Date: 24/03/2023

National Stock Exchange of India Limited,
Listing Department
Exchange Plaza, 5th Floor, Plot No. C/1,
G Block, Bandra-Kurla Complex,
Bandra (E), Mumbai-400001

Dear Sir/Madam,

Subject: Update on Analyst/Institutional Investors meeting under SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Ref: NSE Code: UMA

In furtherance to our letter dated March 13th, 2023, regarding intimation of **Analyst/Institutional Investors meeting** scheduled to be held today, 23rd March, 2023, please find attached herewith the copy of the presentation which was discussed during the meeting.

The details of the said meeting and presentation are also made available on Company's Website http://www.umaconverter.com/ in Sub-Section "Analyst/Investor Meet" under "Investors" Section.

In addition to individual investors, the meeting was also attended by a number of Institution(s)/HNI(s)/Analyst(s)/Stock Broker(s), who are listed below for reference:

Sr. No.	Institution(s)/ HNI(s)/ Analyst(s)/ Stock Broker(s)
1.	RAAY Global Investments Private Limited
2.	Nine Rivers Capital Holdings Private Limited
3.	Swaraj Holdings Private Limited
4.	InvesQ Investment Advisors
5.	Mission Street India Private Limited
6.	Prasad Capital
7.	Rsquare Advizors

Kindly take this information to your record.

Thanking You.

For, Uma Converter Limited

H.A.Shah

Hiral Ankitkumar Shah
Company Secretary and Compliance officer
Membership No.: A31512

Place: Ahmedabad

UMA CONVERTER LTD.

Mfg OF Flexible Packaging Material

Nature Packages the best…



… Uma Packages the Rest

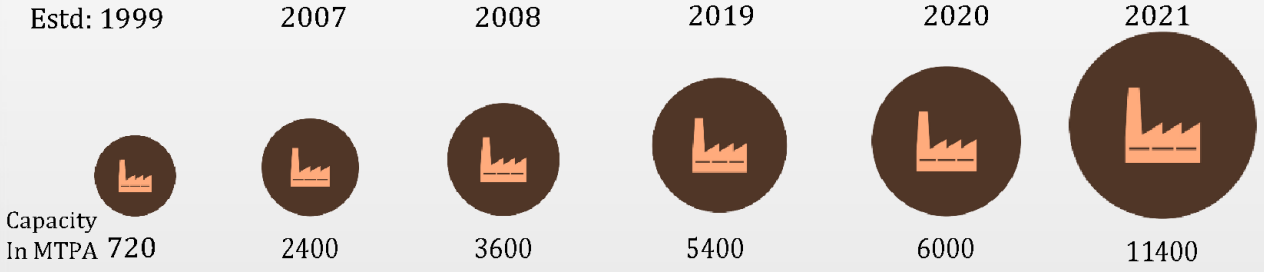


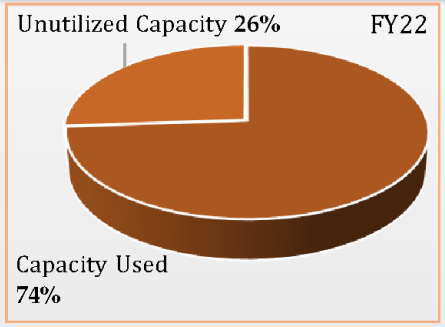
Welcome to

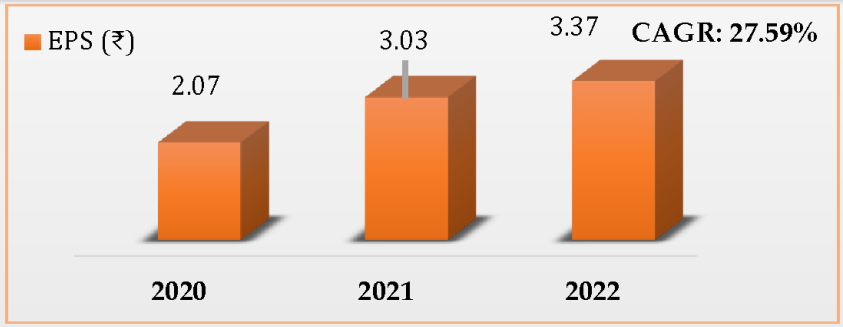
UMA CONVERTER LIMITED

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.

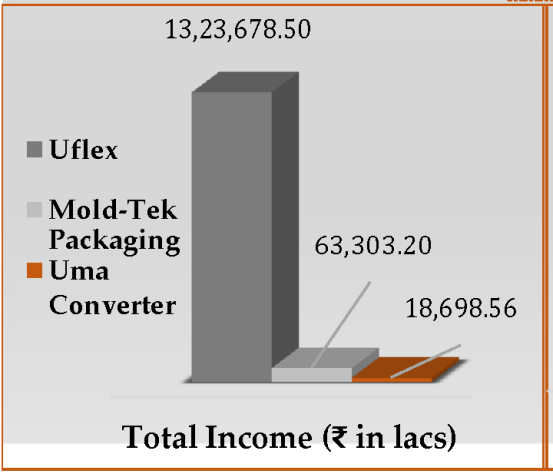
Secondary raw materials:

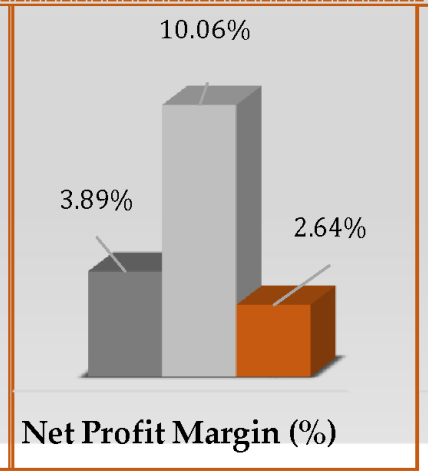
1. Ink
2. Granules
3. Adhesive.

