



# Big Challenges, Bigger Opportunities

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## CORPORATE INFORMATION

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### BOARD OF DIRECTORS

Sh. Ramesh Chander Nayyar  
Chairman / Independent Director

Sh. Rajinder Mittal  
Managing Director

Sh. Sat Narain Goyal  
Whole Time Director

Sh. Varinder Kumar Nayyar  
Independent Director

Smt. Neerja Jain  
Independent Director/Women Director

Mr. Kushal Mittal  
Additional Director (w.e.f. 01st April, 2020)

### CHIEF EXECUTIVE OFFICER

Sh. Subhash Chander Mittal  
Resigned (w.e.f. 06th July 2020)

### CHIEF FINANCIAL OFFICER

Sh. Gulab Singh

### COMPANY SECRETARY

Sh. Gurinder Singh Makkar

### BOARD COMMITTEES

#### AUDIT COMMITTEE

Sh. Varinder Kumar Nayyar  
Sh. Rajinder Mittal  
Sh. Ramesh Chander Nayyar  
Smt. Neerja Jain

#### STAKEHOLDERS' RELATIONSHIP COMMITTEE

Sh. Varinder Kumar Nayyar  
Sh. Rajinder Mittal  
Sh. Sat Narain Goyal  
Smt. Neerja Jain  
Mr. Kushal Mittal

#### NOMINATION AND REMUNERATION COMMITTEE

Sh. Varinder Kumar Nayyar  
Smt. Neerja Jain  
Sh. Ramesh Chander Nayyar

### CORPORATE SOCIAL RESPONSIBILITY COMMITTEE

Sh. Ramesh Chander Nayyar  
Sh. Varinder Kumar Nayyar  
Sh. Sat Narain Goyal  
Smt. Neerja Jain

### STATUTORY AUDITORS

M/s AMRG & Associates

### BANKERS

Punjab National Bank  
LIC Housing Finance Limited  
IndusInd Bank Limited  
Tata Motors Finance Limited  
HDFC Bank Limited

### REGISTRAR & SHARE TRANSFER AGENT

Link Intime India Pvt. Ltd.  
Noble Heights, 1st Floor, Plot NH 2, C-1 Block LSC,  
Near Savitri Market, Janakpuri, New Delhi - 110058  
Phone: +91 -11- 4141 0592-93,  
Fax: +91 -11- 4141 0591  
EMAIL: delhi@linkintime.co.in  
WEB: www.linkintime.co.in

### REGISTERED OFFICE

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Ph. : 0164-2240163, 2240443, 2211628  
Fax: 0164-5003638,  
Email: bcl@mittalgroup.co.in

### WEBSITE

www.bclind.in

### CIN

L24231PB1976PLC003624



# CAUTIONARY STATEMENT

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This document contains statements about expected future events, financial and operating results of BCL Industries Limited 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, 2019-20.

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 endeavor 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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# BIG CHALLENGES BIGGER OPPORTUNITIES

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**BCL is an established player in the edible oil industry, with a legacy of over 4 decades in the business. Our expertise lies in - processing of oilseeds to producing the final packaged edible oil - with the help of our completely integrated manufacturing unit. BCL has also established itself nationally in the distillery business with over a decade of experience and by producing one of the best qualities of grain based Extra neutral Alcohol and Ethanol.**

The Company started off with a small oil mill in the edible oil business but with relentless efforts we have grown to become one of the prominent Edible Oil manufacturers in North India. Gradually we expanded into the distillery business smoothly. With our humongous experience and resilience to consistently grow, we have strategically increased our contribution of revenues from the distillery business so as to match it with the edible oil revenues and mitigate the risk.

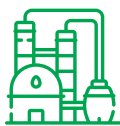
BCL supplies ENA to multiple locations across India and we are one of the most preferred partners for several IMFL and IMIL brands in the country. Furthermore in this business, we are also benefitted by the government's efforts in blending Ethanol with petrol as we have diverted some portion of our capacity for it. Our distillery is a state-of-art manufacturing facility which derives utmost efficiency of all the raw materials resulting in superior output. The company has undertaken expansion initiatives to address the growing demand in the domestic markets, by planning installation for a new state-of-the-art Distillery of 200 KLPD with 8.0 MW co-generation power plant in Kharagpur, West Bengal.

