

**DEEP  
ROOTS.  
PROFOUND  
REACH.**

**78<sup>TH</sup>  
ANNUAL  
REPORT  
2018-19**



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Visit: [www.sayajigroup.in](http://www.sayajigroup.in)  
to view our report online

78<sup>th</sup> Annual General Meeting on  
Wednesday, 7 August 2019 at  
9.00 a.m. at Banquet Hall, The Grand  
Vinayak Hotel, S.P. Ring Road, Odhav  
Circle, Odhav, Ahmedabad - 382 410.

# OUR JOURNEY BEGAN OVER SEVEN DECADES AGO...

In the past seven decades, we have evolved into one of India's foremost corn starch manufacturers and suppliers with impeccable expertise, pioneering initiatives and dynamic market presence. We have come a long way since our inception more than 70 years ago. Steered by our steadfast commitment to Trust, Safety and Quality and astute focus on innovation, expansion and technology, we have carved a niche for ourselves in the starch industry. We serve a broad range of industries with our superior-quality corn starch products.



**Over several years, our robust foundation has been buttressed by:**

**Highly skilled workforce** striving tirelessly to deliver **quality products**

**Improved** operational efficiency through **cost optimization**, capacity enhancement and a **wide geographic network**

Diversification of **product portfolio** to meet evolving **customer**

**To sum up, our rich legacy and strong roots continue to guide our operations. Powered by our solid foundation, value-added capabilities and extensive reach, we are excellently positioned to scale our business.**

## CORPORATE SNAPSHOT

Sayaji Industries, the flagship company of the Sayaji Group, was established in 1941 at Ahmedabad with a modest corn crushing capacity to meet the requirements of the local textile units. Over the years, we have emerged amongst the major suppliers of corn starch and its derivatives in India and across the globe. Armed with decades of sector-specific expertise, a strong R&D base and robust production capabilities, we are empowered to deliver world-class products derived from starch and support the sustainable use of natural resources at the same time.

At Sayaji Industries, we take pride in providing highest-quality products to a varied set of industries including cattle feed, food and beverages, pharmaceuticals, textile and paper. Our sprawling manufacturing facility is equipped with advanced technologies to enable smooth production. With ISO 9001 and other major certifications, we are a well-respected and trusted partner among our clients. We are one of the biggest exporters in the Indian starch industry with our products being exported to nations such as the United States, Middle East, South East Asia and Africa.



### Robust Procurement Structure

Judicious sourcing of raw materials and safe storage of products and ingredients in our warehouses ensure seamless and sustained production.



### Huge Customer Base

We have a strong track record of serving various esteemed customers across a swath of industries.

## KEY STRENGTHS



### Comprehensive Product Portfolio

Our diversified product portfolio, which we are constantly strengthening and enhancing, is designed to cater to multiple industries worldwide.



### Unique Infrastructure

Our manufacturing infrastructure houses well-equipped R&D center and modern state-of-the-art production plants to ensure delivery of quality products.



## SAYAJI INDUSTRIES AT A GLANCE



77

Years of Experience



30+

Products



2

Manufacturing facilities



60+

Agents Nationwide



40+ Countries

Export base



10+

Industries serving



5

Branch Offices in India

## HIGHLIGHTS FY 2018-19

Rs. **648.9** Crores  
**Turnover**Rs. **25.3** Crores  
**PAT\***

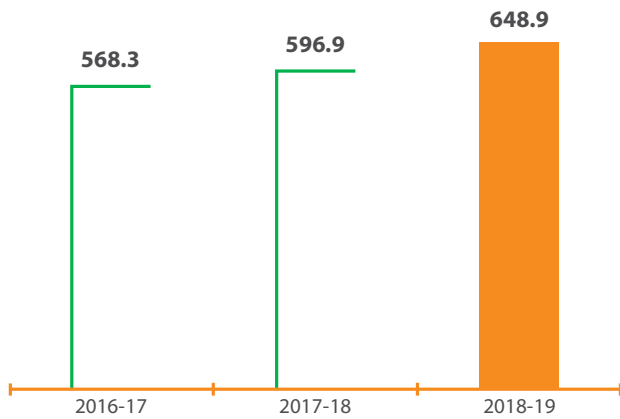
\* Includes an exceptional gain of Rs. 21.2 Cr

