



PROSPECT

Prospect Consumer Products Limited
(formerly known as Prospect Commodities Limited)

H2 FY25
Investor Presentation



Company Overview

Established in 2022, **Prospect Consumer Products Limited (formerly known as Prospect Commodities Limited)**, specializes in processing, exporting, and supplying natural cashew kernels to wholesalers in the B2B market, operating in Gujarat.

Under the brand name **DRIFRUTZ**, Prospect has earned recognition for its commitment to delivering premium quality cashew kernels across domestic and international markets.

In addition to their core product line, the company also offers various by-products derived from cashew nuts, including cashew husk, cashew husk pellets, and cashew shell.

With a dedication to maintaining rigorous quality standards, the company operates a state-of-the-art facility that ensures an end-to-end process geared towards meeting customer requirements.

Their sourcing strategy involves procuring the finest raw cashew nuts from trusted suppliers in African countries, South Asian countries, and within India.



Vision

To ascend as an industry leader, penetrating the retail sector and achieving excellence in both B2C and B2B markets



Mission

Drive evolution and expansion, delivering unparalleled products and services to retail and business clientele, fostering strong partnerships, and championing our unique brand identity.

As a customer-centric organization, Prospect Consumer prioritizes excellence in product quality and supply chain efficiency, making them a preferred choice for businesses seeking reliable cashew solutions.

“ In just a few years, Prospect Consumer Products Limited has evolved from a trading house into a premium Cashew processing and consumer brand powerhouse. Backed by a clear vision, a focus on quality and operational excellence, we have built a robust Domestic and International presence.

For H2 FY25, we delivered **43.11% growth in Revenue** and **40.51% increase in EBITDA** YoY, successfully achieving the performance benchmarks we had set for ourselves.

Strategic milestones like the Joint Venture with Africa Negoce Industries and our **Capacity expansion to 2,500+ MTPA** have significantly enhanced operational efficiencies and optimized costs, with plans underway to soon **double our production capacity to over 4,800 MTPA**. Through investments in automation and retail partnerships with Amazon, JioMart, and ONDC, we are driving sustained growth. Targeting a **40-45% CAGR** over the next three years, we remain anchored on diversified revenue streams, premium brand positioning, and agile supply chain management.



