

ZEAL AQUA LIMITED
CIN No: L05004GJ2009PLC056270



Date: 13/02/2021

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 Financial results for the Quarter and Nine months ended 31st December 2020 of the company.

Kindly take the above information on record and oblige.

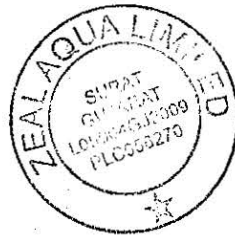
Thanking you.

Yours Faithfully.

For Zeal Aqua Limited

A handwritten signature in black ink, appearing to read 'Rohan Navik'.

Rohan Pradipkumar Navik
Wholetime Director
DIN: 02531248



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Zeal Aqua Limited

Investor Presentation | December 2020

Safe Harbor



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Agenda



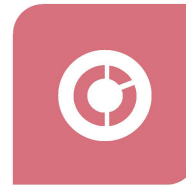
Company at
Glance



Way
Forward...



Industry
Overview



Financial
Highlights

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Company at Glance

Company at Glance

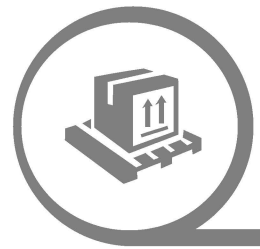
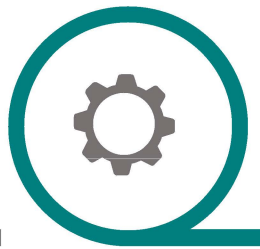
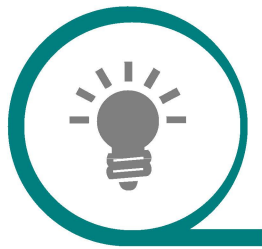


