



FRESHARA AGRO EXPORTS LIMITED
Corporate Identification Number: U10306TN2023PLC165437

Our Company was originally formed as a Partnership Firm under the Partnership Act, 1932 having Firm Registration Number FR/Chennai Central/845/2015 in the name and style of "Freshara Picklz Exports" pursuant to Deed of Partnership dated June 23, 2015. Subsequently our firm was converted from Partnership firm into a public limited company as per the provision of Part I Chapter XXI of the Companies Act, 2013 with the name and style of "FRESHARA AGRO EXPORTS LIMITED" and received a Certificate of Incorporation from the Registrar of Companies, Tamil-Nadu and Andaman situated at Chennai dated November 22, 2023. For details relating to change in the Registered Office of our Company, please refer to "History and Certain Corporate Matters" on page 142.

Registered Office: Old No.3, New No.9, Puram Prakasam Road, Balaji Nagar, Royapettah, Chennai, Tamil Nadu – 600014, India.; **Telephone:** +91 44 4357 0138; **E-mail:** cs@fresharaagroexports.com; **Facsimile:** N.A.;
Website: www.Fresharaagroexports.com **Contact Person:** Mr. Ajay Kumar Rana, Company Secretary & Compliance Officer; **Corporate Identity Number:** U10306TN2023PLC165437

PROMOTER OF OUR COMPANY: MR. JUNAID AHMED, MR. IQBALAHMED KHUDRATHULLAH MOHAMMED AND MRS. ASMA SYED		
ADDENDUM TO THE DRAFT RED HERRING PROSPECTUS DATED JULY 25, 2024: NOTICE TO THE INVESTORS ("THE ADDENDUM")		
INITIAL PUBLIC OFFER OF UPTO 65,00,000 EQUITY SHARES OF FACE VALUE OF ₹ 10/- EACH ("EQUITY SHARES") OF FRESHARA AGRO EXPORTS LIMITED (THE "COMPANY" OR "FRESHARA AGRO EXPORT" OR "FAEL" OR "ISSUER") AT AN ISSUE PRICE OF ₹ [●] PER EQUITY SHARE (INCLUDING A SHARE PREMIUM OF ₹ [●] PER EQUITY SHARE) FOR CASH, AGGREGATING UP TO ₹ [●] LACS ("PUBLIC ISSUE") OUT OF WHICH [●] EQUITY SHARES OF FACE VALUE OF ₹ 10/- EACH, AT AN ISSUE PRICE OF ₹ [●] PER EQUITY SHARE FOR CASH, AGGREGATING ₹ [●] LACS WILL BE RESERVED FOR SUBSCRIPTION BY THE MARKET MAKER TO THE ISSUE (THE "MARKET MAKER RESERVATION PORTION"). THE PUBLIC ISSUE LESS MARKET MAKER RESERVATION PORTION I.E. ISSUE OF [●] EQUITY SHARES OF FACE VALUE OF ₹ 10/- EACH, AT AN ISSUE PRICE OF ₹ [●] PER EQUITY SHARE FOR CASH, AGGREGATING UP TO ₹ [●] LACS IS HEREINAFTER REFERRED TO AS THE "NET ISSUE". THE PUBLIC ISSUE AND NET ISSUE WILL CONSTITUTE [●] % AND [●] % RESPECTIVELY OF THE POST- ISSUE PAID-UP EQUITY SHARE CAPITAL OF OUR COMPANY. THE PRICE BAND AND THE MINIMUM BID LOT WILL BE DECIDED BY OUR COMPANY IN CONSULTATION WITH THE BRLM AND WILL BE ADVERTISED IN [●] EDITION OF [●] (A WIDELY CIRCULATED ENGLISH NATIONAL DAILY NEWSPAPER) , [●] EDITION OF [●] (A WIDELY CIRCULATED HINDI NATIONAL DAILY NEWSPAPER, AND [●] EDITIONS OF THE TAMIL REGIONAL NEWSPAPER [●], TAMIL BEING THE REGIONAL LANGUAGE OF TAMIL NADU WHERE OUR REGISTERED OFFICE IS LOCATED, AT LEAST TWO WORKING DAYS PRIOR TO THE BID/ISSUE OPENING DATE WITH THE RELEVANT FINANCIAL RATIOS CALCULATED AT THE FLOOR PRICE AND THE CAP PRICE AND SHALL BE MADE AVAILABLE TO THE EMERGE PLATFORM OF NATIONAL STOCK EXCHANGE OF INDIA LIMITED ("NSE") FOR THE PURPOSES OF UPLOADING ON ITS WEBSITE IN ACCORDANCE WITH SECURITIES AND EXCHANGE BOARD OF INDIA (ISSUE OF CAPITAL AND DISCLOSURE REQUIREMENTS) REGULATIONS, 2018, AS AMENDED (THE "SEBI ICDR REGULATIONS").		
Potential Bidders may note the following: 1. In the sections "Risk Factors", "Objects of the Issue", "Our Business", "Key Industrial Regulations and Policies", "Our Management", "Management's Discussion and Analysis of Financial Position and Results of Operations", and "Government and Other Statutory Approvals" provided herein below as part of Addendum, modifications have been updated. The above is to be read in conjunction with the Draft Red Herring Prospectus and accordingly their references in the Draft Red Herring Prospectus stand amended pursuant to this Addendum. Please note that the changes pursuant to this Addendum will be appropriately included in the Prospectus, as and when filed with the RoC, the SEBI and the Stock Exchange. All capitalised terms used in this Addendum shall, unless the context otherwise requires, have the meaning ascribed to them in the Draft Red Herring Prospectus		
		On behalf of Freshara Agro Exports Limited Sd/-
Place: Chennai Tamil Nadu		Mr. Ajay Kumar Rana
Date: September 30, 2024		Company Secretary & Compliance Officer
BOOK RUNNING LEAD MANAGER		REGISTRAR TO THE OFFER
		
GYR CAPITAL ADVISORS PRIVATE LIMITED (Formerly known as Alpha Numero Services Private Limited) 428, Gala Empire, Near JB Tower, Drive in Road, Thaltej, Ahmedabad -380 054, Gujarat, India. Telephone: +91 87775 64648 Fax: N.A. E-mail: info@gyrcapitaladvisors.com Website: www.gyrcapitaladvisors.com Investor grievance: investors@gyrcapitaladvisors.com Contact Person: Mr. Ankit Kesharwani / Mr. Kaushik Khambhadiya SEBI Registration Number: INM000012810 CIN :- U67200GJ2017PTC096908		Purva Share Registry (India) Private Limited 9 Shiv Shakti Industrial Estate, J.R Boricha Marg, Lower Parel (East), Mumbai- 400011, Maharashtra Telephone: +91-022-4961-4132, 022-3199-8810 Facsimile: N.A. Email: support@purvashare.com Website: https://www.purvashare.com/ Investor Grievance Email: newissue@purvashare.com Contact Person: Ms. Deepali Dhuri SEBI Registration Number: INR000001385
ISSUE PROGRAMME		
ANCHOR ISSUE OPENS / CLOSES ON: [●]	BID/OFFER OPENS ON: [●]*	ISSUE CLOSES ON: [●]**

*The Company may, in consultation with the Book Running Lead Manager, consider participation by Anchor Investors in accordance with the SEBI ICDR Regulations. The Anchor Investor Bid/Offer Period shall be one Working Day prior to the Bid/Offer Opening Date.

**Our Company may in consultation with the BRLMs, consider closing the Bid/Offer Period for QIBs one Working Day prior to the Bid/Offer Closing Date in accordance with the SEBI ICDR Regulations

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SECTION III – RISK FACTOR

- 2. *Improper storage, processing or handling of whole products of Gherkins, Baby Corns, Banderilla, Chilies, Bell Pepper and other products may result in spoilage of, and damage to, such whole Gherkins, Baby Corns, Banderilla, Chilies, Bell Pepper and other products which may adversely affect our business prospects, results of operations and financial condition.***

We process a range of farming products such as Gherkins, Baby Corns, Banderilla, Chilies, Bell Pepper and other products etc. Each such farming products involves specific temperatures and other conditions of storage depending on the nature of the product. In the event that the procured Gherkins, Baby Corns, Banderilla, Chilies, Bell Pepper and other products are not appropriately processed, stored, handled and transported under specific temperatures and other food safety conditions, the quality of such Gherkins, Baby Corns, Banderilla, Chilies, Bell Pepper and other products may be affected, resulting in spoilage or contamination. Any accident or negligence in the procurement, production or storage of our products under sub-optimal conditions may result in non-compliance with applicable regulatory standards or quality standards and storage conditions specified by our customers for such products. Any sale of such noncompliant product may be harmful to the health of end consumers of our products, and any such event may expose us to liabilities and claims which could adversely affect our brand image and reputation. Any such event may have a material and adverse effect on our business prospects, results of operations and financial condition.

Furthermore, there have been no instances of spoilage or damage to our products during the past three years.

- 5. *Our company derives a significant portion of its revenue from customers located overseas, including in Russia, which is currently involved in a war with Ukraine.***

We generate a significant portion of our sales from customers located overseas, including in Russia. the details of our sales for the last three financial years from Russia are as follows:

Country Name	For the Year Ended					
	March 31, 2024	%	March 31, 2023	%	March 31, 2022	%
Russia	4,501.68	23.23	4,160.50	33.02	4,257.83	38.26

Furthermore, there has been no significant impact on the company's business operations from the ongoing war between Russia and Ukraine, as Russia maintains a friendly business relationship with India. The primary challenge has been the significant increase in freight charges since the onset of the war, although these costs have decreased as the situation has begun to normalize.

However, any disruption due to the ongoing conflict, including major attacks, can adversely affect our business, operational results, financial condition, and cash flows. Additionally, disruptions in the supply chain within Russia may impact our ability to meet customer demand, potentially resulting in a loss of sales.

- 6. *Our company completed its conversion from a Partnership firm to a public limited company on November 22, 2023. However, the accounts of the partnership firm were subsequently closed on January 23, 2024.***

Our company was formed by conversion of a Partnership firm viz M/s Freshara picklz exports, pursuant to the provisions under Chapter XXI Part I of the Companies Act, 2013 on November 22, 2023, the date of issue of certificate of incorporation by the Registrar of Companies. as a partnership firm, the company was in existence prior to its deemed date of incorporation. Accordingly, there is no change in the nature of the business of the company. However, upon conversion of its status from a partnership firm into a public limited company under the companies Act, 2013, the provisions of the companies act 2013 and the rules made thereunder became applicable to the company. As there are a number of registrations and licenses obtained in the name of the erstwhile partnership firm, there was need to substitute the name of the company in the place of the partnership firm and also obtaining re-registration in the company name. The procedural formalities involved in this took time resulting in certain names continued in the name of the erstwhile partnership firm even though conversion of partnership firm was deemed to be completed in January 23, 2024. This also resulted in the extension of deemed date of closure of the erstwhile partnership firm to January 23, 2024.

While the company was operating as partnership firm before its conversion into a public limited company, the financial statements till the date of conversion was prepared as per the accounting standards applicable to partnership firm. However, upon the conversion of partnership firm into a public limited company on November 22, 2023 and the consequent applicability of the provisions of the Companies Act 2013, it became necessary to prepare the financial statements as per the applicable provisions of the companies act,

2013. Accordingly, the first financial statements of the company were prepared for the period from January 24, 2024 to March 31, 2024 & subsequent financial Years of the company will be from 1st day of April to 31st day of March of each Year.

The Company has derived the position as on January 23, 2024 and transferred all the assets and liabilities of firm to the company pursuant to completion of all amendments in registrations, licenses and bank accounts to run the operations effectively in new name of the company w.e.f. January 24, 2024 .

Further we hereby confirm that the company has complied with the disclosures requirement as per Companies Act 2013 and its rules as amended, Partnership Act, 1932 as amended, applicable IGAAP Accounting Standards and any other relevant applicable statutory provisions as disclosed in Restatement Financials information with respect to accounting treatment and accounting period.

7. We face foreign exchange risks that could adversely affect our results of operations and cash flows.

We are 100% Export Oriented Unit and for that reason our total revenue from operations is denominated in currencies other than Indian Rupees. We monitor our exposure to foreign currencies and selectively enter into hedging transactions in an attempt to reduce the risks of currency fluctuations.

The detailed bifurcation of our company revenue are as follows: -

(Figures in Lakhs)

Currency	2023-2024				2022-2023				2021-2022			
	Fx. Value	Ex. Rate	INR value	%	Fx. Value	Ex. Rate	INR value	%	Fx. Value	Ex. Rate	INR value	%
AUD	2.06	53.84	110.80	1%	2.81	54.90	154.24	1%	1.76	50.40	88.75	1%
EURO	76.92	90.00	6,922.67	36%	45.01	83.00	3,735.70	30%	17.89	84.10	1,504.31	14%
INR*	-	-	1,425.97	7%	-	-	-	0%	-	-	-	0%
USD	135.67	80.49	10,919.21	56%	108.80	80.05	8,709.51	69%	127.07	75.04	9,534.85	86%
Total			19,378.65	100%			12,599.45	100%			11,127.91	100%

**The INR payments are from Russian customers who have routed them through Russian banks who also have AD Branch presence in India.*

We do not have any protection against incurring potential losses if currencies fluctuate significantly. We cannot assure you that we will not be subject to foreign exchange losses in the future. In addition, the policies of the RBI may also change from time to time, which may have an adverse effect on our results of operations and cash flows.

9. The discontinuation of, the loss of business with respect to, or a lack of commercial success of, a particular product for which we are a significant supplier could affect our business and results of operations.

We receive orders from various wholesale dealers that typically cover a customer's needs for specific products over periods ranging from one month to one year. These agreements are often renewable for similar durations rather than specifying exact quantities. As a result, if we experience a discontinuation of, loss of business related to, or insufficient commercial success of a particular product for which we are a major supplier, it could lead to reduced sales and impact our sales forecasts, potentially negatively affecting our business and operational results.

Furthermore, there have been no instances of business loss or lack of commercial success which have been affected our Business Operation during the past three years.

