Full-stack aquaculture inputs and outputs platform with embedded fintech, supported by a phygital distribution network
Aquaculture in India is a massive market, which is growing faster than GDP.

- **~5 million**
  Aquaculture farmers

- **Largest**
  Shrimp exporter globally

- **2nd largest**
  Aquaculture producer globally

- **~15%**
  Share of global aquaculture production

- **10% CAGR**
  Aquaculture production in India
  *million tonnes*

Major species of production: Carps (Rohu, Catla), Pangasius (Bassa) and Shrimp.
Aquaconnect’s ecosystem supercharges the entire aquaculture value chain

AquaPartner stores
(Network of franchise input retail stores)

Aquaculture farmers

AquaBazaar
(Outputs fulfilment platform)

Seafood buyers

Input retailer

AquaCred
(Fintech platform)

Retailer
Channel finance

Buyer
Trade finance

Direct farmer financing
Our value chain interventions are enabled by technology, providing a smooth experience for major value chain stakeholders.

Farmer
- Post Harvest pricing
- Weather updates
- Multimedia content & Advisory

Aqua Officer
- Farm visit log
- Visit prioritization tool
- Farm metadata tool
- Aqua Partner relationship module

Aqua Partners
- Input purchase management module
- Harvest sale module
- Financial Services module

CRM & Stakeholder support
- Stakeholder query resolution
- Technical support
- Sales support

Supply Chain management
- Inventory management
- Procure to pay process
- Logistics
We have access to proprietary farm-level data that will help us facilitate credit underwriting across the value chain.

We have built the base for a robust data science and underwriting engine.

**Data collected by GIS remote sensing**
- Individual pond-level boundary demarcation
- Active / inactive status of ponds
- Stages across the crop cycle (date of culture, harvest etc.)
- Historical (10-year) cropping pattern for a particular farm / pond

**Data collected by ground team**
- Farmer KYC with demarcated ponds
- Land records for the demarcated ponds
- Crop status data (growth, health, count) for an ongoing culture
- Harvesting data

**Data collected by CRM system**
- Farmer engagement details with field officers, call center, app
- Farmer’s purchase history of farm inputs
Aquaconnect provides comprehensive fintech solutions for banks and financial institutions

Aquaconnect is a one-stop platform for banks and financial institutions to **acquire, underwrite, disburse, manage, and recover** credit.

- **Origination**: Low-cost acquisition of creditworthy / trusted customers for banks and financial institutions.
- **Underwriting and disbursal**: Proprietary retailer and farmer data for banks and financial institutions to underwrite credit.
- **Credit management**: Farm-level monitoring via GIS and on-ground Aqua officers.
- **Collections**: Liquidation platform for AquaPartners to sell farmers' produce to trusted buyers.
We have achieved a 12X Revenue growth over past 3 quarters, with improving Net margin

60,000+ Farmers assisted

5,700+ Connected physically

800,000+ lbs Seafood transacted

USD 15 million ARR

67 Aquapartners onboarded

120 AquaBazzar post-harvest transaction

Rest of India: 31%
Gujarat: 7%
Odisha: 7%
West Bengal: 8%
Andhra Pradesh: 42%
Tamil Nadu: 5%
Promoting Sustainability, socio-economic development, livelihoods

20% Increased Farm Productivity

30% Reduced Feed Usage

15% Increased Profit Margins

60% Reduced Cost of Capital
Credit guarantee scheme to enable financial inclusion

Subvention of farm Insurance premium to enable financial risk mitigation
Thank You