

September 22, 2022

To
The Manager
Listing Department,
BSE Limited, Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai- 400 001

Ref: Scrip Code: 523660 / WATERBASE

Dear Madam / Sir,

Sub: Disclosure under Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015

In continuation to our intimation dated 22.09.2022, the Exchange is hereby informed that representatives of the Company participated in the Equirus Virtual Annual Conference held today i.e. 22.09.2022.

The presentation made in the said conference is attached to this letter.

Kindly acknowledge receipt and take on record the following information.

Thanking You,
For The Waterbase Limited

R
Sureshkumar
ar
R Sureshkumar
Compliance Officer

Digitally signed by R Sureshkumar
DN: c=IN, ou=Personal, title=7743,
pseudoym=d8210b0330374765b432
921cd5ac04bdaffdfe3f13fd40dcb5252
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2918d0ca63, cn=R Sureshkumar
Date: 2022.09.22 18:01:14 +05'30'



Registered Office / Factory:

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T: +91 70759 33457 | **E:** info@waterbaseindia.com | **CIN:** L05005AP1987PLC018436





The Waterbase Limited

Corporate Presentation
September 2022

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



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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

29

Yrs. In the Industry

Rs. 301^{CR}

Revenues In FY22

~Rs. 10,000^{CR}

Estimated size of Domestic Shrimp feed Industry

273

No. of Employees March 2022

Rs. 42^{CR}

Cash & Bank Balances As of Mar 31, 2022



Key Strength

Strong Brands

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

29 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

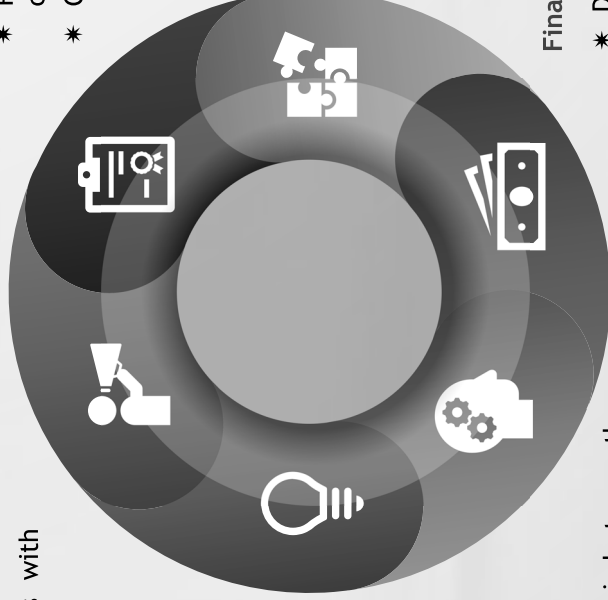
- * Robust manufacturing processes and step by step quality control system
- * Global best practices implemented

Rich Legacy

- * 29 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. 42 Cr as of March, 2022
- * Demonstrated financial discipline through good and bad
- * years for industry



