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CIN: L15490AP2012PLC080067

Date: 14.08.2021

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/Madam,

**Sub: Investor Presentation Q1FY22 -Reg.**

**Ref: Disclosure of information pursuant to Regulation 30 read with Part 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and Disclosure Requirements) Regulations, 2015 and the Company's Code of Practices and Procedure for Fair Disclosure of Unpublished Price Sensitive Information, please find the attached copy of Q1FY22 Investor Presentation of the Company.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', is written over the circular stamp.



S.Sarojini,  
Company Secretary & Compliance officer



# Apex Frozen Foods

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Result Presentation

Q1 / FY22

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Key Business Updates – Q1 / FY22

While the domestic ecosystem was better prepared during the second wave of Covid-19, which allowed our operations to remain largely unaffected, the global disruption in sea transport continued to limit the growth in volumes sold

#### Operational Updates

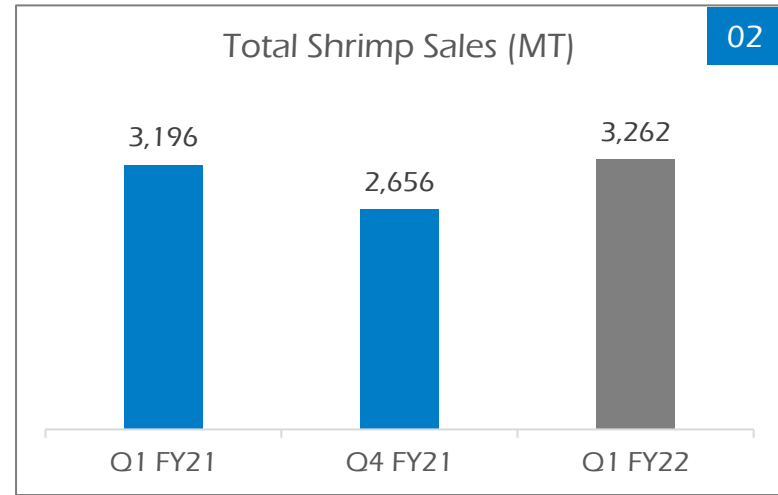
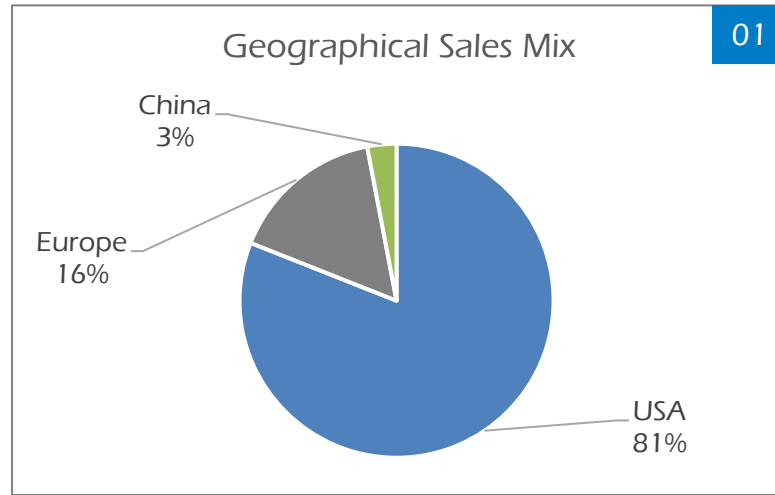
- Overall capacity utilization improved to ~58% in Q1FY22 from ~41% in FY21
- Shrimp sales volumes grew by 2% YoY and 23% QoQ to 3,262 MT in Q1FY22, of which, the high value R-T-E products formed ~21% versus a share of ~15% in FY21
- Ongole (Unit-II) Hatchery – Construction completed; Awaiting audits and certain regulatory approvals

