



Date: December 17, 2024

To,
National Stock Exchange of India Limited
Exchange Plaza
Bandra Kurla Complex, Bandra East
Mumbai 400 051
SCRIP CODE: JEYYAM

Dear Sir/Madam,

Subject: Submission of Investor/ Analysts Presentation

Please find enclosed herewith the Investor/ Analysts presentation on the Financial Results of Jeyyam Global Foods Limited for the H1FY25.

This presentation is being submitted in compliance with Regulation 30(6) of the SEBI (Listing Obligations and Disclosure Requirements), Regulations, 2015.

The same is also being made available on the Company's website www.jeyyamfoods.com

You are requested to take the same in your records.

Thanking you
Yours faithfully
For Jeyyam Global Foods Limited

Amit Agarwal
Managing Director
DIN: 01653009

Jeyyam Global Foods Limited

(Formerly known as Jeyyam Global Foods Private Limited)

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JEYYAM GLOBAL FOODS

Investor Presentation - December 2024

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ABOUT US





Brand legacy spanning over 40 years, Jeyyam is a trusted leader in the chana industry.

One of Asia's largest automated Fried Gram manufacturing unit.

Certified by FSSAI (Food Safety and Standards Authority of India).

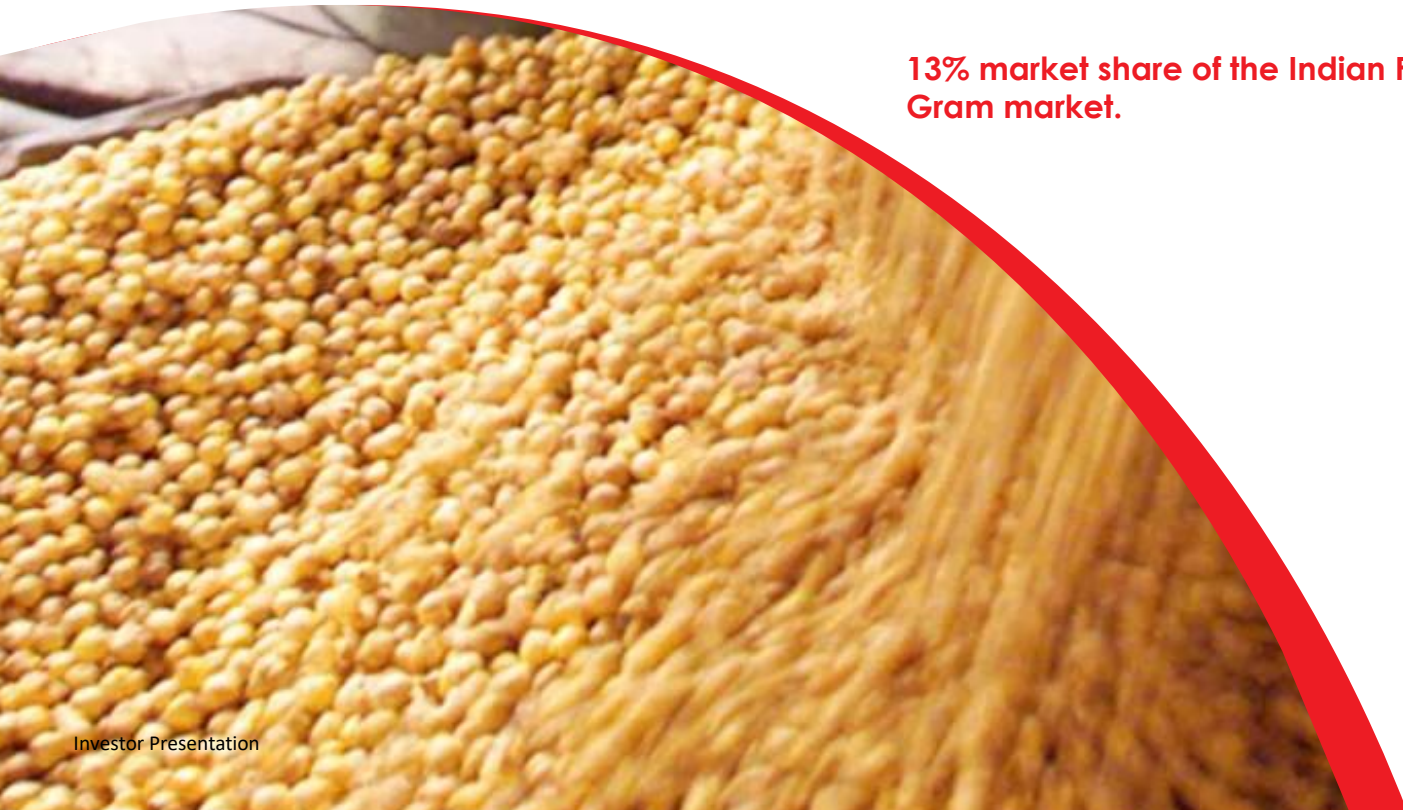
Strategically located plants in **Tamil Nadu & Andhra Pradesh**, to ensure operational efficiency and a seamless supply chain.

