

AVANTI FEEDS LTD

Q1FY25 Result Presentation





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These risks and uncertainties include but are not limited to, performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and worldwide, competition, the company's ability to successfully implement its strategy, company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, withdrawal of governmental fiscal incentives, the company's market preferences and its exposure to market risks, as well as other risks.






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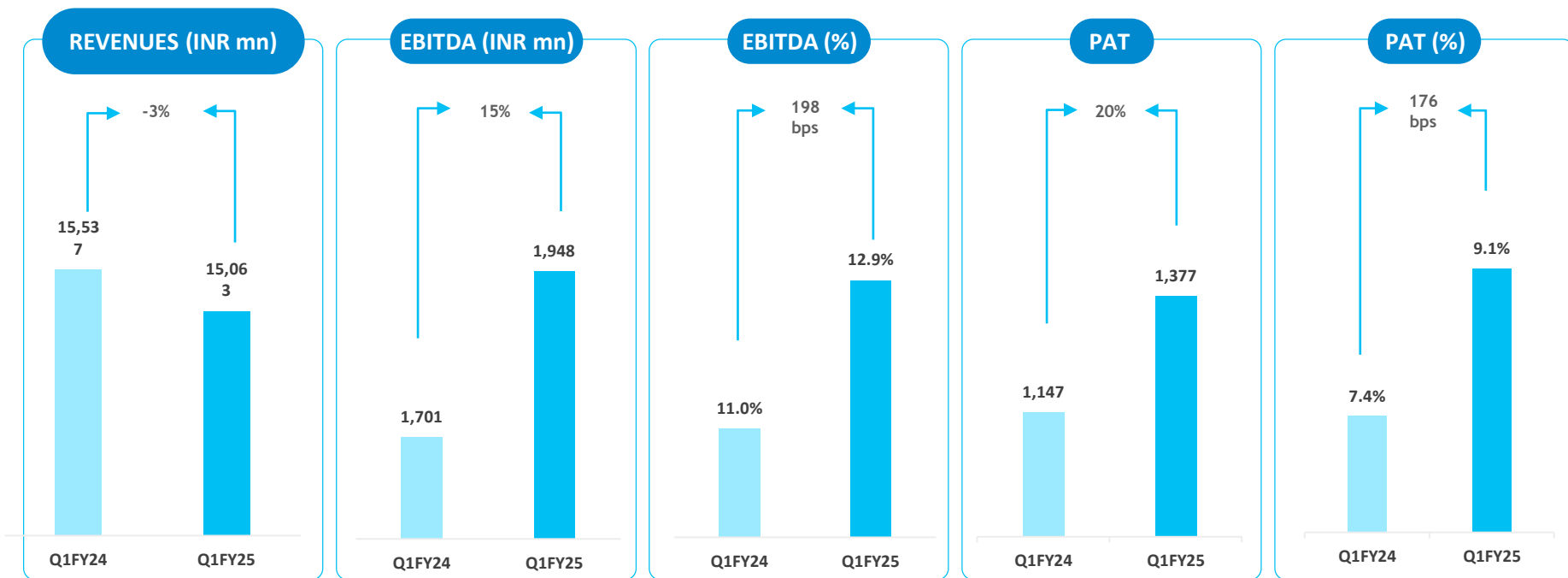
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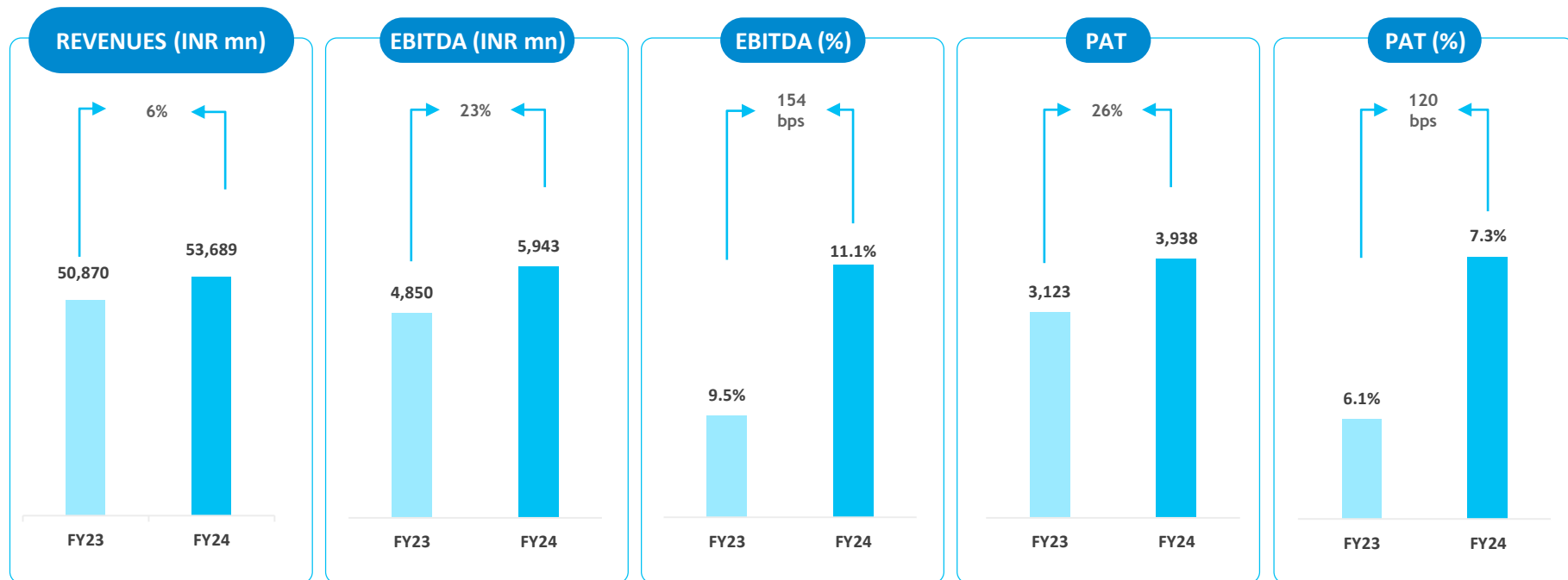


