

White Organic Agro Ltd.

(Formerly known as - White Diamond Industries Ltd.)

Q4 & FY17 Result Update Presentation
May 2017



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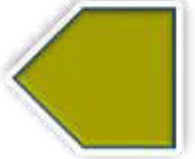
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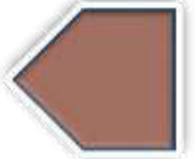
➤ **Chairman’s Message**



➤ **Consolidated Quarterly & Annual Financial Highlights**



➤ **Company Overview**



➤ **Business Overview**



➤ **Way Ahead**



Chairman's Message





Commenting on the quarterly results, Mr. Darshak Rupani, Chairman and Managing Director, White Organic Agro Limited said :

"The last two quarters reflects the performance of the organic agro activity of the Company. This financial year end FY16-17, we have registered a very strong revenue growth of over 400% and an increase in our overall profit of nearly 300%. As already communicated to the Stock Exchange, we have completely migrated to a pure play organic agro activity providing our services through the entire value chain of the organic activity (i.e. farming, cultivation, harvesting, processing, wholesale, retail and exports) following strict quality checks at each level.

I am very happy to share that we have been able to break into this niche and largely unexplored market and have emerged as the only pure play organic agro Company in the listed space. Over the last few quarters we have been concentrating on building a strong backend that will not only enable us to cater to the expected explosive demand in this ever growing organic segment but also help us to penetrate deeper and spread our geographical reach down the years. We are seeing very strong traction in demand for our products. Currently we have over 200 products in our portfolio and planning to add 40-50 more in the near future.


Our performance in this quarter shows the acceptance of products of the Company. We are continuously working to take the brand "White Organics" to the target population. We are continuously working towards enhancing our existing product portfolio and bring more niche products in our basket. We have witnessed great demand for our products across the geographies where we are present. This gives us tremendous confidence to move up the value chain and keep introducing new products.

It gives us immense pleasure to share with you that the Joint commissioner, Food and Medical Controls Department has granted the Company to start its commercial production of various External preparation, Capsules, Oral Liquid categories.

The Company is not only getting into the commercial aspect of fast-emerging concept of organic food but also making all efforts to educate the larger society to understand and adapt to better and healthier ways of livelihood.

We will continue to strive towards providing the best possible services through quality products and help build a stronger and healthier India. Our efforts will always be to win over the "Trust and Loyalty" of the consumers thereby build a great brand "White Organics". The Management is actively participating to its mission to create a sustainable environment of bringing health, happiness and true well ness to customers.

I thank the entire team of 'White Organic Agro' for their untiring efforts, hard work, sincerity and high dedication. Also, I would like to thank our valued Shareholders, whose support and faith in our Company has given us the determination and ambition to go from strength to strength."

The background features a green and blue abstract design with wavy lines and a golden arrow pointing upwards and to the right. In the foreground, there are several stacks of golden coins of varying heights, and a golden bar chart line that trends upwards from left to right. A white banner with a dark green tab and a white circle is positioned in the center, containing the title text.

**Consolidated
Quarterly & Annual
Financial Highlights**

Consolidated Quarterly Financial Highlights – Q4 FY17 vs. Q3 FY17



11%

Revenue
Rs. 10.40 cr



954%

EBTIDA
Rs. 1.54 cr



1324bps

EBITDA Margin
14.81%



1244%

PAT
Rs. 1.23 cr



1085bps

PAT Margin
11.83%



1300%

EPS
Rs. 0.98

**Acquired 422 acres of land on lease in Q4 FY17 for farming and cultivation of products,
Total 530 acres spread across Gujarat**

Consolidated Q4 FY17 Profitability Highlights



Rs. Crores	*Q4 FY17	*Q3 FY17	QoQ%	Q2 FY17	Q1 FY17
Total Income from Operations	10.40	9.33	11%	2.19	0.44
Raw Materials	8.68	8.72		1.75	0.00
Employee Cost	0.06	0.06		0.11	0.10
Other Cost	0.11	0.40		0.23	0.23
Total Expenditure	8.86	9.18		2.10	0.34
EBITDA	1.54	0.15	954%	0.09	0.10
EBIDTA margin (%)	14.81%	1.57%	1324bps	4.07%	22.82%
Interest	0.00	0.00		0.00	0.00
Depreciation	0.01	0.01		0.01	0.01
Other Income	0.00	0.00		0.00	0.00
Profit Before Tax	1.53	0.13		0.08	0.09
Tax	0.30	0.04		0.02	0.03
Profit After Tax	1.23	0.09	1244%	0.06	0.06
PAT Margin (%)	11.83%	0.98%	1085bps	2.64%	12.73%

