

ZEAL AQUA LIMITED
L05004GJ2009PLC056270



Date: 21/06/2019

To,
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai- 400001

Script ID/ Code : ZEAL/539963

Subject : Disclosure of information pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Dear Sir/Madam,

In compliance with Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. Kindly find enclosed herewith a copy of Results presentation with respect to the H2 & FY 2019 Financial results for the year ended 31st March 2019 of the company.

Kindly take the above information on record and oblige.

Thanking you.

Yours Faithfully.

For Zeal Aqua Limited

Pradipkumar Ratilal Navik
Whole Time Director
DIN: 01067716





Zeal Aqua Limited

Investor Presentation | June 2019

Safe Harbor



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Agenda



Company at
Glance



Way
Forward...



Industry
Overview



Financial
Highlights

A large teal arrow graphic pointing to the right, composed of two overlapping triangles. The front triangle is smaller and positioned to the right of the larger back triangle. The arrow is set against a light beige background that is framed by two horizontal teal lines.

Company at Glance

Company at Glance

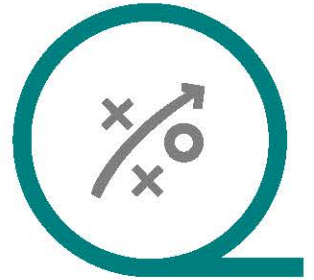
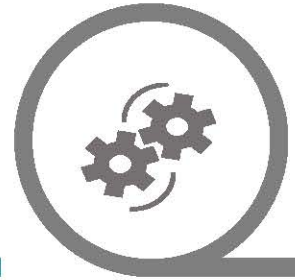
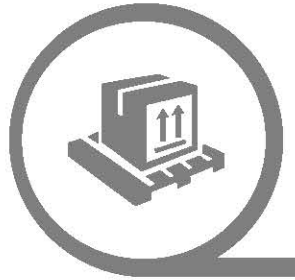
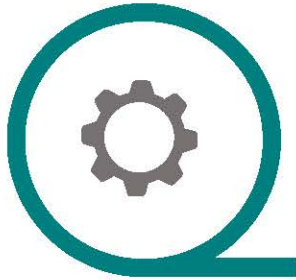
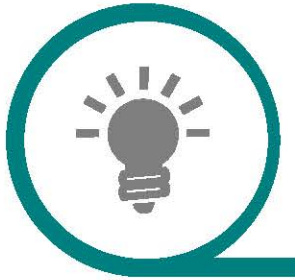


