



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

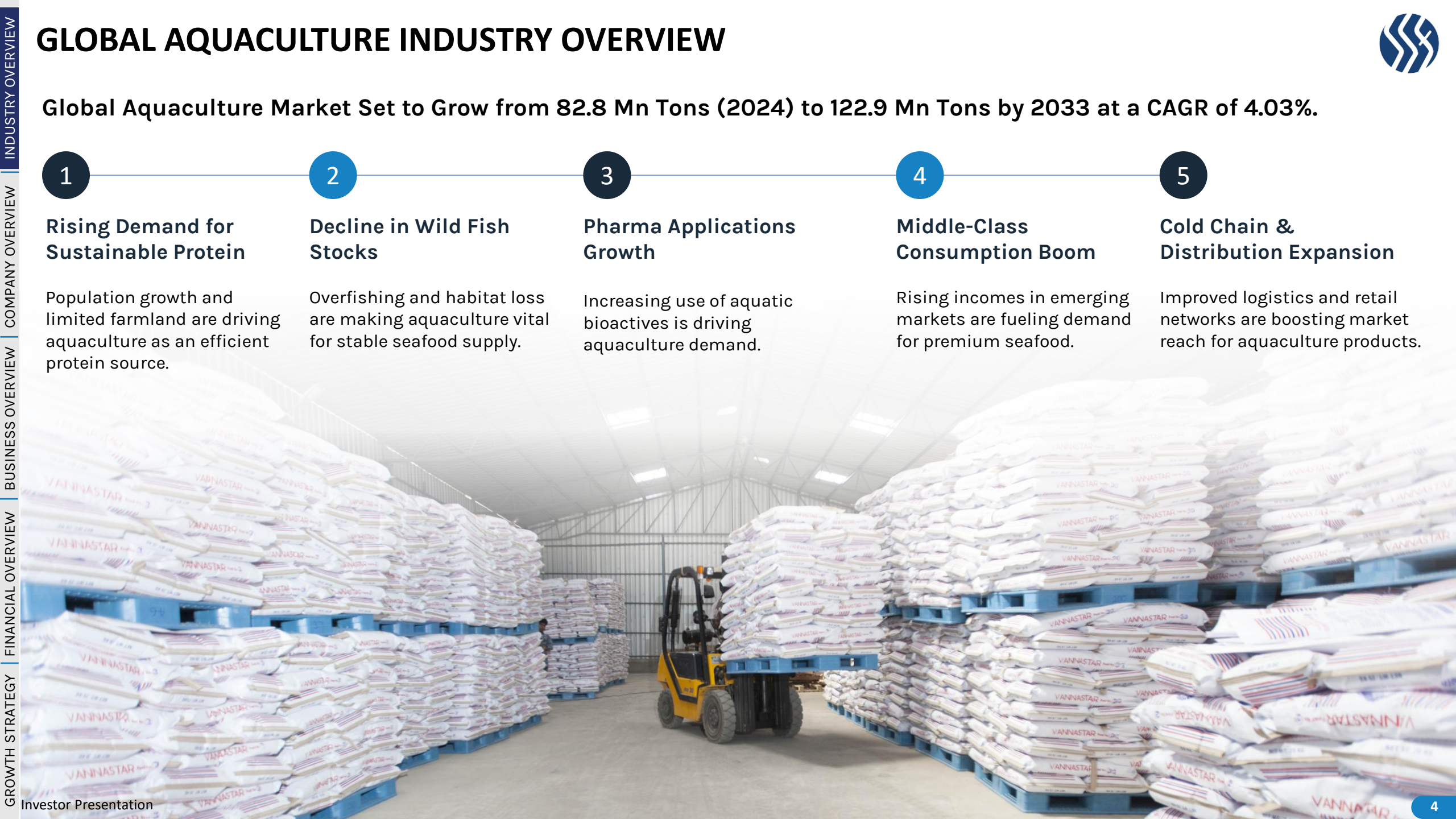
Revenue (Last 5 years)



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.



INDUSTRY OVERVIEW

COMPANY OVERVIEW

BUSINESS OVERVIEW

FINANCIAL OVERVIEW

GROWTH STRATEGY

GLOBAL AQUACULTURE INDUSTRY OVERVIEW

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

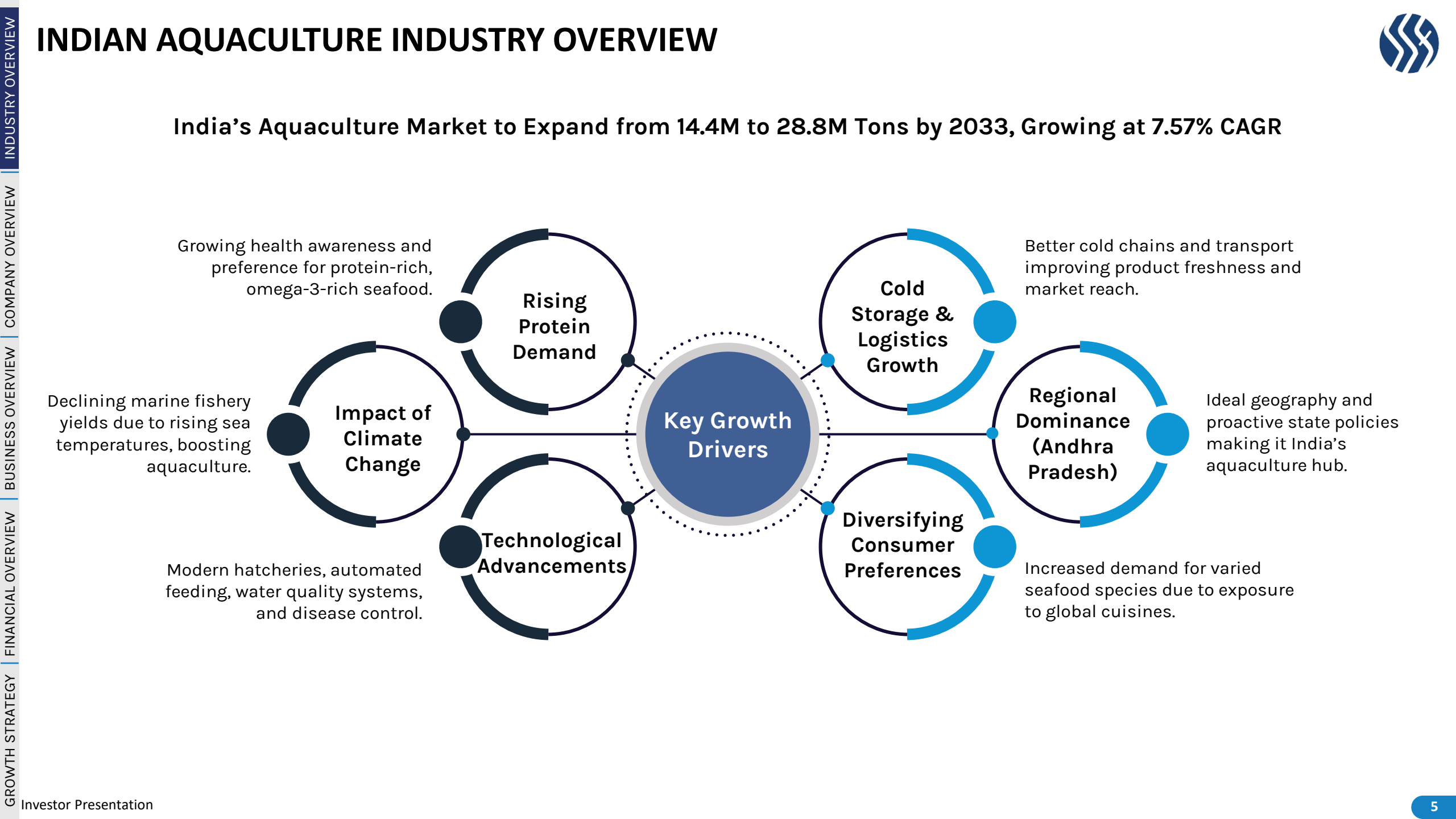
Cold Chain & Distribution Expansion

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

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%.

