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Date: 02nd June, 2023.

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

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

Dear Sir/Madam,

Sub: Investor Presentation Q4/FY23 -Reg.

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

In compliance with Regulation 30 read (Listing Obligations and Disclosure with Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and the Company's Code of Practices and Procedure for Fair Disclosure of Unpublished Price Sensitive Information, please find the attached copy of Q4FY23 Investor Presentation of the Company.

Please take the same on record.

For Apex Frozen Foods Limited

Karuturi Subrahmanya Chowdary
Managing Director
DIN: 03619259

Encl: a/a



Apex Frozen Foods

Result Presentation

Q4/FY23



Safe Harbour

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Key Business Updates Q4/FY23

1

Financial Highlights – Q4 & FY23

FY23

- **Net Revenue at Rs 10,703 Mn, up 16% YoY**, backed by volume growth of **8% YoY to 13,044 MT** and realization growth of **5% YoY to Rs 778* per kg**, with share of Ready-To-Eat (RTE) products **increased to ~22%** versus ~20% in FY22
- Operating Profit lowered mainly on account of **1) write-off of certain receivables to the extent of Rs 74.6 Mn in Q4FY23** and **2) Higher raw material cost driven by shortage in supply of raw shrimp in India**
- **Reduced Total Gross Debt by Rs 762 Mn in FY23 to Rs 906 Mn as on 31-Mar-23**, underscoring improved Working Capital cycle and positive Cashflow from Operations

Q4 FY23

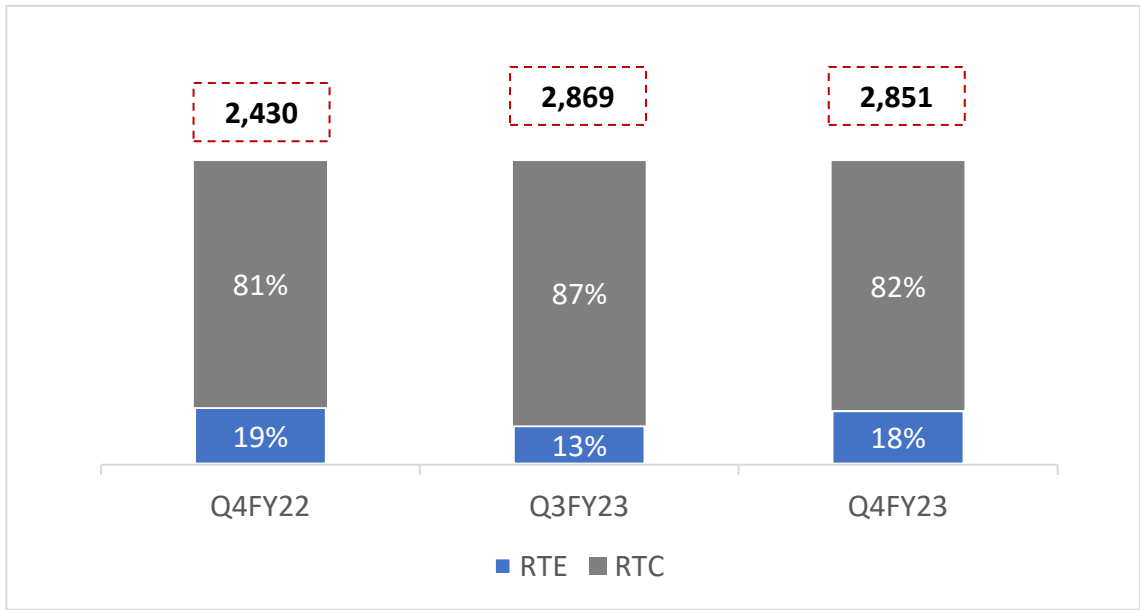
- **Net Revenue at Rs 2,119 Mn, grew marginally**, on the back of **volume growth of 17% YoY to 2,851 MT** while realization lowered by ~13% YoY to Rs 707* per kg, as global shrimp prices tapered off due to subdued demand in key markets like the USA and EU
- Higher share of China in Q4FY23 sales mix and lower share of Ready-To-Eat (RTE) products due to temporary impact on its capacity as we installed an additional line of 5000 MT of RTE capacity at the existing facility, also impacted the realization and profitability
- We are foraying into new markets to ensure better utilization of our facilities, but remain cautiously optimistic about the market scenario – both in terms of demand and supply (raw shrimp production in India)

