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Date: 16th August, 2022.

To
The General Manager,
Department of Corporate Services,
Bombay Stock Exchange Limited,
PhirozeJeejeebhoy Towers,
Dalal Street,
Mumbai- 400001.
Scrip Code : 540692

To
The General Manager,
Listing Department,
National Stock Exchange of India Limited
Exchange Plaza, Plot No C/1, G Block,
BandraKurla Complex,
Bandra (East), Mumbai - 400 051.
Scrip Symbol : APEX

Dear Sir/Madam,

Sub: Investor Presentation Q1FY23 -Reg.

Ref: Disclosure of information pursuant to Regulation 30 read with Part of Schedule III of the SEBI Requirements) Regulations, 2015.

In compliance with Regulation 30 read (Listing Obligations and Disclosure with Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and the Company's Code of Practices and Procedure for Fair Disclosure of Unpublished Price Sensitive Information, please find the attached copy of Q1FY23 Investor Presentation of the Company.

Please take the same on record.

Thanking you,

For **Apex Frozen Foods Limited**

A handwritten signature in blue ink, appearing to read 'S. Sarojini', is written over a circular blue stamp.



S.Sarojini
Company Secretary

Encl: As above



Apex Frozen Foods

Result Presentation

Q1FY23



Safe Harbour

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Key Business Updates Q1 FY23

1

Robust Financial Performance in Q1FY23

Net Revenue

Rs. 3,058 Mn

39% YoY
54% QoQ



Revenue growth backed by growth in both volume and realization

- **Total shrimp sales at 3,761 MT**, grew by 16% YoY and 55% QoQ
- Average sales realization at **Rs 813* per kg**, grew by 20% YoY and remained flat QoQ

EBITDA

Rs. 347 Mn

153% YoY
85% QoQ



Stable EBITDA margin of 10.7%, despite higher other expenses

- Share of higher margin, Ready-To-Eat (RTE) products, increased to **~25%** versus **~21%** in Q1FY22