Investor Presentation

4



INDIA SEAFOOD PROCESSING & EXPORTS INDUSTRY



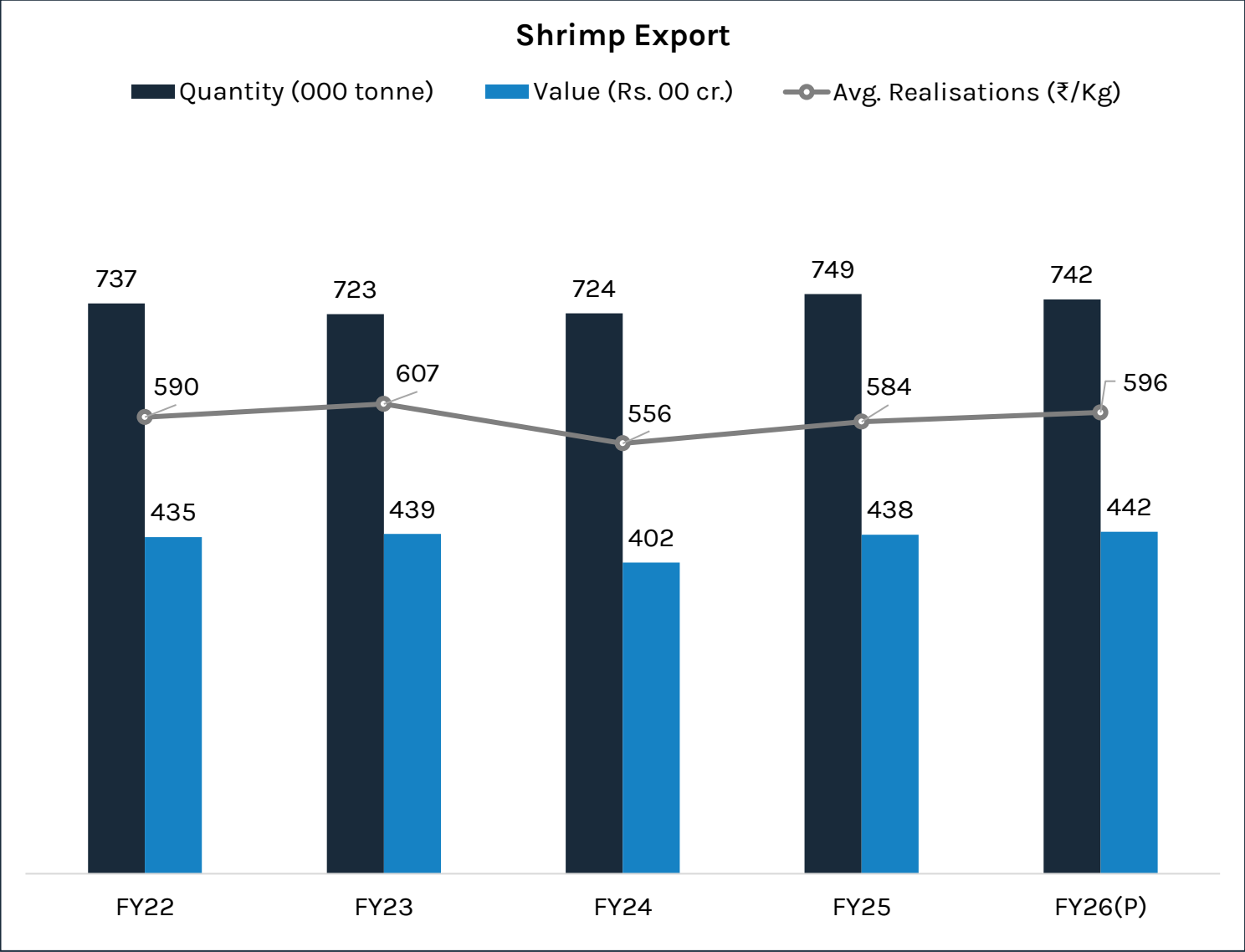
India's seafood processing industry is projected to reach **USD 25.2 billion by 2033**, growing at a **CAGR of 7.51%**, supported by rising demand, aquaculture advances and policy support.

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

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



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



BUSINESS DIVISION



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

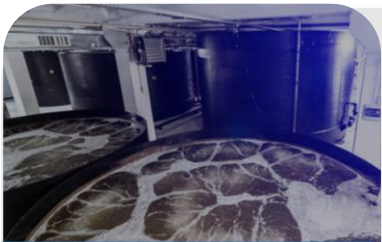


Farming Land:
500 acres of land located on the coast of the Bay of Bengal



Unique Features:

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



Shrimp Hatchery



Annual Capacity:
400 million seedlings/ Annum

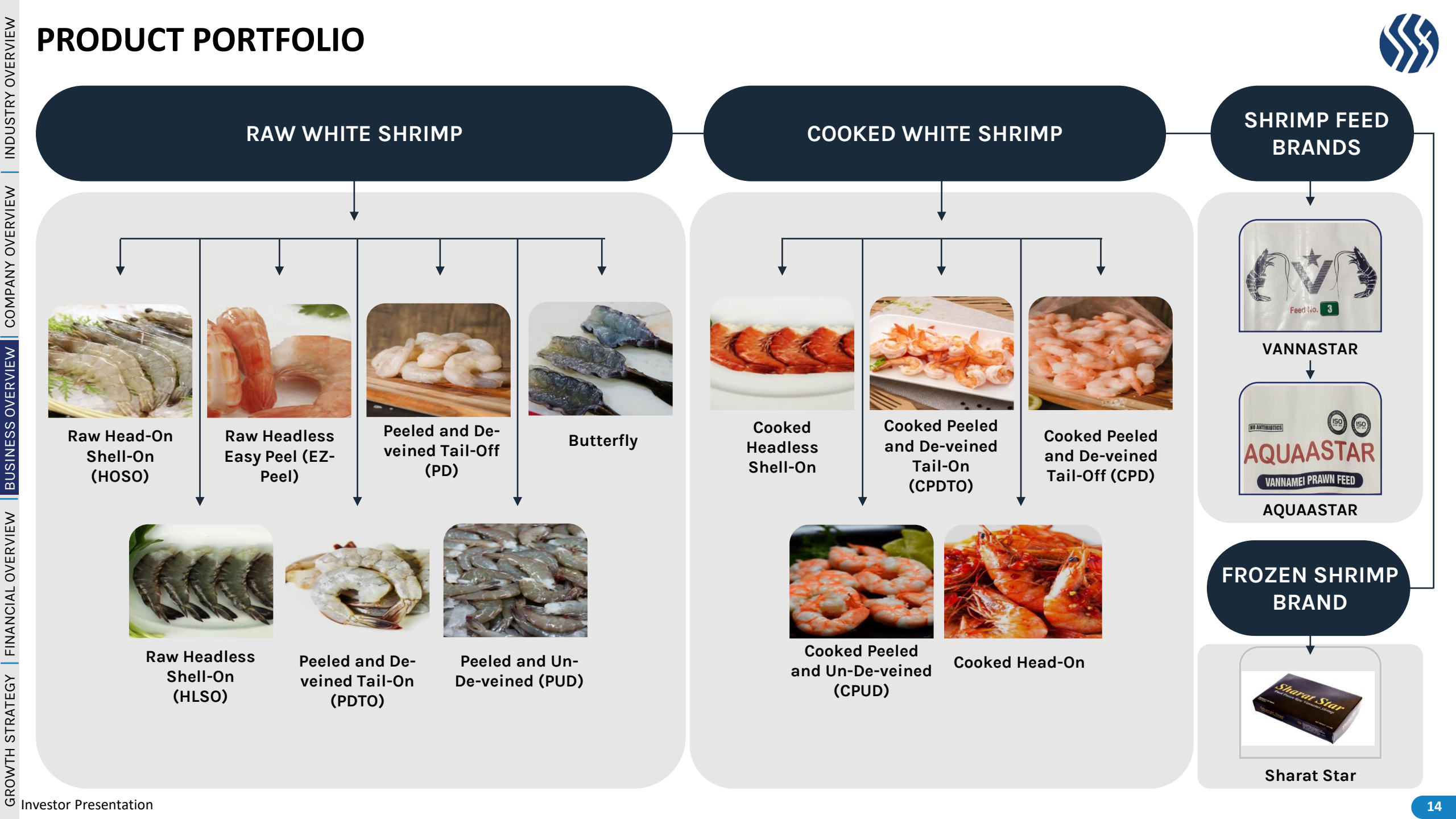


Product Offering:
Vannamei seedlings



Unique Features:

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





VALUE CHAIN

SEEDLING (SOURCING)*

100% seedlings sourced.

