



OCEANIC
FOODS LIMITED

OCEANIC FOODS LTD

Pioneering

Innovating

Growing

Results & Strategy Presentation
July, 2019



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Management



Vinodrai Patel, Promoted company in 1972 and has since been the guiding force for the management team. He is the ex-Chairman and Managing Director with deep experience in Food processing. He has served as President, Jamnagar Chamber of Commerce & Industry and the President of All India Dehydrated Processing Association.



Ajesh Patel, Chairman & Whole Time Director, has experience of more than two decades in Food Processing industry and has overall responsibility in procurement & production. He is currently the treasurer of Jamnagar Chamber of Commerce and Industry.



Tulan Patel, Managing Director and CEO, oversees overall company operations and finance. He is a Bachelor of Computer Engineering from Bharatiya Vidhyapeeth, Pune and Masters in CS from The University of Akron (USA). He is also an Executive Committee Member of All India Food Processor Association (AIFPA).

About Oceanic

Oceanic Foods Limited Listed on the BSE SME Platform in March 2017. Established in 1972, it is a pioneer in Industrial production and sale of Dehydrated Vegetables and herbs in India. With one the most modern plants in the Industry, it caters to many MNC's in the food segment for their procurement in the domestic and international market.

The company has received several awards at state and national level, starting from The Excellence in Export Award in 1981 by then president of India.

Mission Statement

“To expand our business across the globe, supply finest products and establish long term mutually beneficial relationship with our customers to promote healthy living”

