



To,

Date: 13th February, 2025

BSE Limited,
Phiroze Jeejeebhoy Tower,
Dalal Street,
Mumbai – 400 001

Dear Sir/ Ma'am,

Subject: Investor Presentation
Ref. Scrip Code: 530215

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith the Investor Presentation pertaining to the Financial Results of the Company for the quarter and nine months ended 31st December, 2024.

The Investor Presentation shall also be made available on the website of the Company:
www.kingsinfra.com

This is for your information and record.

Thanking you,

Yours faithfully,

For Kings Infra Ventures Limited

NANDITHA T Digitally signed by NANDITHA T
Date: 2025.02.13 18:29:46
+05'30'

CS Nanditha T.
Company Secretary & Compliance Officer

Kings Infra Ventures Limited

**Q3 FY25
Investor Presentation**

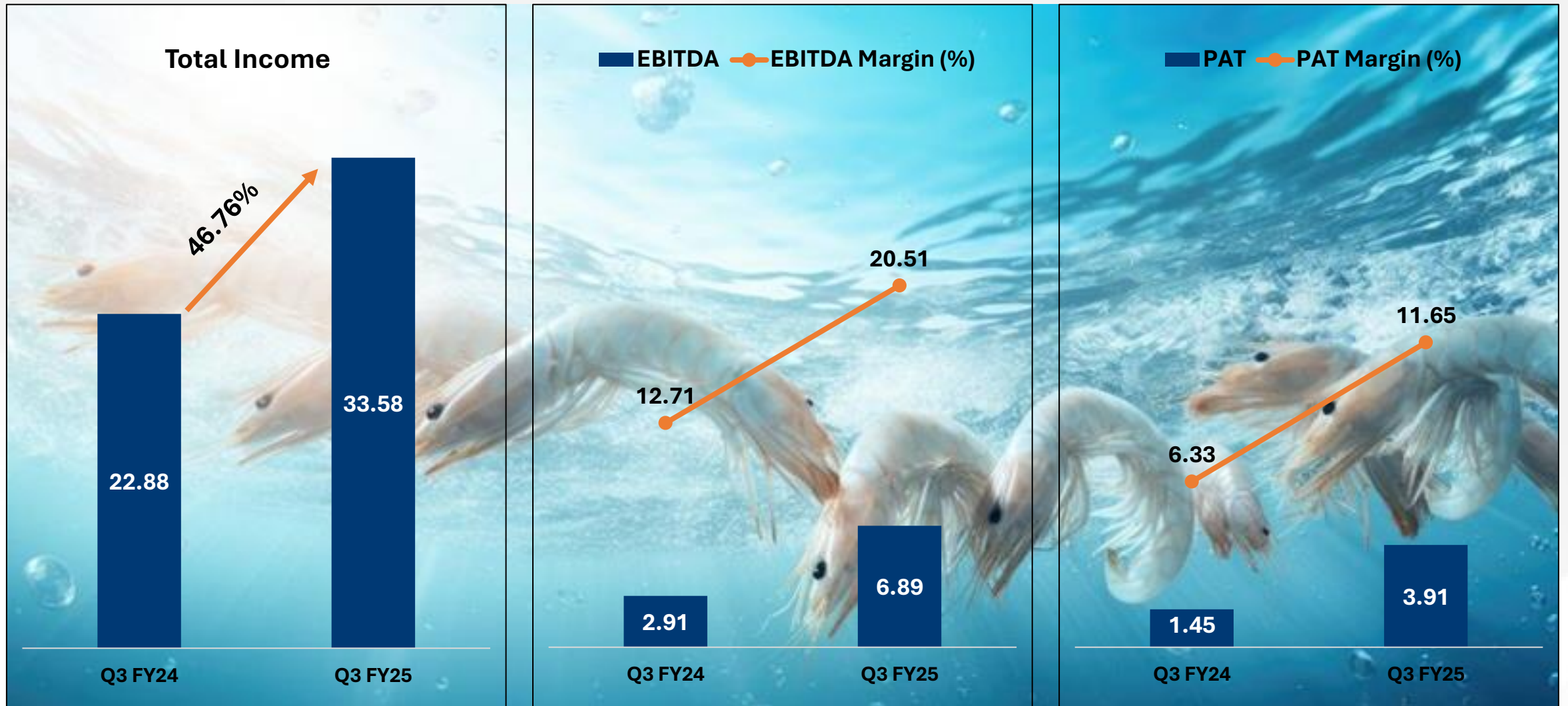




Q3 & 9M FY25 FINANCIAL HIGHLIGHTS



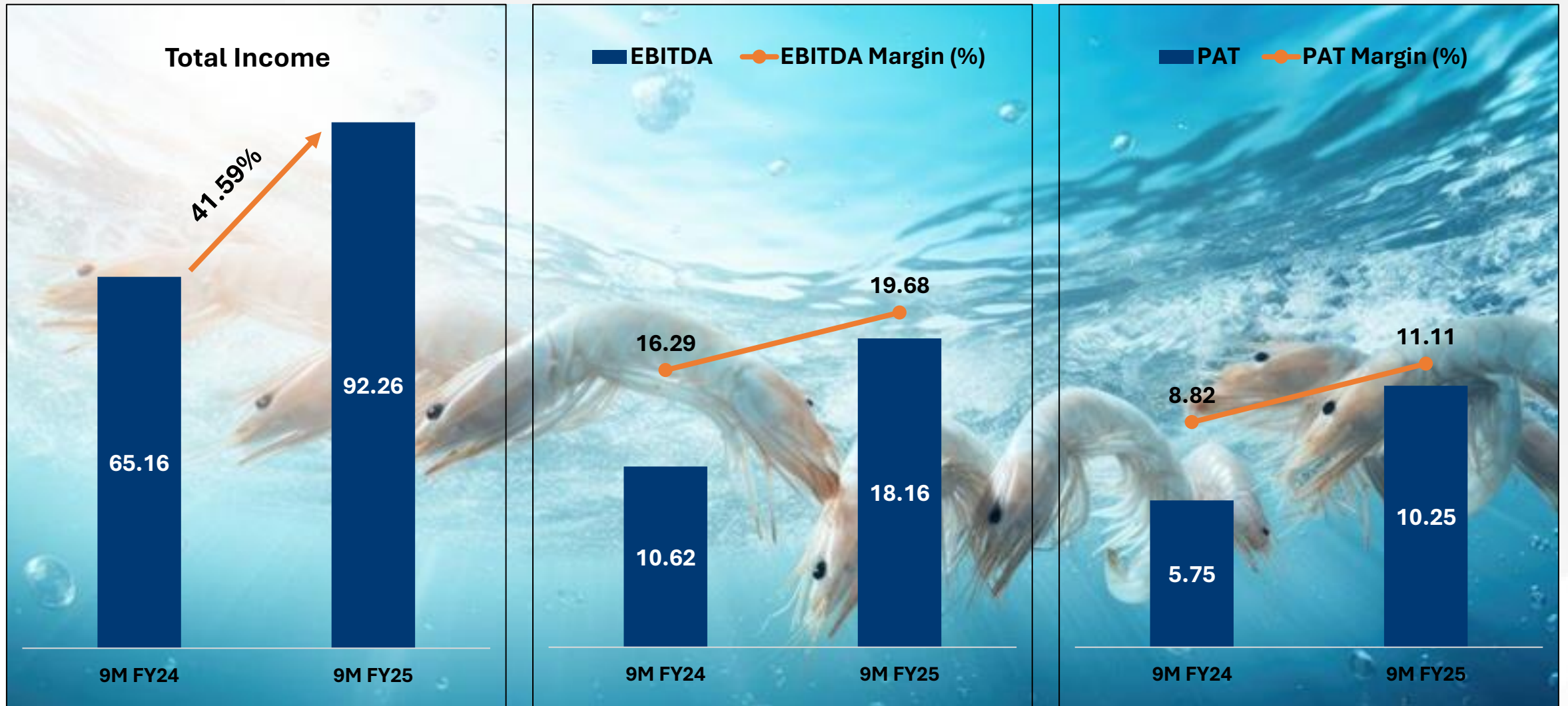
Q3 FY25 Revenue Composition (Consolidated)



Figures in ₹ crore & margin in %



9M FY25 Revenue Composition (Consolidated)



Figures in ₹ crore & margin in %





COMPANY & BUSINESS OVERVIEW



Pioneering India's Blue Revolution: Kings Infra Ventures Limited



Kings Infra Ventures Limited, is a pioneer in the seafood and aquaculture industry setting up an integrated aquaculture project in Tuticorin in the year 1987. Originally a family business, it has evolved into a tech-driven sustainable aquaculture leader.

The company operates across the entire seafood value chain, from farming to international trade, with extensive infrastructure including farms, and processing facilities.

Proprietary SISTA360 protocol and sustainable practices like modified RAS, modified biofloc, and innovative farm management practices, have enabled them to achieve significant technological advances.

Through the Maritech Eco Park project and international expansion plans, Kings Infra aims to grow while maintaining its commitment to sustainability, quality, and traceability. The Company is developing premium retail brands Kings Frigo and Kings Bento covering all components of seafood value chain.



Speciality Products



Organic Certified Seafood

All farming operations are transitioning to Best Aquaculture Practices (BAP) certification, integrating comprehensive sustainability and traceability standards.

Ready-to-Eat Meals & Premium Frozen Products

