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Hyderabad - 500 082,  
Telangana State, India.

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Fax : 040 - 23311604  
email : avantiho@avantifeeds.com  
web : www.avantifeeds.com  
www.avantiindia.com



In the business of quality Prawn feed and Prawn Exports

Ref: AFL/BSE & NSE/2017-18/

22<sup>nd</sup> August 2017

The Deputy General Manager  
BSE, Limited  
Corporate Relation Department  
1st Floor, New Trading Ring  
Rotunda Building  
Phiroze Jeejeeboy Towers,  
Dalal Street, MUMBAI - 400 001  
Fax: 022-2272 2041 / 22723121  
**BSE Code: 512573**

National Stock Exchange India Limited  
Exchange Plaza  
Bandra (East)  
Mumbai - 400 0051.  
Fax: 022-26598237/38

**NSE Code: AVANTIFEED**

Dear Sir,

**Sub: AVANTI FEEDS LIMITED - Schedule of Audio Conference Call for Investors on  
24<sup>th</sup> August 2017 - 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 24<sup>th</sup> August 2017 at 4.30 PM to discuss the Un-audited Financial Results for the quarter ended 30.06.2017.

A copy of the presentation on the Un-audited Financial Results for the quarter ended 30.06.2017 is 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 Q1 FY2018 Post Results  
Conference Call”**

**At**

**4.30 PM**

**On**

**August 24<sup>th</sup>, 2017**



**Host:** KCPL

**Management:** C Ramachandra Rao, Joint Managing Director  
M Venkateswara Rao, Gen Mgr. - Corp. Affairs  
P V Raj Shekhar, Dy. Gen. Mgr. - F&A

**Dial-in Details:** 1800 120 3450



# AVANTI FEEDS POSTS AN IMPRESSIVE GROWTH IN PERFORMANCE OF Q1 2018



## Avanti Feeds Posts an Impressive Growth in Performance of Q1 2018

Taking advantage of increase in shrimp culture area, increase in its market share and favourable climatic conditions and early commencement of shrimp culture in the current year 2017, Avanti Feeds put forward impressive performance for Q1FY18. While Domestic Feed business grew by 40% on a Y-O-Y basis, the Shrimp Exports grew by over 25%. The Company registered an ROE of 16.75%.

The EBITDA margins improved to 23% during the quarter owing to weaker raw material prices coupled with higher volume of operations.

### Global Shrimp Production and Market Scenario:

The shrimp sector is primed for growth this year, with optimistic reports from a panel of experts at the National Fisheries Institute in U.S., in Global Seafood Market Conference to declare 2017 the “year of happy shrimp.”

Production gains are being realized in Ecuador and Thailand, and a rise in demand from China has the global shrimp market poised for expansion.

The majority of consumers are very comfortable ordering shrimp at their favourite restaurant and preparing shrimp at home, according to the panel. AT the same time, other premium seafood species, such as salmon, snow crab, Chilean sea bass and mahi are struggling to hold market share due to rising prices, limited supply or lowered quotas.

In the United States, demand for shrimp was healthy, as volume rose more than 10 percent from 295 million pounds to 330 million pounds for the 52 weeks ending September 2016. Customers were rewarded for their loyalty as prices for shrimp dropped more than six percent from USD 8 (EUR 7.50) per pound to under USD 7.50 (EUR 7.02) per pound. An estimated 47 percent of American households purchased shrimp in 2016, an increase over previous years, and U.S. shrimp imports hit an all-time high in 2016.

Internationally, farmed shrimp production rose 2.8 percent in 2016, and is predicted to rise another percentage point in 2017. While shrimp consumption in Japan and Europe has declined slightly in recent years, that drop is more than made up for by skyrocketing demand for shrimp in China, with China moving from a 15 percent market share in 2011 to more than 30 percent in 2016.

A strong US Dollar will help the shrimp industry in 2017, as will continued strong demand for shrimp in Europe, Asia and America – with Brazil poised to play a potentially larger role in shrimp consumption patterns.

