



“Mishtann Foods Limited Q2 FY-25 Earnings Conference Call”

November 06, 2024



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MR. NIKHIL VORA – INTERNAL AUDITOR
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MODERATOR: **MS. CHANDNI CHANDE – KIRIN ADVISORS.**

Moderator: Ladies and gentlemen, good day and welcome to Mishtann Foods Limited Q2 FY25 Results Conference Call hosted by Kirin Advisors.

As a reminder all participants' lines will be in the listen-only mode and there will be an opportunity for you to ask questions after the presentation concludes. Should you need assistance during the conference call, please signal an operator by pressing '*' then '0' on your touchtone phone. Please note that this conference is being recorded.

I now hand the conference over to Ms. Chandni Chande from Kirin Advisors. Thank you and over to you ma'am.

Chandni Chande: Thank you. On the behalf of Kirin Advisors, I welcome you all to the Conference Call of Mishtann Foods Limited. From Management Team, we have Mr. Karnik Pillai – Management Representative, Ms. Shivangi Shah – CS and Compliance Officer; Mr. Mikil Vora – Internal Auditor and Mr. Darshan, who is Accounts Manager.

I now hand over the call to Mr. Karnik Pillai. Over to you sir.

Karnik Pillai: Good afternoon everyone. I warmly welcome you to our First Conference Call for Mishtann Foods Limited.

It's a pleasure to connect with you today as we discuss our Q2 FY25 "Performance and Strategic Initiatives".

This quarter, we are happy to report solid growth that reflects our team's unwavering commitment to quality, efficiency and product development.

Mishtann Foods has been a pioneering force in the Indian food industry for over a decade, delivering premium Basmati Rice, known for its quality and taste. We are specialized in the processing, manufacturing and exporting of a wide range of rice, including premium Basmati and emerging varieties. We maintain the highest quality standards to advance technology and rigorous quality control, ensuring we meet the diverse preferences of customers worldwide.

Our state of the art manufacturing facility in Gujarat is equipped with advanced technology that ensures precision and quality in every grain of rice. With an expanding distribution network across multiple states and growing markets in the Middle East. Mishtann Foods is now recognized as a trusted name globally. Our recent entry into the Middle East and planned expansion into the USA and Singapore, reflect our commitment to becoming a global player, introducing Mishtann's value driven products to a broader international presence.

Looking forward to future, we are highly optimistic about the opportunities in our ethanol project, which aligns with our vision of sustainable growth and value creation. The 1000 KLPD ethanol facility under construction in Gujarat is a landmark project that will allow Mishtann Foods to contribute to India's green energy goals, while diversifying our revenue streams. We anticipate this facility will be operational by mid-2026 providing a significant boost to our long term financial performance. In terms of industry dynamics, the Basmati Rice market continues to experience steady growth with existing demand for high quality emerging rice variety. As consumers step towards healthier and more organic food, Mishtann Foods is well positioned to capture this trend with our focus on quality and nutrition.

Turning to our Q2 FY25 "Financial Highlights":

Our total income for the quarter reached Rs.341.89 crores reflecting robust demand and representing a 17.38% increase compared to the previous year. We achieved an EBITDA of Rs.108.37 crore translating to an EBITDA margin of 31.70% driven by our operational efficiency and effective cost management. Our net profit stood at Rs.106.57 crore, representing a 21.89% year-on-year growth, while our EPS reached Rs.0.99. Underscoring our commitment to delivering sustainable value for our stakeholders.

Looking ahead, we will continue to focus on enhancing profitability, expanding our market presence and supporting eco-friendly practices that meet the rising demand for responsible food production. Through continuous innovation, operational excellence and global expansion, we are well positioned to create long term value for our investors, customers and the communities we serve. Thank you all for the continued trust and support.

With that, I would like to open the floor for questions.

Moderator: Thank you very much. We will now begin the question-and-answer session. The first question is from the line of Rajesh an Individual Investor. Please go ahead, sir.

Rajesh: Sir, my question is that the half year ending April - September '24, our total sale is 724 crores, whereas in the balance sheet it shows the trade debtors is 824 crores. So, can you give some light on this, and what is the breakup of this trade receivable. That is breakup within three months debtors due within three months, six months and one year.

