

**7<sup>th</sup> August, 2019**

**To,  
Listing Department,  
National Stock Exchange of India Limited  
'Exchange Plaza', C-1, Block G,  
Bandra - Kurla Complex,  
Bandra (E), Mumbai – 400 051**

**SUB: INVESTOR PRESENTATION**

Dear Sir/ Mam

Please find attached herewith Investor Presentation of the Company for your record and further dissemination.

Kindly take the same on records.

Thanking You

**For Shanti Overseas (India) Limited**

*Kacholia*

**Karuna Kacholia  
Chief Financial Officer**



A close-up photograph of a hand planting a small green seedling into dark brown soil. The scene is bathed in a warm, golden light, likely from a low sun, creating a soft glow and long shadows. The background is a blurred field of similar seedlings. The overall mood is one of care, growth, and optimism.

**Future**  
that will always be  
**Fit n Fine**

**shanti**  
OVERSEAS (INDIA) LTD.  
— synthesizing organically —



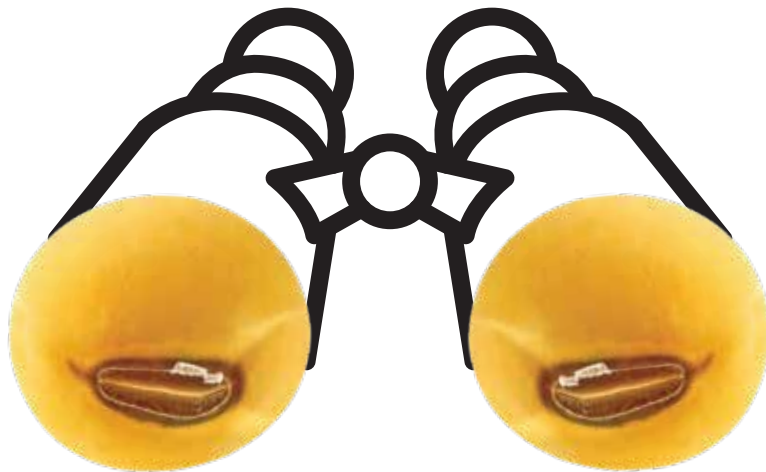
From  
Ground to  
the  
**Group**



**Among the leaders in Organic Soy Products manufacturing & exports, Shanti Overseas (India) Ltd. came into existence in 2004 & has grown up into an established, trusted group till date.**

**Shaan Agro Oils & Extractions Pvt. Ltd.**  
(100% subsidiary of SOIL)

# Vision & Mission



## Vision

To be a globally recognized company dealing in organic & natural products with a clear focus on quality and innovation.

## Mission

To become one of the leading Agri exporters & a 1000 cr. company by the year 2025.

# Success is a **Journey** Since 2004



**2004**

Activity started with processing of Chickpeas under Partnership Firm while making presence in Domestic Market only.

**2011**

Conversion of partnership firm into company. Expansion of market of chickpeas from domestic to international covering Pakistan, Sri Lanka, Turkey etc.

**2013**

Penetrated into international market of Soybean by export to USA.

**2015**

Diversification from trading to manufacturing activity. Company established a new manufacturing plant at Sonway, Indore on a rented ware house. Mainly producing organic soymeal, lecithin & Soy crude oil. Company started exports of organic soymeal to the country USA, Europe & Canada.

**2017**

Laid the foundation of new manufacturing facility at Dhannad, Indore (freehold land) with manifold increase in production capacity of soymeal . Conversion of Private Limited Company into public Limited Company & the listing of Company on National Stock Exchange (Emerge Platform).

**2018**

Full commencement of operations of new plant and Commissioning of Soya Oil Refinery under Shaan Agro Oils & Extractions Private Limited. (100% subsidiary of SOIL) there by further processing crude oil into organic soya lecithin to be exported globally.

**2019**

Successfully started export of Soy lecithin into Europe market. Expanded the market of Soymeal to big players of US, South Korea, Netherland , France, Germany, Italy.