VALUE DRIVER:

Quality input ensures better survival & yield.

FARMING

Seedlings stocked in ponds;
Feed is the major cost (~50% of farm cost).

VALUE DRIVER:

In-house feed production ensures quality and efficient **FCR**.

3

FEED MANUFACTURING

Sharat manufactures and
sells shrimp feed.

VALUE DRIVER:

Reduces farm input costs,
adds external revenue.

4

PROCESSING

Shrimp is washed, cleaned,
cut, and customized as per
customer needs.

VALUE DRIVER:

Value-added formats,
hygiene, export-grade quality.

5

EXPORT/SALES

Products shipped
globally.

VALUE DRIVER:

Integrated operations,
traceability, global
reach.

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





PROCESSING PLANT OPTIMIZATION

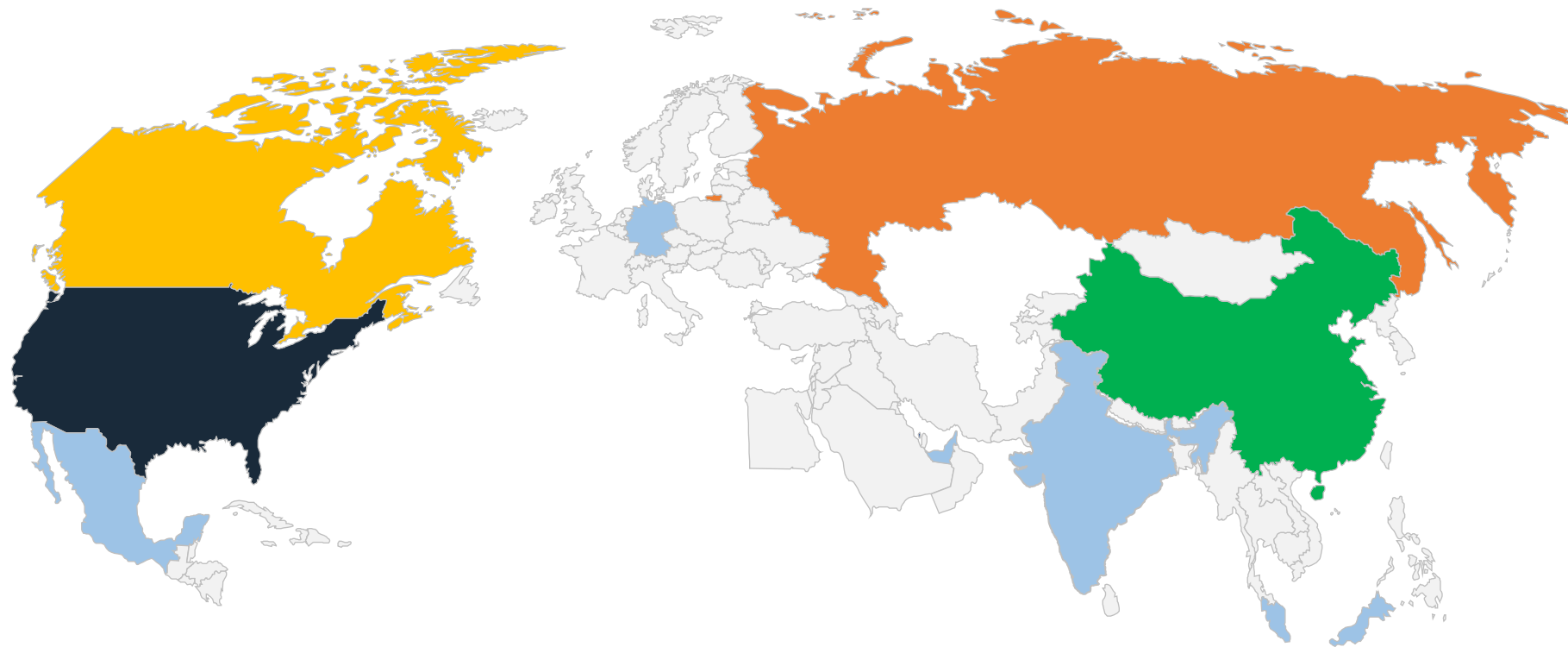
Installed Capacity: 7,500 TPA | Current Utilization: 4,500 TPA

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

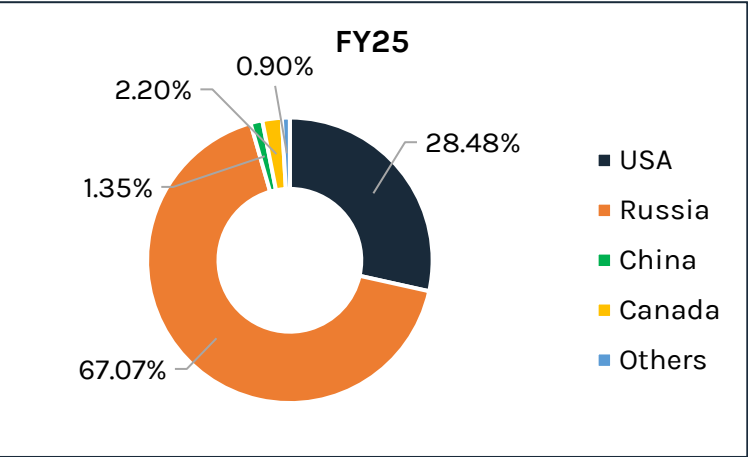
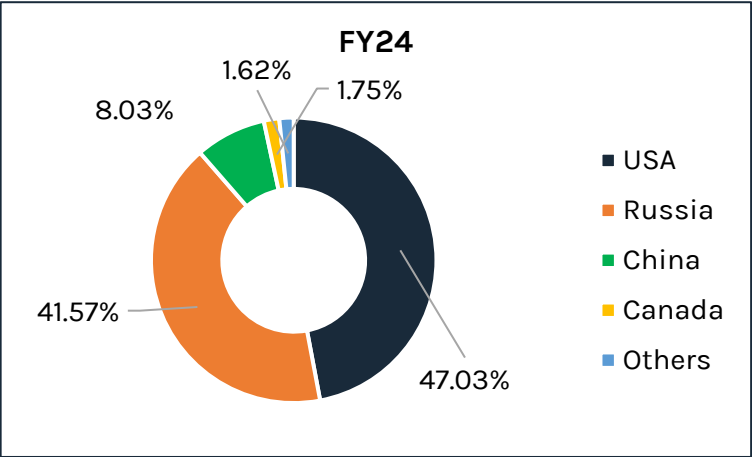
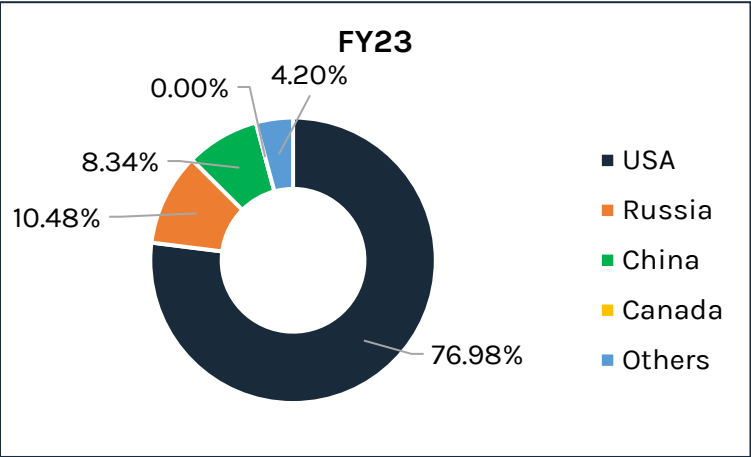
Focused on **process optimization**, **resource planning** and **infrastructure upgrades**.