Darshan: Yes. Rajesh, this is Darshan, I manage the account side for Mishtann Foods Limited. The debtors that you are talking about are more in the nature of the new markets that we have tried to penetrate recently. As you are aware, the company has forayed into the Middle Eastern Market since the last financial year, and in order to set up our markets, in order to gain a more competitive advantage in those newer sectors, we have been a little bit aggressive. But I can

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assure you that all these issues are in the safe hands and they will be realized over the necessary period of three to six months. So, there is nothing to be pertinent about these receivables.

Rajesh: But Darshan, our turnover is 724 crores only, whereas the trade receivable stand at 824 crore, that is more than 120% and whereas the cash balance is only 23 lakhs. So, saying this, this is really very panic situation, in my opinion. And can you give me this detail of, breakup of trade debtors that is outstanding within three months, six months and one year.

Darshan: Right sir. Sir please don't look at it in the manner that it is 120 times of the figures that you have quoted. Sir, in order to get into a newer market which was not on our cards for a long time, we had to take some aggressive measures, some drastic measures. So, we initially, what we did is that we started inculcating those markets. We started understanding the demand of those markets, and then we found that the normal business phenomena which was being followed by many peers in those areas, we also had to follow those same rules. Now, if you start operating in the Middle Eastern markets you would find that they have a very robust legal system. So, the amount of any kind of receivables going bad is very low on the side. People generally are very law abiding, they generally keep their word, and the element of a particular trade transaction going bad and resulting in bad debts is very minimal, and plus the markets that we are operating like Bahrain, Oman, Qatar, these are extremely safe countries in which most of the Basmati sellers have not faced any such problems. Yes, there are certain pockets in which those things have happened, but those are the pockets that we try not to operate on. We do not offer any credit in those areas. So, at this moment, I can assure you that, please don't think that the company is going aggressive, and we do not have a tab on the amount of receivables that we are trying to put in the market. And as far as our three month, six months, nine months, receivables table is concerned, if you can leave your email ID with me, I will be very happy to share this information with you.

Rajesh: So, where should I leave it, sir?

Darshan: Sir you can just send me a mail at info@mishtann.com.

Rajesh: Thank you Darshan. Darshan next question is regarding, what is the credit time we are giving for conquering this new market, this is new market.

Darshan: Sir, it all depends upon what kind of person that we are dealing with when the areas.

Rajesh: On an average, this new market you said this Oman, Qatar, etc., Middle East, so what is the credit terms we have given?

Darshan: We have to go for at least 180 days, because these are markets which are new for us. And it is a regular phenomenon given by most of the companies. If you look at the legacy companies in the

peer group, you would find that they are also going for 365 days of inventory of receivables. I would like to raise a point here sir, that if you go through any of those latest news reports, there is not even one single report in which it has been said that money which has been sent to any of these countries has not been realized. Yes, last-to-last year there were some anti-social elements who did some kind of hanky-panky's in certain markets, because those markets have been neutralized and nobody does business with those markets. I would not like to name them, but that information will be available with you sir.

Rajesh: Okay, and the standalone turnover is only 81 crore for this quarter.

Darshan: Yes, sir.

Rajesh: So, what is the expectations for the standalone increase in this turnover?

Darshan: Sir standalone is going to remain in the same level, a bit here and there. The reason being, India has become a very competitive market, as far as Basmati is considered. So, what happens is that, the margins are coming down on a daily basis. On top of that, what has happened is the price of Basmati has gone up. So, consumption patterns in many places in India have replaced Basmati with normal long grain rice. So, if I start selling Basmati, I would not be able to make those necessary profitability initiatives, and because of that my operational cost start rising. So, we found that it is always better to go for niche markets, find markets where margins are higher. Find markets where demand, let me give you a very interesting fact, if you look at the Middle Eastern market there is a very high consumption versus wastage ratio. So, if somebody buys 1 kilo of rice, if the consumption is something like 400, 500 grams then there is always possibility there around 400, 500 grams of rice is wasted, or it goes into charitable purposes. So, automatically, their consumption patterns are much higher than what is happening in India, in spite of the fact that they have a low population base.

Rajesh: Okay, thank you. And the last question is regarding this ethanol plant, on the previous talk you have told this will commence between middle of 26. So, what's the actual clarity, and when will it's effect be seen in the balance sheet, when we will get the financial gains.