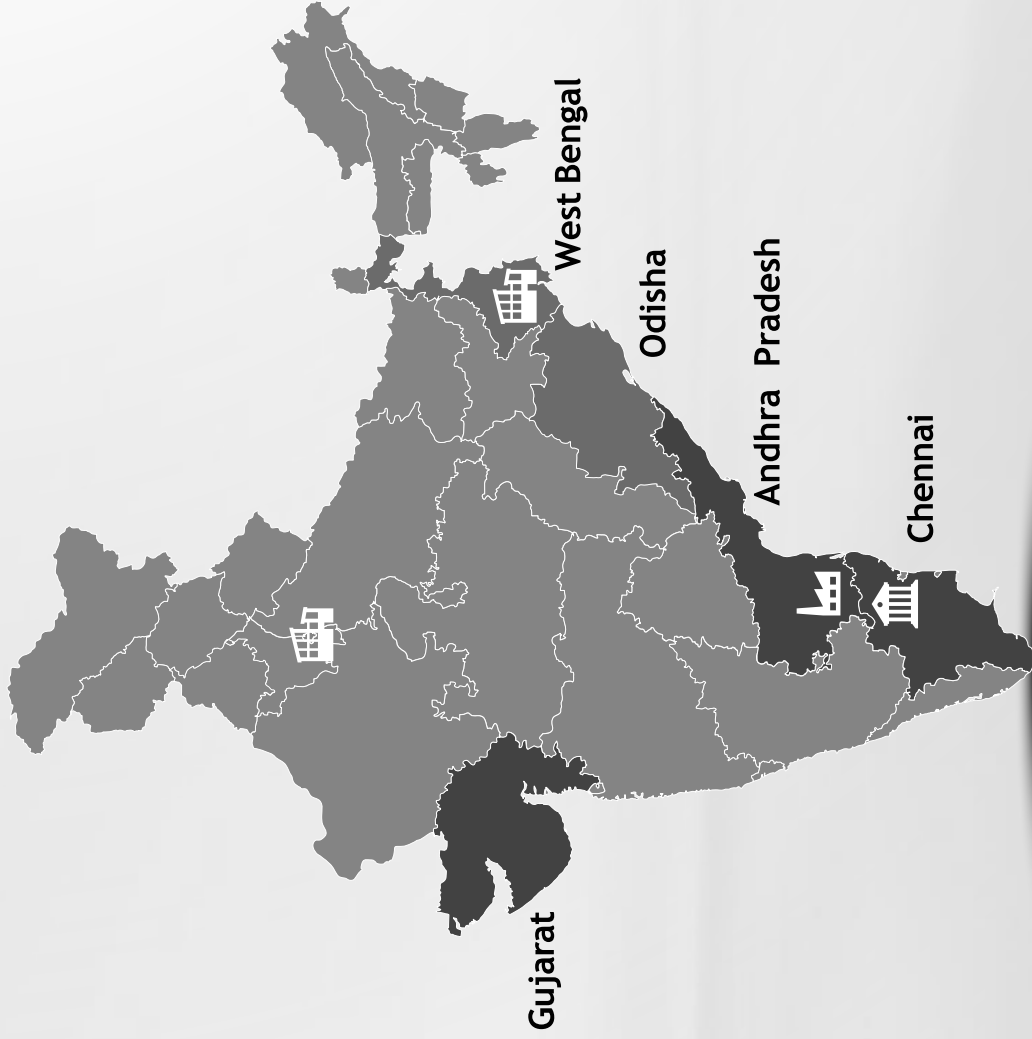
Best local R&D Setup in the Industry



Locations

- Existing Territories
- New Territories

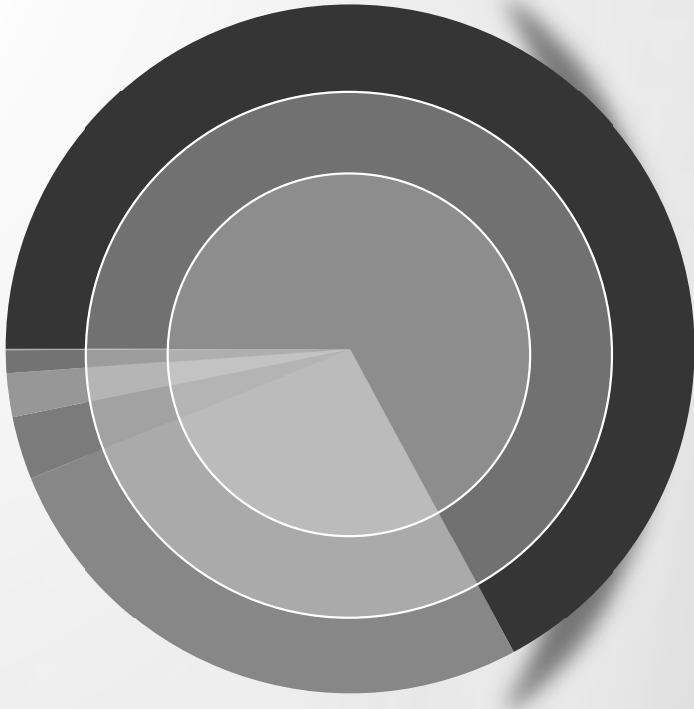
- Corporate Office
- Group Offices
- Factory



**KEY
MARKETS
SERVED**

Shareholding Pattern

As on 30th June 2022

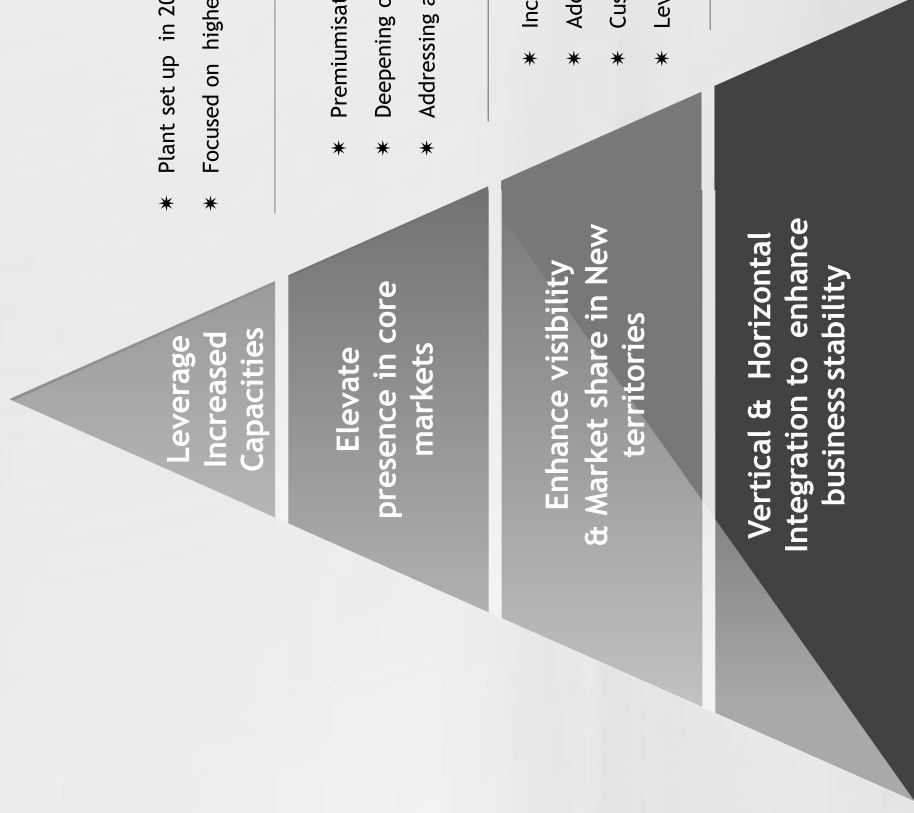




Growth Strategy



Growth Strategy



- * Plant set up in 2015 resulted in capacity growth of 3x to 110000 MTPA
- * Focused on higher utilisation through increased sales volumes

- * Premiumisation of offering
- * Deepening of distribution network
- * Addressing all sizes of orders

- * Increasing the farmer base
- * Adding new dealers & distributors
- * Customer connect through workshops, training camps & farmer meets
- * Leveraging after sales service

- * Launched farm care products under the brand name 'Baylife'
- * Launched packaged shrimp and crab meat in Retail market under the brand name 'Prize Catch'
- * Commissioned Phase I of Vannamei Hatchery to produce good quality seeds for shrimp farming

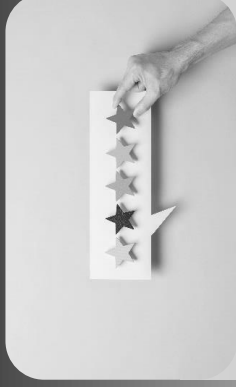
Driving Premiumisation in the Feed Business



