



Corporate Presentation

November 2019



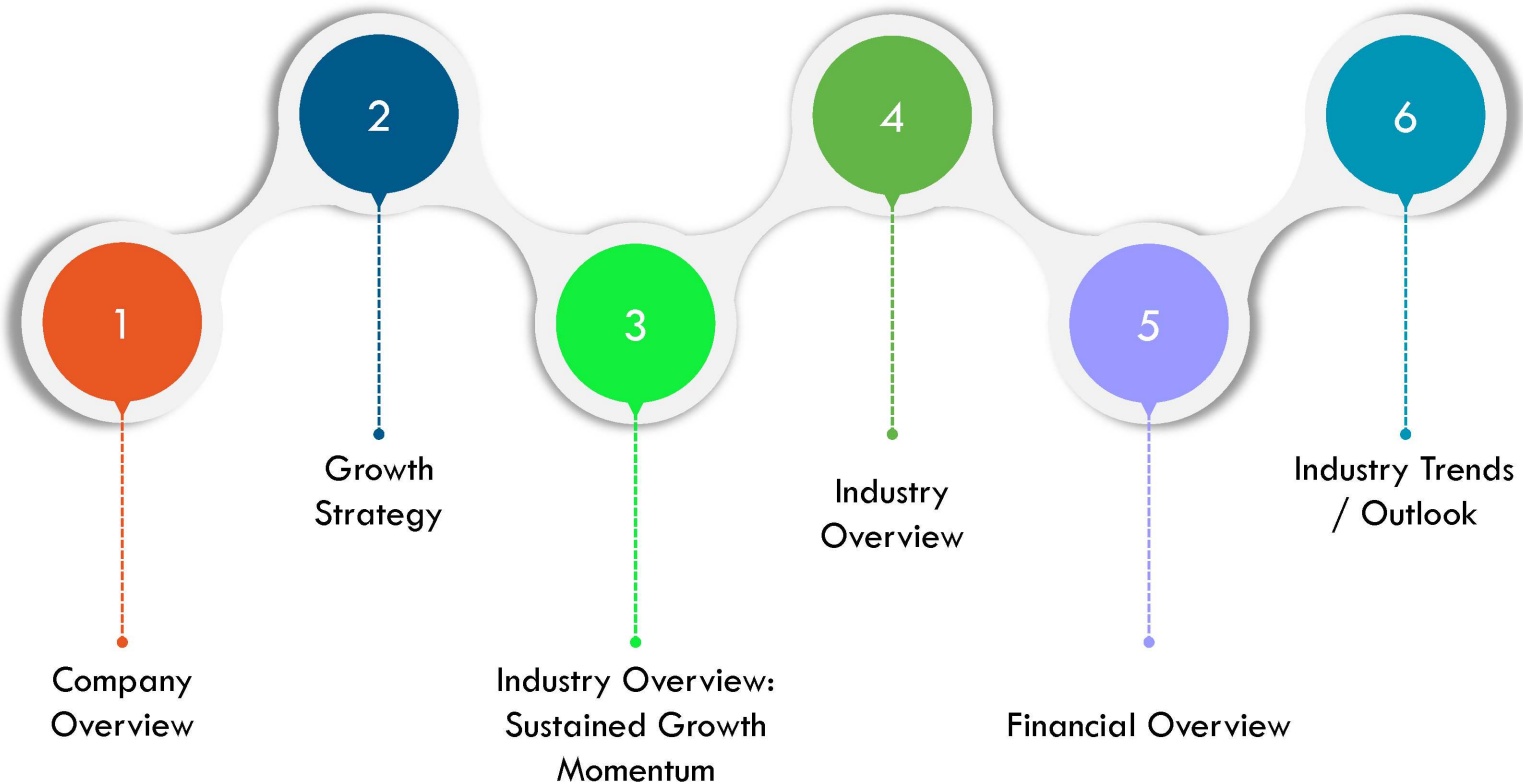
The
Waterbase
Limited

Safe Harbour Statement:

Certain statements in this presentation concerning our future plans and strategies growth prospects, etc. are forward looking statements, which involve a number of risks and uncertainties that could cause actual results to differ materially from those indicated in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, fluctuations in earnings, our ability to manage growth, competitive intensity in our industry of operations including those factors which may affect our cost advantage, wage increases, our ability to attract and retain highly skilled professionals, sufficient availability of raw materials, our ability to successfully complete and integrate potential acquisitions, liability for damages on our contracts to supply products, the success of the companies in which TWL has made strategic investments, withdrawal of governmental fiscal incentives, political instability, legal restrictions on raising capital or acquiring companies outside India, and unauthorized use of our intellectual property and general economic conditions affecting our industry. TWL may, from time to time, make additional written and oral forward-looking statements, including those in our reports to shareholders. The Company does not undertake to update any forward looking statement that may be made from time to time by or on behalf of the company



Contents



Company Overview



TWL – Niche Player in the high growth Aquaculture Industry in India

1,10,000 MT

Installed Manufacturing
capacity of Shrimp Feed

25

Yrs. In the
Industry

10%

Revenue
CAGR FY14-19

372 CR

Revenues
In FY19

~6,500 CR

Estimated size of Domestic
Shrimp feed Industry

0.2

Debt – Equity
As of Mar 31, 2019

274

No. of
Employees

184

#Dealers
Pan India Presence

Key Strengths

- Several popular brands which are favoured by shrimp farmers
- Enjoys high recall and is seen to be synonymous with quality and value
- Robust manufacturing processes and step by step quality control system
- Global best practices implemented

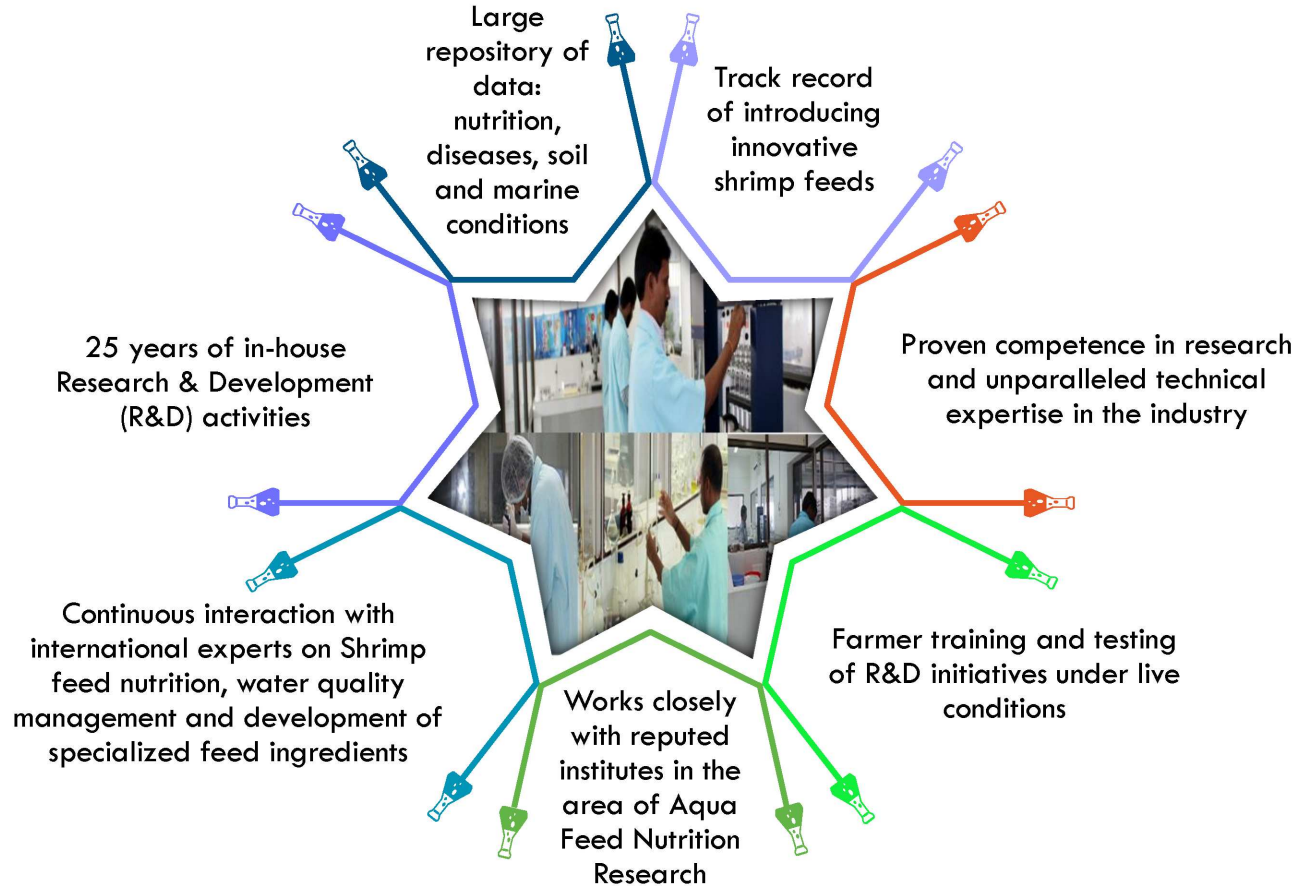
- Working with renowned companies and research institutions in India and abroad for the benefit of industry
- R&D initiatives have been meaningfully converted into new products
- Have driven improvements in feed manufacturing, farm practices, waste management, shrimp processing