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



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:

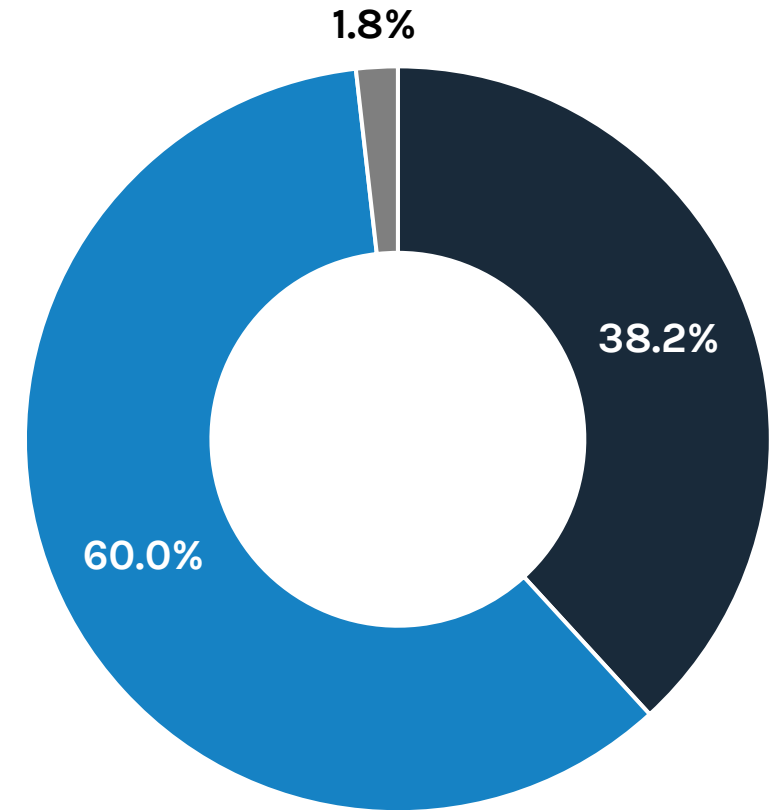
Reduced shipments to the USA mean tariffs have no material business impact.



Diversified Global Presence:

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

Q1FY26 Export Sales



■ USA ■ Russia ■ Vietnam

CUSTOMERS





CSR INITIATIVES: FY 2024-25

INDUSTRY OVERVIEW
COMPANY OVERVIEW
BUSINESS OVERVIEW
FINANCIAL OVERVIEW
GROWTH STRATEGY

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



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

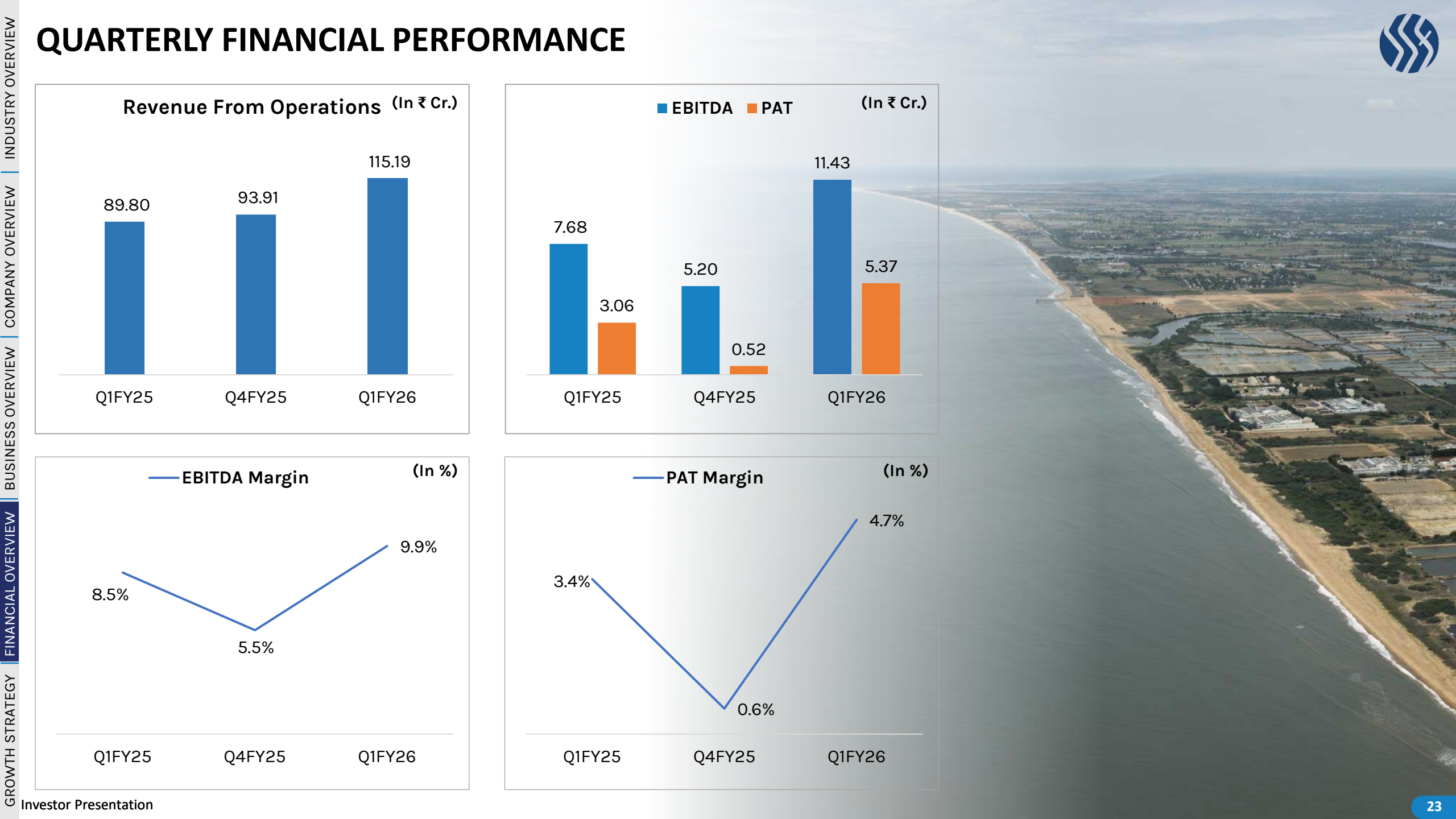
OPPORTUNITIES

THREATS

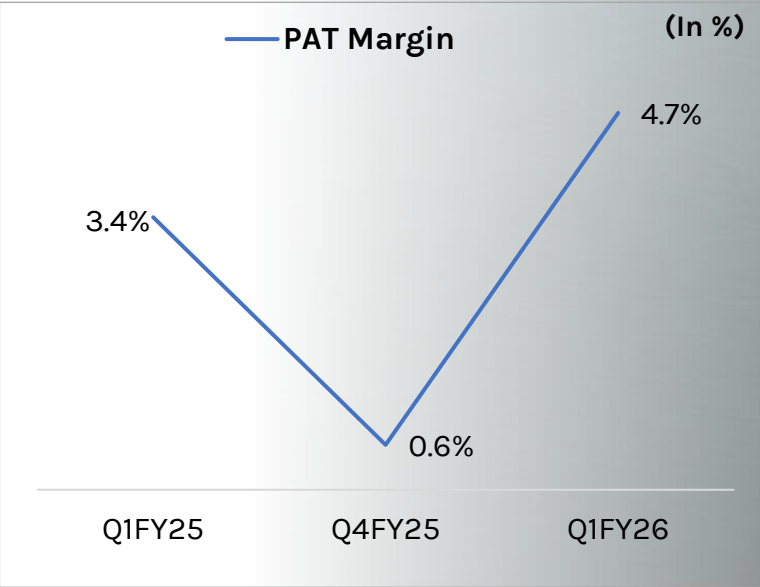
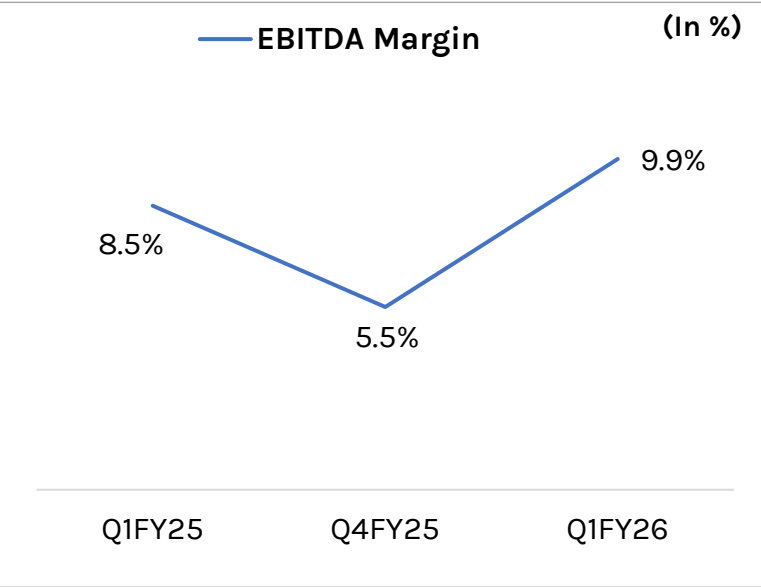
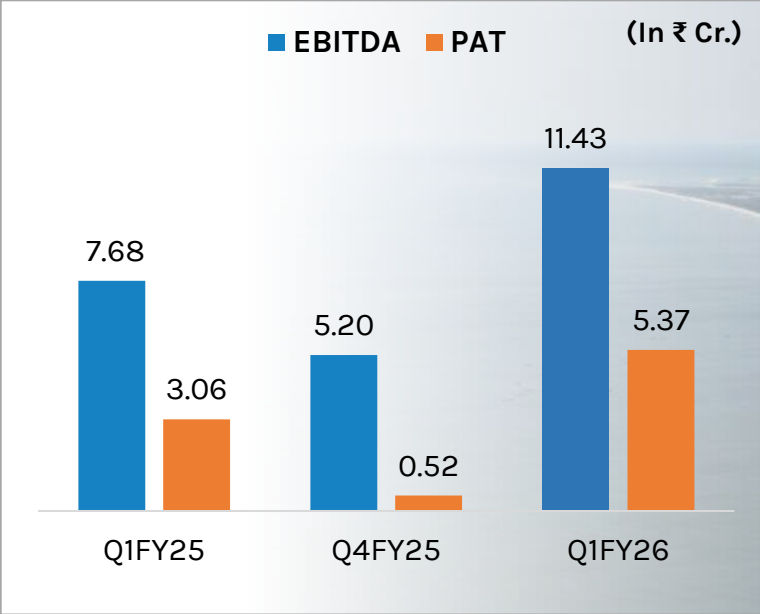
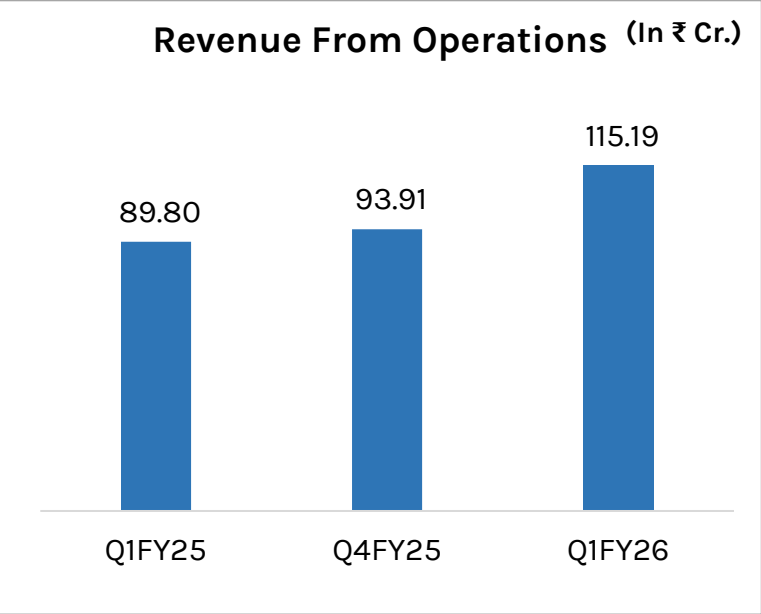


Financial Highlights





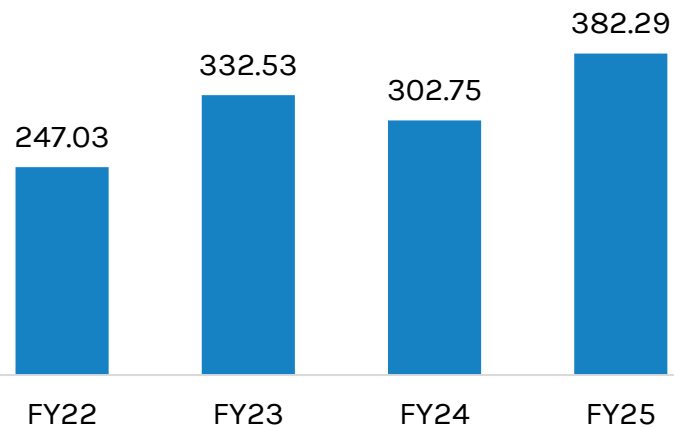
QUARTERLY FINANCIAL PERFORMANCE



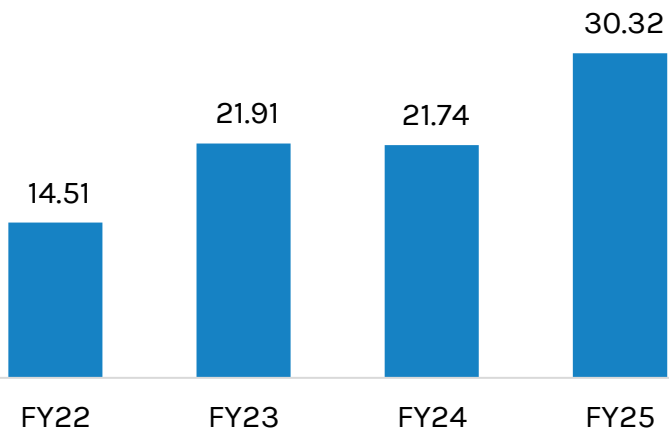
KEY FINANCIALS



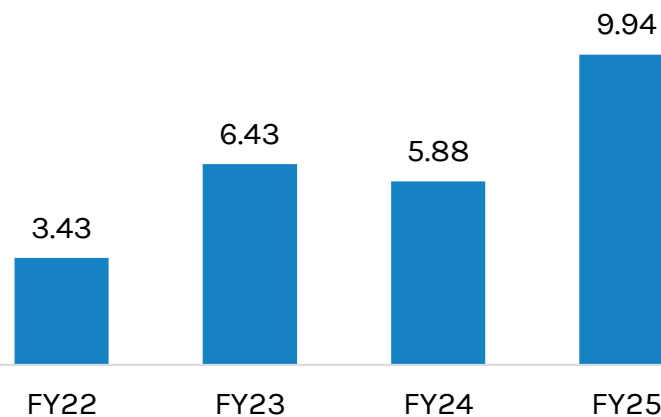
Revenue (In ₹ Cr.)



