | -5.2 |
| Gross Profit | 105.8 | 95.4 | 84.4 | 25.4 | 333.6 | 328.1 | 1.7 |
| Gross Margin (%) | 24.7% | 22.1% | 22.9% | +175 bps | 23.2% | 21.9% | +123 bps |
| Employee Expenses | 5.5 | 2.1 | 5.5 | 0.0 | 19.9 | 18.7 | 6.2 |
| Other Expenses | 48.4 | 42.3 | 45.5 | 6.2 | 157.0 | 168.3 | -6.7 |
| EBITDA | 52.0 | 51.1 | 33.4 | 55.7 | 156.7 | 141.1 | 11.1 |
| EBITDA Margin (%) | 12.1% | 11.9% | 9.1% | +306 bps | 10.9% | 9.4% | +145 bps |
| Other Income | 4.0 | 0.7 | 1.9 | 113.0 | 10.7 | 8.7 | 23.5 |
| Depreciation | 1.2 | 1.3 | -1.2 | -205.2 | 4.6 | 3.6 | 28.5 |
| Profit Before Interest & Tax | 54.7 | 50.5 | 36.4 | 50.3 | 162.8 | 146.1 | 11.4 |
| Interest | 3.2 | 2.1 | 4.7 | -32.1 | 9.0 | 9.8 | -7.7 |
| Profit Before Tax | 51.5 | 48.4 | 31.7 | 62.5 | 153.8 | 136.4 | 12.8 |
| Tax | 13.3 | 12.4 | 7.2 | 85.3 | 39.0 | 33.5 | 16.5 |
| Net Profit | 38.3 | 35.9 | 24.6 | 55.9 | 114.8 | 102.9 | 11.6 |
| PAT Margin (%) | 8.9% | 8.3% | 6.7% | +226 bps | 8.0% | 6.9% | +109 bps |
| EPS (Reported) (Rs.) | 7.70 | 7.24 | 4.93 | 56.2 | 23.10 | 20.68 | 11.7 |

Recommended a Final Dividend of Rs. 3 per equity share (150% of Face Value) for FY26, subject to shareholders approval at the upcoming AGM.

PRUDENT INVENTORY MANAGEMENT

Leading to Superior Cash Conversion Cycle

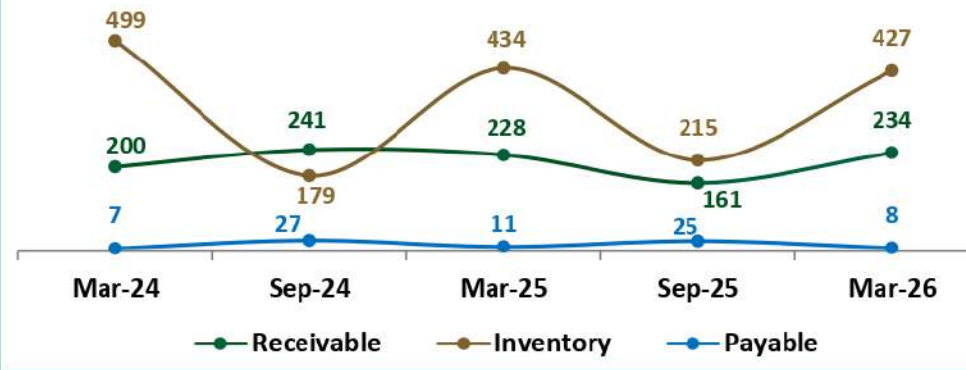
Lean Operations with Controlled Inventory Risk

Majority of the production is through procurement of semi-finished rice and conversion to finished rice (mostly requiring Sortex), keeping the overall processing cycle short, and the company remaining relatively asset light.

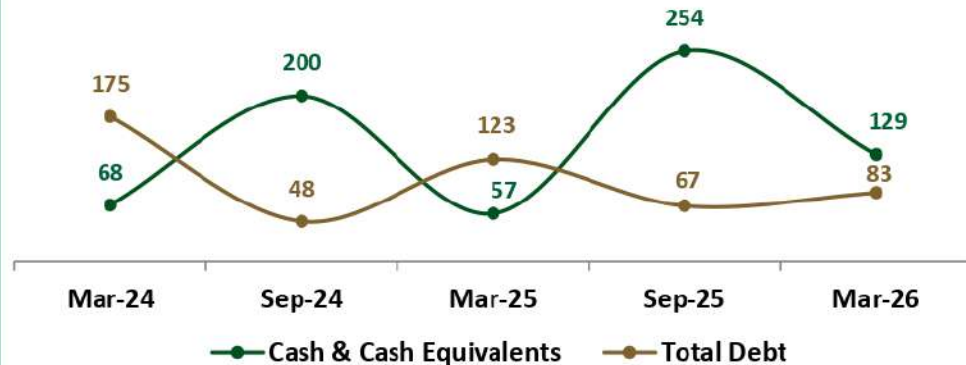
Inventory holding remains moderate as the company does not engage in ageing and thus, has lower inventory risk

Procurement of Paddy starts in Oct-Nov, resulting in increased inventory levels

Asset Light Model with lower Inventory Risk (Rs. Cr.)