PAT

Rs. 185 Mn

464% YoY
153% QoQ

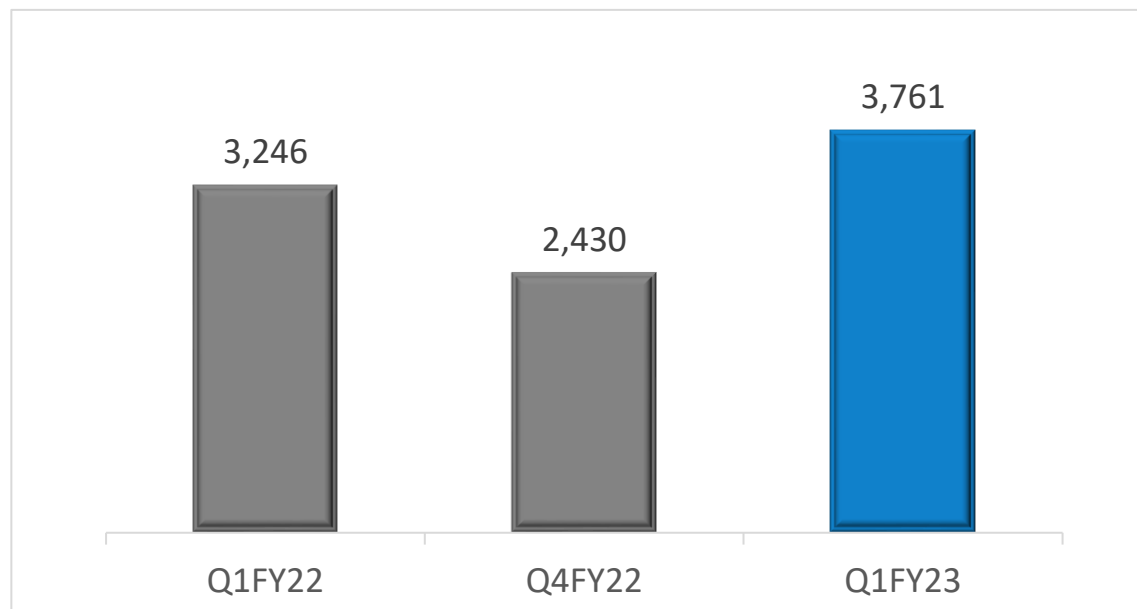


Robust growth in Profit After Tax

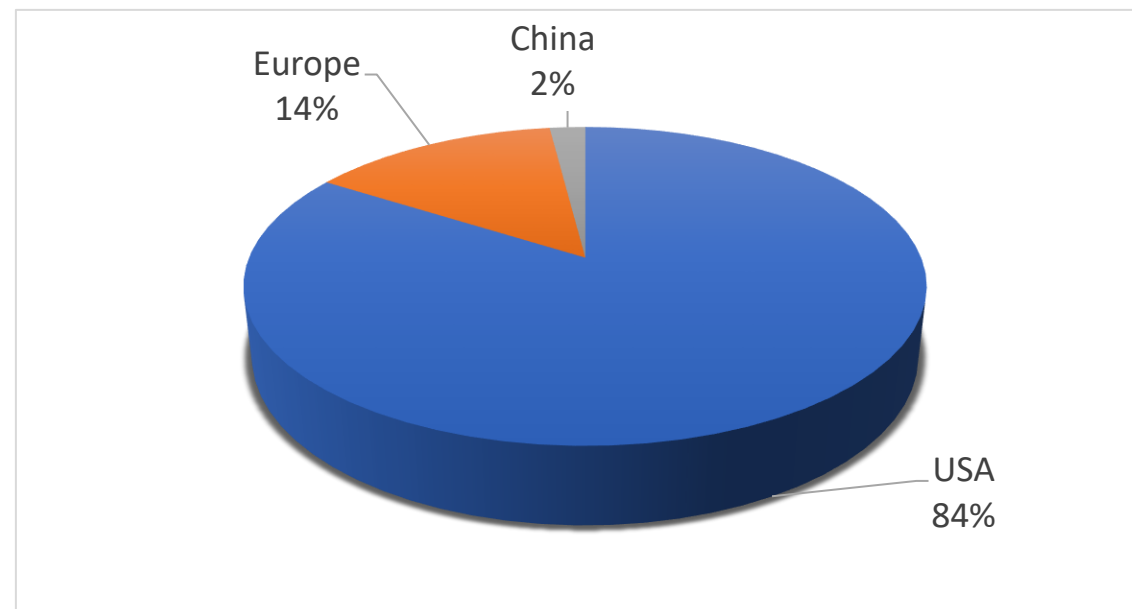
*Average sales realization = Net Revenue (including other domestic sales) / Volumes sold

Improved Sales Volumes In Q1FY23

Shrimp Sales (MT)



Shrimp Sales – Q1FY23 Geographical Mix (%)



Shrimp sales growth of **16% YoY** and **55% QoQ** to **3,761 MT** was led by improved container availability and consistent supply of raw shrimp in Q1FY23

Income Statement Highlights

Particulars (Rs Mn)	Q1FY23	Q1FY22	YoY %	Q4FY22	QoQ %	FY22
Net revenue	3,058	2,203	39%	1,983	54%	8,970
Other income*	192	85	126%	114	69%	349
Total Income	3,250	2,288	42%	2,097	55%	9,319
Raw material costs	2,072	1,550	34%	1,415	46%	6,150
Employee expenses	119	119	0%	108	10%	430
Other expenses	713	482	48%	386	85%	1,818
EBITDA	347	137	153%	188	85%	921
<i>EBITDA margin (%)</i>	<i>10.7%</i>	<i>6.0%</i>	-	<i>9.0%</i>	-	<i>9.9%</i>
Depreciation & amortisation	51	46	12%	46	13%	185
Finance cost	48	45	8%	39	24%	174
Profit Before Tax	248	47	427%	104	139%	562
Tax expenses	62	14	342%	30	105%	151
Profit After Tax	185	33	464%	73	153%	411
<i>PAT margin (%)</i>	<i>5.7%</i>	<i>1.4%</i>	-	<i>3.5%</i>	-	<i>4.4%</i>
Diluted EPS (Rs)	5.94	1.05	466%	2.34	154%	13.15

*Other Income includes export benefits of Rs 137 Mn for Q1FY23, Rs 60 Mn for Q1FY22, Rs 109 Mn for Q4FY22 and Rs 291 Mn for FY22, which was earlier reported as part of Net Revenue.

