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CIN: L15490AP2012PLC080067

Date: 18th November, 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,
Bandra Kurla Complex,
Bankdra (East), Mumbai - 400 051.
Scrip Symbol : APEX

Dear Sir's,

Sub: Investor Presentation - Q2/H1 FY21 - Reg.

Ref: Disclosure of information pursuant to Regulation 30 read with Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

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and Disclosure Requirements) Regulations, 2015 and the Company's Code of Practices and Procedure for Fair Disclosure of Unpublished Price Sensitive Information, kindly find enclosed herewith a copy of the **Q2/H1FY21** Investor Presentation of the Company.

Please take the same on your records.

Thanking you

Yours faithfully,
for **Apex Frozen Foods Limited**



S. Sarojini

S.Sarojini,
Company Secretary & Compliance officer

Encl:a/a



Apex Frozen Foods

Result Presentation

Q2/H1 FY21

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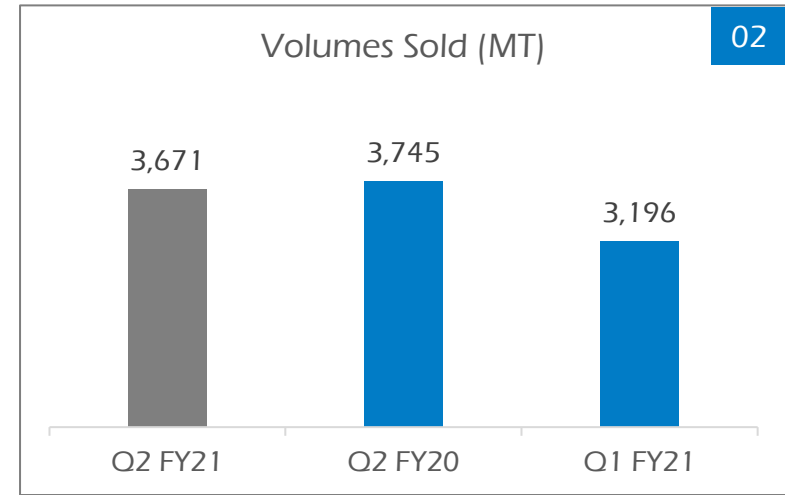
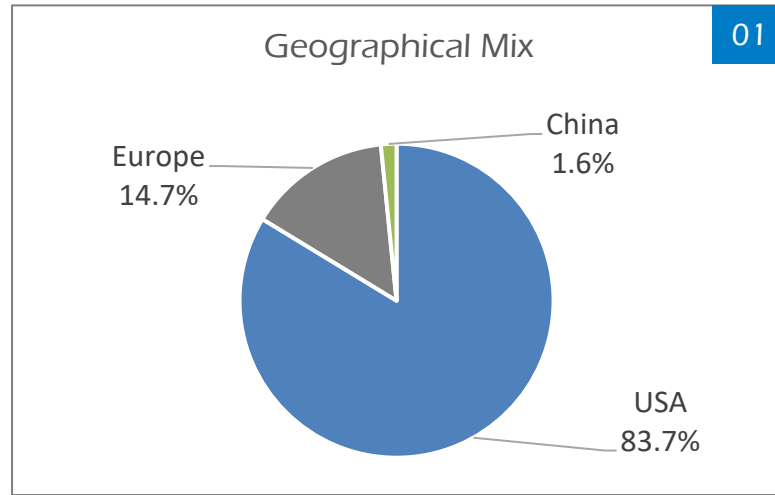
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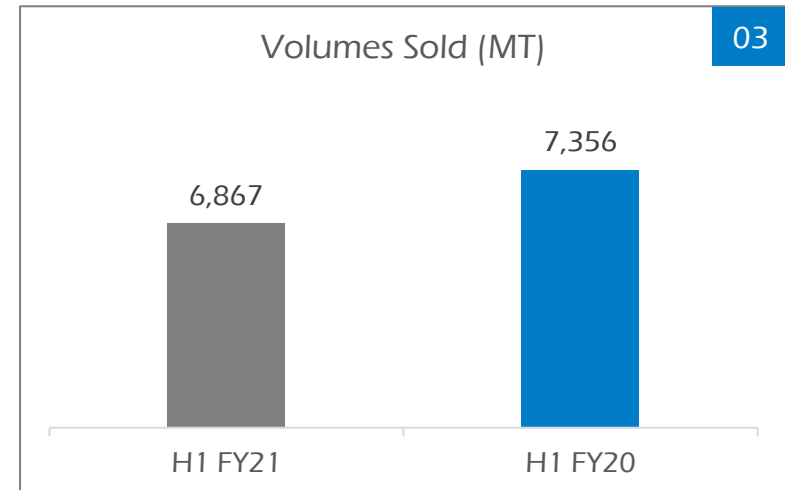
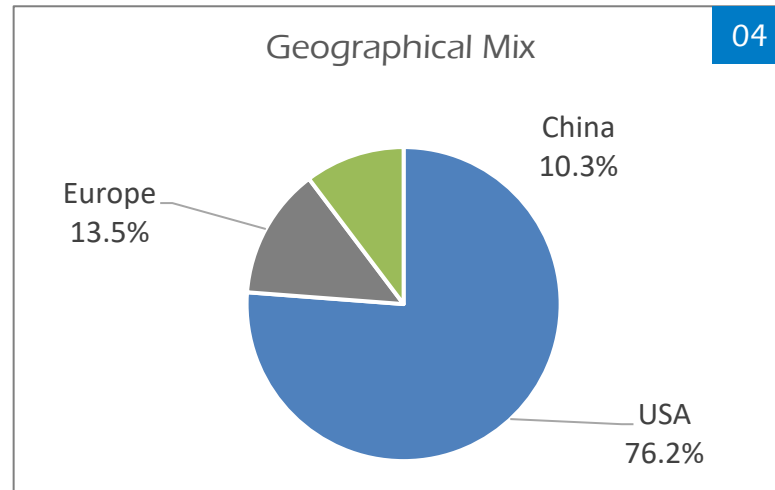


