



Investor Presentation

Apex Frozen Foods Limited

CIN: L15490AP2012PLC080067

Q1 FY19 Results



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Key Highlights – Q1 FY19

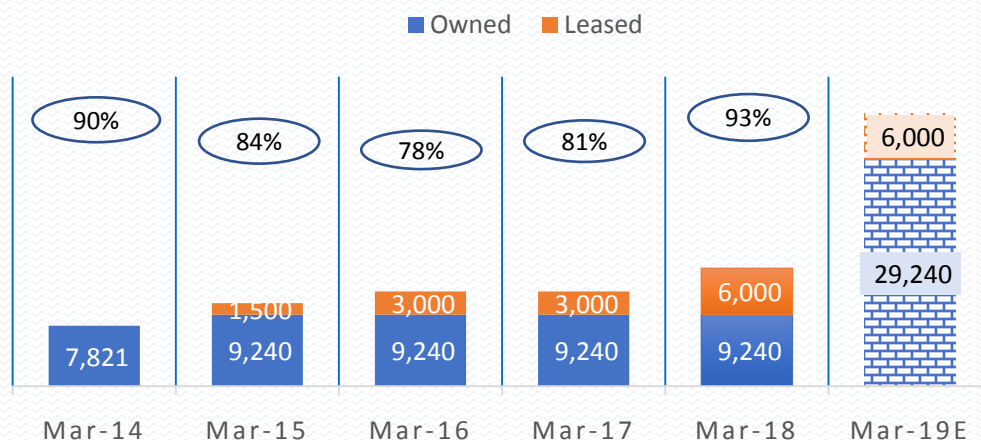


Completion Status of the New Shrimp Processing Plant



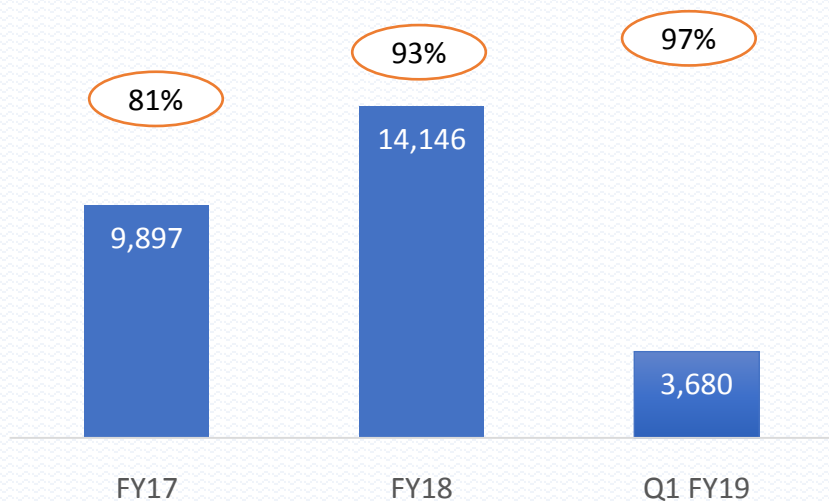
- Existing shrimp processing capacity of 15,240 MTPA (owned + leased)
- New shrimp processing plant with installed capacity of 20,000 MTPA:
 - 15,000 MTPA for Ready-To-Cook (RTC) products
 - 5,000 MTPA for Ready-To-Eat (RTE) products
- Total planned outlay of Rs 902 mn, of which, Rs 421 mn has been incurred as on 30-Jun-18
- Picture 1: The roof work for the Processing building has started
Picture 2: Assembling of Compressors has started in the Machinery building
Picture 3: The Cold Storage building has been completed
- The civil construction work was affected by inclement weather and is now expected to be ready by end of Q3 FY19

Capacity (MTPA); Utilisation % (volumes sold ÷ capacity × 100)



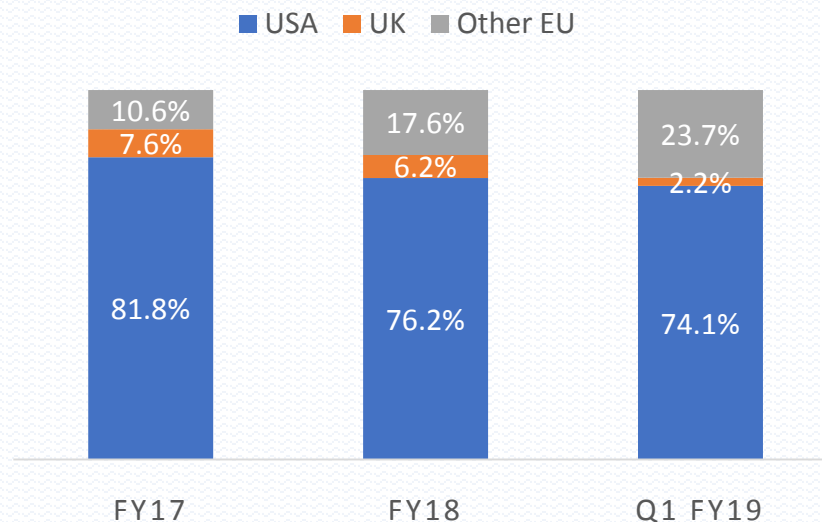
Operational Performance – Q1 FY19 (1)

