



# Exploring a Sea of Opportunities



Aiding Sustainability & Reliability to Aquaculture

29<sup>TH</sup> ANNUAL REPORT 2021-22





## **Company Overview | 4-41**

- Chairman's Message
- Giving back to Society

## **Statutory Reports | 42-103**

- Corporate Information
- Board's Report
- Management's Discussion and Analysis
- Business Responsibility Report
- Report on Corporate Governance

## **Financial Statements | 104-236**

- Standalone Financial Statements
- Consolidated Financial Statements

## **Notice | 237-257**

# **CONTENTS**





## Sri Alluri Venkateswara Rao

1933-2002

Founder-Chairman, Avanti Group

You are always with us,  
reminding us of these great values  
you had stood for :

Vision, Truth, Hardwork and Prosperity  
of all stakeholders.



We at Avanti are committed to walking in our founder's footsteps in innovation, development and maintaining stakeholder relationship.





For over two years now, COVID has been a much-dreaded word on everyone's mind the world over. It has drastically altered our very lifestyles and wrought entirely unforeseen and radical transformations in almost every industrial sector. While they resulted in severe setbacks for many, they also threw up interesting new opportunities.

Our sector was no exception to this unfolding drama. In the last 2 years, the industry has witnessed a multitude of challenges and changes. But, we at Avanti took them all in our stride with patience, perseverance and planning. Throughout this turmoil and turbulence, we have been actively building new efficiencies for sustainable growth, in addition to identifying new growth engines. Long-term efficiencies are being forged by seamlessly integrating all our business processes. We have thoroughly redesigned our internal operations, our network channels and our customer interface at many touch-points. This has equipped our strategy to adapt quickly to the new normal and emerge stronger to seek newer opportunities.

# Exploring a Sea of Opportunities

Having established ourself as the market leader in Shrimp Feed, Avanti strategically plans to grow and is exploring new export markets for both shrimp feed and processed shrimp. We at Avanti shall spearhead the next big push, by turning our attention to the export of shrimp feed and value-added products, such as shrimp brines and breaded shrimp. Being ready-to-cook and ready-to-eat, they are in much greater global demand. This is going to be our key thrust area for the next few years.

Many challenges do confront us still: inflation, the ongoing pandemic, supply chain issues, increasing raw material costs and increasing ocean freights, to name just a few. But we shall relentlessly build on our strengths and remain committed to deliver – spotting growth avenues in every changing trend and advancing technology.

We have always prided ourselves on being trendsetters. In the coming years, too, we are optimistic about charting a newer and more robust growth path.





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Ramping up the  
top line to Shore up the  
bottom line...



When the going gets tough, the tough gets going. Avanti's performance during the year bears testimony to this fighting spirit. Faced with many headwinds that confronted us virtually throughout the year, from COVID-19 to increasing raw material cost, ocean freights, we have seen a sequential improvement in our top line performance. However, the margins came under stress due to a multifold increase in the cost of the core raw materials that go into the production process.

To cope with the newer situation we were pitted against, we initiated a slew of measures that have boosted production and led to significant cost optimization. We are confident that things will further look up in the immediate years once the raw material costs stabilize and the operating leverage starts to kick in.



SHRIMP FEED SALES

**5,40,889 MT**  
(4,73,450 MT 2020-21)



PROCESSED SHRIMP SALES

**12,836 MT**  
(11,518 MT 2020-21)



MARKET CAPITALISATION OF  
over **₹5,619.94** Crores



CONSOLIDATED PROFIT Before  
Depreciation, Interest and Tax (PBDIT)

**₹36,669.59** Lakhs  
(55,227.60 Lakhs in 2020-21)



CONSOLIDATED PROFIT After Tax (PAT)

**₹24,522.70** Lakhs  
(39,737.11 Lakhs in 2020-21)







## Chairman's Message

**With an impressive 29-year track record, your company remains a strong leader in the Indian shrimp industry, sustained by its world-class products and a highly innovative product development-oriented mindset.**