

Creating Value  
**DRIVING  
SUSTAINABLE  
GROWTH**



Foods & Inns

**FOR A BETTER TOMORROW**

**FOODS AND INNS LIMITED**



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Simply scan the QR code below to view our annual report:

Please find the online version of this Report at:

<https://www.foodsandinns.com/Investor/Investor>

## Investor Information

CIN	: L55200MH1967PLC013837
ISIN	: INE976E01023
BSE Code	: 507552
Bloomberg code	: FOODSIN
Dividend Declared	: 20%
AGM Date and Time	: September 29, 2021 at 3:30 PM
AGM Venue	: Through video conferencing facility

**Disclaimer:** This document contains statements about expected future events and financial and operating results of Foods and Inns Limited ('the Company') 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 a 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 Discussion and Analysis section of this Report.







## **Creating Value. Driving Sustainable Growth for a Better Tomorrow.**

Every business is a story of constant adaptation of change and enhancements. And when aligned to the purpose of adding value for others, these exact changes and enhancements pave the way for organic growth and success. Thereby, leading to value creation and diversification while unlocking wider avenues of opportunities.

At Foods and Inns Limited, we aspire to grow bigger and better as we traverse through our journey. We have sincerely endeavoured to create value for all our stakeholders while driving sustainable growth. The idea is not to limit ourselves by just what we have set out to do. It is more so going beyond the expectations of our stakeholders to build a better tomorrow.

Through the last 50 years, we have envisioned a future of enhancing value for the business we drive, the planet we are on, and the people around us. We have been dedicated to creating value as we move towards a better tomorrow while producing ingredients for sustainable growth. We are committed to triple bottom line framework (people, planet and profit) as we advance, backed by our forward and backward integrated value chains, strengthening our existing businesses.

## Company Introduction

# Our Journey of Value Creation

Foods and Inns Limited ('F&I' or 'the Company' or 'We' hereafter) is a renowned name that has pioneered the food processing space since its establishment in 1967. We primarily manufacture and market a range of processed tropical Fruit Pulp, Purees, and Vegetables, globally. We are a Government-recognised export house and the largest Indian exporter of Mango Pulp.

Our product basket includes tropical fruit purees and concentrates of Mango, Guava, and Papaya, apart from the Tomato Paste, Natural Fruit and Vegetable Powders.

Through the years, F&I has grown to be a major exporter of Aseptic, Canned and Frozen Fruit Pulp, Fruit & Vegetable Chunks, Ready-to-Eat Food and Processed Spices with established markets in the USA, Europe, Australia, Middle East and some Asian destinations.



### Our Key Divisions

- Aseptic
- Canning
- Spray Drying
- Frozen Fruits
- Individually Quick Frozen (IQF) Vegetables & Snacks
- Spices (Kusum Spices)



### Vision

- To become the largest Fruit & Vegetable processor in India
- To become the most preferred Food & Beverage manufacturer
- To own trusted Food & Beverage brands portfolio



### Mission

Strive to build world-class manufacturing facilities with emphasis on indigenous sourcing

Creating Innovative and Environmental Friendly Products through constant focus on Research & Development and Sustainable Sourcing

Sourcing/creating the best ingredients adhering to high ethical standards

Focus on cost efficiencies through Economies of Scale & Asset Light Operating Models

## Juicy Facts

**50** Years+

Rich Experience and Expertise

**Six**

State-of-the-art Facilities  
3 at Chitoor (Andhra Pradesh)  
1 at Valsad (Gujarat) and,  
2 at Nashik (Maharashtra)

**30+** Variety  
of Products Processed

**50+** Countries  
Footprints

**400+** Employees  
Strength

**3,000+** Workers  
On Contractual Basis

## Our Brands



# ASIM

## Our Product Range

### Pulp, Purees & Concentrates

#### Pulp & Puree



Mango



Guava



Papaya



Grape



Tomato



Beetroot



Carrot



Chilly

#### Paste & Concentrates



Mango



Multi-fruit



Guava



Papaya



Tamarind



Ginger



Garlic



Beetroot



Tomato



## Chutneys



Mango

## Snacks



Samosa



Onion Bhaji



Pakoras



Veg Roll



Nuggets



Burgers and Many More

## Vegetables



Okra



Beetroot



Cauliflower



French Beans and Many More



Green Peas



Carrot



Broccoli

## Spray-dried Powder



Mango Powder



Tamarind Powder



Guava Powder



Pomegranate Powder



Lemon Powder



Caramel



Yogurt



Cheese



Mint



Banana and Many More

## Spices & Masala



All spices, including Aloo Chat Masala, Bhindi Masala, Briyani Masala, and Clove Powder, among others

## Tetra Recart

(Tetra Recart will be added to the product range only from end of calendar year 2021)