Volumes sold (MT) and Capacity utilisation* (%)



Total installed capacity of 15,240 MTPA;
The dip in shrimp consumption in some of our key markets is gradually picking up since the **second half of Q1 FY19**

Geographical break up of Revenue (%)

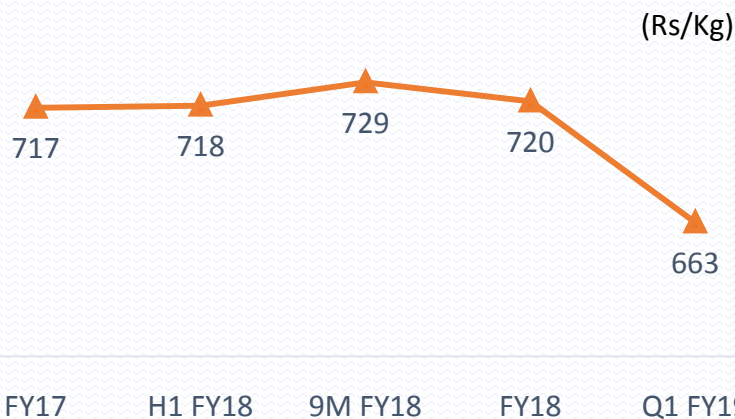


Our revenue contribution from European Union (EU) has increased to **~26% in Q1 FY19** from **~18% in FY17**, making the revenue mix more diversified

*Calculated as 'Volumes sold ÷ Total installed capacity'

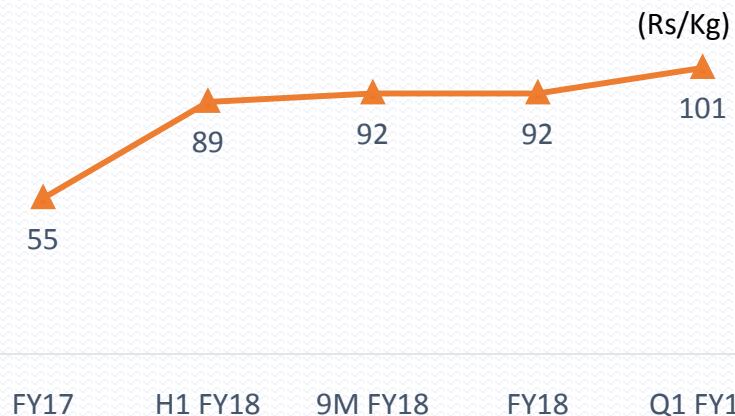
Operational Performance – Q1 FY19 (2)

Shrimp price correction led to lower Avg. Realisation*



Globally, shrimp prices have corrected by 15-20% from the highs of last year; However, our **valued-added focused** product portfolio along with depreciating INR arrested the fall to some extent

Although, EBITDA per kg# continued to improve



Despite lower product realization, our EBITDA per Kg has been largely maintained due to a **pass through in farm gate prices** and favourable product mix

*Calculated as 'Total Income, including other income (Rs) ÷ Volumes sold (MT) × 1000';

Calculated as 'EBITDA (Rs) ÷ Volumes sold (MT) × 1000'

Profit & Loss Highlights – Q1 FY19

Standalone (Rs mn)	Q1 FY19	Q4 FY18	Q-o-Q %	FY18	FY17	Y-o-Y %
Net revenue	2,393	2,031	17.8	9,986	6,987	42.9
Other income	47	29	61.1	199	106	88.1
Total Income	2,440	2,060	18.4	10,185	7,093	43.6
Raw material	1,501	1,394	7.7	7,031	5,317	32.2
Employee expenses	117	106	10.6	389	249	56.2
Other expenses	451	281	60.4	1,466	977	50.0
EBITDA	370	279	32.8	1,299	549	136.5
<i>EBITDA margin</i>	<i>15.2%</i>	<i>13.5%</i>	<i>-</i>	<i>12.8%</i>	<i>7.7%</i>	<i>-</i>
Depreciation & amortisation	26	25	3.5	87	63	38.0
Finance cost	17	13	25.5	87	112	-22.5
Profit before tax	328	240	36.3	1,126	374	200.7
Tax	116	65	76.5	335	123	171.8
Profit after tax	212	175	21.2	791	251	214.8
<i>PAT margin</i>	<i>8.7%</i>	<i>8.5%</i>	<i>-</i>	<i>7.8%</i>	<i>3.5%</i>	<i>-</i>
Other comprehensive income	-65	-28	-	-39	40	-
Total comprehensive income	147	147	-0.2	752	292	157.8
Diluted EPS (Rs)	4.70	5.21	-9.8	26.63	12.15	119.2