# Our Core Strength

**Mr. Mukesh Kacholia**

Chairman and  
Managing Director

Post Graduate in Masters of  
Commerce, he is the key person to  
lay the foundation of Shanti Group.

He has a vast experience of 37  
years in agro commodities  
business. He is currently  
supervising the Overall  
administration & Oil division of the  
group.



**Mr. Ayush Kacholia**

Director

Joined the company in 2011 as  
director. Graduate in Bachelor of  
Commerce with specialization in  
procurement & International  
marketing. Also, He is responsible  
for smooth running of production  
facility. He is a visionary in laying  
the foundation of a new  
manufacturing plant.



**Mr. Rohan Kacholia**

Director

Joined the company as director in  
2013. Post Graduate in Masters of  
Science(International Business)  
from University of Leeds, West  
Yorkshire, England in 2013. He is  
expanding the product line by  
developing trading platform in  
various agro commodities.



**Karuna Kacholia**

Chief Financial Officer

Qualified Chartered  
Accountant from Institute of  
Chartered Accountants of  
India. Looks after finance,  
accounts and taxation of  
Company since 2011. Took  
over as CFO in May 01, 2017.



# Deals in a 'Healthy Heart'



## ORGANIC SOYBEAN SEED

- Helps in weight loss, reduces chances of heart attack.



## ORGANIC SOYBEAN MEAL

- Great source of protein-meal added in animal diets like cattle feed, chicken feed, etc.
- Nutritionally contains 46- 50 % of protein, Crude Fiber, and Oil.



## ORGANIC SOYBEAN OIL

- Good source of polyunsaturated fatty acids, omega-3 fatty acids, and vitamin E.



## ORGANIC SOYBEAN LECITHIN

- Acts as a skin conditioning agent, emulsifier and thickener for cosmetic product.
- Used in body milk, lotions, creams, ointments, body washes, shampoos, conditioners, sun care & after sun products, body butter, and make-up products.