Darshan: We have the things which need to be ready at our end like land, that's ready, the necessary infrastructure is in place, financials are also arranged, but to make this plant operational we are heavily dependent on the government, just like we had the Nano plant, it took around five to six years to make that plant because government say to bring it soon and we have signed the memorandum of understanding as well, but government also have few challenges which they can't fulfill and then we have the elections so their priorities change. So, we are on it and Mishtann is very strong financially, and have outlay of 2250 crore and in that we have to bring around 100, 125 crore so we are ready with it. We have all the land which is needed for it but there is some problem from the central ground water board, some are local environmental

clearances. So, we are trying to solve it on a daily basis. So, we hope that probably another two financial years, this should start contributing very handsomely to our balance sheet.

Moderator: Thank you, sir. The next question is from the line of Tara Kaur from VY Capital. Please go ahead.

Tara Kaur: Sir just wanted to ask you that, how are your arrangement with the farmers, do you have quantity or quality assurance from them, and how many farmers are currently aligned with the company, company for the regular supply?

Darshan: Yes, Ms. Tara, this is Darshan again. So, I will address this question in two sides. The first side is, our direct interactions with the farmers through contract farming. So, for that, we have a tacit arrangement of around 15,000 farmers mostly spread in the states of Haryana and Rajasthan, who are doing farming for us. But these are not exactly, contractually laid down agreements, but we have been in touch with these farmers for more than 15, 20 years. So, a particular kind of crop that they grow in that particular area, particularly the geographical area, we generally try to give them a better price and take it so that we can process that particular rice, and then sell it at higher prices on a higher grade, that is one. The second facet is, we have very good relationships with agricultural mandates around most of North Indian towns. You can take Fazilka, you can take Bundi, you can take Mandsaur, you can take Dhun. So, the Patel family has been interacting with these kind of farmers for the last 25, 30 years. So, this particular cohesive arrangement has been there, and the quality is maintained by say, but some kind of trust which has been built over so many years. I am very proud to say that as far as my being associated with this company for nearly 10 years we have never had any major product returns or any kind of legalities where our products quality has been questioned.

Tara Kaur: Okay sir. And my second question is that your product portfolio includes various types of salts. How is that market evolving around this product and from where you are sourcing this various type of salts?

Darshan: Could you please repeat your question, it just crackled little bit.

Tara Kaur: Okay, my question is that your product portfolio includes different types of salt. So, how is that market evolving around this product and where you are sourcing this different types of salts?

Darshan: Okay. So, at present Mishtann has introduced certain varieties of salt. The first is edible common salt, which is very commonly used in most households. The second is crystal salt, which has a particular amount of demand mostly in the South Indian markets. And the third is a rock salt, which is primarily sourced from imported materials. So, these are the three kinds of salts which has been introduced as our product line. I would very proudly be able to share that just give us let's say 15, 20 days, and you would see a huge corporate action that we are taking in this

particular area to increase the visibility, the accessibility, the availability of the salt, and as far as our quality is concerned we have most quality certifications on board regarding salt, so that's a real stellar product that has been introduced by the company.

Tara Kaur: Okay, but how well you are prepared because there are other key competitors also in the salt market?

Darshan: Yes, your question is very pertinent here. Salt is extremely in demand in most of the areas around the country. So, although we are not focused on the tier one cities, we are more focused on the tier two, and tier three cities which is more of a combination of price differential and faster delivery. So, for example if you are trying to buy a bag of salt for let's say a standard price of Rs.20, and I am Mishtann Foods Limited who is able to offer you that same salt at a lower product differential. There is always this possibility that you would pick up my salt. On top of that, the retailer always tries to push the particular salt, which gives him higher margins. Because when we go to a shop we never say that give me A salt or B salt or C salt, in a tier two or tier three town. The question always is, could I have a bag of salt, so the retailer tries to push in whatever salt he wants to. So, on this particular price differential we have been able to penetrate the market very well.

Tara Kaur: Okay, sir. And sir my last question is that, how many dealers we are currently have, dealers / distributor, and any plan to expand that particular account?

