

Coastal Corporation Ltd.

(CIN : L63040AP1981PLC003047)

GOVT. OF INDIA RECOGNISED THREE STAR EXPORT HOUSE

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Plant Unit 1 : Marikavalasa (V), Paradesipalem Panchayat, Visakhapatnam Dist.

Plant Unit 2 : P. Dharmavaram Village, S. Rayavaram Mandal, Visakhapatnam Dist.

April 12, 2022

<i>To</i> <i>The Manager</i> <i>Listing Compliance</i> <i>National Stock Exchange of India Limited (NSE)</i> <i>Exchange Plaza, Bandra Kurla Complex,</i> <i>Bandra East, Mumbai - 400051</i> <i>NSE SYMBOL: COASTCORP</i>	<i>To</i> <i>The Manager</i> <i>Listing Compliance</i> <i>Bombay Stock Exchange Limited</i> <i>P.J.Towers, Dalal Street,</i> <i>Mumbai-400 001</i> <i>Maharashtra, India</i>
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Dear Sir,

SUB: Intimation under Regulation 30 of SEBI (LODR) Regulations, 2015 – Corporate Presentation.

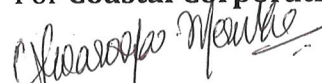
Please find enclosed herewith the Investor Presentation for the information of the Stakeholders.

This will also be available on the Company's Website, www.coastalcorp.co.in

This is for your information & records.

Yours Sincerely,

For Coastal Corporation Limited


Swaroopa Meruva
Company Secretary





Coastal Corporation Limited

Investor Presentation

April - 2022

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of the Presentation. This Presentation may not be all inclusive and may not contain all the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

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 of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company's ability to successfully implement its strategy, the Company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company's market preferences and its exposure to market risks, as well as other risks. The Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation.

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Recent Expansions

Kakinada Processing Unit:

- Integrated Cold Chain project at KSEZ, Kakinada, A.P. is spread across 10 acres
- Total capex of around Rs 70 crore has already been incurred and it is funded by approx Rs 40 crore of promoters contribution, Rs 20 crore of term loans and capital subsidy of Rs 10 crore
- Project is completed, trial runs have started, awaiting for Government approvals to start the commercial production
- New capacity of 35 MTPD will widen the value added product basket into breaching / marinated products which is high margin product

Captive Solar Power Plant -3.6 MW:

- Installed Capacity of 3.6 MW DC solar PV plant at Daleswaram Village, Srikakulam District, Andhra Pradesh for the captive consumption spread across 30 acres
- Estimated capex of around Rs 14 crore has already been incurred
- Project is on completion stage, awaiting for permission to evacuate power to grid
- It will reduce per unit power cost from Rs 7-8 to Rs 3-4 per unit ~ will lead to cost saving of Rs 4 crore annually

The above investments would enable the company to Double its Capacity from Existing Levels

Q3 FY22 Highlights



New Chief Operating Officer (COO) of Coastal Biotech Pvt Ltd

During the quarter Mr. T V V Prasad has been appointed as COO of Coastal Biotech Pvt. Ltd.



- He holds Bachelors Degree of Technology (in Chemical Engineering) and Masters Degree in Science (Mineral Process)
- He is a member of Indian Institute of Chemical Engineers and also awarded as Fellow Institute of Engineers
- He is also Certified Coatings Inspector from FROSIO Institute, Norway
- He has earlier worked with Companies like Hindustan Zinc, Sigma Coatings/PPG paints (Multinational Paint Company) & Industries Chimiques Du Senegal in Africa (4th largest producer of Phosphoric acid in the world)
- With an experience of more than four decades Mr. Prasad will be responsible for operations of Ethanol Project which comes under 100% subsidiary of M/s Coastal Corporation Limited.

Update in Shareholding Pattern

During the quarter the Company has converted 9,00,000 warrants into equity shares which has been allotted to promoters & promoter group at a premium of Rs 177, due to which shareholding of the promoters & promoter group has been increased to **41.09%** (as on 11th Feb 2022) from 36.12%.

Q3 FY22 Operational Highlights

Revenue

Rs 146.1 cr

EBIDTA

Rs 6.2 cr

PAT

Rs 4.7 cr



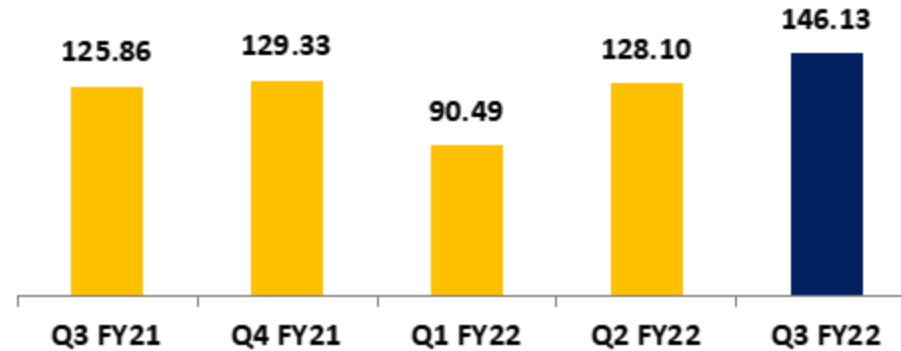
Demand for product stayed strong and consistent which leads to revenue growth back to normal. The Company has achieved quarterly revenue of Rs 146.1 crores, 16.1% growth on YoY basis