#### Financial Updates

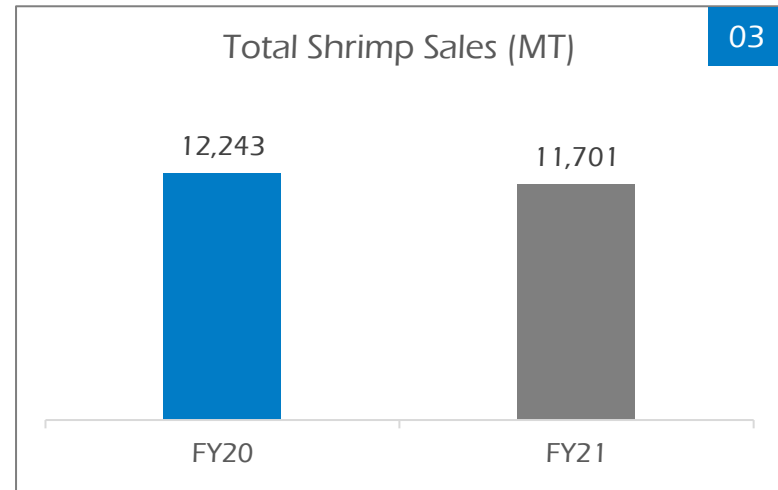
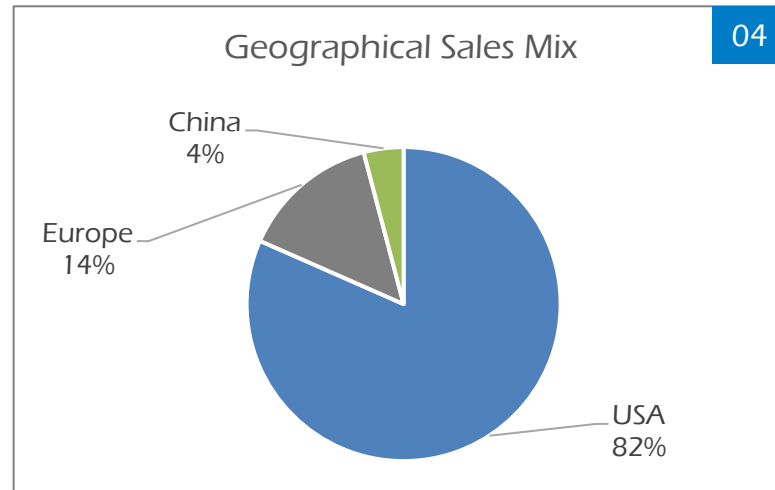
- Despite discontinuation of MEIS benefit (~5% of revenue), Net revenue in Q1FY22 grew by 2% Y-o-Y backed by both volume and value growth and by 22% QoQ backed by commensurate volume growth
- The average realization remained firm on account of better product mix and stable shrimp prices, globally
- However, profitability was impacted due to increased other expenses

## Key Operational Highlights

Q1 FY22



FY21



## Income Statement Highlights

Particulars (Rs Mn)	Q1 FY22	Q1 FY21	Y-o-Y %	Q4 FY21	Q-o-Q %	FY21
Net revenue	2,228	2,183		1,819		8,185
Other income	47	26		22		75
<b>Total Income</b>	<b>2,275</b>	<b>2,209</b>	<b>3.0</b>	<b>1,841</b>	<b>23.6</b>	<b>8,260</b>
Raw material costs	1,550	1,484		1,211		5,531
Employee expenses	119	104		102		398
Other expenses	469	409		316		1,346
<b>EBITDA</b>	<b>138</b>	<b>212</b>	<b>-35.2</b>	<b>212</b>	<b>-35.2</b>	<b>985</b>
<b>EBITDA margin</b>	<b>6.0%</b>	<b>9.6%</b>	<b>-</b>	<b>11.5%</b>	<b>-</b>	<b>11.9%</b>
Depreciation & amortisation	46	56		49		219
Finance cost	45	40		44		159
<b>Profit Before Tax</b>	<b>47</b>	<b>116</b>	<b>-59.6</b>	<b>119</b>	<b>-60.4</b>	<b>606</b>
Tax expenses	14	32		35		163
<b>Profit After Tax</b>	<b>33</b>	<b>85</b>	<b>-61.1</b>	<b>84</b>	<b>-60.6</b>	<b>443</b>
<b>PAT margin</b>	<b>1.4%</b>	<b>3.8%</b>	<b>-</b>	<b>4.5%</b>	<b>-</b>	<b>5.4%</b>
Other comprehensive income	3	-7		1		-3
Total Comprehensive Income	36	78		85		440
<b>Diluted EPS (Rs)</b>	<b>1.05</b>	<b>2.71</b>	<b>-61.3</b>	<b>2.68</b>	<b>-60.8</b>	<b>14.17</b>

