

Ref No.: KIVL/BSE/SEC/824**21st February 2025**

To, Department of Corporate Services
BSE Limited
Floor 25, PJ Towers,
Dalal Street, Mumbai – 400001

Sub.: Transcript of Earnings Conference Call with Investor(s)/Analyst(s)

Dear Sir/Madam,

This is with reference to our earlier letter (**Ref No: KIVL/BSE/SEC/814**) dated February 12, 2025 regarding Intimation of Earnings Conference Call (“Con-Call”) with Investor(s)/Analyst(s) on February 17, 2025 to discuss financial performance for Q3 FY 2024-25.

In this regard, pursuant to the provisions of Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (“Listing Regulations”) (as amended from time to time), please find enclosed herewith the Transcript of the said Con-Call for your reference.

The aforesaid Transcript of the said Con-Call is made available on the Company’s website

https://www.kingsinfra.com/wp-content/uploads/2025/02/Transcript_FINAL.pdf

Further, we hereby confirm that no Unpublished Price Sensitive Information was shared or discussed during the said Con-Call.

Kindly take the same on record.

For Kings Infra Ventures Limited,

Nanditha T
Company Secretary and Compliance Officer



Kings Infra Ventures Limited
Q3 & 9M FY '25 Earnings conference call

Event Date / Time: 17/02/2025, 16:30 Hrs.

Event Duration: 59 mins 46 secs

CORPORATE PARTICIPANTS:

Mr. Shaji Baby John

Chairman and Managing Director

Mr. Baby John Shaji

Joint Managing Director

Mr. Balagopalan Veliyath

Executive Director

Mr. Chandra Bhat

Chief Operating Officer

Mr. Lalbert Cherian

Chief Financial Officer

Q&A PARTICIPANTS:

- 1 Raj Shah** : Individual Investor
- 2 Souresh Pal** : KRSP Capital Ltd
- 3 Aditya Bhutra** : Avora Advisors LLP
- 4 Tushar Vasuja** : Scoop Investment
- 5 Sushil Lahoti** : Individual Investor
- 6 Sachin Pal** : MoneyControl Research
- 7 Narendra Shah** : RoboCapital
- 8 Raghav Agarwal** : Individual Investor
- 9 Kaushal Jhunjunwala** : Individual Investor
- 10 Manohar V S** : Individual Investor

Moderator

Ladies and gentlemen, good day and welcome to Kings Infra Ventures Limited Q3 and 9 months FY 25 Earnings Conference Call hosted by Ventura Securities Limited. As a reminder, all participant lines will be in the listen only mode, and there will be an opportunity for you to ask questions after the presentation concludes. Should you need assistance during the conference call, please signal an operator by pressing * and then 0 on your touchtone phone. Please note that this conference is being recorded.

Before we begin, I would like to point out that this conference call may contain forward looking statements about the company, which are based on the belief, opinions, and expectations of the company as on date of this call.

These statements do not guarantee the future performance of the company, and it may involve risks and uncertainties that are difficult to predict.

I would now like to hand over the call to Kaushal from ConfideLeap Partners. Thank you and over to you, Kaushal.

Kaushal Shinde

Thank you. Good day, ladies and gentlemen. On behalf of ConfideLeap Partners and Ventura Securities, I welcome you all to Kings Infra Ventures Limited Q3 and 9 months FY 2025 earnings conference call.

The company is today represented by Mr. Shaji Baby John, Chairman and Managing Director; and Mr. Baby John Shaji, Joint Managing Director. Now I would like to hand over the call to

company's Executive Director, Mr. Balagopalan, to introduce the management team. Over to you, sir.

Balagopalan Veliyath

Okay. Good evening, ladies and gentlemen. On behalf of Kings Infra Ventures Limited, let me extend a warm welcome to every one of you who are here with us this evening for the conference call of Kings Infra Ventures Limited.

We have here with us this evening our Chairman and Managing Director, Mr. Shaji Baby John; our Chief Operating Officer, Mr. Chandra Bhat; and our Chief Financial Officer, Mr.

Mr. Lalbert Cherian, to inform you all of the pioneering role the company has had in heralding the Blue Revolution in the country, how Kings Infra has distinguished itself through transformative technologies and sustainable growth and interact with you regarding current performance and how the company is starting way forward.

I wish all of you a very purposeful meeting this evening and look forward to you all to partner with the pioneer to create a sustainable future. Thank you. Thank you all.

Kaushal Shinde

With this now, I would like to hand over the call to Mr. Shaji Baby John, Chairman and Managing Director, for his opening remarks.

