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CIN: L15490AP2012PLC080067

Date: 19<sup>th</sup> February, 2020.

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

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

Dear Sir's,

**Sub: Submission of Investor Presentation -Reg.**

**Ref: Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.**

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In compliance with Regulation 30 read 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and Disclosure Requirements) Regulations, 2015 and the Company's Code of Practices and Procedure for Fair Disclosure of Unpublished Price Sensitive Information, kindly find a enclosed copy of the Q3 FY20 Investor Presentation of the Company.

Please take the same on record.

Thank You,

For **Apex Frozen Foods Limited**

A handwritten signature in blue ink, appearing to read 'S. Sarojini'.

S.Sarojini  
Company Secretary

Encl: a/a



# Apex Frozen Foods

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Result Presentation

Q3 / 9M FY20

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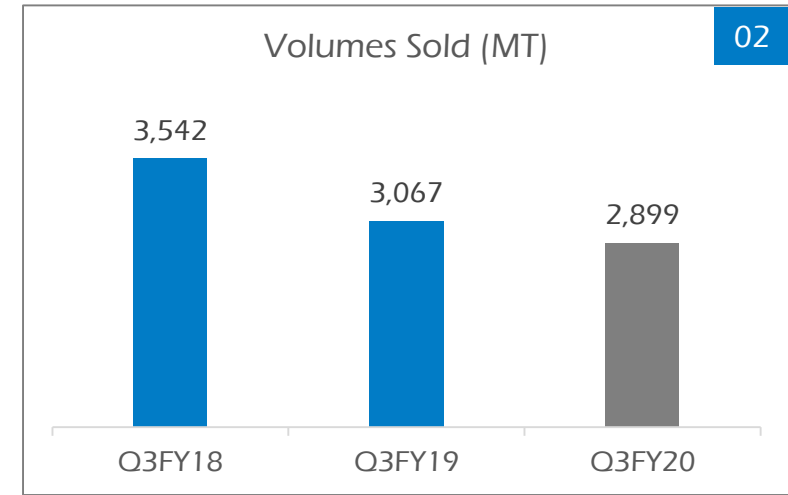
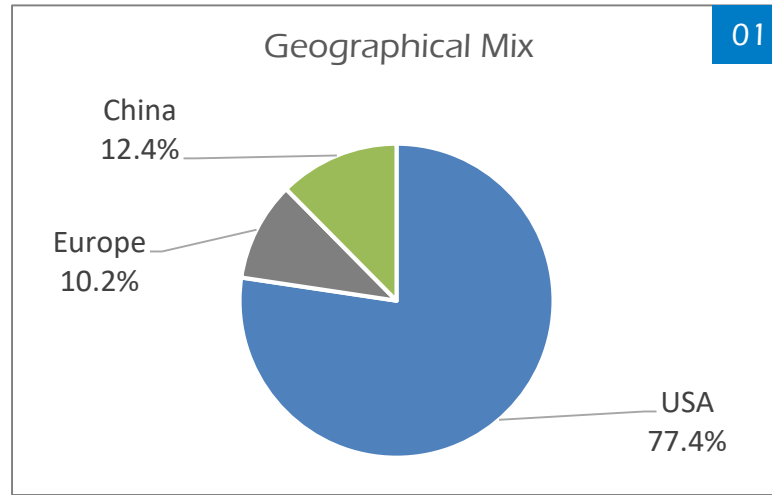


