

26th
ANNUAL REPORT 2018-19



STAYING ON COURSE





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Equity share information

512573

BSE code

AVANTIFEED

NSE code

₹4

Total Dividend
per share

₹5,558.61
crore

Market
capitalisation

400%

Dividend
pay-out ratio

Consolidated Financial highlights of FY 2018-19

Gross sales

₹3,487.78 crores

EBITDA

₹461.07 crores

Profit after tax

₹306.62 crores

Net worth

₹1,375.29 crores

OUR INSPIRATION



Late Sri. Alluri Venkateshwara Rao

Founder Chairman

7th July 1933 - 25th June 2002

“Vision, Truth, Hard Work and Prosperity of all Stakeholders were his four guiding principles”

We, at Avanti Feeds, continue to carry on his legacy on these principles.





Success is more of a marathon than a sprint. It's the persistent moving along the path, focusing on one step after another, and refusing to be swayed by any external factor that often makes all the difference.



In the last few years, we had embarked upon improvement programs, which were implemented across the organisation. It was the strategic blueprint of working our way towards a more strengthened future, patiently and with purpose.

We adhered to our journey then, with disciplined determination. And, we have managed to stay firm on this path in the present year as well!

In other words, we have stayed on course with unwavering resolve to see through this phase and attain what we had set out for. This resolve has made all the difference!

About us

Avanti Feeds: The largest manufacturer of shrimp feed in India.

Based in Andhra Pradesh, India, the Company is the dominant player in India's aquaculture sector. The Company has five shrimp feed manufacturing units and two shrimp processing and export units – all ISO certified.

The Company enjoys strong and long-term technical and financial collaborations with Thai Union Group of Thailand, a multinational conglomerate in global sea food industry.

Spearheaded by Mr. Alluri Indra Kumar, the Company's day-to-day operations are managed by an experienced and energetic team. Its shares are listed on The Bombay Stock Exchange Limited and the National Stock Exchange of India Limited.

The Company also operates 4 windmills with a capacity of 3.2 MW at Chitradurga, Karnataka.