*Agro Activity Numbers

Consolidated Annual Profitability Highlights



Rs. Crores	*FY17	FY16	YoY%
Total Income from Operations	22.35	4.32	418%
Raw Materials	19.16	2.39	
Employee Cost	0.34	0.36	
Other Cost	0.98	0.99	
Total Expenditure	20.48	3.74	
EBITDA	1.87	0.58	222%
EBIDTA margin (%)	8.38%	13.47%	
Interest	0.00	0.00	
Depreciation	0.05	0.05	
Other Income	0.00	0.00	
Profit Before Tax	1.83	0.54	
Tax	0.39	0.17	
Profit After Tax	1.43	0.37	292%
PAT Margin (%)	6.42%	8.47%	
EPS	1.15	0.29	297%

*Q3 & Q4 FY17 indicates Agro Activity Numbers

Consolidated Balance Sheet Highlights



Rs. Crores	Mar -17	Mar-16
Shareholder's Funds	30.64	25.39
Share capital	12.50	12.50
Reserves & Surplus	14.33	12.89
Share application money	3.81	0.00
Non-current liabilities	11.43	0.00
Long term borrowings	11.43	0.00
Defer Tax liabilities	0.00	0.00
Other Long-Term liabilities	0.00	0.00
Long-Term Provisions	0.00	0.00
Current liabilities	5.00	1.10
Short Term Borrowings	0.56	0.17
Trade Payables	1.86	0.00
Other Current liabilities	1.84	0.58
Short-term provisions	0.74	0.35
Total Equities & Liabilities	47.07	26.49

Rs. Crores	Mar -17	Mar-16
Non-current assets	16.12	4.24
Fixed assets	0.13	0.12
Non-current Investments	4.50	4.10
Deferred tax assets	0.02	0.01
Long Term Loans and Advances	11.47	0.00
Other non-current assets	0.00	0.00
Current assets	30.96	22.25
Current investments	0.00	0.00
Inventories	0.02	0.00
Trade receivables	3.98	0.00
Cash & Cash equivalents	0.07	0.06
Short-term loans & Advances	25.88	20.71
Other Current Assets	1.00	1.49
Total Assets	47.07	26.49



Company Overview



01

First and Only Listed Company

First listed entity catering to entire organic product range

02

Pure and Unadulterated Products

200 Premium Organic products in 12 major categories and 17 sub categories

03

Government Support

To encourage Agro based activities Government supports through various schemes

04

First Movers Advantage

First Company as Pure-Play Organic consumption story

05

Quality Control

Solely focused on quality assurance at every step of processes

Professionally Experienced Team



Mr. Darshak Rupani, Chairman & MD

- An IT Graduate from Clarendon College, Sydney
- Over fifteen years of experience in Hospitality and Retail
- Young dynamic entrepreneur with farming being inherited from ancestors

Mr. Kunal Bhayani, CEO-Retail

- Management study graduate specializing in Finance
- Over six years of experience in retail management

Mr. Prashant Rupani, MD

- A commerce graduate
- Expert in international fund management
- Oversees financial planning and growth of the Company