Key Operational and Financial Ratios

Key Operational Data	Q1FY23	Q1FY22	Q4FY22	FY22
Volumes sold (MT)	3,761	3,246	2,430	12,066
Average realisation (Rs/Kg)*	813	679	816	743
Key Ratios (% of Total Income)	Q1FY23	Q1FY22	Q4FY22	FY22
Other income (% of Net Revenue)^	6.3%	3.9%	5.7%	3.9%
Raw material cost	63.7%	67.7%	67.5%	66.0%
Employee expenses	3.6%	5.2%	5.1%	4.6%
Other expenses	21.9%	21.1%	18.4%	19.5%
Depreciation & amortisation	1.6%	2.0%	2.2%	2.0%
Finance cost	1.5%	1.9%	1.9%	1.9%
Tax expenses (% of PBT)	25.2%	30.0%	29.4%	26.9%

*Average sales realization = Net Revenue (including other domestic sales) / Volumes sold

^ Other income includes export benefits which was earlier reported under Net Revenue

Key Growth Drivers

Current Capacity Offers Headroom for Growth

Sales (MT) to Capacity ratio at ~51%

Advantage India

India is world's largest shrimp exporter with continuing growth momentum;

Ample growth opportunity in Value-Added Products (VAP)



Improving Product Mix with Growing Share of RTE sales

Enhancing RTE capacity from 5,000 MT to 10,000 MT at marginal capex

Long Standing Customer Relationships

Track record of consistent supply of quality products has led to gaining credibility with marquee customers, thereby acting as an entry barrier



Company At a Glance

2

The Growth Journey So Far...

Leased Capacity
~1,200 MT

Owned Capacity
29,240 MT

*RTE capacity expansion of
5,000 MT, likely by end of FY23*

- Owned **Processing Plant at Kakinada**, Andhra Pradesh (AP)
- Exports to the **USA**
- Exports to **EU**
- Certified processes and quality
- Recognized as a **Star Export House** by the DGFT
- Converted into a Private Limited

- IPO and Listing on BSE & NSE in Sep'17
- Backward Integration:** Three owned Hatcheries in AP over 2016-19
- Focus on VAP:** Pre-processing unit in 2017, to support Kakinada plant in processing more VAP
- Capacity Expansion:** New processing plant of 20,000 MT capacity at G. Ragampeta, AP, in Mar'20
- Foray into RTE products:** 5,000 MT of RTE capacity at G. Ragampeta plant

*Well placed to
capitalize on the
growth opportunities*

2004 – 2012

2013 – 2021

2022

Export Market Penetration

Capability Expansion

1995

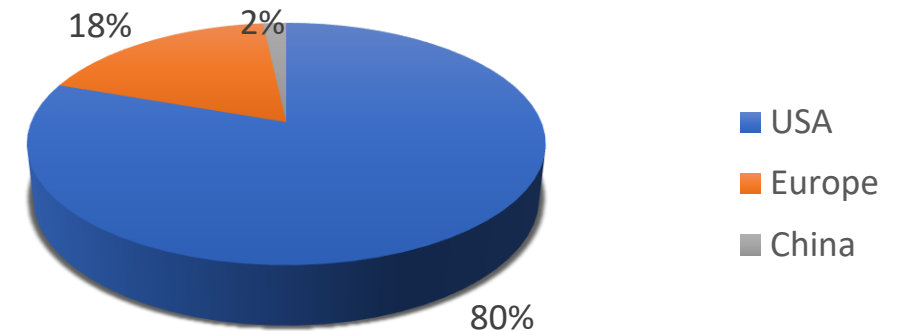
Commenced
business
operations under
partnership firm
"Apex Exports"

...To Having Built a Well Integrated Operations

One Of The Leading Exporters Of Processed Shrimp In India

Catering to wide array of customers such as Food Companies, Retail Chains, Restaurants, Club Stores and Distributors spread across multiple geographies in the USA, European Union and China.

