

White Organic Agro Ltd.

Investor Presentation
November 2021



Disclaimer

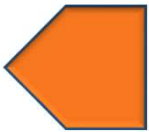


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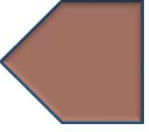
➤ **Managing Director’s Message**



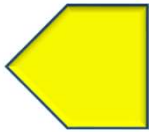
➤ **COVID-19 Pandemic Impact on business**



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“Its Pure”

Organic Farming Future of Agriculture



Managing Director's Message



Managing Director's Message



Commenting on business :
Mr. Darshak Rupani
Managing Director
White Organic Agro Ltd.

"The COVID-19 pandemic has led to dramatic loss of human life across the world and presents an unprecedented challenge with deep social and economic consequences. Regarding the food industry, the pandemic is already affecting the entire food system. Restrictions on movement within and across countries can hinder food-related logistic services, disrupt entire food supply chains and affect the availability of food.

During this challenging time, **White Organics's** focus is on supporting our customers, our employees and the local communities in which we operate. We are working to avoid disruptions caused by COVID-19 coronavirus, while at the same time acting responsibly to do what we can to prevent further spread of the virus. White Organic Agro Limited is committed to delivering fresh organic Vegetables and Fruits, Groceries and Pulses and many other products taking utmost care of hygiene of the products , packaging and our employees.

We are pleased with overall operational performance that our Company has performed due to a higher demand for premium organic products. The agriculture sector in India is expected to generate better momentum in the next few years due to increased investments in agricultural infrastructure such as irrigation facilities, warehousing and cold storage. We expect to further spike in overall business spread across various segments by expanding across geographies and enhancing our market share.

In the quarter ended 30th September, 2021, our company registered a good revenue growth of over 93 % as compared to same period last year. In the half year ended 30th September, 2021, our company registered a exponential growth of 59% as compared to the same period last year.

During the quarter ended September 30th 2021, the company has received from "Suumaya Retail Limited" by disinvesting a controlling stake of 55.01% in White Organic Retail Limited (subsidiary) for a sale consideration of Rs. 18.90 crores. This involved sale of 60,00,000 shares of the said subsidiary at a per share price of Rs. 31.50. The share consideration has been allocated on a provisional basis as permitted under IND AS 103. The presented adjustments are subject to revision until the provisional accounting has been finalised.

This business growth in the said quarter was mainly on back of high demand & growing acceptability for organic food particularly in rice, Pulses and Retail / distribution / trading of all other products mainly in the states of Gujarat and maharashtra, India.

I once again thank the entire team of 'White Organics' 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 along with their critical inputs has given us the determination and ambition to grow from strength to strength."

The background features a green and blue abstract design with wavy lines and a golden arrow pointing upwards. In the foreground, there are several stacks of golden coins of varying heights, and a golden line graph showing an upward trend. A grey rectangular box with a white circle inside is positioned to the left of the title text.

**Quarterly & Half Year ended September
2021 - Financial Highlights**

COVID-19 Pandemic Impact on business



As the novel coronavirus spreads across the world, The long term mandate should be being healthy by getting the right amounts of exercise and sleep, as well as consuming a balanced diet. But, even these modest, basic rules seem challenging at times. The recent Coronavirus pandemic has grappled the nation and cornered us in lockdown. The Indian government is taking all possible measures to make sure that COVID-19 does not spread in India as it did in other countries.

Amid this chaos, the health-conscious generation is doing all in their fitness routine that they think they need to keep fit and build immunity-from working out at home to meditating to going on morning walks. Given the current world health scenario due to the global Coronavirus pandemic, it has become indispensable to encourage people to gain a greater sense of control over their physical health. *Moving ahead in the future, Organic Agro Practices and its food-related logistic services shall be considered as one of the most essential business in India.* Increased efforts are needed to ensure that food value chains function well and promote the production and availability of diversified, safe and nutritious food for all. In doing this, it is necessary to give maximum importance to increasing the immunity of the society at large.

Due to this COVID-19 breakout and thanks to social media, The community at large have educated themselves regarding the need of better immune system and for which Organic foods are a smart priority. Opting for organic foods is an effectual choice for personal and planetary health and to achieve the door step delivery of the same, Company sells fresh organic veggies and premium grade organic pulses, spices, cereals etc. from all the segments. Company will also expand in the e-commerce integrated portal with PAN India delivery, with outsourced logistic support. We are very optimistic about the future and the growth of the business. The organic business has grown exponentially in the recent past.

