

A Company That Does  
More Than **Going Through Life.**

Annual Report  
2020 - 2021

it **GROWS THROUGH LIFE.**



**GUJARAT AMBUJA EXPORTS LIMITED**  
NURTURING BRANDS



# Gujarat Ambuja Exports Limited

## Years of Excellence

The eventful corporate journey of Gujarat Ambuja Exports Limited (GAEL) began thirty years ago in quite modest circumstances, but guided by a magnificent vision of the future.

Today, our Company holds a national leadership role and a pivotal industrial stature in the manufacture and exports of various agro products and ingredients. **We have emerged as a global resource centre in qualitative and quantitative terms and rank amongst the biggest enterprises in the sector.**

Thanks to our strategic planning, pre-emptive actions and the dedication of our people, **we turned out an impressive performance even in F.Y. 2020-2021, overcoming the decelerating impact of Covid 19 on the industrial world.**

As the New Millennium unfolds, the confidence and unstinted support of our stakeholders and the high expectations of the market place keeps us motivating to **push the margins, redefine our boundaries, cross the barriers, overcome our weaknesses, expand our strengths, challenge ourselves and explore greater and newer opportunities.**

## KEY MILESTONE JOURNEY



### 2018-2020

- Upcoming 1000 TPD State-of-the-art Maize Crushing Plant at Malda, West Bengal
- 1MW Solar Plant at Akola, Maharashtra

### 2015-2018

- 1000 TPD State-of-the-art Maize Crushing Plant at Chalisgaon, District-Jalgaon, Maharashtra
- 1MW Solar Plant at Sunser, Madhya Pradesh

### 2010-2011

- 750 TPD State-of-the-art Maize Crushing Plant at Haveri (Karnataka)
- 11 MW Lignite/coal based power plant Himmatnagar to cater power requirement of Cotspin Unit

### 2007-2010

- Commencement of Maize processing unit at Uttarakhand with 300 TPD
- Commencement of Solvent Extraction Plant with 1000 TPD & Refinery Plant with 200 TPD at Mandsaur, Madhya Pradesh
- 15 MW Wind Turbine in Gujarat

### 2005-2006

- Started Sorbitol – A value added Maize
- Starch Derivative Increased Cotton Yarn
- Spindles to 73,000 Spindles & Maize crushing to 500 TPA
- Step toward CSR installing
- 4 wind turbines with 3.65MW capacity and 3 wind turbines with 3.30 MW capacity

### 1999-2004

- Setup of 2 Edible Oil Refineries
- Setup of India's largest Solvent Extraction Plant at Akola with 1400 TPD & Refinery with 200 TPD
- Setup of Wheat Atta Chakki Mill at Pithampur
- Setup of 2MW Lignite based captive Co-generation power plant at Biochem- Himmatnagar

### 1997-1998

- Amalgamation of existing group of companies with GAEL
- Gujarat Ambuja Cotspin Limited with

Textile Flour and Oil Mill  
Gujarat Ambuja Proteins Limited

with Solvent Extraction Plant at Kadi & Pithampur and  
Maize processing unit Himmatnagar

### 1994-1996

- 42000 spindles Cotton Spinning Unit at Himmatnagar
- 100 TPD Maize Crushing plant at Himmatnagar
- 2 more Solvent Extraction Plant at Kadi & Pithampur
- 1<sup>st</sup> Vanaspati Ghee Plant

### 1991-1993

- Gujarat Ambuja Exports Limited (GAEL) as Company incorporated Export House in 1<sup>st</sup> Year of Operation
- 1<sup>st</sup> Solvent Extraction Plant at Kadi, Gujarat



# ANNUAL REPORT

## SCHEDULE OF ANNUAL GENERAL MEETING

DAY : TUESDAY  
DATE : 31<sup>ST</sup> AUGUST, 2021  
TIME : 11:00 A.M.  
VENUE : THROUGH VIDEO CONFERENCING (VC) / OTHER  
AUDIO VISUAL MEANS (OAVM)

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Report



### FORWARD-LOOKING STATEMENT

Some information in this report may contain forward-looking statements. We have based these forward looking statements on our current beliefs, expectations and intentions as to facts, actions and events that will or may occur in the future. Such statements generally are identified by forward-looking words such as "believe," "plan," "anticipate," "continue," "estimate," "expect," "may," "will" or other similar words. Since these are based on certain assumptions and expectations of future events, the Company cannot guarantee that these are accurate or will be realized. The achievements of results are subject to risks, uncertainties and even inaccurate assumptions. However, we caution you that forward looking statements and assumed facts or bases almost always vary from actual results and the differences between the results implied by the forward-looking statements and assumed facts or bases and actual results can be material, depending on the circumstances. New risks and uncertainties come up from time to time and it is impossible for us to predict these events or how they may affect us. We have no duty to, and do not intend to, update or revise the forward-looking statements in this report after the date hereof. In light of these risks and uncertainties, any forward-looking statement made in this report or elsewhere may or may not occur and has to be understood and read along with this supplemental disclosure.



