



Apex Frozen Foods

Result Presentation

Q1FY25



Safe Harbour

This presentation and the accompanying slides (the “Presentation”), which have been prepared by **Apex Frozen Foods Ltd** (the “Company”) solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded. All product names, logos, and brands are property of their respective owners. All company, product and service names used in this presentation are for identification purposes only. Use of these names, logos, and brands does not imply endorsement.

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guaranteeing of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third-party statements and projections.

Table of Contents

| 01

Key Business Updates
Q1FY25

| 02

Company At a Glance

| 03

Annexure





Key Business Updates Q1FY25

Key Highlights – Q1FY25



Industry Updates:

- › The Indian Shrimp industry which has been facing challenges led by subdued demand from key markets such as the USA, was further exacerbated by the imposition of Countervailing Duties (CVD) by the USA, and the ongoing geopolitical tensions led sea transportation issues (lack of container availability and increased freight costs)
- › European Union (EU) market continued to remain robust
- › Global Shrimp prices are improving, albeit, gradually
- › The Indian Union Budget 2024 announced certain positive measures for the sector such as financial support for developing import substitution of Broodstock, project financing by NABARD, and lowering custom duties on certain inputs related to the Shrimp Industry, which is likely to reduce cost of production at farm level.



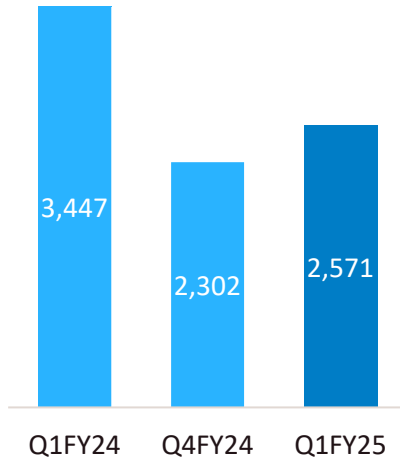
Company Updates:

- › Shrimp sales stood at 2,571 MT in Q1FY25, with higher share of EU sales at ~39% versus ~17% in Q1FY24
- › Average Realization* at Rs 684 per Kg in Q1FY25, grew 3% QoQ in-line with global price improvement
- › EBITDA margin at 6% improved YoY and QoQ. Profit After Tax at Rs 38 Mn, grew 4% YoY and from a loss of Rs 4 Mn QoQ

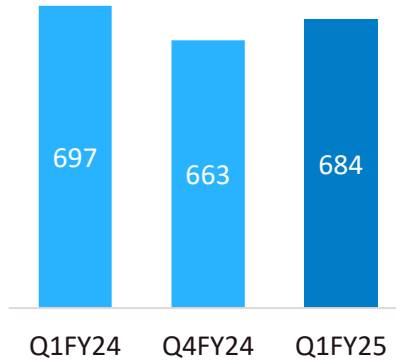
*Average sales realization = Net Revenue (excluding export incentives) / Total Shrimp Volumes sold

Operational Highlights – Q1FY25

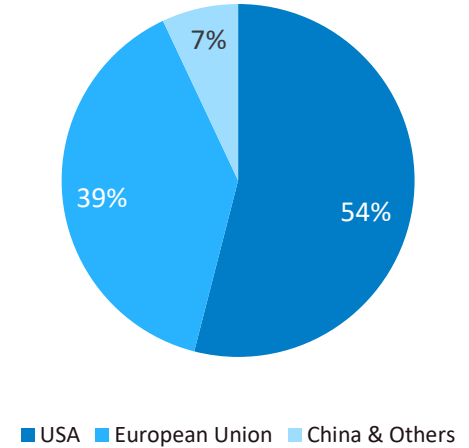
Total Shrimp Sales (MT)



Average Realization (Rs/Kg)*



Geographical Mix (%)



