



# **Industry Monitor**

# Agro-processed Food

Vol.910 October 2009

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#### **KEY DEVELOPMENTS**

#### **MARKETING**

#### **ASIA-PACFIC**

#### India: Britannia launches vegetarian cakes

Aiming to reserve 15-20% of its portfolio for vegetarians, Britannia Industries has launched packaged egg-less fruit cake. Under the brand name of Britannia Veg. Cake, the cakes will be priced slightly higher than the egg cakes and will be launched in chocolate and other flavours, Ms Anuradha Narasimhan, Category Director, Health & Wellness, said in Ahmedabad.

#### **PRODUCTION**

#### **ASIA-PACFIC**

#### Indonesia's palm oil output may rise this year

Indonesia is expected to produce more than 5% palm oil in 2009 as against 21.5 million metric tonnes last year because of additional acreage for the palm, said a senior edible oil expert. According to Dorab Mistry, who is also a Director in Godrej International Ltd, the country extended the palm planting area and is expected to produce more than previous year. The production is likely to be higher in the next year too, he added. Malaysian palm oil output in 2009 is likely to be slightly lower at 17.5 million tonnes, he said.

#### India's oil seed output may fall this fiscal: COOIT

India's oil seed sowing fell badly due to the meagre rainfall in the southern states of the country and the production is expected to decline more than expected, said an official of the Central Organisation for Oil Industry and Trade. Summer sown crop is crucial for the domestic oilseed production but delayed monsoon in Maharashtra and the scanty rainfall in southern states of the country had affected the crop, said Chairman of COOIT, N R Vishwaradhya. Vegetable oil imports during the marketing year starting November 1 are likely to remain around 8 million metric tonnes, close to this year's volume, he said.

#### **REGULATIONS**

#### **ASIA-PACIFIC**

#### India to supply more subsidised sugar in October

India's Central government has decided to increase the domestic sugar supply by 11% in October through public distribution system to ensure availability during the festival season. The government will supply around 235,000 metric tonnes of subsidised sugar through the PDS in October, said a Senior Official of Food Ministry. The festive season in India normally starts in August and continues until November. Indian sugar Mills currently provide 10% of their total output at Rs300 per 100 kg to the government for subsidised sale.

#### Sugar ban to remain in force

Sugar sweetness turned bitter when the commodity was banned by the Forward Markets Commission (FMC) on a clear instruction from the government to please what many calls as sugar lobby. And in what seems to be a continuation of this ban, the FMC has expressed its helplessness in withdrawing the ban since the sugar production has nose-dived. No bonanza for the Sugar traders this Diwali.

#### **EXPORTS AND IMPORTS**

#### **AMERICAS**

#### Columbian coffee exports hit cocoa sugar looks up

Columbia's coffee exports are set to fall for the second year in a row while fortunes look better for Columbian cocoa and sugar as prices are set to rise. According to a report by Researchandmarkets.com, in 2008, despite a 2% drop in coffee export volumes to 11.10 million bags, export revenues rose 9.9% to a record US\$1.88 billion. Production for the year fell by 9.0% YoY to 11.48 million tonnes owing to a combination of poor weather, reduced fertiliser use and rejuvenation of plantations. The report titled 'Colombia Agribusiness Report for Q2 2009' said that this trick will not be repeated in 2009 as prices are well down from their peak in early 2008 and production is forecasted to fall by a further 4.1% YoY to 11.01 million tonnes. Saying that, the fall in revenues will not be too disastrous – the report forecasts coffee to average USc105/lb in 2009, which is still fairly high by historical standards, and to rise to USc115/lb in 2010.

#### **ASIA-PACIFIC**

#### Tea exporters get 5% duty incentive

The Centre granted 5% duty incentive on tea export by including it in the Vishesh Krishi and Gram Udyog Yojana (VKGUY) scheme, a move aimed at boosting outbound shipments when the global economy is facing downturn. Under the scheme, exporters are entitled to 5% duty credit scrip on the export value of the consignment. Sharma also announced the setting up of a single window system to facilitate exports of perishable agricultural produce. India's tea exports between April and June fell to 36.08 million kg against 39.82 million kg in the year ago period, mainly due to a contraction in demand following the economic crisis.