## Key Financial Updates

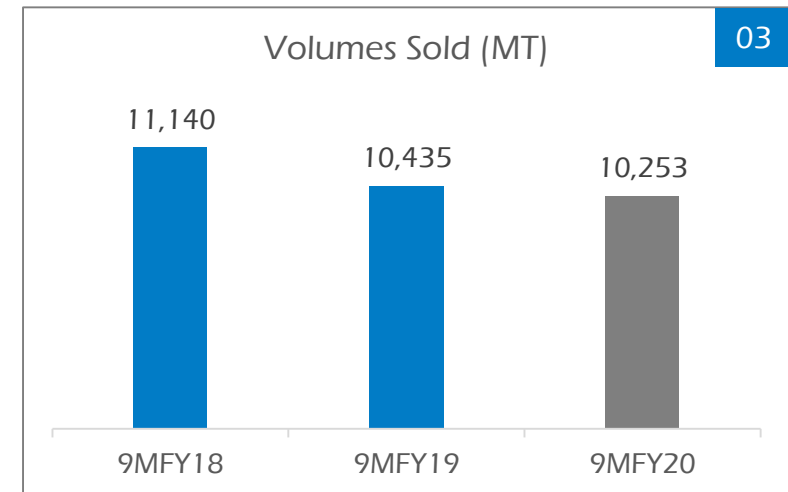
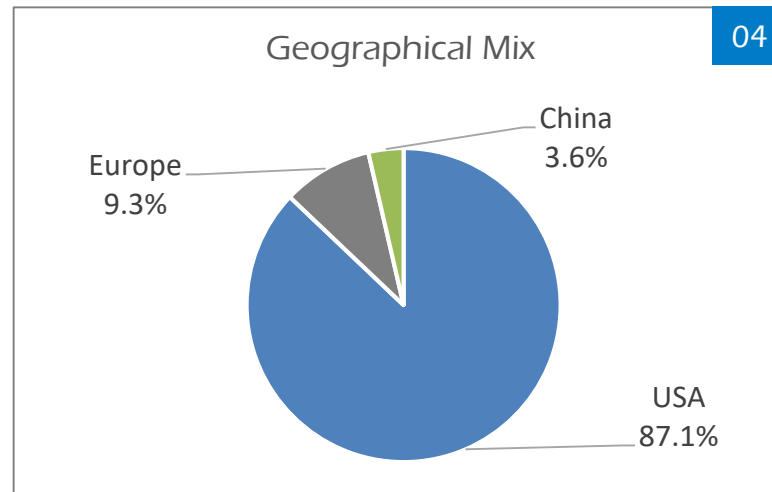


