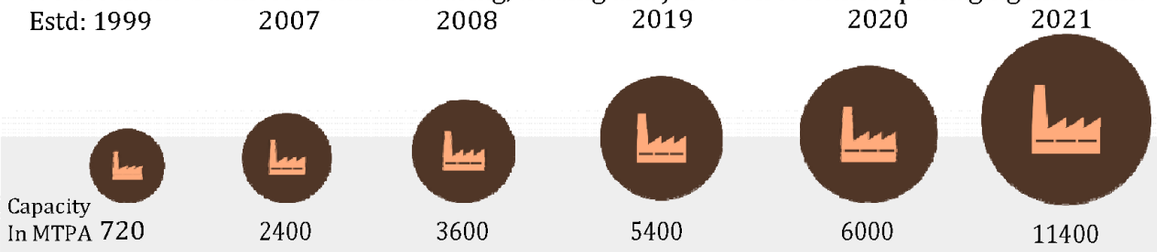


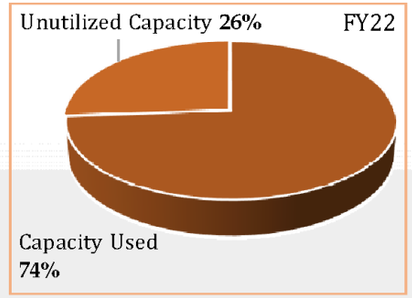
Welcome to

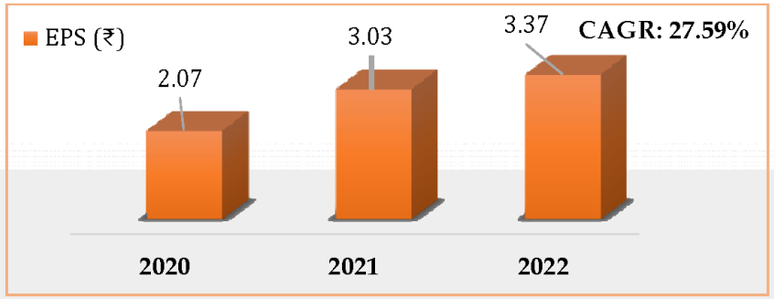
UMA CONVERTER LIMITED

Corporate Brief

We are in the business of manufacturing, trading and job work of flexible packaging materials.







We serve domestic as well as export markets. We have two manufacturing sites.
Export Market: **Saudi Arabia, Australia, Senegal and the United States of America**.

Some equipments are imported from **Taiwan & China**. Some has German engineering.
Most of raw materials procured from MNCs.

USP: We have 4 layers ECL (Extrusion Coating Laminating equipment).
These are expensive, so very few converters have it.

Global quality standards certified with **ISO 9001:2015, ISO 22000:2018 & FSSC 22000**.

Product Portfolio

Roll Form
Hygiene and personal care, Household, Food and beverage& agricultural industry

Pouch Form
Hygiene and personal care, Household, Food and beverage, agricultural, Pharmaceutical & E-commerce industry

Coextruded Films
Hygiene and personal care, Household & Food and beverage industry

Major primary raw materials:

1. Polyester
2. Low density polyethylene("LDPE")
3. Polyethylene terephthalate ("PET")
4. Biaxially-oriented polypropylene ("BOPP")
5. Polythene ("PE")
6. Cast polypropylene ("CPP")
7. Metallized polyester film
8. Foil
9. Paper
10. Bio-degradable films.

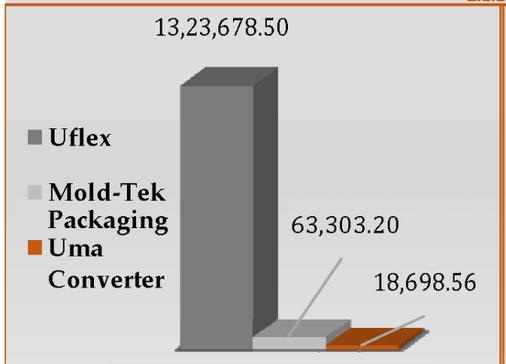
Secondary raw materials:

1. Ink
2. Granules
3. Adhesive.

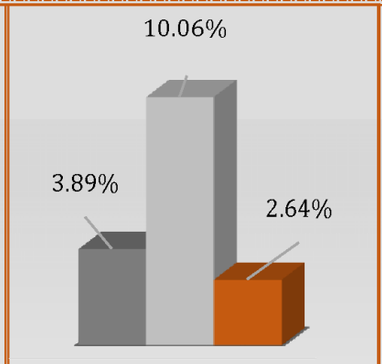
We import as well as domestically source our raw materials from various suppliers like **Exonn Mobile, Reliance Industries, IOCL**, etc.

We have spent ₹ 11.15 lakhs and ₹ 14.71 lakhs towards our **CSR** initiatives during FY22 & FY21 respectively.

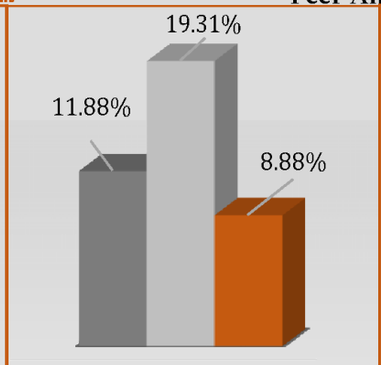
Peer Analysis - FY22



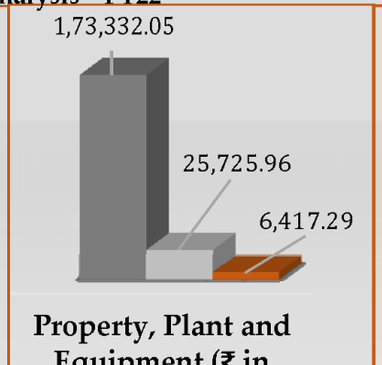
Total Income (₹ in lacs)



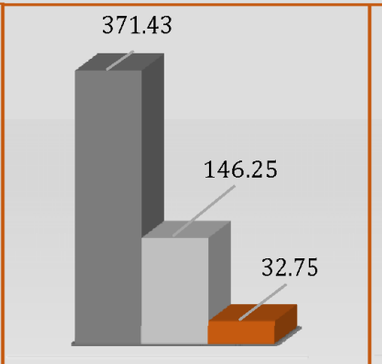
Net Profit Margin (%)



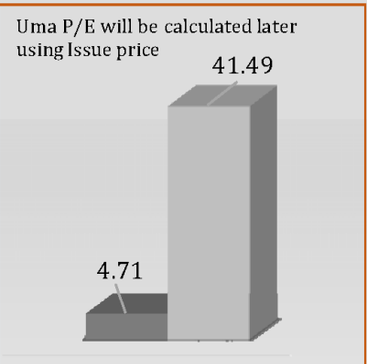
EBITDA Margin (%)



Property, Plant and Equipment (₹ in lacs)



