



# VENKY'S (INDIA) LIMITED

## Information for Investors

# BUSINESS ACTIVITIES IN BRIEF



## Venky's has 3 business segments :

1. Poultry and Poultry Products
2. Animal Health Products
3. Oilseed

NAME OF SEGMENT	NAME OF ACTIVITY	DESCRIPTION OF ACTIVITIES
Poultry and poultry products	Production and sale of day old broiler chicks	<p>Venky's is involved in broiler breeder operations. <b>[Broiler birds are reared for meat purpose i.e. for human consumption like chicken tandoori, kabab, tikka, chicken masala, curry etc.]</b>.</p> <p>Venky's sources one- day-old broiler breeder parent chick from Venco Research and Breeding Farm Private Limited (a VH Group JV with Cobb Vantress Inc., USA). These breeder parent chicks are grown in poultry farms and females are artificially inseminated to obtain the hatching eggs which are hatched in incubators.</p> <p>Chicks coming out of the eggs are called "commercial chicks" which are sold by Venky's to various commercial poultry farmers and integrators who grow them in their own/contract farms and when the commercial chicks are grown to an age of 40 to 45 days they are sold in open market as "grown up broiler birds" for meat purpose (for human consumption).</p>
-do-	Production and sale of day old layer chicks	<p>Layer activities are similar to broiler activities above. <b>[Layer birds are reared for table egg purpose i.e. for human consumption like egg omlets, egg curry etc.]</b>. Parent chicks are bought from Venkateshwara</p>



		<p>Research And Breeding Farm Private Limited (a VH Group JV with ISA Breeders Inc., USA). Venky's sells commercial layer chicks to various poultry farmers who, in turn, grow them for obtaining "table eggs" - (meant for human consumption).</p>
-do-	Processing of broiler birds	<p>The chicken processing plant of Venky's is located at Kamshet, near Pune. Broiler grown up birds are slaughtered here for production of whole chicken, portions in fresh and frozen form and sold in retail and institutional markets under "Venky's" brand. The products are also sold to institutional buyers, major hotels and leading Quick Service Restaurant chains like KFC, Pizza Hut, Dominos, Vista Foods who supply to McDonalds, etc.</p>
Poultry and poultry products	<p>Venky's Xprs [Company owned]</p> <p>Chicken Xperience [Franchisee outlets]</p>	<p>Venky's is also in further processing, value added Chicken-In-Minutes products like freezer to fryer, completely cooked, ready-to-eat products sold under "Venky's" brand. Venky's chicken products are sold through distributors and retail outlets and are available in all leading super markets / food malls.</p> <p>Hygienically cooked, quick and lip smacking chicken treat, take away joint. Sale of various delicacies like garlic &amp; pepper roast chicken, tender grilled chicken, Tandoori chicken roast, grilled chicken burger, chicken hot dog, Kathi roll, etc.</p> <p>Chicken Xperience by Venky's are franchisee outlets on the similar business model of Venky's XPRS. Chicken Xperience outlets serve variety of cooked, ready to eat and chicken in minutes products in all the major cities of India.</p>



<p>-do-</p>	<p>Production of Specific Pathogen Free (SPF) Eggs</p>	<p>SPF Eggs: Specified Pathogen Free (SPF) Technology is a science of developing and maintaining a species of animals free of infection by Specified Pathogenic micro-organisms. Development of SPF Poultry breeding stock is an outcome of series of test conducted on selected layer breeders for 3 generations to confirm that the flock derived is free from vertically transmissible disease agents as indicated in European and Indian pharmacopeia.</p> <p>Venky's India Ltd (SPF Eggs. Div.) is one of the few producers in this high-tech area and the 4th largest producer of SPF eggs in the world. The eggs derived from such flock are free from almost over 42 antigens or antibodies which are exclusively used for production of live vaccines for humans, animal &amp; poultry and for research purpose.</p>
<p>Animal Health Products</p>	<p>Manufacture of medicines &amp; Poultry feed Supplements</p>	<p>It has more than 35 unique products ensuring better health and better performance in breeders as well as commercial broilers and layers. AHPs are manufactured in powder as well as liquid forms in the manufacturing plant located near Pune.</p>
<p>Oilseed</p>	<p>Processing of Soya</p>	<p>Venky's has 3 soya processing plants. All the 3 plants are located in the State of Maharashtra (Solapur, Nanded and Srirampur). Edible oil obtained from the processing activity is sold in bulk to traders while the de-oiled cake is used in poultry feed – for captive consumption as well as sale to poultry feed manufacturers. Total capacity of all the 3 plants is 5,40,000 MT per annum.</p>

