



3 -160, Panasapadu, Kakinada 533 005  
Andhra Pradesh . India  
off +91 884 2383902 - 4 (3 lines)  
fax +91 884 2383905 - 6  
kkd@apexfrozenfoods.com  
CIN: L15490AP2012PLC080067

Date: 25<sup>th</sup> May, 2019.

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,

**Subject: Submission of Investor Presentation on Q4 & FY19 results-Reg**

**Ref: Regulation 30 read with Part A of Schedule III 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and Disclosure Requirements) Regulations, 2015 and the Company's Code of Practices and Procedure for Fair Disclosure of Unpublished Price Sensitive Information, kindly find enclosed herewith a copy of the Q4 & FY19 Investor Presentation of the Company.

Please take the same on record.

Thanking you,

for Apex Frozen Foods Limited

A handwritten signature in blue ink, appearing to read 'S. Sarojini', is written over the circular stamp.

S.Sarojini  
Company secretary & Compliance officer



Encl: As above



Investor Presentation

Apex Frozen Foods Limited

CIN: L15490AP2012PLC080067

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Financial Year 2019

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# FY19 Key Highlights



# Capacity Expansion | Processing Plant

New Processing Plant at Ragampeta, AP: Installed capacity of 20,000 MTPA (Ready-to-Eat & Ready-to-Cook products)



*The total planned outlay of Rs 902 mn has been fully utilised as on Mar-19 and we expect completion of the plant work in the current quarter, i.e., Q1 FY20*

# Capacity Expansion | Hatchery Operations

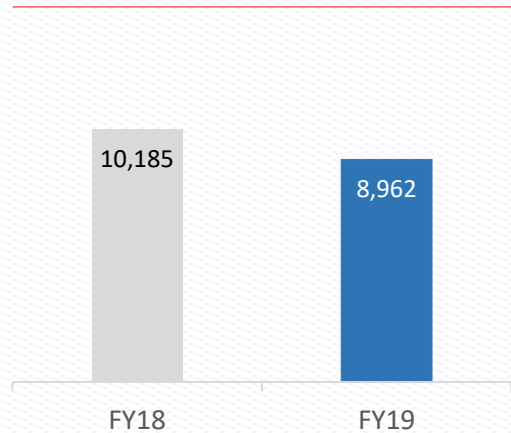
Added two new Hatcheries: One at Srikakulam, North Eastern AP and the second near Ongole, Southern AP



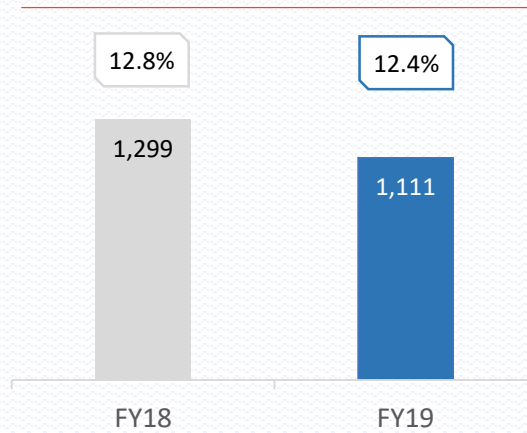
*The cumulative breeding capacity stands at ~1.2 bn Specific Pathogen Free per annum (including the aforementioned hatcheries)*

# FY19 : Key Performance Indicators

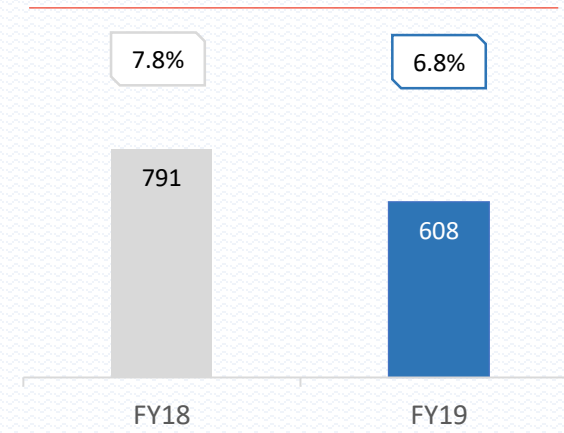
Total income (Rs mn)