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

Profit & Loss Highlights – Q1FY25

Particulars (Rs Mn)	Q1FY25	Q1FY24	Y-o-Y %	Q4FY24	Q-o-Q %	FY24
Net Revenue	1,860	2,538		1,616		8,041
Other Income	4	2		15		32
Total Income	1,864	2,540	-27%	1,631	14%	8,073
Raw Material Cost	1,273	1,816		1,155		5,627
Employee Expenses	112	125		136		545
Other Expenses	368	468		312		1,456
EBITDA	111	131	-15%	28	290%	444
<i>EBITDA Margin (%)</i>	<i>5.9%</i>	<i>5.1%</i>		<i>1.7%</i>		<i>5.5%</i>
Depreciation & Amortisation	37	52		9		148
Finance Cost	23	28		24		101
Profit Before Tax	50	51	-1%	-5	-1127%	196
Tax Expenses	12	15		-1		50
Profit After Tax	38	36	4%	-4	-1156%	146

Net Revenue includes export benefits of Rs 101 Mn for Q1FY25, Rs 135 Mn for Q1FY24, Rs 91 Mn for Q4FY24 and Rs 433 Mn for FY24

Profit & Loss - Annual

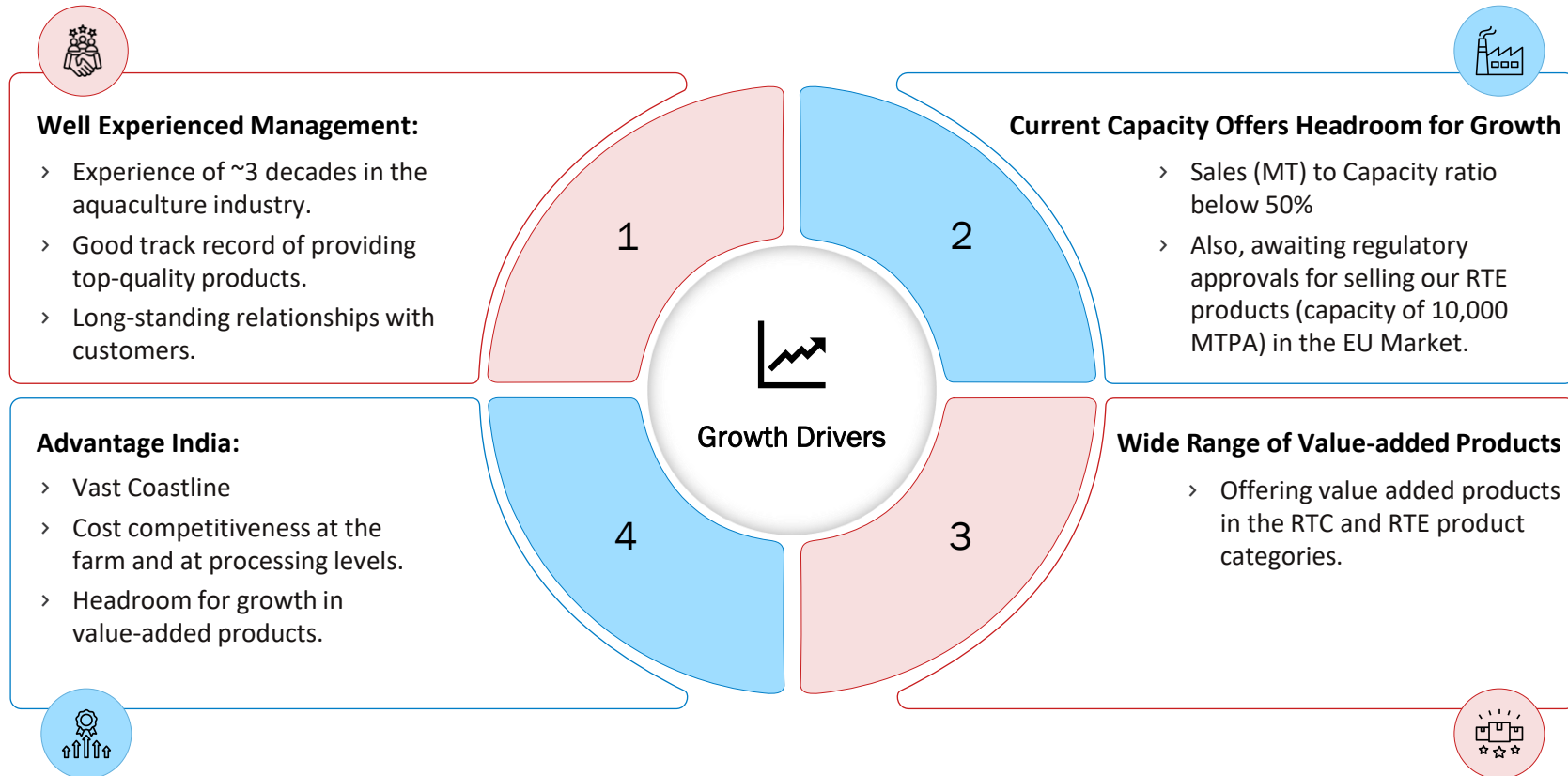
Particulars (Rs Mn)	FY21	FY22	FY23	FY24
Net Revenue	8,185	9,262	10,703	8,041
Other Income	75	57	17	32
Total Income	8,260	9,319	10,720	8,073
Raw Material Cost	5,531	6,150	7,419	5,627
Employee Expenses	398	430	460	545
Other Expenses	1,346	1,818	1,993	1,456
EBITDA	985	921	848	444
<i>EBITDA Margin (%)</i>	<i>11.9%</i>	<i>9.9%</i>	<i>7.9%</i>	<i>5.5%</i>
Depreciation & Amortisation	219	185	194	148
Finance Cost	159	174	147	101
Profit Before Tax	606	562	506	196
Tax Expenses	163	151	148	50
Profit After Tax	443	411	359	146