Incorporated in 2009, based
out of Surat, Gujarat

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

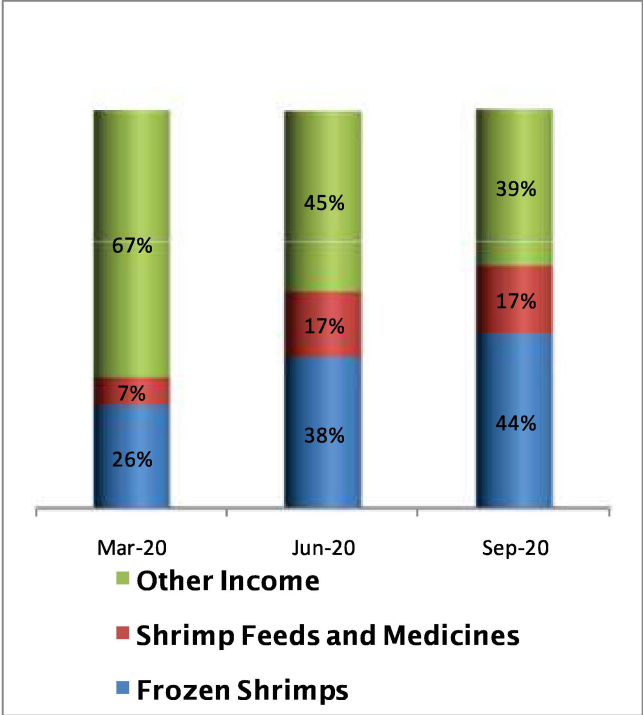


Farming Shrimps

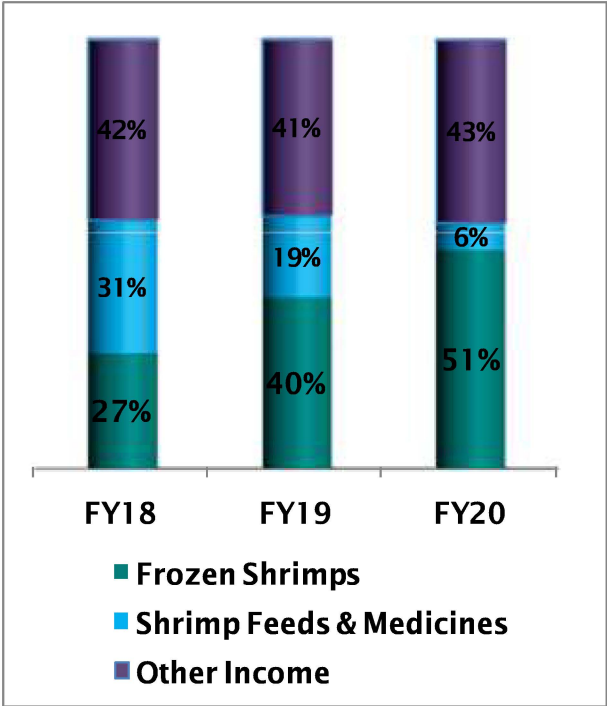


Frozen Shrimps

Revenue Mix Quarterly Trends