*Average sales realization = Net Revenue (excluding export incentives) / Total Shrimp Volumes sold

Sales Volume Break-up

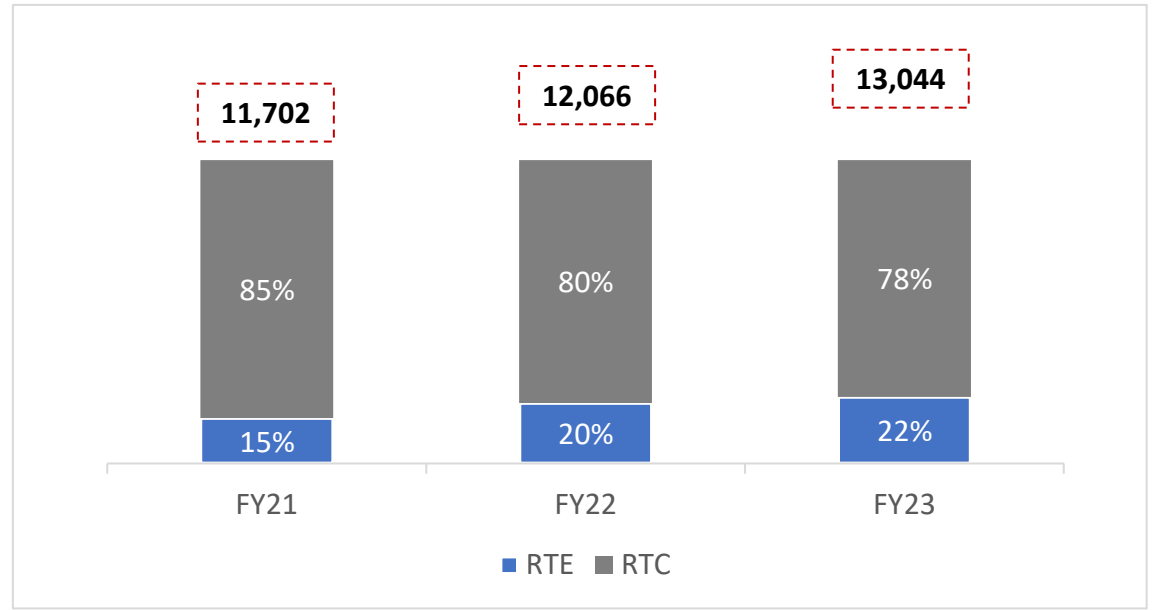


Shrimp Sales (MT) - Quarterly



Shrimp sales grew **17% YoY** and **flat QoQ** to **2,851 MT** in **Q4FY23**
 Share of RTE sales lowered in Q3 & Q4 FY23 due to temporary impact on its capacity as we installed an additional line of 5000 MT

Shrimp Sales (MT) – Yearly



Shrimp sales grew **8% YoY** to **13,044 MT** in **FY23**
 The Share of RTE sales grew by **~200 bps YoY** to **22% in FY23**

