



Aditya Consumer Marketing Limited

CIN : L52190BR2002PLC009872
An ISO 9001:2015 Certified Company
a BSE Listed Company

Go! SUPER MARKET

Patna

- Bandar Bagicha
- S K Puri
- Kankar Bagh
- Ashiana Nagar
- Patna City
- Anisabad

Gaya

- Gaya College Road

Go! Salon

For Ladies

Patna

- Bandar Bagicha
- S K Puri
- Kankar Bagh
- Ashiana Nagar
- Patna City
- Rajendra Nagar

Gaya

- Gaya College Road

For Gents

Patna

- Bandar Bagicha
- S K Puri
- Ashiana Nagar
- Patna City
- Rajendra Nagar



Banquet & Conference Hall

Patna

- Bandar Bagicha
 - Kankar Bagh
- ### Gaya
- Gaya College Road

Yo!China

Patna

- Bandar Bagicha
- Ashiana Nagar
- Patna City

Gaya

- Gaya College Road



- S K Puri
- Kadam Kuan

Date: 17th June 2019

To
BSE Limited,
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai-400001

Scrip Code: 540146

Sub: Investor Presentation.

Dear Sir/Mam,

With reference to above captioned subject, please find attached herewith the Investor Presentation.

This is for your information and records.

Yours Faithfully

For Aditya Consumer Marketing Limited

For Aditya Consumer Marketing Limited

Hridaya Narayan Tiwari

CS Hridaya Narayan Tiwari
Company Secretary
Company Secretary





ADITYA CONSUMER MARKETING LTD

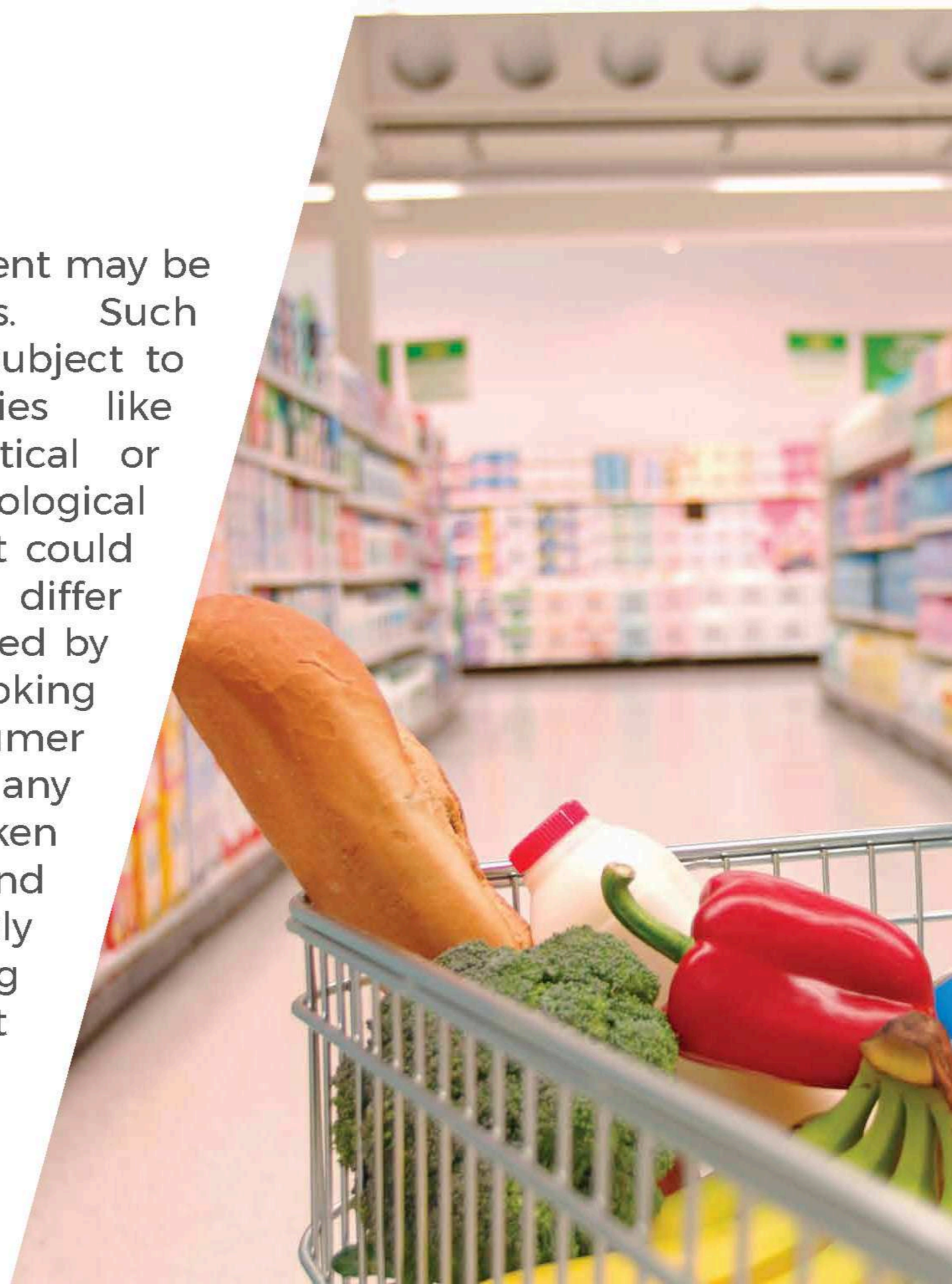
Diversity Driving Sustainability

Investor Presentation March **2019**



SAFE HARBOR

Certain statements in this document may be forward looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local political or economic developments, technological risks, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. Aditya consumer marketing limited, will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances



ACML : HOW IT SEAMLESSLY OPERATES

3 DIFFERENT BUSINESSES ? (Vertical Under 1 Entity)



**Retail ;
Chain Of Super
Markets**



**F&B ; Yo! China
Restaurants,
Take-away-
Express
(Online & Offline Food
Delivery Platform)
& 9to9 Banquet &
Conference Halls**



**Beauty & Wellness ;
9to9 Salons &
Wellness Centers
For Men & Women**

CORPORATE DASHBOARD

1 BACKGROUND

- Commenced operation in the Year 2002, headquartered at Patna Bihar
- Our Presence in Retail; F&B; Beauty & Wellness Segment

2 DIVERSITY IN REVENUE MODEL

- Retail Outlets **7**
- F&B ; YO! China Restuarants Master Franchise (Bihar & Jharkhand) **4**; Take-Away-Express **3**
(Online & Offline Food Delivery Platforms in Patna & Mumbai)
- 9to9 Banquet & Conference halls **3**
- Beauty & Wellness Centers **13**; Men **5** Women **8**

3 BRAND RECOGNITION

- 9to9; Home Grown
- Take-Away-Express; Home Grown
- Yo! China; Moods Hospitality Pvt Ltd

4 WHERE ARE WE PRESENT ?

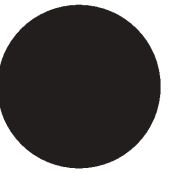
- Presence in Patna, Gaya & Mumbai

5 CUSTOMERS WE CATERED **13+ LACS**

6 MARKET INFORMATION

- ACML's equity shares are listed and actively traded on BSE SME platform. The Company enjoyed a market capitalisation of INR 1082.9Mn as on March 31, 2019

GROWTH PATH



2002 COMPANY WAS INCORPORATED

- October, 2002 9 to 9 supermarket(Bandar Bagicha)
- November, 2006 Yo! China, 9 to 9 Salon - Ladies and Gents(Bandar Bagicha)
- April, 2008 9 to 9 Supermarket, Take-Away Express (S.K.Puri)

2002 - 2008

2009 - 2010

- January, 2011 Yo! China(Patna City)
- February, 2011 9 to 9 Salon- Ladies and Gents (Ram Nagari)
- April, 2011 Yo! China(Ram Nagari)
- March, 2012 9 to 9 Supermarket(Anishabad)
- June, 2013 9 to 9 Salon- Ladies(Kankarbagh)
- July, 2013 9 to 9 Banquet Hall (Kankarbagh)

- July, 2009 9 to 9 Salon-Ladies (Rajendra Nagar)
- August, 2009 Take-Away Express (KadamKuan)
- November, 2009 9 to 9 Supermarket (Kankarbagh)
- September, 2010 9 to 9 supermarket,9 to 9 Salon-Ladies and Gents(Patna City)
- December, 2010 9 to 9 supermarket (Ram Nagari)

2011 - 2013

2015 - 2016

- January, 2017 9 to 9 Salon-Gents(Rajendra Nagar)
- January, 2018 Yo! China(Gaya)
- May, 2018 9 to 9 Supermarket(Gaya)
- July, 2018 9 to 9 Salon- Ladies(Gaya)
- August, 2018 9 to 9 Banquet Hall(Gaya)
- October, 2018 9 to 9 Salon- Ladies(Anishabad)

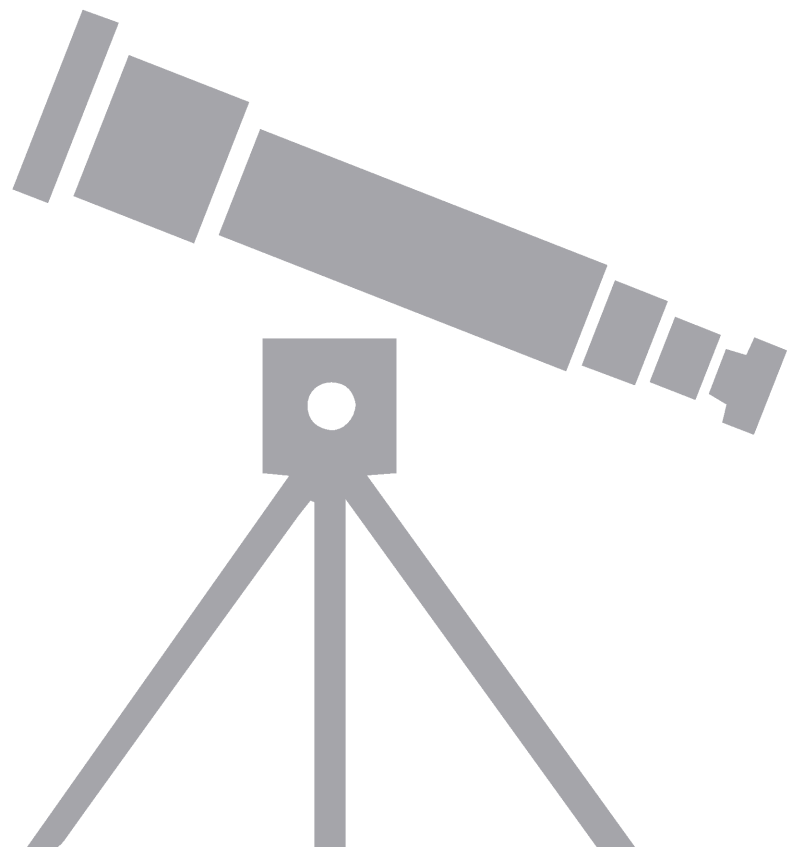
- September, 2015 9 to 9 Banquet Hall, Skin clinic and Spa treatment(Bandar Bagicha)
- 2016 Status changed from Pvt to Public
- October 2016 Got listed on BSE SME Platform

