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www.avantiindia.com



Ref: AFL/BSE & NSE/2016-17/970

February 14, 2017

The Deputy General Manager  
Corporate Relations Department  
BSE Limited  
1st Floor, New Trading Ring  
Rotunda Building, P.J. Towers  
Dalal Street, MUMBAI - 400 001  
Fax: 022-2272 2041 / 22723121

National Stock Exchange India Ltd.  
Exchange Plaza  
Bandra (East)  
Mumbai - 400 051.  
Fax: 022-26598237/38

BSE Code: 512573

NSE Code: AVANTIFEED

Dear Sir,

**Sub: AVANTI FEEDS LIMITED - Schedule of Audio Conference Call for Investors - Reg.**  
**Ref: Regulation 30 read with part A of Schedule 3 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations 2015.**

\* \* \*

We enclose herewith an Invitation in connection with conducting an Audio Conference Call for Investors on 15.02.2017 at 4.30 PM to discuss the Un-Audited Financial Results for the quarter ended 31.12.2016.

A copy of the presentation and brief write-up on the Un-Audited Financial Results for the quarter ended 31.12.2016 are enclosed.

This is for your information and record.

Thanking you

Yours faithfully  
for Avanti Feeds Limited

C. RAMACHANDRA RAO  
JOINT MANAGING DIRECTOR,  
COMPANY SECRETARY & CFO



Encl: As above.

Regd. Office:  
H.No. 37, Plot No. 37,  
Baymount, Rushikonda,  
Visakhapatnam - 530045  
Andhra Pradesh, India.  
CIN : L16001AP1993PLC095778

**AVANTI FEEDS LIMITED  
AUDIO CONFERENCE CALL FOR INVESTORS  
WEDNESDAY 15<sup>TH</sup> FEBRUARY 2017 AT 4.30 PM IST.**

**INVITATION**

**Hyderabad, February 14<sup>th</sup>, 2017**

The Management team of Avanti Feeds Limited will participate in an Audio Conference Call for Investors at 4.30 PM IST on 15<sup>th</sup> February 2017. The call will commence with a brief management discussion on Q3 Financial Year 2016-17 Un-Audited Financial results.

The dial- in details are mentioned below:

**Details of the Audio Conference Call are as follows:**

Timing : 4.30 PM IST on Wednesday the 15<sup>th</sup> February 2017.  
Toll Free Number : 1800 103 3899

**For further information, please visit [www.avantifeeds.com](http://www.avantifeeds.com) or contact:**

Mr. P V Raj Sekhar / Mr. M V Rao  
Avanti Feeds Limited  
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Email : [avantiho@avantifeeds.com](mailto:avantiho@avantifeeds.com)

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# Avanti Feeds Limited

## Financial Results – Q3FY17

### Presentation

Stock Code: **BSE:** 512573 **NSE:** AVANTIFEED

**REUTERS:** AVNT.BO / AVNT.NS

**BLOOMBERG:** AVNT:IN



- ✓ The Indian Seafood exports were at Rs.30,420 Crore for FY16.
- ✓ Out of this the shrimp exports constituted 66% of total sea food exports valued at Rs.20,045 Crore for FY16.
- ✓ The shrimp exports constituted 40% of sea food exports at 3,73,866 tonnes for FY16, in quantitative terms.