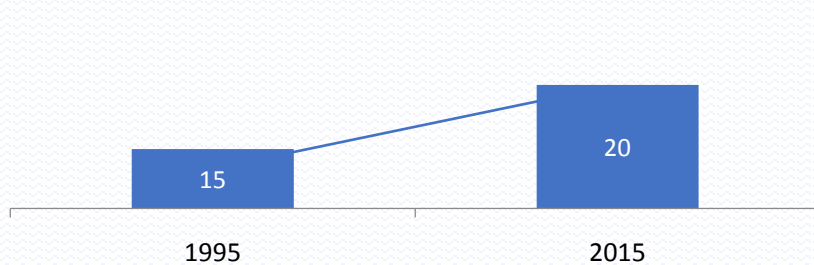
02

Industry Trends



Global Seafood Industry – Overview

Increased seafood intake globally, reflected in higher per capita consumption of seafood (kg)

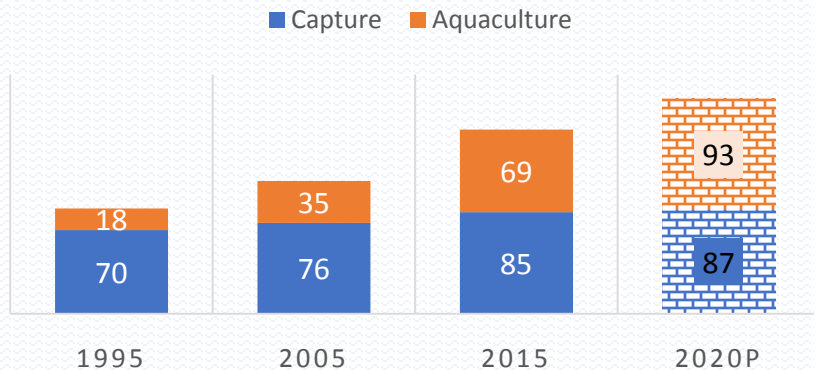


Source: FAO, CRISIL Research



- ✓ Rising income level
- ✓ Variety in product offering
- ✓ Richer protein content
- ✓ Favourable State policies like FTAs

Seafood industry's growth trajectory, led by rising share of Aquaculture – Production (mn tonne)



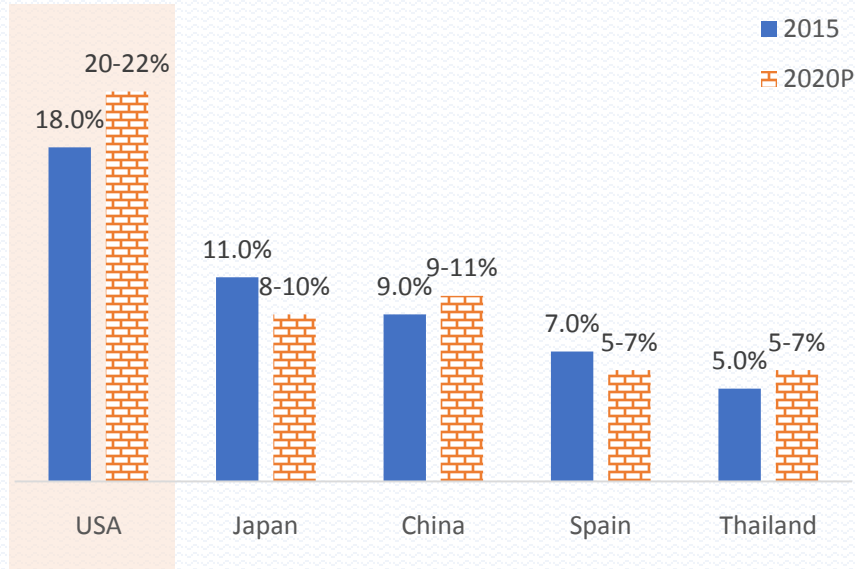
Source: FAO, CRISIL Research



- ✓ Total production grew at a CAGR of 3.3% over 2005-2015
- ✓ Driven by 7% CAGR in aquaculture while capture fishery stagnated with a 1% CAGR
- ✓ The trend is expected to continue in favour of aquaculture growth

Global Demand-Supply Scenario, Favourable for India

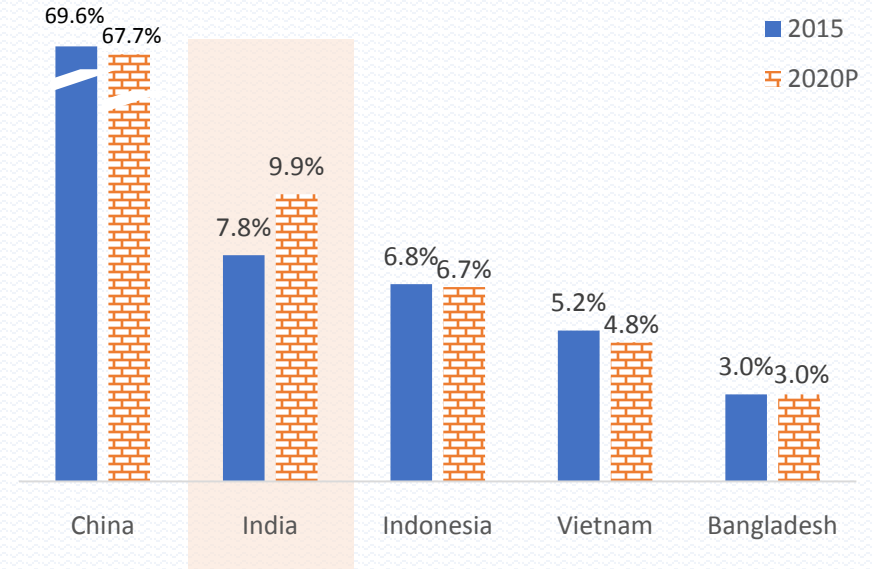
Demand: Top 5 importing countries, forming ~50%