Mr. Vimal Mishra
Promoter & Managing Director

15 +
Year of Experience



2500+ MT
Current Capacity



New Hi-tech
machinery



Delivers excellence
Nationwide



FY24

Revenue : ₹ 24.27 Cr
EBITDA : ₹ 3.02 Cr
PAT : ₹ 1.73 Cr



35+
Products Available



New Joint Venture
Africa Negoce Industries



International
Quality Standards

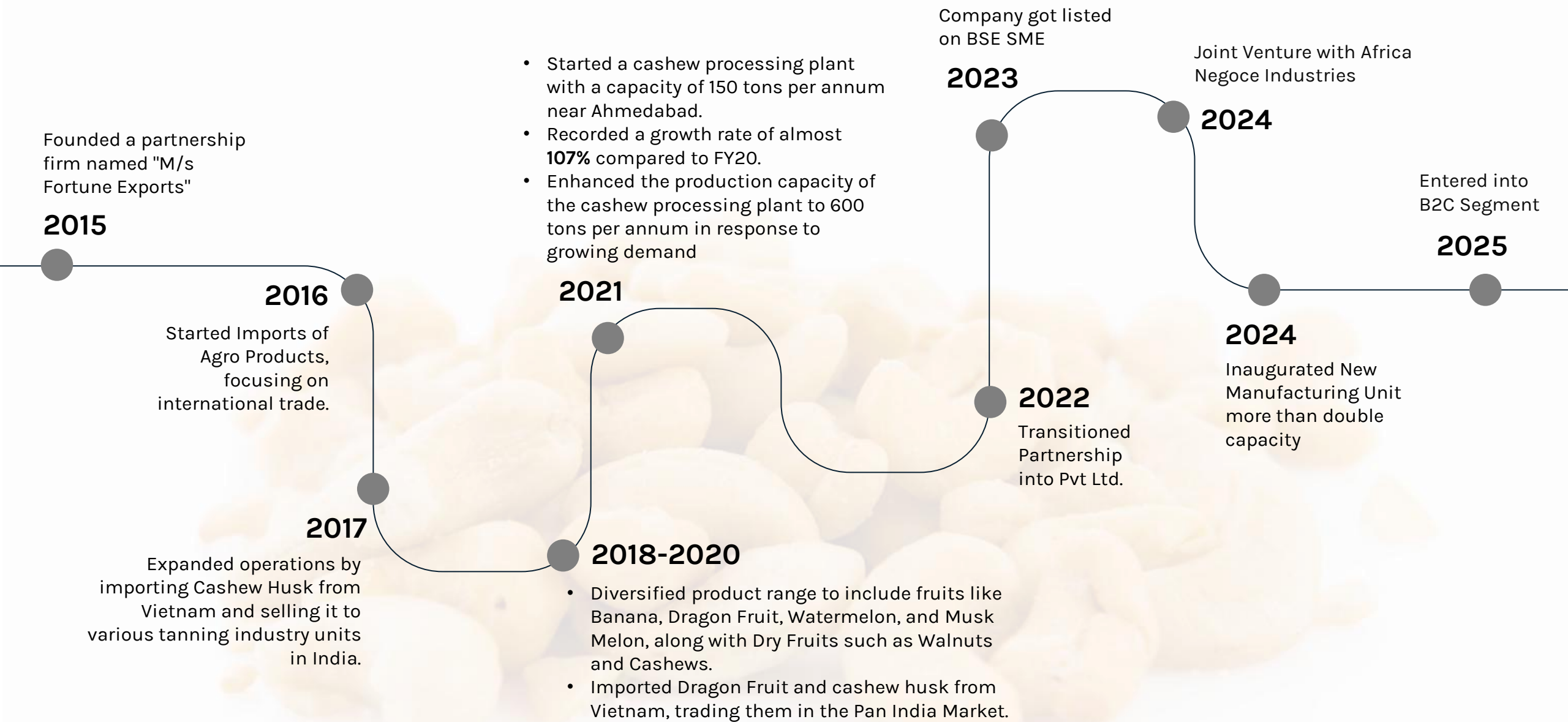



B2C
Launched New Products



FY25

Revenue : ₹ 30.99 Cr
EBITDA : ₹ 4.25 Cr
PAT : ₹ 2.14 Cr






Form C

Government of India


Food Safety and Standards Authority of India

License under FSS Act, 2006



सत्यमेव जयते

अनुज्ञापन संख्या / License Number: 10020021005807



1. Name & Registered Office address of Licensee / अनुज्ञापितकारी के पंजीकृत कार्यालय का नाम और पता:

2. Address of Authorized Premises / प्राधिकृत पसिरो का पता:

3. Kind of Business / कारोबार का प्रकार:

4. Dairy Business Details / डेयरी कारोबार विवरण हेतु : No

5. Category of License / अनुज्ञापन का वर्ग: Central License

PROSPECT COMMODITIES LIMITED
417, SUN ORBIT, B/H RAJPATH CLUB ROAD,
BODAKDEV , Ahmedabad, Gujarat-380054

SHED NO, 8, SADBHAV INDUSTRIAL PARK,
VILLAGE - DHAMATVAN, TALUKA - DASKROI,
Daskroi, Ahmedabad, Gujarat-382433

Manufacturer - General Manufacturing
Trade/Retail - Trader/Merchant - Exporter
Trade/Retail - Importer
Trade/Retail - Wholesaler

This license is granted under and is subject to the provisions of FSS Act, 2006 all of which must be complied with by the licensee. / यह अनुज्ञापन पता पसरा और मानक अधिनियम, 2006 के अधीन अनुज्ञापन की गई और यह अधिनियम के उपबंधों के अन्तर्गत है जिसका अनुज्ञापितकारी द्वारा अवश्य पालन किया जाना चाहिए.

Place / स्थान: FSSAI Mumbai

Issued On / दिनांक: 06-04-2023 (Modified License)

Valid Upto: / वैधता: 04-08-2024 (For details, refer Annexure)

Designated Officer

Date : 06-04-2023 15:32:41

User Id : 108464

Verified through Mobile : 96XXXXXX29

License Issued On : 06-04-2023 15:32:41

Annexures:

1. [Product Annexure](#)

2. [Validity Annexure](#)

3. [Non-Form C Annexure](#)

4. [Conditions Of License](#)


Note:

1. Application for renewal of License can be filed as early as 180 days prior to expiry date of License. You can file application for renewal or modification of License by login into FSSAI's Food Safety Compliance System(<https://foscos.fssai.gov.in>) with your user id and password or call us at 1800112100 for any clarification.


2. This License is only to commence or carry on food businesses and not for any other purpose.

3. This is computer generated license and doesn't require any signature or stamp by authority.


 <div> FDA U.S. FOOD & DRUG ADMINISTRATION <small>CENTER FOR FOOD SAFETY & APPLIED NUTRITION</small> </div>	
Date: 05/02/2023 1:19:03	
Created Date 2023-05-01 10:58:53.0	Created by pro20351
Registration Expiration Date 2024-12-31	Registration Renewed Date
Last Updated 2023-05-02	Registration Status Reason Initial registration
Registration Status VALID	
Is this facility engaged in the manufacturing/processing, packing, or holding of food for human or animal consumption in the United States? <input type="radio"/> Yes <input checked="" type="radio"/> No	
Are you a fishing vessel engaged in processing (21 CFR 1.228(f))? <input type="radio"/> Yes <input checked="" type="radio"/> No	
Section 1: Type of Registration	
Facility Location: Foreign Registration UPDATE OF REGISTRATION INFORMATION: Registration Number: 18673910642 Pin No C808eJ4H Are you the new owner of a previously registered facility? <input type="radio"/> Yes <input checked="" type="radio"/> No Previous Owner's Title: Previous Owner's Name: Previous Owner's Registration Number:	
Section 2: Facility Name/Address Information	
Facility Name PROSPECT COMMODITIES LIMITED Telephone Number 091 734 8000696	
Facility Name Suffix Limited Company Fax Number	
Facility Street Address, Line 1 417, Sun Orbit, Behind Rajpath Club Rajpath Rangoli Road, Bodakdev E-Mail Address info@prospectcommodities.com	
Facility Street Address, Line 2 City Ahmedabad Unique Facility Identifier (UFI)	
State/Province/Territory Gujarat	
Zip Code (Postal Code) 380054	
Country/Area INDIA	




Optimized Operations




Customer-Centric Approach



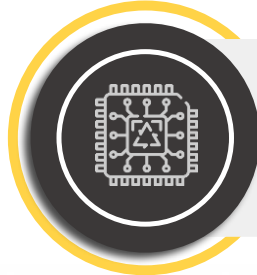
Commitment to Quality




Investment in technology and product development



Strategic Financial Management



Hi-Tech Infrastructure



On schedule delivery



Competitive Strengths:



Business Strategy:

-  Improving operational efficiencies and enhancing the Installed capacity
-  Branding the finished product
-  Entering in to B2C business and online selling
-  Enhance customer base by entering new geographies to establish long-term relationships



Business Overview

Their product line features a range of premium-grade cashews packed in 10 KG tin pack, Bucket, vaccume, etc. offering various sizes and colors based on the nuts' grade.

**“Majestic”
is the King of Cashew**



160-180 cashews per pound.

Higher grade indicates healthier nut.

Higher grade enhances taste and nutrition.

**"Luxurious"
grade is popularly known as
"Jumbo" nuts.'**



190-210 cashew nuts per pound.

Scientifically nutritious, ideal for premium food

**High protein and essential minerals.
0% Cholesterol.**

**"Delicious"
grade is a large, beautiful, white,
whole cashew**



220-240 cashews nuts/pound.

Scientifically nutritious, ideal for premium food.

**Provides protein, essential minerals, and
0% cholesterol.**

"Everyday"
Cashew the most Popular & highly demanded globally.



Highest availability among cashew kernels.

Scientifically nutritious, ideal for premium food production.

Provides protein and essential minerals.

Contains 0% Cholesterol.

Cashew Split



Cashew kernels split into two parts.

Retains original properties, taste, and flavor.

Used in desserts, cookies, chocolates, meals, or snacks.

Can be toasted, salted, or raw.

The company also sells cashew husk processed RCN and cashew nut shell, raw materials for CNSL Oil, used in industries like paint, oil, and laminates.