Key Export Markets – FY22



Well Integrated Business Operations with Presence in Hatchery and Processing & Exporting of Shrimp



Shrimp Seed (Hatchery)

Capacity - 1.2 to 1.4 billion
SPF* seed



Shrimp Processing

Capacity - 29,240 MTPA
Cold Storage – 3,500 MT

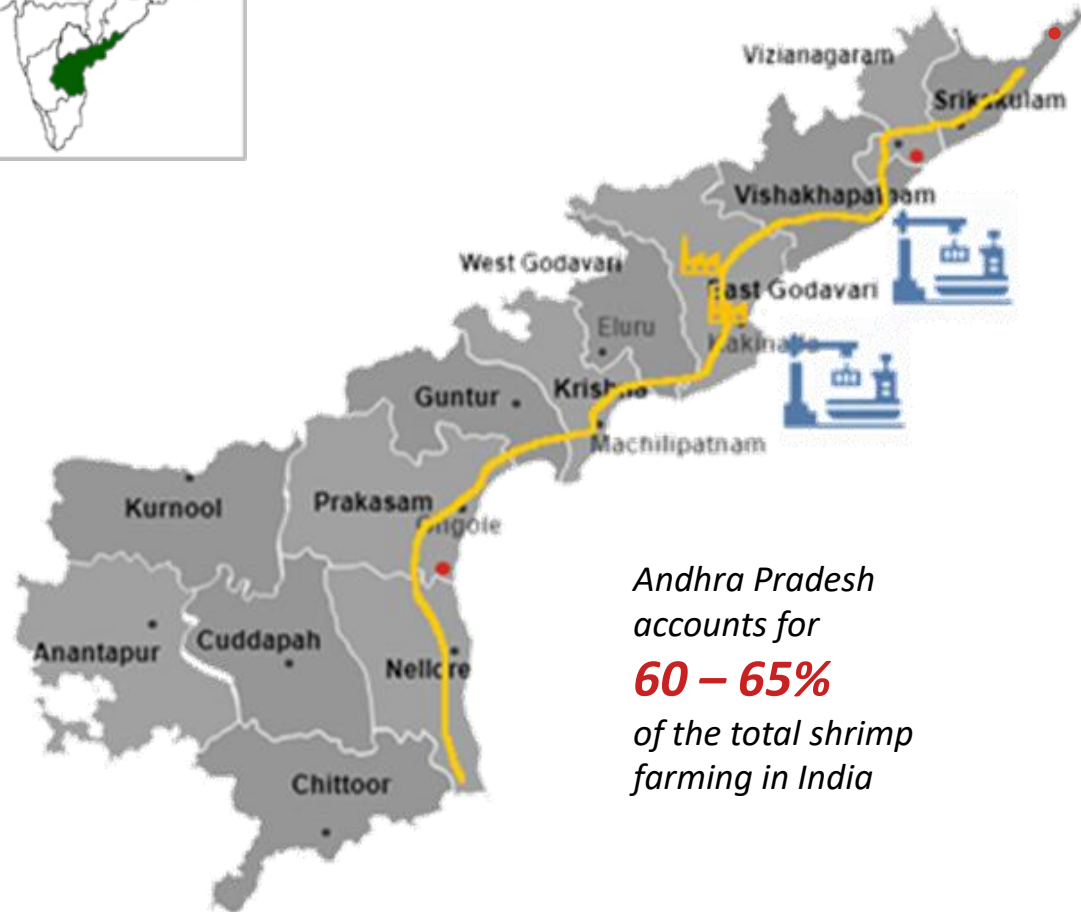


Well Diversified Products

Ready-to-Cook
Ready-to-Eat

Strategically Located Facilities

Enabling smooth transition of products to the next stage



*Andhra Pradesh
accounts for
60 – 65%
of the total shrimp
farming in India*



Three Hatcheries with a total capacity of 1.2-1.4 billion SPF seed



Two Processing plants with a total capacity of 29,240 MTPA, along with Cold Storage capacity of ~3,500 MT



Located within 20 - 200 kms of most farms from where the produce is sourced for processing



Located ~20 kms from Kakinada port and ~150 kms from Vizag port

Processing Capacity Offers Headroom for Growth

Total Capacity – 29,240 MTPA



Unit 1 - Kakinada, AP
Ready-to-Cook: 9,240 MTPA
Cold Storage: 1,000 MT



Unit 2 - G. Ragampeta, AP
Ready-to-Cook: 15,000 MTPA
Ready-to-Eat: 5000 MTPA*
Cold Storage: 2,500 MT

