



SHARAT INDUSTRIES LIMITED

CIN - L05005AP1990PLC011276

Regd. Off. : Feed Plant, Hatchery & Farm

Venkanna Palem Village, T.P. Gudur Mandal, Nellore - 524 002, Nellore Dist, A.P.

Processing Plant : Mahalakshampuram Village, T.P. Gudur Mandal, Nellore - 524 002, Nellore Dist, A.P.

E-mail : accounts@sharatindustries.com, Website : www.sharatindustries.com

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

Date: 06th September 2025

Dear Sir/Madam

Sub: Disclosure under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements), Regulations, 2015

Ref: Scrip Code: 519397

In line with requirement to the Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith investors presentation of Sharat Industries Limited ("the Company") for your information and records.

The aforesaid information is being uploaded on the website of the Company at <https://sharatindustries.com/wp-content/uploads/2025/09/Sharat-Industries-Limited-Presentation.pdf>

We request you kindly take the same on the record.

Thanking You,

Yours Faithfully,

For **SHARAT INDUSTRIES LIMITED**

N. GANESAN
COMPANY SECRETARY & COMPLIANCE OFFICER

Pioneers Of
Indian Aquaculture



Sharat Industries Limited

Investor Presentation

Hatchery | Farm | Feed Mill | Processing Plant





This document includes certain forward-looking statements which are tentative, based on current expectations of the management of Sharat Industries Limited. These statements are based on management's current expectations or beliefs and are subject to uncertainty and changes in circumstances. Actual results may vary materially from those expressed or implied by the statements herein due to changes in economic, business, competitive, technological and/or regulatory factors, exchange rate fluctuations, cash flow projections, interest and other costs. Sharat, its directors and any of the affiliates or employees are under no obligation to and expressly disclaims any such obligation to, update or alter its forward-looking statements, whether as a result of new information, future events, or otherwise. Sharat does not undertake any obligation to revise or update any forward-looking statement that may be made from time to time by or on behalf of the Company.



KEY FACTS & FIGURES



30+

Years of Experience



25+

International Customers



35+

Domestic Customers



15+

Product Varieties



13.8% CAGR

Revenue (Last 5 years)



38.0% CAGR

PAT (Last 5 years)

Sharat Industries Limited, established in 1990, is India's oldest integrated aquaculture company. The Company pioneered the breeding and culture of Vannamei (white shrimp) in India, playing a key role in revitalizing the country's aquaculture sector. The Company operates across the entire shrimp value chain and delivers high-quality products through its four dedicated business divisions.



GLOBAL AQUACULTURE INDUSTRY OVERVIEW

Global Aquaculture Market Set to Grow from 82.8 Mn Tons (2024) to 122.9 Mn Tons by 2033 at a CAGR of 4.03%.

1

Rising Demand for Sustainable Protein

Population growth and limited farmland are driving aquaculture as an efficient protein source.

2

Decline in Wild Fish Stocks

Overfishing and habitat loss are making aquaculture vital for stable seafood supply.

3

Pharma Applications Growth

Increasing use of aquatic bioactives is driving aquaculture demand.

4

Middle-Class Consumption Boom

Rising incomes in emerging markets are fueling demand for premium seafood.

5

Cold Chain & Distribution Expansion

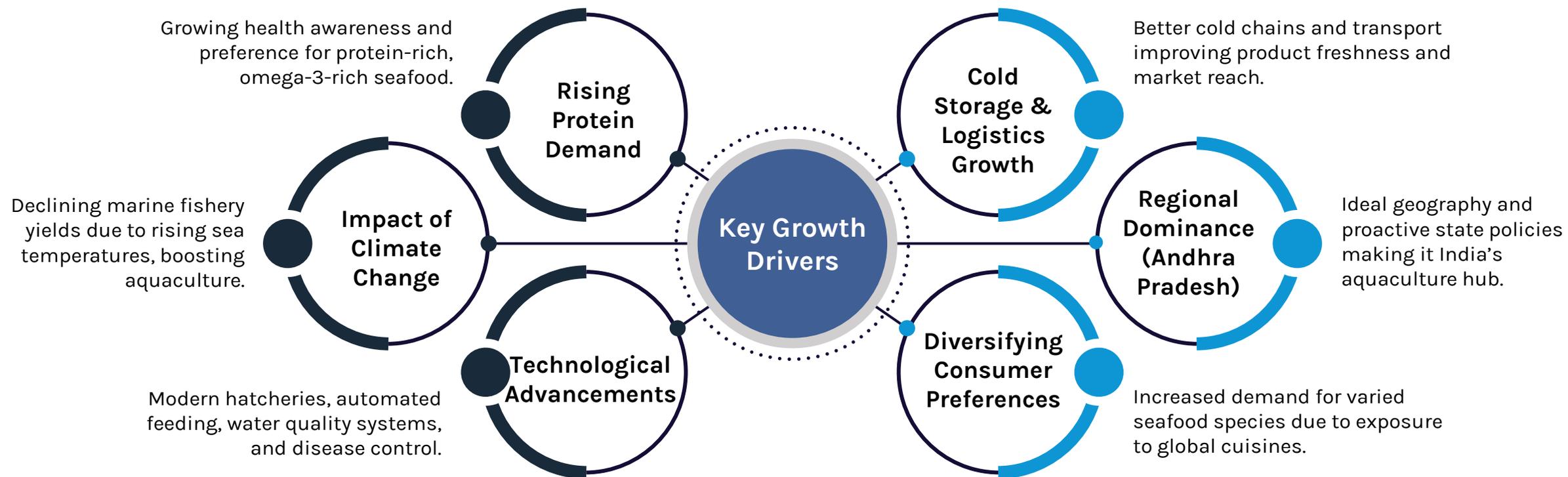
Improved logistics and retail networks are boosting market reach for aquaculture products.





INDIAN AQUACULTURE INDUSTRY OVERVIEW

India's Aquaculture Market to Expand from 14.4M to 28.8M Tons by 2033, Growing at 7.57% CAGR





INDIA SEAFOOD PROCESSING & EXPORTS INDUSTRY

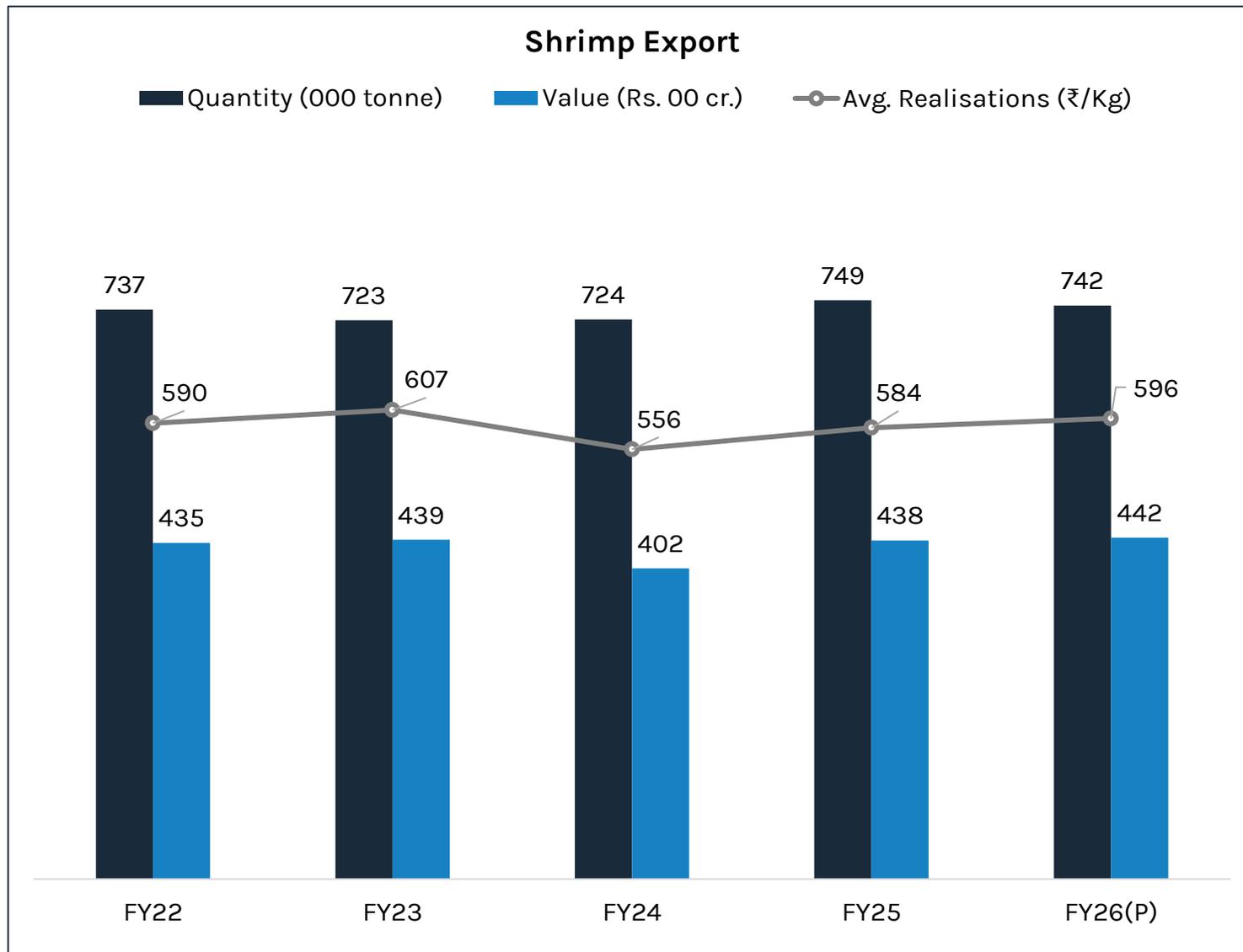
India's seafood processing industry is projected to reach **USD 25.2 billion by 2033**, growing at a **CAGR of 7.51%**, supported by rising demand, aquaculture advances and policy support.

India is the **largest shrimp exporter to the US**, consistently maintaining a **36–38% share** over the past four years, despite tariff pressures and rising competition from Ecuador and Vietnam.

Vannamei accounts for **~73% of India's shrimp exports by volume** in FY25. India pioneered its commercial farming, achieving **high productivity (8.5 T/Ha/Yr)** and widespread global demand.

After a period of decline, **Black Tiger shrimp is regaining market share**, rising to **7.3% of exports by value in FY25**, driven by shifting farmer preferences and stronger pricing (~₹449/kg vs ₹367/kg for Vannamei).

While the **US remains the largest market (48%)**, India is expanding its presence in China, Japan, EU and Russia. India's role in **value-added product (VAP) exports is growing**, supported by new capacity and quality advantages.





