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Hyderabad - 500 082,  
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Fax : 040 - 23311604  
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www.avantiindia.com



In the business of quality Prawn feed and Prawn Exports

Ref: AFL/BSE & NSE/2017-18/

19<sup>th</sup> February, 2018

The Deputy General Manager  
BSE, Limited  
Corporate Relation Department  
1st Floor, New Trading Ring  
Rotunda Building  
Phiroze Jeejeeboy Towers,  
Dalal Street, MUMBAI - 400 001  
Fax: 022-2272 2041 / 22723121  
**BSE Code: 512573**

National Stock Exchange India Limited  
Exchange Plaza  
Bandra (East)  
Mumbai - 400 0051.  
Fax: 022-26598237/38

**NSE Code: AVANTIFEED**

Dear Sir,

**Sub: AVANTI FEEDS LIMITED - Schedule of Audio Conference Call for Investors on  
21<sup>st</sup> February, 2018 - Reg.**

**Ref: Regulation 30 read with part A of Schedule 3 of Securities and Exchange Board  
of India (Listing Obligations and Disclosure Requirements) Regulations 2015.**

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We enclose herewith an Invitation in connection with conducting an Audio Conference Call for Investors on 21<sup>st</sup> February, 2018 at 4.00 PM to discuss the Un-audited Financial Results for the quarter ended 31.12.2017.

A copy of the presentation on the Un-audited Financial Results for the quarter ended 31.12.2017 is enclosed.

This is for your information and record.

Thanking you

Yours faithfully  
for AVANTI FEEDS LIMITED

  
M.V.RAO  
AUTHORIZED SIGNATORY

Encl : as above

Regd. Office:  
H.No. 37, Plot No. 37,  
Baymount, Rushikonda,  
Visakhapatnam - 530045  
Andhra Pradesh, India.  
CIN : L16001AP1993PLC095778



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**Avanti Feeds Limited Q3FY18 Earnings Audio Conference Call on  
Wednesday, 21<sup>st</sup> February, 2018 at 4:00 PM IST**

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Avanti Feeds Limited (AFL) will host an Audio Conference Call for investors and analysts on to discuss its results and developments for the Q3FY18. The senior management of the company will be present to address the call.

**Details of the Audio Conference Call:**

**Date & Timing** : Wednesday, 21st February, 2018 @ 4:00 PM IST

**Senior Management** : Mr. C Ramachandra Rao, Joint Managing Director  
Mr. M Venkateswara Rao, General Manager - Corp. Affairs  
Mr. P V Raj Shekhar, Dy. General Manager - F&A

**Participant Id** : 724858# (For International Callers)

**Conference dial-in**

**India** : +91 022 3344 1100 / 1800 103 3881

**Hong Kong** : +852 3008 1599

**Singapore** : +65 3158 2569

**For further information:**

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# Avanti Feeds Limited

## Financial Results – Q3FY18

### Presentation

Stock Code: **BSE: 512573** **NSE: AVANTIFEED**

**REUTERS: AVNT.BO / AVNT.NS**

**BLOOMBERG: AVNT:IN**

# Safe Harbor Statement



This presentation has been prepared by Avanti Feeds Limited based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation.

Certain matters discussed in this presentation may contain statements regarding the Company's market opportunity and business prospects that are individually and collectively forward looking statements. Such forward looking statements are not guarantees for future performance and or subject to known and unknown risks, uncertainties, and assumptions that are difficult to predict. These risks and uncertainties include but are not limited to, performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and worldwide, competition, the company's ability to successfully implement its strategy, company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, withdrawal of governmental fiscal incentives, the company's market preferences and its exposure to market risks, as well as other risks.

# Shrimp Culture Scenario in India



✓ On successful adoption of Vannamei culture in India, the shrimp culture has been increasing year after year consistently at a significant pace. According to a survey, India has about 11,90,000 Ha area potential for development of shrimp culture mainly in Maritime States. Out of which about 1,53,000 Ha is under Vannamei farming presently.

✓ Vannamei Shrimp is the main factor behind expectations of a \$ 2.3 Bn increase in Indian seafood exports in 2017 (Source: report by Globefish, a unit within the United Nations).

# Shrimp Production and Exports Market Potential



✓ In line with increase in Shrimp culture, the production of shrimp has also been increasing at a fast pace, year after year. India produced about 6,00,000 Mts of shrimp in 2017-18 and 2018-19 it is anticipated that it will go up to 7,00,000 Mts.