## Balance Sheet Highlights

Liabilities (Rs Mn)	Mar-20	Mar-21
<b>Shareholder's Funds</b>	<b>3,959</b>	<b>4,398</b>
Share capital	313	313
Reserves & surplus	3,646	4,086
<b>Non-current liabilities</b>	<b>243</b>	<b>281</b>
Long term borrowings	241	281
Other non-current liabilities	3	0
<b>Current liabilities</b>	<b>2,063</b>	<b>1,889</b>
Short term borrowings	1,197	1,380
Trade payables	453	300
Other current liabilities	313	74
Short term provisions	99	135
<b>Total Liabilities</b>	<b>6,265</b>	<b>6,568</b>

Assets (Rs Mn)	Mar-20	Mar-21
<b>Non-current assets</b>	<b>2,913</b>	<b>2,708</b>
Net block	2,802	2,504
Capital work-in-progress	28	154
Other non-current assets	49	27
Deferred tax asset	34	23
<b>Current Assets</b>	<b>3,352</b>	<b>3,860</b>
Inventories	1,840	1,612
Trade receivables	791	1,546
Cash & cash equivalents	72	99
Other financial assets	162	227
Other current assets	486	377
<b>Total Assets</b>	<b>6,265</b>	<b>6,568</b>





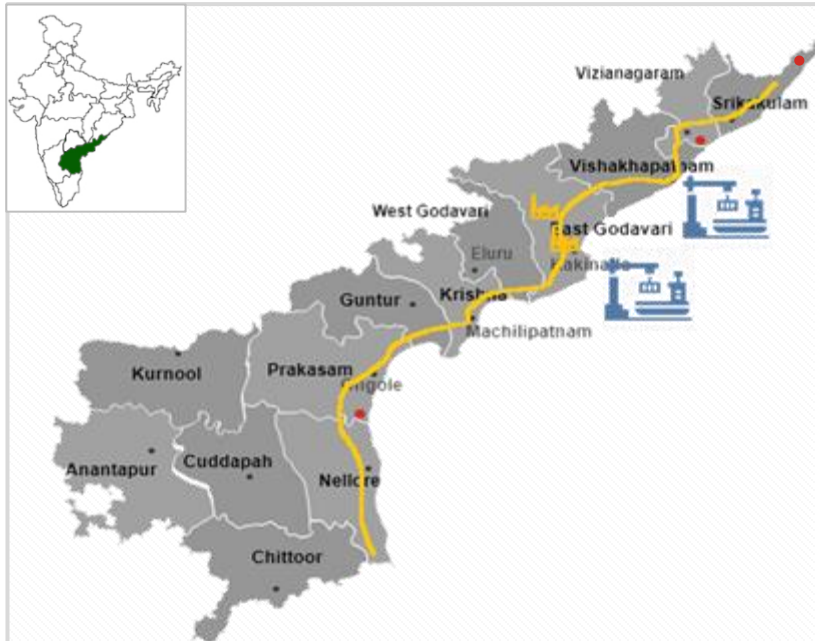
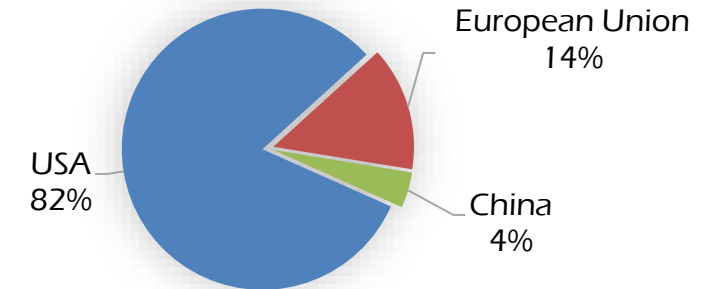
## Company At a Glance