NAV per share



P/E Ratio

Brand Loyalty - Oldest Clients



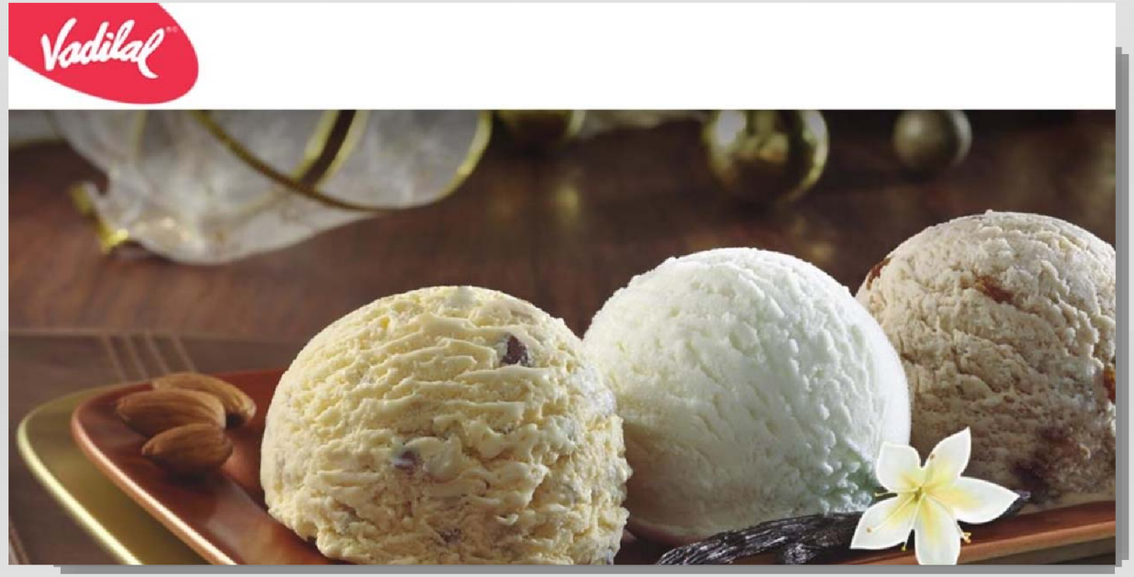
Laxmi Snacks (> 20 years)



McCains (> 18 years)



Britannia (Since 2005)



Vadilal (Since 2005)

Valuable Clientele



Haldiram Bhujiawala Limited



Sharma Kitchen Pty Ltd, Australia

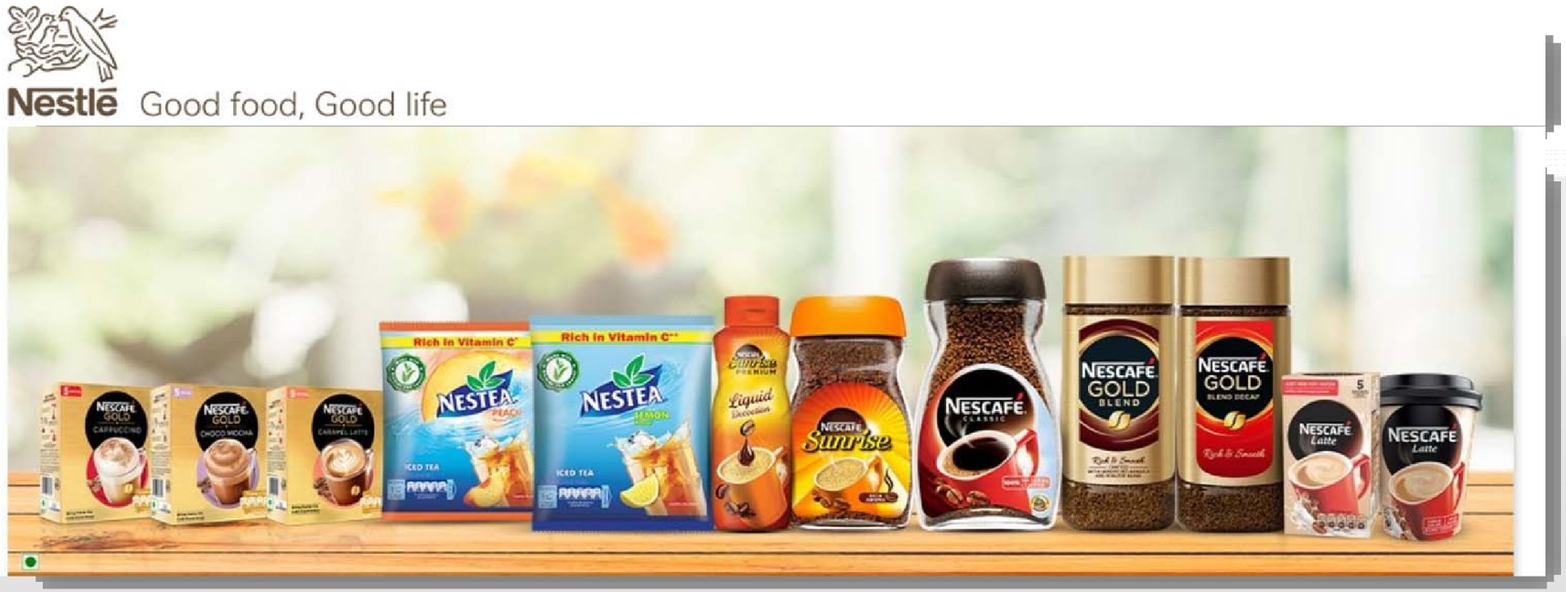


Gujarat Co-operative Milk Federation Limited



Balaji Wafer Private Limited

Prospective Clientele with Ongoing Negotiations



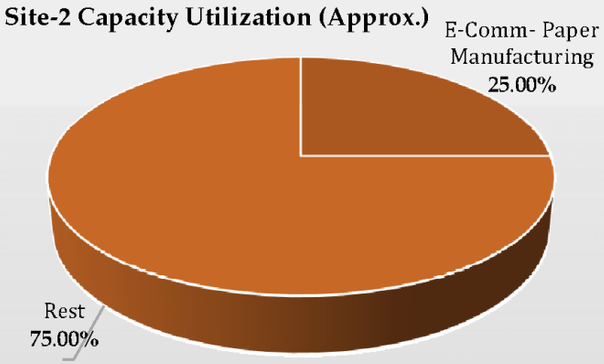
Nestlé India Limited

ITC Limited



Exciting Growth

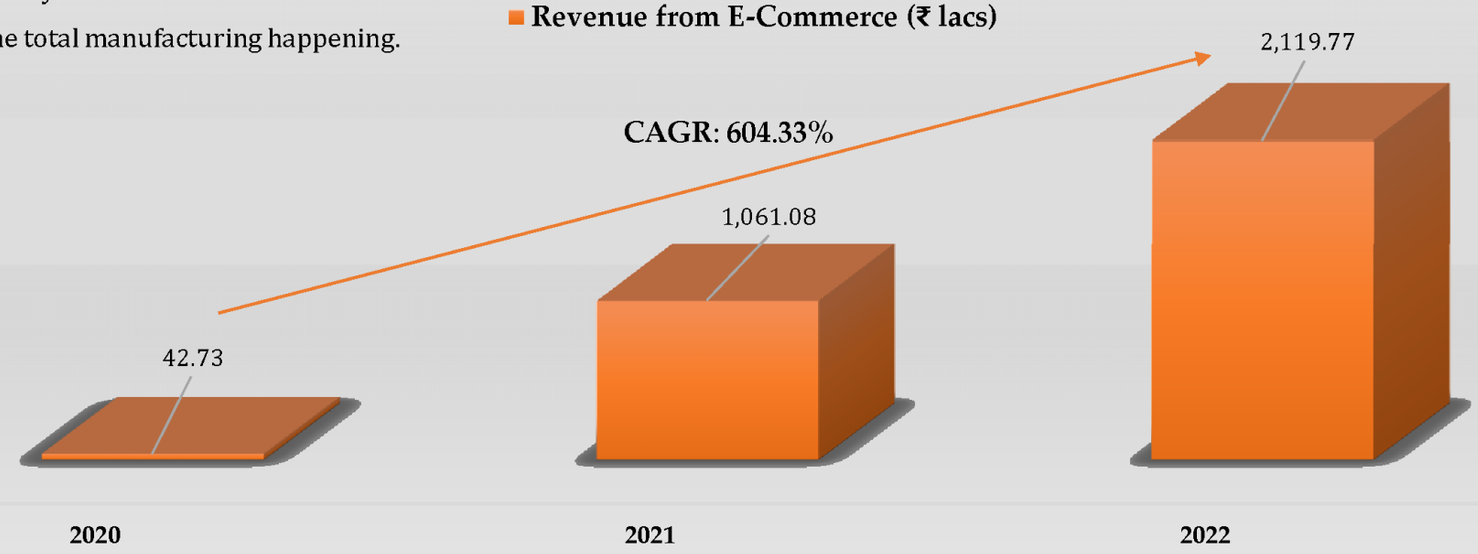
Site-2 Capacity Utilization (Approx.)



