

December 24, 2021

<i>To The Manager Listing Compliance Bombay Stock Exchange Limited P.J.Towers, Dalal Street, Mumbai-400 001 Maharashtra, India</i>	<i>To The Manager Listing Compliance National Stock Exchange of India Limited (NSE) Exchange Plaza, Bandra Kurla Complex, Bandra East, Mumbai - 400051</i>
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Dear Sir,

**SUB: Intimation under Regulation 30(6) of SEBI (LODR) Regulations, 2015 -
Corporate Presentation.**

Please find enclosed herewith the Corporate Presentation for the information of the Stakeholders.

This will also be available on the Company's Website www.coastalcorp.co.in

This is for your information & records.

Yours Sincerely,

For Coastal Corporation Limited


Swaroopa Meruva
Company Secretary





Coastal Corporation Limited

Investor Presentation

December - 2021

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, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of the Presentation. This Presentation may not be all inclusive and may not contain all the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

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 guarantees 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.

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Company Overview

Among top ten player in Shrimp processing and distribution industry worldwide

Engaged in processing and exporting of extensive range of Shrimp products across the high consuming markets of USA, Europe, Canada, USE, Saudi Arabia, Hong Kong, Korea, Japan & Russia

Our Vision

We have a mission to deliver superior quality, highly nutritional seafood at the most competitive prices to global consumers. We are a customer driven, quality conscious, socially responsible and environment friendly global enterprise, completely committed to deliver value added seafood, without compromising on the taste, hygiene and purity.

