

ZEAL AQUA LIMITED
CIN No: L05004GJ2009PLC056270



Date: 07/07/2021

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 Year ended 31st March, 2021 of the company.

Kindly take the above information on record and oblige.

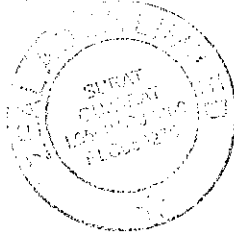
Thanking you.

Yours Faithfully.

For Zeal Aqua Limited

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

Rohan Pradipkumar Navik
Wholetime Director
DIN: 02531248



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Zeal Aqua Limited

Investor Presentation | March 2021

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

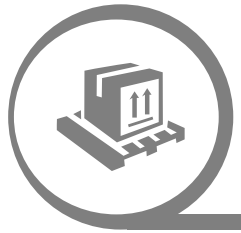


Incorporated in 2009, based out of Surat, Gujarat

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:
**160 PE Lines &
earthen ponds**

Satellite farming capacity
of **4,000 MTPA**

Diversified Business Segment



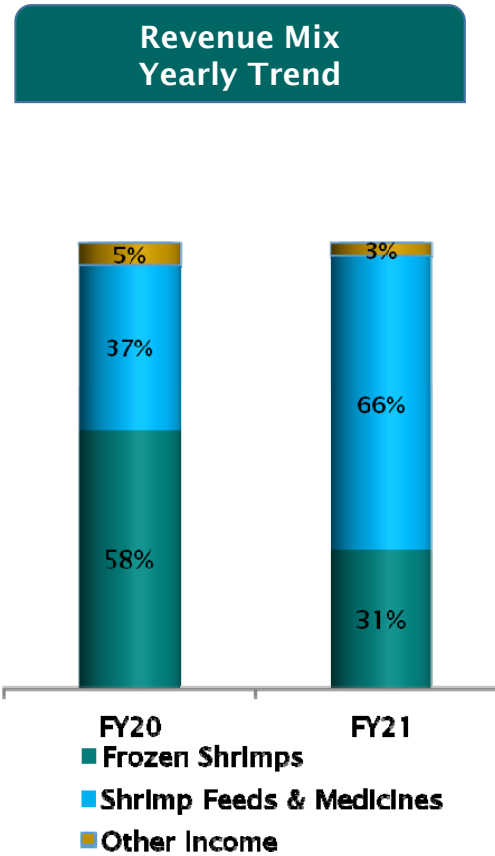
Shrimp Feeds & medicines



Farming Shrimps



Frozen Shrimps



Key Strength



Strategic Location

- Income Tax Benefit for next 2 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 full utilization in the coming years