ENTRY BARRIER IN SHRIMP AQUACULTURE INDUSTRY

Specialized technical knowledge needed in aquaculture and disease management.

High disease risk demands robust biosecurity measures and healthy broodstock.

Securing buyers is challenging without a recognized reputation and demonstrated consistency.



Export certifications like BAP and ASC are mandatory but hard to obtain.

Environmental risks and climate change threaten farming operations.

Cold chain and logistics infrastructure is costly and critical for quality.



SIL'S JOURNEY: FROM HATCHERY TO HARVEST

INDUSTRY OVERVIEW
COMPANY OVERVIEW
BUSINESS OVERVIEW
FINANCIAL OVERVIEW
GROWTH STRATEGY

LAYING THE FOUNDATION

1990–1994

- Incorporated as Sharat Sea Foods
- Farm operations initiated (Black Tiger shrimp)
- Hatchery operations commenced
- IPO oversubscribed 8x; ₹22 Cr raised

01

Navigating Disruptions & Backward Integration

1998–2001

- WSSV outbreak and industry downturn; share trading suspended
- Entered feed manufacturing through international partnership
- Commissioned in-house processing plant

02

Strategic Shift to Vannamei & Turnaround

2000–2009

- Focus on Scampi and Vannamei trials
- Successful pilot; Vannamei commercialized
- Erased past losses; turnaround phase begins

03

Scaling Operations & Export Entry

2009–2011

- Govt. approval for Vannamei farming
- Commercial feed operations launched
- Stabilized export presence in the EU

04

Resilience Amidst Global Disruptions

2020–2021

- Achieved 25% growth despite COVID-led challenges
- Sustained operational and financial stability

05

Expansion & Export Acceleration

2022–2024

- Broadened product portfolio to capture new markets
- Formed JV: United Aquatec Pvt Ltd to expand farming base
- Strengthened global footprint with export ramp-up to Russia and other countries

06



CERTIFICATION



AP STATE AQUACULTURE DEVELOPMENT AUTHORITY RULES, 2020
FORM 22
(See Sub Rule (C) of Rule No 12)ISSUANCE OF NEW LICENSE FOR AQUACULTURE BUSINESS OPERATIONS

License No: **AGN/00000022** Date of Issue: **09-09-2024**

The aquaculture business operation under this establishment: **Sharath Industries Limited of 789 N's Road, Subbarajapalem Village, G.O. Subbaraj, Nellore District of Andhra Pradesh, India, Registration No. 524002** has been granted license by the State Level Implementation Committee (SLIC) SPSP, Nellore District on **09-09-2024** with regard to the aquaculture sector.

Details of units for which the license is issued:

- Application No: **AGN/00000022** Date of Application: **20-08-2024**
- Location of the unit:
 - State: **Nellore**
 - District: **Thiruvananthapuram**
 - Pincode: **605 001**
 - Substrate: **Subbarajapalem**
- Name of the Authorized person for operation: **A. P. Srinivas Reddy**
- Type of Aquaculture Business: **Processing Plants**
- Processing Capacity: **4000**
- Processing Type and Capacity: **As per the assessment report**
- Annual turnover (INR in Lakhs): **262700.00**
- Validity Period: **180 Days**

Phone: Nellore: **086-2604**
Date: **09-09-2024**

Approved:

Signature: **A. P. Srinivas Reddy**
Nellore District
M.S. SLIC-SPSP Nellore District

Page 1 of 1

intertek
Food Safety Assured

CERTIFICATE OF REGISTRATION

This is to certify that the following firm:

Sharath Industries Ltd.
- **Aqua Farm 1**

Registration No. of Certificate: **INT/2024/00200008**
Facility Code: **PL200**
Audit Score: **92**
Issue Date: **02-10-2024**
Next Audit Certification Due Date: **02-10-2025**
Review Date: **02-10-2025**
Valid Until: **02-10-2025**

Location: **Subbarajapalem Village, T. P. Guduru Mandal, Nellore District - 524002, Andhra Pradesh, India.**

Has been assessed and registered by Intertek as conforming to the requirements of:

BAP Farm Standard
Issue 1.0, 15 February 2023

The certificate is applicable to: **Shrimp (Single & Segmented segments)**

Authorized Signatures:

Authorised Signatory: **S. K. Mohan**
Senior Business Reviewer
Nellore Testing Centre, Intertek
1000, Nellore Road, Nellore District, Andhra Pradesh, India
Tel: +91 864 2604000
Email: india@intertek.com
CERT00000002

Page 1 of 1

NSF **Best Aquaculture Practices**

ANAB
ANAB International Accredited
A.S.C. REDITED
PRODUCT CERTIFICATION
#1191

Sharath Industries Limited
Mahalakshimpuram Village, TP Guduru Mandal
Nellore, Andhra Pradesh 524002 India

was evaluated by NSF Certification, LLC and found to meet the requirements of **Global Standard Food Safety Issue 5.1 - 16-November-2020**

Product Species: **Litopenaeus vannamei**
Facility #: **P10495**
Registration #: **NSF 5F 24562**
Certificate Issue Date: **21 November 2024**

Announced Evaluation Date: **07 - 09 October 2024**
Certificate Expiration Date: **31 December 2025**

NSF Certification, LLC
789 N. Dixboro Road
Ann Arbor, Michigan 48106 USA
www.nsf.org

Certificate not valid unless the facility is listed on BAP website: www.bapcertification.org. This certificate was created in accordance to the requirements of ISO/IEC 17065 and is based on field assessment and is issued through periodic assessment. This certificate retains the property of NSF Certification, LLC and must be returned immediately upon request. 12249-15

NSF **Certificate of Conformity**

ISSUED BY: **NSF**
Date of Issue: **13-DEC-2024**
Re-visit Due Date: **13-DEC-2025**

Certificate Number: **CS27813-091CS**
Site Code: **1919317**
Audit Number: **20231**
Certificate Issue Date: **23-JAN-2025**

M/S. SHARAT INDUSTRIES LIMITED
Mahalakshimpuram Village, TP Guduru Mandal, Nellore District, Andhra Pradesh, India

Global Standard Food Safety Issue 5: AUGUST 2022

Has achieved Grade: **A, Announced**

For the scope of activities:
The slaughtering, grading, freezing & de-waxing, freezing, blanching and packaging of raw, blanched & cooked shrimp & prawn in polyethylene bags/damned bags/duplex cartons and finally in corrugated master cartons.

Including additional Modules of:
None

Exclusions from Scope:
None

Product Categories:
A: Raw fish products and preparations
B: Cooked seafood products

NSF Certification, LLC
789 N. Dixboro Road, Ann Arbor, MI 48106 USA
www.nsf.org

ANAB BRGS

EXPORT INSPECTION COUNCIL
Ministry of Commerce & Industry
Govt. of India

Certificate of Approval

In exercise of the powers conferred by the Export of Goods, Processed Fish and Fishery Products (Quality Control, Inspection and Monitoring) Rules, 1991 under G.O.I Notification No. S.O. 179 (3) dated 21 August, 1995, published in the Gazette of India, Extra Ordinary, Part II, Section 3, Sub Section (ii), dated 21.08.1995,

has been granted approval for a period of three years

valid up to and including 31.12.2025 under Approval Number **833**

For Freezing of **Raw Cooked Fish & Fishery Products (Block Frozen, IQF and Individually Frozen) (Aquaculture and Sea-Capture Species)**
(Group-2/F, Thermal/ICE, Category-1)

is in establishment situated at **Mahalakshimpuram, T. P. Guduru Mandal, Nellore, Andhra Pradesh-524002** (Location of the establishment).

For reports in all matters including annual premises or Annually, subject to the condition that the establishment should continue to meet the requirements of G.O.I Notification No. S.O. 179 (3) dated 21.08.1995 and requirements of the importing countries.

Place: Nellore
Date: **17-01-2025**

Name: **M. S. Raju**
Designation: **Director (DM/IC)**

27 First Floor, Block -1, Commerce Complex,
First Floor, Nellore, Andhra Pradesh, India
Phone: +91 864 2604000
Email: ic@eic.gov.in
Website: www.eic.gov.in

Form C
Government of India
Food Safety and Standards Authority of India
License under FSS Act, 2006

Application No: **AGN/00000022**

1. Name & Registered Office address of Licensee: **Sharath Industries Limited, Mahalakshimpuram Village, T.P. Guduru Mandal, Nellore, Andhra Pradesh-524002**

2. Address of Authorized Person / Officer: **Mahalakshimpuram Village, T.P. Guduru Mandal, Nellore, Andhra Pradesh-524002**

3. Kind of Business / Activity: **Manufacturer - Fish and Fish Products**

4. Duty Station Details / Off-Station Term: **None**

Category of License: **Single-Unit**

Control License

The license holder shall be subject to the provisions of FSS Act, 2006 and rules made thereunder. This license is valid for a period of 180 days from the date of issue. It is subject to the conditions specified in the license.

Place: **Nellore** Issued On: **20-09-2024** (Modified License) Designated Officer: **20-09-2024 23:00:04**

Valid Until: **20-09-2025** (Initial Renewal) User ID: **191933**

Application No: **AGN/00000022** Licensee Name: **SHARATH INDUSTRIES LIMITED** License Issue Date: **20-09-2024 23:00:04**

Approved:

1. **S. K. Mohan**
2. **S. K. Mohan**
3. **S. K. Mohan**

Page 1 of 8

NSF **Certificate of Registration**

The Food Safety Management System of **M/s. SHARAT INDUSTRIES LIMITED** (Mahalakshimpuram Village, T.P. Guduru Mandal, Nellore District, Andhra Pradesh, India) has been assessed and certified with the requirements of **Food Safety System Certification FSSC 22000**

Certification scheme for food safety management systems consisting of the following elements:
ISO 22000:2018, ISO 22000:2009 and Additional FSSC 22000 Requirements Extension B

This certificate is applicable for the scope of:
Processing (grading, peeling, freezing) and packing of raw, blanched and cooked shrimp & prawns, as block frozen and individually quick frozen forms in polyethylene bags/ laminated bags/ trays/ duplex cartons and finally in corrugated master cartons.
C1 Processing of perishable animal products.