Cashew Husk

By-product of cashew nut kernel processing.

High fat and protein content.

Useful in animal feed, pigment industry, leather tanning, fuel burning, fertilizer and composting.



Cashew Husk Pellets

Processed using specialized machines to produce pellets.

Condensed into thick, cylindrical pieces for easy storage and transport.

High nutritional value makes them popular for animal feeds.



Cashew Nut Shell Liquid

Features a 1/8 inch thick shell with a soft honey comb structure.

Inside is a dark reddish brown viscous liquid.

Known as the pericap fluid of the cashew nut.

ROASTED & SALTED CASHEWS


Crunchy and satisfying, these roasted and salted cashews are a timeless favorite.



Net Weight : 25g Net Weight : 100g

CHEESE CASHEWS

Savory cashews coated in a cheesy flavor, perfect for a gourmet snack.



Net Weight : 25g Net Weight : 100g

PERI PERI CASHEWS

A spicy twist on classic cashews, bursting with peri peri flavor for those who love spicy.



Net Weight : 25g Net Weight : 100g

PERI PERI ALMONDS

Bold and spicy, these almonds add excitement to your snacking routine.



Net Weight : 25g Net Weight : 100g

ROASTED & SALTED ALMONDS

A classic snack, perfectly roasted and lightly salted for a crunchy bite.



Net Weight : 25g Net Weight : 100g

DELICIOUS CASHEWS

Premium-grade cashews, perfectly roasted for a smooth, indulgent taste experience.



Net Weight : 400g Net Weight : 250g

LUXURIOUS CASHEWS


Premium-grade cashews, perfectly roasted for a smooth, indulgent taste experience.



Net Weight : 400g Net Weight : 250g

ROASTED & SALTED PISTACHIOS

A crunchy delight, these pistachios are roasted to perfection and lightly salted.



Net Weight : 25g Net Weight : 100g

EVERDAY CASHEWS


Enjoy the wholesome goodness of our classic selected cashews, perfect for daily snacking.



Net Weight : 400g Net Weight : 250g

MAJESTIC CASHEWS

Our finest, hand-picked cashews, offering unmatched quality and rich flavor for the most discerning tastes.



Net Weight : 250g Net Weight : 400g

CALIFORNIA ALMONDS

Naturally delicious and nutrient-rich, these almonds are a wholesome snack option.



Net Weight : 250g Net Weight : 100g

EVERDAY ALMONDS

Nutritious almonds, great for a healthy snack or culinary addition to any meal.



Net Weight : 400g Net Weight : 250g

EVERDAY PISTACHIOS


Fresh and flavorful pistachios, ideal for snacking or adding a delightful crunch to your dishes.



Net Weight : 400g Net Weight : 250g


MIX DRY FRUITS

A wholesome blend of various dry fruits, perfect for snacking or as an ingredient in recipes.



Net Weight : 25g Net Weight : 100g

CHOCOLATE CASHEW



Net Weight : 100g

M.R.P. Rs. 749/-

DriFrutz Combo of 2



Perfect for a small yet thoughtful gesture.

M.R.P. Rs. 999/-

DriFrutz Combo of 3



Ideal for those who love variety.

M.R.P. Rs. 1299/-

DriFrutz Combo of 4



A generous offering for special occasions.

Majestic Cashews
Premium-grade cashews, known for their large size and buttery taste.

California Almonds
Fresh, crunchy, and full of nutrients – straight from California.




Roasted & Salted Almonds
A healthy and crunchy snack with a sprinkle of salt to enhance the flavor.

Roasted & Salted Pistachios
The perfect balance of crunch and salt, ideal for any snack occasion.



M.R.P. Rs. 1999/-

DriFrutz Combo of 6



The ultimate gift for the connoisseur of fine dry fruits.

Mix Dry Fruits
A delightful blend of assorted premium dry fruits, perfect for variety lovers.

Roasted & Salted Cashews
Classic and timeless, roasted to perfection and lightly salted.



Peri Peri Cashews
A spicy twist to your favorite nuts, perfect for those who love a kick of heat!

Peri Peri Almonds
A fiery almond experience for the adventurous palate.



Cheese Cashews
Rich and savory, combining the creaminess of cashews with the irresistible taste of cheese.

Chocolate Cashews
A blend of chocolate & premium cashews offers a smooth, melt-in-your-mouth experience.

Brand Launch

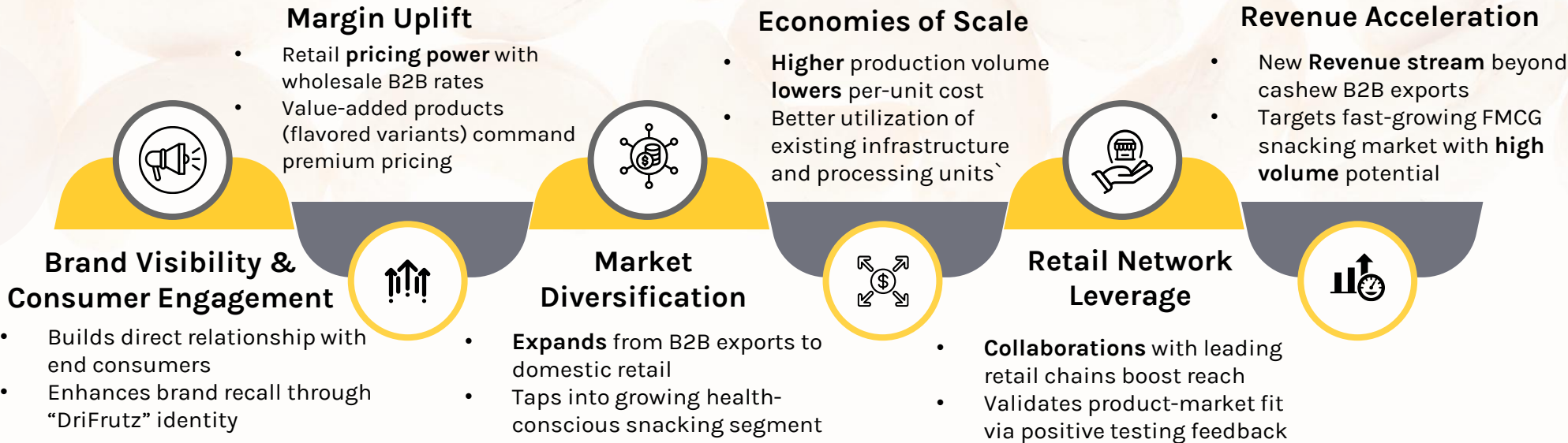
Prospect introduces “DriFrutz”, a curated line of premium flavored dry fruits, marking its foray into the Direct-to-Consumer (D2C) space.