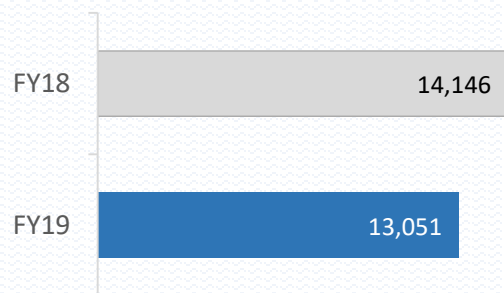
EBITDA (Rs mn) and margin (%)



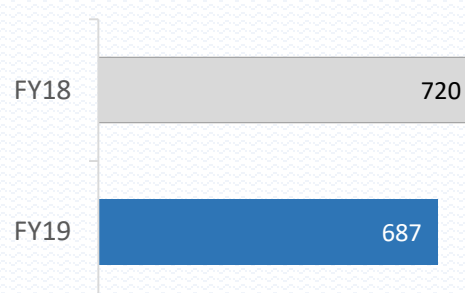
PAT (Rs mn) and margin (%)



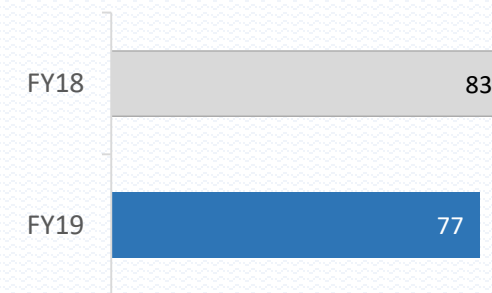
Volumes sold (MT)



Average Realisation\* (Rs/kg)



Adjusted EBITDA per kg # (Rs)

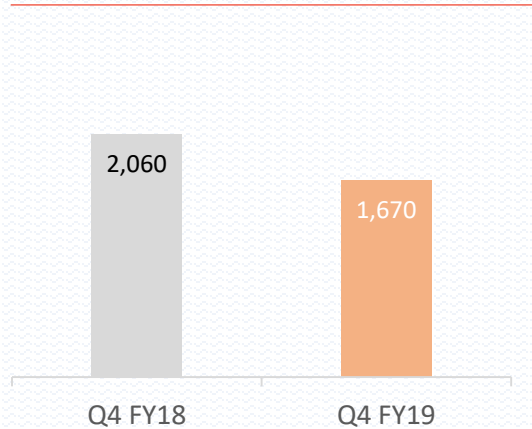


\* 'Total Income, incl. other income ÷ Volumes sold'

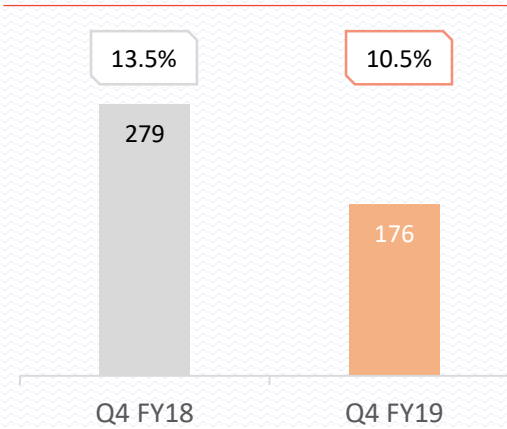
# 'Adj. EBITDA, incl. other income ÷ Volumes sold'