# 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 & exporters in India
- Diversified customer base of Food Companies, Retail Chains, Restaurants, Club Stores and Distributors across the key markets
- Well integrated operations with presence in **Hatchery and Processing & Exporting of Shrimp**

### Key Export Markets – FY21



## Strategically Located & Well Integrated Operations

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



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



Two facilities with a total Processing Capacity of 29,240 MTPA and Cold Storage capacity of ~3,500 MT



Located ~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)

Construction  
completed

Awaiting audits  
and regulatory  
approvals



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

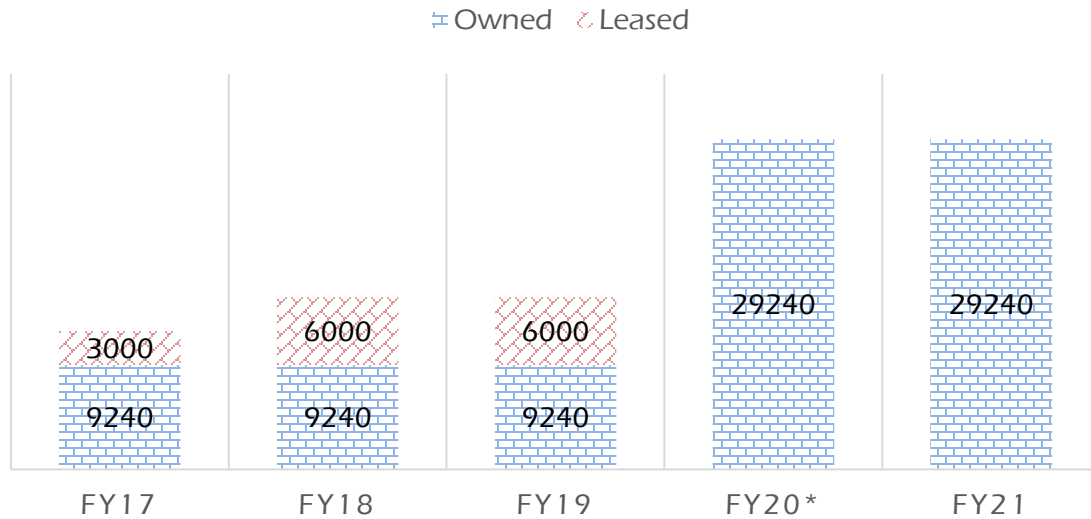


In-line with its strategic realignment, the Company has discontinued its leased farms and will continue to procure the required produce directly from farmers

# 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**

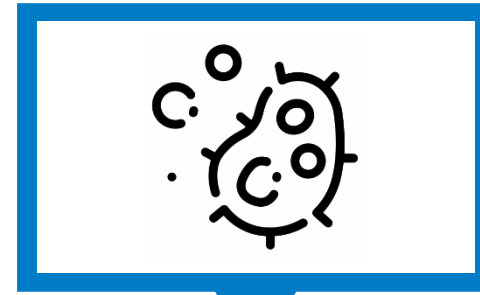
- Cooked Peeled & De-veined Tail-on
- Cooked in Shell
- Shrimp Rings
- Dusted and Breaded
- Par-fried Shrimp