Premium frozen seafood and ready-to-eat meals feature full sustainability certification and traceability, meeting growing domestic and international market demand.

Sustainable Packaging Solutions

International market packaging follows buyer specifications, while domestic market entry will feature new eco-friendly packaging alternatives designed for minimal environmental impact.



Business Key Metrics



Superior Operational Metrics



16 to 20 tons/Ha of shrimp production
Vs industry avg. of 3 to 5 tons / Ha
Industry-leading productivity



1.1-1.3 vs. industry avg. of 1.5-1.8
Exceptional feed conversion ratio



90-95% vs. national avg. of 65-70%
High survival rates



100 days vs. industry standard 120 days
Faster production cycles



3 cycles per year vs. industry standard of 1-2 cycles
Accelerated production cycles



Technological Innovation



Proprietary SISTA360 protocol
Demonstrating significant improvements in yields



Growing 80g Vannamei shrimps
Achieved record growth



16 approved animal healthcare products & 5-6 in development
Strong R&D capabilities



Focus on sustainable, antibiotic-free aquaculture



Advanced filtration and bio-secure cultivation systems



Market Position

European markets

Direct presence through Spain office

5-7% Higher margins

Through direct customer relationships

7-10% Advantage in Export pricing

Through premium positioning

Diversified revenue streams

Across exports, aquaculture, and domestic markets



SISTA360: Integrated Aquaculture Solutions

Protocol Effectiveness & Validation



Validation Methodology

The protocol has been extensively validated through comprehensive R&D at the Tuticorin research center and farm operations. The system integrates two key approaches:

1. Advanced aqua mimicry techniques
2. Open pond recirculatory systems



Core Technology & Environmental Impact

The protocol creates an optimized ecosystem by cultivating live feed directly within pond environments through an environmentally sustainable focused approach. The zero-water-discharge system is achieved through carefully orchestrated protocols:

1. Optimum use of probiotics for water, soil, and animal health.
2. Optimum use of minerals and vitamins to increase the immunity of the animals against pathogens.
3. Pond management systems from pond preparation to post-harvest.