Mr. Vishal Chavda, CEO-Farming

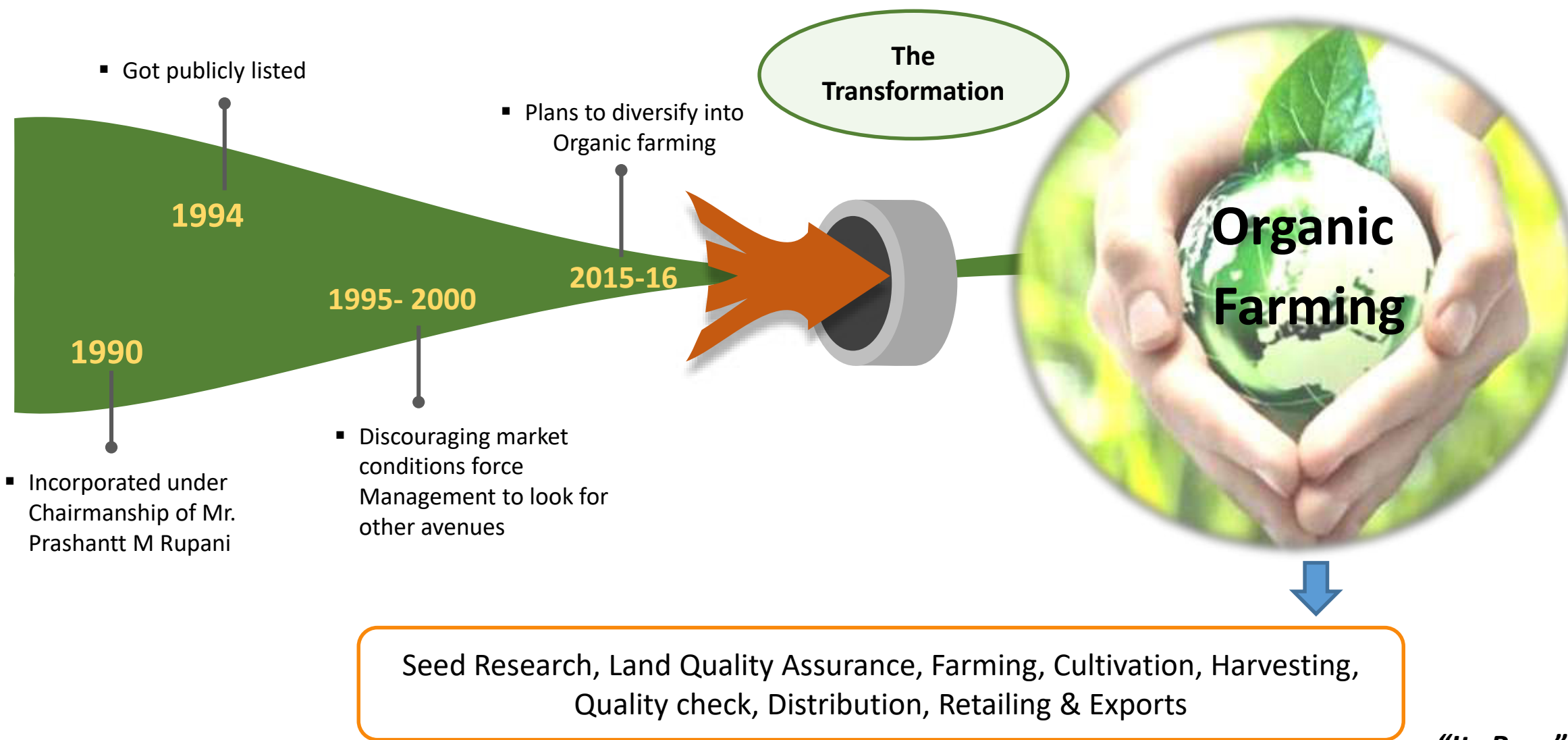
- An MBA Graduate
- Three years of experience in BSE
- Four years of experience in farming and cultivation
- Oversees farming and cultivation activities