Income Statement Highlights

Particulars (Rs Mn)	Q4 FY23	Q4 FY22	Y-o-Y %	FY23	FY22	Y-o-Y %
Net revenue*	2,119	2,092		10,703	9,262	
Other income	-46	4		17	57	
Total Income	2,072	2,097	-1%	10,720	9,319	15%
Raw material costs	1,593	1,415		7,419	6,150	
Employee expenses	99	108		460	430	
Other expenses	350^	386		1,993^	1,818	
EBITDA	30	188	-84%	848	921	-8%
<i>EBITDA margin (%)</i>	<i>1.5%</i>	<i>9.0%</i>		<i>7.9%</i>	<i>9.9%</i>	
Depreciation & amortisation	39	46		194	185	
Finance cost	21	39		147	174	
Profit Before Tax	-29	104	-128%	506	562	-10%
Tax expenses	11	30		148	151	
Profit After Tax	-40	73	-155%	359	411	-13%
<i>PAT margin (%)</i>	<i>-1.9%</i>	<i>3.5%</i>		<i>3.3%</i>	<i>4.4%</i>	
Diluted EPS (Rs)	-1.29	2.34	-155%	11.48	13.15	-13%

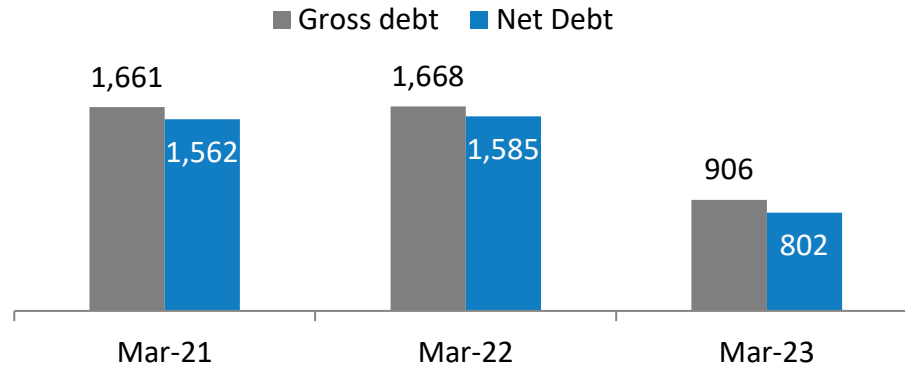
* Net Revenue includes export benefits of Rs 102 Mn for Q4FY23, Rs 109 Mn for Q4FY22, Rs 556 Mn for FY23 and Rs 291 Mn for FY22

^ Includes write-off of certain receivables to the extent of Rs 74.6 Mn in FY23 (Rs 13.4 Mn in FY22)

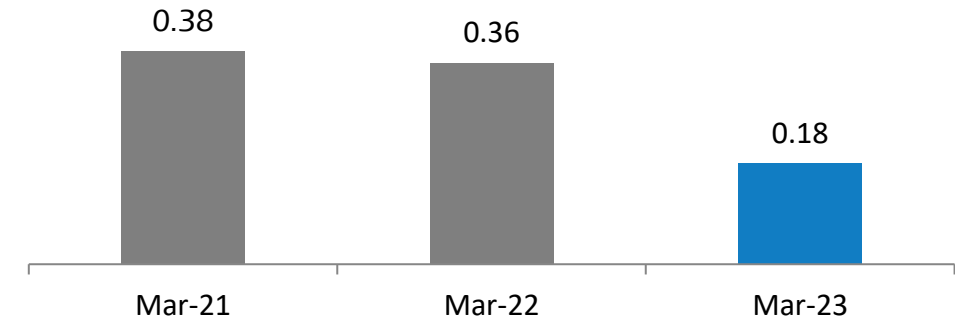
The Board has recommended Final Dividend of 25%, that is, Rs 2.5 per share for FY23