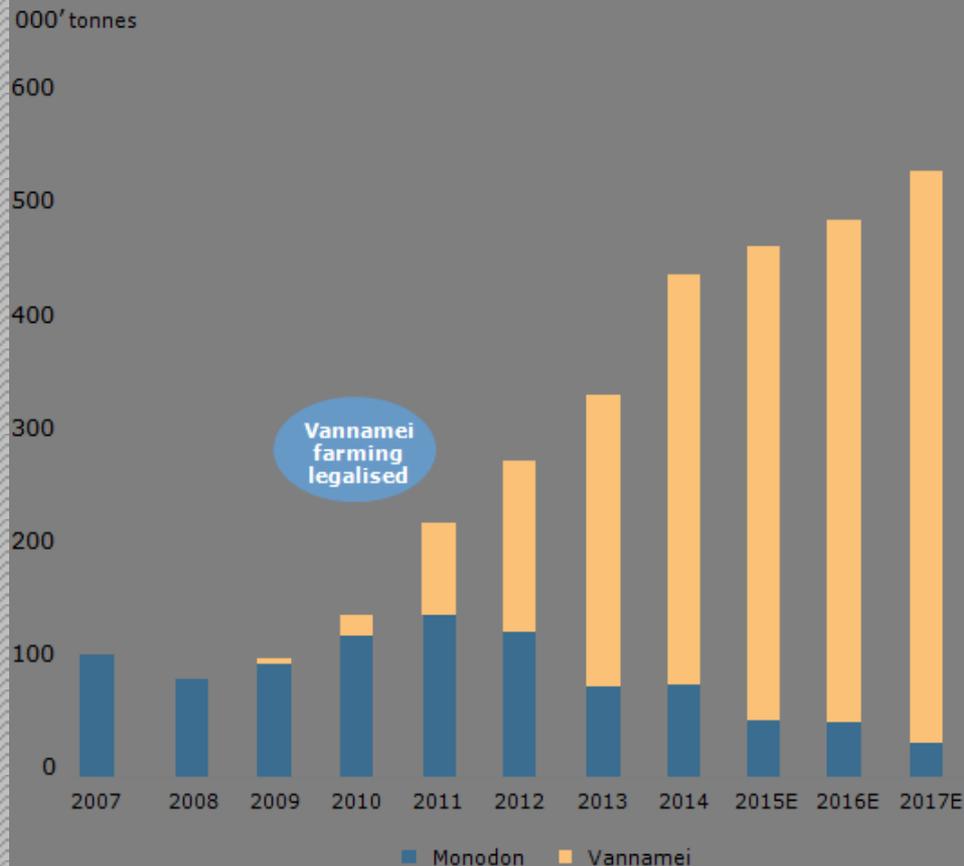
*Source : Sea Food Source journal*

Rs Per Share	FY17A
Earnings	47.20
Book Value	141.02
Dividend	9.00
P/E (x)	15.70
P/B(x)	5.26
EV/EBITDA (X)	9.57
ROE (%)	33.47%
EBITDA Margin (%)	12.76%
Net Margin (%)	8.23%

## Indian Shrimp Production and Exports Scenario :

India currently has the most rapidly growing shrimp industry in the world, with ample growth capacity.

*India: Farmed Shrimp production continuing to grow, very strong first half of 2017*