# Investment Rationales



**STRATEGIC  
LOCATION**



**STRONG RAW MATERIAL  
PROCUREMENT SYSTEM**



**STRONG EXISTING  
CUSTOMER RELATIONSHIP  
WITH PROCESSING  
CUSTOMER BASE**



**COMPLIANCE  
WITH QUALITY  
STANDARDS**



**DEMAND FOR THE ORGANIC  
SOYBEAN PRODUCTS IS  
MORE THAN SUPPLY**



**LONG TERM SUPPLY  
AGREEMENTS**



**INCREASE IN  
PRODUCTION  
CAPACITY WITH  
NEW PLANT  
ALONG WITH  
REDUCTION IN COST**



**ONE OF THE FEW  
MANUFACTURERS  
OF ORGANIC SOY  
LECITHIN**



**NO FINISHED GOODS  
INVENTORY**

- **ADVANCE SALES BOOKING**
- **REDUCES RISK AND COST  
OF CARING INVENTORY**

Planned Production  
Today for a

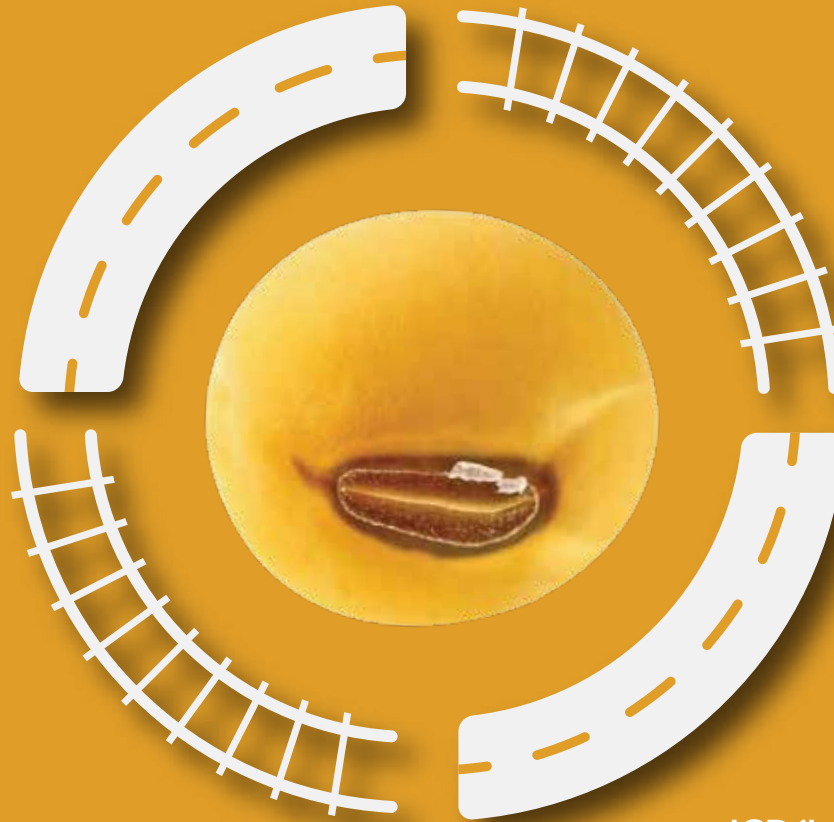
# Better Tomorrow



Survey No. 1035 to 1071 / 6, Gram Dhannad Tehsil Depalpur,  
Rau-Pithampur Road, Opp. Garg Fuel Dist. Indore 453001 (M.P.)

# Location Advantages

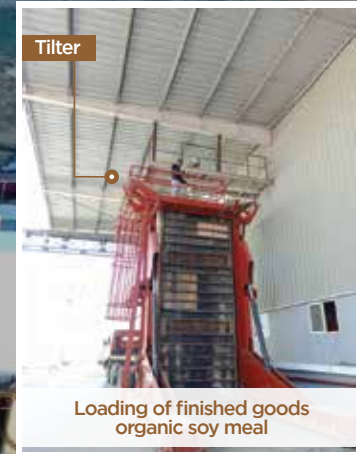
New unit strategically located at Dhannad, Tehsil Depalpur, Dist. Indore - closer to raw material source.



Logistically well connected via railways and roadways - reducing transportation cost, decrease in spillages.

Connectivity from Railway station is 1 km. The distance between warehouse and ICD(In-Land Container Depot) is 1.5 km.

Supported by large  
**Warehousing**  
facilities



Loading of finished goods  
organic soy meal

Two Cilos for storage of raw material  
5000 mt each. total 10000 mt.

No human Touch from  
unloading to Loading. 100%  
mechanical process.

Bio-insecticides used in the  
entire premises.

# Manufacturing the future of **rganic** **Health**



Oil refining capacity 50 mt/day and lecithin production capacity 2mt/day.



Existing crushing capacity 175 mt/day and can be extended upto 300 mt/day with same infrastructure.