BCL has been always focusing on sustaining all the odds and nevertheless to give the best results. We have historically proven this by consistently growing in the edible oil business despite all the volatility in the business & industry. Alongside, we have also developed our distillery business to be one of the most reliable suppliers of ENA in the country for many IMFL and IMIL brands. During the recent pandemic, there was an increased demand for hand sanitisers and the company saw an opportunity in it, hence commenced the production of the product under its own brand and received a great response for it, going forward this would be a growth area for the company. As everyone is aware the situation was difficult and as mentioned earlier we will continuously put more efforts to gain the momentum back.



# COMPANY

## SNAPSHOT



One of the Largest edible oil complex in North India



8 brands in edible oil business



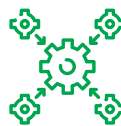
Distillery business, to produce grain based Extra neutral alcohol, Ethanol and Hand Sanitiser



Largest Grain based Ethanol supplier in the Nation



Expansion in Distillery business by setting up plant in West Bengal, to capture opportunities of the market



Completely integrated edible oil plant with the ability to conduct processing of oilseeds as well as packaging of refined edible oil



Consistently generating good profitability without any Capex



Distillery developed with latest technology, optimizing the efficiency of raw materials



Huge growth in demand for Ethanol under the New National Biofuel Policy, 2018 – to blend ethanol with petrol



Monetisation of Real Estate projects and proceeds to be utilised for repayment of company's debt



# VISION, MISSION, VALUES AND AWARDS

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## 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

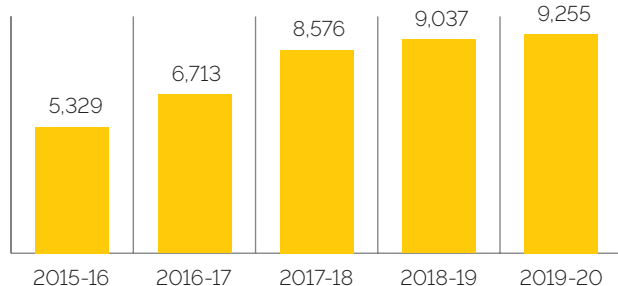
- **INNOVATION:** Constantly innovating ourselves to provide value for our shareholders.
- **CONSUMER FOCUS:** We are focused on providing quality products to our consumers on a timely basis.
- **DEPENDABILITY:** You can always place your faith in us to deliver in a timely and efficient manner.
- **ENVIRONMENTALISM:** Our methods are always environmentally friendly and involve zero affluent.
- **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

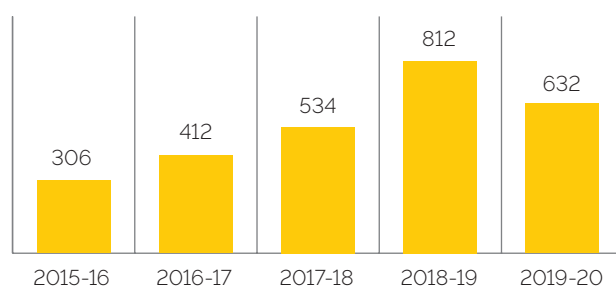
-  BCL Industries was recognised by Fortune India Next 500
  - At a rank of 309, moving upwards from the previous rank of 462

