



SANWARIA CONSUMER LIMITED
(FORMERLY KNOWN AS SANWARIA AGRO OILS LIMITED)

THE UNFOLDING POTENTIAL ...!!!

ANNUAL REPORT 2016-17



**“GROWTH IN ORDER TO BE MEANINGFUL AND
IMPACTFUL NEEDS TO BE SUSTAINABLE.**

“

For SCL, sustainable growth is the result of the momentum that we have built over the years and which keeps the organisation continually on the path of growth.

It is the cumulative outcome of the successful establishment of our brands in the Indian and International markets, founded on **26 years of growing trust and excellence.**





Stepping in the new era

.....for bringing more to the table.

Sanwaria Consumer Limited has been catering to the core traditional market as well as keeping up with global dietary trends. Consumers are influenced by convenience, weight management, quickness, easy storage and serving. What, where, and how much they eat are all getting redefined. SCL has the experience and is poised to tap the opportunities arising out of this. It is transitioning smoothly from a commodity based to FMCG Food Products Company with a whole basket of 25 products. It has a nationwide distribution chain in place. It has many known and accepted food brands in various markets and is acknowledged for its standards in hygiene, product quality and wholesomeness.



“The growth has been driven by consistent brand investments, along with the addition of new consumers globally.”



Sanwaria Consumer Limited is now targeting the consumers worldwide and will leverage the strength of its brands to deliver new exciting products and to popularize them. It will thus impact contemporary cuisine. The products are formulated taking into account consumer data, preferences and tastes, and the demands of modern lifestyles. Even more sophisticated processes and packaging are involved in bringing these products to the table. The higher value-addition carried out in the SCL product portfolio will increase revenues, consolidate its brands and earn higher shareholder returns.....!!!!!!



AUGMENTING GROWTH BY RIDING ON THE PACKAGED FOOD CONSUMPTION WAVE



Indian consumers are moving fast in terms of consumption; and the shift in food consumption from unpackaged to packaged food, and from unbranded to branded products, is clearly palpable. While the consumption volume of packaged food per capita in India is still lower when compared to the western markets, but it is steadily growing.

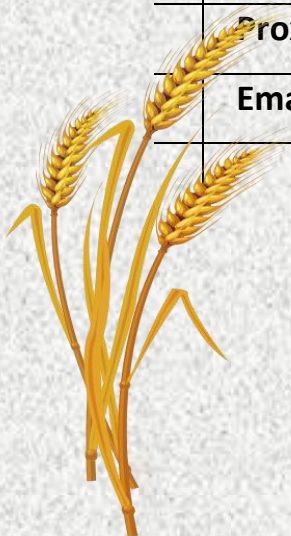
This shift in consumers' behaviour towards packaged food consumption is primarily due to the need of consistent finest quality and high awareness of food safety. Consumer have a greater willingness to experiment, accompanied with the ability to pay. In addition, the expanded presence of modern grocery retailers are creating demand for packaged food, that is more convenient to store and easy to consume. With the increasing disposable income and brand awareness in India, the shift in the favour of organised food industry is likely to accelerate further.

At SCL, we are building world-class brands that create new opportunities of growth. We are capitalising on the demands arising from changing lifestyles and consumption patterns. To reach the end customers directly, the Company has opened retail stores under the name **"Sanwaria Kirana"** to exclusively focus on sales of branded products. In addition; the Company sells its packaged foods through the hypermarkets, supermarkets and mini markets.



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CORPORATE INFORMATION

BOARD OF DIRECTORS

Mr. Gulab Chand Agrawal
(DIN: 000256621)
Executive Chairman

Mr. Satish Agrawal
(DIN: 00256583)
Whole Time Director

Mr. Ashok Kumar Agarwal
(DIN: 001199530)
Whole Time Director

Dr. Anil Agrawal
(DIN: 00256539)
Professional Director
Principal Advisor/Mentor

Mr. Abhishek Agrawal
DIN: 06744775)
Non Executive Director

Mr. Rajul Agarwal
(DIN: 00256668)
Non Executive Director

Mr. Shyam Babu Agarwal
(DIN: 00888301)
Non –Executive Independent
Director

Mr. Hans Kumar Verma
(DIN: 02197207)
Non –Executive Independent
Director

Mr. Santosh Kumar Tiwari
(DIN: 00567086)
Non –Executive Independent
Director

Mr. Hari Krishan Agrawal
(DIN: 00564223)
Non –Executive Independent
Director

Mr. Surendra Kumar Jain
(DIN: 02197169)
Non –Executive Independent
Director

CHIEF FINANCIAL OFFICER

Mr. Anil Kumar Vishwakarma
(Appointed as Chief Financial Officer
w.e.f. May 03, 2017)

COMPANY SECRETARY AND COMPLIANCE OFFICER

Miss Pooja Poddar
ICSI Member

BANKERS

Punjab National Bank (Lead Banker)
State Bank of India
Central Bank of India
Bank of India
Oriental Bank of Commerce
Bank of Baroda
IDBI Bank Limited
Vijaya Bank
Andhra Bank
Canara Bank.

STATUTORY AUDITORS

M/s Sunil Saraf and Associates
Chartered Accountants
ICAI Firm Registration No. 015021C
401-B, Shalimar Corporate Centre,
4th Floor, South Tukaganj, Behind High Court,
Indore (M.P.)