Branding & Packaging



R&D inputs & Feed performance

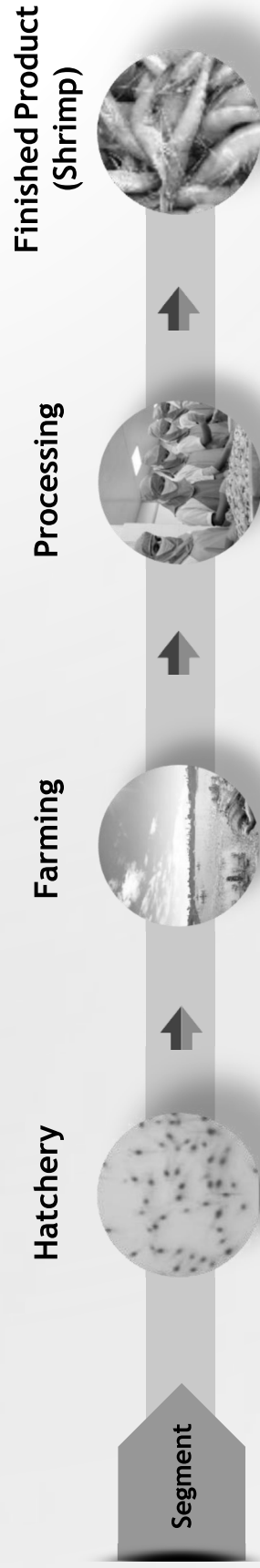


After Sales service



Enhancing Farming techniques for disease management

Vertical & Horizontal Integration



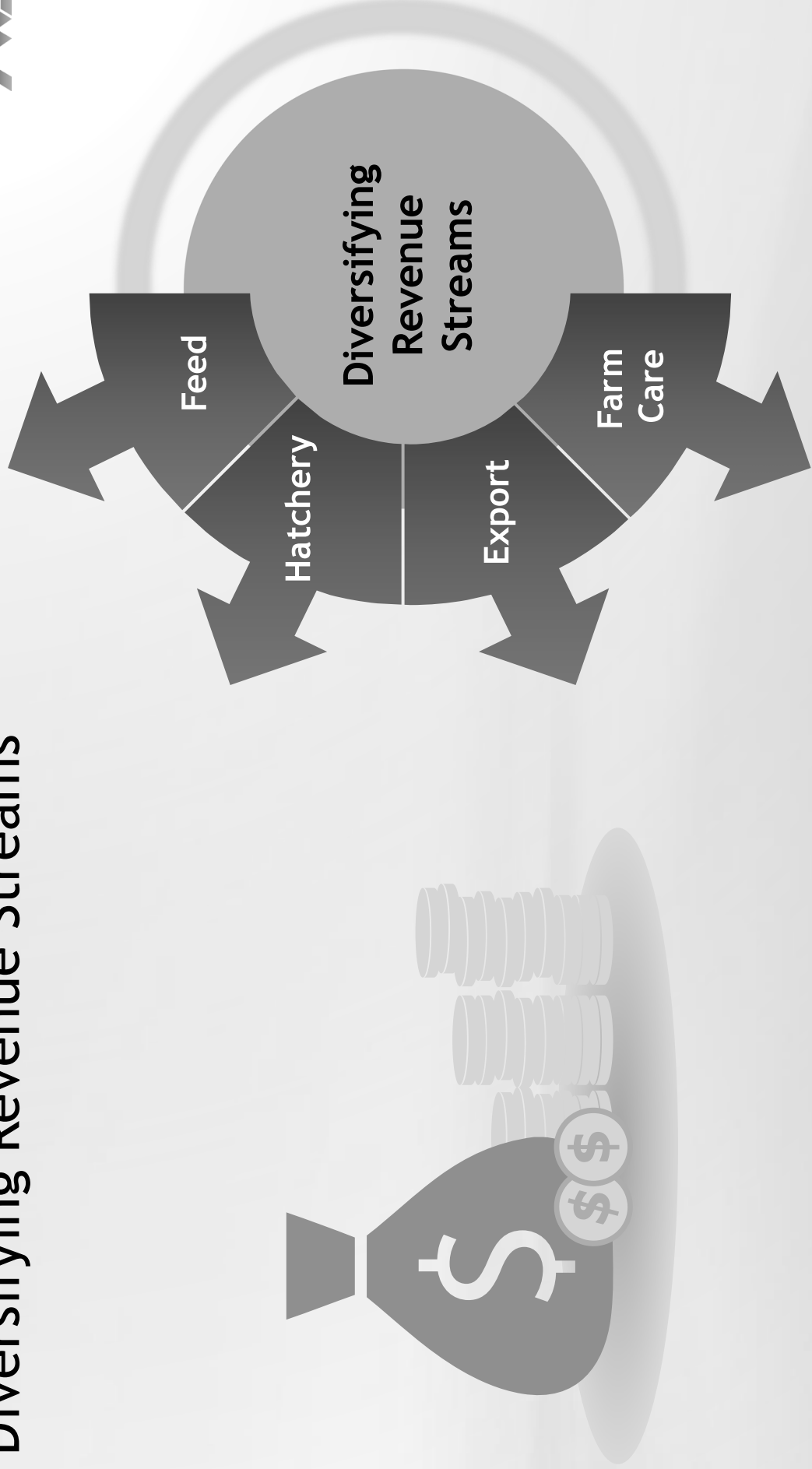
KEY INPUTS

- Shrimp Feed
- Farm Care Products*

| Shrimp farming-Current status | 500 (no. of hatcheries in India) | 160,000 Ha under Farming | 500 Processing Plants for Shrimp | Frozen shrimp exports in FY22 - 7,28,123 mt |
|---------------------------------------|----------------------------------|--------------------------------------|----------------------------------|---|
| 2021 Industry Requirement / Potential | 80 Billion of Post Larvae (PL) | Requires 1,300,000 MT of Shrimp Feed | 1,000,000 MT (Current Capacity) | shrimp exports expected to increase by 10% over 2-3 years (Value terms) |
| TWL Capacity | 1 Hatchery (250 Mn PL) | 1,10,000 MT | 5,000 MT | NA |