Today awareness of food security and nutrition is at its peak. Responses need to be well coordinated across the country and beyond, to limit impacts, end the pandemic, and prevent its recurrence.

We at White Organic Agro Limited the only listed Company in India dealing in pure agriculture organic segment which providing exclusively organic products from farms to B2B clients indirectly catering to homes have accepted this crisis and have committed ourselves to deliver health.



Standalone Q2 and H1 FY22 Profitability Highlights

| Rs. in Lakhs | Q2FY22 | Q2FY21 | H1FY22 | H1FY21 |
|------------------------------|----------------|---------|----------------|---------|
| Total Income from Operations | 3668.22 | 1902.15 | 5594.22 | 3512.87 |
| Raw Materials | 3197.09 | 1719.20 | 4867.93 | 3283.09 |
| Employee Cost | 9.70 | 9.14 | 16.21 | 13.13 |
| Other Cost | 42.53 | 2.70 | 47.02 | 13.68 |
| EBITDA | 418.83 | 54.29 | 662.94 | 202.85 |
| EBITDA Margin (%) | 11% | 3% | 12% | 6% |
| Interest | 0.00 | 0.00 | 0.00 | 0.00 |
| Depreciation | 0.06 | 0.06 | 0.12 | 0.12 |
| Other Income | 0.00 | 0.00 | 0.00 | 0.00 |
| Profit Before Tax | 418.83 | 54.29 | 662.94 | 202.85 |
| Tax | 36.76 | 13.67 | 98.20 | 51.06 |
| Profit After Tax | 382.07 | 40.62 | 564.74 | 151.79 |



Company Overview



01 First and Only Listed Company

First and only listed entity catering to entire organic product range

02 Pure and Unadulterated Products

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 player

05 Quality Control

Solely focused on quality assurance at every step of processes

Professionally Experienced Team



Mr. Prashantt Rupani, Chairman

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

Mr. Darshak Rupani, Managing Director

- 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. Sunil Goyal, Head - Operations

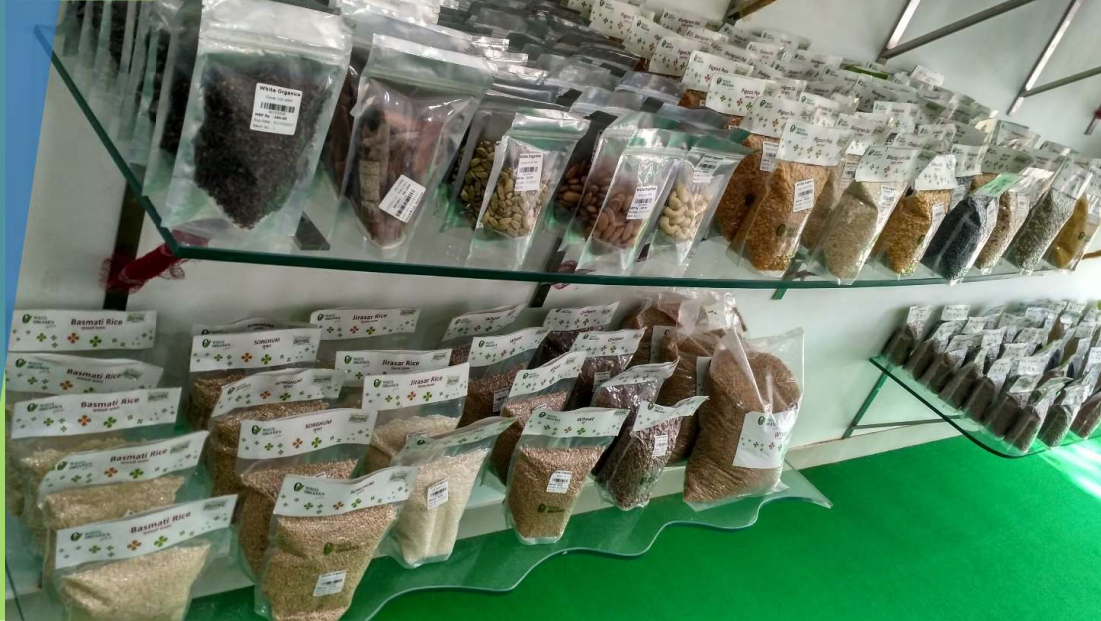
- Over Fifteen years of experience in Organic Retail business
- Oversees procurement and operation activities

