



# SHARAT INDUSTRIES LIMITED

CIN - L05005AP1990PLC011276

**Regd. Off. :** Feed Plant, Hatchery & Farm

Venkanna Palem Village, T.P. Gudur Mandal, Nellore - 524 002, Nellore Dist, A.P.

**Processing Plant :** Mahalakshampuram Village, T.P. Gudur Mandal, Nellore - 524 002, Nellore Dist, A.P.

E-mail : [accounts@sharatindustries.com](mailto:accounts@sharatindustries.com), Website : [www.sharatindustries.com](http://www.sharatindustries.com)

To  
Corporate Relationship Department  
BSE Limited  
Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai- 400001

**Date: 24<sup>th</sup> December 2025**

Dear Sir/Madam

**Sub: Disclosure under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements), Regulations, 2015**

**Ref: Scrip Code: 519397**

In line with requirement to the Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith investors presentation of Sharat Industries Limited ("the Company") for your information and records.

The aforesaid information is being uploaded on the website of the Company at [https://sharatindustries.com/wp-content/uploads/2025/12/Sharat-Industries-Limited\\_-Q2-H1-FY26-Investor-Presentation.pdf](https://sharatindustries.com/wp-content/uploads/2025/12/Sharat-Industries-Limited_-Q2-H1-FY26-Investor-Presentation.pdf)

We request you kindly take the same on the record.

Thanking You,

Yours Faithfully,

**For SHARAT INDUSTRIES LIMITED**

**N. GANESAN**  
**COMPANY SECRETRAY & COMPLIANCE OFFICER**





## INVESTOR PRESENTATION

Q2 & H1 FY26

Pioneers In Indian Aquaculture





# Safe Harbor



This document includes certain forward-looking statements which are tentative, based on current expectations of the management of Sharat Industries Limited. These statements are based on management's current expectations or beliefs and are subject to uncertainty and changes in circumstances. Actual results may vary materially from those expressed or implied by the statements herein due to changes in economic, business, competitive, technological and/or regulatory factors, exchange rate fluctuations, cash flow projections, interest and other costs. Sharat, its directors and any of the affiliates or employees are under no obligation to and expressly disclaims any such obligation to, update or alter its forward-looking statements, whether as a result of new information, future events, or otherwise. Sharat does not undertake any obligation to revise or update any forward-looking statement that may be made from time to time by or on behalf of the Company.





# Our Dominance in Shrimp Aquaculture Industry



**India's Oldest  
Integrated  
Aquaculture  
Company**



**Pioneered the  
Breeding and  
Culture of  
Vannamei in India**



**30+**  
Years of Experience



**25+**  
International Customers



**35+**  
Domestic Customers



**16**  
Product Varieties



**12+**  
Countries Exports  
Footprint



**55**  
Farmer Partnerships

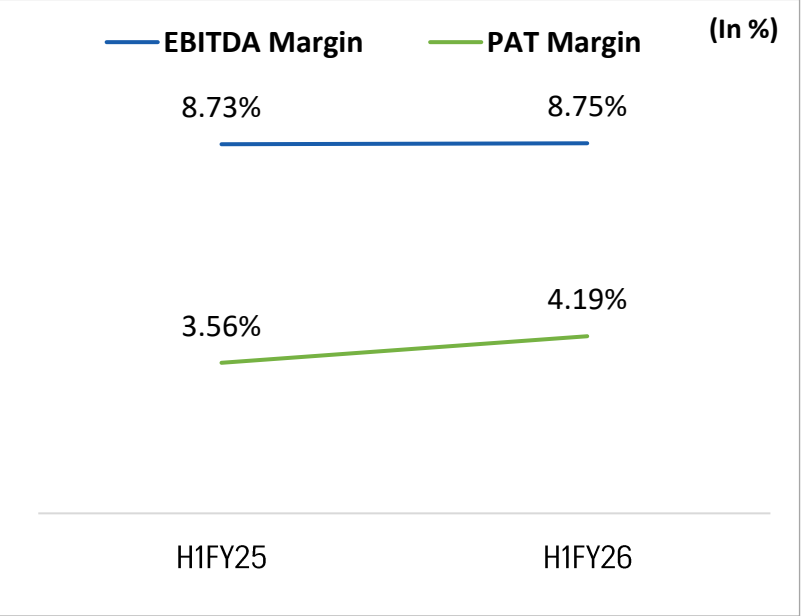
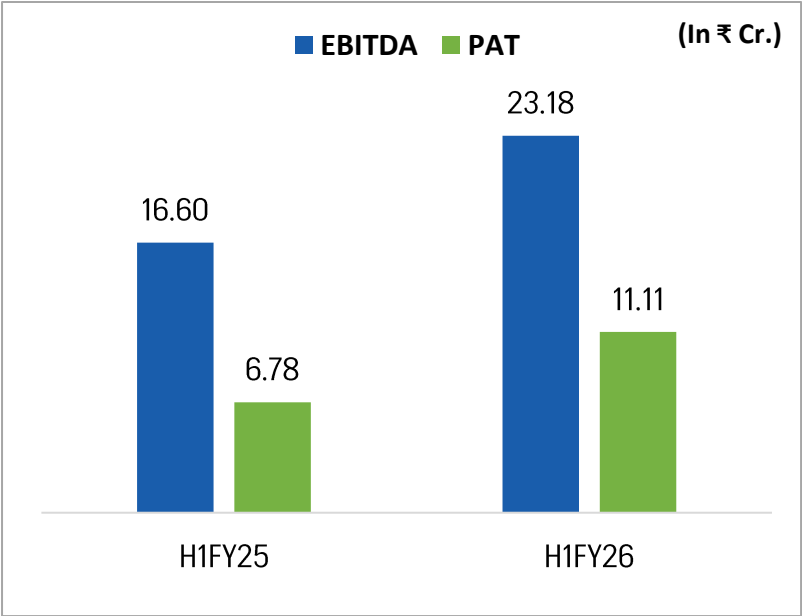
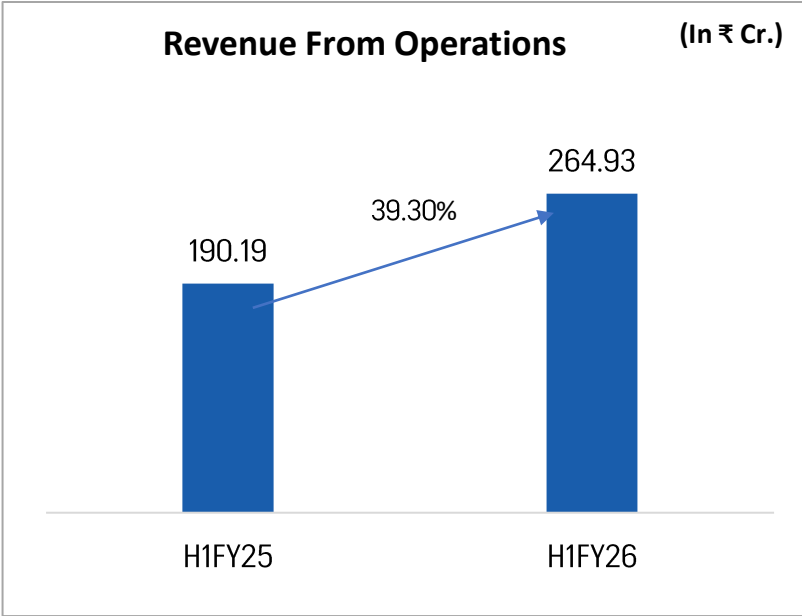
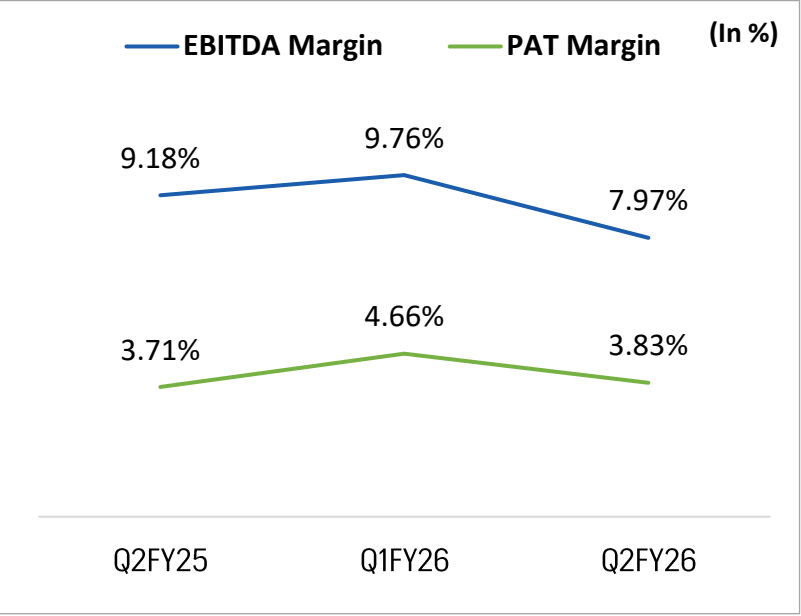
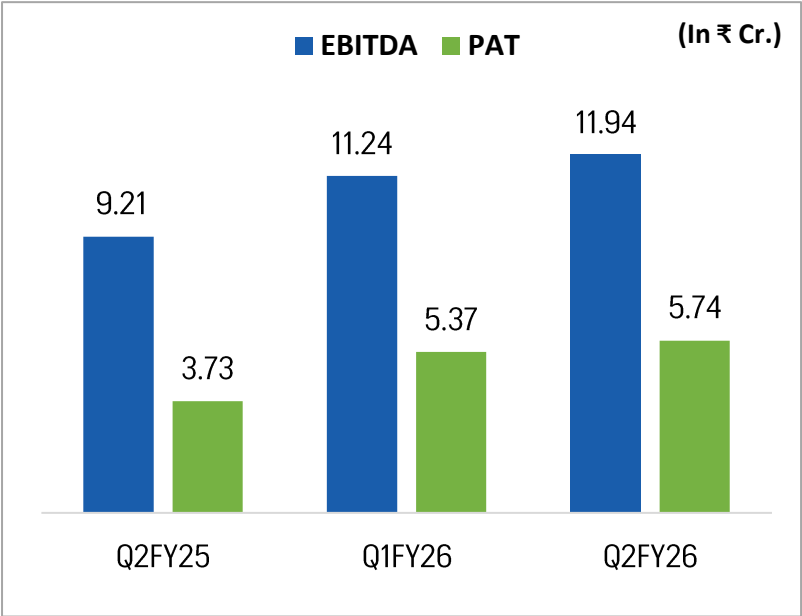
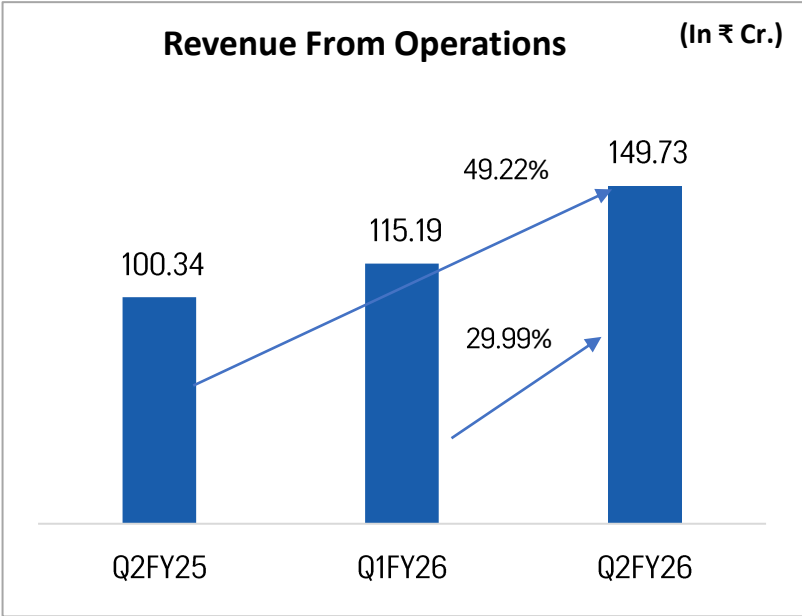