Balance Sheet Highlights

Liabilities (Rs Mn)	Mar-21	Mar-22	Mar-23	Mar-24
Shareholder's Funds	4,398	4,684	4,900	4,971
Share Capital	313	313	313	313
Reserves & Surplus	4,086	4,372	4,587	4,658
Non-current Liabilities	281	348	101	157
Long Term Borrowings	281	291	28	74
Other Non-current Liabilities	0	0	9	0
Deferred Tax Liabilities	0	57	64	83
Current Liabilities	1,889	1,745	1,139	1,206
Short Term Borrowings	1,380	1,377	878	995
Trade Payables	300	209	155	103
Other Current Liabilities	18	55	84	83
Short Term Provisions	135	79	10	25
Current Tax Liability	56	25	13	0
Total Liabilities	6,568	6,777	6,140	6,333

Assets (Rs Mn)	Mar-21	Mar-22	Mar-23	Mar-24
Non-current Assets	2,708	2,656	2,803	2,708
Net Block	2,504	2,360	2,424	2,538
Capital Work-in-progress	154	219	179	36
Other Non-current Assets	27	77	200	133
Deferred Tax Asset	23	0	0	0
Current Assets	3,860	4,121	3,336	3,626
Inventories	1,612	2,028	1,779	1,941
Biological Assets			22	36
Trade Receivables	1,546	1,320	1,121	1,069
Cash & Cash Equivalents	99	83	104	99
Other Financial Assets	227	91	4	5
Other Current Assets	377	599	307	476
Total Assets	6,568	6,777	6,140	6,333

Key Growth Drivers





Company at a Glance

The Growth Journey So Far...



Commencement Stage (1995)

Commenced business operations under partnership firm “Apex Exports”.



Export Market Penetration (2004 – 2012)

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



Capability Expansion (2013 – 2021)

- 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.



Well-placed to Capitalize on the Growth Opportunities (2022 – 24)

- **Improved Product Mix:** Share of RTE products in overall sales increased from 15% in FY21 to 26% in FY24.
- **RTE Capacity Expansion:** Commissioned an additional line of 5,000 MT of RTE capacity in end of May-23.

