

Brief to the Analyst / Investors in the Meeting held on 20th June, 2018

Apart from the note circulated with the intimation of Analyst / Investor Meet dtd. 18-June-2018 which is reproduced below, there was some additional information which has been shared with the Analyst / Investors which is given herein below;

We wish to update you on the Financial results for the year ended 31-Mar-2018 and significant achievements your Company has made from the financial year end to date.

Financial Highlights:

Standalone

The top line grew from Rs.277.19 Crores to Rs.319.89 Crores, percentage increase of 15.40%

While there was a marginal increase in finance cost, other expenses increased by 0.73% amongst others mainly due to increase in fuel cost and freight.

Consolidated

The top line grew from Rs.312.91 Crores to Rs.350.12 Crores, percentage increase of 11.89%

While there was a marginal increase in finance cost, other expenses decreased by 1.45%.

Standalone

EBIDTA increase from Rs.41.39 Crores to Rs.48.71 Crores an increase of Rs.7.32 Crores (17.67%). Consequently the PBT also increased from Rs.18.34 Crores to Rs. 21.77 Crores and the PAT by Rs. 2.31 Crores (19.47%) from Rs. 11.84 Crores for the FY 2017.

Consolidated

EBIDTA increase from Rs.42.01 Crores to Rs.47.86 Crores an increase of Rs.5.85 Crores (13.94%). Consequently the PBT also increased from Rs.11.95 Crores to Rs.16.71 Crores and the PAT by Rs.3.42 Crores (48.48%) from Rs.7.06 Crores for the FY 2017 to 10.48 Crores for FY 2018

The number of days Receivables remained almost stable, changing from 106 days to 108 days. However, inventory days reduced from 151 days to 145 days.

We on an ongoing basis are monitoring and controlling both the receivables and inventory to the optimum levels possible.

REVENUE (GROSS) - (STANDALONE)

Sr. No.	Year	Quarter I (%)	Quarter II (%)	Quarter III (%)	Quarter IV (%)	Total Rs. In Crores
1	2017-18	21	30	32	17	319.89
2	2016-17	23	28	29	21	277.19
3	2015-16	25	23	29	24	234.62
4	2014-15	19	31	29	22	239.13
5	2013-14	17	28	28	27	237.53

PROFIT AFTER TAX (PAT) – (STANDALONE)

Sr. No.	Year	Quarter I (%)	Quarter II (%)	Quarter III (%)	Quarter IV (%)	Total Rs. In Crores
1	2017-18	22	49	47	(18)	14.15
2	2016-17	14	50	47	(10)	11.84
3	2015-16	26	40	80	(46)	6.39
4	2014-15	13	62	40	(14)	11.81
5	2013-14	21	32	54	(8)	11.53

The Company while focusing more on aquaculture have introduced 9 products in May 2018 initially in the state of Andhrapradesh and Telangana and expect a total revenue of around Rs.10/- Crores in FY 2019 and expect to grow significantly in the years to come.

The Company has also entered into Memorandum of Understanding with Wageningen Food & Bio-based Research located at Netherlands, with a common objective for promoting the development of co-operation in the fields of research and education in the agricultural space.

ADDITIONAL INFORMATION SHARED WITH ANALYSTS / INVESTORS ON 20-JUNE-2018

As against the guidance of Rs.305/- Crores for FY 2017-18 the Company achieved Gross Revenue of Rs.319/- Crores.

EBIDTA went down mainly due to two reasons

- 1) Exchange rate difference and increase in fuel costs.
- 2) Trade discounts in the fourth quarter for improving sales

We had a digital flash sales this year in April instead of a physical flash sales and had received orders of Rs. 398/- Crores for FY 2018-19 and the conversion expected is 75 to 80% and expect to achieve a total gross revenue of around Rs. 350/- Crores.

Aquaculture – Have done branding in aquaculture. Andhra Pradesh is a huge market. No additional production implications. We look forward to a growth of 7½%

Farmers Insurance: We had targeted insurance of 15,000/- farmers. 12,500/- farmers enrolled for the Bharti Axa Insurance. We will be spending around Rs. 10/- Lakhs on an annualized basis.

The Company has also entered into Memorandum of Understanding with Wageningen Food & Bio-based Research located at Netherlands, with a common objective for promoting the development of co-operation in the fields of research and education in the agricultural space. We have also received R&D recognition under Income Tax Act and hence going forward R&D expenses will be eligible for weighted deduction.

Hydroponics – We had conducted two successful trials and the third trial is under process. We have received the FSSAI License. We are looking forward to tie up with catering agencies for sale of the products.

The impact of the shifting operations of Golden Harvest Middle East FZC from UAE into India led to savings in production costs.

Amarak Chemicals FZC, UAE: Due to lack of power requiring diesel as a power source and sulphur movement restrictions, the cost escalation has made the product expensive and production has been halted. A final call on the viability of Amarak will be made in next few months