Incorporated in 2009, based
out of Surat, Gujarat

Processing Capacity : **5,850 MTPA**
Farming Capacity : **1,600 MTPA**

Introduced *L. Vannamei* species
in the region

10% Market Share in Gujarat's
Shrimp Production



Vertically Integrated
Player from Farmer to
Processor

Portfolio of Ponds:
100 PE Lines & more
than **67 earthen**
ponds

Satellite farming capacity
of **~4,000 MTPA**

Diversified Business Segment



Shrimp Feeds & medicines

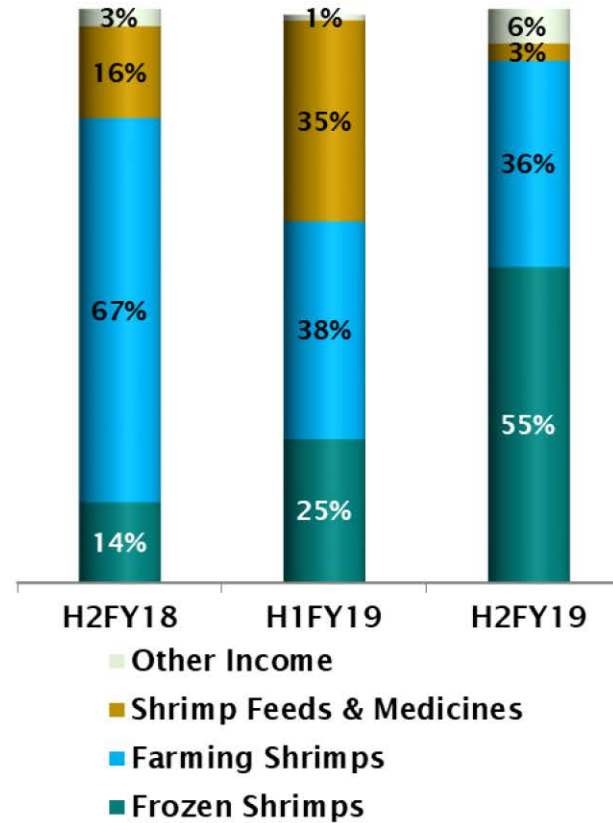


Farming Shrimps

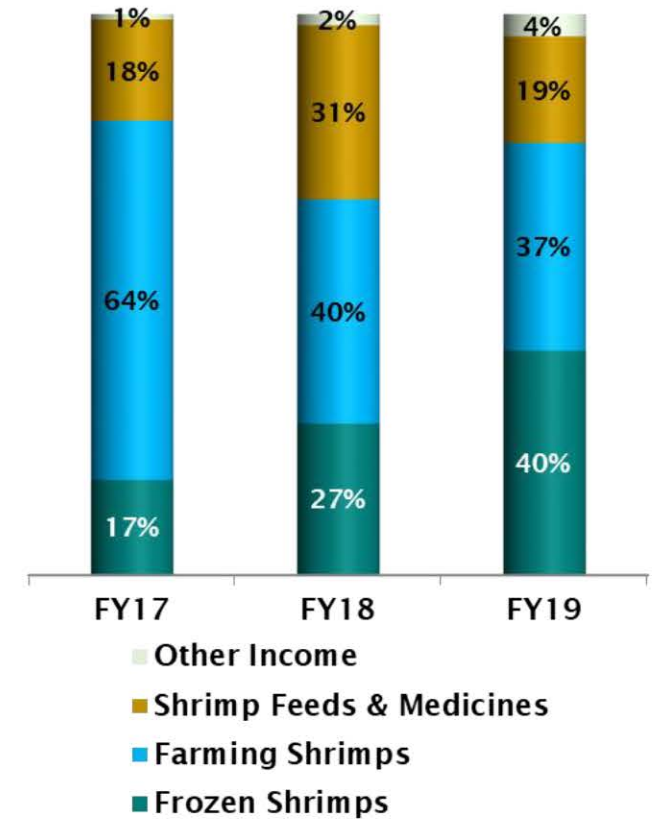


Frozen Shrimps

Revenue Mix Half Yearly Trend



Revenue Mix Yearly Trend



Strategic Location

- Income Tax Benefit for next 5 years
- 1,600 km long coastline & vast stretches of brackish water area available for aquaculture
- Advantage of high tidal amplitude

Value Added Products

- Increasing Geographical presence by introducing Shrimp brands in the global markets
- 2 Shrimp brands in Japan i.e “Navik” & “Patel”.



Processing Plant

- Major Revenue driver & improvement in profitability
- Captive consumption of Farm produce shrimps
- Out of Total Installed Capacity 5,850 MTPA expect to achieve 75% utilization in the next 2 years

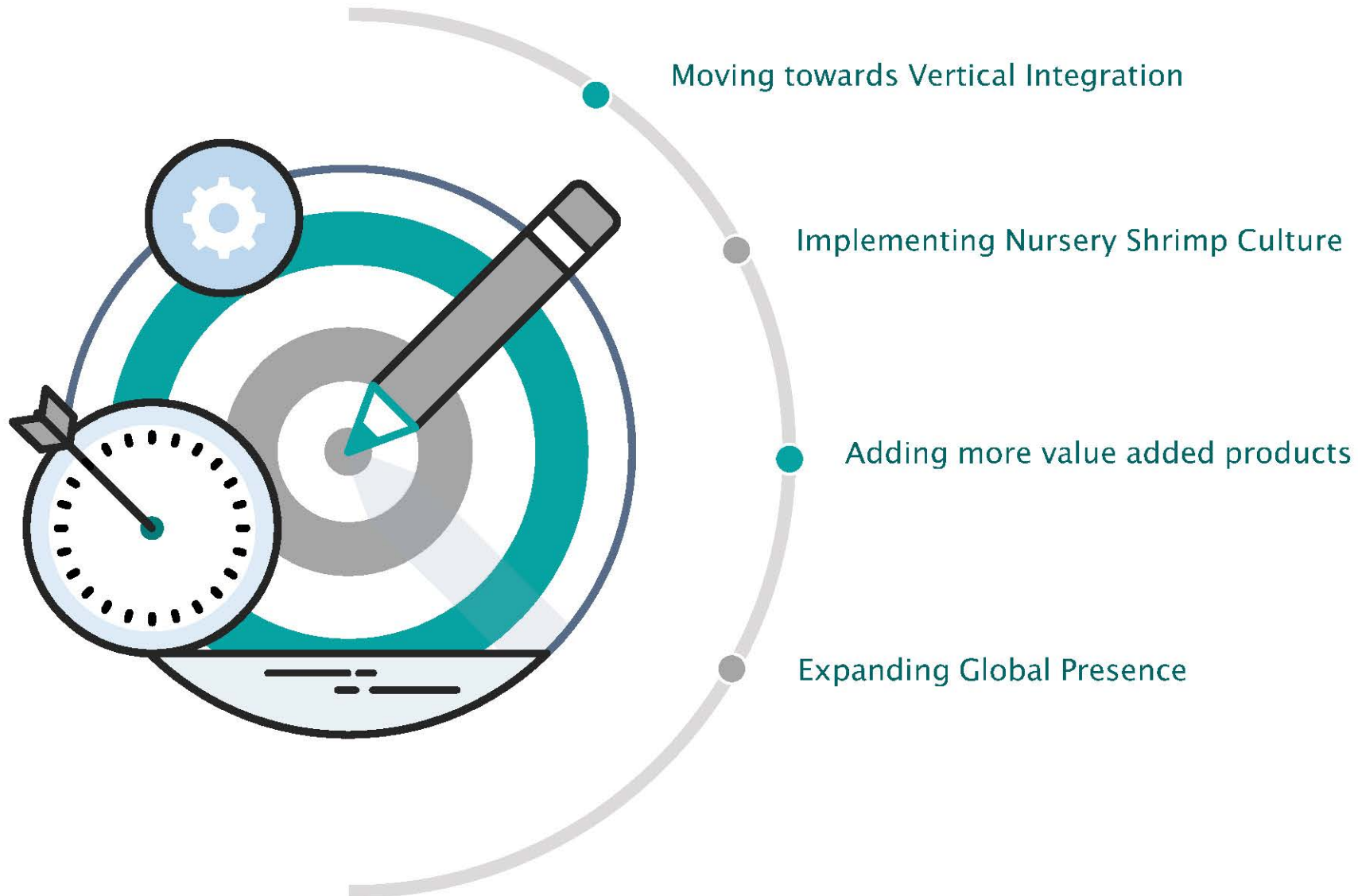
Quality Shrimps

- Bigger size
- Good Texture
- Better Taste

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Way Forward...