02

World-Class
Manufacturing
Facilities



04

Continents Catered



13+

Countries Catered



35 MTPD

Processing Capacity

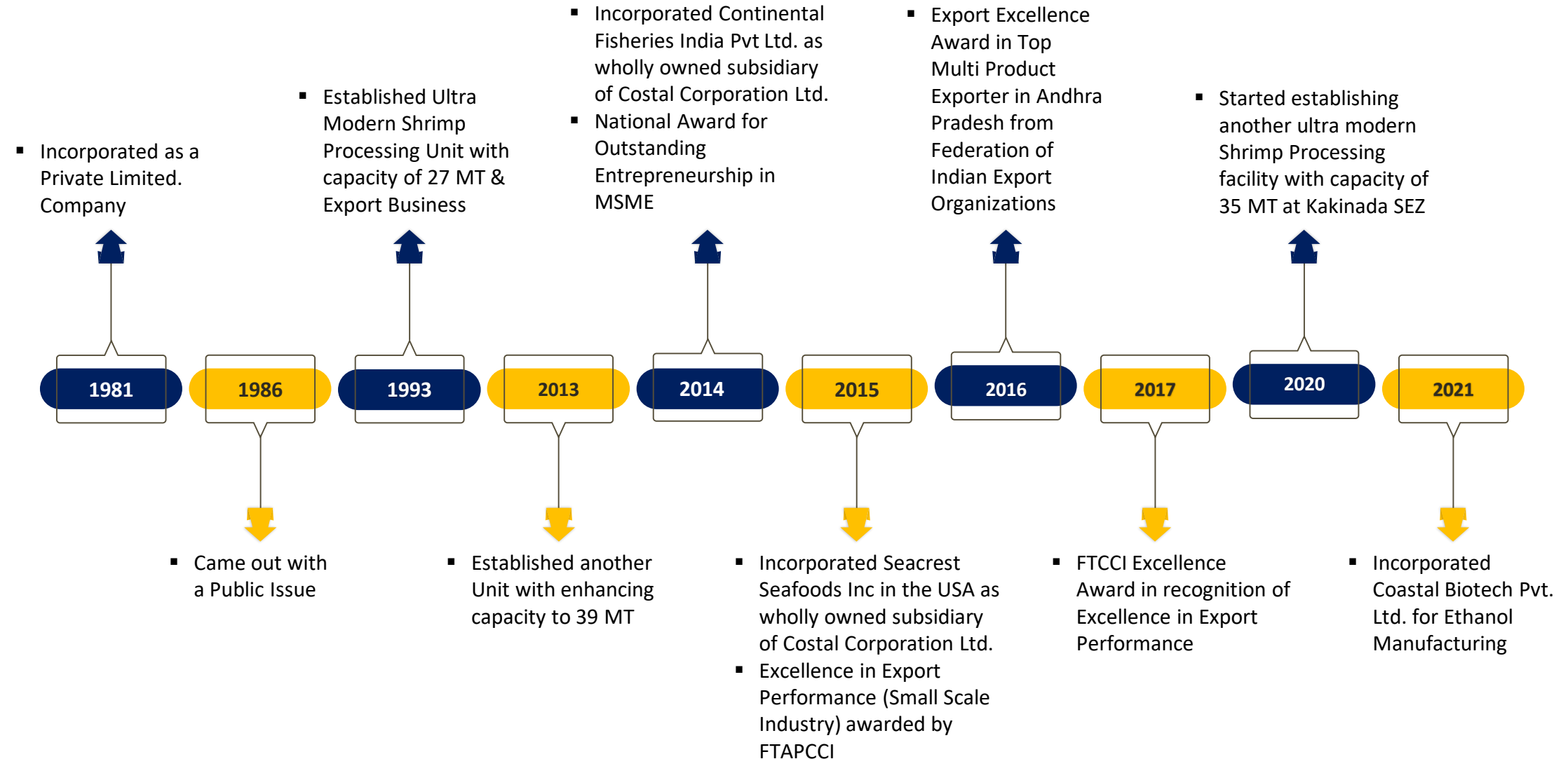


750+

Team Members



Milestones





Mr. Valsaraj Thottoli
**Vice Chairman &
Managing Director**

- Holds a Bachelors Degree of Technology (in Chemical Engineering) with an experience of four decades
- Presently, Vice Chairman and Managing Director of the Company
- Devoting his entire time, efforts and energy to develop this Company in all aspects including strategic business planning and analysis of future competition and threats at global level



**Dr. Kambhampati
Haribabu**
Promoter

- Holds a Masters Degree of Engineering (Electrical) with an experience of 38 years
- He is results driven, self-motivated and resourceful Promoter with a proven ability to develop and strengthen the business in order to maximize company profitability and efficiency



Mrs. Jeeja Valsaraj
Director

- Holds post Graduate Diploma in Management and Fashion Technology
- Associated with the Company for the last 16 years
- Well experienced in the varied areas of Administration and Social responsibility
- Chairperson of Corporate Social Responsibility Committee of the Company and takes care of the CSR activities carried out by the Company

Board of Directors



Mr. E. Sankar Rao
**Chairman &
Independent
Director**

- He is an alumni of IIT Bombay (PhD), IIT Kharagpur (M. Tech), Pondicherry Central University (PGDBA) and Andhra University (B.E. Electrical Engineering)
- Three decades of experience and core experience in the areas of banking & infrastructure finance
- Association with IDBI Bank, IDFC and subsequently with IIFCL have been well recognised by these financial mammoths of the Indian Economy
- Extensive experience in Project & Corporate Finance, Fund Management, Investment Banking, Infrastructure Development and Long-Term Resource Raising (Domestic & Foreign Capital)



**Mr. G.V.V.
Sathyanarayana**
**Director - Finance
& CFO**

- He has experience of three decades in leading financial strategies to facilitate a company's ambitious growth plans
- He is responsible for the entire finance function of the Company with a proven ability to constantly challenge and improve existing processes and systems

Board of Directors



**Mr. M.V.
Suryanarayana**
**Independent
Director**

- Distinguished career spanning 40 years in Life Insurance Corporation of India in accounts, marketing, administration, banking and finance
- Fellow member of the Institute of Chartered Accountants of India
- Served as CEO of LIC Mutual Fund and was on Board of UTI and member of ICICI Venture Capital and currently a member in various committees of the Company



**Mr. P. R.
Kalyanaraman**
**Independent
Director**

- Impeccable career record spanning over 48 years in financial services and is a well-rounded commercial banker
- Held successful assignments across public and private sector banks, across geographies and functions both in business and in operational areas– across retail and corporate businesses –both in field and at macro levels



**Prof. Kamireddi
Venkateswara Rao**
Independent Director

- Well-known among Chemical Engineering Institutions & Petroleum, Refining, Petrochemical and other Chemical Industries
- Now Programme Director, Petroleum Courses, JNTUK, Kakinada
- Expert in feasibility studies for Chemical Process Plants, Safety Energy Audits as well as Hazardous and Risk Assessment Studies. Recognizing his research work in biodiesels



Business Overview

Product Portfolio

Headless Shell On (HL)



Peeled Deveined Tail On (PDTO)



Peeled Deveined Tail Off (PD)



Pulled Vein Tail On (PVTO)



Peeled Un-Deveined (PUD)



