



Coastal
Corporation
Limited



ANNUAL REPORT

— 2020-21 —



Index

01	Company Overview	004
02	Notice	012
03	Directors' Report	044
04	Management Discussion and Analysis	056
05	Corporate Governance Report	084

Financial Statements

06 Standalone Financial Statements

07	• Independent Auditors' Report	097
08	• Balance Sheet	106
09	• Profit and Loss Account	108
10	• Cash flow Statement	110
11	• Notes and Schedules	150

12 Consolidated Financial Statements

13	• Independent Auditors' Report	162
14	• Balance Sheet	170
15	• Profit and Loss Account	172
16	• Cash flow Statement	174
17	• Notes and Schedules	214



COMPANY OVERVIEW

Coastal Corporation Limited is a 100% EOU that specialises in shrimp processing and export. With shipments to the US, Europe, Canada, China, Hong Kong, and the United Arab Emirates, this Visakhapatnam-based company is one of the largest shrimp exporters from India to the US market. The company provides a variety of shrimp such as raw frozen blocks and in IQF, cooked in frozen blocks and cooked in IQF forms, and cooked in frozen blocks and cooked in IQF forms based on customer specifications. The company has its own expansion plans for the ultra modern processing unit as a Greenfield processing unit at KSEZ, Kakinada, with an estimated Capex of around INR 600 million.

Coastal Corporation Limited is one of the leading manufacturer and exporter of a wide variety of shrimp. The company exports various grades of shrimp to countries such as the United States, Europe, Canada, the United Arab Emirates, Saudi Arabia, and Hong Kong. Sea tiger, whites, pink-brown, vannamei, and black tiger are amongst the products available.

Both raw and cooked forms of shrimp

Quality, according to the company, should be prioritized

are offered by the company to export. The product category includes headless shell on, peeled deveined tail on, peeled undefined (PUD), shrimp skewers, cooked head-on, cooked headless shrimp, and many more. The processing plans are approved by U.S.FDA, EU and HACCP certified. There are two processing facilities in prime aquaculture zones in Andhra Pradesh's coastal areas, both of which are supported by highly advanced, modern technology that is completely on par with global standards.

Quality, according to the company, should be prioritized. As a result, continuous efforts are made to improve the products and services by investing in top-tier R&D and implementing stringent quality control protocols.



PRODUCT OFFERING

We offer a comprehensive array of products from our manufacturing unit. The majority of export variants comprise of raw and cooked shrimp. We use cutting edge technology right from sourcing to processing, packaging and delivering superior quality unadulterated Shrimp to the international markets.



READY TO EAT PRODUCTS

Cooked Head On
Cooked HL
Cooked PDTO Shrimp
Cooked PD Shrimp
Shrimp Cooked



PEELED PRODUCTS

Peeled Deveined Tail On (PDTO)
Peeled Deveined Tail Off (PD)
Pulled Vein Tail On (PVP STO)
Peeled Undeveined (PUD)



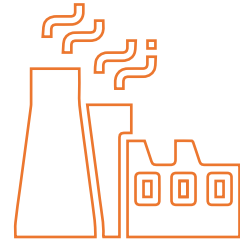
BASIC PRODUCTS

Headless Shell On (HL)
HL Easy-Peel Shrimp



SPECIAL PRODUCTS

Butterfly
Shrimp Skewers



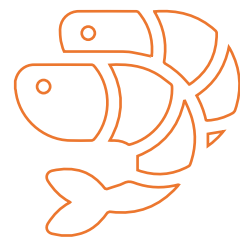
02 World-Class
Manufacturing Facilities



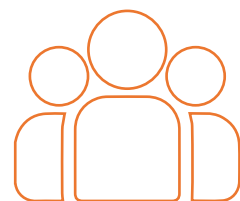
07 Continents Catered



13+ Countries Catered



35 MTPD
Processing Capacity



750+
Team Members

KEY EXPORT MARKETS

Coastal Corporation Limited is among top ten players in Shrimp processing and distribution industry.