10 The requirement of funds in relation to the objects of the Issue has not been appraised.

We intend to use the proceeds of the Issue for the purposes described in the section titled “Objects of the Issue” on page 72. The objects of the Issue have not been appraised by any bank or financial institution. These are based on management estimates and current conditions and are subject to changes in external circumstances or costs, or in other financial condition, business or strategy. Based on the competitive nature of the industry, we may have to revise our management estimates from time to time and consequently our funding requirements may also change. The deployment of the funds towards the objects of the issue is entirely at the discretion of the Board of Directors/Management and is not subject to monitoring by external independent agency. However, the deployment of funds is subject to monitoring by our Audit Committee. Any inability on our part to effectively utilize the Issue proceeds could adversely affect our financials.

11. Our Promoter and Director namely Mr. Junaid Ahmed Khudrathullah Iqbal was appearing in the MCA list of disqualified directors in 2017.

Our Promoter and Directors, namely **Mr. Junaid Ahmed Khudrathullah Iqbal** was appearing in the MCA list of disqualified directors in 2017 due to their directorship in **Ice Cube Skating Private Limited** which has not commenced business since incorporation and has not filed any forms since incorporation. The Ministry of Corporate Affairs has initiated Winding-up process as per Sec 248(5) Companies Act, 2013. The Company was struck off on 29th June, 2017 and Mr. Junaid Ahmed Khudrathullah Iqbal (DIN:01917569) was disqualified for a period of 5 years from 1/11/2016 to 31/10/2021. Further Mr. Junaid Ahmed Khudrathullah Iqbal (DIN:01917569) being eligible for appointment as director.

In future, in case of any actual or alleged non-compliance with regulatory requirements, our Promoters and Directors could be subject to investigations and administrative or judicial proceedings that may result in substantial penalties and/ or diversion of management's attention which could negatively affect our reputation and may have a material adverse effect on our business operations.

14. Any failure in our quality control processes may adversely affect our business, results of operations and financial condition. We may face product liability claims and legal proceedings if the quality of our products does not meet our customers' expectations.

Our products may contain certain quality issues or undetected errors, due to defects in packaging of products or raw materials which are used in the products. We have implemented quality control processes for our raw materials and finished goods on the basis of internal quality standards. However, we cannot assure you that our quality control processes or our product will pass the quality tests and inspections conducted by various agencies as per their prescribed standards will not fail. Any shortcoming in the raw materials procured by us or in the production of our products due to failure of our quality control procedures, negligence and human error or otherwise, may damage our products and result in deficient products. It is imperative for us to meet the regulatory quality standards set by regulatory agencies and our customers as deviation from the same can cause them to reject our products and can also cause damage to our reputation, market standing and brand value.

In the event the quality of our products is sub-standard or our products suffer from defects and are returned by our customers due to quality complaints, we might be compelled to take back the sub-standard products and reimburse the cost paid by our customers. Such quality lapses could strain our longstanding relationship with our customers and our reputation and brand image may suffer, which in turn may adversely affect our business, results of operations and financial condition. Our customers may lose faith in the quality of our products and could in turn refuse to further deal in our products, which could have a severe impact on our revenue and business operations. We also face the risk of legal proceedings and product liability claims being brought against us by our customers for defective products sold. We cannot assure you that we will not experience any material product liability losses in the future or that we will not incur significant costs to defend any such claims. A product liability claim may adversely affect our reputation and brand image, as well as entail significant costs.

Furthermore, there have been no instances of materialized liability insurance claims or defects in the packaging of products or raw materials during the past three years. Additionally, there have been no sales returns attributable to substandard quality within this period.

However, there have been two instances of sales returns from the destination port:

First Instance:

Reason: The cargo sustained transit damage due to rough sea conditions, causing the goods stored in the shipping container to collapse or fall.

The sales return amounted ₹ 13.48 Lakhs due to the transit damage, fully recovered through our Marine insurance policy.

Details of the same are as follows:

FY	Invoice No.	Name	Country	Value(Rs in Lakhs)	BE NO	BE DATE
23-24	FPE374/22-23	AL JABAL TRADING REFRIGERATING CO LLC	Oman	13.48	6244399	03-Jun-23
Total				13.48		

Resolution: Upon arrival at the port, the customer opted to return the container. The loss incurred due to this transit damage was successfully claimed under our Marine insurance policy, which covers all transit-related risks for our shipments.

Second Instance:

Reason: The customer was unable to clear the cargo at the port due to an error in the documentation required for customs clearance, which was handled by their forwarding and clearing agent.

The sales return amounted to ₹ 55.82 Lakhs/- because the customers were unable to clear the cargo at the port due to error in the documentation required for customs clearance at the destination port.

Details of the same are as follows:

FY	Invoice No.	Name	Country	Value(Rs in Lakhs)	BE NO	BE DATE
23-24	5389/00	MA.PR.I.COM.SPA	Italy	12.55	8948592	26-Nov-23
23-24	4304	DI VITA S.P.A	Italy	12.66	9119161	07-Dec-23
22-23	FPE256/21-22	La Pedrerena Olivias SL	Spain	18.31	8519100	02-May-22
22-23	FPE268/21-22	ARASOL S.L	Spain	12.29	8519100	11-Jun-22
Total				55.82		

Resolution: After the rectification of the documentation error on the customer's part, they resumed regular purchases from us.

15. The Company has high debt-to-equity ratio in the past three Financial Years and for the stub period.

The Company debt-to-equity ratio was as follows: -

Particulars	For the period January 24 to March 31, 2024	For the period ended January 23, 2024	For the year ended March 31, 2023	For the year ended March 31, 2022
Debt-Equity Ratio (in times) Total Outside Liabilities / Total Shareholder's Equity	3.99	2.10	2.25	3.73

The Company higher debt-to-equity ratio is mainly attributable to higher working capital requirements. The Company relies on working capital mainly to finance its debtors and inventory. Following table shows the working capital cycle of the Company:

Particulars	Holding Level for year/period ended		
	Fiscal 2022 (Restated)	Fiscal 2023 (Restated)	Fiscal 2024 (Restated)
	(in Days)	(in Days)	(in Days)
Inventories	60	60	77
Trade Receivables	53	89	104
Trade Payables	44	52	48

Notes:

As the sales have increased significantly in the later part of the financial year 2023-24, the receivables also increased in line with the turnover. As the company is largely into exports, the goods normally take around 45-80 days to reach the customers abroad depending upon the distance to reach the countries. The additional credit period will be around 15 days to realise the payment after delivery of the products to our customers. The debtor cycle is normally 90 days for the business. However as the sales increased during this

period, the realisation due to goods in transit took time as funds are blocked as receivables which is evident from the increased trade receivable for the year end March 31, 2024 standing at Rs 7733.14 lakhs as against Rs 3508.93 lakhs for the period ended January 23, 2024.

Notably, we have successfully realized these receivables in the first quarter of FY 2024-25

Despite higher operating cycle the Company has struck balance with growth and profitability owing to efficient management of working capital in the past. The Company profitability may suffer due to increase in interest rates, default by debtors, effect on demand due to micro and macro economic conditions etc. In future, there can be no assurance of steady growth in profits considering the business environment in which the Company operates.

19. Any non-compliance or delays in GST Return Filings may expose us to penalties from the regulators.

As a Company, we are required to file GST returns and make payments in respect of Employee Provident Fund with the respectively authorities. However, there are certain inadvertent delays in relation to filling of GST returns in the past for which the Company have paid the penalties and taken the steps to improve the internal system for payment of GST to mitigate the technical difficulties,

Instances of Noncompliance or delay in payment of statutory dues or filings:-

Financial year	Month/Period	Return Type	Date of filing	Due date	Delay	Penalty (in Lakhs)
23-24	May	GSTR 3B	22-06-2023	20-06-2023	2	0
23-24	June	GSTR 1	12-07-2023	11-07-2023	1	0
		GSTR 3B	21-07-2023	20-07-2023	1	0
23-24	July	GSTR 3B	21-08-2023	20-08-2023	1	0
23-24	August	GSTR 3B	21-09-2023	20-09-2023	1	0
23-24	September	GSTR 3B	21-10-2023	20-10-2023	1	0
23-24	October	GSTR 3B	22-11-2023	20-11-2023	2	0
23-24	February	GSTR 3B	21-03-2024	20-03-2024	1	0
23-24	December	GSTR 3B	23-01-2024	20-01-2024	3	0
23-24	February	GSTR 3B	25-03-2024	20-03-2024	5	0
22-23	October	GSTR 3B	21-11-2022	20-11-2022	1	0
21-22	April	GSTR 3B	29-05-2021	20-05-2021	9	0
21-22	June	GSTR 1	12-07-2021	11-07-2021	1	0
21-22	July	GSTR 3B	21-08-2021	20-08-2021	1	0
21-22	August	GSTR 3B	22-09-2021	20-09-2021	2	0
21-22	March	GSTR 3B	21-04-2022	20-04-2022	1	0

These delays were primarily due to server issues and a vendor's representative not filing the returns on the designated due dates. To address these issues and prevent future delays, we have taken several corrective actions, including:

Increasing Manpower: We have augmented our team to ensure that there is sufficient coverage to manage the GST filing process efficiently, even in cases of unforeseen technical issues.

Enhanced Monitoring and Vendor Follow-up: We have implemented stricter monitoring and internal tracking systems to ensure that all filing deadlines are met without exception. Additionally, we have instituted a more rigorous follow-up process with our vendors to ensure they adhere to filing deadlines, thereby preventing delays caused by external parties.

Backup Procedures: We have established backup procedures to handle technical difficulties, including ensuring that alternative systems or personnel are available to complete filings on time.

Training and Accountability: Additional training has been provided to our staff to reinforce the importance of meeting compliance deadlines, and accountability measures have been introduced to prevent recurrences.

However, we cannot assure that we will not be subject to any legal proceeding or regulatory actions, including monetary penalties by statutory authorities on account of any inadvertent discrepancies in our GST filling or EPF payment in future, which may adversely affect our business, financial condition, and reputation.

21. We have in the past entered into related party transactions and may continue to do so in the future, which may potentially involve conflicts of interest with the equity shareholders.

Our Company has entered into related party transactions with our Promoter and Promoter Group amounting to Rs. 2,653.37 lacs, Rs. 950.70 lacs, Rs. 224.90 lacs and Rs. 327.69 lacs in for the period from January 24, 2024 to March 31, 2024, for the period from April 01, 2023 to January 23, 2024 and the Financial Years ended on March 31, 2023, 2022 respectively. ***We confirm that all such transactions have been conducted on an arm's length basis*** and the related party transactions entered into by the company are in compliance with the applicable laws. However, there can be no assurance that we could not have achieved more favourable terms had such transactions not been entered into with related parties. Furthermore, it is likely that we may enter into related party transactions in the future. There can be no assurance that such transactions, individually or in the aggregate, will not have an adverse effect on our financial condition and results of operations.

For further information, relating to our related party transactions, see “*Restated Financial Information*” and “*Management's Discussion and Analysis of Financial Condition and Results of Operations*” beginning on pages 133 and 167 respectively.

23. Our business is manpower intensive and any unavailability of our employees or shortage of contract labour or any strikes, work stoppages, increased wage demands by workmen or changes in regulations governing contractual labour may have an adverse impact on our cash flows and results of operations.

Our business is manpower intensive and we are dependent on the availability of our permanent employees and the supply of a sufficient pool of contract labourers at our project locations. Unavailability or shortage of such a pool of workmen or any strikes, work stoppages, increased wage demands by workmen or changes in regulations governing contractual labour may have an adverse impact on our cash flows and results of operations. The number of contract labourers employed by us varies from time to time based on the nature and extent of work contracted to us and the availability of contract labour. ***On average, we employ about 60 contract labourers in a year.*** We may not be able to secure the required number of contractual labourers for the timely execution of our projects for a variety of reasons including, but not limited to, possibility of disputes with sub-contractors, strikes, less competitive rates to our sub-contractors as compared to our competitors or changes in labour regulations that may limit availability of contractual labour.

We are subject to laws and regulations relating to employee welfare and benefits such as minimum wage, working conditions, employee insurance, and other such employee benefits and any changes to existing labour legislations, including upward revision of wages required by such state governments to be paid to such contract labourers, limitations on the number of hours of work or provision of improved facilities, such as food or safety equipment, may adversely affect our business and results of our operations.

Further, there can be no assurance that disruptions in our business will not be experienced if there are strikes, work stoppages, disputes or other problems with sub-contractors or contract labourers deployed at our projects. This may adversely affect our business and cash flows and results of operations.

31. Our funding requirements and proposed deployment of the Net Proceeds are based on management estimates and have not been independently appraised, and may be subject to change based on various factors, some of which are beyond our control

Our funding requirements and deployment of the Net Proceeds are based on internal management estimates based on current market conditions, and have not been appraised by any bank or financial institution or other independent agency. Furthermore, in the absence of such independent appraisal, our funding requirements may be subject to change based on various factors which are beyond our control. *Further also our Board of Directors does not have any experience as directors of listed company except Mr. Perumal Ravikumar who is Independent director of our company.* For further details, please see the section titled “Objects of the Issue” beginning on page 72 of this Prospectus.

41. In the event there is any delay in completion of the Offer, or delay in schedule of implementation or corresponding delay in the completion of the objects of this offer shall be in compliance with ICDR and other applicable laws.

The funds that we receive would be utilized for the objects of the offer as has been stated in the chapter titled “Objects of The Issue” on Page no. 72. of this Draft Red Herring Prospectus. The proposed schedule of implementation of the objects of the Offer is based on our management ‘s estimates. *if delay in completion of the Offer, or delay in schedule of implementation or corresponding delay in the completion of the objects of this offer shall be in compliance with ICDR and other applicable laws.*

SECTION IV – INTRODUCTION

OBJECTS OF THE ISSUE

Details of Utilization of Issue Proceeds

1. Capital Expenditure

Our Company intends to deploy Net Proceeds aggregating up to Rs. 864.98 Lakhs towards Capital expenditure, which includes purchase of machineries for manufacturing of products relating to die casting by Company, details of Machineries are as follows:

Description and Purpose of Machinery:

a) Tunnel Pasteurizer: - A tunnel pasteurizer is used to consistently pasteurize the packed vegetables in jars / cans. It works by spraying hot water over the jars / cans to elevate them to a specific temperature. The temperature maintained for a predetermined amount of time to achieve vegetables specific pasteurization units that kill microbes within the vegetables. The jars / cans are then cooled and sprayed with clean fresh water before exiting the tunnel. Capacity – 6000 jars / hour

b) Jar Line: - To produce the ready to eat form of vegetable products in jars / cans.