Shaji Baby John

Good evening to all. I'm Shaji Baby John, Chairman and Managing Director of Kings Infra Ventures Limited. This is our first earnings call that we are conducting. So, if there are any hiccups, please bear with us, because being the first one. But I would like to have a short introduce myself. I'm a technocrat. I belong to a family which was in fisheries, but and I finished my engineering and I did my basic training in Japan in fisheries business, way back in 1983-1984. Then in 1987, I founded this company under the name of Victory Aqua Farms.

We are the pioneers in aquaculture. Victory Aqua Farms was the first integrated aquaculture shrimp farming project in the country, having own hatchery, farm and also ventured into processing and all other activities.

I would like to tell you that in this business, being the pioneer, we had also faced lot of challenges, because at that time, the rules, the laws of the country were not framed for this new industry.

So, it had lots of ups and downs, but we went through it and we sustained in this business.

And our focus right from the beginning till today has been to improve the technology of aquaculture of shrimp farming. So, we are how we differentiate ourselves from other seafood companies or other export companies that we are focused on sustainable aquaculture.

So, on the prawn farming itself, the core area of farming, as I always say, I am an invited speaker to many international as well as national seminars and conferences on aquaculture. And as I always say, farming is a backbone. Every other industry, whether it's forward linkage or a backward linkage, like a hatchery or a feed mill or a processor or an exporter, everybody depends on the farmer. Because 80% of the value chain of this industry is from farming.

Whereas the other sectors of this industry are well organized, farming is the area, aqua farming is the area which is still in a disorganized way with majority of the farmers having small holdings and no access to proper technology. So, our focus has been to improve the technology with a basic concept of profit per unit of farm.

So, every sector, every acre of farm, how to increase the profitability has been our key focus area of our R&D and we have a very strong R&D team with experts in the field where we are continuously innovating on the technology. And once we establish the technology, now we have a basic number in our farm and farm production.

Now we are venturing more focusing more into expanding in the international market, developing the domestic market as well as developing our own team has developed almost 16 products organic products, which can be which can help in reducing the cost of farming, improve the growth of the prawns, increase the value of the prawns. So, this is a key differentiator of this company. And now we have achieved a certain size, which will help us to move forward with the forward as well as backward linkages.

And we are expanding our footprint. We have already this year, we expanded in Europe. We set up a resident office there. We have a strong presence in China. And by next year, we want to have our own subsidiary in the U.S. So, we are at a very crucial phase of our growth and we look forward to the support of one and all to make this vision into a reality.

Thank you.

Kaushal Shinde

Hello. We can start with the question and answers.

Moderator

Thank you, sir. Ladies and gentlemen, we will now begin the question-and-answer session. If we have a question please press * and 1 on your telephone keypad and wait for your turn to ask the question. If you would like to withdraw your request you may do so by pressing * and 1 again. We will wait for a moment while the question queue assembles.

First question comes from Raj Shah, an Individual Investor. Please go ahead.

Raj Shah

Sir, am I audible?

Moderator

Yes.

Raj Shah

So, congratulations, sir. My first question is on Shanghai RSF. What is the latest update? Have you started? What is the current revenue contribution from it? And also, if you can give some update on Europe, have you got any orders from them? This is my first question.

Shaji Baby John

Yes. We started with the Shanghai RSF. And as you know Shanghai RSF, is a subsidiary company of Japan Seafoods, is a Japanese major in seafood and Shanghai RSF is a joint venture of Japanese company in China. And we sent about seven containers to them initially, but because of some geopolitical issues between Japan and China, this Shanghai RSF has slowed down their operations in China now, but they are still in touch with us and their volume in China has come down.

So, we have found an alternative, one of the largest buyers in China. We participated in the Chinese seafood fair. And there is a company by name of Golian, which is the largest importer into China. And we invited them and they came to our factory and farm and they have approved the farm and factory. And we started with them now. And already, it's about 8 containers have gone to this new company. And Shanghai RSF was also buying continuously, but reduced volume. They are not able to achieve those 8 containers, what they promised us. So, we have found an alternative to pick up and this company can buy even up to 20 containers a month. So that's the current status of China and we are focusing on China.

We have a very high hope in the Chinese market because our quality, whatever we send to RSF Shanghai as well as Golian have been very, very well appreciated because it is mostly from our own farms.