# Q4 FY19 : Key Performance Indicators

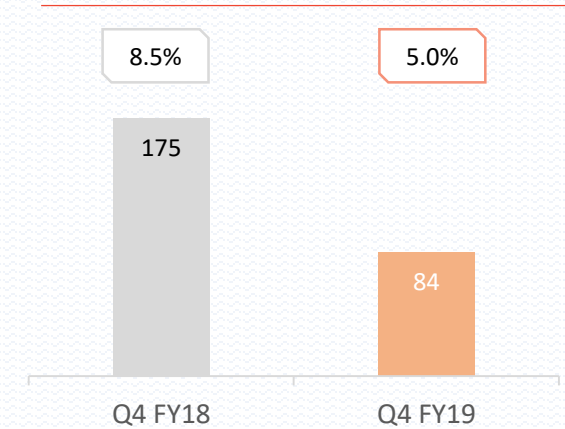
Total income (Rs mn)



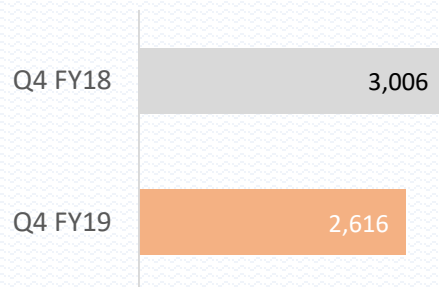
EBITDA (Rs mn) and margin (%)



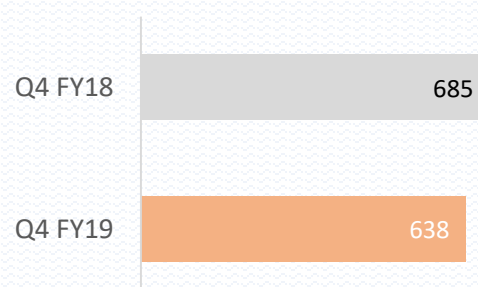
PAT (Rs mn) and margin (%)



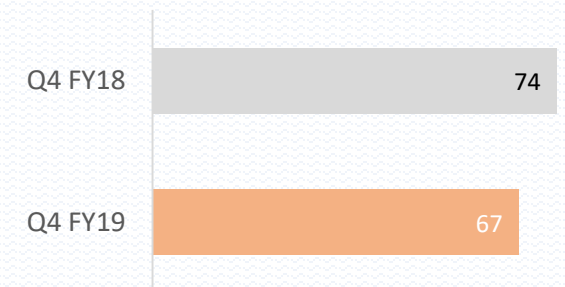
Volumes sold (MT)



Average Realisation\* (Rs/kg)



Adjusted EBITDA per kg # (Rs)



\* 'Total Income, incl. other income ÷ Volumes sold'

# 'Adj. EBITDA, incl. other income ÷ Volumes sold'



# Profit & Loss Highlights

Standalone (Rs mn)	Q4 FY19	Q4 FY18	Q3 FY19	FY19	FY18	y-o-y %
Net revenue	1,639	2,031	2,160	8,747	9,986	-12.4
Other income	31	29	50	215	199	8.0
<b>Total Income</b>	<b>1,670</b>	<b>2,060</b>	<b>2,209</b>	<b>8,962</b>	<b>10,185</b>	<b>-12.0</b>
Raw material	1,027	1,394	1,520	5,810	7,031	-17.4
Employee expenses	123	106	121	482	389	23.9
Other expenses	344	281	340	1,559	1,466	6.4
<b>EBITDA</b>	<b>176</b>	<b>279</b>	<b>229</b>	<b>1,111</b>	<b>1,299</b>	<b>-14.5</b>
<i>EBITDA margin</i>	<i>10.5%</i>	<i>13.5%</i>	<i>10.3%</i>	<i>12.4%</i>	<i>12.8%</i>	-
Depreciation & amortisation	28	25	28	109	87	25.6
Finance cost	15	13	15	65	87	-24.7
<b>Profit Before Tax</b>	<b>133</b>	<b>240</b>	<b>186</b>	<b>937</b>	<b>1,126</b>	<b>-16.8</b>
Tax	49	65	73	329	335	-1.7
<b>Profit After Tax</b>	<b>84</b>	<b>175</b>	<b>113</b>	<b>608</b>	<b>791</b>	<b>-23.1</b>
<i>PAT margin</i>	<i>5.0%</i>	<i>8.5%</i>	<i>5.1%</i>	<i>6.8%</i>	<i>7.8%</i>	-
Other comprehensive income	56	-28	76	19	-39	-149.3
Total Comprehensive Income	140	147	189	627	752	-16.6
Diluted EPS* (Rs)	2.69	5.60	3.63	19.45	28.02	-30.6