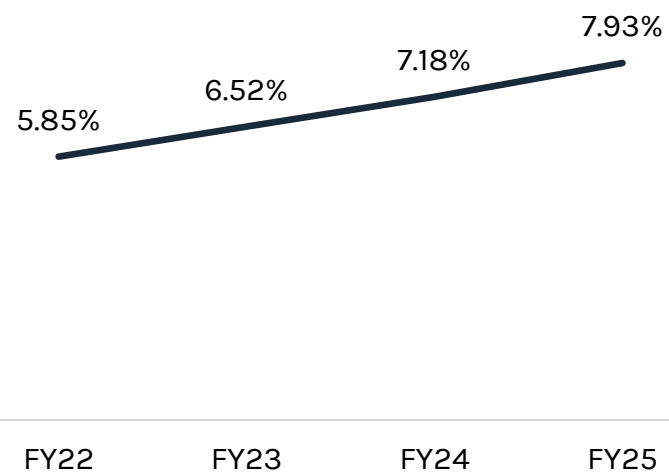
EBITDA (In ₹ Cr.)



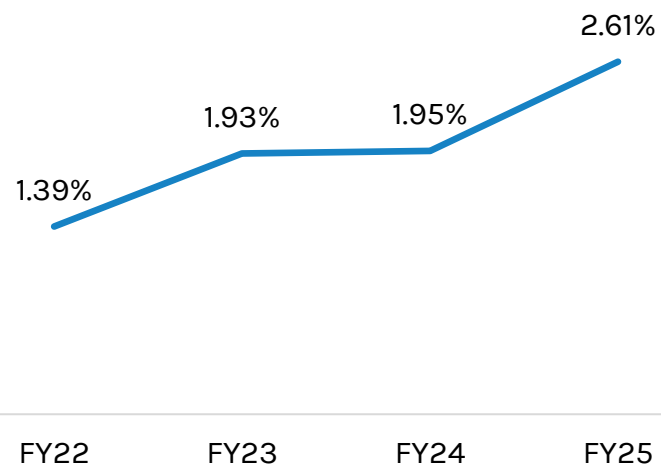
PAT (In ₹ Cr.)



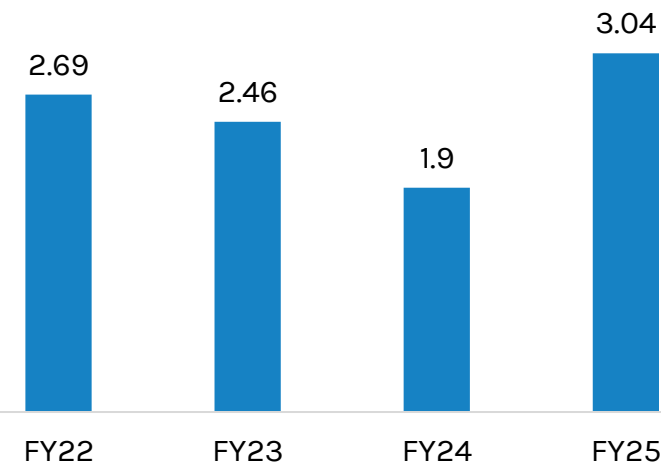
EBITDA Margin (In %)

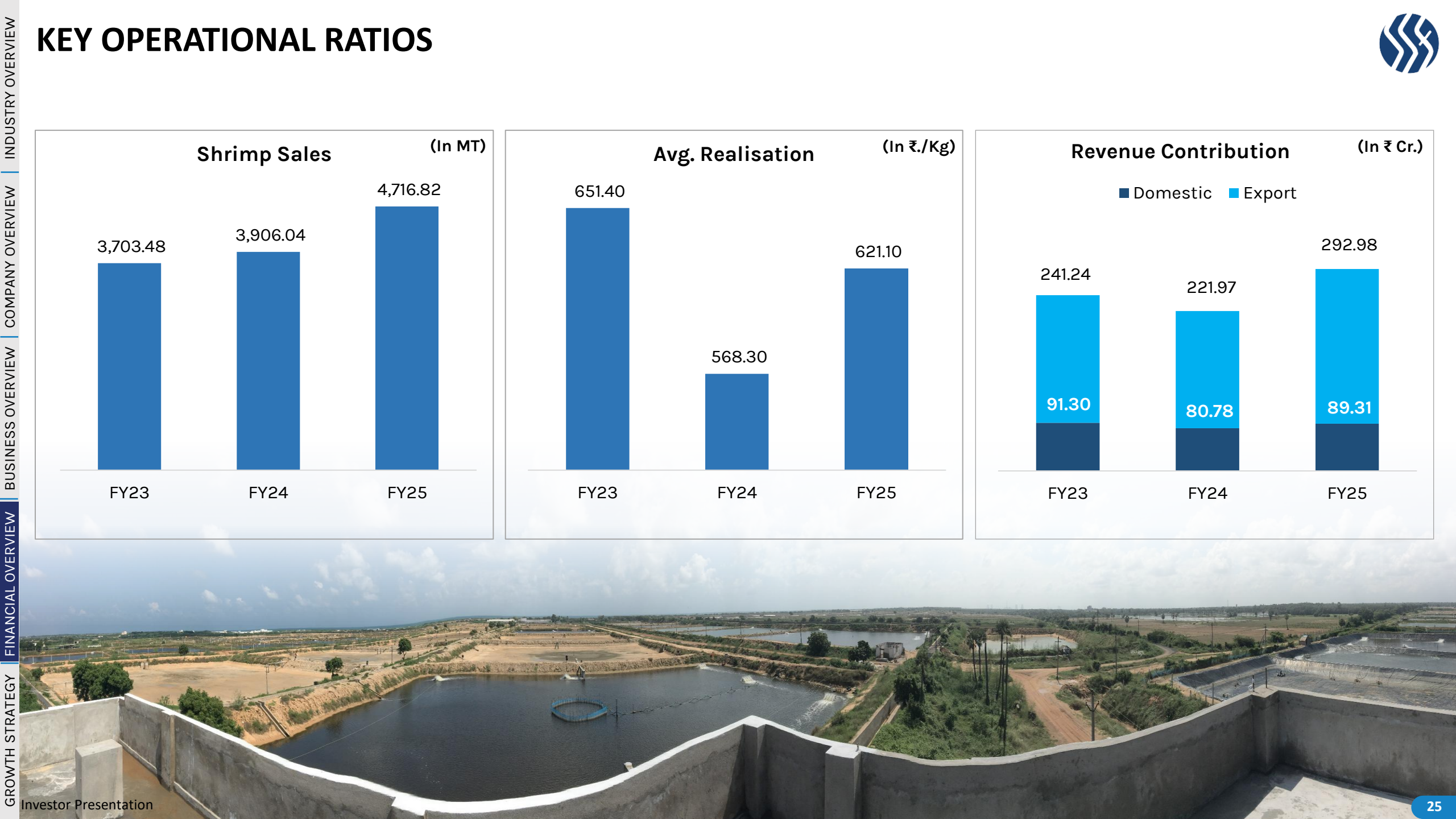


PAT Margin (In %)