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



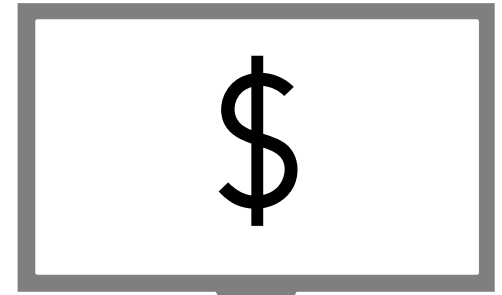
### Demand Slowdown

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

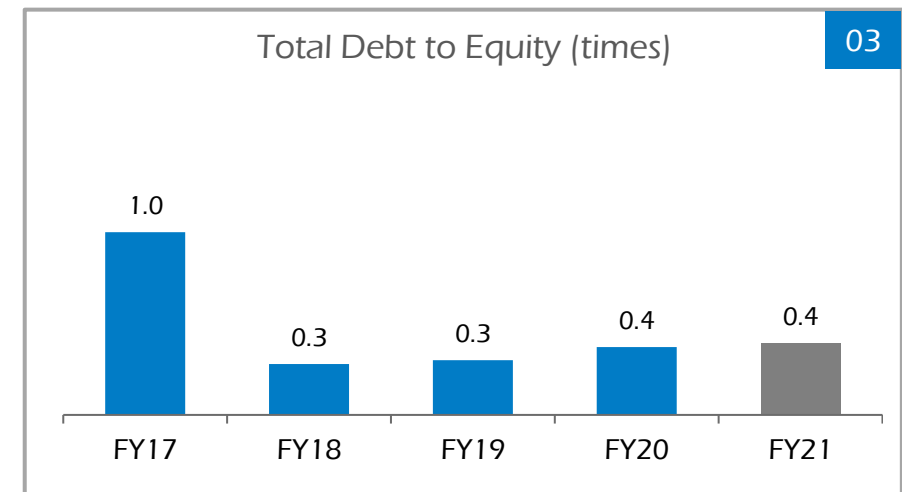
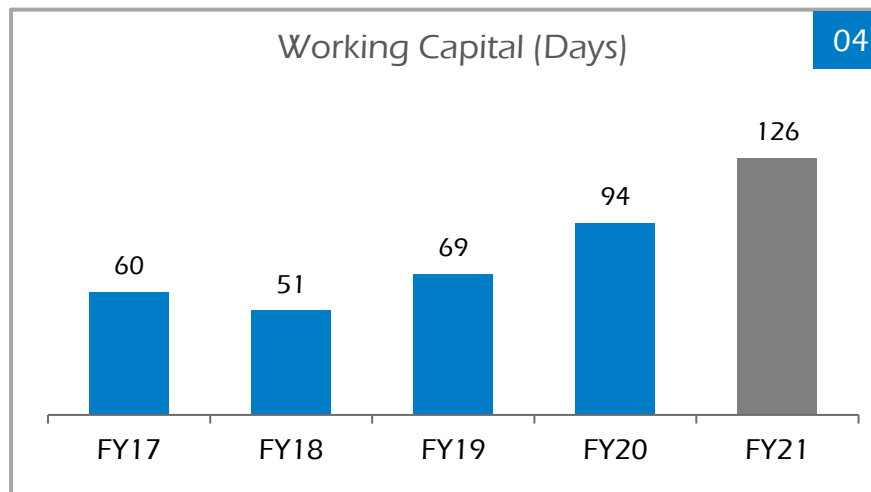
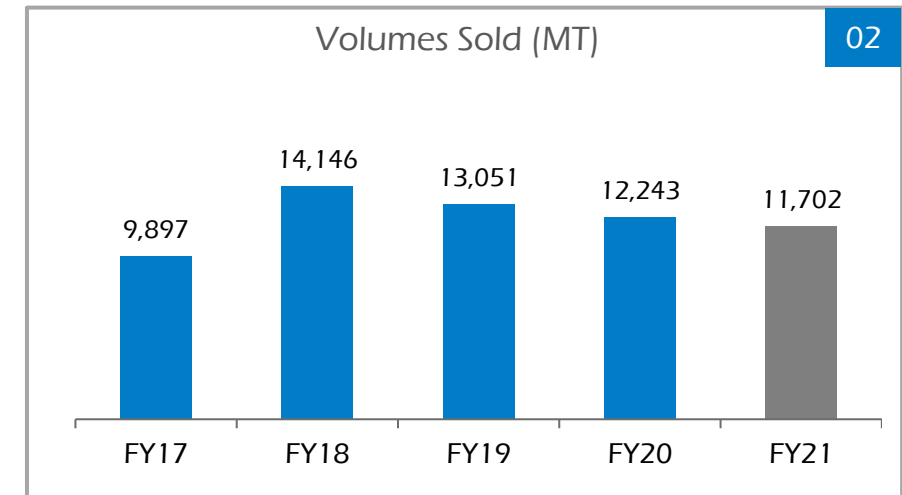
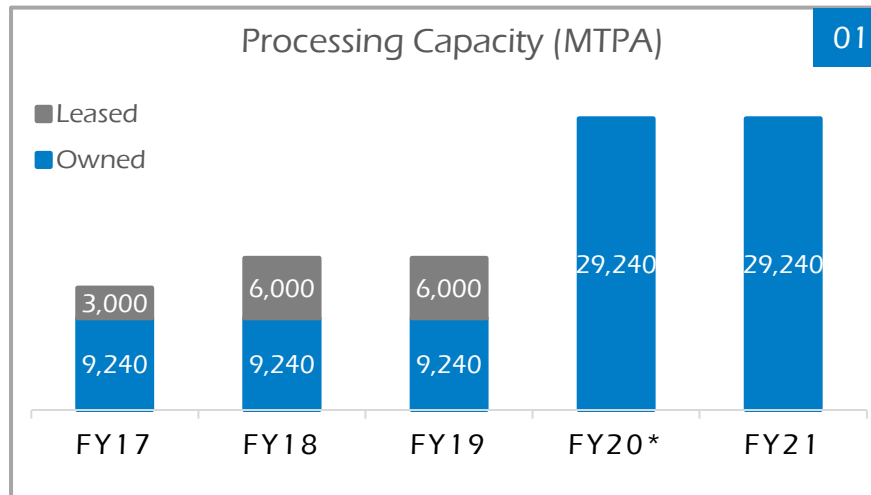