\*Calculated as per weighted average total no. of shares

# Balance Sheet Highlights

Standalone (Rs mn)	Mar-18	Mar-19
<b>Shareholder's Funds</b>	<b>3,023</b>	<b>3,551</b>
Share capital	313	313
Reserves & surplus	2,710	3,238
<b>Non-current liabilities</b>	<b>101</b>	<b>94</b>
Long term borrowings	83	71
Other non-current liabilities	18	23
<b>Current liabilities</b>	<b>1,187</b>	<b>1,434</b>
Short term borrowings	722	958
Trade payables	266	315
Other current liabilities	49	51
Current tax liability	58	-18
Short term provisions	91	129
<b>Total Liabilities</b>	<b>4,311</b>	<b>5,079</b>

Standalone (Rs mn)	Mar-18	Mar-19
<b>Non-current assets</b>	<b>1,408</b>	<b>2,456</b>
Net block	1,111	1,147
Capital work-in-progress	209	1,163
Other non-current assets	54	114
Deferred tax asset	35	33
<b>Current Assets</b>	<b>2,902</b>	<b>2,623</b>
Inventories	1,016	1,063
Trade receivables	674	935
Cash & cash equivalents	644	67
Other financial assets	184	218
Other current assets	384	340
<b>Total Assets</b>	<b>4,311</b>	<b>5,079</b>



**Subrahmanya Chowdary**  
Executive Director

## **Our performance in FY19**

*The growth in shrimp consumption in some of our key markets like the USA, continued to remain muted largely on account of inventory pile-up and extended winters. This, coupled with overproduction in supplier markets like India, led to correction in shrimp prices of ~15-18% y-o-y.*

*Consequently, the lower prices dampened shrimp production in India leading to a mis-match in the demand-supply situation for certain sizes; thereby causing order fulfilment times for some orders to get drawn out.*

*However, with shrimp production anticipated to be lower this fiscal, we expect this situation to correct in the near future.*

*Going forward, we believe that our valued-added focused product portfolio and upcoming capacity for R-T-E products would help in enhancing the Company's performance. We are looking forward to the commencement of production from our new processing plant and would strive for a strong Fiscal 2020.*