#### India to extend duty free sugar import period

India has decided to extend the period of duty free sugar imports beyond expiry date of November 30, in order to ensure the availability of the sweetener in the domestic market and containing rising prices. India's Agriculture Minister, Sharad Pawar said that the government decided to extend the period of duty free sugar imports so as to offset the shortage due to a fall of more than 40% in domestic output to about 15 million tonnes. Subsequently, the prices of sugar in the domestic market went up about 55% in 2009. The domestic sugar prices were expected to soften from the end of October, he added.

#### India rejects proposal to trim basmati exports

The proposal of trimming the exports of premium basmati rice by India's Food Ministry has been rejected by country's Empowered Group of Ministers (EGoM) citing the proposal would keep India out of market. The Food Ministry proposed to cap the basmati exports at 1.2 million metric tonnes for this fiscal in view to bolstering domestic supplies in the wake of fall in the rice production. India's rice production declined because of the scanty rainfall during June-July, a crucial time for summer crop. However, the subsequent rainfall in September has alleviated the fears of fall in output.

#### India's edible oil prices fall on rising imports

Import of Vegetable Oils during August 2009 is marginally up by 4% and reported at 650,603 tonnes compared to 622,813 tonnes for August 2008. Overall import of vegetable oil from November 2008 to August 2009—jumped by 49% to 7,070,491 tonnes from 4,761,331 tonnes for the same period of last year. The international prices of palm oil and soyoil which firmed up in August has cooled down in the past few weeks while local prices are also down. For imported RBD palm oil prices have declined by \$98 over 2008 prices. As on September 11, 2009, price per tonne is US\$710 as against US \$766 in August and US\$808 in September 2008, according to data released by Solvent Extractors Association of India (SEAI).

#### India August veg oil imports rise by 4.5%

India's leading trade body, Solvent Extractors' Association of India (SEA) said that the country's vegetable oil imports rose 4.5% in August. In a statement issued, it said that imports rose to 650,603 tonnes from 622,813 tonnes in the same month a year ago. Vegetable oil imports in the 11 months of oil year from November were at 7.07 million tones, up from 4.76 million tones in the year-ago period, it added.

#### India to continue edible oil export ban

Indian government has decided to continue the export ban on edible oils to September 2010 in order to ensure better supply in the domestic markets, a government statement said. The ban was earlier valid up to March. The extension would not halt shipments of 10,000 metric tonnes, in branded packs of up to 5 kilograms each, that was approved in August 2008. Of the total, 6,000 tonnes has already been exported, and the deadline for completing the sale is Sept. 30, 2010, according to the statement issued recently. India, one of the world's largest consumers of edible oil, imports nearly half of its annual consumption of 15 million tonnes. It had banned export of edible oil in March 2008 to boost domestic availability.

#### Indian states to import edible oils to check prices

Indian states will import around 4448000 metric tonnes of edible oil for the sale through the government welfare programmes, said a senior government official, who declined to be named. Andhra Pradesh, Tamil Nadu, Kerala and West Bengal will import edible oils to tackle spiralling prices, he said. The state firms will import mainly from Malaysia and Indonesia in a phased manner at an average price of \$800 per tonne, the official added. The imports by India, one of the world's largest consumers of edible oils, could boost international prices. The country imports nearly half of its annual consumption of 15 million tonnes.

#### India's oil meal exports dip sharply by 49%: SEA

The Solvent Extractors' Association (SEA) said that the country's oil meal exports has plunged by 49% in August to 2.14 lakh tonnes because of the poor demand from countries like Malaysia, Vietnam and South Korea. Oil meal exports stood at 4.27 lakh tonnes in the same period last year. According to SEA data in August, India shipped 0.66 lakh tonnes of rapeseed meal and 1.27 lakh tonnes of soya meal.

#### **INVESTMENTS**

#### **ASIA-PACIFIC**

#### Food processing ministry plans Rs12bn VC fund

The food processing ministry is in talks with banks and financial institutions to set up a venture capital (VC) fund. By the beginning of the next financial year, the venture capital fund will be in place with a corpus of Rs10-12 billion. According to a report in *The Financial Express*, the fund would lend on a priority basis to units that deal in perishable items like fruits, vegetables, meat, poultry and fish. The Food Processing Minister, Subodh Kant Sahai had earlier mentioned that the industry would require investments worth Rs100,000 crore by 2015. The ministry is in talks with banks for a separate fund to be earmarked for the food processing sector. Even though the food processing sector enjoys priority status for borrowing, the fund allocated to it is a part of the agriculture sector. This fund often gets exhausted before the food processing sector can avail any of it.