## Operational Highlights – Q3/9M FY20

Q3 FY20



9M FY20

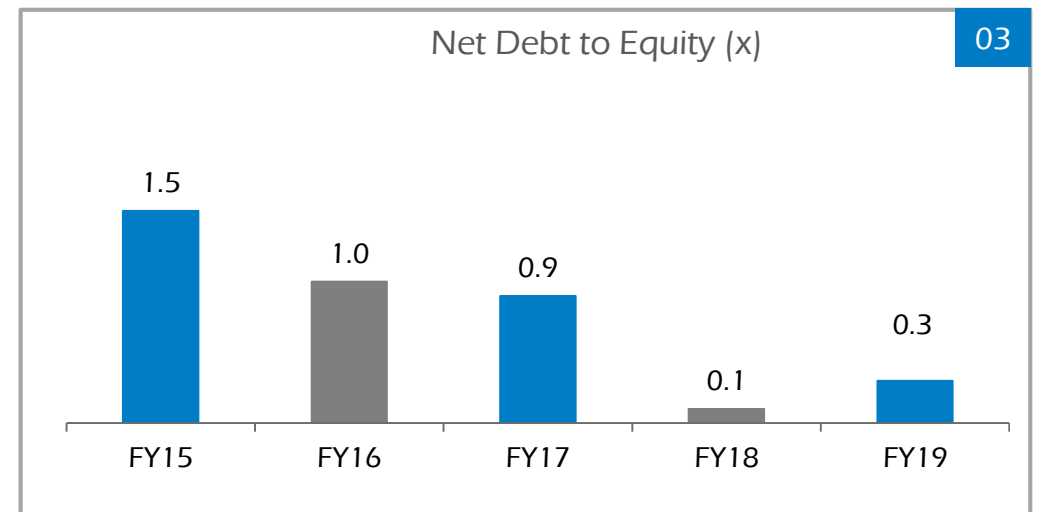
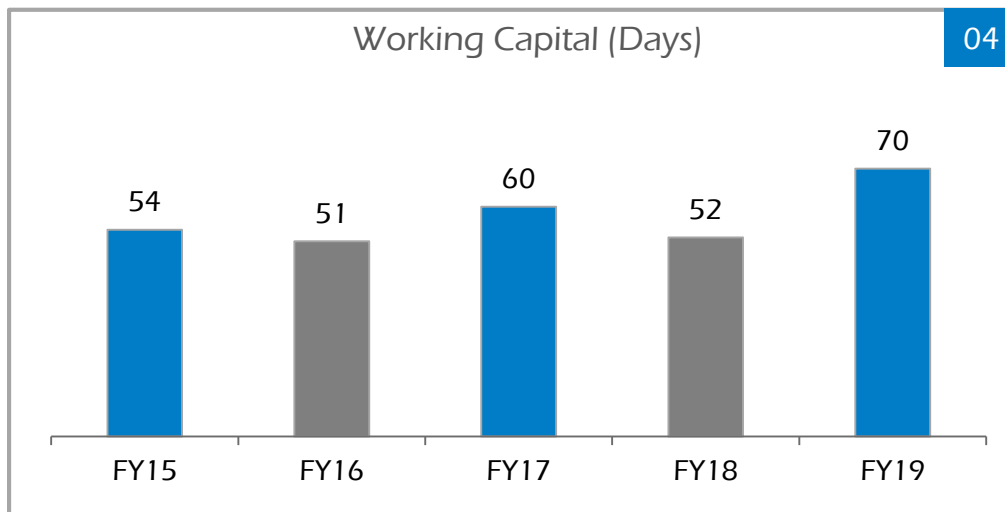
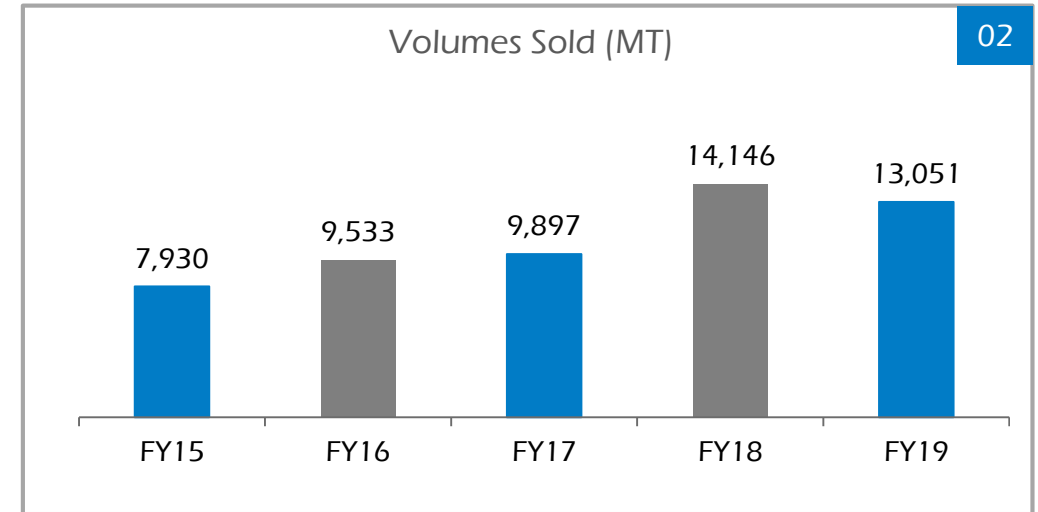
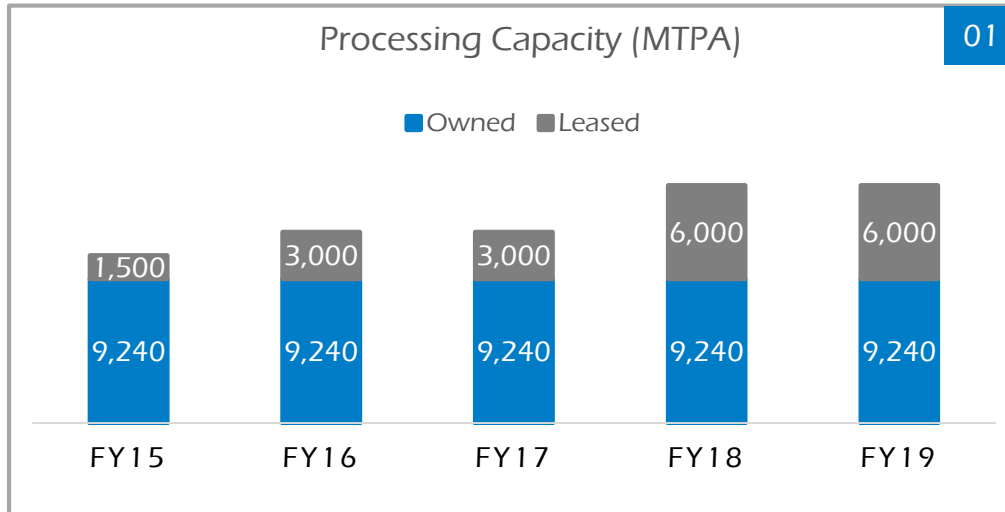