Purees & Pulps



Soups



Ready Meals

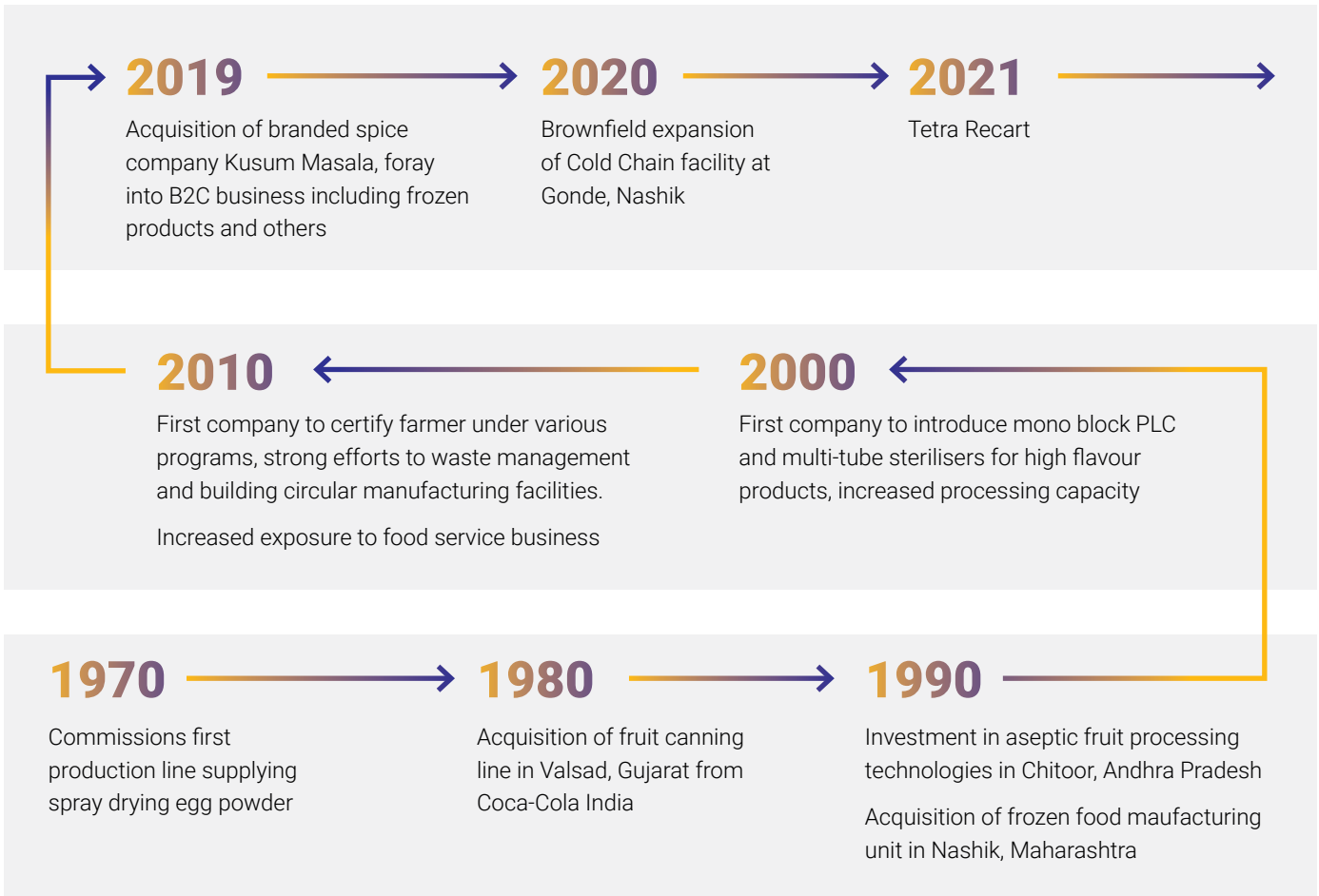


Sauces & Chutneys



Fruits & Vegetables

# Milestones



# Marquee Clientele





# Our Footprints

Market-wise percentage of revenue share of F&I total products basket



# Chairman's Message



FY 2020-21 was full of lessons that taught us about resilience, prudence, survival and most importantly, being ready for anything anytime. The year started with the pandemic led lockdown creating a panic-like situation across businesses, industries and among mankind in general around the world.



## The Year That Was...

It indeed was a year unlike any other we have seen so far. Foods and Inns family lost 3 of its members to the ruthless COVID-19. Our heart goes out to the families of these members and we pray for the peace of the departed souls. While 2021 brought with it a fair degree of hope and optimism, I believe we must now embrace living in a world where the new normal and never normal coexist. This crisis has instrumented some lasting changes in the way consumers and businesses will function. There are some significant structural changes in the way we live and work, the way we consume, shop, and interact with others. And they are here to stay.

## Testing Times Bring Out the Best

The phrase 'Survival of the fittest' was apt given the circumstances. At F&I, we survived the first and second pandemic waves with our agility and resilience. Not only that, we also emerged stronger than before, thanks to our ecosystem of farmers, vendors, employees, customers, financiers, shareholders and well-wishers.

## Towards a Sustainable Future

At F&I, our ambition is to build on our vision of putting up world-class processing facilities and to build some of the most trusted consumer brands going ahead. With this as the background, you will see a significant shift in our approach, one of greater aggression and one with sharper execution.