



**The
Waterbase
Limited**



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September 19, 2021

To
Corporate Relationship Department
BSE Limited
Floor 25, PJ Towers
Dalal Street
Mumbai 400001

Ref: Scrip Code: 523660 / WATERBASE

Dear Madam / Sir,

Sub: Intimation of Schedule of Analyst/ Institutional Investor Meeting and Presentation

Pursuant to Regulations 30(6) and 46(2) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("LODR"), the Company would like to inform its participation in Equirus Virtual Annual Conference on Monday, September 20, 2021.

At this meeting the Company will be represented by Mr. R Suresh Kumar, CFO and Mr. Probal K Roy, Promoter Group Representative.

The schedule of the meetings is subject to change due to exigencies on part of investors / analysts or the Company.

Kindly take the information on record.

Thanking you

For The Waterbase Limited

T.B. Srikanth

T.B.Srikanth
Company Secretary & Compliance Officer



Registered Office / Factory:

Ananthapuram Village | T.P. Gudur Mandal | Nellore | Andhra Pradesh | 524344.

T: +91 91000 18037 | 91000 18038 | **E:** info@waterbaseindia.com | **CIN:** L05005AP1987PLC018436





The Waterbase Limited

Corporate Presentation
September 2021

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



01.

Company
Overview

02.

Growth Strategy

03.

Industry Overview:
Sustained Growth
Momentum

04.

Industry Overview

05.

Financial Overview

06.

Industry Trends/Outlook



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Company Overview



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



1,10,000 MT

Installed Manufacturing capacity of Shrimp Feed

28

Yrs. In the Industry

Rs. 214 CR

Revenues In FY21

~Rs. 7,200 CR

Estimated size of Domestic Shrimp feed Industry

265

No. of Employees
March 2021

Rs. 60 CR

Cash & Bank Balances
As of March 31, 2021



Key Strengths



Strong Brands

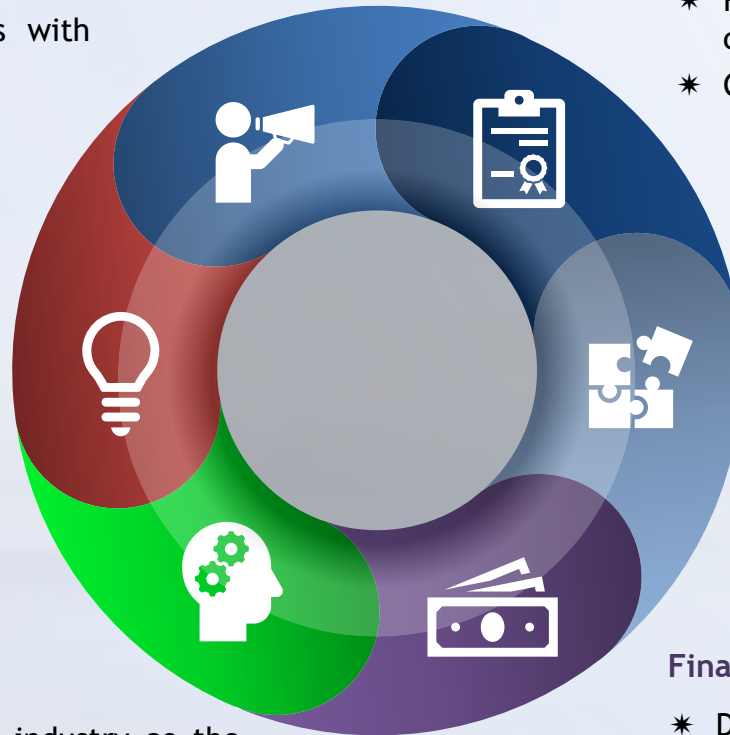
- * Several popular brands which are favoured by shrimp farmers
- * Enjoys high recall and is seen to be synonymous with quality and value

28 years of in-house R&D

- * 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

Technical Expertise

- * 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



Quality Control

- * Robust manufacturing processes and step by step quality control system
- * Global best practices implemented

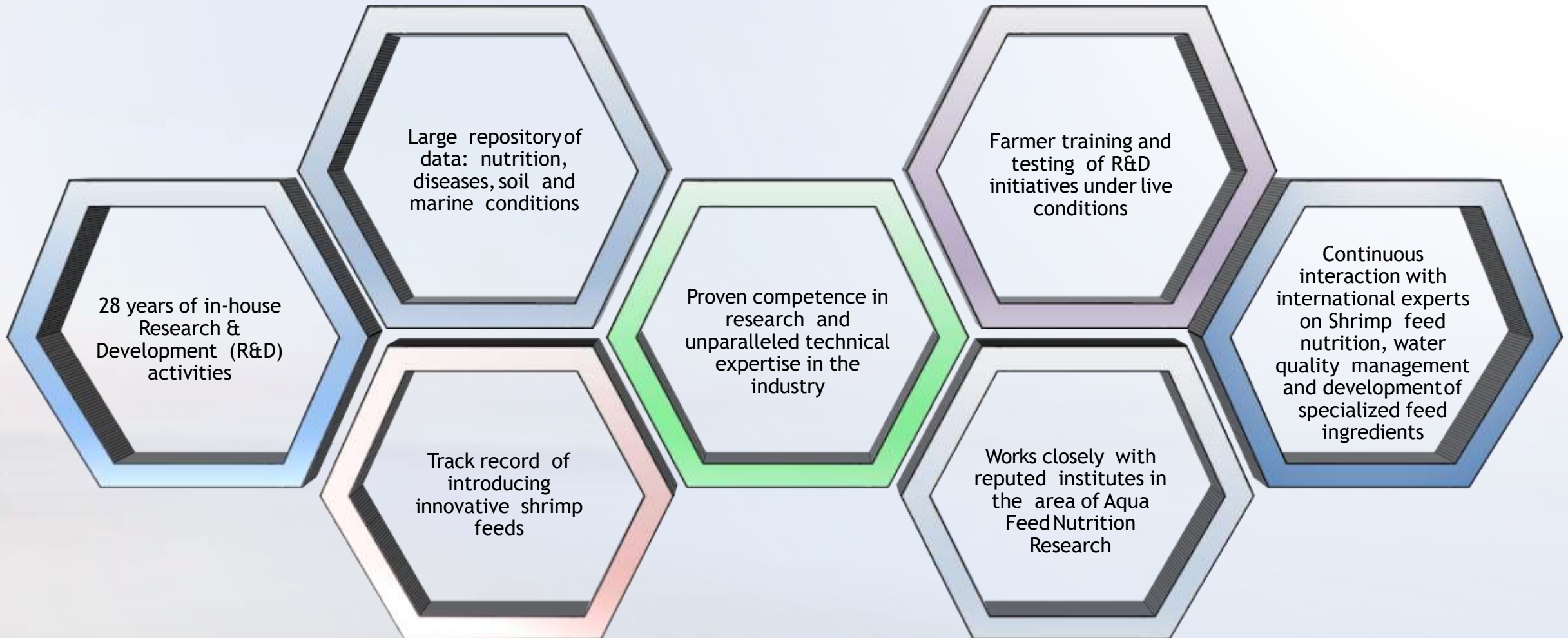
Rich Legacy

- * 28 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

Financial Position

- * Debt free with Cash and Bank Balances of Rs. 60 Cr as of March, 2021
- * 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