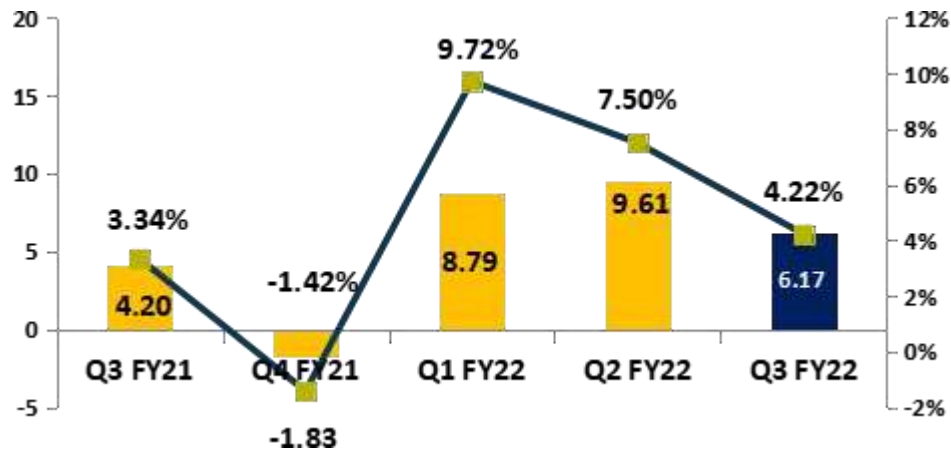
The Company has achieved quarterly EBIDTA of Rs. 6.2 crores and EBITDA margin of 4.2% during the quarter

Consolidated Quarterly Financial Highlights

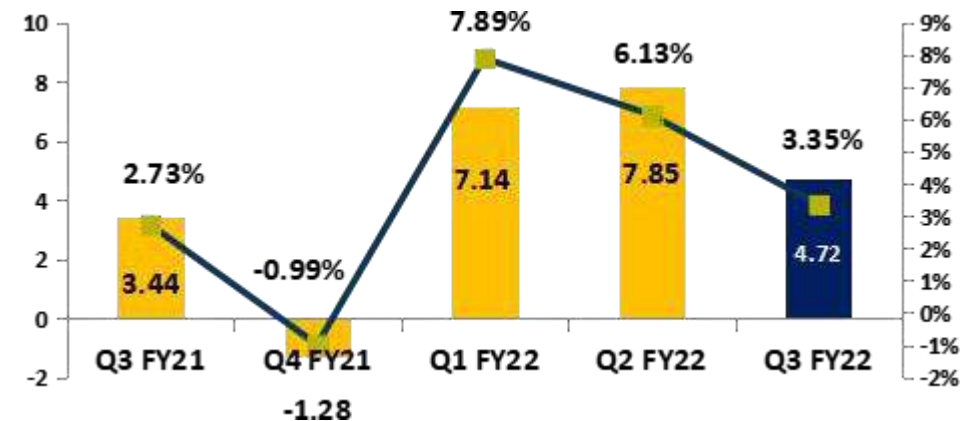
Revenue (Rs. Cr.)



EBITDA (Rs. Cr.) / Margin (%)



PAT (Rs. Cr.) / Margin (%)



Consolidated Quarterly Financial Highlights



Rs. Cr.	Q3 FY22	Q3 FY21	Q2 FY22
Total Income from Operations	146.13	125.86	128.10
Raw Material Expenses	98.93	94.17	84.88
Employee Cost	4.61	3.59	3.89
Other Expenses	36.42	23.89	29.72
Total Expenditure	139.95	121.66	118.49
EBITDA	6.17	4.20	9.61
EBITDA Margin %	4.22%	3.34%	7.50%
Other Income	3.90	2.79	3.34
Depreciation	0.99	0.91	1.11
Interest	2.55	1.47	1.04
Profit Before Tax	6.54	4.61	10.80
Tax	1.81	1.18	2.95
Profit After Tax	4.72	3.44	7.85
PAT Margin %	3.35%	2.36%	6.13%
EPS in Rs (Basic)	4.42	3.38	7.35
EPS in Rs. (Diluted)	4.08	3.38	6.78

Company Overview



Among top ten player in Shrimp processing and distribution industry worldwide

Engaged in processing and exporting of extensive range of Shrimp products across the high consuming markets of USA, Europe, Canada, USE, Saudi Arabia, Hong Kong, Korea, Japan & Russia

Our Vision

We have a mission to deliver superior quality, highly nutritional seafood at the most competitive prices to global consumers. We are a customer driven, quality conscious, socially responsible and environment friendly global enterprise, completely committed to deliver value added seafood, without compromising on the taste, hygiene and purity.