Paper packaging manufacturing in Site-2.

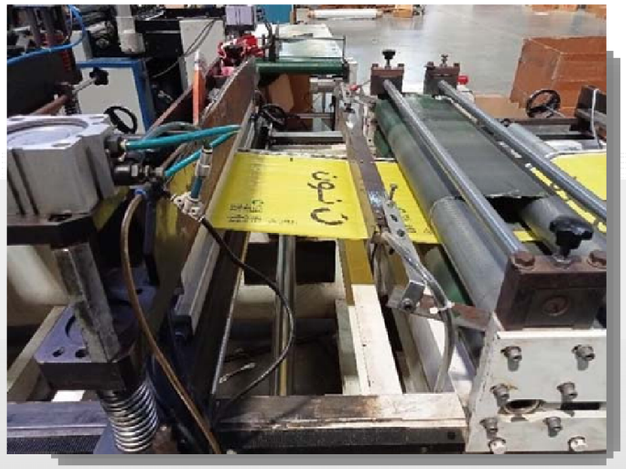
Site-2 is operating at 40-50% capacity.

Paper manufacturing is 25% of the total manufacturing happening.



Exciting Growth







Noon

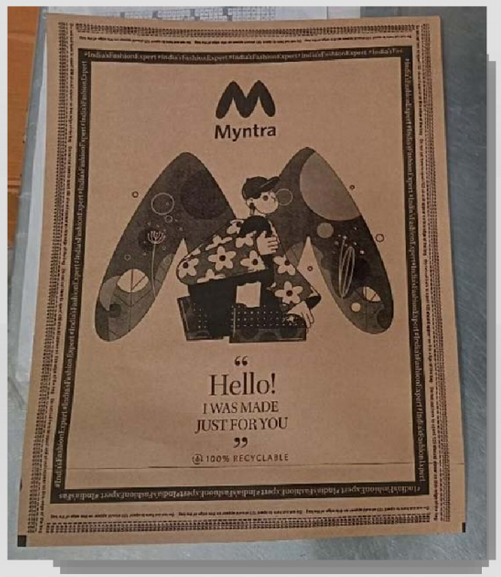




Amazon & Myntra

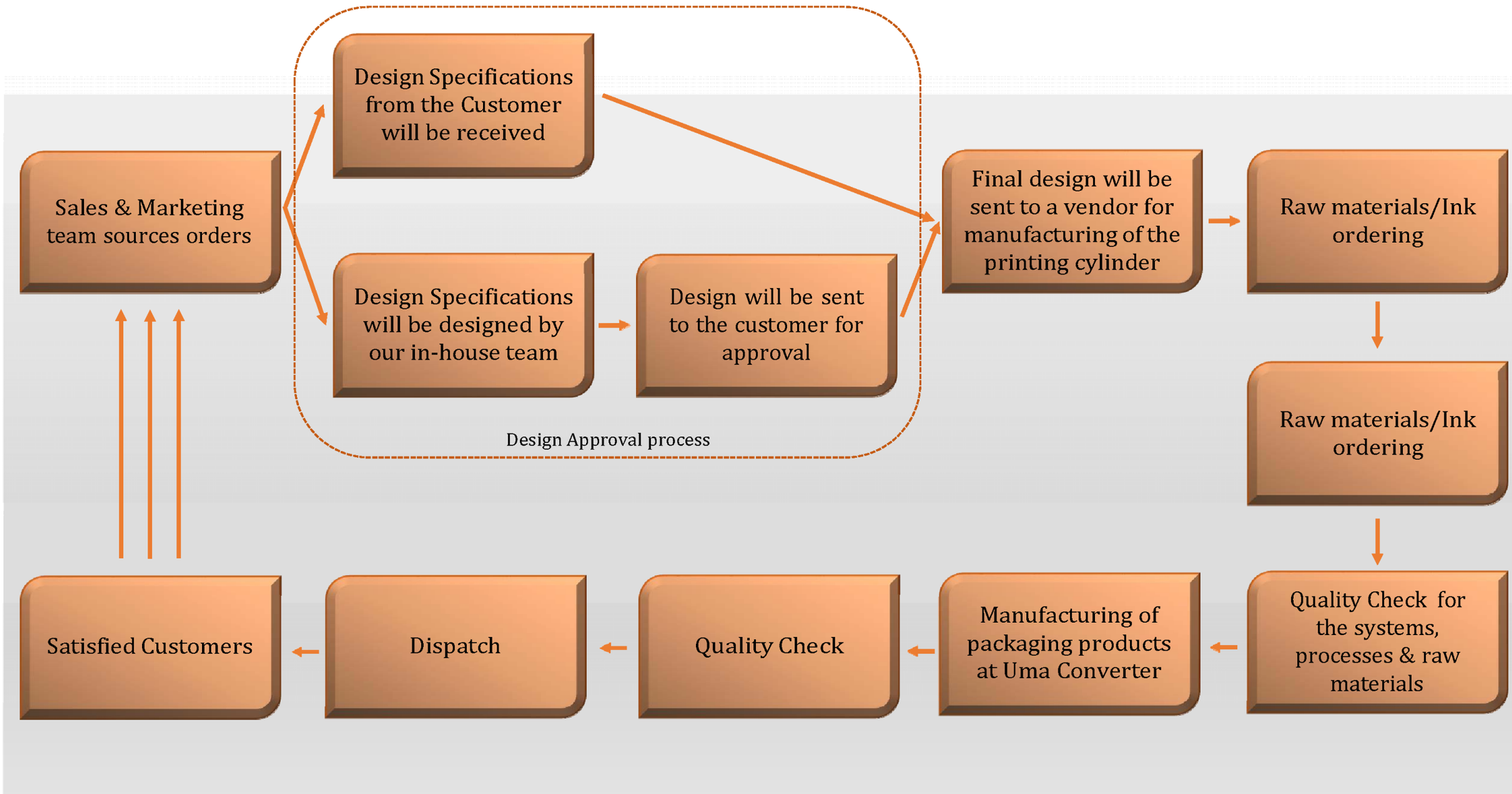




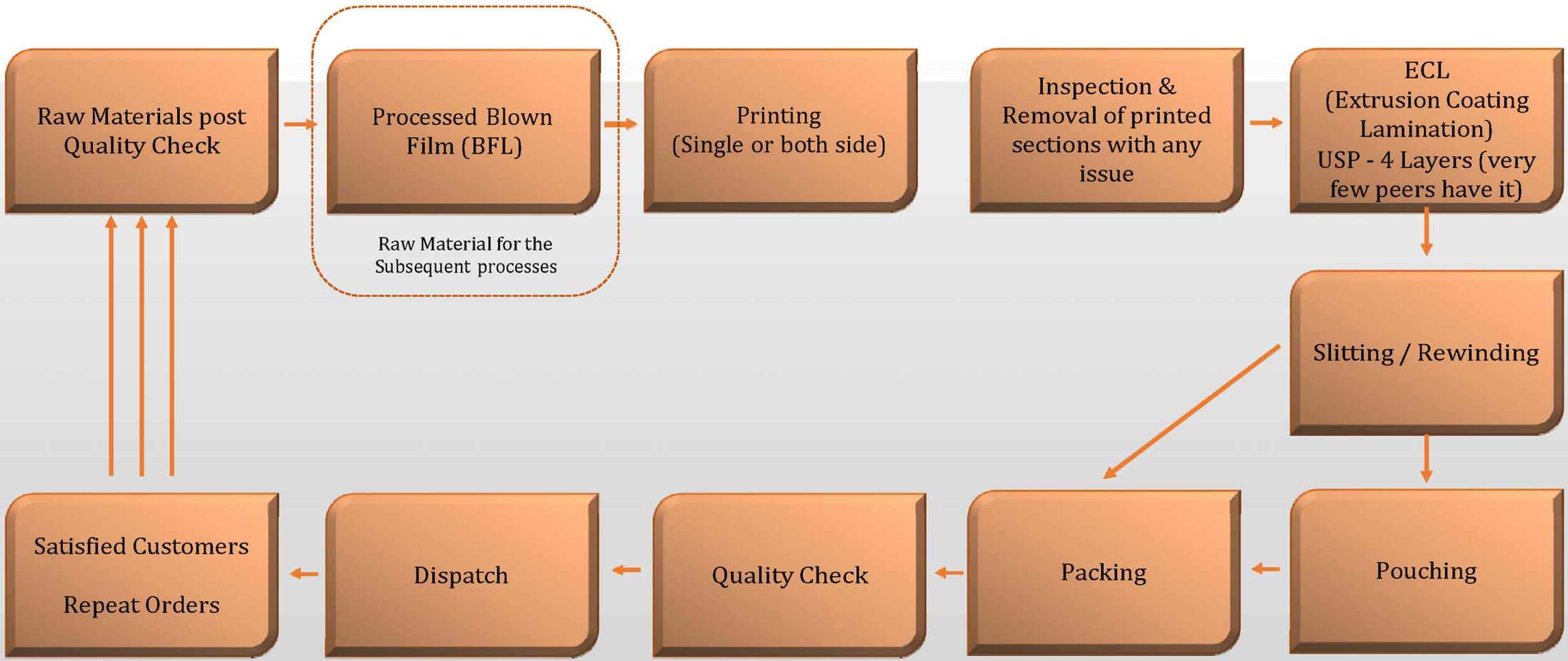


Myntra

Business Process Cycle



Manufacturing Process



This manufacturing process is broadly implemented in Site-1



Blown Film Machine

Site-1



Site-2





One Side Printer Machine – Site 1

Printing Cylinder has around 3 years life. Its top designing surface can be replaced to provide better economics & customization.



Pouching – Site 1



Quality Check Room – Site 1



Brittania GoodDay – Inspection Machine – Site 1





Slitting & Pouching – Site 1



Both Side Printing Machine – Site 2





Godown – Site 1



Two Both Side Printing Machine – Site 2



Ink Room – Site 2



Dispatch Area – Site 2



Solventless Lamination – Site 2



Extrusion Coating Lamination Machine (ECL) – Site 2



Quality Check – Site 2











Finished products ready for dispatch

Brains Behind the Operations

Source of Vision and Guidance



Sumer Raj Lodha, 65 years
Chairman, Managing Director and Promoter & founding member.
BA - Jodhpur University.
> 3 decades industry experience.
Drove expansion in capacity and new manufacturing unit.