Demonstrated Performance Improvements

The system has delivered significant measurable benefits:

1. **10-15%** increase in overall farming profitability
2. Reduced feed consumption and improved Feed Conversion Ratio (FCR)
3. Achievement of a record growth of **80 gms** size of Vannamei Shrimp

Technical Services Division



Farming Consultancy

Addressing critical industry gap through structured technical consultancy, offering integrated solutions for aquaculture inputs and services, unlike current fragmented individual operators.



Technology Implementation

R&D-driven approach with active collaborations with premier institutions, focusing on:

1. Advanced farming methodologies
2. Seed production optimization
3. Feed efficiency enhancement



Training Programs

Establishing advanced training facility at Kings Maritech Park to equip farmers with:

1. Sustainable production techniques
2. Quality management practices
3. Innovative aquaculture practices



Certification Services

Dedicated laboratory infrastructure and team of experts providing Testing, Analysis, recommendations and certification support to :

1. Internal facilities
2. Partner farming operations



Kings Frigo/Kings Bento: Retail Brand Strategy

Brand Positioning

- Kings Frigo freshly frozen positioned as "better-than-fresh" premium brand
- Initial focus on gated communities in metropolitan areas
- Bangalore selected as launch market
- Various food options in single portion meal form
- Unique marketing model
- Company vision of becoming "farm-to-fork" enterprise
- Evolving consumer preferences for convenient ready-to-cook and ready-to-eat options

Market Opportunity & Growth Potential

The Indian processed fish and seafood market presents significant growth potential:

- 2024 Market Size: **US \$21.04** billion
- Organized Sector: **3-5%** of total market
- Projected CAGR (2024-2029): **8.55%**
- Target Market Share: **5%** of organized sector within 5 years



Profitability Metrics

- Margin Profile:
- Domestic Frozen Seafood: **30-40%**
- B2B Exports: **10-15%**
- Break-even Timeline: **3 years**

Distribution Framework

- Multi-channel distribution approach:
- Small to mid-size supermarkets
- Proprietary kiosks
- Dedicated retail outlets
- City-specific distribution hubs
- First hub operational in Bangalore
- Progressive expansion planned



Market Strategy & Growth Opportunities



Current Strategic Position

Feed Manufacturing

- Deferring entry due to market overcapacity and high credit requirements
- Focus on R&D for sustainable feed alternatives and fish meal replacements
- Future potential for small-scale captive units serving internal supply chain needs

US Market Entry

- Strategic postponement due to extended credit cycles and FDA/duty requirements
- Capital raising initiatives underway to build necessary financial infrastructure
- Plan to expand production base before market entry



Market Leadership & Competitive Position

While larger companies command greater market share in general exports, Kings Infra leads specifically in aquaculture technology development and implementation.



International Market Potential

Expanding Footprints In Europe

- Current presence in Southern Europe
- Planning expansions into Germany, Holland & Scandinavian countries

Strategic Markets

- Middle East: Planned distribution hub for processed products targeting ethnic segments
- China: Priority market for high-value products including Head On Shrimp and Black Tiger variants
- Japan: Development focus on value-added product lines
- Southeast Asia: Declining reprocessing market as Indian capabilities advance
- Australia: Selective spot market engagement



Target Market Analysis

Domestic Premium Segment

High-value opportunity through Kings Frigo & Kings Bento brands focusing on:

- Premium shrimp and seafood products
- Ready-to-cook and ready-to-eat offerings
- Convenience packaging formats



Revenue Distribution Across Business Segments



Aquaculture Operations (60%):

Represents the largest revenue stream, contributing more than half of the company's turnover through sustainable farming activities.



Seafood Exports (30%):

Currently generates nearly one-third of the revenue, with **plans to increase this to 50-60%** by expanding their presence in **European, Chinese, and Far East markets.**



Other Segments (10%):

Includes white-label solutions, direct farm-to-market supply, and operations under the Kings Frigo & Kings Bento brands.



Healthcare Products (Aqua King):

Currently generates no separate revenue as products are exclusively supplied to contract farmers. However, it provides a **2-3% cost reduction benefit in farm production.**



Infrastructure/Real Estate:

Revenue contribution not specified. The company owns land banks in Tuticorin, Bangalore, and Kochi, with plans for monetization to support core business operations.



Risk Management & Sustainability Framework

Developed a proprietary technology to produce probiotic products that effectively suppress pathogen growth within ecosystems. This innovation has enabled their farms and R&D facilities to achieve an exceptional milestone—maintaining a disease-free record for **over 10 consecutive crop cycles**.

EMUs (Eco Maritech Units) employ multi-layer protection through UV, cartridge, and bio-filters. The system focuses on sustainability, traceability and growing high quality shrimps at high density farming practise.