Revenue Mix Yearly Trend



Key Strength



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

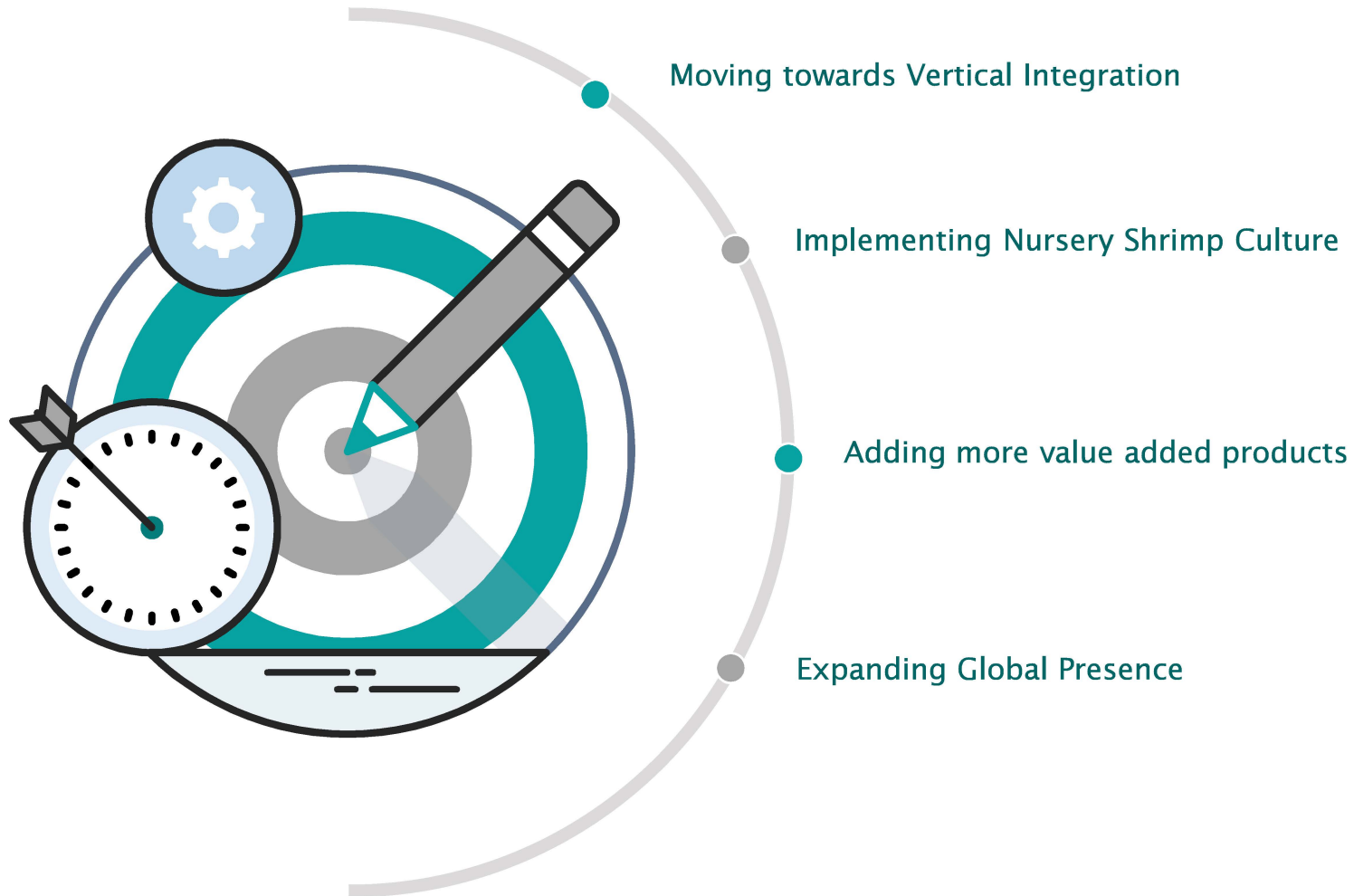
Quality Shrimps

- Bigger size
- Good Texture
- Better Taste

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Way Forward...