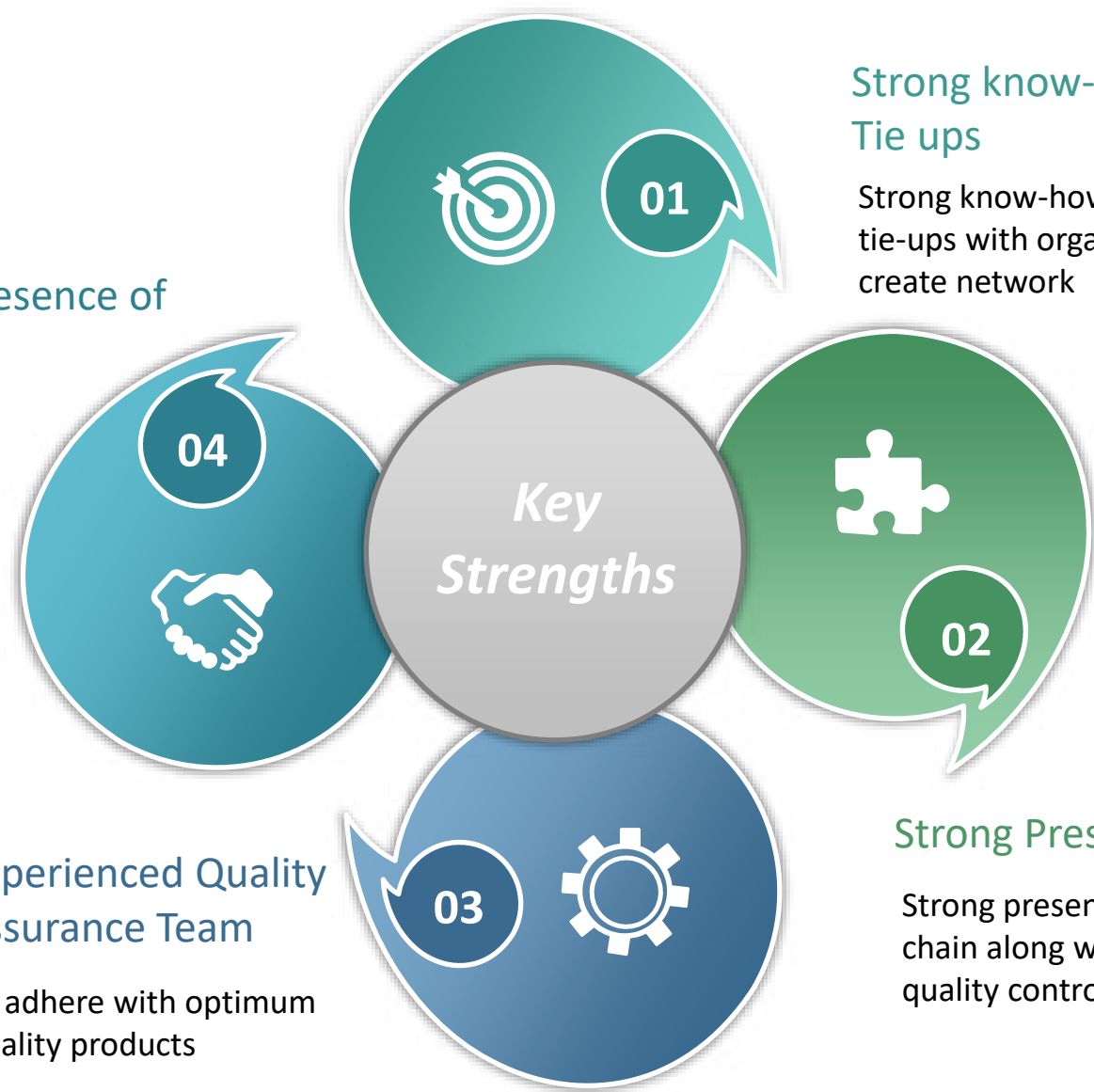
Business Overview



Story of Transformation



Key Strengths



Strong Sourcing - Presence of own farmer Base

Own processing and packaging unit

Strong know-how of Process - Tie ups

Strong know-how of process tie-ups with organic farmers to create network

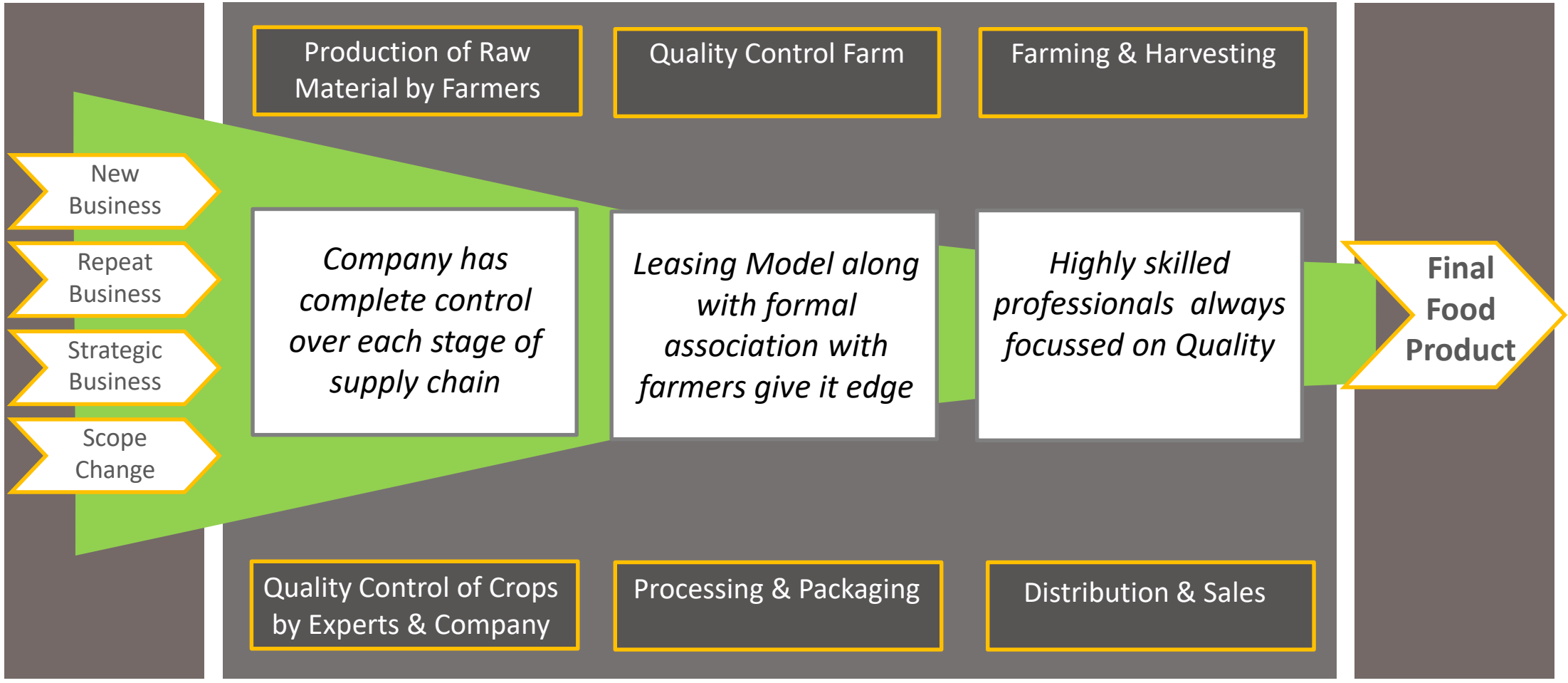
Experienced Quality Assurance Team

To adhere with optimum quality products

Strong Presence within Supply-Chain

Strong presence within supply chain along with stringent quality control

Supply Chain – Present across chain





Sales Models

Franchise

- Targeting over 50 retail outlets across India in next 3 years

Owned