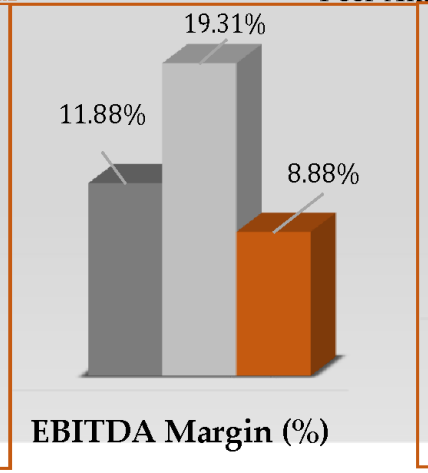
We import as well as domestically source our raw materials from various suppliers like **Exonn Mobile, Reliance Industries, IOCL**, etc.

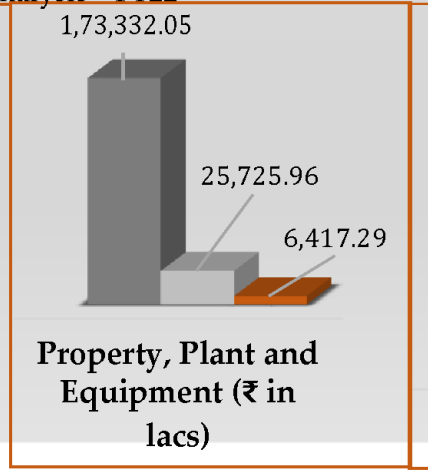
We have spent ₹ 11.15 lakhs and ₹ 14.71 lakhs towards our **CSR** initiatives during FY22 & FY21 respectively.

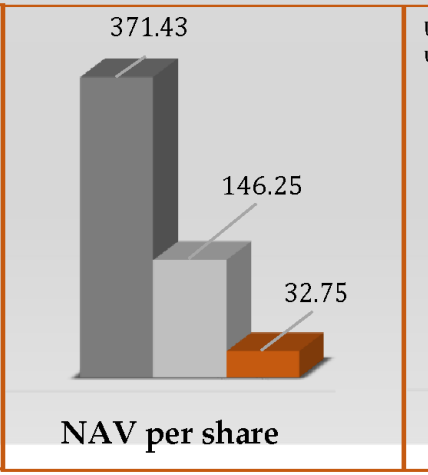
Peer Analysis - FY22

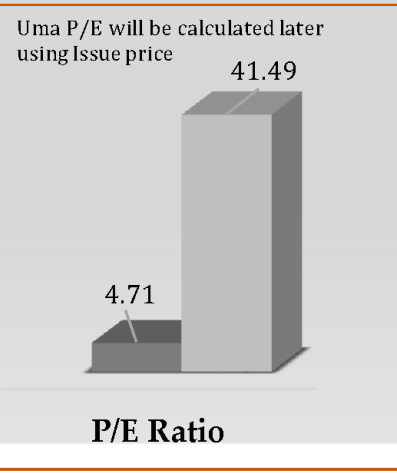












Brand Loyalty - Oldest Clients



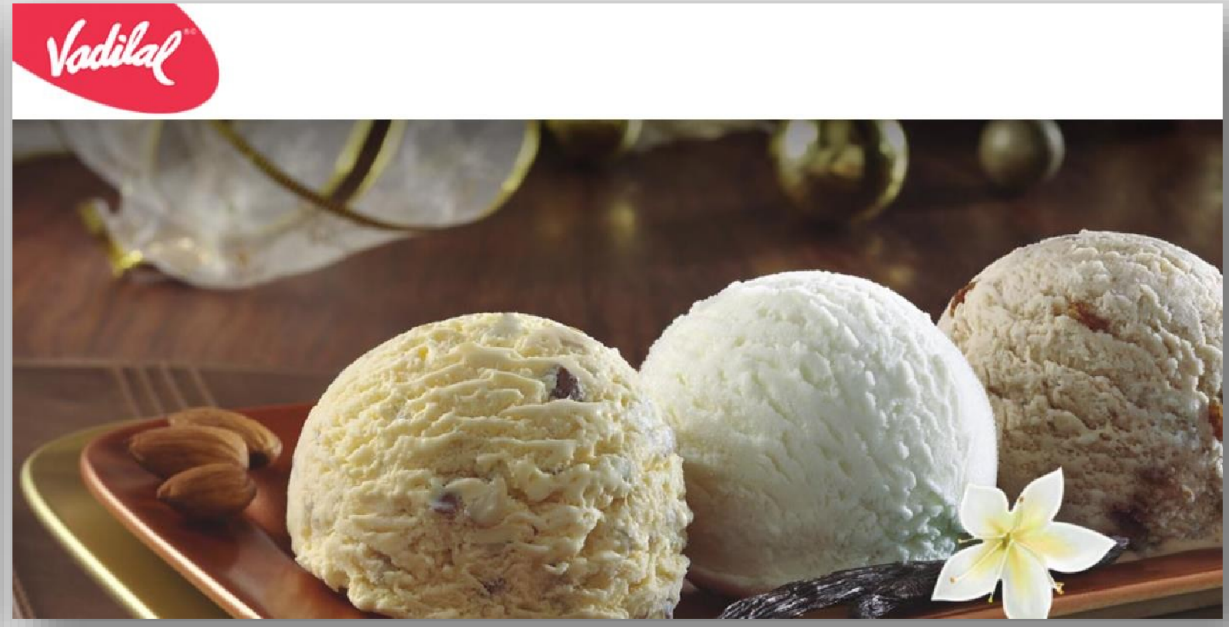
Laxmi Snacks (> 20 years)