Way Forward...



Moving Towards Vertical Integration...

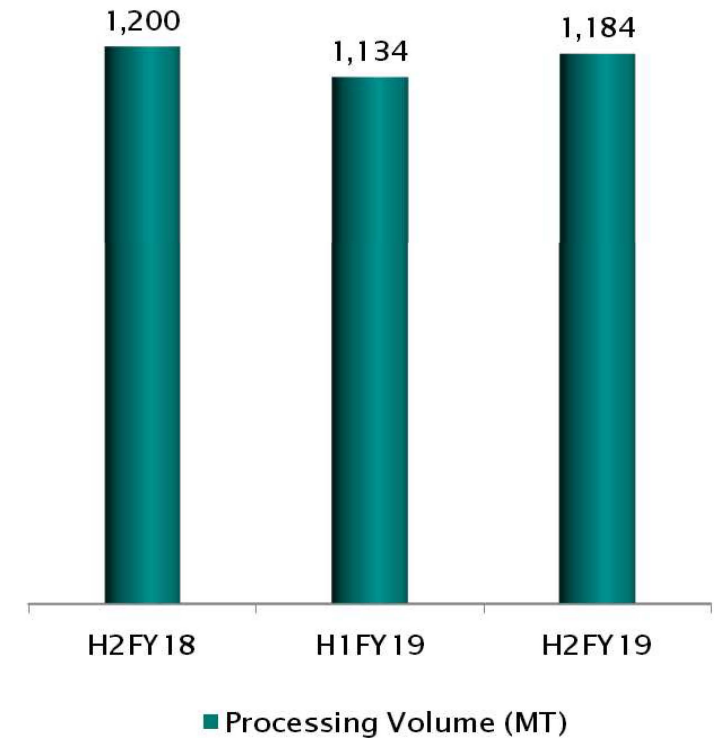


Processing Capacity:

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	FY15	FY16	FY17	FY18	FY19	FY20
Total Area under cultivation from owned farms (Hectare)	200	200	225	225	225	225
No. of Ponds (Owned)	160	160	174	180	180	180
Output from owned farms (MTPA)	364	709	744	1,036	1,121	1587
Output from Satellite farms (MTPA)	1,819	1,375	2,481	2,563	3,867	2436
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



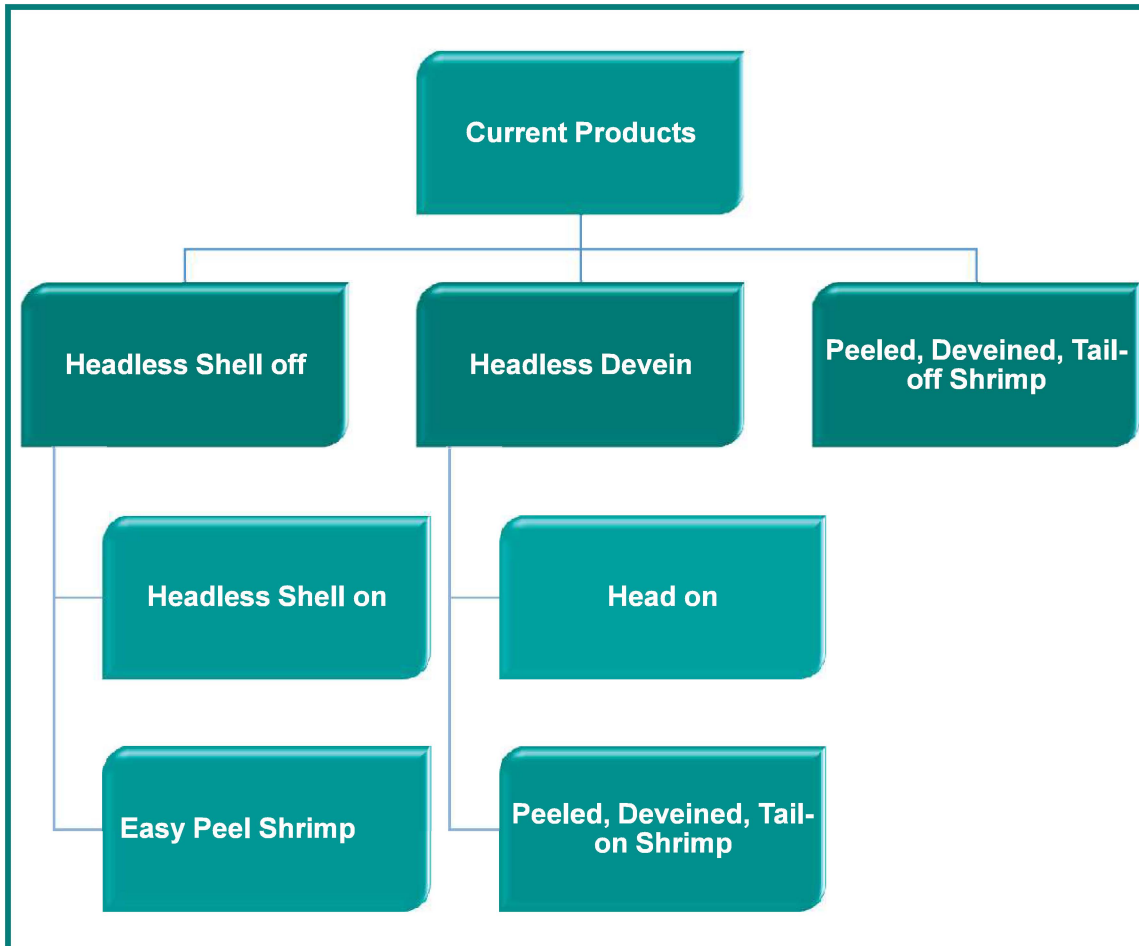
Focusing on bigger size Shrimps for better realizations and margins