Total Debt and Cash (Rs. Cr.)



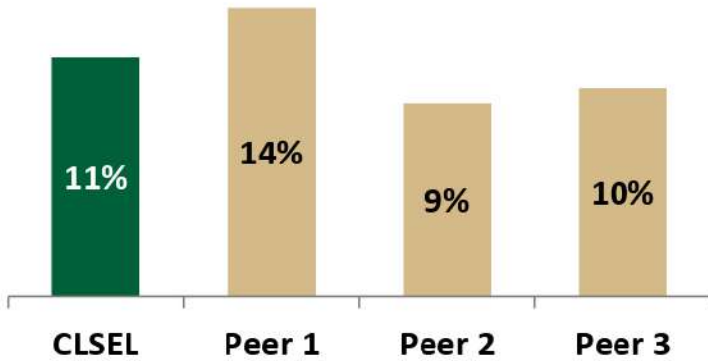
Working Capital Analysis

Company follows a structured working capital cycle where the inventory rises in H2 due to bulk procurement of rice / paddy post kharif harvest to help prepare for upcoming demand. This is funded by internal cash and short-term debt.

As sales occur in H1, inventory gets liquidated, cash increases, and debt reduces.

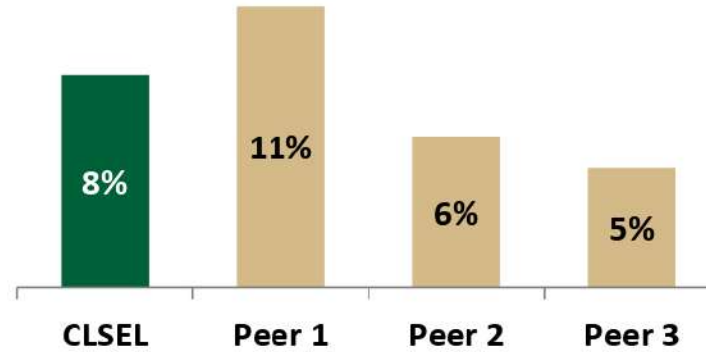
BENCHMARKING OPERATIONAL EXCELLENCE (FY26)

EBIT Margin



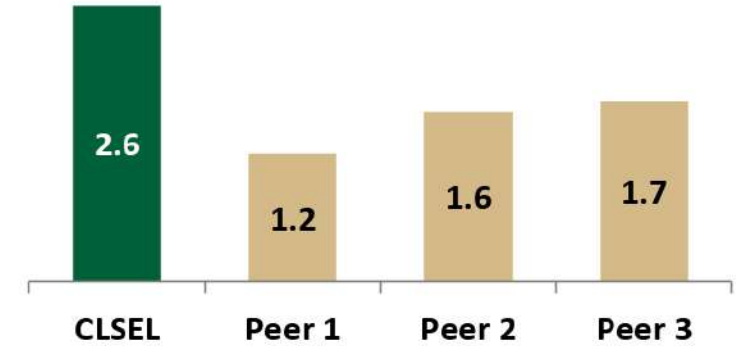
Despite industry pressures, the company maintains a healthy EBIT margin of ~11%, a testament to its operational resilience and staying competitive with the top performers in the sector.

Net Profit Margin



Delivering Sustainable Profitability with a margin of ~8% which underlines the company's ability among its peers.

Inventory Turnover Ratio (x)

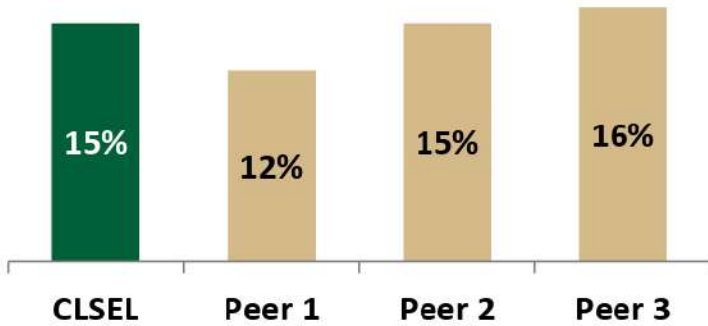


Strong Inventory Turnover of 2.6x versus peers demonstrates efficient inventory utilization and faster stock movement.

Strong profitability and efficient inventory management highlight the company's agile operations and disciplined business execution.