2017 - 2018

2019

- January, 2019 Take-Away Express(Mumbai)

VISION & MISSION



VISION

**To be one among the finest
10 venerate brands
in the sectors we cater**



MISSION

**To nurture and build a customer centric
brand offering customers the best possible
experience with our products and services**

OUR BUSINESSES

1. Retail Segment : 9to9 Chain of Super Markets

2. F&B Segment : Yo! China Restaurants Master Franchise (Bihar & Jharkhand) Take-Away-Express (Online & Offline Food Delivery Platform) & 9to9 Banquet & Conference Halls

3. Beauty & Wellness Segment : 9to9 Salons & Wellness Centers for Men & Women

In 2018-19 9to9 Chain of super markets has been the core business of the company, contributed close to 72.46% to the company's topline, and clocked INR 609.93mn., of revenue in FY19. In 2018-19 Yo!China, Take-Away-Express (Online & Offline Food Delivery Platform) & Banquet & Conference halls business contributed 18.26% to the consolidated sales and clocked INR 153.67mn of revenue in FY19. In 2018-19 9to9 Salons & Wellness Centers business has contributed 9.29% of the consolidated sales of FY19 revenue of INR 78.18mn.



WHAT MAKES..... ACML UNIQUE ?

Retail, F&B,
Beauty &
wellness ;
diversified
business model

Pioneer in the
state of Bihar;
Regional player

Our Key
Competency;
Customers
centric
approach,
quality, brand
credibility

Our team
strength: Rich
experience,
domain
knowledge

To drive
customer
loyalty, brand
recall and
profits

Asset Light
Model, Capex
Model

One stop
convenience

Set up new
stores; cluster
based approach

Market strength,
building
strategies by
putting
customers at the
heart of the
organisation

LEADERSHIP CREW

Mr. YASHOVARDHAN SINHA (Founder, Chairman and Managing Director) :

Mr. Yashovardhan Sinha (Founder, Chairman and Managing director): Graduated in the field of Arts from the University of Ranchi. Extensive experience as a Banker won many accolades and rose to the level of Senior Manager in 27 years of service in bank. Conceptualized the idea of setting up supermarkets in Bihar. He has been at the helm of affairs of the organisation since the year 2008, post his voluntary retirement from bank. He holds more than 10 years of experience in Retail, Consumer Durables, F&B and Beauty & wellness sector.

MRS. SUNITA SINHA (Non-Executive Director)

Graduated in the field of Arts from the University of Magadh. Extensive experience of 17 years in various business verticals. She has been the driving force in the organisation since its inception. She mainly looks into the operations of Beauty & wellness segment.

LEADERSHIP CREW

Ms. Rashi Vardhan **(Promoter, Business Head -** **Takeaway Express -Mumbai):**

Graduated in the field of Law from University of Pune & holds Master Degree in LLM from Univeristy of Nottingham. Extensive experience of of 2 years in Corporate law in Corporate law. Prior joining ACML, she was associated with Shardul Amarchand Mangaldas, a renowned law firm in India. She heads the operation of Takeaway Express in Mumbai.

Mr. Aakarsh Singh (Legal Advisor):

A Lawyer by profession having experience of over nine years in advising leading public and private Banks, financial Institutions and corporate entities on matters including (i) documentation and structuring of debt transactions;(ii) general corporate and commercial transactions; and (iii) Inbound and outbound Investment transactions. He advises ACML on various genaral corporate and commercial matters.

Ms.Yosham Vardhan **(Promoter & legal Advisor) :**

Extensive experience of 6 years on mergers & acquisitions, cross border investments, joint ventures, business transfers, private equity investments and corporate advisory in a variety of sectors, including automotive, pharmaceuticals, retail and franchising, manufacturing, e-commerce, information technology, agriculture and education. She assisted clients on matter relating to FDI & Exchange Control regulations, rendering legal advice, leading Due Diligence Exercise on Indian Companies, drafting various commercial and investment agreements, negotiation deals and providing overall transaction support. At ACML, she assists the company on legal matter right from drafting till investment in projects.

Mr. Nishant Prabhakar

Graduated in the field of Arts from the University of Delhi. Extensive experience of more than 10 years in the areas of management, marketing strategies, development & introduction of new products across the board.

AT ACML.....

