

SONA MACHINERY LIMITED

Corp. office/Factory Address: F-16 & C-1, Sec A-3, Tronica
City, Loni, Ghaziabad, Uttar Pradesh, India, 201103



Date: 02/12/2024

**To,
The Manager-Listing
National Stock Exchange of India Limited
Exchange Plaza, 5th Floor, C-Block-G,
Bandra Kurla Complex, Bandra (E), Mumbai-
400051, Maharashtra**

**Symbol- SONAMAC
ISIN- INE0Q6H01012**

Subject: Announcement regarding Investor Presentation with respect to the Financial Performance of the Company pursuant to SEBI (LODR) Regulations, 2015.

Dear Sir/Ma'am,

In accordance with the Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 or any other applicable regulations, we enclose herewith Investor Presentation-Key Financial Highlights and other Parameters with respect to the business achievements of the company released by our company. Further pursuant to Regulation 46 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, the aforesaid information is also available on the website of the Company i.e. www.sonamachinery.com

Kindly take the same in your records.

Thanking You

For Sona Machinery Limited

**Supriya
Company Secretary & Compliance officer
M. No: A57314**

Place: Delhi

**CIN: L29256DL2019PLC345856
GSTIN: 09ABBCS5790C1Z8
Email: Support@sonamachinery.com
Web: www.sonamachinery.com
Call: +91- 9599002201**

Sona Machinery Limited

(Formerly Known as Sona Machinery Pvt. Ltd.)

**Regd. Office: 701, 7th floor, KLJ tower, Plot No.
B-5, Netaji Subhash Place, Maurya Enclave,
North West Delhi, Delhi, India, 110034**



SONA MACHINERY LTD

INVESTOR PRESENTATION

December 2024



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About Us



ABOUT US

Sona Machinery Ltd, originally incorporated as "Sona Machinery Private Limited" on February 12, 2019, under the Companies Act, 2013, with the Registrar of Companies, Delhi.

Sona Machinery Ltd is an ISO 9001:2015 certified Original Equipment Manufacturer (OEM) for the post harvest Industry.

Manufacturing Equipment for the processing of rice, pulses, wheat, spices, Barnyard Millet etc

The company's diverse product range of cutting-edge technology solutions caters to various segments of the post harvest agro-processing industry.

Sona Machinery's services encompasses engineering, erection, supervision, and machine commissioning, delivering a comprehensive end-to-end solution to the customers.

Among the "Top 10 Industrial Service Providers" of 2022 as per Industry Outlook and is Awarded as "Prestigious Brands Asia 2023" in Agri-Machinery Manufacturing category by Barc Asia & Global Business Symposium.

2 decade old diversified agro-processing equipment manufacturer.

ISO certified manufacturing unit at **Ghaziabad, Uttar Pradesh**
52,205 sq. ft. facility.

350+ skilled professionals delivering customized solutions

Products sold Pan India & exported to Nigeria, Bangladesh. Kenya, Nepal, etc.

Pan India Sales, Service & Support Network for the customers.



KEY MANAGEMENT



VASU NAREN

Chairman & Managing Director

Oversees the company's overall business operations, encompassing sales, marketing, design, and quality assurance.



SHWETA BAISLA

Whole time Director & Chief Financial Officer

Master Of Business Administration From University Of Delhi

Oversees the company's legal & financial planning, and accounting functions.

JOURNEY

2003-12

The Foundation

- We started our business in year 2003, as a proprietorship concern in the name of M/S Sona Foods India.
- Mr. Narender Kumar is the founder of the business
- Sona Foods India is a manufacturing concern which is manufacturing agro-processing equipments.

2012-18

A New Vision

- Mr. Vasu Naren joined the family business, bringing fresh strategic insights and a dynamic approach.
- Under his leadership, the business began to experience significant growth, paving the way for future expansion and success.

2019-20

Strategic Transformation

- Mr. Vasu Naren keeping the vision of growth in mind re-established the business as a registered company.
- The company got its Certificate of Incorporation on 19th February 2019 in the name of M/S Sona Machinery Private Limited.
- Mr. Vasu Naren and Mr. Narender Kumar were the promoters and first directors of the company.
- Sona Machinery Private Limited bought all the assets and inventories from of M/S Sona Foods India.