Redefining Premium Snacking for Modern Consumers

Retail Presence

Strategic tie-ups with leading retail chains and expansion across online & offline platforms.



Manufacturing Location:
Changodar , Ahmedabad

Area of Manufacturing Unit:
10,700 sq. ft.

Installed Capacity:
2,500+ MTPA

Utilised Capacity:
1200 MTPA

Capable of processing
10,000/12,000 kg/day.

Capacity Expansion:
Double of the Existing capacity



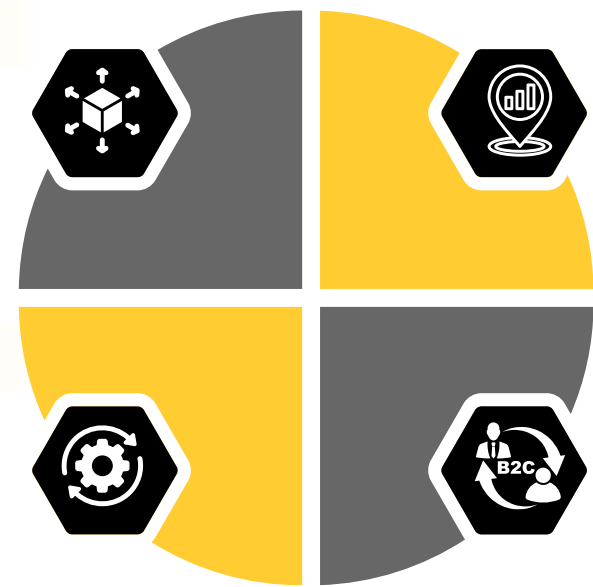
Production Expansion & Automation

Capacity Expansion Highlights

- Production capacity increased from **1,200 MT to 2,500+ MT**
- Scalability built-in with potential to expand beyond **6,000+ MT**
- Responds to strong domestic and international demand
- Marks a key milestone in the company's strategic growth roadmap

Automation & Operational Efficiency

- Newly modernized facility equipped with advanced automation systems
- Manual processing requirements significantly reduced
- Achieving an optimized utilization rate of **75–80%**
- Workforce allocation optimized without compromising on quality standards



Strategic Outlook & Market Positioning

- Targeting a **40–45% CAGR** over the next 3 years
- Backed by sourcing network across Africa, South Asia, and India to ensure **raw material consistency**.
- Strengthened infrastructure supports long-term market leadership

Financial Impact & B2C Alignment

- Automation leads to lower operational costs and **better margins**
- Enables leaner operations and stronger cost structure
- Expansion aligns with **company's entry into the B2C** segment
- Positions Prospect for **higher profitability** across segments



1

Cleaning



2

Boiling and Cooling



4

Drying



5

Moisture Control and Peeling



6

Sorting and Grading



7

Final Drying



8

Packing and Dispatch





Industry Overview

Over the years, India has emerged as the global processing hub for the cashew industry.

The India Cashew Market size is estimated at USD 2.40 billion in 2024, and is expected to reach USD 2.9 billion by 2029, growing at a CAGR of 3.80% during the forecast period (2024-2029).

In recent years, the cashew market has seen a rapid shift in the consumption pattern across India, primarily owing to flavored assorted cashew products occupying an increased share in the retail market space.

With increasing health consciousness, consumers are choosing to snack healthy, owing to which the demand for flavored cashews is rising in India.

However, the cashew market in the country is likely to be hampered as the local population prefers other lighter snacks, available at lower prices, for on-the-go snacking.

Increasing Demand for Healthy Cashew Snacks

The India Cashew Market is expected to grow due to increasing consumption of cashew-based snacks and ready-to-eat foods.

Cashews are a staple in Indian snacking, sweets, and cooking, particularly in Asian cuisine.

A study suggests consuming nuts can reduce coronary heart disease risk by 37%.

India Cashew Market
Market Size (In USD Billion)

CAGR 3.80%



■ 2024 ■ 2029

Source: [mordorintelligence](#)

Government Initiatives

In 2018, the Basic Customs Duty on raw cashew nut was reduced to 2.5% from the previous 5%, and the Goods and Services Tax (GST) on the same was reduced to 5% from 12%.

As the cashew industry's domestic demand and exports are heavily dependent on imported raw cashew nuts, the Government of India has taken several steps to support efficient sourcing.

These include:

- Changes in import policy for cashew kernel (both broken and whole)
- Revision of the standard inputs output norms (SION) for cashew exports
- Approval of Medium-Term Framework scheme for process mechanization and automation of cashew processing units with a financial outlay of Rs. 60 crore (US\$ 8 million)
- Allowing duty-free import of raw cashew nuts under Duty-Free Tariff Preference (DFTP) Scheme from least developed countries (LDCs)
- The government has also extended financial assistance to the Cashew Export Promotion Council of India (CEPCI) for organizing buyer-seller meet (BSM) and participation in international fairs under Market Access Initiative (MAI) scheme, which supports tapping new markets.





Management Overview



Mr. Vimal Mishra

Promoter and Managing Director

17+ Years of Experience

He has completed Bachelor of Commerce from Gujarat University in the year 2006.

He has years of experience in different field like sales in charge, project manager and working with the logistic company.

He is Expertise in Negotiations, handling Operations, team building, Administration & Finance Sectors.

He handles the overall affairs of the Company



Mrs. Priyanka Mishra

Promoter, Chairman & Non Executive Director

10+ Years of Experience

She holds a Post Graduate Diploma in Business Administration, specialized in Finance management from Symbiosis Center for Distance Learning, Pune in the year 2009.

She has years of experience in the handling the Administration work, monitoring the Marketing and Financing team and motivates them to achieve the target industry in which the company is presently engaged.

Currently she is looking after Admin / HR Activities of the company along with Financial controller.