Rs. **2**  
**Dividend Per Share**

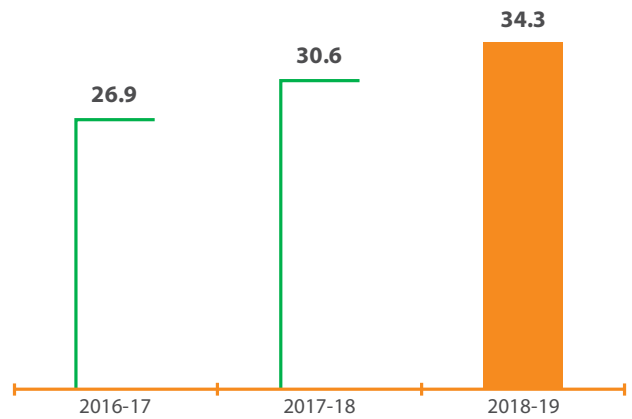
# PERFORMANCE INDICATORS

(5-year Financial Metrics presented in graphical form)

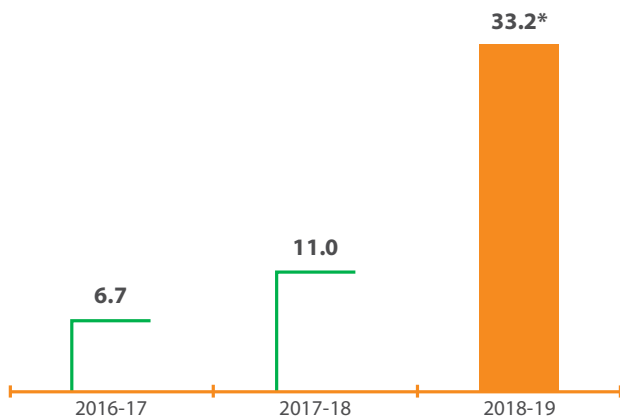
## REVENUE (Rs. in Crores)



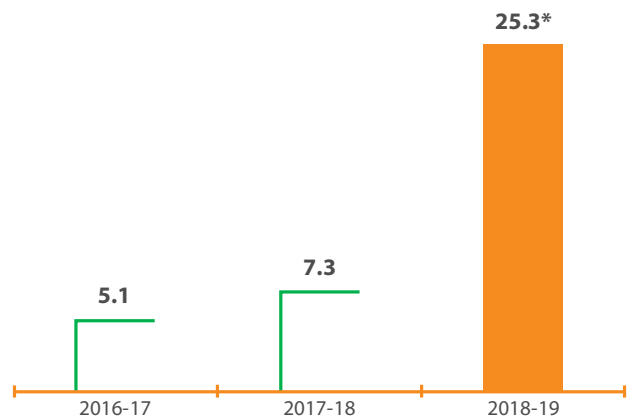
## EBITDA (Rs. in Crores)