Balance Sheet Ratios and Operating Cashflow

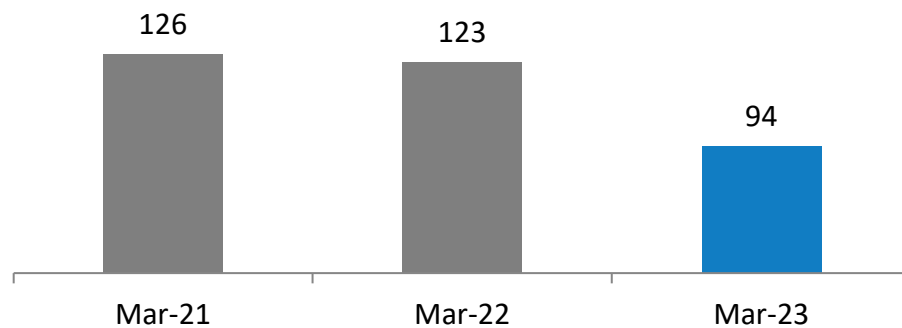
Gross Debt and Net Debt (Rs Mn)



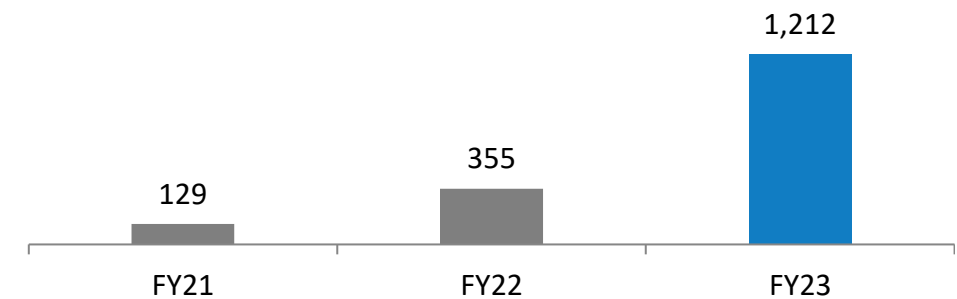
Total Debt To Equity (Times)



Working Capital (Days)



Net Cashflow from Operations (Rs Mn)



Key Growth Drivers

Current Capacity Offers Headroom for Growth

Sales (MT) to Capacity ratio below 50%

Advantage India

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

Ample growth opportunity in Value-Added Products (VAP)



Improving Product Mix with Growing Share of RTE sales

Enhanced RTE capacity from 5,000 MT to 10,000 MT at marginal capex; The additional capacity of 5,000 MT was commissioned by end of May-23

Long Standing Customer Relationships

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



Company At a Glance

2

The Growth Journey So Far...

Leased Capacity
~1,200 MT

Owned Capacity
34,240 MT

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

2004 – 2012

Export Market Penetration

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

2013 – 2021

Capability Expansion

- Improved Product Mix:** Share of RTE products in overall sales increased from 15% in FY21 to 22% in FY23
- RTE Capacity Expansion:** Commissioned an additional line of 5,000 MT of RTE capacity in end of May-23

2022 - 23

Well placed to capitalize on the growth opportunities

1995

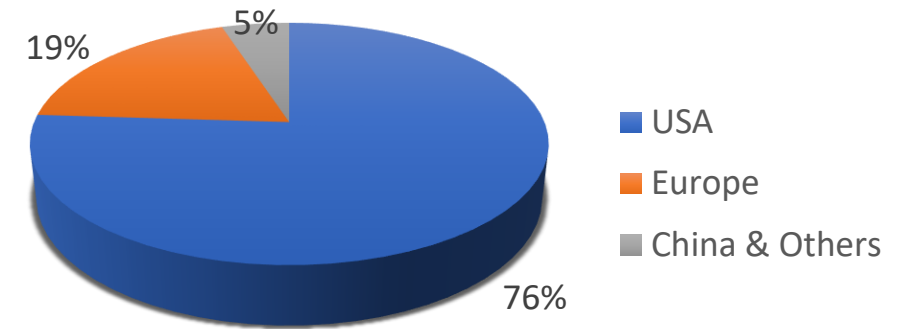
Commenced business operations under partnership firm "Apex Exports"