Mr. Ketan Patel

Manager (Marketing)

7+ Years of Experience

Ex. Smart Food Industries



Mr. Mittal Rana

General Manager (Plant & Operation)

11+ Years of Experience

Ex. AalidraCashew Industries, Pelican Industries



Mr. Jigar Shah

Manager (Accounts)

20+ Years of Experience

Ex. VadilalGroup
Hobby: Reading



Mr. Nikhil Panagariya

MIS & Reports

15+ Years of Experience

Ex. HDFC Bank Ltd., ICICI Bank LTD., IndusindBank



Mr. Rahul Chaturvedi

Sales & Marketing

2+ Years of Experience

MBA-International Sales & Marketing
Retail Sales, B2C, Digital Sales



Mr. Ronak Khambhati

Finance & Complains

10+ Years of Experience

Ex. VishakhaRenewables Pvt. Ltd.



The Way Forward

B2C: Retail & E-Commerce Expansion

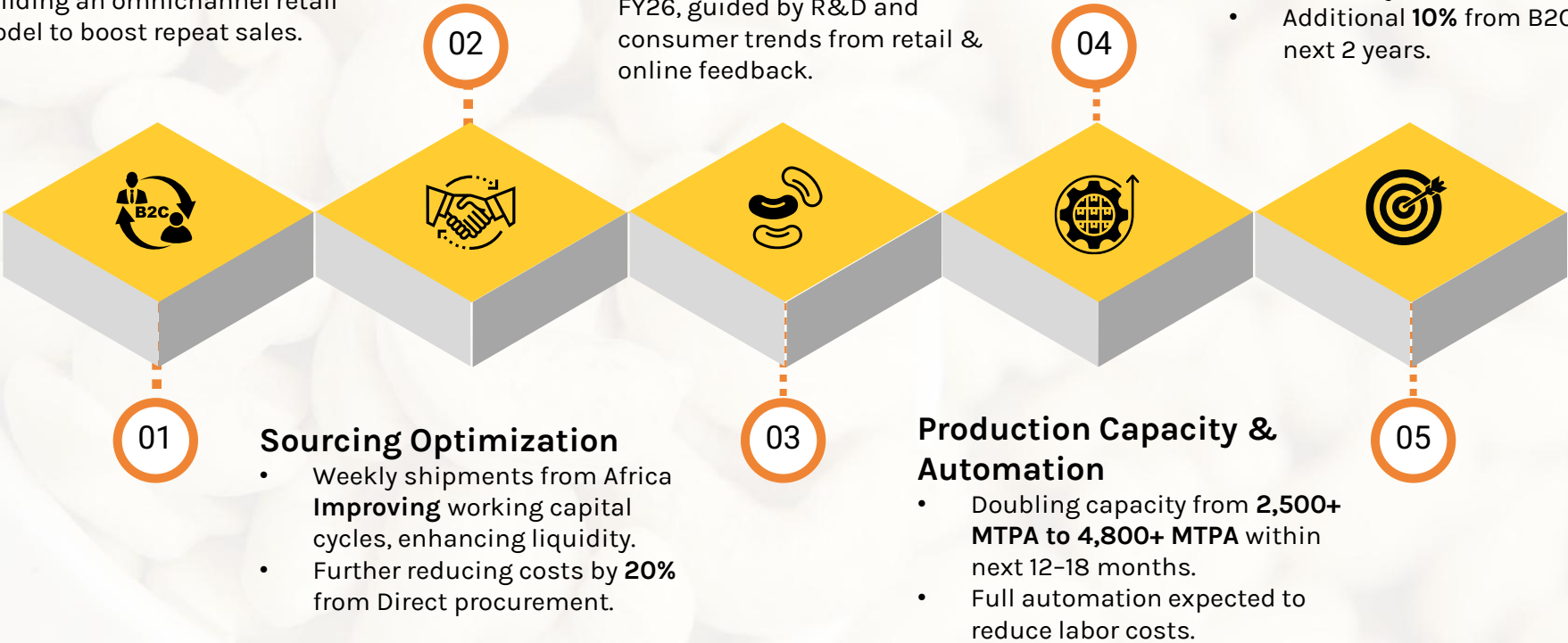
- Partnered with Amazon, Jio-Mart, and ONDC for strong online presence.
- **Expanding** to Flipkart, Big Basket, Blinkit and quick commerce apps.
- Targeting ₹20,000Cr.+ health snack market with focused marketing.
- Building an omnichannel retail model to boost repeat sales.

Flavored Healthy Snacking

- Launched 6 premium flavors under the “DriFrutz” brand
- Positioned to serve both gifting and daily snacking categories.
- New Flavors variants planned for FY26, guided by R&D and consumer trends from retail & online feedback.