Figure 01: \*Discontinued operations at the leased facility (6,000 MTPA) and commenced operations at the new processing plant in G. Ragampeta (20,000 MTPA)

Figure 04: Working capital days increased due to enhanced Hatchery operations since FY19 and inventory & debtor build-up as on FY20 and FY21, led by the Covid-19 impact

## Income Statement – Yearly Trend

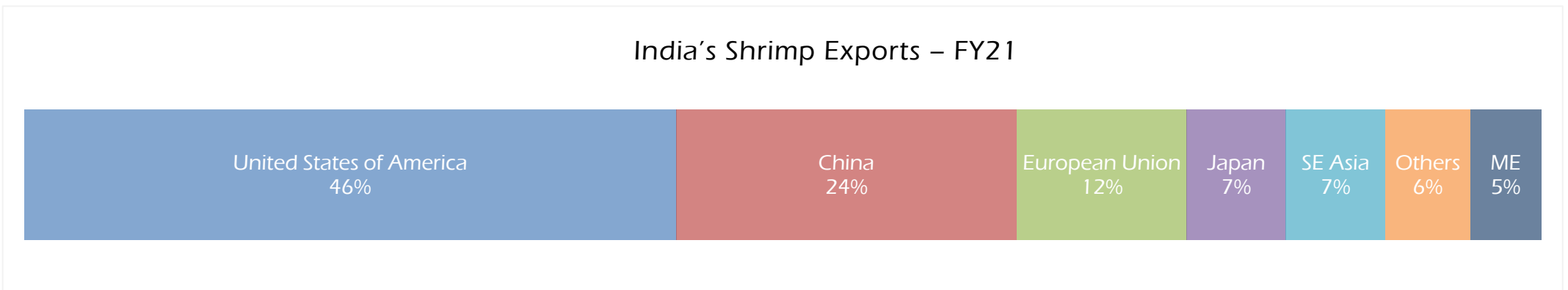
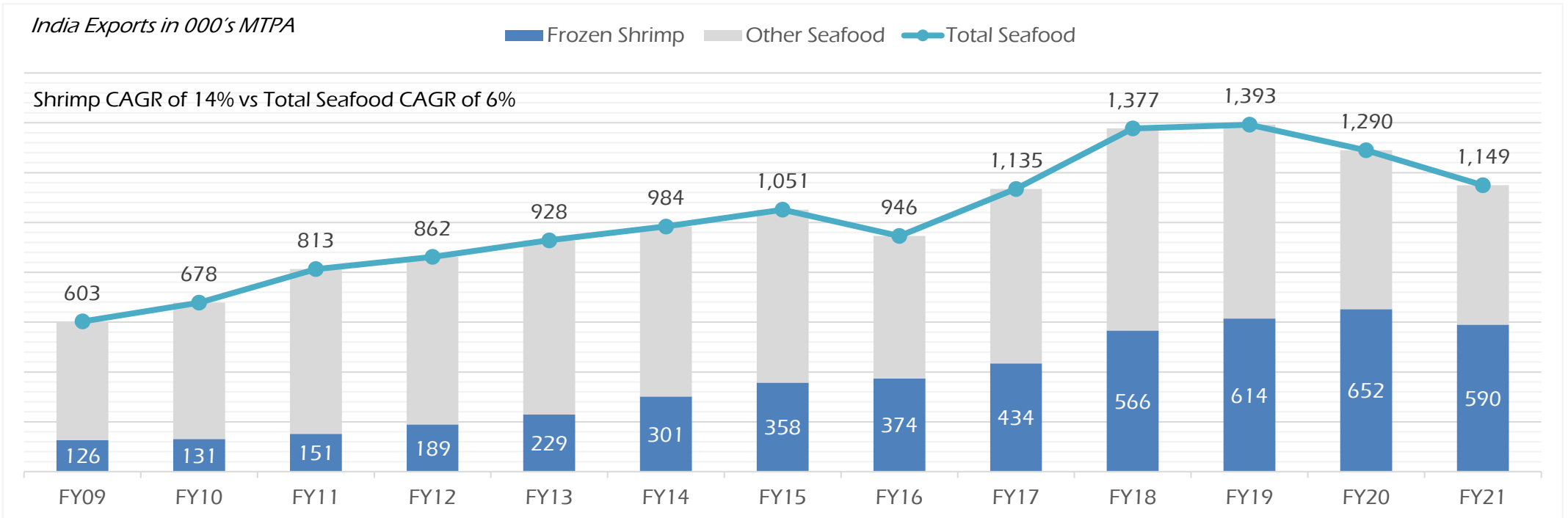
Profit & Loss (Rs Mn)	FY17	FY18	FY19	FY20	FY21
Net revenue	6,987	9,986	8,747	8,271	8,185
Other income	106	199	215	190	75
<b>Total income</b>	<b>7,093</b>	<b>10,185</b>	<b>8,962</b>	<b>8,461</b>	<b>8,260</b>
Raw material costs	5,317	7,031	5,810	5,735	5,531
Employee expenses	249	389	482	437	398
Other expenses	977	1,466	1,559	1,228	1,346
<b>EBITDA</b>	<b>549</b>	<b>1,299</b>	<b>1,111</b>	<b>1,060</b>	<b>985</b>
<i>EBITDA margin (%)</i>	<i>7.7%</i>	<i>12.8%</i>	<i>12.4%</i>	<i>12.5%</i>	<i>11.9%</i>
Depreciation	63	87	109	146	219
Finance cost	112	87	65	106	159
<b>Profit Before Tax</b>	<b>374</b>	<b>1,126</b>	<b>937</b>	<b>808</b>	<b>606</b>
Tax expenses	123	335	329	201	163
<b>Profit After Tax</b>	<b>251</b>	<b>791</b>	<b>608</b>	<b>606</b>	<b>443</b>
<i>PAT margin (%)</i>	<i>3.5%</i>	<i>7.8%</i>	<i>6.8%</i>	<i>7.2%</i>	<i>5.4%</i>