- 25 years of expertise in the business- strong connect with suppliers and farmers
- Backed by the KCT Group – has inculcated ethical business practices with long-term vision in mind

- TWL enjoys unparalleled technical expertise in the industry as the Pioneer
- Staffed by well-qualified personnel with rich industry experience
- Products, processes, practices are viewed as gold standard by industry
- Comfortable debt levels with a debt equity ratio of 0.2x (Mar 2019)
- Demonstrated financial discipline through good and bad years for industry

Best local R&D Setup in the Industry



Strategic Alliance with CIBA

- Indian Council of Agricultural Research (ICAR), New Delhi under the Ministry of Agriculture, Government of India established the Central Institute of Brackish water Aquaculture (CIBA)
- CIBA, serves as the nodal agency for the development of brackish water aquaculture in the country
- As part of the MoU, CIBA will collaborate for the testing growth performance and refinement of eco-friendly shrimp feed with Waterbase
- MoU will involve exchange of information on feed formulations and testing of identified feed ingredients, trial feeds and any other market feed for macro and micro nutritional parameters at CIBA's Quality Testing Laboratory
- Both CIBA and Waterbase will identify competent technical personnel namely Scientists / Technicians, Chemists, etc. for implementation of the programme. Waterbase will also be able to use CIBA's technology in its own facilities



Awards & Accolades



➤ **SME – Empowering India Awards 2019**

- **Wins the award** under the ‘Food, Agro & Horticulture Products (Mid – Corporate)’ category at the SME – Empowering India Awards 2019
- “SME- Empowering India Awards 2019” seeks to recognize the contribution of such SMEs who through their achievements and growth have empowered the nation
- Hon’ble Union Minister of Steel, Govt. of India. Shri Chaudhary Birender Singh presented the award to Mr. Ramakanth V Akula, CEO, The Waterbase Limited