International Market Compliance

Regular facility upgrades and process improvements maintain alignment with evolving international standards and quality specifications across markets.

Environmental Sustainability

Manufacturing processes and facility management integrate ecological principles and environmental compliance standards.

**Disease
Prevention &
Biosecurity**

**Financial Risk
Management**

**Operational
Excellence**

Raw Material Cost Control

Aquaculture operations secure long-term contracts for feed, seed, and supplies, eliminating price volatility. Processing plant exposure to daily fluctuations is hedged through buyer agreements with flexible pricing mechanisms.

Foreign Exchange Management

Export earnings in USD provide natural hedging benefits, with zero forex exposure due to absence of foreign currency debt and imports. Operations benefit from sustained USD appreciation.





MANAGEMENT OVERVIEW



Leadership Profile



Mr. Shaji Baby John
Chairman and Managing Director

- Established India's first commercial-scale integrated semi-intensive aquaculture project in 1987, pioneering Blue Revolution 1.0
- Led successful public listing in 1995, securing multiple National Awards for excellence in shrimp aquaculture and exports
- Served on MPEDA Board representing aquaculture industry and contributed as UNESCO expert group member
- Advocates Blue Revolution 2.0 at international learning cities forums, promoting sustainable aquaculture as solution for rural development



Mr. Baby John Shaji
Joint Managing Director

- Third generation industry leader combining engineering expertise with project management skills.
- Built entrepreneurial foundation through startup leadership experience in Middle East markets
- Drives new project conceptualization, planning and implementation with focus on technology integration and domestic market expansion
- Champions organizational transformation through lean operations, efficient systems and process optimization
- Advocates sustainable food production principles emphasizing traceability, hyper-localization and technological innovation
- Focuses on modernizing traditional business models while maintaining core competitiveness



Key Personnel



Mr. Balagopalan Veliyath
Executive Director

- With a distinguished career spanning over four decades, he brings extensive expertise in aquaculture, seafood processing, infrastructure development, and marketing & sales. His diverse experience extends across multiple industries, including automotive tires, hospitality, and travel & tourism.
- In his current role, He oversees Corporate Communications and HR functions, playing a key role in fostering strong internal and external relationships. He is instrumental in executing the company's strategic initiatives, demonstrating his commitment to driving sustained growth and long-term success.



Mr. Lalbert C Cherian
Chief Financial Officer

- A seasoned Strategic Financial Management professional with over 25 years of experience in corporate finance, strategic planning, sales and marketing, financial analysis, and risk management.
- A highly accomplished finance expert, he is recognized for driving sustainable growth, leveraging data-driven decision-making, enhancing operational efficiency, and ensuring meticulous financial oversight.



Mr. Chandra Bhat,
Chief Operating Officer

- A postgraduate in Fisheries Science and Aquaculture with over 38 years of experience in establishing and managing seafood processing facilities, shrimp farms, and hatcheries.
- He has successfully led integrated shrimp projects across India, the Middle East, and Africa, overseeing every stage from planning and project execution to implementing Standard Operating Procedures (SOPs) for production.
- His expertise includes securing key industry accreditations such as BRC, IFS, and ASC for seafood processing plants and shrimp farms.
- In his current role, he is responsible for strategizing seafood export operations, managing shrimp farming activities, and overseeing overall business operations.



Mr. Joseph Raghunath
Executive Partner

- A graduate in Fisheries Science with an extensive 39-year career in seafood procurement, processing, export sales, and domestic marketing.
- His expertise spans factory management, HACCP, GMP, and SOP implementation for various products, including value-added seafood.
- Played a key role in establishing new factories and processing facilities.
- Throughout his career, he has held senior technical and managerial positions in leading companies across India and abroad.
- In his current role as Head of Export Operations, he oversees planning, procurement, production, sales, logistics, and the seamless execution of export orders.