The quality is extremely good and we are getting repeat inquiries and we are even getting new people who are coming whether we can sign up for more containers. So that's the situation with China. Europe, Europe is basically a cephalopods market. In the in my visit to Europe, we appointed Mr. Jesus Vincent as our resident officer, and we acquired six new companies who are directly buying from us, companies by name of Barrufet, Wofco in Spain and Ititalia in Italy. These are the major companies. And already every month, containers are going to that. And we are getting a better price realization than selling through intermediaries.

Raj Shah

Good to know, sir. My follow-up is, can you tell me what is the revenue contribution from China in December quarter, combining both the companies? What is the revenue contribution from China?

Shaji Baby John

In China, Lalbert, you have the exact percentage. China would be around 50%, I think, approximately. I'm not exact numbers, I don't know. I'm not aware. So, if you may let us...

Lalbert Cherian

Around 50%....

Shaji Baby John

50%. Yeah.

Raj Shah

Okay. So, my next question is, what is the timeline for Maritech Eco Park? When are we expecting to start commercial production? And at full scale, how much tons of shrimp farming capacity do it have?

Shaji Baby John

That full capacity, it will produce 1,600 tons of shrimp. The work is going on, initial work is going on. Commercial production, the period of construction is 18 months and 24 months will be then we have 6 months for a one cycle crop. So, in 24 months, we will have the production from Maritech Eco Park. And Maritech Eco Park is not just about producing more shrimp, it's also having various components like nuclear breeding center, where we are working on new species development to have our own Broodstock Bank. And so there are many different components in the Maritech part. It's not just a farm.

It's a subsidiary, -- bank, farm, technology development center, trading center, everything and we have a ESDM portion where we also will assemble the sensors, which are required for the latest future type of technology development in aquaculture. This is a closed loop system, completely like a greenhouse, it's completely in like industrial sheds in which we have the tanks and it will be continuously there is continuous talking and continuous harvesting. This is our first of its kind in the world.

Raj Shah

Thank you for the brief answer, sir. I wanted to know the current debt level after all the entities issued till now.

Shaji Baby John

Hello?

Raj Shah

Yes, sir.

Shaji Baby John

I didn't get the question correctly.

Raj Shah

So, my question is debt level after all the NTDs issued till now?

Shaji Baby John

Lalbert, CFO can answer that question.

Lalbert Cherian

Good evening to all. You are talking about the debt ratio?

Raj Shah

Yes, yes. What is the current debt level in absolute terms after NCD issued till now?

Lalbert Cherian

I'll just let me check it out that type of figure but only from that order actually.

Shaji Baby John

And I think what is the balance outstanding of NCD? The other is received, we don't have any other long-term debt. It is only the bank limits. But NCD, what is the outstanding? I think it's about INR 15 odd crores or something like that.

Lalbert Cherian

It is up to 16.45, it's outstanding if you talk NCD.

Raj Shah

Yes. Sorry, sir, your voice is break, can you repeat?

Shaji Baby John

Lalbert?

Lalbert Cherian

Hello? It is approximately INR 16.45 crores outstanding NCDs upon date.

Shaji Baby John

Yes. Okay. And the redeemable over the next four years.

Lalbert Cherian

Yes, sir.

Raj Shah

Okay. My next question is if we have a sales VP, we can get that....

Moderator

Mr. Raj sorry to interrupt you, can you join back in queue?

Raj Shah

Yeah. I will do.

Moderator

Thank you, sir. The next question comes from Souresh Pal from KRSP Capital Limited. Please go ahead.

Souresh Pal

Yes, thanks for the opportunity, sir. My question is, sir, in 2023, you have owned some contracts or orders from China and United States in the fumes of, I think, 100 crores each.

So, what is the revenue guidance that we can that you can give for coming financial years, next two, three years? I believe you have a very robust outlook based on the contract that you own.

Shaji Baby John

Yes. See, this first question also was regarding the Shanghai RSF, which I answered. Shanghai RSF first order, MOU that we signed with China. It is a Japanese company who has a subsidiary in China. So that was for eight containers per month. But as I explained, due to some geopolitical reason, they slowed down their operations in China and then they are buying but smaller quantities from us. So, we have found a good replacement. In addition to them, we have identified and started dealing with the largest importer in China called Golian. And this they came to a factory and farm and they approved product and it's going smoothly now. So, we can expect the volumes to pick up.

As far as the U.S. entry is concerned, we went we had signed with JSN company and went there. But when we have to -- then we have to set up our own subsidiary in the U.S. for them and they were only taking after customs and FDA delivery. At that point of time, the U.S. Government introduced a countervailing duty and there was...hello?