*Process: Washing,
Weighing, Beheading,
Grading, Peeling, De-
veining, Cooking and
Freezing*

100% of the finished product (Frozen Shrimp) is exported primarily to markets like the USA, EU and China

***Planned capacity expansion by 5,000 MT, likely to be completed by end of FY23**

Product Offering – Moving up the Value Chain



BASE PRODUCT

Head On, Whole
Headless, Shell-On
Easy Peel



PEELED PRODUCT

Peeled, Deveined, Tail-on
Peeled, Un-deveined, Tail-on
Peeled, Deveined, Tail-off
Peeled, Un-deveined
Peeled and Deveined



SPECIALTY PRODUCT

Butterfly shrimp
Skewered shrimp
Seasoned shrimp



READY-TO-EAT (RTE)

Cooked Peeled & De-veined
Tail-on
Cooked in Shell
Shrimp Rings
Dusted and Breaded
Par-fried

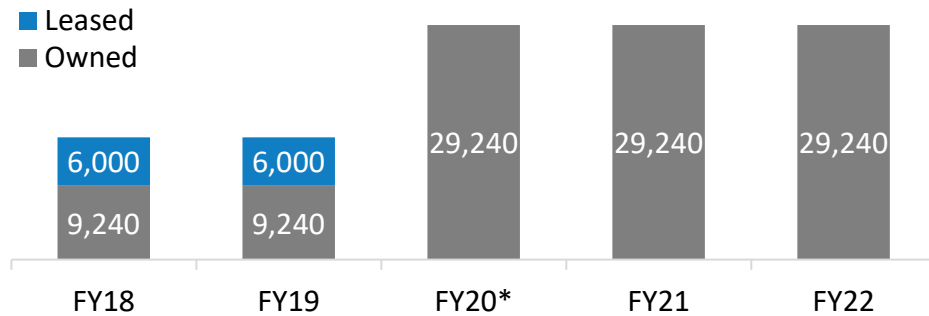


Annexures

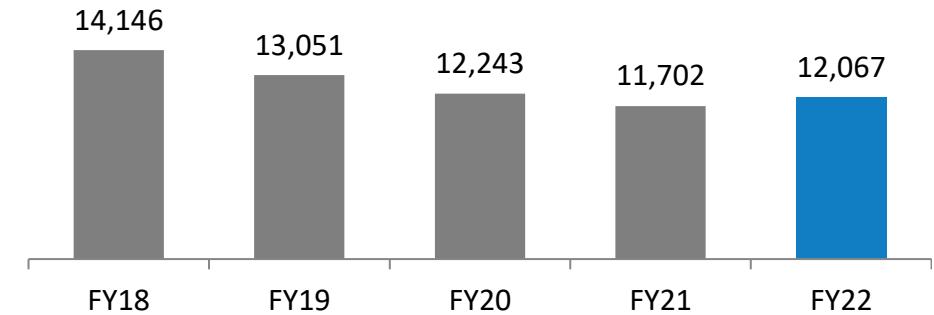
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Key Operational Highlights

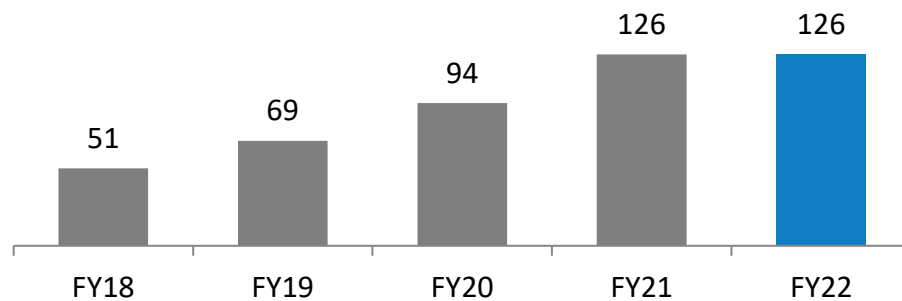
PROCESSING CAPACITY (MTPA)