Key Business Updates – Q2/H1 FY21

O2 FY21



H1 FY21



Income Statement Highlights

| Standalone (Rs mn) | Q2 FY21 | Q2 FY20 | Y-o-Y % | Q1 FY21 | Q-o-Q % | H1 FY21 | H1 FY20 | Y-o-Y % |
|-----------------------------|--------------|--------------|----------------|--------------|----------------|--------------|--------------|----------------|
| Net revenue | 2,622 | 2,694 | | 2,183 | | 4,805 | 4,913 | |
| Other income | 16 | 52 | | 26 | | 42 | 94 | |
| Total Income | 2,638 | 2,746 | -3.9 | 2,209 | 19.4 | 4,847 | 5,006 | -3.2 |
| Raw material | 1,739 | 1,820 | | 1,484 | | 3,223 | 3,465 | |
| Employee expenses | 119 | 129 | | 104 | | 223 | 231 | |
| Other expenses | 338 | 374 | | 409 | | 747 | 723 | |
| EBITDA | 441 | 423 | 4.4 | 212 | 108.1 | 654 | 587 | 11.3 |
| <i>EBITDA margin</i> | <i>16.7%</i> | <i>15.4%</i> | <i>134 bps</i> | <i>9.6%</i> | <i>713 bps</i> | <i>13.5%</i> | <i>11.7%</i> | <i>176 bps</i> |
| Depreciation & amortisation | 67 | 31 | | 56 | | 123 | 61 | |
| Finance cost | 35 | 39 | | 40 | | 75 | 57 | |
| Profit Before Tax | 339 | 352 | -3.7 | 116 | 191.3 | 455 | 469 | -2.8 |
| Tax expenses | 87 | 133 | | 32 | | 119 | 166 | |
| Profit After Tax | 252 | 219 | 14.9 | 85 | 197.5 | 337 | 303 | 11.3 |
| <i>PAT margin</i> | <i>9.6%</i> | <i>8.0%</i> | <i>157 bps</i> | <i>3.8%</i> | <i>572 bps</i> | <i>6.9%</i> | <i>6.0%</i> | <i>90 bps</i> |
| Other comprehensive income | 1 | 30 | | -7 | | -6 | 27 | |
| Total Comprehensive Income | 253 | 249 | | 78 | | 331 | 329 | |
| Diluted EPS (Rs) | 8.06 | 7.02 | 14.8 | 2.71 | 197.4 | 10.77 | 9.67 | 11.4 |