02

World-Class
Manufacturing
Facilities



04

Continents
Catered



13+

Countries Catered



35 MTPD

Processing Capacity

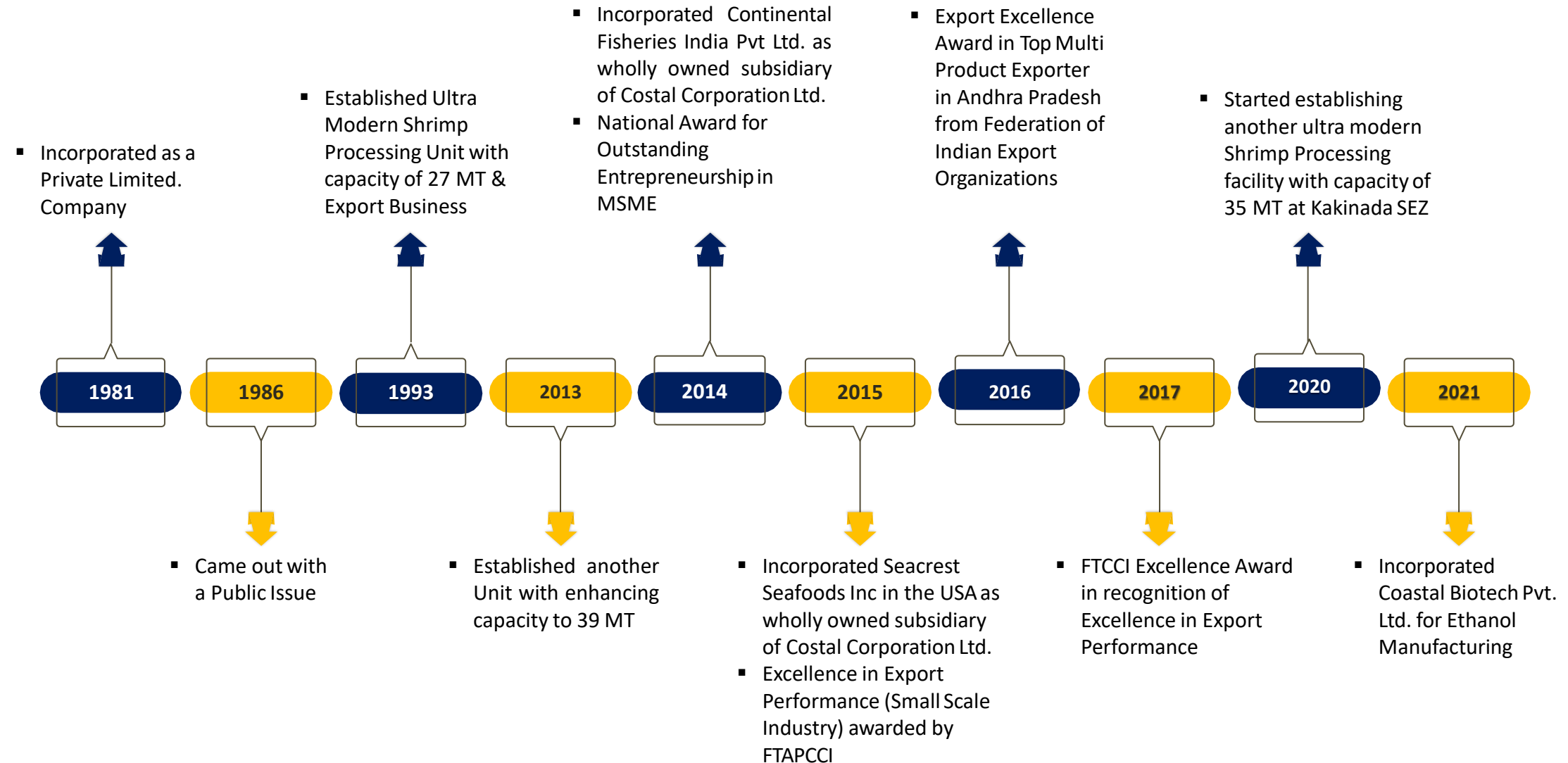


750+

Team Members



Milestones





Mr. Valsaraj Thottoli
**Vice Chairman &
Managing Director**

- Holds a Bachelors Degree of Technology (in Chemical Engineering) with an experience of four decades
- Presently, Vice Chairman and Managing Director of the Company
- Devoting his entire time, efforts and energy to develop this Company in all aspects including strategic business planning and analysis of future competition and threats at global level



**Dr. Kambhampati
Haribabu**
Promoter

- Holds a Masters Degree of Engineering (Electrical) with an experience of 38 years
- He is results driven, self-motivated and resourceful Promoter with a proven ability to develop and strengthen the business in order to maximize company profitability and efficiency



Mrs. Jeeja Valsaraj
Director

- Holds post Graduate Diploma in Management and Fashion Technology
- Associated with the Company for the last 16 years
- Well experienced in the varied areas of Administration and Social responsibility
- Chairperson of Corporate Social Responsibility Committee of the Company and takes care of the CSR activities carried out by the Company

Board of Directors



Mr. E. Sankar Rao
**Chairman &
Independent
Director**

- He is an alumni of IIT Bombay (PhD), IIT Kharagpur (M. Tech), Pondicherry Central University (PGDBA) and Andhra University (B.E. Electrical Engineering)
- Three decades of experience and core experience in the areas of banking & infrastructure finance
- Association with IDBI Bank, IDFC and subsequently with IIFCL have been well recognised by these financial mammoths of the Indian Economy
- Extensive experience in Project & Corporate Finance, Fund Management, Investment Banking, Infrastructure Development and Long-Term Resource Raising (Domestic & Foreign Capital)