...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.

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

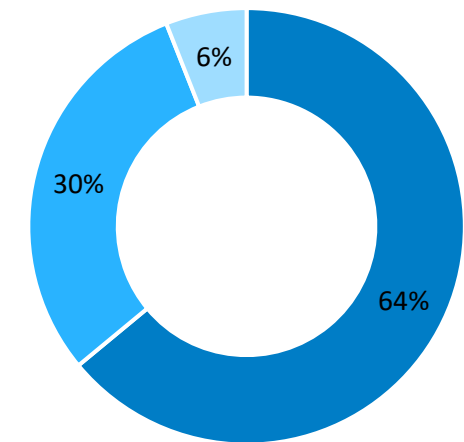


Well Diversified Products

Ready-to-Cook
Ready-to-Eat

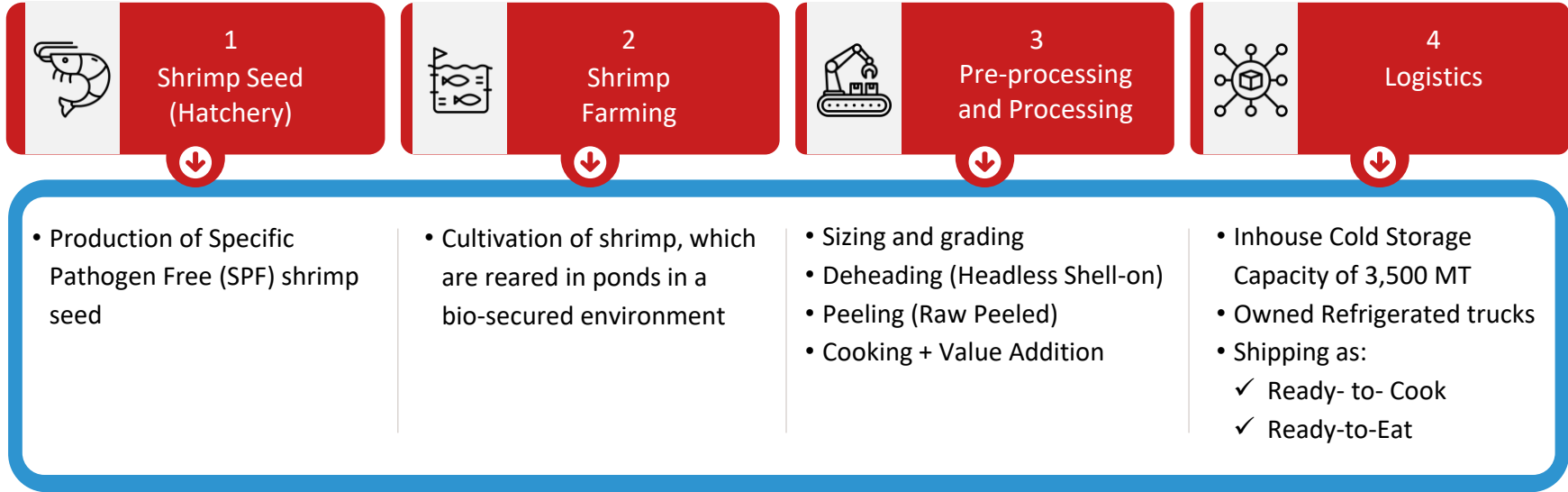
*Specific Pathogen Free

Key Export Markets – FY24



■ USA ■ Europe ■ China & other

Well Integrated Across Value Chain



In-house



Outsourced

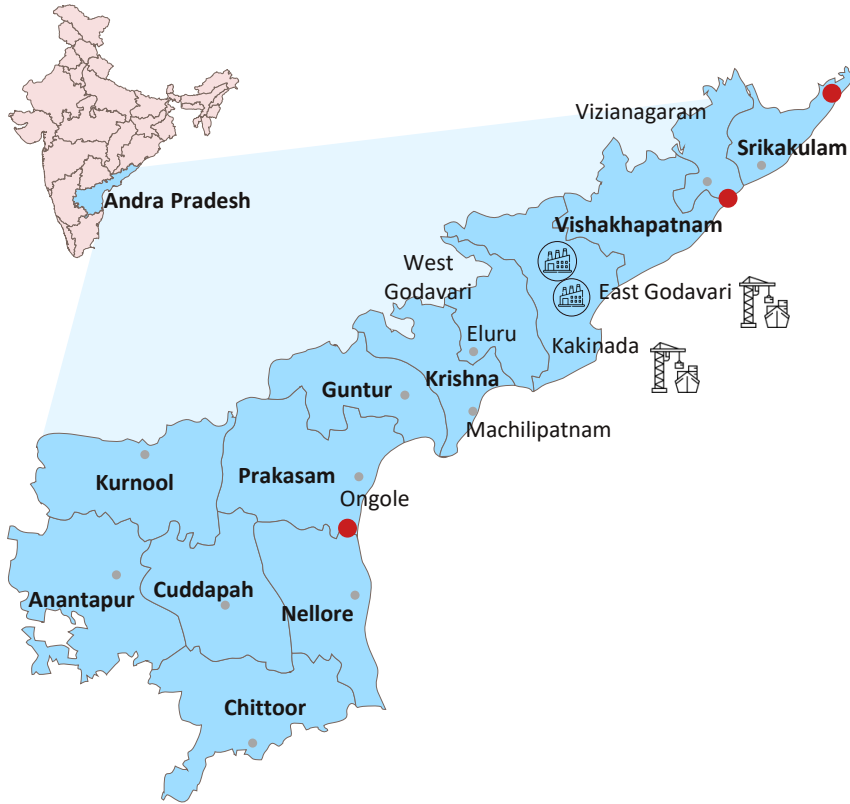


In-house



In-house

Strategically Located Facilities



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



Our facilities are located ~20 kms from Kakinada port and ~150 kms from Vizag port