Successful Pilot Run of Nursery Culture



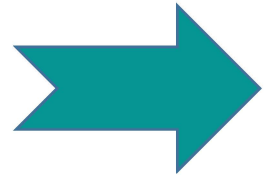
Stocking juveniles from nursery systems increases number of crops per year, resulting in improving the farm's profitability

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

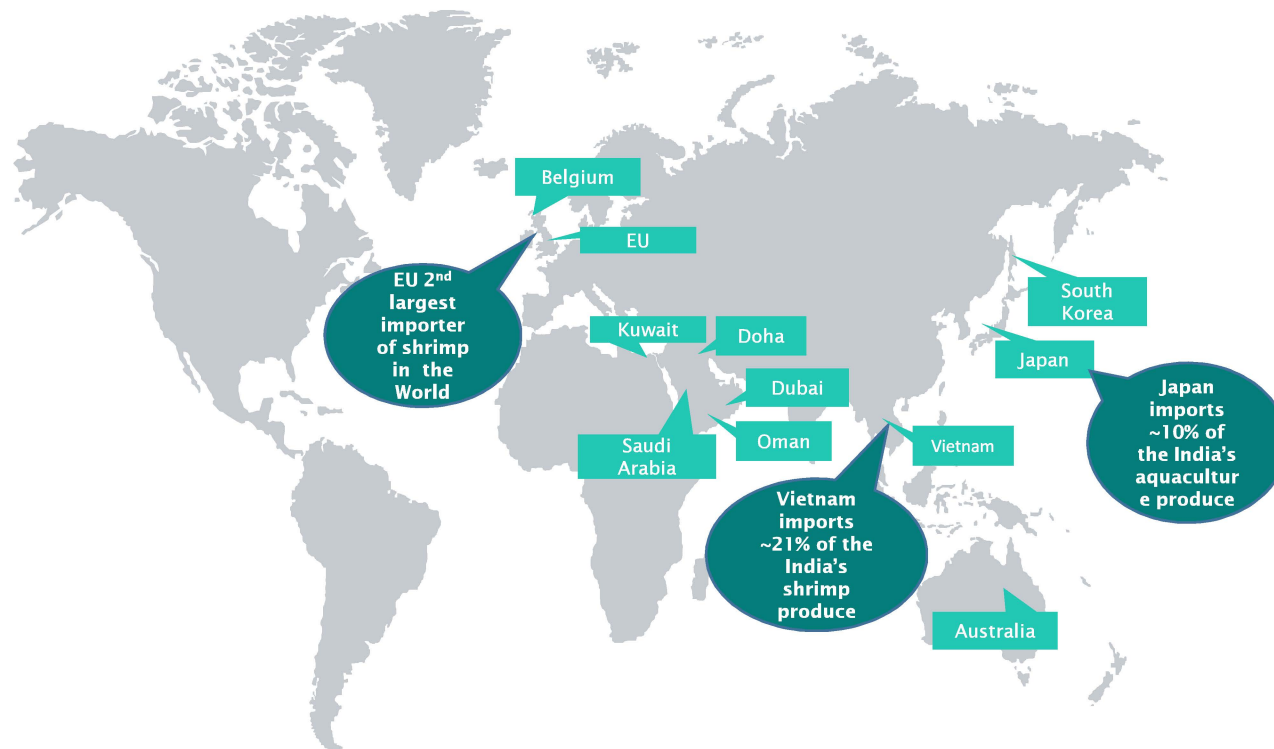


Dhavalkumar Patel

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

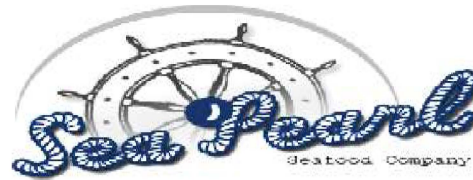
Approval Received:



Under Process:



Marquee Clientele



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Industry Overview

Global – Aquaculture share increasing steadily

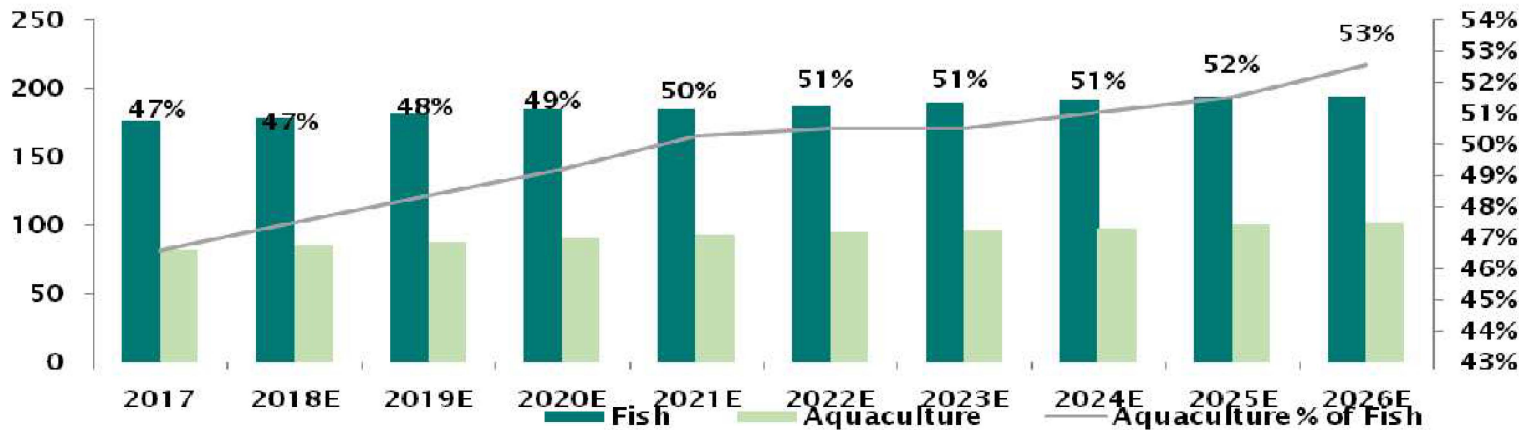


Aquaculture:

- Over 91% of global aquaculture production currently being produced within the Asian region (102.9 million tones in 2017)
- Aquaculture production in 2030 is projected to reach 109 million tons, a growth rate of 37 percent over 2016.”
- More than 120 million people are estimated to depend on sea food for all or part of their incomes.
- Aquaculture’s share in direct human consumption is 55% mainly driven by Asia, and particularly China

Shrimp:

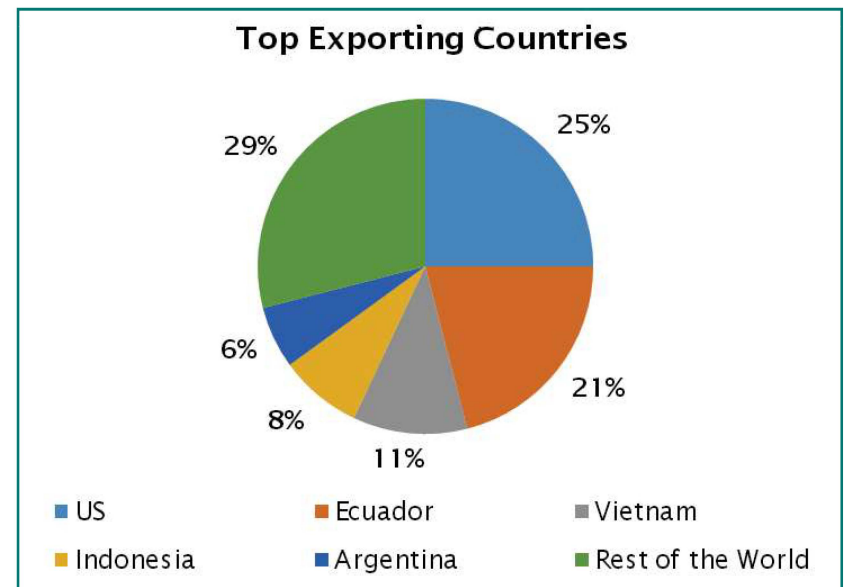
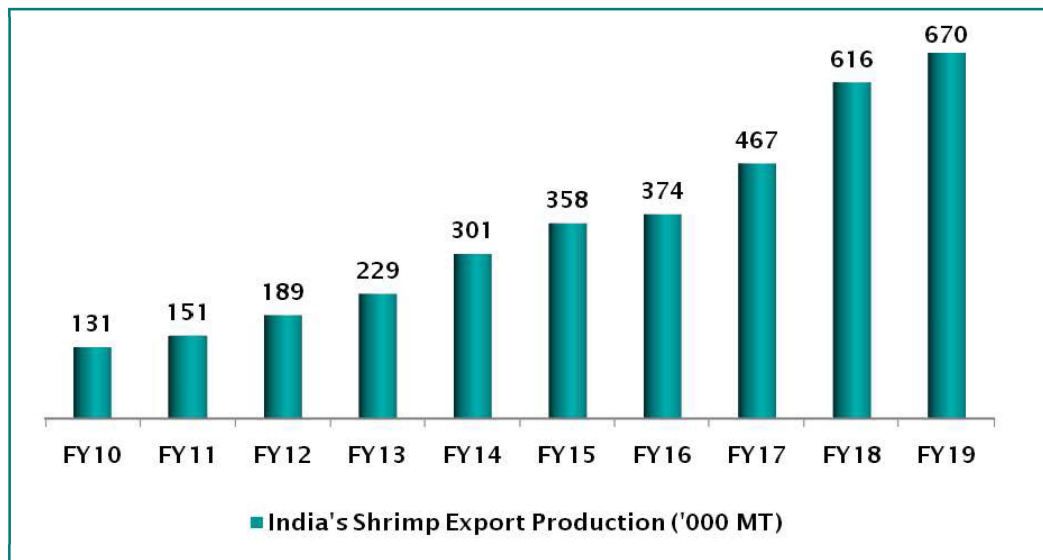
- GOAL has predicted around 600,000 tons production of shrimps in 2019 and 2020
- Frozen seawater shrimps generated \$17.7 billion in export sales during 2019, up by about 25% from \$14 billion in 2015 but down by -2% from 2018 to 2019.
- During May 2019, **India exported** 20,391 tons of **shrimps** to the US. In April 2020, **exports** stood at 22,229 tons, against 17,749 tons in April 2019.



Source : FAO, OECD-FAO Agriculture outlook 2017-2026

India – Marching Towards Blue Revolution

- In 2018-19 seafood exports fetched USD 6.68 bn as against USD 7.08 bn a year ago, with frozen shrimp dominating the export basket
- During 2019, India accounted for 282,584 tonne of shrimps from the total US import of 698,445 tonne.
- In the Union Budget 2020, the Modi government has made it clear that it intends to promote marine life. Finance Minister Nirmala Sitharaman in her Budget speech referred to the blue economy and said, by 2022-23, the government aims to raise fish production to 200 lakh tonnes.
- The country currently has about 366 MPEDA-approved seafood export companies and 60 cold storage facilities.
- Through March 2020, about 230,000 MT of shrimp were produced, of which 180,500 MT (78 percent) were exported to various global markets.
- The top export destinations for India in Q1 2020 was the United States, with about 68,894 MT, followed by 24,848 MT to China, which resumed its shrimp imports from India.
- Top export destinations : US, Vietnam, EU, Japan, UAE, China and the Republic of Korea