Exclusion: **None**

FSSC 22000

NSF International Strategic Registrations (NSF-ISR)
789 N. Dixboro Road, Ann Arbor, MI 48106 USA
www.nsf.org

ANAB

IAF

NSF **Certificate of Conformity**

HACCP **Codex Alimentarius Commission**

Awarded To: **M/s. Sharath Industries Limited Mahalakshimpuram, Thotapali Guduru Mandal, Nellore District, 524002 Andhra Pradesh, India.**

Certificate No: **HACCP/2018/34**
Audit Date: **17.03.2024**
Next Audit Due Date: **17.03.2027**
Certificate Expiry Date: **01.05.2027**
Date of Issue: **23.04.2024**

In Compliance to: **HACCP Codex Alimentarius Commission Hazard Analysis and Critical Control Point (HACCP) Guidance Annex to CAC/RCP-1 (1969) Rev. 4 (2003)**

Scope of Certification :
The slaughtering, grading, Peeling & de-waxing, freezing (Block/IQF), and packing of raw, blanched & cooked shrimp & prawn in polyethylene bags/damned bags/duplex cartons and finally in corrugated master cartons.

Exclusions: **N/A**

Jyothi Bhasini
Managing Director in the Food and Water Divisions, Leading APAC

This certificate is the property of NSF Safety and Certification India Pvt. Ltd. and must be returned immediately upon request. It is not valid unless the facility is listed on HACCP website: www.haccp-certification.com. This certificate retains the property of NSF Certification, LLC and must be returned immediately upon request. 12249-15

HALAL **CERTIFICATE**

M/S. SHARAT INDUSTRIES LIMITED

This is to certify that the following products manufactured by **M/S. SHARAT INDUSTRIES LIMITED** Unit located at **MAHALAKSHIMPURAM, T.P. GUDURU MANDAL, NELLORE, ANDHRA PRADESH - 524002, INDIA** meet the "Halal Standards" established in accordance with the Islamic Shariah Law. Therefore, the Halal Certification Board of HCS India Pvt Ltd declares the products listed below, to be Halal and fit for Muslim Community any where in the World.

NAME OF THE PRODUCTS
RAW FROZEN AQUA CULTURE SHRIMPS
COOKED FROZEN AQUA CULTURE SHRIMPS

NSF International

Certificate

Herewith the certification body **NSF Certification, LLC** being an ISO/IEC 17065 accredited certification body for CF Certification and having signed an agreement with IFS Management GmbH, confirms that the processing activities of **M/s. Sharath Industries Limited Mahalakshimpuram Village, TP Guduru Mandal, Nellore District, Andhra Pradesh, 524002, India** satisfy legal requirements under IFS.

Legal authorization number: **CS264003**
M/S. Sharath Industries Limited, Plot No. 3rd Road, Padiarajapalem, No. 5711, Old N.S.2474, 1st Main Road, HSDC Bank Compound, R.A. Puram, 600 026, Chennai, India

The slaughtering, grading, and de-waxing of sea shrimps to individually quick frozen and block frozen forms and cooked (shrimp) or individually quick frozen forms packed in food-grade low density polyethylene packs, poly laminated bags (shrimp)

Product scope:
2 Fish and fish products
Technology scope: **B, E, F**

meet the requirements set out in the **IFS Food Version 8, April 2023** and other associated normative documents. Passed at Higher Level with a score of 94.6%

Certificate Register number: **CS278130204**
Date of the last announced audit (see day of the audit): **02-12-2023**
Audit dates: **12-02-2024 - 16-02-2024**
Certificate issue date: **27-01-2025**
Date of expiration of the certificate: **15-02-2026**

Next audit to be performed within the time period:
Re-certification audit between: **07-10-2025 and 05-10-2026** in case of announced audit and between **01-09-2025 and 05-01-2026** in case of unannounced audit

Signature date: **20-01-2025**

Sharath Mohan, IFS Food Supply Chain
789 N. Dixboro Road, Ann Arbor, MI 48106 USA

This certificate remains the property of NSF Certification, LLC and must be returned immediately upon request.

NSF ANAB

CERTIFICATE OF REGISTRATION

2025

This certifier has: **Sharath Industries, Limited Mahalakshimpuram Village T.P. Guduru Mandal Nellore, AP 524002 India**

is registered with the U.S. Food and Drug Administration pursuant to the Federal Food Drug and Cosmetic Act, as amended by the Biologics Act of 2002 and the FDA Food Safety Modernization Act, such registrations having been verified to comply with the Act and related Regulations.

U.S. FDA Registration No: **1833308144**
U.S. FDA CFM (COGN) No: **4599737**
U.S. Agent for FDA Communications: **Registrar Corp 144 Research Drive, Manassas, Virginia 20108, USA Telephone: +1-703-224-0177 Fax: +1-703-224-0178**

Registrar Corp
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David London
Executive Director
Registrar Corp
Date: **20th September 2024**
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LEGACY OF A VISIONARY LEADER



MR. PRASAD REDDY
PROMOTER & MANAGING DIRECTOR

- A postgraduate in Sociology from Jamia Millia Islamia, Delhi, he began his entrepreneurial journey by securing government licenses to operate fish trawlers in India.
- His early ventures in marine operations led to valuable ties with suppliers across Southeast Asia—where aquaculture was already flourishing.
- Inspired by this ecosystem, he envisioned replicating its scale and efficiency in India.
- In the late 1980s, he founded **Sharat Seafoods**, establishing one of India's first integrated aquaculture companies.
- Credited with introducing the **Vannamei species of shrimp** to Indian waters, he played a pivotal role in transforming the domestic aquaculture landscape.
- With a legacy spanning nearly four decades, he remains a pioneering force in the Indian seafood sector.



SHARAT REDDY SABELLA
PROMOTER & WHOLE-TIME DIRECTOR

- A second-generation entrepreneur and forward-thinking leader, he holds a degree in Mechanical Engineering from the College of Engineering, Guindy, and a Master's in Industrial Engineering & Operations Research from Pennsylvania State University, USA.
- Since joining Sharat Industries Ltd in 2014, he has played a key role in transforming the company from a traditional aquaculture business into a future-focused, technology-led seafood enterprise.
- With deep expertise across operations, finance, and marketing, Sharat is committed to sustainable growth, global market relevance, and operational excellence.
- He is focused on embedding innovation and environmental responsibility at the core of SIL's strategy, ensuring the company remains resilient and respected in a dynamic global seafood industry.



BOARD OF DIRECTORS



SHANMUGAM

NON-EXECUTIVE DIRECTOR

Mr. Shanmugam's professional expertise lies in the domains of marketing and finance. Specifically, he demonstrates proficiency in analyzing market trends. He holds a Bachelor's Degree in Commerce from Delhi University, reflecting his academic foundation.



VENKATA MUTHYAM HARIHAR

NON-EXECUTIVE & INDEPENDENT
DIRECTOR

Mr. Venkata Harihar professional journey includes roles such as a Risk Analyst at Facebook India, Sales Manager at Freshworks India, and Sales Leader at Rippling India. He obtained a Bachelor's Degree in Information Technology from Sri Sairam Engineering College.



SWAYZE MANI

INDEPENDENT DIRECTOR

With an extensive career spanning over 25 years, he has specialized in Human Resource Management. His primary expertise revolves around effectively managing personnel and cultivating strong client relationships. He earned a Bachelor's Degree in Commerce from the University of Mumbai.



CA GEETHA A.B.

INDEPENDENT DIRECTOR

Mrs. Geetha is a practicing Chartered Account with 15 years of professional experience and specializes in the field of Direct Taxation and Auditing. Her contribution to CA professional fraternity pertaining to Bangalore branch is commendable



EXPERIENCED MANAGEMENT TEAM



N Ganesan
Company Secretary &
Compliance Officer



Balasubramanian R
Chief Financial Officer



M Srinivas
DGM Finance



D Narayana Rao
GM Operations
Processing Plant



R Ravi
Sr. Manager Feed
Plant

INDUSTRY OVERVIEW
COMPANY OVERVIEW
BUSINESS OVERVIEW
FINANCIAL OVERVIEW
GROWTH STRATEGY
Investor Presentation





BUSINESS DIVISION

INDUSTRY OVERVIEW
COMPANY OVERVIEW
BUSINESS OVERVIEW
FINANCIAL OVERVIEW
GROWTH STRATEGY



Processing Plant



Annual Capacity:
7,500+ Tons of Frozen Shrimp



Product Offering:
13 varieties of frozen raw and frozen cooked shrimp products

Unique Features:

- The state-of-the-art plant equipped with sophisticated processing equipment. Ensures antibiotic-free and high-quality processed products
- Fully equipped to meet international benchmarks in hygiene, traceability, and cold chain management.
- Operating at 4,500 TPA, the facility is a core enabler of our integrated value chain—from harvest to shipment.
- Targeting 20% increase in utilization to reach ~5,400 TPA



Feed Mill



Annual Capacity:
20,000+ Tonnes



Product Offering:
Brand VANNASTAR
Brand AQUASTAR

Unique Features:

- Produces high-quality, nutritional shrimp feed widely accepted by farmers
- Main ingredients: Fish Meal (20%), De-Fatted Soya Flour (35%), Wheat Flour/Maida (25%)
- Strong brand presence in the aquaculture sector
- Focused on captive consumption due to current market competition



Farm



Annual Capacity:
2,000 Tons/ Annum



Farming Land:
500 acres of land located on the coast of the Bay of Bengal

Unique Features:

- Proximity to sea and well-planned interlocking canals ensure uninterrupted seawater supply



Shrimp Hatchery



Annual Capacity:
400 million seedlings/ Annum



Product Offering:
Vannamei seedlings

Unique Features:

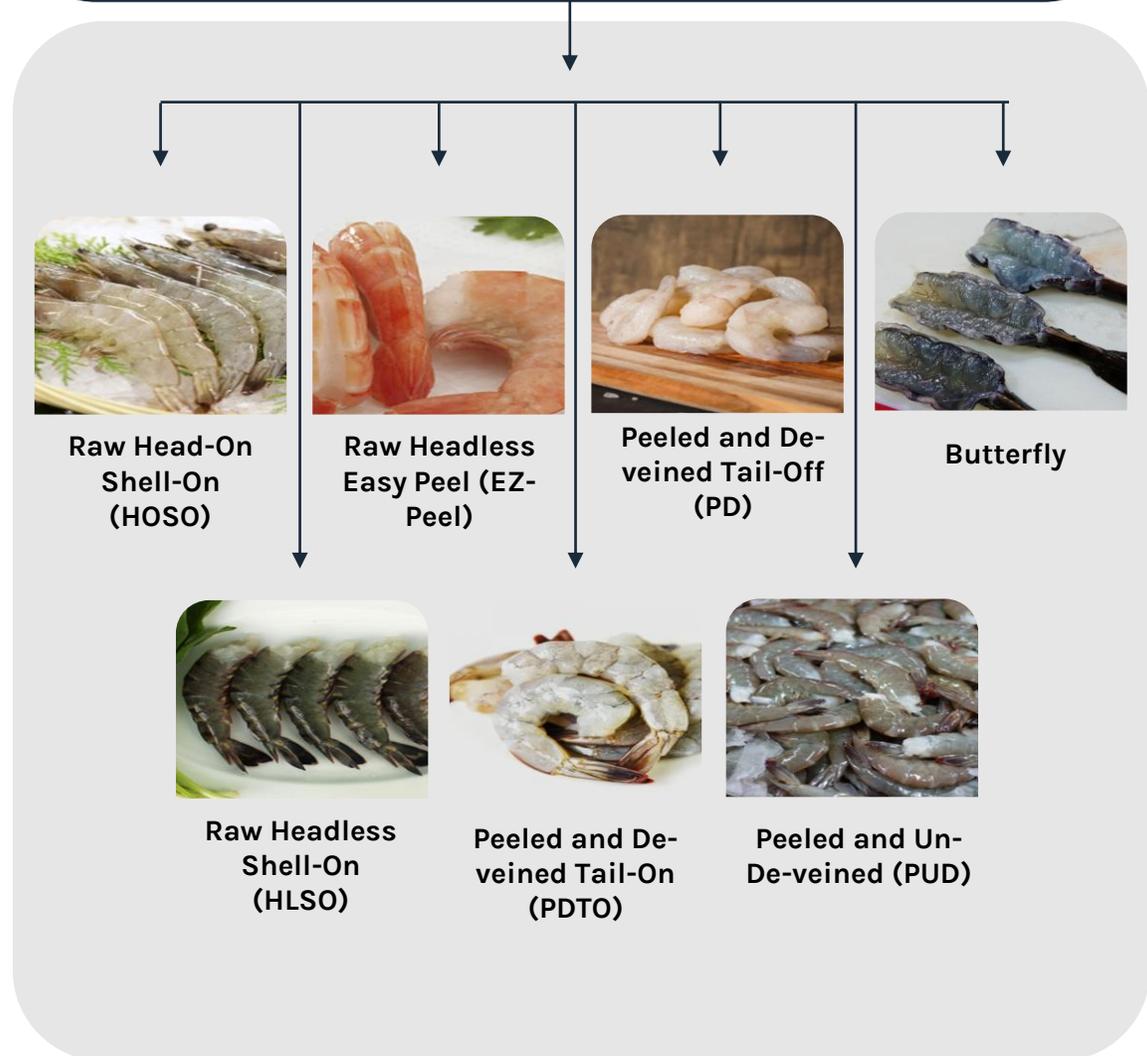
- Specific pathogen-free (SPF) broodstock are used to ensure the best quality and disease resistant seedlings



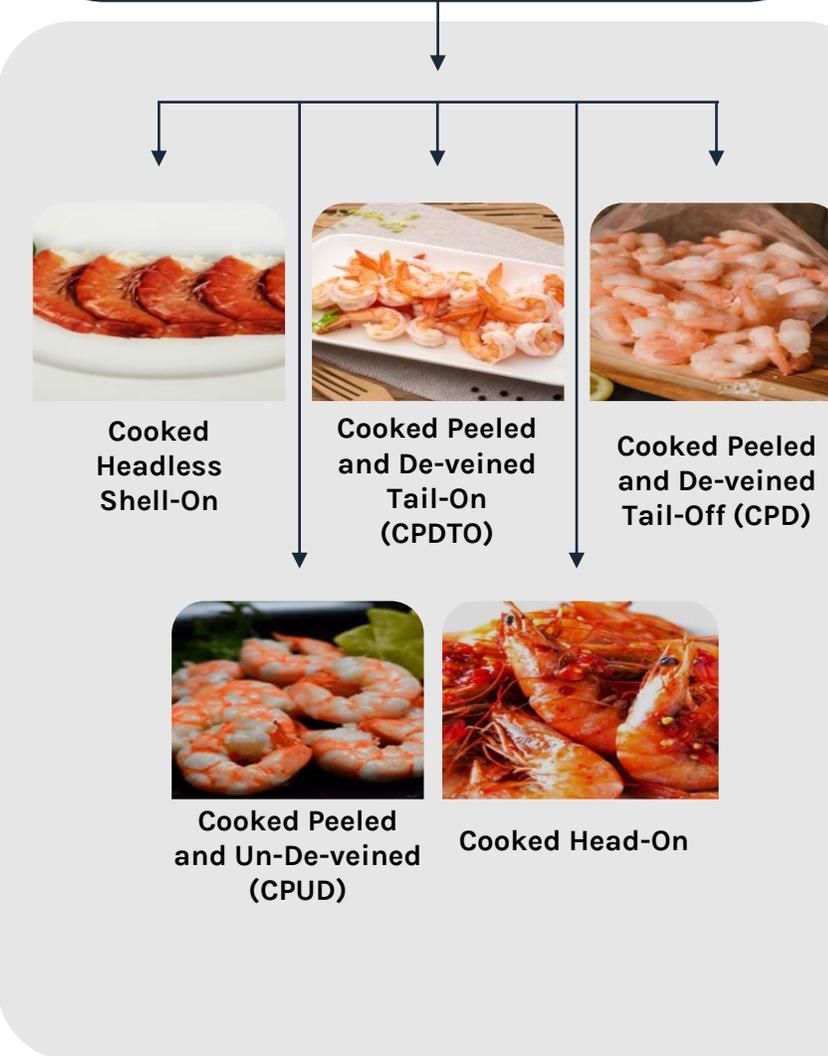
PRODUCT PORTFOLIO

INDUSTRY OVERVIEW
COMPANY OVERVIEW
BUSINESS OVERVIEW
FINANCIAL OVERVIEW
GROWTH STRATEGY

RAW WHITE SHRIMP



COOKED WHITE SHRIMP



SHRIMP FEED BRANDS



FROZEN SHRIMP BRAND





VALUE CHAIN

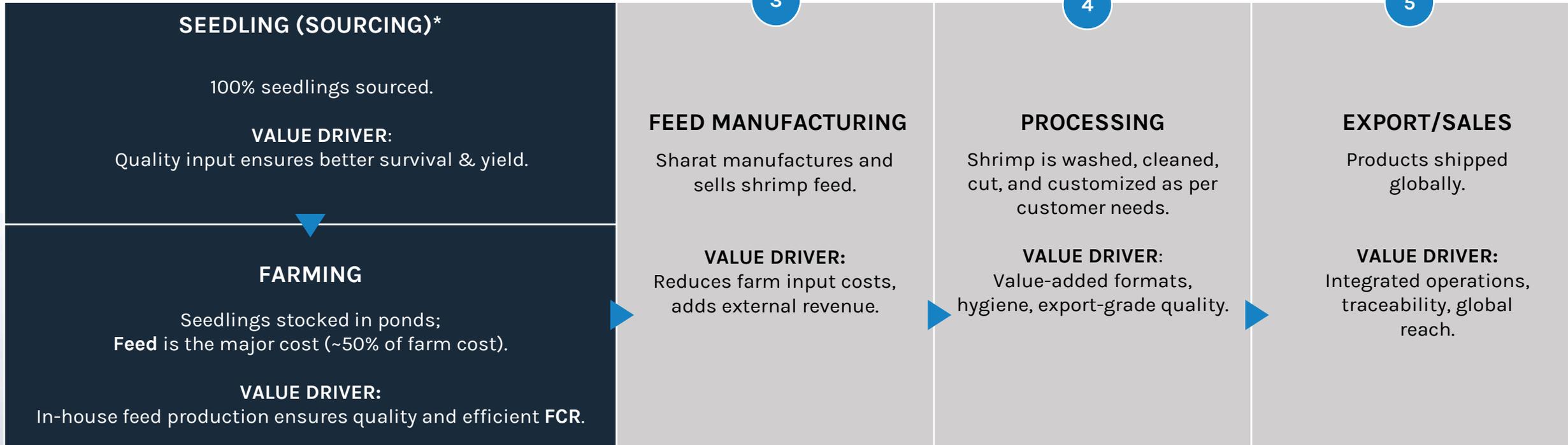
INDUSTRY OVERVIEW

COMPANY OVERVIEW

BUSINESS OVERVIEW

FINANCIAL OVERVIEW

GROWTH STRATEGY



*Though now outsourced to experts, SIL's past involvement provides deep insight, enabling partnerships with reliable suppliers and farmers.



DRIVING SUSTAINABLE GROWTH THROUGH TECHNOLOGY & OPERATIONAL EXCELLENCE



FEED INNOVATION

Partnered with **Ultranutri** for **Black Soldier Fly (BSF) larvae meal** integration.

15-20% fishmeal replaced in trial production.

Boosts sustainability, reduces costs and diverts organic waste.

PROCESSING PLANT OPTIMIZATION

Installed Capacity: 7,500 TPA | Current Utilization: 4,500 TPA

2025 Goal:
+20% capacity utilization ▶ **5,400 TPA**

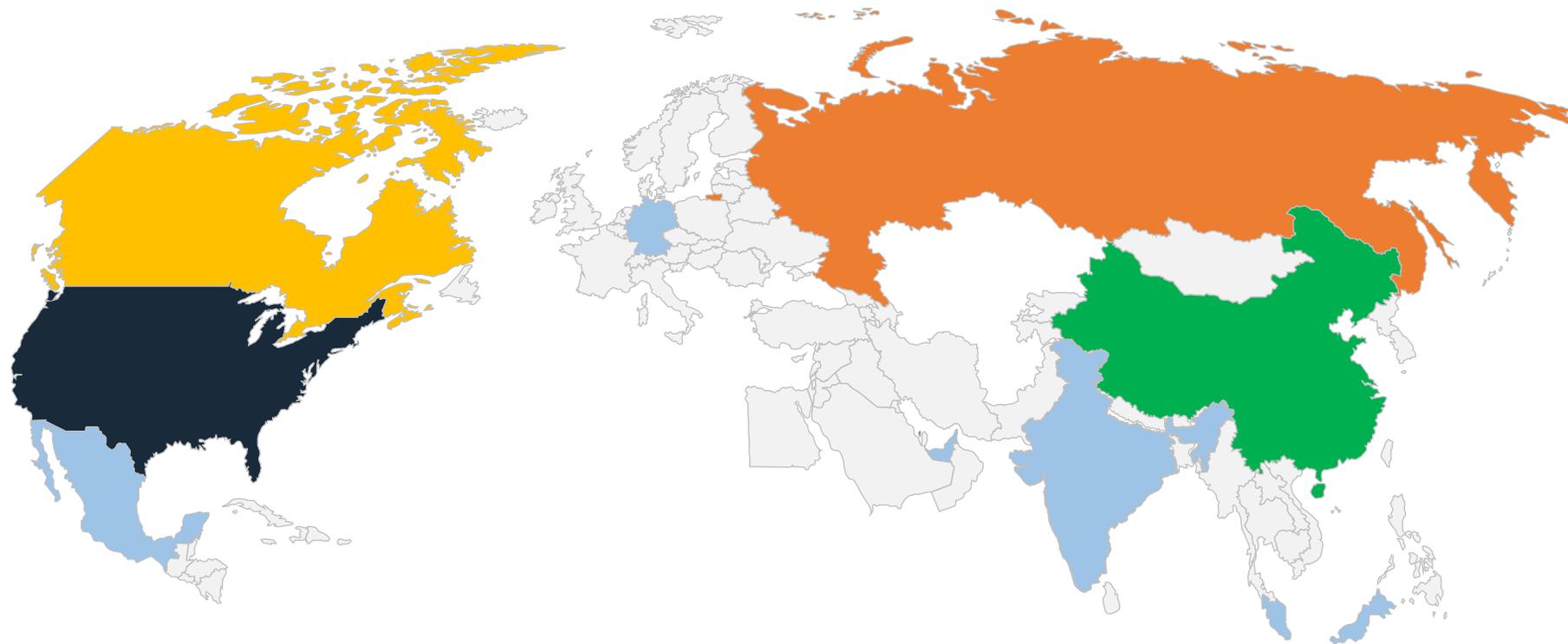
Focused on **process optimization, resource planning and infrastructure upgrades.**

Commitment to ethical, traceable and sustainable aquaculture.