Our facilities are located within 20 - 200 kms of most farms from where the produce is sourced for processing

Processing Capacity Offers Headroom for Growth



Unit 1 – Kakinada, Andhra Pradesh

Ready-to-Cook products: 9,240 MTPA

Cold Storage: 1,000 MT

Total Capacity
34,240 MTPA



Unit 2 - G. Ragampeta, Andhra Pradesh

Ready-to-Cook products: 15,000 MTPA

Ready-to-Eat products: 10,000 MTPA

Cold Storage: 2,500 MT

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

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



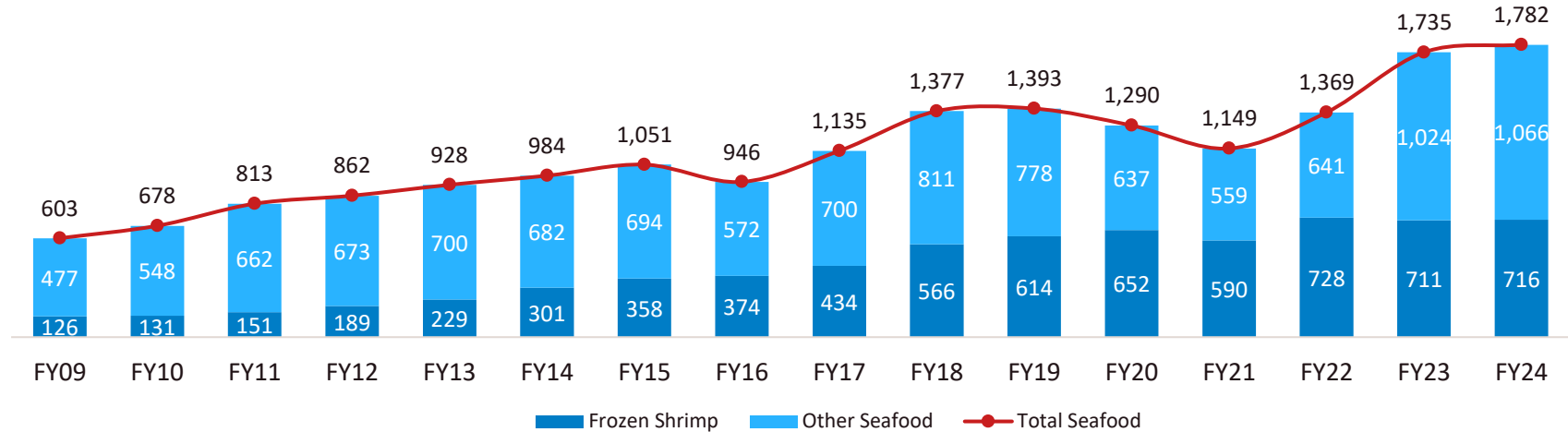
READY-TO-EAT (RTE)