Major processing steps - Grading, Culling, Washing, Empty jar washing, Spice dosing, Vegetable filling, Cover brine filling, Metal detector, capping, pasteurization etc

Linear Auto filling Machine - which is used to fill the vegetables in a consistent quantity in each jar with optimized line speed. Capacity – 12000 jars / hour

Over all jar line output will be 6000 jars / hour

c) Chimney: - Chimney is used to venting out flue gases or smoke from a boiler to the outside atmosphere. H x W: 100' x 4'

d) Boiler: - Boiler is a closed vessel that is used to produce steam. Thermal energy released by combustion of fuel is utilized to make steam at desired pressure and temperature. The steam is used for various processes or heating applications, including Vegetable blanching, capping, pasteurization and sanitation. Capacity – 2T / Hour.

e) IBR & Non-IBR Work: - IBR – Steam lines & Condensate water line pipes /Non-IBR work – Oil line pipe.

f) CRS: - To recover the condensate water for reuse as a feed water in boiler

g) Water Softening Plant: - Resin filter used to soften the water for boiler

h) FO Bulk storage – 20KL capacity, Day Oil – for daily service to Boiler with the capacity of 1KL & Feed water Tank – for daily service to Boiler with the capacity of 5KL

i) Water Filtration Plant: - To generate the clean and odor free water for process by passing the borewell water through the Dual Media Filter, Carbon Filter & Micron filter.

j) Chimney & Flue gas Ducting: - The flue gas ducting means which delivers firing smoke from boiler. Boiler smoke called as flue gas which contains of positioned materials. While travelling those materials inside the chimney sulphur will change as sulphuric acid and comes out eco-friendly (ie, means without positioning.)

H x W 30' x 2'

k) ZLD for ETP: - Waste water from the process is treated with Effluent Treatment Plant, the Effluent water is taken in to the ZLD Unit to recover high permeable water and the final waste is converted to powder salt from.

ZLD Unit, it means Zero Liquid Discharge, it contains Recycle RO Plants with multiple stages to reduce waste water volume and high recovery of treated water to reuse, second process is Final stage RO reject feed to multiple effect Evaporator for further

reduction of waste water qty by vapor maximum quantity from feed. The final qty from MEE feed to ATFD to dry the waste water by powder form

- l) Forklift:** - It is used for loading, unloading & shifting of materials – Vegetables, ingredients, packaging and finished goods. Capacity – 1.5MT Ave
- m) Pallet truck LHE150:** - It is used to move the pallets of raw material, ingredients, packaging and finished goods. Capacity – 1.5MT max
- n) Coding Machine:** - Which is used to print the jar code on cap sides / jar Sholder by injecting the ink for traceability purpose. Capacity – 12000 jars / hours
- o) Carton Box Packing Machine:** - Which is used to do the secondary packaging of the jar / can packed products
- p) Shrink Wrapping Machine:** - It is used to the secondary packaging of jar packed products in trays by shrinking the LDPE film with heat.
- q) Capping Machine Jar:** - It is used to do the vacuumized seal using twist of lug Tin caps in glass jars. Capacity – 12000 jars / hour
- r) Labelling Machine:** - It is used to do the labelling on the jar / can finished products using glue
- s) Seaming Machine CAN:** - It is used to *hermetically seal a lid to a can body during the packaging process using a double seam*. Capacity – 1250 cans / hour

S./No.	Machine Description	Type of the Machine	Qty.	Supplier Name	Quotation Date	Validity of Quotation	Amount of Purchase* (₹ in lakhs)
1.	Tunnel Pasteurizer	New	1	Ten Brink Engineering India Private Limited	13-07-2024	3 months from the date of Quotation	148.00
2.	Jar Line	New	1	SLV Engineering	12-07-2024	3 months from the date of Quotation	305.71
3.	Jar Line	New	1	SLV Engineering	12-07-2024	3 months from the date of Quotation	52.70
4.	Chimney	New	1	Eco Chimneys Pvt. Ltd	13-07-2024	3 months from the date of Quotation	11.00
5.	Boiler	New	1	Thermex	12-07-2024	3 months from the date of Quotation	44.46
6.	IBR & Non-IBR Work	New	1	NR Fabricators	12-07-2024	3 months from the date of Quotation	13.98
7.	CRS	New	1	NR Fabricators	12-07-2024	3 months from the date of Quotation	2.25
8.	IBR & Non-IBR Work- Labour	New	1	NR Fabricators	12-07-2024	3 months from the date of	4.29

S./No.	Machine Description	Type of the Machine	Qty.	Supplier Name	Quotation Date	Validity of Quotation	Amount of Purchase* (₹ in lakhs)
						Quotation	
9.	Water Softening Plant	New	1	NR Fabricators	12-07-2024	3 months from the date of Quotation	1.98
10.	FO Bulk storage, Day Oil & Feed water Tanks	New	1	NR Fabricators	12-07-2024	3 months from the date of Quotation	14.67
11.	Water Filtration Plant	New	1	NR Fabricators	12-07-2024	3 months from the date of Quotation	6.10
12.	Chimney & Flue gas Ducting	New	1	NR Fabricators	12-07-2024	3 months from the date of Quotation	8.34
13.	ZLD for ETP	New	1	Ketav Consultant	12-07-2024	3 months from the date of Quotation	69.00
14.	Forklift	New	3	Toyota Material Handling India Pvt. Ltd	12-07-2024	3 months from the date of Quotation	42.60
15.	Pallet truck LHE150	New	2	Toyota Material Handling India Pvt. Ltd	13-07-2024	3 months from the date of Quotation	3.80
16.	Coding Machine	New	1	Domino Printech India LLP	11-07-2024	3 months from the date of Quotation	3.40
17.	Carton Box Packing Machine	New	1	New Thai Pack Technologies	12-07-2024	3 months from the date of Quotation	2.55
18.	Shrink Wrapping Machine	New	1	V.G. Enterprises	12-07-2024	3 months from the date of Quotation	4.25
19.	CAPPING MACHINE JAR	New	1	F.B.L. S.p.A. - Italy	12-07-2024	3 months from the date of Quotation	82.26
20.	Labelling Machine	New	1	Brothers Pharma Mach	12-07-2024	3 months from the date of Quotation	9.15
21.	Seming Machine CAN	New	1	PACMAC Engineers Pvt. Ltd.	11-07-2024	3 months from the date of Quotation	34.50
	Total						864.98

* As of the date of filing the Draft Red Herring Prospectus (DRHP), we have not yet placed any orders for the machinery intended

Manufacturing unit where the machinery is to be installed:

The machinery is to be installed at our newly constructed manufacturing facility, **FRESHARA AGRO EXPORTS LIMITED Unit-II** Situated at Sy No.: SY NO 30/6F1A1, 30/7A1A1, 30/1B, 31/1, 30/12A1A, 31/2, 31/3,, CENGILIKUPPAM, Tirupattur Taluk, Vellore District – 635751. This unit is strategically designed to enhance our production capabilities and meet the growing demands of our market. Once the machinery is installed and commissioned, this unit will significantly increase our operational capacity and efficiency, allowing us to expand our product offerings and better serve our customers.

Benefits arising from the proposed capital expenditure: -

The proposed capital expenditure is purchase new machinery lines related to production of Gherkins and other vegetables. The proposal is to purchase new machinery which will comprise of a semi-automated production and processing line which can produce up to 6000 jars per hour of production. The production line will include a Jar Filling Machine, Labelling Machine, Tamping Machine, Pasteurizer, Drier, and other ancillary machines which can help produce higher quantities of Gherkins and other vegetables in Jars and Cans.

This will help the company produce more quantities of Retail Packaged products in Jars and Cans which will in turn help the company attract bigger retail chains and distributors in the food market. It will also help in production of various other products which the company wants to grow and produce like Babycorn, Jalapenos, Bell Peppers, Onions and Olives. The production of the orders will be faster and the sales revenues will increase accordingly.

Expected revenue resulting from the expansion and increased demand for the product :-

Our current unit is insufficient to meet the growing needs for packing, storage, and export of finished goods. It primarily focuses on industrial packaging and lacks capacity for retail packaging, making it challenging to manage large volumes. Therefore, we developed the plan for a new, larger unit. This new facility is twice the size of the existing one, offering expanded storage and processing capabilities.

Customer demand for an expanded facility has been substantial, but due to limited space on our current site, we have been unable to grow. The new unit features 100,000 square feet of covered space, specifically designed for the production and storage of finished goods, with additional capacity for future expansion.

With the capital expenditure secured through the IPO, we plan to implement a semi-automated production line for gherkins and other vegetables, capable of producing up to 6,000 jars or cans per hour. This expansion is anticipated to double our sales turnover. The additional working capital will enable us to increase production significantly. Currently, our retail revenue is only about 10% of the market, which is valued at approximately 1,000 crores annually. The lack of production space in our existing facility has hindered our ability to fulfill existing orders and capture new opportunities in the retail sector.

Major American and European clients, including retail chains such as Walmart, Tesco, and Lidl, seek exclusive and sophisticated production capabilities. Our new unit will meet these demands and enable us to supply these high-grade customers. The infrastructure required for the finished product category is more advanced than for industrial packaging, justifying the need for this capital expenditure.

Capacity Installed and Capacity Utilization:-

Set forth below is the detail of the installed and utilized capacity of our manufacturing unit-I for the last three years.

Financial Year	Installed Capacity (in MTPA)	Utilized Capacity (in MTPA)	Percentage of utilization
2020-21	14,600	10,300	70.55%
2021-22	20,440	14,900	72.90%
2022-23	26,280	18,500	70.40%
2023-24	29,200	21,756	74.51%

*As certified by N. Sivashankaran & Co., Cost Accountants, by certificate dated 06.05.2024.

justification of setting up of new facility and reasons for utilization of proceeds for expanding existing facilities:-

- i. Gherkins like any other agricultural crop is seasonal and is intense production carried out during the season. The capacity utilisation is always more than 100% (During the season) as the crop is available only for a limited period of time, about 7-9 months in a year.
- ii. The production is mostly carried out immediately on arrival of the crop and within 8 hours of their arrival during the day in order to prevent the crop from any type of wastage.
- iii. The production unit does not have multiple production lines for retail packaging product in order to expand the product portfolio. The single production line and the smaller surface area of the existing unit makes it very difficult to produce different products and at the same time store, pack and export them individually.
- iv. Crop like Babycorn, Jalapenos and products like Banderillas need separate space for both production preparation and storage.
- v. The requirement of labour is also intense and cannot be achieved from one single town where the factory is established. Hence, our second unit will be able to attract a similar labour strength for the production and packaging of new products.
- vi. Hence the production in the existing unit is now most concentrated on one product. The company ships about 100-120 containers in a month. Each container of goods require about 600 sq.ft of land or warehouse. 100 containers require about 60,000 sq.ft of covered warehouse. With the current unit there is very severe shortage of space to produce as well as to store the product.
- vii. Hence, the IPO proceeds will be utilised for establishing the production lines for retail packaging of jars and can line for about 6000 jars per hour is planned for installation. This is a semi automated high speed line which will help up produce atleast 3-4 Can / Jar containers on any given day. The new unit will also have a Industrial Packaging and initial processing line.

2. Funding of working capital requirements

Details of the Company's working capital as of and for the financial year ended March 31, 2024, March 31, 2023 and March 31, 2022 derived from the Restated Financial Information, and source of funding are provided in the table below:

(Rs. in lakhs or otherwise)					
Sr. No.	Particulars	Fiscal 2022 (Restated)	Fiscal 2023 (Restated)	For the period upto January 23, 2024 (Restated)	Fiscal 2024 (Restated)
I	Current Assets				
	Inventories	462.36	1,996.75	3,578.24	3,165.73
	Trade receivables	2,908.23	3,250.72	3,508.93	7,733.14
	Cash and Cash Equivalents	134.37	328.21	380.30	375.44
	Short Term Loans & Advances	557.59	956.65	2,287.20	2,468.80
	Total (A)	4,062.55	6,532.33	9,754.67	13,743.11
II	Current Liabilities				
	Trade payables	1,126.15	1,512.67	1,246.13	2,076.78
	Other current liabilities	217.14	470.45	136.49	207.33
	Short-term provisions	23.57	344.79	526.84	793.01
	Total (B)	1,366.86	2,327.91	1,909.46	3,077.12
III	Total Working Capital Gap	2,695.69	4,204.42	7,845.21	10,666.00
	Sources of Working Capital				
	I) Borrowings for meeting working capital requirements	2,695.69	4,131.56	6,862.12	8,839.89

	II) Networth / Internal Accruals	-	72.86	983.09	1,826.10
	III) Proceeds from IPO	-	-	-	-

Note: Pursuant to the certificate dated July 12, 2024 issued by the Statutory Auditor.