Plant Capacity:
Tamil Nadu – 1,04,328 MT
Andhra Pradesh – 66,830 MT

Established procurement network in major Chana supply markets with direct relationships.

13% market share of the Indian Fried Gram market.

Strong presence across **Tamil Nadu, Karnataka, Andhra Pradesh, & other key Southern regions**



Jeyyam Global Foods

Journey

2008

Incorporated as Kichoni Online Services Private Limited.

2009

Name changed to Jeyyam Products Private Limited.

Got engaged in trading of FMCG products.

2014

Jeyyam Food Park LLP (JFP LLP) was an entity set up to establish a pulses processing plant.

2015

Amalgamation of JFP LLP Jeyyam Products Private Limited.

Commenced production in factory at Deevattipatti, Salem

2023

Transitioned from a private limited company to a public limited company, as Jeyyam Global Foods Limited.

Opened a new plant in Andhra Pradesh.

OUR MISSION



Industry Leadership: Encompassing 13% of the Indian Fried Gram market share, Jeyyam Global Foods Ltd. is on the mission to become the largest and most admired player in the Chana value chain.



Network & Transmission Effects: Leverage a strong network to create operational efficiencies and expand market reach.



Stakeholder Value Creation: Generate substantial value for customers, employees, suppliers, and investors.



Promote Chana Usage: Encourage the widespread use of Chana due to its numerous health benefits.



Health-focused: Highlight Chana as a protein-rich food, contributing to better nutrition and well-being.



Sustainability & Growth: Contribute to the growth and sustainability of the food processing industry.



Continuous Innovation: Driven by a commitment to quality, customer-centric strategies, and setting new industry benchmarks.



Nutritional Advocacy: Raise awareness about the health advantages of incorporating Chana into daily diets.



Promoting Local Organic Growth: To support sustainable farming and empower local communities by sourcing chana locally and promoting organic practices.



BUSINESS OVERVIEW

BUSINESS MODEL

Procurement:

- Centralized Raw Material Procurement team with skilled vendors across India
- Direct relationships with farmer producer **organizations, traders & other** key stakeholders.



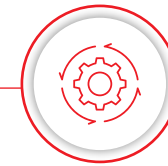
Quality Check:

- Both traditional and automated sampling method to check the quality.
- 8-12% by product.
- All facilities are FSSAI-certified.



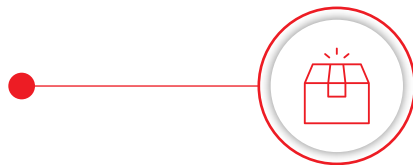
Processing :

- Strict SOPs that ensure a clean, tidy, and safe working environment
- Asia's largest Processing facility in Tamil Nadu and Andhra Pradesh



Identified 99 touchpoints
(Clusters of Mandis)

Sourcing across India.



Market Segmentation:

- Distribution is split into:
- **Bulk Division:** Bulk-packed products (30 kg to 55 kg) to wholesale markets.
 - **CPD Division:** Small packs (50 g to 1 kg) tailored for final consumers.

Products Division:

- **Clean Chana:** Impurities are removed, followed by size and color grading.
- **Fried Gram:** BG is tempered, puffed, and roasted under controlled conditions.
- **Gram Flour:** Chana is grounded in three stages and sieved for fine quality



PRODUCTS

Jeyyam Fried Gram (Split) / Jeyyam Fried Gram (Whole)



Standard fried gram (Split)/ Standard Fried Gram (whole)