Souresh Pal

Yes, sir. I'm on the line just tell me.

Shaji Baby John

U.S. Government has introduced a countervailing duty, which is almost 7.5%. So, then we would have to import the containers into U.S. and then keep the stock there after paying the duty only people used to pay us. So, the working capital requirement of executing that order for the U.S. was very high. So, we have kept it in a range. And this year, we'll be opening our subsidiary because we have now additional bank finance and funding already tied up. So, this year, we'll be going ahead with the U.S., and because the U.S. has slowed down, we focused on Europe and Europe is doing very well. And U.S., we have identified one or two larger buyers

with whom we will be having a tie up and we will be opening our own subsidiary in the U.S. in the next six months.

Souresh Pal

So then, sir, what percentage of growth can we expect the past rate of growth to continue that you have been growing for last two, three years? Is it possible to continue to grow at that speed, sir?

Shaji Baby John

Yes, sir. Actually, the last two years, growth has not come to our expectation because the overall global scenario, there was two wars are going on and there was a glut from South America. The prices were really pressed down. There was a glut in the market. So last two years, the export was not really up to our expectation. But now you would have seen the newspapers and analyst reports that now India is now again coming to number one position in aquaculture. Ecuador, our main competitor has come down almost 30% to 40% and the shrimp prices have corrected itself to like upward correction of 10% to 20% in the last 3 to 4 months. So definitely, we can expect a much better growth rate than what we have been achieving on QoQ basis in the last one and a half to two years.

Souresh Pal

Sir, what percentage of our revenue comes from export? And in terms of shrimp, I believe we are backward integrated, right, sir?

Shaji Baby John

We are fully actually; we are an aquaculture company. Our main production is from our farm. In addition to our own exports, we are exporting to other exporters also, wherever they have a premium and they can give us a premium. Or farm is an independent division which deals with other major exporters also in this country.

Souresh Pal

So, sir, what percentage of revenue of ours comes from exports?

Shaji Baby John

This year, I think, 30% from....

Lalbert Cherian

Yes sir. This last quarter, 30% revenue from seafood division, sir.

Shaji Baby John

For the export.

Souresh Pal

Export is 30%. Right?

Shaji Baby John

Yeah. Yeah.

Moderator

Thank you. I request the participants to restrict the two questions in the initial round and join back the queue for more questions.

Next question comes from Aditya Bhutra from Avora Advisors LLP. Please go ahead.

Aditya Bhutra

Hi. Firstly, I would like to congratulate the full management team on the great results.

My question is about the CapEx plans that's going to happen in the coming years. If you could take that down by segment like Kings Maritech Eco Park, the shrimp processing facility Kings Frigo, Bento?

Shaji Baby John

Regarding our CapEx plan for the next 3 years, Lalbert, will you take this question or can I hello? CFO or CEO will take the question.

Lalbert Cherian

Yes, sir.

Shaji Baby John

Okay. So basically, we our processing facility is quite old. So, we need to have when we are opening out the U.S. subsidiary, we need to have a high-end retail IQ of processing line, which will cost us around INR 20 crores, which we are coming up in Tuticorin, we plan to put it. See, there is a subsidy scheme also available for Food Processing Ministry, about 5 crores is available. The balance investment will be around INR 15 crores for the processing division.

The aquaculture division, by our existing, we have 150 acres of ponds, but we have additional 150 acres more to be developed. And that will till now, we are developing through internal accruals and some of the NCD proceeds. So that 150 acres would cost around INR 35 crores to INR 40 crores to develop, which we'll be developing over a period of in our next 12 to 24 months. And apart from that, we then is the investment into the subsidiaries.

Subsidiary will be standalone by itself. Maritech Park is a major investment. It's a INR 170 crore project in Phase I itself, where the equity is around INR 60 crores. Hello?

Moderator

Sir, you're audible, sir. Please go ahead.

Shaji Baby John

The equity is around INR 60 crores and INR 110 crores would be the debt. It is a Government of India Fisheries and Infrastructure Development Fund through whom we are talking. And

there is a 3% interest subvention also, and it is a long-term fund supported by Government of India according to the National Fisheries Development Board. So, and that's state of the art, one of its kind. So, our land and development contribution, which is already with us, is valued at around INR 24 crores. And we are looking at investing another INR 36 crores more into the equity of the Maritech Park.

These are the main CapEx. The CapEx requirement for Frigo, Bento and for developing the Indian retail chain will be around INR 25. That's also over the next 36 months we are planning. We are not going mostly we'll be doing it through internal accruals.