## Income Statement – Q3/9M FY20

Standalone (Rs mn)	Q3 FY20	Q3 FY19	y-o-y %	Q2 FY20	q-o-q %	9M FY20	9M FY19
Net revenue	1,952	2,160		2,694		6,864	7,108
Other income	43	50		52		137	184
<b>Total Income</b>	<b>1,995</b>	<b>2,210</b>	<b>-10%</b>	<b>2,746</b>	<b>-27%</b>	<b>7,001</b>	<b>7,292</b>
Raw material	1,359	1,520		1,820		4,824	4,783
Employee expenses	109	121		129		340	359
Other expenses	241	340		374		964	1,215
<b>EBITDA</b>	<b>286</b>	<b>229</b>	<b>25%</b>	<b>423</b>	<b>-32%</b>	<b>873</b>	<b>935</b>
<i>EBITDA margin</i>	<i>14.4%</i>	<i>10.3%</i>	<i>-</i>	<i>15.4%</i>	<i>-</i>	<i>12.5%</i>	<i>12.8%</i>
Depreciation & amortisation	37	28		31		98	81
Finance cost	31	15		39		88	50
<b>Profit Before Tax</b>	<b>219</b>	<b>186</b>	<b>18%</b>	<b>353</b>	<b>-38%</b>	<b>687</b>	<b>803</b>
Tax	6	73		133		173	279
<b>Profit After Tax</b>	<b>212</b>	<b>114</b>	<b>87%</b>	<b>220</b>	<b>-3%</b>	<b>514</b>	<b>524</b>
<i>PAT margin</i>	<i>10.6%</i>	<i>5.1%</i>	<i>-</i>	<i>8.0%</i>	<i>-</i>	<i>7.3%</i>	<i>7.2%</i>
Other comprehensive income	-20	76		30		7	-36
Total Comprehensive Income	193	189		250		522	488
<b>Diluted EPS (Rs)</b>	<b>6.80</b>	<b>3.63</b>	<b>87%</b>	<b>7.02</b>	<b>-3%</b>	<b>16.47</b>	<b>16.77</b>

Note: 9M FY19 includes a one-time gain of ~Rs 110 mn on account of refund of anti-dumping duty

## Operational Highlights – Yearly Trend



## Income Statement – Yearly Trend

Profit & Loss (Rs mn)	FY15	FY16	FY17	FY18	FY19
Net revenue	5,994	6,035	6,987	9,986	8,747
Other income	50	47	106	199	215
<b>Total income</b>	<b>6,044</b>	<b>6,083</b>	<b>7,093</b>	<b>10,185</b>	<b>8,962</b>
Raw material	4,752	4,510	5,317	7,031	5,810
Employee expenses	258	233	249	389	482
Other expenses	652	884	977	1,466	1,559
<b>EBITDA</b>	<b>382</b>	<b>455</b>	<b>549</b>	<b>1,299</b>	<b>1,111</b>
<i>EBITDA margin (%)</i>	<i>6.3%</i>	<i>7.5%</i>	<i>7.7%</i>	<i>12.8%</i>	<i>12.4%</i>
Depreciation	4	49	63	87	109
Finance cost	96	104	112	87	65
<b>Profit Before Tax</b>	<b>282</b>	<b>302</b>	<b>374</b>	<b>1,126</b>	<b>937</b>
Tax	96	105	123	335	329
<b>Profit After Tax</b>	<b>186</b>	<b>197</b>	<b>251</b>	<b>791</b>	<b>608</b>
<i>PAT margin (%)</i>	<i>3.1%</i>	<i>3.2%</i>	<i>3.5%</i>	<i>7.8%</i>	<i>6.8%</i>

Note: The data beyond FY17 is as per Restated Financials; FY19 includes a one-time gain of ~Rs 110 mn on account of refund of anti-dumping duty