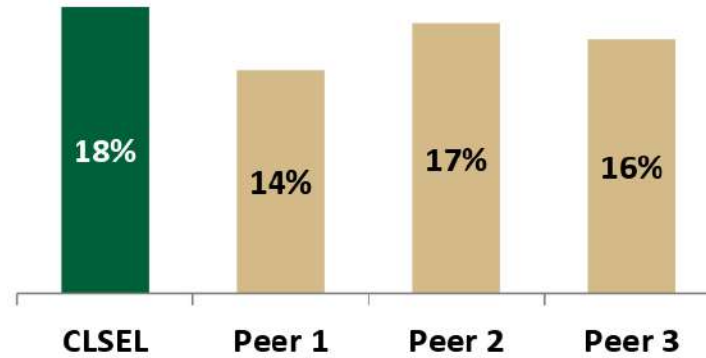
BENCHMARKING OPERATIONAL EXCELLENCE (FY26)

Return on Equity



ROE of ~15% reflects strong earnings performance and prudent capital allocation, placing the company among the top performers in shareholder value creation.

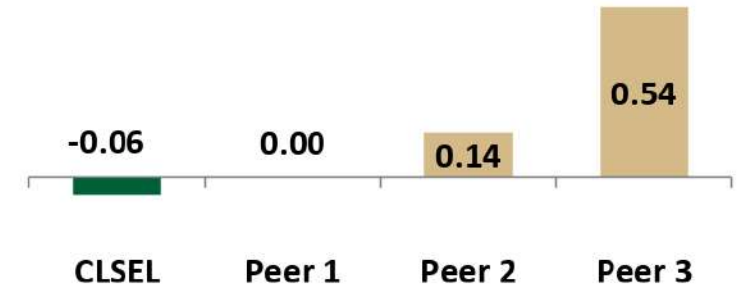
Return on Capital Employed



ROCE at ~18%, matching the best in the industry, reflects strong capital productivity and disciplined asset utilization.

*ROCE Calculated on Average Capital Employed Basis & includes Short Term Borrowings

Net Debt to Equity (x)



A Net Debt/Equity ratio of ~-0.06, demonstrates strong financial discipline and a robust capital structure benchmarked among the most conservatively financed peers, offering ample headroom for future growth.

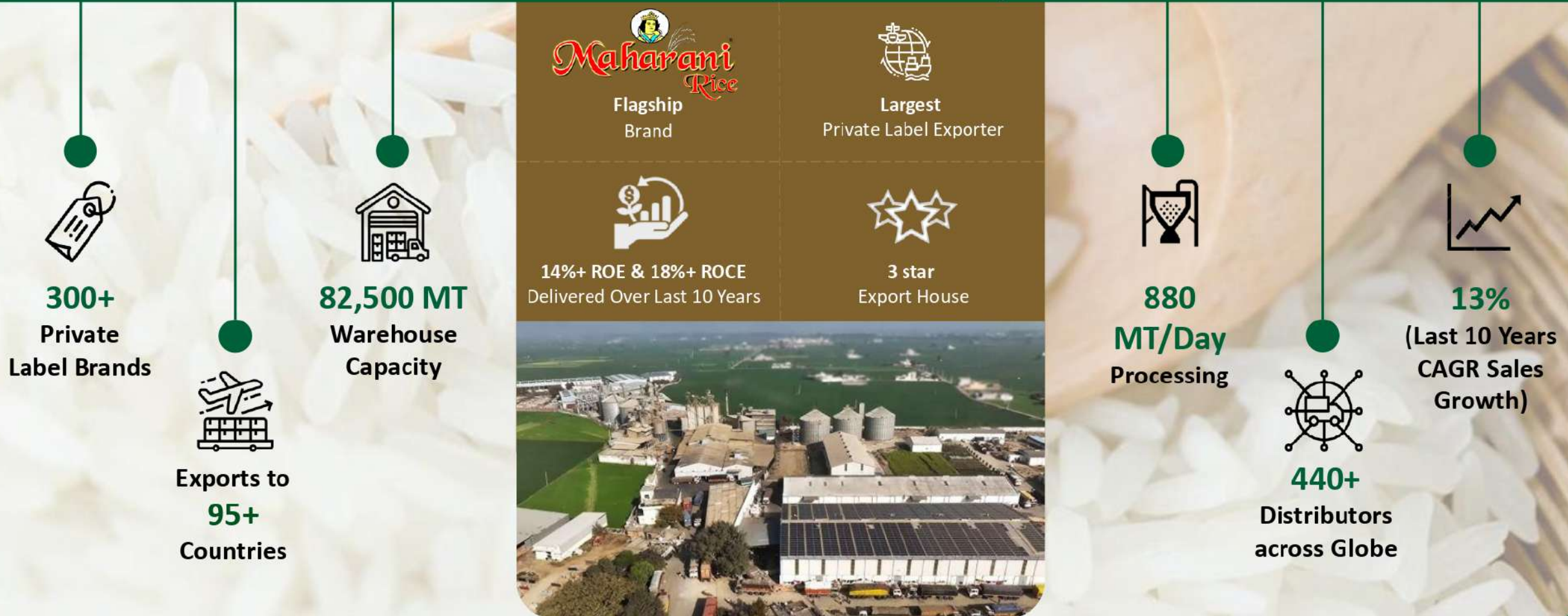
Consistently benchmarking at par or above peers
company stands out as a financially resilient and value-focused player in the Industry