## Balance Sheet – Yearly Trend

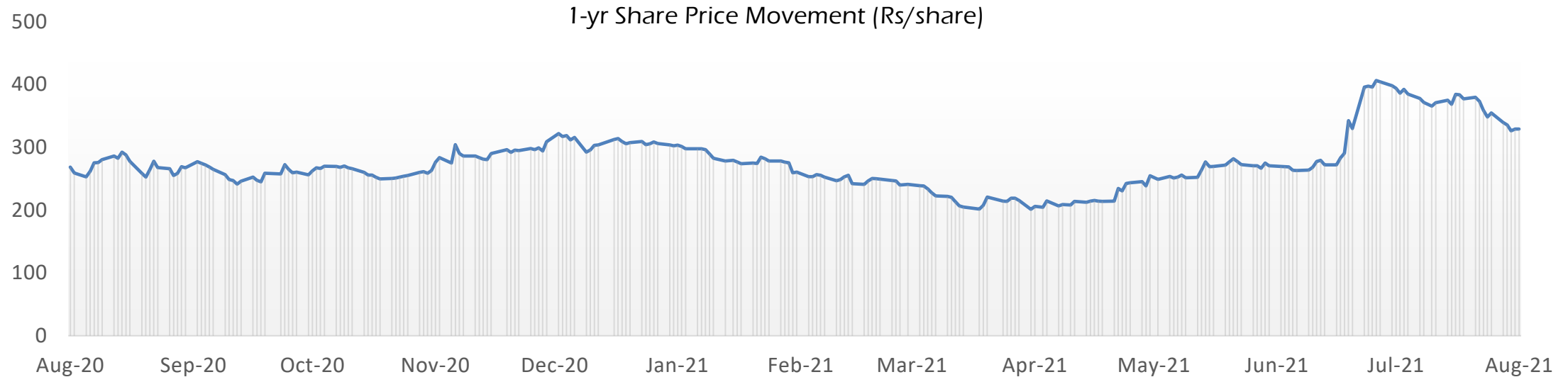
Liabilities (Rs Mn)	Mar-19	Mar-20	Mar-21
<b>Shareholder's Funds</b>	<b>3,551</b>	<b>3,959</b>	<b>4,398</b>
Share capital	313	313	313
Reserves & surplus	3,238	3,646	4,086
<b>Non-current liabilities</b>	<b>94</b>	<b>243</b>	<b>281</b>
Long term borrowings	71	241	281
Other non-current liabilities	23	3	0
<b>Current liabilities</b>	<b>1,453</b>	<b>2,063</b>	<b>1,889</b>
Short term borrowings	958	1,197	1,380
Trade payables	315	453	300
Other current liabilities	51	313	74
Short term provisions	129	99	135
<b>Total Liabilities</b>	<b>5,098</b>	<b>6,265</b>	<b>6,568</b>

Assets (Rs Mn)	Mar-19	Mar-20	Mar-21
<b>Non-current assets</b>	<b>2,456</b>	<b>2,913</b>	<b>2,708</b>
Net block	1,147	2,802	2,504
Capital work-in-progress	1,163	28	154
Other non-current assets	114	49	27
Deferred tax asset	33	34	23
<b>Current Assets</b>	<b>2,641</b>	<b>3,352</b>	<b>3,860</b>
Inventories	1,063	1,840	1,612
Trade receivables	935	791	1,546
Cash & cash equivalents	67	72	99
Other financial assets	218	162	227
Other current assets	358	486	377
<b>Total Assets</b>	<b>5,098</b>	<b>6,265</b>	<b>6,568</b>

# India's Seafood Exports Driven by Surging Shrimp Exports



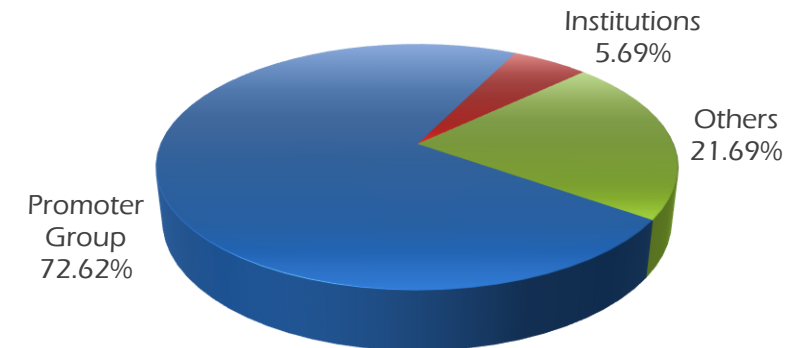
Source: MPEDA



## Other data (as on 13-Aug-21)

NSE / BSE code	APEX / 540692
CMP (Rs/share)	328.95
Market Cap (Rs Mn)	10,280
# Shares (Mn)	31.25
Face Value (Rs/share)	10.00
Sector	Aquaculture
Location	Kakinada, AP

## Shareholding Pattern (as on Jun-21)





Apex Frozen Foods

CIN: L15490AP2012PLC080067

Mr Subhramanya Chowdary, ED

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



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