## Balance Sheet – Yearly Trend

Liabilities (Rs mn)	FY17	FY18	FY19
<b>Shareholder's Funds</b>	<b>1,094</b>	<b>3,023</b>	<b>3,551</b>
Share capital	240	313	313
Reserves & surplus	854	2,710	3,238
<b>Non-current liabilities</b>	<b>273</b>	<b>101</b>	<b>94</b>
Long term borrowings	210	83	71
Other non-current liabilities	63	18	23
<b>Current liabilities</b>	<b>1,400</b>	<b>1,187</b>	<b>1,453</b>
Short term borrowings	847	722	958
Trade payables	309	266	315
Other current liabilities	44	107	51
Short term provisions	199	91	129
<b>Total Liabilities</b>	<b>2,767</b>	<b>4,311</b>	<b>5,098</b>

Assets (Rs mn)	FY17	FY18	FY19
<b>Non-current assets</b>	<b>857</b>	<b>1,408</b>	<b>2,456</b>
Net block	829	1,111	1,147
Capital work-in-progress	8	209	1,163
Other non-current assets	21	54	114
Deferred tax asset	0	35	33
<b>Current Assets</b>	<b>1,910</b>	<b>2,902</b>	<b>2,641</b>
Inventories	638	1,016	1,063
Trade receivables	828	674	935
Cash & cash equivalents	46	644	67
Other financial assets	128	184	218
Other current assets	270	384	358
<b>Total Assets</b>	<b>2,767</b>	<b>4,311</b>	<b>5,098</b>

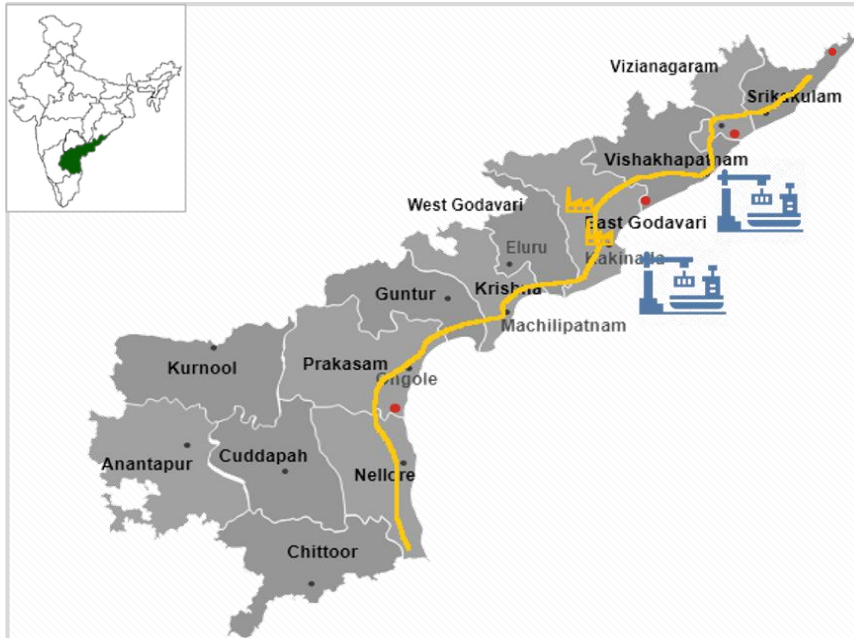
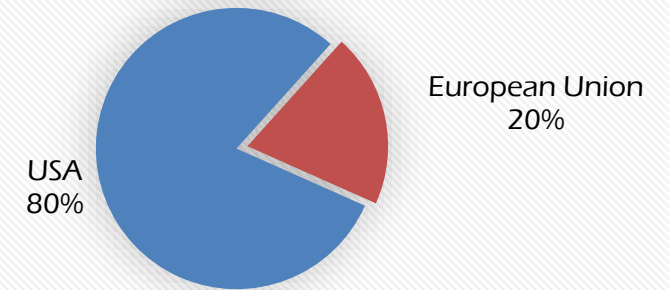


## Company At a Glance

# One of the Leading Exporters of Processed Shrimp in India

- Commenced business operations in 1995, Apex Frozen Foods has grown to become one of the leading shrimp processors in India
- Diversified customer base of Food Companies, Retail Chains, Restaurants, Club Stores and Distributors across the key markets
- Well integrated operations with presence across the value chain - Hatchery, Farming, Processing and Exporting of Shrimp