**Mr. G.V.V.
Sathyanarayana**
**Director - Finance
& CFO**

- He has experience of three decades in leading financial strategies to facilitate a company's ambitious growth plans
- He is responsible for the entire finance function of the Company with a proven ability to constantly challenge and improve existing processes and systems

Board of Directors



**Mr. M.V.
Suryanarayana**
**Independent
Director**

- Distinguished career spanning 40 years in Life Insurance Corporation of India in accounts, marketing, administration, banking and finance
- Fellow member of the Institute of Chartered Accountants of India
- Served as CEO of LIC Mutual Fund and was on Board of UTI and member of ICICI Venture Capital and currently a member in various committees of the Company



**Mr. P. R.
Kalyanaraman**
**Independent
Director**

- Impeccable career record spanning over 48 years in financial services and is a well-rounded commercial banker
- Held successful assignments across public and private sector banks, across geographies and functions both in business and in operational areas— across retail and corporate businesses—both in field and at macro levels



**Prof. Kamireddi
Venkateswara Rao**
Independent Director

- Well-known among Chemical Engineering Institutions & Petroleum, Refining, Petrochemical and other Chemical Industries
- Now Programme Director, Petroleum Courses, JNTUK, Kakinada
- Expert in feasibility studies for Chemical Process Plants, Safety Energy Audits as well as Hazardous and Risk Assessment Studies. Recognizing his research work in biodiesel

Business Overview



Product Portfolio

Headless Shell On (HL)



Peeled Deveined Tail On (PDTO)



Peeled Deveined Tail Off (PD)



Pulled Vein Tail On (PVTO)



Peeled Un-Deveined (PUD)



Butterfly



Shrimp Skewers



Cooked Head On



Cooked HL Shrimp



Cooked HL Easy-Peel Shrimp



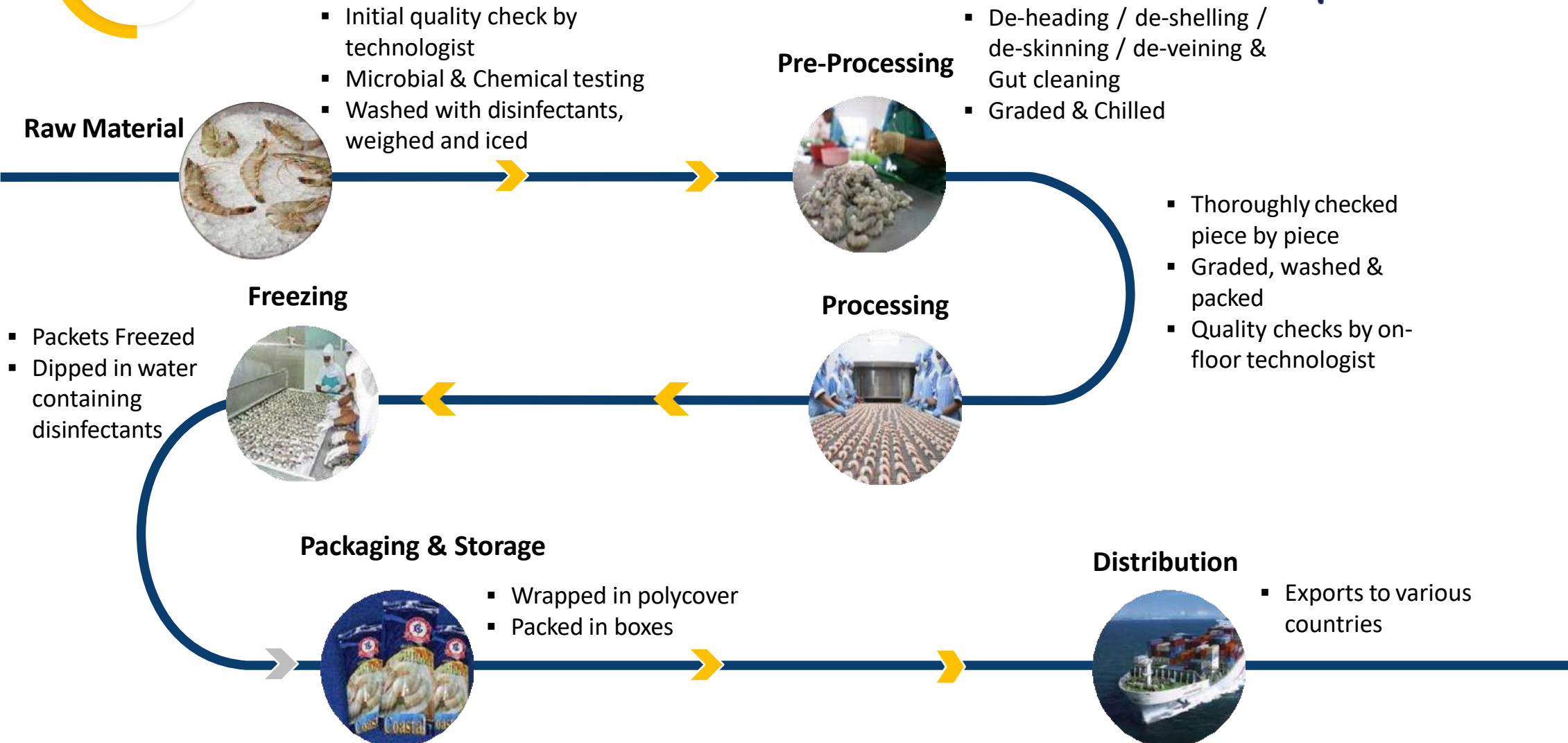
Cooked PDTO Shrimp



Cooked PD Shrimp



Process Flow



Cutting edge technology being used right from the sourcing to processing, packaging and delivering superior quality unadulterated Shrimps to the international market