A Presence  
That Always  
**PROPELLED,**

A Memory  
That Always Will  
**INSPIRE**

**LATE MR. VIJAYKUMAR GUPTA**

**Late Mr. Vijaykumar Durgaprasad Gupta - The Founding Father, Inspirational Leader and Philosopher-Guide of Gujarat Ambuja Exports Limited (GAEL).**

GAEL's corporate saga began thirty years ago in the oil & flour mill he set up at Kadi, Gujarat. In the following years, he spearheaded the growth, expansion and diversification of the Company and shaped it into a corporate conglomerate with active leadership roles in Corn Starch Derivatives, Soya Derivatives, Feed Ingredients, Cotton Yarn and Edible Oils.

As GAEL grew, he infused best-in-class manufacturing technologies and quality management processes into the Company and inducted one of Indian agro industry's most diverse talent pools - experienced technocrats, expert managerial, marketing and techno-professionals, et al.

He led the Company into the stature of a reliable global resource centre for Foods, Pharma and Animal Nutrition Ingredients.

By the time he passed away in 2018, GAEL had grown into a ₹ 4700-crore giant, with superior quality as a "fundamental state of mind" and market leadership as a "tradition".

**And he still continues to be the inspiration that guides GAEL in the new millennial industrial arenas.**







**MR. MANISH GUPTA**

**Chairman and Managing Director**

**"A Leader Who Know the Way,  
Show the Way and Go the Way."**

Mr. Manish Gupta (49). More fondly known as MG. A young, dynamic but foot-on-the-ground entrepreneur, he has 29 years of frontline managerial experience and leadership.

He joined the Company as Director in 1991. Following the demise of the Company's Founder-Chairman, Late Mr. Vijaykumar Gupta, he took over as Chairman & Managing Director in 2018.

He is also the Member of GAEL's Stakeholders Relationship Committee, Share Transfer Committee, Corporate Social Responsibility Committee and Risk Management Committee.

Apart from GAEL, Mr. Manish Gupta is also on the Board of Directors of Jay Agriculture & Horticulture Products Private Limited, Jay Ambe Infra Projects Private Limited and Royale Exports Limited (Srilanka).

MG's mantra for continual growth of GAEL is: sensible regulation of expenditure alongside future-smart re-investment, consistent quality augmentation, periodic productivity enhancement and maintenance of cost-effectiveness through large-size operations.

When his intuitive understanding of the Indian and global agro products markets is added to this mix, it is a win-win formula for GAEL.

And he follows the wise counsel of GAEL's Late Founder: **Don't just manage things. LEAD your people.**

## Dear Fellow Share-Owners,

Since March 2020, the global economy has been grappling with a volatile, uncertain, complex & vague environment. We are indeed living through unusual times where countries across the globe continue to face a multitude of challenges in the form of the Covid-19 health crisis. The pandemic has fundamentally changed the way we live, work and has made 'work from home', 'social distancing', and 'higher technology adoption' as the 'new normal'. As the vaccination programs are rolled out globally, there has been a new sense of hope and vision for a brighter future. However, with such an elaborate plan that needs to be speedily implemented, there always stands a fundamental risk of failure. The fear of multiple waves of the pandemic is here to stay and as a business, we need to put all our resources at the forefront to fight and sustain it.

Over the past several months of the Covid-19 pandemic, everyone at Gujarat Ambuja Exports Limited has been working tirelessly to ensure that our employees, customers and the communities we impact are protected and safeguarded. We have been intensely focused to ensure the health and safety of our community, our stakeholders and all our employees and their families. We have been continuously working with health officials and governments in India and around the world to contain the spread of the virus.

## An Year of Unexpected Challenges, Met With Unswerving Resolve:

| FY 2020-21: Overview |

A large part of this financial year was full of uncertainties, owing to the developments related to the pandemic where we witnessed unprecedented disruptions in the livelihoods of millions of people. After a significant GDP contraction in the April to June quarter, the nation witnessed a gradual recovery in its economy. A slow but sure recovery in demand growth has been in sight since the July-September quarter, which picked up further, supported by policy-driven initiatives. Aggregate demand has been better in the retail and rural segments with slower response from the commercial segment. While the overall consumer sentiment remains weak in urban India, a path to recovery is surely emerging.