Rising demand for Shrimp and Tuna in the USA is driving its market share increase in consumption, globally

Source: CRISIL Research

Supply: Asia forms ~92% of total aquaculture production

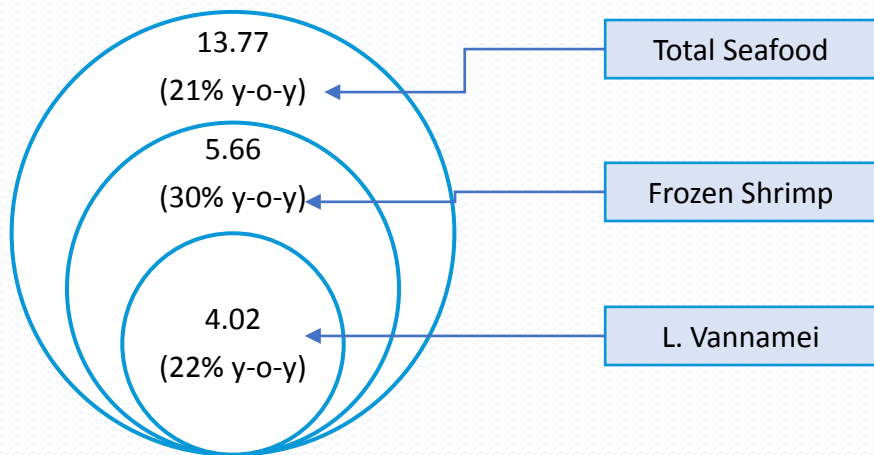


India is gaining market share on the back of its quality output at competitive prices;
Largest exporter of shrimp to USA

Source: FAO, CRISIL Research

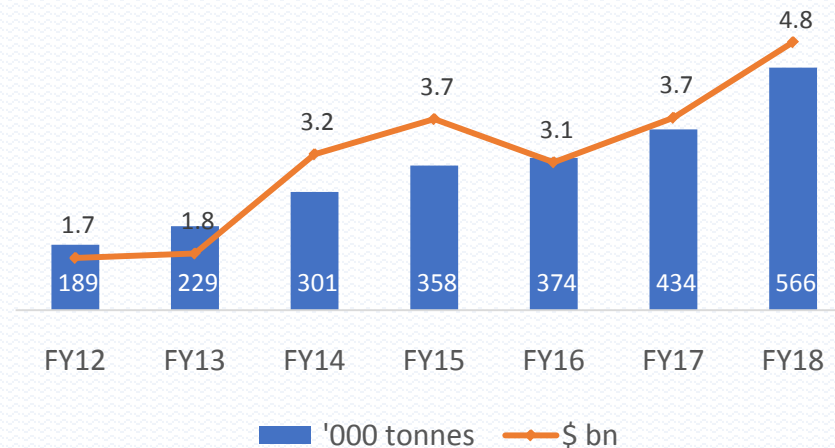
India's Growth in Aquaculture Exports and Farming

India's exports on a rise – FY18 (lakh tonnes)



