



Thinking Out

of the Shell



Operations Overview

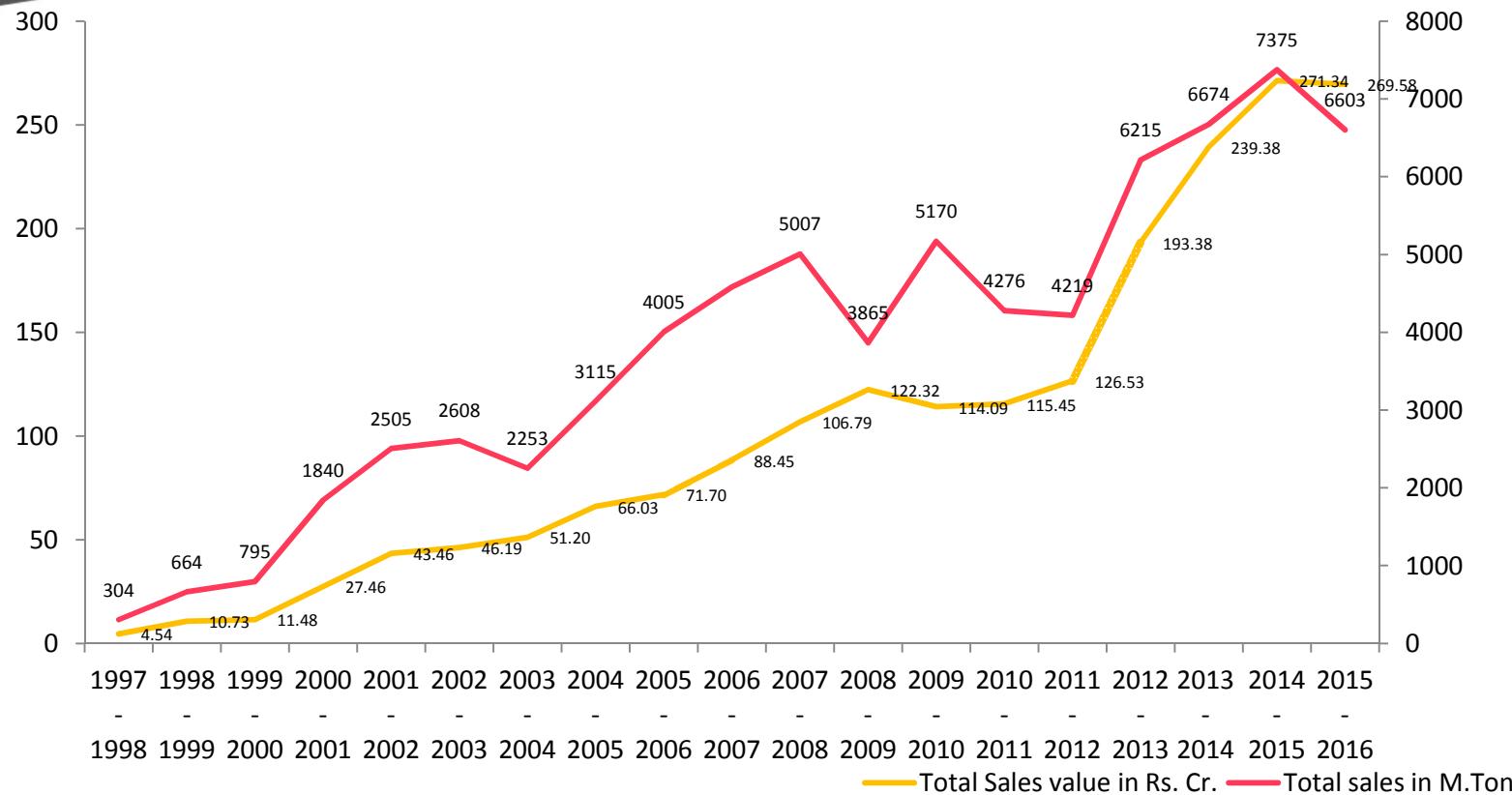
Presented by

Mr.SKM. Shree Shivkumar
Managing Director &
Chief Executive Officer



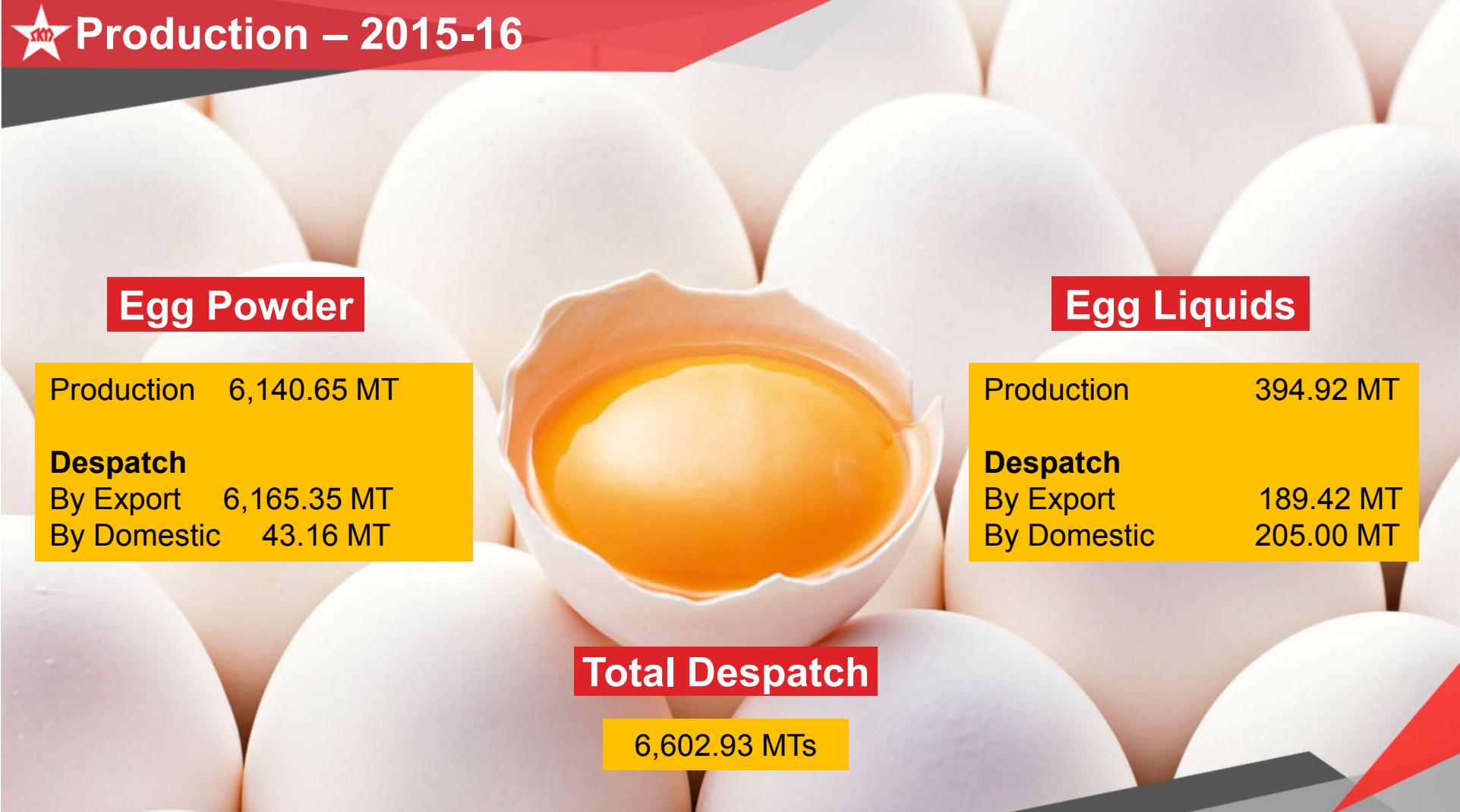


Sales-Volume & Value Since 1997



- SKM Egg Products is one of the largest egg processing company in Asia
- SKM Egg contributes more than 60% of total export of egg products from India.
- It has very good market share in Japan, South East and Far East Asian countries.
- In Japan, it enjoys more than 10% share in total import of egg powders in to Japan
- At an average it identifies minimum 2 new customers every year and expands its market
- In last two years, it has penetrated new markets and customers in Nigeria, Taiwan, Thailand, Indonesia and Malaysia
- We are a globally approved supplier for multinational companies like Mondelez, Heinz, CSM, etc.,

- SKM Egg Products is the only company in India to get approval for export to Russian Market after consistent efforts of more than 3 years and started exporting to this market from 2015 onwards.
- In 2016, it has placed strong foot in Russian Market with a red carpet welcome given for its products by the leading mayonnaise processors of Russia.
- The Egg Albumen powder market has dropped considerably, consequently there is a big drop in imports of this products by Japanese customers from Europe. SKM Egg Products is still maintaining its share by delivering quality products at a small premium over the market price.
- This is a clear indication of our reputation with Japanese customers and our position as a preferred supplier.