* New Growth Areas

Diversifying Revenue Streams



Feed and Farm care range of products



New Initiatives - Farm Care Products



Immuno booster
for Shrimps

Softens the
water in the
ponds

For nitrite control
in the ponds

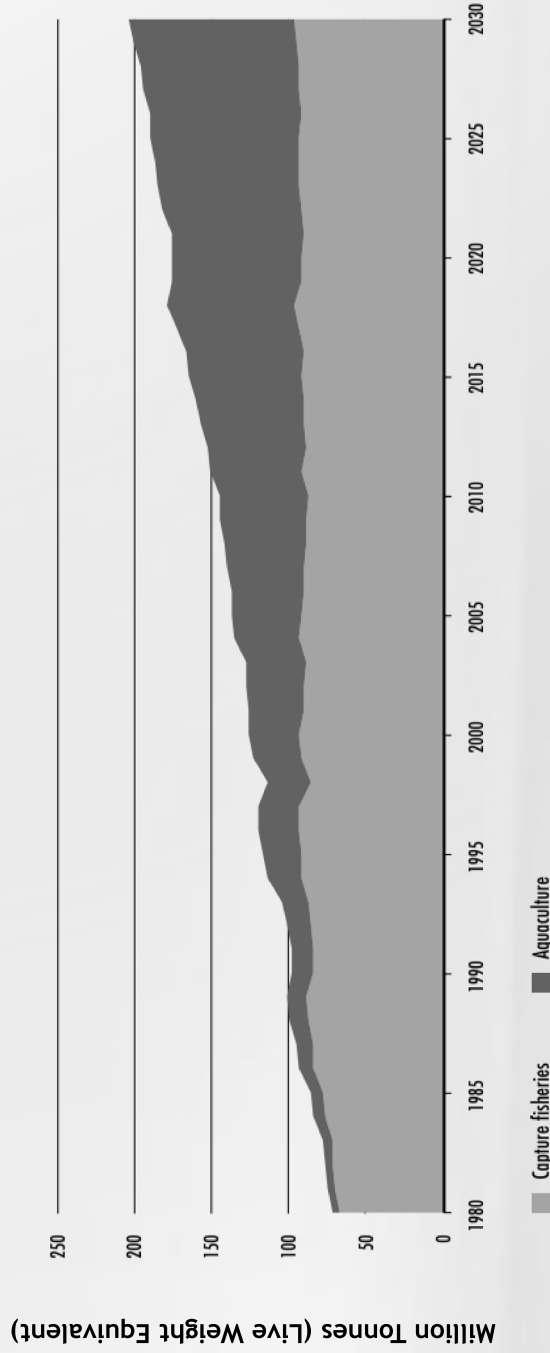


Industry Overview 1 - Global Market



Aquaculture to meet the rising global seafood demand

World Capture Fisheries And Aquaculture Production (1980-2030)



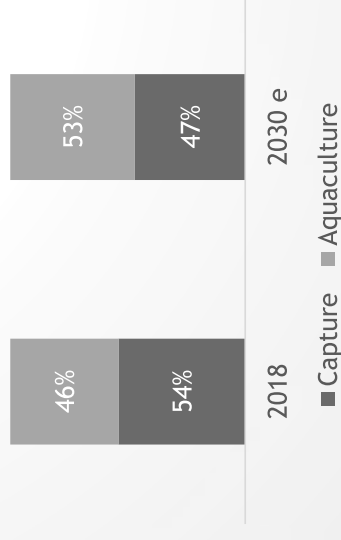
* Share of fish production destined for human consumption is expected to continue to grow, reaching 89% by 2030

* Capture fisheries production is projected to stay at high levels, reaching ~96 million tonnes in 2030

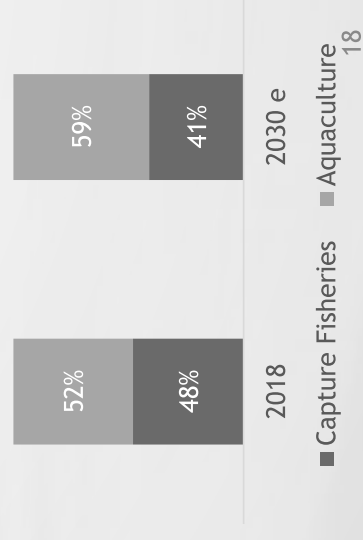
* Total food fish consumption is expected to increase by 2030 vs 2018, with higher growth rates projected in Latin America - 33 %, Africa - 27%, Oceania - 22% and Asia - 19%

Source: FAO (2020)

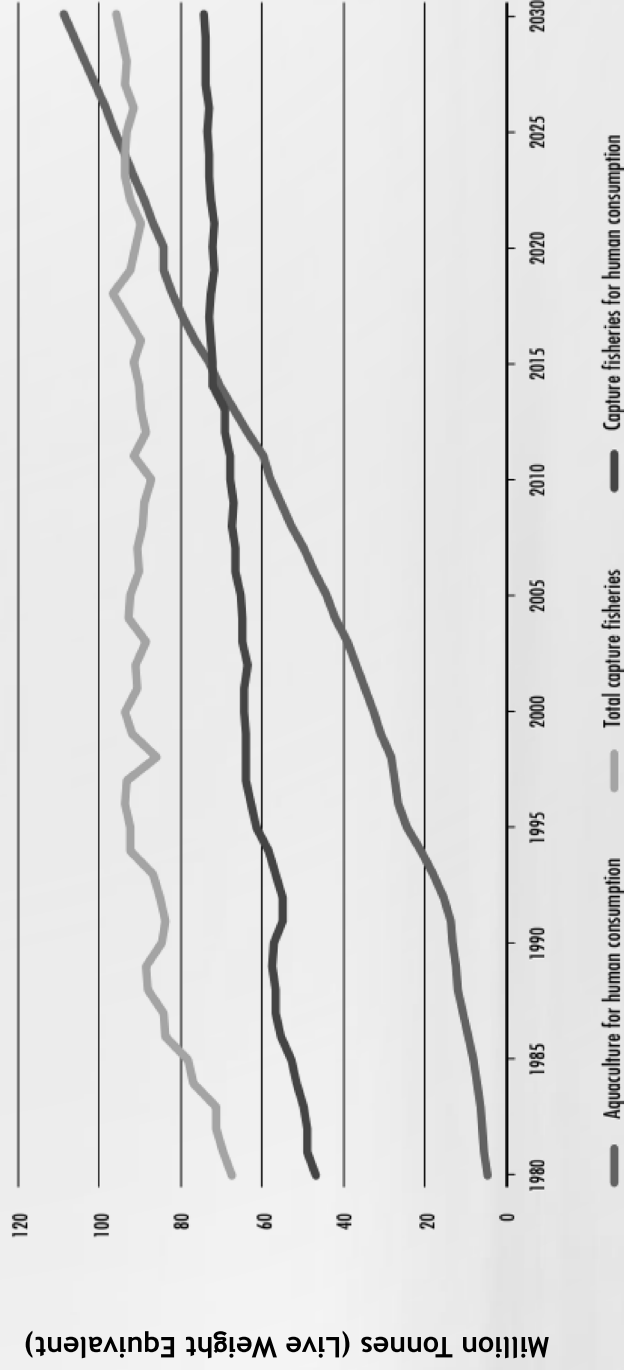
Global Capture & Aquaculture Production



Global Food Fish Consumption



World Capture Fisheries & Aquaculture Production (1980-2030)