Nirmala Lodha, 59 years
Executive Director and Promoter & founding member.
> 3 decades industry experience.
Drove expansion in capacity and new manufacturing unit.
Supervises HR and administration.



Abhishek Sumerraj Lodha, 36 years
Whole-time Director and Promoter.
Bachelors in engineering from RMIT University, Australia.
Joined company since 2015.
He directly heads the units, drove expansion, improved production efficiency and reduction in wastes.

Strategy Executing Team



Ashish Bhandari,
Chief Financial Officer.

With Uma since 12 years, and in finance industry for 22 years. He is a B.Com graduate from GNU Jodhpur.



Tilakbabu Pandey,
General Manager, Production.

Holds Diploma in Printing Technology from NRIPT & Exec. MBA from MIBM Global, Noida. He has 26 years experience in the same field.



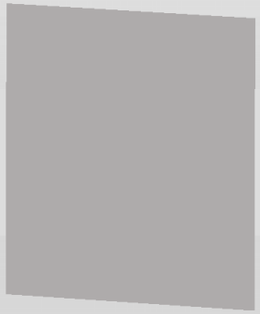
Neeraj Sharma,
General Manager, Operations.

Holds Diploma in Mechanical Engineering. 25 years experienced, with our company since 3 years. Drove initiation and operations of Unit-2.



Dipesh Das,
General Manager.

Total 26 years experience, with our company for 15 years. Holds Bachelors in Commerce from Calcutta University. Oversees HR, Legal & Marketing.



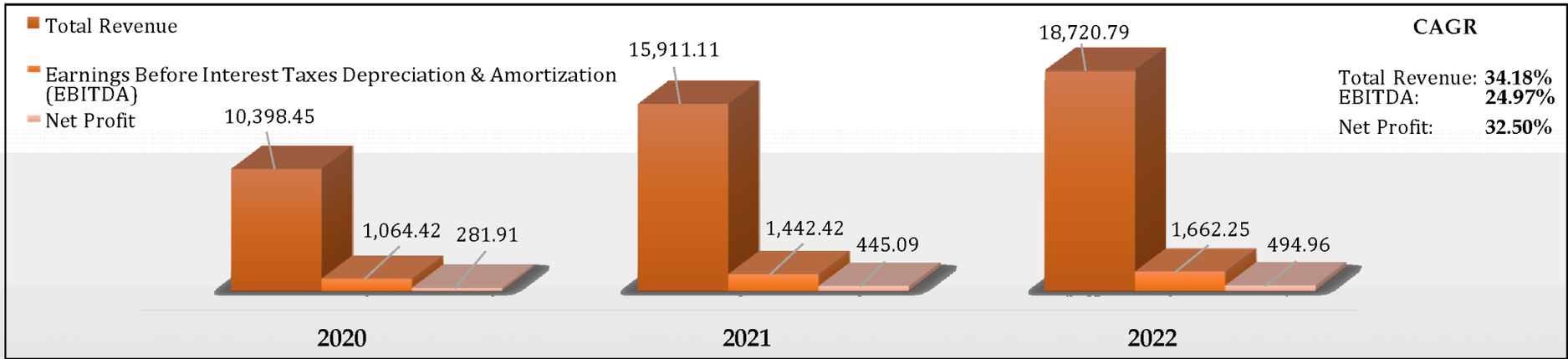
Ashok Panchal,
Asst. General Manager, Operations.

Total 25 years experience. Holds Diploma in Mechanical Engineering.

