



# VENKY'S (INDIA) LIMITED

CIN: L01222PN1976PLC017422

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## VENKY'S ANNOUNCES Q3 FY 22 AUDITED RESULTS

Pune, February 4, 2022: **Venky's (India) Limited**, a well-diversified company engaged in various manufacturing activities in the poultry industry, has announced its Financial Results for the quarter and nine months ended 31<sup>st</sup> December, 2021.

### QUARTER ENDED 31<sup>st</sup> DECEMBER, 2021

Revenues from operations higher at Rs.1,098.50 Cr.

Profit Before Tax at Rs. 29.09 Cr.

Profit After Tax at Rs. 21.63 Cr.

EPS at Rs. 15.35

### NINE MONTHS ENDED 31<sup>st</sup> DECEMBER, 2021

Revenues from operations higher at Rs.3,170.94 Cr.

Profit Before Tax at Rs. 144.27 Cr.

Profit After Tax at Rs.107.41 Cr.

EPS at Rs. 76.25

### Note:

The profit margins of the poultry and poultry products segment for the quarter as well as for the 9 months ended 31<sup>st</sup> December, 2021 have been severely affected due to steep rise in the prices of key poultry feed ingredients, especially soya which has seen unprecedented increase. The performance of Animal Health Products and Oilseed segments has been good.

*For more details about Venky's (India) Limited, please refer to the attached Information for Investors.*



# VENKY'S (INDIA) LIMITED

## Information for Investors

Updated upto 30.09.2021

# 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>[<i>Broiler birds are reared for meat purpose i.e. for human consumption like chicken tandoori, kabab, tikka, chicken masala, curry etc.</i>].</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>[<i>Layer birds are reared for table egg purpose i.e. for human consumption like egg omlets, egg curry etc.</i>].</b> Parent chicks are bought from Venkateshwara</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).
-do-	Processing of broiler birds	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.
Poultry and poultry products	Venky's Xprs [Company owned]	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.  Hygienically cooked, quick and lip smacking chicken treat, take away joint. Sale of various delicacies like garlic & pepper roast chicken, tender grilled chicken, Tandoori chicken roast, grilled chicken burger, chicken hot dog, Kathi roll, etc.
	Chicken Xperience [Franchisee outlets]	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.



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### Production of Specific Pathogen Free (SPF) Eggs

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.

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 & poultry and for research purpose.

### Animal Health Products Manufacture of medicines & Poultry feed Supplements

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.

### Oilseed Processing of Soya

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.

# How Venky's has successfully reduced volatility in its business portfolio



**This was possible through diversification into non-volatile manufacturing activities like :**

- a) Soya processing
- b) Hi-tech research based production of SPF eggs [SPF eggs are supplied to various vaccine manufacturers - both animal vaccines and human vaccines]
- c) Animal Health Products
- d) Processed chicken products
- e) Poultry Feed

**For the financial year ended 31st March, 2021, the combined sales turnover of :**

- a) Non-volatile or less volatile manufacturing activities was approx Rs. 2,000 cr. i.e. 67 % of the total sales turnover of the Company.
- b) The remaining 33 % of sales i.e. Rs. 1,116 cr. came from sale of broiler day old chicks, layer day old chicks, broiler hatching eggs and grown up broiler birds.

## **What is bird flu? Whether bird flu outbreak can happen in future and how Venky's is planning to handle such situation ?**



### **What is the effect of bird flu outbreak on the financial performance of Venky's?**

Bird flu or avian influenza is the disease of birds. In India, it is generally transmitted through migratory birds. Occurrence of bird flu in poultry is a common phenomena throughout the world.

As far as India is concerned, the organized poultry farming (including Venky's) consists of rearing of birds by providing proper housing conditions, where disinfection and cleaning of the sheds take place regularly at high standards. The birds are always reared, with very high standard practices like bio-security norms of men and material movements, high quality feed along with preventive vaccination programs to prevent viral outbreak. This clearly demarcates organized poultry sector from backyard and unorganized farming.

According to the Department of Animal Husbandry, Government of India, bird flu occurs almost every year in some parts of the country through migratory birds, which bring the infection to India from across the world. The outbreaks usually happen in winter months and subsides by February.

As far as Venky's is concerned, since its poultry operations are very well diversified i.e. spread over 11 States in India, the effect of bird flu on its operations will be minimum and any disturbance in movement of poultry products or the downward price movement will be temporary in nature, as was witnessed in the last 20 years or so. Poultry operations include various sub-segments, like layer chicks, broiler chicks, broiler hatching eggs and grown up broiler birds – collectively they contributed approx. 33 % of sales turnover for the year ended 31st March, 2021.



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



## LOCATION

## NATURE OF UNIT

### MAHARASHTRA

Pune	Breeder Farms, Specific Pathogen Free Egg, Poultry Feed, Animal Health Products, Chicken Processing, Commercial Farms.
Patan	SPF Eggs facilities.
Solapur	Solvent Extraction, Refinery and Poultry Feed.
Nanded	Solvent Extraction and Refinery.
Shrirampur	Solvent Extraction and Refinery.