Aditya Bhutra

Understood. Thank you so much. I have another question, which is related to the internal accrual that you were mentioning because I noticed that for the past 12 months or so, the cash flow from operations has been negative, right? Even though we have been fairly profitable, we don't seem to have a lot of accruals. And that seems to be attributed mostly to significant increases in working capital. Could you share why that was the case and if you expect that to change in the future?

Shaji Baby John

Because that's since we are on aquaculture company, when we if we are growing more of our Shrimps, the culture period itself is 120 to 150 days. Then the processing will take one month. Then the export transit period is taking now the transit period because of all this rent fee issue and all from 40 days is gone to 60 days.

And after receiving in the destination, they will clear the bill or the LC will be 60 days from the date of BL or 90 days from the date of BL. So, this entire chain of activities is what is creating this larger working capital. If you see our trading activities, the working capital requirement will be about 40 to 60 days only. But since we are growing and we are exporting or growing and we are selling to other exporters and they are also paying us on realization, that's where our cash flow is stressed. But as our own exports and our bill discounting increases more, then definitely this will improve. And now we have also achieved one more very, very important technology development that we are doing continuous cyclic. That means this year instead of two crops, we achieved three crops. So automatically the growing period is coming down. So, we are working on it. I see it's very clear. I'll join the queue again.

Moderator

Thank you. Next question comes from Tushar Vasuja from Scoop Investment. Please go ahead.

Tushar Vasuja

Hello. Am I audible?

Moderator

Yes, sir.

Tushar Vasuja

Yes. Thank you. Thank you for the opportunity, sir. I have a couple of questions. First one is on Maritech Eco Park. In the press release, it was mentioned that the shrimp production will increase from 5 tons per hectare to 50 tons per hectare. So, can you please tell what will lead to the substantial jump in production efficiencies?

Shaji Baby John

The 5-10 tons per hectare is the National average approximately. It's not we are already achieving 20 tons per hectare in our traditional funds.

Tushar Vasuja

Okay. Already 20 tons per hectares and you plan to further increase it to 50 tons per hectares. So, what are the factors that will contribute to that?

Shaji Baby John

See, increasing the number of crop size see, in the Maritech Park, we have split down the growing cycle into four. When the shrimp is small, they need a smaller space to live. And as they grow bigger, now in traditional farming, you put the baby shrimp into the same pond and you grow it in the same pond over the next 120 to 150 days. So that means a tremendous amount of water is wasted because one hectare of pond contains 1.25 crore liters of water. So, in 1.25 crore liters of water, you are putting pilot shrimps and they are living in that for 150 days.

Now imagine the scenario when you divide it into four. And the first, we need only 50,000 liters of water in the first small tank. Then we next, it will after 30 days, it will move two technologies will move from the first tank, which is a nursery tank to the intermediate grower tank, which it will live for another 30 days. So, when the Shrimps moves from the first tank, the first tank becomes empty. So, we clean up and put the new batch there. So, it becomes a cyclic production. So easily 5 to 6 crops will be possible instead of natural average of two and our 3. That's how we want to add. That's how we will achieve and we have done proof of concepts in this technology with some support, with the AI support for to study the underwater behavior of the shrimps, the health, everything. And then we have developed the technology, which is we done two years research and demonstration and we are sure of it. And after that, we are starting this on a commercial basis.

Tushar Vasuja

Okay, sir. Perfect. And so, what has been the trend in shrimp prices for the last 6 months and how do you view them going forward?

Shaji Baby John

Come again, please. Just a minute.

Tushar Vasuja

So, what has been the trend in shrimp prices for the last six months and how do you view them going forward?

Shaji Baby John

Last six months, shrimp prices globally, if you see an average of in Indian terms, if it is average of INR 300, then it has gone to INR 350 or in globally, maybe from \$4.5 to \$5 average to \$6 to \$6.5 average is long. That's a difference over the 6 months. And we are hoping this trend will continue, because the main pressure on shrimp prices was because of our overproduction in Ecuador and other South American countries. But they have huge infrastructure problems and their industry has collapsed because they want a very unscientific and very fast development without calculating the power resources on the labor and other resources of the country, they expanded a lot and their industry cannot grow more than this. So, it's the time for India now and we are able to command the prices in the future.

Tushar Vasuja

Okay, sir my next question was on this only. Can you give an overview of the entire Ecuador situations? What are the duties? Where do they come in the global shrimp supply? What is currently happening and how is it affecting Indian players?