# FINANCIAL HIGHLIGHTS

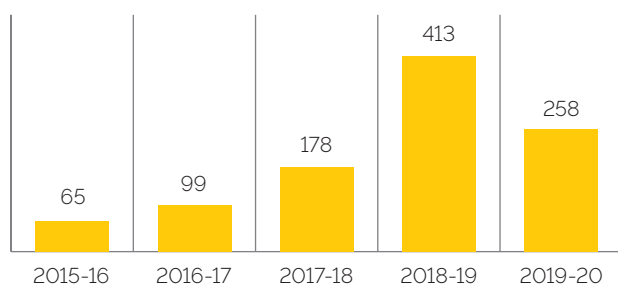
**Revenue Growth (Rs. Mn)**



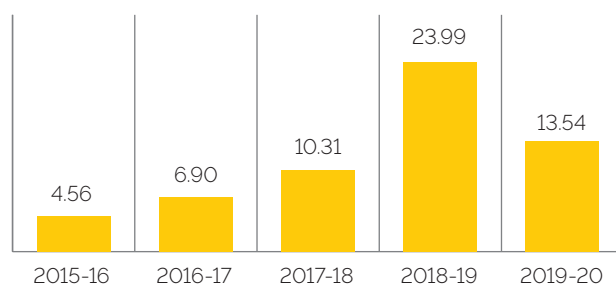
**EBITDA (Rs. Mn)**



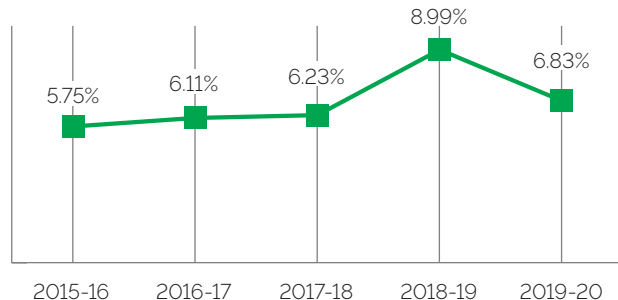
**PAT (Rs. Mn)**



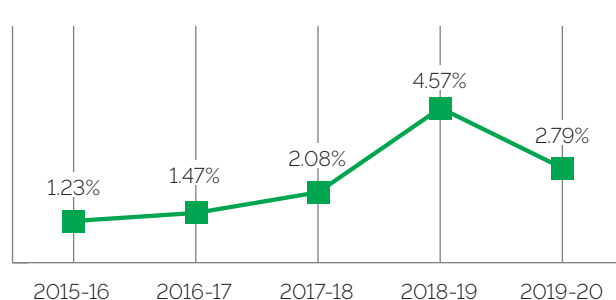
**EPS (Rs.)**



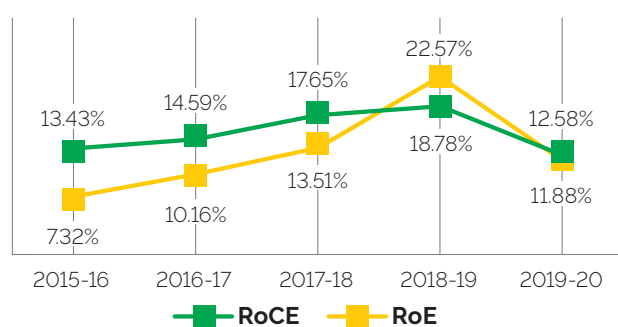
**EBITDA Margins (%)**



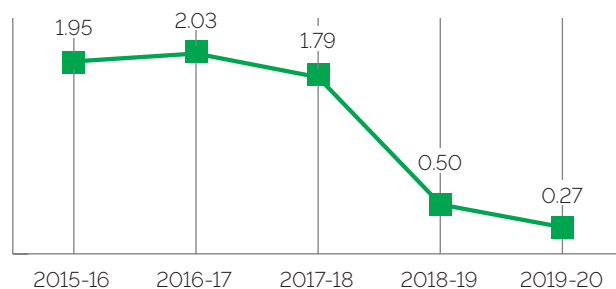
**PAT Margins (%)**



**RoCE (%) and ROE (%)**



**Long-term Debt to Equity (x)\***



\*Standalone Numbers



# BOARD OF DIRECTORS



**R.C. Nayyar, Chairman & Independent Director** - Belonging to the 1982 batch of Indian Administrative Services and a Doctorate in the Faculty of Science from Punjab University, Mr. R C Nayyar served the government in various capacities. He has more than three decades of administrative and functional experience. He was the Chairman of Punjab State Forest Development Corporation, Managing Director of Punjab State Civil Supply Corporation and Member Secretary of Pay Commission of Government of Punjab. After retiring from Administrative Services in 2013, he joined the company as the Chairman of BCL Industries Ltd. He is a strategic planner and involves himself in all the decisions relating to BCL's strategic planning.



**Rajinder Mittal, Managing Director** - A Graduate in Commerce and an alumnus of Birla Public School, Pilani, Mr. Rajinder Mittal, Managing Director of BCL Industries Ltd is a leading industrialist in Punjab. He joined the family business at the age of 21, with his father, Late Sh. Dwarka Dass Mittal, in a small solvent extraction unit. The business grew at a phenomenal pace under the vision and direction of Mr. Rajinder and is now a Rs. 1,000 crore empire. BCL has dominated its presence in Edible Oil, Distillery and Real estate. He is a pioneer in converting the non-conventional Rice Bran oil into Refined Rice Bran oil, fit for human consumption. He established the Distillery division, one amongst the few manufacturers in India and South Asia Region to have forward and integrated distillery plants with ZERO discharge. In the real estate sector, he has been instrumental in introducing ultra-modern housing concept in the backward belt of Malwa Region of Punjab. He is a Board member in many other companies and is the President/ Member on numerous State/ Social organisations. He has consistently won many industrialist awards