Revenue & Profitability Targets

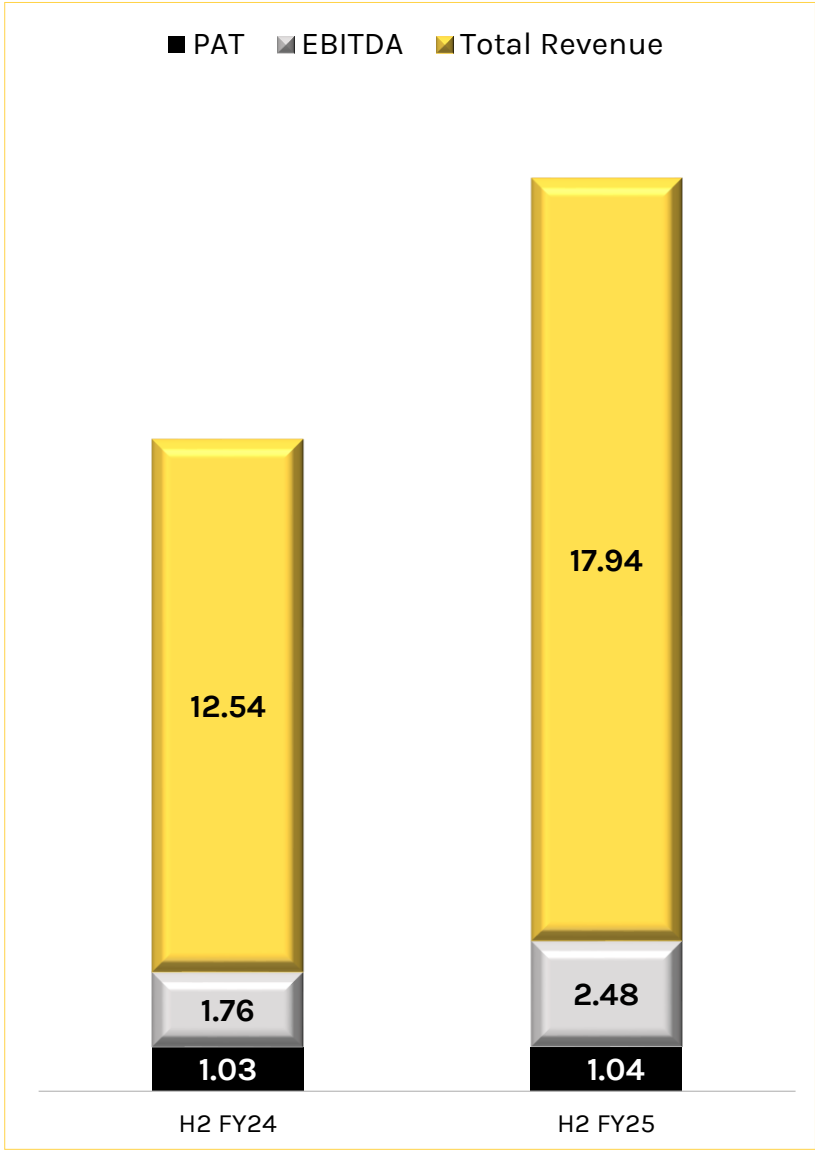
- Projected **45 - 50%** CAGR for next 3 years
- Sustained EBITDA margin between **12-15%**, driven by operational efficiency.
- Additional **10%** from B2C Segment in next 2 years.



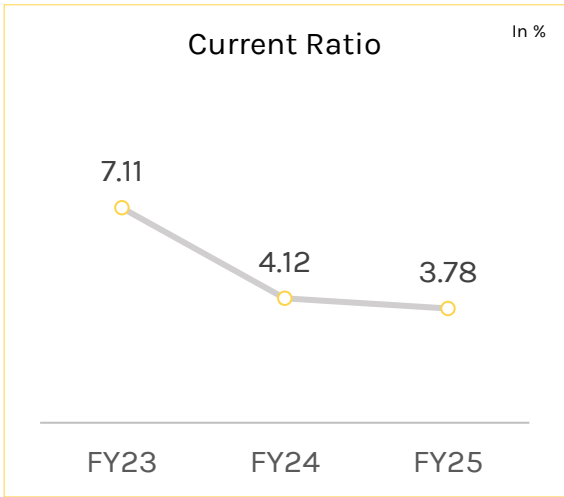
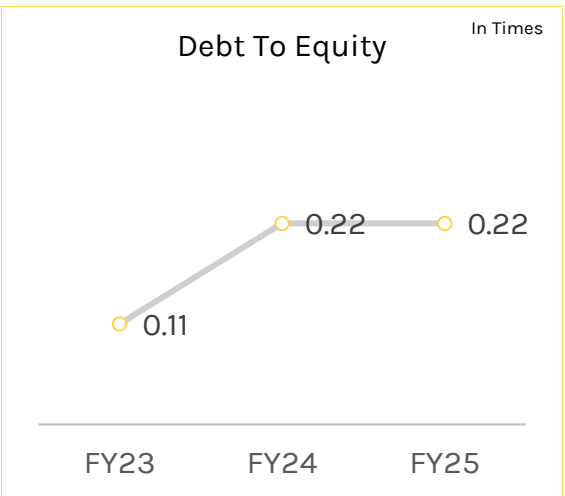
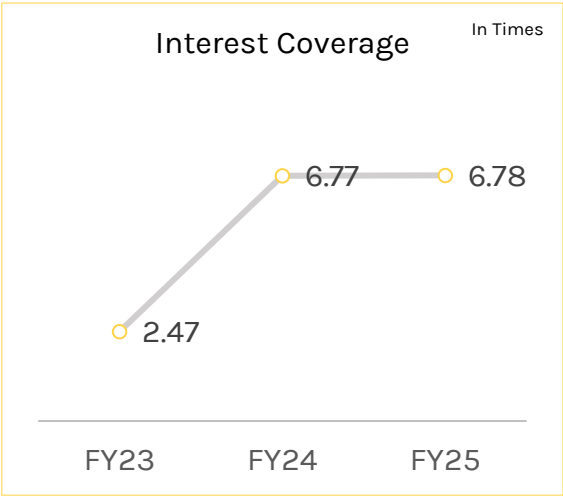
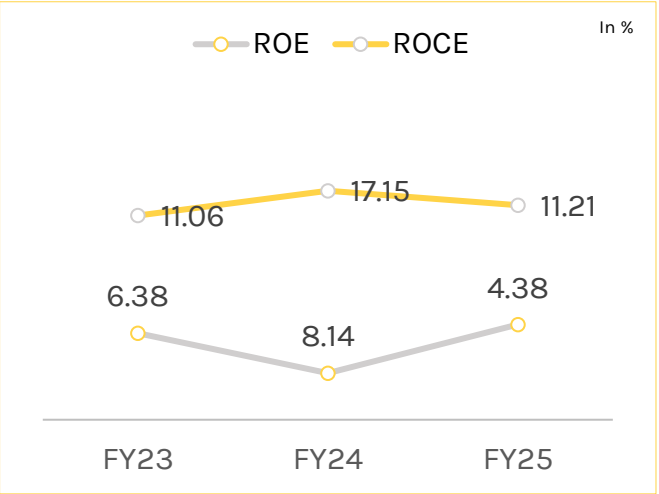
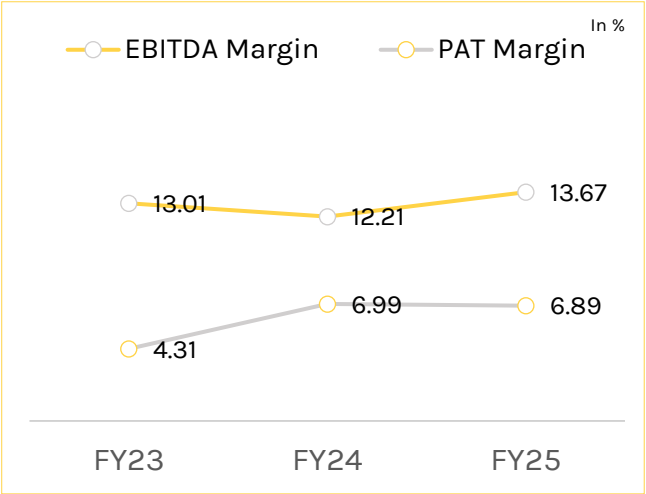
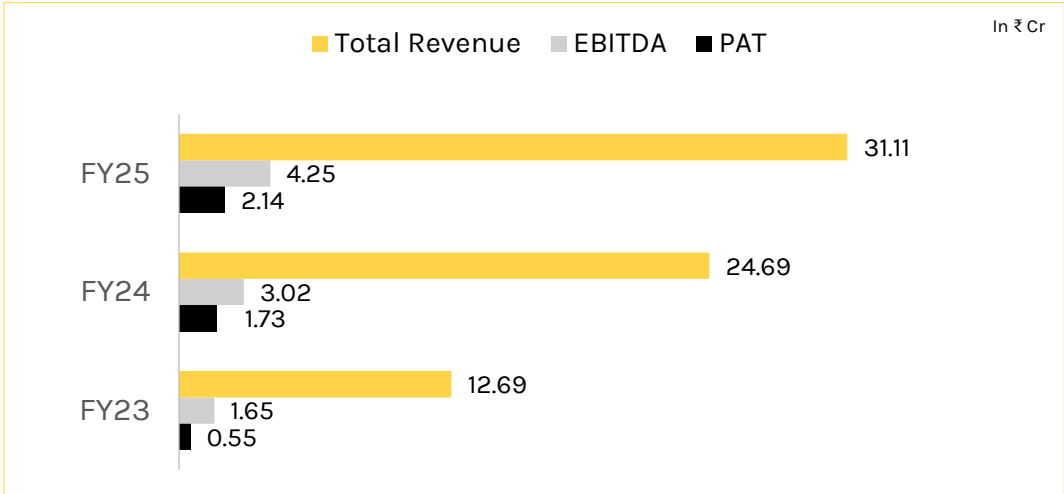