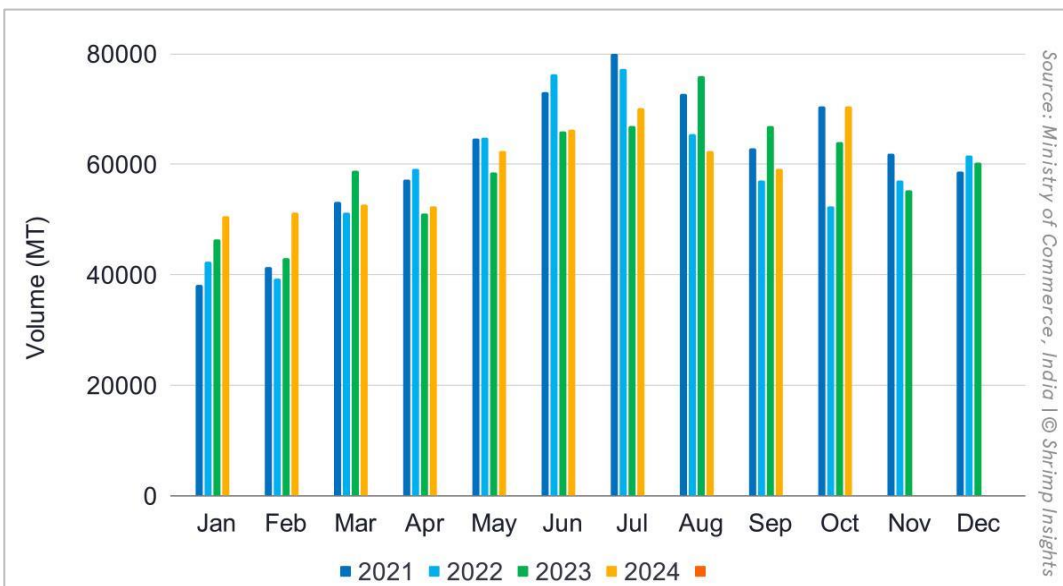




INDUSTRY OVERVIEW



India's October 2024 Shrimp Exports



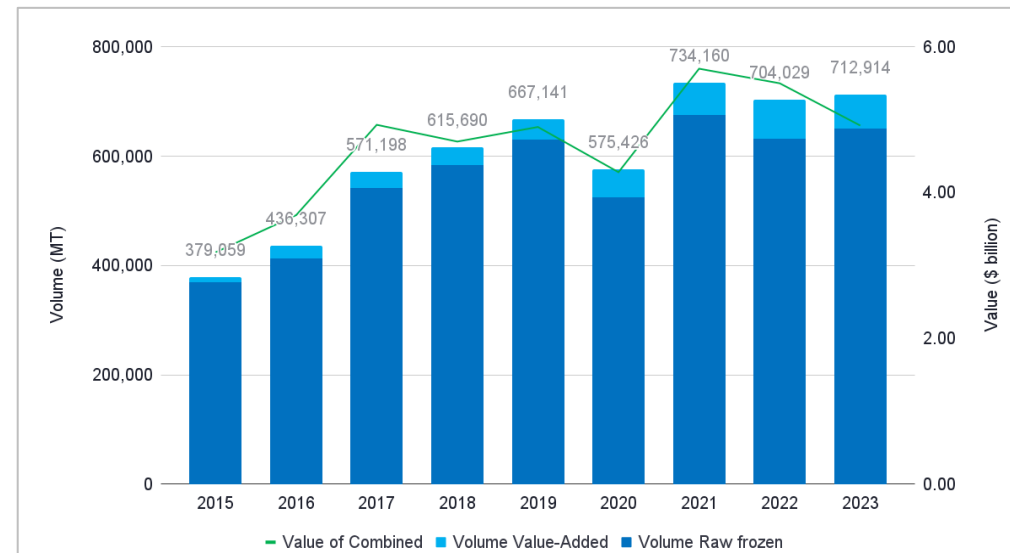
Record Export Volume:

Exported **70,508 MT**, surpassing the October 2021 record and **10% higher YOY** than October 2023.

Cumulative Exports (January–October 2024):

Total exports reached **597,642 MT**, matching 2023 and **3% below 2021's record year**.

India's Shrimp Exports in 2023



Export Volume: Reached **712,914 MT**, a **1% increase YOY**, exceeding expectations.

Product Breakdown:

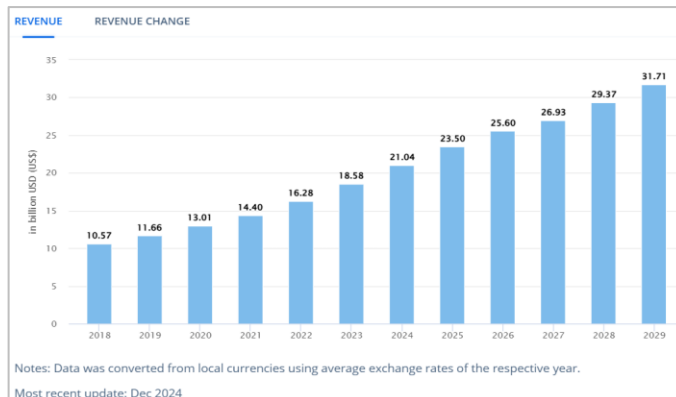
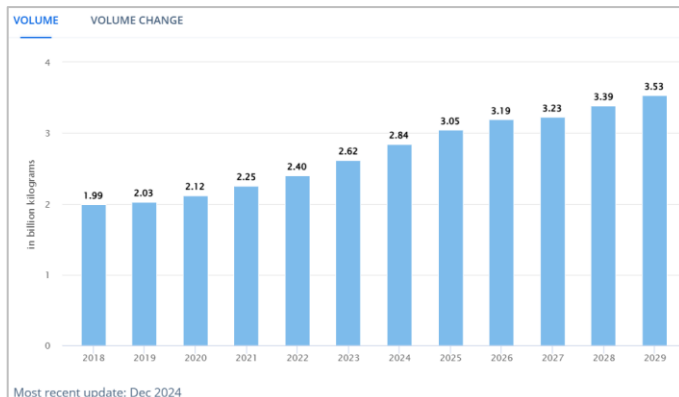
- Raw frozen shrimp: Volume up by **3%**.
- Value-added shrimp: Volume dropped by **13%**.

Species Share in Raw Frozen Shrimp:

- **L. vannamei:** **78% share**, up **3% YOY**.
- **P. monodon:** **5% share**, up **56% YOY**.
- **Wild-caught shrimp:** **8% share**, down **13% YOY**.



Processed Fish & Seafood Market: Revenue and Growth Forecast (2025-2029)



- Revenue in the Processed Fish & Seafood market amounts to **US\$23.50bn** in 2025. The market is expected to grow annually by **7.78%** (CAGR 2025-2029).
- In global comparison, most revenue is generated in China (**US\$35,490m** in 2025).
- In relation to total population figures, per person revenues of **US\$16.15** are generated in 2025.
- In the Processed Fish & Seafood market, volume is expected to amount to **3.53bn kg** by 2029. The Processed Fish & Seafood market is expected to show a volume growth of **4.8%** in 2026.
- The average volume per person in the Processed Fish & Seafood market is expected to amount to **2.1kg** in 2025.