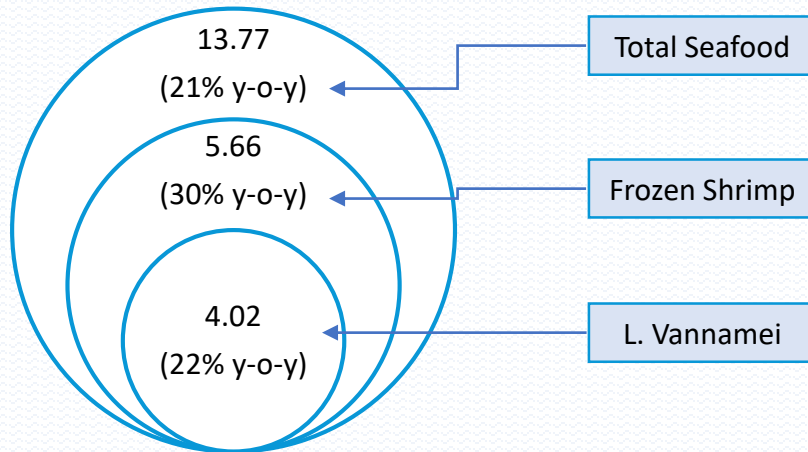


# Business Strengths



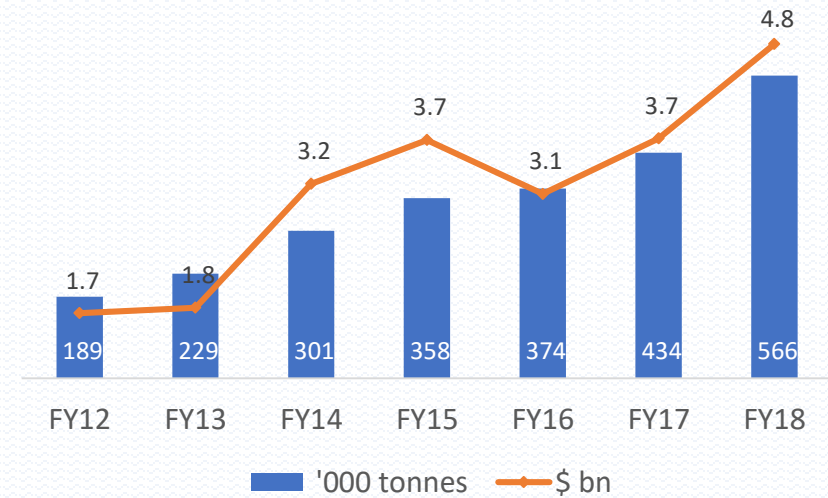
# Indian Aquaculture Industry

## India's exports on a rise – FY18 (lakh tonnes)



Source: MPEDA

## Frozen shrimp exports by India

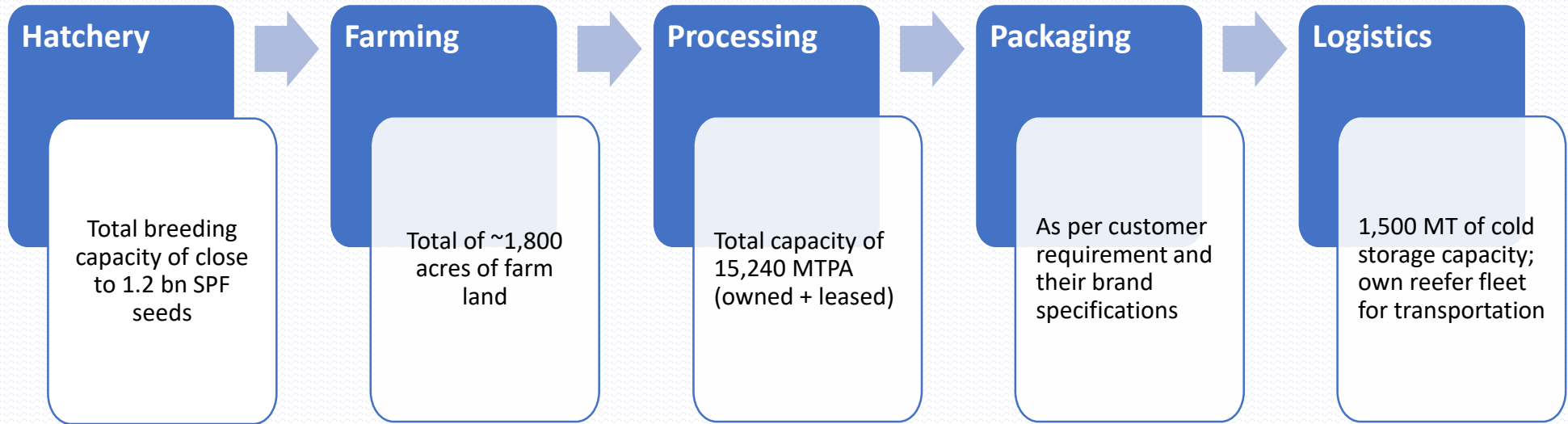


Source: MPEDA



*Although shrimp export in FY19 is estimated to be flat y-o-y, in value terms the estimated drop of 10-12%*