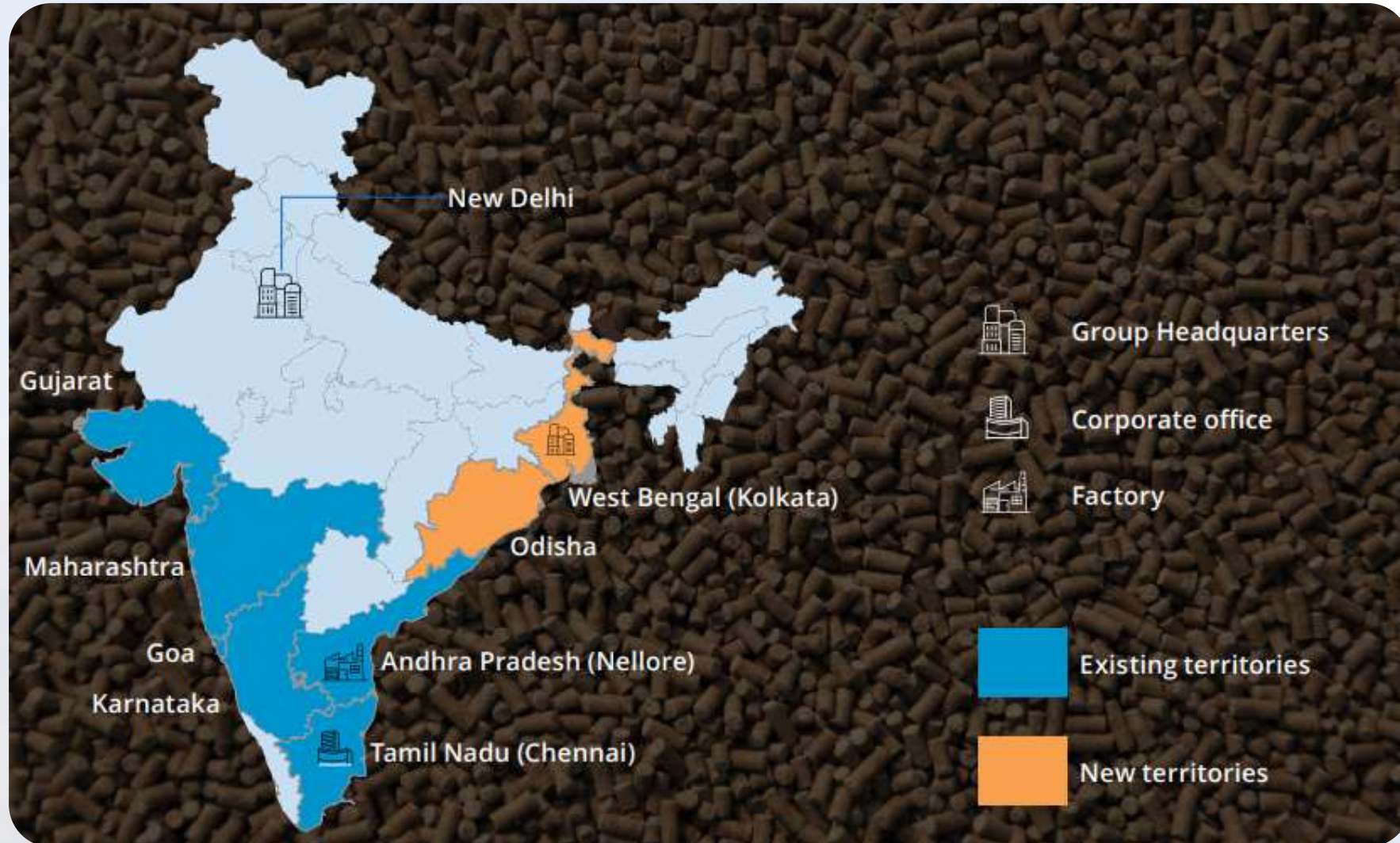


SME - Empowering India Awards 2019

- * 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



Locations



Shareholding Pattern

Promoters

68.85%

Indian Public

28.10%

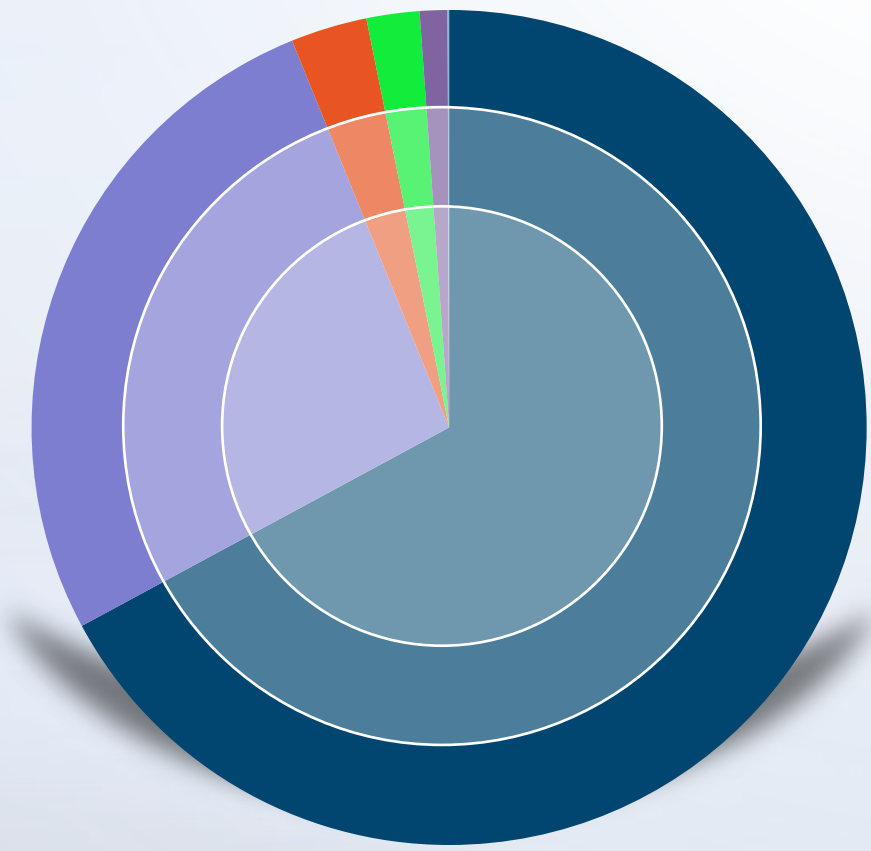
Institutions

0.01%

Others

3.04%

As on 30th June, 2021





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Growth Strategy



Growth Strategy



Driving Premiumisation in the Feed Business



Branding & Packaging



R&D inputs & Feed performance



After Sales service



Enhancing Farming techniques for disease management

Vertical & Horizontal Integration



KEY INPUTS

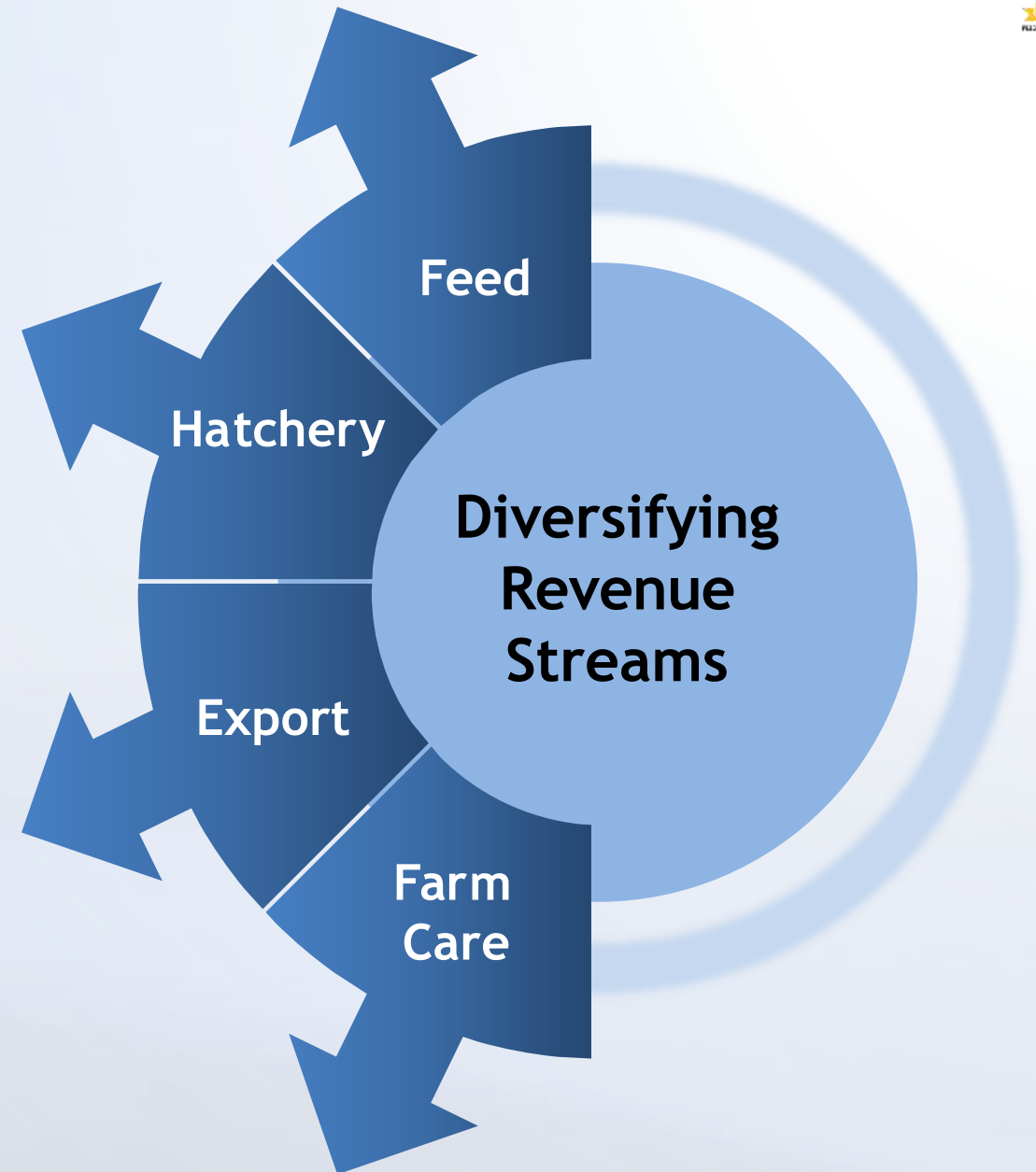
- Shrimp Feed
- Farm Care Products*

