

Chaman Lal Setia Exports Ltd.

(A Govt. Recognised Star Export House)
Regd. Office : Meerankot Road, P. O. Central Jail,
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Facsimile : 91-183-2590453, 91-184-2291067
E. Mail : setiarice@yahoo.com, clsetia@rediffmail.com
CIN No. : L51909PB1994PLCO15083

An ISO 22000 : 2005
Certified Co.

Dated: 05.08.2025

To

The Secretary
BSE Ltd.
Corporate Relationship Dept.,
14th floor, P. J. Tower,
Dalal Street, Fort
Mumbai - 400 001
Stock Code – 530307

The Secretary
National Stock Exchange of India Ltd.
Exchange Plaza, Plot no. C/1, G Block,
Bandra-Kurla Complex,
Bandra (E),
Mumbai - 400 051
Stock Code – CLSEL

Dear Sir/Madam,

Sub: Disclosure under SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

In compliance with Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, Please find attached herewith Investor Presentation.

The aforesaid information is also being hosted on the website of the Company viz., www.clsetl.in

Kindly take the above document on record and acknowledge.

Thanking You

Yours Faithfully

For Chaman Lal Setia Exports Limited

(Rajeev Setia)
Joint Managing Director & CFO
Din :- 01125921

ENC: AS ABOVE

CHAMAN LAL SETIA EXPORTS LIMITED



Investor Presentation
Q1FY26



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TABLE OF CONTENTS



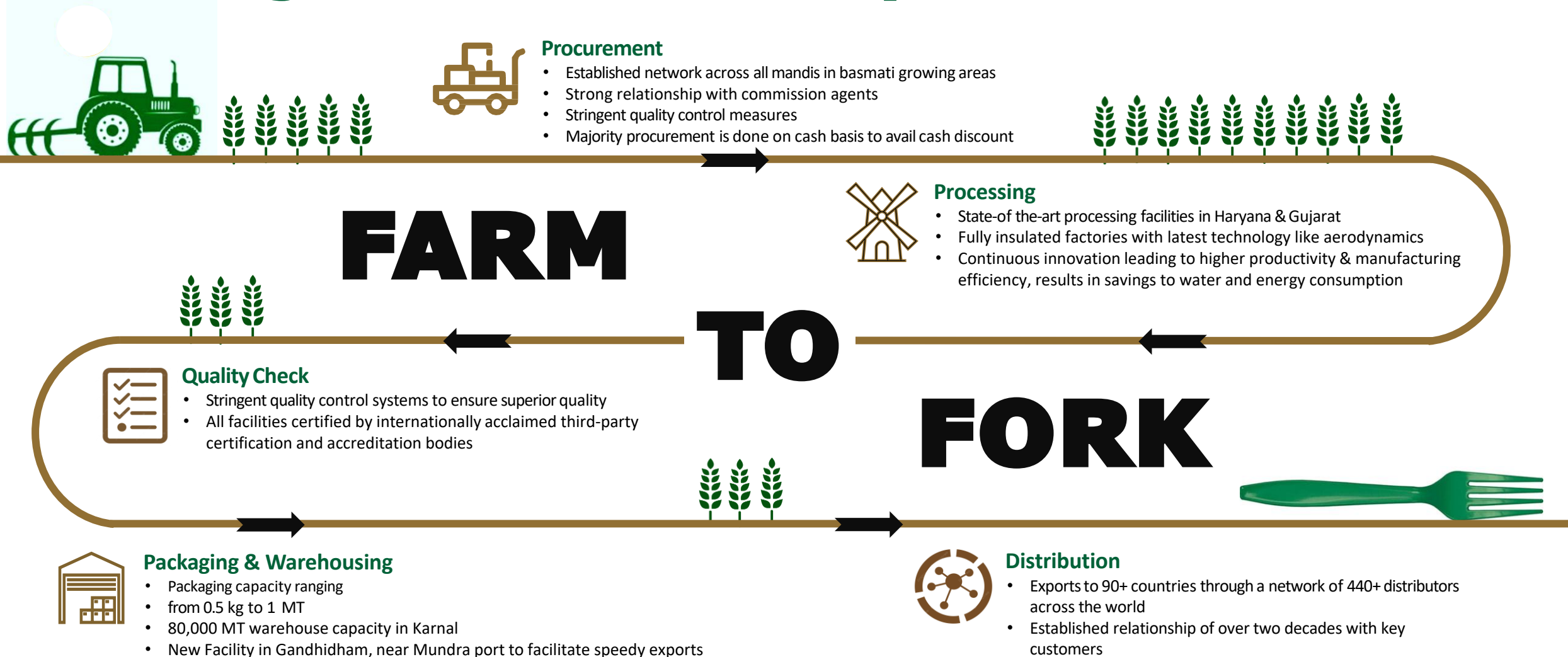
1. Business Overview
2. Performance Highlights
3. About Us
4. Annual Financial Highlights
5. Export Market Overview