#### **OTHERS**

#### **ASIA-PACIFIC**

#### Big China-Malaysia deal to be inked in palm oil

Malaysia is offering China a stake in its prized jewel—Sime Darby Berhad, the plantation-to-power conglomerate that is one of the world's largest palm oil companies and also with extensive interests in the Middle Kingdom. The unprecedented step was taken recently by the Najib administration and signals a move by the government to sell down its holdings in government-linked companies (GLCs) as well as strengthen strategic ties with certain countries by allowing them or their investment arms to hold equity in Malaysian blue-chip GLCs. The Malaysian Insider has learnt from government sources that Prime Minister, Datuk Seri Najib Razak discussed the plan to offer up to 10% of Sime Darby Berhad for sale to China at a recent Cabinet meeting.

#### Sugar may get a breather on delayed monsoon

Late monsoons could be a dampener for many crops and a slap in the face of the government of the day but it turns out that this may prove to be a blessing in disguise as far as sugarcane is concerned. With a

huge deficit staring at its face, the government went into a PR exercise to boost its image and ready to spend a good sum for import of sugar apart from various measures to release the sugar from hoarders. But the late monsoon is likely to bring relief to agriculture ministry as this is likely to result in about 10-15% higher production of sugar as against the previous government estimates. Demand is around 22 million tonnes while the actual production is expected to be around 16-17 million tonnes.

#### India's edible oil consumption grows rapidly: Assocham

Edible oil consumption in India is increasing rapidly due to the change in eating habits in tandem with increased income along with growing population, said Assocham. According to Assocham, if the consumption of edible oil in the country is moving this higher pace, the demand and supply gap would be over 81 lakh tonnes by 2020. The consumption has grown rapidly in by 2.23% to 10.23 2007-08 kg per year from 6.43 kg per year in 1986-87. India is likely to remain dependent on imports as production growth is not sufficient to bridge this gap, it said.

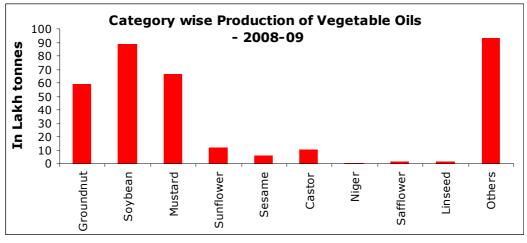
#### CII calls for zero goods and services tax for processed fruits & vegetables

The Confederation of Indian Industry (CII) has demanded that fruit and vegetable processing industry be exempted from the goods and services tax (GST). According to the industry body, GST is proposed to be introduced from April 2010 and this sector needs support as it is still at a nascent stage of development. Rakesh Bharti Mittal, Chairman of CII National Council for Agriculture, said, "We have requested the government to keep fruit and vegetable processing industry under a special GST rate of zero per cent."

# **INDUSTRY STATISTICS**

# Production of Vegetable Oils by Season in India (2008-2009 in lakh tonnes)

Oilseeds	Produc	Production during 2008-09				
Onseeds	Kharif	Rabi	Total			
I. Oil Seeds						
Groundnut (in shell)	42.20	17.00	59.20			
Soybean	89.00	-	89.00			
Rape/Mustard	1.50	65.50	67.00			
Sunflower	4.00	7.50	11.50			
Sesame	3.00	2.80	5.80			
Castor	10.20	-	10.20			
Niger	0.80	-	0.80			
Safflower	-	1.70	1.70			
Linseed	-	1.30	1.30			
Sub Total	150.70	95.80	246.50			
II. Other Oil Seeds						
Cottonseed	86.80	-	86.80			
Copra	6.50	-	6.50			
Sub Total	93.30	-	93.30			
Grand Total	244.00	95.80	339.80			
Source: The Solvent Extractors' Association of India, Cygnus Research						



Source: The Solvent Extractors' Association of India; Cygnus Research

## **PRODUCT FOCUS**

#### **SOYBEAN OIL**

#### Introduction

Soybean (Glycine max), otherwise known as a 'miracle crop' with over 40% protein and 20% oil, originated in China. Soybean has been cultivated in China for more than 4,000 years. Soybean has now become the largest source of vegetable oil and protein in the world, and its large-scale cultivation is concentrated in a few countries such as Argentina, Brazil, Canada, China, India, Paraguay, and USA.