Balance Sheet Highlights

| Liabilities (Rs mn) | Mar-20 | Sep-20 |
|--------------------------------|--------------|--------------|
| Shareholder's Funds | 3,959 | 4,289 |
| Share capital | 313 | 313 |
| Reserves & surplus | 3,646 | 3,977 |
| Non-current liabilities | 243 | 210 |
| Long term borrowings | 241 | 210 |
| Other non-current liabilities | 3 | 0 |
| Current liabilities | 2,063 | 2,143 |
| Short term borrowings | 1,197 | 1,389 |
| Trade payables | 453 | 386 |
| Other current liabilities | 313 | 243 |
| Short term provisions | 99 | 125 |
| Total Liabilities | 6,265 | 6,643 |

| Assets (Rs mn) | Mar-20 | Sep-20 |
|---------------------------|--------------|--------------|
| Non-current assets | 2,913 | 2,834 |
| Net block | 2,802 | 2,685 |
| Capital work-in-progress | 28 | 90 |
| Other non-current assets | 49 | 29 |
| Deferred tax asset | 34 | 30 |
| Current Assets | 3,352 | 3,809 |
| Inventories | 1,840 | 1,447 |
| Trade receivables | 791 | 1,579 |
| Cash & cash equivalents | 72 | 152 |
| Other financial assets | 162 | 227 |
| Other current assets | 486 | 405 |
| Total Assets | 6,265 | 6,643 |

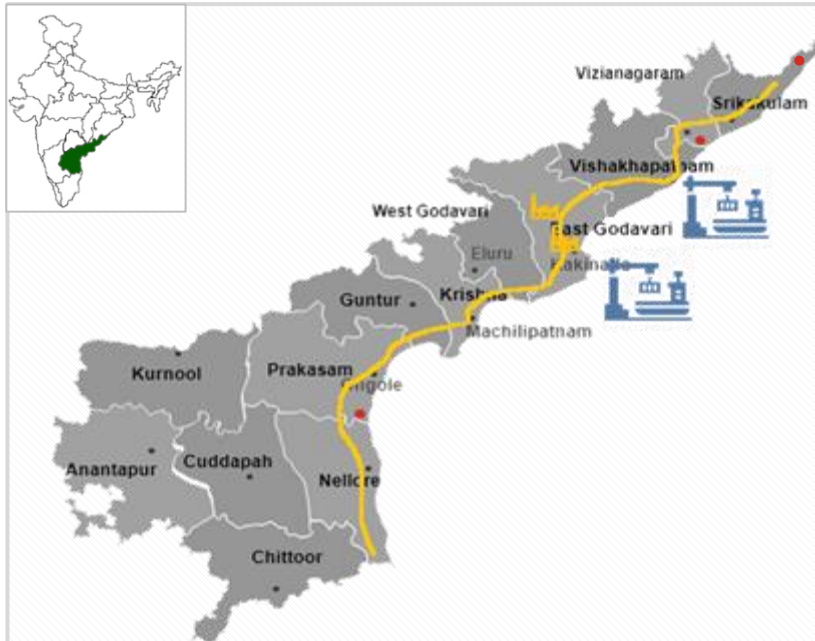
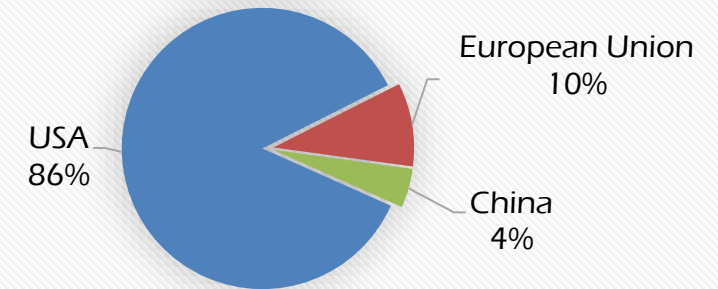


Company At a Glance

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 – FY20



Strategically Located & Well Integrated Operations

- Hatcheries with a total capacity of 1.2-1.4 bn SPF seed
- ~ 1,500 acres of farm-land operated by the Company (FY20)
20 - 200 kms from most farms from where produced is sourced
- 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