★ Production – 2015-16

Egg Powder

Production 6,140.65 MT

Despatch

By Export 6,165.35 MT

By Domestic 43.16 MT

Egg Liquids

Production 394.92 MT

Despatch

By Export 189.42 MT

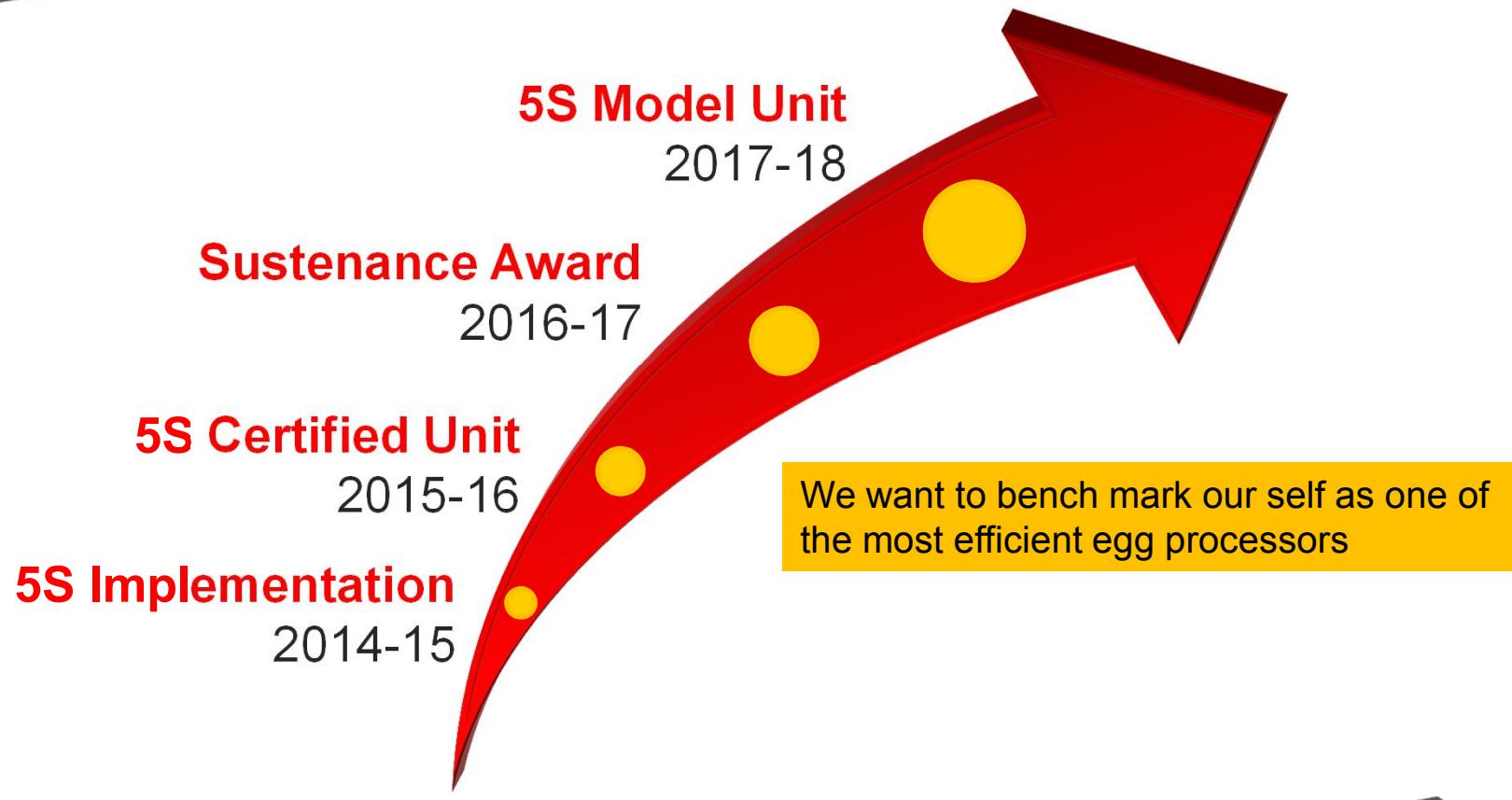
By Domestic 205.00 MT

Total Despatch

6,602.93 MTs



5S Roadmap Vision



Awards

**PLATINUM AWARD BY ABK-AOTS @
Chennai on 10.01.2016**



**QUALITY CIRCLE GOLD AWARD @
Chennai on 23.07.2016**



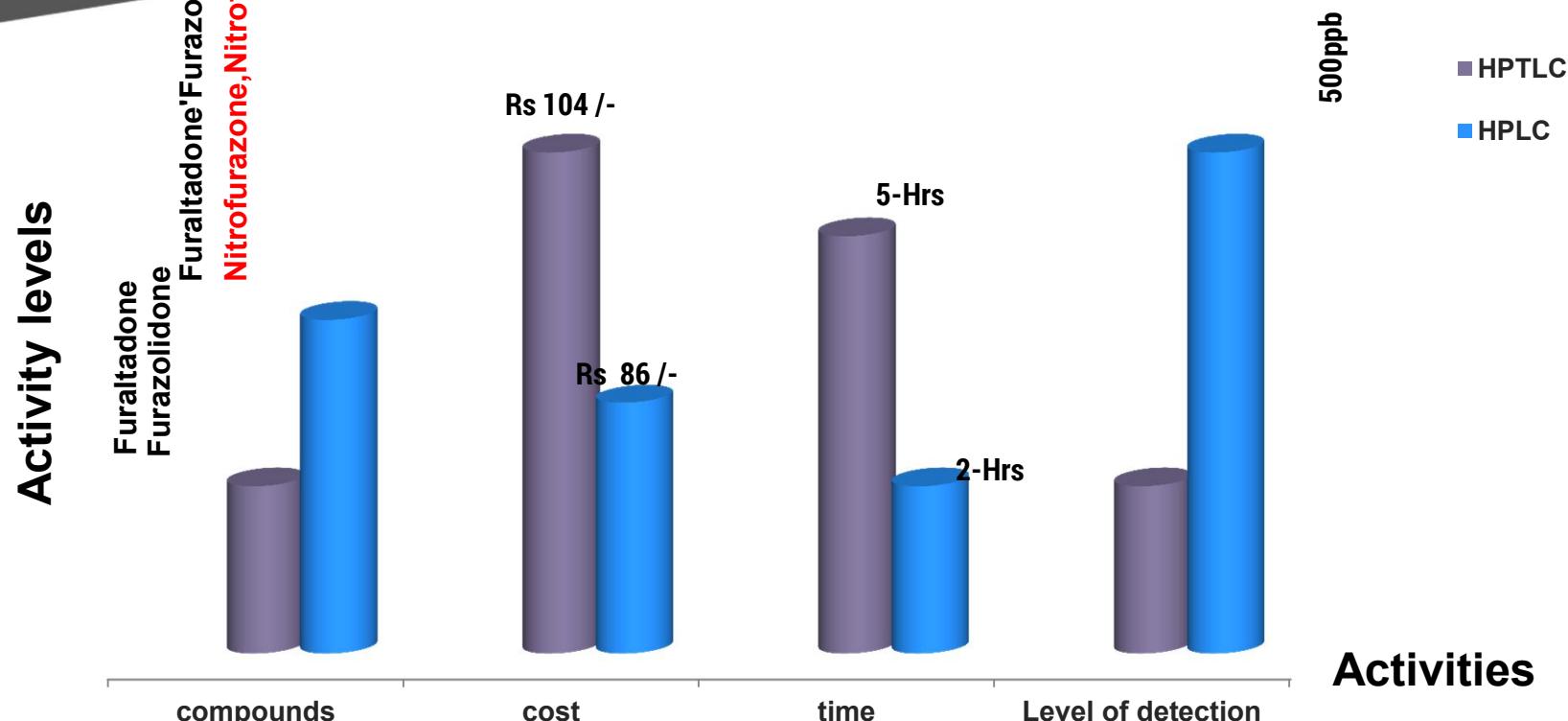


Cost Reduction Project





Quality upgradation project

