



IPO DETAILS

Uma Exports Limited

#IPOology



Issue Opens

28th Mar 22, Mon

Issue Closes

30th Mar 22, Wed

Min. Lot Size

220 Shares

Issue Price Band

₹65 - ₹68

Industry

Trading & Distribution

Issue size

Fresh Issue:
8.82 Mn Eq Shares
(₹600.00 Mn)

OFS:
NIL

Face Value
₹10

Listing at
NSE, BSE

Objectives of the Issue

Augmentation of working capital requirements

General corporate purposes

Rating

AVOID

APPLY NOW

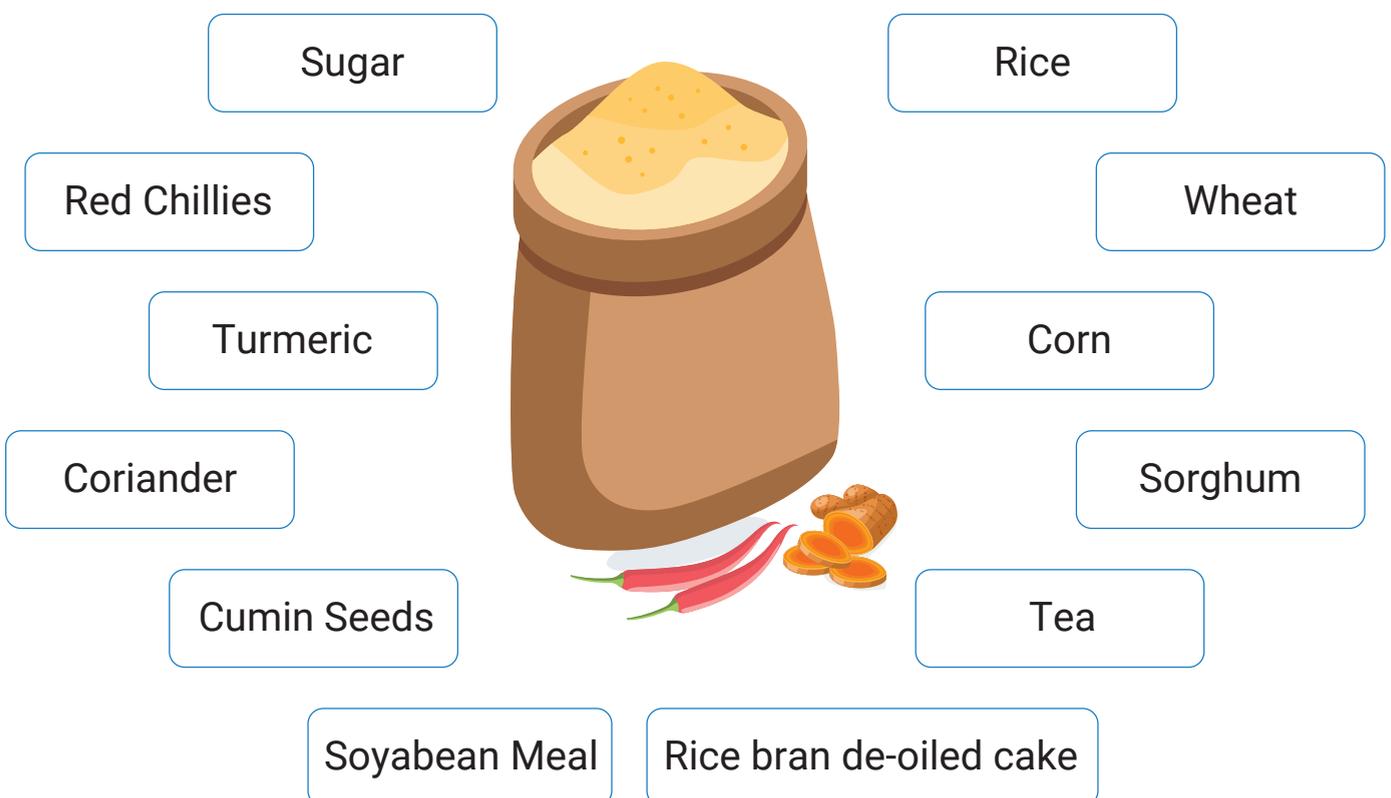


Uma Exports Limited

Company Overview

The company imports lentils, faba beans, black urad dal, and tur dal in India in bulk quantities from Canada, Australia, and Burma. The company is a B2B trader and is highly specialized in sugar and lentils. It maintains stocks and distributes them to different institutional parties like manufacturers and exporters in bulk quantities.

Product Portfolio



The company has developed a business strategy to switch over exports/imports from one commodity to another with changes in demand or inconsistency in pricing for any commodity during any season. This policy adopted by the management ensures that the company does not pass through a lean period during the year.