## PBT (Rs. in Crores)

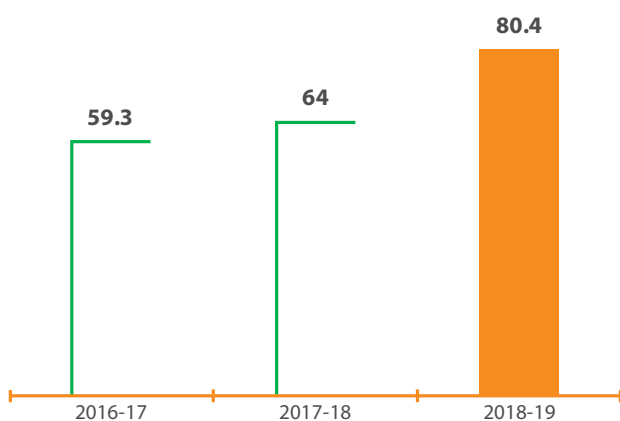


## PAT (Rs. in Crores)

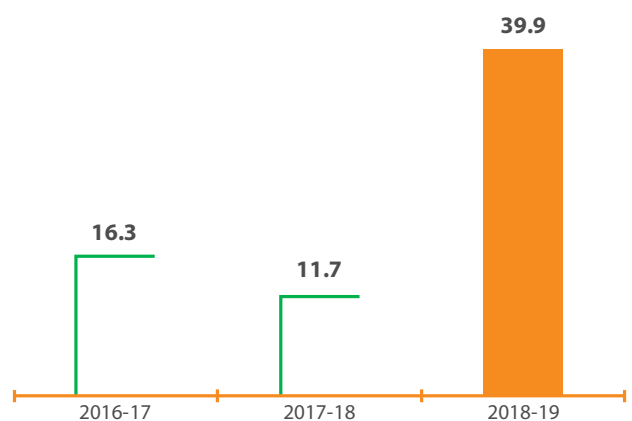


\* Includes an exceptional gain of Rs. 21.2 Cr

## SHAREHOLDERS' FUNDS (Rs. in Crores)



## EPS (Rs.)



# CHAIRMAN'S MESSAGE

## Dear Shareholders,

India is currently the world's sixth-largest economy and one of the fastest-growing large countries. Reforms like Goods and Services Tax (GST), insolvency and bankruptcy process, strong thrust on infrastructure development and digitization, farm support scheme, moderate inflation, among others, are excellent indicators for strong economic growth. Consumption is set to grow on the back of favorable demographics and higher spends, while a stable policy framework will support investment and industrial growth.

Over the years, we have built an amazing product portfolio, enhanced our manufacturing prowess and sustained our market standing. Our technical expertise and wide industry experience enable us to fulfill the requirements of our unique customers going forward. We continue to broaden our product mix, drive innovation and augment our value-added capabilities, while adhering to the best quality and safety standards. In view of our commitment to a healthier environment, we continue to focus on optimal utilization of resources across our operations. We are consistently

improving operational efficiencies, minimizing consumption of natural resources and treating emissions generated at our plant.

Looking ahead, evolving customer preferences for food and beverages, increased incomes and solid growth prospects of textile, pharmaceutical, paper and other user industries are the significant growth levers for high-margin corn starch products. At Sayaji Industries, we are well poised to exploit the massive opportunity with constant capacity expansion and product diversification.

I would like to thank our customers, our people, our shareholders and our partners for their persistent faith and confidence in us. We seek your support and guidance in our journey ahead.

Sincerely,  
**Priyam B. Mehta**



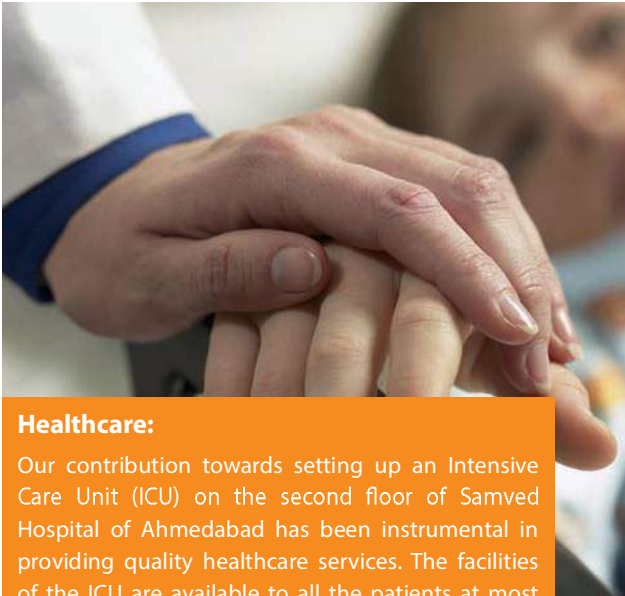
Over the years, we have built an amazing product portfolio, enhanced our manufacturing prowess and sustained our market standing. Our technical expertise and wide industry experience enable us to fulfill the requirements of our unique customers going forward



## A GOOD CORPORATE CITIZEN

At Sayaji Industries, we believe being a responsible corporate entail us to creating sustainable and meaningful value for our communities and society at large. We strive to support and inspire people and help improve living conditions through our CSR programs.

### KEY CSR INITIATIVES:



#### Healthcare:

Our contribution towards setting up an Intensive Care Unit (ICU) on the second floor of Samved Hospital of Ahmedabad has been instrumental in providing quality healthcare services. The facilities of the ICU are available to all the patients at most affordable costs.