2021-22

Establishing Market Presence

- On 1st January 2021, The Company officially commenced its business as Sona Machinery Private Limited.
- At the closure of its first financial year 2020-21, the company generated revenue of Rs. 604.19 Lakhs and the business is showing significant growth since then.
- We started providing after sale services for better output of work

2022-23

Scaling New Heights

- Company established its new manufacturing facility in Ghaziabad, Uttar Pradesh with area of 90,729 sq ft.
- Mrs. Shweta Baisla joined the business as Director of the Company.
- Increased our clientele to PAN presence and started exporting to other countries like Nigeria, Nepal, South Africa etc.
- The company got the “Top 10 Industrial Service Provider 2022” award by Industry Outlook and “Prestigious Brands Asia 2022” award by Barc Asia.
- Introduced a new business segment of Ethanol Distillery.

2023-24

Entering A New Era

- The company came up with IPO of 37,24,000 equity shares and was subscribed by 254 times.
- On 13th March 2024, the company listed on NSE (SME) Portal.
- Sona Machinery Ltd is the only listed company of this segment.
- The company has introduced fully automated new Colour Sorting Machine.

Business Overview



BUSINESS MODEL



Overview

Sona Machinery offers a comprehensive suite of innovative technology solutions for:

- Turnkey end-to-end Rice Mill Projects
- Grain processing equipment for various commodities (Pulses, Wheat, Sesame, Millet, Corn, Seeds, etc.) in customized capacities

Additionally, the company also caters to its customers engaged in Production of Ethanol (Grain Based Distilleries), by providing them Complete Project Set-ups in:

- Unloading &
- Milling Sections

The company's product portfolio comprises of various equipments including support services for all the equipments manufactured and supplied by the company.

Providing customized capacities, comprehensive support, and seamless operations for our clients.

Verticals

Rice Processing Mills

Grain Based Distilleries (Ethanol)

Services

60 - 70%

30 - 40%

2 - 3%

RICE PROCESSING MILLS

Turnkey Solutions – Complete Project

In the exclusive club of OEM's who provide an exquisite range of complete Turnkey Solutions for modern rice processing mills.

The turnkey solution projects' range from 3TPH to 10 TPH for automated mills

Customized end-to-end Rice Mill Plant solutions according to :-

Type of Rice:

- Steam Rice
- Raw Rice
- Par Boiled Rice

Quality of Rice:

- Basmati Long
- Non-Basmati
- IR
- Swarna

As per the standards:

- Export Quality
- Government Work
- Local Supply
- Repackaging

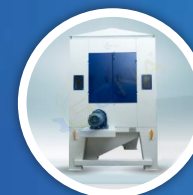
60-70% % of Total Revenue

ISO 9001:2015 Certified | Prompt Service Support | Easily Available Original Spares

Our Products



Paddy Cleaner



Pre Cleaner - DRC



Vibro Cleaner



Fine Cleaner



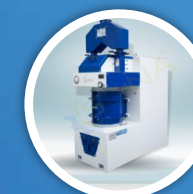
Paddy Husker



Colour Sortex



Paddy & Rice Separator



Rice Whitener Pro Series



Rice Whitener Neo Series



Rice Silky Polisher



Length Grader

GRAIN BASED DISTILLERIES

Ethanol Mill

Market Leader in Grain Milling for Grain-based ethanol distilleries (60– 500 KLPD)

The company has been invigorating the grain-based distillery industry by providing high-quality :

- Milling ,
- Unloading &
- Material Handling solutions.

Scope of Work:

- Process Engineering
- Machinery supply & installation
- Supply of PEB
- Grain Storage Silos
- Pre-fabricated flour silos
- Complete electronic erection & commissioning

30-40% % of Total Revenue

ISO 9001:2015 Certified | Prompt Service Support | Easily Available Original Spares



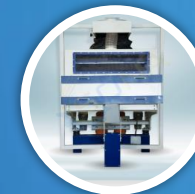
Our Products



Pre Cleaner
DRC



Pre Cleaner
HC Series



Stone Separator
S Series



Stone Separator
PR Series



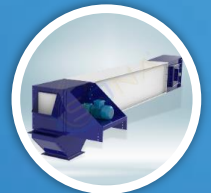
Flour Sifter



Belt Conveyor



Bucket Elevator



Chain Conveyor



Screw Conveyor

PRODUCT PORTFOLIO (1/2)