McCains (> 18 years)



Britannia (Since 2005)



Vadilal (Since 2005)

Valuable Clientele



Haldiram Bhujiawala Limited



Sharma Kitchen Pty Ltd, Australia

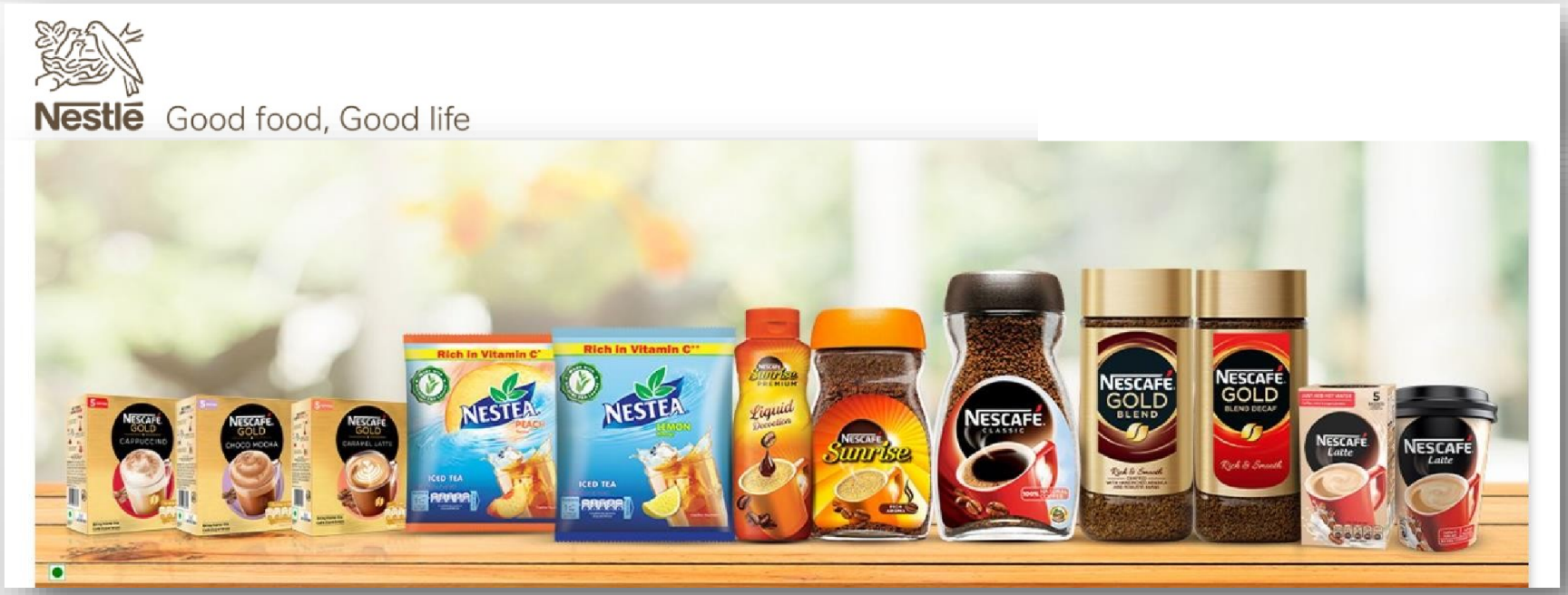


Gujarat Co-operative Milk Federation Limited



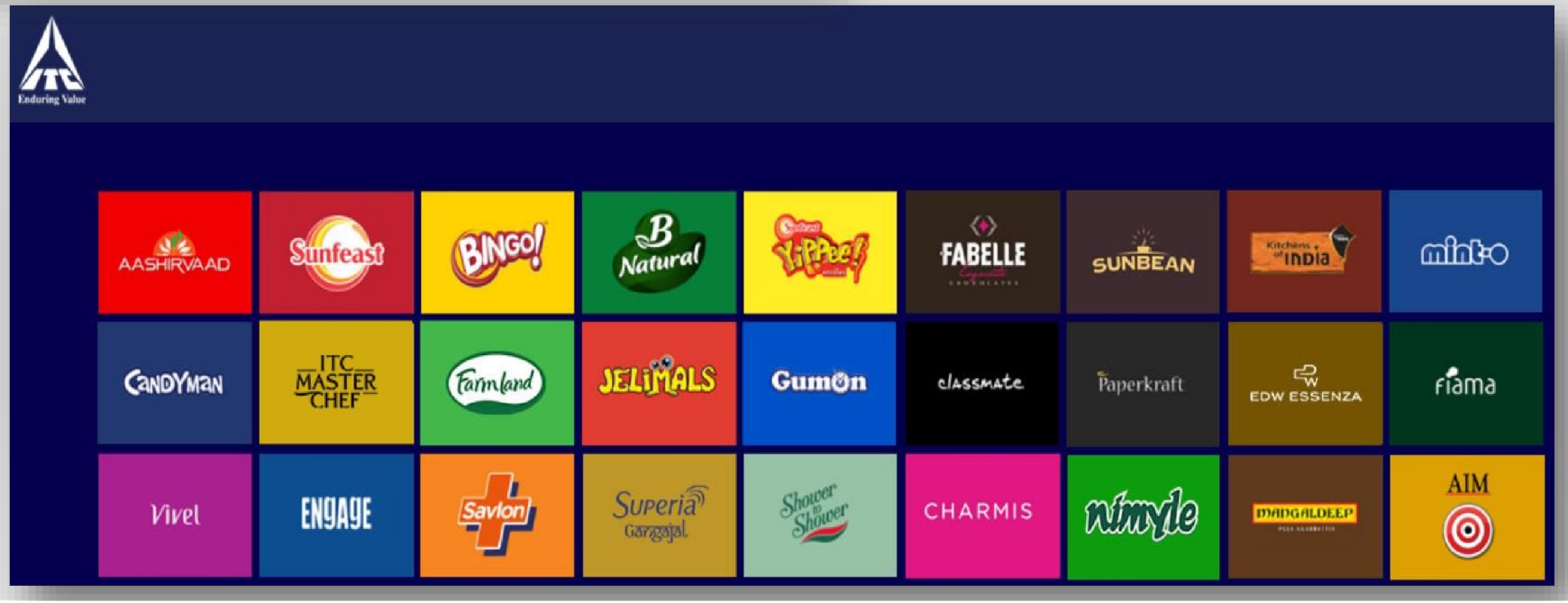
