Coastal Corporation Ltd.
(CIN : L63040AP1981PLC003047)

GOVT. OF INDIA RECOGNISED THREE STAR EXPORT HOUSE

Regd. Off. : 15-1-37/3, Nowroji Road, Maharanipeta, Visakhapatnam - 530 002, INDIA
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Email : cclinvestors@gmail.com, info@coastalcorp.co.in, info_ksez@coastalcorp.co.in

Unit 1 : Survey No. 173/2 Marikavalasa Village, Madhurwada,Visakhapatanam.
Unit 2 : Survey No. 87, P.Dharmavaram Village, S Rayavaram Mandalam, Yelamanchili, Visakhapatanam.
Unit 3 : Plot No: D7&8, Survey No. 208, 209 Ponnada Village, Kakinada SEZ East Godavari.

March 1, 2024

To The Manager Listing Compliance BSE Limited (BSE) P.J. Towers, Dalal Street, Mumbai-400 001, Maharashtra, India, BSE Code: 501831	To The Manager Listing Compliance National Stock Exchange of India Limited (NSE) Exchange Plaza, Bandra Kurla Complex, Bandra East, Mumbai - 400051 NSE Code: COASTCORP

Dear Sir/Madam,

Sub: Intimation under Regulation 30 SEBI (LODR) Regulations, 2015 – Investor Presentation.

Please find enclosed herewith the Investor Presentation for the information of the Stakeholders.

This will be available on the Company's Website www.coastalcorp.co.in

This is for your information and record.

Thanking you,

Yours faithfully,

For **COASTAL CORPORATION LIMITED**

Thottoli Valsaraj
Digitally signed by Thottoli Valsaraj
Date: 2024.03.01 17:25:00 +05'30'

Thottoli Valsaraj
Vice Chairman and Managing Director
DIN:00057558

Encl: As above

COASTAL CORPORATION LIMITED

Coastal Corporation Limited

Investor Presentation

Q3FY2023-24

Safe Harbour

COASTAL CORPORATION LIMITED

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of the Presentation. This Presentation may not be all inclusive and may not contain all the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company's market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company's ability to successfully implement its strategy, the Company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company's market preferences and its exposure to market risks, as well as other risks. The Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation.

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Recent Developments

COASTAL CORPORATION LIMITED

** ***Ethanol Plant (198 KLPD)*** - erection of machinery is in progress and it shall be completed by mid of April 2024 and trial production to commence accordingly.

** ***Odisha New Shrimp Plant*** – ground breaking ceremony for the 4th shrimp processing unit was held on February 11, 2024 and is likely to be commissioned by Q4FY2025-26.

** ***Japan & South Korea*** – exports to these newly ventured markets are on a progressive footprint and will gradually reduce the dependency on the US markets.

Q3 FY24 Highlights

Q3 FY24 Operational Highlights

COASTAL CORPORATION LIMITED

Revenue	EBIDTA	PAT
Rs107.00 cr	Rs 9.35 cr	Rs 2.94 cr

The turnover was moderate during the quarter. Consolidated Revenue was Rs 107.00 cr against Rs 56.13 cr in Q3FY24.

The Company has achieved consolidated EBITDA of Rs 9.35 cr (EBITDA Margin 8.73%) and PAT of Rs 2.94 cr (PAT Margins 2.75%).