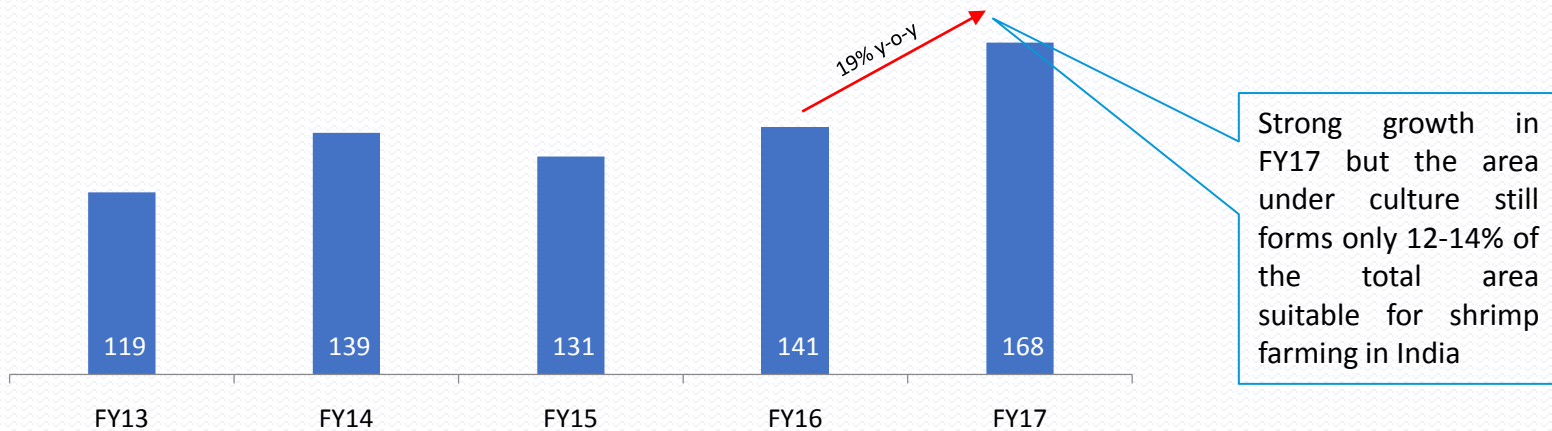
Source: MPEDA

Frozen shrimp exports by India



Source: MPEDA

Significant potential for scaling up shrimp farming in India – Area under culture ('000 hectares)



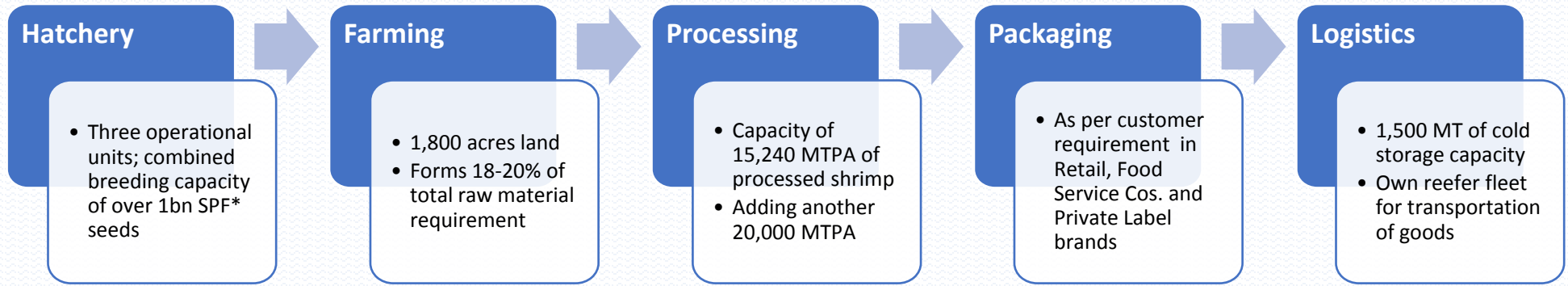


03

Our Core Strengths



Integrated Operations Ensure Quality Control & Timely Delivery



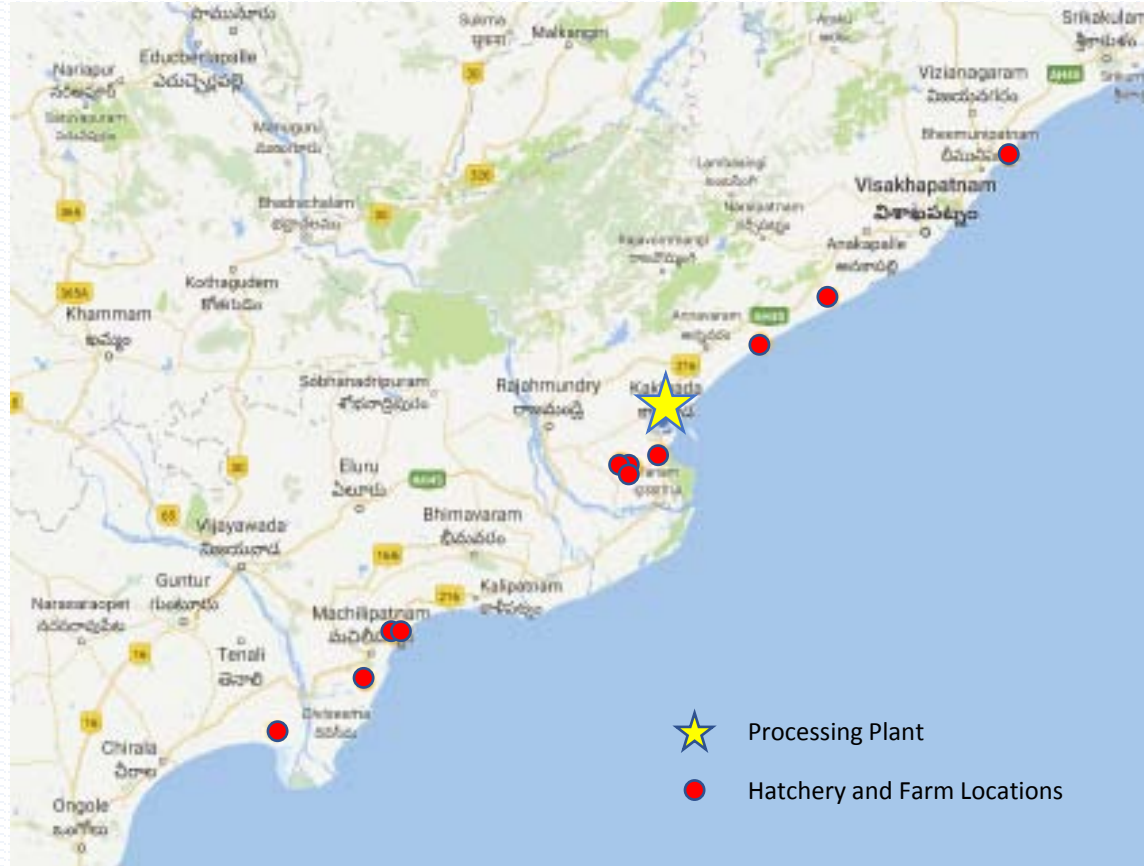
Backward integration allows flexibility in shaping production plan based on customers' needs