Shaji Baby John

No. Ecuador is maybe it's a very small country, maybe the size of one of our states only, like a Tamil Nadu or Kerala, that's the size. And it's a centrally government, the communist, socialist government there. So, they were able to dictate a lot. They went for a very high development from 5 lakhs kilos of shrimp from 5 lakhs tons of shrimp, they went to 1.5 million tons of shrimp in a period of 3 years' time, which was a very, very and being a centrally like a government-controlled institution, they were not very, very careful about the pricing or anything.

They were dumping in all the markets. So that is what put the blood in the prices. But they have an advantage that their rootstock is available locally and in South America has a good fish meal. So, these were the advantages that they had. And American market is very close by and they got initially, they got preferential tariffs and lower transit time. So, people were making more profit by getting Ecuador cheap shrimp from Ecuador. So many of the cheap buyers have the very top of the line supermarkets, but the lower ones went for the cheapest

shrimp from Ecuador. That's what is there. But last year, I think there's a 30% in November, December, there was a YoY fall of 30%.

And I think most of the buyers who shifted from India and Asia to South America are now looking back at Asia and mainly India. So that's the real situation. And they also have now some other issues, which I don't know whether it's true, but I read that one of the topmost exporters in Peru was forcibly taken over by government and closed down because they have all these companies, these South American companies, they have a lot of links with the mafias and things like that. So, there are so many other things factor out there, which we are not sure about, we don't know, but we are just reading from some sources.

Moderator

Thank you. Next question comes from Sushil Lahoti an Individual Investor. Please go ahead.

Sushil Lahoti

Hello? Am I audible?

Shaji Baby John

Yes, sir. You are audible.

Sushil Lahoti

Thank you, sir, for giving me opportunity and, conducting a con-call. Sir, my question is with regard to this negative cash flow in the financial year 2023 and 2024. So, I just wanted to know the reason behind it. And when we are posting 20% about EBITDA, so when it will come positive? Because as I understand that negative cash flow mean you are not able to recover from your debtors. So, whether I'm right or what is the current situation when we are coming in positive cash flow?

Shaji Baby John

Sir, we are giving longer credit to us because of the transit delays and other things we are giving longer credit to our customers. So definitely, now we are working on some factoring where the once we go for a factoring arrangement, we will get the cash immediately after shipment, but maybe the factoring company will collect from the customer at a later date.

Sushil Lahoti

My second question is three years back I read one filing from BSE that you have created word record by making this 80-gram shrimp. And in that filing, you also mentioned that now in international market we will get \$15 instead of \$15 per kg. So just now you have spoken that it is now \$6.5 per kg. So, when it will come \$15 per kg?

Shaji Baby John

Sir, I said the question was about what is the international price of shrimp. So international price of shrimp is always, recorded as a mid-level count price. So that's the average price. I've not told about our shrimp price of the 80 gram shrimp. Now the potential to earn \$15 or even \$20 is there, but it has to be placed in the very high-end supermarkets in Western Europe or in the U.S. So, we are working towards that. That's what even if I remember very well even in that filing and then I had given a presentation at that time, it's available on our video is available on our, in the video link, I can share. The videos are available where I have very clearly stated that this price is so rare that we can place it in very high markets and from \$5 at that time, we can go up to \$15. So that is my speech at that point of time.

Sushil Lahoti

Okay, sir. My next question is regarding our guidance....

Shaji Baby John

It's available in our Kings Infra YouTube channel is there. That speech is there.

Sushil Lahoti

Okay, sir. My next question is, what is your guideline for next 3 to 5 year when we are reaching INR 500 crore or INR 1,000 crore or so turnover and 20% EBITDA margin we are just saving. So, in going forward, what will be the EBITDA margin and what will be the turnover in next 3 to 5 years?

Shaji Baby John

Sir, we will be able to maintain our EBITDA margins. The turnover definitely is based on international market situations also. But you see, because of the last two years of very distressed international market, we've been slow on our exports. Now with the revival of the markets and the better pricing, we will try to achieve whatever we have lost during the last two years, whatever we had predicted we were not able to achieve. So, I think we will be able to achieve those figures. That's it.

Sushil Lahoti

Okay, sir. One more question. I see your Peer group company....

Moderator

Hello sir, can you join back the queue, please?

Sushil Lahoti

Okay, okay. Thank you, madam.

Moderator

Thank you. Next question comes from Sachin Pal from MC Research. Please go ahead.