Butterfly



Shrimp Skewers



Cooked Head On



Cooked HL Shrimp



Cooked HL Easy-Peel Shrimp



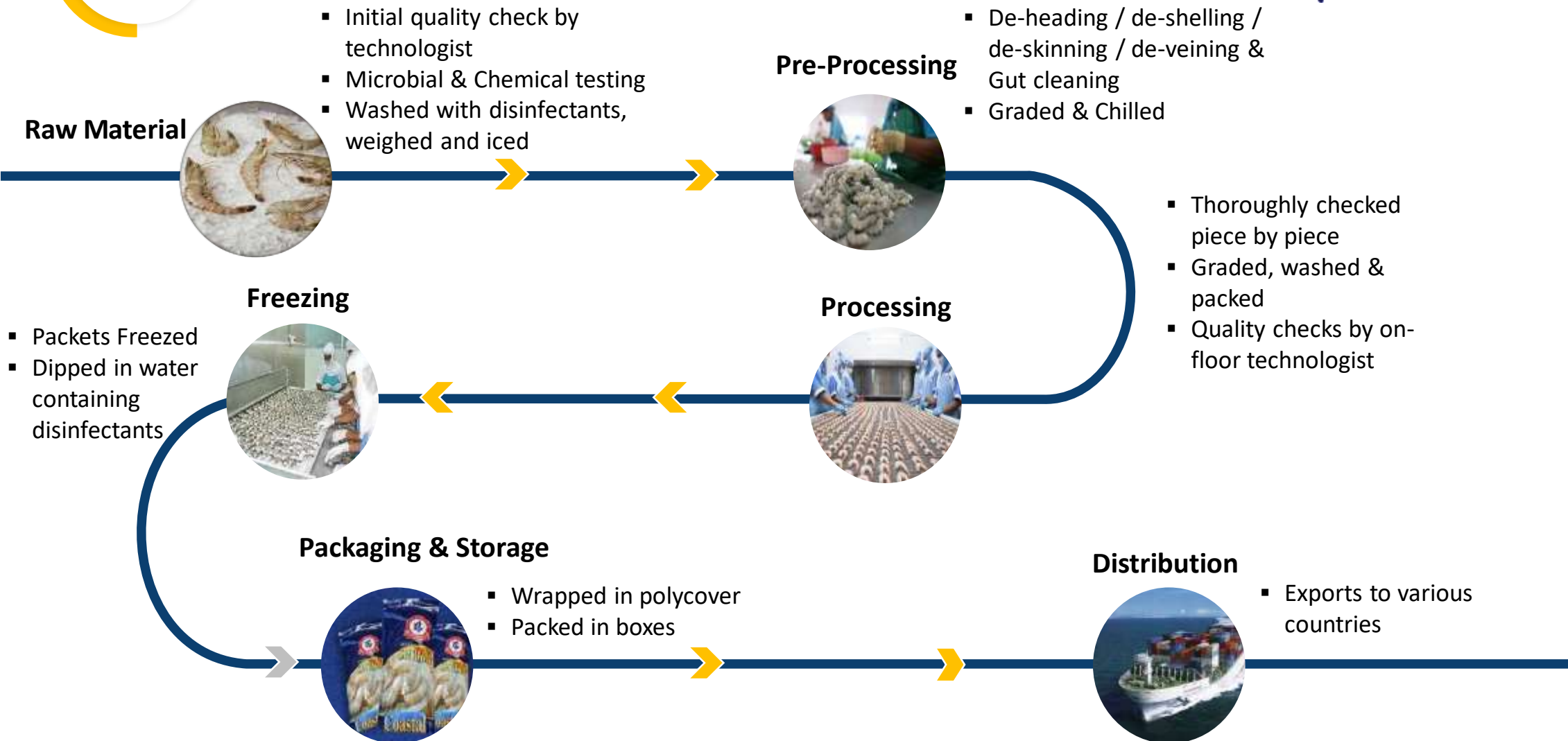
Cooked PDTO Shrimp



Cooked PD Shrimp



Process Flow



Cutting edge technology being used right from the sourcing to processing, packaging and delivering superior quality unadulterated Shrimps to the international market

Manufacturing Facilities



Unit I:

- Plate Freezer – 17.5 MTPD
- Individually Quick Frozen – 10 MTPD
- Blast Frozen – 10 MTPD
- Cooker – 10 MTPD



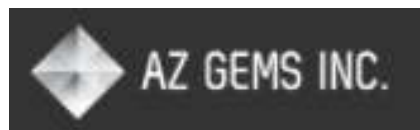
Unit II:

- Plate Freezer – 14 MTPD
- Individually Quick Frozen – 25 MTPD

- Processing units are located in the prime aquaculture zone near coastal area of Andhra Pradesh
- Strategic location facilitates easy procurement of raw materials and process them immediately after harvest, thereby reduce the products process life cycle