RESULT HIGHLIGHTS

Quarterly Consolidated Highlights



FY24 Consolidated Highlights



Quarterly & Fiscal Results Snapshot



Consol Profit & Loss (Rs mn)	Q1FY25	Q1FY24	Y-o-Y	Q4FY24	Q-o-Q	FY24	FY23	Y-o-Y
Segment Revenues								
Shrimp Feed	12,725.8	13,248.8	-3.9%	9,967.0	27.7%	42,870.3	40,395.0	6.1%
Shrimp Processing	2,336.9	2,287.8	2.1%	2,868.1	-18.5%	10,818.7	10,474.8	3.3%
Revenues from operations	15,062.7	15,536.6	-3.1%	12,835.1	17.4%	53,688.9	50,869.9	5.5%
COGS	11,715.6	12,656.1	-7.4%	10,087.2	16.1%	43,154.1	41,184.5	4.8%
Op. expenses	1,746.0	1,504.8	16.0%	1,452.7	20.2%	5,954.1	5,755.2	3.5%
Operating Profits	1,601.1	1,375.6	16.4%	1,295.3	23.6%	4,580.8	3,930.2	16.6%
Other income	346.9	325.8	6.5%	364.5	-4.8%	1,362.7	920.2	48.1%
Depreciation	144.9	132.0	9.8%	144.9	0.0%	564.0	425.9	32.4%
EBIT	1,803.1	1,569.4	14.9%	1,514.9	19.0%	5,379.5	4,424.5	21.6%
Interest expenses	5.5	2.7	101.8%	7.2	-23.7%	13.1	20.2	-35.3%
Exceptional Item	0.0	0.0	NA	0.0	NA	0.0	-133.1	NA
PBT	1,797.6	1,566.7	14.7%	1,507.7	19.2%	5,366.4	4,271.2	25.6%
Taxes	420.7	419.5	0.3%	381.6	10.2%	1,430.5	1,145.3	24.9%
Profit after Taxes (PAT)	1,376.9	1,147.2	20.0%	1,126.1	22.3%	3,936.0	3,125.9	25.9%
Profit/Loss on shr of associate/	-1.2	4.5	-127.4%	-0.1	810.4%	2.1	-3.3	-164.1%
PAT (after shr associate)	1,375.7	1,151.6	19.5%	1,126.0	22.2%	3,938.1	3,122.5	26.1%
EPS	9.4	7.8	20.5%	7.6	23.2%	26.2	20.5	28.2%
NP % Sales	9.1	7.4	99 bps	8.8	30 bps	7.3	6.1	120 bps