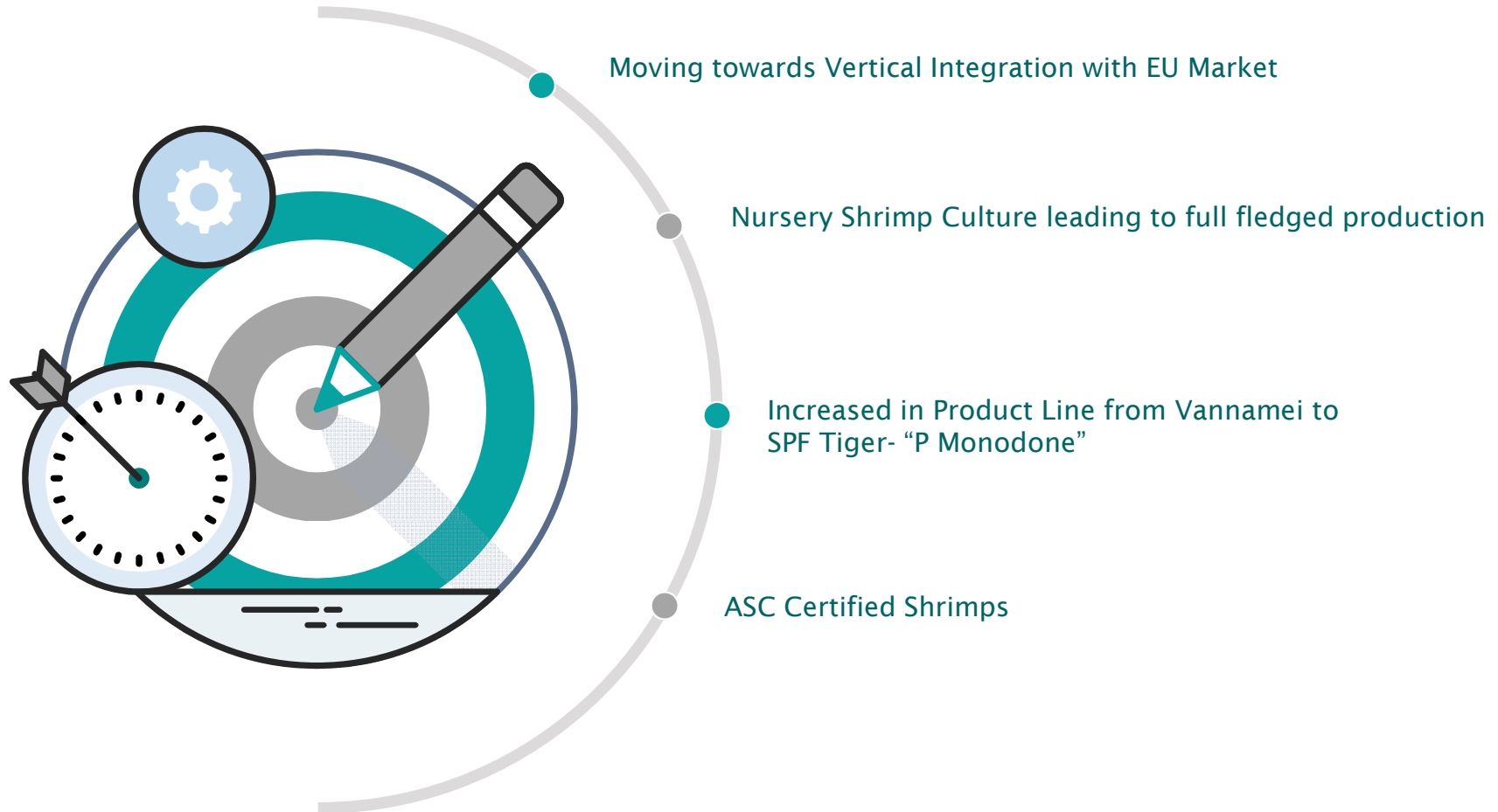
Quality Shrimps

- Bigger size
- Good Texture
- Better Taste

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Way Forward...

Way Forward...



Moving Towards Vertical Integration...

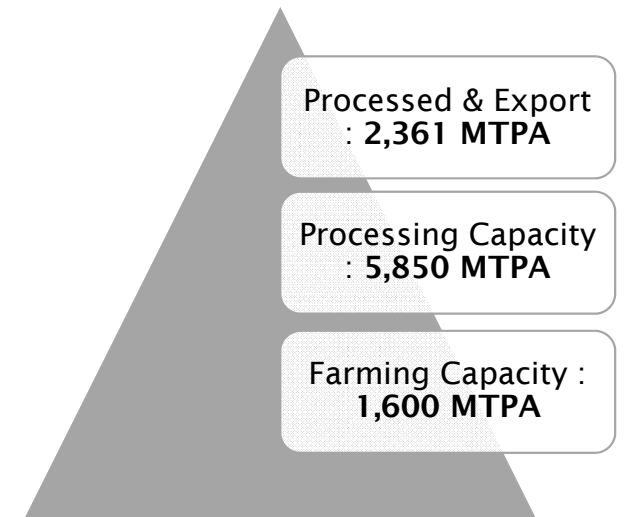


Processing Capacity:

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 : 2 Grader, 4 Plate Freezers, 1 IQF, 2200 MT Cold Storage