BUSINESS OVERVIEW



BUSINESS MODEL

Fully Integrated Farm-to-Fork Operations



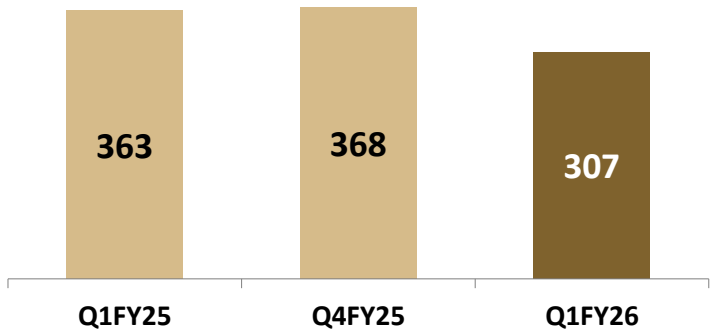
Q1FY26 PERFORMANCE HIGHLIGHTS



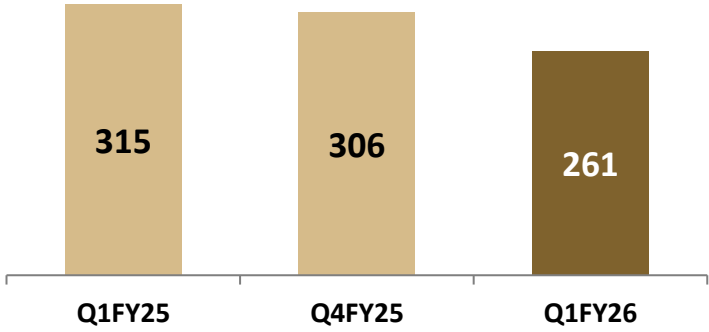
KEY PERFORMANCE CHARTS

(Q1FY26)

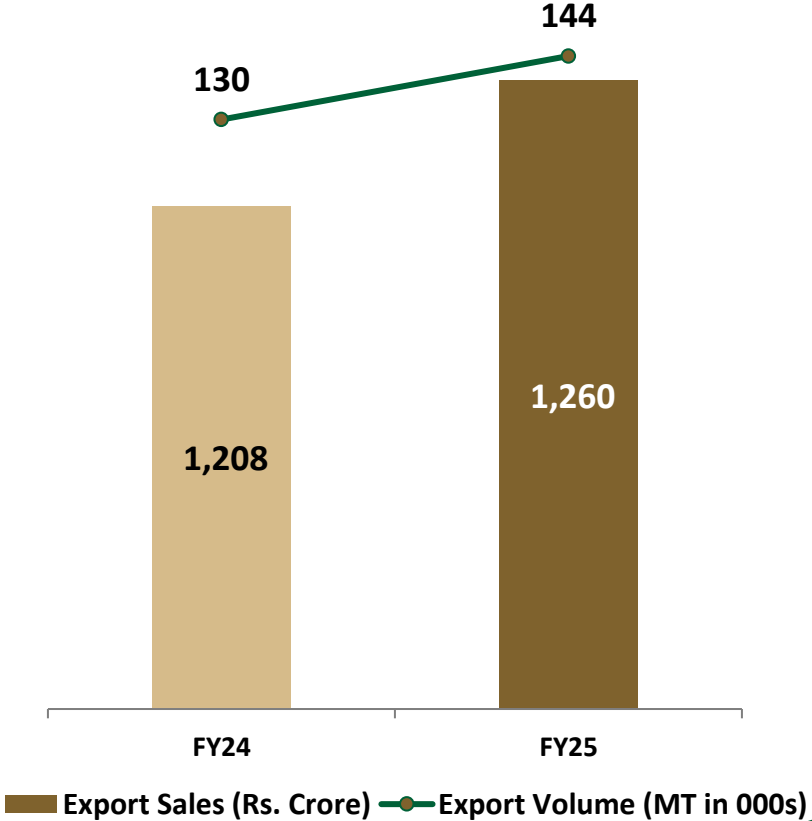
Revenue (Rs. Cr.)



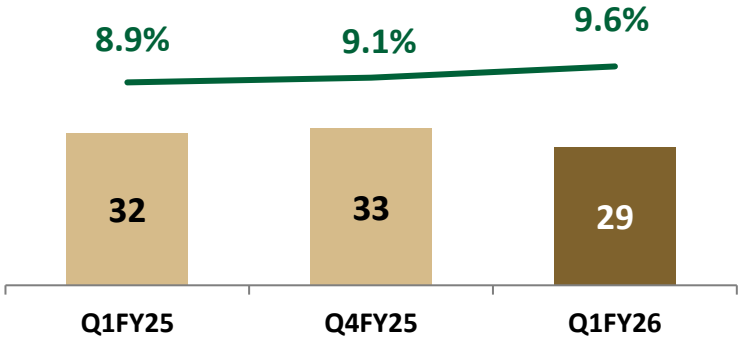
Export Revenue (Rs. Cr.)