## Financial Highlights



# Robust Financial Performance, Headed for Strong Growth





# Performance Highlights

## Key Highlights :

- Revenue from operations in H1 FY26 reached 69% of the ₹380.53 Cr delivered in FY25, indicating strong momentum for the remainder of the year
- Domestic revenues reached ₹77.52 Cr in H1FY26, achieving 87% of FY25 levels (₹89.31 Cr)
- Export revenues stood at ₹187.91 Cr in H1FY26, achieving 64% of FY25 levels (₹292.98 Cr)
- Export volumes were 2,688.16 MT in H1FY26 (vs 4,716.82 MT in FY25), achieving 57% of FY25 levels

## Key Drivers :

- Reintroduced the Black Tiger Shrimp, as a premium, high value offering
- Higher contribution from value-added products helped offset cost pressures arising from increased export and import tariffs
- Operational efficiency improved through continued backward and forward integration, ensuring stronger control across the value chain
- Strategic investments were made to reinforce quality compliance, aligning processes with evolving global regulatory standards
- Enhanced pan-India presence, supported by collaborative initiatives that contributed meaningfully to volume growth
- Strengthened global footprint across high-value export markets, including Europe and China





# Focus on a Diversified Global Presence



## Market Leadership

Leading Indian Shrimp exporter to Russia with long-standing customer relationships



## Strategic Diversification for Diversified Global Presence

Over the past 3 years, Sharat Industries has planned pan-India and multi-market expansion including Merchant Export Operations in Gujarat, to serve key markets such as the USA, Europe, China, Russia and wider Asia



## Robust Demand Outlook

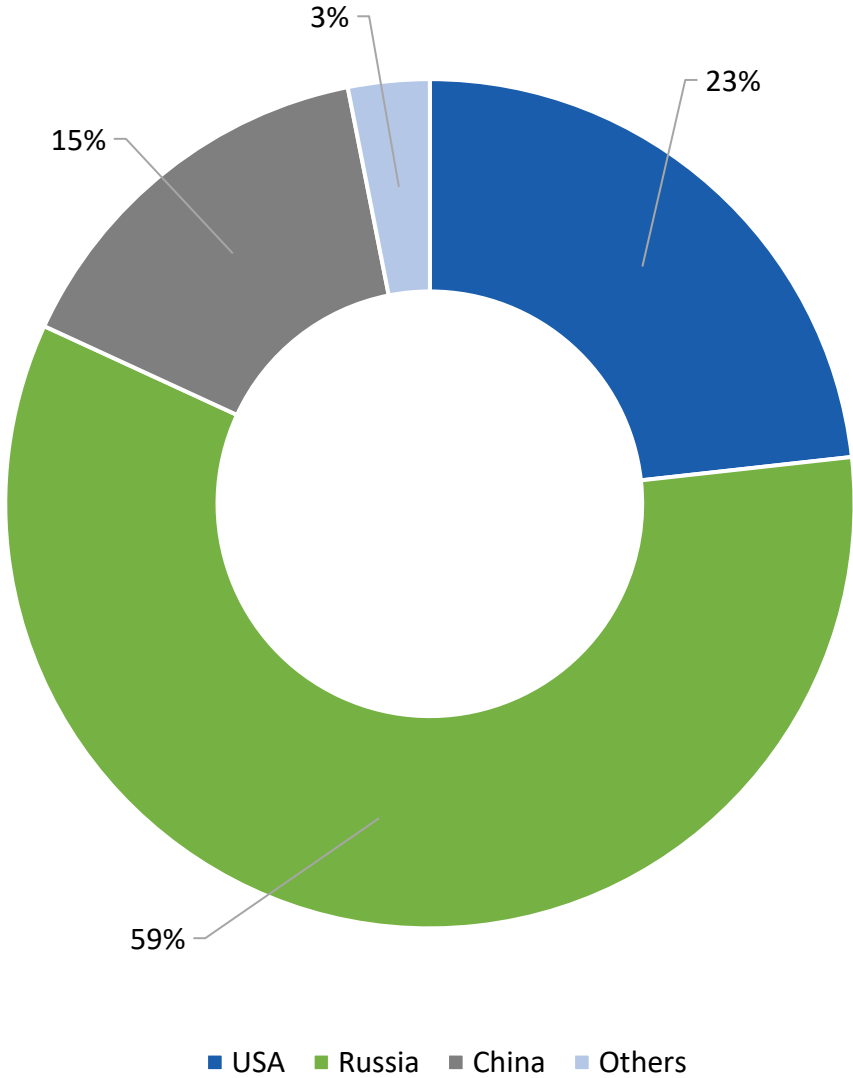
Rising seafood consumption in China with steady demand from Russia ensures sustainable long-term growth