Engaged in processing and exporting of extensive range of Shrimp products across the high consuming markets of **USA, Europe, Canada, Saudi Arabia, Hong Kong, Korea, China, Japan & Russia**

MANUFACTURING FACILITIES



Unit 1:

- **Plate Freezer** – 17.5 MT per day
- **Individually Quick Frozen** – 10 MT per day



Unit 2:

- **Plate Freezer** – 14 MT per day
- **Individually Quick Frozen** – 25 MT per day

- Processing units are located in the prime aquaculture zone in the coastal area of Andhra Pradesh
- Strategic location facilitates easy procurement of raw materials and process them immediately after harvest, thereby reduce the products process life cycle



Annual Financial Highlights

(Standalone)

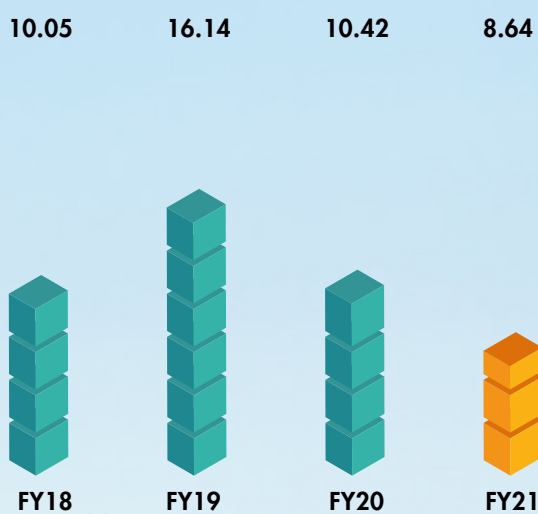
ROE (Rs. Cr.)



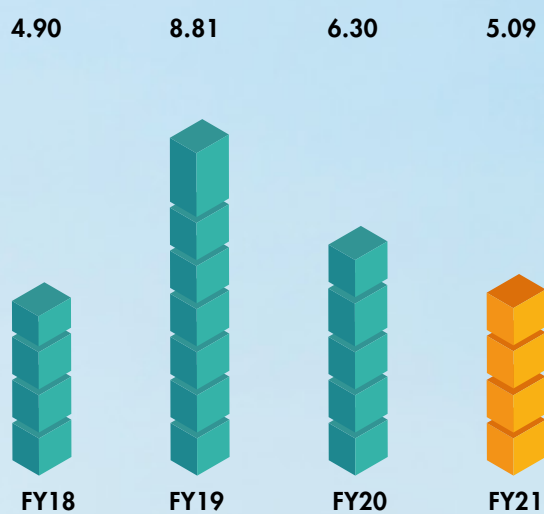
Revenue (Rs. Cr.)



EBITDA (Rs. Cr.) / Margin (%)



PAT (Rs. Cr.) / Margin (%)



Corporate Information

BOARD OF DIRECTORS:

Shri Emandi Sankara Rao
Shri. T. Valsaraj
Shri. G.V.V. Satyanarayana
Smt. Jeeja Valsaraj
Shri. Kamireddi Venkateshwara Rao
Shri. M.V.Suryanarayana
Shri. Kalyanaraman P.R

Chairman & Independent Director
Vice Chairman & Managing Director
Director – Finance & CFO
Non – Executive Director
Independent Director
Independent Director
Independent Director

COMPANY SECRETARY & COMPLIANCE OFFICER:

Ms. Swaroopa Meruva

REGISTRAR & TRANSFER AGENT:

Bigshare Services Private Limited
306, Right wing, Amrutha Ville,
Opp: Yashodha Hospital
Somajiguda, Raj Bhavan Road
Hyderabad – 500 082

Telephone No : 040 – 2337 4967
Fax : 040 – 2337 0295
Email : bsshyd@bigshareonline.com

STATUTORY AUDITORS:

M/s. Bramhmayya & Co..
Chartered Accountants
Visakhapatnam.