We have 9to9 Super markets

We have 9to9 Salons & Wellness Centers

We have Yo! China Restaurants

We have Take-Away-Express Outlets

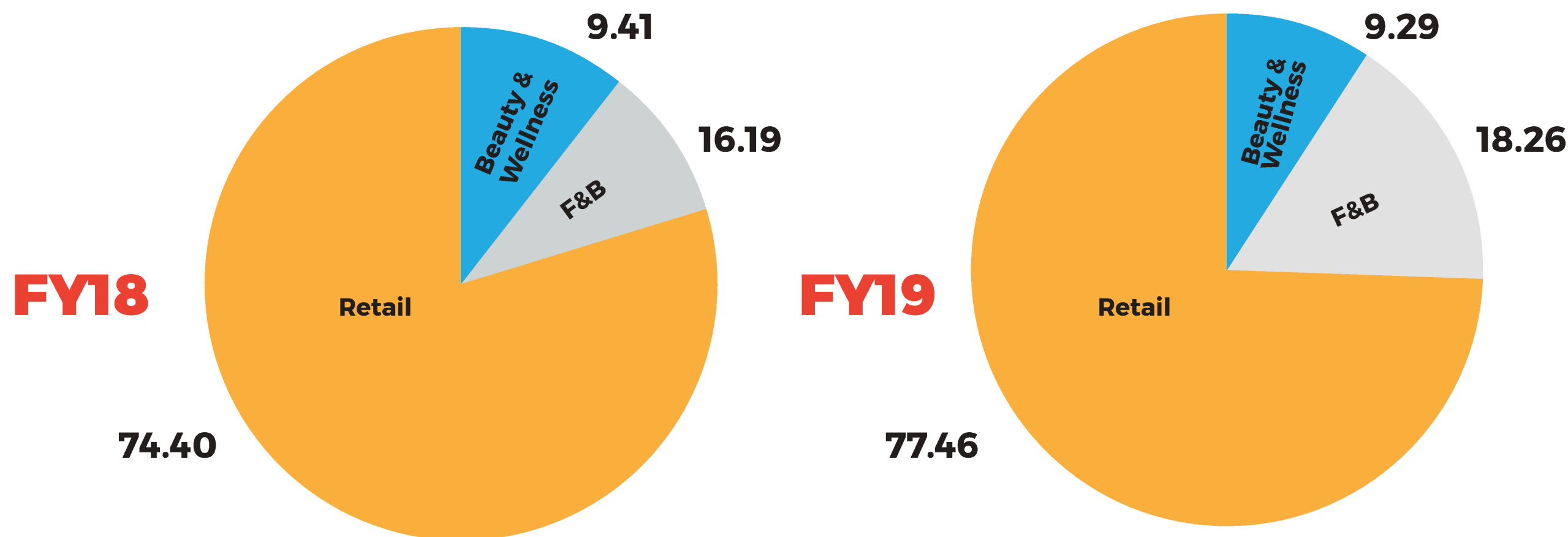
We have 9to9 Banquet & Conference Halls



REVENUE MIX (% TERMS)

(INR In Millions)

Segmental Wise	FY 18	% (terms)	FY 19	% (Terms)
Retail	559.20	74.40%	609.93	72.46%
F&B	121.70	16.19%	153.67	18.26%
Beauty & Wellness	70.70	9.41%	78.18	9.29%
TOTAL	751.60	100.00%	841.78	100.00%



RETAIL SEGMENT : 9TO9 CHAIN OF SUPER MARKETS

- Pioneer in super market operations in Bihar
- Six super market in and around Patna city & One at Gaya
- Store Categories: Grocery & Staple (private label); Daily essential; Home and Personal care; Daily & Frozen; Luggage; Crockery; Toys & games; Plastic container; Kid apparels
- Wide selection of quality products
- Well recognized branded Products
- Key strength of the stores; multiskilled employees
- In-house brand alternative to national brand; quality & saving to customer
- Better ambience & display shelf
- Addresses men women and children
- Strong supply chain management

PLACES WE ARE PRESENT.....FLOOR DYNAMICS

S.No.	Location	Area (Sq.Ft.)	No. of Outlet
1.	Bandar Bagicha, Patna	5,000	1
2.	S.K. Puri, Main Road, Patna	2,195	1
3.	Kankar Bagh, Patna	3,250	1
4.	Ashiana Nagar, Patna	3,600	1
5.	Gurhatta, Patna City, Patna	2,037	1
6.	Anisabad, Patna	1,851	1
7.	Gaya College Road, Gaya	4000	1

RETAIL : INDUSTRY DYNAMICS

The Indian retail industry has emerged as one of the most dynamic and fast-paced industries due to the entry of several new players. Total consumption expenditure is expected to reach nearly US\$ 3,600 billion by 2020 from US\$ 1,824 billion in 2017. It accounts for over 10 per cent of the country's Gross Domestic Product (GDP) and around 8 per cent of the employment. India is the world's fifth-largest global destination in the retail space.



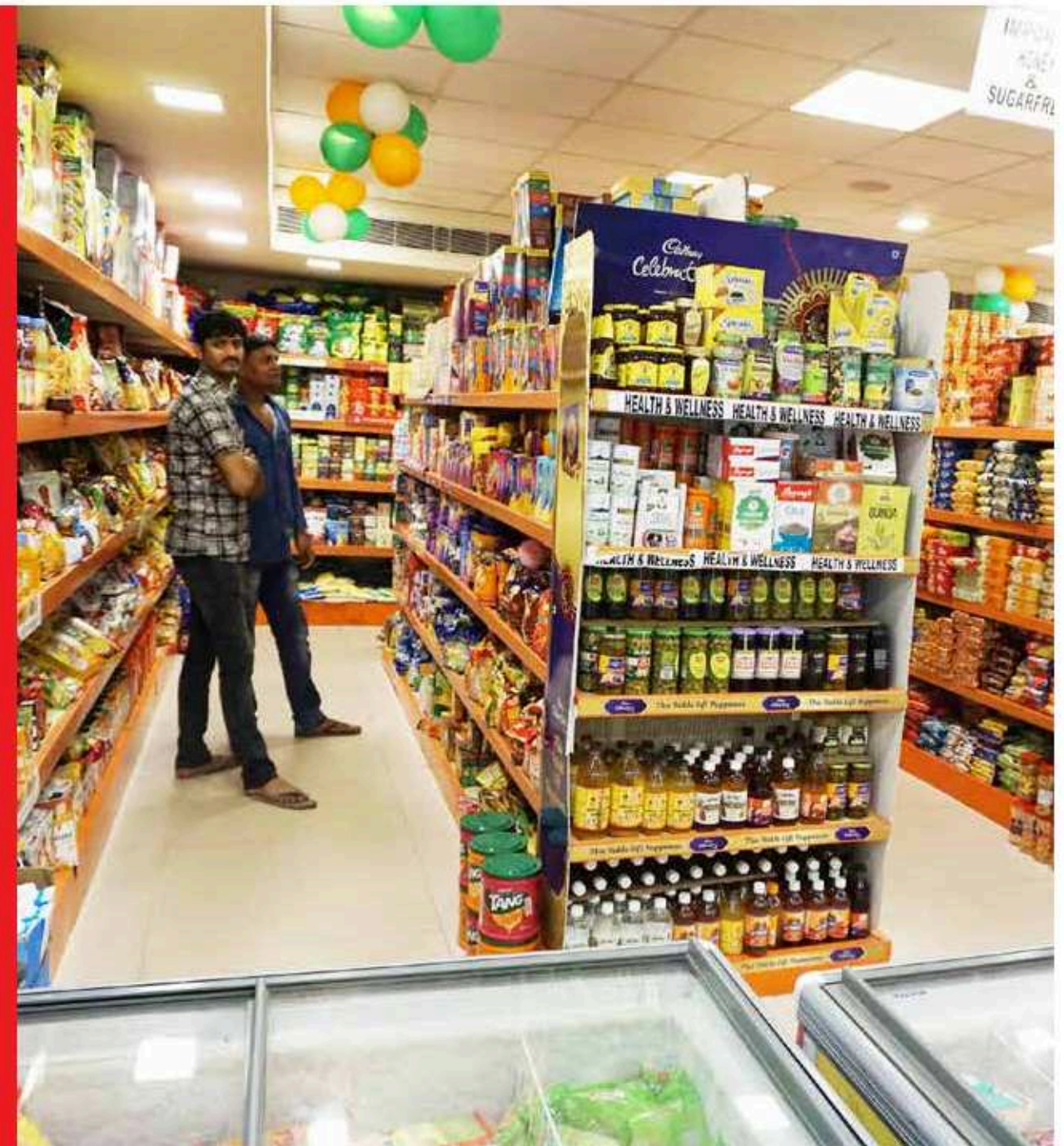
(source ibef.org)