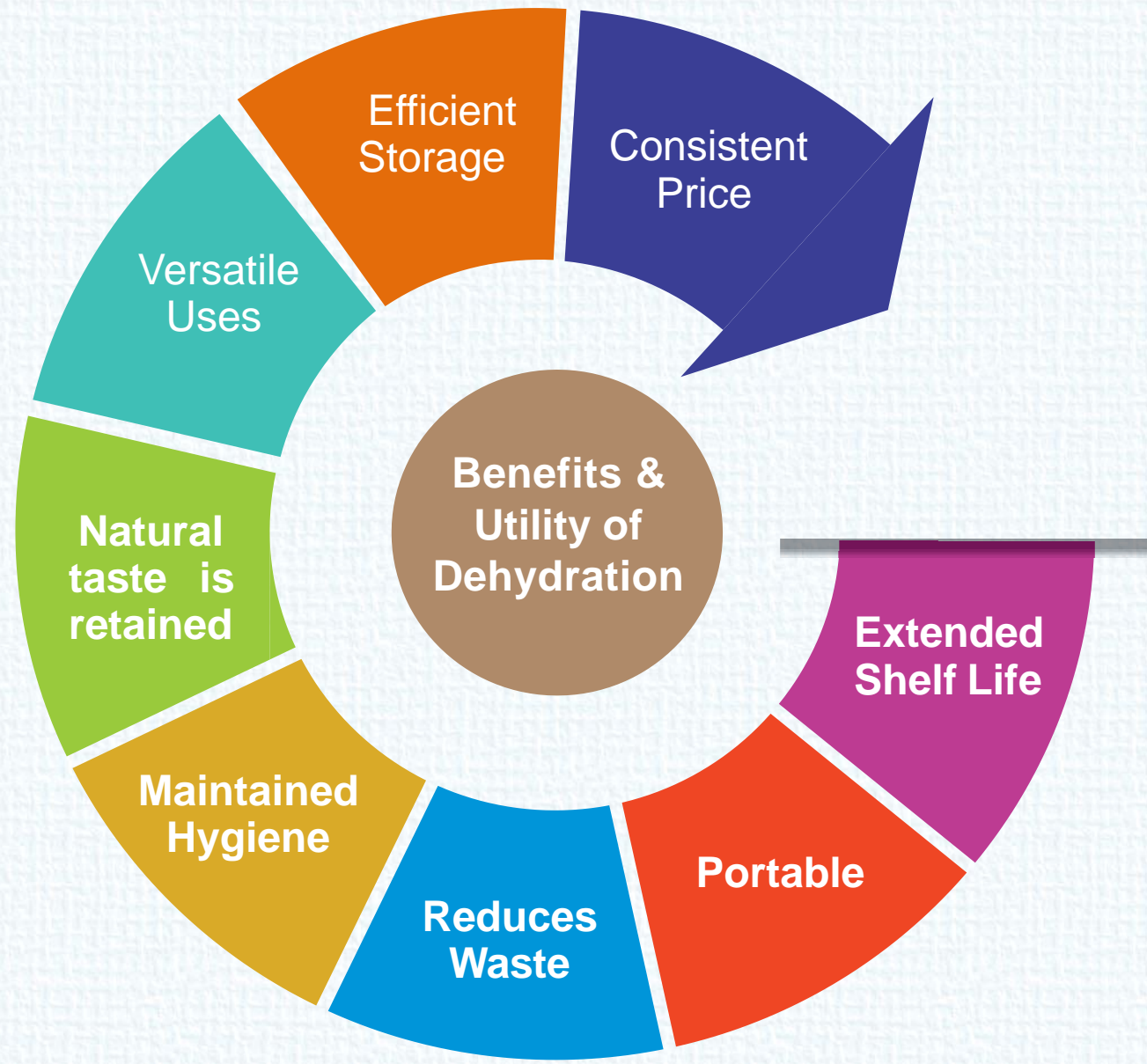


Vision Statement

- *To be among top 5 globally renowned Dehydrated Vegetables segment*
- *To be one of trusted brand in B2B as well as retail business in food industry*



- ❖ **1972** : Pioneer in setting up Industrial Vegetable Dehydration Unit in India
- ❖ **1981** : Presidential Award for Excellence in Export
- ❖ **2004** : Implemented HACCP Systems Standards, received 1ST HACCP in Dehydration Industry in India
- ❖ **2005** : USFDA Registered
- ❖ **2007** : Successfully Obtained Halal and Kosher Certification
- ❖ **2009** : Automated processing lines & Capacity Expansion
- ❖ **2010** : Completed SEDEX (SMETA – Sedex Members Ethical Trade Audit) audit
- ❖ **2011** : Begun Agricultural Sustainability Program for Onion & Garlic
- ❖ **2012** : Testing laboratory expanded, got approvals from MNC's
- ❖ **2013** : Attained 100% Sustainable Sourcing certificate for dehydrated Onions & Garlics
- ❖ **2015** : Awarded by NIFTEM (National Inst. of Food Technology Entrepreneurship & Management) Conclave
- ❖ **2017** : Listing of Shares of the company on BSE SME Platform
- ❖ **2018** : Alcumus ISOQAR Certificate for Global standards for Food Safety
- ❖ **2018** : Mr.Tulan Patel, CEO was awarded with the 'Indian Achievers Award – 2018"
- ❖ **2019** : Successfully attained latest quality standard – "BRC 8.0 – A Grade" certification
- ❖ **2019** : Bonus Issue (June,2019) in ratio of 2:1 (Two Bonus Shares for every One held)
- ❖ **2019** : Ranked among India top 100 SME companies and awarded SME'100 in June, 2019



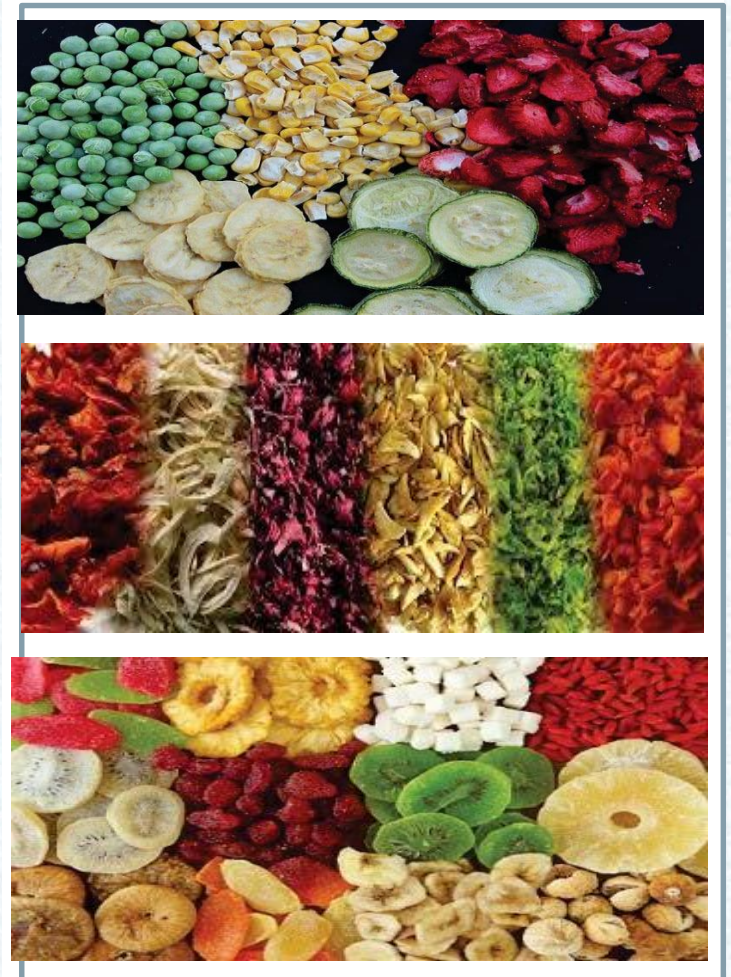


A systematic process of food preservation

For a longer period of time

By extracting moisture

There by inhibiting the growth of microorganisms





Dehydrated Garlic

- Dehydrated Garlic Flakes
- Dehydrated Garlic Chopped
- Dehydrated Garlic Minced
- Dehydrated Garlic Granules
- Dehydrated Garlic Powder
- Dehydrated Toasted Garlic (All Forms)
- Dehydrated Fried Garlic