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



Location: North of Vizag
Commenced: Year 2016



Location: Srikakulam
Commenced: Year 2019



Location: Ongole
Commenced: Year 2019



**Phase – II
(Ongole)**

Currently under
construction

Likely completion
in current fiscal



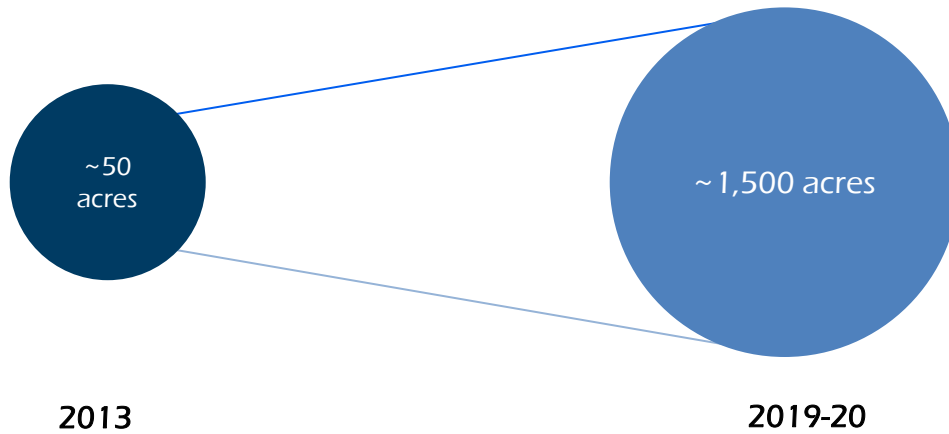
Combined breeding capacity of ~ 1.2 to 1.4 bn Specific Pathogen Free seed for Captive + Outside Sales

Farming | Critical Cushion for Consistent Supply



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

Farming operations spread across various locations in Andhra Pradesh

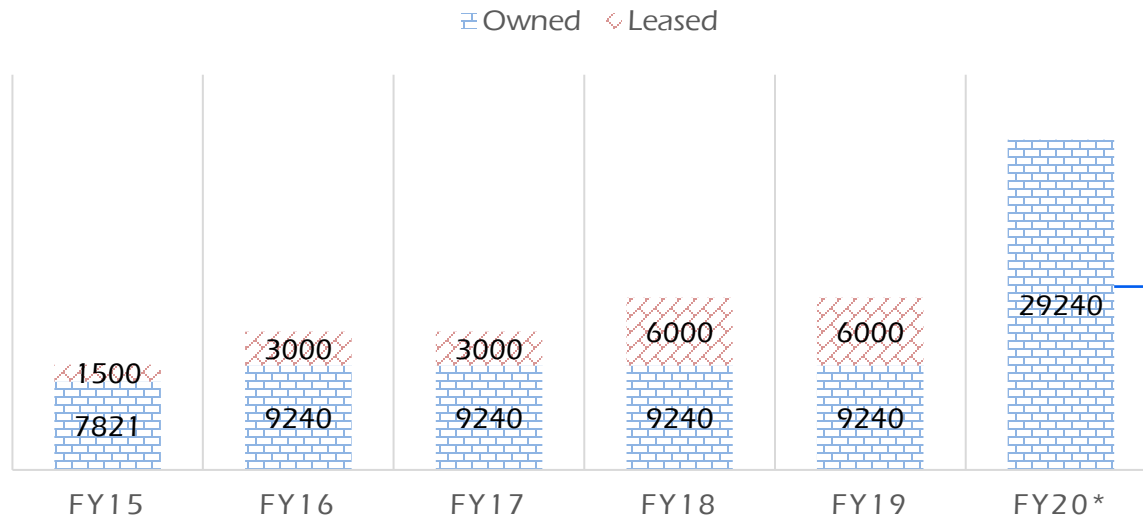


Caters to a part of the in-house raw material requirement; the balance is purchased directly from farmers across the states of Andhra Pradesh, Orissa, Bengal, Gujarat

Processing | Doubling of Capacity and Expanding the Product Line...