Shrimp farming-Current status	500 (no. of hatcheries in India)	150,000 Ha under Farming	500 Processing Plants for Shrimp	Frozen shrimp exports in FY21 - 5,90,275 mt
2021 Industry Requirement / Potential	68 Billion of Post Larvae (PL)	Requires 1,000,000 MT of Shrimp Feed	1,000,000 MT (Current Capacity)	shrimp exports expected to increase by 15%-20% (Value terms)
TWL Capacity	1 Hatchery (250 Mn PL)	1,10,000 MT	4,000 MT#	NA

* New Growth Areas

This capacity is currently being utilised for 3rd party processing and exports

Diversifying Revenue Streams



Feed and Farm care range of products

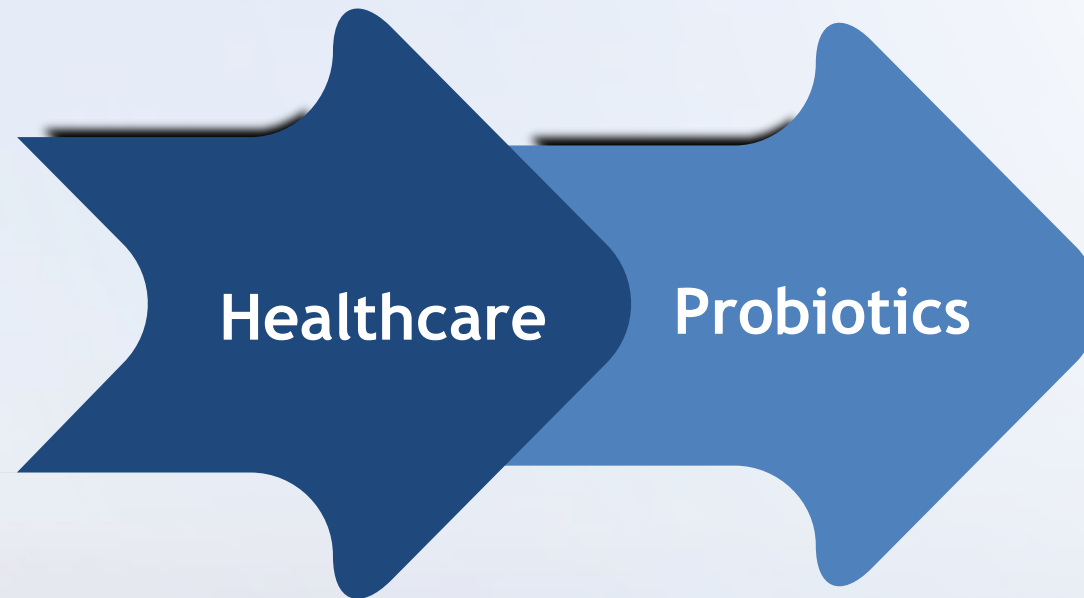


Shrimp Feed

Farm care range



New Initiatives - Farm Care Products



- * Aminovita (Vital Nutrient Supplement)
- * Immuguard (Shrimp Immunity Booster)

- * UniQ PS (Liquid Photosynthetic Bacteria)
- * PSB 9 (Freeze dried PSB)