Key Export Markets – FY19



## Strategically Located & Well Integrated Operations

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



— 20 - 200 kms from most farms; ~ 1,800 acres of farm-land



🏭 Processing plants with a total capacity of 29,240 MTPA



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

# Hatchery | Stepping-stone for Ensuring Quality Produce



Production of Specific Pathogen Free (SPF) shrimp seed | Typical cycle of 40 – 50 days



Location: North of Vizag  
Commenced: Year 2016

Location: South of Vizag  
Commenced: Year 2017

Location: Srikakulam  
Commenced: Year 2019

Location: Ongole  
Commenced: Year 2019



Combined breeding capacity of ~ 1.2 to 1.4 bn Specific Pathogen Free seed for Captive + Outside Sales

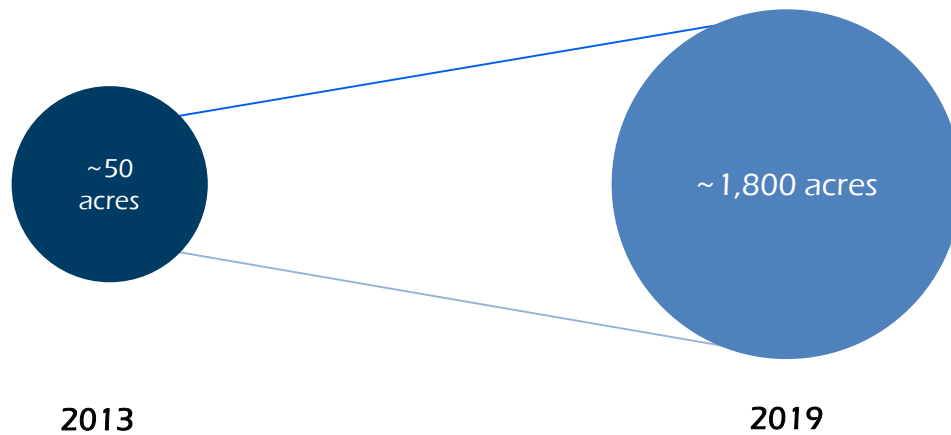


# Farming | Critical Cushion for Consistent Supply



Cultivation of shrimp, which are reared in ponds in a bio-secured environment | Typical cycle of 90 - 120 days

Farming operations spread across ~45 locations in Andhra Pradesh

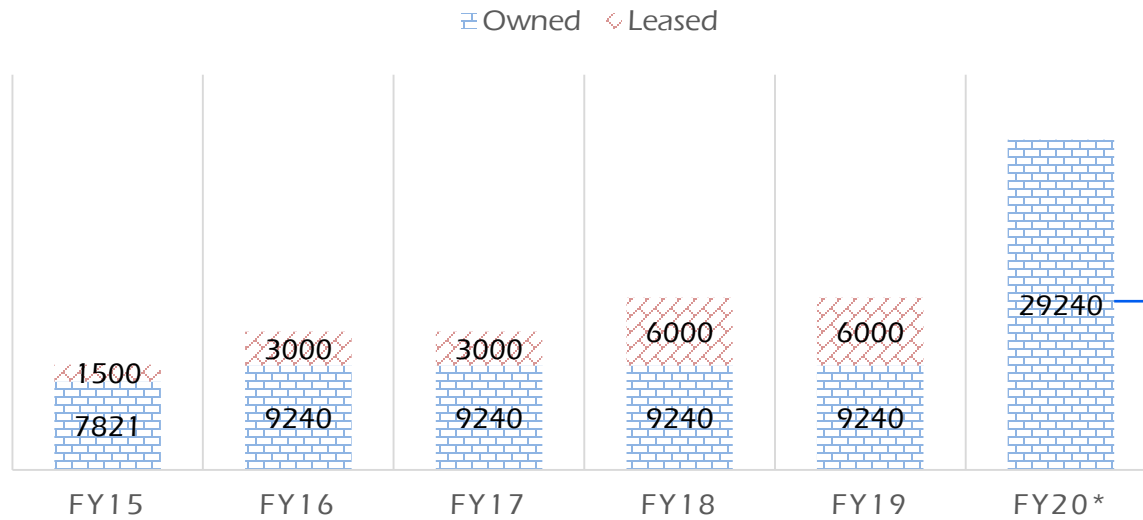


Caters to 15 - 20% of in-house raw material requirement; the balance is purchased directly from farmers across the states of Andhra Pradesh, Orissa, Bengal, Gujarat