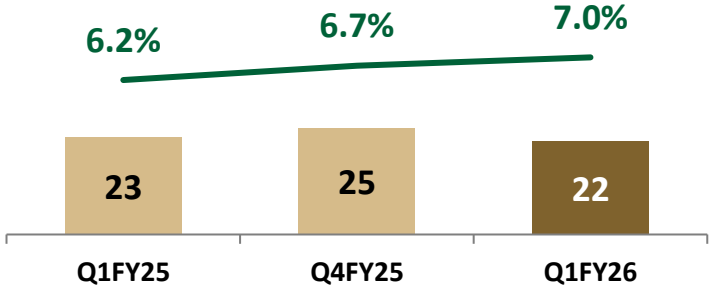
Annual Export Sales & Volume



EBITDA (Rs. Cr & Margin %)



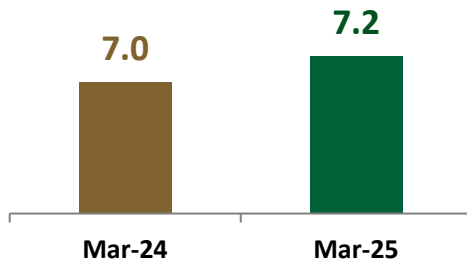
Profit After Tax (Rs. Cr & Margin %)



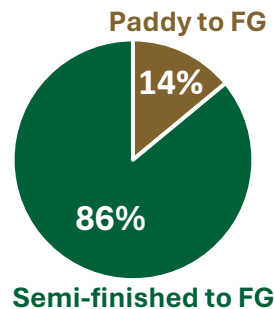
PRUDENT INVENTORY MANAGEMENT

Leading to Superior Cash Conversion Cycle

Asset Turnover (x)



Procurement Split



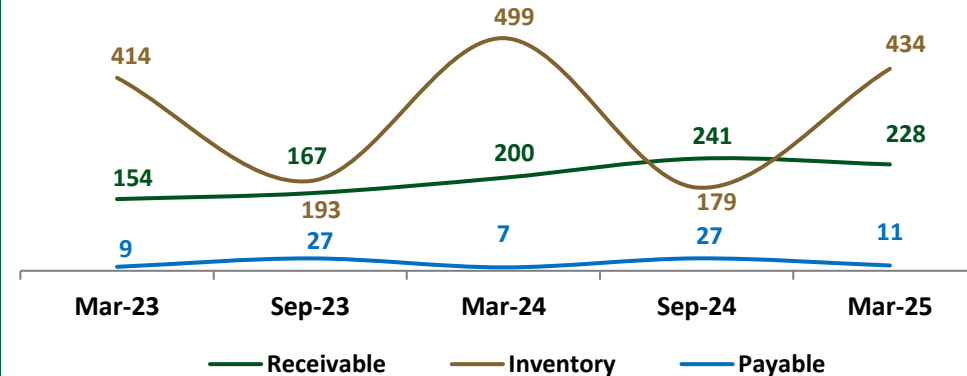
*Gandhidham CapEx revenue has not captured till date

Majority of the production is through procurement of semi-finished rice and conversion to finished rice (mostly requiring Sortex), keeping the overall processing cycle short, and the company remaining relatively asset light.

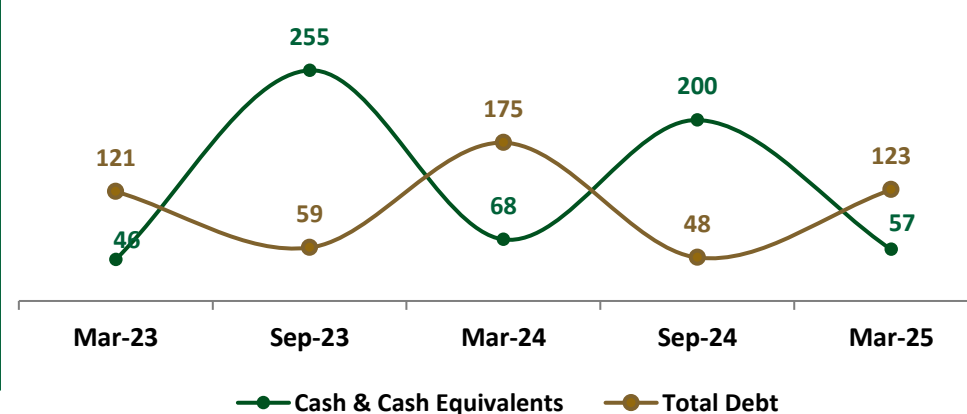
Inventory holding remains moderate as the company does not engage in ageing and thus, has lower inventory risk

Procurement of Paddy starts in Oct-Nov, resulting in increased inventory levels

Asset Light Model with lower Inventory Risk (Rs. Crore)



Total Debt and Cash (Rs. Crore)



Working Capital Analysis

Company follows a structured working capital cycle where the inventory rises in H2 due to bulk procurement of rice / paddy post kharif harvest to help prepare for upcoming demand. This is funded by internal cash and short-term debt.

As sales occur in H1, inventory gets liquidated, cash increases, and debt reduces.