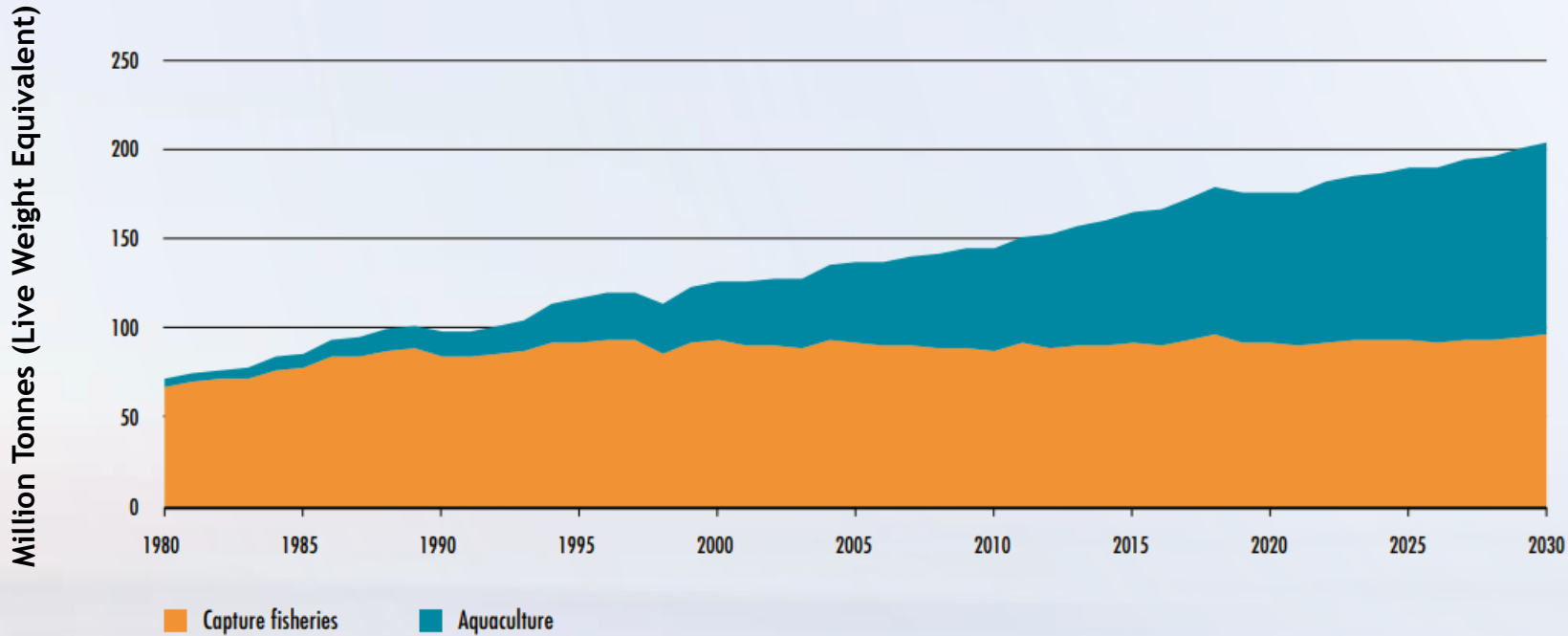


Industry Overview 1 - Global Market



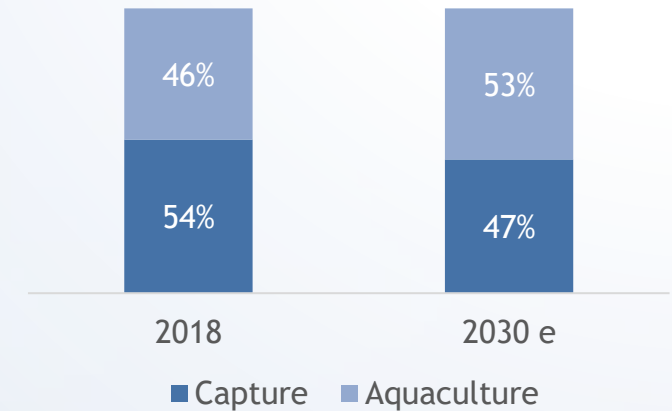
Aquaculture to meet the rising global seafood demand

World Capture Fisheries And Aquaculture Production (1980-2030)

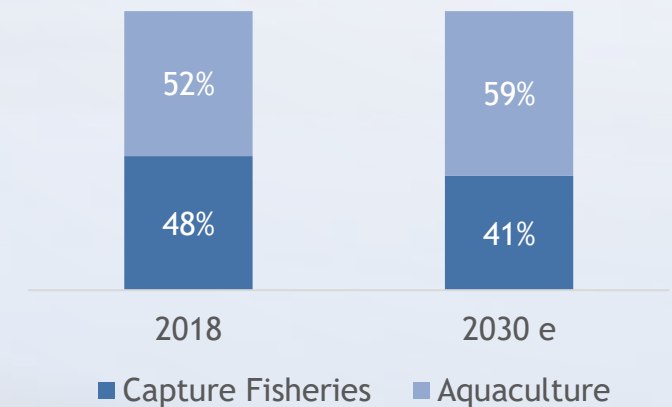


- * Share of fish production destined for human consumption is expected to continue to grow, reaching 89% by 2030
- * Capture fisheries production is projected to stay at high levels, reaching ~96 million tonnes in 2030
- * Total food fish consumption is expected to increase by 2030 vs 2018, with higher growth rates projected in Latin America - 33 %, Africa - 27%, Oceania - 22% and Asia - 19%

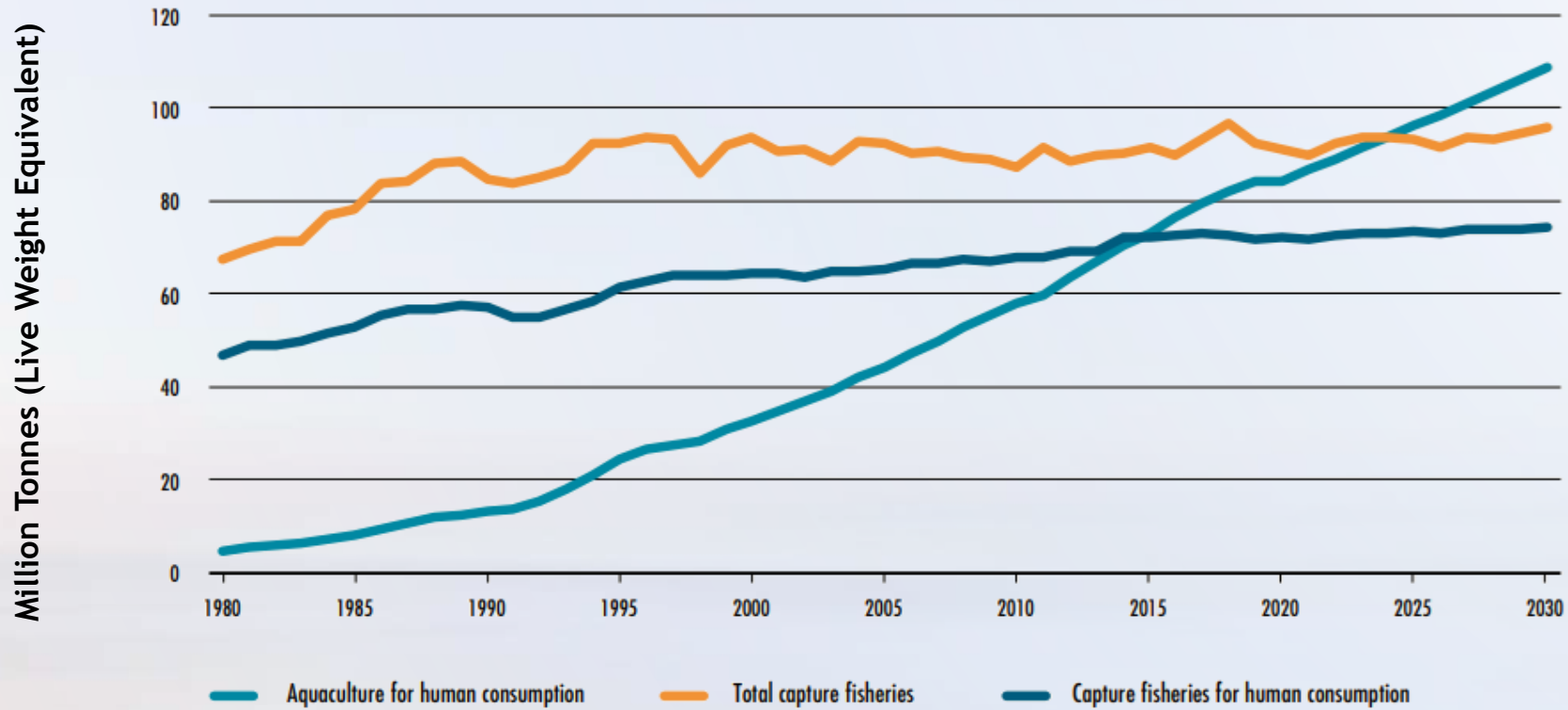
Global Capture & Aquaculture Production



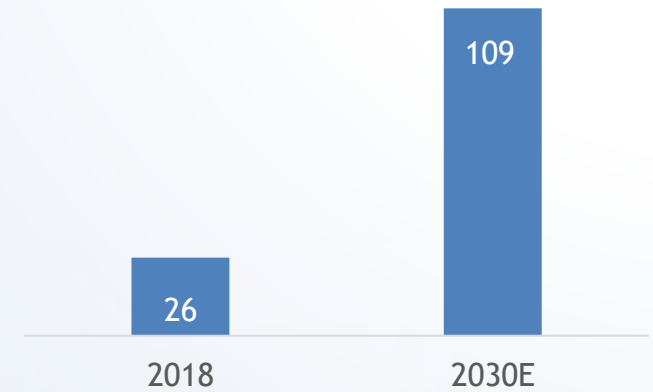
Global Food Fish Consumption



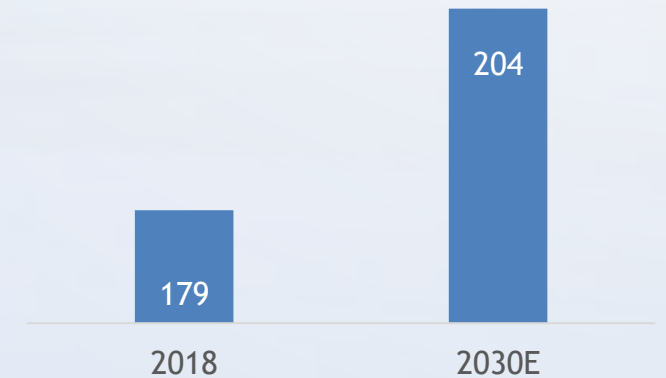
World Capture Fisheries & Aquaculture Production (1980-2030)