**S.N. Goyal, Whole Time Director** - A Post Graduate in Commerce, Mr. Sat Narain Goyal is one of the oldest team members of BCL Industries Ltd and has about four decades of experience in commerce and accounting processes of the manufacturing industry. He started his career as the Manager (Accounts) of BCL in 1981. Since then he has been focussing on strengthening and broadening the company and its stake holders' relationship for mutual benefits. He now heads Finance, Taxation and Secretarial functions of the company.



**Neerja Jain, Independent Woman Director** - An M.Sc (IT), B.com, MBA, B.Ed - has more than ten years of experience in the fields of financial matters, administration, information technology, teaching and human resources management. Presently, she is on the Board of Directors of BCL Industries Limited as Independent Director. She has served many educational institutions as advisor/teacher and has been on senior positions in these institutes. Presently she is also working as Principal of a renowned senior secondary school. She has multi facet qualifications and an ability to deliver in various fields associated with education and corporate world



**V.K. Nayyar, Independent Director** - Is a Gold Medallist Graduate in Commerce from Punjab University and a Fellow Chartered Accountant of Institute of Chartered Accountants of India (ICAI). He has four decades of experience in banking, project financing, auditing, financial and investment market. As a Director of BCL, he contributes and provides necessary directions in project financing and other investment-related decisions to the company.



**Kushal Mittal, Additional Director/Joint Managing Director** - Mr. Kushal Mittal, aged around 24 years is a Graduate in Business Administration- Finance from Northeastern University, Boston. 2020. He has three years of experience in finance, fund management, project financing, cost management and administration and he is having an entrepreneurial background. As a Director of BCL, he is now contributing and providing necessary directions and advice in finance, cost management and other investments and products additions related matters, to the Company. He has now become a vital part of the Board of Directors of the Company and the Company is expected to immensely benefit with his induction in the times to come.



# KEY MANAGEMENT PERSONNEL

**Subhash Mittal, CEO** - A Graduate in Commerce, Mr. Subash Mittal has experience in commercials, quality and procurement of food grains and oil seeds. He has more than three decades of experience in overseeing the general and commercial requirements of production. He has been with BCL since the last sixteen years and became the CEO in 2017. After close of F.Y. 2019-20, he resigned as CEO of the Company w.e.f. 06th July, 2020.

**Gurinder Singh Makkar, Company Secretary** - A Commerce Graduate and Member of the Institute of Companies Secretaries of India, Mr. Gurinder Makkar is a result-driven Company Secretary professional with 17 years of distinguished experience in corporate secretarial and legal functions, issues & listings of securities, secretarial compliances, corporate affairs and corporate governance, legal drafting, commercial purchases of raw materials and other matters relating to the Pollution Control Board. He is adroit in dealing with merchant bankers, auditors, legal counsels, stock exchanges, depositories and share broking companies. He has the ability of giving great attention to detail and going the extra mile whenever required.

**Gulab Singh, CFO** - A Master's in science and after his extensive 3 plus decades of exposure in Credit, Foreign Exchange, Marketing & Retail Loans department of Punjab National Bank at various positions, Mr Gulab Singh retired as Chief Manager from Circle Office-Dehradun. Prior to this assignment with BCL, he was with SN group of companies Dehradun as CGP and as a Director in Lucent International School, Dehradun.

## MANAGEMENT PERSONNEL

**Col. M S Gaur (Retd), Vice President** - A Post Graduate in Human Resource from Symbiosis, Pune and an alumnus of Birla Public School, Pilani, Col. M. S. Gaur served the army for more than 3 decades. Post retirement, he served in the manufacturing industry in various capacities. He was with Mawana Sugars Ltd and Torrent Power Ltd for about 4 years before joining the company in July 2013. Having a vast experience in administration, human resource management, financial management, logistics, supply chain management and industrial relations, he is the Vice President of the company.

## DISTILLERY UNIT

**Avtar Singh, Sr. GM & Unit Head** - A Bachelor in Mechanical Engineering and a Master's in Business Administration with specialisation in Industrial Engineering, Mr. Avtar Singh has about a decade of experience in the industry and a decade and a half with Naval services of India. He also had a small stint of about six months with Dredging Corporation of India. He started his career in the distillery industry with Globus Spirits in 2008 and then engaged himself in the project implementation as the General Manager with CMJ Breweries, Meghalaya. He took up the assignment of Vice President with Globus in the year 2014 and had to return to domicile on medical compulsions. He is now taking care of the entire plant of BCL (Distillery) as the General Manager (Works).