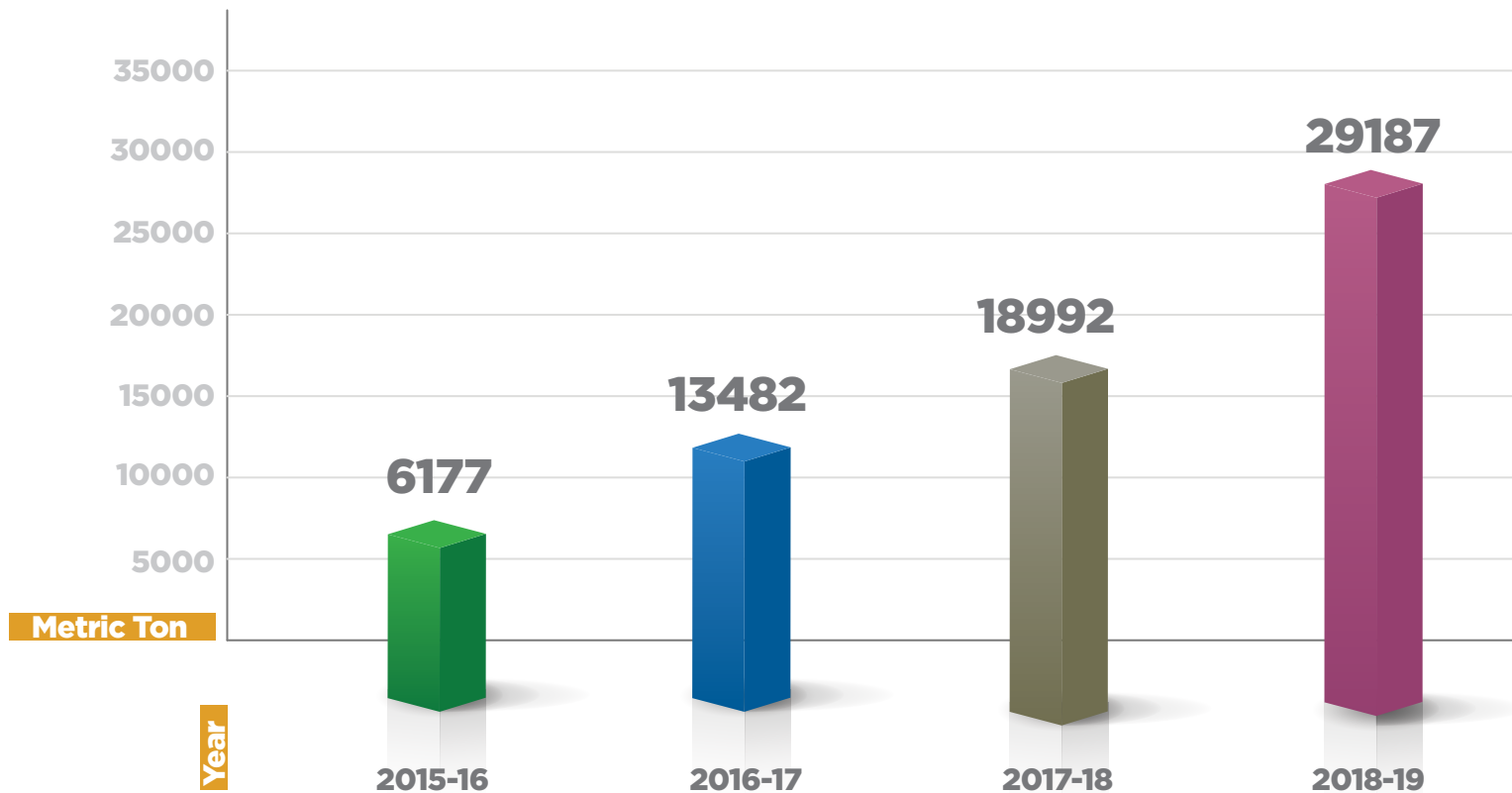


# Growth



is our primary concern!

## Organic Soy Meal Export



# Clients are our **Confidence**



**中糧国际**  
**COFCO INTL**

From the  
Best inputs to the  
**Best outputs**



Recipient of **Madhya Pradesh Government Gaurav Award**  
under leading exporters in agro based business category in  
organic soymeal.

# Certified to be **100% Organic**



An ISO 9001:2015 (QMS) accredited with prestigious UKAS accreditation by ALCUMUS, UK

Food Safety System Certifications (FSSC 22000 (Version 4:1), consistency of following elements

ISO 22000 : 2005, ISO/TS 22002-112009 and additional FSSC 22000 rep. (Version 4.1)

KOSHER Certified Plant from 'OK KOSHER' – The oldest and top-most certification body in the KOSHER world

NPOP/NOP – Organic certification for processing units from APEDA Approved CB

Certified from Control Union Netherlands for prestigious GMP+ Certification under category B2 - Feed Safety Assurance (FSA)

# Clean, Clear and **Transparent Process**

## **Forming the Growers' group**

- Collecting complete details.
- Getting into a legal contract.
- APEDA Certification.
- Ministry of commerce and industry, Government of India.



## **Inspection**

- The entire process of Sowing the seed.
- Complete procedure on Harvesting.
- Looking for all organic norms followed.