Balaji Wafer Private Limited

Prospective Clientele with Ongoing Negotiations



Nestlé India Limited

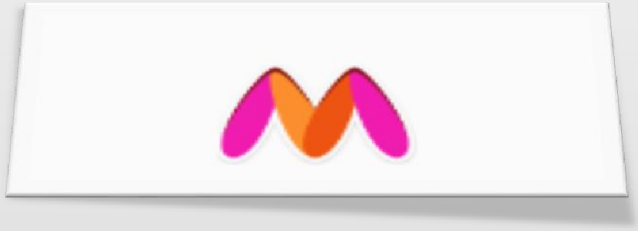
ITC Limited

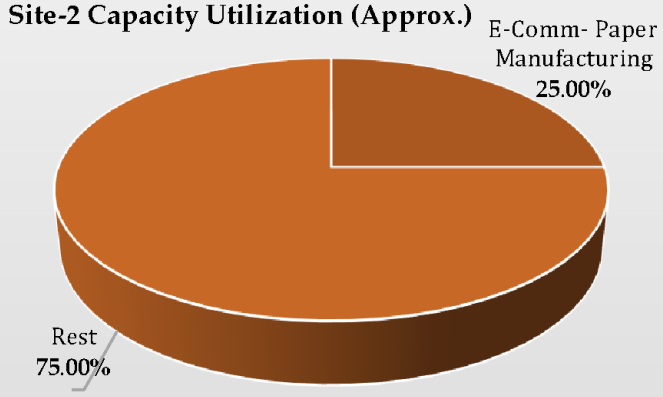


Exciting Growth





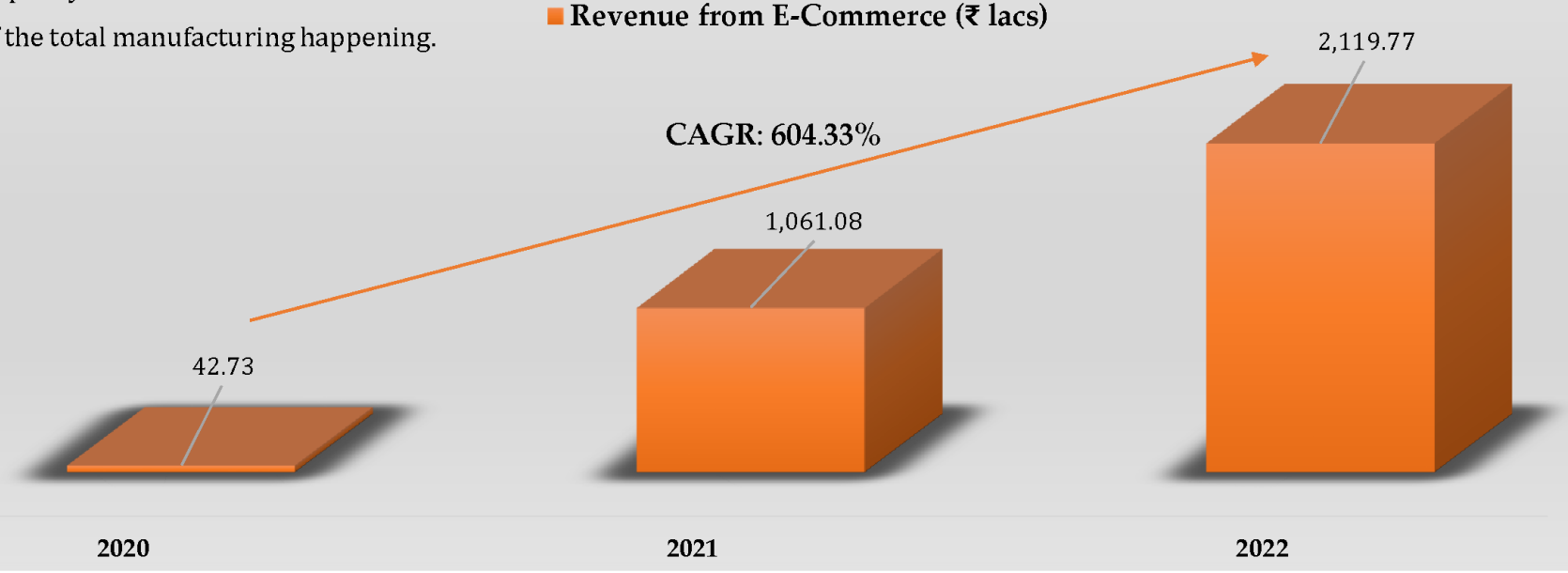




Paper packaging manufacturing in Site-2.