Clientele



Certificates & Achievements



BAP Certified




European Commission



Industry Overview

Global Sea Food Industry

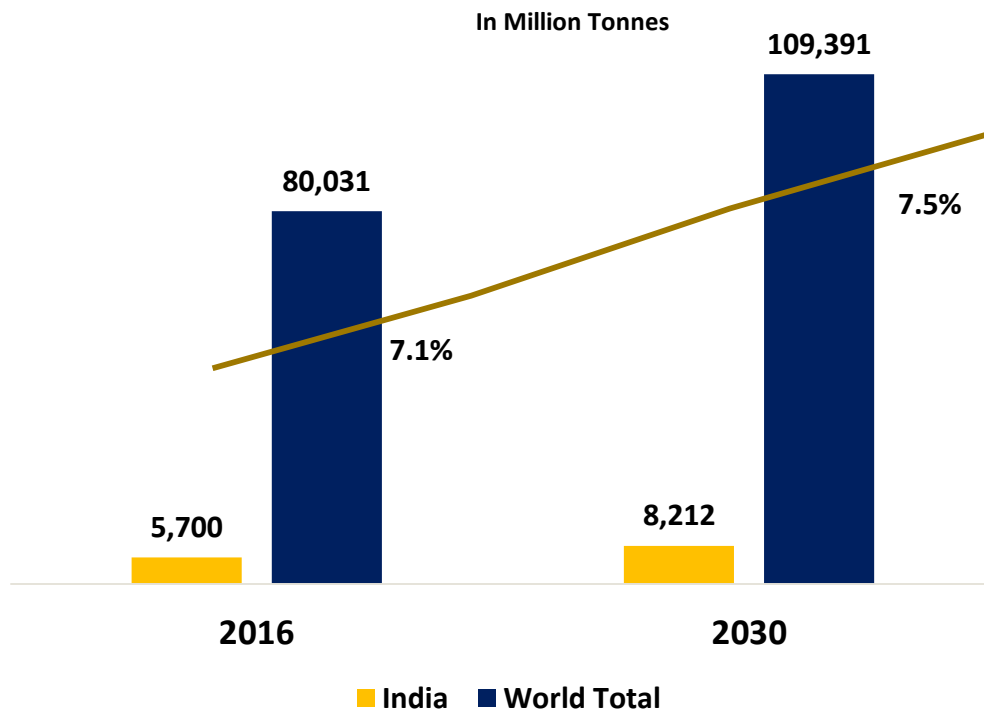
Surging consumption of Sea Food in Developed and Developing Economies:

- Economic prosperity driving consumption pattern across geographies
 - Consumer shift towards sea food as source of protein and increased demand for exotic varieties
 - Expanding population, rising health consciousness with preference for micronutrient rich foods amongst consumers and increasing disposable income
-
- Between 1961 and 2016, global sea food consumption **grew by 3.2% outpacing population growth of 1.6%** and exceeded that of meat, which grew by 2.8%
 - Per Capita consumption of sea food has increased from **9 kg in 1961 to 20.5 kg in 2017** and is expected to increase to **21.6 kg by 2026**
 - Rising demand for sea food and relatively static growth in capture sea food - demand and significance for **aquaculture is on an uptrend**
- 
- Governments across world are implementing regulations placing limits on captures in order to **curb overfishing and protect the biodiversity**
 - With sea food consumption growth outpacing production, emphasis on **aquaculture is increasing**
 - Focus is on **increasing the area devoted to aquaculture** and improve productivity per unit in existing aquaculture areas
 - Sustainable sea food and organic aquaculture practices are gaining prominence

World Outlook Aquaculture Production

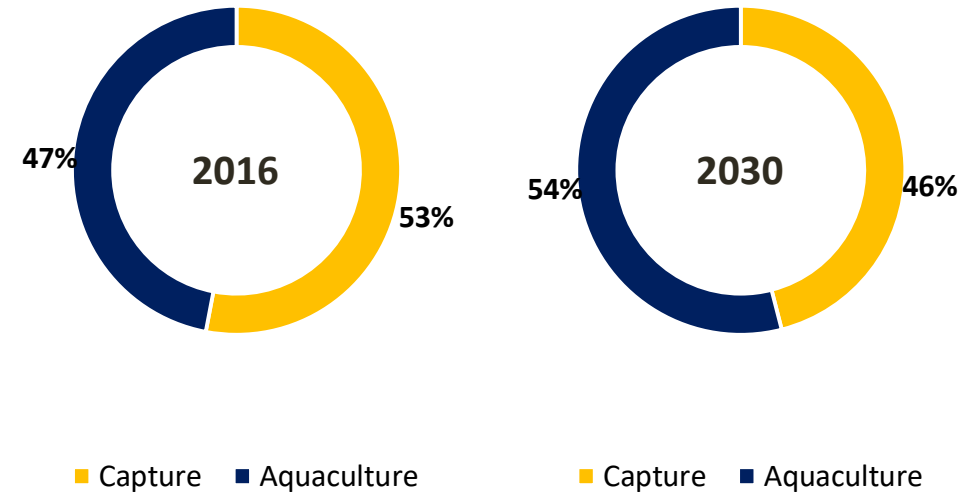
Aquaculture Production

India - Share in global sea food to Increase



Increased contribution of Aquaculture

Global capture and Aquaculture Production



Policy Initiative by Government to fillip Aquaculture:

- Ministry of Food Processing, Govt. Of India, is encouraging the entrepreneurs for establishing processing factories under “Scheme for Integrated Cold Chain and Value Addition Infrastructure by extending Rs. 10 Crores Grant-in-aid
- The Govt. Of India is providing Interest Equalization @ 5% in respect of exports by the Micro, Small & Medium Enterprises (MSME) sector manufacturers under the Interest Equalization Scheme on Pre and Post Shipment Rupee Export Credit
- There are various schemes under Andhra Pradesh Food Processing Policy 2015-20 for setting up Cold Chain Units for Establishment of Shrimp Processing Units, eligibility upto 50% of Project Cost and Maximum Limit of Grant-in-aid upto Rs. 5 Crores and interest Subsidy for 5 years from COD @ 6% (Subject to Max. Rs. 2.50 Crores)
- The State Govt. also provides Fiscal Incentives like Reimbursement of Power Consumption Charges @ Rs. 1.00 per unit for 5 years for Fish & Shrimp Processing Units and other incentives for establishing shrimp processing units in the State of AP.
- GST Refund, duty drawback @ 2.7% on FOB value and RoDTEP @ 2.5%