- 1 Q1FY25 sales dipped 3% YoY by Rs 474Mn, with shrimp feed sales volumes declining by 6,916MT while realizations remained stable.
- 2 EBIT rose to 1,803 MN YoY from 1,569MN.
- 3 Profit after tax grew to Rs.1,376MN (9.1% Margin) YoY from Rs.1,152 MN (7.8% Margin), with margin increasing by 99bps.
- 4 EPS increased to Rs.9.4per share YoY from Rs.7.8 per share.

An aim to Strengthen the Aquaculture Industry



Key Highlights

- The Indian seafood exports touched an all time high 17,81,602 MT worth of Rs 600 billion in FY23-24. **Frozen shrimp continues to be the major export item**, and the demand is expected to grow, supporting the expansion of shrimp farming operation
- The fisheries sector is recognized as a sunrise sector playing a critical role in the livelihood of the people, and with this in mind the **government aims to have 55 lakh jobs generated via government initiatives**. The recent budgetary allocation underscores the governments committeemen towards developing this sector
- Financial support measures like **Nucleus breeding centres for shrimp broodstock** will lower the reliance on the imported broodstock and thus bring down the cost of hatchery business and having better quality seed.
- To enhance the production capabilities and infrastructure NABARD will cover 80% project cost of the aquaculture farmers with an **interest subvention of upto 3%**.
- The government is committed to boosting the aquaculture sector with its financial measures announced in the union budget 2024-25, thus **indicating strong growth for the Aquaculture Industry for the next few years.**

Management Commentary on Q1FY25



Shrimp Feed

Shrimp feed revenues dropped 4% YoY to Rs 523mn, with volumes declining by a similar extent

EBITDA margins increased by 240bps YoY to 12.5%, aided by better utilization in Q1FY25 being major shrimp culture season.



Shrimp Processing & Export

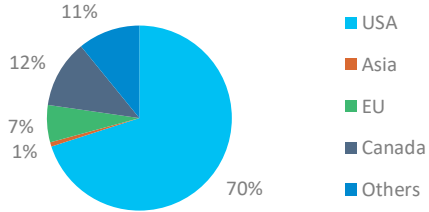
Shrimp processing revenue in Q1FY25 grew 2% YoY to Rs 2,337Mn, albeit at a slower pace

EBITDA margin at 15%, impacted by lower average sale price realization, CVD, and higher Ocean Freights.

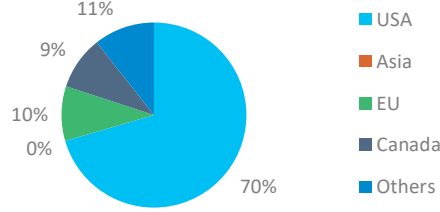
Processed Shrimp Exports – (EU Exports share continues to stays healthy)