RETAIL : MARKET SIZE

India's retail market is expected to increase by 60 per cent to reach US\$ 1.1 trillion by 2020, on the back of factors like rising incomes and beauty & wellness changes by middle class and increased digital connectivity. Online retail sales are forecasted to grow at the rate of 31 per cent year-on-year to reach US\$ 32.70 billion in 2018.

ROAD MAP

It is projected that by 2021, traditional retail will hold a major share of 75%, organised retail share will reach 18% and e-commerce retail share will reach 7% of the total retail market.



(source ibef.org)

F & B SEGMENT - YO! CHINA RESTAURANTS

Yo! China multi Cuisine Restaurants

Yo! China ; a registered trademark of Moods Hospitality Pvt. Ltd.

Master Franchisee Model (Bihar & Jharkhand)

Restaurant offers both Chinese and Oriental Cuisine

Restaurant ambience includes; Casual & Fine Dining

Brand image and Customers Loyalty; High quality of food

PLACES WE PRESENT.....FLOOR DYNAMICS

S.No.	Location	Area (Sq.Ft.)	No. of Outlet
1.	Bandar Bagicha, Patna	6,000	1
2.	Ashiana Nagar, Patna	2,316	1
3.	Gurhatta, Patna City, Patna	2,037	1
4.	Gaya College Road, Gaya -	4000	1

F & B SEGMENT - TAKE-AWAY-EXPRESS

Online & Offline Food Delivery Platform : Patna

Take-Away-Express ; home grown brand

Timely delivery of quality food

Dedicated Team

Leading takeaway food centre; Patna region

PLACES WE PRESENT.....FLOOR DYNAMICS

S.N.	Location	Area (Sq.Ft.)	No. of Outlet
1.	Kadam kuan, Patna	1,520	1
2.	S.K. Puri, Main Road, Patna	250	1
3.	Lowrel Parel, Mumbai (W)	600	1

F & B SEGMENT - 9TO9 BANQUET & CONFERENCE HALLS

9to9 Banquet hall; home grown brand

Four Banquet and Conference Halls in Patna

Customers first Choice ; Any Events

Banquet Halls under different size and style

Multipurpose Banquet hall; hosting parties, conferences, shows, seminars, marriage, corporate events

Strong tie up with corporates; corporate events

Integrated Banquet & Conference halls ; Inhouse catering facility

Seating Capacity and arrangement ; Customize

PLACES WE PRESENT.....FLOOR DYNAMICS

S.N.	Location		Area (Sq.Ft.)	Seating Capacity
		Sapphire	2000	200
1.	Bandar Bagicha	Ruby	2000	200
		Crystal	3000	300
		Yo! Villas (Guest Room)	500	
2.	Kankarbagh		1900	200
3.	Gaya College Road,	Pukhraj Gaya	4000	400
		Yo Vilash (Guest Room)	2500	-

FOOD & BEVERAGES INDUSTRY

Overview of Indian Economy

India is one of the fastest growing economies of the world. It withstood the impact of the slowdown in the global markets post 2008. In FY12, India's Gross Domestic Product (GDP) grew at 6.7% but reduced to 4.5% in FY13 and FY14 (estimated) due to lower growth rates clocked by the industry sector.

While Services sector, which contributes to one-third of the India's GDP, has been the engine for growth (at ~6% in FY13 and FY14), agriculture sector continued to be the anchor of the economy with 4.6% estimated growth in FY14.

In line with the growth in economy, Indian total annual household consumption is likely to treble, making India the fifth largest consumer market by 2030.

Demand Side Drivers

Household consumption pattern; food take lion's share of the wallet – Food and beverages form the top consumption item in a typical Indian family's consumption basket. While all India average is 51% of the total spend, it is 45% in urban areas and higher at 55% in rural areas.

Favourable demographic trends; emergence of urban middle class – More than half of the country's 1.2 billion people are under the age of 30 years. This young population, aspiring to improve its standard of living, is expected to drive the growth of the country's consumption-led food and beverages sector.