Manufacturing Facilities



Unit I:

- Plate Freezer – 17.5 MTPD
- Individually Quick Frozen – 10 MTPD
- Blast Frozen – 10 MTPD
- Cooker – 10 MTPD



Unit II:

- Plate Freezer – 14 MTPD
- Individually Quick Frozen – 25 MTPD

- Processing units are located in the prime aquaculture zone near coastal area of Andhra Pradesh
- Strategic location facilitates easy procurement of raw materials and process them immediately after harvest, thereby reduce the products process lifecycle

Manufacturing Facilities



Unit III:

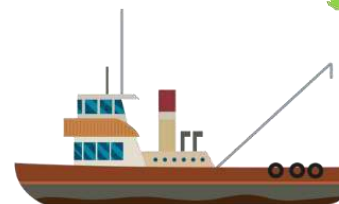
- Plate Freezer – 14 MTPD
- Individually Quick Frozen – 21 MTPD
- Cooker – 10.5 MTPD

New plant will augment Company's value-added supply to various parts of the Globe

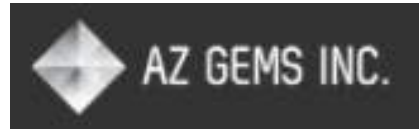




WE SHIP WORLDWIDE



Clientele



The *Choice* group



Certificates & Achievements



BAP Certified

The Responsible
Seafood Choice.




European Commission

Industry Overview



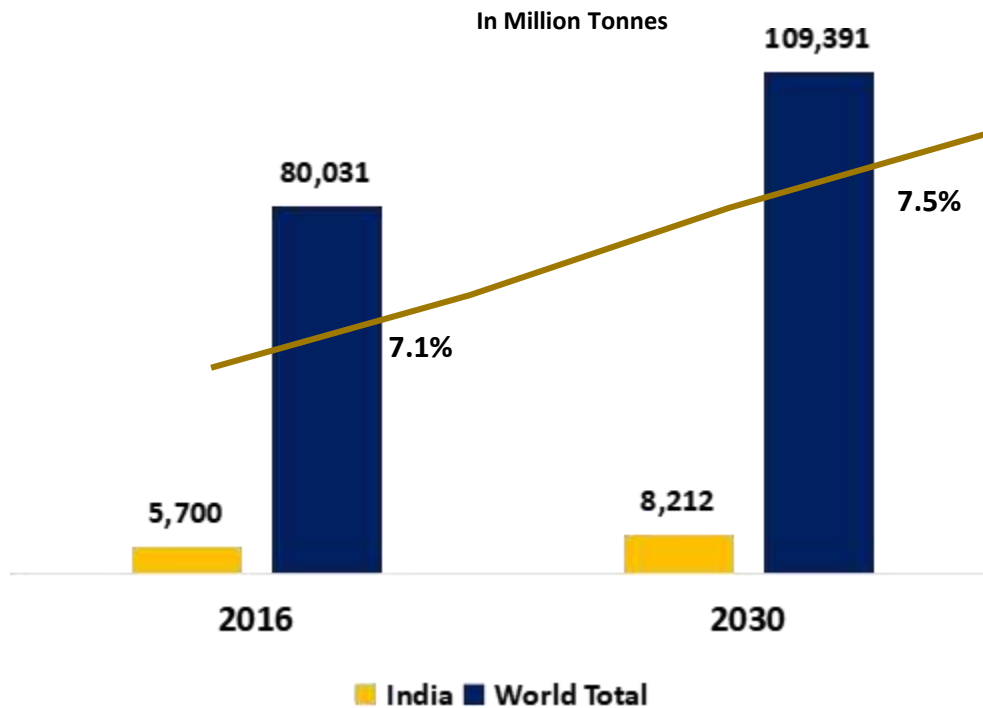
Surging consumption of Sea Food in Developed and Developing Economies:

- Economic prosperity driving consumption pattern across geographies
 - Consumer shift towards sea food as source of protein and increased demand for exotic varieties
 - Expanding population, rising health consciousness with preference for micro nutrient rich foods amongst consumers and increasing disposable income
-
- Between 1961 and 2016, global sea food consumption **grew by 3.2% outpacing population growth of 1.6%** and exceeded that of meat, which grew by 2.8%
 - Per Capita consumption of sea food has increased from **9 kg in 1961 to 20.5 kg in 2017** and is expected to increase to **21.6 kg by 2026**
 - Rising demand for sea food and relatively static growth in capture sea food - demand and significance for **aquaculture is on an uptrend**
- 
- Governments across world are implementing regulations placing limits on captures in order to **curb overfishing and protect the biodiversity**
 - With sea food consumption growth outpacing production, emphasis on **aquaculture is increasing**
 - Focus is on **increasing the area devoted to aquaculture** and improve productivity per unit in existing aquaculture areas
 - Sustainable sea food and organic aquaculture practices are gaining prominence