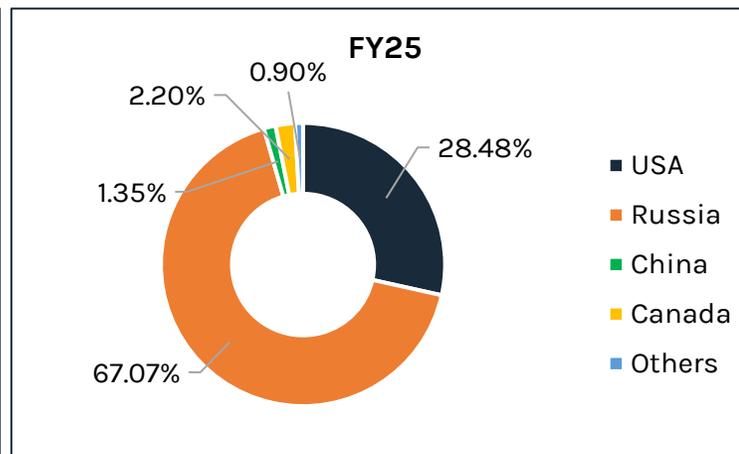
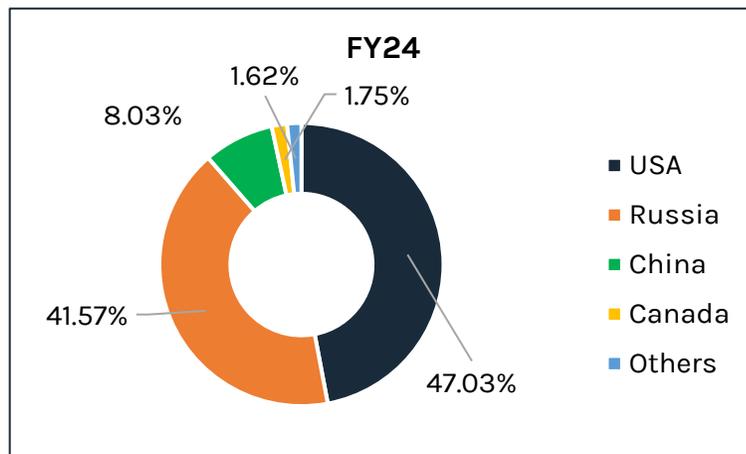
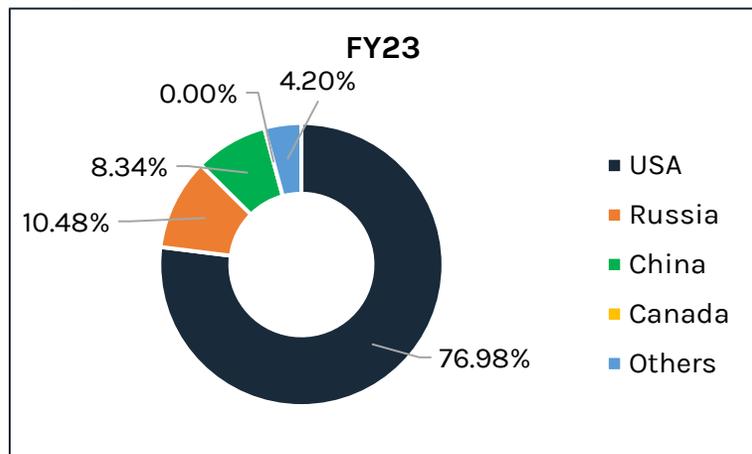




GEOGRAPHIC PRESENCE



Export Sales



*Others Includes Mexico, Malaysia, Singapore, Canada, UAE, Germany, Vietnam and Bahrain



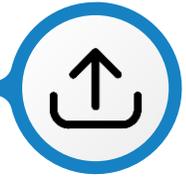
RUSSIA-LED GROWTH SHIELDS SHARAT FROM USA TARIFF IMPACT

INDUSTRY OVERVIEW
COMPANY OVERVIEW
BUSINESS OVERVIEW
FINANCIAL OVERVIEW
GROWTH STRATEGY



Market Leadership:

Now the largest Indian shrimp exporter to Russia, reinforcing market dominance.



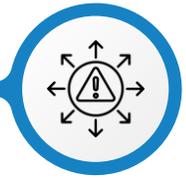
Strategic Pivot to Russia:

For the past 3 years, Sharat Industries has been expanding exports to the high-potential Russian market, so the recent USA tariff on Indian shrimp has no impact on our business.



Robust Demand Outlook:

Rising seafood consumption in Russia ensures sustainable long-term growth.



Minimal US Exposure:

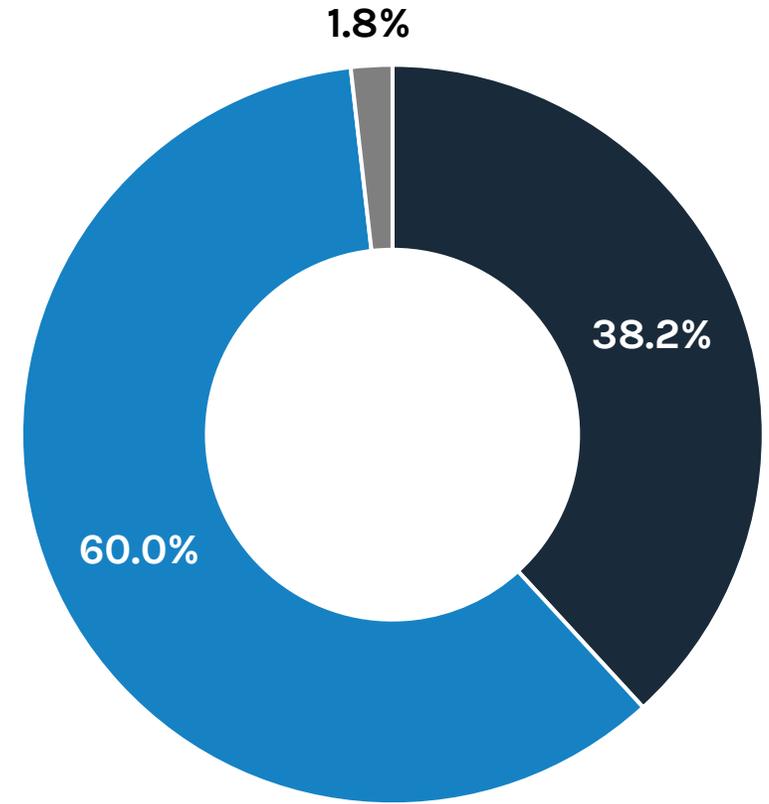
Reduced shipments to the USA mean tariffs have no material business impact.



Diversified Global Presence:

Ongoing expansion in Europe, Asia and other emerging markets supports revenue resilience.

Q1FY26 Export Sales



■ USA ■ Russia ■ Vietnam



CUSTOMERS

UNIFROST

VICĪŪNAI
GROUP

AGAMA
smart food expert

ULTRAFISH
PRODUCTION | LOGISTICS | TRADE

COSTAR
Signature Seafood

MARKFOODS >>>>

TAMPA BAY
FISHERIES, INC.

GENSEA

captain
fresh

 **Profi Business.world**
INTERNATIONAL BUSINESS PLATFORM 





CSR INITIATIVES: FY 2024-25

CSR Partner:

Sri Sairam Ashram
Trust, Ponneri, Chennai

Total CSR Spend:

₹ 0.15 crores

Support for Elderly Care:

Donation to Sri Sairam Ashram Trust, which provides safe, family-like residential care for senior citizens.



Partnership with Reputable NGO:
Collaborated with a recognized institution dedicated to social welfare and dignity for the aged.

Community Health:

Backed medical camp (20 April 2025) benefiting local residents.



Annual CSR Commitment:
Contributed ₹ 0.15 crore in line with board-approved statutory obligations.





SWOT ANALYSIS

INDUSTRY OVERVIEW
COMPANY OVERVIEW
BUSINESS OVERVIEW
FINANCIAL OVERVIEW
GROWTH STRATEGY

STRENGTHS

- Integrated & Scalable Operations
- Established Farmer Network
- Diverse & Certified Product Portfolio
- Expanding Global Footprint
- Certified for Russia, US & EU, reflecting flexibility to serve diverse global markets.

