Prospectus of Indian Feed Industry

About Suguna

• India’s Largest Poultry integrator
• 5th largest in Asia
• Turn over of INR 9000 Cr
• Working with 40,000 farmers
• Capacity to process 50,000 Mts/yr chicken meat
• 77 hatcheries with 15 million eggs set per week
• 62 feed mills and feed production of 2.5 mmts
• Largest broiler producer in India
• Largest soymeal consumer of India
• Selling one million broiler birds per day
### Poultry Feed

- **Carbohydrates:**
  - Corn, Bajra, broken rice
- **Proteins (plant):**
  - Soya bean meal, rape meal, SF meal, Cotton Meal
- **Vegetable origins:**
  - Rice bran, sunflower, palm, cottonseed oil
- **Vitamins:**
  - Calcium, phosphorous, sodium
  - Amino acids, probiotics, anti-coxi enzymes
- **Minerals:**
  - Copper, iron, manganese, zinc
  - Herbs, Antioxidants, acidifiers,
- **Fat: Tallow**
- **Protein (animal):**
  - Meat meal, Fish meal, poultry by product meal

### Where We Stand?

<table>
<thead>
<tr>
<th>Description</th>
<th>Current Rank</th>
<th>FY 2019</th>
<th>FY 2010</th>
<th>FY 2010 Rank</th>
</tr>
</thead>
<tbody>
<tr>
<td>Dairy Production</td>
<td>1st</td>
<td>165.4 MMT</td>
<td>116 MMT</td>
<td>2nd</td>
</tr>
<tr>
<td>Aqua Production</td>
<td>2nd</td>
<td>10.76 MMT</td>
<td>8.1 MMT</td>
<td>4th</td>
</tr>
<tr>
<td>Broiler Meat</td>
<td>4th</td>
<td>5.51 MMT</td>
<td>2.65 MMT</td>
<td>6th</td>
</tr>
<tr>
<td>Egg Production</td>
<td>3rd</td>
<td>71 billion</td>
<td>54 Billion</td>
<td>7th</td>
</tr>
</tbody>
</table>

- Broiler is growing @6-8% per annum.
- Layers is growing @4% per annum
- Aqua is growing @12% per annum

Sources: ndfb.coop; www.ijirset.com; Director of Fisheries state Government; www.internationalegg.com
**INDIAN LIVESTOCK**

- **Broiler**
  - 1 crore birds/day (Prod)
  - 4.85 MMT meat production/year
  - @ 3.6 Kg Feed/Bird
  - 1,20,000 Crs Industry
  - Industry growth at 6-8%
  - 4 TO 5 MMT of Soya meal consumed

- **Layer**
  - 20 cr eggs/day
  - 71 Billion table Egg Production/year
  - @ 115 grams of layer feed/egg
  - 11 MMT of layer Feed Production/annum
  - Industry Growth rate at a steady 4% CAGR
  - 1.1 MMT of Soya meal

- **Aqua**
  - 10.76 MMT Production FY 16
  - 2nd largest Producer in the world
  - 6 lakh MT Shrimp Production FY 18
  - 1 MMT of Aqua Feed production/annum
  - 0.75 MMT Soya meal
  - Growing with min 10-12% CAGR

- **Cattle**
  - 420 million LPD production
  - Largest producer and consumer of milk in the world
  - 5,75,000 Crs Industry
  - Industry growth at 16% CAGR
  - 9 MMT feed production
  - 1 Lakh MT Soya Meal

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**POULTRY MEAT CONSUMPTION TO GROW AT A CONSTANT CAGR 7.5%**

- World average –17 Kgs
- Highest –Israel 59 kgs
- Indian average -3.90 kgs

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**Broiler Meat Gross Consumption ('Mn MT)**

**Per Capita Consumption of meat ('Kgs)**

- 2000: 2.06
- 2010: 2.45
- 2017: 3.16
- 2018: 3.40
- 2019-20: 3.62
- 2020-21: 3.88
- 2025: 4.32

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Layer Egg to see a steady growth at CAGR 5%

World average 200/year
India average 63/year

Commodity Price Fluctuation
Soya Bean Meal

Layer Egg Consumption in Billion
Per capita Egg Consumption

Layer Eggs (in Billions)  PCEC
**GROWTH DRIVERS**

India’s Middle Class Population may soon be larger than entire U.S Population

- **Per capita consumption & income**
- **Nutritional Security**
- **Young and Growing Population**
- **Education & Awareness**
- **Urbanization**

Create awareness on processed meat and protein intakes.