Mr. Ronak Desai, CFO

- Management study graduate specializing in Finance
- Over Nine years of experience in accounts and finance management



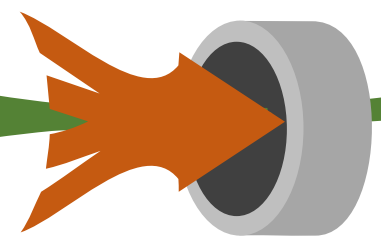
Business Overview



White Organic Agro Ltd. – History

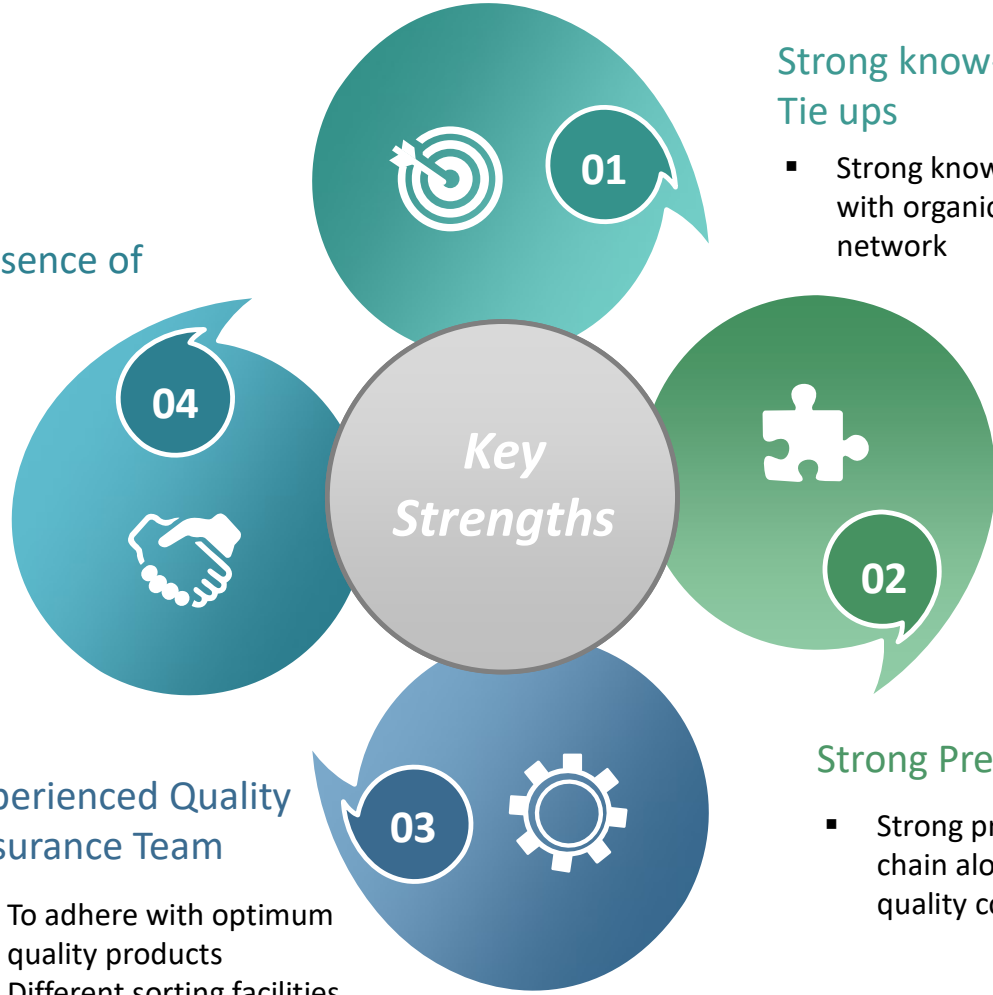


- 1990: Incorporated under Chairmanship of Mr. Ramesh P. Kothari
- 1994: Got publicly listed
- 2010: Current promoters took over Company via open offer
- 2012-14: Sluggish diamond industry forced Management to look for other avenues
- 2015-16: Plans to diversify into Organic farming
- 2016-18: Commenced Organic Farming and Retail Operations; Currently into leased organic farming and cultivation