Way Forward...



Moving Towards Vertical Integration...

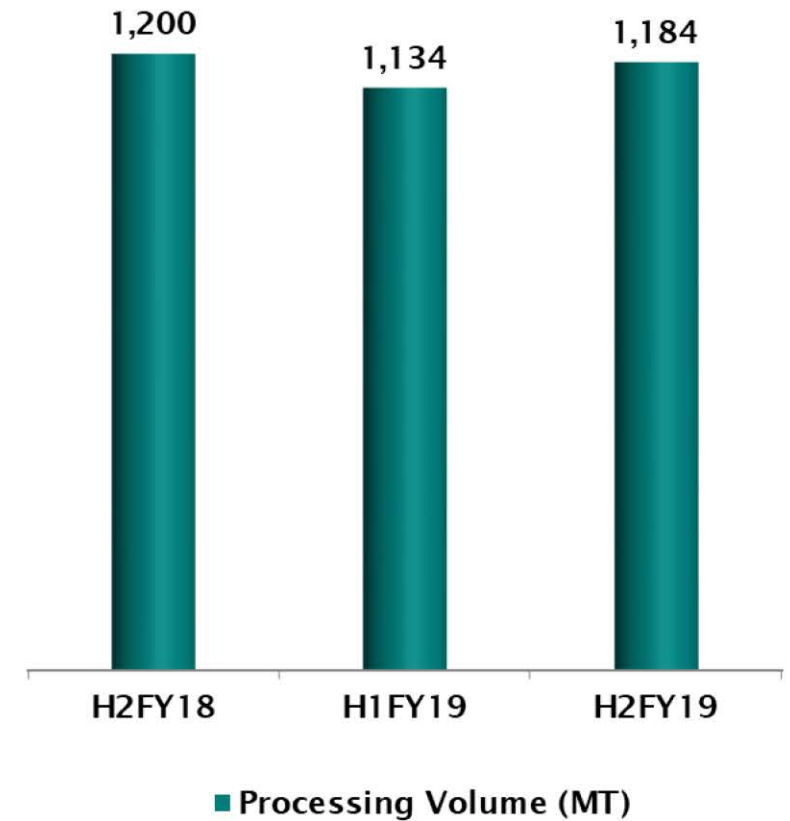


Processing Capacity:

Current Installed Capacity Break-up	Per 2 hrs/Machine	No. of Machines	Per Day Capacity	Per Annum (150 Days)
IQF	1.5 MT	1	15 MT (20 hrs)	2,250 MT
Plate Freezer	0.75 MT	4	24 MT (16 hrs)	3,600 MT

Plant has the provision to double the capacity in existing set up
Also, half of the land is still unutilized, which can be utilized in future

Major Machineries : 1 Grader, 4 Plate Freezers, 1 IQF, 2200 MT Cold Storage



State of Art Facility

Farms & Lab Test



Pre-Processing



Processing & Value addition



Packing & Shipping

...With Strong Backward Integration



Farming Capacity:

Particular	FY14	FY15	FY16	FY17	FY18	FY19
Total Area under cultivation from owned farms (Hectare)	200	200	200	225	225	225
No. of Ponds (Owned)	160	160	160	174	180	180
Output from owned farms (MTPA)	321	364	709	744	1,036	1,121
Output from Satellite farms (MTPA)	1,336	1,819	1,375	2,481	2,563	3,867
No. of crop cycle	1	1	1	1	1	1

Government allotted around 350 Hectare land : Capacity will be increased to 4,000 MTPA by FY20 in phased manner



Focusing on bigger size Shrimps for better realizations and margins

Implementing Nursery Shrimp Culture



Aims to produce healthy, strong & uniform juveniles with significant potential of growth during grow out phase

Advantages:

- Permits better & more precise management as well as manipulation of the young shrimp
- Higher degree of control possible over environmental conditions, water quality and feeding, resulting greater economic efficiency
- Managing smaller unit areas/volumes improve exclusion of pathogens and predators
- Greater accuracy in estimating juvenile populations & managing feed during grow out phase
- Higher overall survival rates & production per unit area than in single-phase grow out systems

CULTURE CYCLE

	Calendar Year 2017	Calendar Year 2018	Nursery
Month			
15-Jan	Pond Preparation	Pond Preparation	Stocking with .009 Gms Seed in Nursery and Pond Preparation
31-Jan			
15-Feb	Pond Preparation	Stocking with .009 Gms Seed	Stocking with .03 Gms Seed in Pond
28-feb			
15-march		Feeding and Medicating	Feeding and Medicating
31-March			
15- April	Stocking with .009 Gms Seed	1 st Partial Harvesting 18-20 Gms	
30-April			
15-May	Feeding and Medicating	1 st Partial Harvesting 18-20 Gms	1 st Final Harvesting 30-33 Gms
30-May			
15-June		Feeding and Medicating	Pond Preparation
30-June			
15-July	1 st Partial Harvesting 18-20 Gms	1 st Final Harvesting 30-33 Gms	Feeding and Medicating
30-July			
15-Aug	Feeding and Medicating	Pond Preparation	2 nd Partial Harvesting 18-20 Gms
30-Aug			
15-September	1 st Final Harvesting 30-33 Gms	Feeding and Medicating	Feeding and Medicating
30-September			
15-October	Pond Preparation	Feeding and Medicating	2 nd Final Harvesting Harvesting 30-33 Gms
30-October			
15- November		2 nd Partial Harvesting 18-25 Gms	2 nd Final Harvesting Harvesting 30-33 Gms
30-November			
15-December			