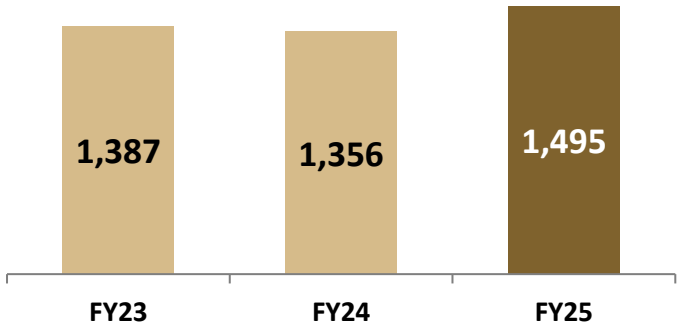
QUARTERLY INCOME STATEMENT

(Q1FY26)

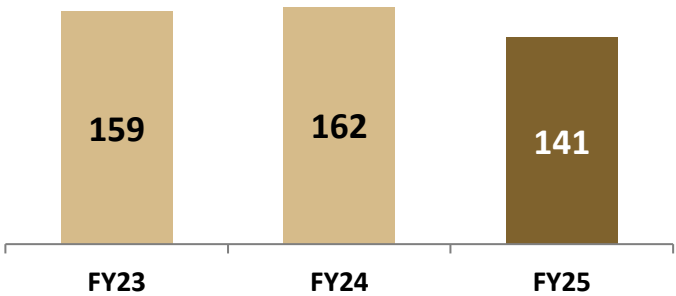
Particulars (INR Cr.)	Q1FY26	Q4FY25	Q1FY25
Net Sales	307.3	367.7	362.8
Cost of Goods Sold	231.0	283.3	293.9
Gross Profit	76.3	84.4	69.0
Gross Margin (%)	24.8%	22.9%	19.0%
Employee Expenses	4.8	5.5	4.4
Other Expenses	42.1	45.5	32.4
EBITDA	29.4	33.4	32.1
EBITDA Margin (%)	9.6%	9.1%	8.9%
Other Income	2.2	1.9	1.6
Depreciation	1.1	-1.2	1.5
Profit Before Interest & Tax	30.6	36.4	32.3
Interest	1.9	4.7	2.0
Profit Before Tax	28.8	31.7	30.2
Tax	7.1	7.2	7.6
Net Profit	21.6	24.6	22.6
PAT Margin (%)	7.0%	6.7%	6.2%
EPS (Reported) (Rs.)	4.35	4.93	4.37

KEY ANNUAL FINANCIAL CHARTS

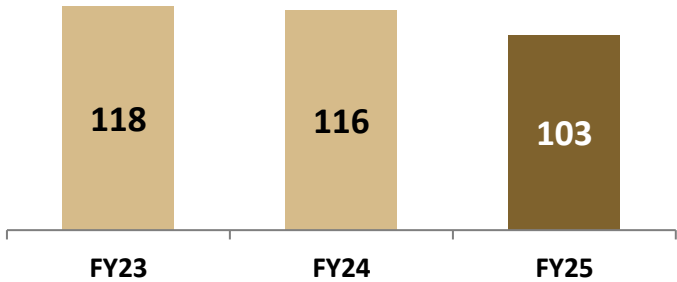
Revenue (Rs. Cr.)



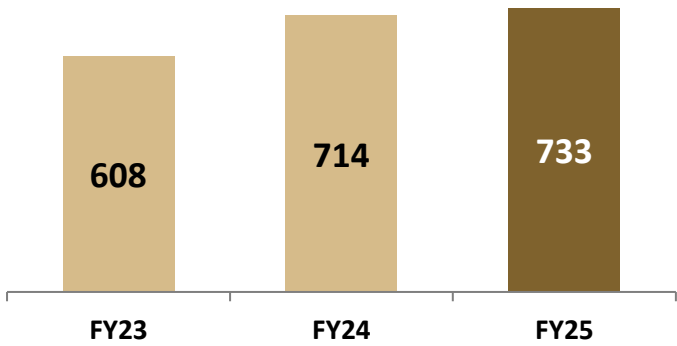
EBITDA (Rs. Cr)



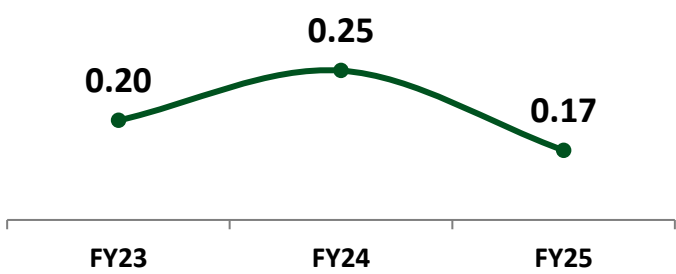
Profit After Tax (Rs. Cr)



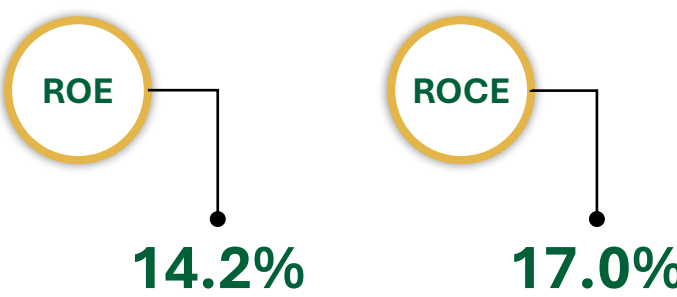
Net Worth (Rs. Cr)



Debt to Equity Ratio (x)