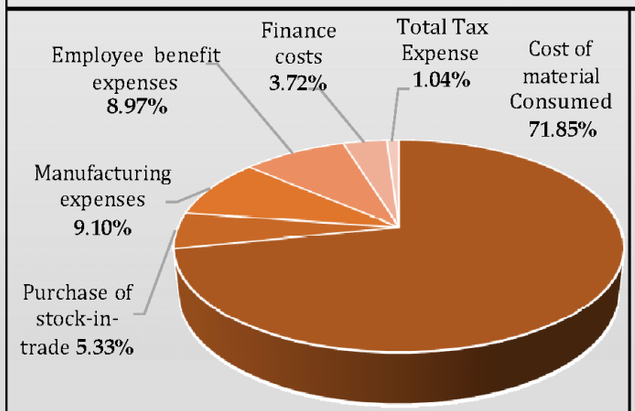
The story of Cash flows

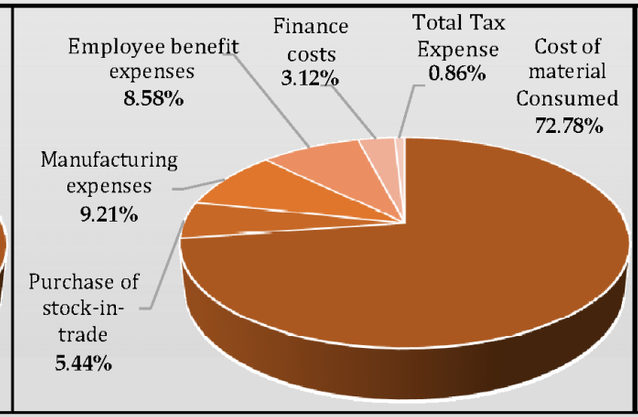
Values in ₹ lacs

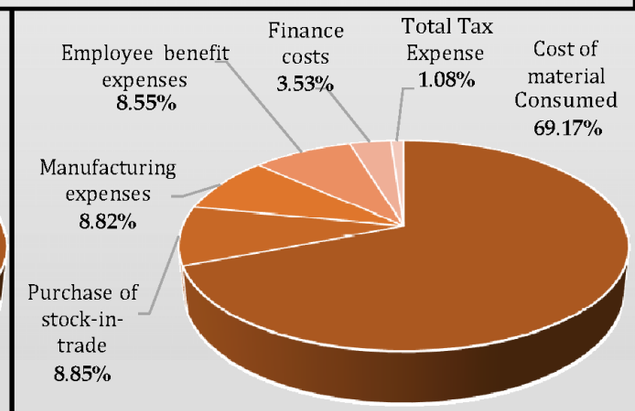
Accounting Inflows and Profitability



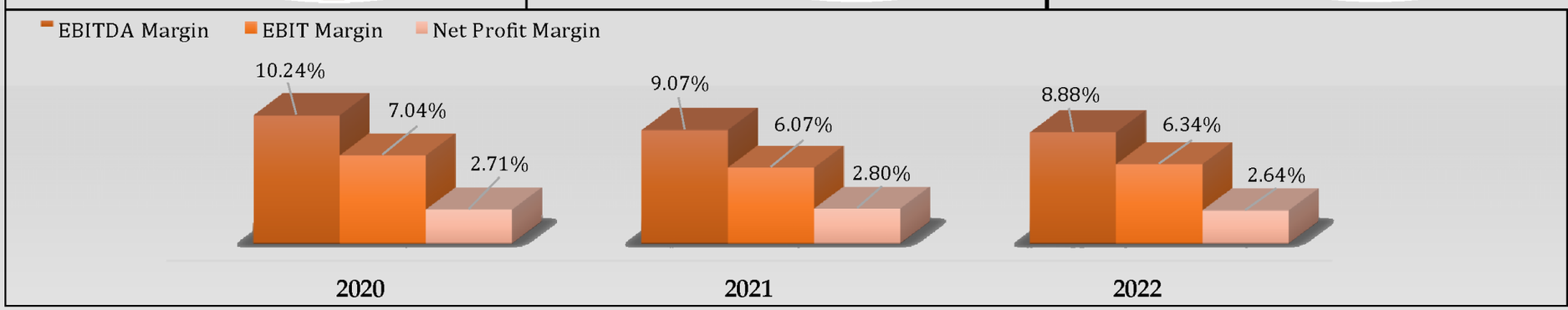
Cost Breakups







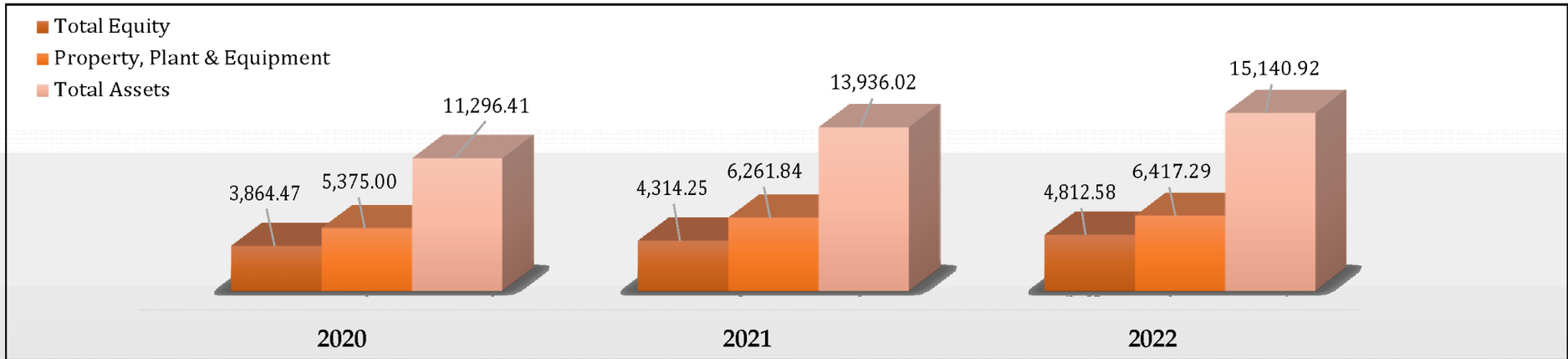
Margins (%)