Financial Highlights

Q2 FY22 Operational Highlights

Revenue

Rs 128.1 cr

Ebitda

Rs 9.6 cr

PAT

Rs 7.8 cr



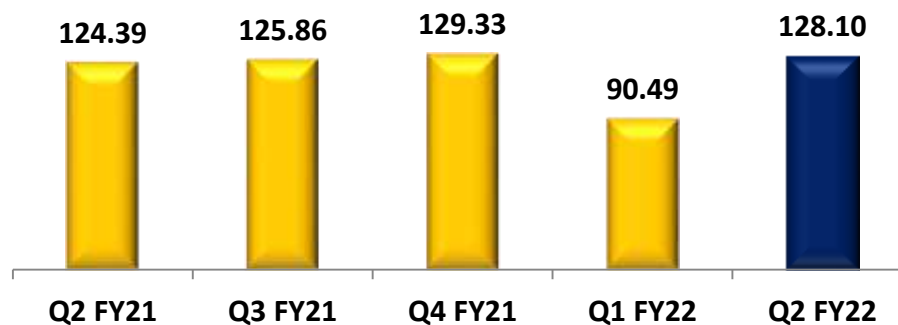
Demand for product stayed strong and consistent which leads to revenue growth back to normal. Higher raw material expenses had a bearing on profit margins



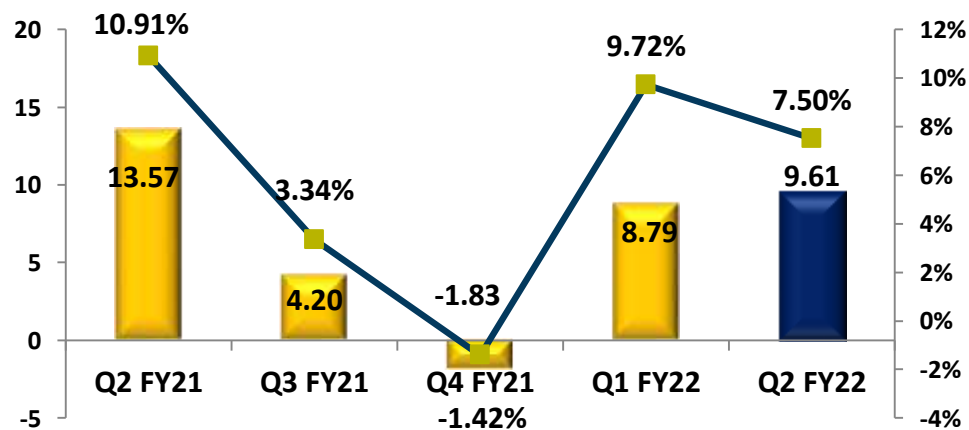
The Company has achieved quarterly EBIDTA of Rs. 9.6 crores and EBITDA margin of 7.5% during the quarter

Consolidated Quarterly Financial Highlights

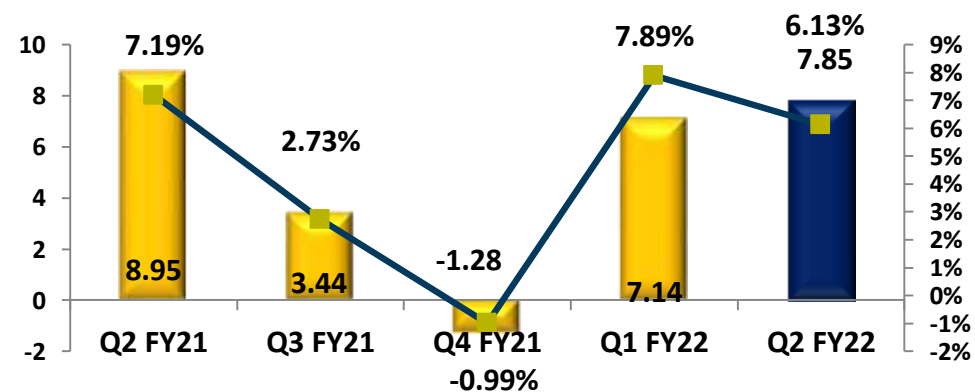
Revenue (Rs. Cr.)