Rising disposable incomes; emergence of double income nuclear families - Increase in disposable incomes of middle class families resulted in them spending more on food consumption. Per capita income increased by CAGR 9% to US\$1,350 in 2013 compared to US\$450 in 2000. Rise in number of working women, which is currently ~25% of the labour force has been one of the other key reasons for higher average monthly household income.

Changing consumer preferences – With the increase in nuclear families with dual incomes and beauty & wellness challenges in urban areas, there has been a transformation in the consumption pattern, including food habits.

(source grand thorton report)

BEAUTY & WELLNESS SEGMENT

9to9 Salon and spa; home grown brand

7 outlets; 7 for Women & 4 for Men

Managed by team of Experienced & Professionals

Focus on Branded and Organic products

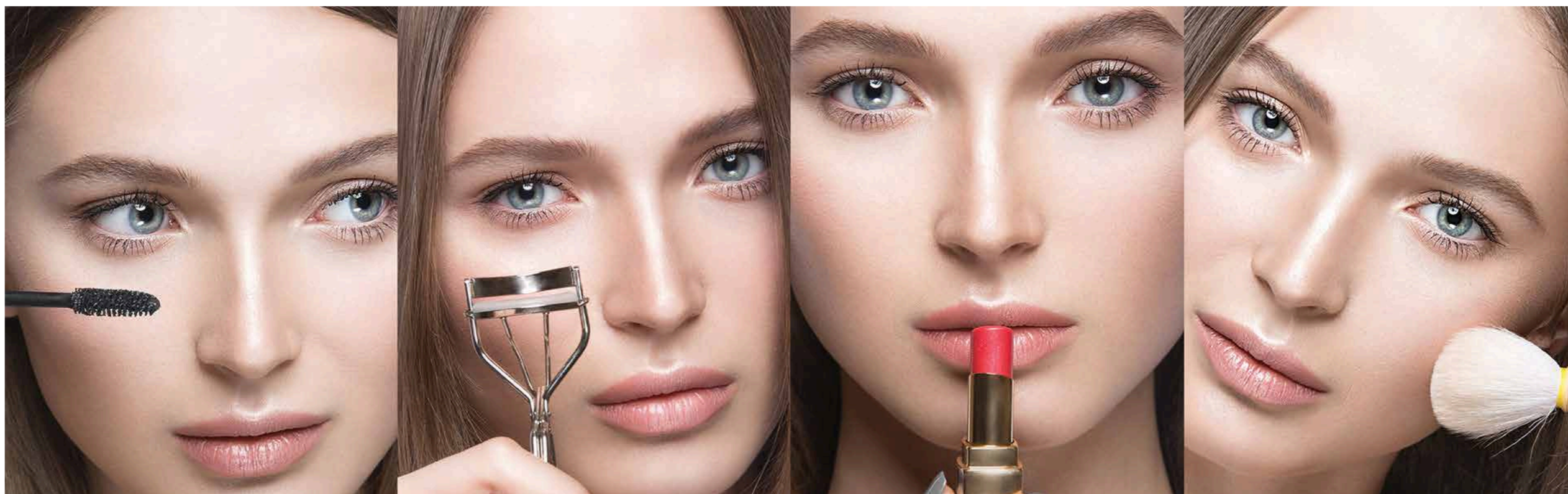
PLACES WE PRESENT.....FLOOR DYNAMICS

S.N.	Location	Area (sq. ft.)	No. of Outlet	Ladies/Gents*
1.	Bandar Bagicha, Patna	1800	2	Ladies
		200	-	Gents
2.	S.K. Puri, Main Road, Patna	550	2	Ladies
		150		Gents
3.	Kankar Bagh, Patna	1,200	1	Ladies
4.	Ashiyana Nagar, Patna	1064	2	Ladies
		200		Gents
5.	Gurhatta, Patna City, Patna	450	2	Ladies
		150		Gents
6..	Rajendra Nagar, Patna	600	1	Gents
		500	1	Ladies
7.	Gaya College Road, Gaya	1500	1	Ladies
8.	Anishabad	1000	1	Ladies

BEAUTY AND WELLNESS INDUSTRY

The beauty and wellness industry in India is booming, with a tremendous potential for growth in 2018. In fact, it is said to be growing twice as fast as markets in the United States and Europe. India is also the second largest consumer market in the world. According to a KPMG report, the size of India's beauty and wellness market is expected to touch INR 80,370 crores by 2017-2018. This includes the beauty products, beauty salon and spa businesses.

The Spa Association of India estimates that the spa industry is currently valued at around INR 11,000 crores and will continue to grow at a fast pace. It is estimated that the salon and spa business together account for 31 per cent of the total size of the beauty and wellness market. The compounded annual growth rate of the beauty & wellness business in India has been around 18 per cent.