Seed Research, Land Quality Assurance, Farming, Cultivation, Harvesting, Quality check, Distribution, Retailing & Exports

Key Strengths in current busines



Strong Sourcing - Presence of own farmer Base

- Various organic farmers exclusive contracts for total buy outs
- Daily logistic support through various agencies

Strong know-how of Process - Tie ups

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

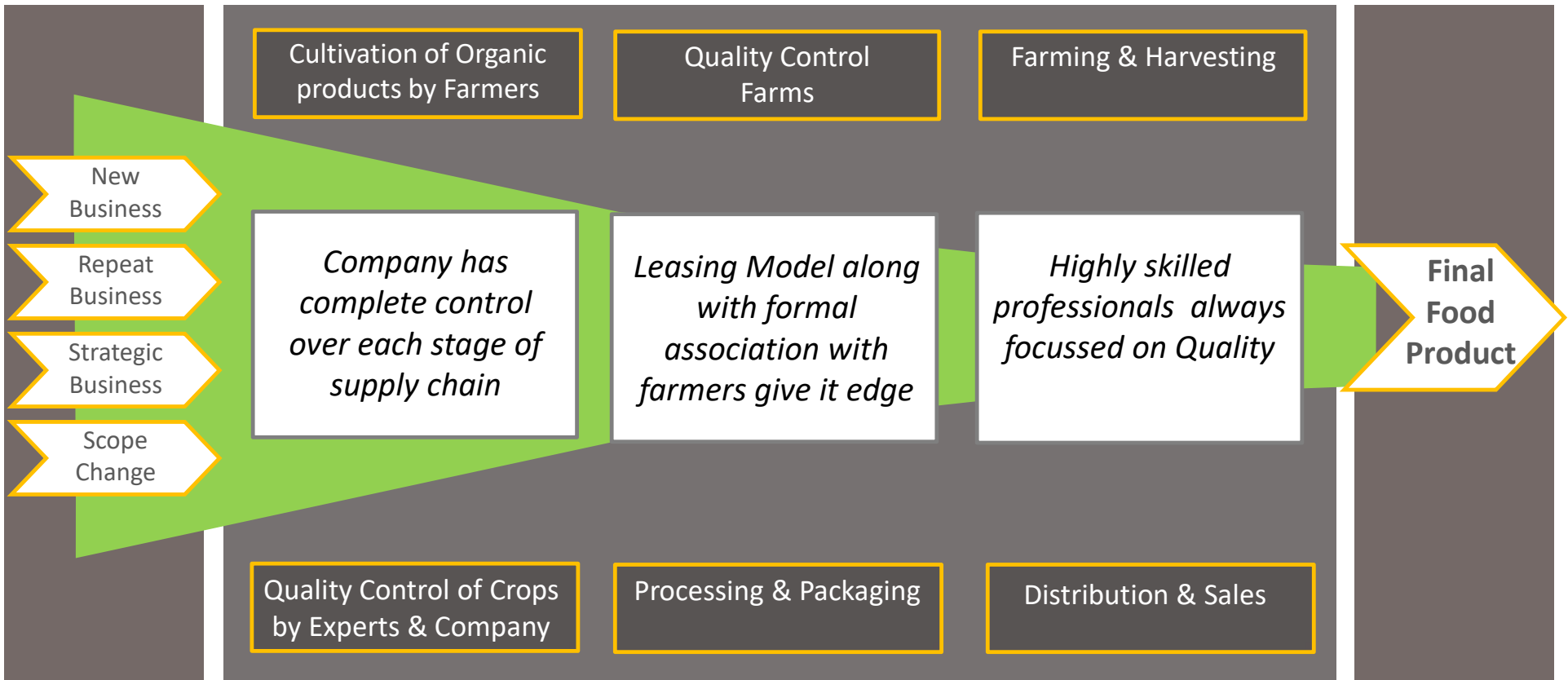
Experienced Quality Assurance Team

- To adhere with optimum quality products
- Different sorting facilities

Strong Presence within Supply-Chain

- Strong presence within supply chain along with stringent quality control

Supply Chain – Present across chain



Sales Models



Sales Models

Organic farming

- Currently cultivating organic vegetables and fruits via 120+ farmers in Maharashtra, Gujarat
- Promoting Organic markets across urban suburbs and educating the society at large regarding benefits of organic habits