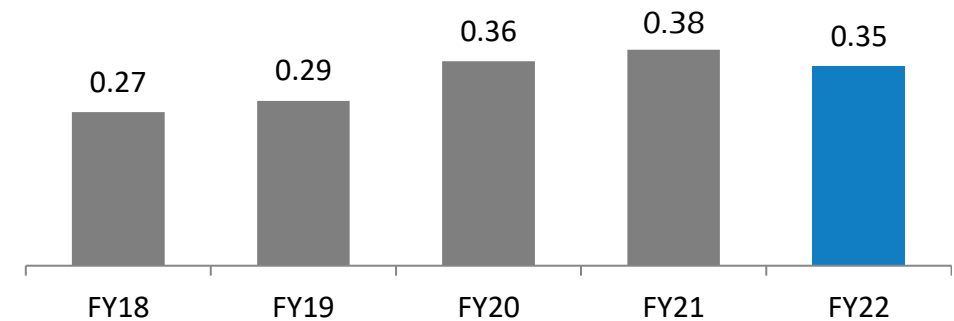
VOLUMES SOLD (MT)



WORKING CAPITAL (DAYS) ^



TOTAL DEBT TO EQUITY (TIMES)



Note: 1) *Discontinued operations at the leased facility (6,000 MTPA) and commenced operations at the new processing plant in G. Ragampeta (20,000 MTPA) in Mar'20;
 2) ^Working capital days increased due to enhanced hatchery operations since FY19 and inventory & debtor build-up from FY20 end onwards, led by the Covid-19 impact

Income Statement Highlights

Profit & Loss (Rs Mn)	FY18	FY19	FY20	FY21	FY22*
Net revenue	9,986	8,747	8,271	8,185	8,970
Other income	199	215	190	75	349
Total income	10,185	8,962	8,461	8,260	9,319
Raw material costs	7,031	5,810	5,735	5,531	6,150
Employee expenses	389	482	437	398	430
Other expenses	1,466	1,559	1,228	1,346	1,818
EBITDA	1,299	1,111	1,060	985	921
<i>EBITDA margin (%)</i>	<i>12.8%</i>	<i>12.4%</i>	<i>12.5%</i>	<i>11.9%</i>	<i>9.9%</i>
Depreciation	87	109	146	219	185
Finance cost	87	65	106	159	174
Profit Before Tax	1,126	937	808	606	562
Tax expenses	335	329	201	163	151
Profit After Tax	791	608	606	443	411
<i>PAT margin (%)</i>	<i>7.8%</i>	<i>6.8%</i>	<i>7.2%</i>	<i>5.4%</i>	<i>4.4%</i>

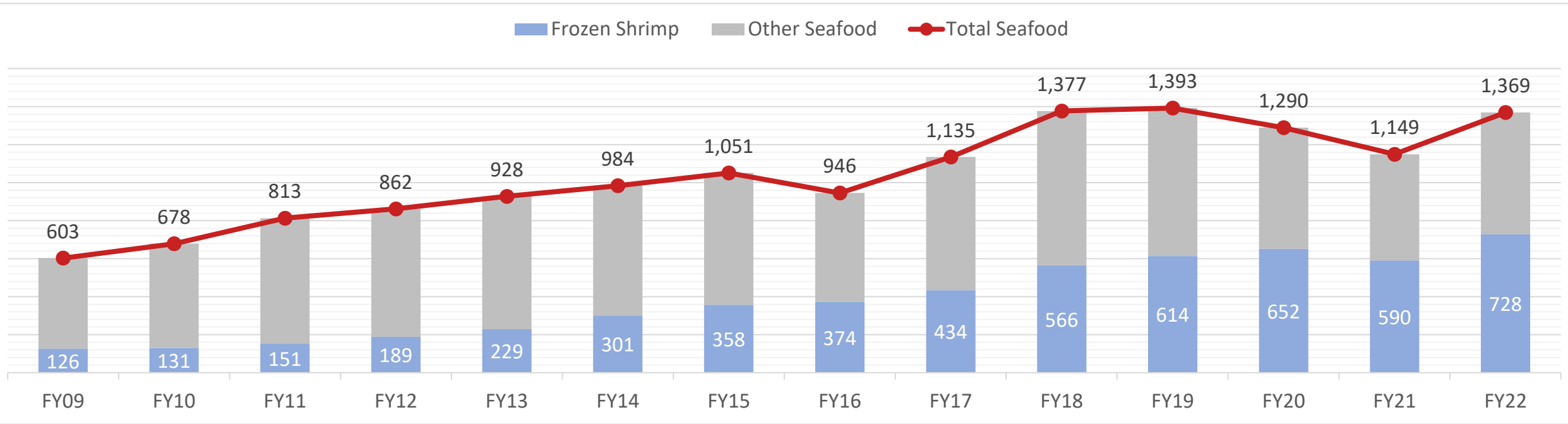
*Other Income includes export benefits of Rs 291 Mn, which was earlier reported as part of Net Revenue.