World Outlook Aquaculture Production

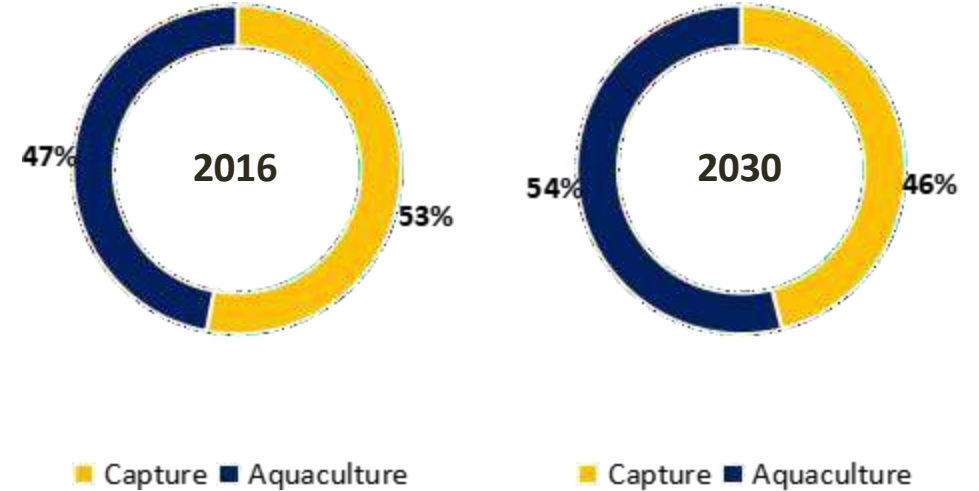
Aquaculture Production

India - Share in global sea food to Increase



Increased contribution of Aquaculture

Global capture and Aquaculture Production



Policy Initiative by Government to fillip Aquaculture:

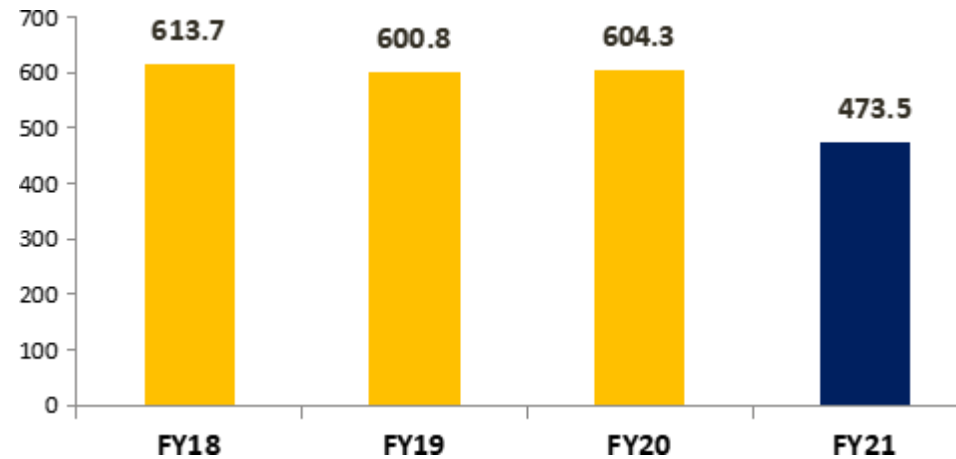
- Ministry of Food Processing, Govt. Of India, is encouraging the entrepreneurs for establishing processing factories under “Scheme for Integrated Cold Chain and Value Addition Infrastructure by extending Rs. 10 Crores Grant-in-aid
- The Govt. Of India is providing Interest Equalization @ 5% in respect of exports by the Micro, Small & Medium Enterprises (MSME) sector manufacturers under the Interest Equalization Scheme on Pre and Post Shipment Rupee Export Credit
- There are various schemes under Andhra Pradesh Food Processing Policy 2015-20 for setting up Cold Chain Units for Establishment of Shrimp Processing Units, eligibility upto 50% of Project Cost and Maximum Limit of Grant-in-aid upto Rs. 5 Crores and interest Subsidy for 5 years from COD @ 6% (Subject to Max. Rs. 2.50 Crores)
- The State Govt. also provides Fiscal Incentives like Reimbursement of Power Consumption Charges @ Rs. 1.00 per unit for 5 years for Fish & Shrimp Processing Units and other incentives for establishing shrimp processing units in the State of AP.
- GST Refund, duty drawback @ 2.7% on FOB value and RoDTEP @ 2.5%