B2C Sales

- Retail stores in Mumbai
- Currently supplying organic fruits and vegetables to 1,200+ customers at their door step

E-Commerce

- Web portal, which caters across India
- Tie-ups with online portals like Zomato, Grofers, and many more
- Mobile Application

B2B Sales

- Strategic tie-ups with Super Markets for sales of our products
- Catering to 120+ Organic stores and 30+ restaurants in Mumbai

“Focus on Brand Development”



Wide Product Portfolio...

Gourds / Beans

- Bottle Gourd
- Bitter Gourd
- Pointed gourd/Parval
- Cluster beans/Gavar
- Tindli
- Cow Pea/Chauli
- Broad Beans

Roots

- Onion
- Potato
- Sambhar Onion
- Arbi
- Yam
- Sweet Potato

Green Leafy

- Lemon Grass
- Spinach
- Mint
- Coriander
- Spring Onion
- Fenugreek
- Alu Patta

Green Leafy

- Curry Leaves
- Garlic
- Ginger
- Lemon
- Green Chilly
- Green Chilly light

Vegetables

- Capsicum
- Lady Finger
- Pumpkin
- Brinjal Bharta
- Brinjal Small
- Raw Mango

Salad Veggies

- Cucumber
- Cabbage
- Beetroot
- Tomato
- Bell Pepper
- Zucchini
- Broccoli

Fruits

- Banana
- Papaya
- Chikoo
- Crimson Grapes
- Lychee
- Peach
- Plum

Fruits

- Avocado
- Cherry
- Sweet Lime
- Musk Melon
- Water Melon
- Orange
- Pomegranate

Wide Product Portfolio...



WOOD PRESSED COOKING OILS

Mustard
Sunflower
Sesame
Groundnut
Safflower Oil
Coconut
Flax Seed Oil

DESI DALS UNPOLISHED

Yellow Moong Dal
Moong Whole
Matki
Masoor Whole
Masoor Dal
Urad Chilka Dal
Urad Dal White

DESI DALS UNPOLISHED

Chana Dal
Tur Dal
Chauli Beans
Kabuli Chana
Kala Chana
Red Rajma
Black Rajma

DESI DALS UNPOLISHED

White Vatana
Makka (Maize)
Jowar
Bajri
Ragi
Panchratna Dal
Rajgira

MANUKKA

Brown Seedless
Black Seedless
Red Flame Seedless
Walnuts Shelled

UNPOLISHED RICE

Lokvan Wheat
Khapli Wheat
Sonamasoori Brown
Brown Basmati
White Basmati
Indrayani Rice -
(Handpounded)
Indrayani Rice (Single Polish)

SEEDS

Sunflower Seeds
Pumpkin Seeds
Watermelon Seeds
Chia Seeds
Basil Seeds
Flax Seeds
Fenugreek Seeds

HERBS

Thyme
Oregano
Rosemary
Sage
Parsley
Leek
Chive

Wide Product Portfolio...



SPICES AND CONDIMENTS

- Jaggery Powder
- Khandsari Sugar
- Coriander Powder
- Turmeric Powder
- Red Chilli Powder
- Urad Papad
- Jeera Powder
- Jeera Whole
- Black Pepper Whole

MILLETS

- Little Millet - Kutki
- Kodo Millet - Kodra
- Proso Millet - Broomcorn
- Barnyard Millet - Jhangora
- Foxtail Millet - Kangni
- Pearl Millet - Bajra
- Finger Millet - Nachani
- Sorghum Millet - Jowar

SNACKS

- Masala Bhakri
- Plain Bhakri
- Methi Bhakri
- Moringa Bhakri
- Masala Khakra
- Juwar Khakra
- Ragi Khakra
- Jira Khakra
- Methi Khakra