EBITDA (Rs. Cr.) / Margin (%)



PAT (Rs. Cr.) / Margin (%)



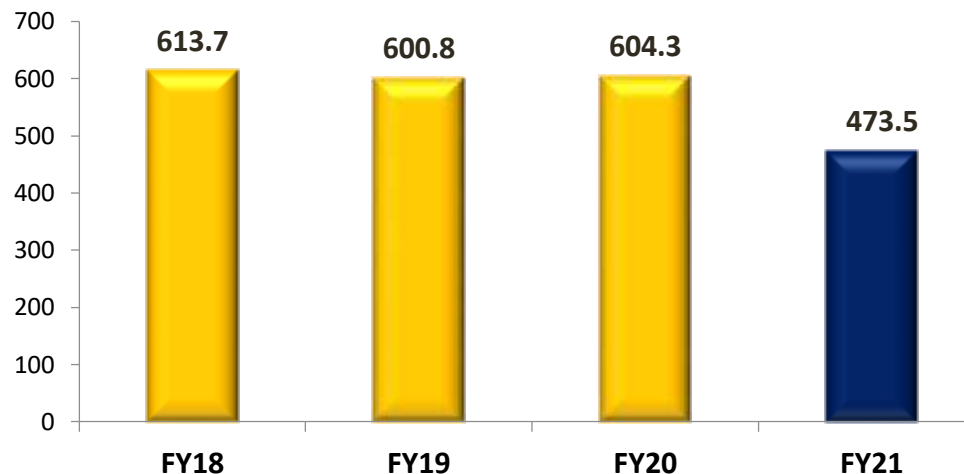
Consolidated Quarterly Financial Highlights



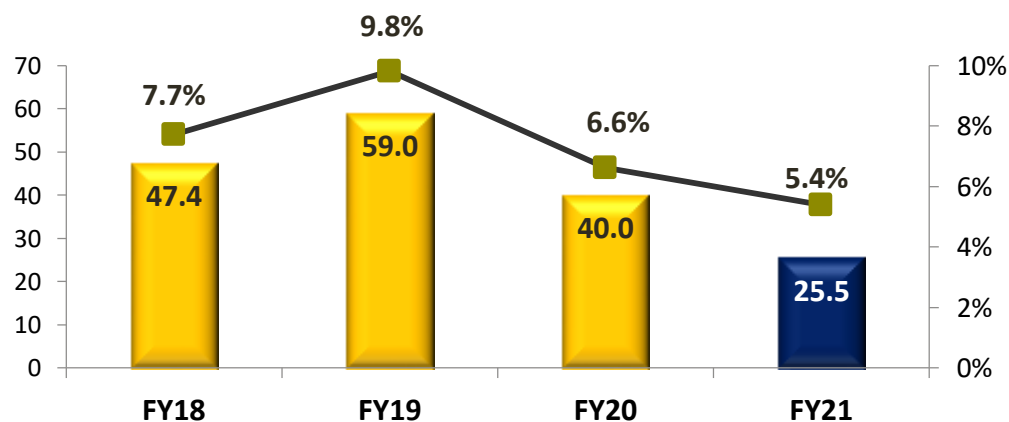
Rs. Crs	Q2 FY22	Q2 FY21	Q1 FY22
Total Income from Operations	128.10	124.39	90.49
Raw Material Expenses	84.88	83.35	54.10
Employee Cost	3.89	3.36	3.56
Other Expenses	29.72	24.11	24.03
Total Expenditure	118.49	110.82	81.70
EBITDA	9.61	13.57	8.79
EBITDA Margin %	7.50%	10.91%	9.72%
Other Income	3.34	0.69	2.74
Depreciation	1.11	0.83	1.02
Interest	1.04	1.28	0.78
Profit Before Tax	10.80	12.15	9.73
Tax	2.95	3.20	2.59
Profit After Tax	7.85	8.95	7.14
PAT Margin %	6.13%	7.19%	8.16%
EPS in Rs (Basic)	7.35	8.80	6.68
EPS in Rs. (Diluted)	6.78	8.80	6.17

Consolidated Annual Financial Highlights

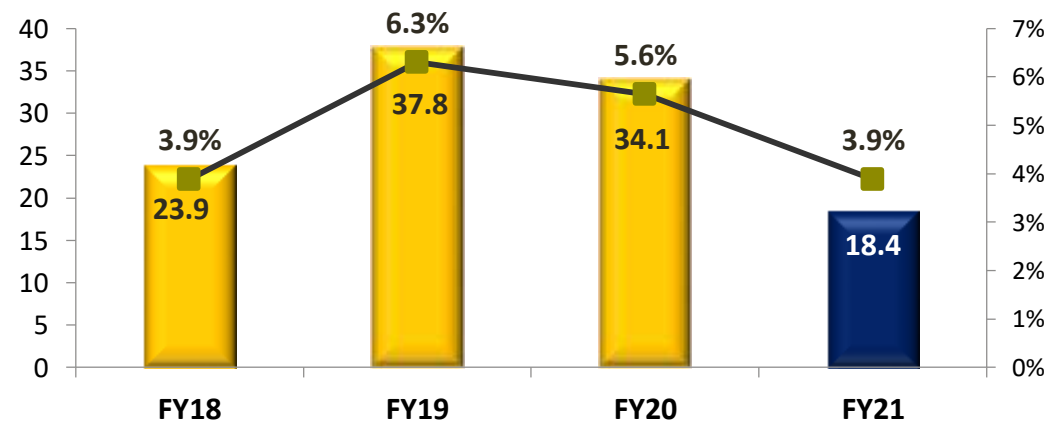
Revenue (Rs. Cr.)