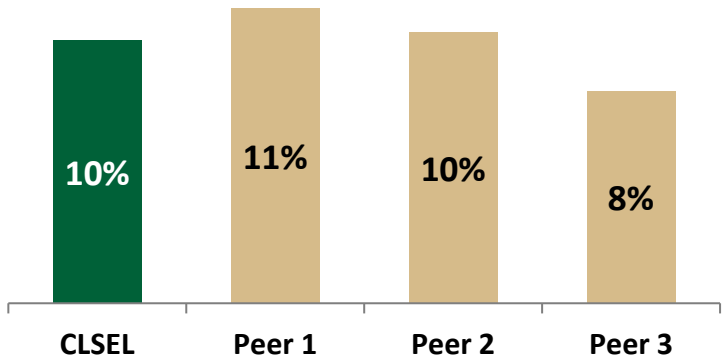


Return Ratios (%) FY25



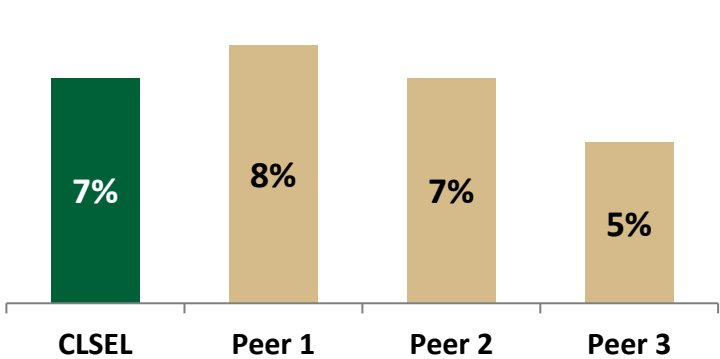
BENCHMARKING OPERATIONAL EXCELLENCE (FY25)

EBIT Margin



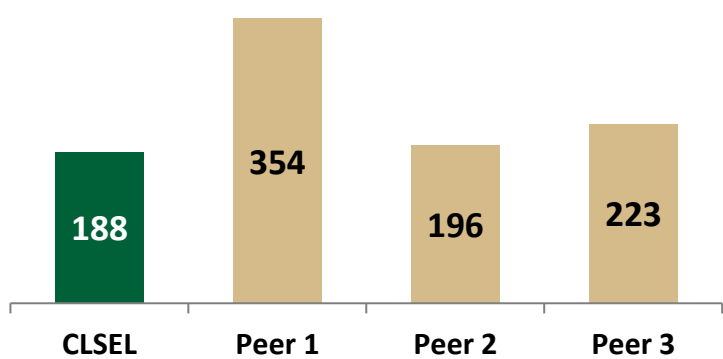
Despite industry pressures, the company maintains a healthy EBIT margin of ~10%, a testament to its operational resilience and staying competitive with the top performers in the sector.

Net Profit Margin



Delivering Sustainable Profitability with a margin of ~7% which underlines the company's ability among its peers.

Net Working Cycle Days

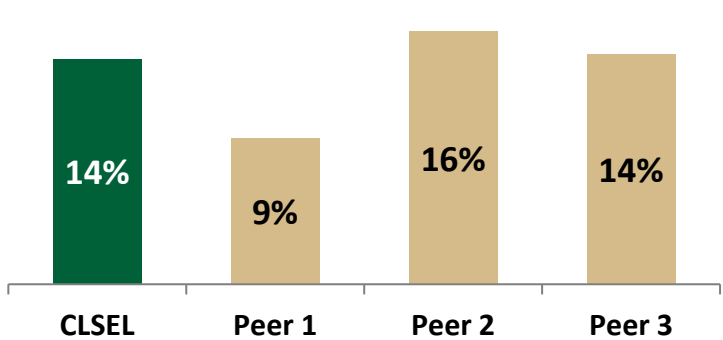


Net Working Cycle of ~188 days, significantly lower than peers, highlights efficient inventory and receivables management.

Operational excellence is evident in the company's healthy margins and lean working capital cycle, highlighting strong execution, cost efficiency, and agility across market conditions.

BENCHMARKING OPERATIONAL EXCELLENCE (FY25)

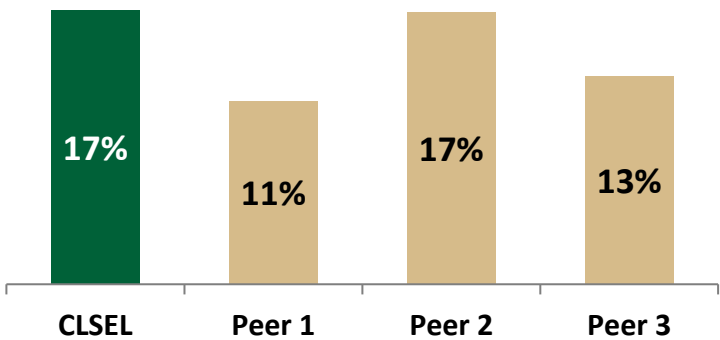
ROE



*ROE Calculated on Full year Basis

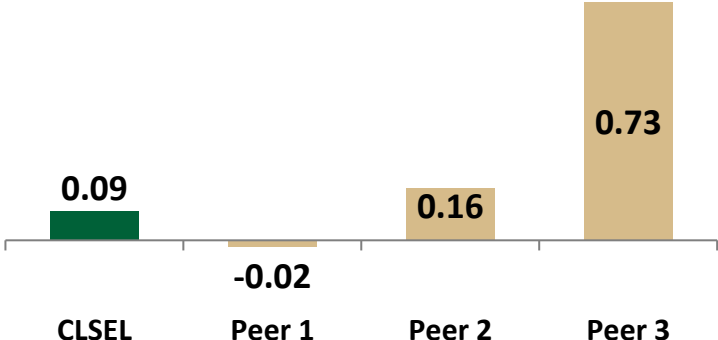
ROE of ~14% reflects strong earnings performance and prudent capital allocation, placing the company among the top performers in shareholder value creation.