- One retail outlet in Central Mumbai
- Targeting 15 stores in next 3 years

E-Commerce

- Tie-ups with online portals like Grofers, Amazon, Big Basket
- Own web portal
- Mobile Application

Exports

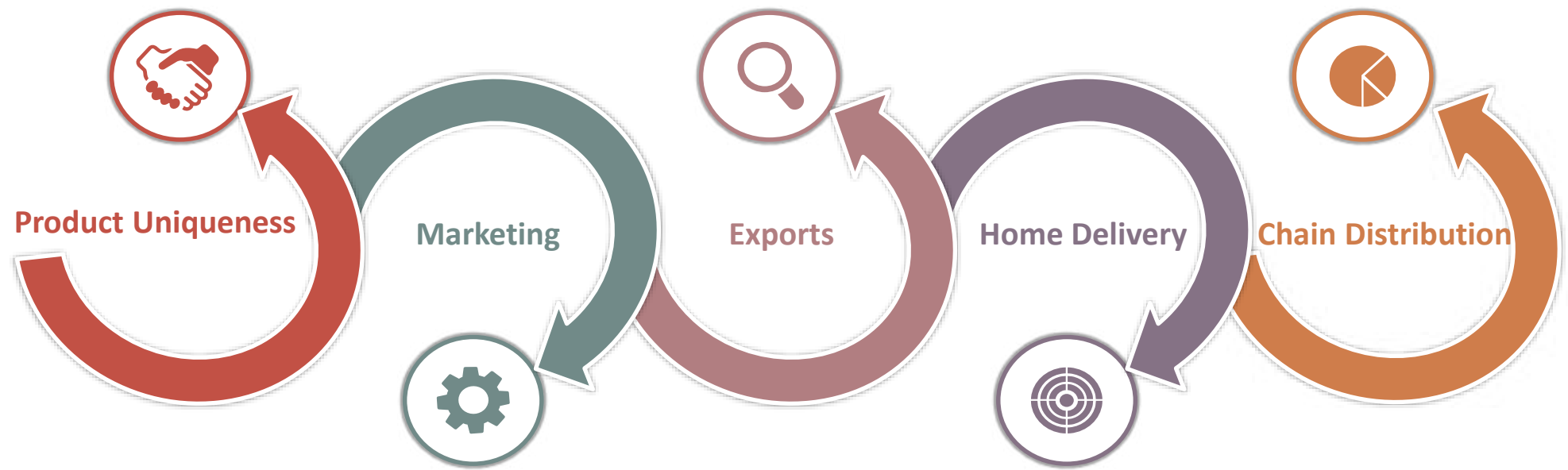
- Selectively target markets
- Strategic tie-ups with Super Markets globally

“Focus on Brand Development”

Sales Process – Retail Strategy



- Quality
- Processing methods
- Focus on pulses, cereals, spices
- Tie-up with grocers



- Optimum utilization of technological resources
- Loyalty membership, Happy hours, Organic Carnivals, Public awareness drive etc.
- Delivering at customer's door step from current store outlet

Wide Product Portfolio...