ABOUT US

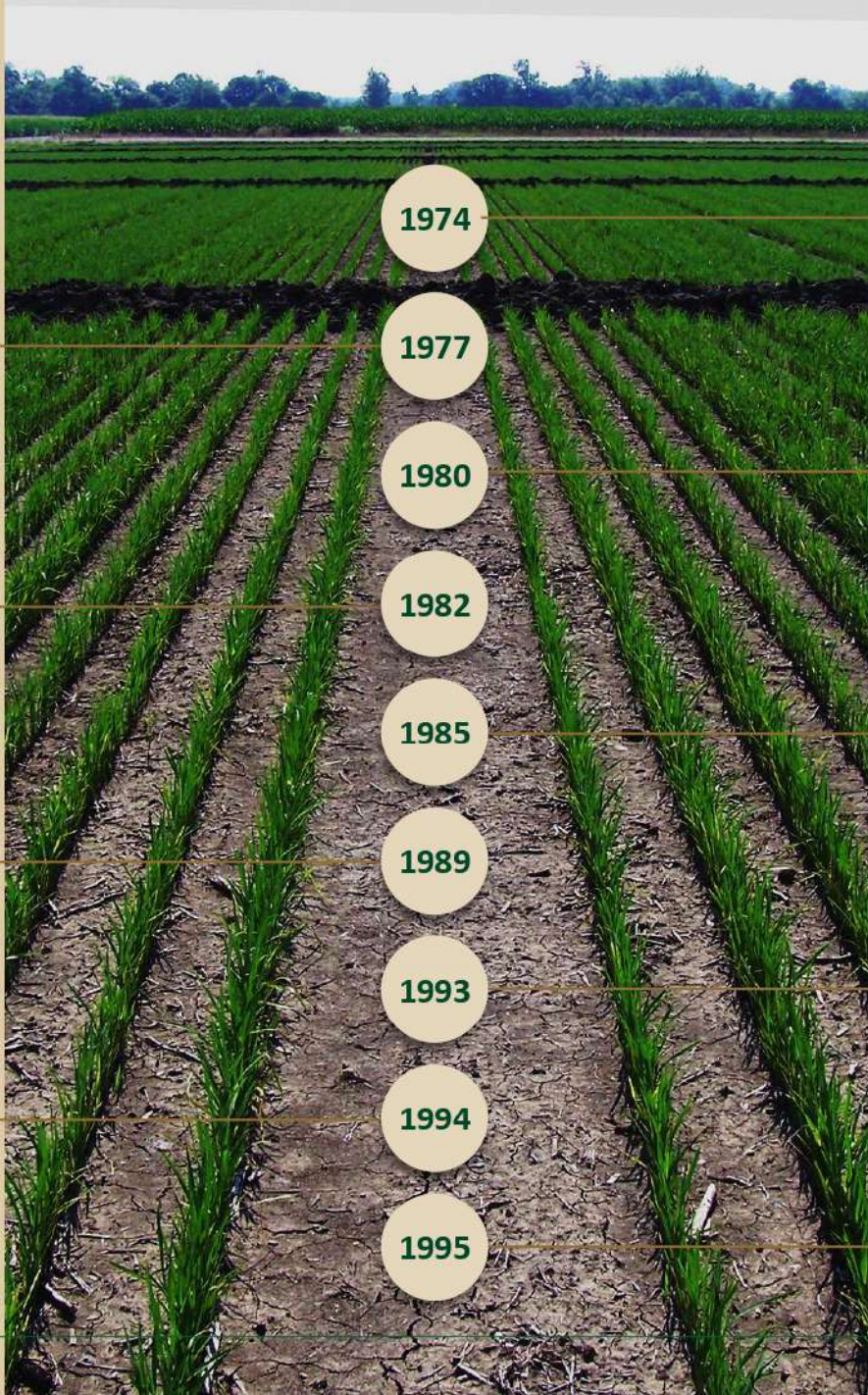


CLSEL AT A GLANCE

Since 1974 (~50 Years)....



JOURNEY (1/2)



1974



CLSEL Founded
The company started rice milling

1977



First Rice Factory
First factory was established in Amritsar, Punjab

1980



In-house Brand Launch
Maharani Basmati Rice was trademarked & launched

1982



First Export Shipment
First export shipment was to Singapore under the flagship name "MAHARANI"

1985



Second Factory
Established in Amritsar, Punjab

1989



Star Export House
Recognized as a star export house

1993



Third Factory
Established in Karnal, Haryana

1994



Corporate House
Registered as a corporate house with the name Chaman Lal Setia Exports Ltd

1995



Public Listing
Company became public and was listed on BSE

JOURNEY (2/2)



Diabetic Friendly Rice
Certified for "Rice suitable for diabetic" which is low in GI (Glycemic Index)