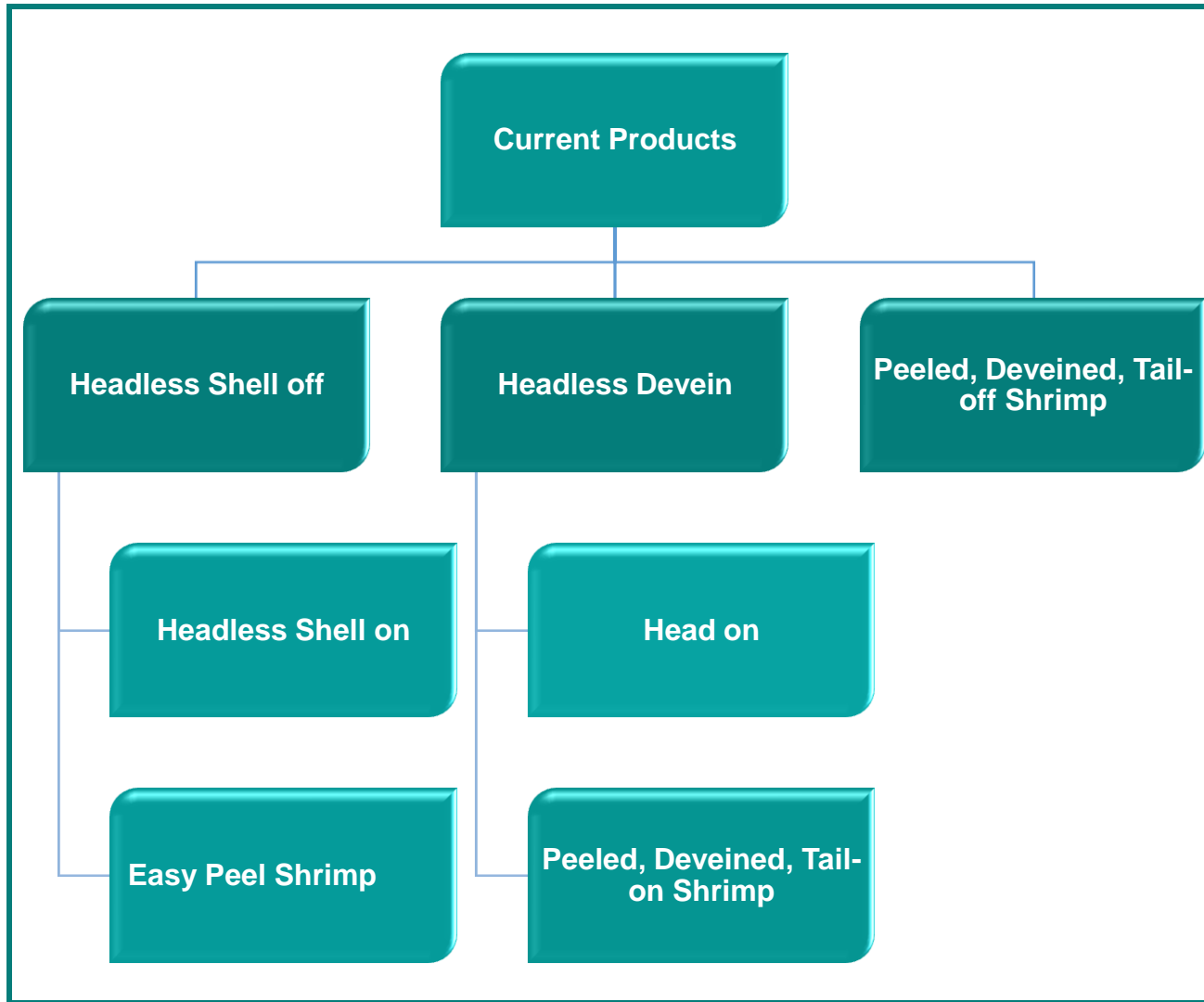
Helps to Harvest 2 Full Cycle from FY20 wherein Gujarat has only one Crop Cycle

Successful Pilot Run of Nursery Culture



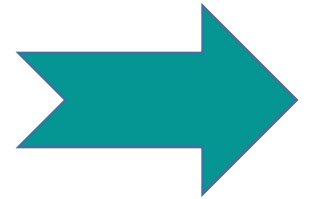
Stocking juveniles from nursery systems increases number of crops per year, resulting in improving the farm's profitability

Value Added Products – For Better Realization



Value added Products – Ready to Eat/Cook

Future Line of products



Under Strong Leadership...