## **Record maintenance**

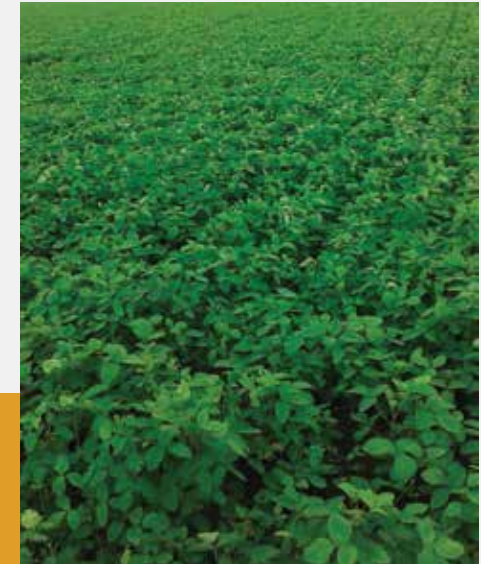
- Generating a code no. for the farmer and crop-related basics.
- Date and Quantity of the seed.
- Bio Fertilisers used.
- Bio insecticides used.
- Crop disease management.
- Machinery used on Sowing and Harvesting.

# Clean, Clear and **Transparent Process**



## **Generating Purchase Receipt**

- If the crop is completely organic, all procedures followed as per agreement & the production quality is satisfying, a Purchase receipt for the same is generated.



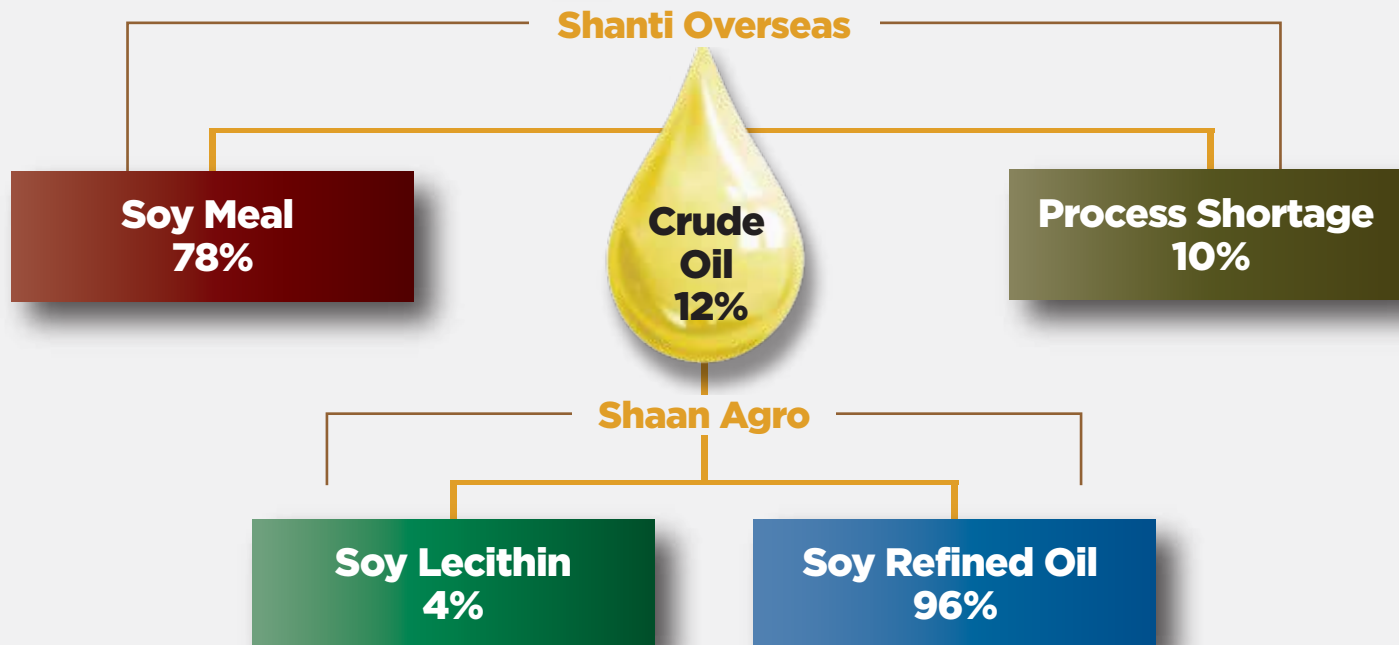
## **Tracenet Lot creation**

- An easily accessible software.
- Creates a lot of the selected crop farmers.
- Lot contains entire detail related to the crop and the farmer.
- Details visible to everyone in the chain.