State of Art Facility



Farms & Lab Test



Pre-Processing

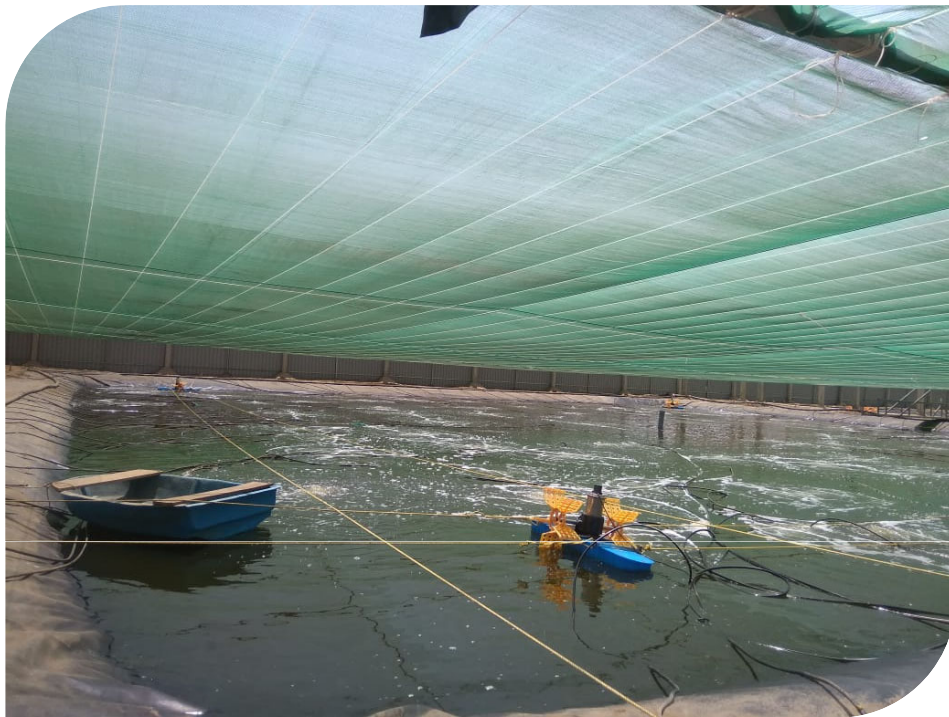


Processing & Value addition



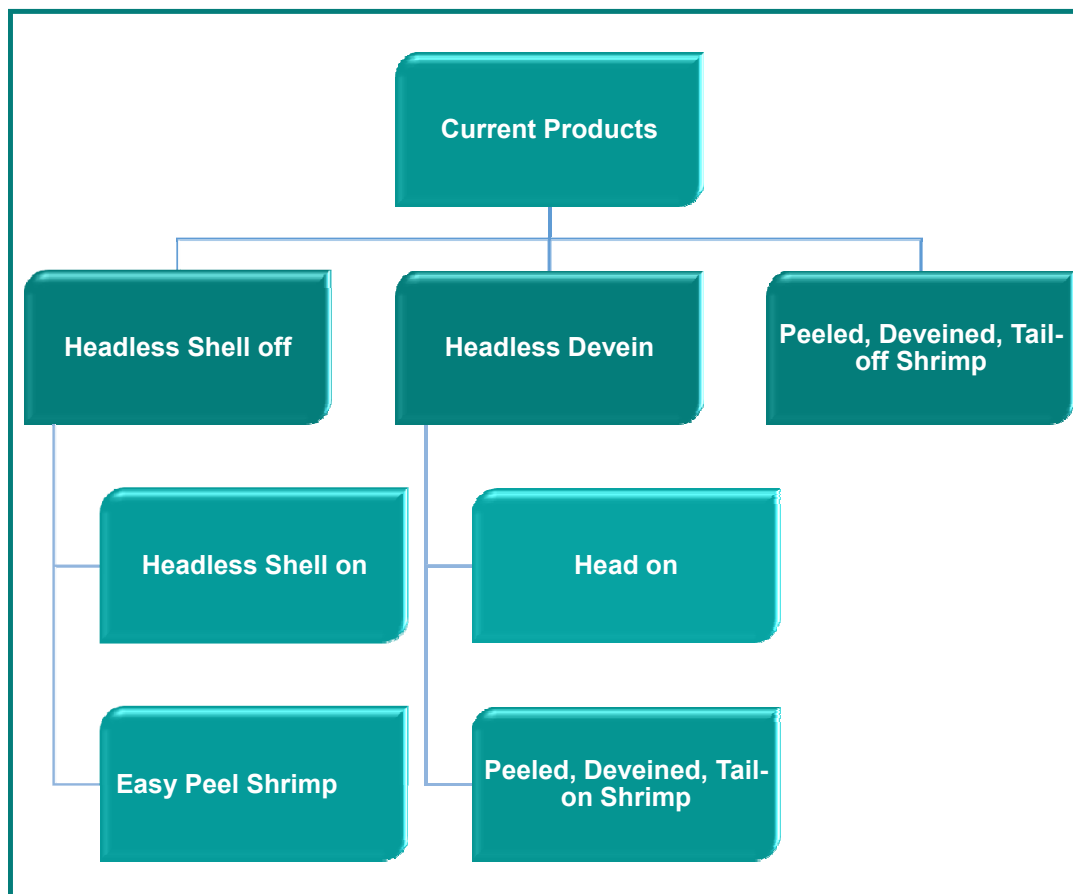
Packing & Shipping

Nursery Shrimp 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