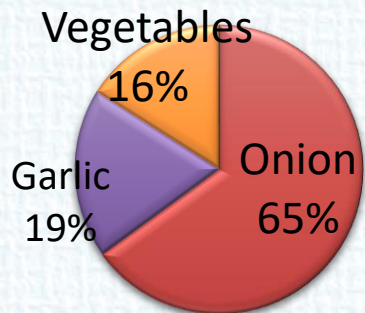
Dehydrated Onion

White, Red & Pink Onions

- Dehydrated Onion Flakes
- Dehydrated Onion Chopped
- Dehydrated Onion Minced
- Dehydrated Onion Granules
- Dehydrated Onion Powder
- Dehydrated Onion Toasted (All Forms)
- Dehydrated Onion Fried



Product Wise Turnover



CERTIFICATIONS



WIDE RANGE Of Product Offering

DEHY. GREEN CHILLI POWDER

DEHY. POTATO POWDER

DEHY. GINGER POWDER

DEHY. CARROT CUBES

DEHY. TAMARIND POWDER

DEHY. CARROT POWDER

DEHY. SWEET NEEM (CURRY) LEAVES

DEHY. CABBAGE POWDER

DEHY. SWEET NEEM (CURRY) LEAVES

DEHY. SPINACH FLAKES

DEHY. MINT LEAVES

DEHY. SPINACH POWDER

DEHY. MINT LEAVES POWDER

DEHY. LEMON POWDER

DEHY. CORIANDER LEAVES

DEHY. BEET ROOT POWDER

DEHY. CORIANDER LEAVES POWDER

DEHY. PARSLEY LEAVES

DEHY. KASURI METHI LEAVES

CUMIN SEEDS

DEHY. KASURI METHI LEAVES POWDER

BLACK SALT POWDER

DEHY. RAW MANGO POWDER (AMCHUR)

NON IODIZED FINE SALT

DEHY. TOMATO POWDER

RAW SALT

*** Customized packing is available on demand.

IODIZED FINE SALT



Onion Powder



Garlic Powder



Chilly Powder



Mint Powder



Curry Powder



Amchur Powder



Methi Powder



Tamarind Powder



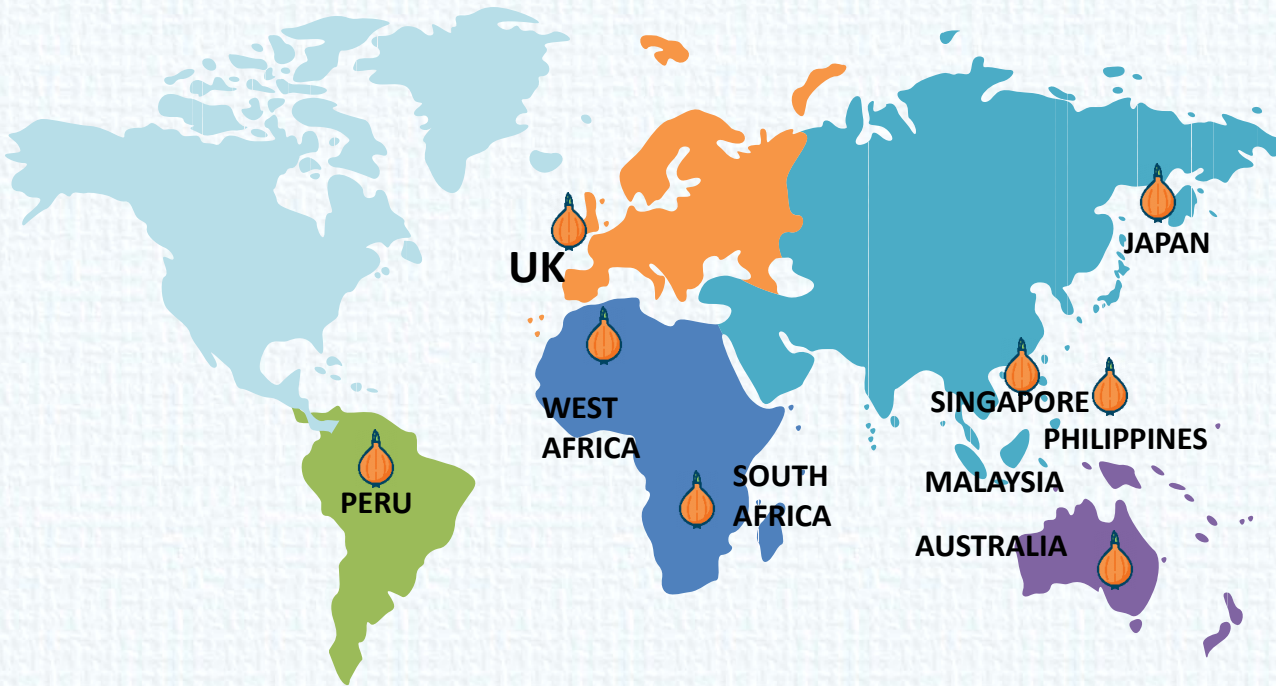
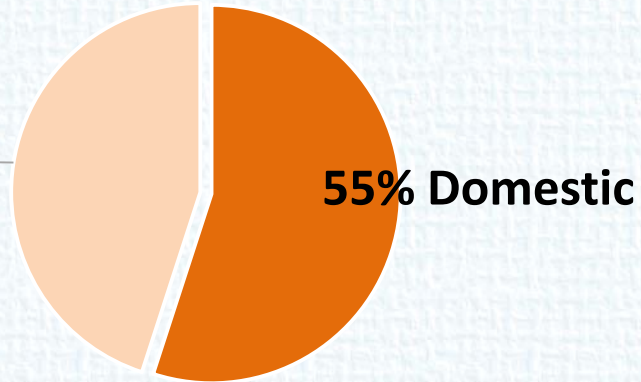
Corriander Powder