Cereals & Grains

- Rice
- Wheat
- Sorghum
- Millet

Sweeteners

- Sugar
- Jaggery

Ghee & Oil

- Organic Gir Cow Ghee
- Organic Peanut Oil

Skin Care

- Orange Soap
- Gulmohar Soap
- Rose Soap
- Kesar Soap
- Face Pack & Face Wash

Mouth Fresheners

- Flax Seed
- Amla Candy
- White Sesame
- Black Sesame

Home Fragrance

- Rose Incense Sticks
- Sukhad Incense Sticks
- Masala Incense Sticks
- Mogra Incense Sticks

Juices

- Lemon Ginger Sharbat
- Rose Sharbat
- Aloe Vera Juice Range

Powders

- Tooth Powder
- Butter Milk Masala
- Ginger Powder
- Asotefedia (Hing)



Spices & Condiments

- Coriander-cumin Powder
- Chilly Powder
- Bay Leaf
- Turmeric Powder
- Pepper
- Cardamom
- Clove
- Cinnamon
- Mustard

Pulses

- Green Gram
- Green gram Dal
- Black Gram
- Black Gram Dal
- Mix Dal
- Chickpea
- Kabuli Chana
- Turkish Gram
- Kidney Beans Red

Snacks

- Masala Bhakhri
- Plain Bhakhri
- Methi Bhakhri
- Moringa Bhakhri
- Masala Khakra
- Juvar Khakra
- Ragi Khakra
- Jira Khakra
- Methi Khakra
- Organic Potato Wafers

Dietary Supplements

- Moringa Powder
- Amla Powder and Capsules
- Ashwagandha Powder and Capsules
- Wheat Grass Powder and Capsules
- Triphala Powder and Capsules

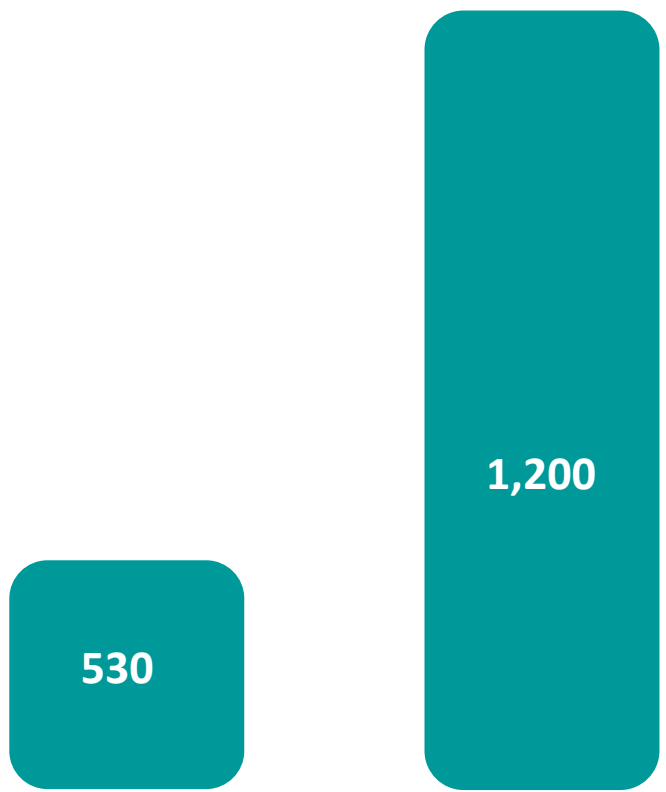


Way Ahead

Way Ahead



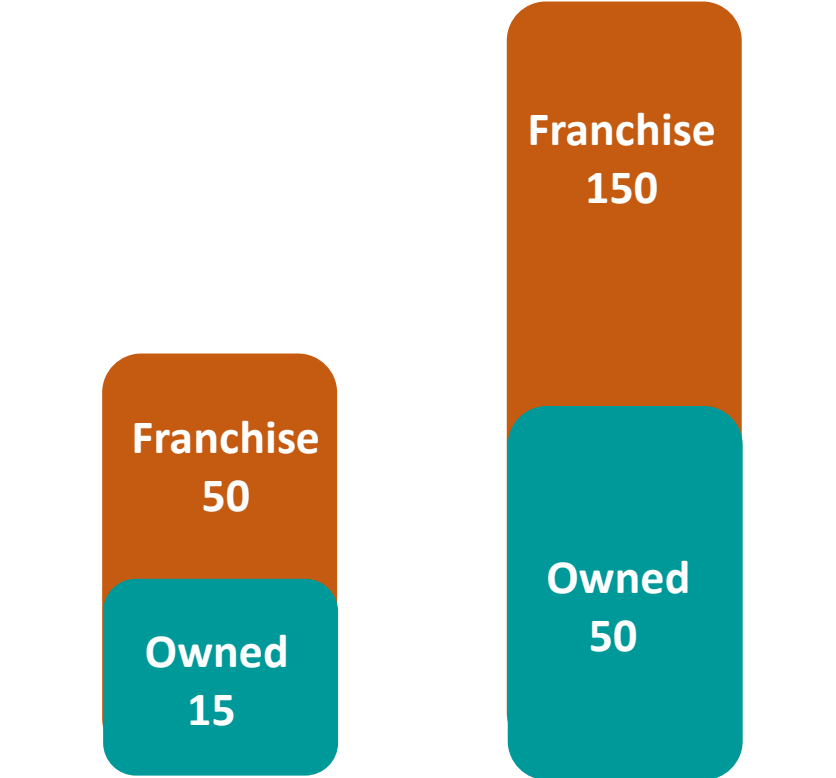
Proposed expansion in Organic Farm Land (in acres)