#### Types of soy products in India

Soybean is traditionally used for production of edible oil in western countries. Soybean has versatile end uses. It has been used as a human food, animal feed, and industrial material. There are lots of nutritional and health benefits of soybean. It contains all the three macronutrients required for good nutrition and thus comes in many forms of products. In India, soybean is available in different varieties of food products. Most of the soy products are

Variety of soy products in India					
Nutritious Flour	Texturised Proteins				
Soy Flour	Snacks				
Soy Nuts	Oil				
Soy Fortified Flour	Lecithin				
Soy Milk and Tofu	Others				
Source: Cygnus Research					

imported in India. Some of the major multinationals actively involved are - Monsanto and Syngenta, which both are US-based.

#### Advantages of using soybean

Soybean contains high quality protein. It is one of the only two known plant foods to contain all the essential amino acids, similar to those found in meat. The other plant food is amaranth seed, a wild green. Some soy products can be a source of calcium and iron, such as Chinese tofu or tempeh, made with a calcium coagulant and calcium fortified soy drinks. It helps in prevention of many chronic diseases.

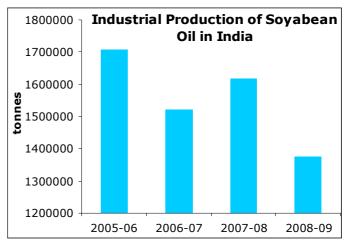
Average composition of soybean and its products				
Product	Protein	Oil	Fibre	Moisture
	gram/10	0 gran	n	%
Uncooked Whole	33.0	9.7	6.5	11.9
Cooked Whole	11.0	5.7	10.8	72.0
Soy Milk	2.7	1.0	0.0	96.2
Bean Cake	24.0	15.2	14.5	76.8
Tofu	7.8	4.2	2.4	85.0
Source: Cygnus Research				

#### **Production**

Soy contributes around 20% to the oilseed production in India. Madhya Pradesh produces more than 50% of the total Soybean production in India. Maharashtra and Rajasthan are the other two major soybean producing states in India. The cultivation of soybean is very much dependent on the weather conditions to which they are exposed.

#### Export

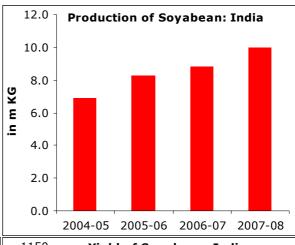
India exports soybean oil mainly to countries like Bangladesh, Korea, Indonesia and Japan. Out of the total oil meals exports, soybean meal exports constitute almost 90% of the export.

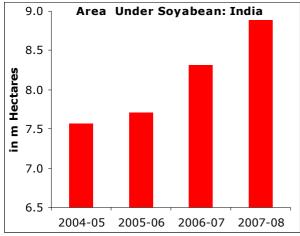


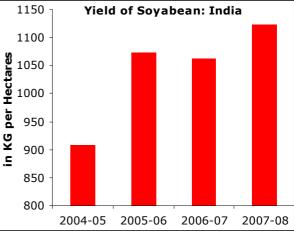
Source: Indiastat; Cygnus Research

#### **Government Regulation**

Exports of all major edible oils have been banned w.e.f. 17/3/08. However, oilseeds can be freely exported. Recently, export of edible oil in small packs up to 5 kg, subject to a ceiling of 10000 tonnes up to 30/10/2009 has been permitted (w.e.f. 20/11/2008). The custom duty on degummed soybean oil has been increased from 0-20% w.e.f.18/11/2008.