Potato Powder

Geographical Sales Mix

45%
Exports



Location	Qty (MT)		Sales (Rs.Crs)	
	FY19	FY18	FY19	FY18
Philippines	160	144	2.04	2.13
Nigeria	366	209	6.75	2.13
Japan	40	57	0.43	0.78
Cameroon	300	184	5.07	1.86
Cote D'voire	543	907	9.67	8.17
Senegal	186	226	3.37	2.32
Peru	86	15	1.48	0.27
Malaysia	21	33	0.20	0.38
Others (Overseas)	0	33	0	12.48
India	8,244	5,042	43.70	44.26
Total	9,946	6,850	72.73	74.78

MARQUEE Clients



Destination India – A Billion Reasons To Invest In India

- ✓ *World's fastest growing economy, amongst the largest producers of food.*
- ✓ *USD 915 billion food and grocery market by 2020, of which USD 390 billion is in the food retail sector. Over 15 million mom and pop stores.*
- ✓ *1.3 billion consumers. Amongst the world's largest markets.*
- ✓ *Enabling policy environment. Fast clearances. Regulations aligned with global rules.*
- ✓ *USD 32 billion of India food and beverages exports in FY2017.*
- ✓ *World-class facilities. Assured access to power, water and resources.*
- ✓ *World's second-largest producer of farm output.*



Indian Government promoting Food Industry :

- ✓ Subsidies for Food Sector, Export Incentives and has now become a major Focus Sector,
- ✓ Aiming to increase its contribution Worldwide by 2025.
- ✓ India's food processing sector may attract \$ 33 billion.
- ✓ World Food India investment worth Rs. 1.2 lakh crore.
- ✓ Agriculture & Food Industry occupied a share of 8.92% in India's overall exports in the year 2016-17 witnessing a positive growth of 0.55%

Indian Government's 2020-2025 Vision:

- ✓ Food processing will be main industry in future – Jaitley
- ✓ Food Ingredients Industry growth to be boosted as it is the input to almost all food processing
- ✓ FSSAI plans 'one nation, one food safety law'
- ✓ FSSAI launches Food Regulatory Portal