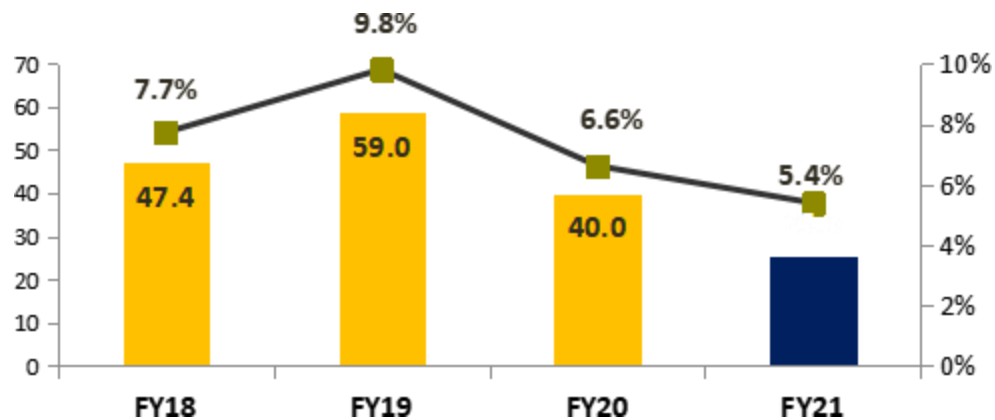
Financial Highlights

Consolidated Annual Financial Highlights

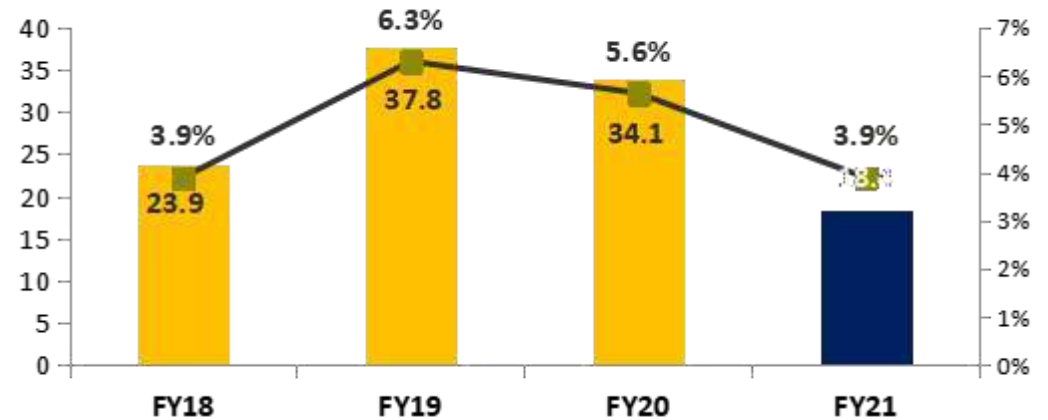
Revenue (Rs. Cr.)



EBITDA (Rs. Cr.) / Margin (%)



PAT (Rs. Cr.) / Margin (%)



Consolidated Annual Financial Highlights – FY21



Rs. Cr.	FY18	FY19	FY20	FY21
Revenue from Operation	613.65	600.75	604.28	473.48
Cost of Material Consumed	576.21	455.57	437.92	351.04
Changes in Inventory	-28.99	-36.04	9.96	-8.06
Employee Expenses	12.97	16.28	14.67	14.16
Other Expenses	6.06	105.98	101.73	90.84
Total Expenditure	566.25	541.79	564.29	447.98
EBITDA	47.39	58.96	39.99	25.50
EBITDA Margin	7.72%	9.81%	6.62%	5.39%
Other Income	3.83	16.15	14.81	8.46
Depreciation	3.11	3.36	3.32	3.53
Interest / Finance Cost	10.35	10.24	6.85	4.30
PBT	37.77	61.50	44.63	26.13
Tax	13.88	23.67	10.55	7.72
PAT	23.89	37.84	34.08	18.41
PAT Margin	3.89%	6.30%	5.64%	3.89%
Add: Items that will not be reclassified to PL	0.56	0.11	-0.31	0.37
Less: Items that will be reclassified to PL	-0.65	0.19	-0.40	0.70
Net Profit	23.80	37.54	33.38	18.75
Net Profit Margin	3.88%	6.25%	5.52%	3.96%
EPS in Rs.	23.40	37.21	33.51	17.24

Consolidated Balance Sheet Highlights – FY21

Rs. Cr.	FY18	FY19	FY20	FY21
Shareholders Funds	76.39	113.49	143.19	175.77
Share Capital	2.54	10.17	10.17	10.68
R&S	73.85	103.32	133.02	165.09
Non Current Liabilities	7.08	4.84	3.01	19.72
Long Term Borrowing	1.91	0.37	0.21	15.44
Trade Payables	2.87	1.86	0.00	0.00
lease liabilities	0.00	0.00	0.05	0.48
other financial liabilities	0.00	0.12	0.13	1.17
LT Provisions	0.52	0.48	1.13	0.92
Deferred Tax Liability(net)	1.78	2.01	1.48	1.71
Other Non-Current Liabilities	0.00	0.00	0.00	0.00
Current Liabilities	150.52	173.00	134.40	132.40
Short term Borrowings	88.57	127.10	111.52	122.34
Trade Payables	43.01	33.64	15.10	3.86
lease liabilities	0.00	0.00	0.03	0.07
Other Financial Liabilities	1.08	6.33	4.04	2.46
Other Current Liabilities	0.74	5.83	3.64	3.52
Short term Provisions	3.26	0.11	0.06	0.16
Current Tax Liability(net)	13.85	0.00	0.00	0.00
Total Equity & Liabilities	233.99	291.33	280.59	327.90

Continued...