Cleaning Machines



Grains Pre-cleaner machine



Rotary Drum Cleaner



Vibro Classifiers



Stone Separator



Rice Stone Separator

Rice Blending Machines



Rice Blending Machines

Milling Machines



Paddy Husker



Rice Whitener (Pro Series)



Silky Polisher



Paddy Separator

Colour Sorter



Colour Sorter

PRODUCT PORTFOLIO (2/2)



Grading Machines



Rice Thick/Thin Grader



Multi Grader

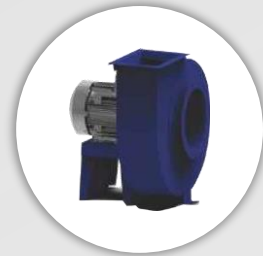


Length Grader

Aspiration Machines



Cyclone



Centrifugal Blower

Hammer Mills



Hammer Mill

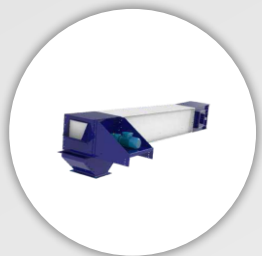
Material Handling



Bucket Elevator



Belt Conveyor



Chain Conveyor



Screw Conveyor

Flour Shifter



Flour Shifter

MANUFACTURING UNIT & WAREHOUSE

Situated in Ghaziabad, Uttar Pradesh with a total area of 52,205 sq. ft.

Equipped with modern infrastructure and a dedicated warehouse to support efficient production and storage.



NEW MANUFACTURING FACILITY



Area **90,729** sq. ft.

Total estimated cost:
INR 30.4 Cr

New Products:—

Hammer Mills,
Pulveriser, Paddy Driers, etc.

Expected to be
Operational by Q1FY26



GEOGRAPHICAL PRESENCE



Revenue Break-up:

State	FY24		FY23	
	INR (Million)	% of Total Sales	INR (Million)	% of Total Sales
Uttar Pradesh	276.6	29.0%	180.1	22.2%
Chhattisgarh	144.0	15.1%	129.8	16.0%
Bihar	88.1	9.2%	50.8	6.3%
Madhya Pradesh	75.3	7.9%	97.9	12.1%
Haryana	65.6	6.5%	103.2	12.7%
Telangana	62.3	6.9%	74.9	9.2%
Odisha	52.6	5.5%	15.9	2.0%
Tamil Nadu	52.5	5.5%	-	-
Maharashtra	33.6	3.5%	-	-
Punjab	22.3	2.3%	3.7	0.5%
Delhi	15.0	1.6%	-	-
Uttrakhand	13.9	1.5%	40.1	5.0%
Gujarat	11.6	1.2%	0.5	0.1%
Karnataka	10.7	1.1%	-	-
Others	28.9	3.2%	112.9	13.9%
TOTAL	953.0	100%	809.7	100%

COMPETITIVE STRENGTHS

Diversified product range appealing to a wide range of customers:

- Can cater to a widespread customer base across India and International Locations
- Expanded focus from rice processing to pulses, maize & wheat
- Have necessary resources, experience and network to launch additional products to cater to wider range of Agro-processing equipments.

Diversified revenue from multiple geographies

- Ability to quickly respond to changing consumer preferences and constantly fluctuating demand.
- Ability to expand client base & be tuned to latest technological advancements.

AWARDS & ACCREDITATIONS



Prestigious Brands Asia 2023 – BARC Asia And Jury Panel

PB
PRESTIGIOUS BRANDS ASIA

ertc Media
GLOBAL BUSINESS SYMPOSIUM
2023

HERALD GLOBAL
No. 1 Global News Portal For Stories That Matter

Sona Machinery Pvt. Ltd.
Category Agri-Machinery Manufacturing

has been selected as the Prestigious Brands of Asia 2022-23
Process Evaluators & Research - BARC Asia & Jury Panel