Source: MPEDA, FAO, International Trade Statistics

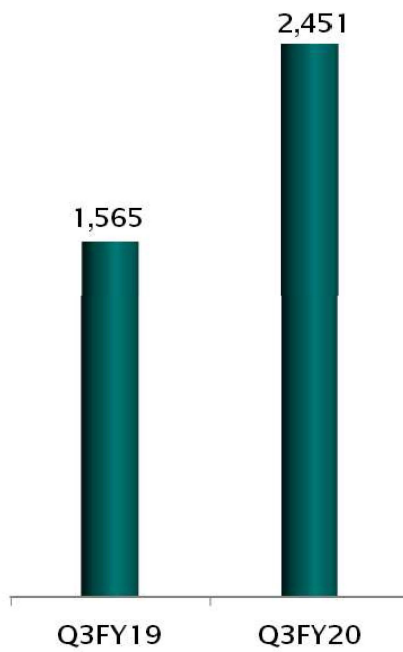
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Financial Highlights

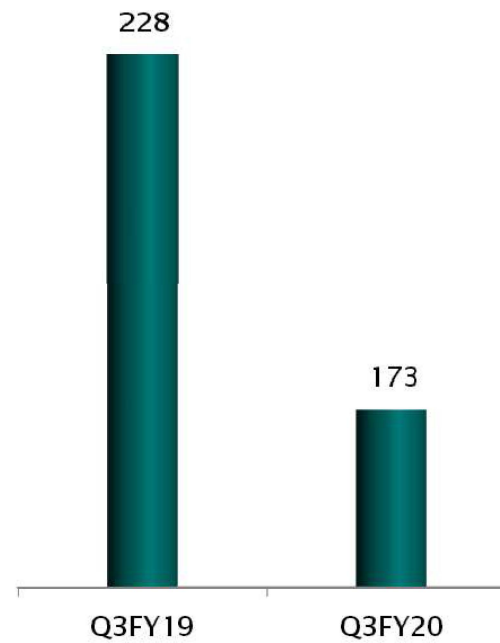
Financial Highlights



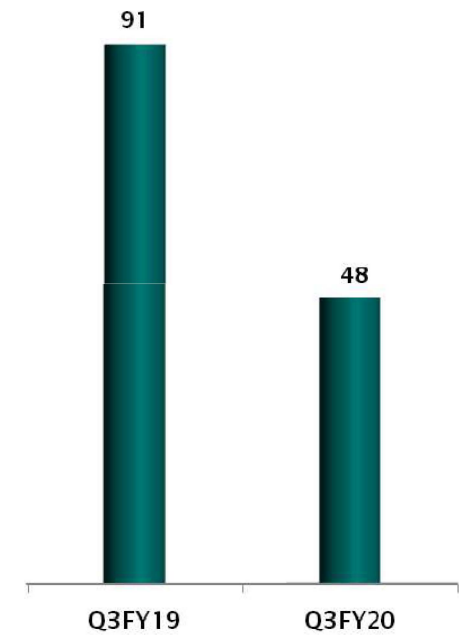
Revenue (INR Mn)



EBITDA (INR Mn)



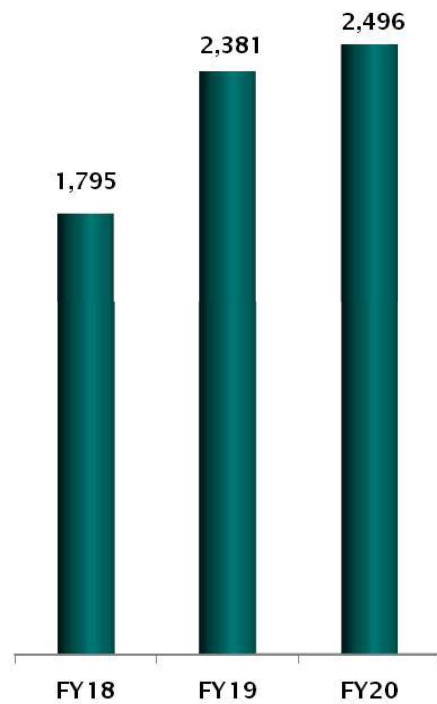
PAT (INR Mn)