# Processing | Doubling Capacity and Expanding Product Line...



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



**Kakinada Plant:**  
Capacity: 9,240 MTPA  
Cold Storage: 1,000 MT



**G. Ragampeta Plant:**  
Capacity: 20,000 MTPA  
Cold Storage: 2,500 MT



\*New plant at G. Ragampeta commenced operations in Nov '19



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





**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**

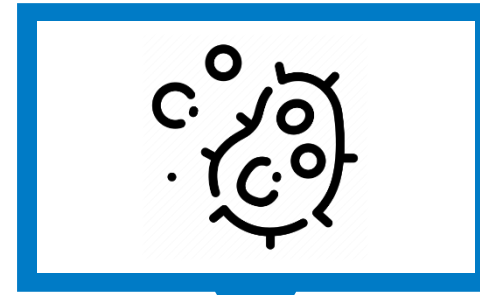
- Cooked Peeled & De-veined Tail-on
- Cooked in Shell
- Shrimp Rings
- Dusted and Breaded
- Par-fried Shrimp

Of the 20,000 MTPA capacity at the new plant, 5,000 MTPA is towards Ready-to-Eat (new product line)



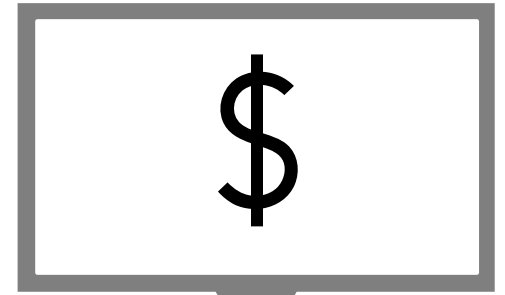
### Demand Slowdown

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 availability of raw shrimp