Consolidated Quarterly Financial Highlights

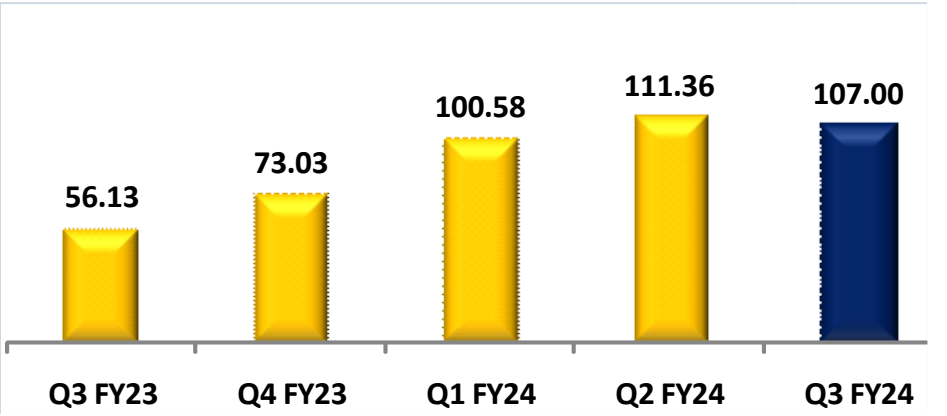
COASTAL CORPORATION LIMITED

Rs. Cr.	Q3 FY24	Q2 FY24	Q3 FY23
Total Income from Operations	**107.00**	**111.36**	**56.13**
Raw Material Expenses	64.21	66.32	24.96
Employee Cost	4.73	4.29	3.73
Other Expenses	28.71	30.27	21.88
Total Expenditure	97.65	100.88	50.57
EBITDA	**9.35**	**10.48**	**5.56**
EBITDA Margin %	**8.73%**	**9.41%**	**9.90 %**
Other Income	1.70	2.27	1.10
Depreciation	3.04	3.03	2.91
Interest	3.85	3.74	2.60
Profit Before Tax	**4.16**	**5.99**	**1.15**
Tax	1.22	1.50	0.74
Profit After Tax	**2.94**	**4.48**	**0.41**
PAT Margin %	**2.75 %**	**4.03%**	**0.73%**
EPS in Rs (Basic)	2.23	3.43	0.31
EPS in Rs. (Diluted)	2.23	3.43	0.31

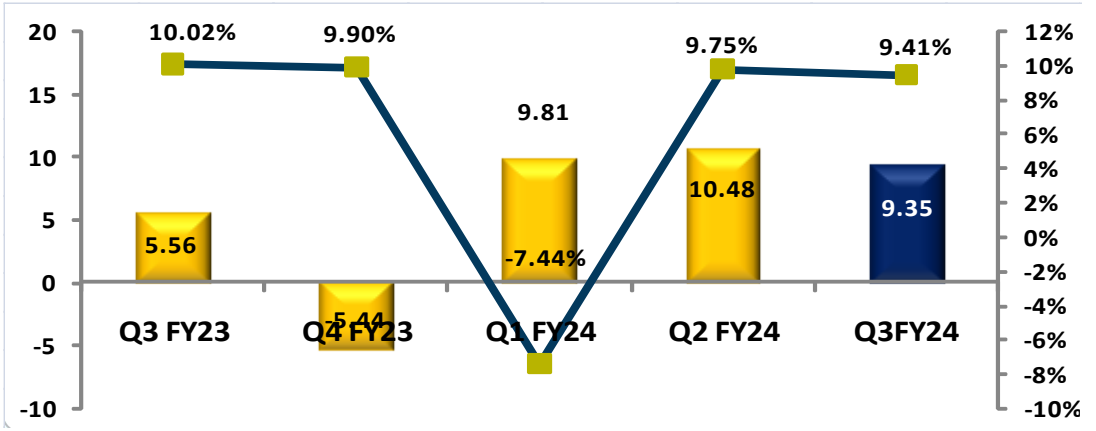
Consolidated Quarterly Financial Highlights

COASTAL CORPORATION LIMITED

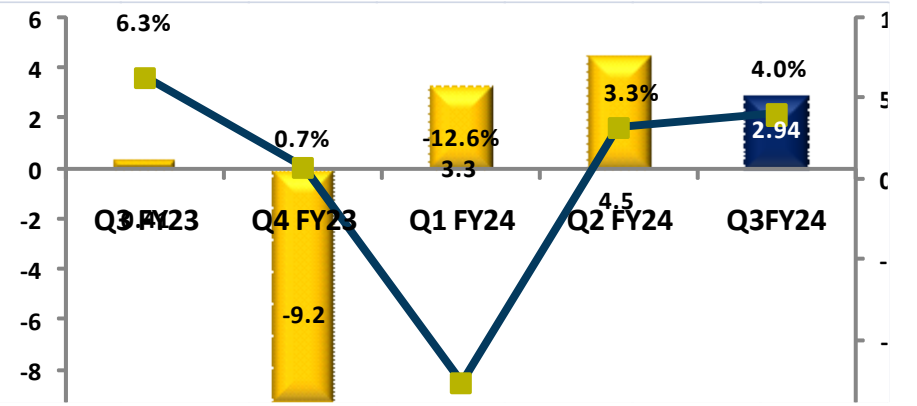
Revenue (Rs. Cr.)



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



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



Company Overview

About Us

COASTAL CORPORATION LIMITED

Among top ten player in Shrimp processing and distribution industry worldwide

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

Our **Vision**

We have a mission to deliver superior quality, highly nutritional seafood at the most competitive prices to global consumers. We are a customer driven, quality conscious, socially responsible and environment friendly global enterprise, completely committed to deliver value added seafood, without compromising on the taste, hygiene and purity.