Basis of estimation of working capital requirement

The Estimated and projected working capital requirements of the Company for Fiscal 2025 and Fiscal 2026 are as set forth below:

(Rs. in lakhs or otherwise)			
Sr. No.	Particulars	Fiscal 2025 (Estimated)	Fiscal 2026 (Projected)
I	Current Assets		
	Inventories	4,748.59	6,173.17
	Trade receivables	10,826.40	14,074.32
	Cash and Cash Equivalents	488.08	634.50
	Short Term Loans & Advances	3,703.20	4,414.32
	Total (A)	19,766.27	25,296.31
II	Current Liabilities		
	Trade payables	3,322.85	5,648.84
	Other current liabilities	248.80	323.43
	Short-term provisions	951.61	1,237.09
	Total (B)	4,528.25	7,209.36
III	Total Working Capital Gap	15,238.02	18,086.95
	Sources of Working Capital		
	I) Borrowings for meeting working capital requirements	8,751.50	8,313.92
	II) Networth / Internal Accruals	3,686.53	6,973.03
	III) Proceeds from IPO	2,800.00	2,800.00

Proposed Schedule of Implementation:

Our Company plans to deploy the funds towards the above stated Objects during **Fiscal 2025** and **Fiscal 2026** depending upon various factors including the actual timing of the completion of the Issue and the receipt of the Net Proceeds. In the event that estimated utilization out of the funds in any given financial year is not completely met, the same shall be utilized in the next financial year.

The proposed Schedule of Implementation is as follows:

(Rs. in lakhs or otherwise)					
Sr. No.	Particular	Amount to be funded from Net Proceeds	Expenses incurred till March 31, 2024	Estimated Utilisation of Net Proceeds (Fiscal 2025)	Estimated Utilisation of Net Proceeds (Fiscal 2026)
1.	Capital Expenditure Requirement	Up to 864.98	[●]	[●]	[●]
2.	Funding of working capital requirements	Up to 5,600	[●]	[●]	[●]
3.	General Corporate Purposes	[●]	[●]	[●]	[●]
4.	Issue Expenses	[●]	[●]	[●]	[●]
	Total	[●]	[●]	[●]	[●]

To the extent our Company is unable to utilise any portion of the Net Proceeds towards the Objects, as per the estimated schedule of

deployment specified above, our Company shall deploy the Net Proceeds in the subsequent Financial Years towards the Objects.

Variation in Objects

In accordance with Sections 13(8) and 27 of the Companies Act and the SEBI ICDR Regulations, our Company shall not vary the objects of the Fresh Issue unless our Company is authorized to do so by way of a special resolution of its Shareholders. In addition, the notice issued to the Shareholders in relation to the passing of such special resolution (“Notice”) shall specify the prescribed details and be published in accordance with the Companies Act. The Notice shall simultaneously be published in the newspapers, one in English and one in Hindi, the vernacular language of the jurisdiction where our Registered Office is situated. Our Promoters and controlling Shareholders, as of the time of such proposed variation, will be required to provide an exit opportunity to the Shareholders who do not agree to the above stated proposal, at a price and in such manner and subject to such conditions as prescribed by SEBI, in this regard.

SECTION V – ABOUT THE COMPANY

OUR BUSINESS

OVERVIEW

Freshara Agro Exports Limited has been at the forefront of the processing and export industry for the past nine years, specializing in the production of high-quality gherkins, cucumbers and pickled vegetables. Over the years, we have continually strived for innovation and diversity in our product offerings. While staying true to traditional pickling techniques, we have also embraced modern methods to expand our range of products and cater to evolving consumer preferences. From classic favorites like pickled cucumbers and carrots to unique blends featuring exotic vegetables. We recognize the vital role that agriculture plays in our business. To ensure a consistent supply of high-quality vegetables, we have forged strategic partnerships with the local farmers of Tamil Nadu, Karnataka and some parts of Andhra Pradesh through our contract farming program. Central to our contract farming model is a rigorous quality assurance process. We work closely with our partner farmers to enforce strict quality standards at every stage of production, from planting to harvesting. By maintaining control over the entire supply chain, we ensure that only the freshest and finest produce makes its way into our processing facilities. We believe in fostering fair and transparent partnerships with our contract farmers. We offer good pricing, transparent contracts, and timely payments, ensuring that farmers receive fair compensation for their hard-work and dedication.

In Export market, we are not dependent on distributors and retailers. 70% of our products are "not ready to eat" and are supplied directly to factories who re-process the products and convert them to finished goods. Remaining 30% of our products are supplied to Food Brokers and Traders in the international market. There may be a very less significant number of Distributors in this entire supply chain.

Financial and Operational Metrics

Operating Metrics

The following table sets forth certain of our operating metrics for the periods indicated:

Particulars	For the period from January 24, 2024 to March 31, 2024	For the period ended January 23, 2024	For the Year ended	
			March 31,2023	March 31,2022
Trade Receivables Turnover ratio (in times)	1.30	3.62	4.09	4.88
Trade Payable Days (in days)	0.57	1.75	1.76	1.60
Inventory Turnover Ratio (in times)	0.43	2.79	6.06	11.24

Notes:

- Trade Receivable Days is calculated as average trade receivables divided by revenue from operations multiplied by 365 for Fiscal years.
- Trade Payable Days is calculated as average trade payables divided by revenue from operations multiplied by 365 for Fiscal years.
- Inventory Days is calculated as average inventory divided by revenue from operations multiplied by 365 for Fiscal years.

OUR STRENGTHS

Quality assurance and quality control of our products and as a result we received various awards and accreditations

Our quality assurance process begins with the careful selection of raw materials. We work closely with trusted suppliers and farmers who share our commitment to quality and sustainability. By sourcing only the fresh and hand-picked, we lay the foundation for good-quality products that stand out in the market. From incoming raw materials inspection to final product testing, we implement comprehensive quality control measures to detect and rectify any deviations from our stringent standards.

Advanced in-house processing facilities with focus on cost competitiveness

Our modern production facilities are equipped with advanced and modern machineries and adhere to the highest industry standards. We maintain strict hygiene and safety protocols to ensure the integrity and purity of our products at every stage of the manufacturing process. Our investment in advanced manufacturing facilities and cost competitiveness is driven by our commitment to customer satisfaction.

ORDER BOOK AS ON MARCH 31, 2024

S.No	Date Of receipt of order	Expected Date of Completion	Buyer Name	Country	Qty of FCL	Currency	Fx Value in Lakhs	Exchange Rate	INR Value In lakhs
1	13-03-2024	01-03-2025	VITAL SA	FRANCE	206	EURO	€ 32.06	91.00	2,917.89
2	10-06-2024	01-12-2024	MONTROSE INTERNATIONAL GROUP	CANADA	105	USD	\$ 24.63	83.75	2,062.43
3	17-01-2024	01-11-2024	LLC NOVAL	RUSSIA	94	USD	\$ 8.35	83.75	699.39
4	16-07-2024	12-01-2025	OOO PROF-ALYANS (SIRIUS)	RUSSIA	45	USD	\$ 5.43	83.75	455.10
5	22-05-2024	30-04-2025	I.SCHROEDER	GERMANY	40	USD	\$ 5.53	83.75	462.87
6	27-06-2024	01-03-2025	GEDNEY FOODS COMPANY	MEXICO	35	USD	\$ 6.40	83.75	535.71
7	06-06-2024	03-12-2024	EXTRA 2024 LLC	RUSSIA	23	INR	₹ 344.36	1.00	344.36
8	10-07-2024	06-01-2025	COMERCIAL RIOVERDE S.A	SPAIN	17	EURO	€ 4.27	91.00	388.51
9	16-01-2024	01-01-2025	WOOD STOCK JVB LIMITED	NEW ZEALAND	10	AUD	\$ 1.82	56.00	101.92
10	21-06-2024	18-12-2024	OLISPANIA ACEITUNAS SL	SPAIN	8	EURO	€ 2.63	91.00	239.29
11	01-06-2024	28-11-2024	BERNAL ALIMENTACION S.L	SPAIN	6	EURO	€ 1.72	91.00	156.18
12	11-07-2024	07-01-2025	KHIRAT AL-BAYRK CO.,LTD.	IRAQ	6	USD	\$ 1.52	83.75	127.43
13	24-07-2024	20-01-2025	MA.PR.I.COM.SP A	SPAIN	5	EURO	€ 1.11	91.00	100.64
14	28-06-2024	25-12-2024	SAN LEON ACEITUNAS Y ENCURTIDOS	SPAIN	5	EURO	€ 0.69	91.00	62.94
15	16-07-2024	12-01-2025	OOO SIRIUS	RUSSIA	5	INR	₹ 77.42	1.00	77.42
16	28-05-2024	01-12-2024	NATURALISSIMA	FRANCE	5	EURO	€ 0.97	91.00	88.45
17	15-02-2024	18-12-2024	SANDELEH ALIMENTOS LTDA	BRAZIL	4	USD	\$ 0.78	83.75	65.18
18	05-07-2024	01-01-2025	FAROLIVA	SPAIN	4	EURO	€ 0.72	91.00	65.52

19	10-07-2024	06-01-2025	WADI ALSHAHAD FOR GENERAL TRADING CO.LTD	IRAQ	4	USD	\$ 1.02	83.75	85.43
20	09-07-2024	30-11-2024	CITRES S.P.A	ITALY	3	EURO	€ 0.86	91.00	78.20
21	23-07-2024	19-01-2025	SALLES FRERES SA	FRANCE	3	EURO	€ 0.41	91.00	37.39
22	06-06-2024	30-10-2024	EAST-WEST CO.LTD (Kovalevskii G.A)	RUSSIA	3	USD	\$ 0.34	83.75	28.27
23	03-07-2024	30-12-2024	AL HADEEL INTERNATIONA L TRADING	KSA	2	USD	\$ 0.64	83.75	53.92
24	24-04-2024	21-10-2024	ANGEL SARASA E HIJOS,S.A	SPAIN	2	EURO	€ 0.49	91.00	44.59
25	10-07-2024	06-01-2025	NESTOS S.A	GREECE	2	EURO	€ 0.30	91.00	27.17
26	18-07-2024	30-10-2024	DI VITA S.P.A.	ITALY	2	EURO	€ 0.41	91.00	37.35
27	19-07-2024	15-01-2025	ARTASHAT CANNERY OJSC	ARMENIA	2	USD	\$ 0.43	83.75	36.22
28	13-02-2024	11-08-2024	I.SCHROEDER	GERMAN Y	1	EURO	€ 0.12	91.00	11.17
29	02-05-2024	29-10-2024	HERMANOS DIAZ CANAS SL	SPAIN	1	EURO	€ 0.26	91.00	23.24
30	13-06-2024	01-12-2025	BROUSSE VERGEZ	FRANCE	1	EURO	€ 0.16	91.00	14.13
31	10-07-2024	06-01-2025	ACEITUNAS JOPE S.L.U	PORTUGA L	1	EURO	€ 0.23	91.00	20.63
32	12-06-2024	09-12-2024	ACEITUNAS Y ENCURTIDOS BRAVO	SPAIN	1	EURO	€ 0.23	91.00	21.12
33	17-07-2024	13-01-2025	ACEITUNAS OVIDIO SL	SPAIN	1	EURO	€ 0.13	91.00	12.19
34	21-06-2024	18-12-2024	DRIVERS PICKLES	UK	1	EURO	€ 0.24	91.00	21.88
35	06-03-2024	02-09-2024	CODIPEX	FRANCE	10	EURO	€ 1.44	91.00	131.47

PRODUCT PORTFOLIO

Our diversified product ranges across Gherkins, Baby Corn, Jalapenos, and other pickled vegetables. The products that we process and exports requires stringent quality checks, ensuring the best-hygiene practices as per the Food Safety Standards and Standards and prescribed by other International Organizations, which we believe, makes us stand out as the preferred export partner to our customers in the industry in which we operate. As of March 31, 2024, we process and export pickled vegetables in 3 varieties of packaging categories.

The details of the 3 varieties of packaging categories:

1) Industrial Packaging in Food Grade Drums & Pails:

Preserved Gherkins & other vegetables are packed in bulk quantity in 240 Ltr. & 260 Ltr. food grade drums with about 2 years of expiry period, which are then shipped to factories across the world. The bulk gherkins are then re-packed into glass Jars & tin Cans for the retail and food service market based on the branding requirements of the supermarket and retail chains

in each country.

2) Food Service Packaging in Plastic Pails & Tin Cans:

Preserved Gherkins with flavours are supplied to customers in (15kg, 20 Ltr Pails & 3100ml, 4250ml CAN) across the globe who in turn supply to the Hotels & Restaurant chains who in turn offer the pickles in their menu.

3) Retail Packaging in Glass Jars & Tin Cans:

Flavoured, packed and heat treated (pasteurized) as per customer recipe, Preserved and Branded Gherkins and other vegetables in Jars (370ml, 500ml, 720ml, 1000ml, 1415ml, 2000ml,) are packed as per each country and customer requirements and exported to distributors across the world who then supply to various retail chains.