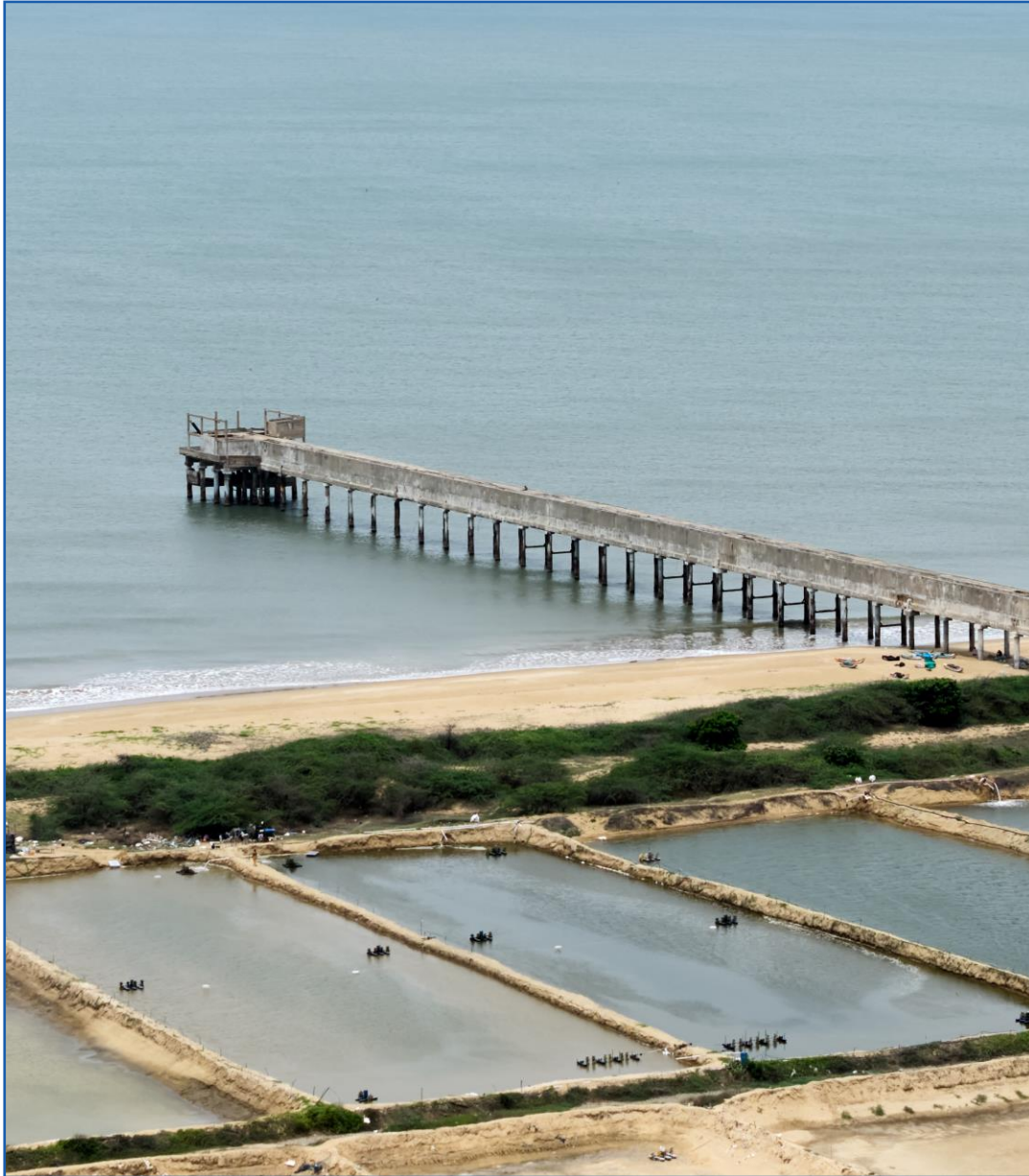
## Minimal USA Exposure

With a more balanced export mix and pricing discipline, the US tariff hike was largely absorbed without significant impact on our business performance

H1FY26 Export Sales

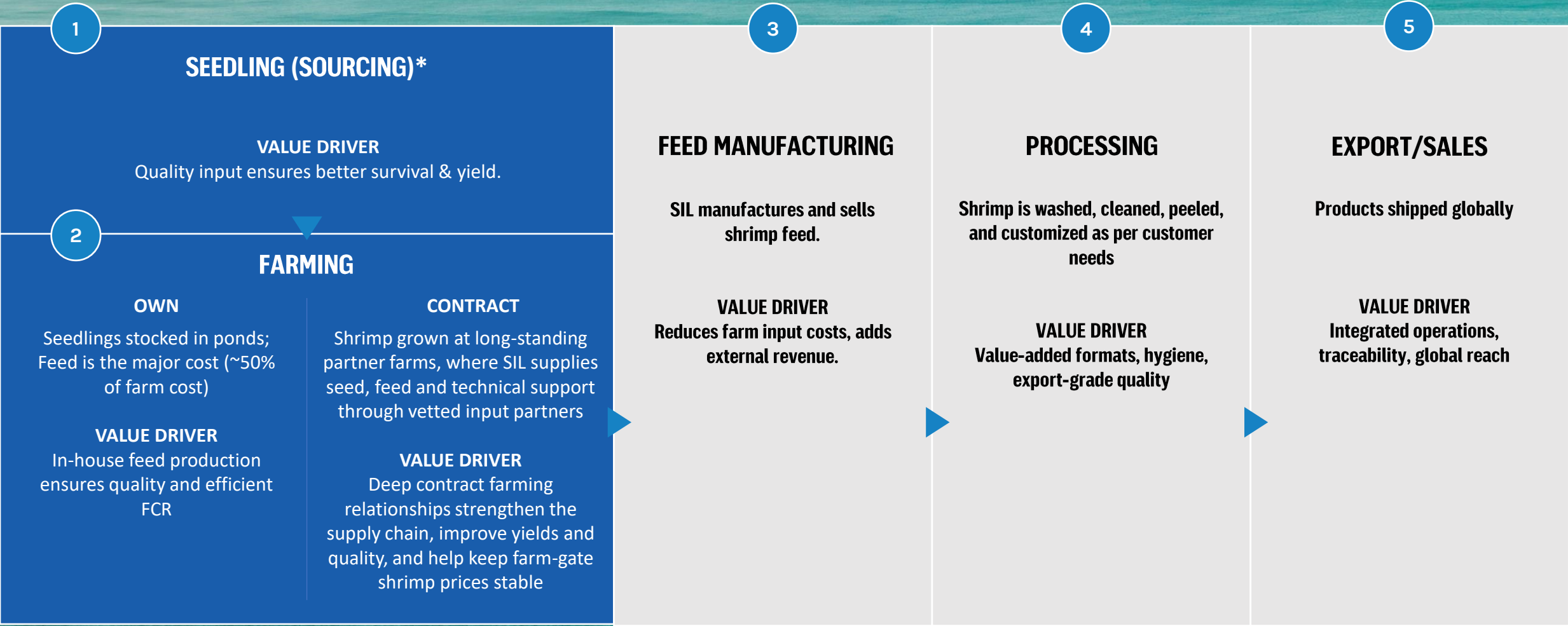






## Future Plans





\*Though now outsourced to experts, SIL’s past involvement provides deep insight, enabling partnerships with reliable suppliers and farmers.



# Key Growth Strategies

Sharat Industries partners with West Coast Frozen Foods to launch Merchant Export operations in Gujarat, expanding national footprint and extended access to key global markets

Sharat Industries unveiled a new logo, reflecting its evolving brand identity and commitment to growth in global seafood markets



# Key Growth Drivers Powering Future Expansion

Expanding into China through premium Black Tiger shrimp exports, re-entering the EU market and maintaining core Russian relationships to build a more balanced, higher-value export mix beyond any single market

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## Strategic China Entry & Export Diversification

Targeting an increase in plant utilization from 55% towards ~90% over the next few years, driven by contract farming, forward integration and merchant export volumes, unlocking operating leverage and improved profitability

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## Capacity Utilization & Margin Expansion

Scaling an asset-light merchant export model through processing tie-ups to reduce capex, while solar power, BSF-based feed pilots and traceability initiatives improve cost efficiency and strengthen our sustainability profile

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## Asset-Light Growth & Sustainability Integration



# Strategic Roadmap: Driving Growth, Diversification & Sustainability (FY25–FY28)

1

## Expand Export Operations & Product Portfolio

Launched merchant export operations from a new facility in August, 2025, scale through 1–2 additional facilities, and diversify into the Black Tiger shrimp segment alongside Vannamei offerings

2

## Strengthen Global Market Presence

Strengthening presence in Russia and China while rebuilding the EU market, with an **export revenue target of ₹1,000 Cr by FY28**

3

## Domestic Market Penetration

Build domestic capabilities via strategic alliances and potential partial acquisitions, launching frozen shrimp and new product lines across B2B and D2C channels