03

World-Class Manufacturing Facilities

13+

Countries Catered

67 MTPD

Processing Capacity

780+

Team Members

Milestones

COASTAL CORPORATION LIMITED

1981
- Incorporated as a Private Limited Company

1986
- Came out with a Public Issue

1993
- Established Ultra Modern Shrimp Processing Unit with capacity of 27 MT & Export Business

2013
- Established another Unit with enhancing capacity to 39 MT

2014
- Incorporated Continental Fisheries India Pvt Ltd. as wholly owned subsidiary of Costal Corporation Ltd.
- National Award for Outstanding Entrepreneurship in MSME by GOI

2015
- Incorporated Seacrest Seafoods Inc in USA as wholly owned subsidiary of Coastal Corporation Ltd.
- Excellence in Export Performance (Small Scale Industry) awarded by FTAPCCI
- National Award for Outstanding Entrepreneurship in MSME by GOI
- National Award for Outstanding Export performance by GOI

2016
- Export Excellence Award in Top Multi Product Exporter in Andhra Pradesh from Federation of Indian Export Organizations

2017
- FTCCI Excellence Award in recognition of Excellence in Export Performance

2018
- Export Excellence award Gold for Top performing Exporter in AP by FIEO

2020
- Started establishing another ultra modern Shrimp Processing facility with capacity of 32 MT at Kakinada SEZ

2021
- Incorporated Coastal Biotech Pvt. Ltd. for Ethanol Manufacturing

2022
- Kakinada plant commenced operations
- Established 3.6 MW Captive Solar power plant

Board of Directors

COASTAL CORPORATION LIMITED

Mr. Valsaraj Thottoli
Founder, Vice Chairman & Managing Director

- Holds a Bachelors Degree of Technology (in Chemical Engineering) with an experience of four decades
- Presently, Vice Chairman and Managing Director of the Company
- Devoting his entire time, efforts and energy to develop this Company in all aspects including strategic business planning and analysis of future competition and threats at global level

Mr. E. Sankar Rao
Chairman & Independent Director

- He is an alumni of IIT Bombay (PhD), IIT Kharagpur (M. Tech), Pondicherry Central University (PGDBA) and Andhra University (B.E. Electrical Engineering)
- Three decades of experience and core experience in banking & infrastructure finance
- Association with IDBI Bank, IDFC and subsequently with IIFCL have been well recognised by these financial mammoths of the Indian Economy
- Extensive experience in Project & Corporate Finance, Fund Management, Investment Banking, Infrastructure Development and Long-Term Resource Raising (Domestic & Foreign Capital)

Mr. G.V.V. Sathyanarayana
Director - Finance & CFO

- He has experience of three decades in leading financial strategies to facilitate a company's ambitious growth plans
- He is responsible for the entire finance function of the Company with a proven ability to constantly challenge and improve existing processes and systems

Mrs. Jeeja Valsaraj
Director

- Holds post Graduate Diploma in Management and Fashion Technology
- Well experienced in the varied areas of Administration and Social responsibility
- Chairperson of Corporate Social Responsibility Committee of the Company and takes care of the CSR activities carried out by the Company

Board of Directors

COASTAL CORPORATION LIMITED

Mr. M.V. Suryanarayana
Independent Director

- Distinguished career spanning 40 years in Life Insurance Corporation of India in accounts, marketing, administration, banking and finance
- Fellow member of the Institute of Chartered Accountants of India
- Served as CEO of LIC Mutual Fund and was on Board of UTI and member of ICICI Venture Capital and currently a member in various committees of the Company

Mr. P. R. Kalyanaraman
Independent Director

- Impeccable career record spanning over 48 years in financial services and is a well-rounded commercial banker
- Held successful assignments across public and private sector banks, across geographies and functions both in business and in operational areas– across retail and corporate businesses –both in field and at macro levels

Prof. Kamireddi Venkateswara Rao
Independent Director

- Well-known among Chemical Engineering Institutions & Petroleum, Refining, Petrochemical and other Chemical Industries
- Now Programme Director, Petroleum Courses, JNTUK, Kakinada
- Expert in feasibility studies for Chemical Process Plants, Safety Energy Audits as well as Hazardous and Risk Assessment Studies. Recognizing his research work in biodiesel