Shrimp Whisperers – CY25

India's Shrimp Industry Recovery: Poised for a strong comeback in CY25, driven by recovering global demand and reduced competition from Ecuador.

Market Dominance: India's shrimp exports to the US exceeded **40%** recently, highlighting growing global influence.

Global Market Size and Growth

- Market value in 2023: **USD 40.35 billion**
- Expected value in 2024: **USD 42.90 billion**
- Projected value by 2032: **USD 74.24 billion**
- CAGR during 2024-2032: **7.09%**

Regional Highlights:

- Asia Pacific dominated the market in 2023 with **38.22%** market share

U.S. Market Outlook:

- Projected U.S. market value by 2032: **USD 12.10 bn**



Key Highlights of the Fisheries Sector Budget 2024-25

Budget Allocation

- Total budget allocation: **₹2,616.44 crore (54% increase from ₹1,701 crore in 2023-24).**
- Pradhan Mantri Matsya Sampada Yojana (PMMSY): **₹2,352 crore allocated (56% increase from ₹1,500 crore in 2023-24).**

Strategic Initiatives

1. Support for Shrimp Aquaculture

- Financial support for establishing Nucleus Breeding Centres (**NBCs**) for shrimp brood stocks.
- **NABARD** to finance shrimp farming, processing, and export.
- Focus on improving genetic quality, reducing import dependence, and boosting productivity.

2. Fisheries Infrastructure Development Fund (FIDF)

3. Import Duty Reductions

- Shrimp broodstock (*Litopenaeus vannamei* and Black Tiger): **10% → 5%**, Polychaete worms: **30% → 5%**, Shrimp and fish feed: **15% → 5%**.
- Exemptions on mineral/vitamin premixes, krill meal, fish lipid oil, crude fish oil, algal prime (flour), algal oil, artemia, and artemia cyst.

4. Value-Added Fish Processing

- Basic Customs Duty on pre-dust breeding powder removed.

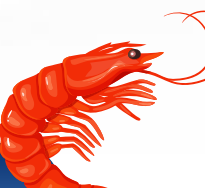
Sector Performance & Significance

Growth & Economic Contribution

- Recognized as a "sunrise sector" with a decadal growth rate of **8.9%** (FY 2014-2023).
- Record high fish production: **174.45 lakh tonnes** in 2023-24.
- India is the **2nd** largest global producer of fish and aquaculture products.

Shrimp Exports

- Export value in 2023-24: **₹40,013 crore (up from ₹8,175 crore in 2011).**
- Frozen shrimp exports: **7.16 lakh tonnes.**





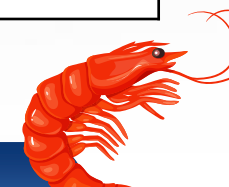
FINANCIAL OVERVIEW



Profit & Loss Statement (Consolidated)

Particulars	FY23	FY24	YoY Growth
Revenues	60.89	90.41	
Other Income	0.35	0.19	
Total Income	61.24	90.60	47.93%
Raw Material Expenses	46.65	70.52	
Employee Benefits Expense	0.91	1.06	
Other Expenses	3.08	4.61	
Total Expenditure	50.64	76.19	
EBITDA	10.60	14.41	35.91%
EBIDTA Margin (%)	17.30%	15.90%	(140) bps
Finance Costs	2.60	3.59	
Depreciation & Amortisation Expenses	0.28	0.45	
PBT	7.72	10.37	
Tax	2.00	2.81	
Net Profit	5.74	7.56	31.71%
Net Profit Margin (%)	9.37%	8.35%	(103) Bps
EPS	2.43	3.22	32.51%

Figures in ₹ crore & margin in %

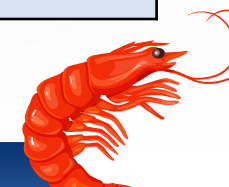


Balance Sheet (Consolidated)

Equities & Liabilities	FY23	FY24
Equity	23.51	24.51
Reserves and Surplus	12.44	33.25
Non controlling interests	-0.03	-0.12
Net Worth	35.92	57.64
Non Current Liabilities		
Long-Term Borrowings	10.78	12.75
Other Non Current Liabilities	0.80	1.50
Long Term Provision	0.05	0.08
Total Non Current Liabilities	11.63	14.33
Current Liabilities		
Short-Term Borrowings	18.62	24.60
Trade Payables	0.62	0.45
Other Liabilities	0.22	0.12
Short Term Provisions	0.04	0.04
Current Tax Liabilities (Net)	2.16	3.00
Other Current Liabilities	2.16	1.20
Total Current Liabilities	23.72	29.51
Total Liabilities	71.28	101.48

Assets	FY23	FY24
Non Current Assets		
Fixed Assets	21.94	23.90
Deferred Tax Assets	0.06	0.08
Other Non Current Assets	7.98	18.90
Total Non Current Assets	29.97	42.88
Current Assets		
Cash & Bank Balance	0.63	26.80
Inventories	21.53	2.68
Trade receivables	15.63	27.43
Current Tax Assets (Net)	0.00	0.00
Other Current Assets	3.51	1.70
Total Current Assets	41.30	58.60
Total Assets	71.28	101.48