Aquaculture Production (MT)

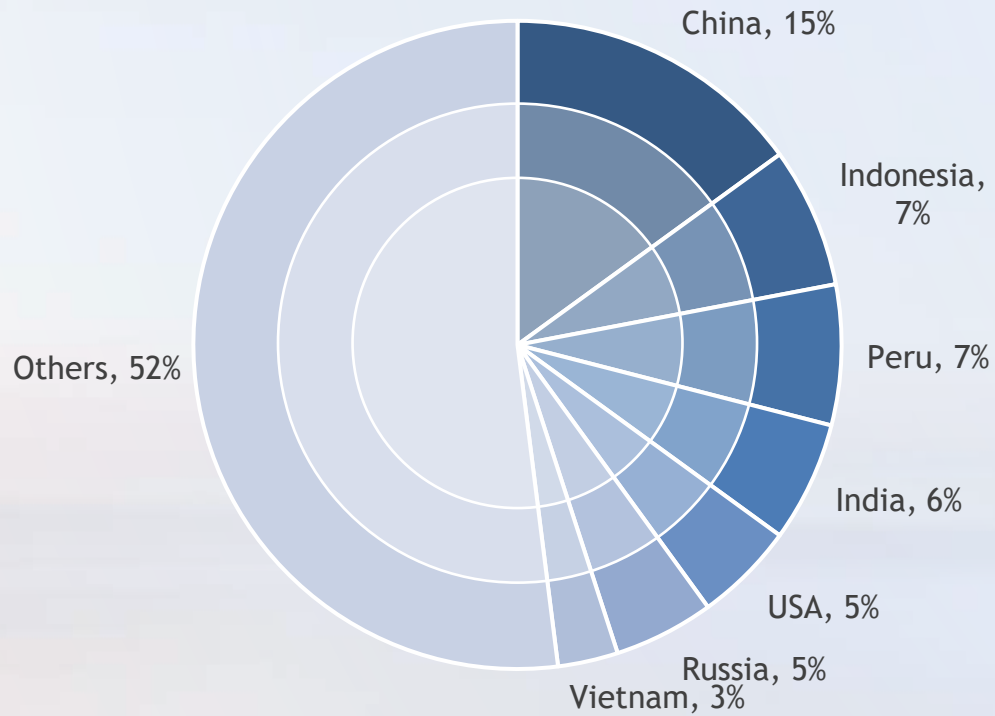


Total Fish Production (MT)

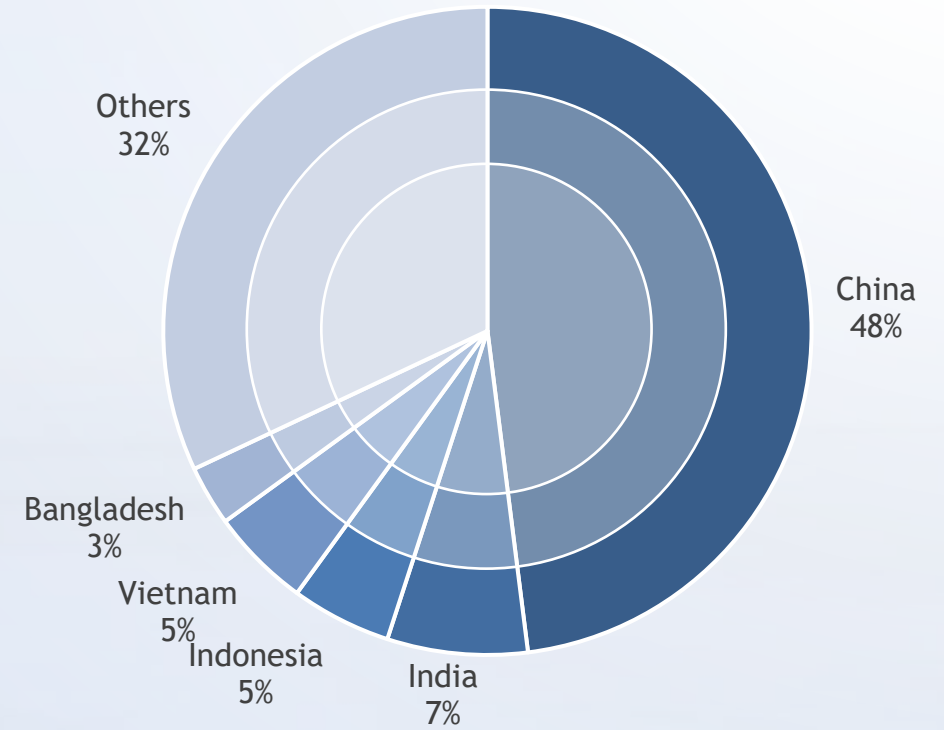


Major Producers - Capture & Aquaculture

Capture



Aquaculture



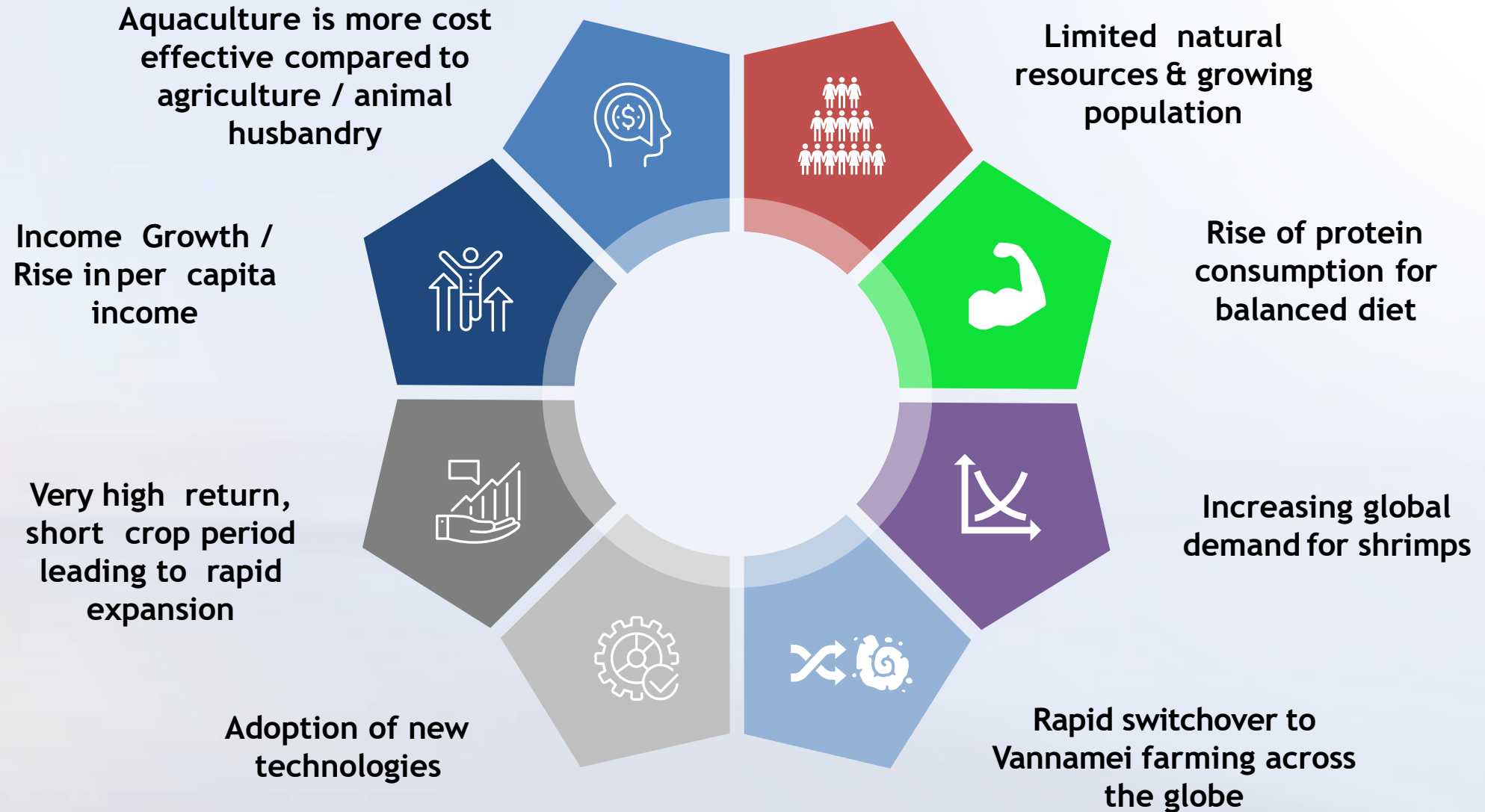
Asia to dominate the Global Aquaculture Sector