WEAKNESSES

- Constant increase in cost of production
- Regulation on Raw material pricing
- Increase in Ocean Freight
- Shrimp prices in global market



- Rising Global Seafood Demand
- Favorable Demographics & Domestic Growth
- Government & Institutional Support
- Export Potential to Health-Conscious Markets

- Change in climate
- Ongoing concerns on diseases in cultivation
- Increase duties and other costs such as Ocean Freight
- Applying counter Tariff

OPPORTUNITIES

THREATS



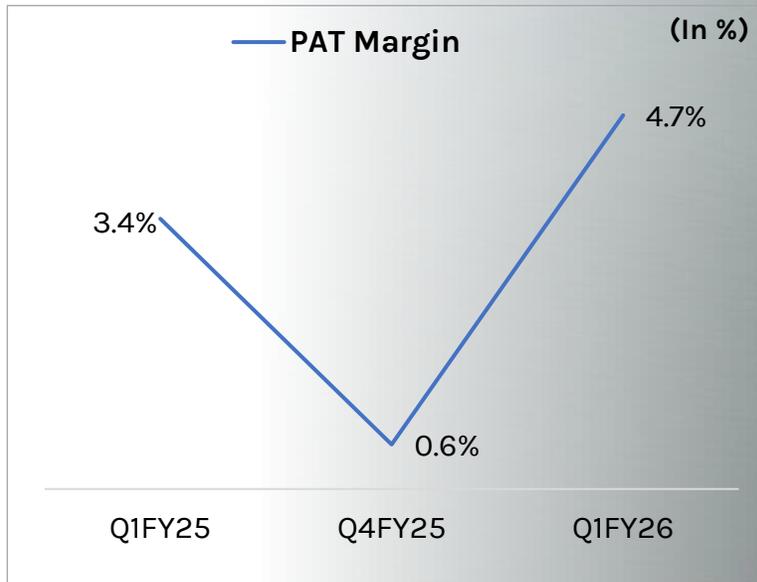
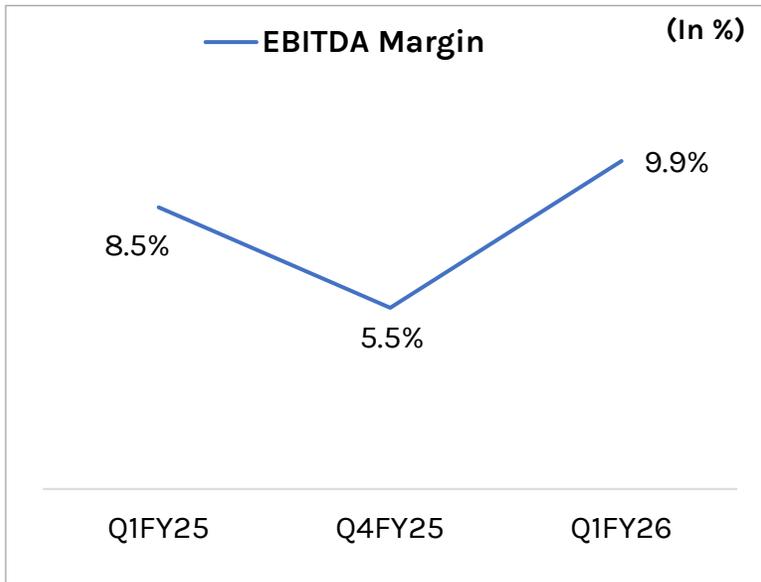
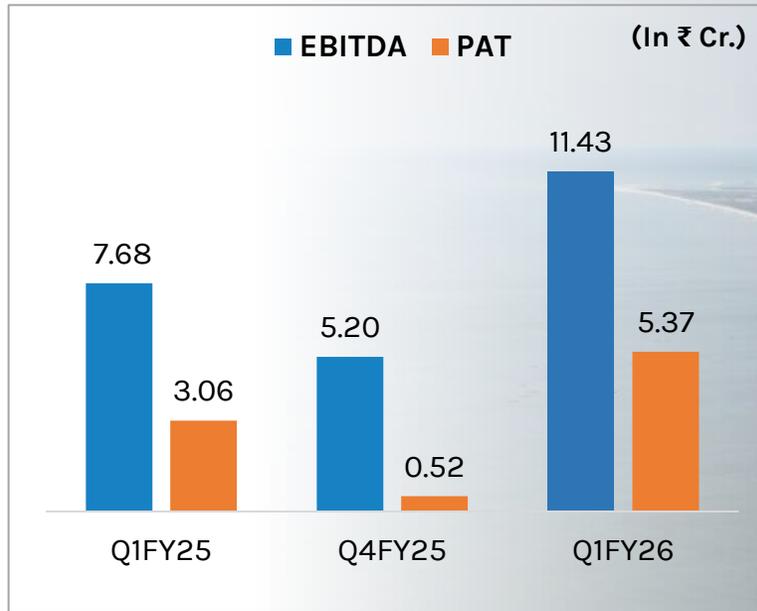
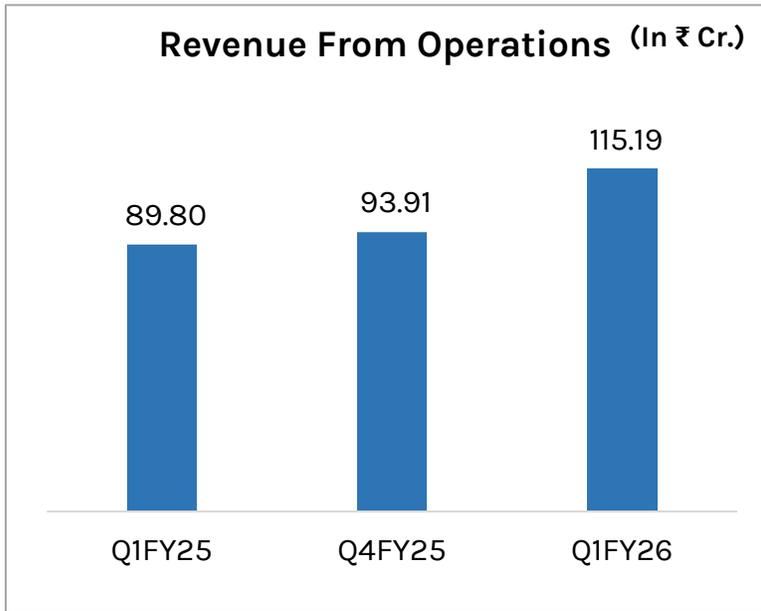
Financial Highlights





QUARTERLY FINANCIAL PERFORMANCE

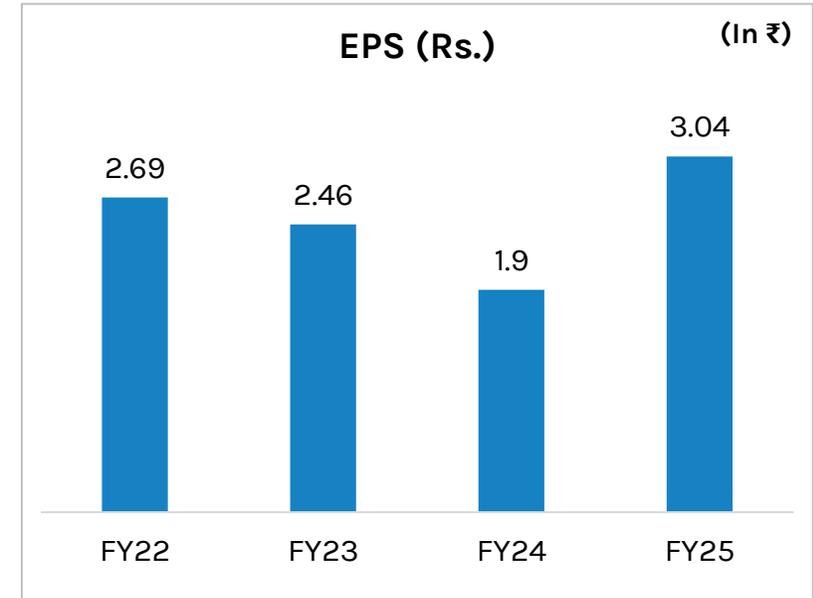
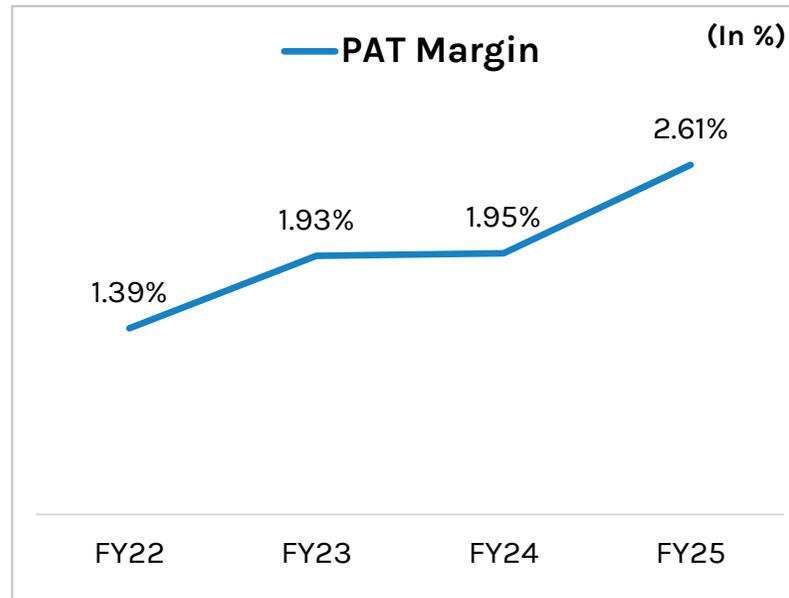
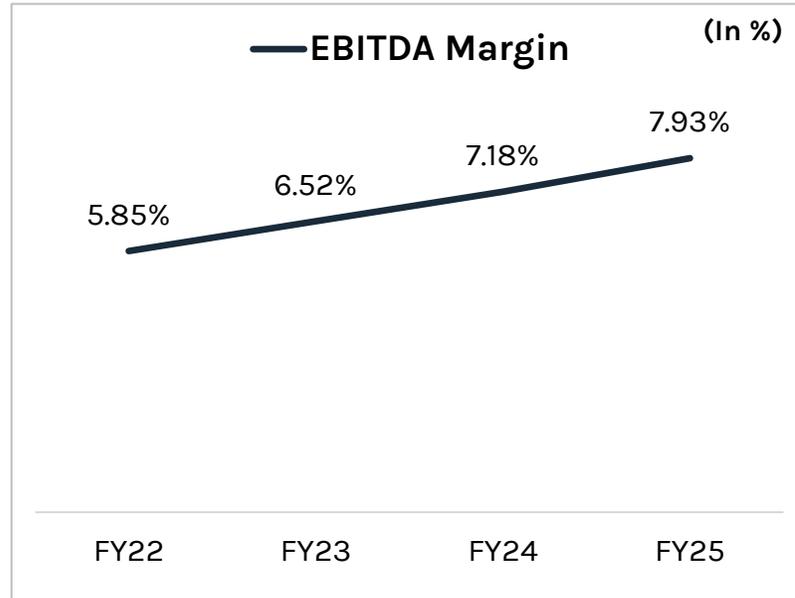
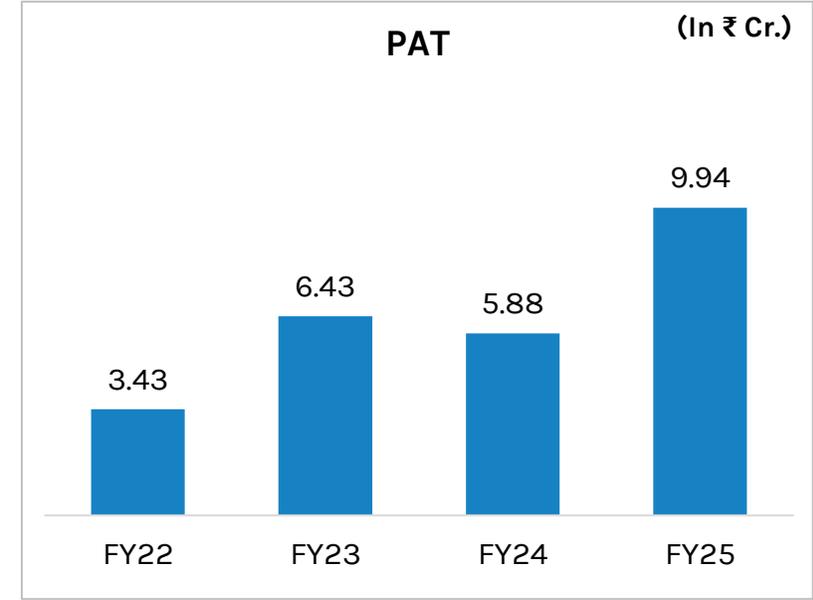
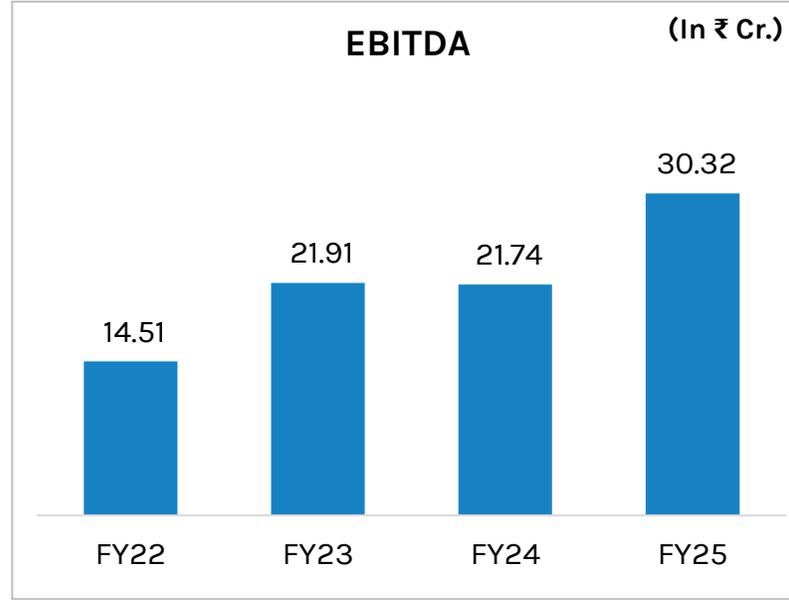
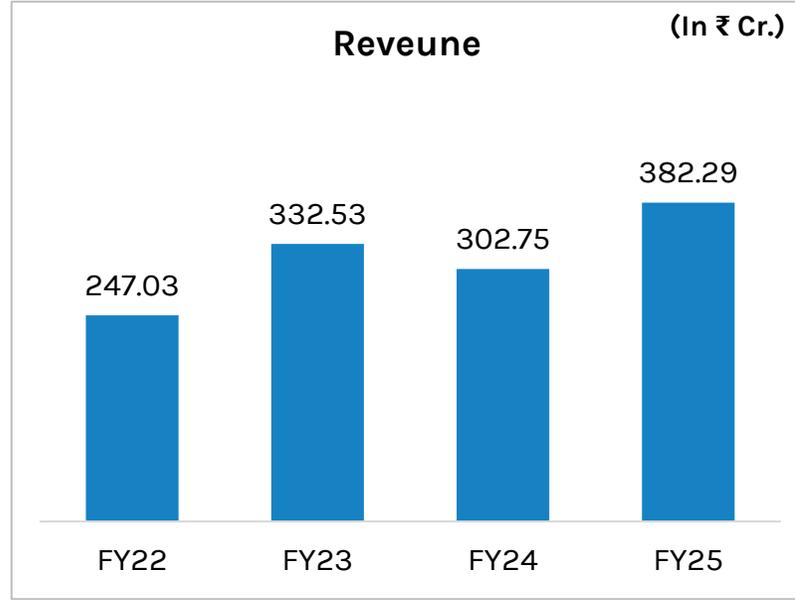
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COMPANY OVERVIEW
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GROWTH STRATEGY