IMMOVABLE PROPERTIES

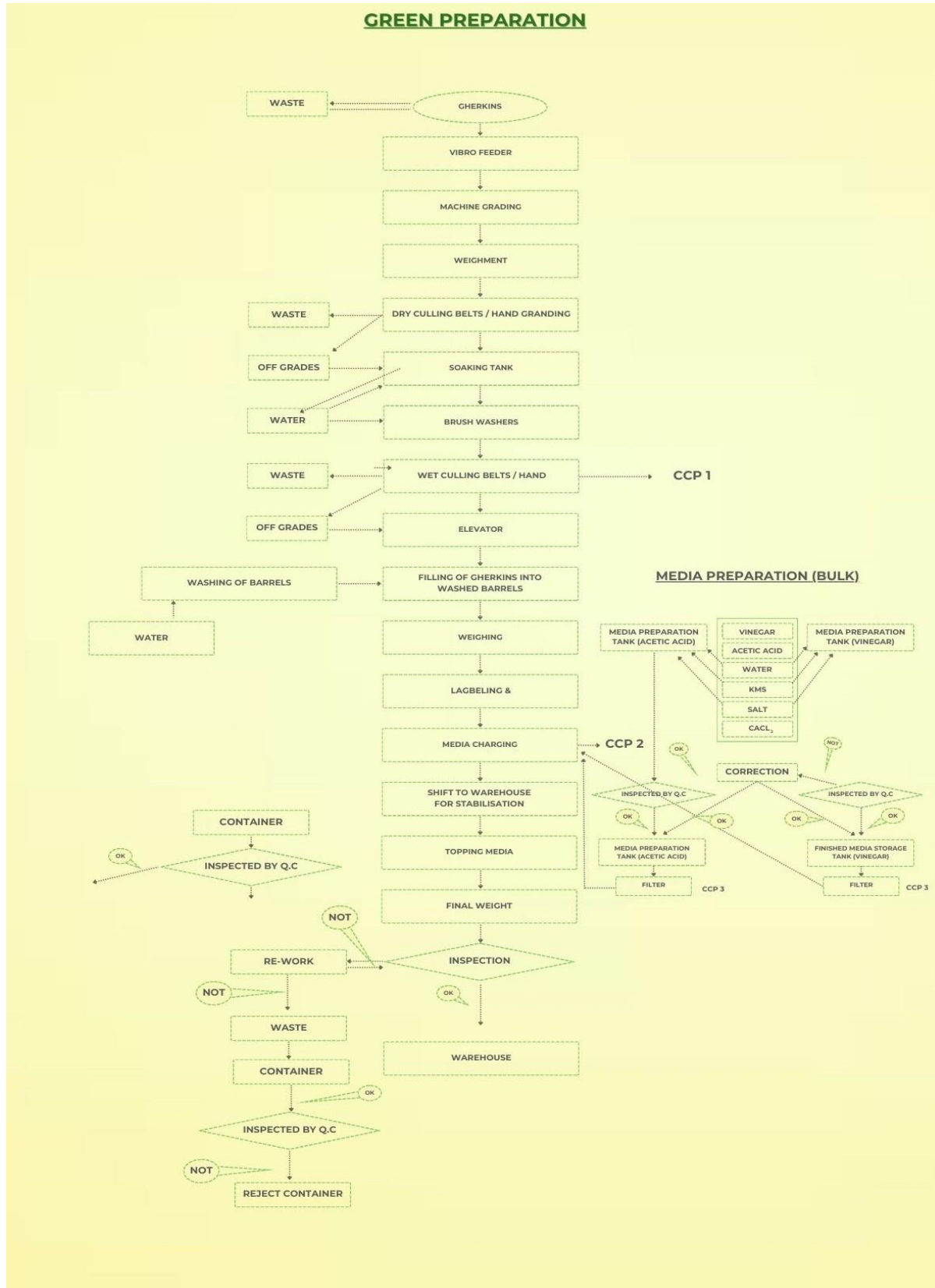
The following table sets forth the details of our Registered Manufacturing facilities and Warehouses :

S.No.	Address	Description & Usage	Ownership Status	Tenure of Lease	ownership	Rent amount Per Month	Owner is related or not
1	380, Velakalnatham Village, Natramapalli Taluk, Tirupattur Dist – 635 854	Factory Unit-I & Processing Facility	Owned	NA	Freshara Agro Exports Ltd (Formerly known as Freshara Picklz exportz)	-	YES
2	Sy. No: 378/7, 379/4 A1, A2, A3, 5A1 & 379/7, Velakalnatham Village, Natramapalli Taluk, Tirupattur District - 635 854	Warehouse & Storage for Finished products and raw materials	Rented	11 Months	IQBAL AHMED	4,75,000.00	YES
3	SY No 339/1, 340/1,2 & 342/2, Jinjampatti Village, Battiapalli Post, Bargur Taluk-635104	Warehouse & Storage for Finished products and raw materials	Rented	3 years	M/s. RK Food Product	1,00,000.00	No
4	Sy No. 30/12A1A, 30/11, 30/14, 30/1B, 30/7A1A1, 31/1, 31/2 & 31/3A1A, 33/1A, 33/2A Chengallikuppam Village, Ambur Taluk, Tirupattur District, Pin Code: 635751	Factory Unit-II New Processing Facility*	Owned	NA	Freshara Agro Exports Ltd (Formerly known as Freshara Picklz exportz)	-	YES
5	Old No.3 New No.9, Puram Prakasam Road, Balaji Nagar, Royapettah, Chennai 600 014	Registered Office	Rented	11 months	IQBAL AHMED & KOUSAR AFSHAN	95,000.00	YES

**The facility is fully constructed and ready to commence operations, pending the installation and commissioning of the requisite machinery. We are in the process of procuring the necessary equipment and anticipate that Factory Unit 2 will be operational in accordance with the timeline.*

MANUFACTURING PROCESS

PROCESSING FLOW CHART FOR BULK PRODUCTS



BULK PRODUCTION OF GHERKINS AND OTHER VEGETABLES IN NATURAL VINEGAR / ACETIC ACID OR BRINE MEDIA:

Weighment of Gherkins / Vegetables:

On arrival of the Gherkins / Vegetables to the factory, after unloading from the trucks they are weighed to cross check the arrival and buying weights from the farmers.

Sorting & Grading:

The most important step of the production is the greens preparation by using grading/sorting machine to separate sizes based on diameter of the fruits, then the greens will be set through vibro-feeders to remove the loose dust and flowers attached to them. The sorting machine gives out the size wise segregated gherkins.

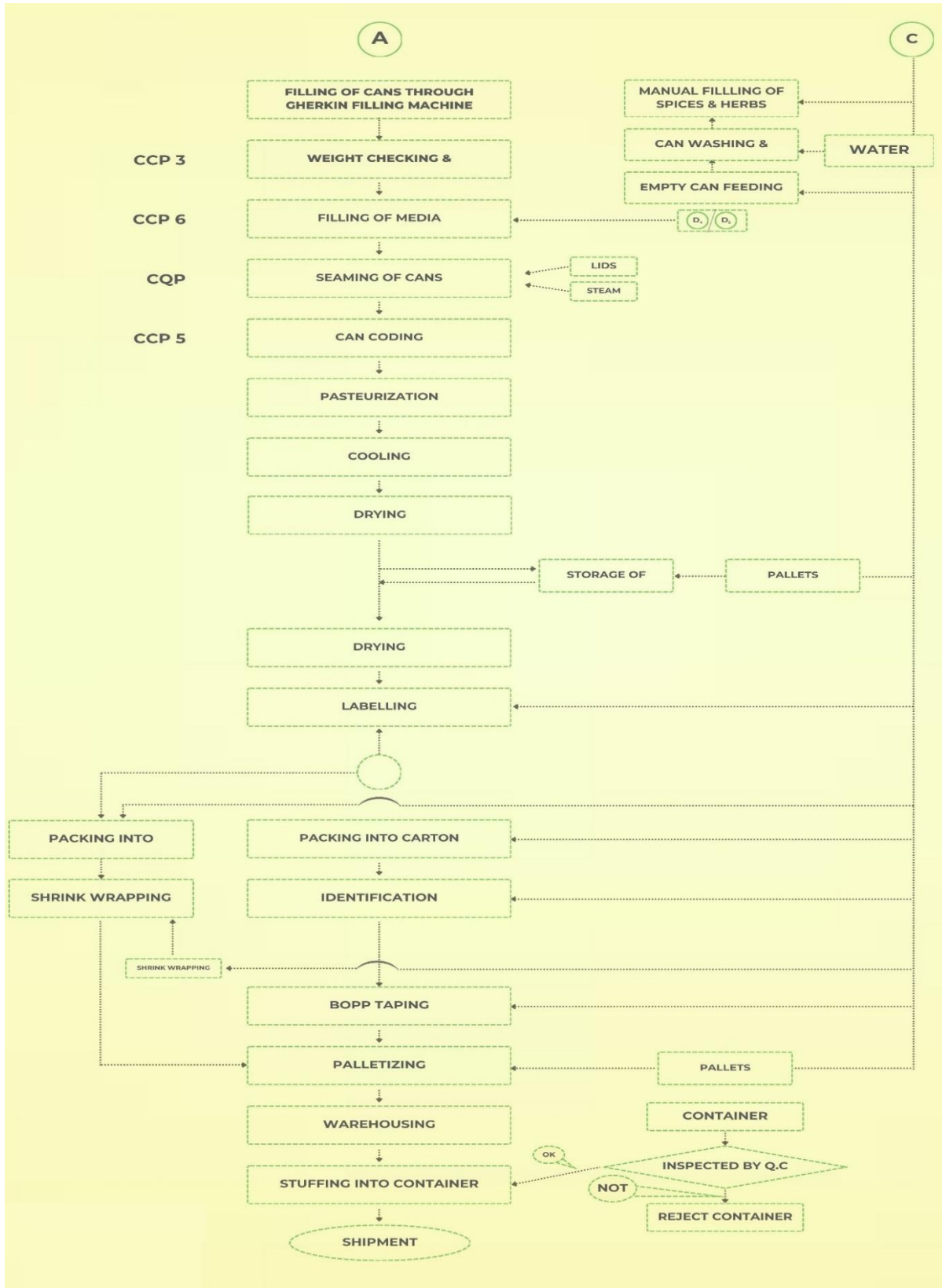
Washing:

The different sized gherkins will then be soaked in water and further washed with customised 8 brush washing machines where the mud particles and any other residual matter is washed of them. The washed gherkins are then passed through conveyors for removal of defective fruits.

Media Filling:

The washed gherkins are then filled into drums. The drums are then shifted to the media filling station and filled with the desired pre prepared preservative media like Natural Vinegar / Acetic acid or brine. These media and gherkin filled drums will be shifted to warehouse for stabilization for 7 days. After the 7th day we do topping with an addition of 30 kgs of stabilized gherkins to make it a full packed drum.

PROCESSING FLOW CHART FOR RETAIL PRODUCTS (CAN & JAR)



GHERKIN AND OTHER VEGETABLES IN CANS/JARS (Ready to Eat):

After completion of Weighment, Sorting/Grading and Washing the below mentioned production steps are followed for the Can and Jar production.

The fresh Gherkins are packed in Cans & Jars in the following production process starting with the grading, soaking, washing.

Gherkins Filling:

Once washing is completed the gherkins filling is done into washed jars/Cans using an semi-automated Filling machine. Prior to this the jars are washed with jar washer and manually filled with the required spices and herbs as per the customers recipe. After filling cans/jars be checked for weighment and hot preservative media will be filled into the cans/jars.

Capping or Seaming:

The filled cans are passed through conveyors to a capping machine in case of jars and a seaming machine in case of the tin cans. The capping or seaming process will be done hermetically with steam injection.

Pasteurisation / Heat Treatment:

The capped sealed gherkins in cans and jars are passed through a Pasteuriser machine which does heat treatment of the products. This heat treatment kills all the bacteria or pathogens that can spoil the product. After Pasteurisation the shelf life of the product increases to 3 years.

Coding & Labelling:

After capping or seaming cans/jars will be undergoing heat treatment called pasteurization. After pasteurization the jars and cans will be coded, labelled and carton packed as per the customer requirement and will be made ready for shipping.

MACHINERY

LIST OF MACHINERY WITH CAPACITY FOR BULK UNIT

Production Machine

S.No.	Machinery Name	Product	Nos	HP	Capacity	Ownership
1.	Vibrator	Gherkins Bulk Processing	2	4	2 Tons Per Hr	<i>Owned</i>
2.	Blower	Gherkins Bulk Processing	2	6	2 Tons Per Hr	<i>Owned</i>
3.	Elevator	Gherkins Bulk Processing	2	2	2 Tons Per Hr	<i>Owned</i>
4.	Grading Machine	Gherkins Bulk Processing	2	6	2 Tons Per Hr	<i>Owned</i>
5.	Dry culling conveyor	Gherkins Bulk Processing	4	4	2 Tons Per Hr	<i>Owned</i>
6.	Feeder Elevator	Gherkins Bulk Processing	3	1.5	2 Tons Per Hr	<i>Owned</i>
7.	Soaking Tank pumping	Gherkins Bulk Processing	2	5	2 Tons Per Hr	<i>Owned</i>
8.	Soaking Elevator	Gherkins Bulk Processing	2	1.5	2 Tons Per Hr	<i>Owned</i>
9.	Brush washing-9 motors	Gherkins Bulk Processing	2	13.5	2 Tons Per Hr	<i>Owned</i>
10.	Feeder conveyor	Gherkins Bulk Processing	3	1.5	2 Tons Per Hr	<i>Owned</i>
11.	Wet culling conveyor	Gherkins Bulk Processing	3	3	2 Tons Per Hr	<i>Owned</i>
12.	Barrel filling elevator	Gherkins Bulk Processing	4	3	2 Tons Per Hr	<i>Owned</i>

Media Preparation

S.No.	Machinery Name	Product	Nos	HP	Capacity	Ownership
1.	Pumping Motor	Gherkins Bulk Processing	1	3	4000 Ltrs Per Hr	<i>Owned</i>
2.	Pumping Motor	Gherkins Bulk Processing	1	3	4000 Ltrs Per Hr	<i>Owned</i>
3.	Agitator	Gherkins Bulk Processing	1	2	4000 Ltrs Per Hr	<i>Owned</i>
4.	Agitator	Gherkins Bulk Processing	1	2	4000 Ltrs Per Hr	<i>Owned</i>
5.	Agitator	Gherkins Bulk Processing	1	2	4000 Ltrs Per Hr	<i>Owned</i>
6.	Circulation Motor	Gherkins Bulk Processing	1	1.5	4000 Ltrs Per Hr	<i>Owned</i>

7.	Circulation Motor	Gherkins Bulk Processing	1	1.5	4000 Ltrs Per Hr	<i>Owned</i>
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ETP Plant

S.No.	Machinery Name	Product	Nos	HP	Capacity	Ownership
1.	E.T.P	Gherkins & Other vegetable	1	20	5000 Ltrs per Hr	<i>Owned</i>

STP Plant

S.No.	Machinery Name	Product	Nos	HP	Capacity	Ownership
1.	S.T.P	NA	1	5.5	1000 Ltrs per Hr	<i>Owned</i>