# VENKY'S (INDIA) LIMITED - LOCATION OF UNITS



LOCATION	NATURE OF UNIT
	<b>MAHARASHTRA</b>
Pune	Breeder Farms, Specific Pathogen Free Egg, Poultry Feed, Animal Health Products, Chicken Processing, Commercial Farms.
Solapur	Solvent Extraction, Refinery and Poultry Feed.
Nanded	Solvent Extraction and Refinery.
Shrirampur	Solvent Extraction and Refinery.
	<b>GUJRAT</b>
Anand	Breeder Farms & Hatchery
	<b>UTTARAKHAND</b>
Dehradun	Breeder Farms, Hatchery and Poultry Feed.
Selakui	Hatchery and Feedmill
Manduwala	Breeder Farm and Hatchery
Rampur	Breeder Farm
	<b>UTTAR PRADESH</b>
Allahabad	Breeder Farm, Hatchery, Poultry Feed and Commercial Farms.
Sunderpur	Breeder Farm
Jasmour	Breeder Farm
Basti	Hatchery
Shamli	Breeder Farm



Shivarjpur  
Naini  
Bulandhshahr  
Agra  
Gangon

Breeder Farm, Feedmill  
Hatchery  
Commercial Farms  
Commercial Farms  
Commercial Farms

### HARYANA

Karnal  
Panipat  
Patvi  
Ambala  
Hissar  
Hansi  
Dehra  
Kurukshetra  
Kaithal  
Yamuna Nagar  
Tohana  
Samalkha  
Sountli  
Larsauli  
Dhamouli

Hatchery, Breeder Farms  
Breeder Farms and Hatchery  
Feedmill  
Breeder Farms, Hatchery, Poultry Feed, Commercial Farms.  
Commercial Farms  
Commercial Farms  
Breeding Farm  
Commercial Farms  
Breeder Farm, Hatchery and Commercial Farms  
Commercial Farms  
Commercial Farms  
Breeder Farm and Hatchery  
Breeder Farm, Hatchery and Feed Mill  
Breeder Farm and Hatchery  
Breeder Farm and Feedmill



## **PUNJAB**

Ludhiana	Breeder Farms, Hatchery and Commercial Farms
Hoshiarpur	Breeder Farms, Hatchery and Commercial Farms
Gurdaspur	Commercial Farms
Pathankot	Commercial Farms
Batala	Commercial Farms
Sangrur	Commercial Farms
Barnala	Commercial Farms
Patiala	Commercial Farms
Mansa	Commercial Farms
Samrala	Commercial Farms
Dasuya	Commercial Farms
Moga	Commercial Farms
Aone	Breeder Farm and Hatchery
Mahilpur	Commercial Farms
Khanna	Feedmill

## **MADHYA PRADESH**

Rewa	Breeder Farms and Hatchery
Indore	Hatchery

## **HIMACHAL PRADESH**

Nalagarh	Breeder Farms, Hatchery
Una	Commercial Farms
Bangana	Commercial Farms





# 5 YEARS FINANCIAL HIGHLIGHTS

(Rupees In Lakhs)

PARTICULARS	2019-20	2018-19	2017-18	2016-17	2015-16
<b>OPERATING RESULTS</b>					
Turnover & Other Income	329,643	307,215	271,503	250,967	215,959
Material Cost	271,556	214,029	174,741	169,519	157,087
Personnel Cost	21,987	19,449	17,074	14,587	12,844
Interest	2,951	3,155	4,987	7,707	8,545
Other Expenses	34,695	39,737	38,192	35,715	29,089
Depreciation	3,425	2,935	2,813	2,850	2,988
Impairment of Goodwill	-	258	-	-	-
Profit Before Tax	(4,971)	27,652	33,696	20,590	5,405
Profit After Tax	(2,716)	17,414	19,971	12,474	3,823
Dividend (Rs. per Equity Share)	-	8.00	8.00	6.00	5.00
<b>FINANCIAL SUMMARY</b>					
<b>Assets Employed</b>					
Current Assets	85,472	89,035	79,383	72,148	85,549
Current Liabilities	70,548	58,768	58,997	62,024	79,697
Net Current Assets	14,925	30,267	20,385	10,125	5,851
Net Fixed Assets	62,381	56,747	48,928	47,626	48,065
Investments	-	-	-	200	169
Other Non Current Assets	11,877	9,951	14,809	16,069	16,628
Total Assets	89,183	96,965	84,122	74,021	70,712
<b>Financed By</b>					
Share Capital	1,409	1,409	1,409	1,409	1,409
Reserves & Surplus	82,217	86,740	70,707	51,695	40,488
Capital Grants and Subsidies	24	27	30	33	10
Other non current liabilities	3,474	4,795	4,590	3,977	3,428
Borrowings	2,058	3,993	7,386	16,907	25,376
Total Liabilities	89,183	96,965	84,122	74,021	70,712
Earning Per Share (Rs.)	(19.28)	123.61	141.77	88.55	27.14
Book Value per share (Rs.)	593.63	625.73	511.92	376.96	297.41
Debt Equity Ratio	0.36	0.30	0.49	0.32	0.61
Share Price **High	2,330.00	4,711.25	4,560.00	1073.60	625.00
Low	580.00	1,788.50	1,019.85	344.95	219.90
No. of Employees	5,776	5,512	5,366	5,173	5,064