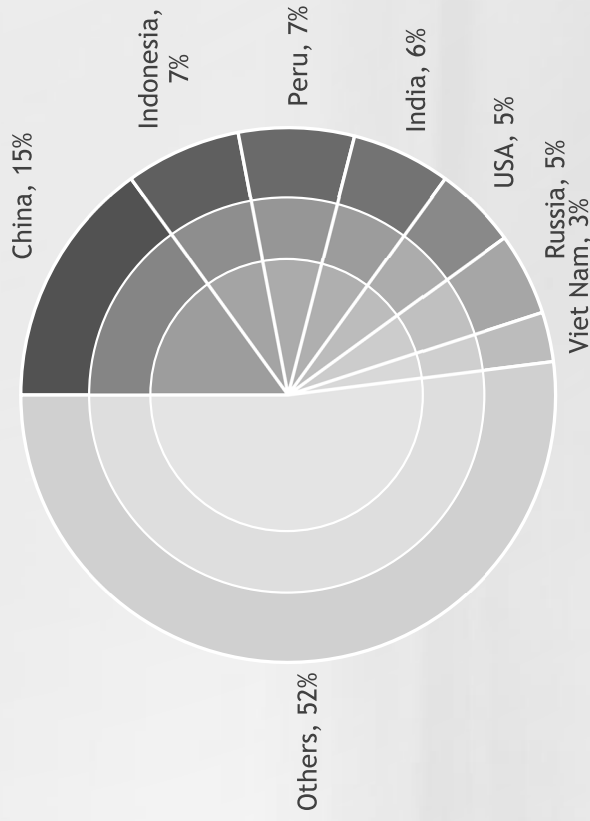


Aquaculture Production (MT)

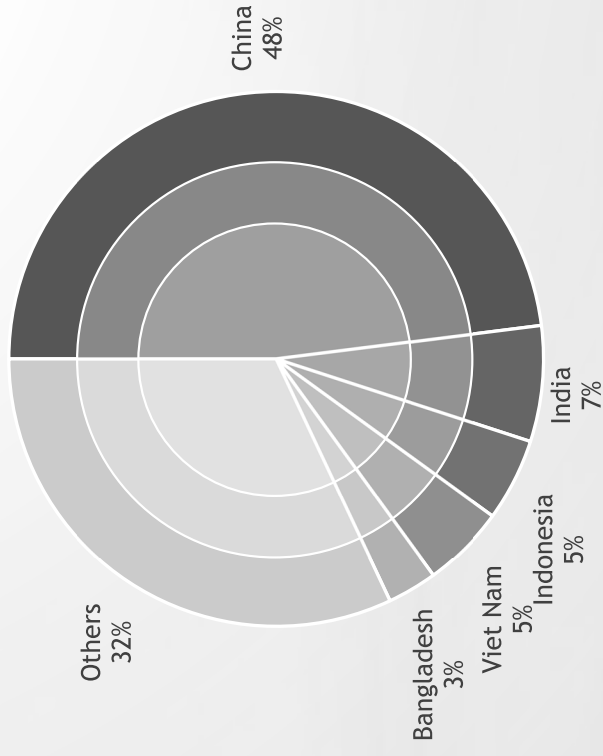
Total Fish Production (MT)