# Integrated Operations Ensure Quality Control & Timely Delivery

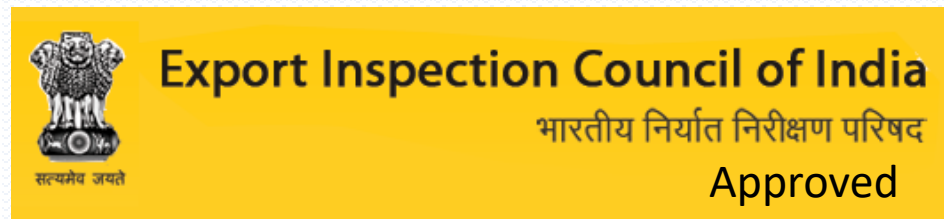


*Our facilities are in proximity to one another, enabling smooth transition to the next stage:  
Farms are within **10-200 kms**; Kakinada port is within **~20 kms**; Vizag port is within **~150 kms***

# Quality Control Certifications act as Entry Barrier



EU Approved



# Long Standing Relationships with Reputed Clients

Our key distributors...

*Pacific Seafood*

OCEAN WORLD  
VENTURES

Mazzetta Company

Chicken of the Sea  
frozen foods

...The end customers (Retail/Food Service Companies)

Walmart

WinCo  
FOODS

Sysco

US.  
FOODS

Kroger

SAFEWAY

ALDI



# Photo Gallery



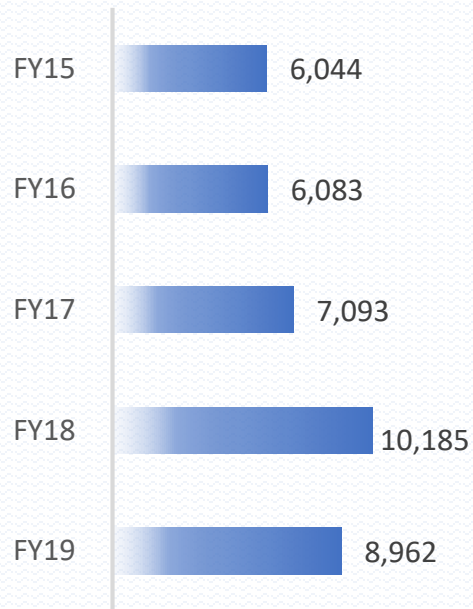


# Annual Financial Highlights



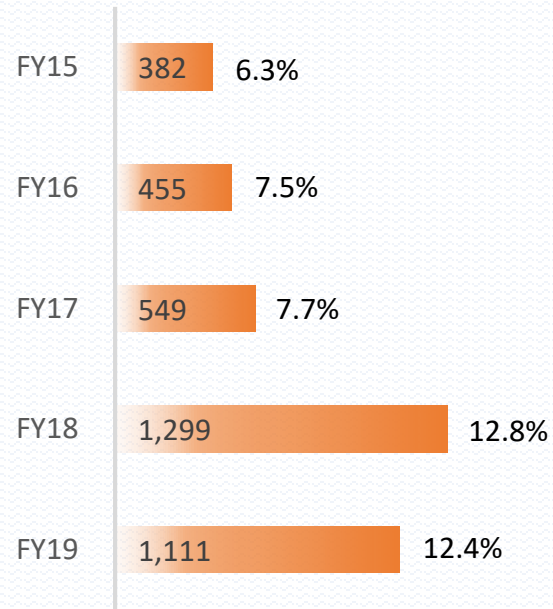
# Robust Growth in Revenue and Profits

Total income (Rs mn)