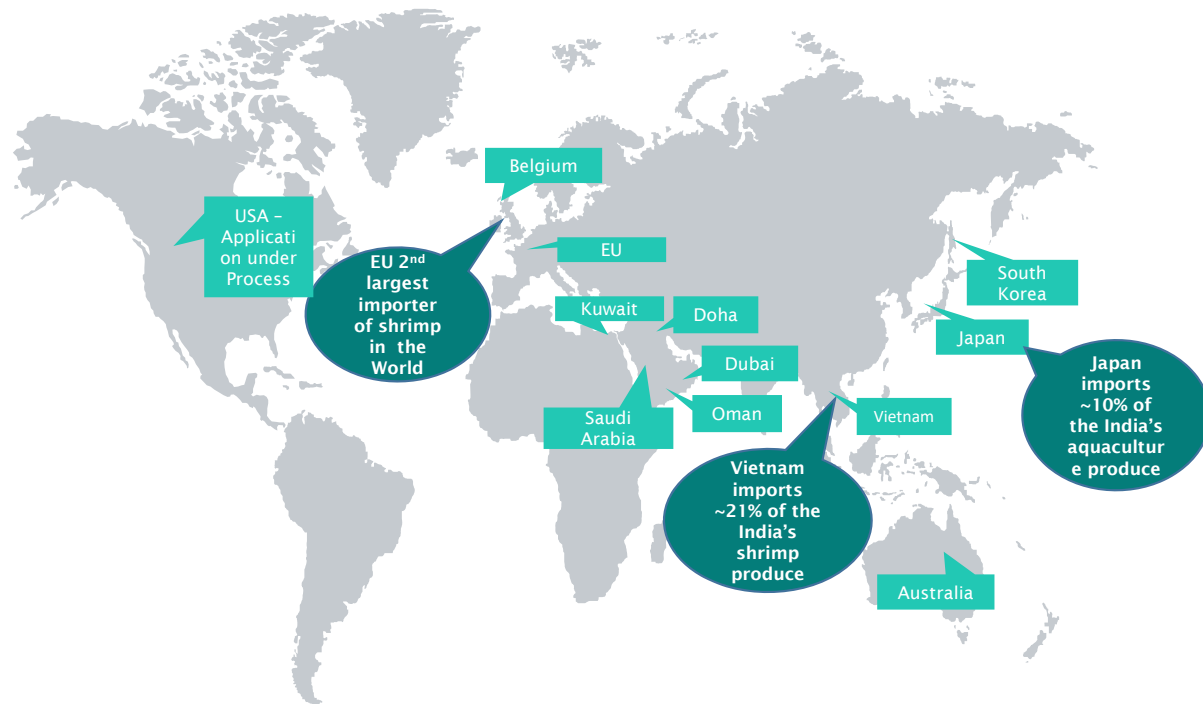


Dhavalkumar Patel

Whole Time Director

He is a Commerce Graduate and has experience of more than 5 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