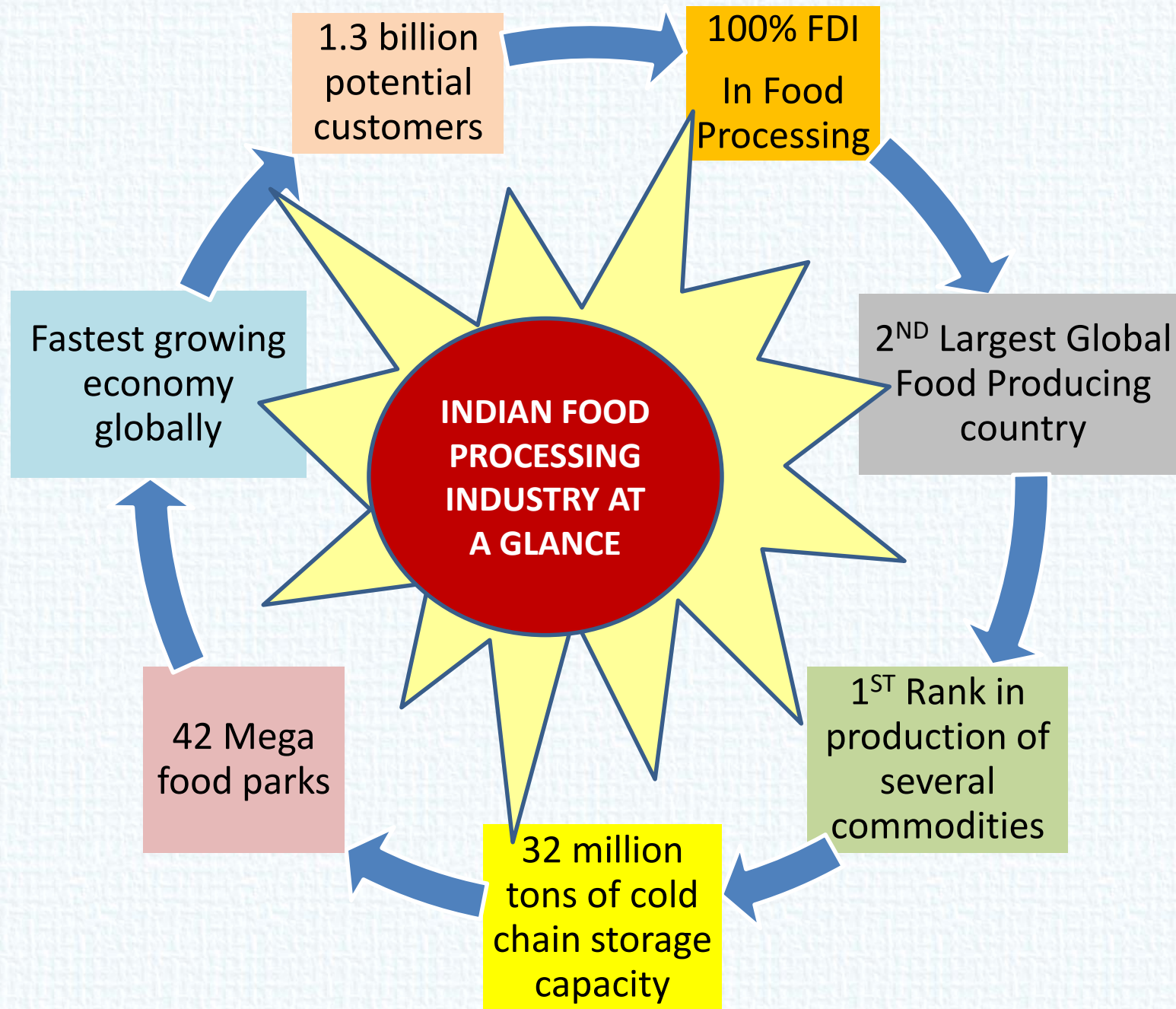
fssai



source:

www.foodprocessingbazaar.com

www.indiantradeportal.in



Our Journey

Where We Are

**Where We Are
Headed -**

**Sustainable
Growth**

PIONEER In Food Dehydration Industry



Formerly known as Oceanic Dehydrates established as a pioneer in the field of Dehydration Industry in India

Implemented HACCP Systems Standards and received First HACCP Certificate in Dehydration Industry in India

Oceanic Obtained Halal and Kosher Certificate

Oceanic has completed SEDEX (SMETA – Sedex Members Ethical Trade Audit) audit

1972

2004

2007

2010

1981

2005

2009

Presidential Award for Excellence in Export

Oceanic got registered in USFDA

Oceanic had automated all its processing lines with indigenous technology besides capacity expansion

Oceanic begins
Agricultural
sustainability
program for onion
and garlic

2011

Oceanic attained
100% Sustainable
Sourcing certified for
dehydrated Onions
and Garlics

2013

Conversion into
Public Limited
company

2016

Alcumus
ISOQAR
Certificate for
Global
standards for
Food Safety

2018

Two Bonus
Shares Issued for
every share in
June, 2019

Ranked among
India top 100
SME's & awarded
SME'100

2012

New laboratory
implemented in
Oceanic, with
enhanced
testing capabilities

2015

Awarded through
NIFTEM (National
Institute of Food
Technology
Entrepreneurship and
Management) Conclave

2017

Listing of
Securities of
the company
on BSE SME
Platform

2019

Successfully
attained latest
and greatest
quality standard
"BRC 8.0 – A
Grade"
certification.