# Company's Background

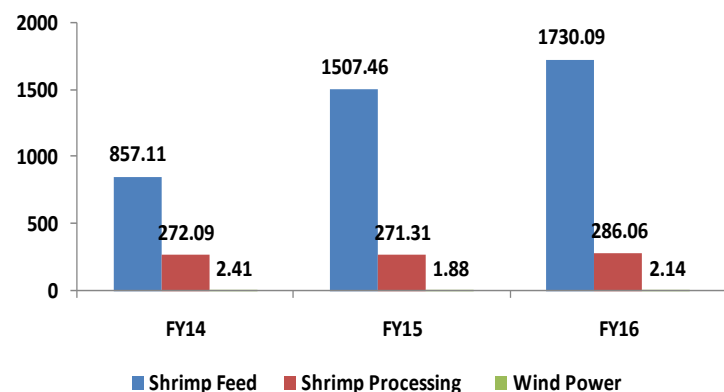


- ✓ HAVING made a humble beginning with a capacity of shrimp feed of 14,000 tonnes per annum (tpa) way back in 1994, Avanti Feeds now enjoys a capacity of 4 lakh tpa.
- ✓ The Company has emerged as a market leader in Shrimp Feed and has pan India presence.
- ✓ AFL started shrimp processing and export in 1999 with a capacity of 3,000 tpa and modernized its facilities to take the capacity to 6,000 tpa now.
- ✓ It is shortly adding 15,000 tonnes per annum processing and export capacity, by setting up a new plant at a different location, to its existing 6,000 tonnes per annum. Both these units will be under its subsidiary Avanti Frozen Foods Private Ltd.

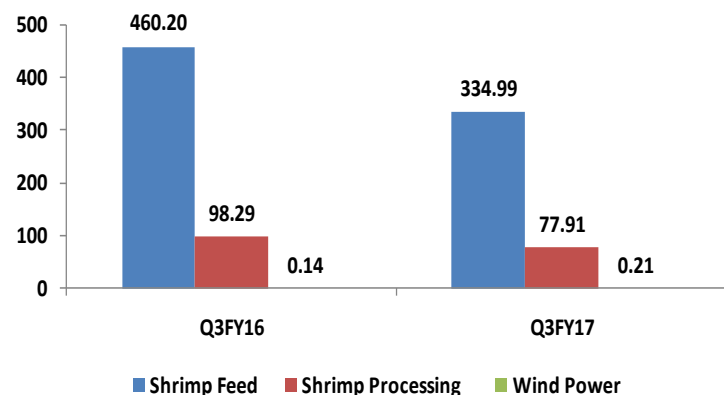
# Financial Highlights



Revenue (Rs in Crore)



Revenue (Rs in Crore)



✓ For FY16 revenue was at Rs.2,018.29 Crore (Rs.1,780.66 Crore), up by 13.34%. For Q3FY17 revenue was at Rs.558.62 Crore (Rs.413.11 Crore), up by 35.22 %.

✓ For FY16 Shrimp Feed revenue was at Rs.1,730.09 Crore (Rs.1,507.46 Crore), up by 14.77%. In Q3FY17 revenue was at Rs.460.20 Crore (Rs.334.99 Crore), up by 37.38 %.

✓ For FY16 Shrimp Processing & Export revenue was at Rs.286.06 Crore (Rs.271.31 Crore), up by 5.43%. In Q3FY17, the revenue was at Rs.98.29 Crore (Rs.77.91 Crore), up by 26.16%.

# Financial Highlights (Segment-wise)



Consolidated Segment Particulars (Rs. in Crore)	Quarter Ended			Year Ended		
	Q3FY17	Q3FY16	YOY %	FY16	FY15	FY14
<b>Segment Revenue</b>						
Shrimp Feed	460.20	334.99	37.38	1,730.09	1,507.46	857.11
Processed shrimp	98.29	77.91	26.16	286.06	271.31	272.09
Wind Power	0.14	0.21	(34.58)	2.14	1.88	2.41
<b>Gross Sales/Income from Operations</b>	<b>558.62</b>	<b>413.11</b>	<b>35.22</b>	<b>2,018.29</b>	<b>1,780.66</b>	<b>1,131.61</b>
<b>Segment Results</b>						
Shrimp Feed	56.23	41.85	34.37	194.42	150.36	72.20
Processed shrimp	8.82	11.08	(20.37)	23.53	20.92	31.54
Wind Power	(0.14)	(0.02)	(638.22)	1.13	0.91	1.26
Total	64.91	52.91	22.69	219.07	172.19	104.99
Less : Interest	0.19	0.19	2.04	1.35	1.37	3.50
Add: Unallocated Income net of Unallocable Expenditure	3.59	3.50	2.70	16.55	7.98	3.68
<b>Total Profit/(Loss) Before Tax &amp; Exceptional Income</b>	<b>68.32</b>	<b>56.22</b>	<b>21.51</b>	<b>234.27</b>	<b>178.80</b>	<b>105.18</b>