Business Overview

Product Portfolio

COASTAL CORPORATION LIMITED

Headless Shell On (HL)

Peeled Deveined Tail On (PDTO)

Peeled Deveined Tail Off (PD)

Pulled Vein Tail On (PVTO)

Peeled Un-Deveined (PUD)

Butterfly

Shrimp Skewers

Cooked Head On

Cooked HL Shrimp

Cooked HL Easy-Peel Shrimp

Cooked PDTO Shrimp

Cooked PD Shrimp

Process Flow

COASTAL CORPORATION LIMITED

Raw Material

- Initial quality check by technologist
- Microbial & Chemical testing
- Washed with disinfectants, weighed and iced

Pre-Processing

- De-heading / de-shelling / de-skinning / de-veining & Gut cleaning
- Graded & Chilled

Processing

- Thoroughly checked piece by piece
- Graded, washed & packed
- Quality checks by on-floor technologist

Freezing

- Freezed
- Dipped in water containing disinfectants

Packaging & Storage

- Wrapped in polycover
- Packed in boxes

Distribution

- Exports to various countries

Cutting edge technology being used right from the sourcing to processing, packaging and delivering superior quality unadulterated Shrimps to the international market

Manufacturing Facilities

COASTAL CORPORATION LIMITED

Unit I:

- Plate Freezer – 17.5 MTPD
- Individually Quick Frozen – 10 MTPD
- Blast Frozen – 10 MTPD
- Cooker – 10 MTPD

Unit II:

- Plate Freezer – 14 MTPD
- Individually Quick Frozen – 25 MTPD
- Cooker – 10 MTPD

- Processing units are located in the prime aquaculture zone near 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

Manufacturing Facilities

COASTAL CORPORATION LIMITED

Unit III:

- Plate Freezer – 14 MTPD
- Individually Quick Frozen – 32 MTPD
- Cooker – 12 MTPD
- Breading Line
- Nobashi Facility.

This ultra modern high-tech plant is augmenting Company's value-added supply

Captive Solar Power plant- 3.6MW

COASTAL CORPORATION LIMITED

3.6 MW SOLAR PLANT

Global Reach

COASTAL CORPORATION LIMITED

WE SHIP WORLDWIDE

Clientele

COASTAL CORPORATION LIMITED

AZ GEMS INC.

The Choice group

A Tradition of Quality
GREAT AMERICAN SEAFOOD IMPORTS CO.

BLUE SEA

J.F. Clarke Corporation

H&T SEAFOOD, INC.

Direct Source Seafood

Pacific Coral SEAFOOD

Certificates & Achievements

COASTAL CORPORATION LIMITED

Industry Overview

Global Sea Food Industry

COASTAL CORPORATION LIMITED

Surging consumption of Sea Food in Developed and Developing Economies:

- Economic prosperity driving consumption pattern across geographies
- Consumer shift towards sea food as source of protein and increased demand for exotic varieties
- Expanding population, rising health consciousness with preference for micro nutrient rich foods amongst consumers and increasing disposable income

- Between 1961 and 2016, global sea food consumption **grew by 3.2% outpacing population growth of 1.6%** and exceeded that of meat, which grew by 2.8%

- Per Capita consumption of sea food has increased from **9 kg in 1961 to 20.5 kg in 2017** and is expected to increase to **21.6 kg by 2026**

- Rising demand for sea food and relatively static growth in capture sea food - demand and significance for **aquaculture is on an uptrend**

- Governments across world are implementing regulations placing limits on captures in order to **curb overfishing and protect the biodiversity**

- With sea food consumption growth outpacing production, emphasis on **aquaculture is increasing**

- Focus is on **increasing the area devoted to aquaculture** and improve productivity per unit in existing aquaculture areas