Sachin Pal

Yes. Hi, sir. This is Sachin from Money Control Research team. Just wanted to check with you on the thing that how are the shrimp seed prices trending? Because the demand has kind of pulled up in the last 6 months or so, but there has been some shortage on that side. So how do you see that thing playing out?

Shaji Baby John

I missed the first part of the question.

Sachin Pal

I was saying that what's the demand supply situation on the shrimp feed trending at this point of time?

Shaji Baby John

Shrimp feed?

Sachin Pal

Yes.

Shaji Baby John

Shrimp feed market is like, is already over capacity.

Sachin Pal

I'm saying shrimp feed.

Shaji Baby John

Feed, there are so many feed companies and now the Government of India has also released the import duty on shrimp feed. So, there is a lot of competition between feed manufacturers. So, as an aquaculture company, we are hopeful that the feed prices will further come down and we, the farmers will benefit from that.

Sachin Pal

Okay. And what's the Broodstock situation on the domestic front end?

Shaji Baby John

Broodstock situation is good, but still the Broodstocks are coming from the U.S, Florida and other destinations is being imported right now. But I think in the present budget, the government has announced a policy allowing Indian companies to set up nuclear grading centers. So then very soon, India will be able to have our own Broodstock and we'll have our own Broodstock.

Sachin Pal

Okay. And how's the farming on that side, the demand supply situation on that side at this point in time?

Shaji Baby John

On the Broodstock?

Sachin Pal

Yes.

Shaji Baby John

No, no, Broodstock sufficient Broodstock is available. There is no shortage of Broodstock. But if we do if we have our own Broodstock development, we can go for continuous improvement of the Broodstock. That's what we have.

Sachin Pal

Okay. And how the prices have been trending?

Shaji Baby John

It's been steady. Russia prices have been steady. hatchery feed prices have been steady for the last two to three years. There's no change.

Moderator

Thank you. Next question comes from Narendra Shah from Robo Capital. Please go ahead.

Narendra Shah

All my questions have been answered. Thank you so much.

Moderator

[Moderator Instructions] Next question comes from Raghav Agarwal, an Individual Investor. Please go ahead.

Raghav Agarwal

Hi, sir. Thanks for the opportunity. I only had one question. So last year, we had put in filings regarding signing MOUs for supply to U.S. and China, totaling around 300 containers per year starting from 2024. Just want to check how many of those 300 containers have we been able to supply this year? And what is the guidance on that supply for 2025?

Shaji Baby John

Yes. Thank you. I explained in the earlier questions also, the two it was not 300 containers, it was for 100 containers each. MOU was signed with the RSF Shanghai, which is a subsidiary of the Japanese company Japanese full service. And JSN company was an intermediary company in New York, importing and distributing Indian shrimp there.

And the relationship with the RSF is still going on, but the Japanese companies, because of geopolitical reasons, they have reduced their exposure in China. So, they are buying only two to three containers now per month.

So, we visited China and we tied up with another large company called Golian, who have now bought about 8 containers and they have agreed to step it up to 15 to 20 containers in the

next season and they will further grow it. So, U.S, we have kept the U.S. market entry. We have delayed it because even now the cash flows are negative and if we do further predict to American companies after taking the stock there and keeping and paying the duties and then if we are paid after six months after 60 days, after clearance of customs, we will not be able to sustain that business. So, we did not go ahead with the MOU with the JH and Co. And we are planning our alternate subsidiary and our U.S. market entry only for next year.

Moderator

Thank you. Next question comes from Kaushal Jhunjunwala an Individual Investor. Please go ahead.

Kaushal Jhunjunwala

Could you provide an update on Kings Meld Park project? How do you plan to finance it through internal accruals or external borrowings? And what's your strategy to monetize it? What will be the impact on per acre deal of production?

Shaji Baby John

Excuse me, just which project are you referring to?

Kaushal Jhunjunwala

Kings Meld Park project.

Shaji Baby John

Yes, Maritech Eco Park, yes. So, I think Maritech Eco Park on completion will produce 1,600 tons of shrimp.

Kaushal Jhunjunwala

Okay. And when are you anticipating to complete it?

Shaji Baby John

Around it will be commercial production will be within 24 to 30 months. Okay. So, the construction period is around 18 months.

Kaushal Jhunjunwala

Okay. The construction 18 is months and commercial production for 30 months?

Shaji Baby John

Yes.

Kaushal Jhunjunwala

Okay. So, are you planning to refinance for it?