Process: 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



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

*Discontinued operations at the leased facility and commenced operations at the new processing plant in G. Ragampeta



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

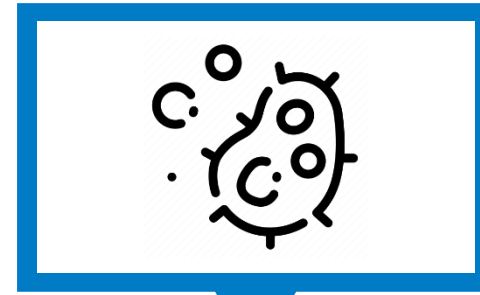
- Cooked Peeled & De-veined Tail-on
- Cooked in Shell
- Shrimp Rings
- Dusted and Breaded
- Par-fried Shrimp

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



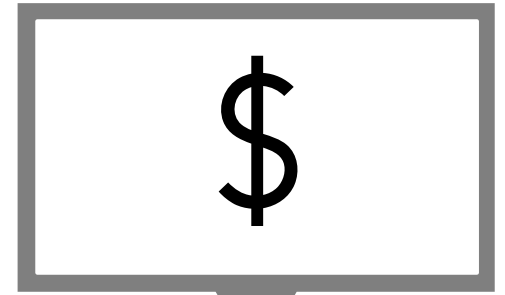
Demand Slowdown

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 the availability of raw material (shrimp)



Volatile Pricing

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



Annexures

Operational Highlights – Yearly Trend

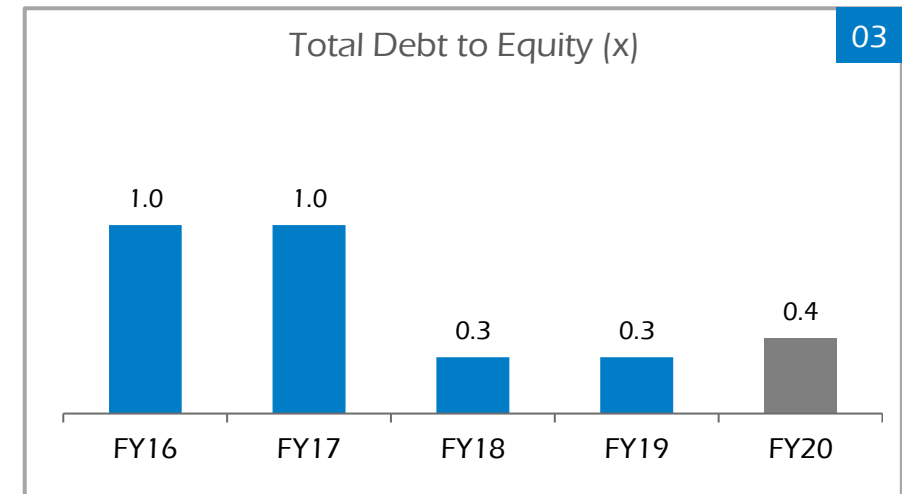
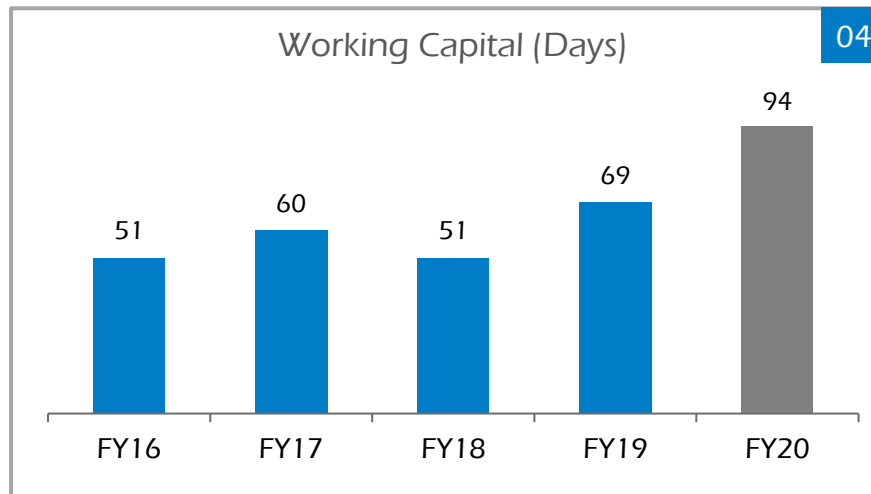
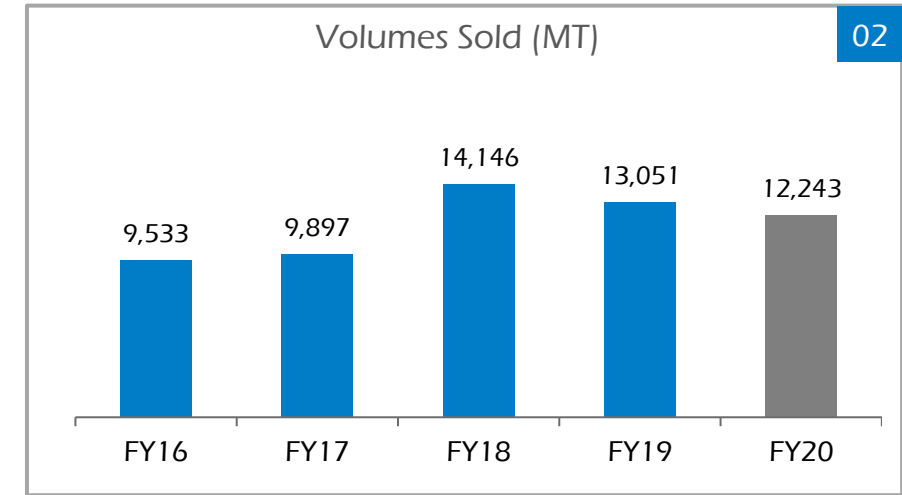
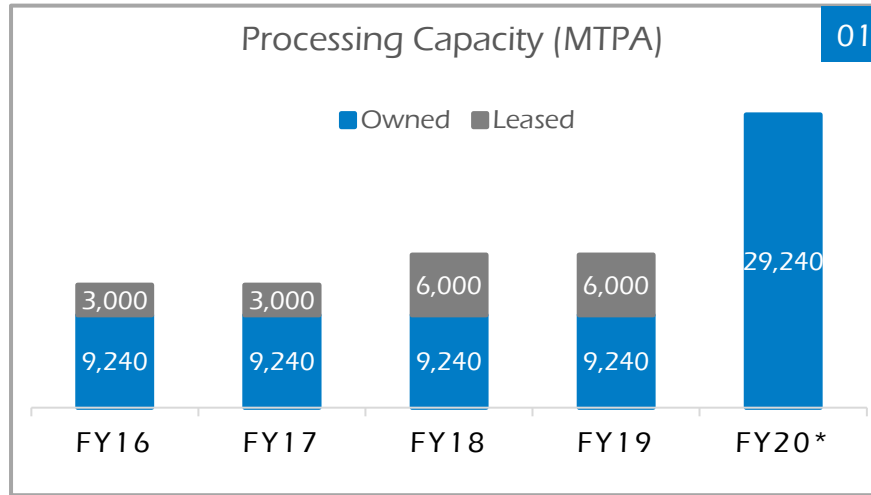