Major Producers - Capture & Aquaculture

Capture



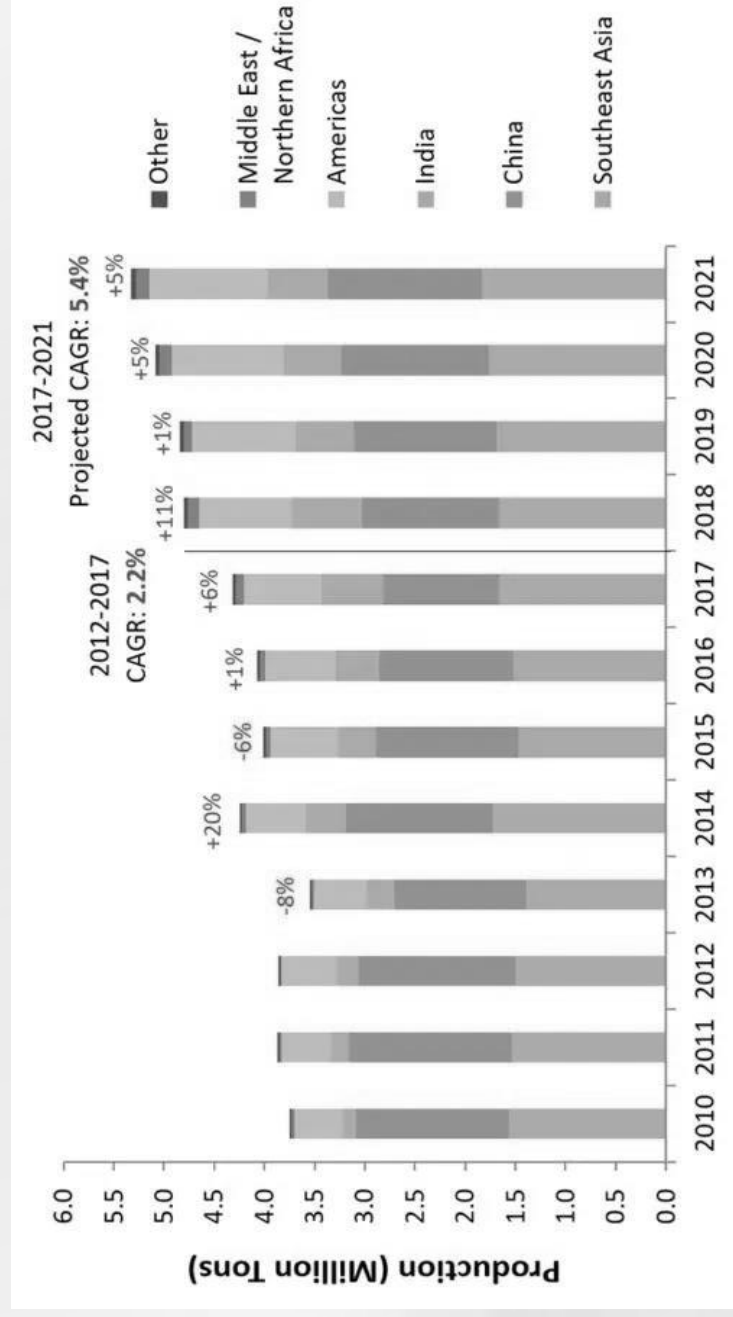
Aquaculture



Asia to dominate the Global Aquaculture Sector

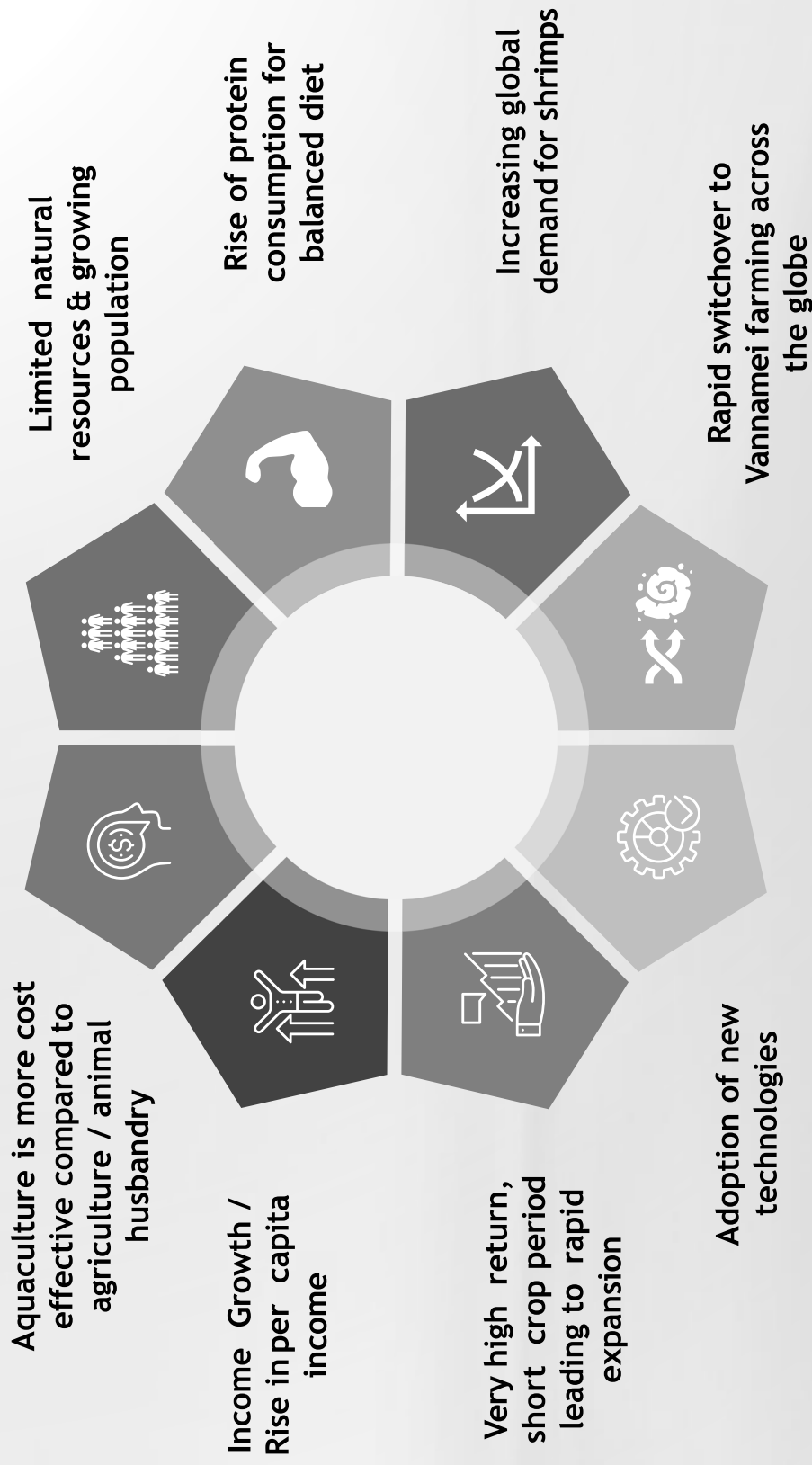


Shrimp Farming Production by Region



- * 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

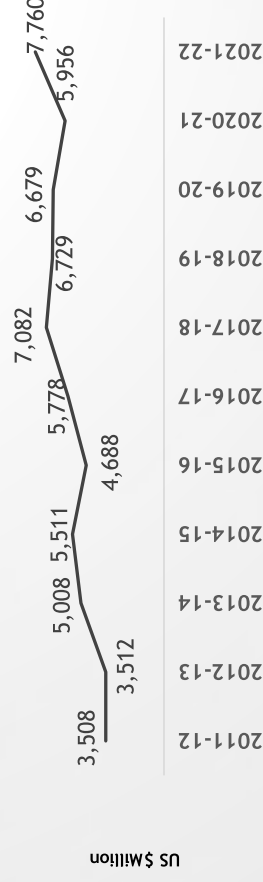


Robust Track Record of Aqua Industry Growth



- * Indian Seafood exports stood at ~USD 8 bn for FY22
 - o 19.2% higher in volume terms compared to previous year
- * USA and China were the major import markets of India's seafood products, with a share of ~38% and ~15% in dollar terms, respectively, followed by EU and South East Asia
- * Frozen Shrimp retained its position as the major export item followed by frozen fish
- * Export of Vannamei shrimp increased from 5,15,907 MT to 6,43,037 MT in 2021-22
- * USA accounted for around 59% of total Vannamei shrimp exports in USD value followed by China ~15%, EU ~8%, South-East Asia 5%, Japan ~4% and the Middle East 3%

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



| Export Details | 2020-21 | 2021-22 |
|---------------------|-----------|-----------|
| Quantity Tonnes | 11,49,510 | 13,69,264 |
| Value Rs. crore | 43,720.98 | 57,586.48 |
| Value US \$ Billion | 5.96 | 7.76 |

Source: www.mpeda.com

Driven by strong growth in Shrimp Exports

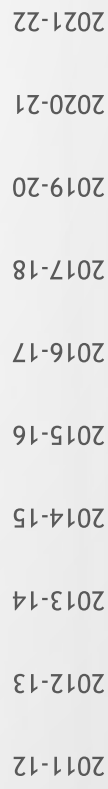


* Shrimp exports during the year stood at 7,28,123 MT worth 5,828.59 million dollars

* Frozen shrimp maintained its position as the key contributor to seafood export basket, accounting for 53.18% in quantity and 75.11% of the total dollar earnings

* The export of Vannamei stood at 6,43,037 MT recording a growth of ~25% 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

Abundant farm labour at reasonable cost, availability of other inputs such as land and power and sustained high levels of productivity have enabled India to be competitive

Availability Of Resources

Active Regulatory Setup

The industry is governed by MPEDA and CAA and the regulatory framework. This is seen as a key factor which helped India to avert disease which impacted industry growth in neighboring South-east Asian countries



Favorable Topography

India has an abundant coastline and its climatic conditions are favorable for shrimp farming

Attractive Prices

The introduction of the L. Vannamei species shifted the dynamics of shrimp farming through a significant improvement in economic viability of farms

Changing of Species

Global prices for Vannamei shrimp have sustained at attractive levels in recent years which has helped the industry/opportunity to remain lucrative

Supply Disruptions In Thailand & Vietnam

Erstwhile key suppliers like Thailand and Vietnam were affected by breakout of EMS, leading to disruption in global supply thereby providing a window of opportunity to Indian farmers & exporters