Source: Indiastat; Cygnus Research

#### Outlook

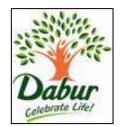
Indian soybean industry is facing a unique problem with respect to falling yield per hectare production. The country needs to develop improved, high yielding soybean variety to reinstall the confidence of farmers. The dependence of soybean oil is also increasing due to low cost and falling oil seed yields in India. Increasing health awareness will further increase the demand for various soy products. Total soybean production in India is dependant on only one state and any adverse climatic condition can hamper the production. India must look forward to broadening its production base to other states and enhance the unit productivity in order to reduce its import dependence in the future.

#### **COMPANY SCAN**

#### Dabur India Ltd

#### Introduction

Dabur India manufactures and sells ayurvedic medicines, baby care products, natural, herbal, personal health products and processed foods either directly or indirectly through its subsidiaries. It has had presence in Indian market for more than past 120 years. The company conducts its operations through six business units: family



products, healthcare, ayurvedic specialities, pharmaceuticals, exports and miscellaneous products. The company is engaged in oral care products, health care product. The company's other products include anti allergic & anti-cancer drugs and guar gum. It exports primarily to the Middle East through Redrock Limited.

Dabur has plants situated at nine different locations in India. Dabur has six plants overseas including in Egypt, Nigeria, Dubai, Bangladesh and Nepal. It is also looking to commence manufacturing in Pakistan and Russia. It has been actively focusing on expanding its overseas business with emphasis on the South Asian markets and Russia.

#### **Business Strategies**

Dabur India Limited has marked its presence with some very significant achievements and commands a market leadership status. The company's story of success is based on dedication to nature, corporate and process hygiene, dynamic leadership and commitment to its partners and stakeholders.

#### Company's Performance at a Glance

Performance at a Glance						
Item (Rs m)	2004-05	2005-06	2006-07	2007-08	2008-09	
Net Sales	12687.20	13696.80	17780.20	20834.00	24179.10	
OPM (%)	14.81	17.76	17.84	19.17	19.26	
NPM (%)	11.67	13.80	14.18	15.16	15.45	
Depreciation	185.90	233.10	284.70	257.50	274.20	
Interest	43.00	56.60	44.30	85.50	133.40	
PAT	1480.30	1885.70	2520.80	3159.10	3735.60	
Source: BSF India: Cvanus Research						

#### **Key Financial Ratios**

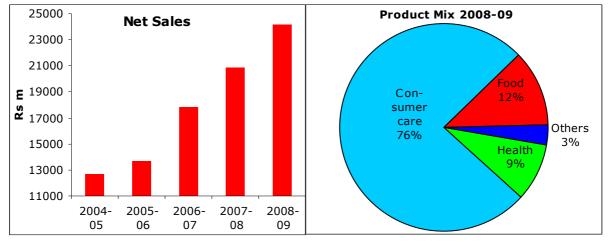
Key Ratios at a Glance				
	2004-05	2005-06	2006-07	2007-08
Debt-Equity Ratio	0.15	0.09	0.05	0.04
Long Term Debt-Equity Ratio	0.11	0.06	0.05	0.04
Current Ratio	0.79	0.97	0.97	0.99
OPM (%)	14.81	17.76	17.84	19.17
NPM (%)	11.67	13.80	14.18	15.16
ROCE (%)	49.70	54.04	69.37	80.23
RONW (%)	48.79	44.12	59.24	68.01
Source: BSE India; Cygnus Research				

#### Performance Analysis

Performance Analysis						
	Qua	rterly Perfor	rmance	Financial Year Performance		
	AMJ09	AMJ08	Var (%)	2008-09	2007-08	Var (%)
Sales	6129.70	5322.90	15.16	24179.10	20834.00	16.06
Other Income	31.60	111.20	-71.58	213.20	279.10	-23.61
PBIDT	1043.40	798.30	30.70	4657.60	3994.80	16.59
Interest	12.60	20.60	-38.83	133.40	85.50	56.02
PBDT	1062.40	888.90	19.52	4524.20	3909.30	15.73
Depreciation	71.90	65.30	10.11	274.20	257.50	6.49
PBT	990.50	823.60	20.26	4250.00	3651.80	16.38
TAX	180.80	122.20	47.95	514.40	492.70	4.40
PAT	808.30	701.40	15.24	3735.60	3159.10	18.25
Source: BSE India; Cygr	nus Research					

During 2008-09, the net sales of the company have increased by 16% to reach Rs24179.1m from Rs20,834m in 2007-08. The operating profit of the company has also increased by 17% and the PAT has shown a growth of 18% during 2008-09. The International Business Division registered 31.4% y-o-y growth.