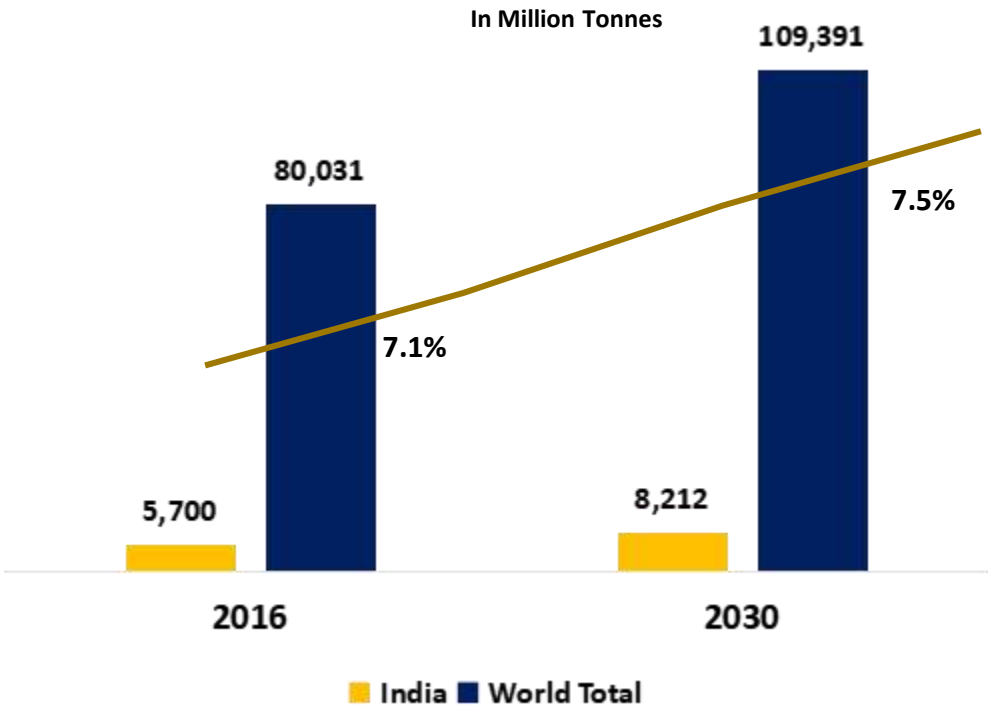
- Sustainable sea food and organic aquaculture practices are gaining prominence

World Outlook Aquaculture Production

COASTAL CORPORATION LIMITED

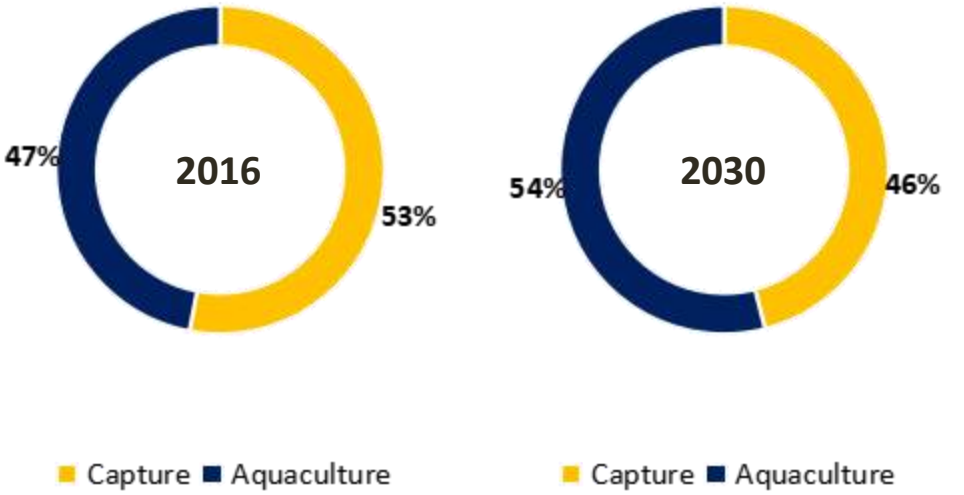
Aquaculture Production

India - Share in global sea food to Increase



Increased contribution of Aquaculture

Global capture and Aquaculture Production



Source: FAO

India – Conducive Aquaculture Policy

COASTAL CORPORATION LIMITED

Policy Initiative by Government to fillip Aquaculture:

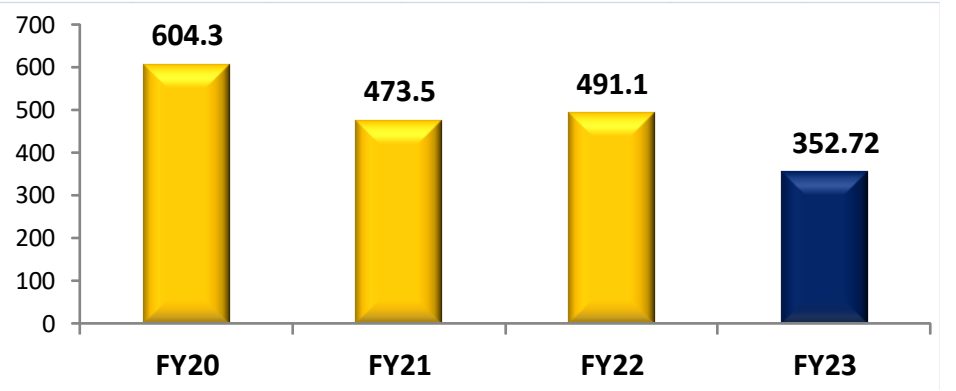
- Ministry of Food Processing, Govt. Of India, is encouraging the entrepreneurs for establishing processing factories under "Scheme for Integrated Cold Chain and Value Addition Infrastructure by extending Rs. 10 Crores Grant-in-aid
- The Govt. Of India is providing Interest Equalization @ 3% in respect of exports by the Micro, Small & Medium Enterprises(MSME) sector manufacturers under the Interest Equalization Scheme on Pre and Post Shipment Rupee Export Credit
- There are various schemes under Andhra Pradesh Food Processing Policy 2015-20 for setting up Cold Chain Units for Establishment of Shrimp Processing Units, eligibility upto 50% of Project Cost and Maximum Limit of Grant-in-aid upto Rs. 5 Crores and interest Subsidy for 5 years from COD @ 6% (Subject to Max. Rs. 2.50 Crores)
- The State Govt. also provides Fiscal Incentives like Reimbursement of Power Consumption Charges @ Rs. 1.00 per unit for 5 years for Fish & Shrimp Processing Units and other incentives for establishing shrimp processing units in the State of AP
- GST Refund, duty drawback @ 3.0% on FOB value and RoDTEP @ 3.1%

Financial Highlights

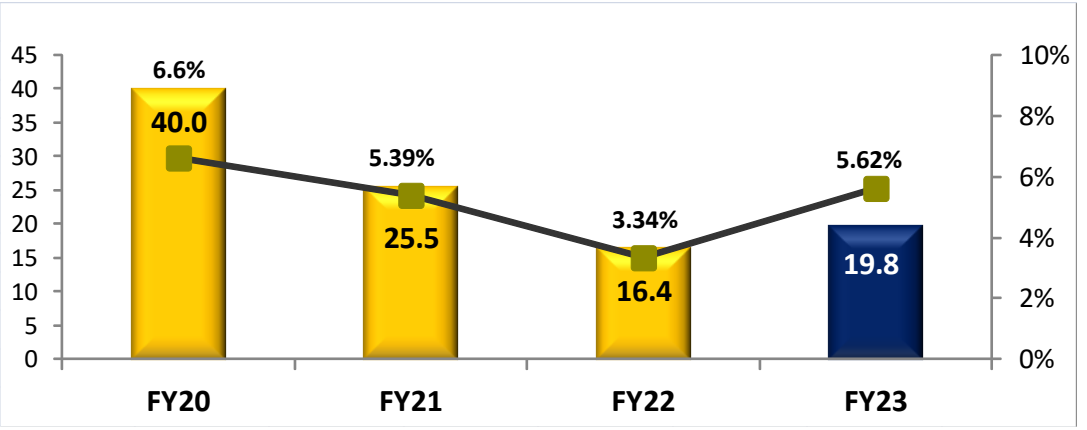
Consolidated Annual Financial Highlights

COASTAL CORPORATION LIMITED

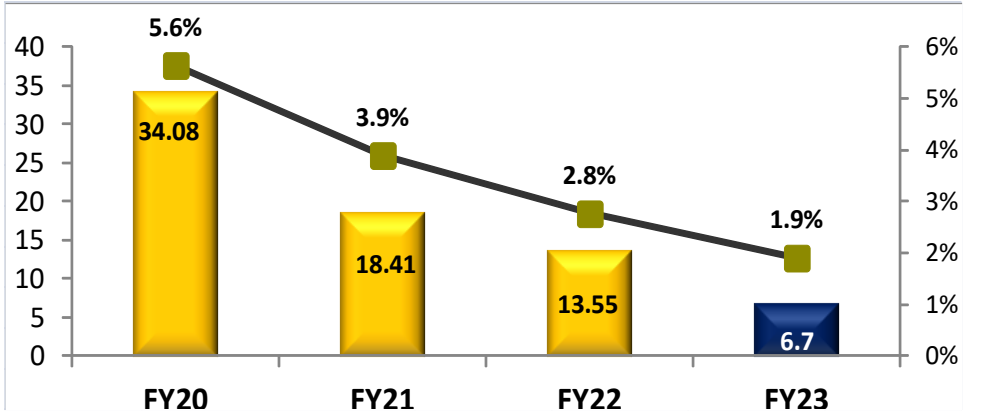
Revenue (Rs. Cr.)