Figures in ₹ crore

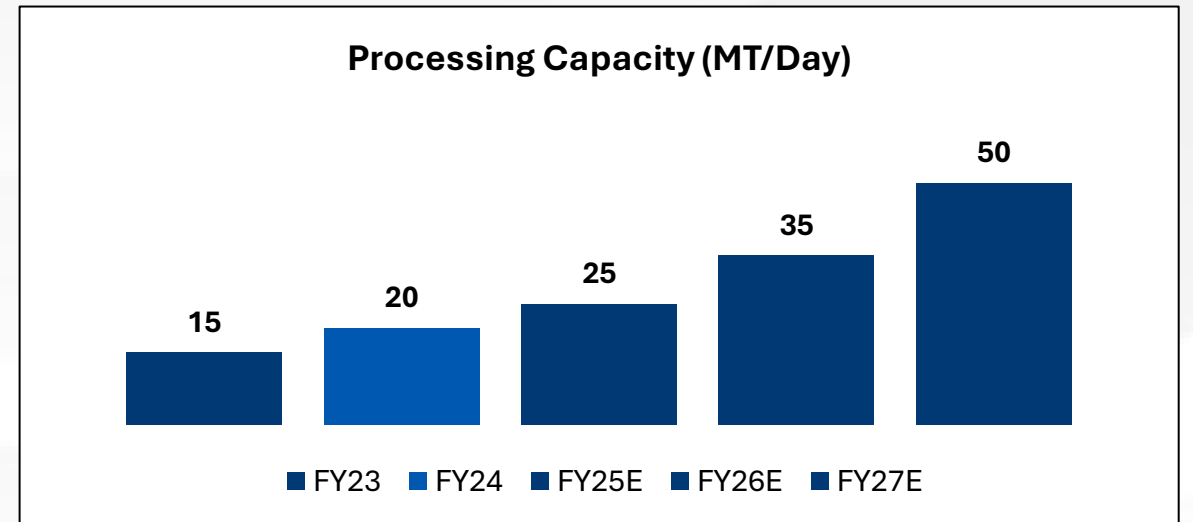
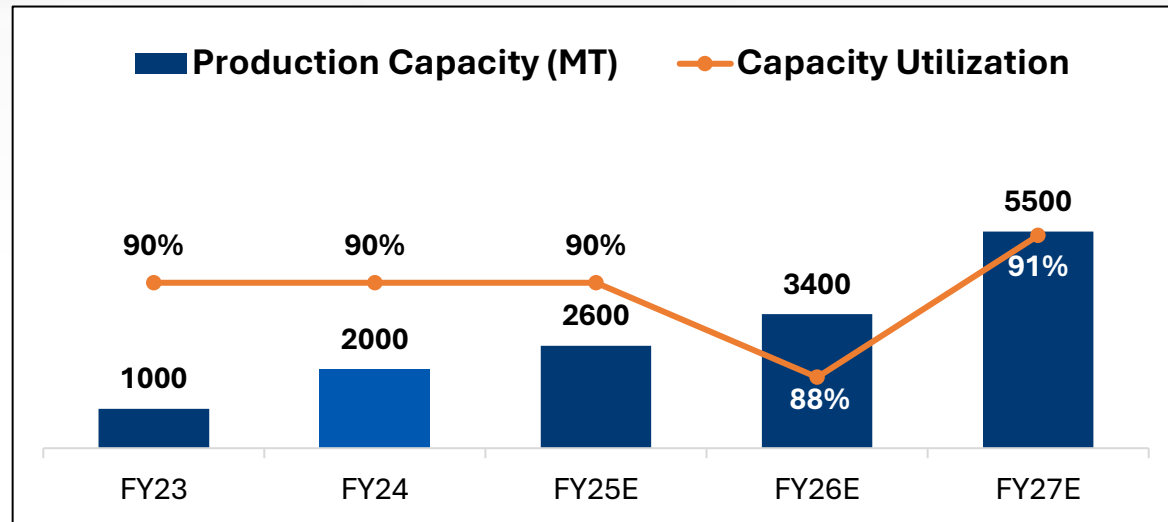
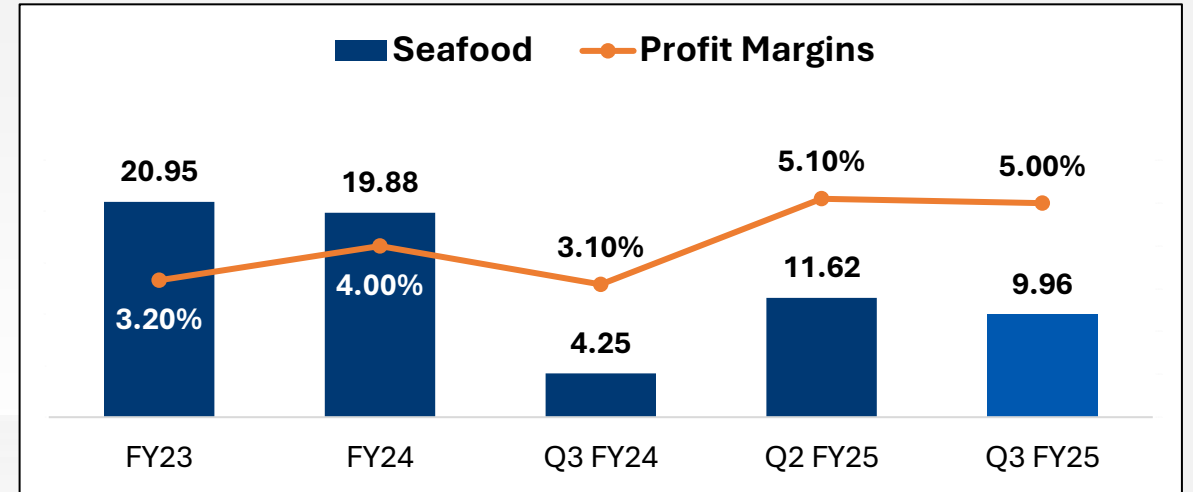
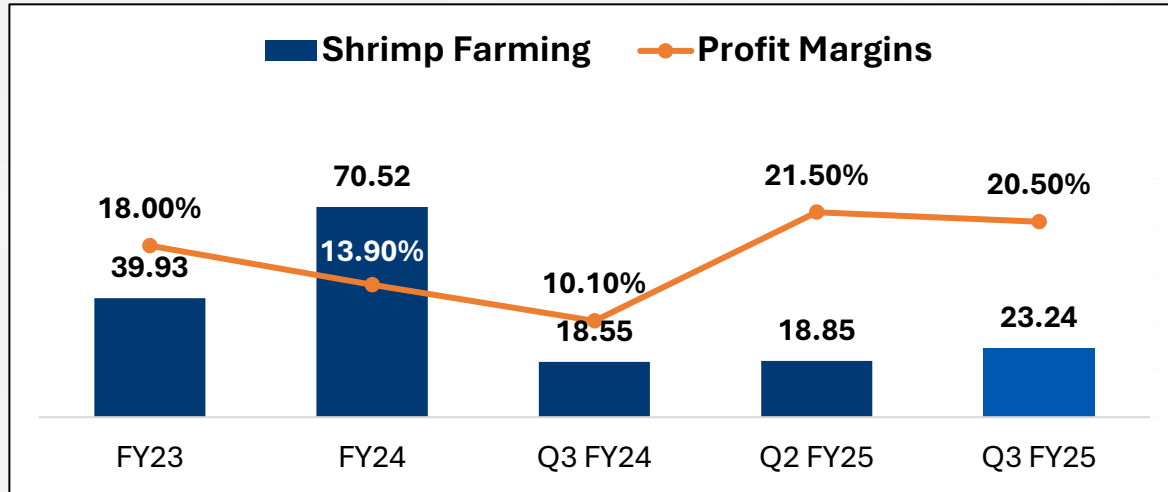