...To Having Built a Well-Integrated Operations

One Of The Leading Exporters Of Processed Shrimp In India

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

Key Export Markets – FY23



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



Shrimp Seed (Hatchery)

Capacity - 1.2 to 1.4 billion
SPF* seed



Shrimp Processing

Capacity - 34,240 MTPA
Cold Storage – 3,500 MT

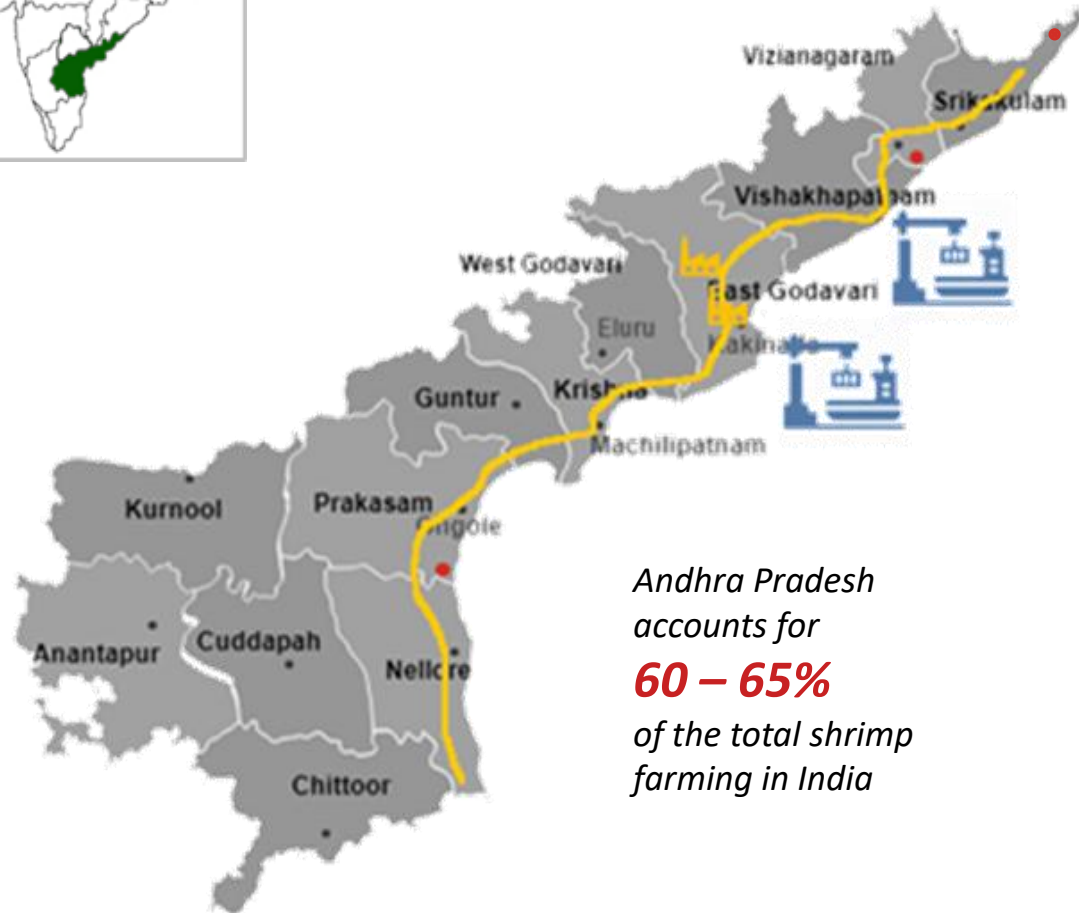


Well Diversified Products

Ready-to-Cook
Ready-to-Eat

Strategically Located Facilities

Enabling smooth transition of products to the next stage



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



Two Processing plants with a total capacity of 34,240 MTPA, along with Cold Storage capacity of ~3,500 MT



