

**VERTICALLY INTEGRATED  
FUTURISTIC BUSINESS...**



**EDIBLE OIL**



**DISTILLERY**

# CAUTIONARY STATEMENT

This document contains statements about expected future events, financial and operating results of BCL Industries Limited, formerly known as BCL Industries & Infrastructures Ltd, which are forward-looking. By their nature, forward-looking statements require the Company to make assumptions and are subject to inherent risks and uncertainties. There is significant risk that the assumptions, predictions and other forward-looking statements will not prove to be accurate. Readers are cautioned not to place undue reliance on forward-looking statements as a number of factors could cause assumptions, actual future results and events to differ materially from those expressed in the forward-looking statements. Accordingly, this document is subject to the disclaimer and qualified in its entirety by the assumptions, qualifications and risk factors referred to in the Management's Discussion and Analysis of BCL Industries Limited's Annual Report, 2017-18.

We are at the tipping point between our ambitions and our destiny. In our Edible Oil business, we are one of the smartest manufacturers making full use of our economies of scale and our ability to use seasonal and cost-effective commodities as in-feeds.

In our Distillery business, we are delivering exceptional growth in production, revenue, margins and eventually becoming an industry peer. Our distillery business is the exceptional in India and South Asia and this is what sets us apart from any other player.

For this year we have achieved our highest turnover in the last four decades and we endeavour to grow ambitiously, given the mammoth of opportunities available in the industry.

The trust of our customers and stakeholders have seen us emerge stronger in order to face the challenges of tomorrow with faith and conviction that we have today!

Going forward, we are well positioned to capture the ever growing opportunities in the market and create value for our stakeholders. As we plan for the future, we continue to invest in the sunrise areas of our business that will be significant drivers for future growth. We are building on our steady progresses and remain focused on breaking new barriers of performance and returns over a period of time. Our uniqueness is what makes us a company, that is, a vertically futuristic integrated business.





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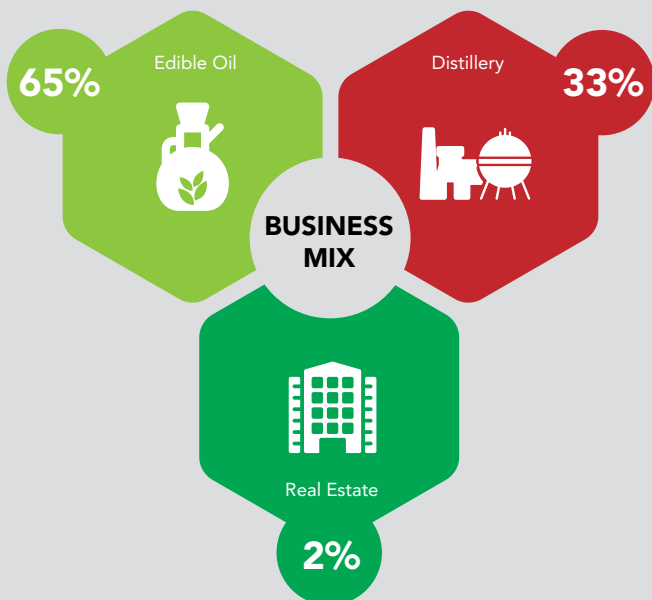


# AT A GLANCE

We are a diversified conglomerate in manufacturing and development with business interests spread across a variety of industry verticals namely Solvent Extraction and Edible Oil, Distillation and Real Estate. We have transformed from a small oil mill to one of the most modern and fully integrated rice and edible oil complexes in India with a processing capacity of 1,000 Metric Tonnes per day. We are the only company in India and the South Asian region that has a forward and backward integrated Distillery-Ethanol Industry plant.

Looking forward, we continue to build a growing base of valuable customers who are worldwide market leaders in many end-use industries. We continue to take advantage of our captive supply for key raw materials and our improved operational efficiencies to deliver satisfactory results and gain significant cost advantages.

## BUSINESS MIX



## KEY HIGHLIGHTS

₹ 8,576 Mn | Our Highest consolidated turnover in above four decades of history.