THE WAY FORWARD



Profitability & Capacity Trends



Note: Capacity mentioned is only for Shrimp Farming

Note: Segment-wise processing capacity for Shrimp, Cuttlefish, Squid & Octopus

Figures in ₹ crore & margin in %



Investment Rationale

- Increasing international footprint
- Expanding farming area
- Improving technology for better productivity and
- Entering domestic premium segment with Kings Frigo, freshly frozen seafood & Kings Bento ready-to-eat seafood products
- Adding another 6 products in Aqua Kings animal healthcare probiotics product range.



- Land monetization value of ₹150 crore within 3 years.

- **40%** growth in Topline with a sustainable PAT margin of **09%**.
- Healthy debt-to-equity ratio of **0.67**
- Limited long-term debt (**₹15 crores**)
- Significant land assets for monetization
- Higher margins in domestic retail (**30-40%**) vs. B2B exports (**10-15%**)

Kings Maritech Eco Park :

- State-of-the-art eco-friendly mariculture tech park being set up in Tuticorin
- Technology developed for the most advanced and innovative version of Recirculatory Aquaculture System (RAS) utilising AI, IoT, ML, Sensor Technology, and multiple filtration systems

SISTA360 :

- Technology interface platform designed to support the aquaculture industry
- Digital platform providing traceable, transparent, sustainable & profitable aquaculture.
- Providing training to aquafarmers under the initiative SISTA Program for Empowerment and Entrepreneurship Development (SPEED)



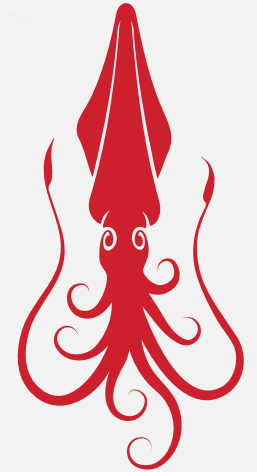
Future Outlook & Strategy

Expansion Plans

- Increasing international footprint
- Plans to replicate the **Maritech Eco Park** model in other States
- Start distribution of value-added products across India and Middle East
- Expanding processing capacity with new IQF line for retail packs

Operational Enhancements

- Development of advanced training facilities
- Expansion of contract farming network
- Implementation of sustainable packaging
- Focus on organic certification and traceability
- Enhancement of technical consultancy services



Market Development

- Shift towards **60%** exports and **40%** domestic revenue mix
- Focus on premium markets in Europe and China
- Development of **value-added** products for the **Japanese market**
- Expansion of **Kings Frigo** brand in the domestic market
- Strategic entry into the **US market** pending funding

Product Differentiation Strategy

Pricing Strategy

- Strategic positioning as premium product in international markets
- Projected premium pricing potential: **7-10%** above market average
- Value-based pricing supported by superior product quality
- Long-term focus on premium market segments

Quality Leadership

- Antibiotic-free production methods
- Premium-grade shrimp cultivation
- Continuous quality improvement protocols
- Advanced sustainability practices



Safe Harbor

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THANKYOU



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