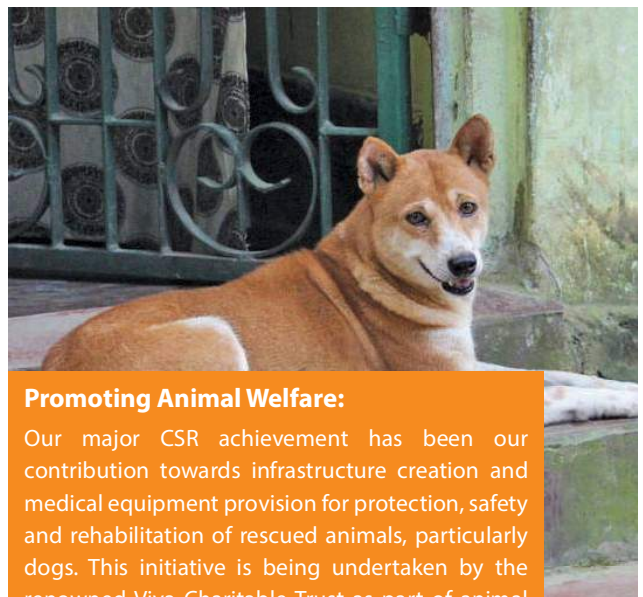
#### Community Support:

We contributed to distribution of drinking water at Gopal Nagar and Singarwa districts of Ahmedabad and water coolers at Panchvati village for community usage.



#### Children Education:

The Group has contributed generously to the District Primary Program "Sarva Siksha Abhiyan" of the Government of India for the children of the local area. Donated a land admeasuring 2,610 Square Meters of the market value of more than Rs.10 Million to build and run a school for local children.



#### Promoting Animal Welfare:

Our major CSR achievement has been our contribution towards infrastructure creation and medical equipment provision for protection, safety and rehabilitation of rescued animals, particularly dogs. This initiative is being undertaken by the renowned Viva Charitable Trust as part of animal welfare program.

**SAYAJI**

# GO GREEN

## Tree Plantation Drive

*Helping to make the future green...*



01-03



CORPORATE GOVERNANCE

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CONSOLIDATED  
FINANCIAL STATEMENTS

# CORPORATE INFORMATION

## COMPANY INFORMATION

**CIN:** L99999GJ1941PLC000471

### CHAIRMAN AND MANAGING DIRECTOR

Mr. Priyam B. Mehta

### EXECUTIVE DIRECTORS

Mr. Varun P. Mehta

Mr. Vishal P. Mehta

### NON EXECUTIVE DIRECTOR

Mrs. Sujata P. Mehta

### NON EXECUTIVE INDEPENDENT DIRECTORS

CA Chirag M. Shah

CA Mahendra N. Shah (Till 26/07/18)

Dr. Gaurang K. Dalal

Dr. Janak D. Desai

Mr. Premal D. Mehta (From 03/11/18)

Mr. Jaysheel Hazarat (From 03/11/18)

## BOARD COMMITTEES

### AUDIT COMMITTEE

CA Chirag M. Shah - *Chairman*

CA Mahendra N. Shah (Till 26/07/18)

Mr. Priyam B. Mehta

Dr. Gaurang K. Dalal

Dr. Janak D. Desai (From 03/11/18)

### NOMINATION AND REMUNERATION COMMITTEE

CA Chirag M. Shah - *Chairman*

CA Mahendra N. Shah (Till 26/07/18)

Dr. Janak D. Desai

Dr. Gaurang K. Dalal (From 03/11/18)

### STAKEHOLDERS' RELATIONSHIP COMMITTEE

Dr. Gaurang K. Dalal - *Chairman*

CA Mahendra N. Shah (Till 26/07/18)

Mrs. Sujata P. Mehta (From 03/11/18)

Mr. Varun P. Mehta

Mr. Vishal P. Mehta

## CORPORATE SOCIAL RESPONSIBILITY COMMITTEE

Mr. Varun P. Mehta - *Chairman*

Dr. Gaurang K. Dalal

Dr. Janak D. Desai

Mrs. Sujata P. Mehta

### KEY MANAGERIAL PERSONNEL

Mr. Manan R. Shah - *Chief Financial Officer*

Mr. Rajesh H. Shah - *Company Secretary*

### AUDITORS

M/s. Shah & Shah Associates

Chartered Accountants

Ahmedabad

### LEGAL ADVISORS

M/s. Nanavati & Nanavati

Advocates

Ahmedabad

### BANKERS

Kotak Mahindra Bank

Punjab National Bank

### REGISTERED OFFICE

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Ahmedabad - 382 430.

Phone : +91 79-22901581 to 85

E-mail : maize@sayajigroup.in

Website : www.sayajigroup.in

### REGISTRAR AND TRANSFER AGENTS

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