Shaji Baby John

Yes, that's a subsidiary. That subsidiary will go for some special funds with the Government of India is providing through NABARD and Nationalized Banks with the interest subvention. And

we are talking to 3 or 4 different banks who have all shown interest. So, we are expecting the sanction by March and the drawdown maybe from April.

Kaushal Jhunjhunwala

Okay. So, what's your outlook on SISTA360? And what's your plan for it for two to three years? How do you plan to monetize it? And what percentage contribution to revenue can we expect in future from that project?

Shaji Baby John

SISTA360 is basically our digital platform, where we are supplying technology to farmers and buyback of the products from the farmer to our company. We have a registration of almost 1,500 farmers in SISTA360, but we have realized that the trading online trading is not happening. So, we are setting offline technology centers, which can support the farmers and they need more direct interactions with our technology technicians.

So that's it. And we are coming up with a new program called Adapt the Farmer. That means we will step into the farmer's shoes; we'll take the whole farm and we'll manage the farm and we'll give the technology and inputs to SISTA. So that's the plan. And SISTA also has launched a new vertical under SISTA. We are launching a new vertical called SPEED. There's a SISTA protocol for entrepreneurship and entrepreneurship development.

It's called SPEED program, which will train people to use new technologies. There's a 100-day program, where we will train any graduate from any even non graduate can be trained to operate a farm or operate an aquaculture unit. So, SISTA is coming up with the SPEED program also.

Kaushal Jhunjhunwala

So, sir, how do you going to monetize it and like what percentage of revenue contribution are you expecting to have it in future? Or is it in very nascent stage right now? What's your take on that?

Shaji Baby John

It will help us to this whole plan, it's like Maritech Park is like a hardware park and SISTA is your operating system. So together we are building the supply chain, which will be unique to us. So overall result will come into Kings Infra.

Kaushal Jhunjhunwala

Understood. So, despite all these developments, we haven't seen the expected increase in revenue as we were expecting. So, what are the key factors to that? And what are the steps we are taking to drive growth in future?

Shaji Baby John

See, the expected growth has not come only in the top line, as I was explaining regarding market situations and other things. And our focus has been on technology development, so and improving profitability. If you realize our profitability ratios are the best in the industry, I think globally we are competitive, our product growth, size, quality, everything is global best. Now we have a certain size that we can fully confidently go because if you go and sign a contract with a supermarket chain, definitely whether we should have a minimum quantity of our own production. Now the people who have come and inspected our product, they are not interested or if we just source the material from anybody else. So, they want the SISTA protocol, they want everything full traceability and that's the type of market that we are aiming at. That's why it's getting a little slow. But I assure you that within the next 6 months to one year, you can see a major difference.

Kaushal Jhunjhunwala

What percentage of revenue growth are you expecting in next six months to a year?

Shaji Baby John

As I told, we are expecting to grow to we had projected to 100 containers earlier, which did not happen due to various risks. We are expecting to go to that figure in this coming year.

Moderator

Thank you. Next question comes from Manohar V S an Individual Investor. Please go ahead.

Manohar V S

So, you had mentioned about monetizing the land assets in Bangalore and Cochin. So, is there any update on that? What is the current fund?

Shaji Baby John

We have a land bank in Bangalore, Cochin and -- hello? Hello?

Moderator

Just a moment sir. Participants kindly stay connected. Please go ahead, sir.

Shaji Baby John

Hello. So, our expectation is to view these projects on joint development and expected to realize around INR 150 crores over the next 36 months. Approximately INR 50 to INR 60 crores from Cochin, about INR 50 to INR 60 crores from Bangalore and this is not the full land bank, but what we plan to monetize and about INR 30 odd crores from Tuticorin, This is what we have the plan right now.

Manohar V S

One other question, this is regarding containers. So, what is the typical size or the capacity of a container and what is the typical price that you sell a container at?

Shaji Baby John

Normally, the size of a container is 40-foot container is what is normally being exported. So it depends on the product. The product can be anywhere between 16 tons to 20 tons per container. So, in the low value items, container is around \$100,000 and higher value item, the container is maybe about \$140000 to \$150000.

Moderator

Thank you. That would be the last question for the day. Now I hand over the floor to Kaushal for closing comments.

Kaushal Shinde

Thank you, everyone, for joining the conference call of Kings Infra Venture Limited. If you have any queries, you can write to us at info@confideleap.com. Once again, thank you, everyone, for joining the conference.

Moderator

Thank you, sir. Ladies and gentlemen, this concludes your conference call. Thank you for your participation. You may now disconnect your lines. Thank you, and have a good day.

Note:

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