New Packaging Unit
Set up new packaging unit in Gandhidham, Gujarat



Globetrotters
Exported to 90+ countries with over 300+ private label brands



Shares Buy Back
Rs. 60+ Crores of Buyback of Shares



2004



Private Label
Private labelling was launched

2012



3 Star Export House
The company was recognized as a 3- Star export house

2016

2018

2021



NSE
With effect from 12.05.2021, the company was listed on NSE

2022



Revenue crosses Rs. 1000 Cr + mark
Company achieved revenue of Rs. 1,387 Crs in FY23

2023

2024

2025



Expansion & Relocation in Facility
Added 2 Packing Units in Karnal
Shifted Processing Facility from Gandhidham to Mundra

KEY MANAGEMENT



Mr. Vijay Kumar Setia
Chairman & Managing Director



Mr. Rajeev Setia
Joint Managing Director & CFO

PRODUCT PORTFOLIO



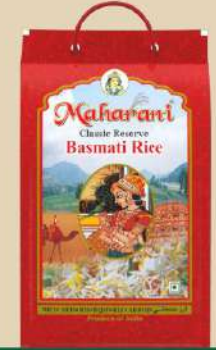
Basmati Rice



Maharani Supreme Basmati Rice



Maharani Basmati Rice 1121



Maharani Classic Reserve Basmati Rice



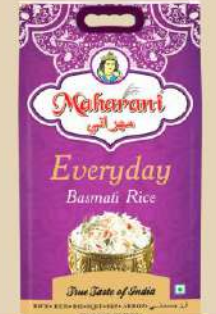
Maharani Rice Suitable for Diabetics



Maharani Royal Basmati Rice (Golden Sella)



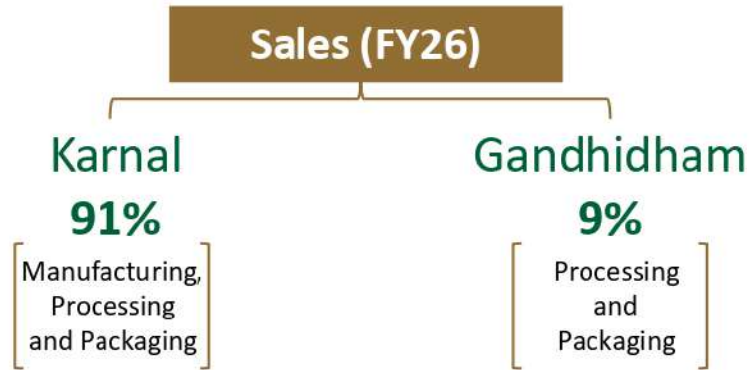
Maharani Brown Basmati Rice



Maharani Everyday Basmati Rice

PROCESSING & WAREHOUSING INFRASTRUCTURE

100% of products manufactured locally



Our Facilities Conform to World-Class Standards

| | | | | |
|------------------------|---------------------------|---------------------------------------|---|------------------|
| US FDA | ISO 22000:2018 | Organic products standards | BRC [British Retails Consortium] | USDA |
| Halal India | FSSAI License | APEDA Certified | Kosher | HACCP |

| | | |
|---|---------------------------------------|--|
| Silos Capacity 18,750 MT | 16 Sortex 880 MT/day | Warehousing 82,500 MT |
| 19 Dryers 500 MT/day | Packing Units 16 | |

Our infrastructure



MARKETING CAMPAIGNS



COMPANY STRENGTHS



Huge Basmati Rice export opportunity



Among the leading exporter of Basmati Rice from India, exporting to 95+ countries