✓ Indian shrimp export is set to nearly double to \$7 billion (Rs 45,000 crore) by 2022, driven by strong demand, high quality and improved product mix. (Source: Crisil Report)

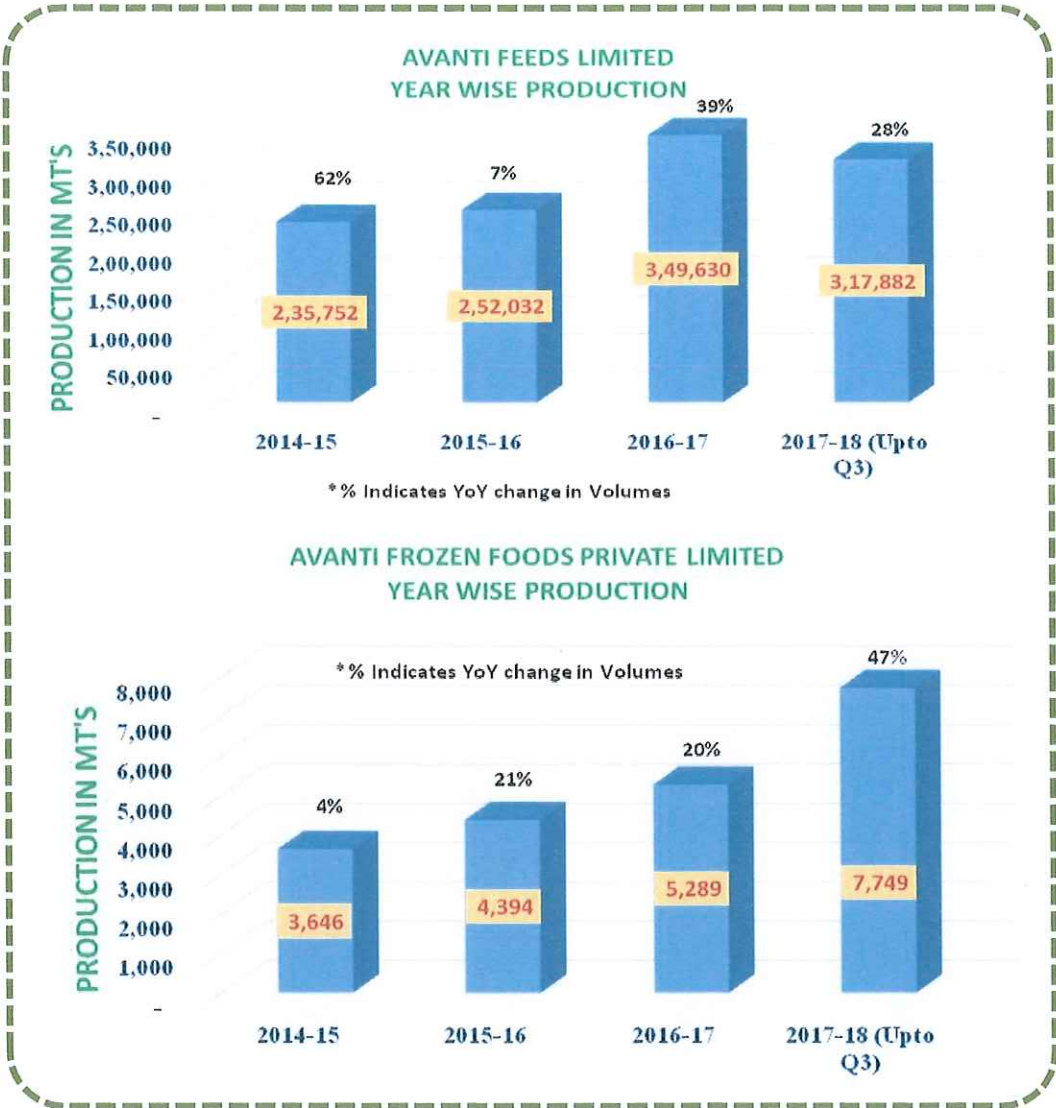
## Company Developments in Q3FY18



✓ **Expansion of Feed Plant:** The capacity addition of 1.75 lakh tons has been completed and the trial production is in progress. The commercial production will commence from last week of February, 2018. With this addition, the total feed capacity will be 6 lakh tons per annum.

✓ **On Processing Plant:** The new processing plant (Unit-II), which went on stream in August 2017, has now stabilized in terms of quality and production. This plant has a processing capacity of 15,000 tons per annum in addition to the already existing plant (Unit-I) capacity of 7000 Mt per annum, making the total capacity at 22,000 Mt per annum.