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



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



Consolidated Annual Financial Highlights

COASTAL CORPORATION LIMITED

Rs. Cr	FY20	FY21	FY22	FY23
Revenue from Operation	**604.28**	**473.48**	**491.10**	**352.72**
Cost of Material Consumed	437.92	351.04	345.34	222.70
Changes in Inventory	9.96	-8.06	-10.32	-1.87
Employee Expenses	14.67	14.16	17.24	17.35
Other Expenses	101.73	90.84	122.41	94.70
Total Expenditure	**564.29**	**447.98**	**474.67**	**332.88**
EBITDA	**39.99**	**25.50**	**16.42**	**19.84**
EBITDA Margin	**6.62%**	**5.39%**	**3.34%**	**5.62%**
Other Income	14.81	8.46	13.29	11.54
Depreciation	3.32	3.53	4.31	9.35
Interest / Finance Cost	6.85	4.30	6.06	11.26
PBT	**44.63**	**26.13**	**19.35**	**10.76**
Tax	10.55	7.72	5.79	4.06
PAT	**34.08**	**18.41**	**13.55**	**6.70**
PAT Margin	**5.64%**	**3.89%**	**2.76%**	**1.90%**
Add: Items that will not be reclassified to PL	-0.31	0.37	-0.69	0.66
Less: Items that will be reclassified to PL	-0.40	0.06	0.01	1.00
Net Profit	**33.38**	**18.84**	**12.88**	**6.36**
Net Profit Margin	**5.52%**	**3.98%**	**2.62%**	**1.80%**
EPS in Rs.	33.51	17.89	11.71	5.69

Consolidated Balance Sheet Highlights

COASTAL CORPORATION LIMITED

Rs. Cr.	FY20	FY21	FY22	FY23
Shareholders Funds	**143.19**	**175.77**	**204.57**	**244.71**
Share Capital	10.17	10.68	11.58	12.96
R&S	133.02	165.09	192.99	231.75
Non Current Liabilities	**3.01**	**19.72**	**30.02**	**35.99**
Long Term Borrowing	0.21	15.44	25.09	28.18
Trade Payables	0.00	0.00	0.00	0.00
Lease Liabilities	0.05	0.48	0.71	1.23
Other Financial Liabilities	0.13	1.17	1.15	1.06
LT Provisions	1.13	0.92	1.15	0.51
Deferred Tax Liability(Net)	1.48	1.71	1.91	5.00
Other Non-Current Liabilities	0.00	0.00	0.00	0.00
Current Liabilities	**134.40**	**132.40**	**162.98**	**162.56**
Short term Borrowings	111.52	122.34	146.82	147.98
Trade Payables	15.10	3.86	5.70	5.60
Lease Liabilities	0.03	0.07	0.07	0.10
Other Financial Liabilities	4.04	2.46	5.93	6.90
Other Current Liabilities	3.64	3.52	4.17	1.84
Short term Provisions	0.06	0.16	0.28	0.36
Current Tax Liability(net)	0.00	0.00	0.00	1.61
Total Equity & Liabilities	**280.59**	**327.90**	**397.57**	**443.26**

Continued...

Consolidated Balance Sheet Highlights

COASTAL CORPORATION LIMITED

...Continued

Rs. Cr.	FY20	FY21	FY22	FY23
Non Current Assets	**73.29**	**117.00**	**189.57**	**233.77**
Plant, Property & Equipment	35.45	44.18	44.41	157.51
Capital Work In Progress	2.30	32.32	91.53	16.18
Right of use asset	3.13	6.28	11.04	11.46
Investment property	10.95	11.77	13.32	12.44
Investments	1.41	2.18	0.98	1.33
Trade Receivables	0.00	0.00	0.00	0.00
Loans	1.11	1.29	2.15	0.00
Other Financial asset	12.18	6.47	9.65	15.30
Other Non-Current assets	6.75	12.50	16.50	19.13
Current Assets	**207.30**	**210.90**	**208.00**	**209.50**
Inventories	103.30	100.95	109.04	116.08
Trade Receivables	37.55	28.67	39.51	26.42
Cash & Cash Equivalents	15.40	19.18	14.22	21.07
Bank balance other than above	30.63	29.45	14.02	13.85
Short term Loans & Advances	0.00	0.00	0.00	0.98
Current tax asset	2.76	0.77	1.00	3.98
Other Current Assets	17.66	31.88	30.22	27.11
Total Assets	**280.59**	**327.90**	**397.57**	**443.26**