4

## Innovation & Capability Building

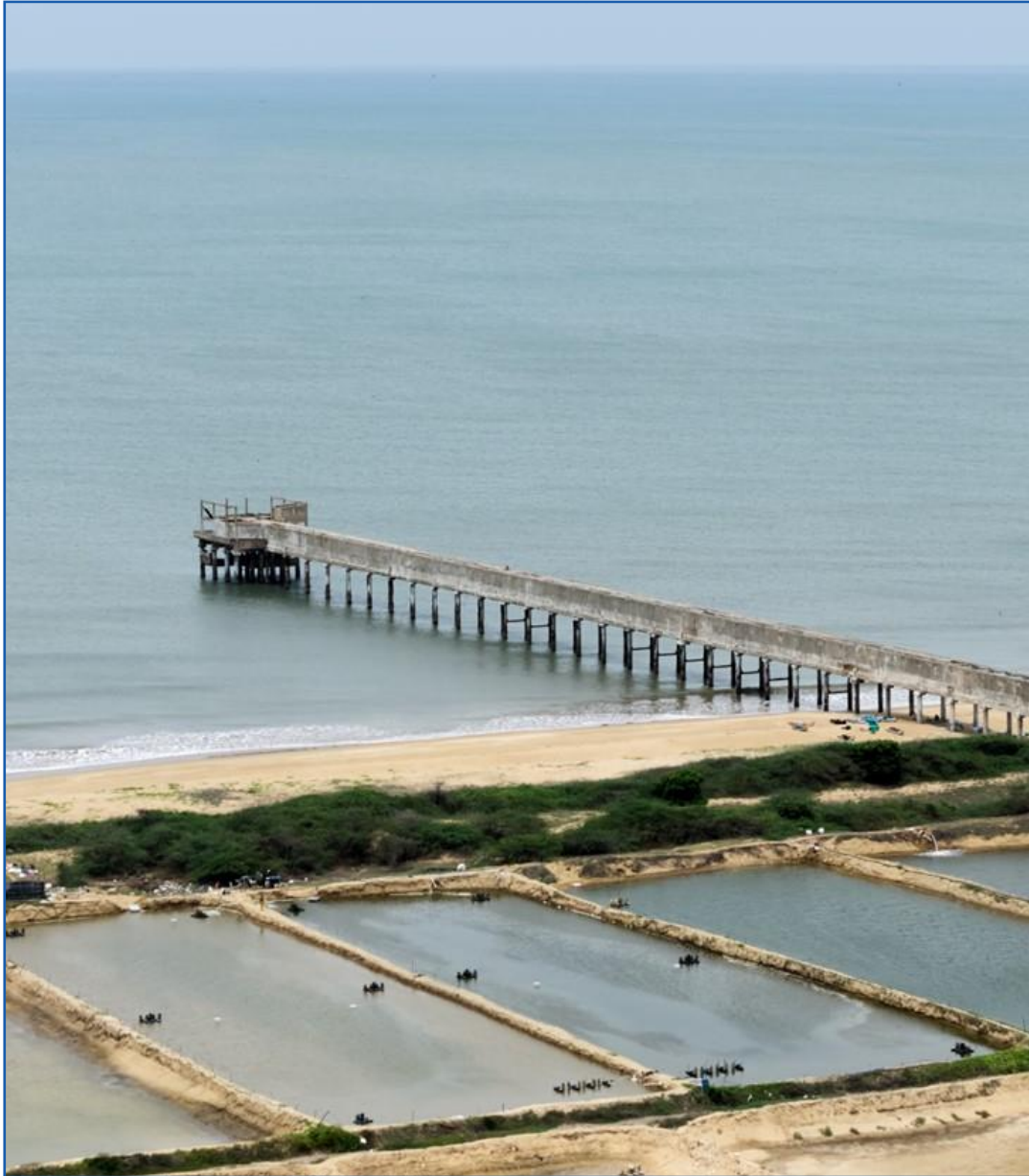
Initiate R&D for domestic-market product innovation (**target launch by Dec 2026**) while positioning SIL as a consolidator in the aquaculture space through strategic M&A

5

## Sustainable & Digital Transformation

Invest in traceability, renewable energy integration, and digital transformation to enhance efficiency and future-proof operations





# Company Overview



# SIL's Journey: From Hatchery To Harvest



## Laying the Foundation

- Incorporated as Sharat Sea Foods
- Farm operations initiated (Black Tiger shrimp)
- Hatchery operations commenced
- IPO oversubscribed 8x; ₹22 Cr raised

1990–1994

## Strategic Shift to Vannamei & Turnaround

- Focus on Scampi and Vannamei trials
- Successful pilot; Vannamei commercialized
- Erased past losses; turnaround phase begins

2001–2009

## Resilience Amidst Global Disruptions

- Achieved 25% growth despite COVID-led challenges
- Sustained operational and financial stability

2020–2021

## Leading Supplier to Russia

- Became India's largest shrimp exporter to Russia by volume
- Focus on China's Market
- Re-introduced Black Tiger Shrimps

2025

1998–2001

## Navigating Disruptions & Backward Integration

- WSSV outbreak and industry downturn; share trading suspended
- Entered feed manufacturing through international partnership for captive consumption
- Commissioned in-house processing plant

2009–2011

## Scaling Operations & Export Entry

- Govt. approval for Vannamei farming
- Commercial feed operations launched
- Stabilized export presence in the EU

2022–2024

## Expansion & Export Acceleration

- Broadened product portfolio to capture new markets
- Formed JV: United Aquatec Pvt Ltd to expand farming base
- Strengthened global footprint with export ramp-up to Russia and other countries





**Mr. Prasad Reddy Sabella**  
**Promoter & Managing Director**

- A postgraduate in Sociology from Jamia Millia Islamia, Delhi, he began his entrepreneurial journey by securing government licenses to operate fish trawlers in India
- His early ventures in marine operations led to valuable ties with suppliers across Southeast Asia—where aquaculture was already flourishing
- Inspired by this ecosystem, he envisioned replicating its scale and efficiency in India
- In the late 1990s, he founded **Sharat Seafoods**, establishing one of India's first integrated aquaculture companies
- Credited with introducing the **Vannamei species of shrimp** to Indian waters, he played a pivotal role in transforming the domestic aquaculture landscape
- With a legacy spanning nearly four decades, he remains a pioneering force in the Indian seafood sector



**Mr. Sharat Reddy Sabella**  
**Promoter & Executive Director**

- A second-generation entrepreneur and forward-thinking leader, he holds a degree in Mechanical Engineering from the College of Engineering, Guindy, and a Master's in Industrial Engineering & Operations Research from Pennsylvania State University, USA
- Since joining Sharat Industries Ltd in 2014, he has played a key role in transforming the company from a traditional aquaculture business into a future-focused, technology-led seafood enterprise
- With deep expertise across operations, finance, and marketing, Sharat is committed to sustainable growth, global market relevance, and operational excellence
- He is focused on embedding innovation and environmental responsibility at the core of SIL's strategy, ensuring the company remains resilient and respected in a dynamic global seafood industry



# Experienced Board Of Directors and KMPs



**Mr. Shanmugam**

Non-Executive & Non-independent Director

Mr. Shanmugam's professional expertise lies in the domains of marketing and finance. Specifically, he demonstrates proficiency in analyzing market trends. He holds a Bachelor's Degree in Commerce from Delhi University, reflecting his academic foundation.



**Mr. Venkata Muthyam Harihar**

Non-Executive & Independent Director

Mr. Venkata Harihar professional journey includes roles such as a Risk Analyst at Facebook India, Sales Manager at Freshworks India, and Sales Leader at Rippling India. He obtained a Bachelors Degree in Information Technology from Sri Sairam Engineering College.



**Mr. Swayze Mani**

Non-Executive & Independent Director

With an extensive career spanning over 25 years, he has specialized in Human Resource Management. His primary expertise revolves around effectively managing personnel and cultivating strong client relationships. He earned a Bachelor's Degree in Commerce from the University of Mumbai.



**Ms. Geetha A.B.**

Non-Executive & Independent Director

Mrs. Geetha is a practicing Chartered Account with 15 years of professional experience and specializes in the field of Direct Taxation and Auditing. Her contribution to CA professional fraternity pertaining to Bangalore branch is commendable.



**Mr. N Ganesan**

Company Secretary & Compliance Officer



**Mr. Balasubramanian R**

Chief Financial Officer



**Mr. M Srinivas**

DGM Finance



**Mr. D Narayana Rao**

GM Operations - Processing Plant



**Mr. R Ravi**

Sr. Manager - Feed Plant



# Business Divisions



## Processing Plant



### Annual Capacity:

7,500+ Tonnes of Frozen Shrimp



### Product Offerings:

Over 16 product varieties of Vannamei and Black Tiger Shrimp under three categories:

1. IQF Frozen (Raw, Cooked, Blanched)
2. Block Frozen
3. Brine Frozen



### Unique Features:

- o Modern and well-equipped processing plant. Ensures antibiotic-free and high-quality processed products
- o Fully equipped to meet international benchmarks in hygiene, traceability, and cold chain management
- o Operating at 4,500 TPA, the facility is a core enabler of our integrated value chain—from harvest to shipment
- o Targeting ~75% utilization



## Feed Mill



### Annual Capacity:

20,000+ Tonnes



### Product Offerings:

1. Vannastar
2. Aquaastar



### Unique Features:

- o Produces high-quality, nutritional shrimp feed widely accepted by farmers
- o Main ingredients: Fish Meal (20%), De-Fatted Soya Flour (35%), Wheat Flour/Maida (25%)
- o Strong brand presence in the aquaculture sector
- o Focused on captive consumption due to current market competition
- o Targeting ~50% utilization