Dehydrated Foods : Think Oceanic

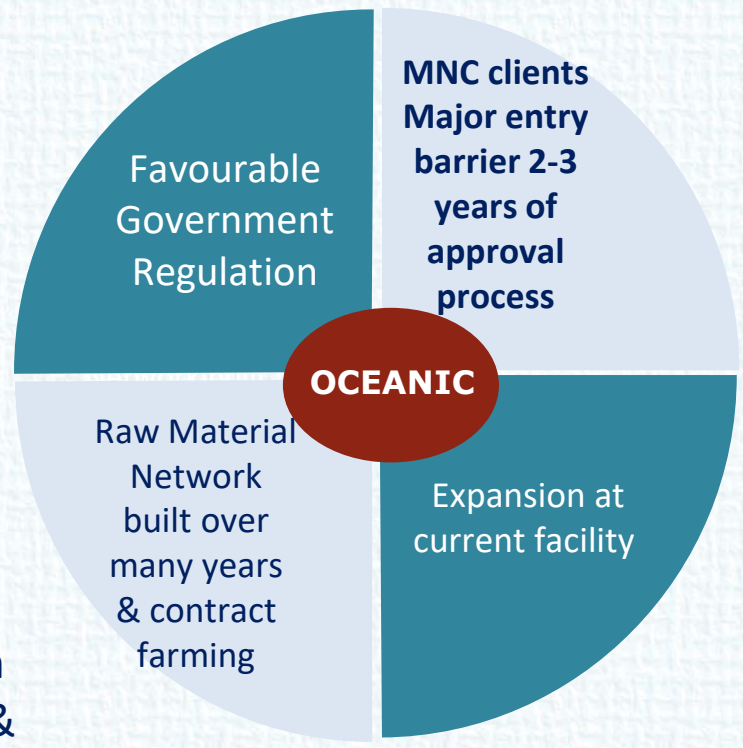
CURRENT STATUS

Full Capacity

Currently processing
3750 tpa of dehydrated Onion ;
1000 tpa of dehydrated Garlic &
500 tpa of Dehydrated Vegetables

Over four decades of established
relationships with MNCs - Nestle,
Unilever, ITC, Givaudan, IFF etc

Raw Materials abundantly available in
& around Gujarat ; Contract farming &
market supply chain established



FUTURE OUTLOOK

Plans for capacity expansion

The existing capacity is to be expanded
&
Removal of Bottlenecks to
reduce transportation and
processing costs

Innovating 2022 : Targeting
Oceanic's health ingredients
division catering "Food as
Health" Concept



Rs. In Crores	FY2018-19	FY2019-20 Est	FY2020-21 Est	FY2021-22 Est
Turnover	75	95	105-120	150-160
PAT	2.1	3.1	6.0	10.0

- ✓ PAT improving on higher operational efficiency
- ✓ Volume growth is estimated to remain strong on good demand for dehydrated products, both in domestic and export markets
- ✓ The estimates are conservative & achievable
- ✓ Guidance is based on management estimates and are forward looking which may vary from actuals due to unforeseen circumstances.



- ✓ Planning to launch retail sales of Dehydrated Vegetable variants and also Seed Spices in B2B business

AWARDS & Recognition



intertek
Total Quality Assured

CERTIFICATE OF REGISTRATION

Intertek Certification Ltd (UKAS 014) certifies that, having conducted an audit, for the scope of activities: Unit 1-Primary Processing- (peeling, slicing, pressing, washing, primary drying) of vegetables like onion, garlic, curry & fenugreek leaves, mint & coriander leaves, tamarind, green chilli & ginger packed in LDPE bags for further processing. Unit 2-Secondary Processing - further drying &/or toasting, sorting, pulverising/mincing in different particle size of dehydrated material received only from Unit 1 packed in LDPE bags for despatch, at

Is/Is not from Scope: None

Product Categories: FS

Oceanic Foods Limited
BRC Site Code: 2117868

Site Address: UNIT -1: Jammagar – Porbandar Highway, Lalpur, Jammagar, Gujarat- 361170 India.

UNIT - 2: Opposite Brooke Bond Factory (Hindustan Unilever Ltd.), Pandit Nehru Marg, Jammagar, Gujarat -361202, India

Has achieved Grade: A

Meets the requirements set out in the

BRC GLOBAL STANDARD for FOOD SAFETY


ISSUE 8: AUGUST 2018

Audit Programme: Announced

Auditor Number: 358108
Certificate Number: 091A393001
Dates of Audit: 18-20 Mar 2019
Certificate Issue Date: 28 Apr 2019
Re-audit Due Date: From 25 Feb 2020 To 24 Mar 2020
Certificate Expiry Date: 25 Apr 2020







JAMIAT ULAMA HALAL FOUNDATION
Registration Certificate

Renewal Registration No. 0465

This is to certify that, M/s. Oceanic Foods Limited,


Situated at - Jammagar-Porbandar Highway, Village Lalpur, Dist. Jammagar, Gujarat, India.