### Success Factors:

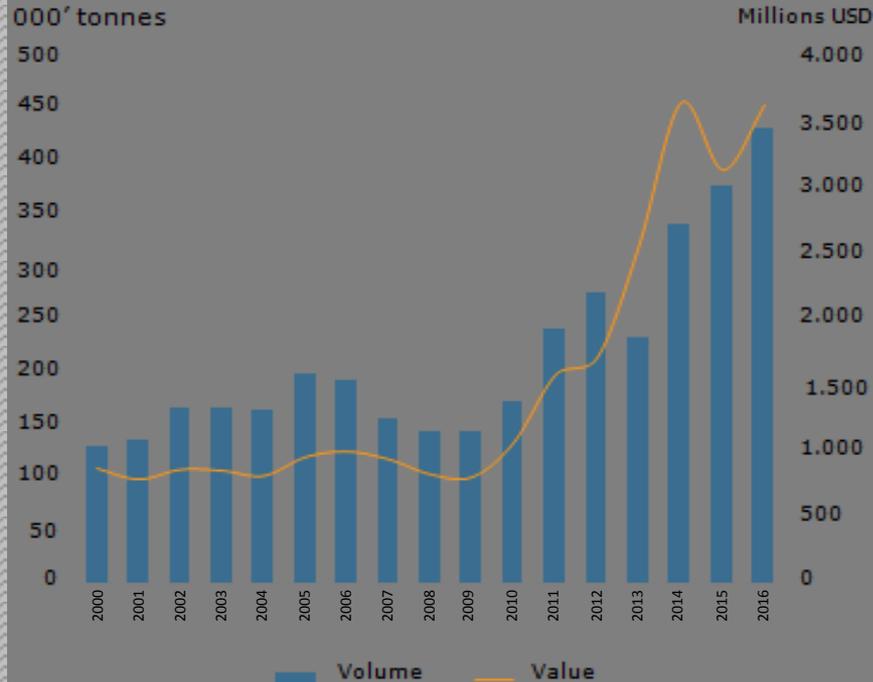
- ✓ Low-intensity production model (for Asian standards)
- ✓ Implemented vannamei 10 years later (fewer mistakes)
- ✓ Most farms are new
- ✓ High level of control by government (MPEDA)
- ✓ Cluster farming system
- ✓ Low cost land, labor and feed commodities

Source : Rabo Bank Report

## India shrimp grew by over \$2.5bln since 2010, making India the global No. 1 shrimp exporter

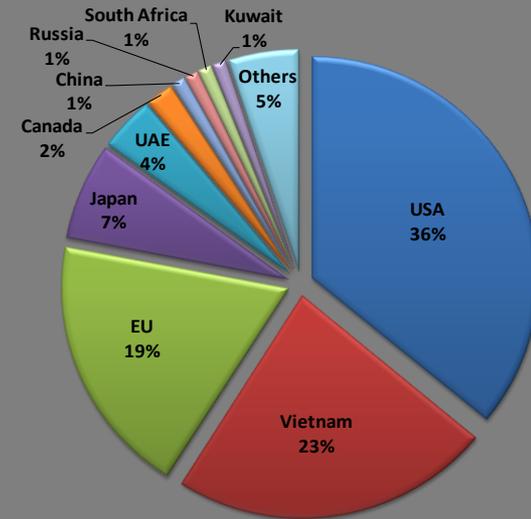


### Shrimp exports of India



Source : Rabo Bank Report

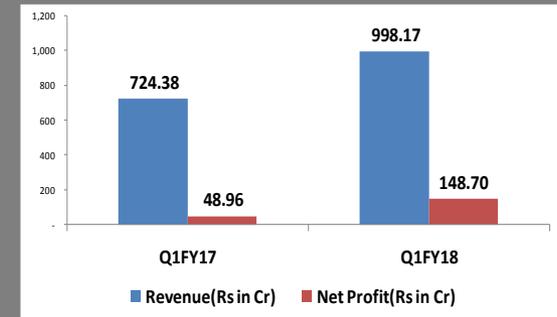
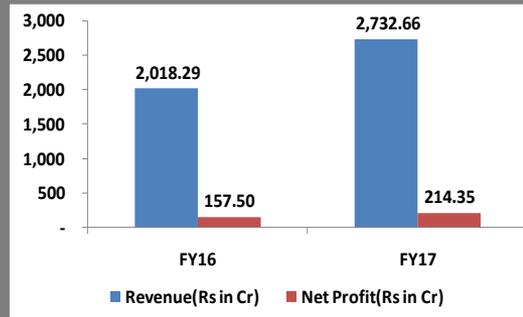
### Importing countries of shrimp from India by volume in 2016



The overall Indian marine product exports during 2016-17 recorded an all time high of USD 5.78 billion (Rs.37,870.90 Crores) as against USD 4.69 billion (Rs.30,421 crores) during 2015-16, registering an increase of 24.50% in value terms. In quantitative terms India exported 11,34,948 MT of seafood in 2016-17 as against 9,45,892 MT in 2015-16, an increase by 20%.

Frozen shrimp maintained its position as the top item of export, accounting for 38.28% in quantity and 64.50% of the total earnings in Dollar terms. Shrimp exports increased by 16.21% in terms of quantity and 20.33% in Dollar terms. Frozen Fish was the second largest export item, accounting for a share of 26.15% in quantity and 11.64% in Dollar earnings, registering a growth of 26.92% in terms of value.