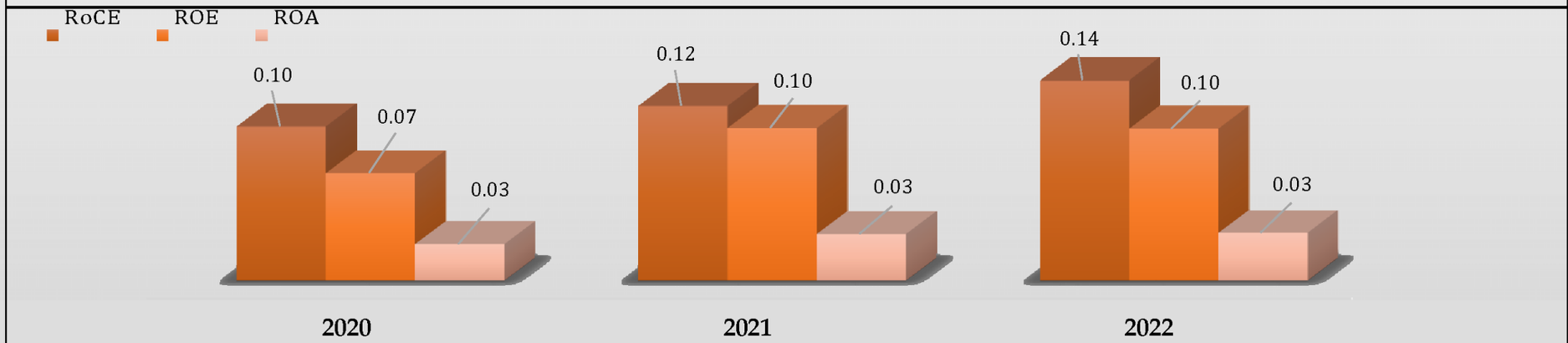
The story of Assets & Liabilities

Values in ₹ lacs

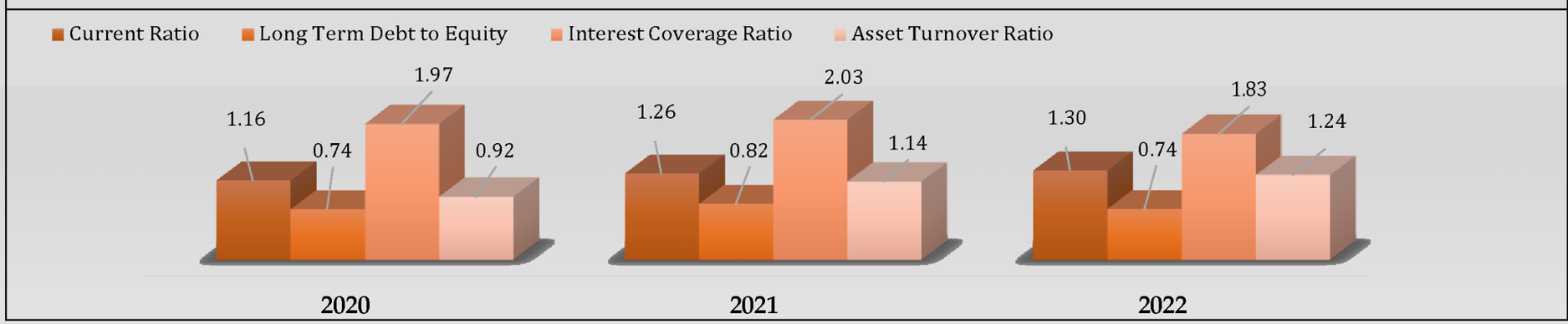
Assets & Equity



Return Ratios (%)



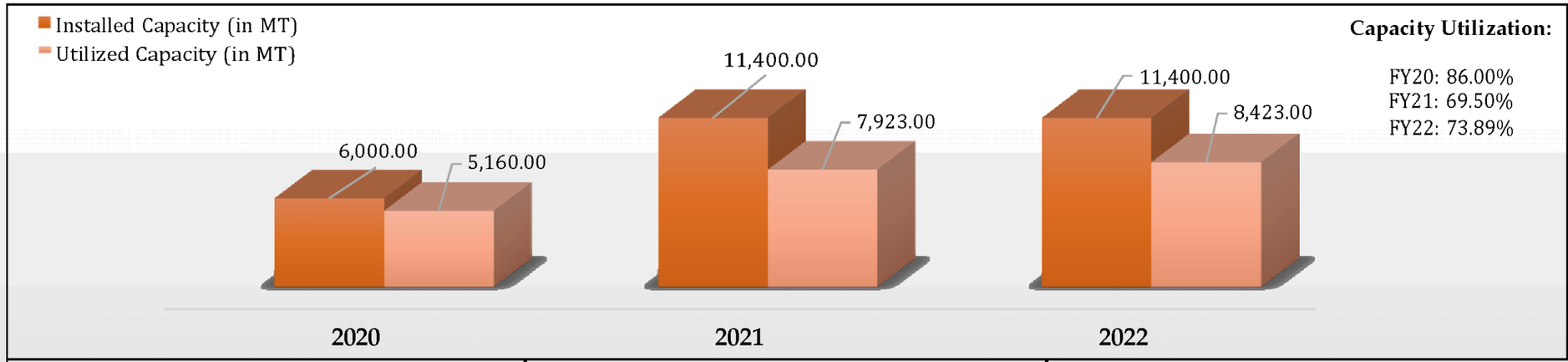
Ratios



Capacity and Revenue Breakup

Values in ₹ lacs

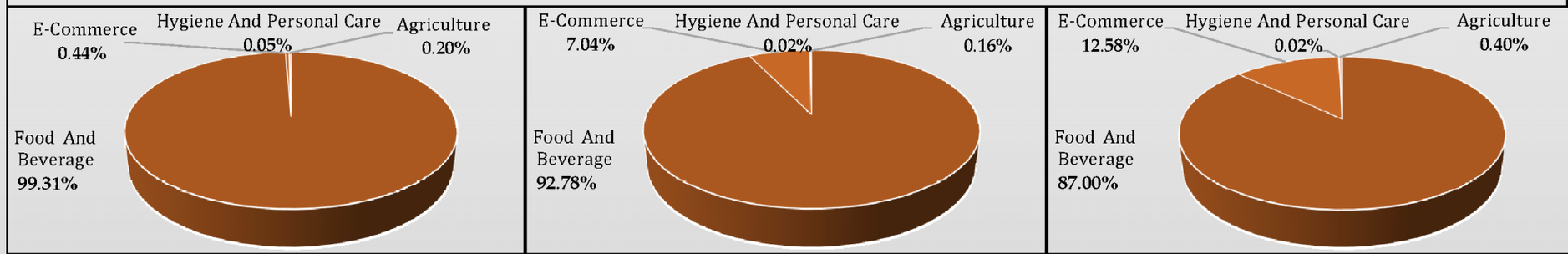
Capacity Utilization



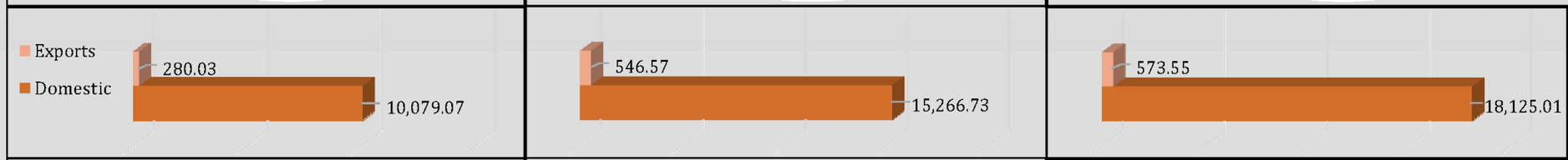
Capacity Utilization:

FY20: 86.00%
FY21: 69.50%
FY22: 73.89%

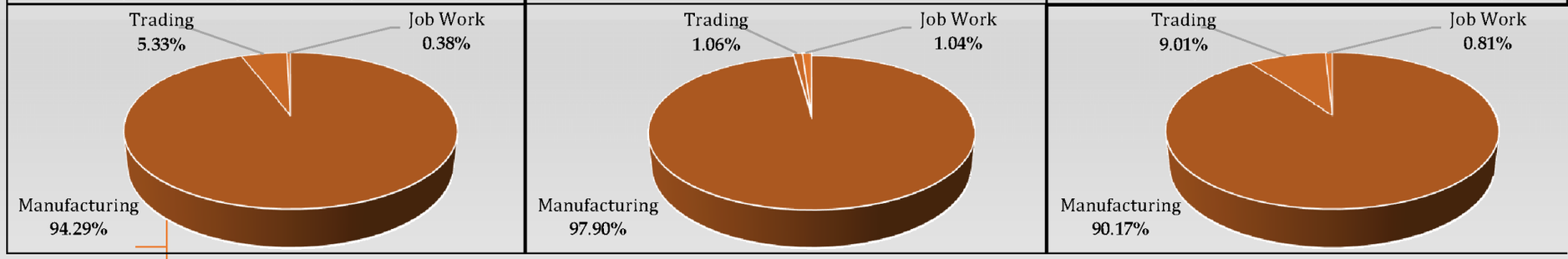
Industry Based Revenue



Market Based Revenue



Work Type Breakup



Waste Management

Total Waste Generated

- Recyclable Waste → To Govt. approved vendors for re-use in other plastic industries
- Non-Recyclable Waste → In-house Manufacturing into Ropes as a by-product
- Others → In-house STP plant and RO Plant





Rope Manufacturing unit.