Figure 01: *Discontinued operations at the leased facility and commenced operations at the new processing plant in G. Ragampeta

Figure 04: Working capital days increased due to enhanced Hatchery operations since FY19 and inventory build-up towards end of FY20 led by the Covid-19 pandemic

Income Statement – Yearly Trend

| Profit & Loss (Rs mn) | FY16 | FY17 | FY18 | FY19 | FY20 |
|--------------------------|--------------|--------------|---------------|--------------|--------------|
| Net revenue | 6,035 | 6,987 | 9,986 | 8,747 | 8,271 |
| Other income | 47 | 106 | 199 | 215 | 190 |
| Total income | 6,083 | 7,093 | 10,185 | 8,962 | 8,461 |
| Raw material | 4,510 | 5,317 | 7,031 | 5,810 | 5,735 |
| Employee expenses | 233 | 249 | 389 | 482 | 437 |
| Other expenses | 884 | 977 | 1,466 | 1,559 | 1,228 |
| EBITDA | 455 | 549 | 1,299 | 1,111 | 1,060 |
| <i>EBITDA margin (%)</i> | <i>7.5%</i> | <i>7.7%</i> | <i>12.8%</i> | <i>12.4%</i> | <i>12.5%</i> |
| Depreciation | 49 | 63 | 87 | 109 | 146 |
| Finance cost | 104 | 112 | 87 | 65 | 106 |
| Profit Before Tax | 302 | 374 | 1,126 | 937 | 808 |
| Tax | 105 | 123 | 335 | 329 | 201 |
| Profit After Tax | 197 | 251 | 791 | 608 | 606 |
| <i>PAT margin (%)</i> | <i>3.2%</i> | <i>3.5%</i> | <i>7.8%</i> | <i>6.8%</i> | <i>7.2%</i> |