## Farm



### Annual Capacity:

2,000 Tonnes



### Farming Land:

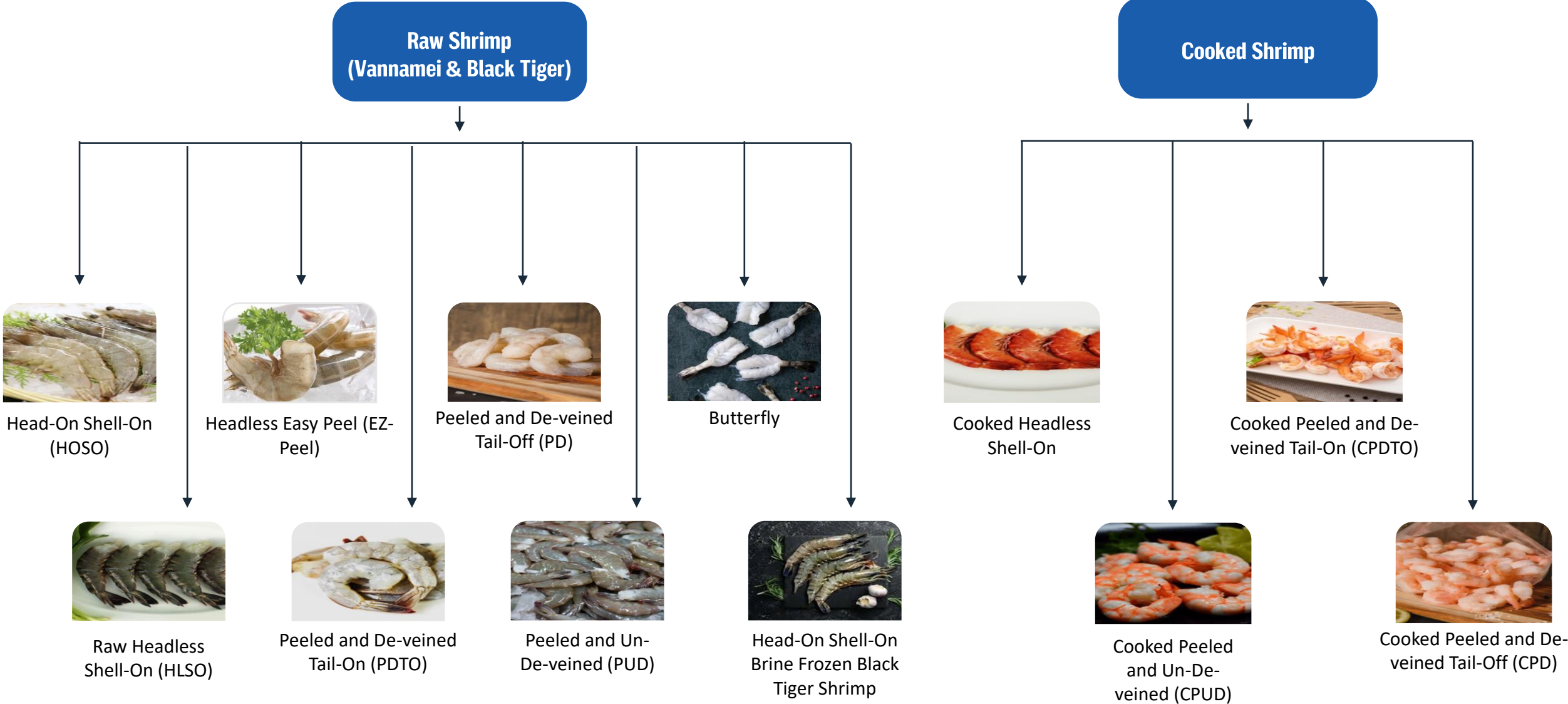
500 acres of land located on the coast of the Bay of Bengal



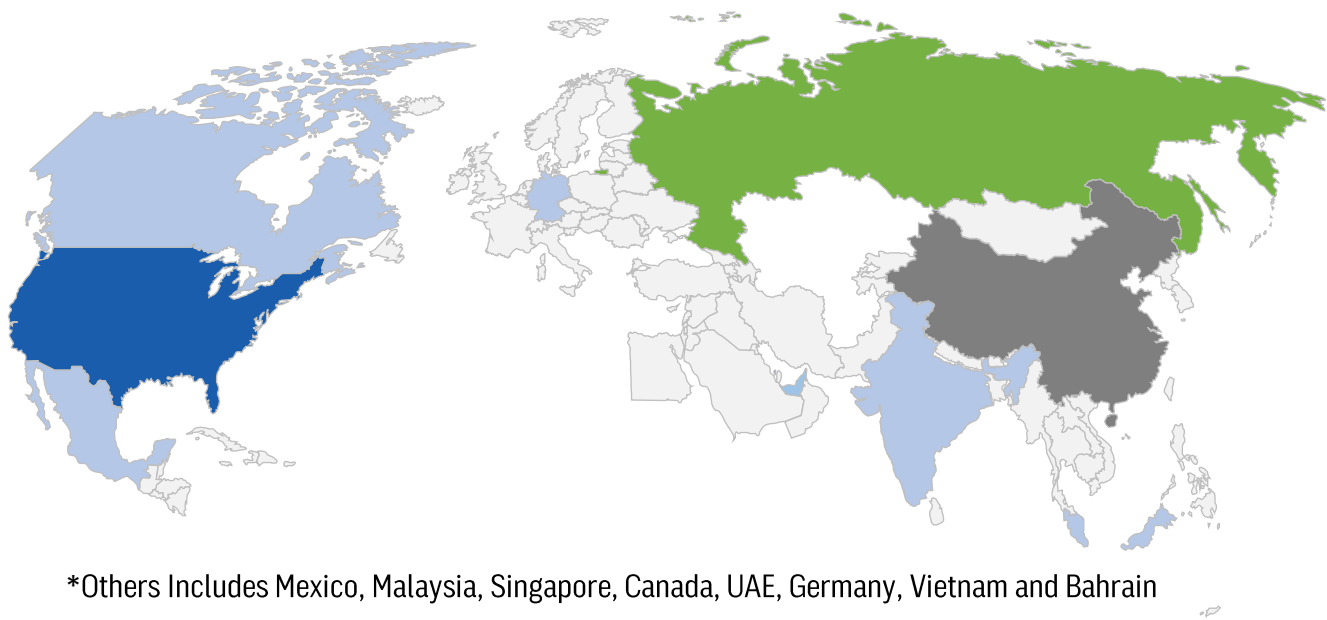
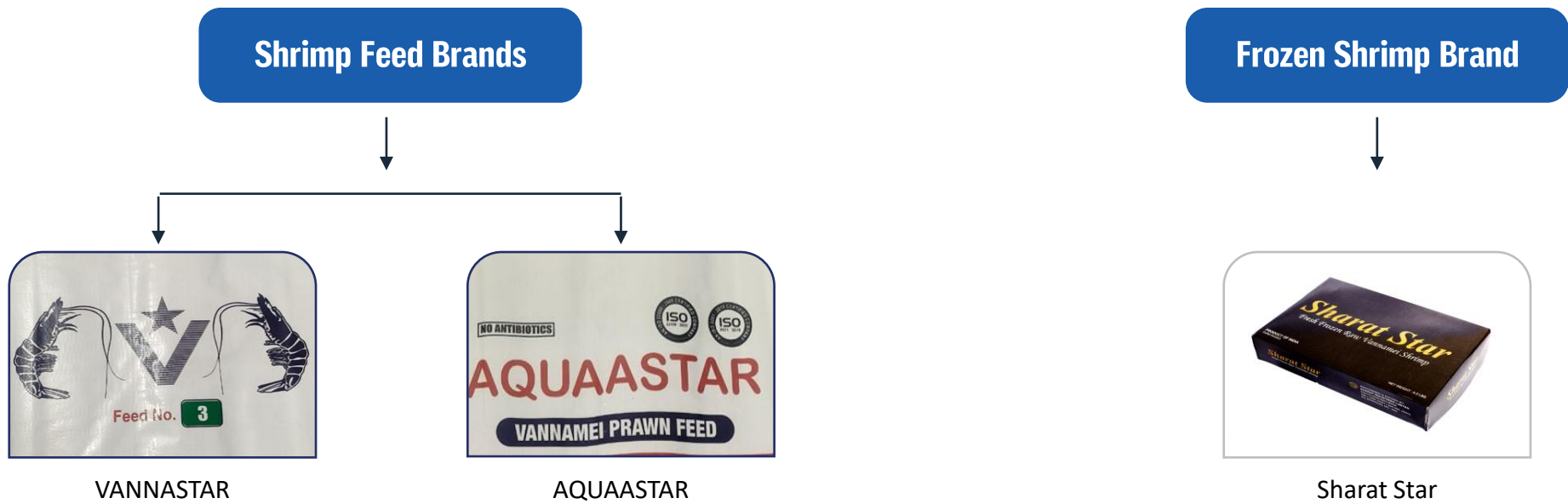
### Unique Features:

- o Proximity to sea and well-planned interlocking canals ensure uninterrupted seawater supply
- o Targeting ~50% utilization