Balance Sheet Highlights

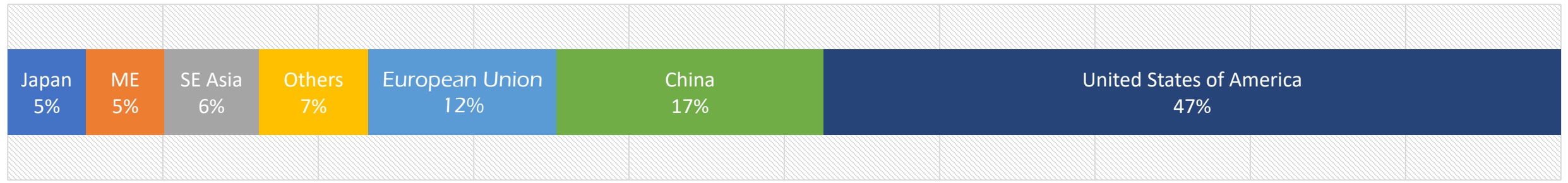
Liabilities (Rs Mn)	Mar-20	Mar-21	Mar-22
Shareholder's Funds	3,959	4,398	4,754
Share capital	313	313	313
Reserves & surplus	3,646	4,086	4,442
Non-current liabilities	243	281	291
Long term borrowings	241	281	291
Other non-current liabilities	3	0	0
Current liabilities	2,063	1,889	1,748
Short term borrowings	1,197	1,380	1,361
Trade payables	453	300	209
Other current liabilities	188	18	16
Short term provisions	99	135	137
Current tax liability	125	56	25
Total Liabilities	6,265	6,568	6,794

Assets (Rs Mn)	Mar-20	Mar-21	Mar-22
Non-current assets	2,913	2,708	2,619
Net block	2,802	2,504	2,360
Capital work-in-progress	28	154	219
Other non-current assets	49	27	26
Deferred tax asset	34	23	13
Current Assets	3,352	3,860	4,175
Inventories	1,840	1,612	2,028
Trade receivables	791	1,546	1,372
Cash & cash equivalents	72	99	74
Other financial assets	162	227	276
Other current assets	486	377	424
Total Assets	6,265	6,568	6,794

India's Seafood Exports Driven by Surging Shrimp Exports



India's Shrimp Exports – FY22

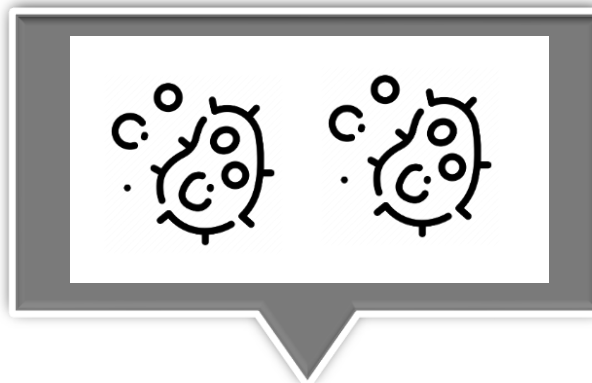


Key Considerations for the Sector



Demand Slowdown

Being an export-oriented sector, any slowdown in consumption in key markets like the USA, EU and South-East Asia will have an adverse impact on India's shrimp exports