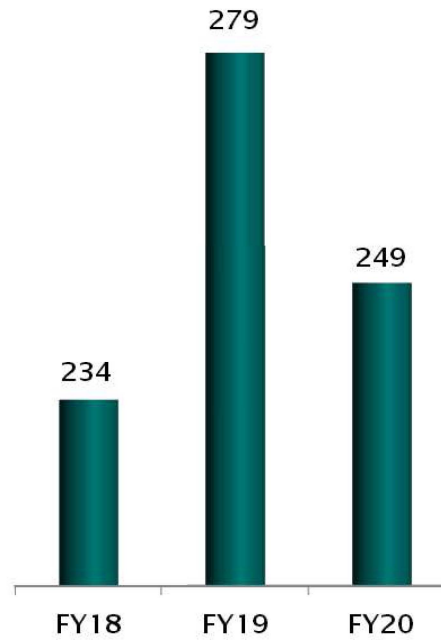
Robust Financial Performance



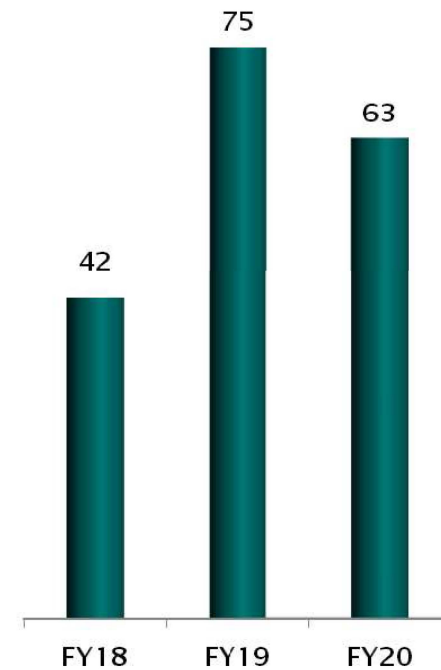
Revenue (INR Mn)



EBITDA (INR Mn)



PAT (INR Mn)



Profitability Highlights



Rs. Mn	Q3FY20	Q3FY19	YoY	FY20	FY19	YoY
Revenue from operations	2,408	1,489	62%	2,385	2,318	3%
Other Income	43	76		111	63	
Total Income	2,451	1,565	57%	2,496	2,381	5%
Raw Material	2049	1030		1,917	1,787	
Employee Cost	52	53		72	65	
Other Cost	178	253		256	250	
EBITDA	172	228	(24.6%)	250	279	(10%)
EBIDTA margin (%)	12.18%	14.58%		10.02%	11.71%	
Depreciation	49	53		72	85	
Finance Cost	75	85		118	100	
Exceptional Item	-	-		-	-	
Profit Before Tax	48	91	(47.2%)	60	93	(35%)
Tax	-	-		3	18	
Profit After Tax	48	91	(47.2%)	63	75	(16%)
PAT Margin (%)	1.96%	5.81%		2.54%	3.15%	

Balance Sheet Highlights



INR Mn	Mar-20	Mar-19
Shareholder's Funds	549	486
Share capital	126	126
Reserves & Surplus	423	360
Non-current liabilities	188	196
Long Term Borrowings	187	195
Deferred Tax liabilities (Net)	-	-
Other Long Term Liabilities	1	1
Long-Term Provisions	-	-
Current liabilities	1,379	1,099
Borrowings	696	640
Trade Payables	622	371
Other Current liabilities	56	59
Short-term provisions	5	30
Total Equities & Liabilities	2,116	1,781

INR Mn	Mar-20	Mar-19
Non-current assets	492	517
Tangible Assets	402	463
CWIP	54	31
Intangible Assets	-	-
Non Current Investments	1	1
Deferred Tax Assets (Net)	24	11
Long-term Loans & Advances	11	11
Other Non-Current Assets	-	-
Current assets	1,624	1,264
Inventories	877	514
Investments	-	-
Trade receivables	627	580
Cash & Cash equivalents	50	45
Short-term loans & Advances	52	103
Other Current Assets	18	23
Total Assets	2,116	1,781

Thank you



Zeal Aqua Limited

Mr. Shailendra Patil (CFO)

Email Id : shailendra.accounts@zealaqua.com