Jeyyam Gram Flour

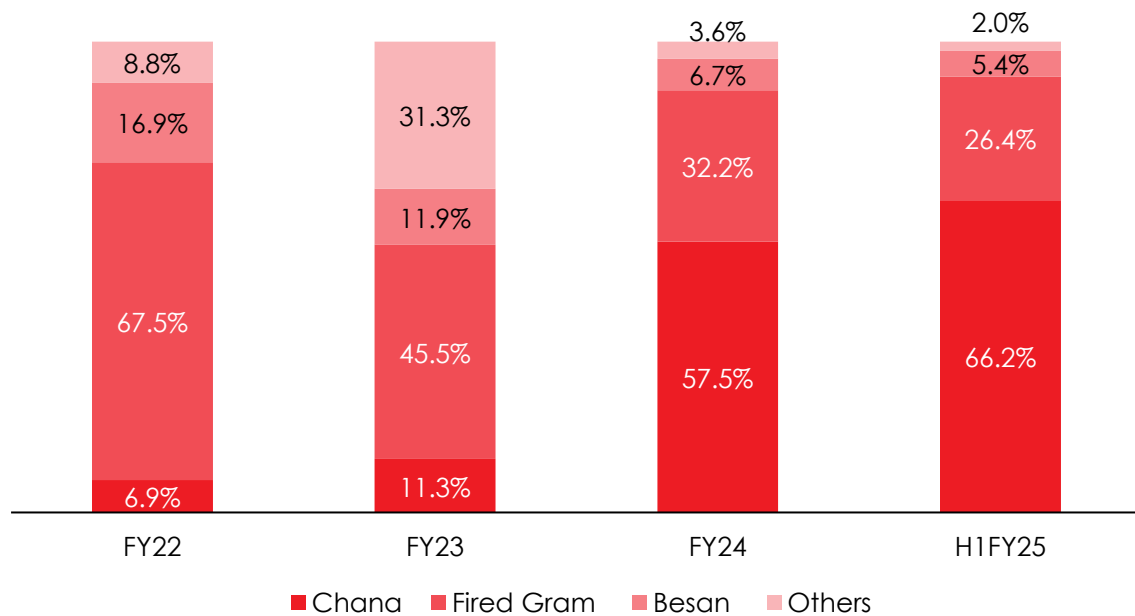


Leader Gram Flour / Ponni Gram Flour

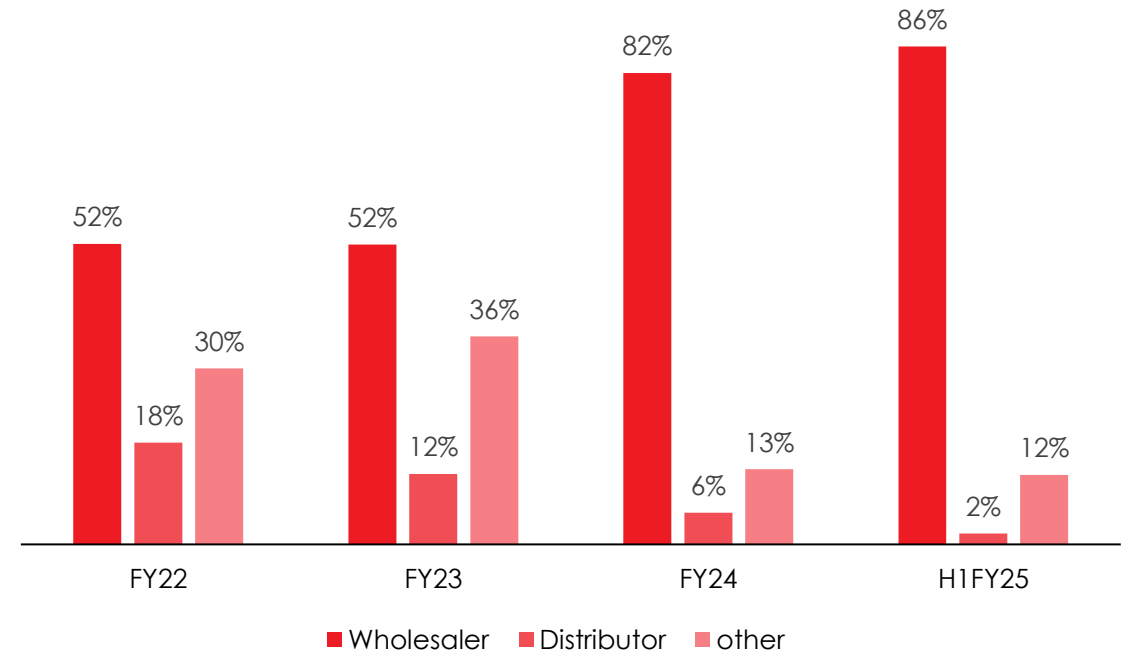


REVENUE BREAKUP

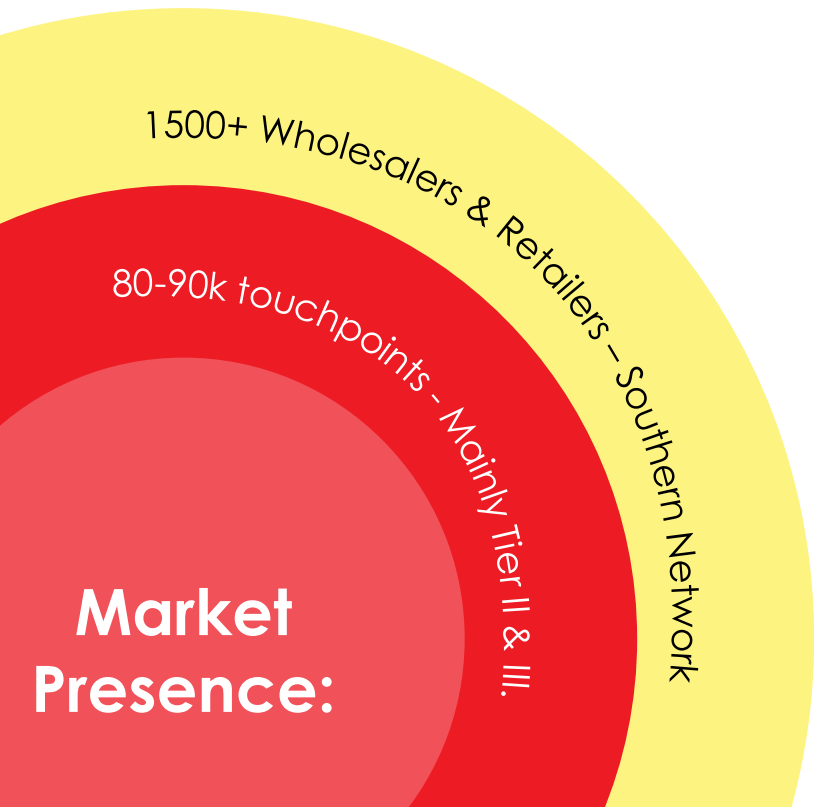
Product wise sales Breakup



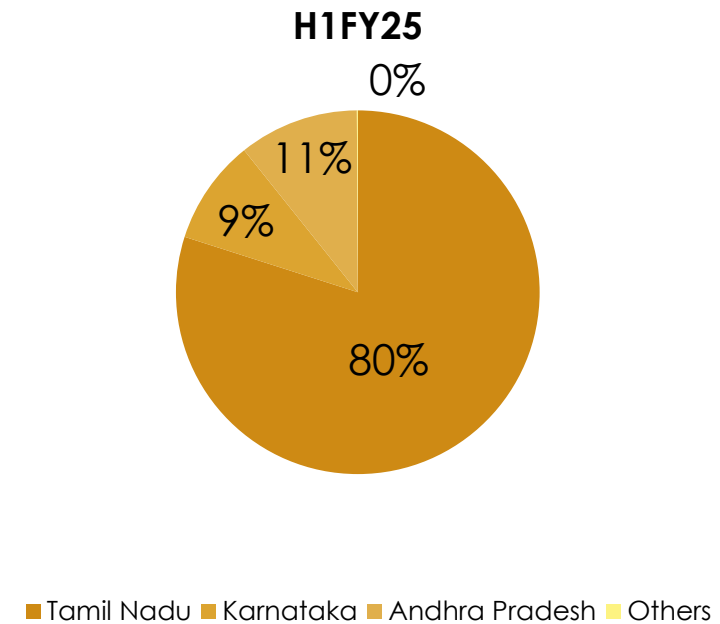
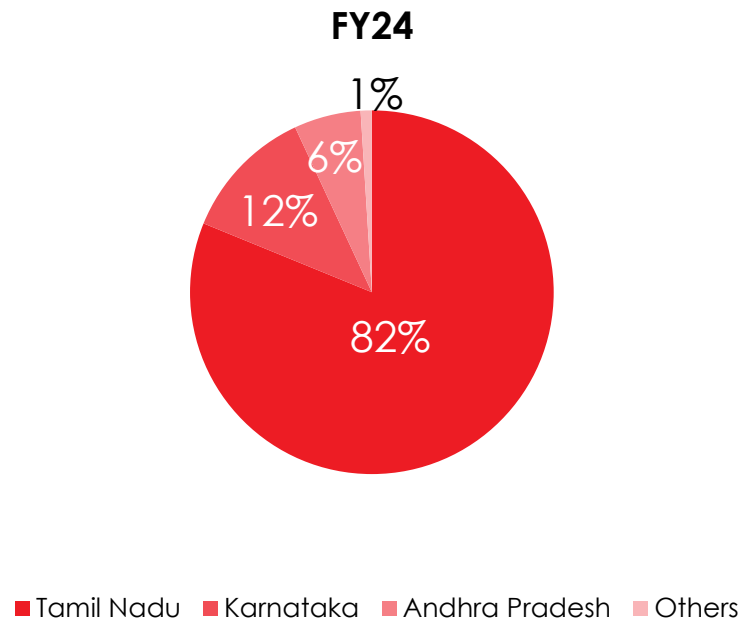
Channel wise sales breakup



GEOGRAPHICAL PRESENCE



STATE WISE SALES BREAKUP



Manufacturing Units

DEVATTIPATTI - TAMIL NADU



Plant Capacity (in MT):

As of FY24

Products	Installed Capacity	Utilised Capacity	Utilisation (%)
Cleaned Chana	66,744	48,775	73%
Fired Gram	26,784	19,931	74%
Besan	10,800	7,863	73%

JAMMALAMUDUGU - ANDHRA PRADESH



Plant Capacity (in MT):

As of FY24

Products	Installed Capacity	Utilised Capacity	Utilisation (%)
Cleaned Chana	40,046	13,651	34%
Fired Gram	26,784	5,309	20%

CERTIFICATATIONS



COMPETITIVE STRENGTHS

Raw Material (RM) Reception

Specializes in Bengal Gram, Fried Gram, and Besan flour, with significant R&D in processing, and no major competitors solely focused on Chana-related products.