LIST OF MACHINERY WITH CAPACITY FOR CANNING UNIT

S.No.	Machinery Name	Product	Nos	HP	Capacity	Ownership
1.	Dry culling Inspection belt	Vegetable Processing Can & Jar	1	4	2 Tons Per Hr	<i>Owned</i>
2.	Soaking Tank with Elevator	Vegetable Processing Can & Jar	2	6.5	2 Tons Per Hr	<i>Owned</i>
3.	Brush washing machine with elevator	Vegetable Processing Can & Jar	2	13.5	2 Tons Per Hr	<i>Owned</i>
4.	Wet culling inspection belt	Vegetable Processing Can & Jar	2	2	2 Tons Per Hr	<i>Owned</i>
5.	Elevator	Vegetable Processing Can & Jar	2	2	2 Tons Per Hr	<i>Owned</i>
6.	Gherkins filler	Vegetable Processing Can & Jar	1	15	One container/ day	<i>Owned</i>
7.	Temping Conveyor	Vegetable Processing Can & Jar	1	1	One container/ day	<i>Owned</i>
8.	Juice filling machine with heating tank	Vegetable Processing Can & Jar	1	0.75	One container/ day	<i>Owned</i>
9.	Capping machine	Vegetable Processing Can & Jar	1	3	One container/ day	<i>Owned</i>
10.	Capping M/C Input Conveyor	Vegetable Processing Can & Jar	1	1	One container/ day	<i>Owned</i>
11.	Capping M/C Output Conveyor	Vegetable Processing Can & Jar	1	1	One container/ day	<i>Owned</i>
12.	Seaming Input Conveyor	Vegetable Processing Can & Jar	1	1	One container/ day	<i>Owned</i>
13.	Seaming machine	Vegetable Processing Can & Jar	1	5	One container/ day	<i>Owned</i>
14.	Seaming output conveyor	Vegetable Processing Can & Jar	1	1	One container/ day	<i>Owned</i>
15.	Can washing M/C	Vegetable Processing Can & Jar	1	1	One container/ day	<i>Owned</i>
16.	Pasteurizer Input Conveyor	Vegetable Processing Can & Jar	1	1	One container/ day	<i>Owned</i>
17.	Pasteurizer	Vegetable Processing Can & Jar	1	21	One container/ day	<i>Owned</i>
18.	Pasteurizer Output Conveyor	Vegetable Processing Can & Jar	1	1	One container/ day	<i>Owned</i>
19.	Green belt conveyor	Vegetable Processing Can & Jar	1	1	One container/ day	<i>Owned</i>
20.	Jar washing M/C	Vegetable Processing Can & Jar	1	1.5	One container/ day	<i>Owned</i>
21.	Spice Dosage Conveyor	Vegetable Processing Can & Jar	1	1	One container/ day	<i>Owned</i>
22.	Travelling Conveyor	Vegetable Processing Can & Jar	1	1	One container/ day	<i>Owned</i>
23.	Water Treatment plant	Vegetable Processing Can & Jar	1	2	One container/ day	<i>Owned</i>
24.	Air Compressor	Vegetable Processing Can & Jar	1	5	One container/ day	<i>Owned</i>
25.	Boiler	Vegetable Processing Can & Jar	1	20	One container/ day	<i>Owned</i>

S.No.	Machinery Name	Product	Nos	HP	Capacity	Ownership
26.	Coding M/C	Vegetable Processing Can & Jar	2	-	One container/ day	<i>Owned</i>
27.	Coding Conveyor	Vegetable Processing Can & Jar	3	1	One container/ day	<i>Owned</i>
28.	Cooling Tower	Vegetable Processing Can & Jar	1	18	One container/ day	<i>Owned</i>
29.	Catton Packing Machine	Vegetable Processing Can & Jar	1	1	One container/ day	<i>Owned</i>
30.	Jar labeling M/C	Vegetable Processing Can & Jar	1	1	Two container/ day	<i>Owned</i>
31.	Can Labeling M/C	Vegetable Processing Can & Jar	1	1.5	Two container/ day	<i>Owned</i>
32.	Dicer M/C	Vegetable Processing Can & Jar	1	1	2 Ton/ Hr	<i>Owned</i>
33.	Slicing M/C	Vegetable Processing Can & Jar	1	1	2 Ton/ Hr	<i>Owned</i>
34.	Stackers & Spears	Vegetable Processing Can & Jar	1	3	2 Ton/ Hr	<i>Owned</i>
35.	Media Preparation tank & Service tank	Vegetable Processing Can & Jar	8	15	One container/ day	<i>Owned</i>

LIST OF LAB APPARATUS

S.No.	Particulars	Nos	Ownship
1.	Burette Stand	19	<i>Owned</i>
2.	Burette (50 ml)	16	<i>Owned</i>
3.	Conical Flask (100 ml)	44	<i>Owned</i>
4.	Conical Flask (150 ml)	16	<i>Owned</i>
5.	Conical Flask (250 ml)	15	<i>Owned</i>
6.	Conical Flask (500 ml)	5	<i>Owned</i>
7.	Breaker Glass (100 ml)	13	<i>Owned</i>
8.	Breaker Glass (250 ml)	13	<i>Owned</i>
9.	Breaker Glass (500 ml)	9	<i>Owned</i>
10.	Pipette (1 ml)	9	<i>Owned</i>
11.	Pipette (2 ml)	8	<i>Owned</i>
12.	Pipette (5 ml)	4	<i>Owned</i>
13.	Pipette (10 ml)	4	<i>Owned</i>
14.	Pipette (25 ml)	3	<i>Owned</i>
15.	Beaker Plastic (50 ml)	115	<i>Owned</i>
16.	Beaker Plastic (100 ml)	16	<i>Owned</i>
17.	Measuring Jar Plastic (100 ml)	3	<i>Owned</i>
18.	Measuring Jar Plastic (25 ml)	2	<i>Owned</i>
19.	Measuring Jar Plastic (500 ml)	2	<i>Owned</i>
20.	Measuring Jar Plastic (1000 ml)	2	<i>Owned</i>
21.	Standard Flask (100 ml)	2	<i>Owned</i>
22.	Standard Flask (500 ml)	2	<i>Owned</i>
23.	Standard Flask (1000 ml)	1	<i>Owned</i>
24.	Funnel	12	<i>Owned</i>
25.	Wash Bottle	7	<i>Owned</i>
26.	Spatula	3	<i>Owned</i>
27.	Salt meter	2	<i>Owned</i>
28.	Ph meter	2	<i>Owned</i>
29.	Moisture meter	1	<i>Owned</i>
30.	Pipette stand	2	<i>Owned</i>
31.	Brix (TSS) meter	2	<i>Owned</i>

TOP 10 CUSTOMERS LIST

For the Financial Year 2023-2024				
Sl.No	Customers	Country	Amount (Lakhs)	In %
1	LLC PK SAMOBRANKA	Russia	1,256.39	6%
2	GRAND STAR LTD	Russia	1,072.38	5%

3	MONTROSE INTERNATIONAL	Canada	921.73	5%
4	VITAL S A	France	856.38	4%
5	COMERCIAL RIOVERDE, S.A	Spain	845.17	4%
6	LLC NOVAL	Russia	785.80	4%
7	NATURALA D.O.O	Croatia	755.77	4%
8	NAY-ALBASRA FOR GENERAL - DURRA	Iraq	666.38	3%
9	BRIS LLC	Russia	613.36	3%
10	HERNAN ENRIQUE	Chile	562.91	3%
	Total		8,336.27	42%

For the Financial Year 2022-2023				
Sl.No	Customers	Country	Amount (Lakhs)	In %
1	LLC PK SAMOBRANKA	Russia	1,040.16	8%
2	MONTROSE INTERNATIONAL	Canada	706.91	6%
3	IPOSEA INDUSTRIA	Italy	528.81	4%
4	FORTUNE MED	Russia	510.37	4%
5	TESORO VERDE LLC	Russia	480.41	4%
6	ARWIQA ALIBDAA	Iraq	464.04	4%
7	GRAND STAR LTD	Russia	450.64	4%
8	EXPRESS SHIPPING SERVICE OU	Estonia	407.53	3%
9	OOO PROF-ALYANS	Russia	395.20	3%
10	HERNAN ENRIQUE	Chile	373.90	3%
	Total		5,357.97	42%

For the Financial Year 2021-2022				
Sl.No	Customers	Country	Amount (Lakhs)	In %
1	LLC NOVAL	Russia	1,089.69	9%
2	ARWIQA ALIBDAA	Iraq	797.55	7%
3	HERNAN ENRIQUE	Chile	763.15	6%
4	Ali Salah Salman	Saudi Arabia	722.65	6%
5	SOCIEDAD COMERCIAL	Chile	615.00	5%
6	TPP VKUSNYE KONSERVY LLC	Russia	572.40	5%
7	MONTROSE INTERNATIONAL	Canada	494.58	4%
8	FORTUNE MED	Russia	480.17	4%
9	PRODMIR	Russia	411.17	3%
10	BRIS LLC	Russia	361.87	3%
	Total		6,308.24	53%

TOP 10 SUPPLIERS LIST

For the Financial Year 2023-2024

Si No	Vendor Name	FY 23-24(In lakhs)	Percentage
1	TIME TECHNOPLAST LTD	1401.95	9%

2	NATURALA PICKLZ	1226.50	8%
3	MSC MEDITERRNEN SHIPPING COMPANY S.A	696.49	4%
4	SHETRON LTD	431.02	3%
5	TIMES SHIPPING AGENCIES PVT LTD*	434.32	3%
6	MAERSK LINE INDIA PVT LTD*	423.69	3%
7	PON PURE CHEMICAL INDIA PVT LTD	409.97	3%
8	SENTHIL PLASTIC CONTAINERS	398.44	3%
9	SHIVU AGRI TECH	434.8	3%
10	MARUTHI VEGETABLES AND AGRO AGENCIES	383.25	2%

For the Financial Year 2022-2023

Si No	Vendor Name	FY 22-23(In lakhs)	Percentage
1	TIME TECHNOPLAST-MALUR	833.55	8%
2	MAERSK LINE INDIA PVT LTD - TN	798.51	8%
3	SHETRON LTD	464.52	4%
4	TIMES SHIPPING AGENCIES PVT LTD*	349.32	3%
5	ATTUR AGRI CLINIC	299.92	3%
6	RIJK ZWAAN INDIA SEEDS PVT LTD	289.74	3%
7	MSC MEDITERRNEN SHIPPING COMPANY S.A*	281.59	3%
8	NATURALA PICKLZ	271.89	3%
9	MARUTHI VEGETABLES AND AGRO AGENCIES	243.55	2%
10	SHRI VENKATESHWARA VEGETABLE EXPORTS	225.24	2%

For the Financial Year 2021-2022

Si No	Vendor Name	FY 21-22(in Lakhs)	Percentage
1	MAERSK LINE INDIA PVT LTD – TN*	1507.93	14%
2	SWIFT CARGO PVT LTD*	860.87	8%
3	KALAM SHIPPING SERVICE PVT. LTD.*	606.69	5%
4	TIME TECHNOPLAST-MALUR	428.65	4%
5	SENTHIL PLASTIC CONTAINERS	303.08	3%
6	TIMES SHIPPING AGENCIES PVT LTD*	247.88	2%
7	SHRI VENKATESHWARA VEGETABLE EXPORTS	238.60	2%
8	MANJUNATHA BANASHRI AGRO TECH-AGENT	223.20	2%
9	NATURALA PICKLZ	189.27	2%
10	ATTUR AGRI CLINIC	129.37	1%

**Logistics for the products such as transport of cargo by containers in-land transport to the port and the ocean freight to transport our shipments to different countries plays a pivotal role in the revenues and costs of the product. As our revenues are of 100% Exports our dependence on Ocean Freight and the Lorry freight is 10-15% Of the revenue. After covid, the Russian war and the ongoing the Red Sea Crisis the ocean freights are 3X times higher than the past 3 years and the freight plays an important part in the product pricing. Hence the Logistic companies and Shipping Liners also become a part of our supply chain in terms of value contribution to revenue and costs.*

YEAR-ON-YEAR PERCENTAGE WISE REPETITIVE CUSTOMERS

The details of year-on-year percentage wise repetitive customers for 3 year are as follow:

Year on year percentage wise repetitive customers

Total Customers in 20-21	Repeated Customers in 21-22	Percentage
81	47	58%

Year on year percentage wise repetitive customers

Total Customers in 21-22	Repeated Customers in 22-23	Percentage
75	45	60%

Year on year percentage wise repetitive customers

Total Customers in 22-23	Repeated Customers in 23-24	Percentage
114	78	68%

EMPLOYEE AND RELATED COSTS/ EXPENSES

The employee and related costs/expenses with percentage of revenue for 3 years are as follow:

(Rs In Lakhs)

Particulars	For the period January 24 to March 31, 2024	For the period ended January 23, 2024	For the year ended March 31, 2023	For the year ended March 31, 2022
Employee benefit expenses	151.14	318.59	314.91	234.45
Total Revenue	7324.98	12476.60	12,700.22	11840.68
% of Employee costs against the revenue	2.06%	2.55%	2.48%	1.98%

The Employee Benefit expenses include Salary and wages paid to employees including contribution to welfare funds such as provident fund, ESI, remuneration paid to directors/ partners, Gratuity expenses and staff welfare expenses on day-to-day basis.