Marquee Clientele



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Industry Overview

All around the World

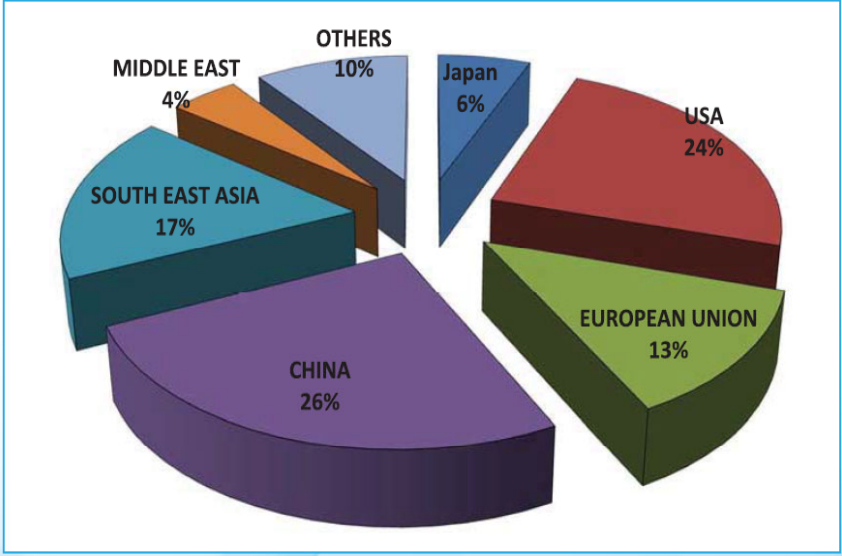


- **USA** continued to be the major importer of Indian seafood with a share of 38.37% in terms of USD. USA imported 3,05,178 MT of seafood in the current financial year. Frozen Shrimp continued to be the principle item exported to USA with a share of 95.54% in USD value. Exports of Vannamei shrimp to USA showed a growth of 18.94% in quantity and 19.02% in USD terms.
- **China** is the second largest market for Indian Seafood with a share of 20.58% in USD earnings and 25.55% in quantity terms. Exports to China increased by 46.10% in quantity, 69.54% in rupee value and 69.47% in USD terms. Frozen Shrimp is the major item of exports to China accounting a share of 44.22% in quantity and 62.65% in USD earnings.
- **European Union** continued to be the third largest destination for Indian Seafood with a share of 13.12% in USD. Frozen Shrimp continued to be the major item of exports to EU accounting for a share of 44.66% in quantity and 58.53% in USD earnings out of the total exports to EU. Export of frozen shrimp to EU increased by 5.21% and 1.63% in quantity and USD value.
- **South East Asia** is the fourth largest market of Indian Marine products accounting for a share of 10.57% in USD terms. Overall exports to South East Asia declined by 50.02% in quantity 53.32% in rupee value and 53.90% in US \$ earnings.
- **Japan** is in fifth largest destination for Indian Seafood with a share of 6.32% in USD earnings and 6.09% in quantity terms. Exports to Japan have shown a positive growth of 0.02 % in rupee value however, shown a decline of 6.63% in quantity and 0.24% USD earnings. Frozen Shrimp continued to be the major item of exports to Japan accounting a share of 49.63% in quantity and 78.10% in USD earnings. Exports of Frozen shrimp to Japan increased by 6.31%, 6.92% and 5.91% in quantity, rupee value and USD value respectively.
- The exports to Other Countries showed a positive growth of 1.29%, 3.19% and 1.92% in quantity, rupee value and USD value respectively when compared to previous year.