Office Add:- Opp. Brooke Bond Factory (HUL), Pandit Nehru Marg, Jammagar - 361 002, Gujarat, India.

Is registered with JHFH for the following Products:


"Product List Attached"

Validity From:- 11.01.2019 To 10.01.2020
Date of Issue:- 17.12.2018
Certificate No. 02-00-0465-0292-19-01172982



Gulzar Ahmed Azmi
General Secretary

Office Address:-
Oceanic Foods Limited, Inam Boda Road, Near Market Marg, Shiloh Bazar, Nanded - 430309, India
Tel: +91-20-22520005 / 22520075 Email: info@oceanicfoods.com web: www.oceanicfoods.com



KOSHER CERTIFICATION JERUSALEM
Kosher Certification Agency

ת.ד.ר
Certificate No: OCL1297KJ
Issue date: 05/04/2019

העידית כשרות
תודות כשרות פרוטות לתפעולם ב"ח/י

This is to Certify that the following product (s) prepared by / תוצרתם

OCEANIC FOODS LIMITED
Address : Opp. Hindustan Unilever Ltd. (Brooke Bond Factory), Pandit Nehru Marg, Jammagar - 361002, Gujarat, India


Are under the Orthodox Rabbinical Supervision of Kosher Certification Jerusalem. These products complies with the Law of Kashrut and are processed under Halacha Regulations.

Product Name	Kosher Status	Certification requirement
All Product Listed Page No. 2,3	Parve non-Passover	KJ symbol required


All raw materials have been approved by Kosher Jerusalem. It has been ensured that there is no cross-contamination with non Kosher products. Please contact me with any questions regarding the kosher status of this establishment.

כל חומרי הגלם אושרו על ידינו. וודאנו שהן במוצר זה טרם נגעו עם אף רכיב שאינו כשר. ניתן לפרוץ קשר עם הח"מ עם כל שאלה.

This letter of certification is valid through 4/04/2020
תוקף של אישור זה יסתיים ב-04/04/2020
ויחידים בהתאם לרישיון מוסמך על המפעל.



Rabbi Elhad Zamir
Director

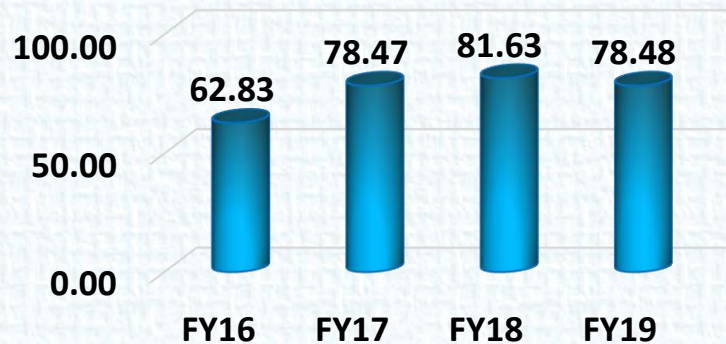


Kosher Certification Jerusalem, PO BOX 307, Nave Daniel, 909090, Israel
www.koshercj.com, rabbi@koshercj.com +972 509010171

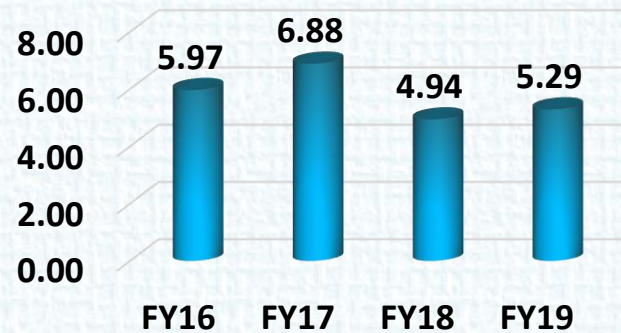
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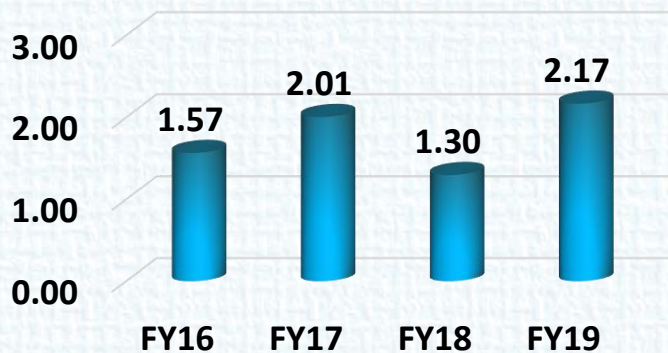
Total Revenue (Rs. crores)