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

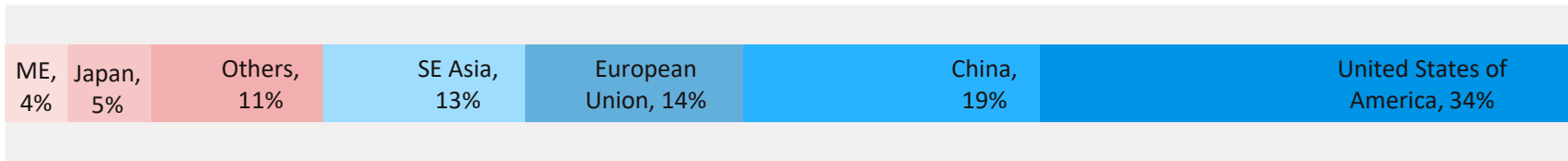


Annexure

India's Seafood Exports Driven by Surging Shrimp Exports



India's Shrimp Exports – FY24

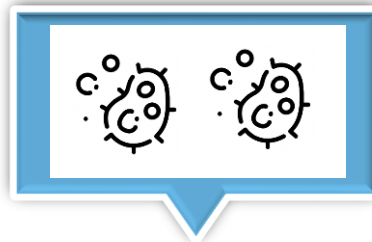


Key Considerations for the Sector



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)



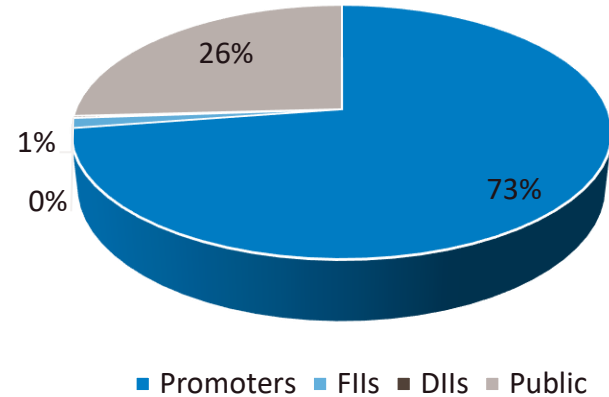
Volatile Pricing

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

Share Capital Information

NSE / BSE code	APEX / 540692
CMP (Rs/share) (as on 12-Aug-24)	276
Market Cap (Rs Mn)	8,547
# Shares (Mn)	31.25
Face Value (Rs/share)	10.00
Sector	Aquaculture
Location	Kakinada, AP

Shareholding Pattern as on June 2024





Thank You



Apex Frozen Foods

CIN: L15490AP2012PLC080067



Stellar IR Advisors Pvt. Ltd.



Mr Chowdary Karuturi, Managing Director



ir@apexfrozenfoods.com



Pooja Sharma | Suyash Samant



pooja@stellar-ir.com | suyash@stellar-ir.com