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



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

Processing Capacity Offers Headroom for Growth



Total Capacity – 34,240 MTPA



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



Unit 2 - G. Ragampeta, AP
Ready-to-Cook: 15,000 MTPA
Ready-to-Eat: 10,000 MTPA*
Cold Storage: 2,500 MT

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

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

*Of this, 5,000 MT was commissioned towards the end of May-23

Product Offering – Moving up the Value Chain



BASE PRODUCT

Head On, Whole
Headless, Shell-On
Easy Peel



PEELED PRODUCT

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



SPECIALTY PRODUCT

Butterfly shrimp
Skewered shrimp
Seasoned shrimp



READY-TO-EAT (RTE)

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



Annexures

3

Income Statement Highlights

Profit & Loss (Rs Mn)	FY20	FY21	FY22	FY23
Net revenue*	8,271	8,185	9,262	10,703
Other income	190	75	57	17
Total income	8,461	8,260	9,319	10,720
Raw material costs	5,735	5,531	6,150	7,419
Employee expenses	437	398	430	460
Other expenses	1,228	1,346	1,818	1,993 [^]
EBITDA	1,060	985	921	848
<i>EBITDA margin (%)</i>	<i>12.5%</i>	<i>11.9%</i>	<i>9.9%</i>	<i>7.9%</i>
Depreciation	146	219	185	194
Finance cost	106	159	174	147
Profit Before Tax	808	606	562	506
Tax expenses	201	163	151	148
Profit After Tax	607	443	411	359
<i>PAT margin (%)</i>	<i>7.2%</i>	<i>5.4%</i>	<i>4.4%</i>	<i>3.3%</i>

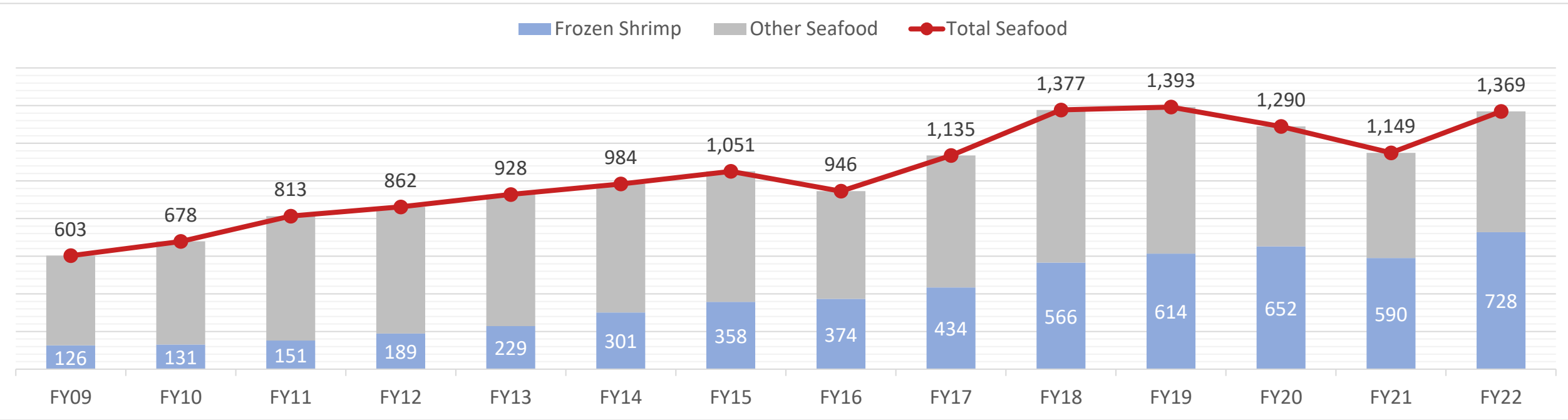
*Includes export incentives; [^] Includes write-off of certain receivables to the extent of Rs 74.6 Mn in FY23 (Rs 13.4 Mn in FY22)

