

# ***Business Growth and Governance Challenges***

*Paayas Milk Producer Company Limited*

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***October 8, 2015***

# Introduction

Particulars	Details
Date of Incorporation	May 19, 2012
Date of operationalization	December 1, 2012
Authorised Share Capital	₹ 30 Crore
Paid up Share Capital	₹ 16 Crore
Statutory Auditors	S.B. Billimoria & Co.
Internal Auditors	Ernst & Young LLP

# Board

Board of Directors	No.	Remarks
Farmer Director	11	Elected Producer Members
Expert Director	3	Eminent Dairy / Agriculture Professionals
Chief Executive	1	Dairy Professional appointed by Board

## Board Meetings / AGM

FY	Board Meeting (no.)	Annual General Meeting (no.)
2012 – 2013	6	1
2013 – 2014	4	1
2014 – 2015	9	1
2015 – 2016 (till date)	3	1

# Operational Area



**Total Districts Covered : 8**

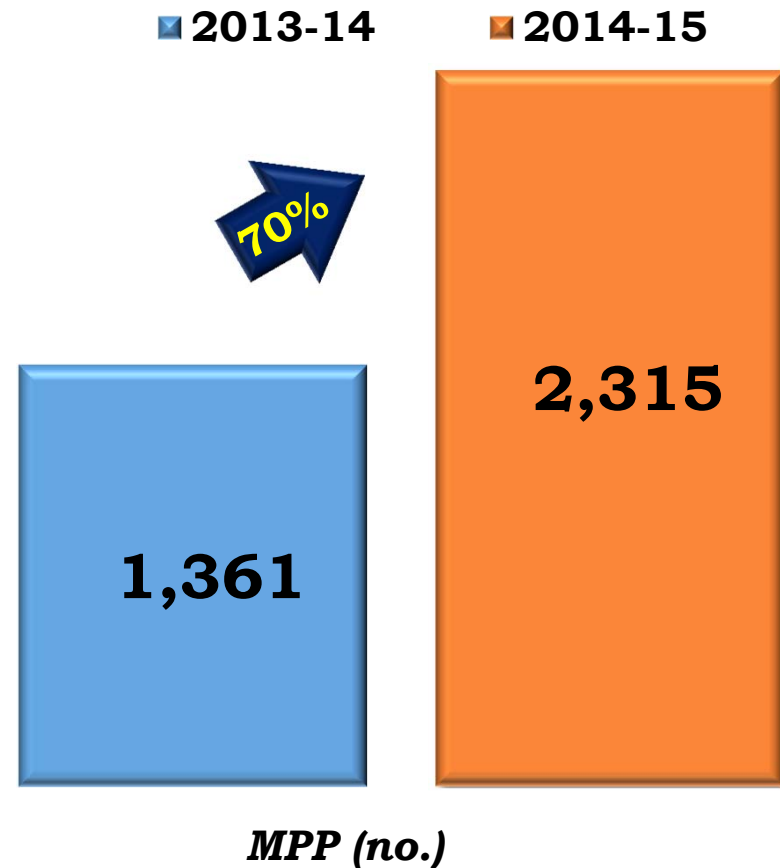
# Current Status (September 2015)

Function	Particulars	Details
Milk Procurement	Milk Pooling Point (no.)	2,571
	Membership (no.)	72,343
	Women Member (%)	39
	Milk Procurement (TKPD)	429