Balance Sheet – Yearly Trend

| Liabilities (Rs mn) | Mar-18 | Mar-19 | Mar-20 |
|--------------------------------|--------------|--------------|--------------|
| Shareholder's Funds | 3,023 | 3,551 | 3,959 |
| Share capital | 313 | 313 | 313 |
| Reserves & surplus | 2,710 | 3,238 | 3,646 |
| Non-current liabilities | 101 | 94 | 243 |
| Long term borrowings | 83 | 71 | 241 |
| Other non-current liabilities | 18 | 23 | 3 |
| Current liabilities | 1,187 | 1,453 | 2,063 |
| Short term borrowings | 722 | 958 | 1,197 |
| Trade payables | 266 | 315 | 453 |
| Other current liabilities | 107 | 51 | 313 |
| Short term provisions | 91 | 129 | 99 |
| Total Liabilities | 4,311 | 5,098 | 6,265 |

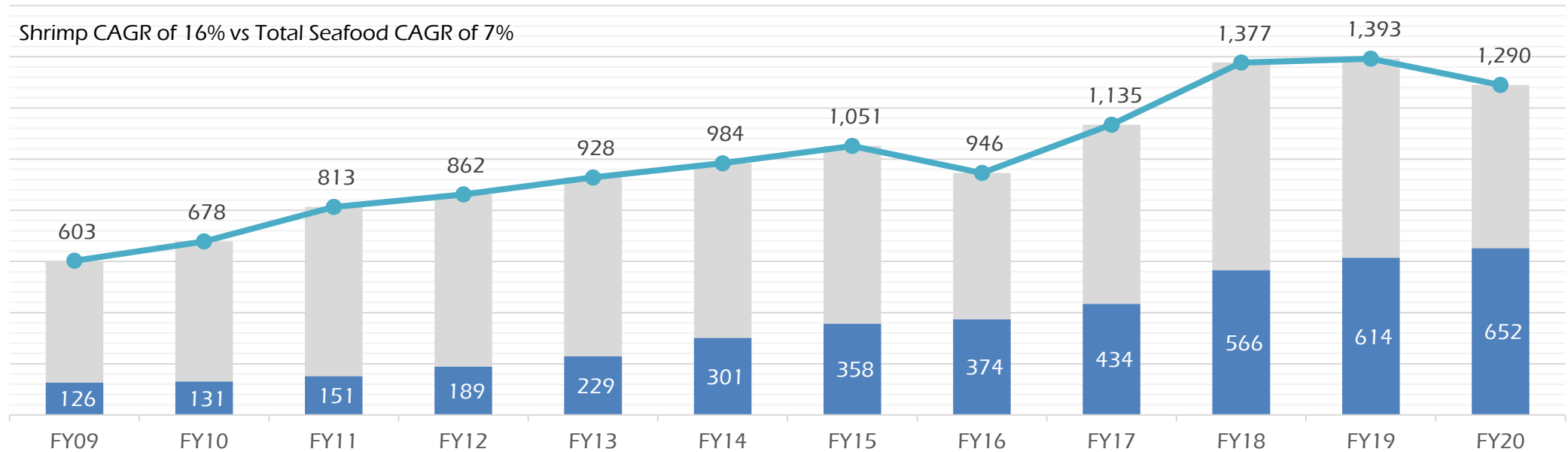
| Assets (Rs mn) | Mar-18 | Mar-19 | Mar-20 |
|---------------------------|--------------|--------------|--------------|
| Non-current assets | 1,408 | 2,456 | 2,913 |
| Net block | 1,111 | 1,147 | 2,802 |
| Capital work-in-progress | 209 | 1,163 | 28 |
| Other non-current assets | 54 | 114 | 49 |
| Deferred tax asset | 35 | 33 | 34 |
| Current Assets | 2,902 | 2,641 | 3,352 |
| Inventories | 1,016 | 1,063 | 1,840 |
| Trade receivables | 674 | 935 | 791 |
| Cash & cash equivalents | 644 | 67 | 72 |
| Other financial assets | 184 | 218 | 162 |
| Other current assets | 384 | 358 | 486 |
| Total Assets | 4,311 | 5,098 | 6,265 |