### GUJRAT

Anand	Breeder Farms & Hatchery
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### UTTARAKHAND

Selakui	Hatchery and Feedmill
Manduwala	Breeder Farm and Hatchery
Rampur	Breeder Farm

### UTTAR PRADESH

Sunderpur	Breeder Farm
Jasmour	Breeder Farm
Basti	Hatchery
Shamli	Breeder Farm





Shivarjpur	Breeder Farm, Feedmill
Naini	Hatchery
Bulandhshahr	Commercial Farms
Agra	Commercial Farms

#### HARYANA

Karnal	Hatchery, Breeder Farms
Panipat	Breeder Farms and Hatchery
Patvi	Feedmill
Hissar	Commercial Farms
Dehra	Breeding Farm
Kurukshetra	Commercial Farms
Kaithal	Breeder Farm, Hatchery and Commercial Farms
Yamuna Nagar	Commercial Farms
Samalkha	Breeder Farm and Hatchery
Sountli	Breeder Farm, Hatchery and Feed Mill
Larsauli	Breeder Farm and Hatchery
Dhamouli	Breeder Farm and Feedmill

#### PUNJAB

Ludhiana	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
Rajoda	Hatchery

#### **HIMACHAL PRADESH**

Nalagarh	Breeder Farms, Hatchery
Una	Commercial Farms
Bangana	Commercial Farms
Sansarpur	Hatchery

#### **JAMMU AND KASHMIR**

Kathua	Hatchery
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## BIHAR

Mujjafarpur  
Arrah

Hatchery  
Hatchery

## RAJASTHAN

Chirawa  
Sikar  
Navalgarh  
Neem ka thana  
Guda  
Behrod

Commercial Farms  
Commercial Farms  
Commercial Farms  
Commercial Farms  
Commercial Farms  
Commercial Farms

# 5 YEARS FINANCIAL HIGHLIGHTS

(Rupees In Lakhs)

PARTICULARS	2020-21	2019-20	2018-19	2017-18	2016-17
<b>OPERATING RESULTS</b>					
Turnover & Other Income	315,243	329,643	307,215	271,503	250,967
Material Cost	222,614	271,556	214,029	174,741	169,519
Personnel Cost	21,003	21,987	19,449	17,074	14,587
Interest	2,848	2,951	3,155	4,987	7,707
Other Expenses	29,168	34,695	39,737	38,192	35,715
Depreciation	3,543	3,425	2,935	2,813	2,850
Impairment of Goodwill	-	-	258	-	-
Profit Before Tax	36,066	(4,971)	27,652	33,696	20,590
Profit After Tax	26,774	(2,716)	17,414	19,971	12,474
Dividend (Rs. per Equity Share)	17.00	-	8.00	8.00	6.00
<b>FINANCIAL SUMMARY</b>					
<b>Assets Employed</b>					
Current Assets	104,666	85,472	89,035	79,383	72,148
Current Liabilities	62,592	70,548	58,768	58,997	62,024
Net Current Assets	42,074	14,925	30,267	20,385	10,125
Net Fixed Assets	62,818	62,381	56,747	48,928	47,626
Investments	4,516	-	-	-	200
Other Non Current Assets	6,965	11,877	9,951	14,809	16,069
Total Assets	116,374	89,183	96,965	84,122	74,021
<b>Financed By</b>					
Share Capital	1,409	1,409	1,409	1,409	1,409
Reserves & Surplus	109,033	82,217	86,740	70,707	51,695
Capital Grants and Subsidies	73	24	27	30	33
Other non current liabilities	4,591	3,474	4,795	4,590	3,977
Borrowings	1,268	2,058	3,993	7,386	16,907
Total Liabilities	116,374	89,183	96,965	84,122	74,021
Earning Per Share (Rs.)	190.06	(19.28)	123.61	141.77	88.55
Book Value per share (Rs.)	783.98	593.63	625.73	511.92	376.96
Debt Equity Ratio	0.01	0.36	0.30	0.49	0.32
Share Price **High	1845.00	2,330.00	4,711.25	4,560.00	1073.60
Low	807.15	580.00	1,788.50	1,019.85	344.95
No. of Employees	5,346	5,776	5,512	5,366	5,173

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

\*\* Source : [www.bseindia.com](http://www.bseindia.com)

# VENKY'S (INDIA) LIMITED

## BORROWING POSITION



(Amount in Rs. Crores)

Period	Long Term	Short Term	Total
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 31.03.2021	12.68	168.98	<b>181.66</b>
As on 30.09.2021	8.72	188.67	<b>197.39</b>

# VENKY'S (INDIA) LIMITED



## SHAREHOLDING PATTERN AS ON 30.09.2021

CATEGORY	NO. OF SHARES	%
Promoters and Promoter Group	79,03,966	56.11
Mutual Funds	3,330	0.02
Alternate Investment Funds	15,979	0.11
Foreign Portfolio Investors	97,501	0.69
Financial Institutions / Banks	331	0.00
Body Corporate	8,79,349	6.24
Non Resident Indian	86,264	0.62
Other - Public	51,00,616	36.21
<b>Total</b>	<b>1,40,87,336</b>	<b>100.00</b>

## 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 Shrirampur, Maharashtra.	Rs. 50.00 Cr	The project was undertaken to cater increasing demand. The project was completed and production started in April, 2021.



# 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