Editor In Chief
Saimik Sen
Herald Global

ertc Media



Appreciation Award
India Grain Mech Expo November 2021



Appreciation Award
India Grain Mech Expo June 2022



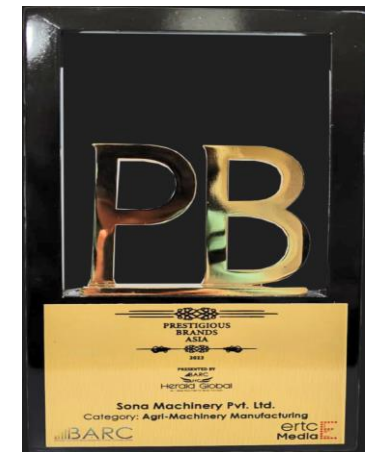
Top 10 Industrial Service Providers 2022



Award Of Honor
Rice & Grain Milling Expo
October 2022



Appreciation Award
India Grain Mech Expo November 2022



Prestigious Brands Asia 2023

Way Forward



WAY FORWARD



Expand International & Domestic Presence

- Successfully established a strong presence in Key Global Markets to provide cost advantages & distinguish from competitors.
- Participate in exhibitions and fairs to exhibit the product portfolio & enhance visibility in the Agro-processing equipment industry.
- Significantly expanded its footprint across India, marking its presence in many states.

Focus on increasing Operational Efficiency

- Optimise in-house processes for timely delivery & cost effectiveness.
- Developed lean manufacturing to reduce cost, minimise wastage, streamline inventory turnover, without any compromise on the quality.

New Integrated Manufacturing Facility

- New unit in Ghaziabad, Uttar Pradesh for new products.
- Increasing automation in plant & machinery to reduce human intervention and errors.
- This expansion underscores the growing influence and the effectiveness of the strategic initiatives aimed at enhancing market reach.

Continuous Innovation & Newer Products

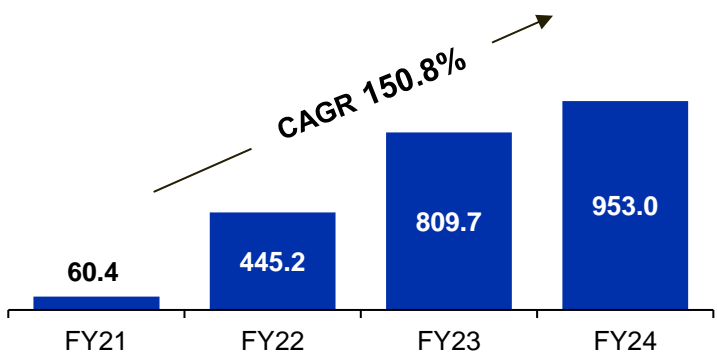
- Introduced the Color Sortex machinery - a cutting-edge addition to the product lineup.
- This advanced equipment leverages state-of-the-art imaging technology and high-speed sorting capabilities to deliver exceptional accuracy in color-based grain sorting.

Annual Financial Highlights

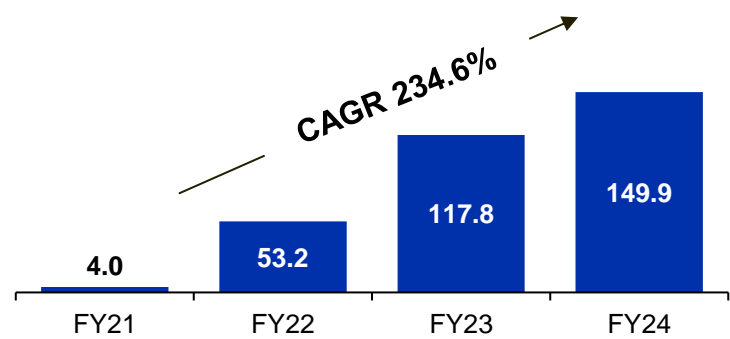


KEY FINANCIAL CHARTS

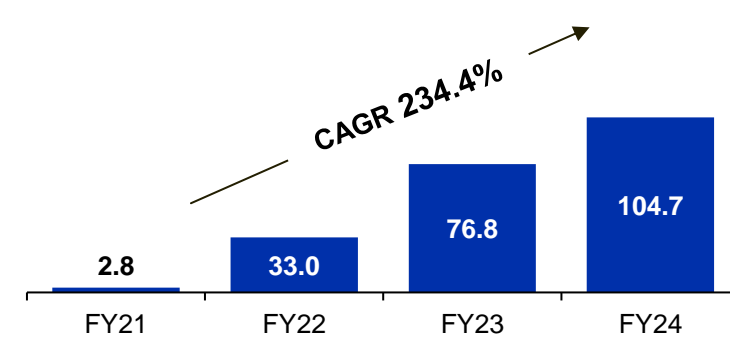
Net Sales (INR Mn)