REGISTRAR AND SHARE TRANSFER AGENTS

Karvy Computershare Private Limited

Karvy Selenium Tower B, Plot 31-32, Gachibowli,
Financial District, Nanakramguda, Hyderabad.

Telephone: +91-40-67161500, 33211000

Fax: +91-40-23420814, 23001153

Toll Free No.: 1800-345-4001

Email-id: einward.ris@karvy.com

Website: www.karvycomputershare.com

REGISTERED CUM CORPORATE OFFICE

E-1/1, Arera Colony, Bhopal M.P. – 462016.

Telephone: +91-755-4294878

Fax: +91-755-4295038

Website: www.sanwariaconsumer.com

Email-id: compliance@sanwariaconsumer.com

MARKETING OFFICE

304-Midas, Sahara Plaza Complex,
Anheri Kurla Road, Chakala,
Andheri, (East), Mumbai.

STOCK EXCHANGE

Bombay Stock Exchange Limited (BSE)

BSE Code: 519260

Floor 25, PJ Towers,

Dalal Street,

Mumbai – 400001

National Stock Exchange of India Limited (NSE)

NSE Symbol: SANWARIA

Exchange Plaza, Bandra Kurla Complex,

Bandra (East)

Mumbai- 400051.

PLANT LOCATIONS

Soya Oil Division

- ❖ Unit-I & Unit-II, 53A, 53B, Sec A, Industrial Area, Mandideep (M.P.)
- ❖ 19-30, Industrial Area, Kheda, Itarsi (M.P.)
- ❖ Kosmi Industrial Area. Betul (M.P.)

Soya Bari (Chunks) Division

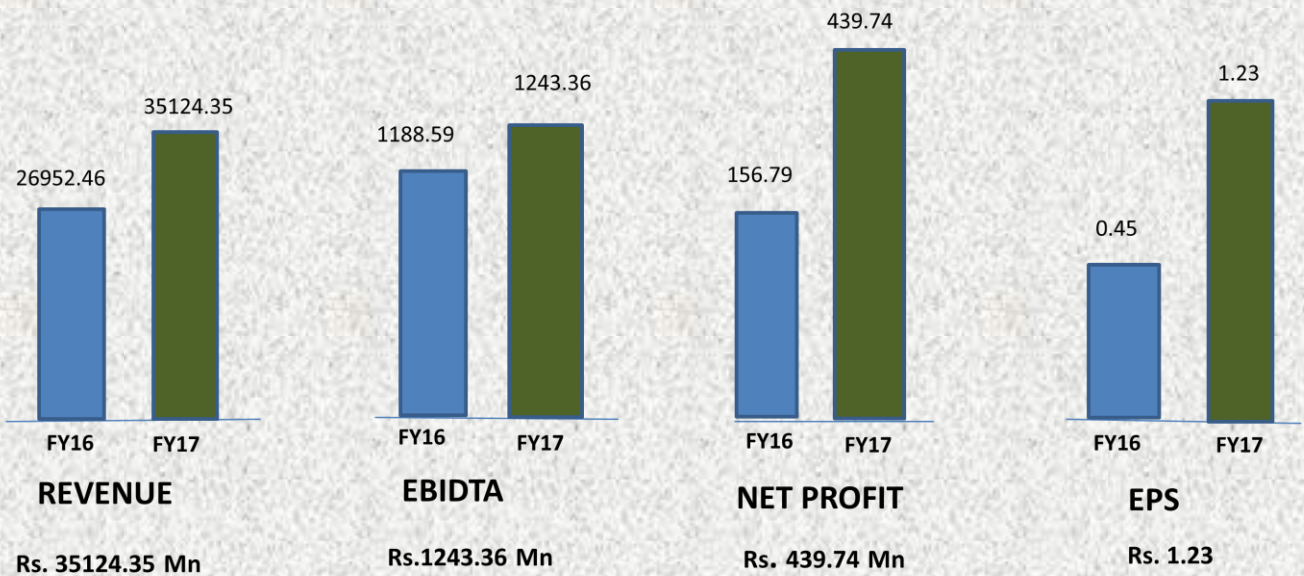
- ❖ 53A, 53B, Sec-A, Industrial Area Mandideep (M.P.)

Soya Flour Division

- ❖ 53A, 53B, Sec-A, Industrial Area, Mandideep (M.P.).

Rice Division

- ❖ 55, Sec A Industrial Area, Mandideep (M.P.)
- ❖ Vill. Kiratpur, Teh. Itarsi (M.P.)



The over -arching story in India during the FY 16-17 was largely the same – drought, pessimism, guarded spending.....

Yet SCL reported 30.32 percent top line growth and 180.47 percent bottom line growth as against the PY 15-16.





Ratio Analysis;

Particulars	FY15	FY16	FY17
EPS (Rs.)	0.72	0.45	1.23
EBITDA Margin (%)	3.48	4.41	3.54
PBT Margin (%)	1.23	1.48	1.43
PAT Margin (%)	0.95	0.58	1.25
P/E Ratio (x)	11.11	17.77	6.50
ROE (%)	9.43	4.70	11.74
ROCE (%)	7.02	7.00	8.27
Debt Equity Ratio	0.17	0.02	0.02
Book value (Rs.)	7.63	9.58	10.18
P/BV	1.05	0.83	0.79

Note: The share price has been taken as on March 31, 2017.