Q4 FY17

12-18 Months

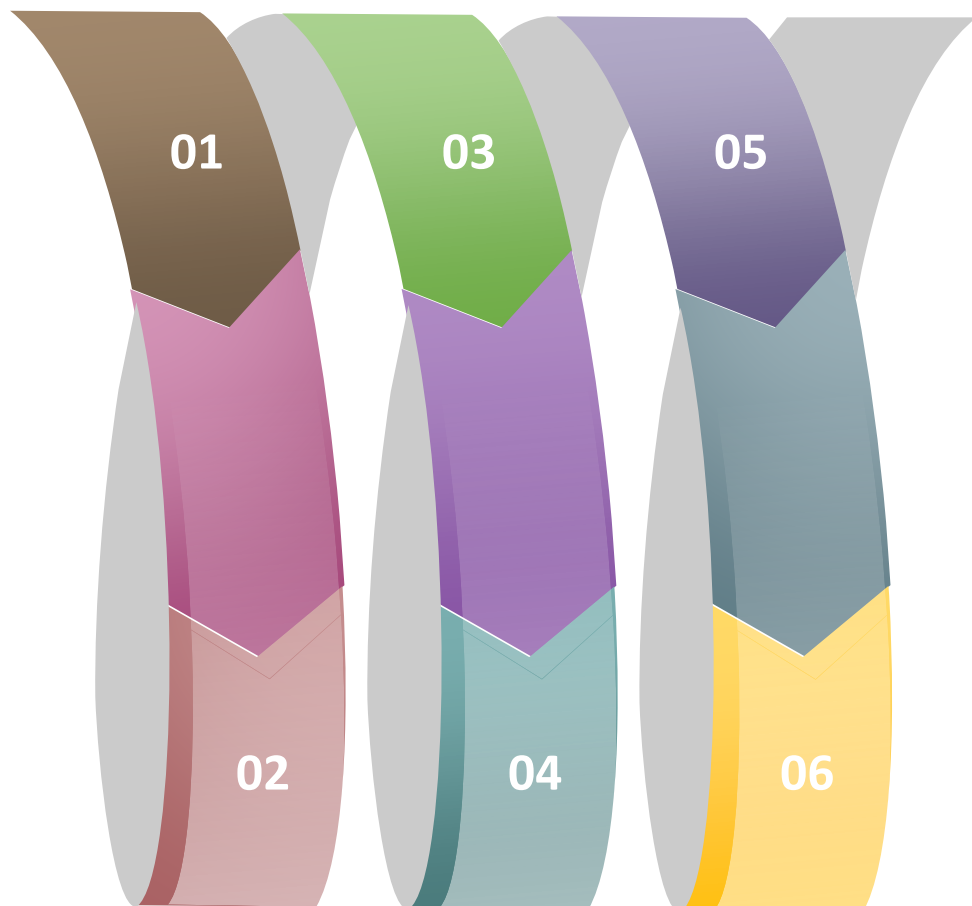
No. of Outlets



Next 3 years

Next 5 years

- Tie-up with farmers through ICS
- Increase product offerings – both in terms of segments and within each segment
- Vision of Converting farming as “Service Industry”



01. Agriculture sector is expected to grow at 4.6%

FY18 agriculture expenditure targeted at Rs 10 lakh crore, at record high

02. Irrigation Fund Size

Log term irrigation Fund size at NABARD doubled to 40,000 cr.

03. Farm Insurance

FY18 Farm insurance of Rs. 9,000 cr.