## **Purchase of Raw material**

Every bit is  
**useful**

# SOYBEAN



# Profit & Loss Statement

(All figures in Lacs)

Particulars	2018-19	2017-18	2016-17	2015-16	2014-15
Revenue from operations	17,347.29	13,338.22	11,328.50	8,991.16	7,108.99
Other Income	35.99	10.23	221.74	112.42	43.23
<b>Total Revenue</b>	<b>17,383.28</b>	<b>13,348.46</b>	<b>11,550.24</b>	<b>9,103.58</b>	<b>7,152.23</b>
Cost of materials consumed	11,901.79	8,257.68	6,489.88	2,082.10	-
Purchase of Stock-in-Trade	2,720.08	2,759.40	1,287.43	6,257.12	6,047.38
Changes in inventories of finished goods and Stock-in-Trade	-353.76	250.58	846.87	-709.09	-278.79
Employee benefits expense	301.39	253.93	203	114.96	51.68
Other expenses	1,018.50	760.24	1,809.85	847.65	1,081.84
<b>Total Expenditure</b>	<b>15,588.00</b>	<b>12,281.83</b>	<b>10,637.03</b>	<b>8,592.75</b>	<b>6,902.11</b>
<b>EBITDA</b>	<b>1,795.28</b>	<b>1,066.62</b>	<b>913.21</b>	<b>510.83</b>	<b>250.12</b>
EBITDA %	10.33%	7.99%	7.91%	5.61%	3.50%
Depreciation and amortization expense	420.88	89.88	105.08	27.8	14.85
<b>EBIT</b>	<b>1,374.39</b>	<b>976.75</b>	<b>808.14</b>	<b>483.03</b>	<b>235.26</b>
EBIT %	7.91%	7.32%	7.00%	5.31%	3.29%
Finance costs	403.55	251.43	241.78	201.93	130.06
<b>PBT</b>	<b>970.84</b>	<b>725.32</b>	<b>566.35</b>	<b>281.09</b>	<b>105.2</b>
PBT %	5.58%	5.43%	4.90%	3.09%	1.47%
Tax Expense	340.94	250.97	187.64	92.92	34.58
<b>PAT</b>	<b>629.9</b>	<b>474.35</b>	<b>378.72</b>	<b>188.18</b>	<b>70.62</b>
PAT %	3.62%	3.55%	3.28%	2.07%	0.99%
EPS-Basic	8.51	7.09	7.01	3.47	1.31
EPS-Diluted	8.51	7.09	7.01	3.47	1.31