Source : MPEDA



### Q1FY18 Highlights :

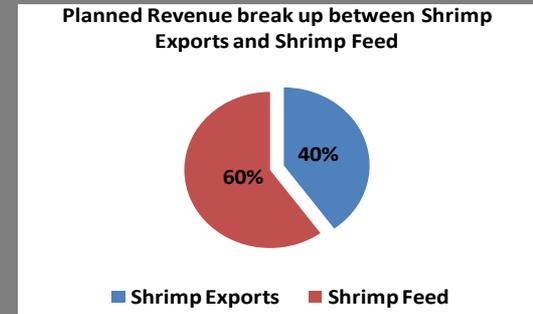
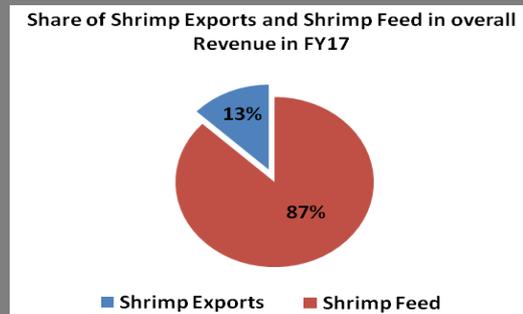
- ✓ The Consolidated Revenue was at Rs 998.17 Cr (Rs 724.38 Cr), up by 38%.
- ✓ The Shrimp Feed Revenue was at Rs 881.28 Cr (Rs 631.24 Cr), up by 40%.
- ✓ The Shrimp Processing Revenue was at Rs 116.40 Cr (Rs 92.80 Cr), up by 25%.

### Key Differentiators:

- ✓ The 15000 MTA capacity, state-of-art Shrimp Processing Plant at Yerravaram in East Godavari Dist., of Andhra Pradesh by Avanti Frozen Foods Pvt Ltd., a subsidiary of Avanti Feeds Ltd. started trial production.
- ✓ Further expansion by 1.75 lakhs MTA Shrimp Feed Plant at Bandapuram, West Godavari Dist., Andhra Pradesh increasing the Total Shrimp Feed Capacity to 6.00 lakhs MTA per annum.
- ✓ Plans to set up 400 Mn Shrimp Seed Hatchery towards backward integration plan. Project to commence implementation in the current year. This would be implemented in 2 phases of 200 Mn each.

### Vision 2022:

- ✓ The revenue break up between Shrimp Exports and Shrimp Feed is currently at 13:87, efforts on to improve the ratio to 40:60.
- ✓ To emerge as a Billion Dollar Company.



## Financial Highlights (Segment-wise) :

Consolidated Segment Particulars (Rs. in Crore)	Quarter Ended			Year Ended		
	Q1FY18	Q1FY17	YOY %	FY17	FY16	FY15
<b>Segment Revenue</b>						
Shrimp Feed	881.28	631.24	39.61	2,229.29	1,730.09	1,507.46
Processed shrimp	116.40	92.80	25.43	385.39	286.06	271.31
Wind Power	0.50	0.34	47.06	1.07	2.14	1.88
<b>Gross Sales/Income from Operations</b>	<b>998.17</b>	<b>724.38</b>	<b>37.80</b>	<b>2,615.74</b>	<b>2,018.29</b>	<b>1,780.66</b>
<b>Segment Results</b>						
Shrimp Feed	210.15	67.80	209.97	284.89	194.42	150.36
Processed shrimp	10.54	5.46	93.04	31.48	23.53	20.92
Wind Power	0.22	0.07	214.29	(0.06)	1.13	0.91
Total	220.90	73.33	201.24	316.31	219.07	172.19
Less : Interest	0.62	0.20	210.00	3.00	1.35	1.37
Add: Unallocated Income net of Unallocable Expenditure	6.18	1.85	234.05	22.64	16.55	7.98
<b>Total Profit/(Loss) Before Tax &amp; Exceptional Income</b>	<b>226.46</b>	<b>74.98</b>	<b>202.03</b>	<b>335.95</b>	<b>234.27</b>	<b>178.80</b>