Rope - Finished Product

Company envisions to set-up an in-house plant to convert these wastes into reusable granules which would be used as a raw materials in our core product lines.



STP Plant



RO Plant

No toxic wastes are generated.

Uma Converter is GREEN



The vision of promoters have driven them to emphasize on the importance of securing greens and planting more.

As a Company, besides doing CSR activities, the promoters spent their personal time in nurturing and growing this GreenHouse at Site-2.

It is truly this ***Focused-Diversification vision*** of the promoters that will drive the company in a sustainable, profitable, and more importantly, environment friendly manner.

Balance Sheet

(Rs. in Lakhs)

	Particulars	Note No.	As At		
			31.03.2022	31.03.2021	31.03.2020
A.	**Assets**				
1	**Non-Current Assets**				
	(a) Property, Plant & Equipment	4	6,417.29	6,261.84	5,375.00
	(b) Capital Work-In-Progress	5	80.65	23.33	652.28
	(c) Financial Assets				
	(i) Investments	6	23.85	23.85	23.83
	(ii) Other Financial Assets	7	40.31	134.50	126.74
	(d) Other Non Current Assets	8	287.87	250.53	177.57
	Total Non- Current Assets		**6,849.98**	**6,694.06**	**6,355.43**
2	**Current Assets**				
	(a) Inventories	9	6,215.50	4,665.49	3,147.34
	(b) Financial Assets				
	(i) Trade Receivables	10	1,490.69	2,120.47	1,425.67
	(ii) Cash and cash equivalents	11	7.01	69.44	34.60
	(iii) Bank balances other than cash and cash equivalents	12	119.95	11.32	50.00
	(iv) Other financial assets	13	1.18	4.78	8.38
	(c) Other Current Assets	14	450.39	356.10	274.99
	(d) Assets classified as held for sale	15	6.22	14.36	-
	Total Current Assets		**8,290.94**	**7,241.96**	**4,940.98**
	Total Assets		**15,140.92**	**13,936.02**	**11,296.41**
B.	**Equity and Liabilities**				
1	**Shareholders' Funds**				
	(a) Equity Share Capital	16	1,469.43	1,469.43	1,469.43
	(b) Other Equity	17	3,343.15	2,844.82	2,395.05
	Total Shareholders' Funds		**4,812.58**	**4,314.25**	**3,864.47**
2	**Non-Current Liabilities**				
	(a) Financial Liabilities				
	(i) Borrowings	18	3,571.14	3,519.13	2,853.44
	(ii) Other Liabilities	19	5.00	-	70.73
	(b) Provisions	20	27.14	25.79	23.46
	(c) Deferred Tax Liabilities (Net)	21	355.66	309.90	209.20
	Total Non-Current Liabilities		**3,958.94**	**3,854.82**	**3,156.83**
3	**Current Liabilities**				
	(a) Financial liabilities				
	(i) Borrowings	22	3,860.05	3,024.09	2,531.71
	(ii) Trade payables	23			
	-total outstanding dues of micro enterprises and small enterprises		13.98	24.89	2.23
	-total outstanding dues of creditors other than micro enterprises and small enterprises		2,302.53	2,581.51	1,662.99
	(iii) Other financial liabilities	24	108.10	98.82	40.68
	(b) Other current liabilities	25	53.68	35.21	35.22
	(c) Provisions	26	4.04	2.43	2.27
	(d) Current tax liabilities (net)	27	27.02	-	0.00
	Total Current Liabilities		**6,369.40**	**5,766.95**	**4,275.11**
	Total Equity & Liabilities		**15,140.92**	**13,936.02**	**11,296.41**

Profit & Loss Statement

(Rs. in Lakhs)

	Particulars	Note No.	For the year ended		
			31.03.2022	31.03.2021	31.03.2020
I	**Revenue:**				
	Revenue from operations (net)	28	18,698.56	15,813.30	10,359.10
	Other income	29	22.23	97.81	39.35
	Total revenue		**18,720.79**	**15,911.11**	**10,398.45**
II	**Expenses:**				
	Cost of material Consumed	30	12,696.07	11,052.39	7,154.32
	Purchase of stock-in-trade		1,623.61	826.23	530.32
	Changes in inventories of finished goods, stock-in-trade and work-in-progress	31	(1,094.36)	(599.05)	(421.73)
	Manufacturing expenses	32	1,619.29	1,398.40	905.71
	Employee benefit expenses	33	1,568.83	1,303.16	893.33
	Finance costs	34	648.26	474.26	370.81
	Depreciation and amortization expense	4	475.45	477.36	332.20
	Other expenses	35	490.28	402.26	248.26
	Total Expenses		**18,027.43**	**15,335.02**	**10,013.21**
III	**Profit/(loss) before exceptional items & tax (I-II)**		**693.36**	**576.09**	**385.23**
IV	**Exceptional Items**		-	-	-
V	**Profit/(loss) before tax (III-IV)**		**693.36**	**576.09**	**385.23**
VI	**Tax Expense :**	37			
	(i) Current tax		153.94	96.16	70.51
	(ii) MAT Credit Emtitlement		-	(64.06)	-
	(iii) Deferred Tax		44.46	98.90	32.80
	Total Tax Expense		**198.40**	**131.01**	**103.32**
VII	Profit/(loss) For the year (V-VI)		**494.96**	**445.09**	**281.91**
VIII	**Other Comprehensive Income**				
	(a) Items that will not be reclassified to profit or loss				
	(i) Gain/(Loss) on Remeasurement of Defined Benefit Plans		4.67	6.49	(0.16)
	(ii) Income tax relating to above items		(1.30)	(1.80)	0.05
IX	**Other Comprehensive Income for the period/year**		**3.37**	**4.69**	**(0.12)**
X	**Total Comprehensive Income for the year (VII+IX)**		**498.33**	**449.78**	**281.80**
XI	**Earning per equity share (in Rs.):**	43			
	(1) Basic (Face Value of Rs. 10 each)		**3.37**	**3.03**	**2.07**
	(2) Diluted (Face Value of Rs. 10 each)		**3.37**	**3.03**	**2.07**

Cash Flow Statement

(Rs. in Lakhs)