* Specific Pathogen Free

Strategically Located – Close to Farms as well as Ports

Andhra Pradesh accounts for ~70% of the total shrimp farming in India



*Our facilities are in proximity to one another, enabling smooth transition to the next stage:
Farms are within **10-200 kms**; Kakinada port is within **~20 kms**; Vizag port is within **~150 kms***

Long Standing Relationships with Reputed Clients

Our key distributors...

Pacific Seafood

OCEAN WORLD
VENTURES

Mazzetta Company

Chicken of the Sea
frozen foods

...The end customers (Retail/Food Service Companies)

Walmart

WinCo
FOODS

Sysco

US.
FOODS

Kroger

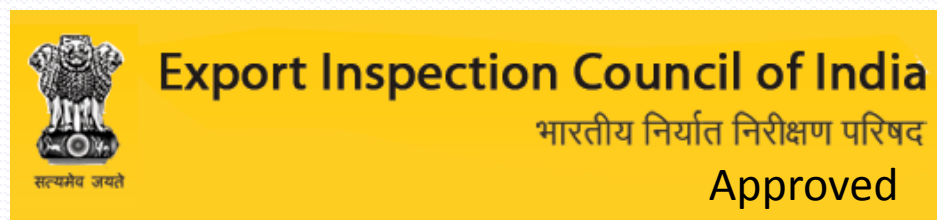
SAFEWAY

ALDI

Quality Control Certifications act as Entry Barrier



EU Approved



Industry knowledge, relationships and experience of the founders has enabled sustained growth



Karuturi Satyanarayana Murthy, *Chairman and Managing Director*

- Founding Promoter of the company and has an experience of over 25 years in aquaculture industry
- Responsible for making strategic decisions and decisions relating to business development and overall administration
- Active member of the Rotary International Club



Karuturi Subrahmanya Chowdary, *Executive Director*

- Promoter of the company with experience of over 15 years in aquaculture industry.
- Played a significant role in the development of our business
- Involved in the business operations and marketing activities of our Company.



...Supplemented by a Strong First Line of Management having Deep Operational Experience



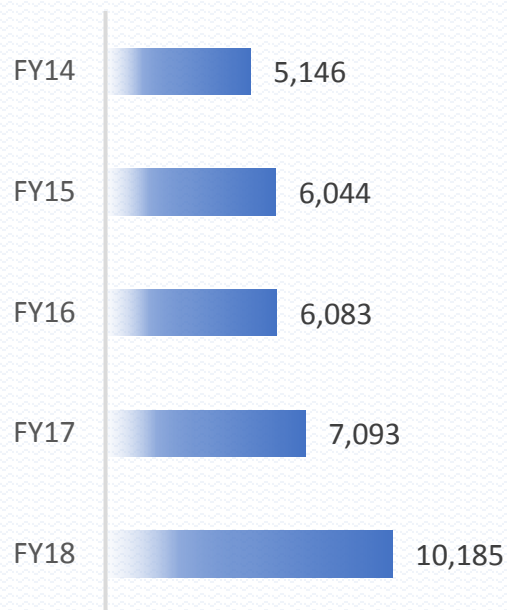
04

Annual Financial Highlights



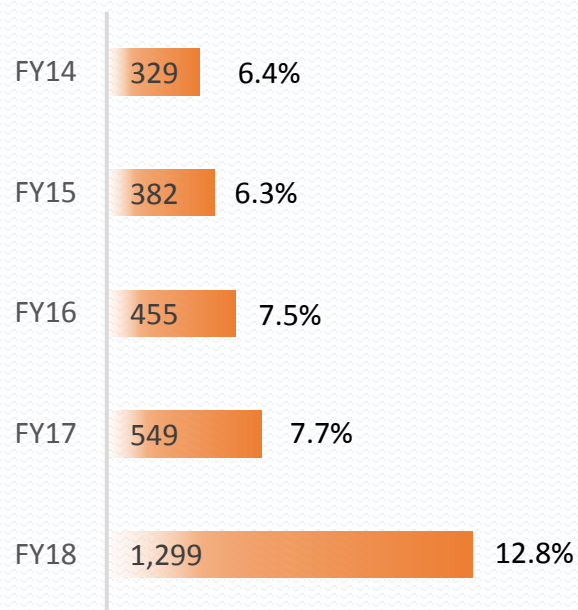
Robust Growth in Revenue and Profits...