Note: Previous year's figures have been regrouped wherever necessary and accordingly changed here.

\*\*Source : www.bseindia.com

# VENKY'S (INDIA) LIMITED



## BORROWING POSITION

(Amount in Rs. Crores)

Period	Long Term	Short Term	Total
As on 31.03.2015	246.12	469.40	<b>715.52</b>
As on 31.03.2016	254.33	439.19	<b>693.52</b>
As on 31.03.2017	169.07	301.02	<b>470.09</b>
As on 31.03.2018	73.86	172.90	<b>246.76</b>
As on 31.03.2019	39.93	189.40	<b>229.33</b>
As on 31.03.2020	20.58	245.56	<b>266.14</b>
As on 30.09.2020	16.64	229.92	<b>246.56</b>

[Venky's has a Bank deposit of Rs. 144.90 Cores as on 30.9.2020]

# VENKY'S (INDIA) LIMITED

## SHAREHOLDING PATTERN AS ON 30.09.2020



CATEGORY	NO. OF SHARES	%
Promoters and Promoter Group	79,03,966	56.11
Mutual Funds	1,653	0.01
Alternate Investment Funds	11,235	0.08
Foreign Portfolio Investors	36,383	0.26
Financial Institutions / Banks	473	0.00
Foreign Institutional Investors	69,168	0.49
Body Corporate	7,74,447	5.50
Non Resident Indian	1,01,078	0.72
Other - Public	51,88,933	36.83
<b>Total</b>	<b>1,40,87,336</b>	<b>100.00</b>

# VENKY'S (INDIA) LIMITED



## EXPANSION PROJECTS COMPLETED IN 2020

PROJECT	APPROX. COST	STATUS AND DETAILS
SPF Eggs Production Unit at Patan, Maharashtra	Rs. 60.00 Cr	The project was undertaken to cater increasing demand for SPF eggs. The project has been completed in March 2020 and the production of SPF eggs has started from October 2020.
Third Solvent Extraction Plant and Vegetable Oil refinery at Newasa, Maharashtra.	Rs. 50.00 Cr	The project was undertaken to cater increasing demand. The project was completed and trial production started in November, 2020.

# VENKY'S (INDIA) LIMITED



## PROCESSED FOOD PRODUCTS INFORMATION

Venky's is the prominent supplier to many QSR's and International chains like Kentucky Fried Chicken (KFC), Pizza Hut, Tacobell, TGI Friday, Brinkers, Vista Foods, Burger King, McDonalds etc.

Venky's is prominently associated with B2B and B2C retail chains to sell our Venky's brand chicken products, like Walmart, Metro Cash and Carry, Star Bazar, ABRL More, Future Retail and regional chains in major cities of India.

### OUR RANGE OF PRODUCTS INCLUDE

#### RAW PRODUCTS:

Whole chicken, Precut chicken, Portions, Boneless, Curry pieces, Kheema, Drumsticks and Wings

#### BREADED PRODUCTS:

Nuggets, Cutlets, Fingers, Burger, Popcorn, Chicken & Cheese nuggets, Cordon Bleu nuggets and Spicy Fingers

#### CHICKEN-IN-MINUTES PRODUCTS:

Samosa, Sheek Kabab, Meat balls, Hariyali Kabab, Crispy Burger Patty and Schezwan Meat Balls

#### COLD CUTS:

Sausages, Salami, Salami slices and Chicken Franks, Vienna Sausages, Chicken Cheese & Onion sausages, Chicken Cocktail sausages, Breakfast sausages, Hot Dog, Mexican Salami, Spicy Salami and Masala Hit Sausages

#### COMPLETELY COOKED READY-TO-EAT:

Butter chicken, Pre-spiced Kheema, Murg Masala, Mom's Chicken Biryani, Mughali Chicken Biryani, Garlic Pepper Grilled Chicken and Tandoori Grilled Chicken