Darshan: Okay. So, as on date the company would have around 125,000 distributors, but those are not directly associated with Mishtann Foods Limited. We sell our product to one another company who manages our entire dealership basis. This is done in order to reduce operating cost, so that we don't have to take care of day to day requirements of somebody asking for let's say 10 tons, and the other person asking for 25 tons, and the third person asking for 50 tons. So, we give out most of our producers to the main company, and they decide to send it across. And this 125,000 retailers, the plan is, okay let me put it this way. Give me another 30 days or so and we are coming up with a huge corporate access, so this particular retailer base is going to go up to at least 160,000.

Moderator: Thank you, ma'am. The next question is from the line of Sandesh Chaudhary an Individual Investor. Please go ahead.

Sandesh Chaudhary: Why there is just merely 1% tax rate applicable on Mishtann Foods, whereas other corporates are paying 26% corporate tax?

Darshan: Sir, our corporate taxation is governed by rules of United Arab Emirates. Whatever taxation is required in India, we are paying at the point pertinent taxes of the country. But, the tax rates are quite lower in the United Arab Emirates. So, when you get into the averaging of it, it comes

down to a very lower rate, but since you mentioned 1% I will just check on this point again and get back to you on this.

Sandesh Chaudhary: And there was a GST notice of more than 100 crores, are there any updates from company, what we are doing on it?

Darshan: The matter is subjudice, and it would not be pertinent to comment on that particular thing right now. But, what I can tell you is that, it is a matter of interpretation and till date, the matter has been perceived for more than two, two and a half years. But, apart from the show cause notice nothing has come. In order to fortify this entire demand the department has to prove that we have indulged in any kind of wrongdoing. But if the matter still remains that whether it's a matter of interpretation, so there is a very little movement in this. On a hypothetical case, even if, let's say a certain demand is created, which is like farfetched, I don't think that's going to happen, even if it's farfetched Mishtann has the necessary financial strength to take care of it as and when required.

Sandesh Chaudhary: And the subsidiary which was started in Singapore, what is the update on it?

Darshan: The Singapore subsidiary has started operating within a minor range. We are trying to penetrate new areas, because we are very new in that area. When you look at markets like Cambodia, Laos, Thailand, Singapore, etc., there are established players there. But the two reasons for Mishtann bringing into that area one is that margins are higher on certain commodities, and number two, the taxation rates are lower compared to other parts of the world, so we would be able to give a better returns to our stakeholders. But, at the same time competition levels are very high, compliance levels are very high, and operating in those areas are easy, but it requires a lot of effort. So, at present we are, what we are doing is consolidating our team, consolidating our markets, using a sales force to understand the entire dynamics of the game, so that probably by next year we should be able to start operations in full manner.

Sandesh Chaudhary: And there was the stake sale by the promoter in the month of July. Is there any reason to worry about that?

Darshan: No, not at all. Please, these are day to day actions which are taken. And, I can only repose your confidence in the company by naming that the company has been invested in by Nomura Holdings, who are very praiseworthy of Mr. Patel's involvement in the business, the state of art machinery of the company and the way our distribution channels are operating. On top of that, that company has also been invested in by Maybank PTE, which is one of the major investment banks of Malaysia. Apart from that, money has also flowed in from certain European funds like Citrine, etc and we have had really successful rights issues, so a little bit of minorities stake sell by the promoter in order to some raise some funds. I don't think that's a matter of worry.