300 Dealers | Key Distribution Network for Edible Oil spanning over the entire North Indian Region.

1000 MT | Edible Oil Production per day

08 | Number of Edible Oil Brands

325 KLPD\* | Distillery Capacity  
\* 125 KLPD in Associate company

08 | Distillery Brands for PML and IMFL

## VISION

- The vision is to grow
- The commitment is to perform
- The excellence is to deliver consistently

## MISSION

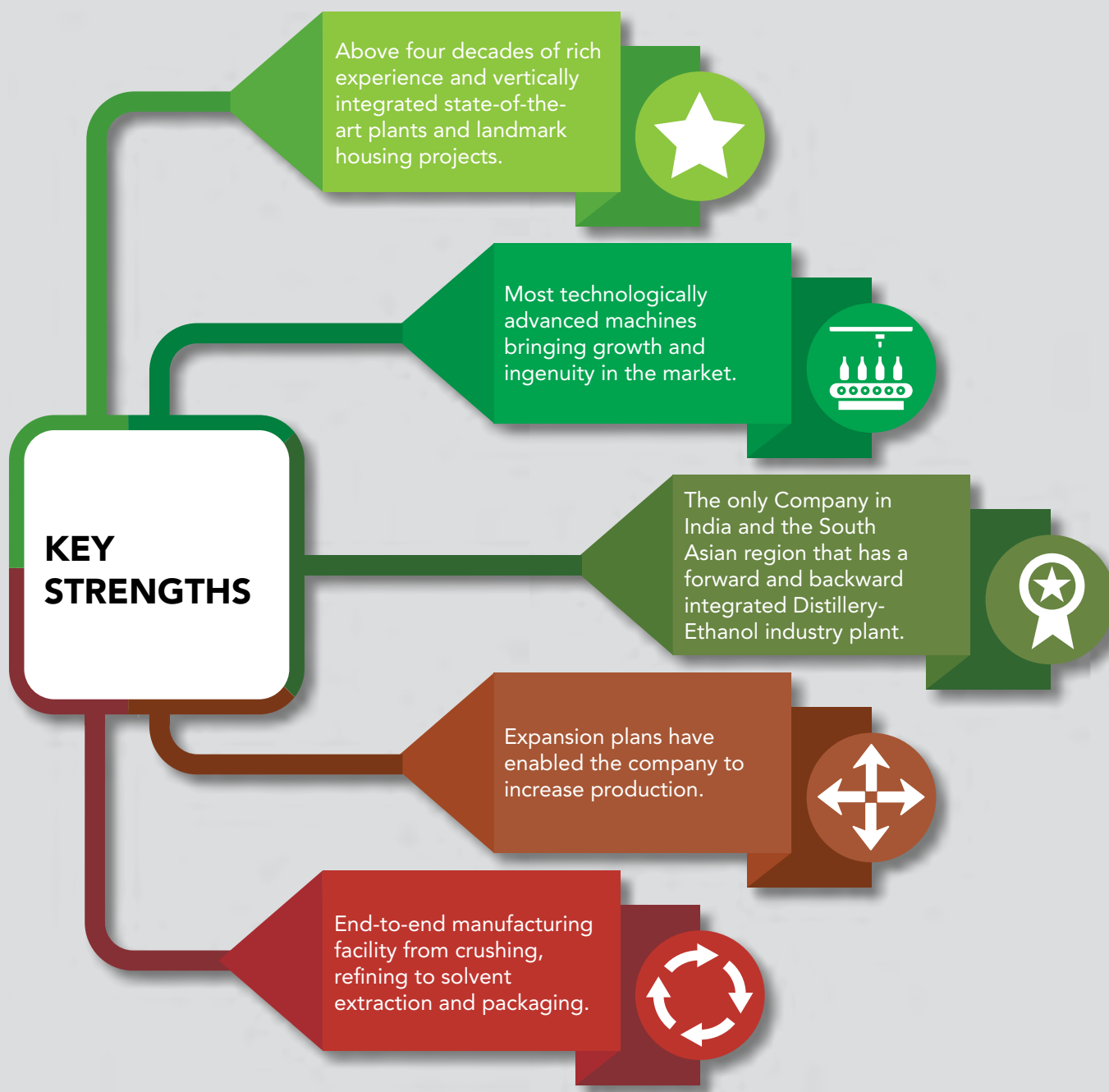
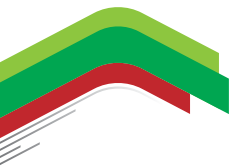
Our aim is to create a hallmark in the Edible oil and Distillery with Improvisation, Novelty and Uniformity as the trademark of our Agro based business