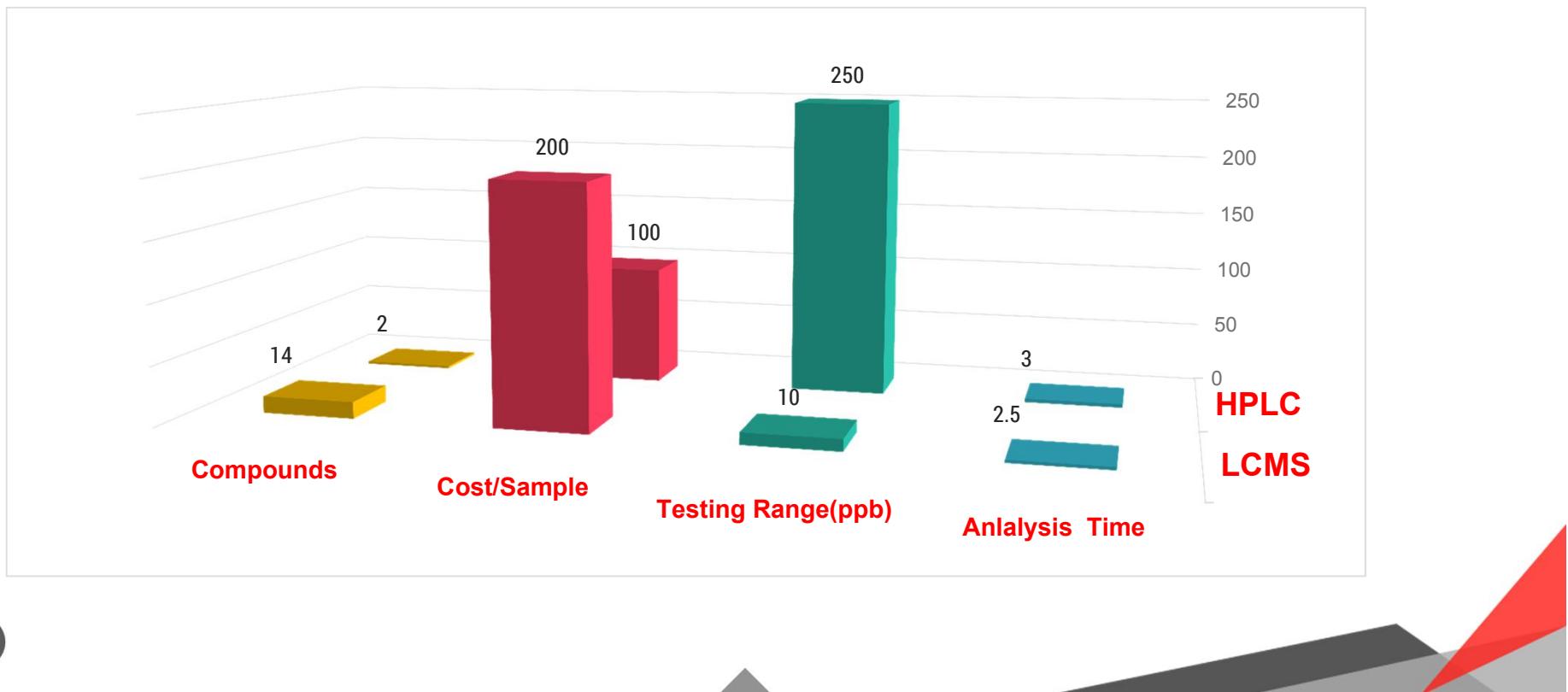


Nitrofurans Parameters Increased by HPLC with lower detection limits



Quality upgradation project

Quinolone groups wise residue by LCMSMS with lower detection for egg products



- Rating Agency M/s. Care Ratings has upgraded the rating of our company from 'BBB' – to 'BBB' category based on the performance of the company for the past years.
- Ours is a TERM LOAN DEBT FREE Company. We had closed all the term loans of our company before the due dates.
- The management has taken all the steps to get the listing from Bombay Stock Exchange (BSE).
- After this Annual General Meeting, listing will be considered by BSE.

- The company's shares are trading between Rs.60 - Rs.65 levels.
- The company has given dividend for the years 2014-15 and 2015-16 at the rate of 10%.
- The pledged promoter shares of 33,72,752 (nos) belonging to Managing Director has been released by State Bank of India and there is no lien on shares.

Employee's Welfare

SKM Shree Group Companies “KUDUMPATHIRUVIZHA”



THANK YOU !

Our Employees are our Biggest Asset