During AMJ09, the net sales of the company have registered a growth of 15% to reach Rs6129.70m from Rs5322.90m in AMJ08. The operating profit of the company has increased by 30.70% and its PAT has increased by 15.24%.



Source: BSE India; Cygnus Research

#### **Common Size Comparison**

The raw material consumption of Dabur stood at 36.9% as a percentage of sales, which is 25.63% and 58.39% for Emami and Marico respectively as a percentage of sales. The other expenditure of the company stood at 12% which is less than that of Emami and Marico. The company's ad spending stood at 12% whereas it is 15% and 9% for Emami and Marico respectively.

The profit before tax for the company stood at 18% whereas it is 12% and 9% for Emami and Marico respectively. The PAT of the company stood at 15% as a percentage of sales, whereas it is 10% and 7% for Emami and Marico respectively.

Common Size Comparison for 2008-09 (% of sales)					
	Dabur	Emami	Marico		
Other Income	0.88	0.53	0.53		
Raw Material Consumed	36.90	25.63	58.39		
Other Expenses	12.19	18.36	13.99		
Staff Expenses	6.92	6.17	4.38		
Advertising Expenses	11.78	15.21	8.82		
Purchase of traded goods	15.27	19.65	2.61		
Interest	0.55	3.94	1.50		
Depreciation	1.13	1.11	0.89		
PBT	17.58	12.22	8.90		
Tax	2.13	1.88	1.50		
PAT	15.45	10.35	7.40		
Source: BSE India; Cygnus	research				

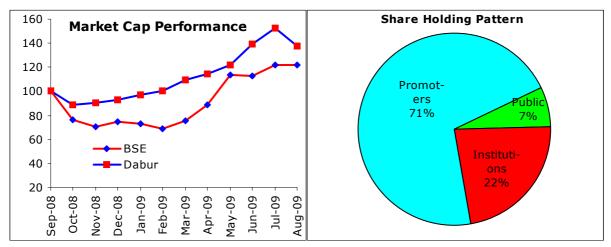
#### **Cost Structure Analysis**

Cost Structure as Percentage of Net Sales					
	2004-05	2005-06	2006-07	2007-08	2008-09
Raw Material Consumed	25.78	29.31	33.50	35.38	36.90
Other Expenses	23.79	14.74	14.11	14.13	12.19
Staff Expenses	5.91	6.66	6.67	7.18	6.92
Advertising Expenses	13.54	11.07	11.11	11.91	11.78
Purchase of Traded Goods	17.70	12.36	10.94	13.43	15.27
Depreciation	1.47	1.70	1.60	1.24	1.13
Interest	0.34	0.41	0.25	0.41	0.55
Tax Charges	1.34	1.88	1.81	2.36	2.13
Source: BSE India; Cygnus Research					

The raw material consumption of the company has increased gradually over the period. During 2008-09, the raw material consumption has increased by 151 basis points. The other expenses of the company have declined by 194 basis points. The staff cost has declined by 26 basis points. The advertising expenses have declined by 12 basis points. The purchases of traded goods have increased by 184 basis points. The depreciation charged by the company has declined by 10 basis points. The interest paid by the company has increased by 14 basis points. The tax paid by the company has declined by 24 basis points.

#### **Stock Market Performance**

The stock market has started recovering: There are positive changes in the index of industrial production and the inflation has also declined. The BSE Sensex has registered a increased by 22% during the period September 2008 to August 2009. The share prices of the company have increased by 38% during the same period.