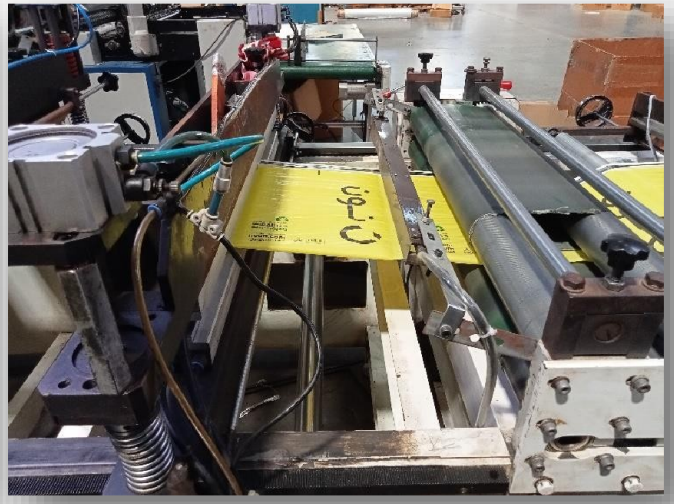
Site-2 is operating at 40-50% capacity.

Paper manufacturing is 25% of the total manufacturing happening.



Exciting Growth







Noon

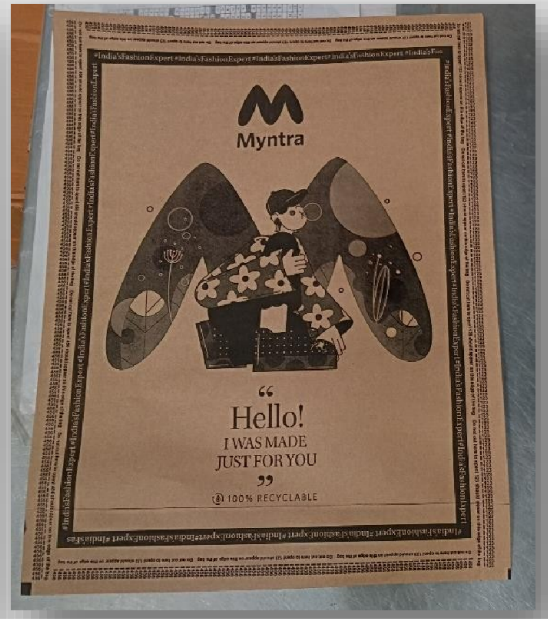




Amazon & Myntra

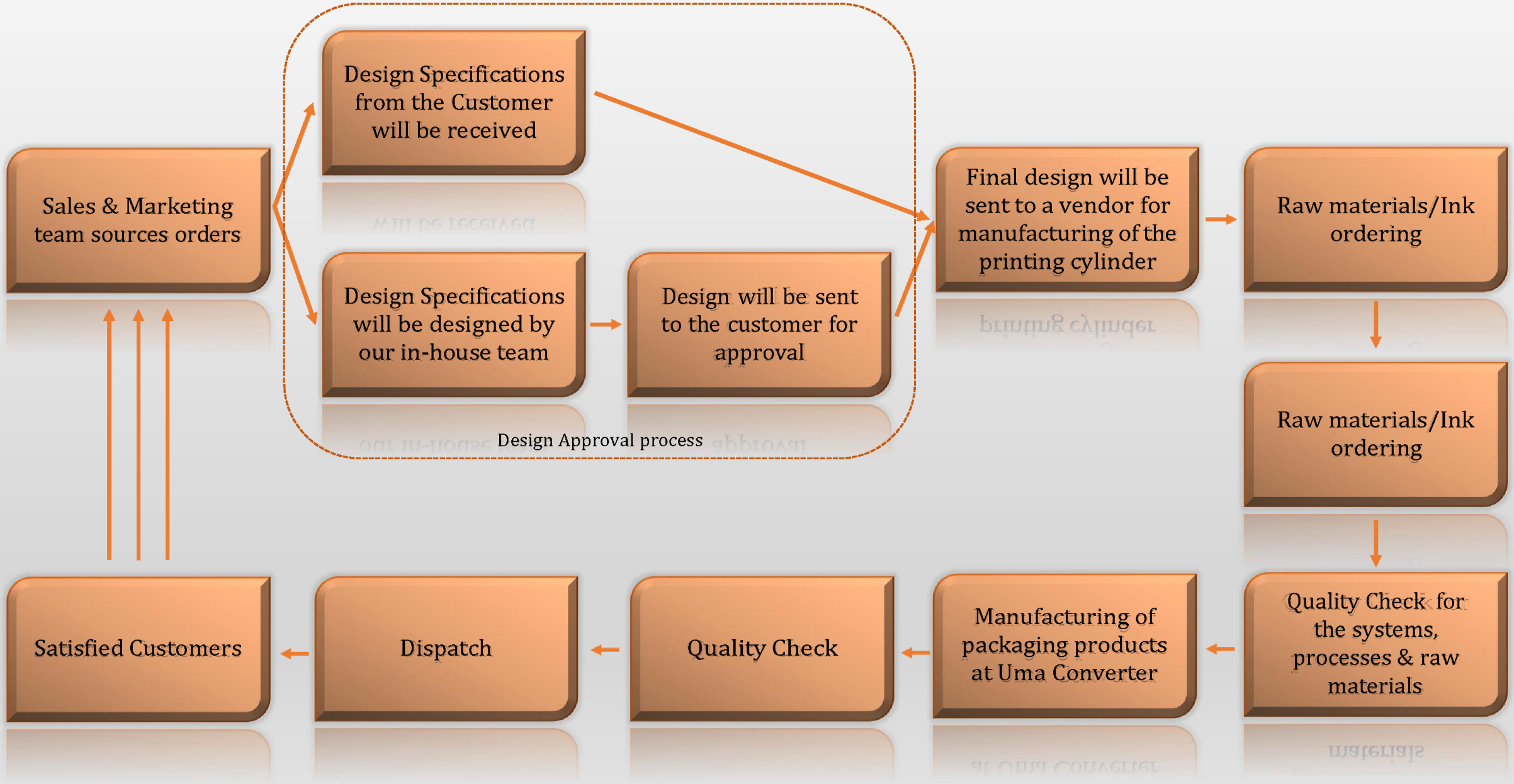