Strong processing and warehousing capabilities



Robust financial performance, with sustained cash surplus



Asset light business model, with prudent inventory management



Long-track record of shareholder value creation

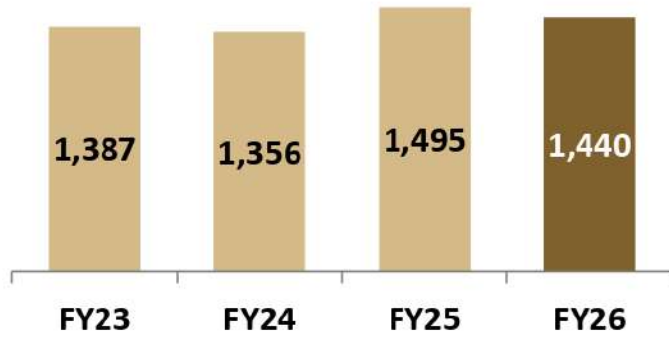


ANNUAL FINANCIAL HIGHLIGHTS

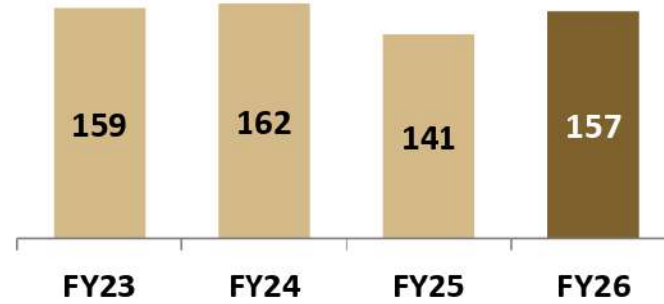


KEY ANNUAL FINANCIAL CHARTS

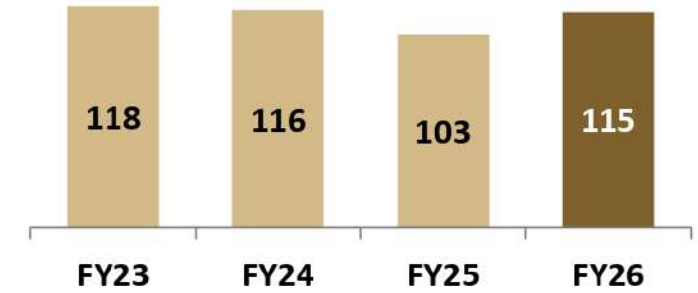
Revenue (Rs. Cr.)



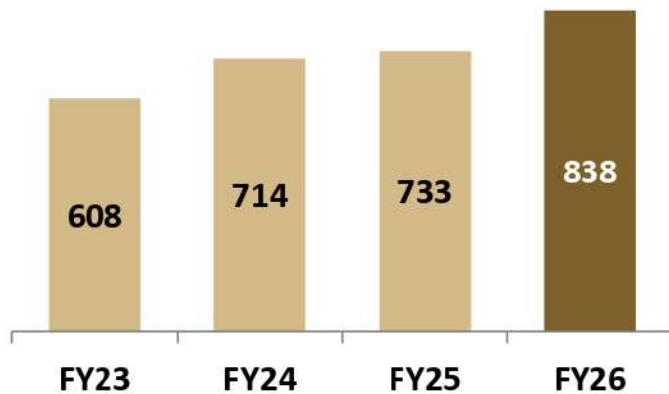
EBITDA (Rs. Cr)



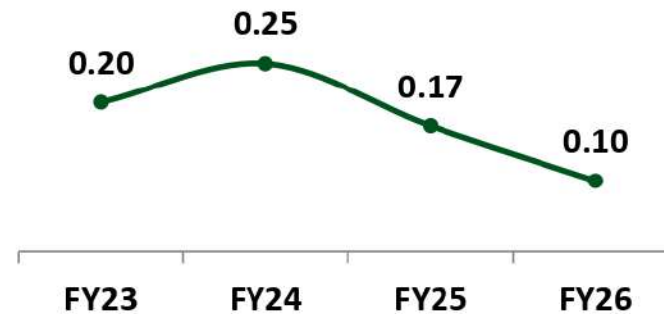
Profit After Tax (Rs. Cr)



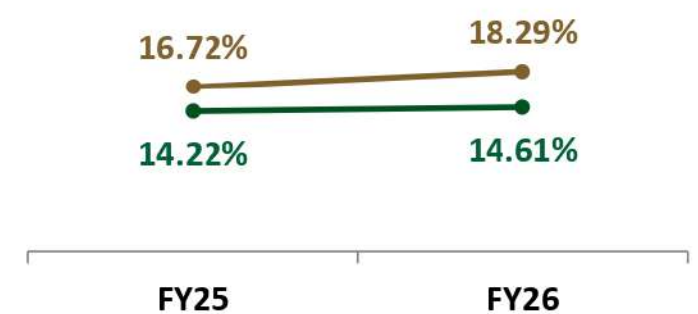
Net Worth (Rs. Cr)



Debt to Equity Ratio (x)



ROE (%) ROCE (%)



ROE (PAT/Average Equity)
 ROCE (EBIT/Average Capital Employed)
 Capital Employed (Total Assets – Current Liabilities + Short Term Borrowings)

ANNUAL INCOME STATEMENT

| Particulars (INR Cr.) | FY22 | FY23 | FY24 | FY25 | FY26 |
|---|--------------|----------------|----------------|----------------|----------------|
| Net Sales | 932.5 | 1,387.3 | 1,355.6 | 1,495.3 | 1,439.6 |
| Cost of Goods Sold | 684.3 | 1,058.4 | 1,051.9 | 1,167.1 | 1,106.0 |
| Gross Profit | 248.2 | 329.0 | 303.8 | 328.1 | 333.6 |
| Gross Profit Margin (%) | 26.6% | 23.7% | 22.4% | 21.9% | 23.2% |
| Employee Expenses | 12.7 | 15.0 | 17.7 | 18.7 | 19.9 |
| Other Expenses | 140.3 | 155.1 | 124.2 | 168.3 | 157.0 |
| EBITDA | 95.2 | 158.9 | 161.9 | 141.1 | 156.7 |
| EBITDA Margin (%) | 10.2% | 11.5% | 11.9% | 9.4% | 10.9% |
| Other Income | 3.9 | 11.5 | 9.6 | 8.7 | 10.7 |
| Depreciation | 5.3 | 5.9 | 7.1 | 3.6 | 4.6 |
| Profit Before Interest & Tax | 93.8 | 164.5 | 164.4 | 146.1 | 162.8 |
| Interest | 6.8 | 7.3 | 9.9 | 9.8 | 9.0 |
| Profit Before Tax | 87.0 | 157.2 | 154.5 | 136.4 | 153.8 |
| Tax | 22.1 | 39.5 | 38.9 | 33.5 | 39.0 |
| Net Profit | 65.0 | 117.7 | 115.6 | 102.9 | 114.8 |
| PAT Margin (%) | 7.0% | 8.5% | 8.5% | 6.9% | 8.0% |
| EPS (Reported) (Rs.) | 12.57 | 22.76 | 22.36 | 20.68 | 23.10 |