Global Dispatch

Uma Exports is in the process of setting up a procurement office in Australia through a wholly-owned subsidiary which will allow it to dispatch commodities directly to other global locations. This move will enable the company to save costs on freight and import duties, among others.



Pan-India Services

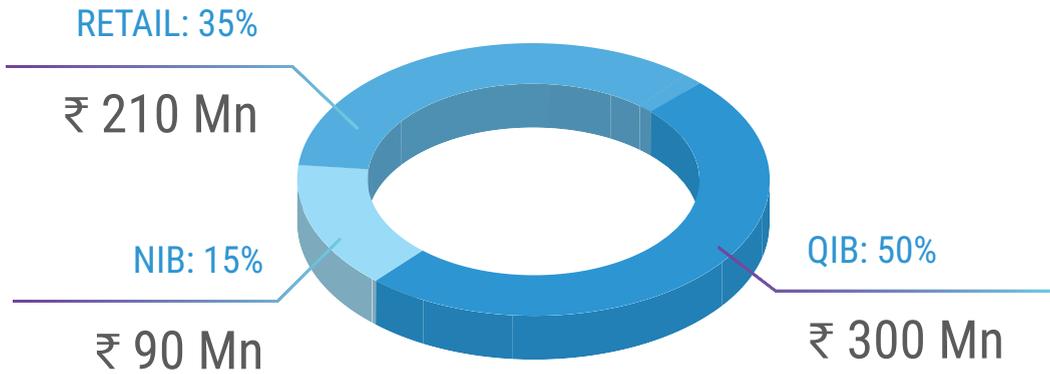
The company has a pan-India market presence and exports products to countries such as Sri Lanka, UAE, and Afghanistan. Among others, it exports corn to Bangladesh and other countries.



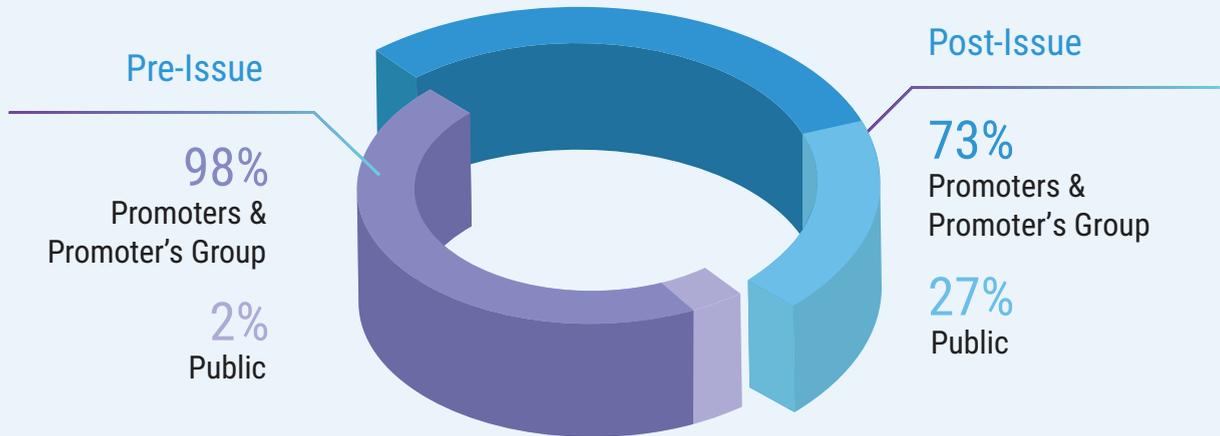
Uma Exports Limited

Issue Details

Issue Break-Up



Shareholding Pattern



Capital Structure (in ₹)



400 Mn

Authorized Equity Share Capital



249.86 Mn

Paid-Up Capital (Pre-Offer)



338.10 Mn

Paid-Up Capital (Post-Offer)

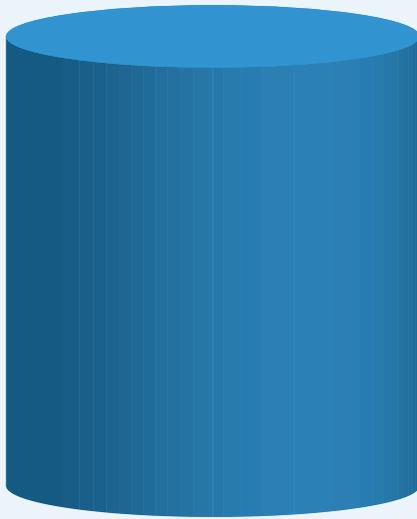


Uma Exports Limited

Valuations and Peer Comparison

Market Cap
₹2,299 Mn

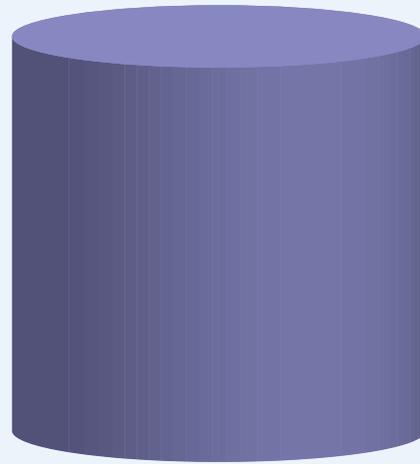
P/E Ratio



18.71x

Uma Exports Ltd.