DIETARY SUPPLEMENTS

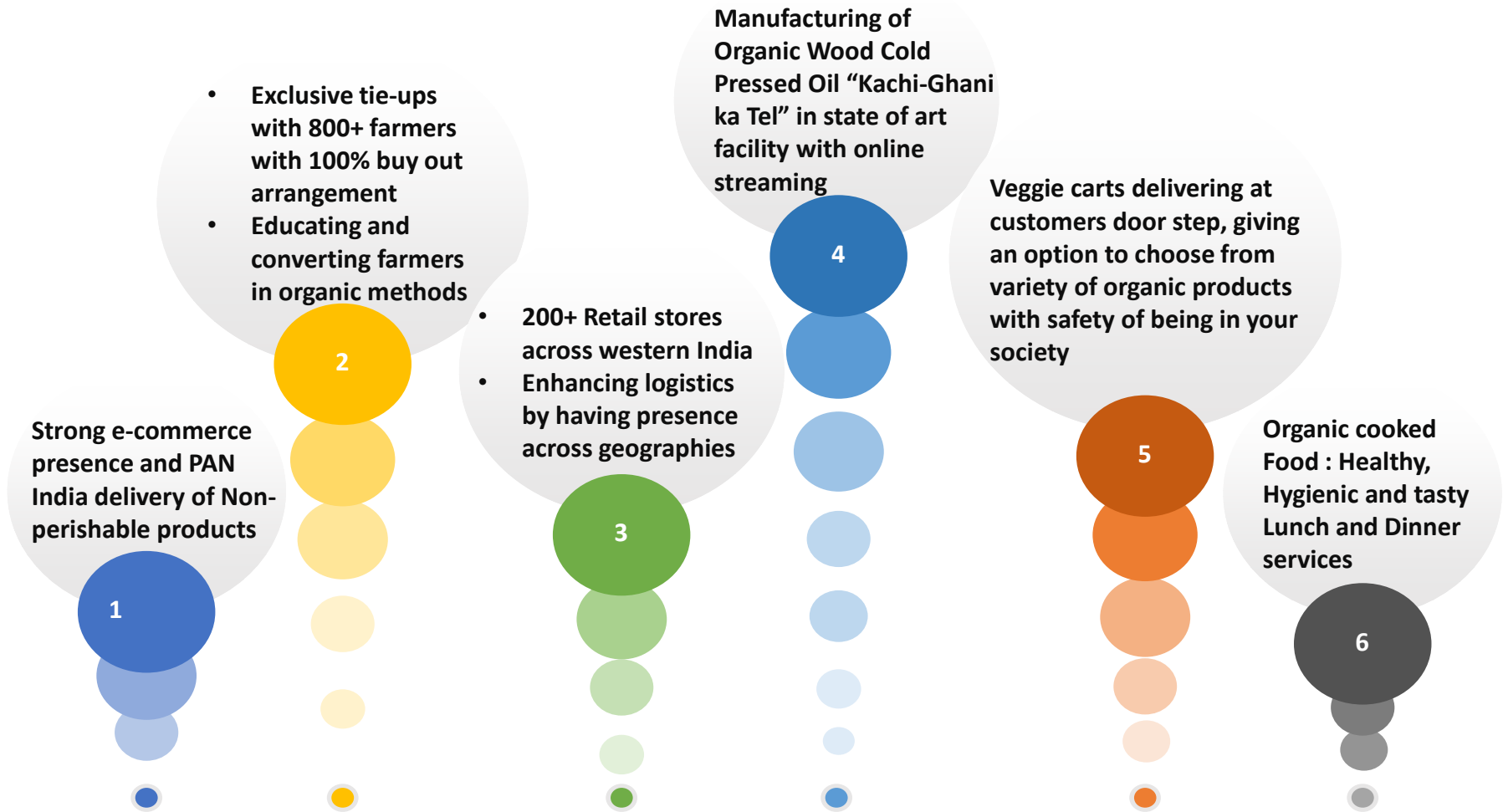
- Moringa Powder
- Amla Powder
- Amla Capsules
- Ashwagandha Powder
- Ashwagandha Capsules
- Wheat Grass Powder
- Wheat Grass Capsules
- Triphala Powder
- Triphala Capsules



Way Ahead



Future Plans – Various segments ...