ANNUAL BALANCE SHEET

| Particulars (INR Cr.) | FY24 | FY25 | FY26 |
|---------------------------------------|--------------|--------------|----------------|
| Equity & Liabilities | | | |
| Equity | | | |
| Equity Share Capital | 10.3 | 9.9 | 9.9 |
| Reserves and Surplus | 703.6 | 722.9 | 827.9 |
| Capital Redemption Reserve | - | 0.4 | 0.4 |
| Total Equity | 714.0 | 733.3 | 838.2 |
| Non-Current Liabilities | | | |
| Long term Borrowings | 56.2 | 62.1 | 73.9 |
| Deferred Tax Liability | 1.6 | 1.0 | 1.9 |
| Total Non-Current Liabilities | 57.9 | 63.0 | 75.8 |
| Current Liabilities | | | |
| Short-term Borrowings | 118.8 | 61.1 | 8.9 |
| Trade Payables | 7.3 | 11.4 | 8.3 |
| Other Current Liabilities | 17.7 | 25.3 | 33.8 |
| Short-term Provisions | 78.8 | 73.6 | 74.8 |
| Total Current Liabilities | 222.6 | 171.5 | 125.7 |
| Total Equity & Liabilities | 994.4 | 967.8 | 1,039.7 |

| Particulars (INR Cr.) | FY24 | FY25 | FY26 |
|---------------------------------|--------------|--------------|----------------|
| Non-Current Assets | | | |
| Property, Plant and Equipment | 142.8 | 155.8 | 167.1 |
| Intangible Assets | 0.1 | 0.2 | 0.2 |
| Capital Work in Progress | 5.3 | 6.1 | 0.1 |
| Other Non-Current Assets | 0.3 | 0.4 | 0.3 |
| Total Non-Current Assets | 148.6 | 162.4 | 167.7 |
| Current Assets | | | |
| Inventories | 499.4 | 433.8 | 427.2 |
| Current Investments | 0.1 | 0.1 | 0.1 |
| Trade Receivables | 199.6 | 228.5 | 233.5 |
| Cash & Cash Equivalents | 0.3 | 0.2 | 0.3 |
| Other Bank Balances | 67.0 | 57.3 | 128.6 |
| Loans | 0.7 | 0.9 | 0.7 |
| Other Current Assets | 78.6 | 84.7 | 81.4 |
| Total Current Assets | 845.8 | 805.4 | 872.0 |
| Total Assets | 994.4 | 967.8 | 1,039.7 |