Shrimp Farming Production by Region



- * Asia will continue to dominate the Global aquaculture sector and will be responsible for >89% of the increase in production by 2030
- * Asia's share in total trade of fish for human consumption to increase from 48% in 2018 to 50% in 2030
- * Majority of the rise in exports is expected to come from Asia, that is ~73% the additional exported volumes by 2030
- * Asia to consume ~71% of the world's fish available for human consumption (183 million tonnes) in 2030, while Oceania and Latin America to consume the least

Growth Drivers





Industry Overview 2 - India: Leading Shrimp Exporter



Robust Track Record of Aqua Industry Growth

- * Indian Seafood exports stood at ~USD 6 bn for FY21
 - o 10.9% lower in volume terms compared to previous year owing to pandemic led disruptions
- * USA and China were the major import markets of India's seafood products, with a share of 41% and 16% in dollar terms, respectively, followed by EU 14%, South East Asia 11% and Middle East 4%
- * Frozen Shrimp retained its position as the major export item followed by frozen fish
- * Export of Vannamei shrimp de- grew from 5,12,189 MT to 4,92,271 MT in 2020-21
- * USA accounted for around 56% of total Vannamei shrimp exports in USD value followed by China 15%, EU 8%, South-East Asia 6%, Japan 5% and the Middle East 4%

Export Performance Since 2010-11 (US \$Million)



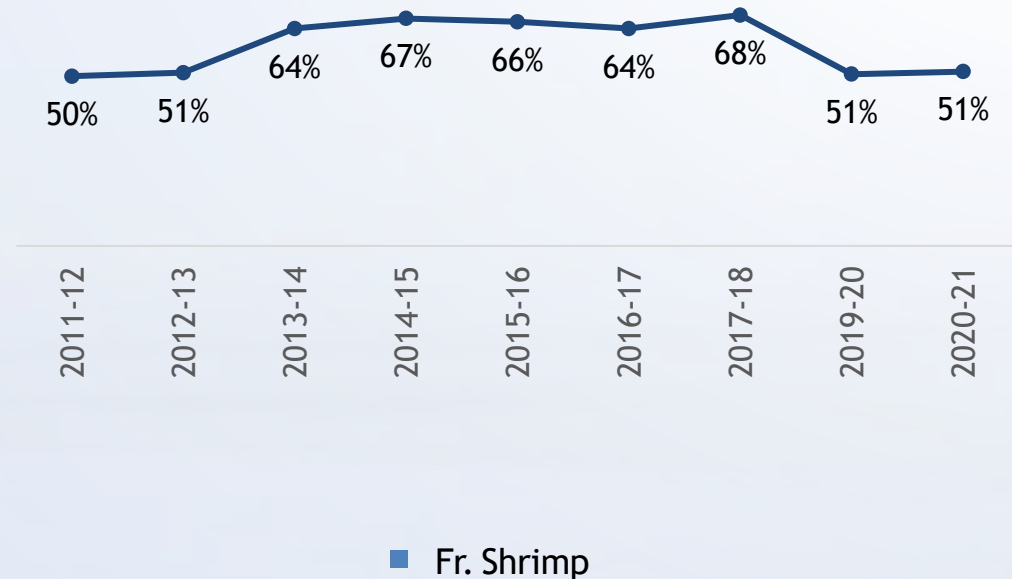
Export Details	2019-20	2020-21
Quantity Tonnes	12,89,651	11,49,341
Value Rs. crore	46,662.85	43,717.26
Value US \$ Billion	6.68	5.96

Source: www.mpeda.com

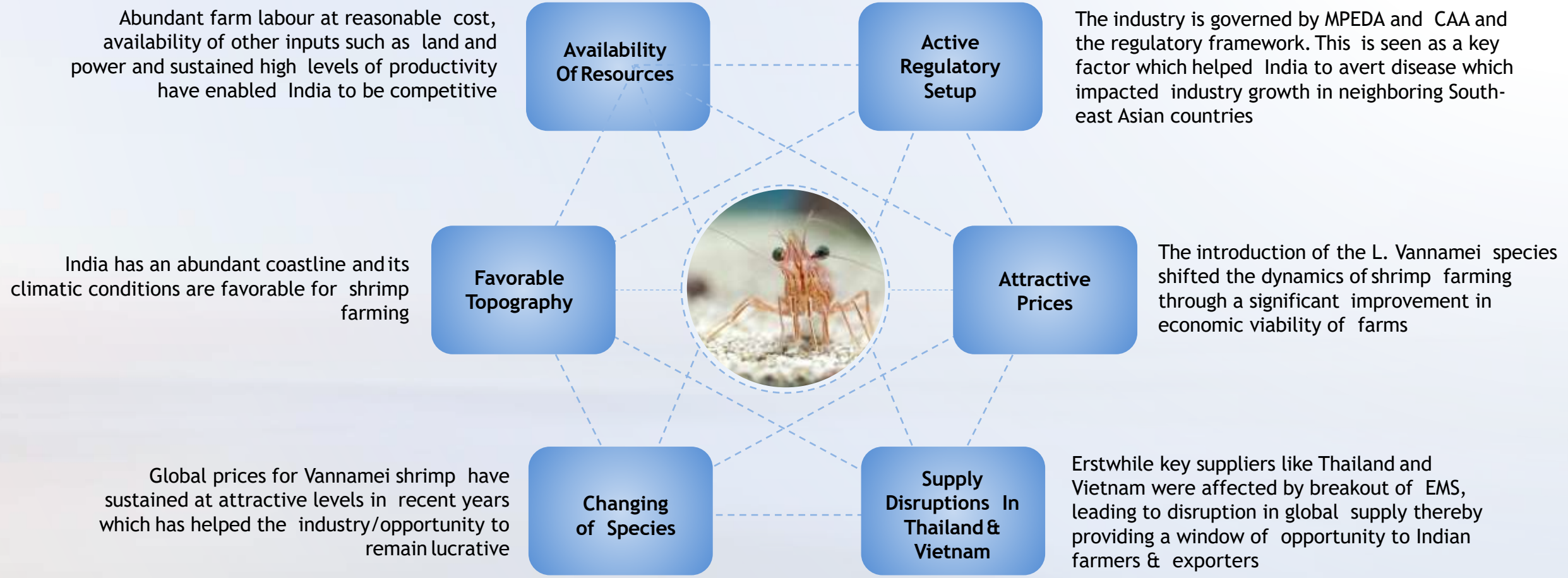
Driven by strong growth in Shrimp Exports