Total income (Rs mn)



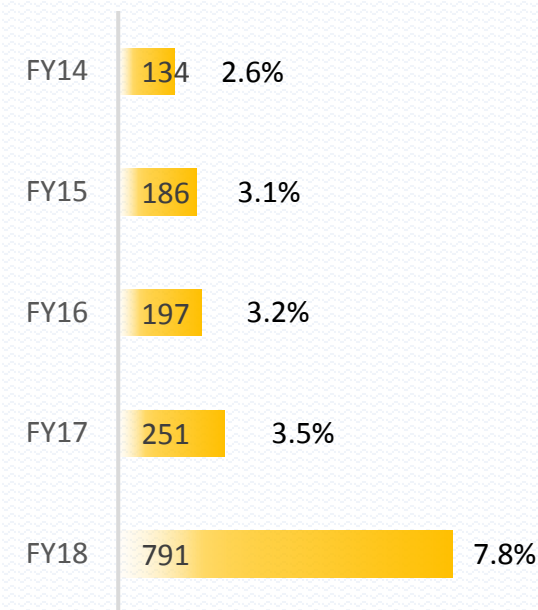
Grown at a CAGR of 19%

EBITDA (Rs mn) & Margin (%)



Margin expansion led by higher utilization, in-house farming and value-added products

PAT (Rs mn) & Margin (%)

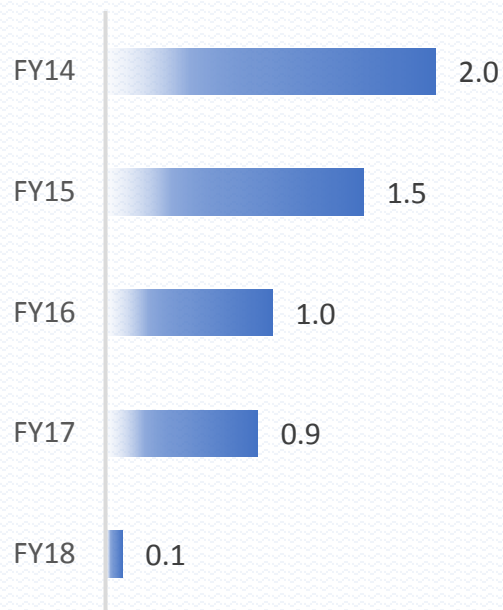


Grown at a CAGR of 56%

Note: The data beyond FY17 is as per Restated Financials

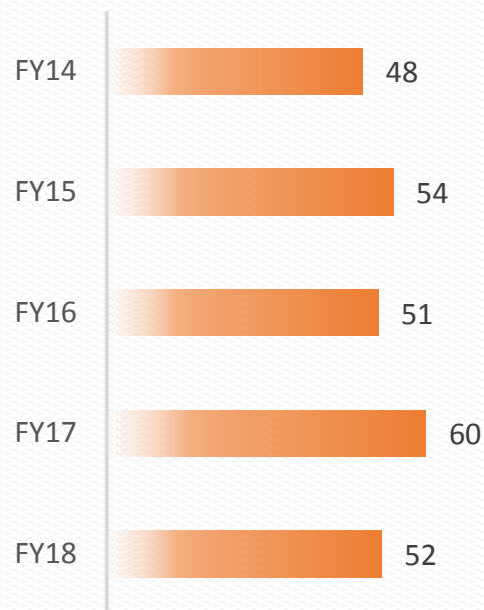
...Led by Strong Financial Discipline, Leading to...

Net debt-to-equity (x)



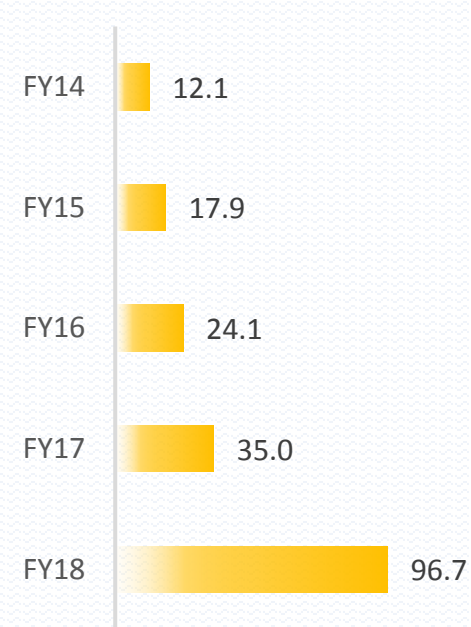
Improved D/E led by...

Working capital (Days)



...largely stable working capital...