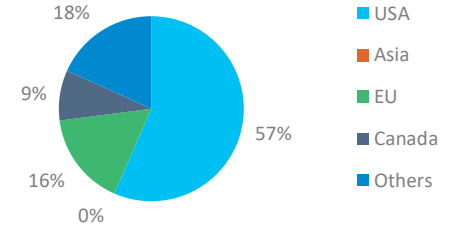
Q1FY24



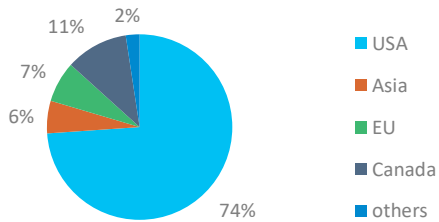
Q4FY24



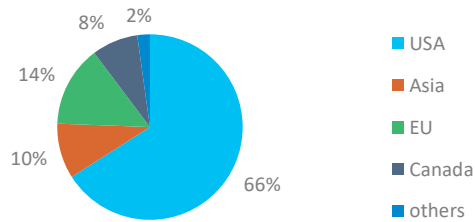
Q1FY25



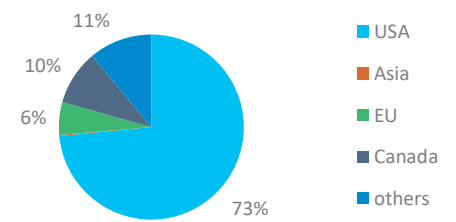
FY22



FY23



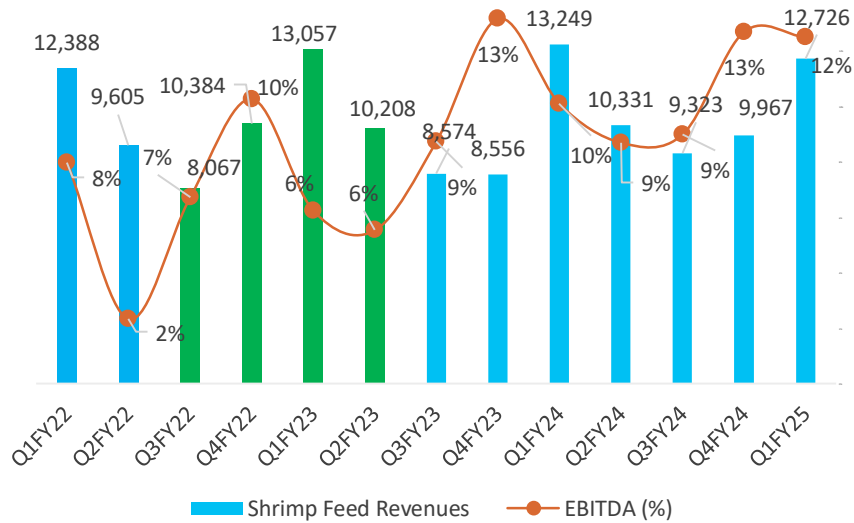
FY24



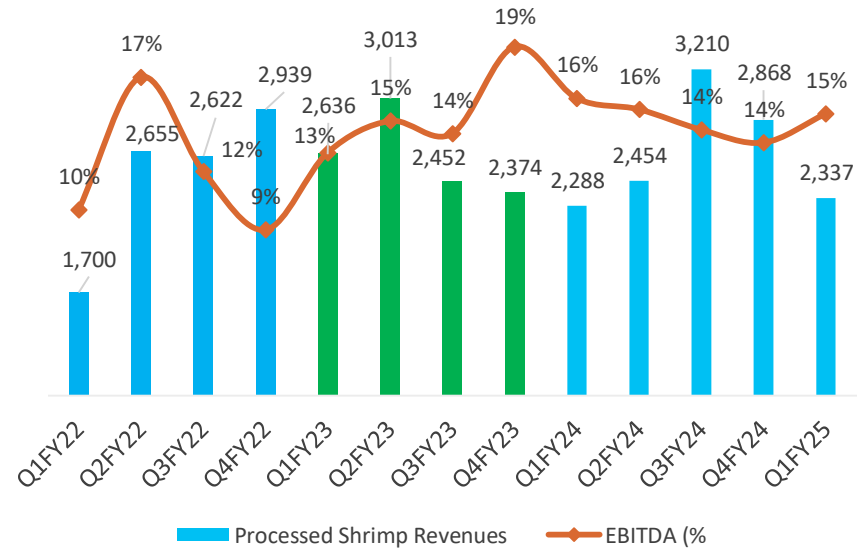
Segmental Quarterly Metrics – Strong margins across both business's since Q1FY24