Robust Distribution Channels

Products sold through wholesalers and retail, with plans for expansion into export markets.

Experienced Team

Skilled management, advanced manufacturing facilities, and strong procurement and supply chain expertise.

Wide B2B Customer Base

Serves supermarkets, wholesalers, retailers, restaurants, hotels, caterers, institutions, and importers.

Advanced Manufacturing Technologies

Utilizes state-of-the-art technologies for efficient production processes.

Strong Customer Relationships

Dedicated sales team ensuring smooth operations and commitment to quality.

Ongoing Research & Development

Focused on product innovation to enter the B2C kitchen essentials segment.

Value Proposition

Expertise in Chana-based products with substantial investment in R&D and pilot projects for B2C market expansion.





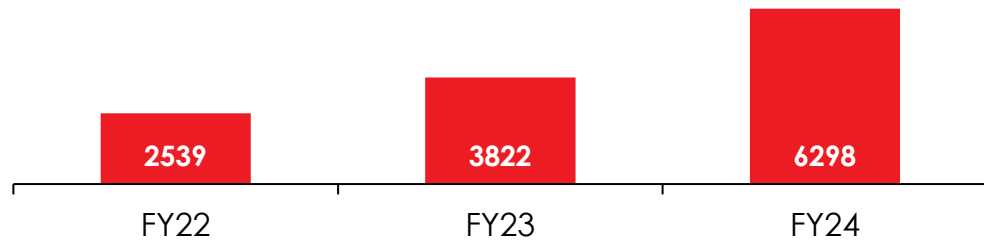
FINANCIAL HIGHLIGHTS

HALF YEARLY FINANCIAL PERFORMANCE

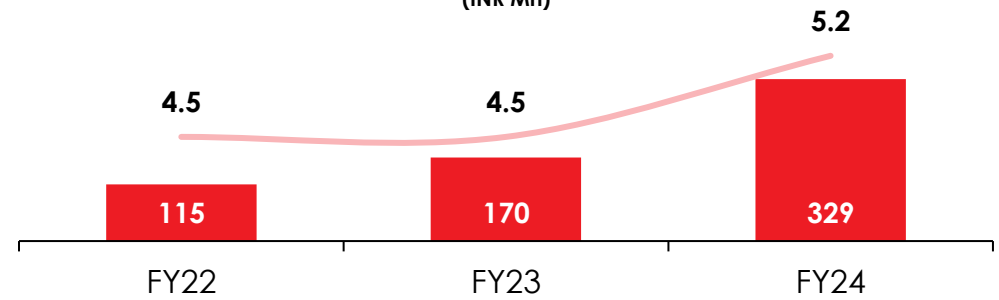
Particulars (INR Mn)	H1FY25	H2FY24	H1FY24	YoY%	HoH%	FY24
Net Sales	3,754.3	3,762.1	2,536.0	48.0%	-0.2%	6,298.1
Total Expenditure	3,546.6	3,598.0	2,370.8	49.6%	-1.4%	5,968.9
EBITDA	207.7	164.1	165.1	25.8%	26.6%	329.2
EBITDA Margin (%)	5.5%	4.4%	6.5%	-98 bps	+117 bps	5.2%
Other Income	2.5	0.2	0.0	62,625.0%	954.2%	0.2
Depreciation	26.9	27.8	19.1	41.3%	-3.3%	46.9
EBIT	183.3	136.5	146.1	25.5%	34.3%	282.6
Interest	53.8	49.0	33.4	60.9%	9.8%	82.4
PBT	129.5	87.5	112.7	15.0%	48.0%	200.2
Tax	34.2	21.4	27.8	22.9%	59.5%	49.2
Reported PAT	95.3	66.1	84.8	12.4%	44.3%	150.9
PAT Margin (%)	2.5%	1.8%	3.3%	-81 bps	+78 bps	2.4%
Reported EPS (Rs)	2.01	1.87	2.40	-16.2%	7.6%	4.26