KEY FINANCIALS



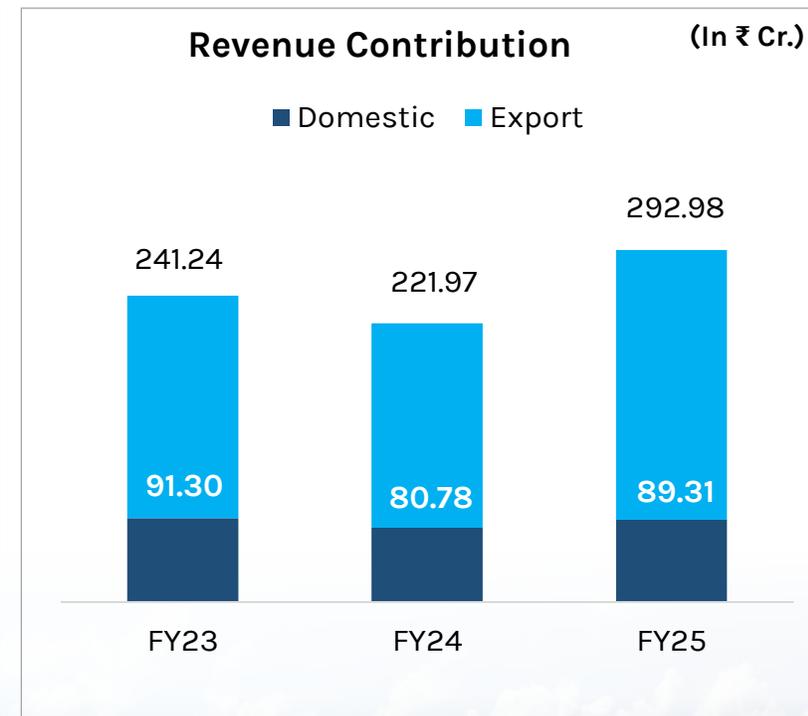
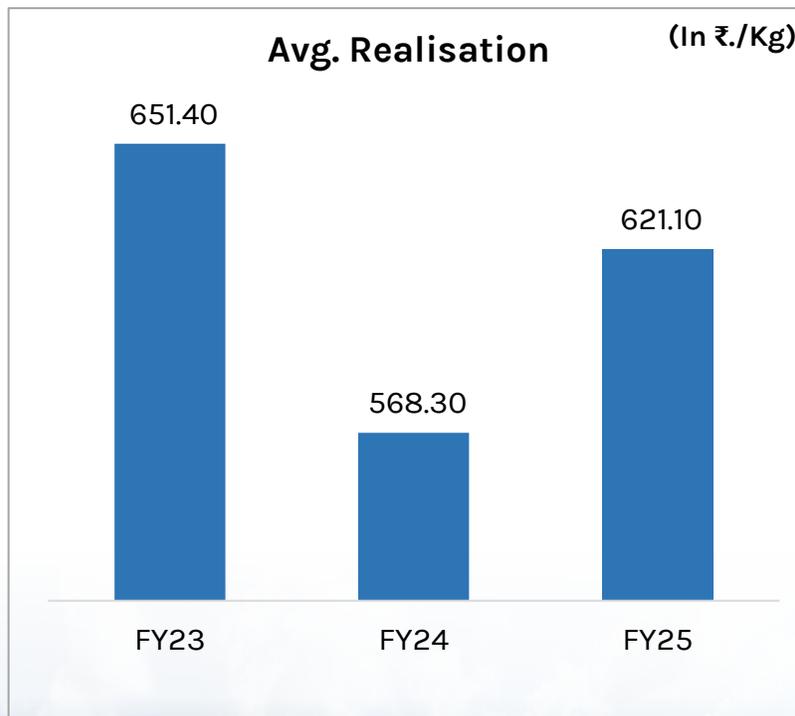
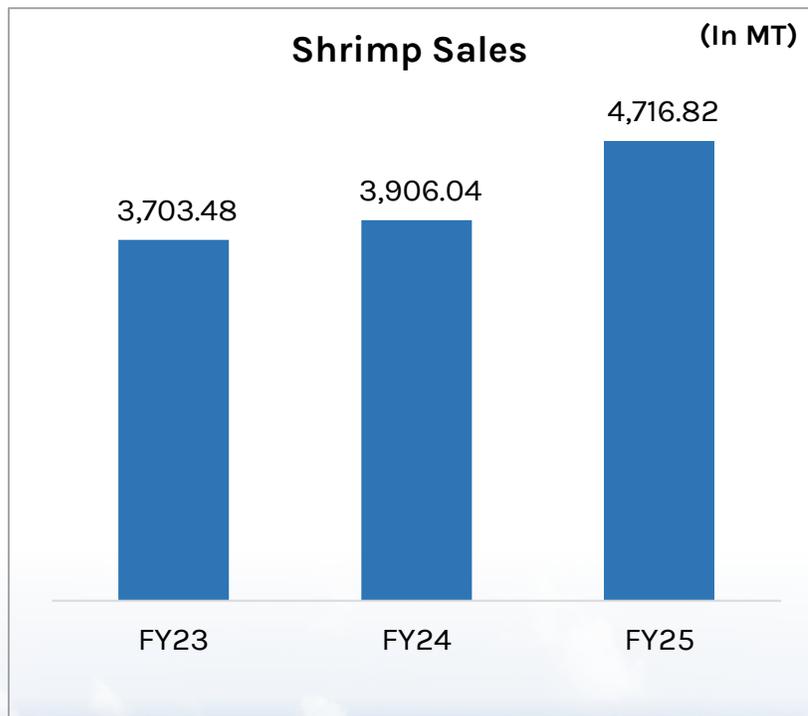
INDUSTRY OVERVIEW
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KEY OPERATIONAL RATIOS