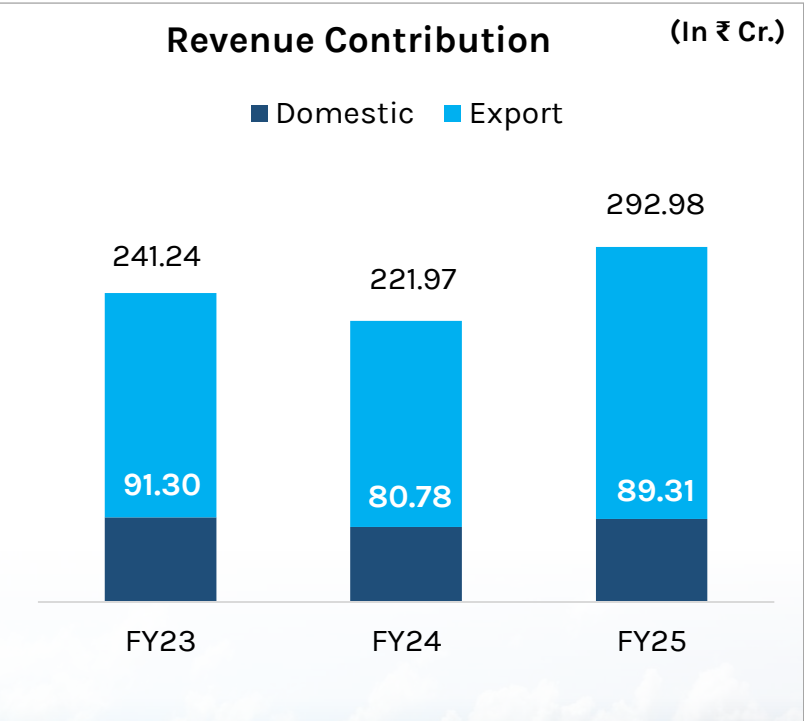
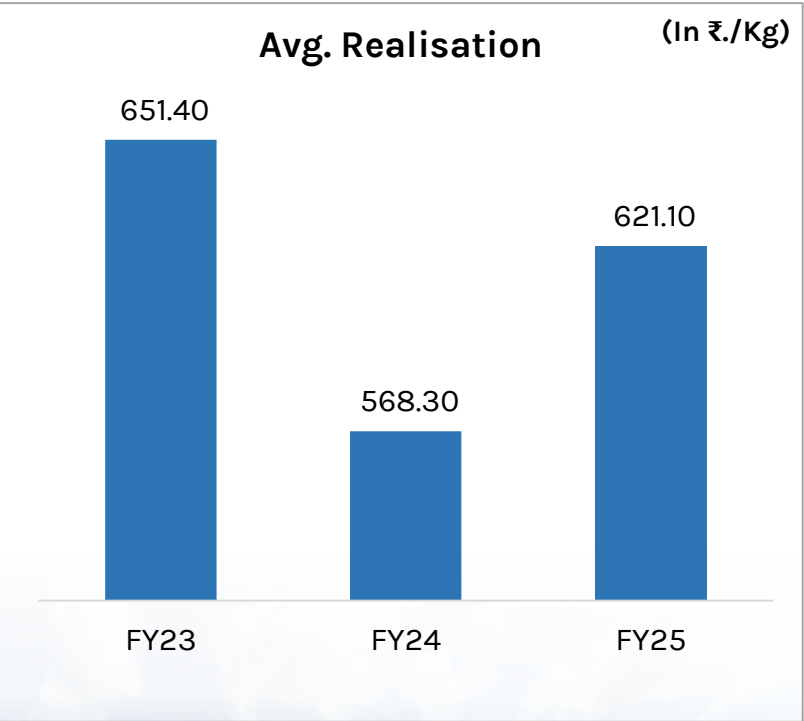


EPS (Rs.) (In ₹)

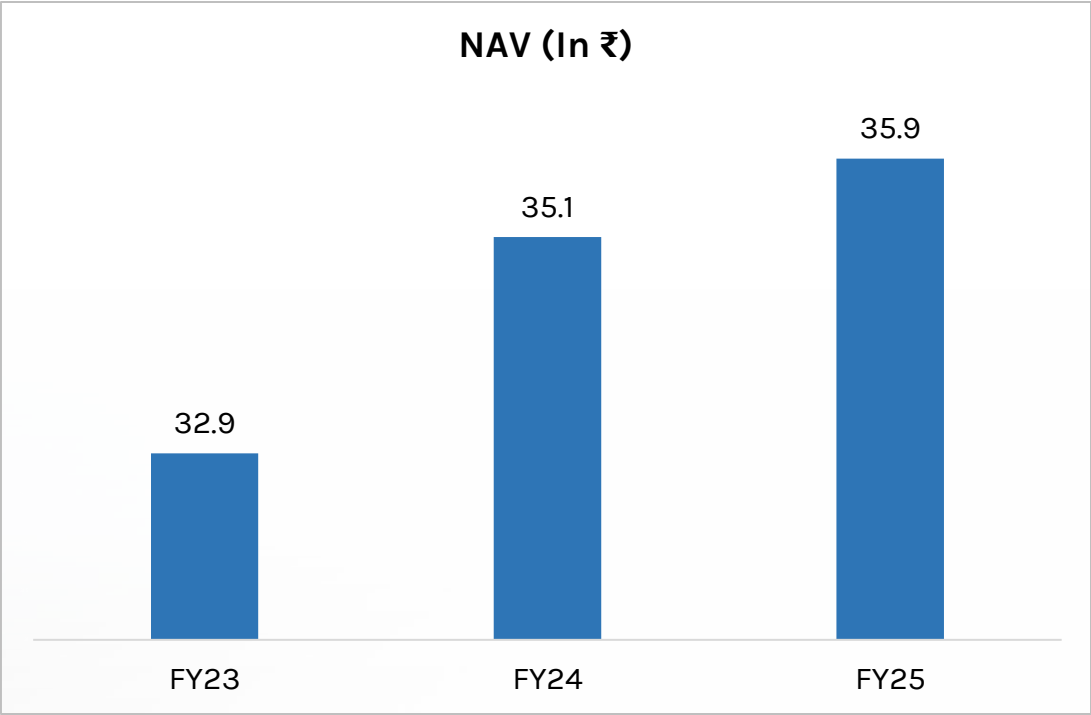
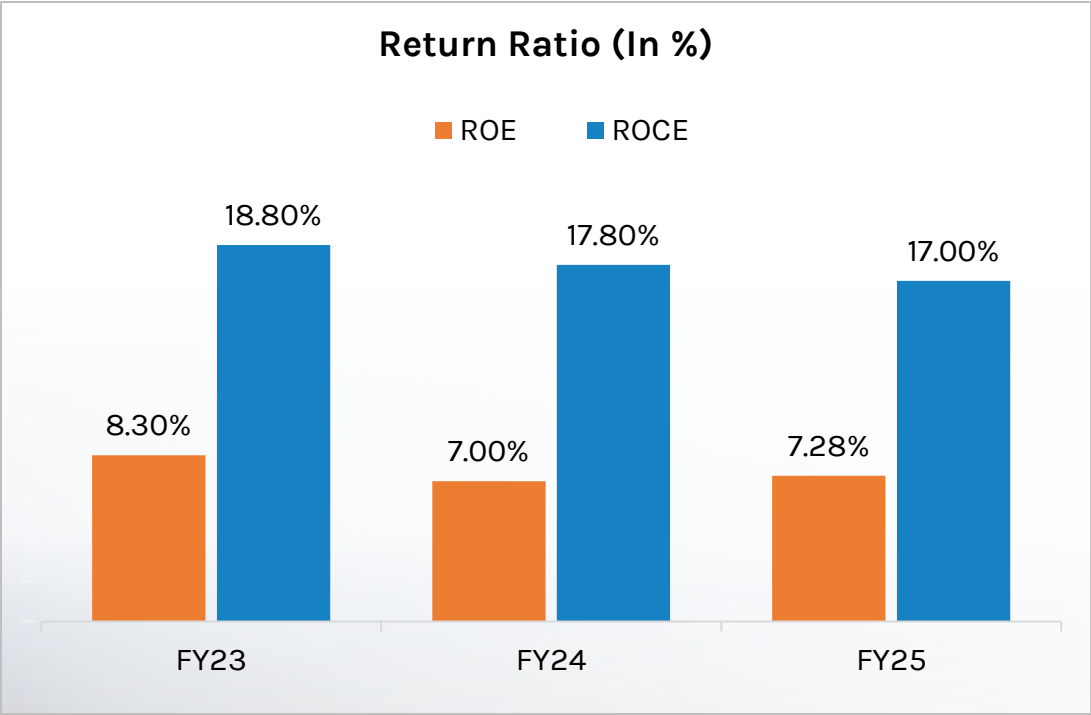