ROCE



ROCE at ~17%, matching the best in the industry, reflects strong capital productivity and disciplined asset utilization.

Net Debt to Equity (x)



A Net Debt/Equity ratio of ~0.1, demonstrates strong financial discipline and a robust capital structure benchmarked among the most conservatively financed peers, offering ample headroom for future growth.

Consistently benchmarking at par or above peers
company stands out as a financially resilient and value-focused player in the Industry

ABOUT US



CLSEL AT A GLANCE

Since 1974 (~50 Years).....



JOURNEY (1/2)

First Rice Factory

First factory was established in Amritsar, Punjab



First Export Shipment

First export shipment was to Singapore under the flagship name "MAHARANI"



Star Export House

Recognized as a star export house



Corporate House

Registered as a corporate house with the name Chaman Lal Setia Exports Ltd



1974



CLSEL Founded

The company started rice milling

1977



In-house Brand Launch

Maharani Basmati Rice was trademarked & launched

1980

1982



Second Factory

Established in Amritsar, Punjab

1985

1989



Third Factory

Established in Karnal, Haryana

1993

1994



Public Listing

Company became public and was listed on BSE

1995

JOURNEY (2/2)

Diabetic Friendly Rice
Certified for "Rice suitable for diabetic" which is low in GI (Glycemic Index)



New Packaging Unit
Set up new packaging unit in Gandhidham, Gujarat



Globetrotters
Exported to 89 countries with over 300+ private label brands



Shares Buy Back
Rs. 60+ Crores of Buyback of Shares



2004



Private Label
Private labelling was launched

2012



3 Star Export House
The company was recognized as a 3- Star export house

2016

2018

2021



NSE
With effect from 12.05.2021, the company was listed on NSE

2022

2023



Revenue crosses Rs. 1000 Cr + mark
Company achieved revenue of Rs. 1,387 Crs in FY23

2024

2025



Expansion in Packing Units
Added 2 Packing Units to increase the Volumes

KEY MANAGEMENT



Mr. Vijay Kumar Setia
Chairman & Managing Director



Mr. Rajeev Setia
Joint Managing Director & CFO

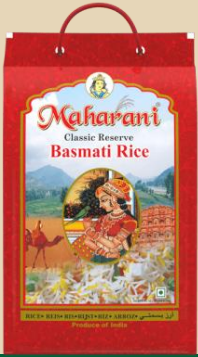
PRODUCT PORTFOLIO



Maharani Supreme Basmati Rice



Maharani Basmati Rice 1121



Maharani Classic Reserve Basmati Rice



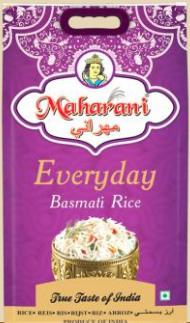
Maharani Rice Suitable for Diabetics



Maharani Royal Basmati Rice (Golden Sella)



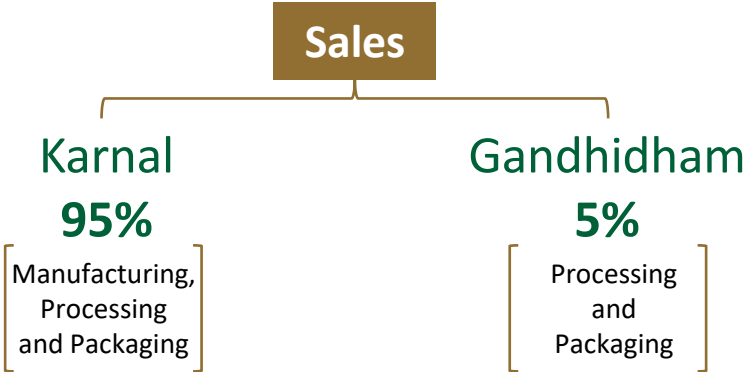
Maharani Brown Basmati Rice



Maharani Everyday Basmati Rice

PROCESSING & WAREHOUSING INFRASTRUCTURE

100% of products manufactured locally



Our Facilities Conform to World-Class Standards

 <div>US FDA</div>	 <div>ISO 22000:2018</div>	 <div>Organic products standards</div>	 <div>BRC [British Retails Consortium]</div>	 <div>USDA</div>
 <div>Halal India</div>	 <div>FSSAI License</div>	 <div>APEDA Certified</div>	 <div>Kosher</div>	 <div>HACCP</div>

Silos Capacity 18,750 MT	12 Sortex 660 MT/day	Warehousing 82,500 MT
12 Dryers 330 MT/day	Packing Units 13	