**Rajeev Vats, GM (Operations)** - An Electrical Engineer Diploma from Thapar University, Patiala and a Member Engineer of IPWE, Delhi, Mr. Rajeev Vats has more than one and half decades of experience in this industry. He has been in various capacities handling maintenance, operations and project implementation. He started his career with Ambuja Cements, Punjab as a Trainee Engineer and then moved to Patiala Distillery as an Electrical Engineer and then with Picadelli Sugars as Maintenance Engineer and lastly with Malbros as Senior Maintenance Engineer. He joined BCL in the year 2012 and is currently handling the operations at BCL (Distillery) as the General Manager (Operations).

**Wajid Ali, DGM (Bottling)** - A Bachelor in Chemical Technology from HBTI, Kanpur and a Master's in Chemical Engineering from the University of Roorkee, Mr. Wajid Ali has more than two decades of experience in the industry in various capacities. He has exposure to project implementation and handling and maintenance of process plants, water treatment plants, ERP and has exposure to the compliance of statutory requirements pertaining to distillery. He started his career as a Chemical Engineer in the distillery unit of Jagjit Industries Ltd. He was assigned the project and installation of the country's first multi-pressure distillation plant and went ahead to become the Deputy General Manager of Distillery unit. He joined BCL in March 2017 as the Deputy General Manager (Bottling).

## OIL & VANASPATI UNIT

**Deepak Tayal, Addl. GM (Technical)** - A Mechanical Engineer Diploma from the Thapar Institute of Engineering and Technology, Mr. Deepak Tayal has more than two decades of experience in the industry. He is an expert in erection and commissioning of vegetable oil processing plant, its maintenance and comprehensive operations. Starting his career with Thapar Agro Mills Ltd, Ludhiana in 1990, he has worked with many industries like Khandelia Oil & General Mills Ltd, Sriganganagar, Lakshmi Overseas Industries Ltd., Khamanon in various capacities. He joined BCL in the year 1999 in the Technical Dept. and is now the Addl. GM (Tech).