43.76%
Promoters'
holding

16.45%
Institutional
holding

5558.61
Market
capitalisation,
March 31, 2019
(Rs crore)



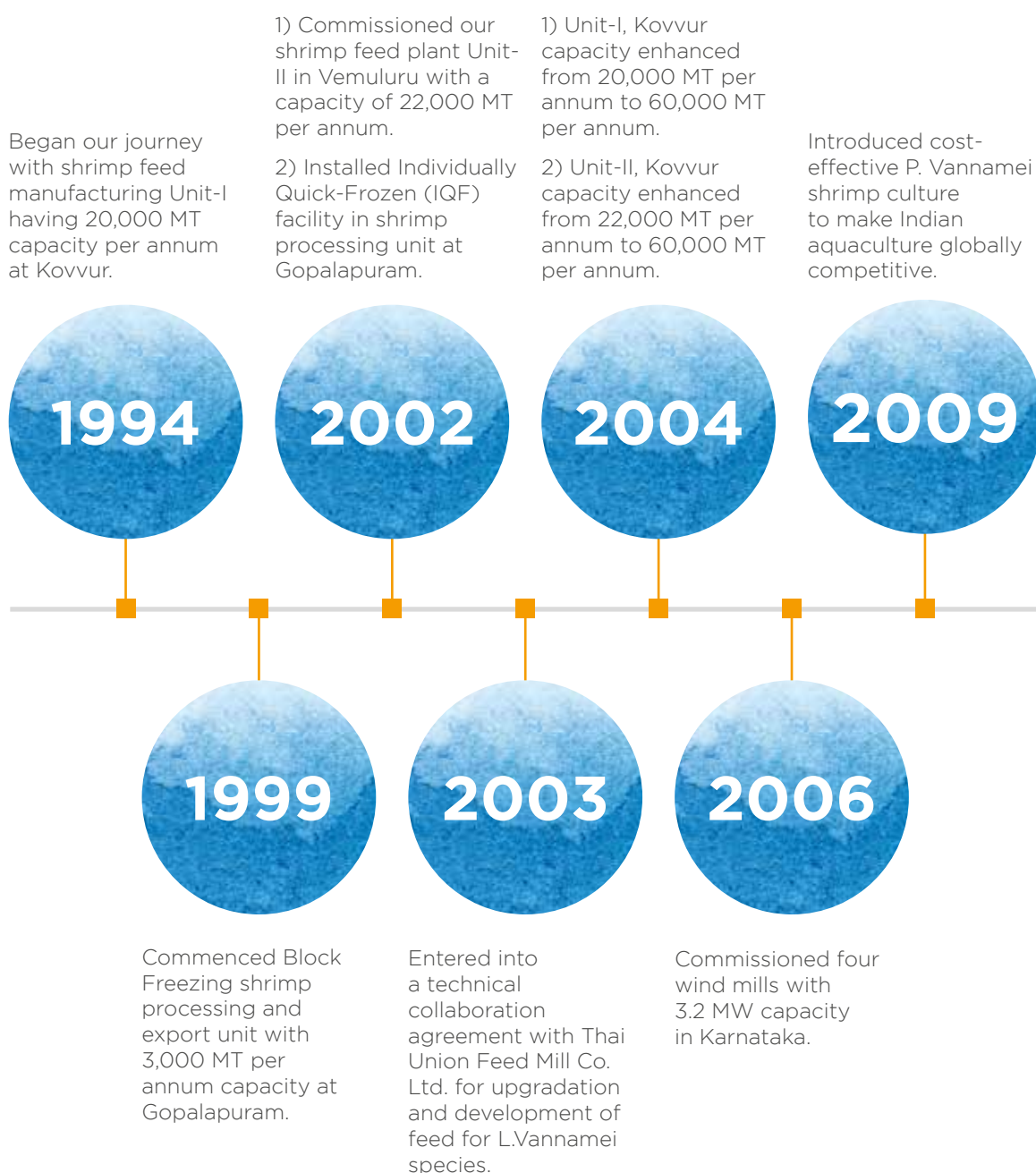
About our business verticals

Avanti Feeds: The Company is into shrimp feed and shrimp processing and exports

	Shrimp feed	Shrimp processing & exports
Plants	5 operating units Kovvur, Vemuluru and Bandapuram in West Godavari District, Andhra Pradesh Pardi in Valsad District, Gujarat	2 operating units Gopalapuram near Ravulapalem and at Yerravaram in East Godavari District of Andhra Pradesh, India.
Capacity	600,000 TPA	22,000 TPA
Certification	ISO 9000:2015	ISO 22000:2005 Hazard Analysis and Critical Control Points (HACCP) US Food and Drug Administration (US-FDA) EU and British Retail Consortium (BRC) Global Standards. Aquaculture Certification Council (ACC) for Best Aquaculture Practices (BAP).
Brands	Profeed Titan Manamei	
Products	Shrimp feed	Raw shrimps Cooked shrimps Skewers Marinated products
Markets	India Bangladesh	USA Europe Japan Korea China Australia Middle East
Contribution to the revenue	78%	22%



Milestones along our course this far



1) Commissioned 3rd shrimp feed manufacturing plant at Pardi in Valsad district of Gujarat with a capacity of 60,000 MT per annum to cater to the demands of India's west coast.

2) Enhanced our shrimp processing capacity from 3,000 MT per annum to 7,000 MT per annum at Gopalapuram.

Divested shrimp processing and export division to subsidiary AFFPL to secure global recognition for the shrimp processing and export division.

1) Doubled the feed manufacturing capacity at Unit-IV Bandapuram with a capacity of 1,75,000 MT per annum.

2) Commissioned state-of-the-art shrimp processing and export plant at Yerravaram in subsidiary AFFPL with 15,000 MT capacity per annum.


2012
2016
2018
2014
2017
2019

Commissioned Unit-III shrimp feed manufacturing plant, adjacent to Unit-I at Kovvur with a capacity of 70,000 MT per annum adjacent to the Unit-I.

Commissioned Unit-IV shrimp feed manufacturing plant at Bandapuram with a capacity of 1,75,000 MT per annum.

We have stayed on course with unwavering resolve to see through this phase and attain what we had set out for. And this resolve has made all the difference!

Creating value while staying on course

What we do

We are India's largest manufacturer of shrimp feed.

419,472MT

Shrimp feed produced in 2018-19

11,065MT

Shrimp processed and exported in 2018-19, by Avanti Frozen Foods Pvt. Ltd. Our subsidiary



How we do it



Experience

We have 26 years of rich experience in the shrimp culture industry.



Feed Formulation

We have ideal feed formulation which gives best feed conversion ratio (FCR) to the farmer



Capacity buffer

We have the expertise for quick capacity upscale to cater to market demand.



Reach

We have a strong sales force and wide dealer network, covering all shrimp culture areas