INDUSTRY GROWTH DRIVERS

RETAIL

Favorable demographics

Rise in income and purchasing power

Change in consumer mindset

Brand consciousness

Easy consumer credit and increase in quality product

F&B

Growing youth population

Growing economy result in higher expenditure on food & relation product

Rise in disposable income

Growing number of people; prefer eating out and convenience food

Customer insights and going online

Mobile devices, Apps, and the internet

Ever expanding tourism industry

Online companies; Swiggy, Uber eat, Zomato etc

BEAUTY & WELLNESS

Increasing level of personal spending

Changing consumer psyche towards beauty & Wellness

Emerging unisex beauty and wellness centre

Advent of international beauty brand

Expansion beyond 2 tier cities/town

Multi-purpose products

Growing demand for innovatively packaged cosmetics

New product developments happening in the market

CORE STRENGTH

Experienced management team & customer centric employees

Quality product and services

Established relationships with our suppliers

Computerized systems facilitate efficient operations

De risk model; diversified into retail, F&B, & beauty & wellness centers

Asset light model

Low attrition rate; indicates high enthusiasm

Loyal customer base

Strong regional presence

Professionals with strong insight about the sector

Strong Brand Recall

BUSINESS STRATEGY

Increase
Geographical
presence

Strengthening
of brands

Introducing
new brands and
developing
more private
labels

Expand our
product and
services
portfolio

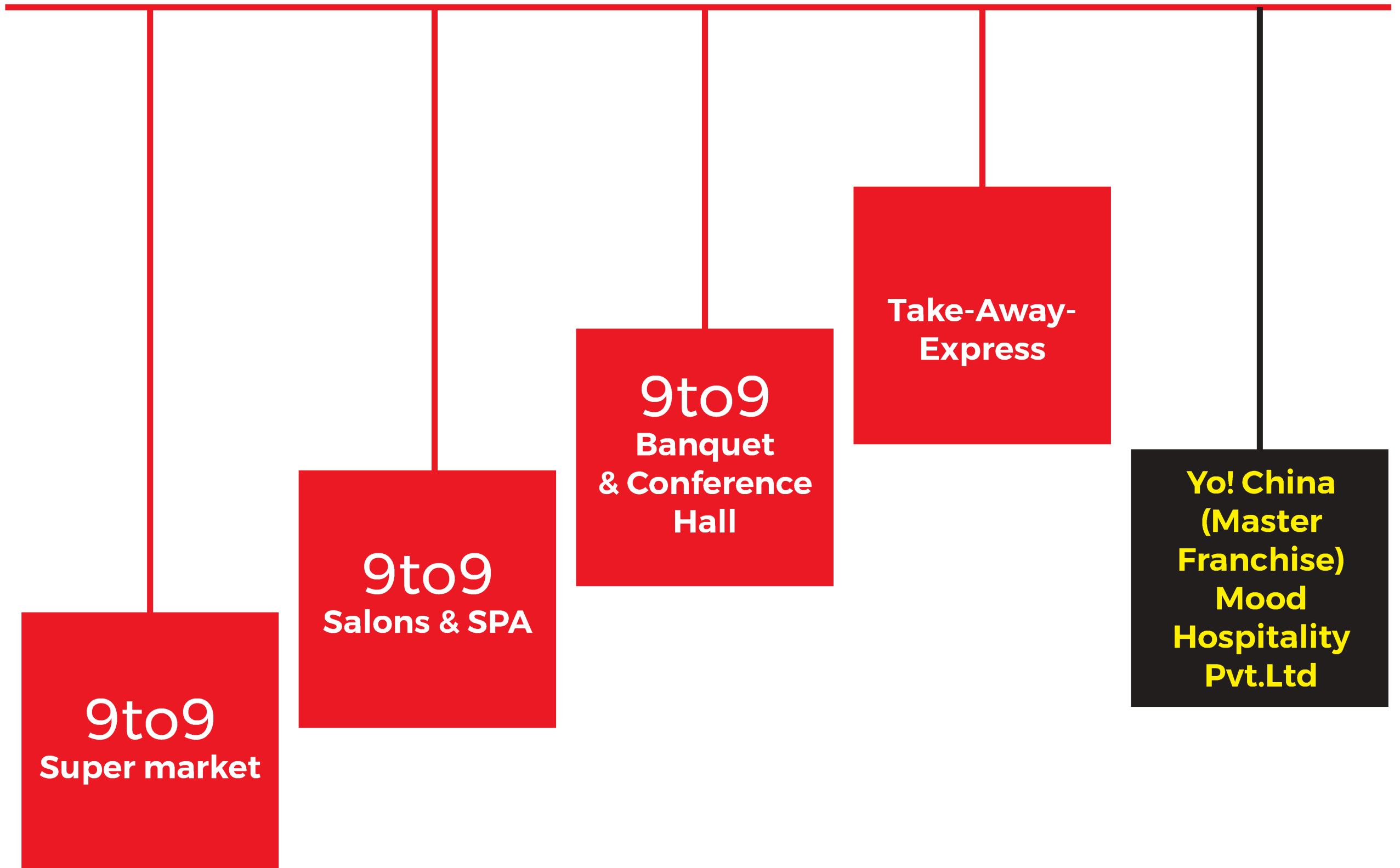
Continue to
develop client
relationships
and trust

Strong
corporate
tie ups

BRAND RECALL THROUGH ADVERTISEMENT



BRAND DEVELOPMENT (HOME GROWN)



FORWARD LOOKING STRATEGY

Market penetration; To penetrate deeper in other district of Bihar

To replicate the same business model in other neighbouring state; Jharkand

To Introduce more branded product & private labels in its portfolio

To add new Outlets every year

To add more products accross the board

To increase the customer base through loyalty programme

To further strengthen its brand in the region

To evalvate the feasibility in other district in Bihar

EXHIBITING VALUE OVER THE YEAR

Particulars (INR MN)	FY17	FY18	FY19
Revenue from operation	670.05	751.74	768.95
PAT	13.01	29.88	36.75
ROE%	6.94%	13.45%	14.24%
EPS	0.89	2.04	2.51
EBITDA	34.61	63.52	72.74
D/E (x)	0.48	0.60	0.42
ROCE (%)	19.97%	25.93%	27.59%
EBITDA Margin(%)	5.17%	8.45%	9.46%