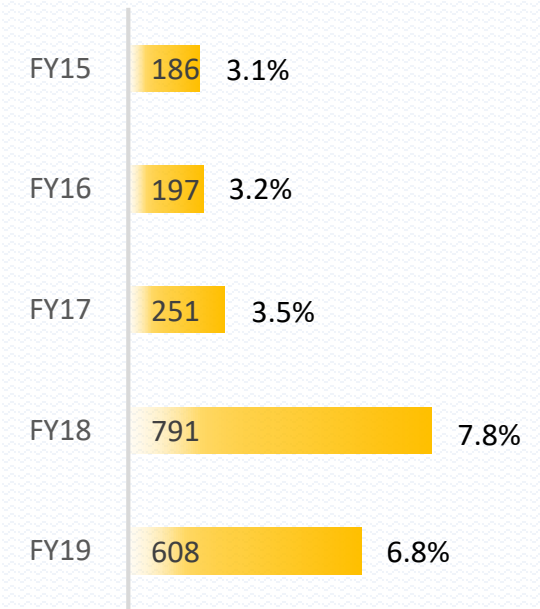
Grown at a CAGR of 10%

EBITDA (Rs mn) & Margin (%)



Aided by value-added products

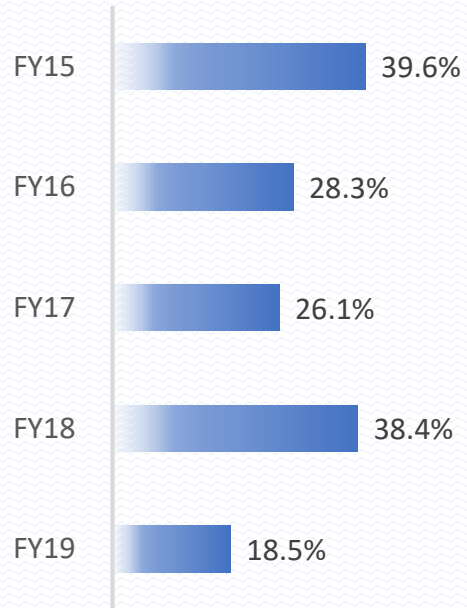
PAT (Rs mn) & Margin (%)



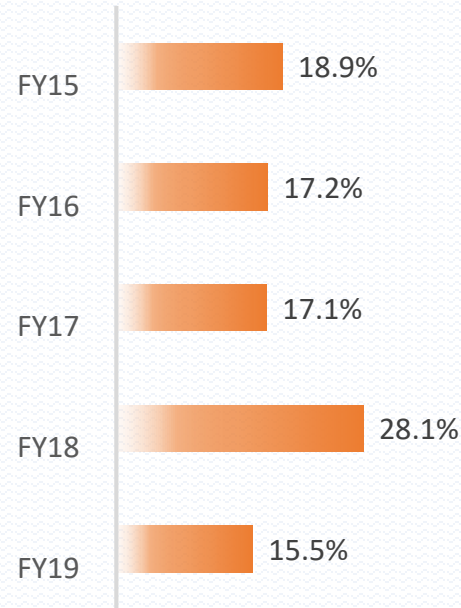
Grown at a CAGR of 35%

# Key Performance Ratios

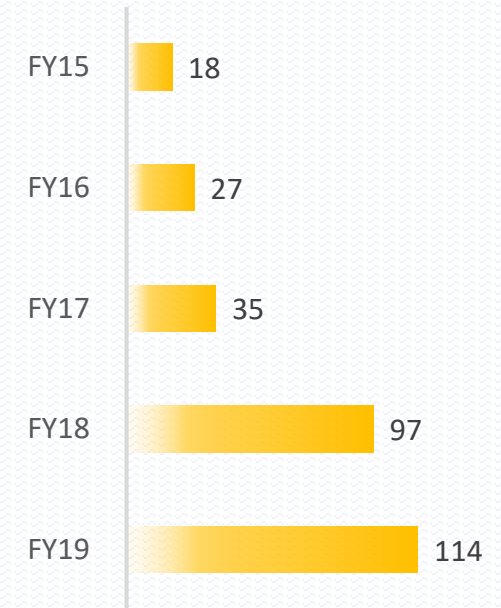
## Return on Net Worth (%)