SECRETARIAL AUDITORS:

M/s. Sambhu Prasad M & Associates
Company Secretaries
Visakhapatnam

INTERNAL AUDITORS:

Jaya & Lakshmi
Chartered Accountants
Visakhapatnam

BANKERS:

Bank of India
Main Branch
Visakhapatnam, Andhra Pradesh.

EQUITY SHARE INFORMATION



BSE CODE

501831



DIVIDEND FY 2020-21

₹ 3.00 PER SHARE

KEY FINANCIAL HIGHLIGHTS



MARKET CAP

₹ 182.60 Cr



SALES (CONS)

₹ 473.48 Cr



PROFIT AFTER TAX (CONS)

₹ 18.83 Cr

The Chairman's Message

Dear Valued Shareholders,

On behalf of the Board of Directors, I am pleased to present Coastal Corporation Ltd's Annual Report for the financial year ended 31 March 2021 ("FY 2021"). This is my first message to you as a Chairman & Independent Director of the Company. As you are aware and seeing the growth path of the Company in the last few years, I am of the view and can say that significant efforts have been put in by the Management in the growth of the Company, especially by Mr. Thottoli Valsaraj, Vice Chairman & Managing Director and Mr. G.V.V. Satyanarayana, Director-Finance & CFO. It may also be mentioned that the valuable guidance and support by the Independent Directors have helped the company in improving Corporate Governance standards. Mrs. Jeeja Valsaraj, a Non-executive Director of the Company, being the Member of the various committees of the Company has always taken into account the interests of shareholders, customers, employees, creditors and the general public.

I have stepped into the Company's Board at times when the Mankind is suffering from an unprecedented pandemic Covid -19 which created , fear, stress, loss of life and impacted across the industries and economy in Covid -19 first wave .

“Keep your face
always toward
the sunshine - and
shadows will fall
behind you”

- WALT WHITMAN

In this current year, the Covid-19 second wave's swiftness and intensity has taken everyone by surprise and had impacted the health services & systems, devastated lives & livelihoods. My heart goes out to everyone out there who has suffered the loss of loved ones. I am confident we will eventually get the pandemic under control and until then, I urge all our share and stake holders to stay safe and, follow Covid protocols given by the government authorities , and get vaccinated as per the eligibility norms . During the pandemic seafood exports were affected in the first half of the year, but it showed the good signs of revival in the last quarter of 2020-21. It may be mentioned that during the pandemic

Andhra Pradesh seafood sector contributed over 38 per cent of total export revenue in 2020-21. During the Pandemic, the financial results of your Company were affected as expected. However, given the scientific & strategic planning made by the management and supported by the skill and dedication of the employees, your Company has boldly weathered all the turbulences that were encountered during the year, with their usual resilience and dedication.

I am confident that by the end of the current financial year, with the tapering of the pandemic impact, your Company will definitely emerge stronger and is expected to have growth with better business and financial indicators.

I sincerely thank all the Board of Directors for their faith posed on me in making me a part of Coastal Corporation Ltd family and in the coming years I will contribute and guide the Board for the development and growth of the company with a good corporate governance .

On behalf of the Board of Directors , I would like to thank all shareholders for their continued loyalty and support to the Company and expect the same in coming financial year FY 2021-22.

We also acknowledge the strong support given to your company by the valuable customers, bankers and business associates of our Company during the year FY 2020-21 and looking forward for the same and strong continued support to help us to achieve a better in FY 2021-22 and beyond.

Last but not the least I would like to thank all the employees and staff for their dedicated services and support in difficult times and expect from them to strive for further improvements of your company for better growth .

Be Safe and Stay safe from Covid-19

Sincerely

Emandi Sankara Rao,
Chairman and Independent Director