- Moderator:** Thank you, sir. The next question is from the line of Tarun Banerji from GLS Pharma. Please go ahead.
- Tarun Banerji:** This is Tarun Banerji from Kolkata. I am an Individual Investor. My question is, since the Gujarat government is involved in this regard, and the substantial amount they are putting into this factory, is there any profit sharing or any interest of Gujarat government regarding this ethanol plant, because you said that you are coming with 100 crores, and the rest amount will be put by Gujarat government. So, how this is possible in general idea, why should government be involved in a small company, public or promoter limited company?
- Darshan:** Yes, Mr. Banerjee, your question is absolutely apt. Let me address it in two ways. The first question and first answer is no, the Gujarat government is not involved in the particular industry in any manner, they don't have any profit sharing arrangements, they don't have any capital contribution, they don't have anything else apart from regulatory supervision, which is done across the bush for all companies around the country. Now let me come to the second part, the entire financing of the ethanol plant would be done in two phases. 5% of the equity has to be brought in by the company, the remaining 95% of the equity would be brought in by public sector bank through our loan. This loan is in the part of a particular strategy that has been devised by Government of India, and they have directed most of the state owned banks to devise some kind of financing arrangement under which ethanol can be promoted. Now, the reason for ethanol being promoted is like ethanol has a multitude of uses, number one it goes into the spirits industry, number two it goes into petroleum industry, number three it goes into industrial uses. Now, in order to reduce the oil pool deficit and to lighten the oil pool budget, what the government has done is that they are mixing ethanol into motor spirit and high speed diesel. So, in motor spirit, initially the mixing was around 5%, which has gone up to 10% now. So, that is the reason government is trying to promote it, but yes to straight answer to your question, government does not have any commercial interest in it.
- Tarun Banerji:** Okay, thank you very much for the clarity. My another question is that, as compared to last year performance, your margin has been expanded to 32% as compared to 19%. So, keeping in that competitive age of our company, will it be possible to continue with 32% of margin in future or in the coming quarters?
- Darshan:** Mr. Banerjee, we are operating in a very niche environment. We are not trying to compete with bigger players in the market and trying to run after the necessary profits. Our aim is to make it sustainability, our aim is to make sure that this profit remains probably on a stagnant level, and we are able to deliver more benefits to all our stakeholders. So, I can very confidently say that, there is no matter of worry and we will keep delivering these because we have put in so much of efforts and so much of energy and so much of resources into our sales teams in the last two years that you can definitely see the remarkable change. And another point is that, I would at the point of repetition, I will tell you just give me 30 days, and you will see a new Mishtann in your

vicinity, in a very short while, and that would be a matter of pride for you, and you will be thinking of this day that, oh yes, this was the corporate action that the Board was talking about.

Tarun Banerji: Thank you, Mr. Darshan for assuring this, because I have not seen much presence in Eastern region particularly in Calcutta since I am there in Calcutta. Hopefully, by your words within 30, 40 days, I hope I can see some good products of Mishtann.

Darshan: Absolutely, the markets of Silchar, the markets of Chipur, we have pushed our product into those markets and if you send me a mail on info@mishtann.com I will be very happy to share the name of the retailers of the company.

Moderator: Thank you, sir. The next question is from the line of Praveen an Individual Investor. Please go ahead.

Praveen: Actually, my question is related to our trade receivables. Last year, I can see our trade receivables is around 591 crore, and this keep on increasing, when we are realizing this receivables into cash, is there any deadline or something?

Darshan: Sir generally we have a three to six months for realization of those receivables. But when it comes to foreign receivables, for example the new markets of United Arab Emirates, Qatar, Doha and all those places, we might even have to stretch it to six to eight months depending upon how the markets are operating. But let me reassure you that the legal systems in these countries are extremely robust, and we have had no cases of bad debts.

Praveen: Okay. We will realize all these receivables right in the last six to eight months?

Darshan: Yes.

Praveen: Thank you. And my one more question is related to ethanol plant and you signed MOU with the state of Gujarat in the year of 18-19 or something right?

Darshan: It was in 2021 sir.

Praveen: So, will we be commencing the plant in another two years?

Darshan: Sir, at the point of repetition, I would say that I am ready with the land, I am ready with my financial contribution, I am ready with my entire plan. But there are many challenges that I am facing for example the central groundwater board, permission from the National Green Tribunal, and the government's priorities keep on changing from time-to-time, but we are very happy, and we are very hopeful that they would be able to sort the issues and let us operate the plant as earliest. But, yes we are definitely looking as another two financial years' time to start it.