Consolidated Balance Sheet Highlights – FY21

...Continued

Rs. Cr.	FY18	FY19	FY20	FY21
Non Current Assets	57.07	61.08	73.29	117.00
Plant, Property & Equipment	41.05	33.20	35.45	44.18
Capital Work In Progress	0.00	2.37	2.30	32.32
right of use asset	0.00	0.00	3.13	6.28
Investment property	3.91	11.04	10.95	11.77
Investments	1.41	1.41	1.41	2.18
Trade Receivables	0.00	0.00	0.00	0.00
Loans	2.14	1.83	1.11	1.29
Other financial asset	7.12	8.13	12.18	6.47
Other Non-Current assets	1.44	3.09	6.75	12.50
Current Assets	176.92	230.25	207.30	210.90
Inventories	78.89	114.77	103.30	100.95
Trade Receivables	50.81	68.66	37.55	28.67
Cash & Cash Equivalents	7.41	8.36	15.40	19.18
Bank balance other than above	9.79	20.50	30.63	29.45
Short term Loans & Advances	0.13	0.00	0.00	0.00
current tax asset	0.00	0.08	2.76	0.77
Other Current Assets	29.89	17.88	17.66	31.88
Total Assets	233.99	291.33	280.59	327.90

Way Ahead



Odisha Processing Unit:

- New Shrimp processing facility at Haridamada, Khurdha Odisha is spread across 4.28 acres
- Estimated capex of around Rs 42 crore, out of which Rs 3.97 crore has already been incurred
- Civil work of the project is expected to start in Q1 FY23 and project is expected to complete by Q1 FY24. Project is funded by Rs 22 crore of promoters contribution, Rs 20 crore of term loan (the proceeds on receipt of capital subsidy of Rs 5 crore will be used to clear term loan)
- New facility will leverage the incentives from Odisha State Government under a scheme for establishment of Integrated cold chain and Value added Infrastructure
- Greenfield expansion at Odisha with additional capacity of 35 MTPD will further widen the value added product basket

Ethanol Plant - 198KLPD:

- Company has set up 100% subsidiary Coastal Biotech Pvt Ltd for Ethanol manufacturing at Village Maringi in Parlakhemundi Tahsil in Gajapati, Odisha spread across 30 acres
- Estimated capex of around Rs 145 crore (promoters contribution is Rs 45 crore & term loan is Rs 100 crore), out of which Rs 8.20 crore has already been incurred
- Ground Breaking Ceremony (Bhoomi Pujan) has been done on 30th November 2021 and Commencement of project is expected in Q1 FY23. The Engineering, Procurement and Construction Contract is given to Excel Engineering, Pune
- Single window clearance is approved by the state government and the benefit of interest subvention will be provided by Government of India.

India's ethanol blending target of 20% is likely to create opportunity of Rs 840 bn bio-ethanol market annually by 2025



Structural changes post 2018

- The National Policy on Bio-fuels - 2018 (NPB -2018) released in June 2018 took a more realistic approach, allowing a wider range of feed stock for ethanol production (from c-molasses to b-heavy and juice and other waste such as rural-urban garbage and cellulosic and lingo-cellulosic biomass) in line with the “waste-to-wealth” concept
- Feed stock that is permitted as of today includes sorghum, sugar-beet, cassava, decaying potatoes, damaged grain including maize, wheat, rice, and most importantly, crop residue such as wheat and rice stubble



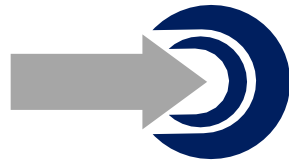
Rollout plan over 2026

- The Indian government has created a roll out plan for ethanol, with inputs from relevant ministries and associations, considering challenges in manufacturing flex fuel vehicles and infrastructure required for its storage and distribution
- It has planned availability of E10 across the country from April 2022, for existing vehicles, until till April 2028
- The Ministry of Petroleum and Natural Gas (MoP&NG) will initiate a phased rollout of 20% blending from April 2023 with the launch of educational campaigns for customers
- In 2023, the government will launch E20 in select cities of 11 states and union territories, viz. Himachal Pradesh, Uttarakhand, Uttar Pradesh, Haryana, Delhi, Goa, Daman Diu & Nagar Haveli, Karnataka, Bihar, Maharashtra, and Punjab
- Based on the learning from these states, the government will roll-out ethanol blending across India

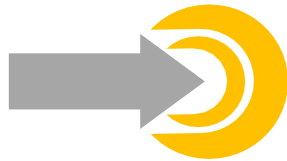
Current & Future Capacities

	Plate Freezer MTPD	IQF MTPD	Cooker MTPD
Existing Capacities			
Unit 1	17.5	10	10
Unit 2	14	25	10
Unit 3	14	21	10.5
Upcoming Capacity			
Odisha	14	10.5	10.5
Total	59.5	66.5	41

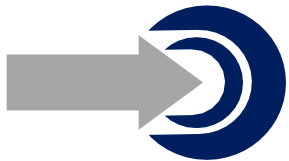
Growth Drivers



Debottleneck of existing Pre - processing Unit



New Capacities in Value added segment



Biofuel - Ethanol Project



Thank You



For more information, Please contact

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