## Return on Capital Employed (%)



## Diluted Book value (Rs/share)



Calculation of Ratios:

$RoNW = PAT \text{ (before OCI)} \div \text{Average Net-worth} \times 100$ ;  $RoCE = EBIT \times (1 - \text{tax rate}) \div \text{Average Capital employed} \times 100$ ;  $DBVPS = \text{Net-worth} \div \text{Total no. of outstanding shares}$

# Profit & Loss Highlights

<b>Profit &amp; Loss (Rs mn)</b>	<b>FY15</b>	<b>FY16</b>	<b>FY17</b>	<b>FY18</b>	<b>FY19</b>
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
<b>EBIT</b>	<b>378</b>	<b>406</b>	<b>487</b>	<b>1,213</b>	<b>1,002</b>
<i>EBIT margin (%)</i>	<i>6.3%</i>	<i>6.7%</i>	<i>6.9%</i>	<i>11.9%</i>	<i>11.2%</i>
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

# Balance Sheet Highlights

Standalone (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
Deferred tax liability	63	0	0
Other non-current liabilities	-	18	23
<b>Current liabilities</b>	<b>1,400</b>	<b>1,187</b>	<b>1,434</b>
Short term borrowings	847	722	958
Trade payables	309	266	315
Other current liabilities	44	107	32
Short term provisions	199	91	129
<b>Total Liabilities</b>	<b>2,767</b>	<b>4,311</b>	<b>5,079</b>

Standalone (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>2,623</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	340
<b>Total Assets</b>	<b>2,767</b>	<b>4,311</b>	<b>5,079</b>

# Company Overview

## About The Company

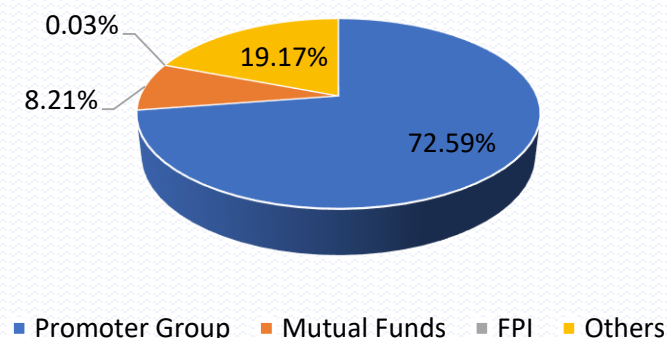
- Commenced business operations in 1995, Apex Frozen Foods is one of the leading Producers and Exporters of processed, ready-to-cook, Shrimp in India. It a fully integrated company with presence across the value chain - Hatchery, Farming, Processing and Exporting of Shrimp.
- Our existing facilities include 15,240 MTPA (owned + leased) of processing capacity; 1,800 acres of farm land; breeding capacity of close to 1.2 bn SPF seeds and cold storage of 1,500 MT of finished goods.
- We supply to a diversified customer base consisting of Food Companies, Retail Chains, Restaurants, Club Stores and Distributors spread across the key consumption centres (markets) – USA and Europe.

## Share Capital Information

NSE / BSE code	APEX / 540692
CMP (Rs)	254
Market Cap (Rs mn)	7,941
# Shares (mn)	31.25
Face Value (Rs)	10.00

Sector	Aquaculture
Location	Kakinada, AP

Shareholding Pattern (Mar-19)





For further information, contact:



**Mr. Subhramanya Chowdary**  
Executive Director  
[ir@apexfrozenfoods.com](mailto:ir@apexfrozenfoods.com)



**Ms. Pooja Sharma**  
[pooja.sharma@stellar-ir.com](mailto:pooja.sharma@stellar-ir.com)