- Moderator:** Thank you, sir. The next question is from the line of Gautam from President Capital. Please go ahead, sir.
- Gautam:** Sir, I was asking that for the evaluation purpose we will be taking your consolidated profit. I hope I am not wrong. So, constantly, you are showing around 100 crores net profit in every quarter, but the company is not getting any kind of valuation regarding that. So, what is the reason for this, if you could explain?
- Darshan:** Gautam, our objective at present is very clear, we are trying to build on the financial fundamentals of the company. Valuation is something which is not basically in our control and on top of that, that is not an area that we are looking out at the moment, if I am able to deliver to my stakeholders what I have, automatically in time the market would make a perception about the company and automatically start offering valuations.
- Gautam:** Absolutely right. But for valuation, we will be taking your consolidated profit only that is the right way to value?
- Darshan:** Sir, I leave it totally on you about this, because at present, I am not looking at that area.
- Moderator:** Thank you, sir. The next question is from the line of Sachit Gupta from Gupta Family Office. Please go ahead.
- Sachit Gupta:** Sir my question is, what kind of diversification we are looking at for the company going ahead, any regional diversification or any product diversification?
- Sachit Gupta:** Guptaji, good to hear you after a long time. Sir, talking about diversification I'll let you know three things, you give me a month we are bringing in new corporate actions which I cannot divest to you at this point, but yes, please be assured that Mishtann is going to come with a very strong visibility factor in the market, number one. Number two, as far as product diversification is concerned, we have introduced complete range of salt, we have increased the range of rice, we are coming up with black salt, we are also in preliminary discussions with other players around the market to develop smaller plug and play industrial parks. Somebody wants to come to India and set up an industrial park, we will make everything ready for them they can just plug and start playing there. So, that is another area that we are talking about. We are also in talks about, partnering with EV component manufacturers. But these are very way down the line, our core financial a FMCG, we are diversifying our core business very nicely. We have tapped new markets in India, earlier we were praised in South India and now we are going toward Eastern India as well. We have tapped North Eastern market where our salt is selling in higher quantity, other than this our financial numbers in UAE are showing you how good the market is doing for us. So, we have taken all these measures.

- Sachit Gupta:** Sir my next question is, don't you see any risk in the near term which can change your strategy in future or that can be a risk for your business?
- Management:** Sir the company has been running by two generations, we run away from the word risk because at the end of the day we are answerable to you. I would not do anything by which I might create a situation and then you come up saying why this was done when you don't know about it. My strength is FMCG, agricultural products, to make good quality rice with 15,000 contract farmers, my strength is to create a good equation with the grains market and take good products from there. So, I am using my strong points only, but after second generation we will have third generation as well, India is changing we can't be in just one thing so we trying to going in backward and forward linkages in ethanol product. So, we are doing all this but not at the cost of taking some humongous amount of risk. We will take the risk which is in our appetite, and which we can mitigate we will work only on that. Our financials are not zig-zag we are consolidating it, we are making it strong fundamentally so we can answer you with confidence.
- Moderator:** Thank you, sir. The last question is from the line of Rekanjeet Singh an Retail Investor. Please go ahead.
- Rekanjeet Singh:** Sir, I want to know about your tax rate, any PLI scheme whose benefit you are getting and your tax rate has been going 1%, 2% since last one years or till when you will get this benefit. Earlier we used to pay tax more and now it's low, so want to know on this.
- Darshan:** We have no such scheme, but we have taken initiatives to reduce taxation, firstly we have shifted our normal markets to such countries where tax rate is low, it's not that we want to save tax but we want to get better margin which we are getting there. A major volume of people have moved to these markets for better livelihood, around 4.5 lakh people moved to US. We have seen a very good example of countries to Middle East because if you will see the service industry is mostly of Indians which has been concentrated there, and when those will go there then our FMCG demand increases there. And when the demand is more then we saw the markets are lucrative for us because if I give you an example, the amount of rice you get in Rs.1, if you will go to buy the same in 1 Dirham you will get less, whereas in comparison Dirham is more expensive currency. So, what happens is that we decided to venture into those markets because we wanted to reap the benefits. Number one, number two, when we went there, we found that corporate taxation rates were lower. So, please do not look at it in this way that we are trying to save taxes, or we are trying to not pay taxes. The aim is to get into markets, where we can earn more margins, where we can give better value to our stakeholders.
- Moderator:** Thank you sir. I now hand the conference over to Ms. Chandni Chande from Kirin Advisors for closing comments. Thank you, and over to you, ma'am.



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- Chandni Chande:** Thank you everyone for joining the conference call of Mishtann Foods Limited. If you have any queries, you can write to us at research@kirinadvisors.com. Once again, thank you for joining the conference.
- Moderator:** On behalf of Kirin Advisors that concludes this conference. Thank you for joining us and you may now disconnect your lines.