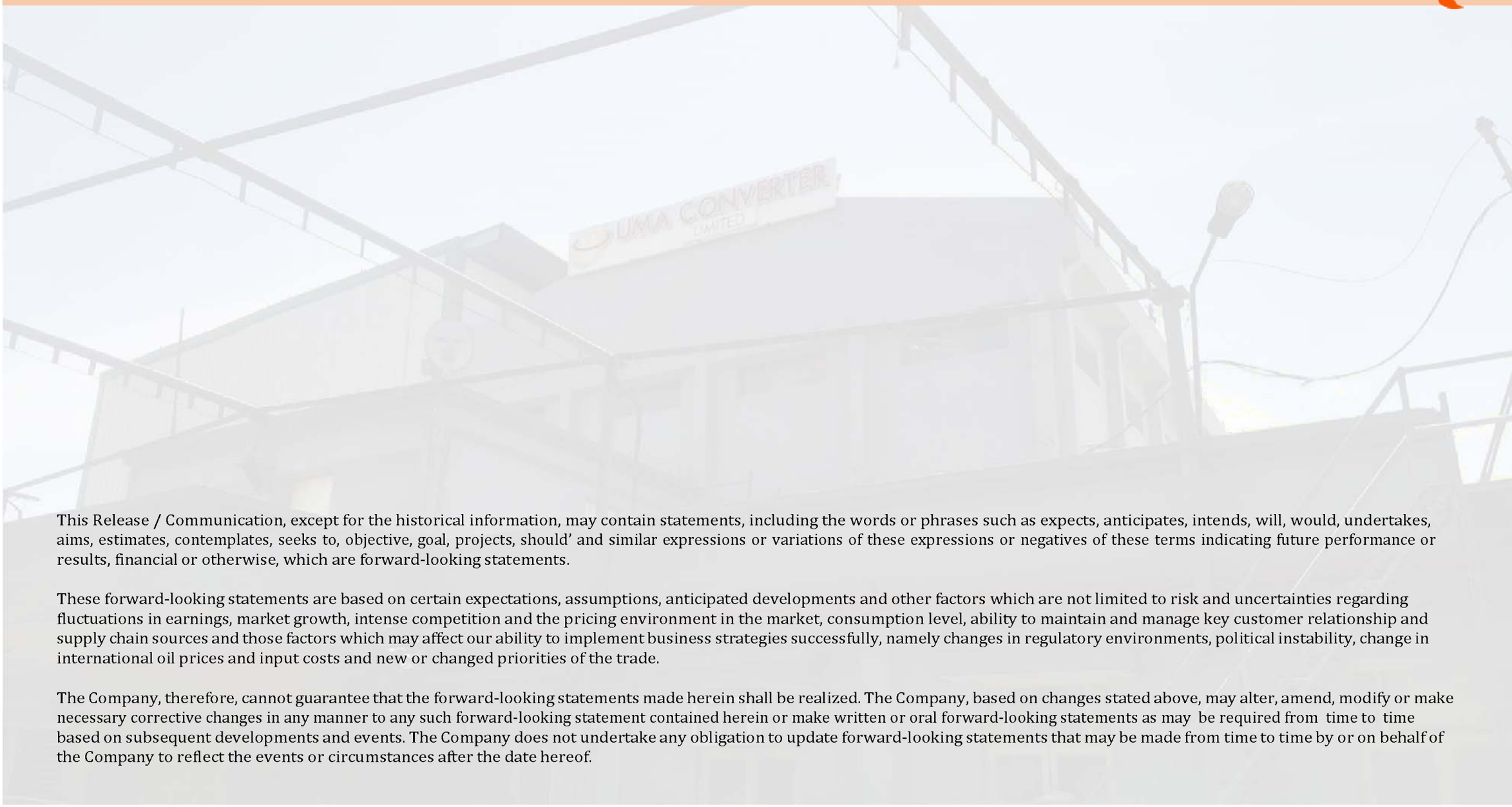
Particulars	For the year ended		
	31.03.2022	31.03.2021	31.03.2020
A. CASH FLOW FROM OPERATING ACTIVITIES:			
Profit before exceptional items and tax	693.36	576.09	385.23
Adjustments for:			
Depreciation and amortization expenses	475.45	477.36	332.20
Gratuity	8.43	13.06	6.66
Allowance/(Reversal) of Expected Credit Loss	-	14.18	(5.72)
Loss/(Profit) on Sale of Fixed Assets	(5.19)	0.57	-
Interest Paid	493.44	388.97	346.99
Interest Received	(7.53)	(16.94)	(16.40)
Balances Written Off	0.05	13.32	-
Dividend Received	-	-	-
Operating Profit before working capital changes	**1,658.01**	**1,466.62**	**1,048.97**
Changes in working capital			
Adjustments for:			
Inventories	(1,550.01)	(1,518.15)	(506.90)
Trade receivables	629.78	(722.31)	285.81
Other financial assets	3.60	3.60	(28.86)
Other current assets	(94.35)	(17.05)	(162.57)
Non-current assets	(37.34)	(72.96)	3.95
Trade payables	(289.89)	941.17	475.10
Other current liabilities	18.47	(0.01)	(30.67)
Other financial liabilities	14.28	(12.58)	(29.81)
Provisions	(0.80)	(4.08)	(1.67)
Cash generated from operations	**351.75**	**64.26**	**1,053.35**
Net Income tax paid	(126.92)	(96.17)	(74.05)
Net cash flows used in operating activities (A)	**224.83**	**(31.90)**	**979.30**
B. CASH FLOW FROM INVESTING ACTIVITIES:			
Purchase of property, plant and equipment (including Capital work-in-progress)	(690.42)	(750.38)	(2,598.30)
Purchase of Investments	-	(0.02)	(8.67)
Proceeds from sale/ disposal of fixed assets	15.54	0.19	-
Net withdrawal/(Investment) in fixed deposits	(14.44)	30.92	12.78
Interest Received	7.53	16.94	16.40
Dividend Received	-	-	-
Net cash flow from investing activities (B)	**(681.79)**	**(702.35)**	**(2,577.80)**
C. CASH FLOW FROM FINANCING ACTIVITIES:			
Proceeds from issuance of share capital	-	-	433.57
Proceeds from borrowings	887.97	1,158.07	1,533.62
Interest paid	(493.44)	(388.97)	(346.99)
Net cash flow from financing activities (C)	**394.53**	**769.10**	**1,620.20**
Net increase in cash and cash equivalents (A+B+C)	**(62.43)**	**34.84**	**21.71**
Cash and cash equivalents at the beginning of the year	69.44	34.60	12.89
Cash and cash equivalents at the end of the period	**7.01**	69.44	34.60

a. Cash and cash equivalents in cash flow statement comprise of followings:

(Rs. in Lakhs)

Particulars	As at		
	31.03.2022	31.03.2021	31.03.2020
Balance with Banks	0.35	57.22	19.96
Fixed Deposits with maturity less than 3 months	-	-	-
Cash on hand	6.66	12.22	14.64
	7.01	69.44	34.60

Disclosure



This Release / Communication, except for the historical information, may contain statements, including the words or phrases such as expects, anticipates, intends, will, would, undertakes, aims, estimates, contemplates, seeks to, objective, goal, projects, should' and similar expressions or variations of these expressions or negatives of these terms indicating future performance or results, financial or otherwise, which are forward-looking statements.

These forward-looking statements are based on certain expectations, assumptions, anticipated developments and other factors which are not limited to risk and uncertainties regarding fluctuations in earnings, market growth, intense competition and the pricing environment in the market, consumption level, ability to maintain and manage key customer relationship and supply chain sources and those factors which may affect our ability to implement business strategies successfully, namely changes in regulatory environments, political instability, change in international oil prices and input costs and new or changed priorities of the trade.

The Company, therefore, cannot guarantee that the forward-looking statements made herein shall be realized. The Company, based on changes stated above, may alter, amend, modify or make necessary corrective changes in any manner to any such forward-looking statement contained herein or make written or oral forward-looking statements as may be required from time to time based on subsequent developments and events. The Company does not undertake any obligation to update forward-looking statements that may be made from time to time by or on behalf of the Company to reflect the events or circumstances after the date hereof.



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Thank You