Our infrastructure



MARKETING CAMPAIGNS

INDUS FOODS 2025



GULFOOD DUBAI 2025



THAIFEX ANUGA 2024



AGRO PACK IRAQ ERBIL 2023



COMPANY STRENGTHS



Huge Basmati Rice export opportunity



Among the leading exporter of Basmati Rice from India, exporting to 90+ countries



Strong processing and warehousing capabilities



Robust financial performance, with sustained cash surplus



Asset light business model, with prudent inventory management



Long-track record of shareholder value creation



ANNUAL FINANCIAL HIGHLIGHTS



ANNUAL INCOME STATEMENT

Particulars (INR Cr.)	FY21	FY22	FY23	FY24	FY25
Net Sales	851.5	932.5	1,387.3	1,355.6	1,495.3
Cost of Goods Sold	588.0	684.3	1,058.4	1,051.9	1,167.1
Gross Profit	263.5	248.2	329.0	303.8	328.1
Gross Profit Margin (%)	30.9%	26.6%	23.7%	22.4%	21.9%
Employee Expenses	11.1	12.7	15.0	17.7	18.7
Other Expenses	134.5	140.3	155.1	124.2	168.3
EBITDA	117.9	95.2	158.9	161.9	141.1
EBITDA Margin (%)	13.8%	10.2%	11.5%	11.9%	9.4%
Other Income	3.3	3.9	11.5	9.6	8.7
Depreciation	5.1	5.3	5.9	7.1	3.6
Profit Before Interest & Tax	116.1	93.8	164.5	164.4	146.1
Interest	6.5	6.8	7.3	9.9	9.8
Profit Before Tax	109.7	87.0	157.2	154.5	136.4
Tax	27.7	22.1	39.5	38.9	33.5
Net Profit	82.0	65.0	117.7	115.6	102.9
PAT Margin (%)	9.6%	7.0%	8.5%	8.5%	6.9%
Earnings Per Share (Reported) (Rs.)	15.86	12.57	22.76	22.36	20.68

ANNUAL BALANCE SHEET

Particulars (INR Cr.)	FY23	FY24	FY25
Equity & Liabilities			
Equity			
Equity Share Capital	10.3	10.3	9.9
Reserves and Surplus	598.1	703.6	722.9
Capital Redemption Reserve	-	-	0.4
Total Equity	608.4	714.0	733.3
Non-Current Liabilities			
Long term Borrowings	49.5	56.2	62.1
Deferred Tax Liability	1.5	1.6	1.0
Total Non-Current Liabilities	51.0	57.9	63.0
Current Liabilities			
Short-term Borrowings	71.1	118.8	61.1
Trade Payables	8.6	7.3	11.4
Other Current Liabilities	17.0	17.7	25.3
Short-term Provisions	61.8	78.8	73.6
Total Current Liabilities	158.5	222.6	171.5
Total Equity & Liabilities	817.9	994.4	967.8

Particulars (INR Cr.)	FY23	FY24	FY25
Non-Current Assets			
Property, Plant and Equipment	132.8	142.8	155.8
Intangible Assets	0.1	0.1	0.2
Capital Work in Progress	8.8	5.3	6.1
Other Non-Current Assets	0.3	0.3	0.4
Total Non-Current Assets	142.0	148.6	162.4
Current Assets			
Inventories	414.4	499.4	433.8
Current Investments	0.1	0.1	0.1
Trade Receivables	153.9	199.6	228.5
Cash & Cash Equivalents	30.1	0.3	0.2
Other Bank Balances	15.3	67.0	57.3
Loans	0.6	0.7	0.9
Other Current Assets	61.5	78.6	84.7
Total Current Assets	675.9	845.8	805.4
Total Assets	817.9	994.4	967.8