People are moving from villages to cities.

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**Feed Production & Soya Consumption**

<table>
<thead>
<tr>
<th>Description</th>
<th>Volume/Annum ('MMT)</th>
<th>% of Soya Composition</th>
<th>Soya Volume ('MMT)</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>Min</td>
<td>Max</td>
<td>Min</td>
</tr>
<tr>
<td>Broiler</td>
<td>16</td>
<td>20%</td>
<td>25%</td>
</tr>
<tr>
<td>Layer</td>
<td>11</td>
<td>8%</td>
<td>10%</td>
</tr>
<tr>
<td>Aqua</td>
<td>3</td>
<td>20%</td>
<td>25%</td>
</tr>
<tr>
<td>Cattle</td>
<td>9</td>
<td>1 Lakh MT</td>
<td>0.1</td>
</tr>
<tr>
<td>Total</td>
<td>39</td>
<td></td>
<td>4.78</td>
</tr>
</tbody>
</table>

Source: CensusIndia, ASC
Blue revolution

- Ministry of Agriculture and Farmers Welfare, Department of Animal Husbandry, Dairying & Fisheries has accordingly restructured the scheme by merging all the ongoing schemes under an umbrella of Blue Revolution.
- To increase the overall fish production in a responsible and sustainable manner for economic prosperity.
- Focuses mainly on increasing fisheries production and productivity from aquaculture and fisheries resources, both inland and marine.
- Central outlay of 3000 crore for five years.

Feed Production & projection

<table>
<thead>
<tr>
<th>sector</th>
<th>Year 2019</th>
<th>Year 2025-30</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>production /year</td>
<td>Protein consumption</td>
</tr>
<tr>
<td>Broiler</td>
<td>16</td>
<td>20%</td>
</tr>
<tr>
<td>Layer</td>
<td>11</td>
<td>10%</td>
</tr>
<tr>
<td>Aqua</td>
<td>3</td>
<td>25%</td>
</tr>
<tr>
<td>Cattle</td>
<td>One lac</td>
<td>One lac</td>
</tr>
<tr>
<td>Total</td>
<td>39</td>
<td>4.85</td>
</tr>
</tbody>
</table>
### Kharif-19 soya……??

<table>
<thead>
<tr>
<th>Demand</th>
<th>Supply</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Enough SBM for the domestic market</td>
<td>• Moisture of bean</td>
</tr>
<tr>
<td>• OND Export opportunity is over</td>
<td>• Damage seeds percentage</td>
</tr>
<tr>
<td>• Export Market?</td>
<td>• Crush</td>
</tr>
<tr>
<td>• Forward trade ? reflects the confidence</td>
<td>• Oil recovery</td>
</tr>
<tr>
<td>• Will EU buy Indian</td>
<td>• Quality of protein</td>
</tr>
<tr>
<td>• Willow buy as they are stucked up with sanction</td>
<td>• Cost of meal</td>
</tr>
<tr>
<td>• Trade war</td>
<td>• Ukrainian will be other source</td>
</tr>
<tr>
<td>• % of SBM in feed – Soy needs to preserve its share</td>
<td>• Good crop of GN and RSM</td>
</tr>
<tr>
<td>• Organic Meal/Beans Exports – How sustainable this</td>
<td>• Available alternatives – Cotton Seed Meal, SFM, RSM,</td>
</tr>
<tr>
<td>Row is</td>
<td>CGM etc</td>
</tr>
<tr>
<td>• Poultry Growth – Will it consume SBM in same</td>
<td></td>
</tr>
<tr>
<td>manner?</td>
<td></td>
</tr>
</tbody>
</table>