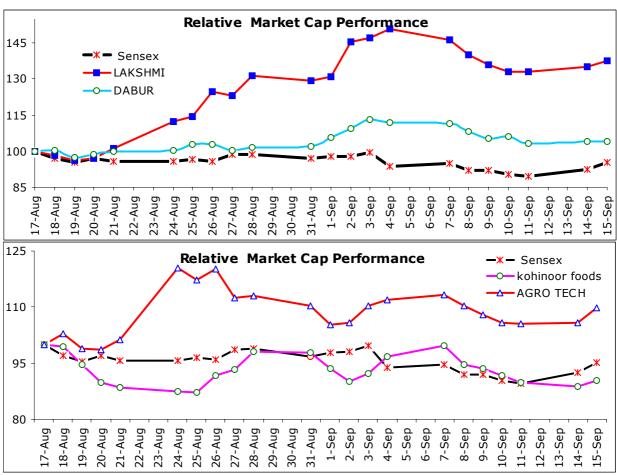


Source: BSE India; Cygnus Research

#### Outlook

Dabur plans to scale up its presence in the shampoo and skin care categories and enlarge its OTC portfolio, which is currently very small. The company is also looking at aggressively expanding its homecare portfolio. The contribution of international business division has increased to 18.5% of the total revenues. Dabur has set up 9 New-u stores under its beauty and wellness retail venture 'new-u'. The net sales of the company are expected to register a growth rate of 15% during 2009-10 fuelled by the launch of new products and the positioning of the company.

# **STOCK SCAN**



Source: BSE India; Cygnus Research

	16 Aug-21 Aug	24 Aug-28 Aug	31 Aug-04 Sep	07 Sep-15 Sep
SENSEX	Sensex ended on a positive note with an increase of 3.08% to 15,240.83 points on increased capital inflow by funds as long-term investors looked to enter the market.	Sensex ended on a positive note with an increase of 1.88% to 15,922.34 points as fund houses picked up stocks following strong global cues.	Sensex ended on a positive note by increasing slightly with 0.14% to 15,689.12 points driven by bullish Asian markets and a strong start in European bourses.	Sensex ended on a positive note with an increase of 2.74% to 16,454.45 points due to signs of US economic recovery added to the upbeat hopes for robust quarterly earnings.
Lakshmi	During this period its share price gained around 1.19%.	demand, its share	Higher demand made its share price register gain of 19.08%.	During this period Agri-processed food companies have faced selling pressure due to which its share prices lost its value.

Dabur	No major movement was seen during this period.	News that Dabur India Ltd expects its loss-making retail business to break even in the next fiscal has made its share price to raise.	Buying pressure for its shares made its shares to gain by 10.37%.	Lack of demand for the stock made its share price fall by 7.96%.
Kohinoor Foods	Moved in tandem with Sensex and lost.	Moved in tandem with Sensex and gained by 9.62%.	Moved in tandem with Sensex.	During this period Agri-processed food companies have faced selling pressure due to which its share prices lost its value.
Agro Tech	Buying pressure for its shares made to gain by 1.42%.	Prevailing positive sentiments helped its shares to register gain of 11.62%.	Moved in tandem with Sensex and lost 1.08%.	Selling pressure for the share made the share price to fall.

# **UPCOMING EVENTS**

1.	Event	Basel Wine Fair
	Date	Oct 24-01 Nov, 2009
	Venue	Exhibition Center Basel, Basel, Basel-Stadt, Switzerland
	Highlights	It is one of the largest wine fair in Switzerland; Basel Wine Fair has become the leading commercial platform for boutique wineries from around the world with limited-production wines available only in a handful of fine restaurants and specialised retailers.
	Contact Details	M. C. H. Swiss Exhibition (Basel) Limited. Ch,Basel, Switzerland Tel: +(41)-(61)-2062247; Fax: +(41)-(61)-2062189
2.	Event	Food Expo - Oman
	Date	Oct 26-28, 2009
	Venue	Oman International Exhibition Centre, Muscat, Oman
	Highlights	Food Expo – Oman is the only show in Oman for the food and beverage industry. It covers everything related to food processing and food technology as well as catering, hospitality services, and agriculture.  Omanexpo, LLC. P. O. Box 20, P.C 117 Wadi Kabir, Muscat Sultanate Of
	Contact Details	Oman, Oman. Tel: +(968)-(24)-790333; Fax: +(968)-(24)-706276
3.	Event	Icecream China
	Date	Oct 28-31, 2009
	Venue	Tianjin China International Exhibition Center, Tianjin, China
	Highlights	Icecream China has been held on a yearly basis for ten years successfully. As this great event gained quite lots of No. 1 title, it has been regarded as miracle in the food and exhibition industry. Icecream China is well known by both manufacturers and suppliers of equipment and raw materials in frozen food industy and it is the most important event for them.
	Contact Details	Tianjin Qilong Exhibition Service Co, Limited. 32 Youyi Road, Hexi District, Tianjin, India. Tel: +(86)-(20)-87033630
4.	Event	China Fisheries & Seafood Expo
	Date	Nov 03-04, 2009
	Venue	Qingdao International Convention & Exhibition Center, Qingdao, China
	Highlights	China Fisheries & Seafood Expo is a highly successful, established international exposition. Year after year, thousands of pre-qualified buyers and decision makers visit the show ready to do business. No other show of its type in Asia comes close to matching the size or success of China Fisheries & Seafood Expo.
	Contact Details	Sea Fare Expositions, Inc. 4250, 8th Avenue NW, Suite, Seattle, United States Of America. Tel:+(1)-(206)-7895741; Fax:+(1)-(206)-7890504
5.	Event	Food Processing & Packaging Indonesia
	Date	Nov 11-14, 2009
	Venue	Jakarta International Expo ,Gedung Pusat Niaga Lt. 1 Arena PRJ Kemayoran , Jakarta, Indonesia
	Highlights	Food Processing & Packaging Indonesia is where you can raise your profile in the industry and add value to your brands, locate new agents and distributors for your products, launch a new product and generate media interest.
	Contact Details	Krista Media Pratama PT. Krista Exhibitions, Jln.Blandongan 28 DG, Jakarta, Indonesia. Tel:+(62)-(21)-6345861; Fax:+(62)-(21)-6340140/6342113