Financial Overview

In ₹ Cr



Particulars	H2 FY25	H2 FY24	YoY Growth (%)
Net Sales	17.84	12.26	
Other Income	0.11	0.28	
Total Income	17.94	12.54	43.11
Expenses			
Raw material	14.46	9.55	
Employee Benefit Expenses	0.43	0.35	
Other Expenses	0.57	0.87	
Total Expenditure	15.46	10.77	
EBIDTA	2.48	1.76	40.51
EBIDTA(%)	13.81	14.07	(184 BPS)
Interest	0.32	0.24	
Depreciation	0.78	0.20	
PBT	1.38	1.32	4.60
TAX Expense (Including Deferred Tax)	0.34	0.29	
PAT	1.04	1.03	1.12
PAT (%)	5.80	8.20	(292 BPS)
EPS(₹)	4.03	2.51	60.56



Profit & Loss Statement

PROSPECT

In ₹ Cr

Particulars	FY25	FY24	FY23
Revenues	30.99	24.27	12.69
Other Income	0.12	0.42	-
Total Income	31.11	24.69	12.69
Raw Material Expenses	24.75	18.94	9.73
Employee costs	0.78	0.70	0.33
Other expenses	1.32	2.03	0.98
Total Expenditure	26.86	21.68	11.04
EBITDA	4.25	3.02	1.65
Finance Costs	0.48	0.39	0.31
Depreciation	0.98	0.37	0.54
PBT	2.79	2.26	0.80
Tax	0.65	0.53	0.25
PAT	2.14	1.73	0.55
EPS	4.03	4.22	4.53

In ₹ Cr

Equities & Liabilities	FY25	FY24	FY23
Equity	5.32	4.09	4.09
Reserves & Surplus	17.32	8.52	6.80
Net Worth	23.95	12.61	10.89
Non Current Liabilities			
Non Current Borrowings	0.35	1.10	1.11
Total Non Current Liabilities	0.35	1.10	1.11
Current Liabilities			
Current Borrowings	4.88	1.72	0.14
Trade Payables	1.70	1.71	0.73
Short Term Provisions	0.60	0.50	0.54
Other Current Liabilities	0.00	0.01	0.35
Total Current Liabilities	7.18	3.94	1.75
Total Liabilities	31.48	17.66	13.75

Assets	FY25	FY24	FY23
Non Current Assets			
Fixed assets	3.75	1.06	1.14
Non Current Investments	0.27	0.01	-
Other Non Current Financial Assets	-	-	-
Deferred Tax Assets (Net)	0.27	0.15	0.08
Other Non Current Assets	0.34	0.19	0.08
Total Non Current Assets	4.36	1.40	1.29
Current Assets			
Inventories	9.33	5.54	1.75
Trade receivables	8.72	5.57	6.12
Cash & Bank Balance	1.67	0.70	1.71
Other Current Financial Assets	6.42	4.04	2.63
Other Current Assets	0.99	0.42	0.25
Total Current Assets	27.12	16.26	12.46
Total Assets	31.48	17.66	13.75

In ₹ Cr

Particulars	FY25	FY24
Cashflow from Operations	(3.16)	(0.21)
Cashflow from Investments	(3.67)	(0.32)
Cashflow from Financing	7.80	(0.49)
Net Cash flow	0.97	(1.01)
Opening Cash & Cash Equivalent	0.70	1.71
Closing Cash & Cash Equivalent	1.67	0.70