Diluted Book value (Rs/share)



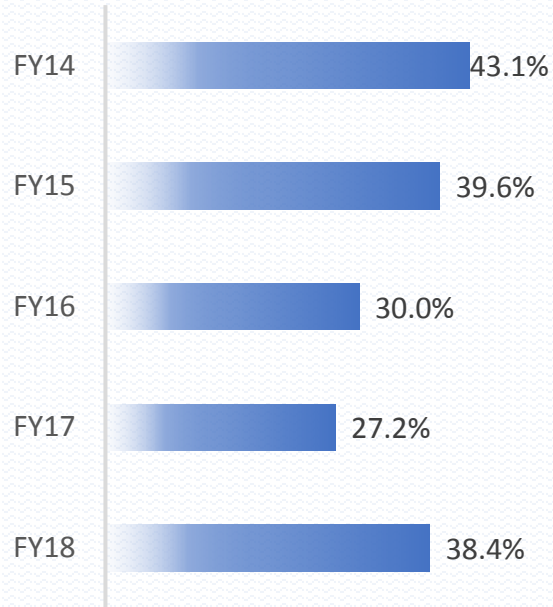
...and growing surplus profits

Note: The data beyond FY17 is as per Restated Financials.

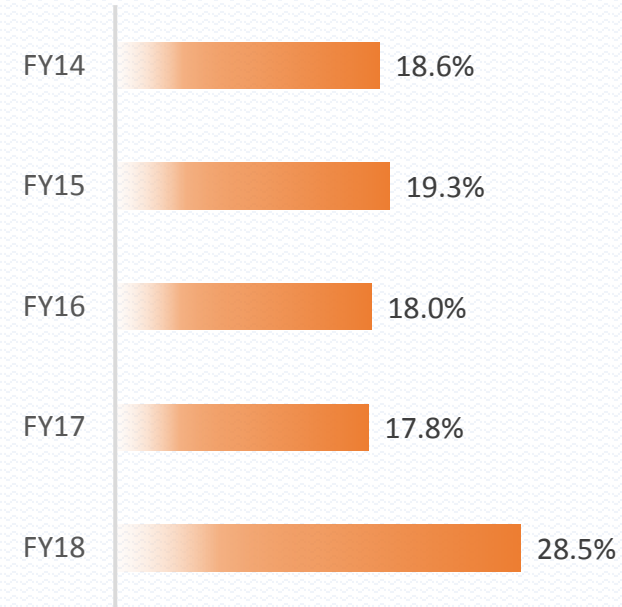
Ratios: Net D/E = (Total debt – Cash & equivalents) ÷ Net-worth; WC days = Inventory days + Debtor days – Creditor days; BVPS = Net-worth ÷ Total no. of outstanding shares

...Enhanced Profitability for Stakeholders

Return on Net Worth (%)



Return on Capital Employed (%)



Consistently generating high Return Ratios

Note: The data beyond FY17 is as per Restated Financials;

Ratios: RoNW = PAT ÷ Average Net-worth × 100; RoCE = EBIT × (1-tax rate) ÷ Average Capital employed × 100

Profit & Loss Highlights

Profit & Loss (Rs mn)	FY14	FY15	FY16	FY17	FY18
Net revenue	5,143	5,994	6,035	6,987	9,986
Other income	3	50	47	106	199
Total income	5,146	6,044	6,083	7,093	10,185
Raw material	3,885	4,752	4,510	5,317	7,031
Employee expenses	226	258	233	249	389
Other expenses	705	652	884	977	1,466
EBITDA	329	382	455	549	1,299
<i>EBITDA margin (%)</i>	<i>6.4%</i>	<i>6.3%</i>	<i>7.5%</i>	<i>7.7%</i>	<i>12.8%</i>
Depreciation	45	4	49	63	87
EBIT	283	378	406	487	1,213
<i>EBIT margin (%)</i>	<i>5.5%</i>	<i>6.3%</i>	<i>6.7%</i>	<i>6.9%</i>	<i>11.9%</i>
Finance cost	80	96	104	112	87
Profit Before Tax	204	282	302	374	1,126
Tax	70	96	105	123	335
Profit After Tax	134	186	197	251	791
<i>PAT margin (%)</i>	<i>2.6%</i>	<i>3.1%</i>	<i>3.2%</i>	<i>3.5%</i>	<i>7.8%</i>

Note: The data beyond FY17 is as per Restated Financials

Balance Sheet Highlights

Standalone (Rs mn)	FY15	FY16	FY17	FY18
Shareholder's Funds	560	753	1,094	3,023
Share capital	240	240	240	313
Reserves & surplus	320	513	854	2,710
Non-current liabilities	103	131	273	66
Long term borrowings	94	119	210	83
Deferred tax liability	8	10	63	-35
Other non-current liabilities	1	2	-	18
Current liabilities	989	904	1,400	1,187
Short term borrowings	777	642	847	722
Trade payables	115	161	309	266
Other current liabilities	35	31	44	49
Short term provisions	61	70	199	149
Total Liabilities	1,651	1,788	2,767	4,276

Standalone (Rs mn)	FY15	FY16	FY17	FY18
Non-current assets	523	632	857	1,373
Net block	523	552	829	1,111
Capital work-in-progress	-	80	8	209
Other non-current assets	1	1	21	54
Current Assets	1,128	1,156	1,910	2,902
Inventories	503	596	638	1,016
Trade receivables	502	415	828	674
Cash & cash equivalents	16	18	46	644
Short term loans & advances	107	127	398	568
Total Assets	1,651	1,788	2,767	4,276

Note: The data beyond FY17 is as per Restated Financials



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