- * Shrimp exports during the year stood at 5,90,275 MT worth 4,426.19 million dollars
 - o Shrimp exports declined by 9.5% in value and volume terms
- * Frozen shrimp maintained its position as the key contributor to seafood export basket, accounting for 51.36% in quantity and 74.31% of the total dollar earnings
- * The export of Vannamei stood at 4,92,271 MT recording a growth of ~4% in volumes on a y-on-y basis

Marine Export - Frozen shrimp continues to be highest contributor



Factors behind Success of Shrimp Farming in India



Growth Drivers



Large coastline offers huge untapped potential for shrimp farming 8,129 Km long coastline in addition to vast inland water resources

Economics of shrimp farming attractive for farmers

Growth in demand in end user markets like US and S. E. Asia

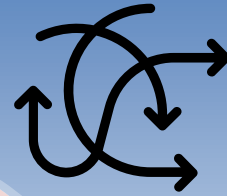
Increasing reliability of suppliers with sophistication and value addition of products

Government's push on developing aquaculture in India

Key Challenges

Fragmented Industry

Due to its nature it is difficult to regulate and ensure industry-wide implementation of standards. The unorganized structure also leads to challenges in financing, insurance and supply of labor



Quality of Inputs

Access to quality brood stock and seeds which are key inputs to farming are impediments to faster and sustainable growth - the poor quality of inputs is impacting yields and sustainability



External

Diseases, weather patterns, fluctuating global prices of shrimp make the industry inherently unpredictable



Expected Increase in Competition

Significant capacities have come up in recent years and suppliers may resort to aggressive marketing in order to offload capacities and / or increase market share





Financial Overview

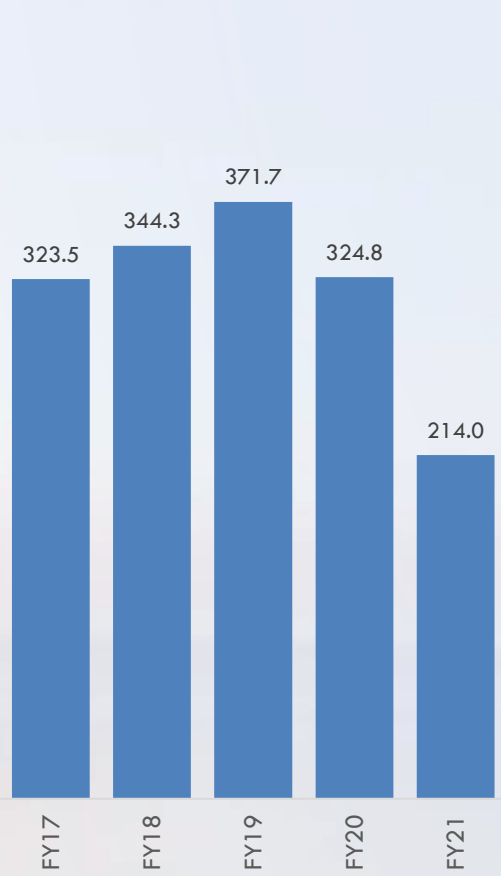


Financial Performance

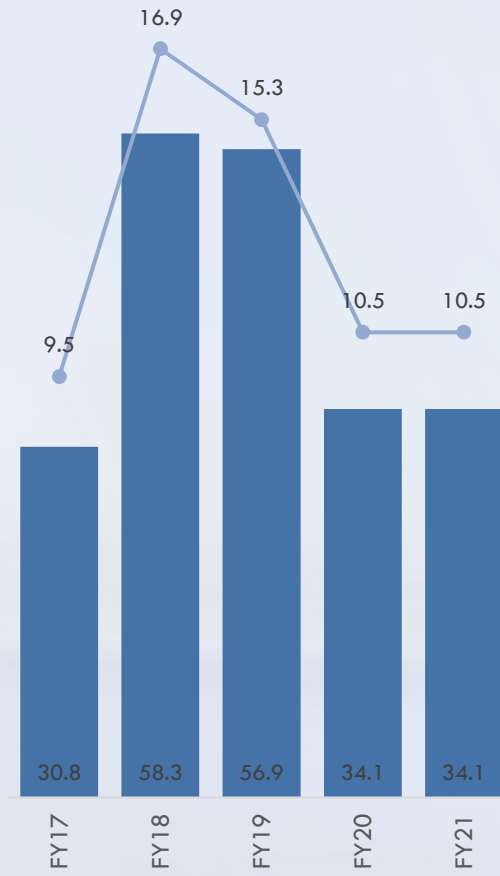


Figs. in Cr

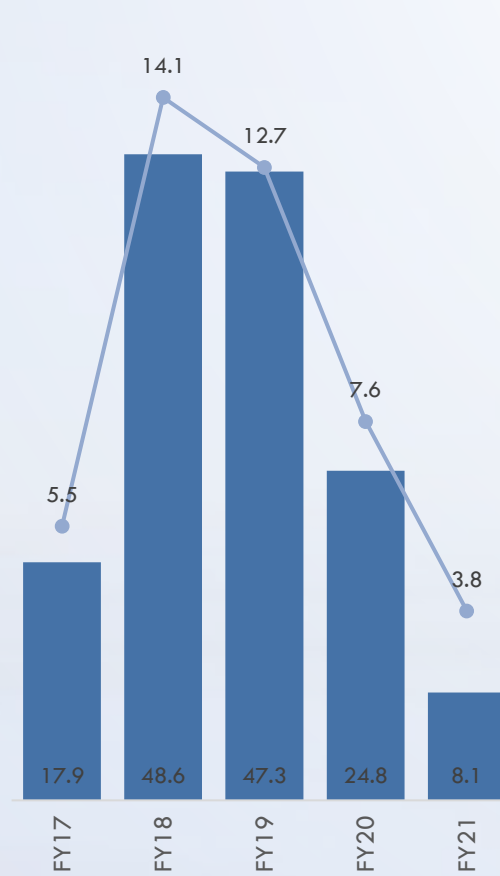
Revenue



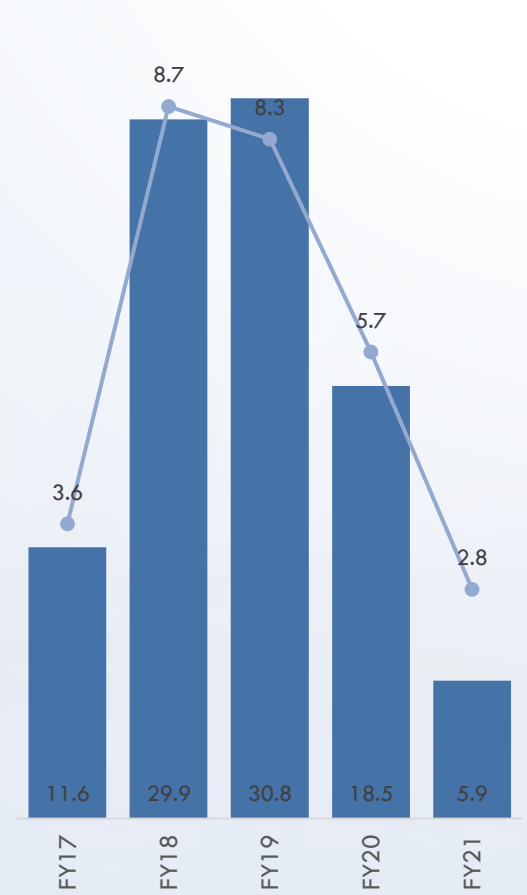
EBITDA Margins (%)



PBT Margins (%)