Pradipkumar Navik

Whole Time Director

Promoter of the company with more than two decades of experience in Aquaculture. He looks after the day to day operations of the farming & trading business segment



Rohan Navik

Whole Time Director

He is an MBA by qualification & Director of the company. He is responsible for end to end management of business engagements, planning, & managing the processing plant



Shantilal Patel

Managing Director

He is the Managing Director of the company. He has more than 15 years of experience in Aquaculture. He looks after the day to day operations of the farming & trading business segment

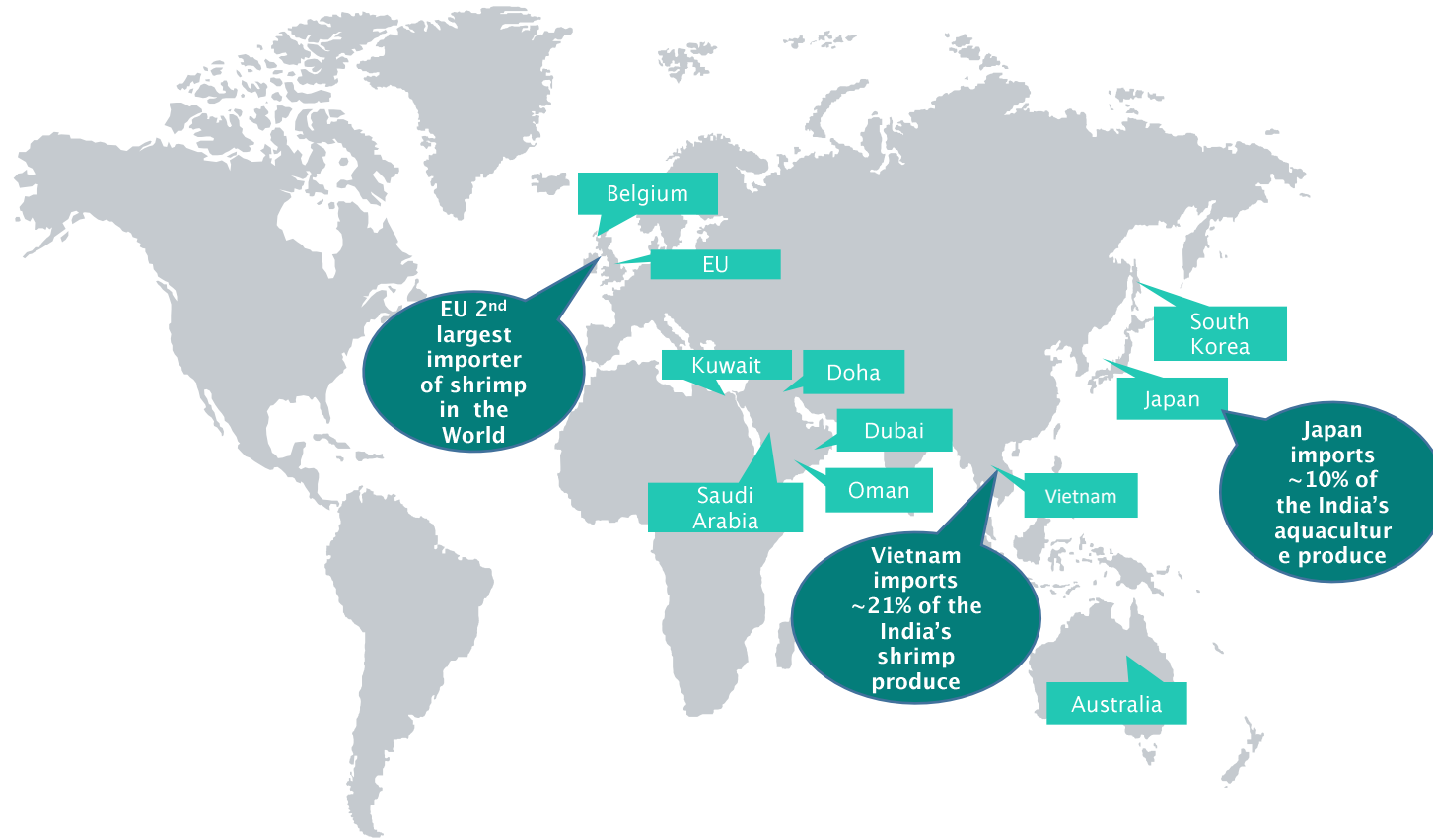


Dhavalkumar Patel

Whole Time Director

He is a Commerce Graduate and has experience of more than 4 years in the field of aquaculture. He is actively involved in production at Company's processing plant.

...Expanding Global Presence



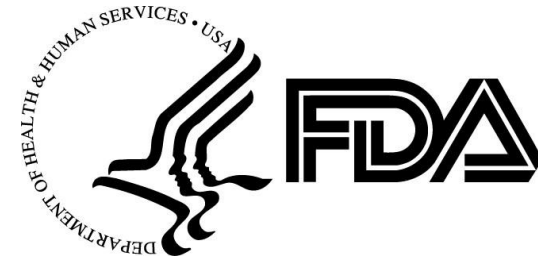
Presence in more than 10 Countries

Certifications

Approval Received:



Under Process:



Marquee Clientele



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Industry Overview

Global – Aquaculture share increasing steadily

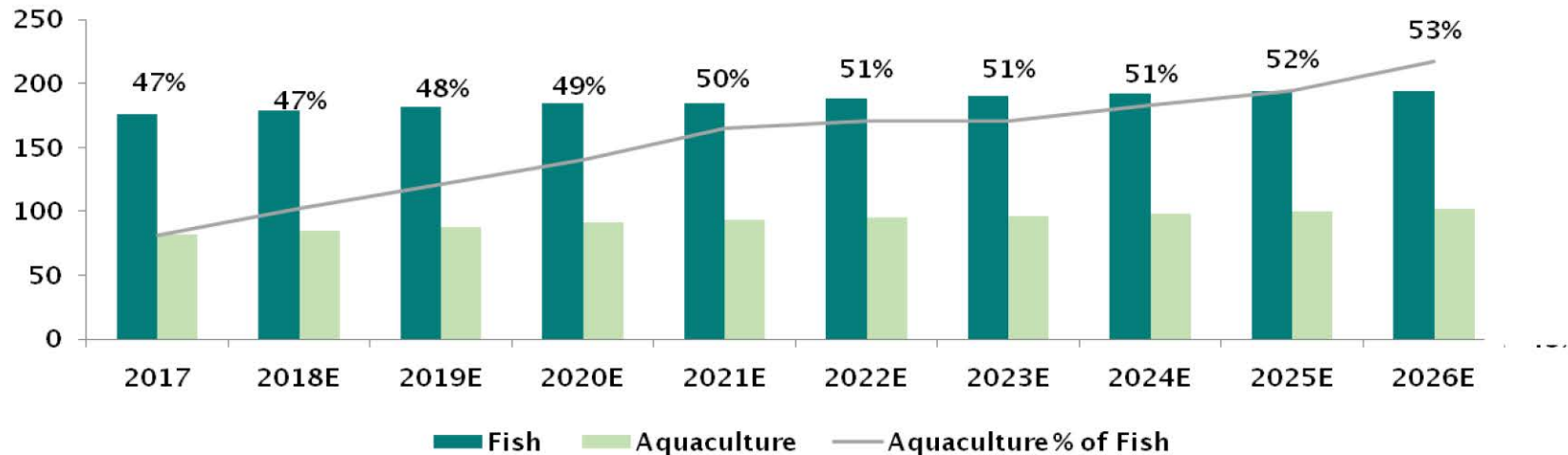


Aquaculture:

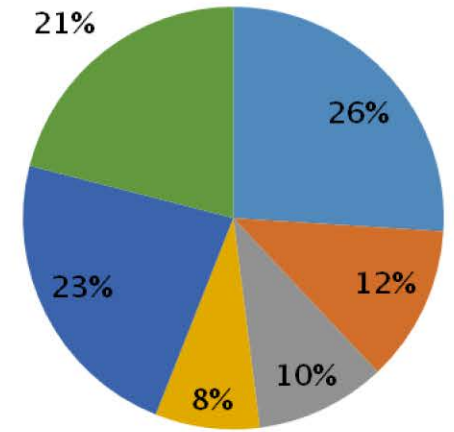
- Global aquaculture production to exceed 100 mn tonnes by 2025
- In 2018, Aquaculture continued to grow at steady rate of 4 % to reach total harvest of 87 mn tonnes
- Aquaculture’s share in direct human consumption is 55% mainly driven by Asia, and particularly China

Shrimp:

- Global Shrimp production likely to increase around 3.3 mn tonnes in 2019, nearly 75 to 80% of production originated in Asia-Pacific
- US augmented 62,330 metric tons (MT) of shrimp imports in 2018, up 4.3% from the 59,786 MT imported in comparison to 2017