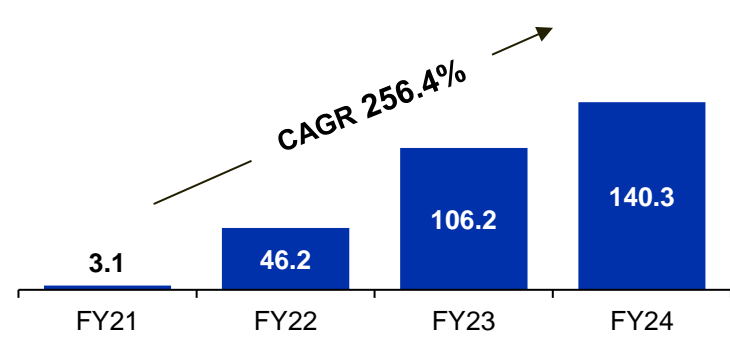
EBITDA (INR Mn)



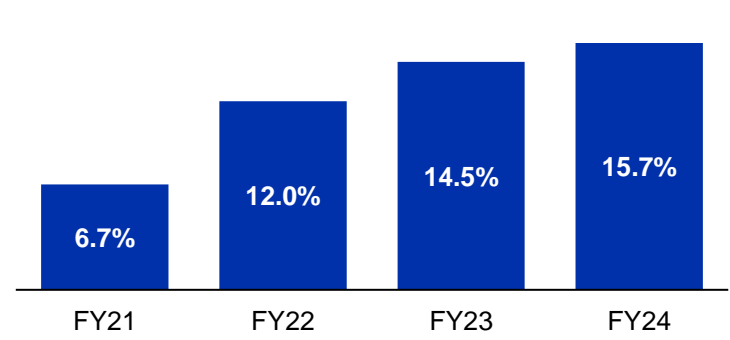
Reported PAT (INR Mn)



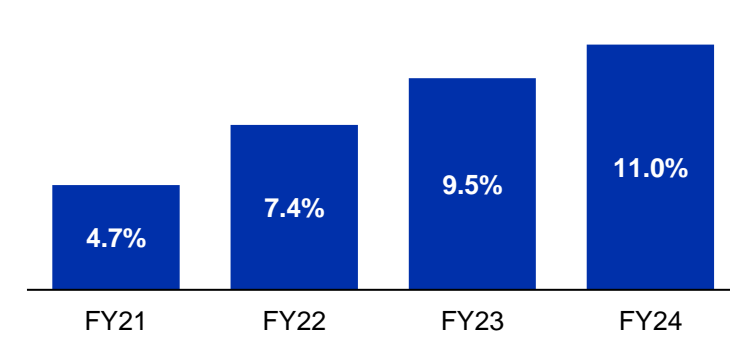
Reported PBT (INR Mn)



EBITDA Margin (%)



Reported PAT Margin (%)





ANNUAL INCOME STATEMENT

Particulars (INR Mn)	FY21	FY22	FY23	FY24
Net Sales	60.4	445.2	809.7	953.0
Total Expenditure	56.4	391.9	691.9	803.1
EBITDA	4.0	53.2	117.8	149.9
EBITDA Margin (%)	6.7%	12.0%	14.5%	15.7%
Other Income	0.2	0.2	2.1	3.9
Depreciation	1.2	6.5	8.6	12.1
PBIT	3.1	46.9	111.3	141.7
Interest	-	0.8	5.1	1.4
PBT	3.1	46.2	106.2	140.3
Tax	0.3	13.2	29.1	36.1
Adjusted Net Profit	2.8	33.0	77.1	104.2
Exceptional Items	-	-	-	0.5
Reported Net Profit	2.8	33.0	77.1	104.7
Reported PAT Margin (%)	4.7%	7.4%	9.5%	11.0%
EPS (Reported) (Rs)	0.28	3.27	7.63	10.15