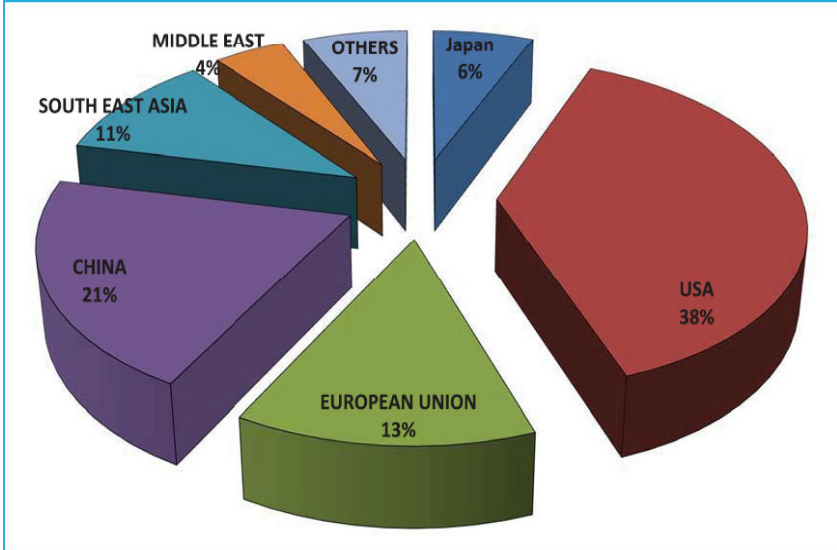
Market wise Export 2019-20



In Quantity



In US \$

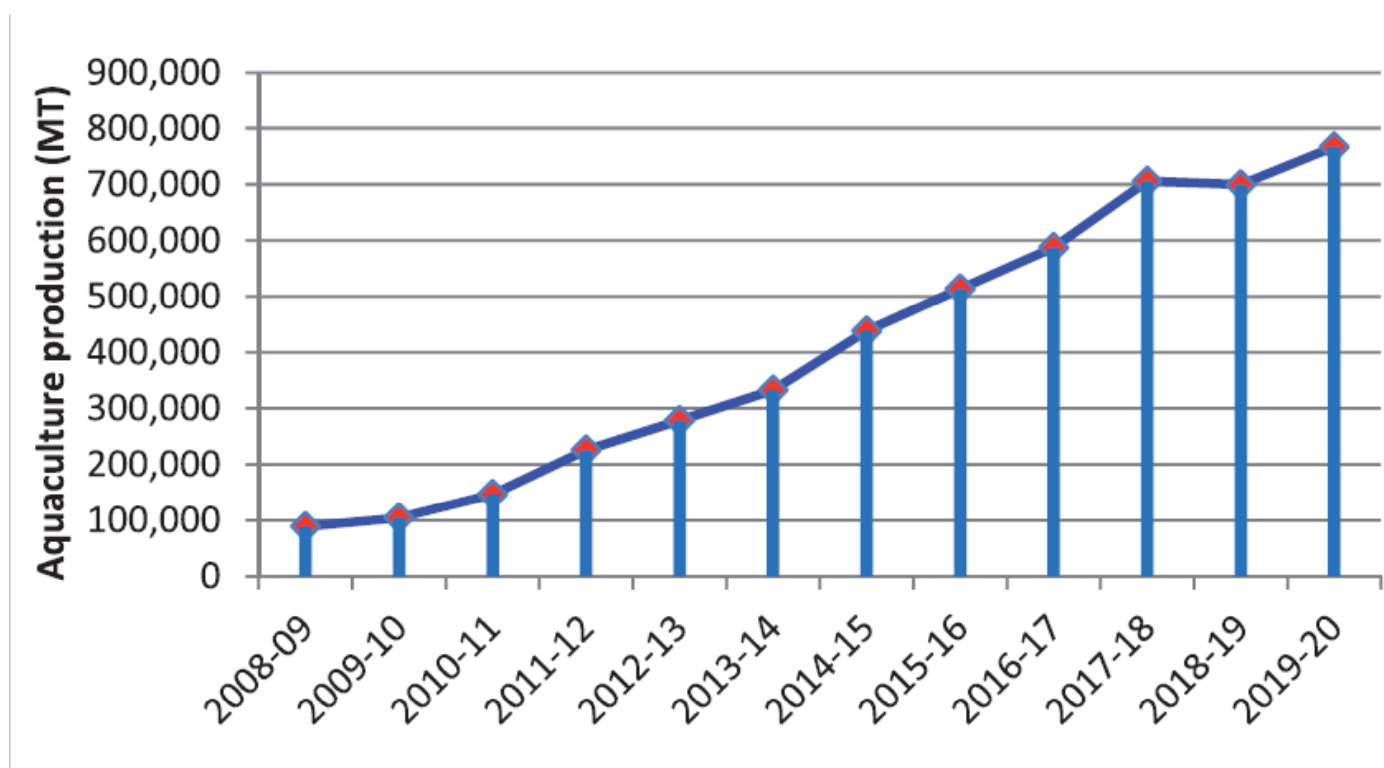


Source : MPEDA FAO, OECD-FAO Agriculture outlook 2017-2026

Statistics



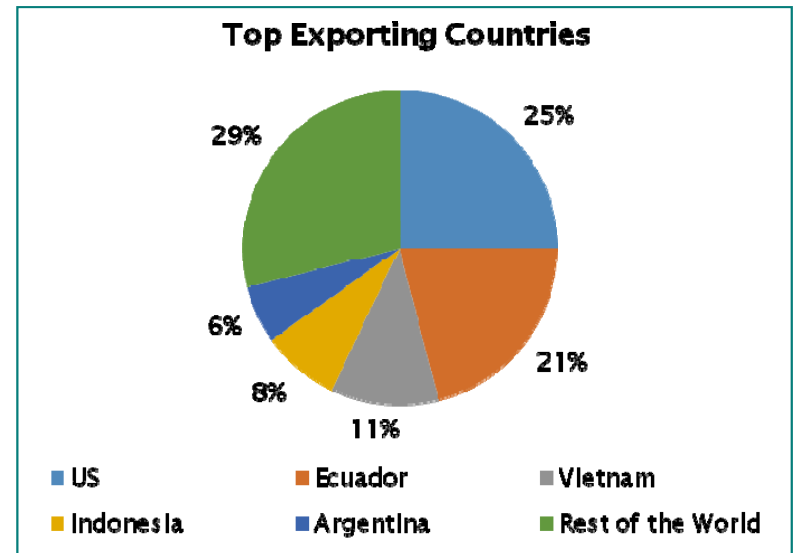
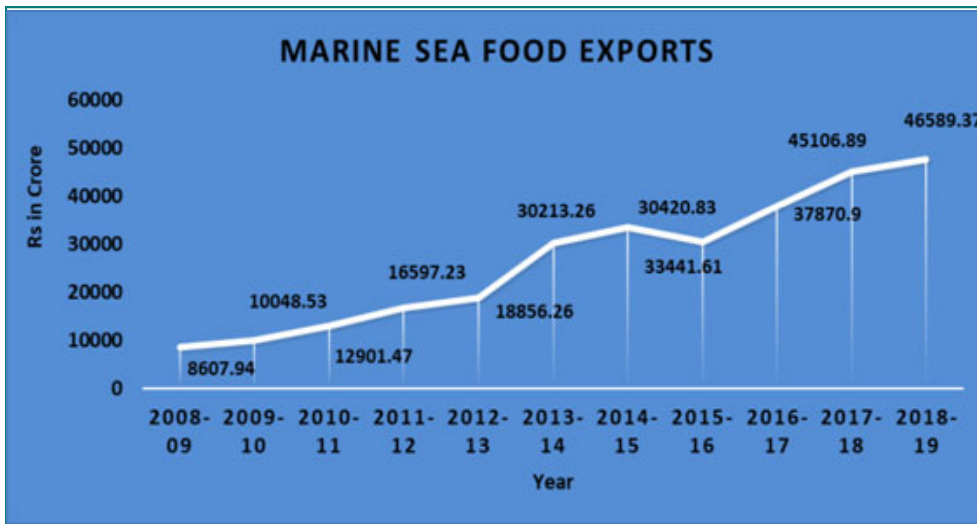
- Export oriented Aquaculture Production, showed a remarkable increase during the year 2019-20 with a production of 7,66,809 MT, significantly high compared to a production of 6,99,350 MT achieved during the year 2018-19. The increase in production is solely due to on the increase in vannamei shrimp production.