Way Ahead

Ongoing Expansions

COASTAL CORPORATION LIMITED

Ethanol Plant - 198KLPD:

- Company has set up 100% subsidiary Coastal Biotech Pvt Ltd for Ethanol manufacturing at Village Maringi in Parlakhemundi Tahsil in Gajapati, Odisha spread across 30 acres
- Estimated capex of around Rs 156 crore (promoters contribution is Rs 31 crore & term loan is Rs 125 crore), out of which Rs 111.16 crore has already been incurred
- Ground Breaking Ceremony (Bhoomi Pujan) has been done on 30th November 2021 and Commenced civil work and fabrication in project site in Q3FY203-24. The Engineering, Procurement and Construction Contract is given to Excel Engineering, Pune. Project is expected to commence in Q1FY2024-25.
- Single window clearance is approved by the state government and the benefit of interest subvention will be provided by Government of India.

Odisha Processing Unit:

- New Shrimp processing facility at Haridamada, Khurdha Odisha is spread across 4.28 acres and the ground breaking ceremony was held on February 11, 2024
- Estimated capex of around Rs 42 crore, out of which Rs 4.89 crore has already been incurred
- Project is funded by Rs 22 crore of promoters contribution, Rs 20 crore of term loan (the proceeds on receipt of capital subsidy of Rs 5 crore will be used to reduce term loan)
- New facility will leverage the incentives from Odisha State Government under a scheme for establishment of Integrated cold chain and Value added Infrastructure
- Greenfield expansion at Odisha with additional capacity of 12 MTPD will further widen the value added product basket

Ethanol Sectoral Environment

COASTAL CORPORATION LIMITED

India's ethanol blending target of 20% is likely to create opportunity of Rs 840 bn bio-ethanol market annually by 2025

Structural changes post 2018

- The National Policy on Bio-fuels - 2018 (NPB -2018) released in June 2018 took a more realistic approach, allowing a wider range of feed stock for ethanol production (from c-molasses to b-heavy and juice and other waste such as rural-urban garbage and cellulosic and lingo-cellulosic biomass) in line with the "waste-to-wealth" concept
- Feed stock that is permitted as of today includes sorghum, sugar-beet, cassava, decaying potatoes, damaged grain including maize, wheat, rice, and most importantly, crop residue such as wheat and rice stubble
- Due to advancements in the field of Biofuels, various decisions taken in the NBCC meetings to increase biofuel production, recommendation of the Standing Committee and the decision to advance to introduce **Ethanol Blended Petrol with up to twenty per cent** ethanol throughout the country from 01.04.2023, amendments are done to the National Policy on Biofuels

ROLLOUT
APPAREL BRAND

Rollout plan over 2026

- The Indian government has created a roll out plan for ethanol, with inputs from relevant ministries and associations, considering challenges in manufacturing flex fuel vehicles and infrastructure required for its storage and distribution
- It has planned availability of E10 across the country from April 2022, for existing vehicles, until till April 2028
- The Ministry of Petroleum and Natural Gas (MoP&NG) will initiate a phased rollout of 20% blending from April 2023 with the launch of educational campaigns for customers
- In 2023, the government will launch E20 in select cities of 11 states and union territories, viz. Himachal Pradesh, Uttarakhand, Uttar Pradesh, Haryana, Delhi, Goa, Daman Diu & Nagar Haveli, Karnataka, Bihar, Maharashtra, and Punjab
- Based on the learning from these states, the government will roll-out ethanol blending across India

Current & Future Capacities

COASTAL CORPORATION LIMITED

	IQF MTPD	Cooker MTPD
Existing Capacities		
Unit 1 (Vishakhapatnam)	10	10
Unit 2 (Vishakhapatnam)	25	10
Unit 3 (Kakinada SEZ)	32	12
Upcoming Capacity		
Unit 4 (Odisha)	12	10
Total	**79**	**42**

Growth Drivers

COASTAL CORPORATION LIMITED

- **New Capacities - Volume Growth**
- **Value Added Segment – Better Margins**
- **Biofuel - Ethanol Project**

Thank You

For more information, Please contact

Coastal Corporation Limited

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CLEAON IR
CONVEY TO CONVENE

Girish G Gangawat
Mobile: +91-98920-16641
Email: investors@cleaonir.com
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