INTELLECTUAL PROPERTY

Details of intellectual property Registered by our Company have been provided below:

S.No.	Trademark/Copyright	Class	Nature of Trademark/ Copyright	Owner	Trademark No. and Date	Status
1.		30	Logo	Freshara Agro Exports Limited	6172327	Registered
2.		43	Logo	Freshara Agro Exports Limited	6172329	Registered

3.		35	Logo	Freshara Agro Exports Limited	6172332	Registered
4.		30	Logo	Freshara Agro Exports Limited	6172331	Registered
5.		29	Logo	Freshara Agro Exports Limited	6172326	Registered

INSURANCE

We maintain insurance policies for our manufacturing facilities, our operations and our personnel, including standard fire and special perils, burglary, group health and group personal accident insurance. The details of our total insurance coverage are as follows:

S.No.	Policy No.	Insurance Company	Type of Policy	Sum Insured (₹ in lakhs)	Date of Expiry of the Policy
1.	OG-24-1501-4010-00005750	Bajaj Allianz General Insurance Company Ltd.	Burglary Insurance Policy	3,400.00	February 15, 2025
2.	OG-24-1501-4057-00000427	Bajaj Allianz General Insurance Company Ltd.	Stock Insurance	4,200.00	February 15, 2025

KEY INDUSTRIAL REGULATIONS AND POLICIES

The Legal Metrology Act, 2009

The Legal Metrology Act, 2009 is a legislative framework that regulates and ensures accuracy in measurement systems used in commerce and trade. Its primary objectives include:

1. **Accuracy and Reliability:** *Ensures that weights and measures used in trade are accurate and reliable, thus protecting consumer interests and maintaining fairness in transactions.*
2. **Standardization:** *Establishes standards for measuring instruments and systems, which must be certified for use to ensure consistency and reliability.*
3. **Regulation:** *Provides for the regulation of the manufacturing, sale, and use of weighing and measuring instruments. It mandates periodic inspections and calibrations to maintain accuracy.*
4. **Enforcement and Penalties:** *Outlines penalties for violations, including incorrect measurements or use of unauthorized devices, to deter fraudulent practices and ensure compliance.*
5. **Consumer Protection:** *Safeguards consumer rights by ensuring that products are sold by weight, measure, or number as claimed, and that consumers are not misled by inaccurate measurements.*

OUR MANAGEMENT

Brief Biographies of our Directors

Mr. Junaid Ahmed, aged 40 years, is the Promoter of our Company. He is Chairman and Managing Director of our Company. He has done his Engineering from College of Engineering, Guindy, Anna University, Chennai and completed his M.B.A in from the University of Liverpool, United Kingdom. He was partner in M/s Freshara picklz Export. He has been associated with our Company since inception. Further he has an experience of around 9 years in the business of the company. His tenure in the United Kingdom afforded him exposure to retail chains that marketed gherkins and other vegetables processed and exported from India. This exposure catalyzed his interest in the agricultural export sector. As a second-generation entrepreneur, he actively participated in his father's construction business, with a particular focus on the marketing department.

Mr. Iqbalahmed Khudrathullah Mohammed, aged 67 years, is the Promoter of our Company. He is Whole Time Director of our Company. He completed his Engineering from the College of Engineering, Guindy, Anna University, Chennai. He has been the founding investor partner for Freshara Picklz Exports. He has been associated with our Company since inception. he has an experience of around 9 years in the business of the company. He also having dedicated 35 years to the construction industry as a Civil Engineer. His knowledge of the construction business provided the essential groundwork for the creation of our company. His expertise was pivotal in the development of the company's building and storage infrastructure.

OUR GROUP COMPANY

The definition of ‘Group Companies’ as per the SEBI ICDR Regulations, shall include such companies (other than promoter(s) and subsidiary/subsidiaries) with which there were related party transactions, during the period for which Financial Statements is disclosed, as covered under the applicable accounting standards, and also other companies as considered material by the board.

In terms of the SEBI ICDR Regulations and in terms of the policy of materiality defined by the Board pursuant to its resolution dated March 27, 2024 our Group Companies includes:

Those companies disclosed as related parties in accordance with Accounting Standard (“AS 18”) issued by the Institute of Chartered Accountants of India, in the Restated Financial Statements of the Company for the last three financial years. Provided, companies which have been disclosed as related parties in the Restated Financial Statements of our Company for the last three financial years, and which are no longer associated with our Company have not been disclosed as Group Companies.

All such companies which are deemed to be material are to be considered as Group Companies.

For the purposes of (ii) above, in terms of the materiality policy, a company (other than our Subsidiaries) shall be considered material and disclosed as a group company if the companies which are members of the Promoter Group of our Company and with which there were transactions in the most recent financial year and any stub period for which restated audited financial statements are included in the Draft Prospectus, which individually or in the aggregate, exceed 10% of the total restated revenue of the Company for the restated annual financial statements for the last three financial years.

Further as on the date of DRHP our company has not any group companies.

MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL POSITION AND RESULTS OF OPERATIONS

BUSINESS OVERVIEW

We have consistently grown in terms of our revenues over the past years. In the past years our revenues from operation were Rs. 11,127.91 lakhs in F.Y.2021-22, Rs. 12,599.45 lakhs in the FY 2022-23, Rs. 12,247.66 Lakhs for the period ended January 23, 2024 and Rs.7,130.99 for the period from January 24, 2024 to March 31, 2024. Our Net Profit after tax for the above-mentioned periods are Rs. 97.36 lakhs, Rs. 908.20 lakhs, Rs. 1,185.64 lakhs and Rs. 996.77 lakhs respectively.

Factors contributing to the growth of our Revenue:

FY 2021-22

1. Significant Surge in Revenue from Operations:

Our revenue from operations saw substantial expansion, increasing from ₹ 8,533.97 lakhs to ₹ 11,127.91 lakhs in FY 2021-22, reflecting an impressive growth of almost 30%. This growth was primarily attributed to the successful realization of organic opportunities within our current product offerings, particularly the increase in export contract revenue from diversified international clients.

2. Strategic Initiatives:

As part of our growth strategy, the company focused on promoting our capabilities and success stories with significant export projects, including partnerships with multinational clients, aligning well with our growth objectives. Increased visibility and accessibility in international markets played a pivotal role in the overall revenue surge.

FY 2022-23

1. Steady Revenue Increase:

Our revenue from operations experienced a positive trajectory, escalating from ₹ 11,127.91 lakhs in FY 2021-22 to ₹ 12,599.45 lakhs in FY 2022-23, marking a substantial growth of almost 13.22%. This increase was primarily a result of an increase in the number of export contracts awarded during FY 2022-23.

2. Strategic Marketing:

The company created a track record of positive testimonials and timely delivery of export projects, which clearly built trust and credibility in international markets, crucial for winning new contracts and maintaining a competitive edge.

FY 2023-24

1. Steady Revenue Increase:

Our revenue from operations experienced a positive trajectory, escalating from 12,599.45 lakhs in FY 2022-23 & reaching ₹ 12,247.66 lakhs for the period ended January 23, 2024, and ₹ 7,130.99 lakhs for the period from January 24, 2024, to March 31, 2024, marking a total of ₹ 19,378.65 lakh, Marking a substantial growth of almost 54%. This increase was primarily a result of an increase in the number of export contracts awarded during FY 2023-24.

2. Strategic Expansion:

The company expanded by taking on export projects in other countries, significantly enhancing our market presence and client base organically.

FINANCIAL KPIs OF THE COMPANY:*(Amount in Lakhs, except EPS, % and ratios)*

KEY FINANCIAL PERFORMANCE				
Particulars	January 24, 2024 to March 31, 2024	April 1, 2023 to January 23, 2024	F.Y 2022-23	F.Y 2021-22
Revenue from Operations	7,130.99**	12,247.66**	12,599.45	11,127.91
Growth in Revenue from Operations (%)	-	-	13.22%	30.40%
Total Income	7,324.98	12,476.60	12,700.22	11,840.68
EBITDA	1,385.66	2,176.10	1,749.30	495.41
EBITDA Margin (%)	18.92%	17.44%	13.77%	4.18%
Net Profit for the Year / Period	996.77	1,185.64	908.20*	97.36
PAT Margin (%)	13.98%	9.68%	7.21%	0.87%
Return on Net Worth	36.96%	36.35%	48.95%	10.45%
Return on Average Net Worth	33.46%	46.34%	65.17%	16.13%
Return on Capital Employed	10.04%	20.25%	26.77%	8.90%
Debt-Equity Ratio	3.99	2.10	2.25	3.73

EBITDA margin is calculated as EBITDA as a percentage of total income and PAT Margin (%) is calculated as Profit for the year/period as a percentage of Revenue from Operations.

➤ ***Rationale Increase in PAT 2022-23:**

The Bottom line for the fiscal 2023 increased to Rs 908.2 Lakhs as against Rs 97.36 lakhs in the fiscal 2022. An increase of 832.86% was due to the below:

Increased sales and expansion of market:

In 2023, the company experienced a 13.22% increase in revenue compared to 2022. This growth was primarily driven by an uptick in sales to existing customers and the addition of new customers. All revenue generated was from exports, reflecting the company's successful efforts in exploring and penetrating new international markets. Key contracts were secured in several countries, including Mexico, Greece, Cyprus, Oman, the United Kingdom, and Slovenia. The strategic expansion into these diverse markets played a crucial role in driving the overall revenue increase, highlighting the company's ability to adapt and grow in a competitive global environment.

Data driven explanation analysis:

- (i) The increase in revenue by addition of notable new customers in our customer portfolio from existing market is the key factor to be noted as explained below in detail:

Customers	Countries	Revenue (Rs in lakhs)	% of Total revenue
LLC PK SAMOBRANKA	Russia	1040.17	8.79 %
VITAL S A	France	381.01	3.22 %
NATURALA D.O.O	Croatia	291.34	2.46 %
MASAR ALBAHR TRADING COMPANY	Iraq	280.58	2.37 %
RUSSIAN VENTURE INVESTMENTS JSC	Russia	245.10	2.07 %
TOTAL		2238.2	18.91 %

- (ii) The increase in revenue by additional orders to existing customers is the key factor to be noted as explained below in detail

Customers	FY 22-23 Revenue (in lakhs)	FY22-21 Revenue (in Lakhs)
MONTROSE INTERNATIONAL	706.92	494.58
FORTUNE MED	510.37	480.18
GRAND STAR LTD	450.46	288.09
TESERO VERDE LLC	480.42	245.28
IPOSEA INDUSTRIA	528.81	235.83
TOTAL	2676.98	1744.16

(iii) The increase in revenue by exploring new markets and entering into new countries explained below in detail:

Country	Export value (Rs in lakhs)	% of Total export
Mexico	144.80	1.15 %
Poland	8.04	0.64 %
Greece	51.93	0.41 %
Cyprus	14.71	0.12 %
Oman	12.17	0.10 %
United Kingdom	19.53	0.16 %
Czech Republic	33.78	0.27 %
Slovenia	45.37	0.36 %
TOTAL	402.65	3.20 %

As a company grows and generates more revenue, it can often produce goods or services at a lower per-unit cost. With factors such as economies of scale, improved efficiency, operational leverage, strategic expense management, the cost of serving an additional customer is minimal compared to the revenue they bring in.

(iv) Another rationale for increase in profit number to note is the introduction of sales to Retail packaging sectors from the FY 2022-23 which generally carries higher margin comparing sales to distributors.

The YoY growth in revenue is due to continuous efforts of the management by way of effective marketing & advertising, better pricing, better customer retention policy, quality of products, expansion into new markets etc which ultimately contributes to the bottomline.

Clarification on Cost of Consumption:

(i) Balanced Increase in Costs:

While it may appear that there was no significant reduction in the cost of consumption, it's crucial to note that the increase was kept minimal at 2.64% despite a 13.22% rise in revenue. This was achieved through strategic procurement and supply chain optimizations.

(ii) Supply Chain Improvements:

We renegotiated contracts with key suppliers, locking in favorable rates that helped manage costs despite the increase in production volumes. Implementation of advanced inventory management systems reduced wastage and optimized raw material usage, keeping the cost of consumption in check.

Source of Information and Justification for Decrease in Freight Charges for the F.Y 2022-23:

During COVID-19, freight charges were significantly high in 2021-22. However, they decreased by 32.43% in 2022-23, as confirmed by industry reports and internal logistics data. This drop indicates a normalization of supply chains as global conditions improved. Key references include:

i. Industry Report:

According to Market reports Economic Times, global freight rates began to decline in late 2022 as supply chains stabilized, container availability improved, and port congestion eased. Few sources supporting the surge in freight costs due to global factors are give below:

1. **How Soaring Shipping Costs Raise Prices Around the World (imf.org)**
2. **The Rise of Freight Shipping Rates in 2023 (easyship.com) (For FY 21-22)**
3. **Review of Maritime Transport 2021 - Chapter 3: Freight rates, maritime transport costs and their impact on prices (unctad.org)**

ii. Geopolitical Factors:

While geopolitical tensions did introduce complexities, our proactive approach to diversifying shipping routes and working with multiple logistics partners helped mitigate the impact on freight costs. This strategic management resulted in the observed cost reductions.

1. **New Shenzhen lockdown will hit supply chains harder than Suez disruption - The Loadstar**
2. **Shipping Costs Rise, Transport Tightens as War Escalates in Ukraine | IndustryWeek**
3. **Russia's war on Ukraine could triple ocean shipping rates to \$30,000 per container, expert says | Business Insider India**

iii. Internal reports and communication from logistics partners:

The Intimation from our major logistics partners about the surge in freight costs due to macro economic and global factors are provided as attachment along with Industry analysis reports.

iv. Container / Volume increase in exports against decreasing freight:

In 2022-23, we exported goods using 1,100 shipping containers, up from 995 containers in 2021-22. The export tonnage also saw a significant rise, increasing from 17,500 MT in 2021-22 to 21,300 MT in 2022-23. Despite the higher volume of shipments in 2022-23, freight costs decreased due to the normalization of shipping routes. This contrasts with 2021-22, when freight charges were abnormally high due to the disruptions caused by COVID-19, which significantly impacted global shipping routes. The elevated freight costs during the pandemic not only increased expenses but also coincided with a lower volume of shipments compared to 2022-23. The reduction in freight costs in the latest fiscal year, despite an increase in shipping volume, reflects improved efficiency and the easing of pandemic-related supply chain disruptions. This allowed us to manage logistics more effectively, contributing to overall cost savings while handling greater export volumes.

In the year 2022-23 the shipping freight costs reduced to a great extent which helped us extend our service to same and new customer base with better profitability due to savings in shipping costs.