EBITDA (Rs. Cr.) / Margin (%)



PAT (Rs. Cr.) / Margin (%)



Consolidated Annual Financial Highlights – FY21

Rs. Crs	FY18	FY19	FY20	FY21
Revenue from Operation	613.65	600.75	604.28	473.48
Cost of Material Consumed	576.21	455.57	437.92	351.04
Changes in Inventory	-28.99	-36.04	9.96	-8.06
Employee Expenses	12.97	16.28	14.67	14.16
Other Expenses	6.06	105.98	101.73	90.84
Total Expenditure	566.25	541.79	564.29	447.98
EBITDA	47.39	58.96	39.99	25.50
EBITDA Margin	7.72%	9.81%	6.62%	5.39%
Other Income	3.83	16.15	14.81	8.46
Depreciation	3.11	3.36	3.32	3.53
Interest / Finance Cost	10.35	10.24	6.85	4.30
PBT	37.77	61.50	44.63	26.13
Tax	13.88	23.67	10.55	7.72
PAT	23.89	37.84	34.08	18.41
PAT Margin	3.89%	6.30%	5.64%	3.89%
Add: Items that will not be reclassified to PL	0.56	0.11	-0.31	0.37
Less: Items that will be reclassified to PL	-0.65	0.19	-0.40	0.70
Net Profit	23.80	37.54	33.38	18.75
Net Profit Margin	3.88%	6.25%	5.52%	3.96%
EPS in Rs.	23.40	37.21	33.51	17.24

Consolidated Balance Sheet Highlights – FY21

Rs. In Crs	FY18	FY19	FY20	FY21
Shareholders Funds	76.39	113.49	143.19	175.77
Share Capital	2.54	10.17	10.17	10.68
R&S	73.85	103.32	133.02	165.09
Non Current Liabilities	7.08	4.84	3.01	19.72
Long Term Borrowing	1.91	0.37	0.21	15.44
Trade Payables	2.87	1.86	0.00	0.00
lease liabilities	0.00	0.00	0.05	0.48
other financial liabilities	0.00	0.12	0.13	1.17
LT Provisions	0.52	0.48	1.13	0.92
Deferred Tax Liability(net)	1.78	2.01	1.48	1.71
Other Non-Current Liabilities	0.00	0.00	0.00	0.00
Current Liabilities	150.52	173.00	134.40	132.40
Short term Borrowings	88.57	127.10	111.52	122.34
Trade Payables	43.01	33.64	15.10	3.86
lease liabilities	0.00	0.00	0.03	0.07
Other Financial Liabilities	1.08	6.33	4.04	2.46
Other Current Liabilities	0.74	5.83	3.64	3.52
Short term Provisions	3.26	0.11	0.06	0.16
Current Tax Liability(net)	13.85	0.00	0.00	0.00
Total Equity & Liabilities	233.99	291.33	280.59	327.90

Continued...

Consolidated Balance Sheet Highlights – FY21

...Continued

Rs. In Crs	FY18	FY19	FY20	FY21
Non Current Assets	57.07	61.08	73.29	117.00
Plant, Property & Equipment	41.05	33.20	35.45	44.18
Capital Work In Progress	0.00	2.37	2.30	32.32
right of use asset	0.00	0.00	3.13	6.28
Investment property	3.91	11.04	10.95	11.77
Investments	1.41	1.41	1.41	2.18
Trade Receivables	0.00	0.00	0.00	0.00
Loans	2.14	1.83	1.11	1.29
Other financial asset	7.12	8.13	12.18	6.47
Other Non-Current assets	1.44	3.09	6.75	12.50
Current Assets	176.92	230.25	207.30	210.90
Inventories	78.89	114.77	103.30	100.95
Trade Receivables	50.81	68.66	37.55	28.67
Cash & Cash Equivalents	7.41	8.36	15.40	19.18
Bank balance other than above	9.79	20.50	30.63	29.45
Short term Loans & Advances	0.13	0.00	0.00	0.00
current tax asset	0.00	0.08	2.76	0.77
Other Current Assets	29.89	17.88	17.66	31.88
Total Assets	233.99	291.33	280.59	327.90



Way Ahead



Ongoing Expansions

Kakinada Processing Unit:

- Integrated Cold Chain project at KSEZ, Kakinada, A.P. is spread across 10 acres
- Estimated capex of around Rs 71 crore, out of which Rs 61.89 crore has already been incurred
- Commercial production of project is expected to commence by mid of January 2022 and it is funded by approx Rs 41.6 crore of promoters contribution, Rs 20 crore of term loans and capital subsidy of Rs 10 crore
- Project is eligible for Central Government capital subsidy of up to Rs 10 crores and as a part of installment Rs 6.5 crore has already been released
- New capacity of 35 MTPD will widen the value added product basket into breeding / marinated products which is high margin product

Odisha Processing Unit:

- New Shrimp processing facility at Haridamada, Khordha Odisha is spread across 4.28 acres
- Estimated capex of around Rs 40 crore, out of which Rs 3.97 crore has already been incurred
- Civil work of the project is expected to start by 15 January 2022 and project is expected to complete by September 2022. Project is funded by Rs 20 crore of promoters contribution, Rs 15 crore of term loans and capital subsidy of Rs 5 crore
- New facility will leverage the incentives from Odisha State Government under a scheme for establishment of Integrated cold chain and Value added Infrastructure
- Greenfield expansion at Odisha with additional capacity of 35 MTPD will further widen the value added product basket

The above investments would enable the company to Double its Capacity from Existing Levels

Captive Solar Power Plant - 3.6 MW:

- Installed Capacity of 3.6 MW AC solar PV plant at Daleswaram Village, Srikakulam District, Andhra Pradesh for the captive consumption spread across 30 acres
- Estimated capex of around Rs 14 crore, out of which Rs 11.29 crore has already been incurred
- Commencement of project is expected by end of February, 2022 and it is funded by Rs 4.35 crore of promoters contribution and Rs 9.75 crore of term loan
- The consultant and Project Implementing Agency appointed for Solar Power Plant is DK Solar Projects & Ventures Pvt. Ltd.
- It will reduce per unit power cost from Rs 7-8 to Rs 3-4 per unit ~ will lead to cost saving of Rs 4 crore annually

Ethanol Plant - 1,98,000 KLPD:

- Company has set up 100% subsidiary Coastal Biotech Pvt Ltd for Ethanol manufacturing at Village Maringi in Parlakhemidi Tahsil in Gajapati, Odisha spread across 30 acres
- Estimated capex of around Rs 150 crore (promoters contribution is Rs 45 crore & term loan is Rs 105 crore), out of which Rs 8 crore has already been incurred
- Ground Breaking Ceremony (Bhoomi Pujan) has been done on 30th November 2021 and Commencement of project is expected by March 2023. The Engineering, Procurement and Construction Contract is given to Excel Engineering, Pune
- Single window clearance is approved by the state government and the benefit of interest subvention will be provided by Government of India.

India's ethanol blending target of 20% is likely to create opportunity of Rs 840 bn bio-ethanol market annually by 2025



Structural changes post 2018

- The National Policy on Bio-fuels - 2018 (NPB -2018) released in June 2018 took a more realistic approach, allowing a wider range of feedstock for ethanol production (from c-molasses to b-heavy and juice and other waste such as rural-urban garbage and cellulosic and lingo-cellulosic biomass) in line with the “waste-to-wealth” concept
- Feedstock that is permitted as of today includes sorghum, sugar-beet, cassava, decaying potatoes, damaged grain including maize, wheat, rice, and most importantly, crop residue such as wheat and rice stubble



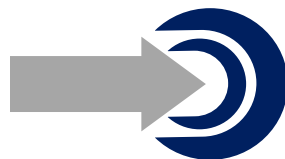
Rollout plan over 2026

- The Indian government has created a roll out plan for ethanol, with inputs from relevant ministries and associations, considering challenges in manufacturing flex fuel vehicles and infrastructure required for its storage and distribution
- It has planned availability of E10 across the country from April 2022, for existing vehicles, until till April 2028
- The Ministry of Petroleum and Natural Gas (MoP&NG) will initiate a phased rollout of 20% blending from April 2023 with the launch of educational campaigns for customers
- In 2023, the government will launch E20 in select cities of 11 states and union territories, viz. Himachal Pradesh, Uttarakhand, Uttar Pradesh, Haryana, Delhi, Goa, Daman Diu & Nagar Haveli, Karnataka, Bihar, Maharashtra, and Punjab
- Based on the learning from these states, the government will roll-out ethanol blending across India

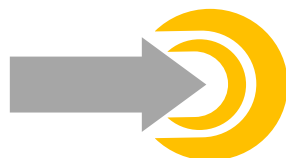
Current & Future Capacities

	Plate Freezer MTPD	IQF MTPD	Cooker MTPD
Existing Capacities			
Unit 1	17.5	10	10
Unit 2	14	25	10
New Capacities			
Kakinada	14	10.5	10.5
Odisha	14	10.5	10.5
Total	59.5	56	41

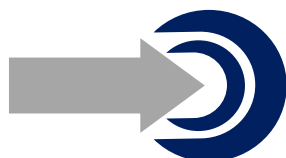
Growth Drivers



Debottleneck of existing Pre - processing Unit



New Capacities in Value added segment



Biofuel - Ethanol Project



Thank You



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