## Strengths

1. Two decades experience in shrimp culture industry and is engaged in manufacturing of high quality shrimp feed, processing & export of shrimps and also operating a vannamei hatchery.
2. Collaboration with THAI UNION Group PCL., Thailand, an internationally well known company for processing and export of marine products, feed and hatchery.
3. Well trained technical team to support farmers with global standard aquaculture practices and processes.
4. Presence of strong dealership network and farmers base pan India.

## Weakness

1. The shrimp culture faces infrastructure-related problems like in-adequate water resources, power supply, cold storage, etc.

## Opportunities

1. Seafood consumption is increasing world-wide as compared to other forms of meat.
2. India's long cost line is well suited for aqua culture and seafood industry's growth.
3. The successful adoption of vannamei species, shrimp culture may be replicated for other exportable species like seabas, krouper, red-tilapia, halibut, and crab culture which will provide opportunity for feed and exports.

## Threats

1. The aquaculture industry is dependent on climatic conditions. Natural calamities like floods and cyclones could seriously impact the aquaculture.
2. Possibility of shrimps getting affected by diseases.
3. Other concerns include: Volatile International prices of shrimps; fluctuating foreign exchange rates; levy of anti-dumping and countervailing duties by US.



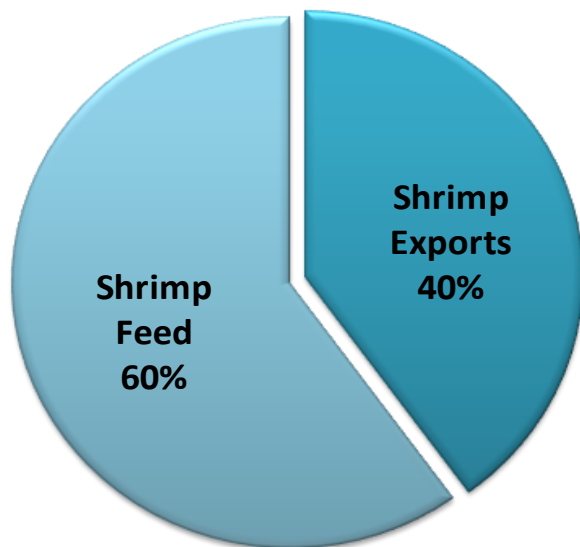


- ✓ During the current fiscal year, Shrimp culture is good. Owing to increase in shrimp culture pan India and shift from Black Tiger cultivation to Vannamei culture, a 15% growth is being witnessed in the industry.
- ✓ The international shrimp prices too are remunerative and is consistent during the most part of the year.

# Key Differentiators



- ✓ The new shrimp feed manufacturing plant with 1,25,000 tonnes per annum capacity has commenced production in August, 2016 taking the total capacity of feed to 4 lakh tpa.
- ✓ The shrimp processing & export division, which was contributing around 15% of revenues, has been divested to subsidiary Avanti Frozen Foods Pvt. Ltd. (AFFPL). Avanti Feeds holds 60% stake in AFFPL, and the balance 40% is held by Thai Union Group PCL, Thailand.
- ✓ In addition to the existing processing plant of 6,000 tpa, AFFPL is setting up a new state of art processing plant with a capacity of 15,000 tpa including value added products. The plant is in an advanced stage of implementation and expected to commence commercial production in April, 2017.
- ✓ Has acquired land near Visakhapatnam for setting up 400 Mn shrimp seed hatchery which will be implemented in 2 phases of 200 Mn each as a backward integration.



vision  
2022



- ✓ To strengthen and maximize the existing capacities of feed and processing and exports of shrimps. The revenue break up between Shrimp Exports and Shrimp Feed is currently at 15:85, efforts are on to improve the ratio to 40:60.
- ✓ Plans to diversify into fish feed manufacture is under study.
- ✓ To emerge as a Billion Dollar Company.