Shrimp Feed Revenues



Processed Shrimp Revenues





OPERATIONAL HIGHLIGHTS

Operational Highlights - Quarterly



	Q1FY23	Q2FY23	Q3FY23	Q4FY23	Q1FY24	Q2FY24	Q3FY24	Q4FY24	Q1FY25
Production (MT)									
Shrimp Feed	167,285.0	123,464.0	105,764.0	105,108.0	163,610.0	128,367.0	115,018.0	132,079.0	153,293.0
Shrimp Processing	3,949.0	2,851.0	2,550.0	2,609.0	3,285.0	3,643.0	3,398.0	2,920.0	4,524.0
Sales (MT)									
Shrimp Feed	161,343.0	126,034.0	106,313.0	103,376.0	165,507.0	127,864.0	116,318.0	122,278.0	158,591.0
Shrimp Processing	3,260.0	3,492.0	2,865.0	2,880.0	2,658.0	2,950.0	3,990.0	3,846.0	2,783.0
Particulars (INR mn)									
Shrimp Feed revenues	13,057.0	10,208.0	8,574.0	8,555.7	13,248.8	10,331.3	9,322.8	9,967.0	12,725.8
EBITDA	816.0	566.0	750.0	1,127.0	1,324.1	897.4	838.9	1,266.4	1,590.3
% Margins	6.2	5.5	8.7	13.2	10.1	8.7	9.0	12.7	12.5
Particulars (INR mn)									
Shrimp Processing	2,636.0	3,013.0	2,452.0	2,374.3	2,287.8	2,453.6	3,209.6	2,868.1	2,336.9
EBITDA	347.0	448.0	348.0	448.4	377.3	380.1	463.7	393.3	357.7
% Margins	13.2	14.9	14.2	18.9	16.1	15.5	14.4	13.7	15.3
Particulars (INR mn)									
Consolidated Revenues	15,693.0	13,221.0	11,026.0	10,930.0	15,536.6	12,784.9	12,532.3	12,835.1	15,062.7
EBITDA	1,163.0	1,014.0	1,098.0	1,575.4	1,701.4	1,277.5	1,302.6	1,659.7	1,948.0
% Blended Margins	7.4	7.7	10.0	14.4	11.0	10.0	10.4	12.9	12.9

Operational Highlights – Fiscals



	FY18	FY19	FY20	FY21	FY22	FY23	FY24
Production (MT)							
Shrimp Feed	428,452	419,472	487,402	472,234	536,798	501,621	539,074
Shrimp Processing	9,105	11,384	13,745	12,224	12,860	11,959	13,246
Sales (MT)							
Shrimp Feed	430,314	421,691	484,669	473,449	540,895	497,066	531,967
Shrimp Processing	7,857	11,065	13,397	11,518	12,836	12,497	13,444
Particulars (INR mn)							
Shrimp Feed revenues	28,117.2	27,352.6	31,603.9	32,436.7	40,443.6	40,395.1	42,870.3
EBITDA	6,457.7	3,516.9	4,000.5	4,252.9	2,824.6	3,259.7	4,331.3
% Margins	23.0	12.9	12.7	13.1	7.0	8.1	10.1
Particulars (INR mn)							
Shrimp Processing	5,811.8	7,525.2	9,549.0	8,568.9	9,916.0	10,474.8	10,818.7
EBITDA	851.3	1,093.8	1,245.0	1,274.3	1,212.3	1,590.6	1,614.3
% Margins	14.6	14.5	13.0	14.9	12.2	15.2	14.9
Particulars (INR mn)							
Consolidated Revenues	33,929.0	34,877.8	41,152.9	41,005.6	50,359.6	50,869.9	53,688.9
EBITDA	7,308.9	4,610.8	5,245.6	5,527.2	4,036.8	4,850.4	5,945.6
% Blended Margins	21.5	13.2	12.7	13.5	8.0	9.5	11.1



THE PATH FORWARD

Company Highlights – Q1FY25



Shrimp Feed

- Shrimp Feed sales in Q1FY25 was 1,58,591 MT as compared to 1,65,507 MT in Q1FY24 a dip of 4% YoY
- The ₹2,616 crore allocation to the Fisheries sector in the Union Budget 2024 paves the way for advancing R&D in aquaculture, including the development of more efficient and sustainable shrimp feed. These measures bode well for a company like Avanti Feeds Ltd.



