



Sustainable growth. Infinite potential.

ANNUAL REPORT 2022-23

# **Corporate Information**

#### **Board of Directors:**

Mr. Kanubhai Thakkar Chairman & Managing Director

Mr. Jayesh Kumar Thakkar
Mr. Dipakkumar Thakkar
Mr. Ashutosh Bhambhani\*
Mr. Keyoor Bakshi
Mr. Sujit Gulati
Mr. Pankaj Kotak
Ms. Pooja Khakhi
Managing Director
Executive Director
Whole-Time Director
Independent Director
Independent Director
Independent Director

\*Resigned w.e.f April 13, 2023

**Management Team:** 

Mr. Nilesh Thakkar - Director (Marketing)
Mr. Sanjay Jain - General Manager (Accounts)

Chief Executive Officer (CEO):

Mr. Hitesh kumar Thakkar

Chief Financial Officer (CFO):

Ms. Dhara Chhapia

Company Secretary & Compliance Officer:

Mr. Viralkumar Thaker

**Board Committees:** 

**Audit Committee** 

Mr. Keyoor Bakshi - Chairman
Mr. Pankaj Kotak - Member
Ms. Pooja Khakhi - Member
Mr. Jayesh Kumar Thakkar - Member

**Nomination and Remuneration Committee** 

Mr. Pankaj Kotak - Chairman Mr. Keyoor Bakshi - Member Ms. Pooja Khakhi - Member

**Shareholders Relationship Committee** 

Ms. Pooja Khakhi Chairperson Mr. Pankaj Kotak Member Mr. Jayesh Kumar Thakkar Member

Mr. Viralkumar Thaker Investor Relation Officer

**Corporate Social Responsibility Committee** 

Mr. Pankaj Kotak - Chairman
Mr. Kanubhai Thakkar - Member
Mr. Jayesh Kumar Thakkar - Member

Risk Management Committee

Mr. Keyoor Bakshi - Chairman
Ms. Pooja Khakhi - Member
Mr. Pankaj Kotak - Member
Mr. Jayesh Kumar Thakkar - Member

**Statutory Auditors:** 

M/s. Surana Maloo & Co., Chartered Accountants, 2<sup>nd</sup> Floor, Aakashganga Complex, Parimal Under Bridge,

Near Suvidha Shopping Centre,

Paldi, Ahmedabad- 380007

**Internal Auditors:** 

M/s. Yogesh Kalyani & Associates Chartered Accountants Mohan Palace, Jawahar Nagar, Court Road, Ta. Nadiad, Dist: Kheda

Gujarat-387001

Secretarial Auditors:

M/s. Chirag Shah & Associates

**Company Secretaries** 

1213, Ganesh Glory, Nr. Jagatpur Crossing,

Besides Ganesh Genesis, Off. S.G. Highway, Ahmedabad- 382481

**Cost Auditor:** 

M/s Priyank Patel & Associates

Cost Accountants B-201, Ganesh Glory 11,

Chenpur Road, Nr. BSNL Office, Jagatpur,

Ahmedabad, Gujarat 382481

**Company Details:** 

CIN-L15142GJ2014PLC080010

Name: Gokul Agro Resources Limited

Registered Office: Crown-3, Inspire Business Park,

Shantigram, Nr. Vaishnodevi Circle, S.G. Highway, Ahmedabad-382421 Website: www.gokulagro.com Email: compliances@gokulagro.com Contact Details: 079-67123500/501

**Plants:** 

1. Gandhidham Plant

Survey No. 76/1/P1, 80, 89, 91 Meghpar - Borichi, Galpadar Road,

Nr. Sharma Resort,

Tal. Anjar, Dist. Kutch-370 110, Gujarat, India

2. Krishnapattnam Plant

Address: Survey No.929, 929A & 929B, Vill. EPURU BIT-1 Doruvulapalem Panchayat Muthukuru, Sri Potti Sriramulu

Nellore Dist.-524323 Andhra Pradesh, India

3. Haldia Plant

J.L No. 149, P.S. Bhabanipur, Mouza- Debhog, Haldia, Dist - Purba Medinipur - 721657 West Bengal, India

Registrar & Transfer Agents

Link Intime India Private Limited

5th Floor, 506 to 508, Amarnath Business Centre-1(ABC-1),

Besides Gala Business Centre, Nr. St. Xavier's College Corner, Off C G Road, Ellisbridge, Ahmedabad 380006