151%

REVENUE CAGR FY21-24

235%

EBITDA CAGR FY21-24

234%

PAT CAGR FY21-24

BALANCE SHEET

Equity & Liabilities (INR Mn)	FY21	FY22	FY23	FY24
Equity				
Equity Share Capital	1.0	1.0	1.0	137.2
Reserves and Surplus	2.8	35.8	112.1	517.2
Total Equity	3.8	36.8	113.1	654.5
Non-Current Liabilities				
Long - Term Borrowings	-	2.7	10.2	4.8
Deferred Tax Liabilities (Net)	-	-	-	-
Long - Term Provision	0.2	0.9	3.7	2.5
Total Non-Current Liabilities	0.2	3.5	13.9	7.3
Current Liabilities				
Short - Term Borrowings	-	21.0	15.1	4.9
Trade Payables	51.4	53.8	90.7	111.7
Other Current Liabilities	14.4	22.6	38.2	59.4
Short - Term Provisions	3.5	14.3	13.2	20.4
Total Current Liabilities	69.3	111.7	157.2	196.4
Total Equity & Liabilities	73.3	152.1	284.2	858.1

Assets (INR Mn)	FY21	FY22	FY23	FY24
Non-Current Assets				
Property Plant & Equipment	26.3	27.0	41.7	65.2
Non-Current Investments	-	-	40.3	29.0
Deferred Tax Assets (Net)	0.3	0.5	1.5	2.6
Other Non-Current Asset			0.2	0.2
Total Non-Current Assets	26.6	27.5	83.7	97.0
Current Assets				
Current Investments	-	0.1	-	-
Inventories	16.4	19.0	52.7	122.2
Trade Receivables	11.4	44.0	59.4	95.3
Cash & Cash Equivalents	5.8	15.5	66.3	458.5
Short-Term Loans and Advances	13.0	45.9	21.4	34.9
Other Current Assets	0.0	0.0	0.8	50.1
Total Current Assets	46.7	124.6	200.5	761.1
Total Assets	73.3	152.1	284.2	858.1

Industry Overview



RICE MARKET

India Rice Market Size

**USD 52.82
Billion**

FY24

The market size of the Indian rice industry is projected to grow steadily in the coming years, driven by the cultivation of high-yielding rice varieties and favorable climatic conditions.

**USD 59.46
Billion**

FY29

India's position as the second-largest rice producer globally, along with its status as the top rice exporter, contributes to the market's expansion.

Global Rice Market Size

**USD 376.54
Billion**

FY24

In emerging economies, there is continuous global development in rice mill machinery and attractive packaging to enhance product demand.

**USD 436.51
Billion**

FY29

The United Kingdom dominates the imports of basmati rice, mainly from India.

Source: <https://www.mordorintelligence.com/industry-reports/rice-market>

INDIA ETHANOL MARKET:



USD 6.51 Billion

India Ethanol Market Size - 2023

USD 10.45 Billion

India Ethanol Market Size - 2029

8.8%

CAGR (2023-2029)

India is on its way to achieve its target of blending 20% of petrol with ethanol by 2025-26, going by the milestones on blending percentages crossed so far and the increase in ethanol production capacity.

13.80 Billion Litres

India Ethanol Production Capacity – As on 30/11/2023



8.75 Billion Litres

Molasses Based Production Capacity – As on 30/11/2023

5.05 Billion Litres

Grain Based Production Capacity – As on 30/11/2023

Under EBP Programme, Government has fixed the target of 20% blending of ethanol with petrol by 2025.

To achieve this target, about 10.16 billion litres of ethanol is required and total requirement of ethanol including for other uses is 13.50 billion litres.

For this, about 17.00 billion liters of ethanol producing capacity is required to be in place by 2025 considering plant operates at 80% efficiency.

Due to effective Government policies, the supply of ethanol to Oil Marketing Companies (OMCs) has increased by more than 13 times to about 5.02 billion litres in Ethanol Supply Year (ESY) 2022-23 from 0.38 billion litres in ESY 2013-14.

Source: <https://groww.in/blog/best-ethanol-stocks-in-india> | <https://pib.gov.in/PressReleasePage.aspx?PRID=1988727#:~:text=Due%20to%20effective%20Government%20policies,today%20in%20the%20Lok%20Sabha.>



THANK YOU

SONA MACHINERY LIMITED

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