# Company Developments in Q3FY18

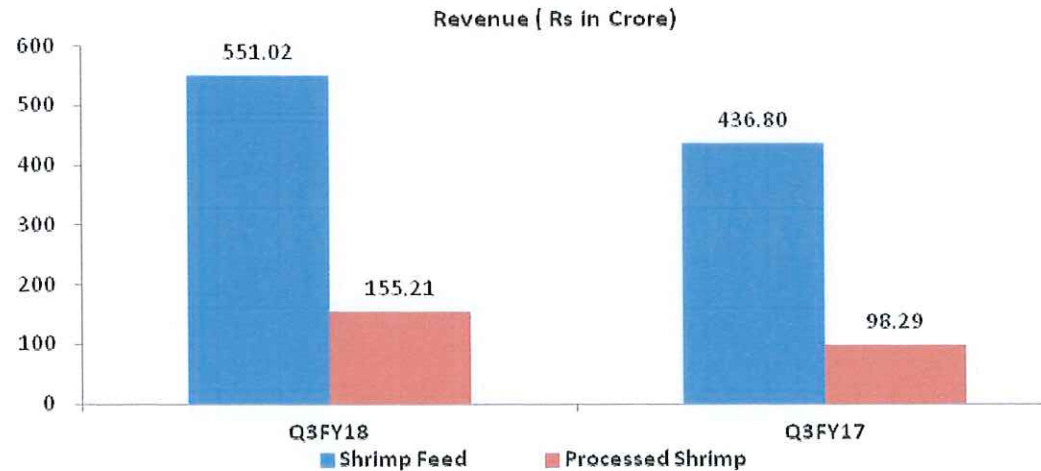




# Company's Financial Highlights in Q3FY18



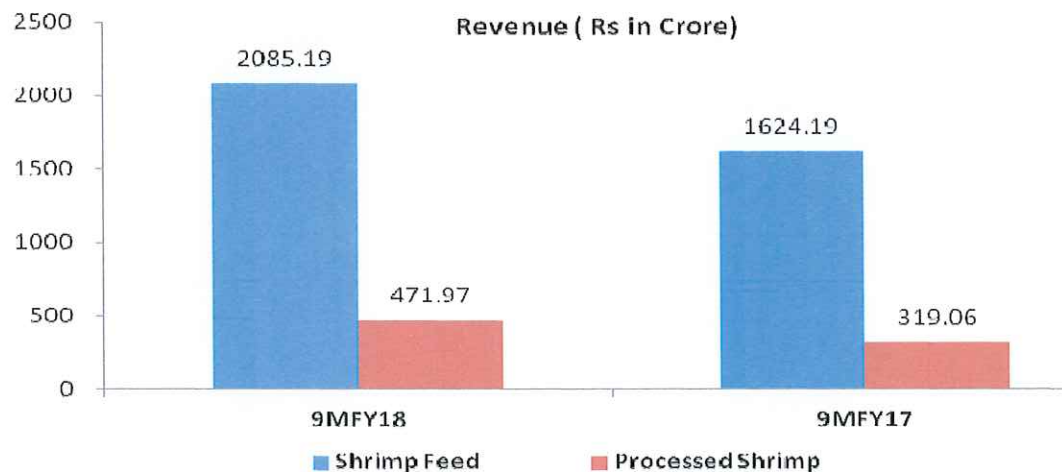
- ✓ The Consolidated Revenue was at Rs 706.43 Cr (Rs 535.23 Cr), up by 31.99% on YoY basis.
- ✓ The Shrimp Feed Revenue was at Rs 551.02 Cr (Rs 436.80 Cr), YoY up by 26.15 %.
- ✓ The Shrimp Processing Revenue was at Rs 155.21 Cr (Rs 98.29 Cr), YoY up by 57.91 %.



# Company's Financial Highlights in Q9MFY18



- ✓ The Consolidated 9MFY18 Revenue was at Rs 2558.62 Cr (Rs 1944.13 Cr), up by 31.61% on YoY basis.
- ✓ The Shrimp Feed 9MFY18 Revenue was at Rs 2085.19 Cr (Rs 1624.19 Cr), YoY up by 28.38%.
- ✓ The Shrimp Processing 9MFY18 Revenue was at Rs 471.97 Cr (Rs 319.06 Cr), YoY up by 47.93%.



## Company's Segment-wise highlights:



Consolidated Segment Particulars (Rs. in Crores)	Quarter Ended			Year Ended		
	Q3FY18	Q3FY17	YOY %	FY17	FY16	FY15
<b>Segment Revenue</b>						
Shrimp Feed	551.02	436.80	26.15	2,229.29	1,730.09	1,507.46
Processed shrimp	155.21	98.29	57.91	385.39	286.06	271.31
Wind Power	0.20	0.14	42.86	1.07	2.14	1.88
<b>Gross Sales/Income from Operations</b>	<b>706.43</b>	<b>535.23</b>	<b>31.99</b>	<b>2,615.75</b>	<b>2,018.29</b>	<b>1,780.65</b>
<b>Segment Results</b>						
Shrimp Feed	135.10	58.70	130.15	284.89	194.42	150.36
Processed shrimp	11.56	6.37	81.47	31.48	23.53	21.08
Wind Power	(0.09)	(0.14)	(35.71)	(0.06)	1.13	0.91
Total	146.57	64.93	125.74	316.31	219.08	172.35
Less : Interest	0.92	0.70	31.43	3.00	1.35	1.75
Add: Unallocated Income net of Unallocable Expenditure	16.17	4.75	240.42	22.64	16.55	9.21
<b>Total Profit/(Loss) Before Tax &amp; Exceptional Income</b>	<b>161.82</b>	<b>68.98</b>	<b>134.59</b>	<b>335.95</b>	<b>234.28</b>	<b>179.81</b>

# Company's Vision



- ✓ To continuously engage in sustainable development of shrimp culture in India and make shrimp culture a profitable activity for the farmer.
- ✓ The endeavour of the company is to utilize the capacities of feed and processing facilities built up so far, to the optimum levels and improve the profitability.
- ✓ To become USD 1 Billion by 2022.

**Planned Revenue break up between Shrimp Exports and Shrimp Feed**