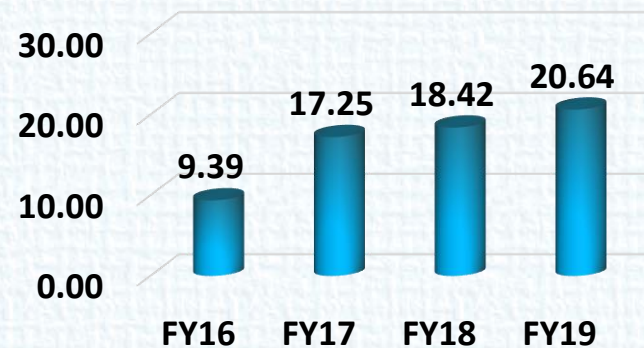
EBITDA (Rs. crores)



PAT (Rs. crores)



Networth (Rs. crores)



LONG DIVIDEND PAYING HISTROY

Fiscal Year	DIVIDEND Percentage # Increased Equity
2005-06	16%
2006-07	17%
2007-08	18%
2008-09	19%
2009-10	20%
2010-11	21%
2011-12	22%
2012-13	23%
2013-14	24%
2014-15	25%
2015-16	2.5% #
2016-17	2.5% #
2017-18	2.5% #
2018-19	1.0%#

Dividend on fully diluted shares.

- In June, 2019 Bonus issued in ratio of 2:1 (Two Shares for every one held). The equity capital will increase to Rs.11.13 crores (1.125 crore shares of Rs.10 each).

PROFIT & LOSS Highlights

Particulars (Rs.Crores)	FY19	FY18	FY17	FY16
INCOME				
Revenue from Operations	78.4	81.50	78.26	62.62
Other income	0.08	0.13	0.21	0.21
TOTAL REVENUE	78.48	81.63	78.47	62.83
EXPENSES				
Cost of materials consumed	56.25	53.34	53.48	39.61
Purchase of stock in trade	6.55	0.00	3.33	5.34
Change in inventory of Finished Goods	-7.78	3.62	0.29	1.07
Employee benefit expenses	3.22	3.21	2.83	2.71
Other expenses	14.95	16.52	11.66	8.14
Total Expenses	73.19	76.69	71.59	56.87
EBITDA	5.29	4.94	6.88	5.97
Depreciation	0.81	0.71	0.66	0.64
EBIT	4.48	4.23	6.23	5.32
Interest	1.62	2.28	3.15	2.95
EBT	2.86	1.95	3.08	2.37
Tax expense:				
(i) Current tax	0.91	0.54	0.97	0.88
(ii) Deferred tax	-0.22	0.11	0.10	-0.07
(iii) MAT Credit	0.00	0.00	0.00	0.00
PAT	2.17	1.30	2.01	1.57

BALANCE-SHEET Highlights



Particulars (Rs.Crores)	FY19	FY18	FY17	FY16
Equity & Liabilities				
Shareholders' funds				
a. Share capital	3.75	3.75	3.75	2.75
b. Reserves & surplus	16.89	14.67	13.50	6.64
Total Shareholders fund	20.64	18.42	17.25	9.39
Non-current liabilities				
a. Long-term borrowings	0.45	0.74	0.29	0.17
b. Deferred tax liabilities (net)	0.60	0.82	0.71	0.61
d. Long-term provisions	0.28	0.11	0.14	0.16
Current liabilities				
a. Short-term borrowings	19.69	17.89	16.22	24.77
b. Trade payables	1.91	4.06	7.32	2.19
Others	0.22	0.69	0.48	0.38
d. Short term provisions	1.28	0.44	1.09	0.83
TOTAL	45.07	43.18	43.49	38.51
Non-current assets				
i) Tangible Assets	12.38	12.75	11.68	10.04
b. Non Current Investments	0.27	0.26	0.26	0.76
c. Long term loans & advances	0.12	0.23	0.23	0.21
Current assets				
a. Inventories	12.51	4.62	8.43	8.58
b. Trade receivables	15.16	12.68	15.52	11.36
c. Cash and cash equivalents	0.78	7.37	3.06	3.32
d. Short term loans & advances	3.17	4.78	4.27	4.12
e. Other current assets	0.68	0.49	0.04	0.13
TOTAL	45.07	43.18	43.49	38.51

Platform
BSE SME

Market Price as on 26.06.19
Rs.37.7

Total No of Shares
1.125 Crore

Market Capitalisation
As on 26.06.19
Rs.42.44 Crores

Promoters Holding
74.9%

Lot Size
3000

Public Holding
25.1%

Total No of Free Lots
942



Thank You



Oceanic Foods Limited
Opp. Brooke Bond Factory, Pandit Nehru
Marg, Jamnagar – 361002

Contact Us

info@oceanicfoods.com

+91 288 2757355-66-77

Company Secretary

cs@oceanicfoods.com

Investor Relations

shahina@valuewiseir.com

022-61946773