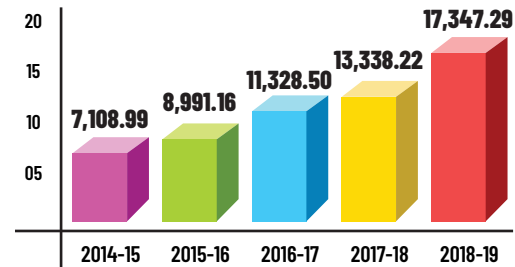
# Balance Sheet



Particulars	2018-19	2017-18	2016-17	2015-16	2014-15
<b>Equity and Liabilities</b>					
<b>Shareholders' Funds</b>					
(a) Share Capital	740.4	740.4	360	60	60
(b) Reserves and Surplus	2,194.31	1,594.34	498.39	419.67	231.5
<b>Non-Current Liabilities</b>					
(a) Long term Borrowings	1,394.30	1,444.60	350.56	822.56	226.53
(b) Deferred Tax Liability (Net)	126.35	54.2	1.29	8.69	-
(c) Long term Provisions	1.13	2.12	14.08	-	-
<b>Current Liabilities</b>					
(a) Short term Borrowings	3,280.66	3,155.15	2,055.23	1,788.91	892.12
(b) Trade Payables	378.58	583.9	19.72	193.08	41.05
(c) Other Current Liabilities	503.15	155.5	221.73	104.61	-
(d) Short term Provisions	334.64	305.11	101.13	109.74	56.28
<b>TOTAL</b>	<b>8,953.52</b>	<b>8,035.32</b>	<b>3,622.12</b>	<b>3,507.26</b>	<b>1,507.47</b>
<b>Assets</b>					
<b>Non-Current Assets</b>					
(a) Fixed Assets:					
(i) Tangible Assets	3,792.48	1,892.61	687.64	604.98	62.41
(ii) Capital Work-in-progress	-	952.1	49.83	-	-
(b) Long term Loans and Advances	58.62	72.65	34.15	29.87	8.52
(c) Other Non Current Assets	69.22	135.67	1.66	-	-
(d) Deffered Tax Assets (Net)	-	-	-	-	2.33
<b>Current Assets</b>					
(a) Inventories	625.61	2,403.08	994.24	1,360.87	566.77
(b) Trade Receivables	2,986.63	1,525.24	1,353.27	1,143.84	624.61
(c) Cash and Bank Balance	140.43	148.57	138.94	72.92	13.32
(d) Short term Loans and Advances	944.36	758.66	249.17	158.58	1.7
(e) Other Current Assets	336.17	146.74	113.22	136.19	227.81
<b>TOTAL</b>	<b>8,953.52</b>	<b>8,035.32</b>	<b>3,622.12</b>	<b>3,507.26</b>	<b>1,507.47</b>

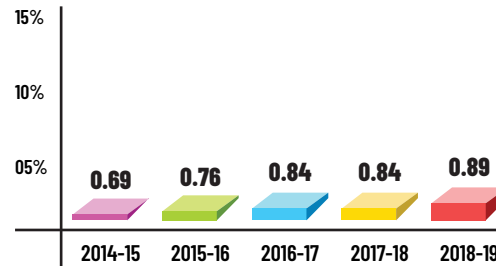


## REVENUE FROM OPERATIONS

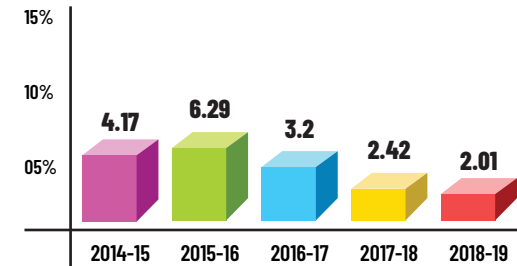


# Ratio Analysis

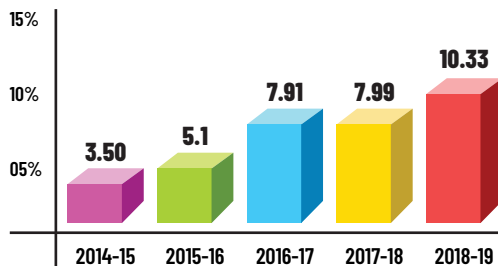
## CURRENT RATIO



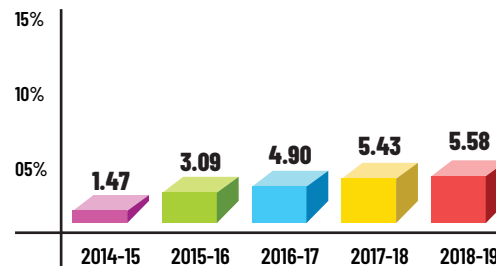
## TOL/TNW



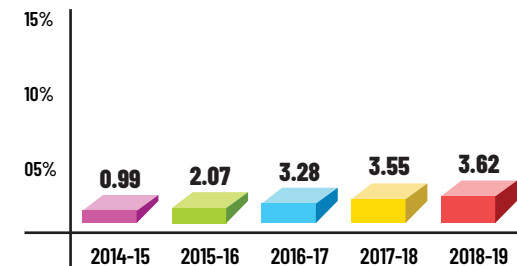
## EBITDA



## PBT



## PAT



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