KEY ANNUAL HIGHLIGHTS

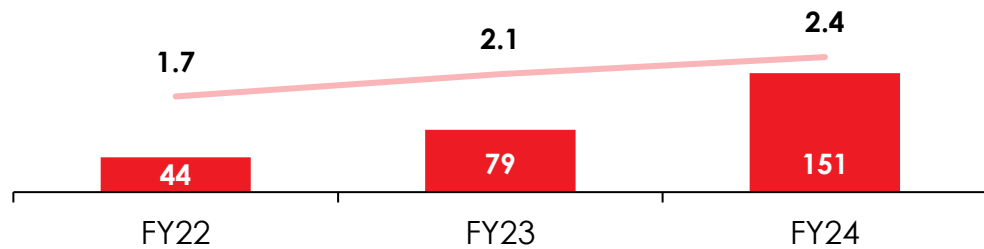
Net Sales (INR Mn)



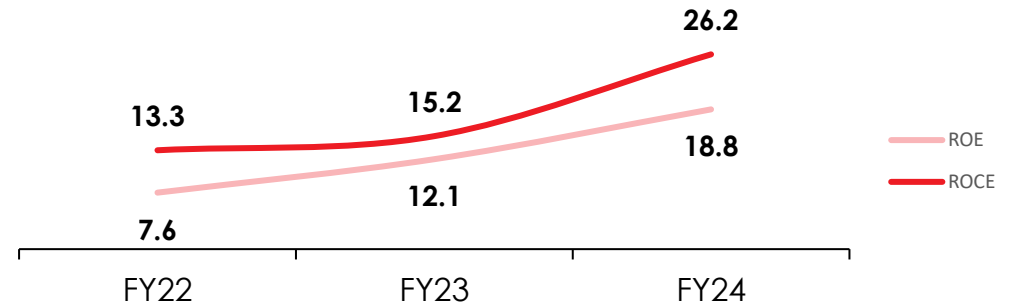
EBITDA & EBITDA Margin (%)
(INR Mn)



PAT & PAT Margin (%)
(INR Mn)



ROE & ROCE (%)



ANNUAL INCOME STATEMENT

Particulars (INR Mn)	FY21	FY22	FY23	FY24
Net Sales	2,444.6	2,538.8	3,821.7	6,298.1
Total Expenditure	2,327.5	2,423.6	3,651.6	5,968.9
EBITDA	117.2	115.2	170.1	329.2
EBITDA Margin (%)	4.8%	4.5%	4.5%	5.2%
Other Income	0.1	-	0.4	0.2
Depreciation	20.3	21.8	25.0	46.9
PBIT	97.0	93.4	145.5	282.6
Interest	50.3	35.3	40.7	82.4
PBT	46.7	58.1	104.7	200.2
Tax	12.1	14.5	26.0	49.2
Reported Net Profit	34.7	43.7	78.7	150.9
Reported PAT Margin (%)	1.4%	1.7%	2.1%	2.4%
EPS (Reported) (Rs)	5.44	2.84	4.26	128.88

37%

Revenue CAGR
FY21-24

41%

EBITDA CAGR
FY21-24

63%

PAT CAGR
FY21-24

ANNUAL BALANCE SHEET

Particulars (INR Mn)	FY23	FY24	H1FY25
Equity & Liabilities			
Equity			
Share Capital	6.1	177.0	237.5
Reserves and surplus	645.2	625.2	1324.6
Total Equity	651.3	802.2	1562.0
Non-Current Liabilities			
Long Term Borrowing	290.3	249.69	287.2
Deferred Tax Liability	14.0	23.6	26.4
Long -term Provision	3.9	4.9	5.9
Total Non-Current Liabilities	308.2	278.2	319.5
Current Liabilities			
Short Term Borrowings	632.3	712.4	489.1
Trade Payables	48.4	73.4	57.0
Other Current Liabilities	11.7	12.3	25.0
Short-term Provisions	31.6	44.2	35.5
Total Current Liabilities	724.0	842.2	606.5
Total Equity & Liabilities	1683.5	1922.6	2488.1

Particulars (INR Mn)	FY23	FY24	H1FY25
Non-Current Assets			
Property Plant & Equipment	358.4	640.6	713.0
Intangible asset under development	47.1	0.0	49.4
Capital Work in progress	135.7	4.2	-
Non-Current Investments	0.5	2.3	2.3
Long term loans & advances	245.8	5.3	5.5
Total Non-Current Assets	787.4	652.3	770.2
Current Assets			
Current Investment	-	-	332.2
Inventories	367.1	630.9	117.4
Trade Receivable	260.3	385.8	1044.6
Cash and Cash Equivalent	65.6	2.9	69.6
Short Term Loans & advances	172.0	223.4	115.9
Other current assets	31.2	27.4	38.3
Total Current Assets	896.1	1270.3	1717.9
Total Assets	1683.5	1922.6	2488.1



**WAY
FORWARD**

PRODUCT DIVERSIFICATION

Some of the key offerings that the company plans to introduce as part of its product diversification plans.