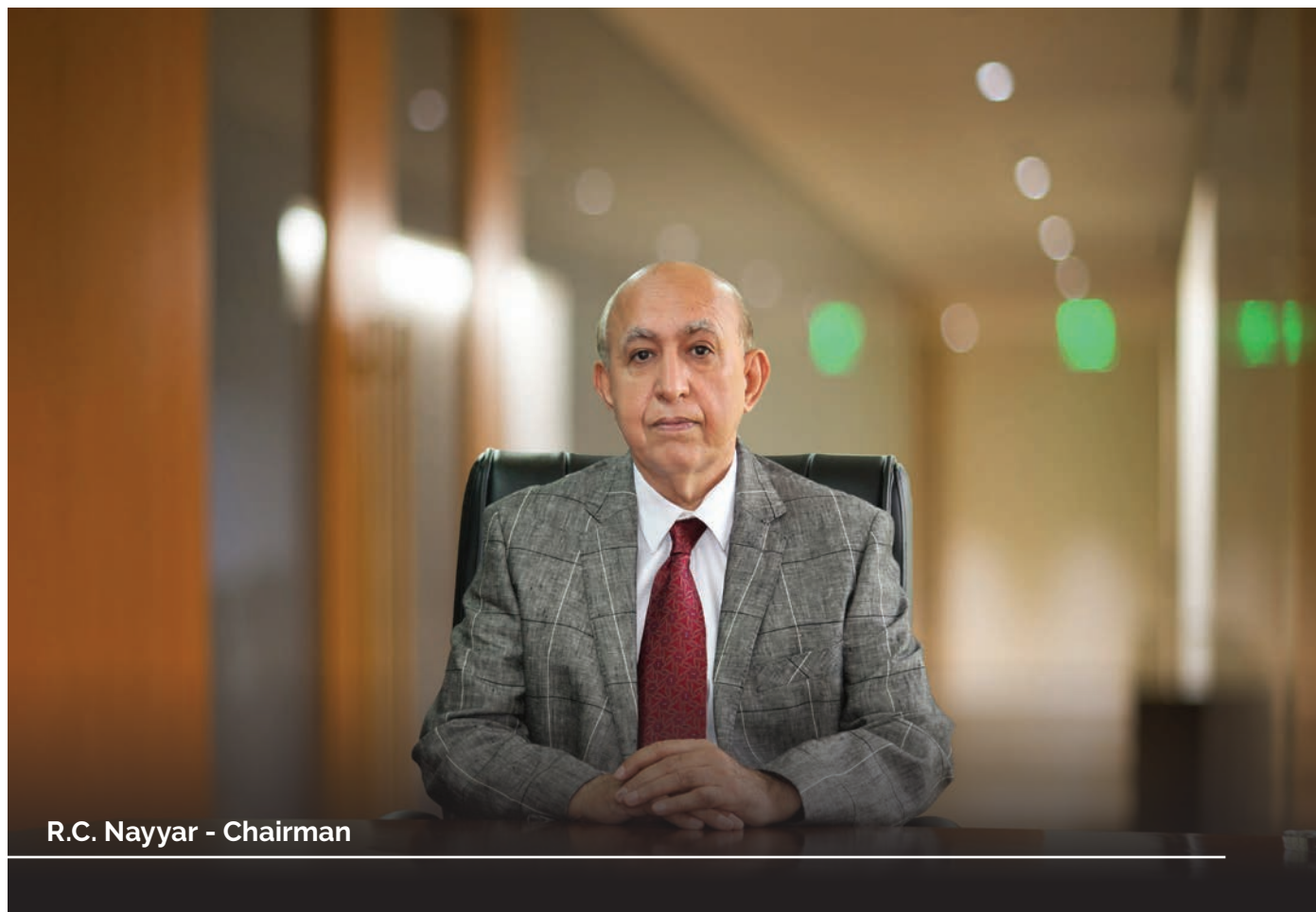
**Ajay Pareek, Manager (Production)** With experience of close to three decades in the industry, Mr. Pareek looks over the manufacturing of Vanaspati and Refined Oil. After starting his career in Vijay Solvex Limited, Mr. Pareek joined BCL Industries in 1993. After serving in various roles at BCL, Mr. Pareek was promoted to Production Manager (Vanaspati and Refined Oil) In January, 2019.

## REAL ESTATE PROJECTS

**Tarun Bahl, GM (Projects)** - A Graduate from GMN College Ambala (Cantt), Mr. Tarun Bahl has more than two decades of experience in manufacturing and process industries. He started his career with Geep Flashlight India, Allahabad and then with T.T.K & Co, Chennai before joining Munak groups, where he spent about two decades in various capacities right from Project coordinator to become the Works Manager of their Chemical division. He joined BCL Industries Ltd in the year 2003 as the Works Manager and became the head of factory administration. Subsequently, he has been given the independent charge as the General Manager (Projects) of Ganpati Estates, an important Real estate project of BCL Industries Ltd.

# CHAIRMAN'S MESSAGE

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**R.C. Nayyar - Chairman**

It gives me great pleasure to share with you the 44th Annual Report of your Company for the year ended 31st March, 2020. The year 2019-20 had been a normal year for the Company and the operations of the Company were on a normal scale upto 3rd Quarter of March, 2020, until the COVID-19 Pandemic, which earlier seemed localised, spread to all corners of the globe causing unprecedented disruption, something that the world had never seen for many decades. The India also witnessed its impact and the lockdown and curfew was imposed.

The Company's manufacturing facilities remained shut from March 23, 2020 due to lockdown. However, the Company was able to resume operations of the Edible Oil Unit of the Company w.e.f. first week of April, 2020 in line with the orders from the Central and State Governments as the same was covered under essential commodities. The Distillery Unit of the Company also restarted production from first week of April, 2020. In times when the whole world was facing crisis, the Company converted this to an opportunity and the Company got permission from Commissionerate of Food & Drugs Administration, Punjab to produce and supply hand sanitizers from our Distillery Unit. The Company got a very good response from market, for this new product in the basket of Company. The Company restarted its factory operations considering order book and available workforce, since April, 2020, adhering to the safety norms prescribed by Government of India. In distillery, the Company witnessed increase in demand for ENA in big pharma and aerosol companies.

Despite challenging global and Indian economy scenario, we are glad for the satisfactory performance exhibited by the Company during the year under review. We are an enhanced business house with interests in edible oil extraction, distillery and real estate. Our adventure