Top Shrimp Importing Countries 2017

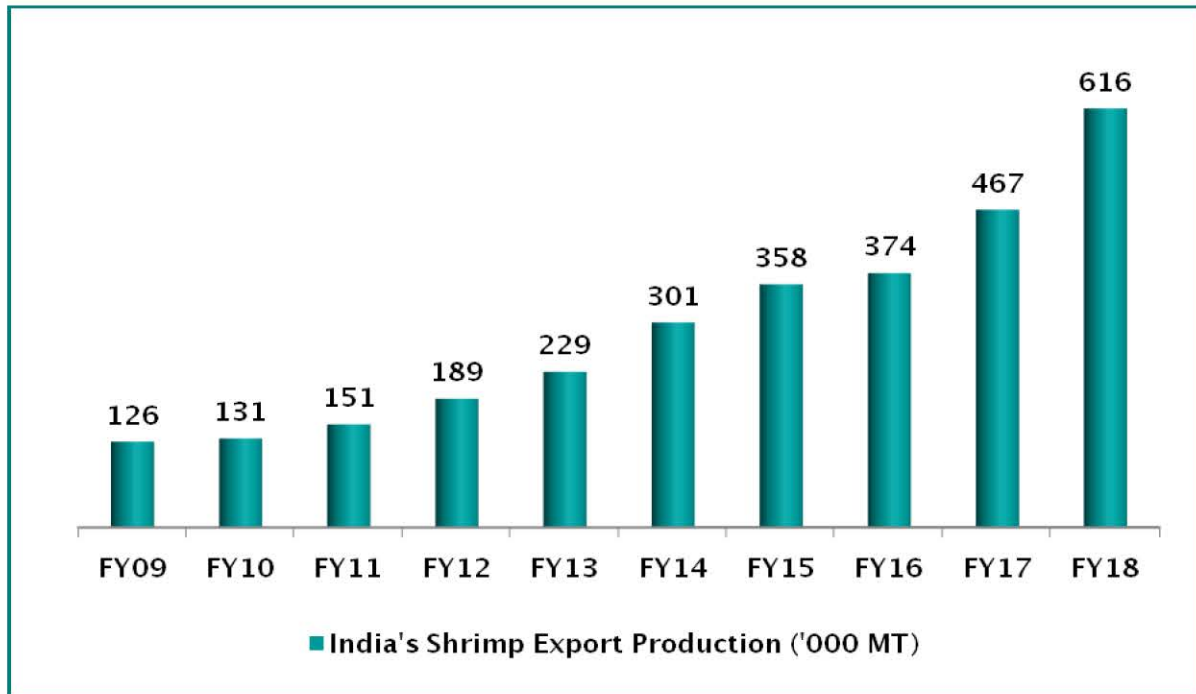


■ USA ■ Vietnam ■ Japan
■ China ■ EU ■ Rest

India - Marching Towards Blue Revolution



- In 2017-18 seafood exports fetched USD 7.08 bn as against USD 5.77 bn a year ago, with frozen shrimp dominating the export basket
- India creates USD 719 Mn fund to boost fishing & aquaculture production
- GOI allocated fund of Rs.10,000 Cr (Union Budget 2019) to develop fisheries, aquaculture and animal husbandry
- MPEDA's aggressive target : 1Mn MT of shrimp output by 2020, with growth of 20% from 0.6 Mn MT currently
- India one of the top world exporter of shrimp: Exported 6,15,690 tonnes (+8%), strong demand from North American and East Asian markets
- Top export destinations : US, Vietnam, EU, Japan, UAE, China and the Republic of Korea



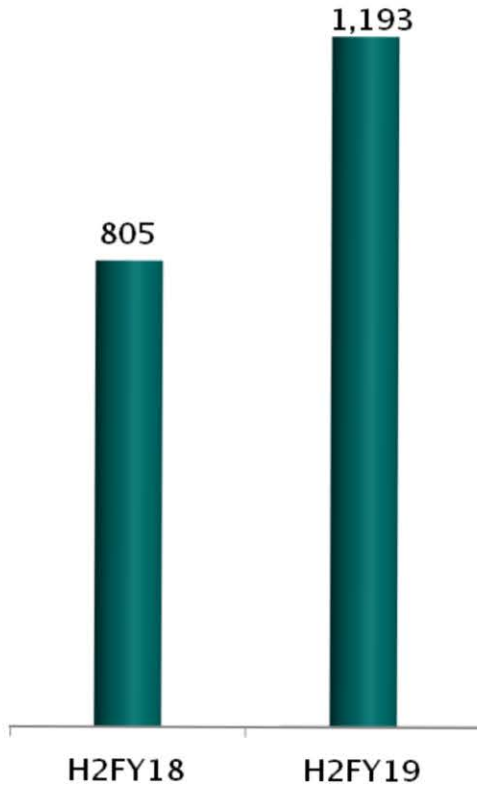
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Financial Highlights

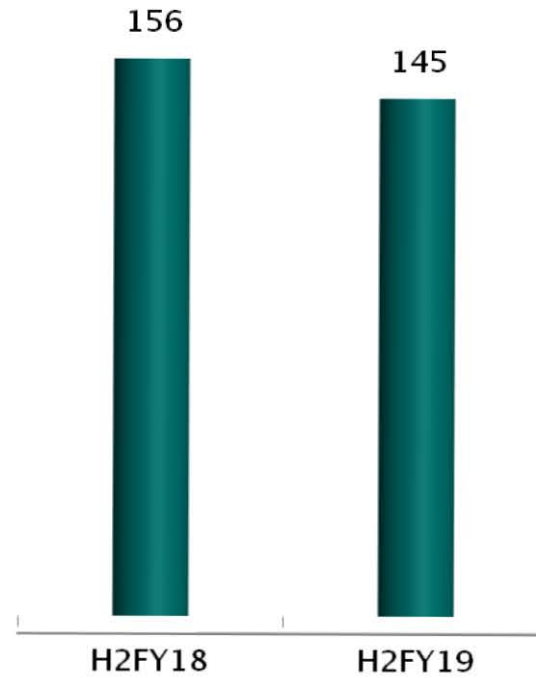
Financial Highlights



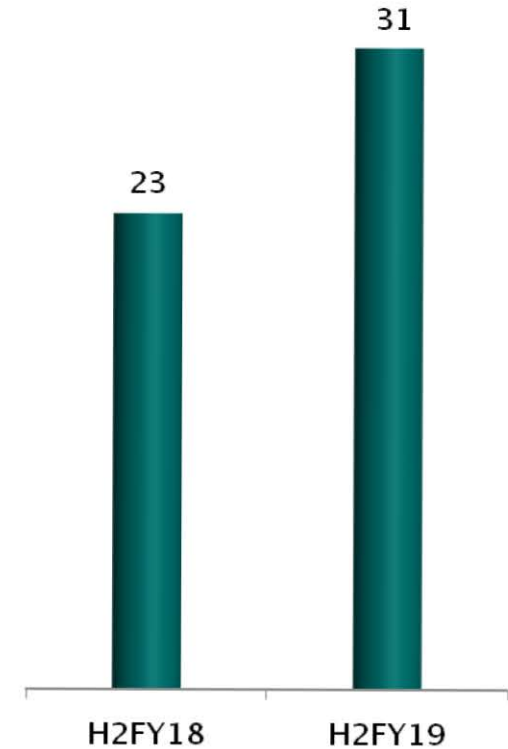
Revenue (INR Mn)



EBITDA (INR Mn)



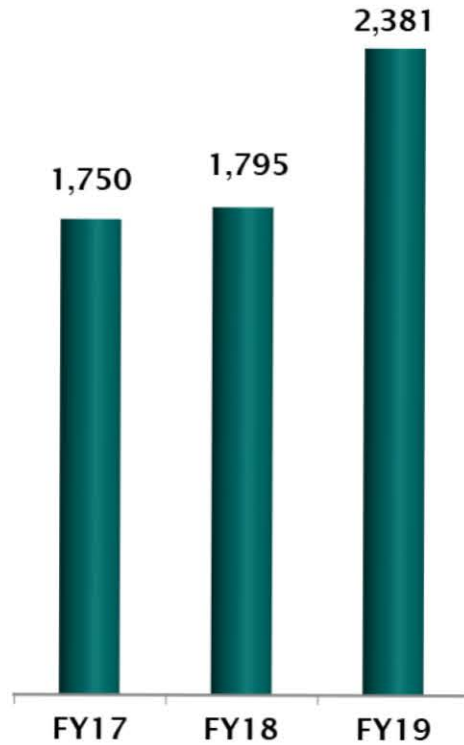
PAT (INR Mn)