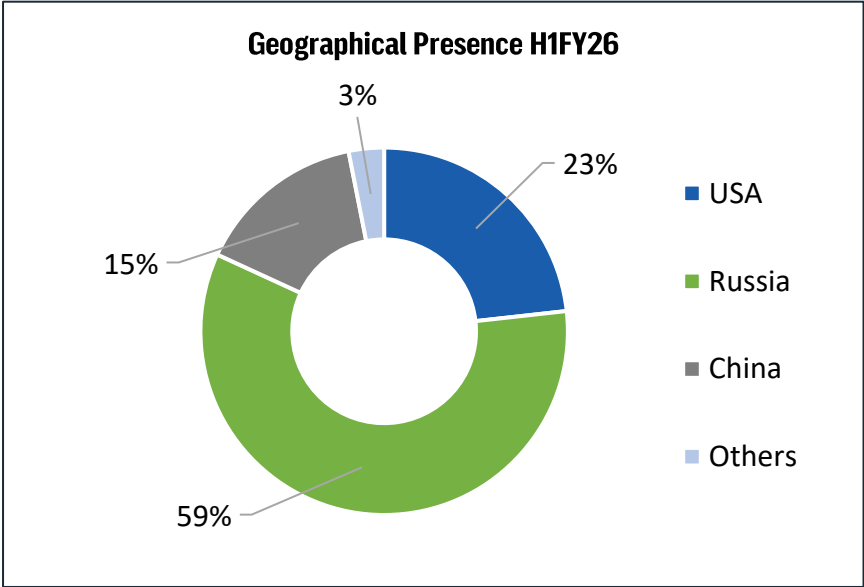








\*Others Includes Mexico, Malaysia, Singapore, Canada, UAE, Germany, Vietnam and Bahrain





# Strong Client Relationships

UNIFROST

VICĪŪNAI  
GROUP

AGAMA  
smart food expert

ULTRAFISH  
PRODUCTION | LOGISTICS | TRADE

COSTAR<sup>®</sup>  
Signature Seafood

MARKFOODS >>>>

TAMPA BAY  
FISHERIES, INC.

CENSEA<sup>®</sup>

captain  
fresh

DEFA  
GROUP

BLUE SEA

Red Chamber Co.<sup>®</sup>



**CSR Partner**

Sri Sairam Ashram  
Trust, Ponneri,  
Chennai



**Support for Elderly Care**

Donation to Sri Sairam Ashram Trust, which provides safe, family-like residential care for senior citizens



**Partnership with Reputable NGO**

Collaborated with a recognized institution dedicated to social welfare and dignity for the aged



**Total CSR Spend**

₹ 0.15 crore



**Community Health**

Backed medical camp (20 April 2025) benefiting local residents



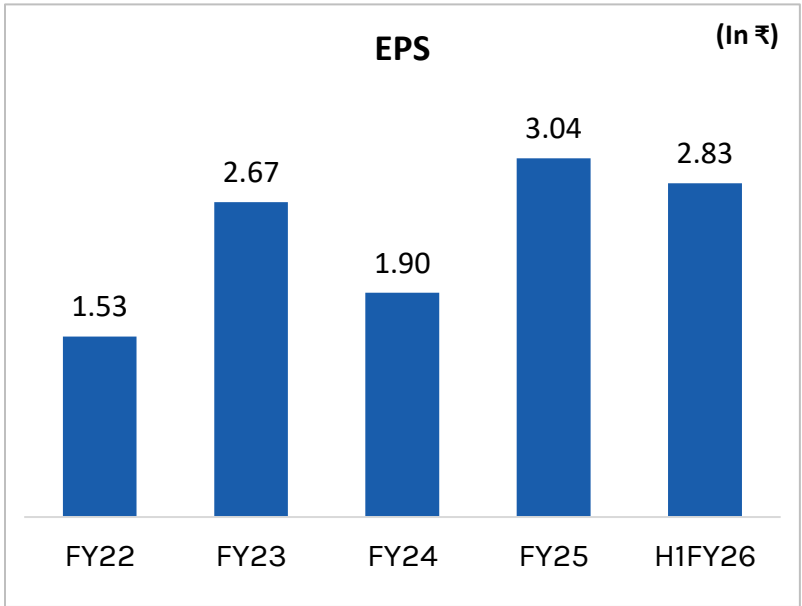
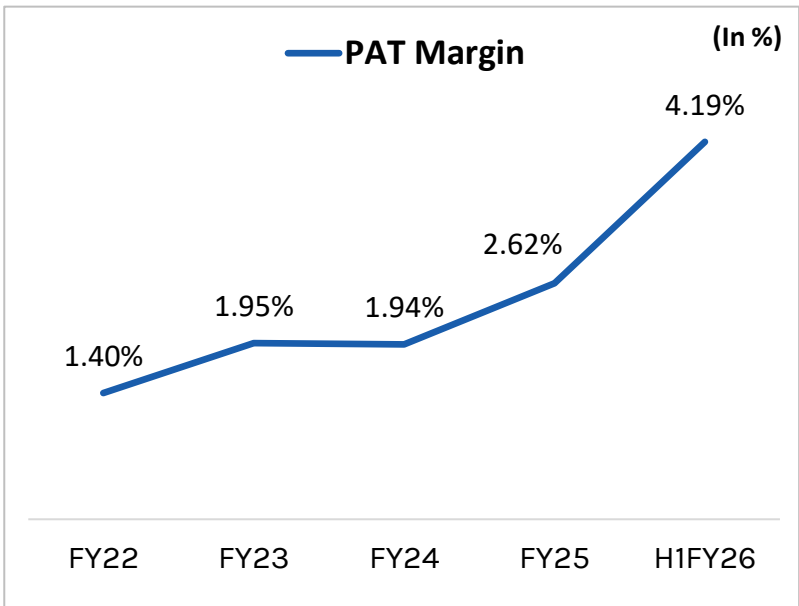
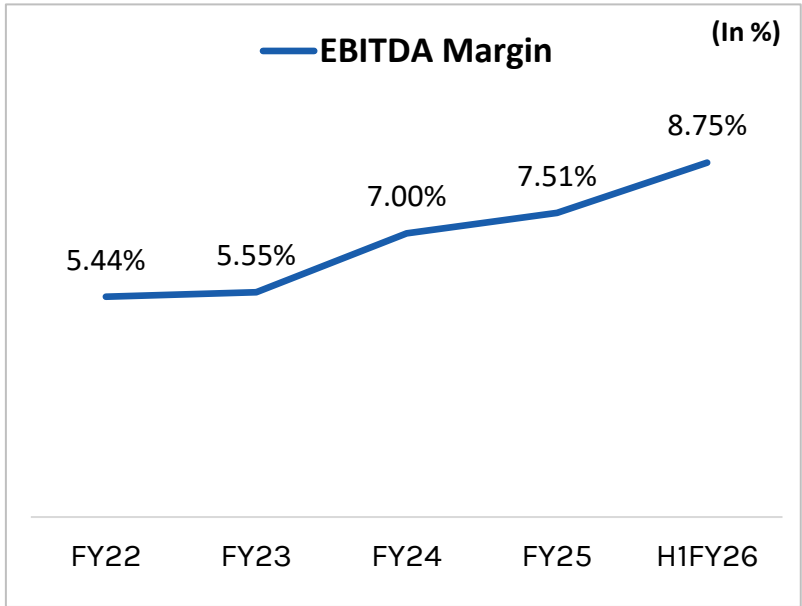
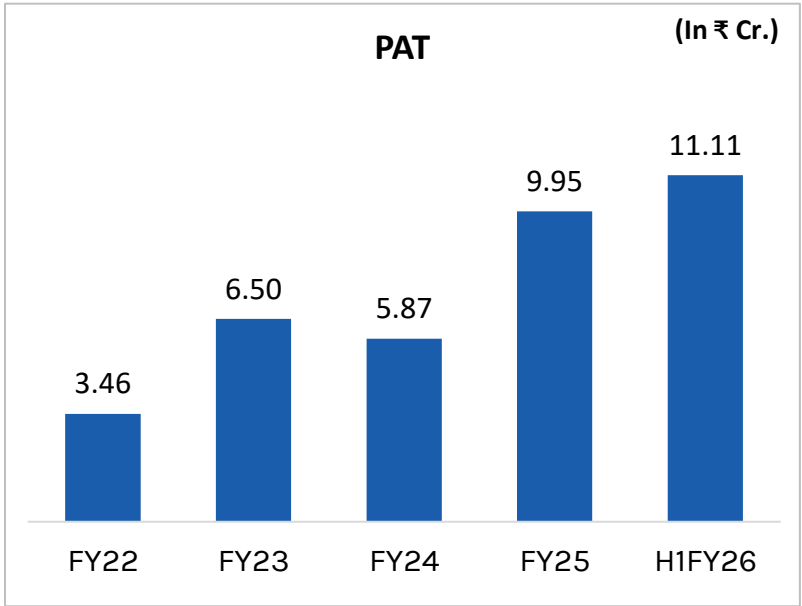
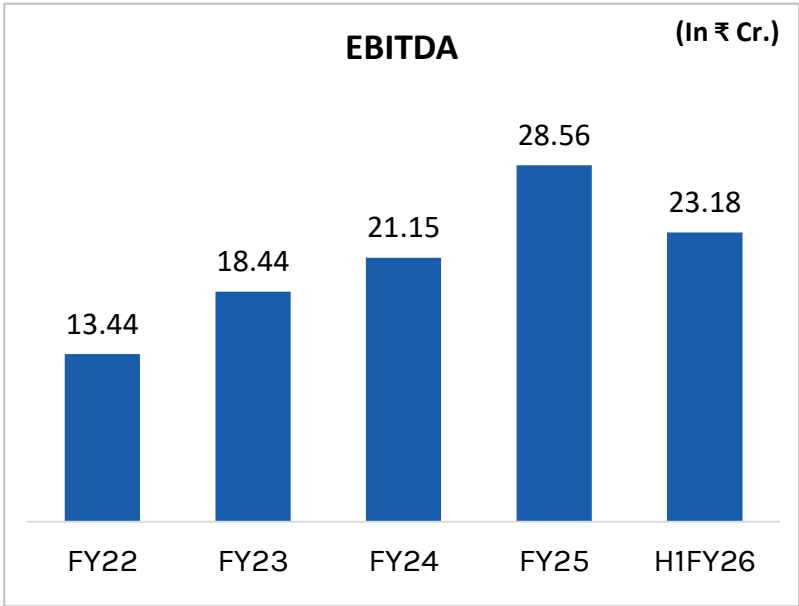
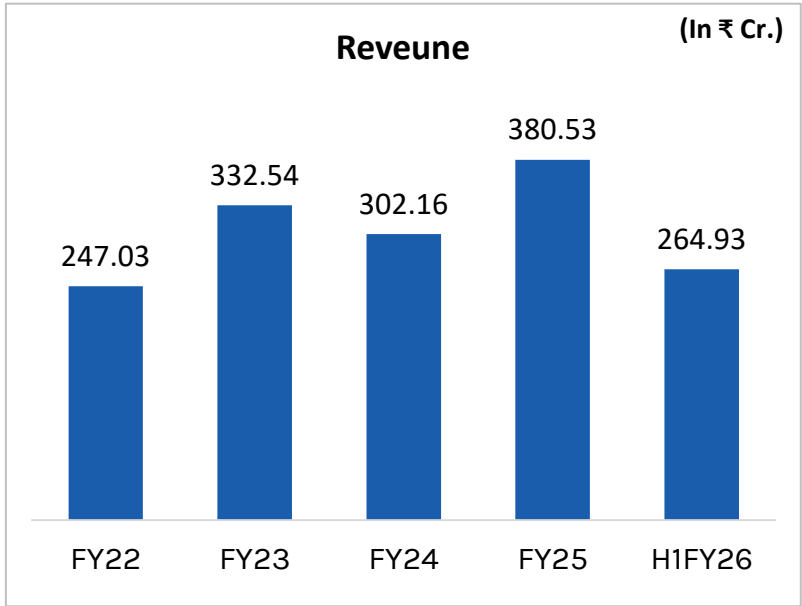
**Annual CSR Commitment**