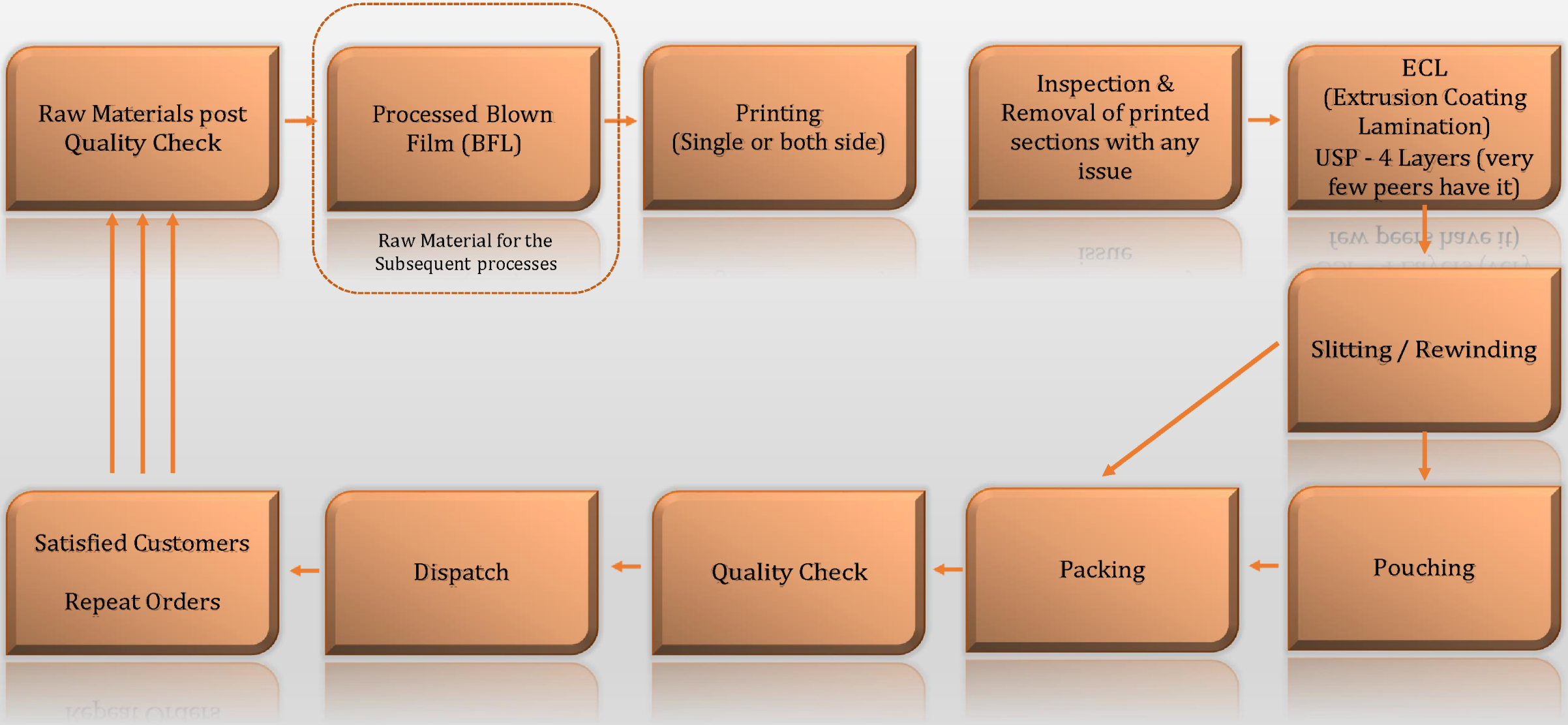


Myntra

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

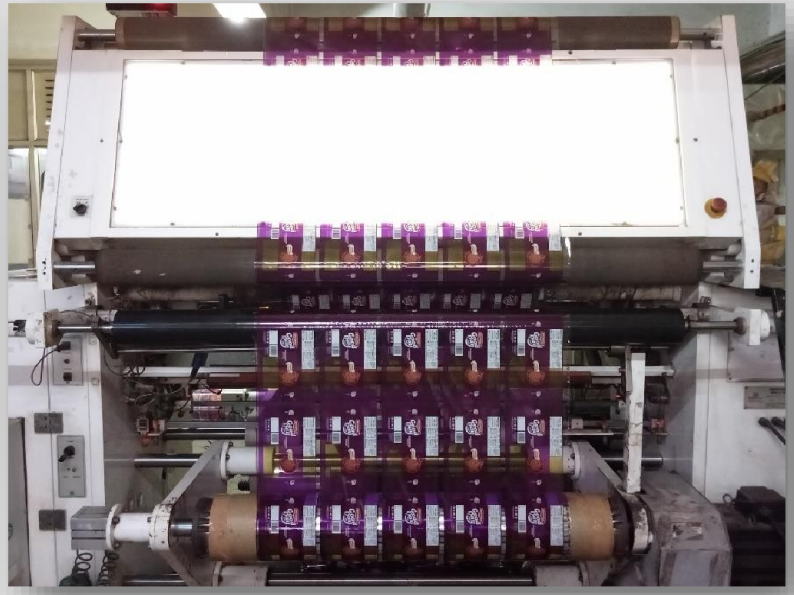
Printing Cylinder has around 3 years life. Its top designing surface can be replaced to provide better economics & customization.