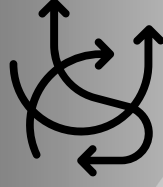
Growth Drivers



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



External

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

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



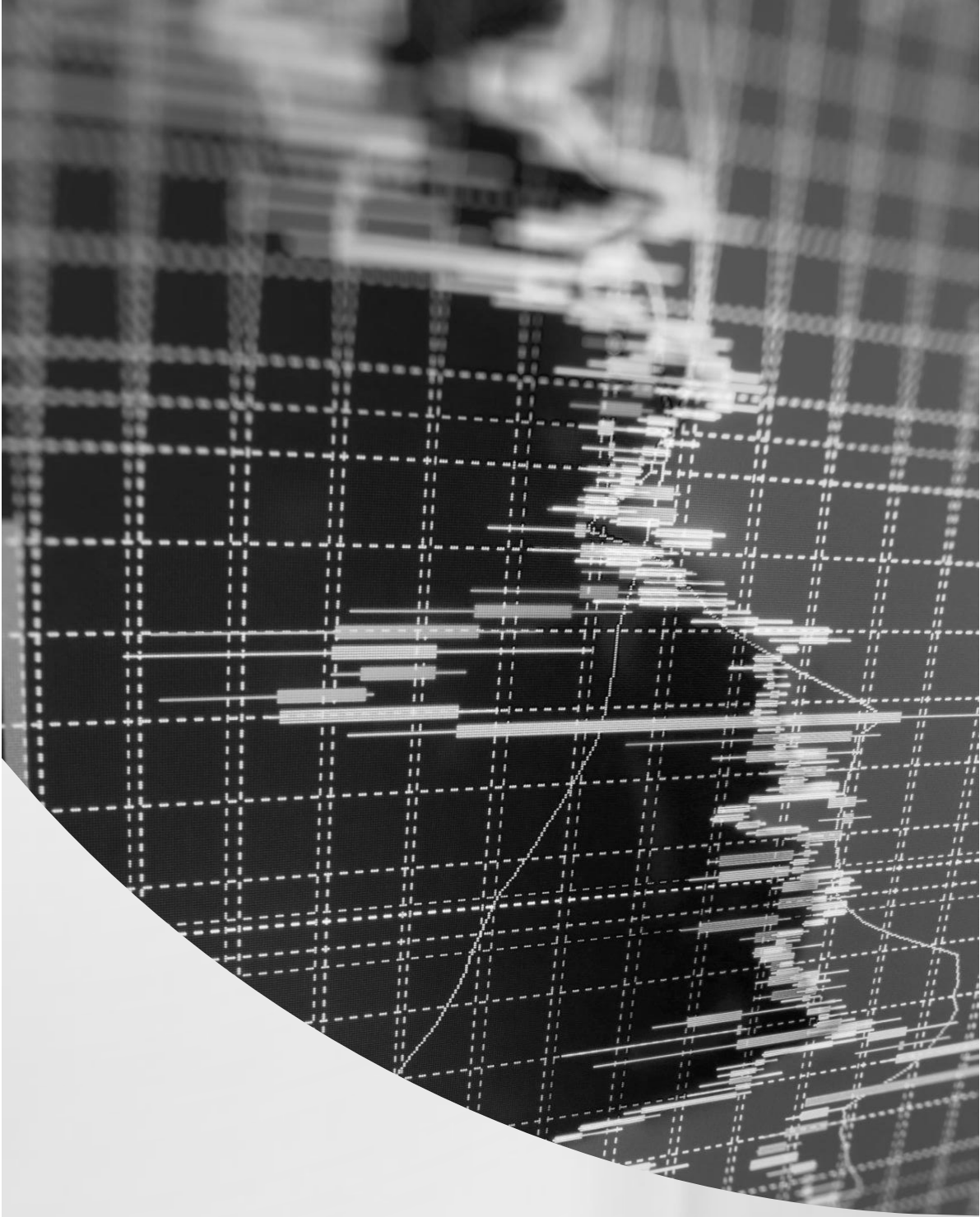
Expected Increase in Competition

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

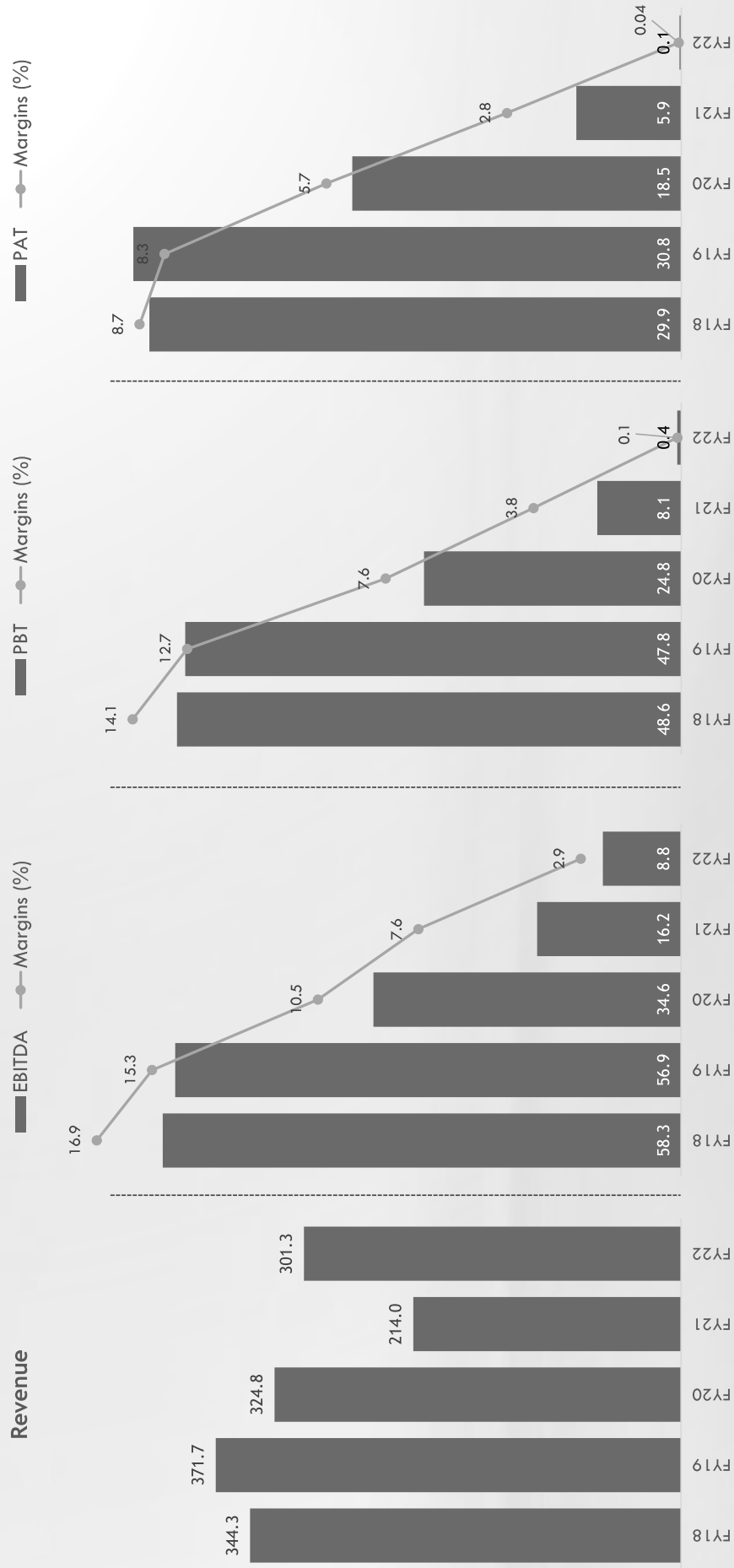




Financial Overview



Financial Performance



Figs. in Cr

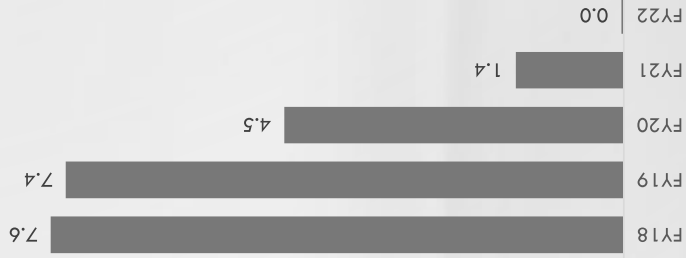
Key Financials



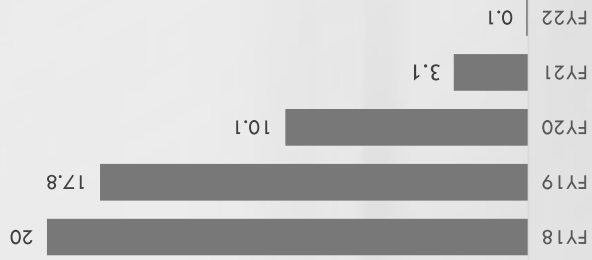
Book value per share (Rs.)



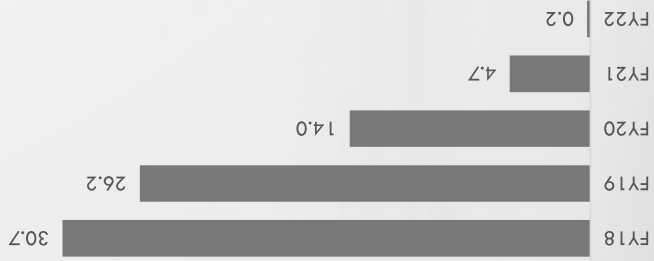
Earnings Per Share (Rs.)



Return on net worth (%)



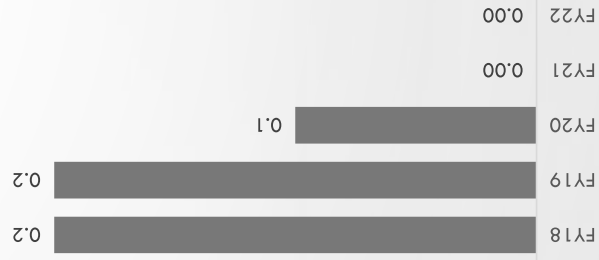
Return on Capital Employed (%)



Net Worth (Rs. cr)



Debt Equity Ratio





Q1 FY23 Performance Updates



Q1FY23 - Financial Performance

| Particulars (Rs.cr) | Q1FY23 | Q1FY22 | Growth (%) |
|--------------------------|------------|------------|------------------|
| Total Income | 80.4 | 126.7 | (36.5) |
| EBITDA | 2.5 | 11.8 | (78.8) |
| EBITDA Margin (%) | 3.2 | 9.3 | (610 bps) |
| PAT | 0.6 | 7.6 | (92.1) |
| PAT Margin (%) | 0.7 | 5.9 | (520 bps) |

Profitability during the year was expectedly lower given higher raw material prices and pressure of core feed business. Delayed stocking and early harvesting resulted in lower volume off-take during the quarter. However, ancillary businesses - Farmcare and Hatchery continued to perform well. However, profitability should improve in the near to medium term given our diversified product mix and integrated business operations.

Challenging external environment - delay in stocking of summer crop along with early harvests in some of the key markets resulted in lower revenue generation for the quarter. Destocking delay in markets of Gujarat, Andhra Pradesh and West Bengal led to lower volume off-take during Q1. Performance of ancillary businesses such as hatchery and farm care though continued to remain encouraging