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

India – Marching Towards Blue Revolution

- During the financial year 2019-20, India has exported 12,89,651 MT of Seafood worth US\$ 6.68 Billion. Frozen Shrimp continued to be the major export item followed by frozen fish
- India's total Aquaculture production of shrimp estimated based on the reports received from the field is 7,47,694 MT during 2019-20, registering an increase of 9.6% over the production of 6,82,145 MT recorded during the previous year.
- The vannamei production during the year was 7,11,674 MT, which is more than 92,996 MT of the previous year production of 6,18,678 MT, thus registering an increase of 15%. *L.vannamei* production contributed to around 94% of the total shrimp aquaculture production in the country.
- Pradhan Mantri Matsya Sampada Yojana (PMMSY) aims to enhance fish production to 220 LMT with an investment of over Rs.20,000 crores in next five years
- The country currently has about 366 MPEDA-approved seafood export companies and 60 cold storage facilities.
- The shrimp production comprising Vannamei and Black Tiger shrimp increased from 6,73,579 MT during 2018-19 to 7,47,111 MT during 2019-20.
- 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.



Source: MPEDA, FAO, International Trade Statistics

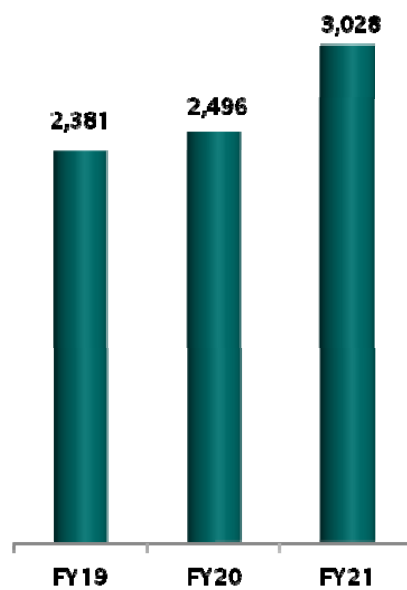
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Financial Highlights

Robust Financial Performance



Revenue (INR Mn)



Profitability Highlights



Rs. Mn	Q4FY20-21	Q4FY19-20	YoY	FY2020-21	FY2019-20	YoY
Revenue from operations	566	896	(36.8%)	2,975	2,385	25%
Other Income	11	35		53	111	
Total Income	577	931	(38%)	3,028	2,496	21%
Raw Material	414	887		2,463	1,917	
Employee Cost	18	19		70	72	
Other Cost	71	3		248	256	
EBITDA	74	(6)	1333%	247	250	(1%)
EBIDTA margin (%)	12.82%	(0.64%)		8.16%	10.02%	
Depreciation	17	19		66	72	
Finance Cost	55	33		131	118	
Exceptional Item	-	-		-	-	
Profit Before Tax	2	(30)	106%	50	60	(16.7%)
Tax	8	7		8	7	
Profit After Tax	(6)	(37)	83.8%	42	53	(20.75%)
PAT Margin (%)	(1.04%)	(3.97%)		1.39%	2.12%	

Balance Sheet Highlights



INR Mn	Mar-20	Mar-21
Shareholder's Funds	539	581
Share capital	126	126
Reserves & Surplus	413	455
Non-current liabilities	188	251
Long Term Borrowings	187	249
Deferred Tax liabilities (Net)	-	-
Other Long Term Liabilities	1	2
Long-Term Provisions	-	-
Current liabilities	1,380	1,825
Borrowings	696	868
Trade Payables	623	871
Other Current liabilities	56	77
Short-term provisions	5	9
Total Equities & Liabilities	2,107	2,657

INR Mn	Mar-20	Mar-21
Non-current assets	490	431
Tangible Assets	403	401
CWIP	54	-
Intangible Assets	-	-
Non Current Investments	1	1
Deferred Tax Assets (Net)	14	13
Long-term Loans & Advances	-	-
Other Non-Current Assets	18	16
Current assets	1,617	2226
Inventories	877	1199
Investments	-	-
Trade receivables	627	908
Cash & Cash equivalents	50	50
Short-term loans & Advances	52	58
Other Current Assets	11	11
Total Assets	2,107	2,657

Thank you



Zeal Aqua Limited

Mr. Shailendra Patil (CFO)

Email Id : shailendra.accounts@zealaqua.com