FINANCIAL STATEMENT

SEQUENTIAL PERFORMANCE P&L

Particulars (INR MN)	FY 19 H2	FY 18 H2	Shift %
Revenue from Operations	454.44	345.39	31.57%
Other Income	0.37	0.87	-57.82%
Total Revenue	454.80	346.26	31.35%
Total Expenses	427.30	313.87	36.14%
EBITDA	38.88	43.33	-10.25%
EBITDA Margin (%)	8.55%	12.51%	-31.67%
Depreciation	7.34	7.41	-0.90%
Finance Cost	4.04	3.52	14.59%
PBT with Exceptional Item	27.51	32.40	-15.09%
Exceptional Items	-	-	
PBT	27.51	32.40	-15.09%
Current Tax	5.87	9.84	-40.34%
Deferred Tax	0.46	0.83	
Tax	6.33	10.66	-40.64%
PAT	21.18	21.73	-2.56%
PAT Margin %	4.66%	6.28%	-25.82%

FINANCIAL STATEMENT PROFIT & LOSS

Particulars (INR MN)	FY17	FY18	FY19
Revenue from Operations	670.05	751.74	768.95
Other Income	1.61	1.48	1.04
Total Revenue	671.65	753.22	769.99
Total Expenses	652.83	708.77	719.18
EBITDA	34.61	63.52	72.74
EBITDA Margin (%)	5.15%	8.43%	9.45%
Depreciation	9.08	12.83	14.36
Finance Cost	6.71	6.24	7.57
PBT with Exceptional Item	18.82	44.45	50.81
Exceptional Items	-	-	-
PBT	18.82	44.45	50.81
Tax	5.82	14.57	14.06
PAT before Minority Interest	13.01	29.88	36.75
Minority Interest	-	-	-
Share of profit of associate	-	-	-
PAT	13.01	29.88	36.75
PAT Margin %	1.94%	3.97%	4.77%
Diluted EPS	0.89	2.04	2.51

FINANCIAL STATEMENT BALANCE SHEET ASSETS

Assets (INR MN)	FY17	FY18	FY19
Fixed Assets			
Tangible Assets	122.97	157.39	165.88
Intangible Assets	-	-	-
Capital Work in Progress	-	-	-
Intangible Assets under development	-	-	-
Total Fixed Assets	122.97	157.39	165.88
Non Current Investment	-	-	-
Long Term Loans ad Advances	-	-	-
Other Non-Currents Assets	3.50	2.80	2.10
Goodwill	-	-	-
Current Assets			
Current Investment			
Inventories	115.34	110.06	105.87
Trade Receivable	1.03	3.18	4.99
Cash & Cash Equivalent	18.14	48.68	35.41
Short term loans and Advances	16.67	32.63	51.72
Other Current Assets	-	-	-
Total Current Assets	151.18	194.55	197.99
Total	277.65	354.74	365.97

BALANCE SHEET LIABILITIES CONTD..

Liabilities (INR MN)	FY17	FY18	FY19
Shareholders Fund			
Share Capital	146.34	146.34	146.34
Reserve and Surplus	40.95	75.75	111.81
Money Received against Share Warrant/Share Application Money Pending			
Total Shareholders Fund	187.28	222.09	258.15
Minority Interest	-	-	-
Non-Current Liabilities			
Long term Borrowing	15.07	40.50	25.35
Deferred Tax Liabilities	3.99	5.88	6.98
Other Long term Liabilities	0.60	0.60	0.60
Long Term Provision	-	-	-
Total Non Current Liability	19.66	46.99	32.94
Current Liabilities			
Short Term Borrowing	56.16	60.76	49.48
Trade Payable	11.26	12.21	12.45
Other Current Liabilites	-	-	-
Short Term Provision	3.28	12.69	12.96
Total Current Liabilities	70.70	85.67	74.89
Total	277.65	354.74	365.97

SHAREHOLDING PATTERN & MARKET INDICATORS

SHAREHOLDING PATTERN AS ON MARCH 2019

Category of Shareholder	No of shareholders	No of shares held	Percentage
(A) Promoter & Promoter Group	6	79,13,315	54.08%
(B) Public	78	67,20,572	45.92%
Grand Total	84	1,46,33,887	100%

MARKET INDICATORS

ACML STOCK INFORMATION AS ON 31/03/2019

No. Equity Shares	1,46,33,887
Face Value (INR)	10
52-Week High/Low (INR)	206.00/44.00
M-Cap (Mn)	1082.9

FINANCIAL PROFILE

Total revenue increased by 10.14% from INR 699.1mn in FY18 to INR 770mn in FY19

The Company's EBITDA increased by 14.51% in FY19 to INR 72.70mn from INR 63.52mn in FY18 owing to better realisation

ROCE has significantly improved from 25.93% to 27.59%

ROE has also improved significantly from 13.45% to 14.24%

Net profit stood at INR 36.8mn in FY19, compared to INR 29.88mn in FY18. Netprofit margin improved by 51bps from 4.27% in FY18 to 4.78% in FY19.

GUIDANCE

TOTAL REVENUE WOULD INCREASE BY 15% YOY IN FY 19 & FY20

FOCUS WOULD BE ON F&B, BEAUTY & WELLNESS SEGMENT FOR BETTER REALIZATION

TO PENETRATE DEEPER IN OTHER DISTRICT OF BIHAR

EBITDA MARGIN WOULD EXHIBIT IMPROVEMENT IN FY 19 & FY 20

TO INCREASE FOOTFALL ACROSS THE BOARD;
THROUGH BRAND RECALL

F & B, BEAUTY & WELLNESS SEGMENT TO CONTRIBUTE HIGHER IN THE REVENUE MIX

FOCUS TO INCREASE PRODUCT PORTFOLIOS ACROSS THE BOARD

TO ADD MORE BRANDED & QUALITY PRODUCT IN THE RETAIL

THANK YOU

Company

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