➤ ****Reason for the increased revenue from operation in FY 24**

The 53.81% increase is a indicator of the company's successful strategies in expanding market reach, improving production efficiency, and optimizing supply chain operations during the fiscal year. This figure better represents the company's performance and the effectiveness of its business initiatives in 2023-2024. The significant increase in revenue from operations for the FY 2023-2024 is primarily attributed to the following:

Data driven explanation analysis:

- (i) The increase in revenue by addition of notable new customers in our customer portfolio is one of the key factors as explained below in detail:

Customers	Revenue (Rs in lakhs)	% of total revenue
LLC NOVAL	785.91	3.97%
NAY-ALBASRA FOR GENERAL – DURRA	666.38	3.37%
ANGEL SARASA E HIJOS S.A	666.38	3.37%
MA.PR.I.COM.SPA	341.73	1.73%
ANHUI HUAYI FOODS CO LTD	312.76	1.58%
EURL RED SUNSHINE	297.50	1.50%
VASTEGA FLLC	259.00	1.31%

OOO INSOFT	204.10	1.03%
Prymat Spolka Z O.O	176.89	0.89%
TRAVERSO S.A	165.76	0.84%
TOTAL	3876.41	19.58%

(ii) The increase in revenue by additional orders to existing customers is the key factor to be noted as explained below in detail:

Customers	FY 23-24 Revenue (in lakhs)	FY22-23 Revenue (in Lakhs)
HERNAN ENRIQUE	562.92	373.91
MONTROSE INTERNATIONAL	921.74	706.92
BRIS LLC	613.36	243.86
GRAND STAR LTD	1072.39	450.46
LLC PK SAMOBRANKA	1256.39	1040.17
VITAL S A	856.38	381.01
COMERCIAL RIOVERDE, S.A	845.17	16.08
NATURALA D.O.O	755.78	291.34
TOTAL	6884.13	3503.74

*As per the above table, it can be observed that the orders from existing customers increased during the FY 23-24 comparing FY 22-23. Orders from existing customers having major positive variance alone highlighted. However, it is common to have lower orders from existing customers as this above trend cannot be assured from other existing customers also. The varying phenomenon is common in any kind of business or industry as orders from few customers may increase or decrease during a particular period. But in aggregate the increase in overall revenue is majorly contributed from our existing customers during to better customer retention policy, better pricing, quality and timely supply of products etc

(iii) The Increase in revenue supported by exploring new markets and entering into new countries which is explained in the below table:

Country	Export value (Rs in lakhs)	% of Total export
China	312.76	1.61%
Belarus	259.00	1.34%
Kuwait	50.97	0.26%
Ukraine	39.33	0.20%
Lebanon	27.96	0.14%
Armenia	16.75	0.09%
Switzerland	9.56	0.05%
South Africa	7.06	0.04%
TOTAL	723.40	3.73%

The Remarkable increase in revenue from operations for the fiscal 24 is mainly from favourable industry trends with support for the products in International markets and the subsidies and incentives by the Indian Government in the recent years for the agro based products and exporters. Favourable Monsoon in the fiscal 2024 where the entity procures its raw materials also proved to be the major factor to meet the surge in demands globally.

Additionally , continuous improvement and streamlining of polices for effective marketing and advertising of our products in International markets, better pricing to compete in the local markets, improved distribution channels, improved supply chain and logistics to meet the surge in demand, improved customer retention policy, addition of new customers to the customer portfolio, Increased consumer spending in the countries like Russia and expansion into new markets such as China, Belarus, Kuwait, Lebanon, Armenia, Switzerland, Ukraine, South Africa which made the entity to be one of the leading exporters in the Country.

RESULTS OF OUR OPERATIONS

For the period 1st April, 2023 to 23rd January, 2024

Income Analysis:

The Entity generated Rs12,247.66 from its core operations with major sales through export. The Revenue from operational activities continue to improve YoY comparing the previous years.

The Income from non operational activities stands at Rs 228.95 lakhs with major contribution from favourable foreign exchange fluctuations as the entity is into exports and receivables are subject to forex exposure.

Expenditure Analysis:

Cost of Consumption:

The major expense for the company is on Purchase of raw materials, which is Rs 9363.47 lakhs . This represents a significant portion of total expenditure.

Changes in Inventory:

The inventory levels is managed to be at optimum level to meet the sales demand with closing inventory maintained as at the end of the period January 23, 2024 at Rs 3578.24 lakhs due to the below factors:

Seasonal Production:

Inventory levels maintained higher as the company dealing in seasonal products, producing and carrying more inventory during off-peak periods ensures they have sufficient stock to meet peak season demand without overwhelming the production capacity during busy times

Anticipation of Increased Demand:

The company is expecting a surge in customer demand due to upcoming seasonal trends, promotions, or market conditions. By carrying more inventory, the company ensures it can meet this expected demand without facing stockouts

Lead Time Reduction:

By holding more inventory, the company can reduce lead times for customers. Faster fulfilment can enhance customer satisfaction and competitive advantage, especially in markets where quick delivery is valued.

The Surge in demand to can be seen during the period January 24 to March 31, 2024 in revenue from operations agreeing to maintain higher inventory levels during this period.

Direct Manufacturing Expenses:

Costs directly related to manufacturing are Rs 1,854.85 lakhs. This, along with raw materials, makes up for the bulk of production costs. As the business comprises majorly of exports, freight and logistics costs forms the major part of direct expenses.

Employee Benefits Expenses:

Employee-related costs are Rs 318.59 lakhs, which is relatively moderate compared to other expenses.

Finance Costs:

Interest and other finance-related expenses stand at Rs 286.32 lakhs majorly comprising of interest from borrowings from banks for working capital and term loans availed for the business.

Depreciation & Amortisation:

Non-cash expenses related to asset depreciation and amortization amount to Rs 97.78 lakhs.

Other Expenses:

Miscellaneous expenses total Rs 307.96 lakhs which predominantly comprising of admin and general expenses.

PAT analysis:

The Profit after tax remains at Rs 1185 lakhs with PAT margin for the period being 9.68%. Increase in topline and adoption of cost effective methods, synergy and achieving economies of scale increased the margins for the company for the period. The increase in revenue and reduced costs significantly contributed to the bottomline for the period April 2023 to January 23, 2024.

Fiscal 2023 compared with fiscal 2022**Revenue from Operations**

The Revenue from Operations of our company for fiscal year 2023 was ₹ 12,599.45 Lakhs against ₹ 11,127.91 Lakhs for Fiscal year 2022. An increase 13.22% in revenue from operations. This increase was due to primarily attributed to the successful realization of organic opportunities within our Pickles Export business, particularly the increase in demand for our high-quality products from diversified international clients.

The details elaborating the successful realization of organic opportunities are as follows:-

The Total Income increased by 7.26% for the fiscal 2023 as against the immediate fiscal 2022. The major increase in total income is contributed by increase in revenue from operations which increased by 13.22%. The YoY growth is due to continuous efforts of the management by way of effective marketing & advertising, better pricing, quality of products, expansion into new markets etc.

(i) The increase in revenue by addition of notable new customers in our customer portfolio from existing market is the key factor to be noted as explained below in detail:

Customers	Countries	Revenue (Rs in lakhs)	% of Total revenue
LLC PK SAMOBRANKA	Russia	1040.17	8.79 %
VITAL S A	France	381.01	3.22 %
NATURALA D.O.O	Croatia	291.34	2.46 %
MASAR ALBAHR TRADING COMPANY	Iraq	280.58	2.37 %
RUSSIAN VENTURE INVESTMENTS JSC	Russia	245.10	2.07 %
TOTAL		2238.2	18.91 %

(ii) The increase in revenue by additional orders to existing customers is the key factor to be noted as explained below in detail :

Customers	FY 22-23 Revenue (in lakhs)	FY22-21 Revenue (in Lakhs)
MONTROSE INTERNATIONAL	706.92	494.58
FORTUNE MED	510.37	480.18
GRAND STAR LTD	450.46	288.09
TESERO VERDE LLC	480.42	245.28
IPOSEA INDUSTRIA	528.81	235.83
TOTAL	2676.98	1744.16

(iii) The additional contribution from expansion to new markets can be seen in the following table below:

Country	Export value (Rs in lakhs)	% of Total export
Mexico	144.80	1.15 %

Poland	8.04	0.64 %
Greece	51.93	0.41 %
Cyprus	14.71	0.12 %
Oman	12.17	0.10 %
United Kingdom	19.53	0.16 %
Czech Republic	33.78	0.27 %
Slovenia	45.37	0.36 %
TOTAL	402.65	3.20 %

The YoY growth in revenue is due to continuous efforts of the management by way of effective marketing & advertising, better pricing, better customer retention policy, quality of products, expansion into new markets etc.

Direct Manufacturing Expenses

Decrease in freight charges during FY 2023 against FY 2022:

Transport and freight costs were typically higher in FY 21-22 compared to FY 22-23 due to several factors related to the global supply chain disruptions caused by the COVID-19 pandemic. The freight charges include shipping and logistics expenses incurred to export the goods abroad to our customers and the freight charges for the fiscal 2022 was as high as Rs 2924.56 lakhs.

The pandemic led to widespread disruptions in global supply chains, causing significant delays and increased costs. Ports were congested, container shortages were common, and logistics networks were strained. This drove up transportation and freight costs as demand outstripped supply. During FY 21-22, there was a surge in demand for goods, especially as economies began to reopen and recover from the initial impact of the pandemic. This increased demand for shipping and logistics services, further pushing up costs. There were labour shortages in the logistics and transportation sectors during FY 21-22, particularly due to COVID-19-related restrictions and health concerns. This led to higher labour costs, which were passed on to freight charges.

By FY 22-23, many of these disruptions began to ease. Supply chains became more stabilized, container availability improved, and port congestion reduced. Additionally, global demand for goods began to normalize. These factors led to a reduction in transport and freight costs. Companies and industries adapted to the challenges by improving their logistics and supply chain processes, which also contributed to a decline in costs in FY 22-23.

Also Geo political tension had a profound impact on international logistics, leading to increased costs, delays, and disruptions across various modes of transport. The conflict exacerbated existing challenges from the COVID-19 pandemic and introduced new complexities in global supply chains. The issue followed up with disruption on trade routes, Sanctions and trade barriers Supply chain uncertainty supply chain diversification etc

The sanctions and restrictions on usage of international route to Russia by various countries hindered the logistics where the ships are forced to alternate routes which in turn increased our burden on the freight costs. Also transport costs were generally higher due to the covid lockdowns and restrictions

During the following year 2023, the freight charges had significantly decreased by 32.43% due to the subsequent normalization of the condition and adoption of the situation by the freight and logistics industry had a positive impact on our profit numbers due to reduced costs and effective supply chain management.

SECTION VII – LEGAL AND OTHER INFORMATION
GOVERNMENT AND OTHER STATUTORY APPROVALS

General Approvals

Certificate issued by the Directorate of Industrial Safety and Health, Government of Tamil Nadu, on January 09, 2024 Factory License, VLR05197 to our Company for Unit I.

Certificate issued by the Directorate of Industrial Safety and Health, Government of Tamil Nadu, on June 14, 2024 Factory License, VLR12435 to our Company for Unit II.

Certificate of Registration issued by the Assistant Inspector of Labour, Government of Tamil Nadu on September 02, 2024 Shops and Establishments TNCHEAIL15CHESE-6-24-00001 to our company Registered office .

Licenses/ Approvals for which applications have been made by our Company and are pending:

NIL

Business Related Approvals

Sr. No.	Type of License/Approval	Issuing Authority	Reference / Registration / License No.	Date of Issue/Renewal	Valid up to
1.	Green Card for 100% Export Oriented Unit	Ministry of Commerce and Industry (MEPZ)	3062/MEPZ	January 24, 2024	December 31, 2026
2.	Merchant Cum Manufacturer Exporter {Preserved Gherkins (Cucumber)}	Federation of Indian Export Organisations	SR/491/2021-2022	January 24, 2024	March 31, 2026
3.	Self-Sealing Permission (SSP)	Office of the Commissioner of Customs (Preventive)	CUS/EPF/SSP/314/2024-POL	February 07, 2024	<i>valid until cancelled</i>
4.	Issue of Health Clearance Certificate	Department of Public Health and Preventive Medicine	0741/A3/2024	February 08, 2024	<i>One Year from the date of Issue</i>
5.	Stability Certificate	TRL Associates	NA	February 01, 2024	January 31, 2027
6.	AIR Pollution Certificate <i>Unit-I</i>	Tamil Nadu Pollution Control Board	2405257471776	March 25, 2024	<i>March 31, 2034</i>
7.	<i>AIR Pollution Certificate Unit-II</i>	<i>Tamil Nadu Pollution Control Board</i>	<i>2301150119542</i>	<i>April 20,2023</i>	<i>March 31, 2028</i>
8.	Authorized Economic Operator Certificate	Central Board of Indirect Taxes and Customs	INAAEFF2130J1F227	March 11, 2024	May 16, 2025
9.	Fire Service license <i>Unit I</i>	Deputy Director, Fire & Rescue Service, North western Region Vellore-1	186340	May 08, 2024	<i>One Year from the date of Issue</i>
10.	<i>Fire Service license Unit II</i>	<i>District Officer Fire & Rescue Services Tirupathur District</i>	<i>177032</i>	<i>April 02, 2024</i>	<i>One Year from the date of Issue</i>
11.	Water Pollution Certificate <i>Unit I</i>	Tamil Nadu Pollution Control Board	2405257471776	March 25, 2024	<i>March 31, 2034</i>
12.	<i>Water Pollution</i>	<i>Tamil Nadu Pollution Control</i>	<i>2301150119542</i>	<i>April 20, 2023</i>	<i>March 31,</i>

Sr. No.	Type of License/Approval	Issuing Authority	Reference / Registration / License No.	Date of Issue/Renewal	Valid up to
	<i>Certificate Unit II</i>	<i>Board</i>			<i>2028</i>

Intellectual Property Related Approvals

Details of intellectual property Registered by our Company have been provided below:

<u>S.No.</u>	Trademark/Copyright	Class	Nature of Trademark/ Copyright	Owner	Trademark No. and Date	Status
1.		30	Logo	Freshara Agro Exports Limited	6172327	Registered
2.		43	Logo	Freshara Agro Exports Limited	6172329	Registered
3.		35	Logo	Freshara Agro Exports Limited	6172332	Registered
4.		30	Logo	Freshara Agro Exports Limited	6172331	Registered
5.		29	Logo	Freshara Agro Exports Limited	6172326	Registered