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.

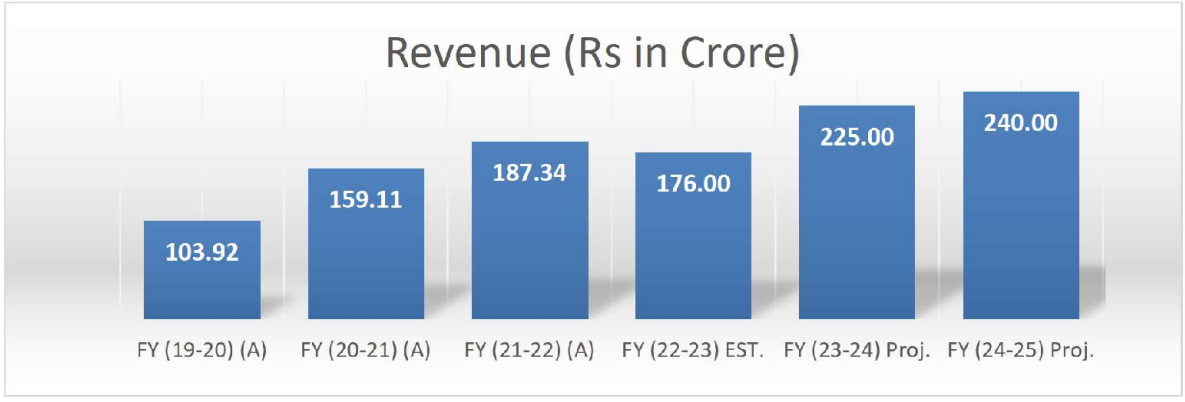


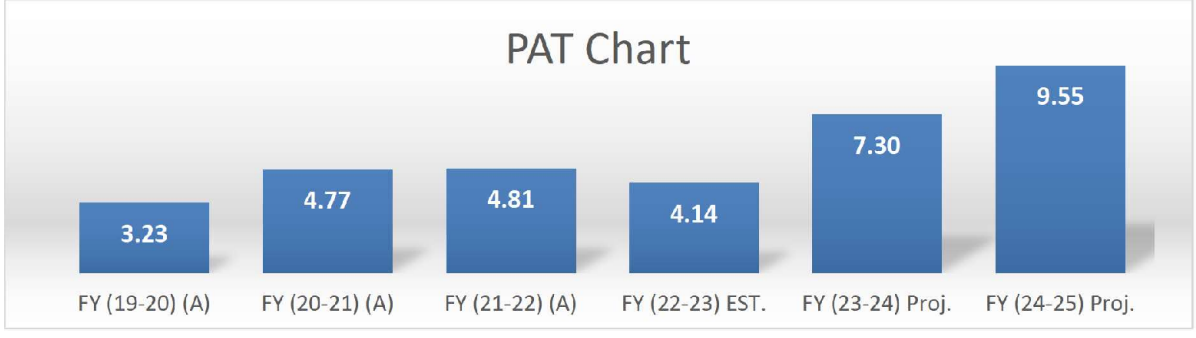
Ashok Panchal,
AGM, Maintenanced Head.

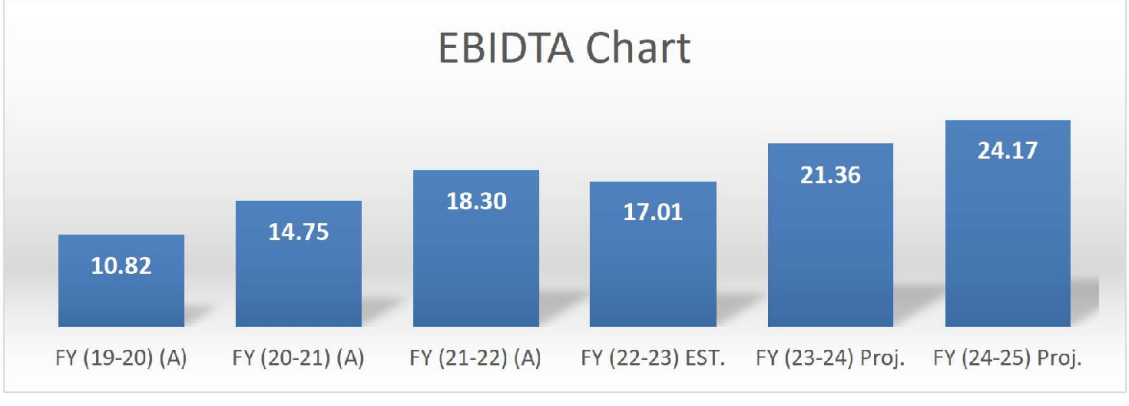
Total 25 experience, with our company for 1Month. Holds Diploma in Mechanical Engineering MIT,Aurangabad
Heads projects & engineering.