KEY OPERATIONAL RATIOS



KEY RATIOS



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

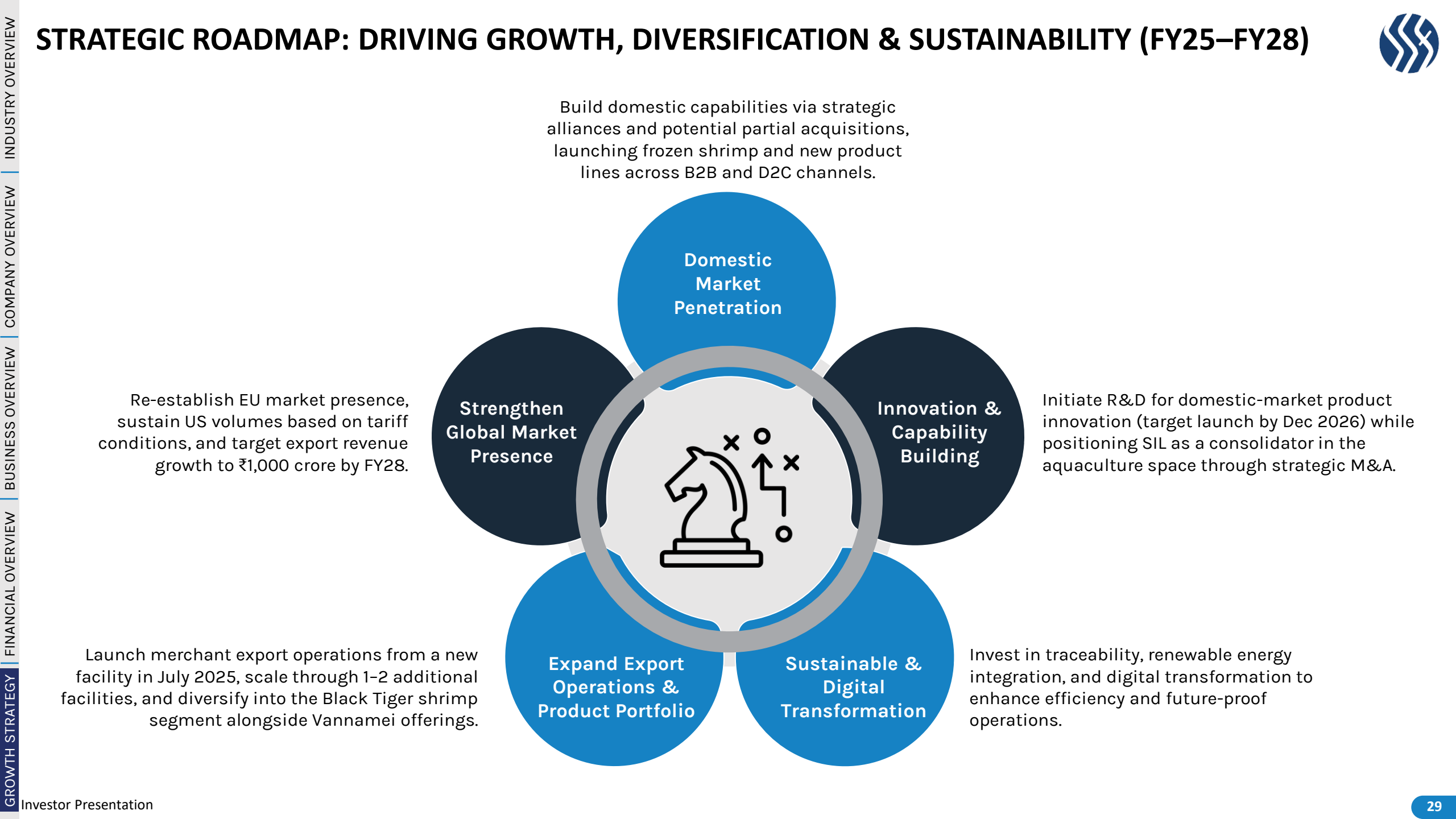
Targeting increase in capacity utilization from 55% to 90% through forward integration, contract farming and facility partnerships—driving operating leverage and improved profitability.

Domestic Market Foray with Value-Added Focus

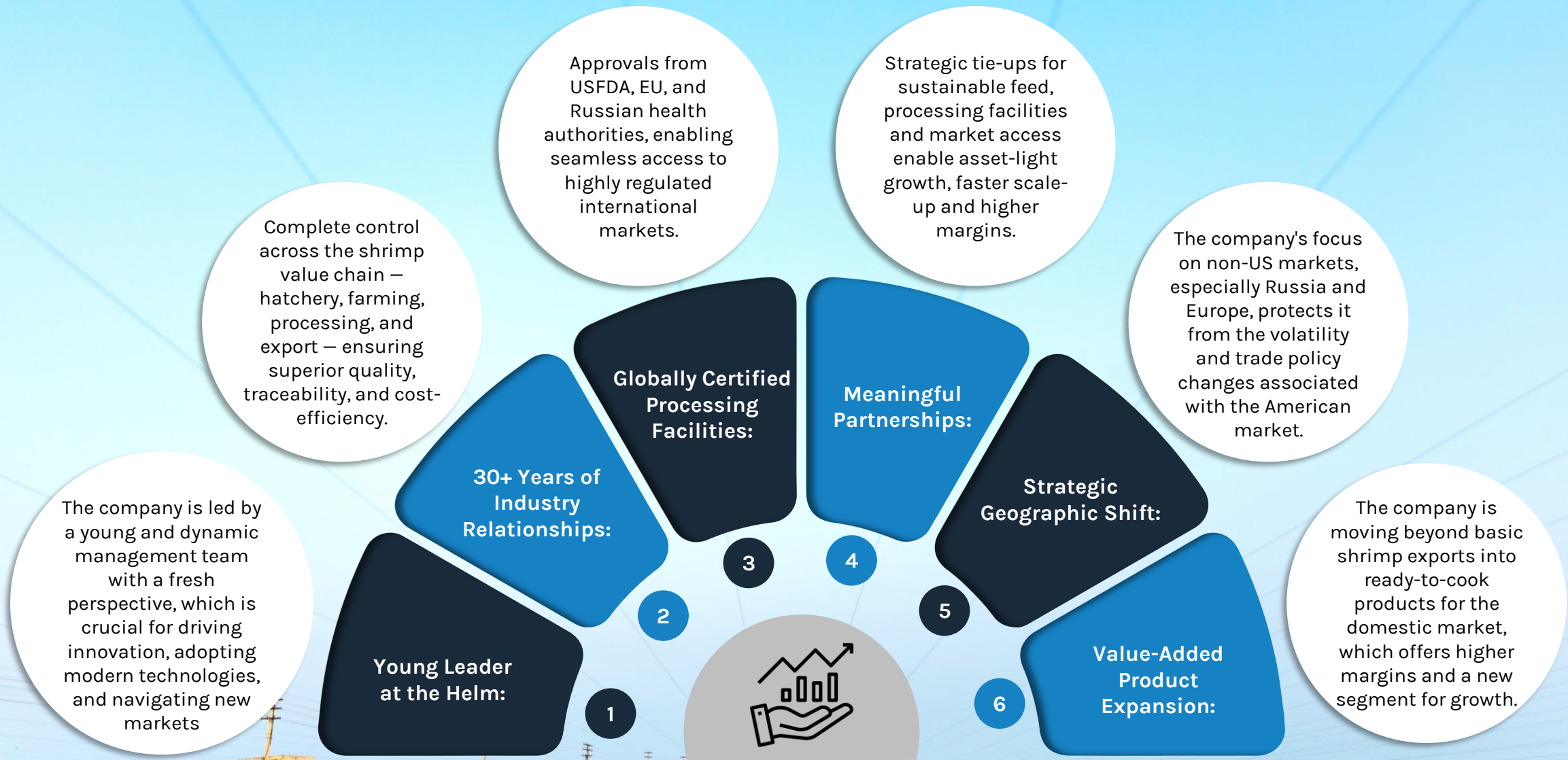
Entering India's growing frozen seafood market via Xanadu Foods stake, with a ₹100 Cr revenue target by FY28, backed by new value-added, ready-to-cook product launches by Dec 2026.

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.



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:

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

Email: chennai@sharatindustries.com

Phone : 91-44-43114304