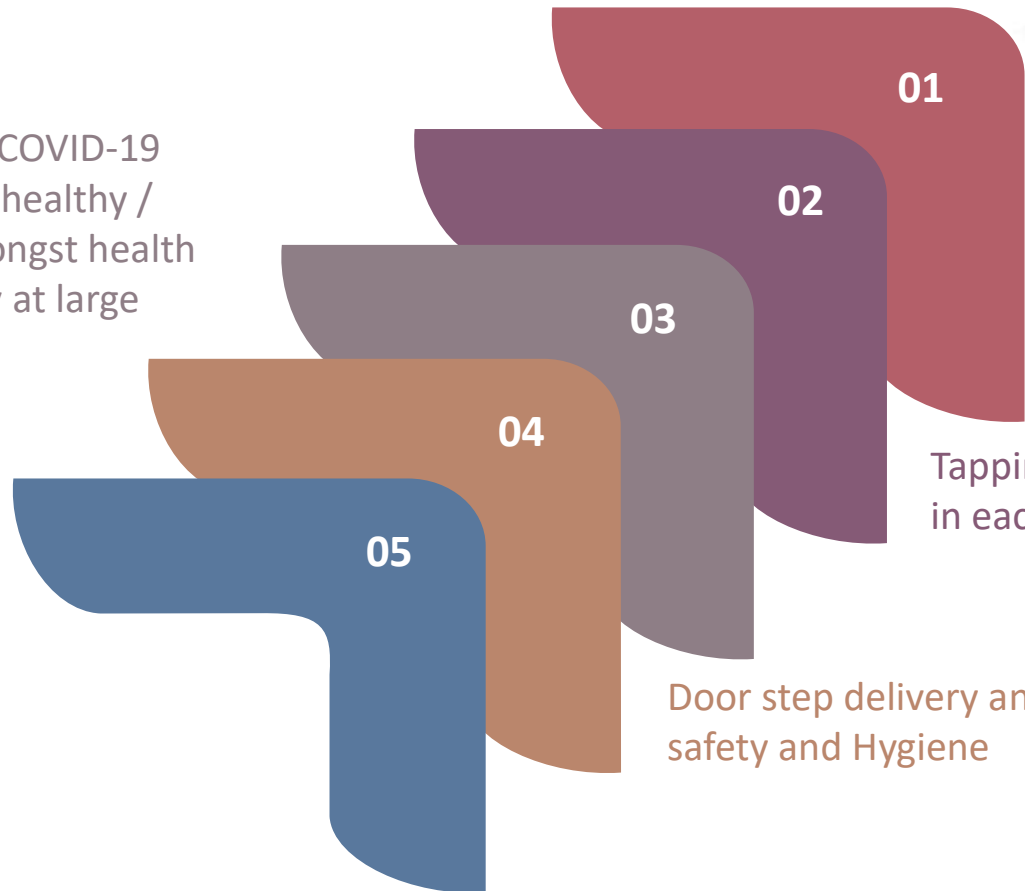


Way Ahead – Retail Stores and Distribution



In general and specially Post COVID-19 Pandemic, Huge demand for healthy / nutritious food products amongst health conscious people and society at large

Online and Offline Promotional Activities – Encouraging customers to convert into organic



Huge Untapped market

Tapping 2,000+ dedicated families in each store (Owned & Franchise)

Door step delivery and assurance of safety and Hygiene

| Target Segment | | | | | | | |
|---------------------|--------------------------------------|--------|----------------------|-----------|---------------------|-------------------|-----------|
| Corporate Employees | Organic / Conventional kirana stores | Hotels | Bakeries/Restaurants | Retailers | Potential Customers | Current Customers | Hospitals |

Way Ahead – Empowering Farmers & Organic Farming Opportunities



01. Supporting the Farmers – Backbone of INDIA

Partner and support 1,200+ farmer families across western India by providing new organic crop varieties and new methods, while introducing sustainable farming practices.

02. Buy-Back of Produce

Assured buy-back of produce at pre-agreed prices, which insulates farmers from open market price fluctuations.

03. Plant Protection

Offering advanced plant protection program and technical know-how developed in collaboration with leading organic agri-input universities and agronomists

04. NMSA Scheme

Providing guidance based on NMSA Scheme, the financial assistance of 50% of total project or unit if provided by the government for the promotion of organic inputs.

05. Transportation

Providing 100% Farm pick-up of vegetables and fruits on daily basis, Hence saving farmers Transport expenses

06. Support and Educate Farmers

Seminars and focus on supporting and encouraging farmers for growing Fruit, Vegetables and other Organic Agro products

Source:- Industry Data



Way Ahead – Manufacturing of “Kachi Ghani ka Tel”

Oil Division

Proposed manufacturing of Cold Wood Pressed Oil

Why Organic Cold Pressed Organic Oil ?