## Inspiring Performance in Inimical Situations:

| GAEL Report Card: FY 2020-21 |

Despite various uncertainties and the challenging business environment, the Company not only sustained but thrived in its operations. We recorded an operational revenue of ₹ 4705 crores along with achieving an EBIDTA margin of 11.93% in the F.Y. 2020-2021. In keeping with our consistent track record and tradition of rewarding our shareholders, the Board recommended a final dividend of 60%. Further, the Company's continued focus on cost reduction and productivity enhancement initiatives supported by market buoyancy has resulted in substantial gains.

## Always Giving Back & Never Giving Up:

| Social Responsibility |

GAEL strongly believes in inclusive growth to facilitate equal social and economic opportunities to communities. The Company is committed to community development, enhancing livelihood, promoting education and health care and ensuring environmental sustainability. Our community engagements around education, health and skill development are contributing to the holistic socio-economic development of society.

## Professional Prowess Paired With People Power:

| People |

Our people continue to be our key strength and every member of our workforce played an important part in delivering the business objectives and goals. We are committed to enhance and grow our workforce with a dual motive of employee and community development.



## Nature Nurture Plus Business Boost:

| Environment & Society |

The long-term success of our business is rooted in our ability to keep sustainability at the core of our endeavours. Our unwavering commitment towards balancing business growth, environmental stewardship and social progress bears testimony to our concerted and responsible efforts towards transitioning to a brighter future.

## Ingenuity to Overcome Adversity; Changes to Meet Challenges:

| Employee Health & Safety |

At GAEL, we adopted a proactive approach to navigate through these challenging times. Our focus remained on ensuring the health and safety of our key stakeholders while maintaining the highest level of transparency. We also set in motion our business continuity plan to limit the adverse impact on our performance. Faced with the Covid-19 scenario, we enhanced our engagement with our stakeholders to be able to provide them with stronger support. At the same time, we continued to ramp up our capabilities across our diversified business segments.

## 3 Decades of Dedication, Diligence, Diversification & Development:

| 30 Years of GAEL |

This year our Company has achieved a milestone of 30 years in the business and I feel extremely humbled to share a glimpse of this inspiring journey. Starting from scratch where we have reached today is just the result of the hard work of our Leader & Founder Late Mr. Vijay Kumar Gupta. The journey started with him setting up our 1<sup>st</sup> Oil and Flour mill at Kadi, Gujarat, in 1991, and today, we stand on 10 manufacturing facilities with a Pan-India presence. We have taken a pivotal position in the manufacturing and exports of Corn Starch Derivatives, Soya Derivatives, Feed Ingredients, Cotton Yarn and Edible Oils. While we have these milestones to celebrate and a building block for our future successes, we are equally focused to achieve more. The affection and confidence from all our stakeholders motivate us to do way beyond our capabilities, exploit our strengths, explore our opportunities and overcome our weaknesses.

## Perceptive, Proactive & Pragmatic in Times of the Pandemic:

### | COVID-19 Response |

The Covid-19 Pandemic shook the world from its roots, engulfing humanity and the economy for the foreseeable future. GAEL took maximum efforts in minimizing the effect on the Company and its stakeholders.

Being a leading manufacturer of Maize Starch, Starch Derivatives and Edible Oils we had been bestowed upon with a great sense of responsibility to operate amidst these difficult times to supply these essential commodities across the globe. We had taken stringent measures to cope up with the uncertainty and left no stones unturned in helping the economy recover from this depression. Our CSR Initiatives and contributions to the PM CARES Fund was just a small step in our aim of giving back the maximum to the society. Furthermore, we have also rolled out the initiative to vaccinate all our employees and their families.

In times such as this, the spirit and compassion of our people reinstate my belief in our core philosophy of "Committed to Growth". I would like to extend my heartfelt gratitude to everyone who helped the Company adjust to the new normal.

## Believing Boldly & Battling Bravely, for a Brighter Future:

### | Future Outlook |

These uncertain times have impaired our vision for the future, making us cautious and careful in our approach. But at the same time, we are very optimistic about the strength and resilience of our business model. The need of the hour is to overcome the various challenges ahead of us by exhibiting our future-preparedness. We may have to shift our gears down to tackle rough roads, but our engines of growth will always take us forward.

Finally, on behalf of the entire family at GAEL, I would like to convey my sincere gratitude to all our stakeholders including the Central and State Governments, investors, regulators, bankers, rating agencies, customers, suppliers, advisors, and all our employees for their consistent support and trust. I also take this opportunity to wholeheartedly thank all our frontline warriors such as doctors, healthcare workers, municipal officials, army, police and all other people in the essential services for their undaunted spirit in tackling the Covid-19 Pandemic.

Here's wishing you all a healthy, safe and productive year ahead.

With Warm Regards,  
**Manish Gupta**  
Chairman & Managing Director