## VALUES

- **INNOVATION:** Constantly innovating ourselves to provide value for our shareholders.
- **CONSUMER FOCUS:** We are focused on providing quality products to our consumers on a timely basis.
- **DEPENDABILITY:** You can always place your faith in us to deliver in a timely and efficient manner.
- **ENVIRONMENTALISM:** Our methods are always environmentally friendly and involve zero effluents.
- **PASSION:** We are extremely passionate in all the work that we do.
- **VISION:** Our vision is to grow and expand our horizons.
- **EXCELLENCE:** We aim to attain excellence in everything we do.

## AWARDS

- Hind Gaurav Award 1994 - All India Achievers Conference, New Delhi
- State Export Award 1993-1994 - Department of Industries, Punjab
- Great Achiever of Industrial Excellent Award-2006 - Council for Economic Growth & Research, New Delhi
- B.K. Goenka SEA Award 2006-10 - 4 Consecutive Years - Solvent Extractors Association is a premier association of vegetable oil industry and trade, ISO 9001:2008 Organisation
- B.K. Goenka SEA Award 2010-13 - 3 Consecutive Years - Being the 2nd highest producer of refined rice bran oil in the country
- Renowned Industrialist State Award 2011 - Being the Individual Industrialist of the State
- North India Achievers Award 2014 - The Economic Times Achievers of North 2014
- The special issue of "FORTUNE" June, 2016, ranked BCL Industries as 418 amongst 500 top Indian companies
- Star Performer Award, 2018 - Dainik Bhaskar
- Gems of Malwa, 2018 - Dainik Bhaskar.





# OUR HERITAGE AND HISTORY

We are a part of the Mittal Group, founded by Shri D. D. Mittal, who set in motion an intrinsic value system that became the bedrock of a great company in the making. This value system espoused Trust, Commitment and Transparency, in the way the business was to be conducted. These values held true then and continue to hold true now.

Under the dynamic stewardship and visionary leadership of Mr. Rajinder Mittal, the current Managing Director, we are setting new standards and practices in the businesses we are engaged in. Established in 1976, we have business interests in solvent extraction, edible oil and distillation with an annual turnover of more than ₹ 8,500 Mn. We have over 4 decades of experience in the Group's core business of solvent extraction and have transformed ourselves from a small oil mill to one of the most modern and fully integrated rice and edible oil complexes in India, with a processing capacity of 1,000 Metric Tonnes per day. We have gained a leadership position in the oil and rice industry, especially in North India. Today, we own one of the largest vertically integrated agro-based edible oil complexes established in India. We diversified our core business by partnering with Pioneer Industries Limited in 2006 to operate a distillation plant manufacturing grain-based ENA/Ethanol alcohol. We emerged as the only company to manufacture high quality wheat gluten. The business was further expanded by setting up another state-of-the-art grain-based distillery in the village of Sangat Kalan. In April 2017, the 100 KLPD capacity of this plant was doubled to 200 KLPD and it is still operating at optimum utilisation levels.





# OUR EVOLUTION SINCE INCEPTION

## 1976-80

- In 1976, we started off with a solvent extracted plant, extracting oil from rice bran.
- The production of oil commenced in 1977.
- In 1980, rice bran hard oil production started.

## 1986-90

- In 1988, the oil crushing unit was installed and commissioned.
- In 1990, the Company manufactured Vanaspati by installing 100 MT Vanaspati Plant.