E mail: ahmedabad@linkintime.co.in Phone: 079-26465179/5186/5187

**Bankers:** 

State Bank of India Bank of Baroda Central Bank of India Union Bank of India Axis Bank Limited IDFC First Bank Limited

IndusInd Bank

Jammu & Kashmir Bank Limited

Punjab National Bank

Bank of India

Bandhan Bank Limited

**ICICI Bank Limited** 

ISIN

Equity Shares: INE314T01025

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For more information, please, visit our website:

#### **Nourishing lives**

### Leading

Producer of edible and industrial oils in India

**Company** with Global presence

### Sustaining growth

~3% Y-o-Y

Revenue growth

~8% Y-o-Y

PAT growth

At Gokul Agro Resources Limited (GARL), we believe nourishment plays a very important role in creating a healthy and prosperous society. Our well-known product brands have always focused on winning the hearts of millions of households in India and many other countries of the world by offering quality products that deliver great taste and nutritional benefits.

Delivering customer delight has been the cornerstone of our business expansion in all these years, and will continue to drive our future growth strategies.

Our global and national footprint spans a wide array of edible oils for various uses - cooking, baking, sweets and confectionaries. Our strategy is to differentiate and diversify our portfolio, supported by a strong backward integration and high-end manufacturing and technological capabilities.



We are also expanding our distribution network and brand visibility to grow our market share in existing markets as well as foray into newer geographies in India and overseas.

The global demand for our products continues to improve as economies gradually regain their growth momentum. In the backdrop of such a scenario, the diversity of our brands, esteemed national and international clients, best-in-class manufacturing facilities, strong distribution footprint and robust balance sheet will enable us to sustain our growth momentum in the coming years.

# A leading player in agribusiness 25+

#### State of art machineries

and strong synergies in business

Products in portfolio

₹ 10,000+ Crore Revenue from operations (~3% Y-o-Y growth)

#### **Downstream**

facilities manufacture highquality products

575+

Distributors and dealers

₹ 298+ crore **EBITDA** (~23% Y-o-Y growth)

Strategically located plants, with strong logistics connectivity (for domestic and

132+ crore PAT (~7% Y-o-Y growth)

international operations)

## **About us**

# Partner of choice nationally and internationally

We are among the leading FMCG companies for edible oil and industrial oil with a strong market presence in India and globally.

Incorporated in 2014, Gokul Agro Resourced Limited (GARL) is an integrated agribusiness Company producing edible oil, vanaspati and non edible oil. Our large scale of operations that cover seed processing, seed crushing, oil refining and storage terminals, continue to deliver efficiency and quality across value-chain.



# **Our Ideology**



#### **Vision**

To become an Indian multinational Conglomerate who touches lives of millions through its high quality products produced with advanced technologies and processes, serving customers globally.



#### **Mission**

- To create a brand that is familiar and liked by every household within country
- To become a true Indian MNC with Pan India presence and operations across the globe
- To create best value proposition to investors, vendors and society
- To uphold the principles of Corporate Governance