Shrimp Processing & Export

- Shrimp exports in Q1FY25 grew 5% YoY at 2,783 MTs compared to 2,658 MTs in Q1FY24.
- South Korea's share rising to 7% in Q1FY25 from 5% in Q1FY24 and Japan's Share rising to 3% in Q1FY25 from 1% in Q1FY24 in overall exports Quantity .



FINANCIAL STATEMENTS



Profit & Loss Statement - Quarterly



Consolidated Profit & Loss (INR Mn)	Q1FY23	Q2FY23	Q3FY23	Q4FY23	Q1FY24	Q2FY24	Q3FY24	Q4FY24	Q1FY25
Income from Operations	15,693.0	13,221.0	11,025.8	10,930.0	15,536.6	12,784.9	12,532.3	12,835.1	15,062.7
Other Income	123.2	264.9	291.7	240.5	325.8	335.2	337.2	364.5	346.9
Total Income	15,816.2	13,485.9	11,317.5	11,170.5	15,862.4	13,120.1	12,869.5	13,199.7	15,409.6
Operating Expenses	14,653.1	12,471.6	10,219.9	9,595.1	14,160.9	11,845.0	11,562.3	11,539.8	13,461.6
EBITDA	1,163.2	1,014.3	1,097.6	1,575.4	1,701.4	1,275.0	1,307.2	1,659.8	1,948.0
Margin %	7.4	7.5	10.0	14.4	11.0	10.0	10.4	12.9	12.9
Depreciation	98.2	99.3	106.5	122.0	132.0	143.0	144.0	144.9	144.9
EBIT	1,065.0	915.0	991.1	1,453.4	1,569.4	1,132.0	1,163.2	1,514.9	1,803.1
Margin %	6.7	6.8	9.0	13.3	10.1	8.9	9.3	11.8	12.0
Financial Charges	3.2	4.5	2.2	10.3	2.7	1.6	1.5	7.2	5.5
PBT	1,061.8	910.5	988.9	1,443.1	1,566.7	1,130.3	1,161.7	1,507.7	1,797.6
Margin %	6.7	6.8	9.0	13.2	10.1	8.8	9.3	11.7	11.9
Tax	267.2	232.3	258.9	387.0	419.5	305.4	324.0	381.6	420.7
PAT (after minority interest)	731.1	670.9	706.0	1,014.5	1,151.6	827.4	833.1	1,126.0	1,375.7
Margin %	4.7	5.0	6.4	9.3	7.4	6.5	6.6	8.8	9.1
EPS	4.9	4.2	4.6	6.9	7.8	5.5	5.3	7.6	9.4

Profit & Loss Statement – Fiscals



Consolidated Profit & Loss (INR mn)	FY19	FY20	FY21	FY22	FY23	FY24
Income from Operations	34,877.8	41,152.9	41,005.6	50,359.6	50,869.9	53,688.9
Other Income	538.3	702.3	925.8	816.7	920.2	1,362.7
Total Income	35,416.1	41,855.3	41,931.4	51,176.3	51,790.0	55,051.6
Operating Expenses	30,804.7	36,613.9	36,404.2	47,139.5	46,939.7	49,108.1
EBITDA	4,611.4	5,245.6	5,527.2	4,036.8	4,850.4	5,943.5
Margin %	13.2	12.7	13.5	8.0	9.5	11.1
Depreciation	358.4	377.1	409.3	407.9	425.9	564.0
EBIT	4,253.0	4,864.3	5,117.9	3,628.9	4,424.4	5,379.5
Margin %	12.2	11.8	12.5	7.2	8.7	10.0
Financial Charges	26.9	19.9	16.8	20.1	20.2	13.1
PBT	4,226.1	4,844.4	5,101.1	3,608.8	4,404.2	5,366.4
Margin %	12.1	11.8	12.4	7.2	8.7	10.0
Tax	1,214.3	985.7	1,122.9	786.7	1,145.3	1,430.5
PAT (after minority interest)	3,066.2	3,862.9	3,973.7	2,452.3	3,122.5	3,938.1
Margin %	8.8	9.4	9.7	4.9	6.1	7.3
EPS	20.1	25.4	26.4	16.3	20.5	26.2