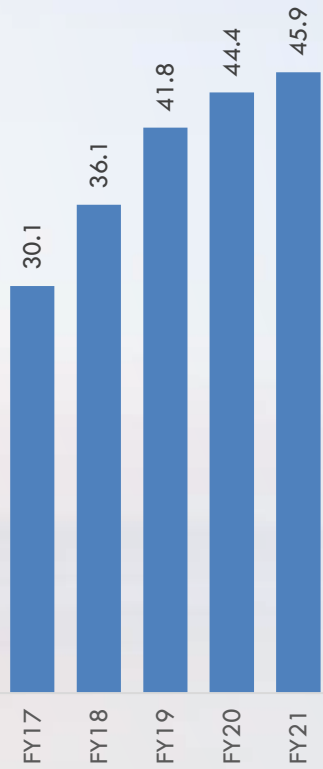
PAT Margins (%)



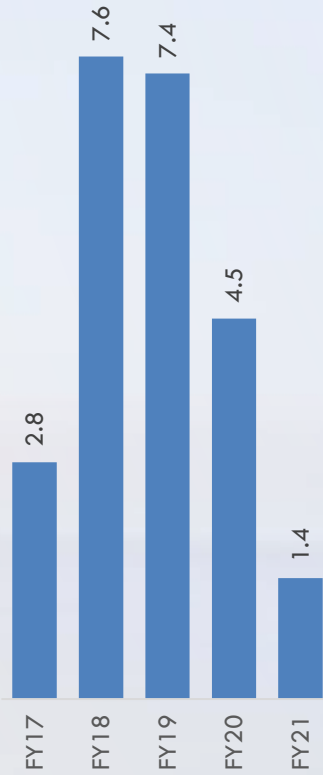
Key Financials



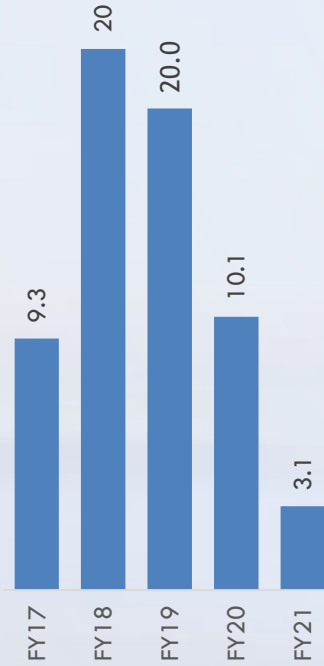
Book value per share (Rs.)



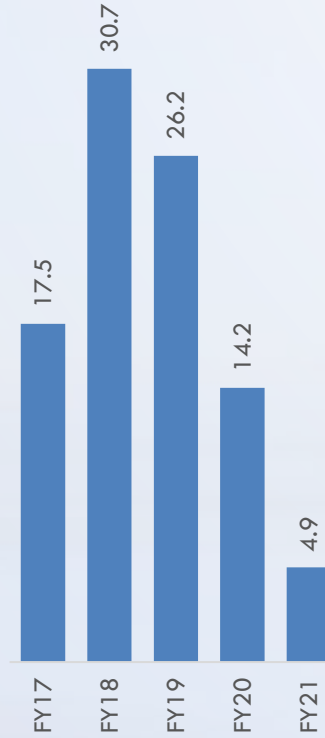
Earnings Per Share (Rs.)



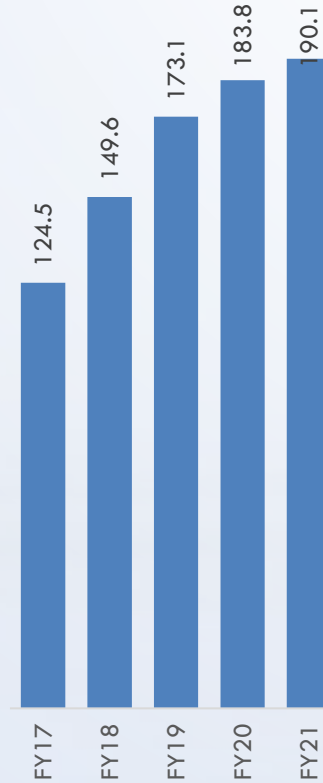
Return on net worth (%)



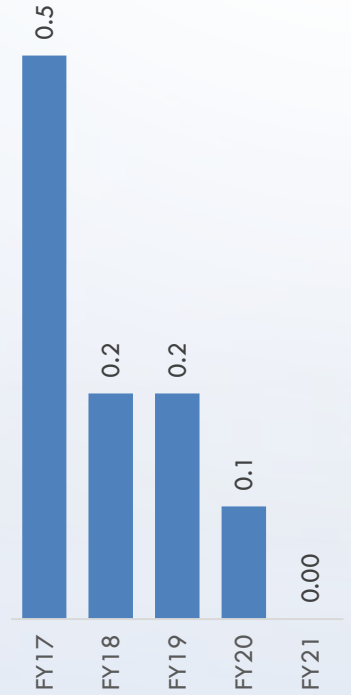
Return on Capital Employed (%)



Net Worth (Rs. cr)



Debt Equity Ratio





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Q1 FY22 Performance Updates



Q1FY22 - Financial Performance

Particulars (Rs.cr)	Q1FY22	Q1FY21	Growth (%)
Total Income	126.7	63.1	101%
EBITDA	12.5	9.1	37%
EBITDA Margin (%)	10%	15%	(500 bps)
PAT	7.6	4.9	55%
PAT Margin (%)	6%	8%	(200 bps)

Q1 revenues grew in line with gradual recovery in demand. Shrimp farming activities have steadily picked up with area under cultivation returning to pre-pandemic levels aiding revenue growth across business verticals. Feed business performed well, regaining traction across key markets. Farm care business continues to deliver strong growth.

Profitability for the quarter could have much been better but for the rising raw material prices which impacted margins and PAT growth for the quarter. Going ahead though we expect profitability trajectory of the business to improve on the back of improving demand, better product mix and widening geographical reach.

Margins though remained under pressure owing to rising input prices. Amongst the raw materials, Soya prices have seen an unprecedented surge. Possibility of increased supply from upcoming crops and permission for import of GM soya bean meal should lead to tapering of prices going forward. Undertaken price hikes to offset the cost pressure

Business Update

Feed Business

Q1 FY22 performance reflective of gradual improvement in demand

- * Demand -
 - o Gradual pick up in demand with area under cultivation reverting to pre-pandemic levels
 - o Feed business performed well, regaining traction in core markets. Increased focus on Andhra Pradesh market which is coming back after a tough 2020
 - o Expect demand to improve gradually - pick up in vaccination pace in developed markets should help revive demand from HORECA segment
- * Supply -
 - o Persistent rise in raw material prices continue to exert additional pressure on margins.
 - o Besides, the rise in RM prices, increasing freight cost continue to impact the supply side of the equation.

Farmcare Products

- * Business momentum continue to remain strong on the back of sustained demand from customers
- * Positive response from customers further enhances the brand salience and connect with farmers
- * Buoyed by improving acceptancy ratio; efforts are now directed towards widening the width and breadth of the product portfolio
- * Helping the Company diversify its revenue streams and capture larger share of wallet

Hatchery business -

- * Positive start to the business
- * Working towards augmenting quality control process to further enhance our offerings
- * Synergies with Feed and Farmcare products business





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Industry Trends & Outlook



Market Trends & Outlook

- * Revenue from export of shrimps is expected to increase by 20% on-year to about \$4.3 billion in CY21, driven by a revival in demand and restoration of supply chains that were disrupted last year by the Covid-19 pandemic
- * India is expected to regain global leadership in shrimp export after slipping to second spot in CY20; Ecuador edged past India in CY20 with \$3.7 billion worth exports given that it had fewer logistical hurdles
- * India's shrimp exports during CY20 declined to \$3.6 billion from \$4.7 billion in CY19 owing to lockdowns and supply-chain disruptions
- * Central Government's announcement of production-linked incentive scheme for the food processing sector, which includes value-added shrimps, should improve India's share of exports this year
- * Retaliatory tariff proposed by the US on select shrimp products is likely to have minimal impact





Thank You