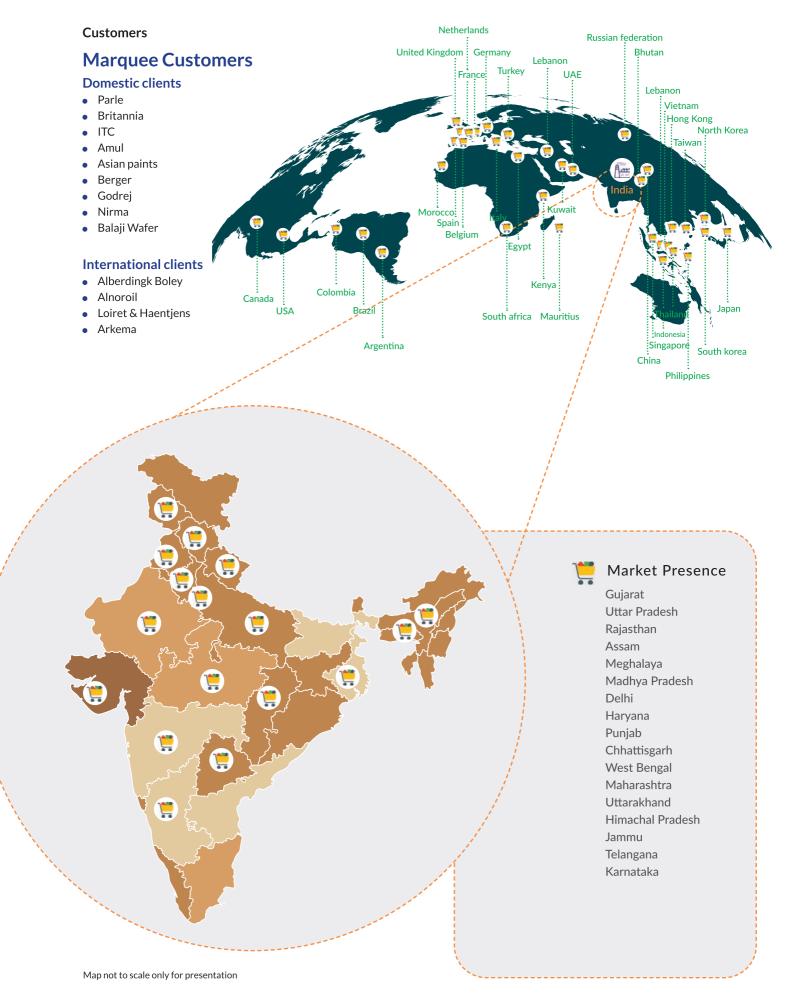
#### **Values**

- Customer satisfaction
- Excellence
- Integrity
- Leadership
- Innovation



### Strategies for growth

- Product differentiation and quality focus
- Distribution network expansion
- Market penetration and expansion in Different geographies
- Investment in Research and development
- Risk Management and contingency plan



## **Core competencies**

# Strengths that deliver sustainable value

We are among the leading FMCG companies for edible oil and industrial oil with a strong market presence in India and the world.

#### **Growing market presence**

A large number of customers in India and overseas repose their trust in our diverse brand portfolio of quality products. With presence in more than 17 states in India and 35+ countries worldwide, we are successfully weathering the pandemic-induced challenges of last year.

#### Growing

Market share in India with presence across major states

# Passionate people

Our people strengthen our resolve to build a stronger Company. Their passion to learn, build innovative and produce quality products continue to make a positive contribution to our long-term business strategy.

**1000+**Employees in India and abroad



## **Diverse offerings**

Our rich product portfolio across vegetable oil and derivatives such as edible oil and de-oiled cake under leading brands, enable us to cover a wider market share. Over the years, we have steadily diversified our product mix to increase our retail presence across edible and non edible segment.



# Distribution and supply chain

Our well-established network of C&F agents, distributors, dealers, depots and resellers continue to enhance our market share. A detailed ground report by our distribution and marketing team ensures optimum inventory management and product availability at all times.



**575+**Channel Partner

# Strategic plant locations

Our manufacturing units are strategically located close to raw material sources, ensuring enhanced cost savings with logistic benefits. The manufacturing units in Gujarat also aid in continuous exports of our products with proximity to ports and access to several international countries.



**10%** Export revenues in FY23

# Integrated operations

Our manufacturing facilities are integrated starting from our own seed crushing and processing facilities, solvent extraction capabilities, refineries to refine the crude oil, packaging of the products at our in-house manufacturing facilities and manufacturing of Vanaspati, bakery shortening, castor, castor derivatives and others. The versatile manufacturing operations gives a significant competitive edge in quality and price over unorganised players.



Our robust marketing and registered brands for several products are creating a greater visibility and demand for our products.



6+

Brands to cater versatile market and target audience

# Research and Development

Our R&D facility continues to improve our existing product quality and build new product portfolio. The team also strengthens our quality assurance processes, ensuring high-quality products.





### **Our Business Model**

# How we create stakeholder value responsibly

# Sourcing

Finest seeds procurement from different parts of our country directly from APMC, mandis & farmers

Imports directly from plantations and manufacturers across the world

Packaging products like tin plates and granules are procured domestically

# **Processed** products

Edible Oil

Industrial Oil

De-oiled cake

**Bakery Shortening** 

Castor derivatives

# **Quality & Certifications**

RSPO	KOSHER
HACCP	FDA
ISO 22000:2018	FSSAI
ISO 9001:2015	ISO 14001: 2015
ISO 45001: 2018	AGMARK
HALAL	
GMP + B2	

# **Processing**

Refineries
Seed processing and solvent extraction
Bleaching and deodorization
Toasting and Grinding
Castor Oil & its derivatives
Tin and packaging material manufacturing facility