Organic Cold pressed oil is healthier than conventionally made oil because of the lack of heat and chemicals in the production process. In conventional extraction, raw materials are heated to very high temperatures, sometimes up to 450°F (around 230°C), which changes their chemical structure and making them unhealthy.

Cold pressed retain healthy antioxidants that are otherwise damaged by being exposed to heat.

Antioxidants help combat free radicals that cause cell damage in the body. Most cold pressed oils are rich in vitamin E, which has anti-inflammatory and healing properties.

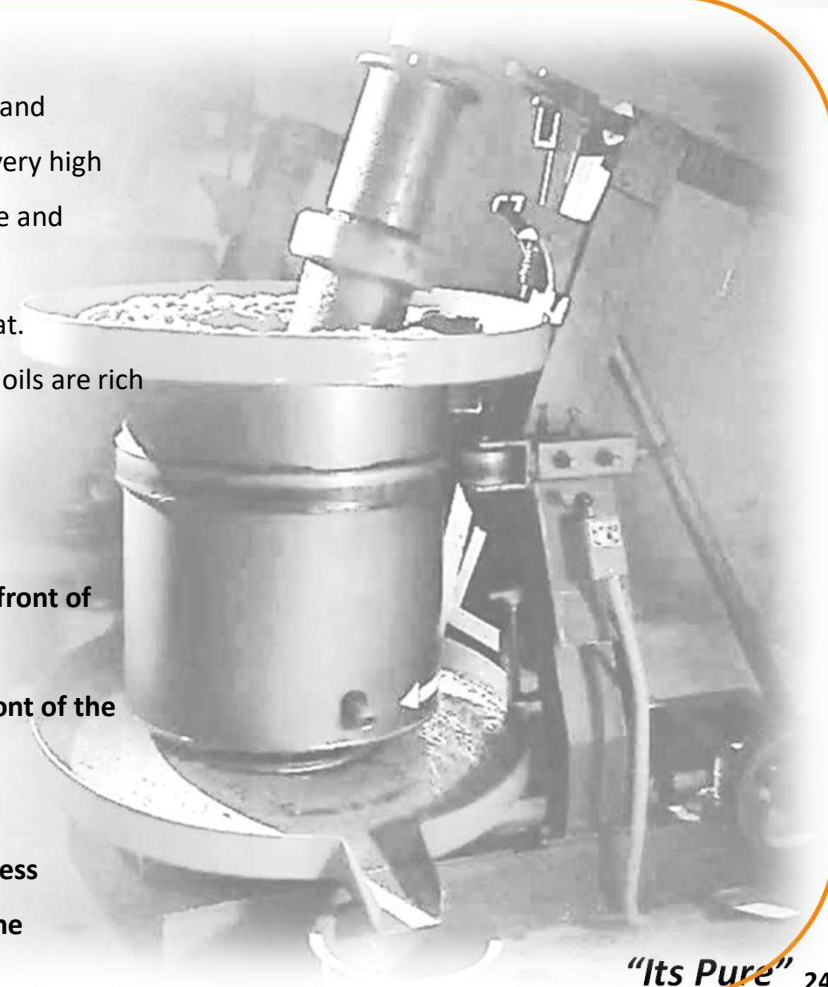
SEEING IS BELIVEING - Setting up Organic Cold Wood Pressed Machines across retail outlets

➤ Service Provider :

- Customer can bring the certified organic seeds (Ground and we extract the oil in front of them at a reasonable price
- Retail stores shall provide with pure organic seeds and inturn extract the oil in front of the customer

➤ Offline

- State of art Organic Certified oil extraction unit having 20+ machines for the process
- Faith : Giving the customer utmost transparency by giving an option of viewing the production of oil that “YOU CONSUME” on “YOUR HAND HELD DEVICE”



“Its Pure” 24

Thank You



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Bloomberg WOAL:IN

REUTERS WHDI.BO

For further information, please contact:

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E-Commerce : <http://www.whiteorganics.in>

Android and iOs : White Organics

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Managing Director

Ms. Rupal Narvekar
Company Secretary

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