04. MGNERGA

Rs. 48,000 Cr. Allocated to MGNERGA, Largest annual MGNERGA spent ever

05. Agriculture Outlay

Record outlay of 24% for Rural and Agricultural sector

06. Support and Encourage Farmers

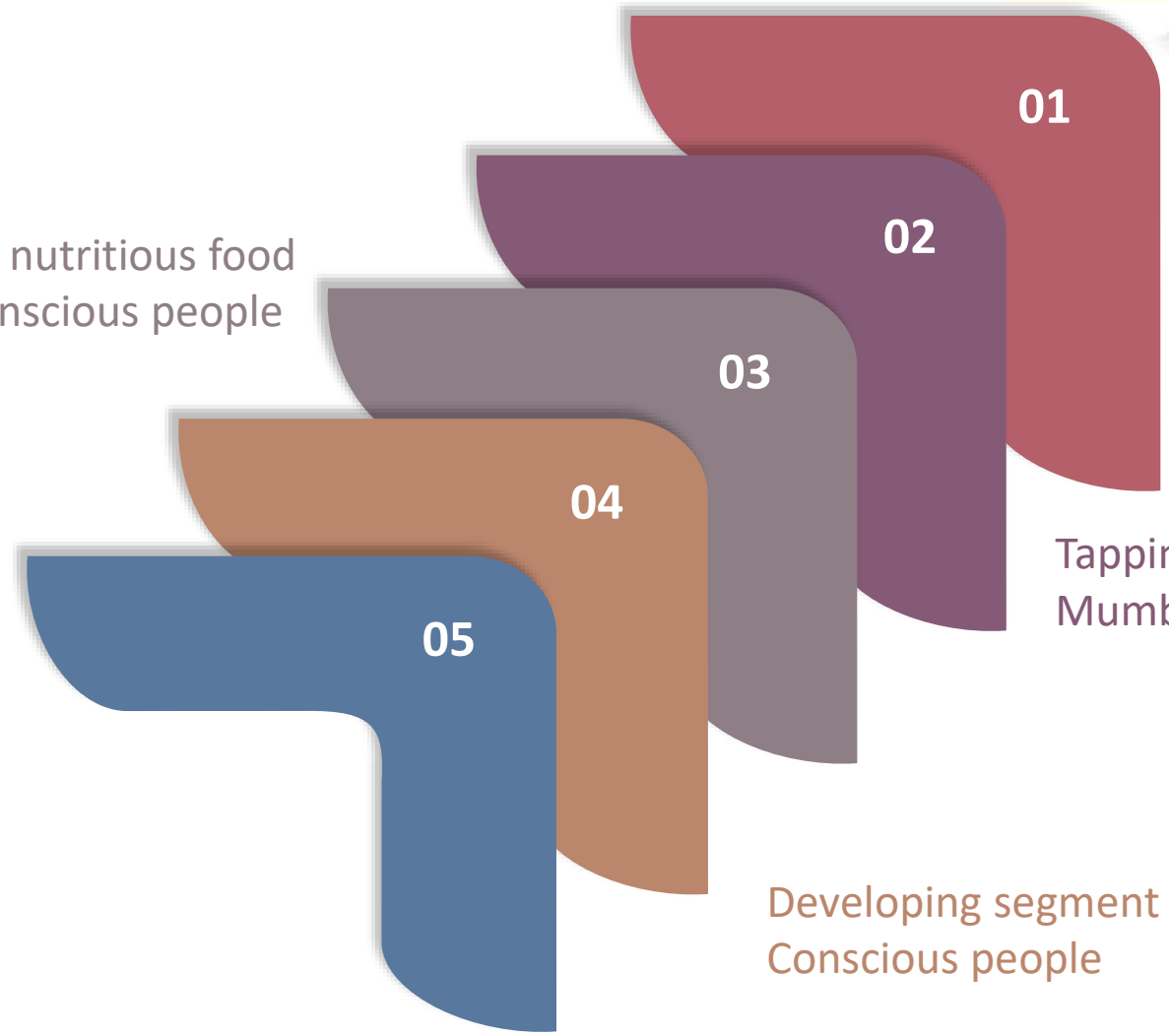
Focus on supporting and encouraging farmers for growing Fruit, Vegetables and other Agro products

Future Growth Strategy



Huge demand for healthy / nutritious food product amongst health conscious people

Promotional Activities



01 Huge Untapped market

02 Tapping 1,000 customer in Central Mumbai

05 Developing segment of Health Conscious people

Target Segment

Corporate Employees	Farmers (Organic/Conventional)	Hotels	Bakeries/Restaurants	Retailers	Potential Customers	Current Customers	Hospitals
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Thank You



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For further information, please contact:

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"Its Pure"