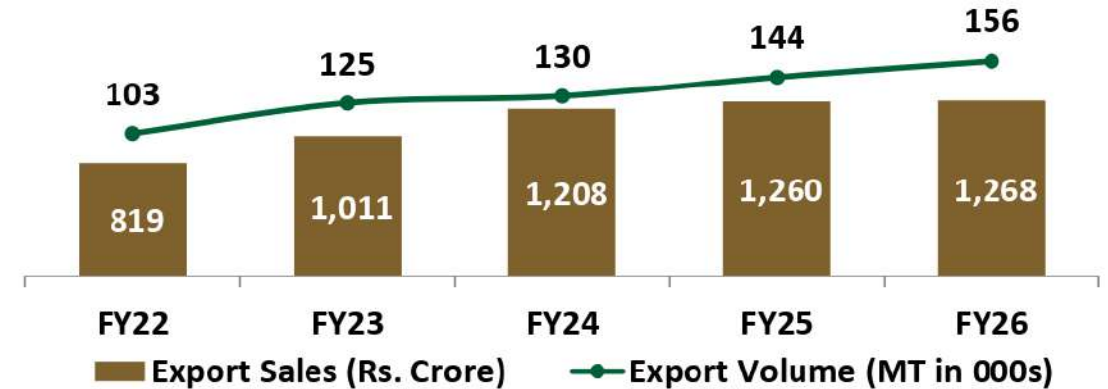
EXPORT MARKET OVERVIEW



LEADING BASMATI RICE EXPORTER

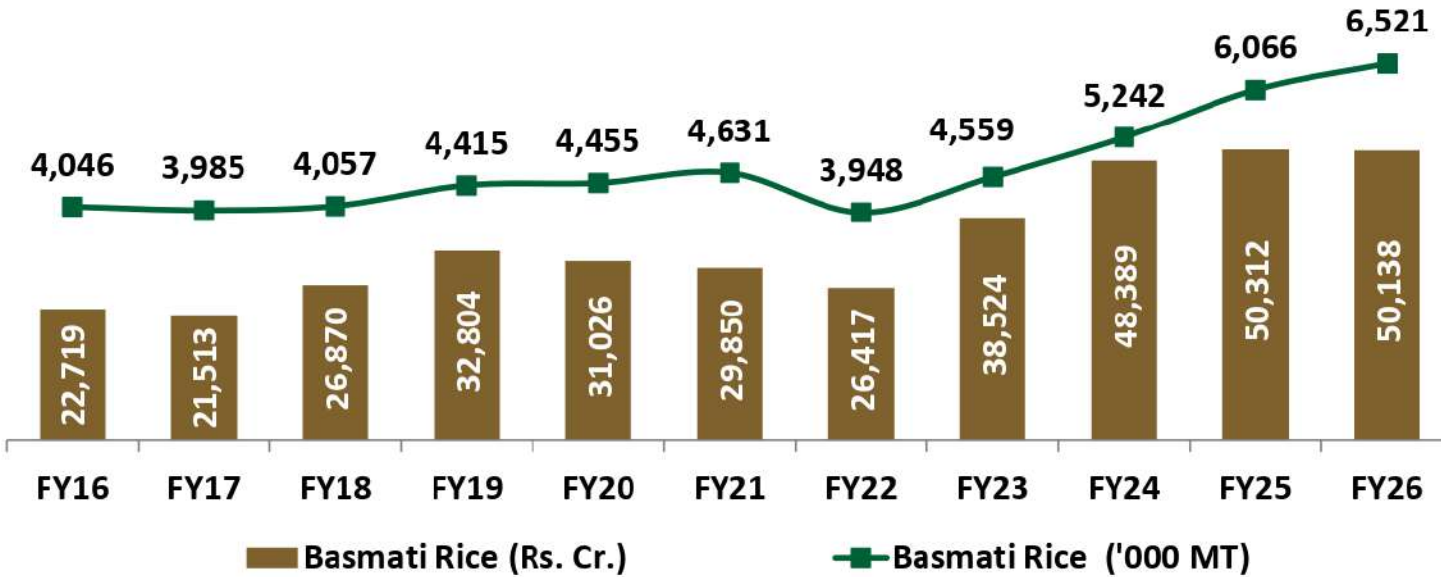
With over 4 decades of experience in Rice Exports, CLSEL is rightly poised to benefit from the export opportunity

- Exporting since 1982 – established clientele provides repeat business
- Flagship brand ‘Maharani’ present in **40+** countries
- Exports insured through **ECGC** cover
- Recognized as a **3 Star** Export house
- **440+** distributors with average relationship of ~15 years
- Exports contributes **~88%** of revenue in FY26.

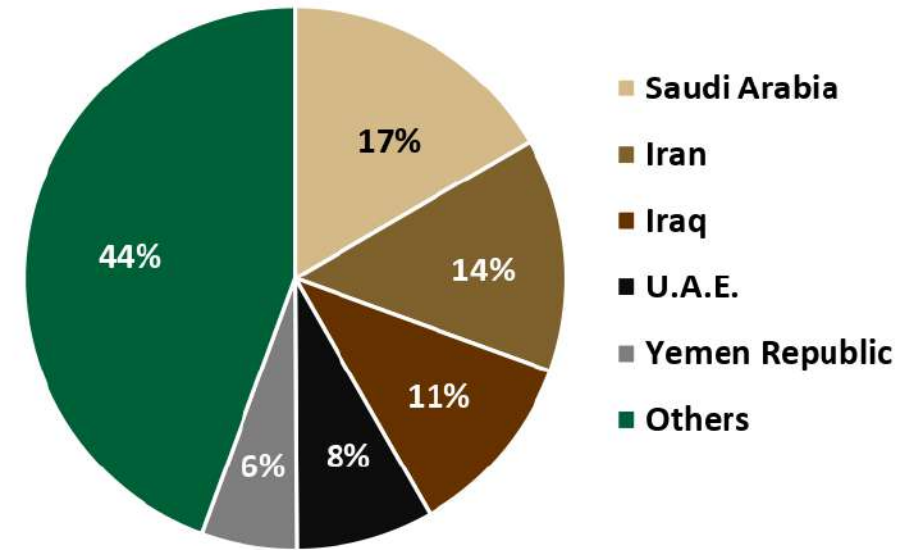


INDIA'S BASMATI RICE EXPORTS OPPORTUNITY

Indian Basmati Rice Exports



Top Importing Countries of Indian Basmati Rice FY26



India is one of the largest producer of Basmati rice, with balance quantities from Pakistan. Indian Basmati rice has got Geographic Indication (GI) recognition and thus, enjoys a strong dominance in exports (160+ countries), especially to Middle East.

Source: APEDA, as of March 2026



Chaman Lal Setia Exports Ltd.

Company Secretary

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THANK YOU...