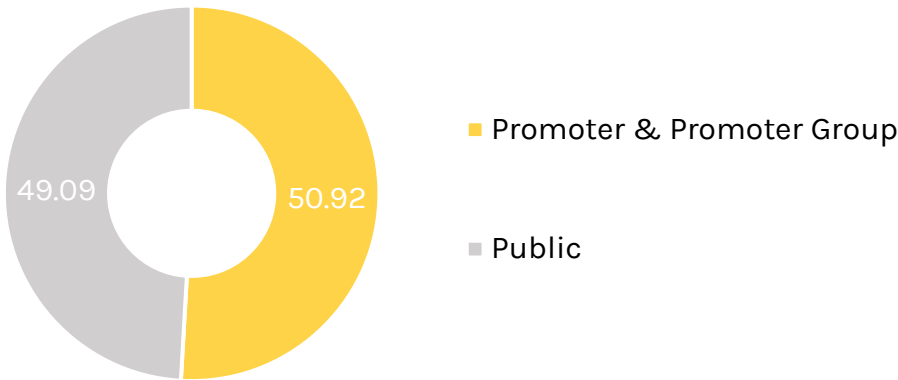
As on 23-05-2025

BSE: PCL | 543814 | INE00KG01017

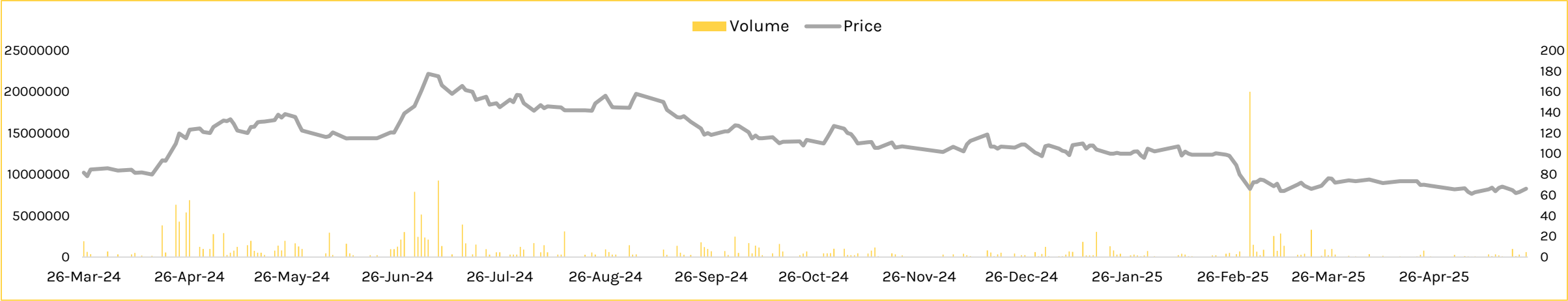
Share Price ₹	66.10
Market Capitalization ₹ Cr	35.19
No. of Share Outstanding	53,23,500
Face Value ₹	10.00
52 Week High ₹	186.20
52 Week Low ₹	58.00

As on 31-03-2025

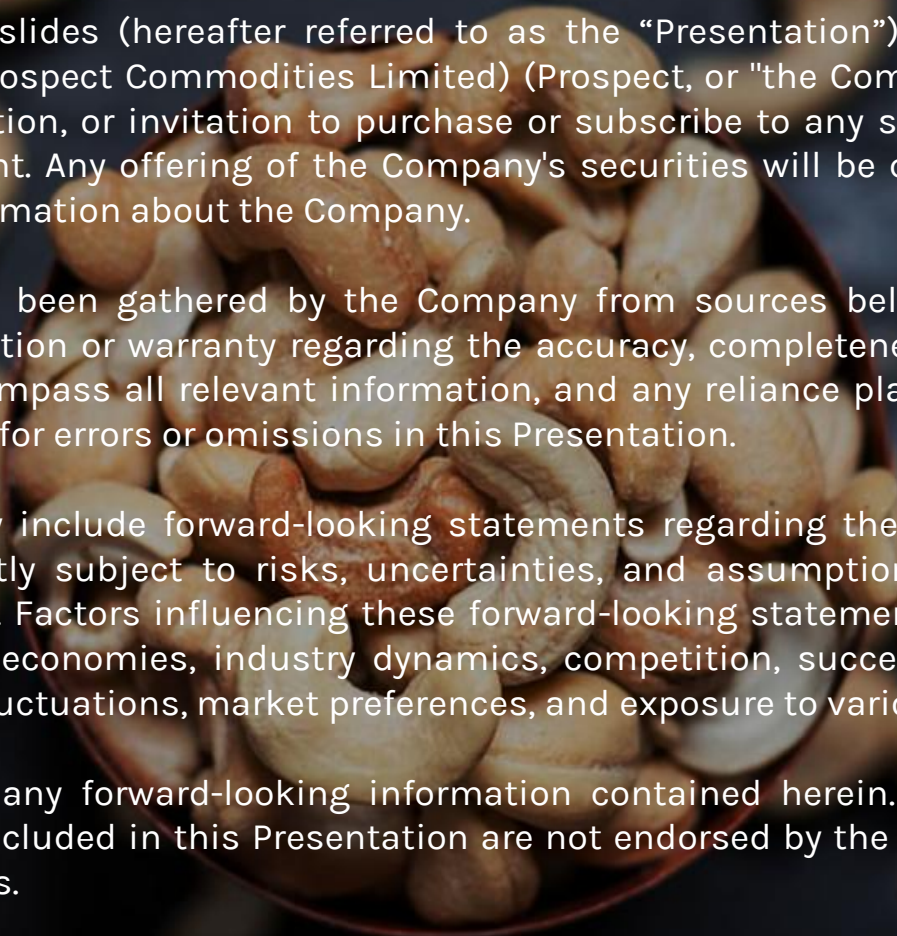
Shareholding Pattern



Share Performance From 25th March 2023 Till Date



Source: BSE

A bowl of cashews is centered in the background of the slide. The bowl is dark and filled with light-colored, roasted cashews. The background is a dark, textured surface, possibly a wooden table, with more cashews scattered around the bowl.

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Thank You

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Prospect Consumer Products Limited

(formerly known as Prospect Commodities Limited)

New Facility Address: Survey No. 396/P/2, Plot No. 4-5, New Ahmedabad Industrial Estate, B/h Zydus Research Centre, Moraiya-Sanand, Ahmedabad, Gujarat, India, 382213.'

Office Address: 417, Orbit, Behind Rajpath Club, Rajpath Rangoli Road, PLR Colony, Bodakdev, Ahmedabad (Gujarat, India)-3800054

Phone: +91 79480 00696

Email: info@prospectconsumers.com

Website: www.prospectconsumer.com



Confideleap Partners Limited

103-8, Lodha Eternis, MIDC, Andheri East, Mumbai 400093

Maharashtra India.

Phone: +91 8591145959

Email: info@confideleap.com

Website: www.confideleap.com