6.	Event	FRUIT ATTRACTION
	Date	Nov 04-06, 2009
	Venue	Feria de Madrid, IFEMA Feria de Madrid Feria de, Spain
	Highlights	Fruit Attraction Exhibition is annual event. This is a unique platform for the fruit and vegetable industry, focusing the exhibitor participation in Spanish producers and distributors, producers from Europe and the rest of the world, particularly from Latin America.
	Contact Details	Info IFEMA. Parque Ferial Juan Carlos I, Madrid, Spain. Tel:+(34)-(91)-7223000; Fax:+(34)-(91)-7225801
7.	Event	Drink Tech Asia
	Date	Feb 06-08, 2010
	Venue	Karachi Expo Center, Karachi, Pakistan
	Highlights	Drink Tech Asia will showcase the latest innovations in Advanced Equipment and Technologies for Drink Tech industry in Karachi. The exhibition which is organised by E-Commerce Gateway Pakistan Private Limited, will be at Karachi Expo Center.
	Contact Details	E- Commerce Gateway Pakistan Private Limited.  18, C. P Berar Society, Off Amir Khusro Road, Karachi, Pakistan. Tel:+(92)-(21)-4536321; Fax:+(92)-(21)-4536330
8.	Event	Exponut & Dried Fruit
	Date	Feb 21-23, 2010.
	Venue	Istanbul World Trade Center, bul, Turkey
	Highlights	Exponut & Dried Fruit is the unique show of dried fruit and nuts industry. It aims to be the traditional meeting point of entire industry with the participation of international companies and visitors. Dried Fruits like: dried apricot, raisins, currants, dried apple, dates, dried pear, dried peach, Nuts: hazenut, pistachio, almond, walnut, peanut, cashew nut, dessicated coconut, pumpkin seed, sunflower seed, roasted corn, Finished goods of Dried fruits & Nuts: chocolate
	Contact Details	ADG Trade Fairs. Buyukdere Cad. No:78-80, Istanbul, Turkey. Tel:+(90)-(212)-2663535; Fax:+(90)-(212)-2750337
9.	Event	Milling, Bakery & Confectionary Fair
	Date	Mar 02-05, 2010
	Venue	Brno Exhibition Centre, Brno, Czech Republic
	Highlights	Milling, Bakery & Confectionary Fair (MBK 2010) will witness an incredible growth over the previous edition, and going by any yardstick this kind of a growth rate is truly phenomenal. Professional visitors and decision-makers from the baking and confectionery trades, from the bread, cake and pastry industry, from restaurants and catering companies & general public are targeted.
	Contact Details	Brno Trade Fairs and ExhibitionVystaviste, Brno, Czech Republic. Tel:+(420)-(541)-152587; Fax:+(420)-(541)-153079;