## 1996-00

- In 1997, the overall capacity of all Product categories was enhanced to almost double.
- In 1996-97, BCL achieved its turnover of more than ₹ 1,000 Mn.

## 1981-85

- In 1982, the vegetable oil refinery project was started.
- Between 1981-85, Edible oil such as mustard oil, soya bean oil and cotton seed oil was refined and packed in 15 kg and 1 ltr pouches.
- The brand name 'MURLI' was established.
- In 1984, the rice mill was installed.
- The capacity of the solvent extraction plant was increased to 200 MT PPD from initial installed capacity of 40 MT PPD.

## 1991-95

- In 1993, the Company shares went for a Public Issue for 29 Lakhs shares of ₹ 10/- each at a premium of ₹ 5/-. The issue was subscribed 4 times.
- The expansion plan initiated for doubling the capacity of its Edible Oil, Rice & Processing Unit at Bathinda.



## 2001-05

- In 2005, the Company ventured into real estate and launched Ganpati Enclave, an integrated township.
- Achieved ₹ 2,500 Mn worth of turnover in 2002-03.
- Achieved ₹ 3,000 Mn worth of turnover in 2003-04.

## 2006-10

- In 2006, the Company ventured into Distillery-Ethanol Industry production by acquiring a substantial share in Pioneer Industries Limited, Pathankot.
- The Distillery-Ethanol Industry Unit of 125 KLPD and a Power Project of 3.00 MW was established at Pioneer Industries Limited, Pathankot.
- In 2010, the Company installed the new Green Field, Grain-Based Distillery-Ethanol Industry Unit of 100-kilo litre/day unit, along with 5.0 MW co-generation Power Plant at Dabwali Road, Bathinda. This took the group capacity to 225 KLPD.
- Achieved ₹ 4,000 Mn worth of turnover in 2007-08.

## 2011-15

- Achieved ₹ 6,000 Mn turnover in 2013-14.
- Bottling Plant started at the BCL, Distillery Industry Unit at Dabwali Road, Bathinda. Company floats various IFML Brands both in Whiskey & Vodka categories.
- The expansion plan initiated for its existing Distillery Industry of 100 KLPD to 200 KLPD at Dabwali Road, Bathinda.

## 2015-20

- Production commenced at the BCL Distillery - Ethanol Unit, Dabwali Road, Bathinda increasing its capacity from 100 KLPD to 200 KLPD and taking the overall Group capacity to 325 KLPD.
- Achieved ₹ 6,760 Mn worth of turnover in 2016-17.
- Took up the expansion plan of Distillery - Ethanol Domain for a new state-of-the-art plant of 200 KLPD with 10.0 MW co-generation Power Plant at Kharagpur, West Bengal. The new plant is expected to commission in the 2018-19 and should put the Group as the No 1 grain-based ENA - Ethanol manufacturer in the country.
- Achieved a turnover of ₹ 8,576 Mn in 2017-18, the highest in our more than four decades of history.



## EDIBLE OIL & VANASPATI

We began our operations as a small oil mill in 1976 and since then we have transformed to one of the most modern and fully integrated rice and edible oil complexes. Today, we stand as one of the largest vertically integrated rice and edible oil complexes in North India.

The state-of-the-art design and development facilities to handle solvent extraction from seed to full-scale manufacture makes us unique and we not only enjoy a peer position among the top edible oil suppliers in the region but also have dominant share in the market.

The core business of the company is the manufacturing of Vanaspati, refined oils, expelling of oil from seeds, solvent extraction of oil from seeds, de-oiled cakes and basmati and para boiled rice.

Our manufacturing unit has one of the most modern and vertically integrated edible oil and rice complexes, which comprises of several units where we manage all stages of solvent extraction. We are present across the value chain from crushing to solvent extraction, refinery, rice sheller, chemical refinery, physical refinery and Vanaspati ghee manufacturing unit and packaging.

Today, we stand as one of the largest  
vertically integrated rice and edible  
oil complexes in North India.