Market Cap
₹2,800 Mn

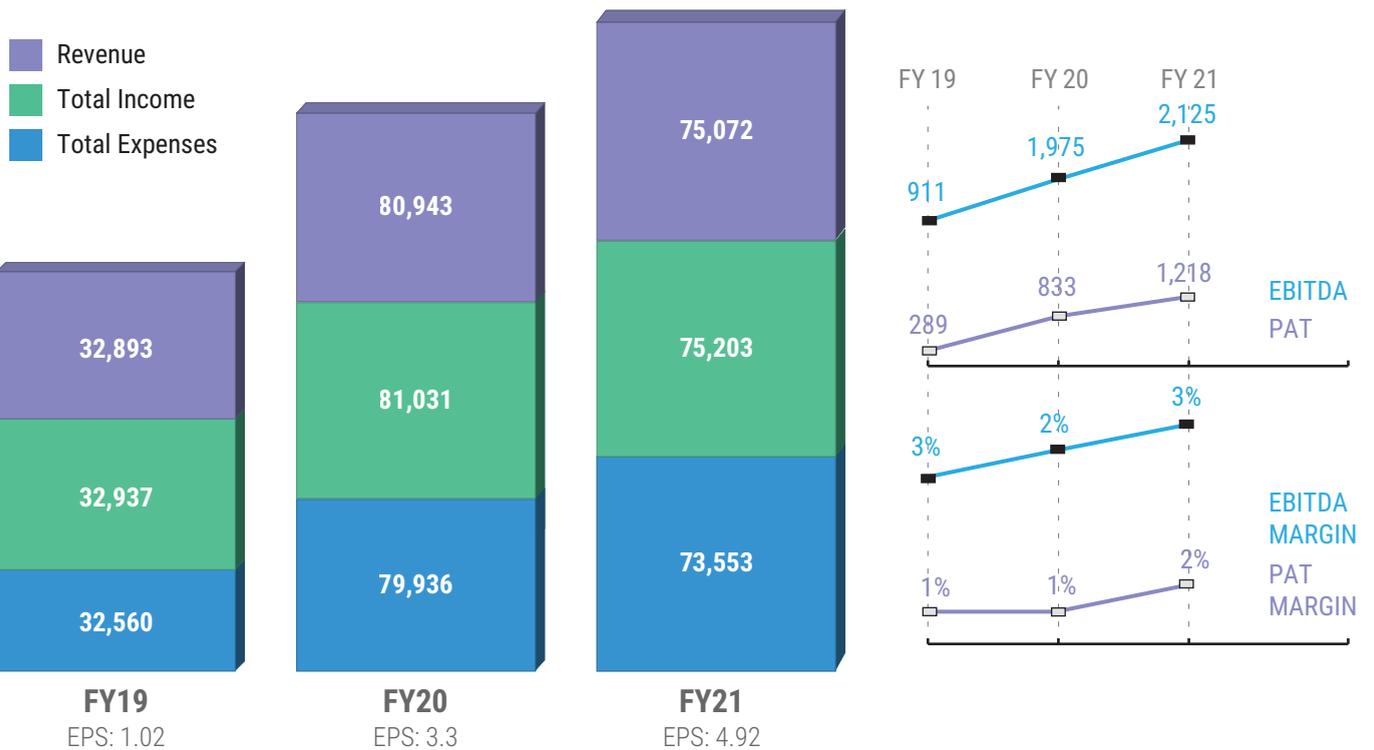


16.20x

Sakuma Exports Ltd.

Market cap data of listed securities as on Mar 23, 2022

Financial Snapshot (in lakhs)





Uma Exports Limited

Business Insights



Competitive Strengths

- Experienced management team with proven project management and implementation skills
- Strong presence in agro commodities trading segment
- Track record of growth and profitability
- Long term relationship with clients and repeat business



Business Strategy

- Backward integration
- Vessel load procurement
- Focus on increasing exports
- Continues to launch new products and customer base enhancement
- Pursue strategic acquisitions
- Focus on multiple drivers for margin expansion



Risks

- The import / export of certain agricultural produce and commodities are subject to seasonal factors
- The company derives a significant portion of its revenue from its top 10 customers who contributed 34.17% and 33.13% in Fiscal 2020 and 2021, respectively

Promoters and Management Details

Madan Mohan Khemuka - Non-Executive, Non-Independent Director
Rakesh Khemka - Non-Executive Chairman
Manmohan Saraf - Executive Director and CFO