

INDUSTRY INSIGHT

INDIAN FOOD PROCESSING

April 2005

Cygnus

Business Consulting & Research

Cygnus Business Consulting & Research

4th & 5th Floors, Astral Heights, Road No. 1, Banjara Hills, Hyderabad-500034, India

Tel: +91-40-23430203-07, Fax: +91-40-23430208, E-mail: info@cygnusindia.com

Website: www.cygnusindia.com

Disclaimer: All information contained in this report has been obtained from sources believed to be accurate by **Cygnus Business Consulting and Research** (Cygnus). While reasonable care has been taken in its preparation, Cygnus makes no representation or warranty, express or implied, as to the accuracy, timeliness or completeness of any such information. The information contained herein may be changed without notice. All information should be considered solely as statements of opinion and Cygnus will not be liable for any loss incurred by users from any use of the publication or contents

Table of Contents

1. EXECUTIVE SUMMARY	7
2. HIGHLIGHTS.....	8
3. INDUSTRY STRUCTURE	9
3.1 Introduction	9
3.2 Sectors of the industry	10
3.2.1 Dairy	11
3.2.2 Fruits & Vegetables	13
3.2.3 Grains	14
3.2.3 Meat & Poultry	16
3.2.4 Fisheries	17
3.2.5 Packaged foods.....	17
3.2.6 Beer & Alcoholic Beverages.....	18
4. IMPORTS AND EXPORTS	20
4.1 Global food export.....	20
4.2 Indian food and agriculture exports and imports	20
4.3 Indian Contribution in Global Food Trade	21
5. REGULATIONS	22
5.1 Licensing	22
5.2 Regulation.....	22
5.3 Investments Issues	23
5.3.1 FDI	23
5.3.2 FDI from Japan	24
6. MAJOR PLAYERS	25
6.1 Cadbury India	25

6.1.1 Key Data.....	25
6.1.2 Introduction.....	25
6.1.3 Milestones.....	25
6.1.4 Subsidiaries.....	26
6.1.5 Management Team.....	26
6.1.6 Performance Analysis.....	27
6.1.7 Financial Highlights.....	27
6.2 Dabur India.....	29
6.2.1 Key Data.....	29
6.2.2 Introduction.....	29
6.2.3 Milestones.....	30
6.2.4 Subsidiaries.....	30
6.2.5 Management Team.....	30
6.2.6 Performance Analysis.....	31
6.2.7 Financial Highlights.....	31
6.3 Flex Foods.....	33
6.3.1 Key data.....	33
6.3.2 Introduction.....	33
6.3.3 Milestones.....	33
6.3.4 Management Team.....	34
6.3.5 Performance Analysis.....	34
6.3.6 Financial Highlights.....	35
6.4 Foods & Inns.....	37
6.4.1 Key Data.....	37

6.4.2 Introduction.....	37
6.4.3 Milestones.....	38
6.4.4 Subsidiaries.....	38
6.4.5 Management Team.....	38
6.4.6 Performance Analysis.....	39
6.4.7 Financial Highlights.....	39
6.5 Godrej Foods.....	41
6.5.1 Key Data.....	41
6.5.2 Introduction.....	41
6.5.3 Milestones.....	42
6.5.4 Management Team.....	42
6.5.5 Performance Analysis.....	42
6.5.6 Financial Highlights.....	43
6.6 Hindustan Lever.....	45
6.6.1 Key Data.....	45
6.6.2 Introduction.....	45
6.6.3 Milestones.....	45
6.6.4 Management Team.....	46
6.6.5 Performance Analysis.....	47
6.6.6 Financial highlights.....	47
6.7 ITC LIMITED.....	49
6.7.1 Key Data.....	49
6.7.2 Introduction.....	49
6.7.3 Milestones.....	50

6.7.4 Subsidiaries	51
6.7.5 Management Team	51
6.7.6 Performance Analysis	52
6.7.7 Financial Highlights	52
6.8 Milkfood.....	54
6.8.1 Key Data.....	54
6.8.2 Introduction.....	55
6.8.3 Milestones	55
6.8.4 Management Team	55
6.8.5 Performance Analysis	56
6.8.6 Financial Highlights	56
6.9 Nestle India	58
6.9.1 Key Data.....	58
6.9.2 Introduction.....	58
6.9.3 Milestones	59
6.9.4 Management Team	59
6.9.5 Performance Analysis	59
6.9.6 Financial Highlights	60
6.10 United Breweries	63
6.10.1 Key Data.....	63
6.10.2 Introduction.....	63
6.10.3 Milestones	64
6.10.4 Subsidiaries	64
6.10.5 Management Team	65

6.10.6 Performance Analysis	65
6.10.7 Financial Highlights	66
7. GROWTH DRIVERS	68
7.1 Availability of quality retail space	68
7.2 Changing demographic profile and need for convenience	68
7.3 Changing lifestyle	68
7.4 Government support	68
8. OUTLOOK	70
BIBLIOGRAPHY & REFERENCES	71
ANNEXURE	72
Industry Associations.....	72