Balance Sheet & Key Ratios



Consolidated Balance Sheet (INR mn)	FY19	FY20	FY21	FY22	FY23	FY24
Share capital	136	136	136	136	136	136
Reserves and Surplus	13,437	15,811	19,759	21,338	23,632	26,756
Non-current liabilities	376	218	193	178	347	585
Current liabilities	2,199	2,634	2,734	3,510	3,231	3,505
Total Equity and Liabilities	16,148	18,800	22,822	25,162	27,346	30,982
Non-current assets	4,352	3,647	4,547	4,873	5,239	5,935
Current assets	11,796	15,153	18,275	20,289	22,107	25,047
Total Assets	16,148	18,800	22,822	25,162	27,346	30,982

Key Ratios	FY19	FY20	FY21	FY22	FY23	FY24
RoCE (%)	21.7%	24.0%	19.9%	13.1%	13.6%	28.7%
RoE (%)	22.6%	24.2%	20.0%	11.4%	13.1%	29.3%
Net debt to equity (x)***	0.0	0.0	0.0	0.0	0.0	0.0
Interest coverage (x)	158	245	304	181	219	412
Inventory days	40	48	49	72	58	60
Receivables days	5	8	6	8	9	10
Payable days	19	19	21	22	20	22



ANNEXURE

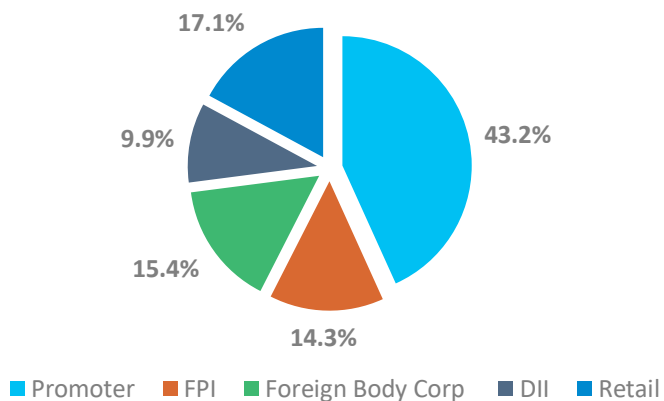
Stock Information



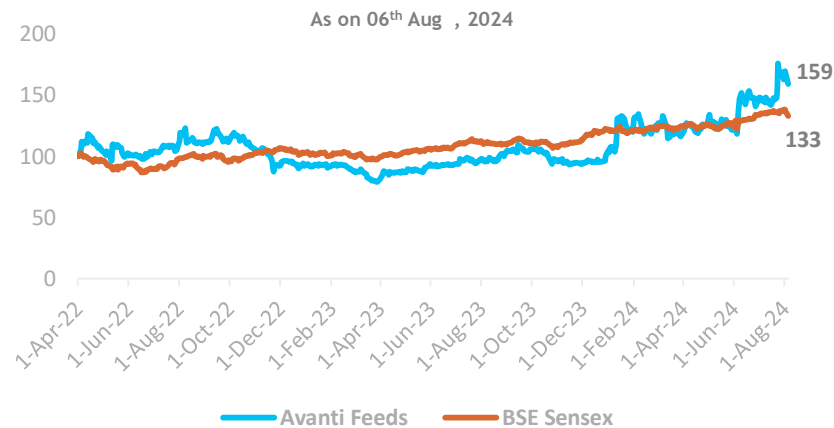
- Market cap (INR) - ~87 bn (As on 6th Aug 2024)
- Shares outstanding - 136 mn (As on 30th June, 2024)

- BSE code: 512573
- NSE code: AVANTIFEED

Shareholding Pattern as on 30th June, 2024



Relative stock price vs BSE Sensex





THANK YOU!



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