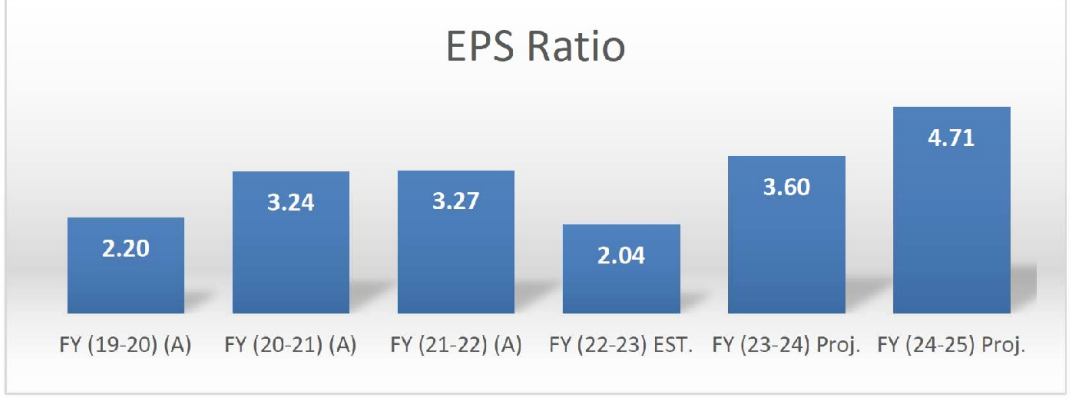
KEY FINANCIAL

Particulars (Rs. In Crore)	FY (19-20) (A)	FY (20-21) (A)	FY (21-22) (A)	FY (22-23) EST.	FY (23-24) Proj.	FY (24-25) Proj.
Total Operation Income	103.92	159.11	187.34	176.00	225.00	240.00
EBIDTA	10.82	14.75	18.30	17.01	21.36	24.17
EBIDTA Margin (%)	10.41	9.27	9.77	9.66	9.49	10.07
Profit Before Tax(PBT)	4.06	6.81	6.93	5.53	9.75	12.76
Profit After Tax (PAT)	3.23	4.77	4.81	4.14	7.30	9.55
PAT Margin (%)	3.11%	3.00%	2.57%	2.35%	3.24%	3.98%
Net-Worth	34.39	38.66	44.02	66.56	74.50	84.70
ROCE(in %)	11%	16%	15%	8%	13%	15%
Debt -Equity Ratio	0.77	0.82	0.75	0.49	0.33	0.21
EPS Ratio	2.20	3.24	3.27	2.04	3.60	4.71
Cash Proft	6.29	7.97	9.56	9.00	12.41	15.21









Profit & Loss And Balance Sheet

PROFIT AND LOSS

Particulars (Rs. In Crore)	FY (19-20) (A)	FY (20-21) (A)	FY (21-22) (A)	FY (22-23) EST.	FY (23-24) Pro.	FY (24-25) Proj.
Total Operation Income	103.92	159.11	187.34	176.00	225.00	240.00
Cost of Material Consumed	71.54	110.52	126.96	123.80	146.95	153.75
Purchase of Stock in trade	5.30	8.26	16.24	12.15	14.00	15.00
Change in Inventory	-4.22	-5.99	-10.94	-8.76	2.95	2.86
Employee Benefit Expenses	8.93	13.04	15.69	16.44	20.19	22.20
Other Expenses	11.55	18.53	21.09	15.36	19.55	22.02
Total Expenses	93.10	144.36	169.04	158.99	203.64	215.83
EBIDTA	10.82	14.75	18.30	17.01	21.36	24.17
Finance Cost	3.70	4.74	6.62	6.62	6.50	5.75
Depreciation & Amortization	3.06	3.20	4.75	4.86	5.11	5.66
PBT	4.06	6.81	6.93	5.53	9.75	12.76
Tax	0.83	2.04	2.12	1.39	2.45	3.21
PAT	3.23	4.77	4.81	4.14	7.30	9.55

BALANCE SHEET

Particulars (Rs. In Crore)	FY (19-20) (A)	FY (20-21) (A)	FY (21-22) (A)	FY (22-23) EST.	FY (23-24) Proj.	FY (24-25) Proj.
Net Fixed Assets & CWIP	58.68	62.85	64.97	62.11	62.00	61.34
Other non-current assets	3.50	4.07	3.53	3.53	2.88	2.23
Inventories	31.47	46.65	62.15	72.26	69.31	66.45
Trade Receivables	14.55	21.21	14.90	22.04	32.19	37.95
Cash & Bank Balances	0.86	0.81	1.27	2.50	3.00	3.50
Other Current Assets	2.77	3.51	4.29	5.25	5.50	5.75
Total Assets	111.83	139.10	151.11	167.69	174.88	177.22
Share Capital	14.70	14.70	14.70	20.27	20.27	20.27
Reserves and Surplus	23.19	28.03	32.85	49.82	57.11	66.66
Long Term Borrowings	29.24	35.19	35.71	34.35	25.35	17.85
Other non-current Liabilities	1.96	3.36	3.99	4.08	4.50	4.25
Short-Term borrowings	23.24	24.39	38.60	37.00	39.00	37.50
Trade Payables	16.65	26.06	23.16	19.28	25.11	27.54
Other current Liabilities	2.85	7.37	2.10	2.90	3.54	3.15
Total Liabilities	111.83	139.10	151.11	167.69	174.88	177.22

Waste Management

Total Waste Generated

- Recyclable Waste → 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.



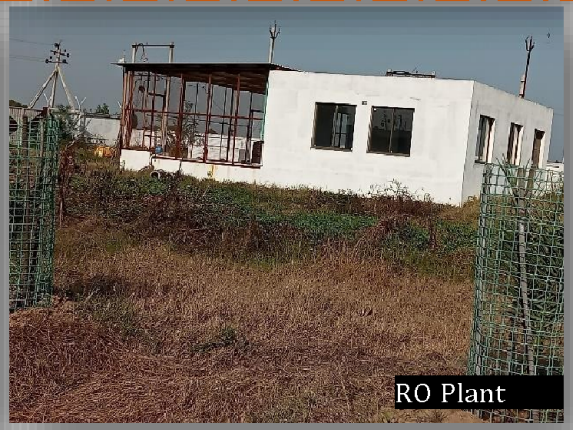


Rope - Finished Product

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.



Uma Converter Limited
Registered Office: Block No. 868, Near CNG Petrol Pump, Santej Road, Village - Santej, Taluka - Kalol, Gandhinagar-382 721, Gujarat, India

Thank You