Balance Sheet Highlights

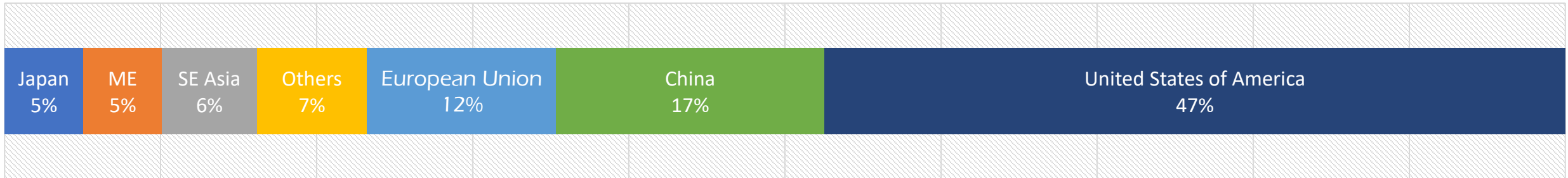
Liabilities (Rs Mn)	Mar-21	Mar-22	Mar-23
Shareholder's Funds	4,398	4,684	4,900
Share capital	313	313	313
Reserves & surplus	4,086	4,372	4,587
Non-current liabilities	281	348	101
Long term borrowings	281	291	28
Other non-current liabilities	0	0	9
Deferred tax liabilities	0	57	64
Current liabilities	1,889	1,745	1,138
Short term borrowings	1,380	1,377	878
Trade payables	300	209	173
Other current liabilities	18	55	41
Short term provisions	135	79	46
Current tax liability	56	25	0
Total Liabilities	6,568	6,777	6,138

Assets (Rs Mn)	Mar-21	Mar-22	Mar-23
Non-current assets	2,708	2,656	2,738
Net block	2,504	2,360	2,424
Capital work-in-progress	154	219	179
Other non-current assets	27	77	135
Deferred tax asset	23	0	0
Current Assets	3,860	4,121	3,400
Inventories	1,612	2,028	1,800
Trade receivables	1,546	1,320	1,120
Cash & cash equivalents	99	83	104
Other financial assets	227	91	28
Other current assets	377	599	348
Total Assets	6,568	6,777	6,138