Soya (Soybean)



Major source of plant-based protein for food and animal feed.
High demand in plant-based product markets.

Vermicelli



The company is venturing into vermicelli production to diversify offerings and attract new consumers.

Fried Grams CPD.



The company is targeting CPD segments for fried gram, offering tailored products and marketing to meet diverse consumer needs.

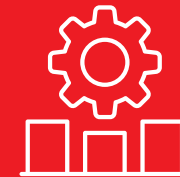
Gram Flour CPD



The company is focusing on the CPD segment for gram flour, catering to consumer needs with tailored packaging and marketing

Way Forward

- ❑ **Enhancing brand recognition** through digital marketing, social media, and events to effectively communicate the brand's unique attributes and engage with consumers.
- ❑ Introducing premium, **high-margin ready-to-eat (RTE) and ready-to-cook (RTC) products**, supported by prior R&D efforts.
- ❑ Expanding into blended spices with strategic marketing and **introducing more product variants (SKUs)**.
- ❑ **B2C Growth:** Tapping into rising consumer demand for branded, high-quality products in the retail market
- ❑ **B2B Strength:** Continuing leadership in B2B sales for consistent cash flow and scalable operations.



Expansion Strategy

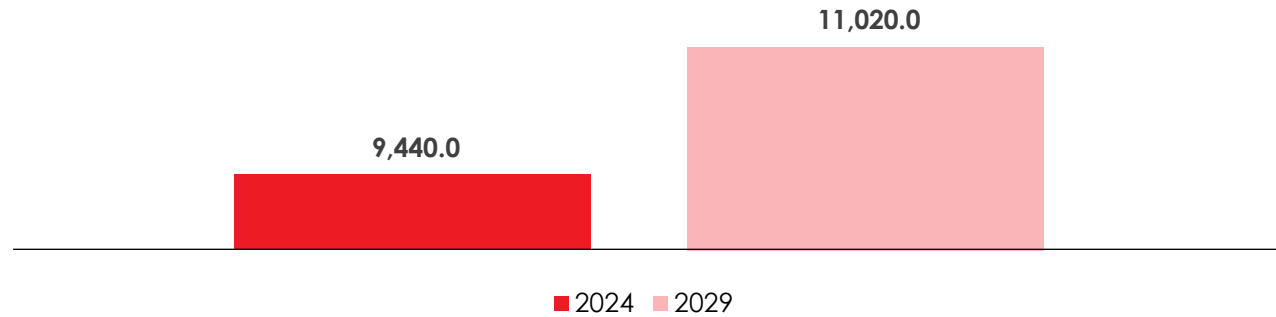
New Market Entry: Enter strategic markets such as Andhra Pradesh (AP), Karnataka, Maharashtra, and Madhya Pradesh (MP) to reduce dependency on Tamil Nadu.



INDUSTRY OVERVIEW

GLOBAL CHICKPEA MARKET

Global Chickpea Market (In US\$ Mn)



Growth Drivers

- **Health Benefits** - The growing awareness of chickpeas' nutritional benefits, such as high protein, dietary fiber, vitamins, and minerals, has driven increased production and consumption globally
- **Plant-Based Protein** - The global shift towards plant-based diets has made chickpeas a popular, protein-rich alternative to meat, especially among vegan and vegetarian communities
- **Essential Nutrients** - Chickpeas are rich in iron, magnesium, potassium, and vitamin B6, which support weight management, digestive health, and overall metabolic function

Source : <https://www.futuremarketinsights.com/reports/chickpea-flour-market>



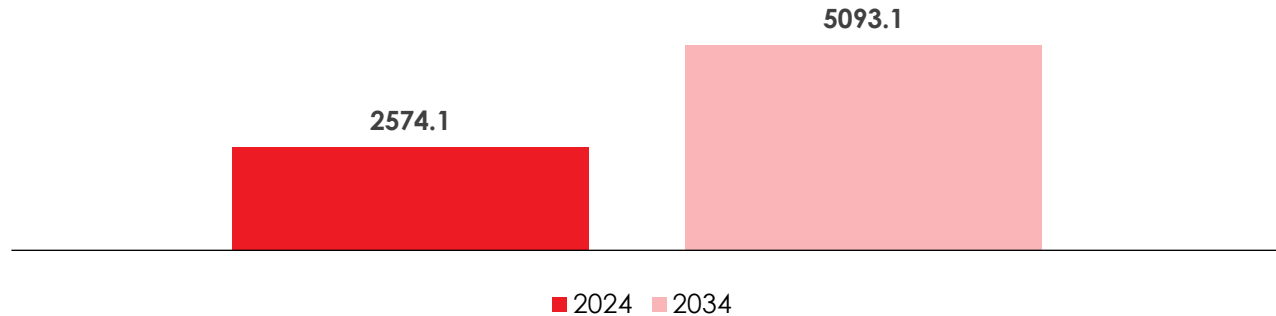
Global Chickpea market size – **US\$ 9,440.0** Million in 2024