### Volatile Pricing

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



## Annexures

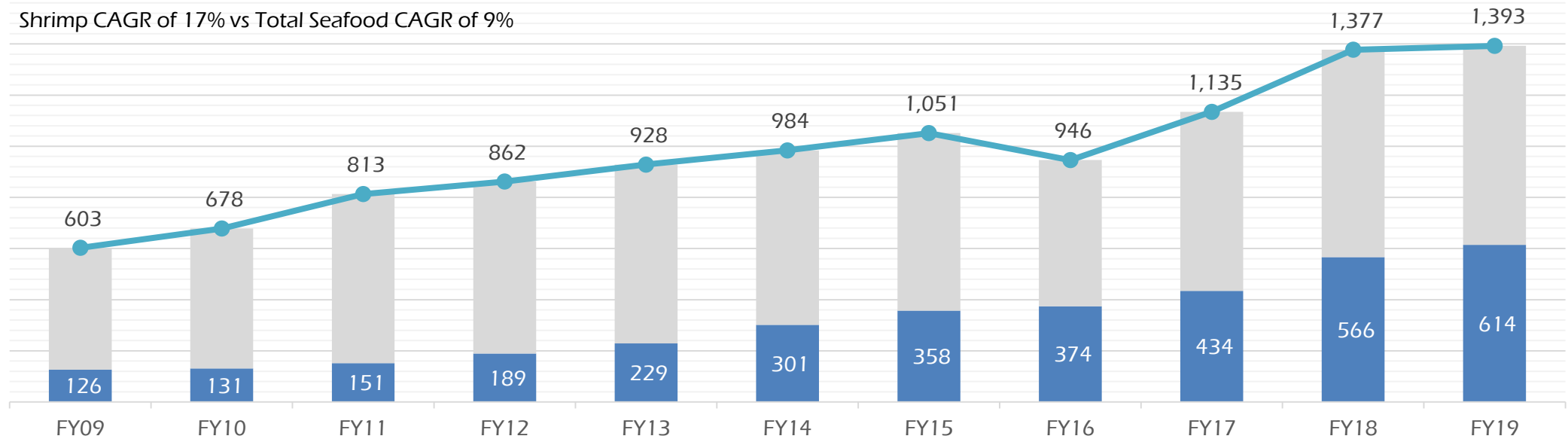


# India's Seafood Exports Driven by Surging Shrimp Exports ...

India Exports in 000's MTPA

Frozen Shrimp Other Seafood Total Seafood

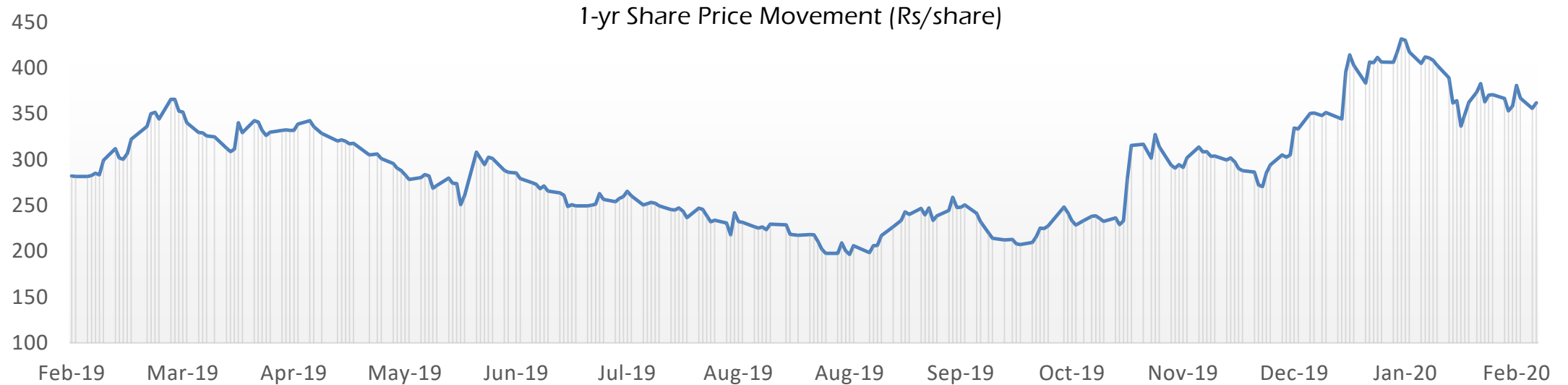
Shrimp CAGR of 17% vs Total Seafood CAGR of 9%



## India's Shrimp Exports – FY19



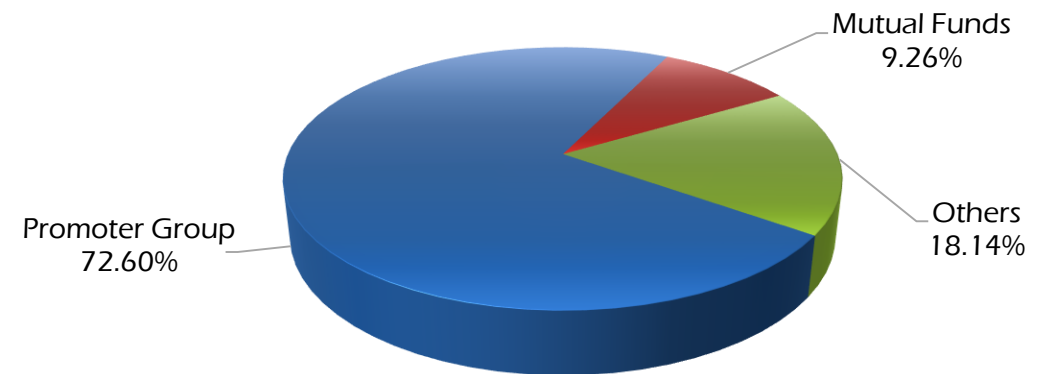
Source: MPEDA



## Other data (as on 18-Feb-20)

NSE / BSE code	APEX / 540692
CMP (Rs)	362
Market Cap (Rs mn)	11,314
# Shares (mn)	31.25
Face Value (Rs)	10.00
Sector	Aquaculture
Location	Kakinada, AP

## Shareholding Pattern (as on Sep-19)







Apex Frozen Foods

CIN: L15490AP2012PLC080067

Mr Subhramanya Chowdary, ED

[ir@apexfrozenfoods.com](mailto:ir@apexfrozenfoods.com)



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