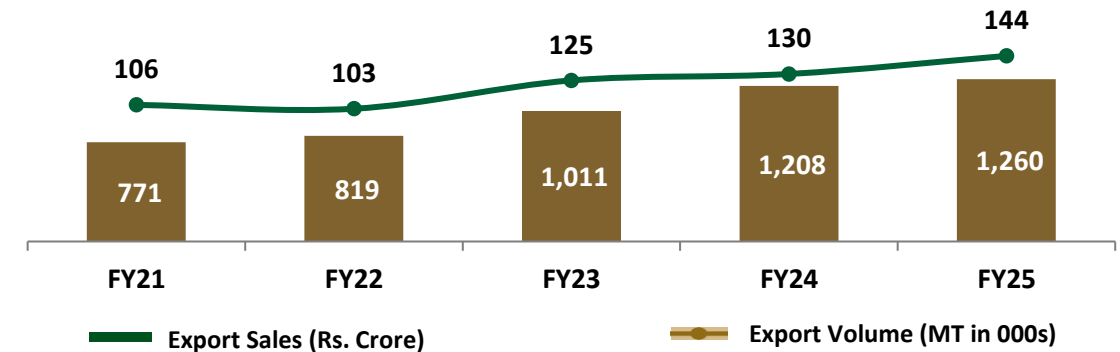
EXPORT MARKET OVERVIEW



LEADING BASMATI RICE EXPORTER

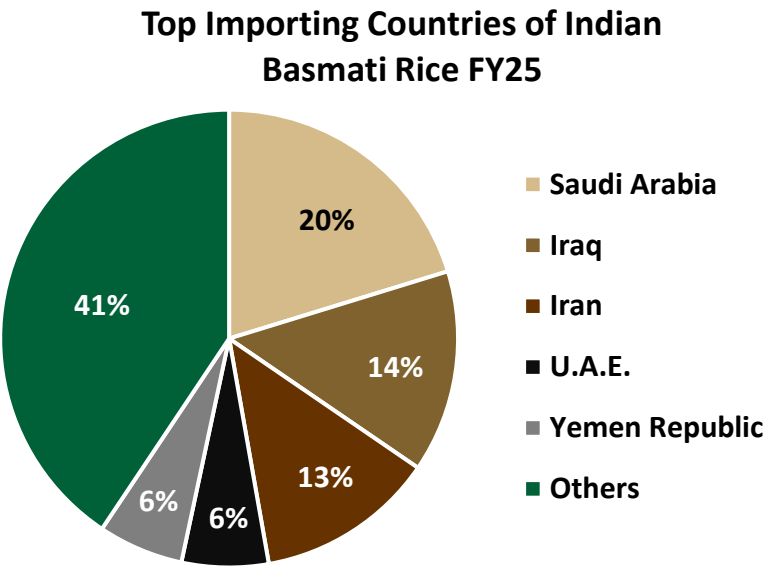
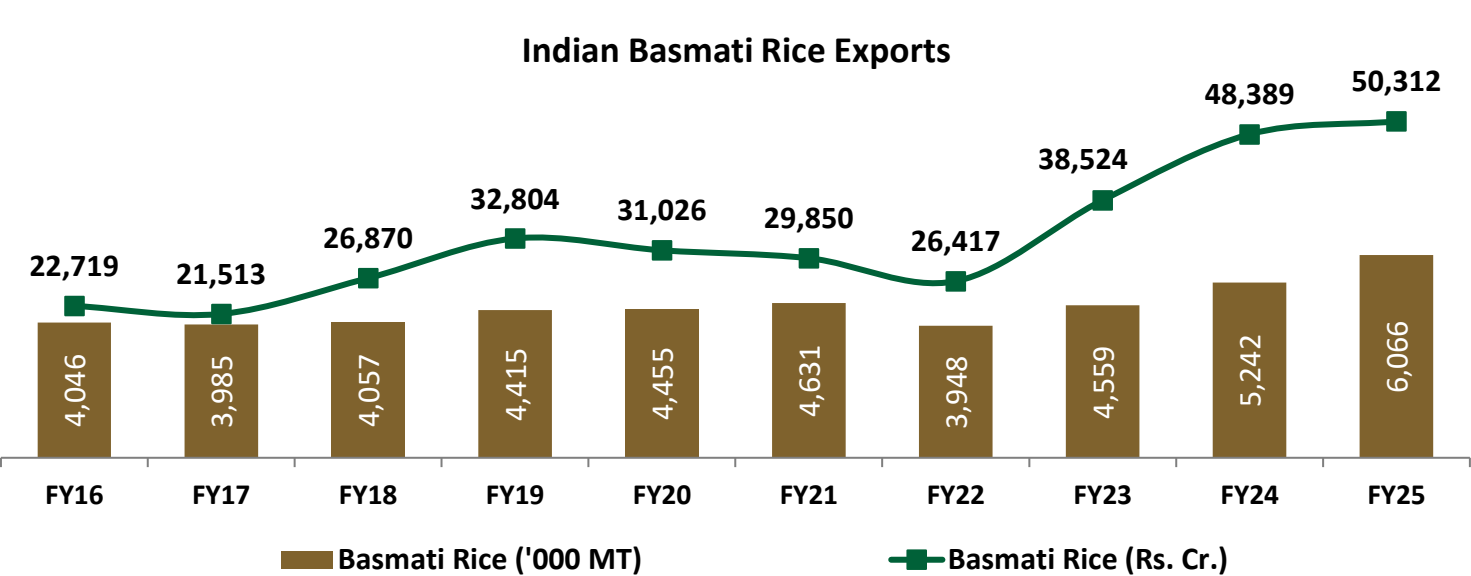
With over 4 decades of experience in Rice Exports, CLSEL is rightly poised to benefit from the export opportunity

- Exporting since 1982 – established clientele provides repeat business
- Flagship brand ‘Maharani’ present in **35+** countries
- Exports insured through **ECGC** cover
- Recognized as a **3 Star** Export house
- **440+** distributors with average relationship of ~15 years
- Exports contributes **~84%** of revenues



**Exports sales and volumes including China were at Rs. 1,210 cr. and 168,000 MT respectively*

INDIA'S BASMATI RICE EXPORTS OPPORTUNITY



Industry Highlights

- India is one of the largest producer of Basmati rice, with balance quantities from Pakistan. Indian Basmati rice has got Geographic Indication (GI) recognition and thus, enjoys a strong dominance in exports (160+ countries), especially to Middle East.
- India Exported 198.65 lakh tonnes of rice till March 25 in FY25, marking a ~21% increase over the previous year's full exports. Growth was seen across all categories—basmati, parboiled, non-basmati, and broken rice. Strong global demand and rising industrial use (like ethanol and poultry feed) continue to support export momentum.

Source: APEDA, as of March 2025 & Economic Times



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Company Secretary

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Investor Relations / Consulting

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THANK YOU...