## *Avanti Feeds Draws Growth Plans, To Integrate Backwards*





## Avanti Feeds Draws Growth Plans , To Integrate Backwards

### Summary

- ✓ HAVING made a humble beginning with a capacity of shrimp feed of 14000 tonnes per annum (tpa) way back in 1994, Avanti Feeds now enjoys a capacity of 4 lakh tpa. The Company has emerged as a market leader in Shrimp Feed and has pan India presence.
- ✓ AFL started shrimp processing and export in 1999 with a capacity of 3,000 tpa and modernized its facilities to take the capacity to 6,000 tpa now.
- ✓ It is shortly adding 15,000 tonnes per annum processing and export capacity, by setting up a new plant at a different location, to its existing 6,000 tonnes per annum. Both these units will be under its subsidiary Avanti Frozen Foods Private Ltd.,
- ✓ It has also been decided to integrate backwards by setting up a 400 Mn shrimp seed hatchery in order have complete control on the quality.

### Snapshot

#### Seafood Industry Highlights :

- ✓ The Indian Seafood exports during 2014-15 and 2015-16 were as under :

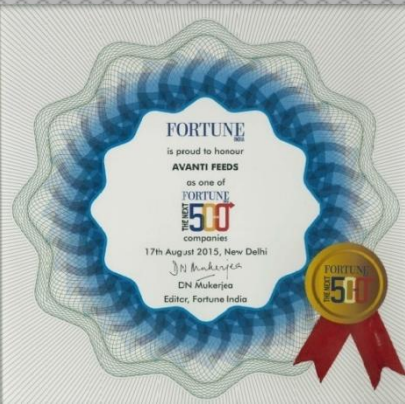
Particulars	2014-15	2015-16
Quantity in tonnes	1,051,243.00	945,892.00
Value in Rs. in Crore	33,441.61	30,420.83
US\$ Million	5,511.12	4,687.94

- ✓ Out of this the shrimp exports constituted 66% of total sea food exports valued at Rs.20,045 Crore for FY16.

- ✓ The shrimp exports during 2014-15 and 2015-16 were as under :

Particulars	2014-15	2015-16
Quantity in tonnes	357,505.00	373,866.00
Value in Rs. in Crore	22,468.12	20,045.50
US\$ Million	3,709.76	3,096.68

- ✓ The shrimp exports constituted 40% of sea food exports at 3,73,866 tonnes for FY16, in quantitative terms.





## Financial Highlights

- ✓ For FY16 revenue was at Rs.2,018.29 Crore (Rs.1,780.66 Crore), up by 13.34%. For Q3FY17 revenue was at Rs.558.62 Crore (Rs.413.11 Crore), up by 35.22 %.
- ✓ For FY16 Shrimp Feed revenue was at Rs.1,730.09 Crore (Rs.1,507.46 Crore), up by 14.77%. In Q3FY17 revenue was at Rs.460.20 Crore (Rs.334.99 Crore), up by 37.38 %.
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## Key Differentiators

- ✓ A new shrimp feed manufacturing plant with a capacity of 1.25 lakh tpa has been operationalized in August ,2016 taking the total capacity to 4 lakh tpa.
- ✓ A state of art shrimp processing plant with a capacity of 15,000 tpa including value added products is being set up by its subsidiary Avanti Frozen Foods Private Ltd., which is in the advanced stage of implementation. Commercial production planned in April,2017.
- ✓ Setting up 400 Mn shrimp seed hatchery towards backward integration plan. This would be implemented in 2 phases of 200 Mn each.

## Vision 2022

- ✓ To strengthen and maximize the existing capacities of feed and processing and exports of shrimps. The revenue break up between Shrimp exports and Shrimp Feed is currently at 15:85, efforts on to improve the ratio to 40:60.
- ✓ Plans to diversify into fish feed manufacture is under study.
- ✓ To emerge as a Billion Dollar Company.

## Financial Highlights (Segment-wise) :

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