Prices of key raw materials i.e. Soyameal, fishmeal and wheat prices continued to trend higher during the quarter. Uncertainties following Russia - Ukraine war have further exerted pressure on the prices leading to margin compression.

Business Update

Feed Business

External challenges weigh in on Q1 performance

- * Heightened competitive intensity, elevated input prices and delayed stocking in key markets resulted in a soft start to the fiscal. Raw material prices continued to remain stubborn - secular surge seen across key input prices, further exacerbated following Russia - Ukraine war. Higher prices of soybean, fishmeal and wheat coupled with increased competition, delayed stocking, and crop shift towards black tiger in one of our key markets dented margins and compressed profitability for the business.

Farmcare Products

- * Maintained business momentum during the quarter
- * Continue to witness good traction for our products amongst customers and markets
- * Efforts are directed towards creating a strong brand by improving product efficacy which will result in enhancing farm yields for our customers
- * Helps the Company to diversify revenue streams and capture larger share of wallet

Hatchery business -

- * Steady performance during the quarter
- * Synergies with Feed and Farmcare products business

Processing business -

- * Renovated, modernized and scaled up shrimp processing facility at Nellore
- * Post upgradation, unit is now equipped to process over 5000 MT of raw shrimp per annum
- * Plant is equipped with state-of-the-art Plate freezers and an IQF machine
- * Targeting diversified customer base and is well poised to serve demand across key markets including the US, UK, EU, Canada, Mexico, China and Middle East countries





Thank You