Contributed ₹ 0.15 crore in line with board-approved statutory obligations





# Sustained Financials with Focus on Profitability







## Industry Overview



# Global Aquaculture Industry Overview

## 1 Rising Demand for Sustainable Protein

Population growth and limited farmland are driving aquaculture as an efficient protein source

## 2 Decline in Wild Fish Stocks

Overfishing and habitat loss are making aquaculture vital for stable seafood supply

## 3 Pharma Applications Growth

Increasing use of aquatic bioactive is driving aquaculture demand

## 4 Middle-Class Consumption Boom

Rising incomes in emerging markets are fueling demand for premium seafood

## 5 Cold Chain & Distribution Expansion

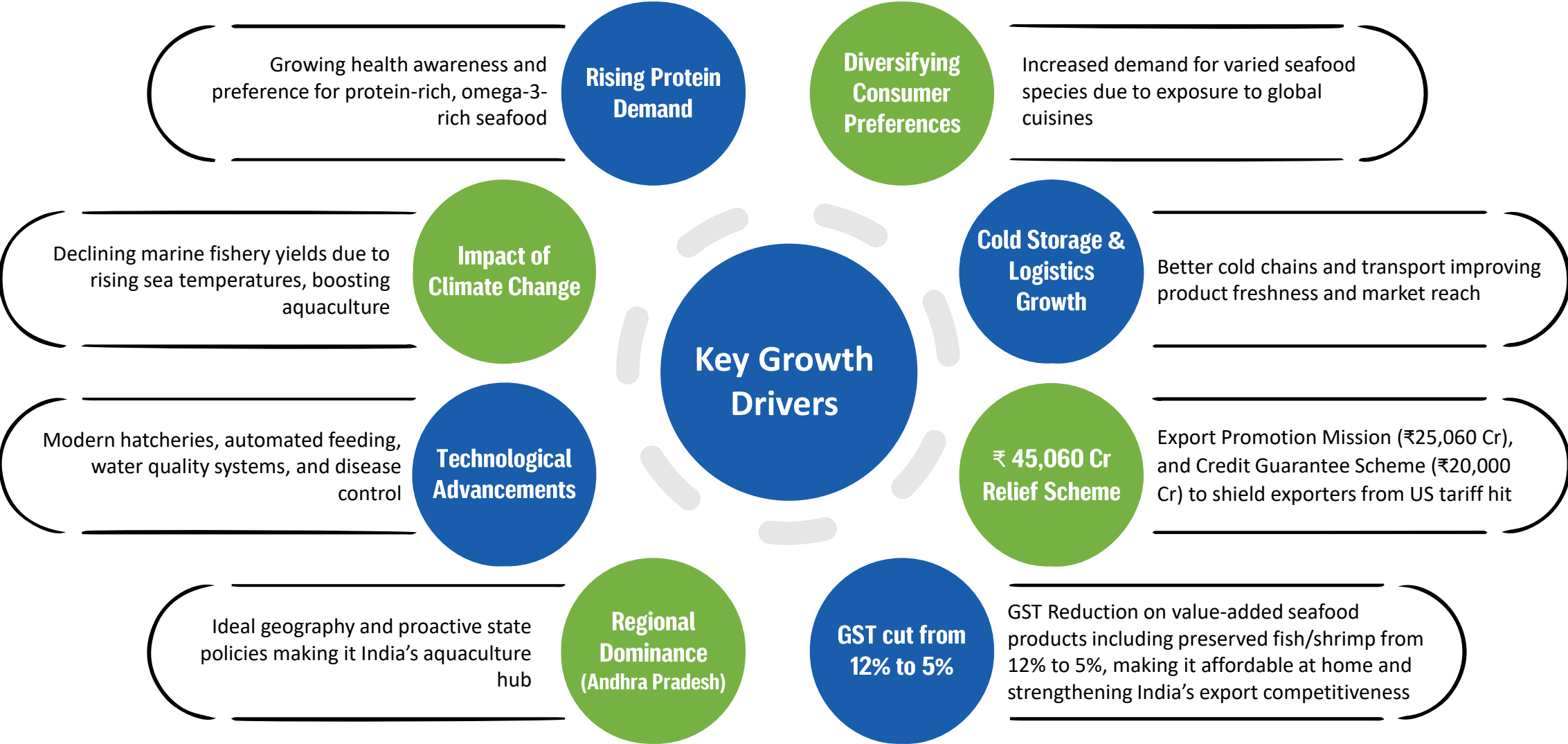
Improved logistics and retail networks are boosting market reach for aquaculture products



# Indian Aquaculture Industry Overview



India’s Aquaculture Market to Grow from 14.4MT to 28.8MT by 2033; at a 7.57% CAGR