Awards & Accolades

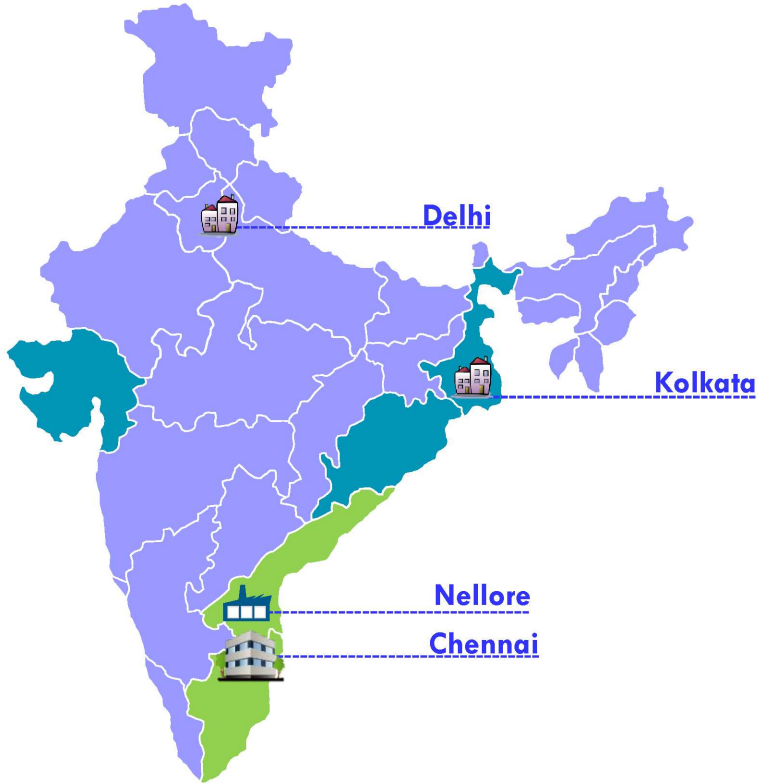


- 'Asia's Most Valuable Business Brand Award 2018'
- Asia's Most Valuable Business Brands is a concept developed by ibrands 360 in collaboration with WCRICINT (World Consulting and Research Corporation International)
- Awards are based on broad parameters of brand value proposition, brand persona, prestige, brand reinvention, social conscience, marketing connect and 'Cult Premium'

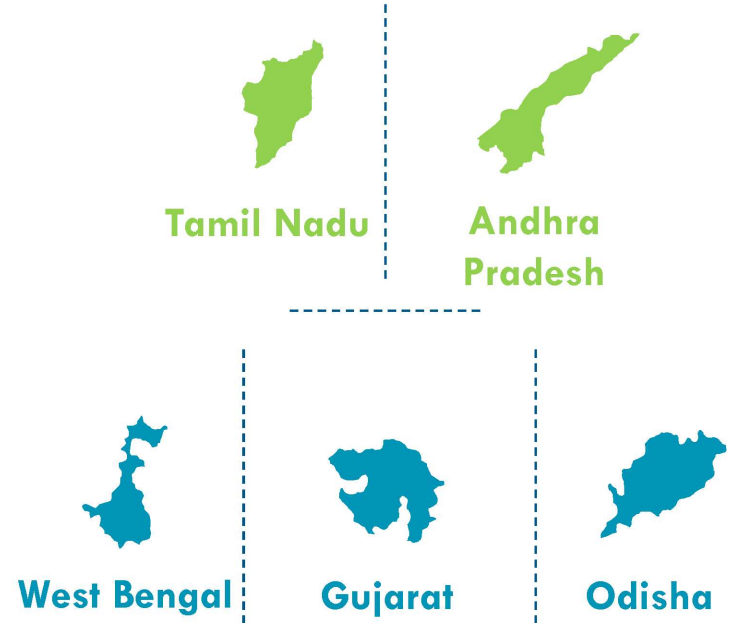


- 2016 India Shrimp Feed Industry New Product Innovation Leadership Award"
- Frost & Sullivan's, 2016 New Product Innovation Leadership Awards identified companies that demonstrated measured excellence in new, innovative products or product lines within their industry

Locations



Key markets served



● Existing ● New

Shareholding Pattern

As on 30th September 2019