India's Seafood Exports Driven by Surging Shrimp Exports



India's Shrimp Exports – FY22

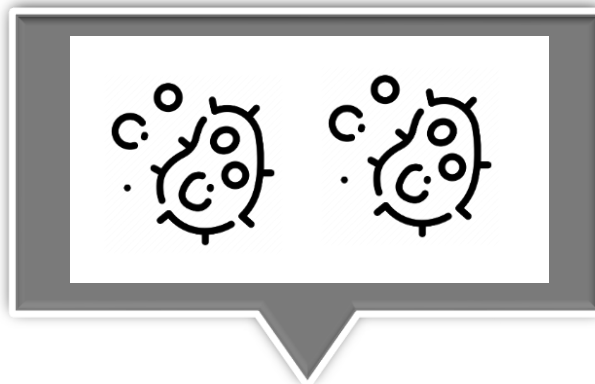


Key Considerations for the Sector



Demand Slowdown

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



Disease Related

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

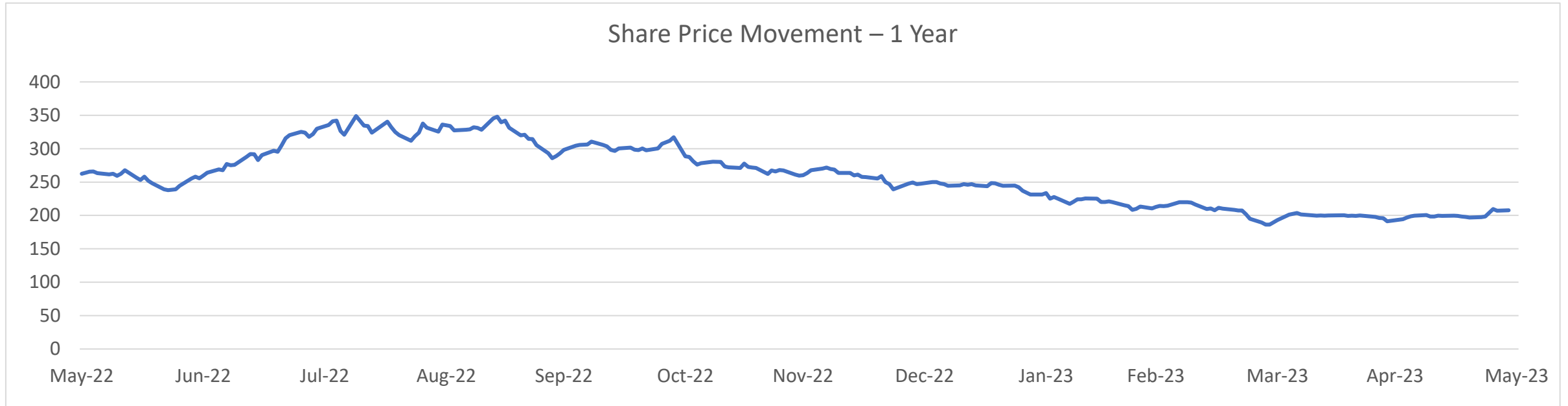


Volatile Pricing

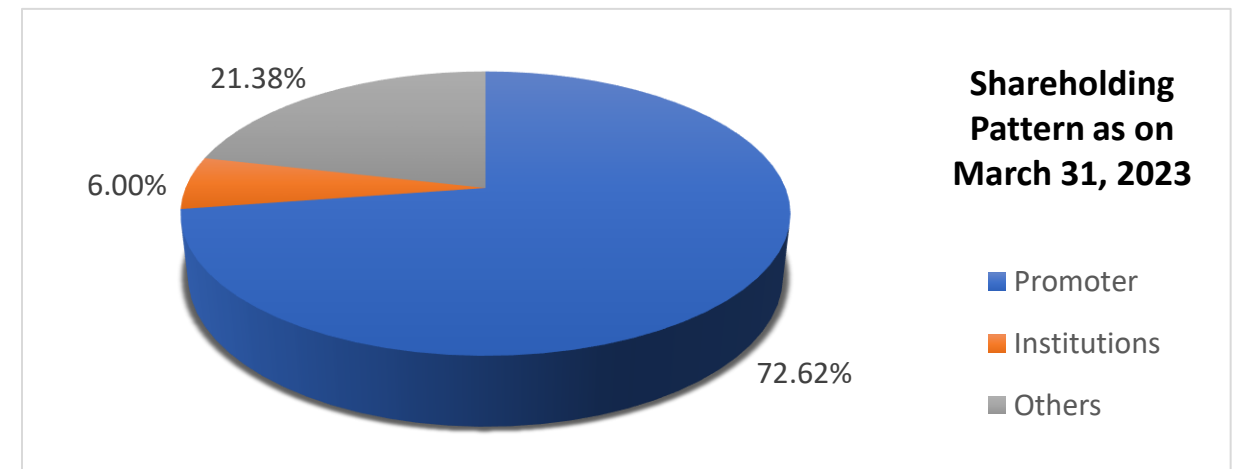
Global imbalances in demand-supply can impact pricing. Exchange rate fluctuations can amplify the volatility

Share Capital Information

Share Price Movement – 1 Year



NSE / BSE code	APEX / 540692
CMP (Rs/share) (as on 31-May-23)	196
Market Cap (Rs Mn)	6,125
# Shares (Mn)	31.25
Face Value (Rs/share)	10.00
Sector	Aquaculture
Location	Kakinada, AP



Source: BSE, NSE

Thank You



Apex Frozen Foods

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