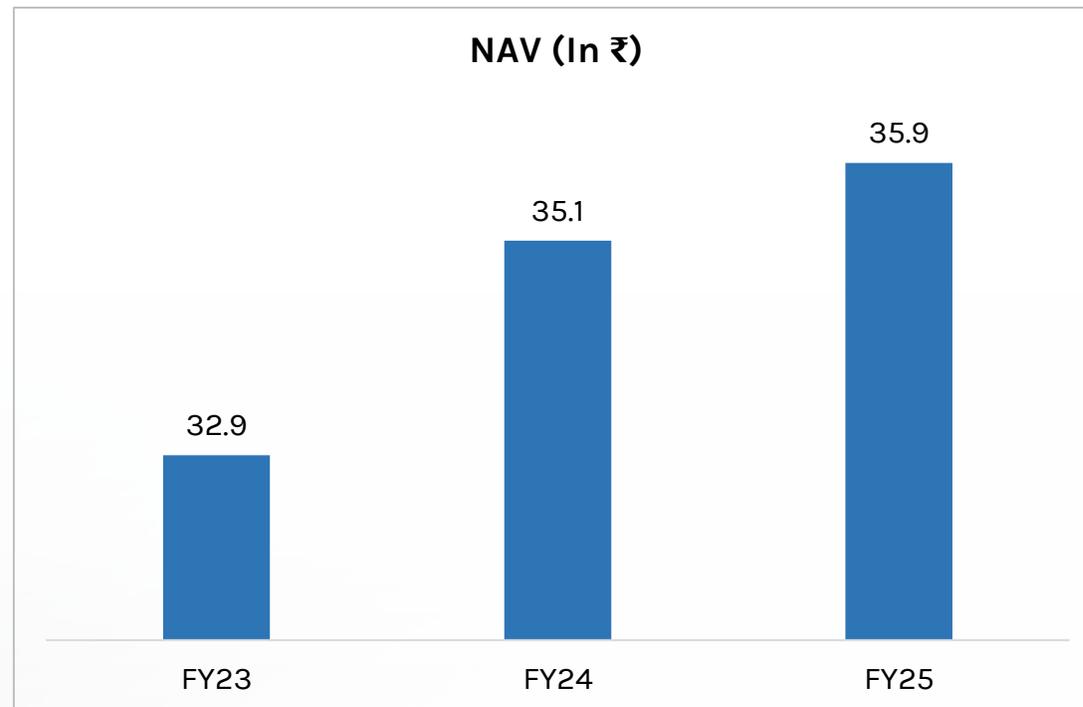
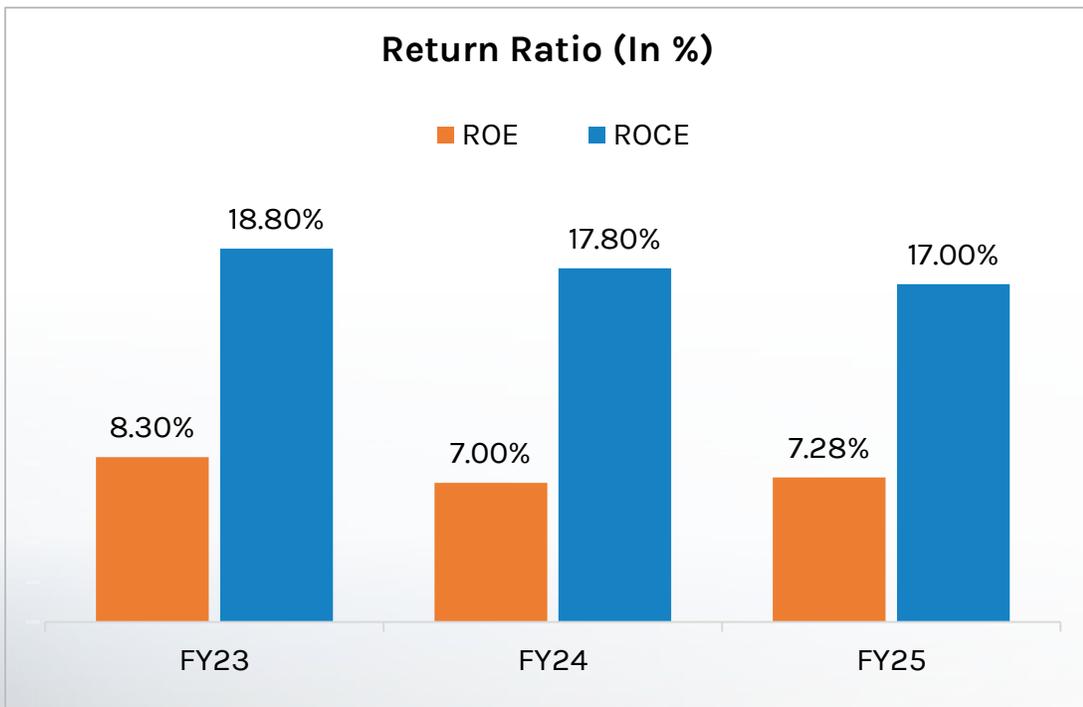
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KEY RATIOS

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KEY DEVELOPMENTS



Sharat Industries partners with West Coast Frozen Foods to launch merchant export operations in Gujarat, expanding national footprint and extended access to key global markets.

Sharat Industries unveils a new logo, reflecting its evolving brand identity and commitment to growth in global seafood markets.



KEY GROWTH DRIVERS POWERING FUTURE EXPANSION

Strategic China Entry & Export Diversification

Expanding into China via premium Black Tiger shrimp exports, while re-entering the EU market and sustaining presence in Russia, enabling de-risked and high-margin global diversification.

Capacity Utilization & Margin Expansion

Targeting increase in capacity utilization from 55% to 90% through forward integration, contract farming and facility partnerships—driving operating leverage and improved profitability.

Domestic Market Foray with Value-Added Focus

Entering India's growing frozen seafood market via Xanadu Foods stake, with a ₹100 Cr revenue target by FY28, backed by new value-added, ready-to-cook product launches by Dec 2026.

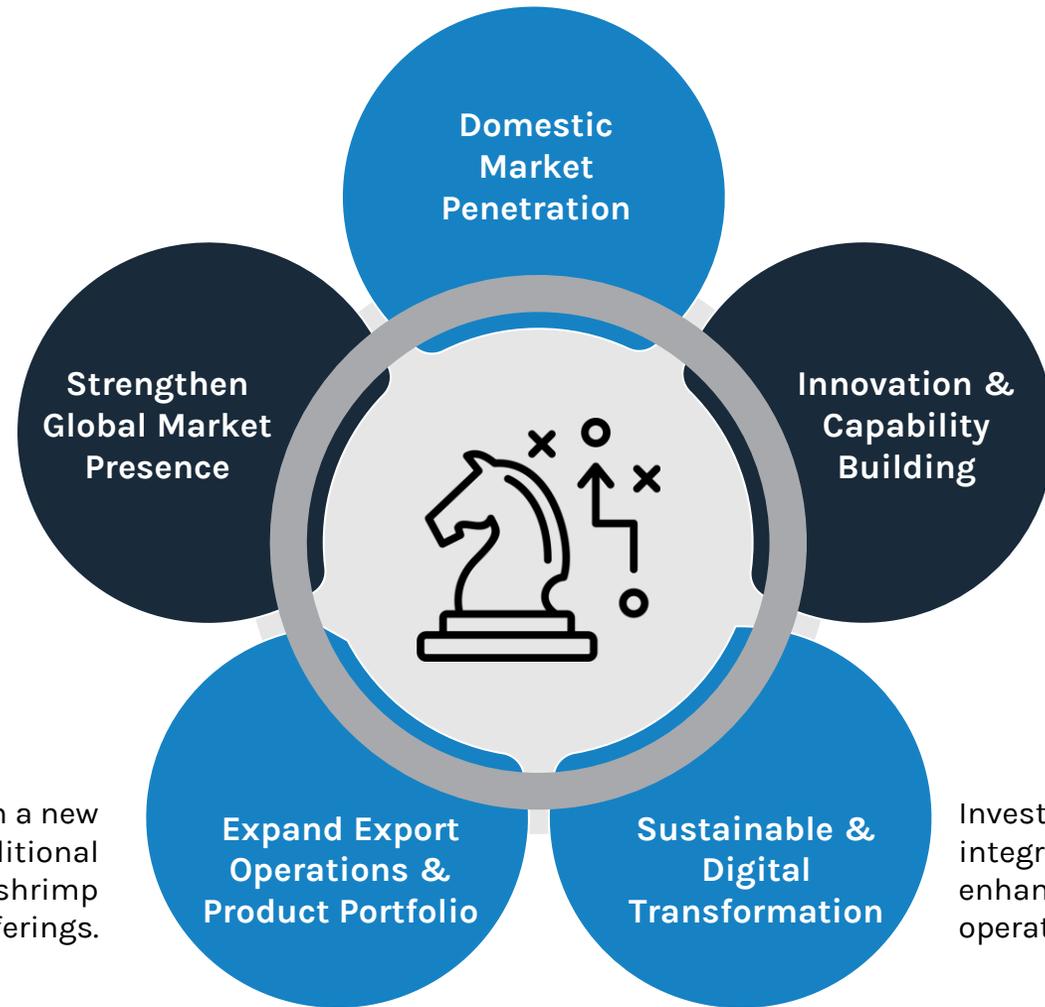
Asset-Light Growth & Sustainability Integration

Scaling merchant export model with processing tie-ups to reduce capex, alongside solar-powered operations, BSF-based feed adoption and enhanced traceability for ESG-driven leadership.

STRATEGIC ROADMAP: DRIVING GROWTH, DIVERSIFICATION & SUSTAINABILITY (FY25–FY28)



Build domestic capabilities via strategic alliances and potential partial acquisitions, launching frozen shrimp and new product lines across B2B and D2C channels.



Re-establish EU market presence, sustain US volumes based on tariff conditions, and target export revenue growth to ₹1,000 crore by FY28.

Initiate R&D for domestic-market product innovation (target launch by Dec 2026) while positioning SIL as a consolidator in the aquaculture space through strategic M&A.

Launch merchant export operations from a new facility in July 2025, scale through 1–2 additional facilities, and diversify into the Black Tiger shrimp segment alongside Vannamei offerings.

Invest in traceability, renewable energy integration, and digital transformation to enhance efficiency and future-proof operations.

INVESTMENT RATIONALE



THANK YOU



Sharat Industries Limited

CORPORATE OFFICE

Flat No. 4, 3rd Floor, Pallavi Apartments,
No. 57/11, Old No. 29/TF4, 1st Main Road,
HDFC Bank Compound, R.A. Puram,
Chennai - 600 028

REGISTERED OFFICE

Feed Plant, Hatchery & Farm:

Venkanna Palem Village, T.P. Gudur Mandal,
Nellore - 524 002, Nellore Dist, A.P.

Processing Plant:

Mahalakshampuram Village, T.P. Gudur Mandal,
Nellore - 524 002, Nellore Dist, A.P.

Email: chennai@sharatindustries.com

Phone : 91-44-43114304