Disease Related

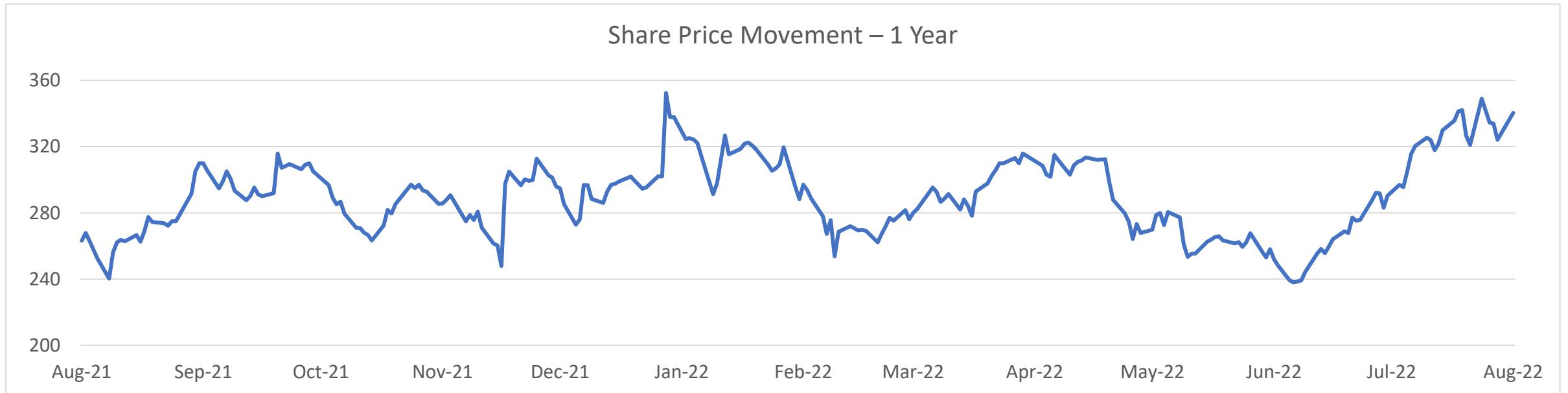
Highly susceptible to outbreak of diseases, which can have a detrimental effect on the availability of raw material (shrimp)



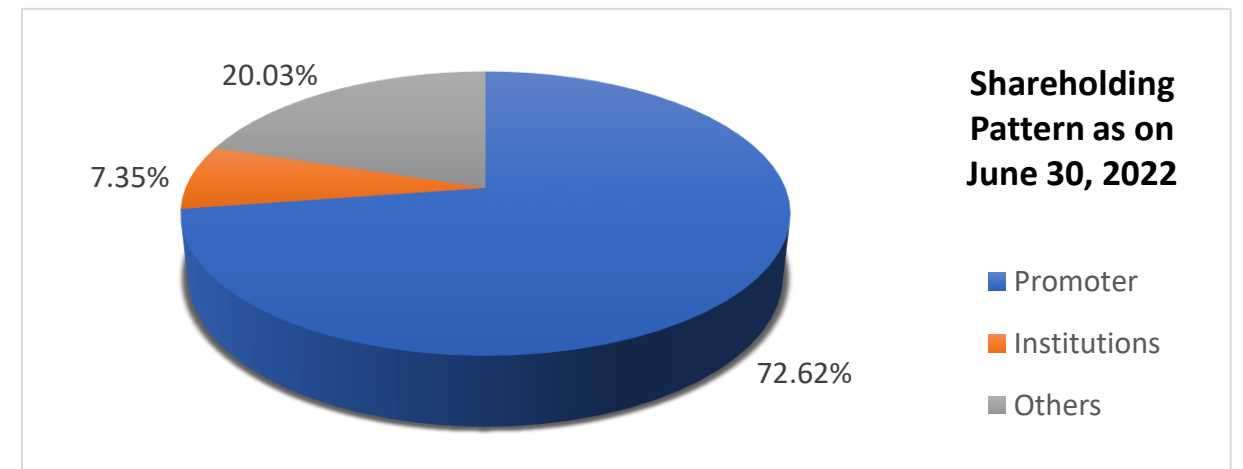
Volatile Pricing

Global imbalances in demand-supply can impact pricing. Exchange rate fluctuations can amplify the volatility

Share Capital Information



NSE / BSE code	APEX / 540692
CMP (Rs/share) (as on 16-Aug-22)	340.4
Market Cap (Rs Mn)	10,636
# Shares (Mn)	31.25
Face Value (Rs/share)	10.00
Sector	Aquaculture
Location	Kakinada, AP



Source: BSE, NSE

Thank You



Apex Frozen Foods

Mr Chowdary Karuturi, Executive Director

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Stellar Investor Relations

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