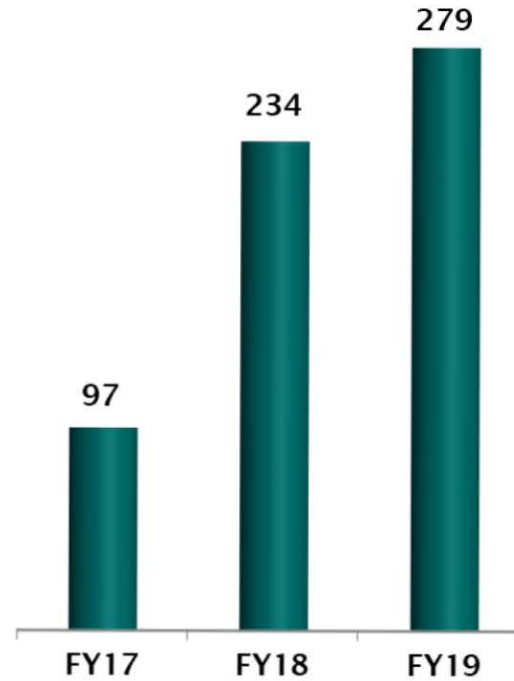
Robust Financial Performance



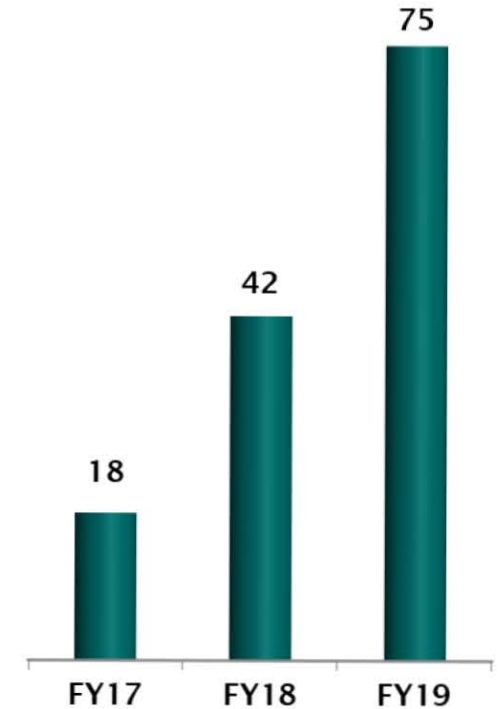
Revenue (INR Mn)



EBITDA (INR Mn)



PAT (INR Mn)



Profitability Highlights



Rs. Mn	H2FY19	H2FY18	YoY	FY19	FY18	YoY
Revenue from operations	1,141	787	45%	2,318	1,776	31%
Other Income	52	18		63	19	
Total Income	1,193	805	48%	2,381	1,795	33%
Raw Material	870	514		1,787	1,333	
Employee Cost	42	33		65	44	
Other Cost	136	102		250	183	
EBITDA	145	156	(7%)	279	234	19%
<i>EBITDA margin (%)</i>	<i>12.18%</i>	<i>19.35%</i>		<i>11.71%</i>	<i>13.05%</i>	
Depreciation	43	54		85	83	
Finance Cost	51	59		100	90	
Exceptional Item	-	-		-	-	
Profit Before Tax	51	43	19%	93	61	52%
Tax	20	20		18	20	
Profit After Tax	31	23	32%	75	42	81%
<i>PAT Margin (%)</i>	<i>2.56%</i>	<i>2.87%</i>		<i>3.15%</i>	<i>2.31%</i>	

Balance Sheet Highlights



INR Mn	Mar-19	Mar-18
Shareholder's Funds	486	411
Share capital	126	42
Reserves & Surplus	360	369
Non-current liabilities	196	173
Long Term Borrowings	195	172
Deferred Tax liabilities (Net)	-	-
Other Long Term Liabilities	1	1
Long-Term Provisions	-	-
Current liabilities	1,099	847
Borrowings	640	682
Trade Payables	371	117
Other Current liabilities	59	21
Short-term provisions	30	27
Total Equities & Liabilities	1,781	1,431

INR Mn	Mar-19	Mar-18
Non-current assets	517	551
Tangible Assets	463	532
CWIP	31	3
Intangible Assets	-	-
Non Current Investments	1	1
Deferred Tax Assets (Net)	11	6
Long-term Loans & Advances	11	9
Other Non-Current Assets	-	-
Current assets	1,264	879
Inventories	514	343
Investments	-	-
Trade receivables	580	404
Cash & Cash equivalents	45	81
Short-term loans & Advances	103	39
Other Current Assets	23	13
Total Assets	1,781	1,431

Thank you



Zeal Aqua Limited

Mr. Shailendra Patil (CFO)

Email Id : shailendra.accounts@zealacqua.com



Stellar Investor Relations

Mr. Gaurang Chotalia / Ms. Sheetal Keswani

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