CAGR – Estimated to grow at – **3.1%**

Estimated to Reach – **US\$ 11,020.0** Million in 2029

GLOBAL GRAM FLOUR MARKET

Global Gram Flour Market (In US\$ Mn)



Growth Drivers

- **Health Benefits** - The rising focus on health and wellness is driving increased demand for chickpea flour, particularly among vegan and vegetarian consumers
- **Bakery and Confectionery** - Chickpea flour continues to see strong demand in bakery and confectionery applications due to its nutritional profile and versatility.
- **Extruded Products** - The use of chickpea flour in extruded products remains a significant growth area, catering to evolving consumer preferences.
- **Emerging Markets** - New opportunities are emerging in the animal feed and pet food sectors, expanding the market potential for chickpea flour.

Source : <https://www.futuremarketinsights.com/reports/chickpea-flour-market>

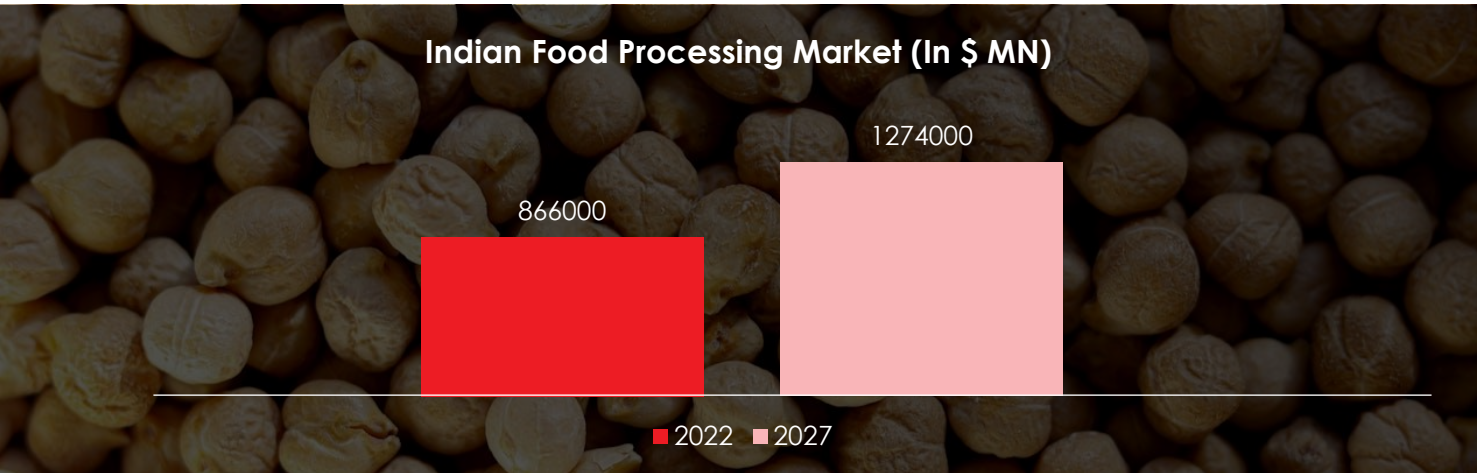


Global Chickpea market size – **US\$ 2,574.1** Million in 2024

CAGR – Estimated to grow at – **7.1%**

Estimated to Reach – **US\$ 5,093.1** Million in 2034

INDIAN FOOD PROCESSING SECTOR



The Indian food processing industry has grown rapidly.

Estimated Market Size – **12,74,000 Mn US\$ in 2027.**

Growth Drivers


- **Health Benefits** - PMKSY and sub-schemes focus on modernizing infrastructure and improving supply chains in food processing.
- **Bakery and Confectionery** - Financial incentives, tax exemptions, and 100% FDI under the automatic route foster investment in the sector. The Production Linked Incentive Scheme for Food Processing Industry (**PLISFPI**) with a budget of **US\$ 1.3 billion is being implement from 2022 to 2027.**
- **Increased Budget for Development:** The Ministry of Food Processing Industries received **Rs. 3,290 crores (~US\$ 396 million)** for 2024-25 to support key initiatives.
- **Global FDI and Engagement** - The sector attracted **US\$ 12.59 billion in FDI**, enhanced by global events like the International Year of Millets and G20 summit

Source : <https://www.ibef.org/industry/food-processing>



THANK YOU !


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