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

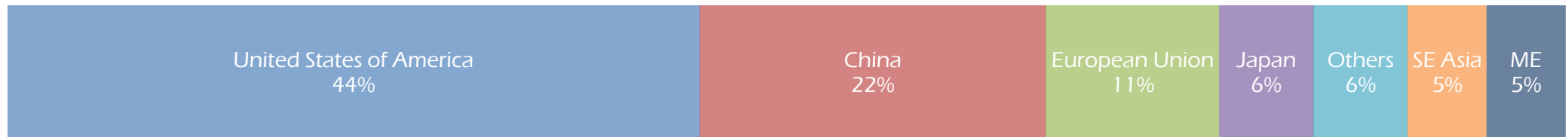
India Exports in 000's MTPA

Frozen Shrimp Other Seafood Total Seafood

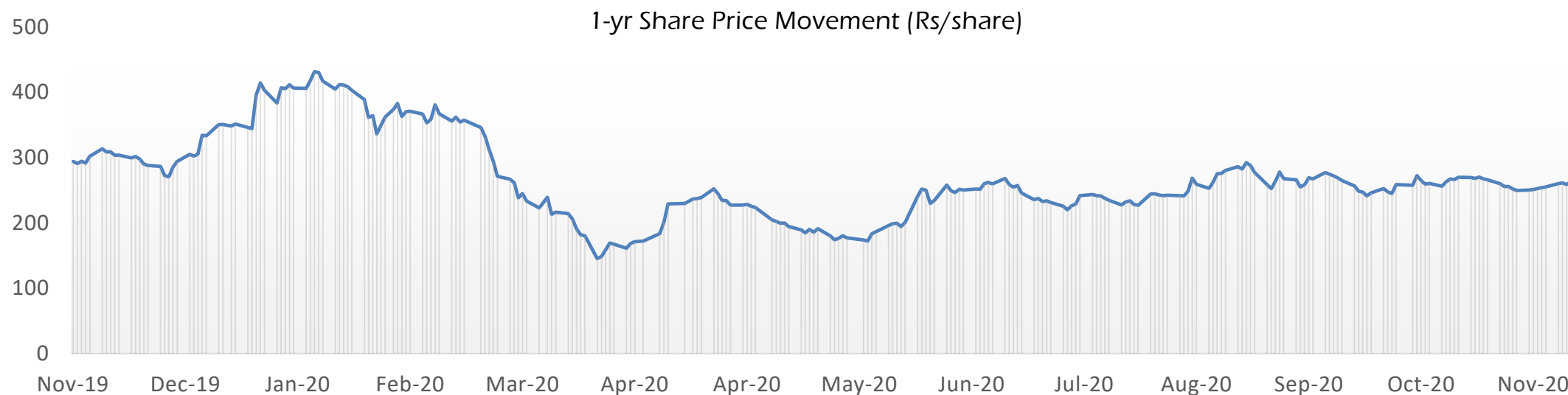
Shrimp CAGR of 16% vs Total Seafood CAGR of 7%



India's Shrimp Exports – FY20



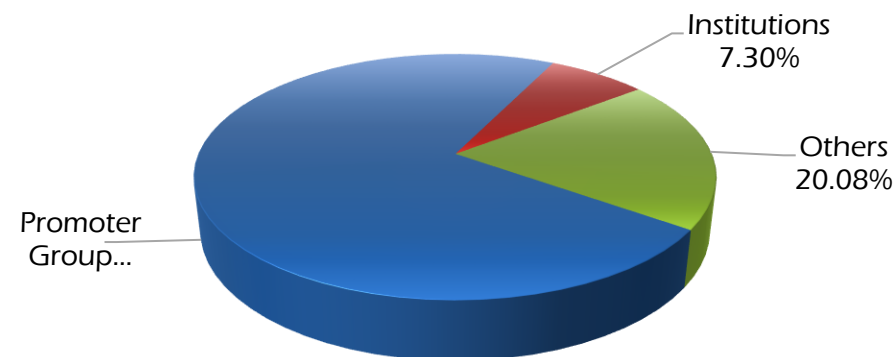
Source: MPEDA



Other data (as on 17-Nov-20)

| | |
|--------------------|---------------|
| NSE / BSE code | APEX / 540692 |
| CMP (Rs) | 275.00 |
| Market Cap (Rs mn) | 8,594 |
| # Shares (mn) | 31.25 |
| Face Value (Rs) | 10.00 |
| Sector | Aquaculture |
| Location | Kakinada, AP |

Shareholding Pattern (as on Sep-20)





Apex Frozen Foods

CIN: L15490AP2012PLC080067

Mr Subhramanya Chowdary, ED

ir@apexfrozenfoods.com



Investor Relations

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