# India Seafood Processing & Exports Industry



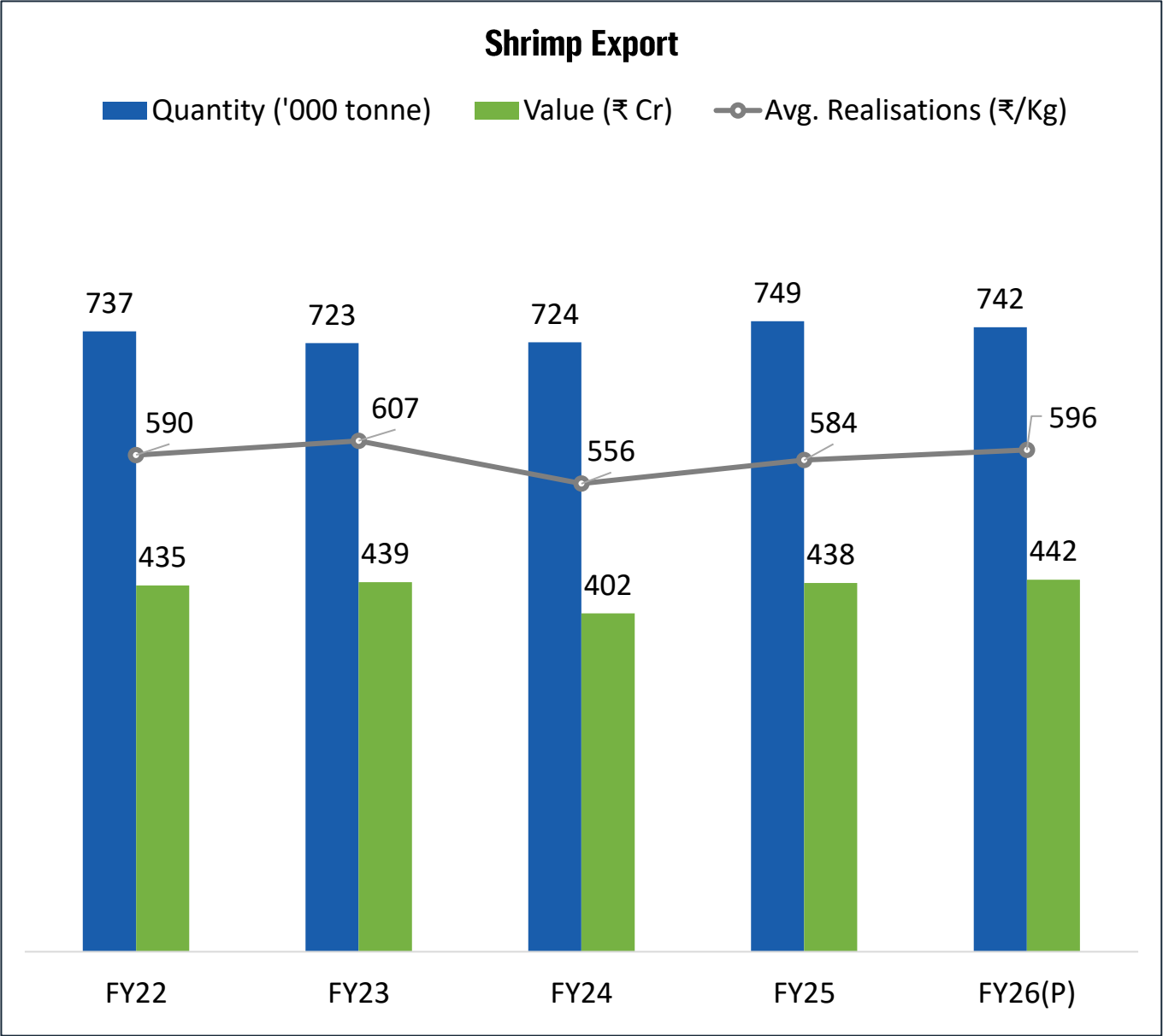
India’s seafood processing industry is projected to reach **USD 25.2 billion by 2033**, growing at a **CAGR of 7.51%**, supported by rising demand, aquaculture advances and policy support.

India is the **largest shrimp exporter to the US**, consistently maintaining a **36%–38% share** over the past four years, despite tariff pressures and rising competition from Ecuador and Vietnam.

Vannamei accounts for **~73% of India’s shrimp exports by volume** in FY25. India pioneered its commercial farming, achieving **high productivity** (8.5 T/Ha/Yr) and widespread global demand.

After a period of decline, **Black Tiger shrimp is regaining market share**, rising to **7.3% of exports by value in FY25**, driven by shifting farmer preferences and stronger pricing (~₹449/kg vs ₹367/kg for Vannamei).

While the **US remains the largest market (48%)**, India is expanding its presence in China, Japan, EU and Russia. India’s role in **value-added product (VAP) exports is growing**, supported by new capacity and quality advantages.





# Entry Barrier In Shrimp Aquaculture Industry

01.

Specialized technical knowledge needed in aquaculture and disease management

02.

High disease risk demands robust biosecurity measures and healthy broodstock

03.

Securing buyers is challenging without a recognized reputation and demonstrated consistency

04.

Export certifications like BAP and ASC are mandatory but hard to obtain

05.

Environmental risks and climate change threaten farming operations

06.

Cold chain and logistics infrastructure is costly and critical for quality



## STRENGTHS

- Integrated & Scalable Operations
- Established Farmer Network
- Diverse & Certified Product Portfolio
- Expanding Global Footprint
- Certified for Russia, US & EU, reflecting flexibility to serve diverse global markets

- Rising Global Seafood Demand
- Favorable Demographics & Domestic Growth
- Government & Institutional Support
- Export Potential to Health-Conscious Markets

## WEAKNESSES

- Constant increase in cost of production
- Regulation on Raw material pricing
- Increase in Ocean Freight
- Volatile shrimp prices in global market

- Change in climate
- Ongoing concerns on diseases in cultivation
- Increase in duties and other costs such as Ocean Freight
- Applying counter Tariff

## OPPORTUNITIES

## THREATS



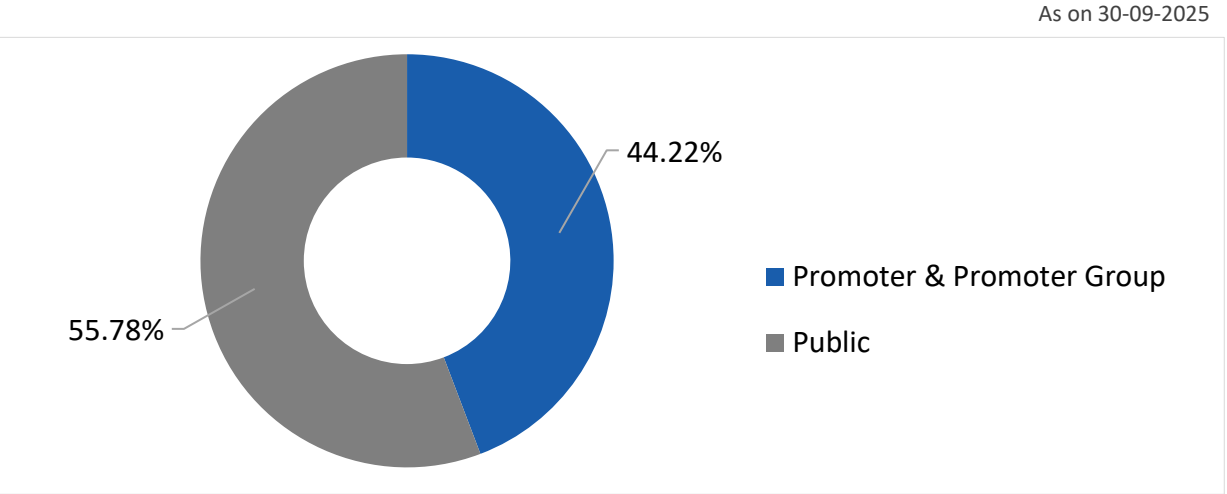
# Price Performance and Share Holding



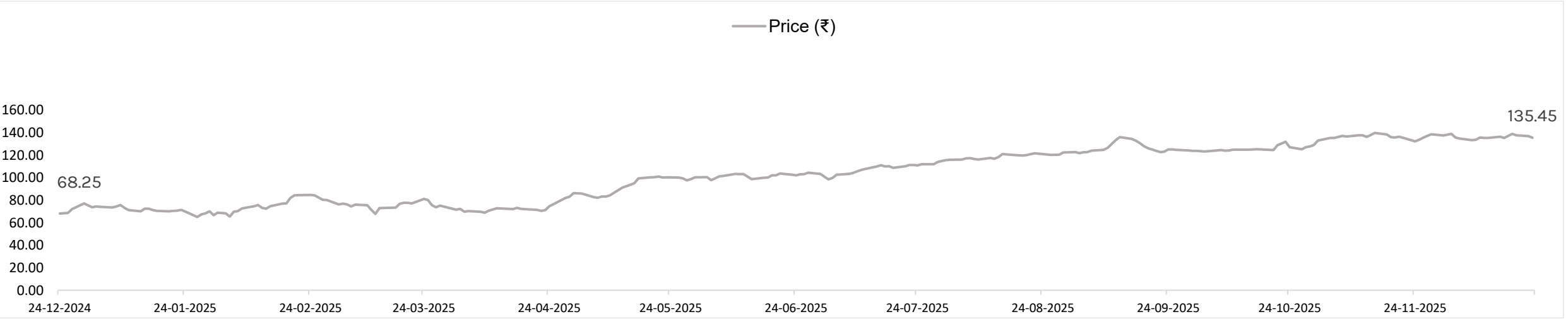
BSE & NSE CODE: SHINDL & 519397 | ISIN: INE220Z01013

	As on 23-12-2025
Share Price (₹)	135.45
52 Week High-Low (₹)	150.00 – 59.00
Market Capitalization (₹ Cr)	531.16
Gain in last one year (%)	98.5%
No. of Shares	3,92,14,451
Face Value (₹)	10

Share Holding Pattern



From 24 December 2024 to 23 December 2025



Source - NSE



# Certifications







#### **CORPORATE OFFICE**

Flat No. 4, 3<sup>rd</sup> Floor, Pallavi Apartments, No.  
57/11, Old No. 29/TF4, 1<sup>st</sup> Main Road, HDFC  
Bank Compound, R.A. Puram, Chennai – 600  
028

#### **REGISTERED OFFICE**

##### **Feed Plant, Hatchery & Farm:**

Venkanna Palem Village, T.P. Gudur Mandal, Nellore –  
524 002, Nellore Dist, A.P.

##### **Processing Plant:**

Mahalakshampuram Village, T.P. Gudur Mandal, Nellore  
– 524 002, Nellore Dist, A.P.

**Email:** [chennai@sharatindustries.com](mailto:chennai@sharatindustries.com)

**Phone :** 91-44-43114304

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**Investor Relation and Public Relation**

**FORTUNA PR**

Fortuna Public Relations Private Limited



**THANK YOU**