# Current Status (September 2015)

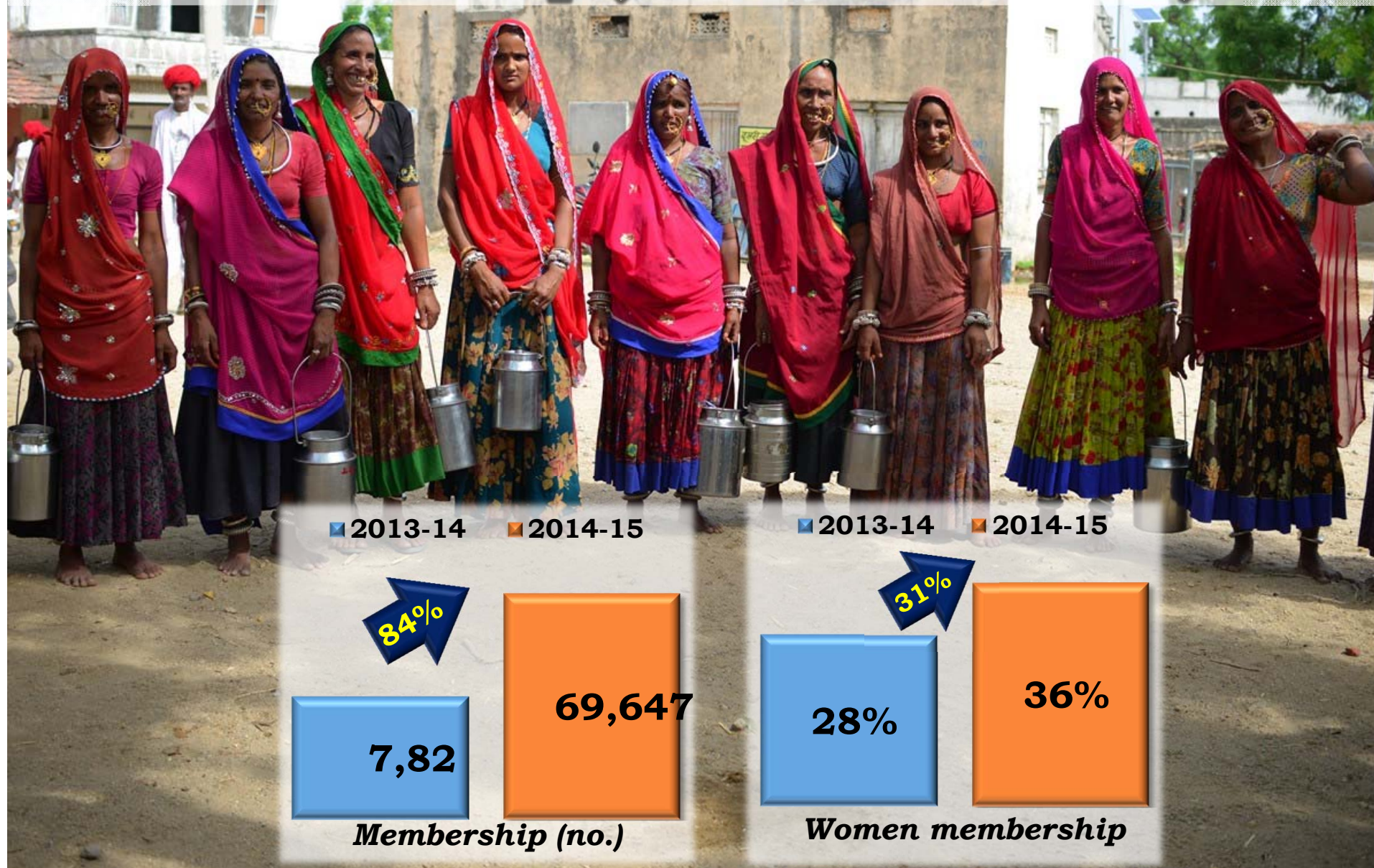
Function	Particular	Details
Ration Balancing Programme	LRPs deployed (no.)	1,228
	Villages covered (no.)	2,321
	Farmers Covered (no.)	89,072
	Animals Covered (no.)	1,44,253
Fodder Development	Mower Demonstration (no.)	135
	Silage Demonstration (no.)	84
	Biomass Storage Silos (no.)	3
Artificial Insemination	AI Centres / MAITs deployed (no.)	450
	Villages Covered (no.)	2,985
	AIIs done (no.)	1,92,480
	AI Conception Rate (%)	46

# Milk Pooling Point (as on 31st March)





# Membership (as on 31st March)





# Milk Procurement

■ 2013-14

■ 2014-15

■ 2014-15

■ 2015-16



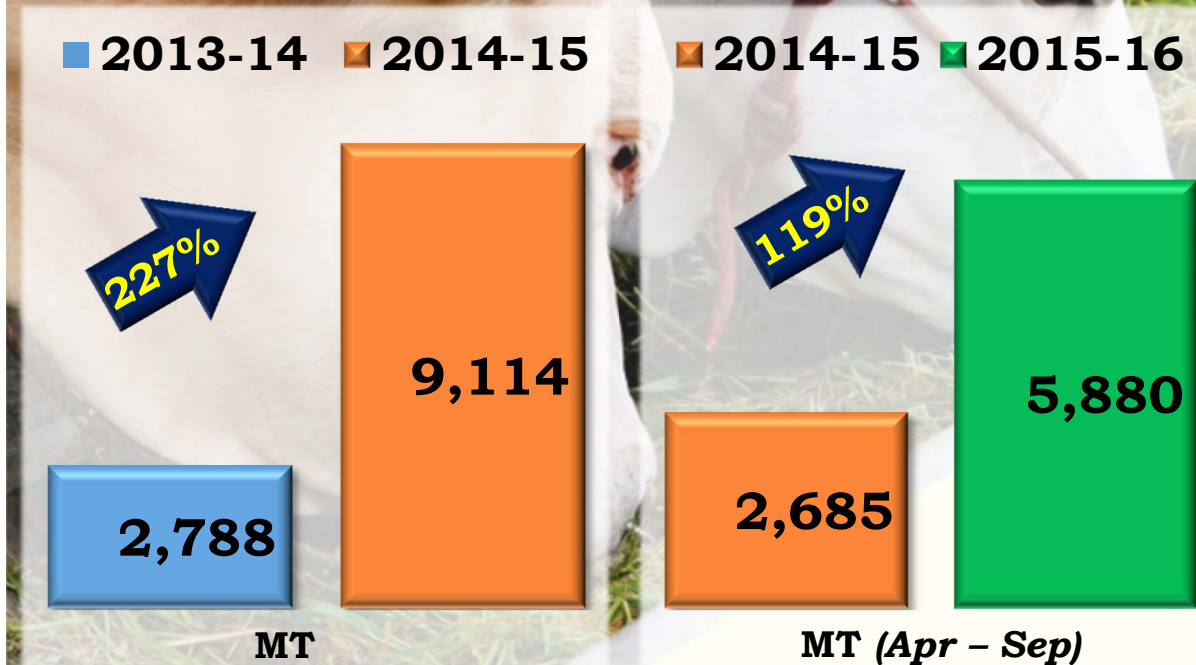
TKPD



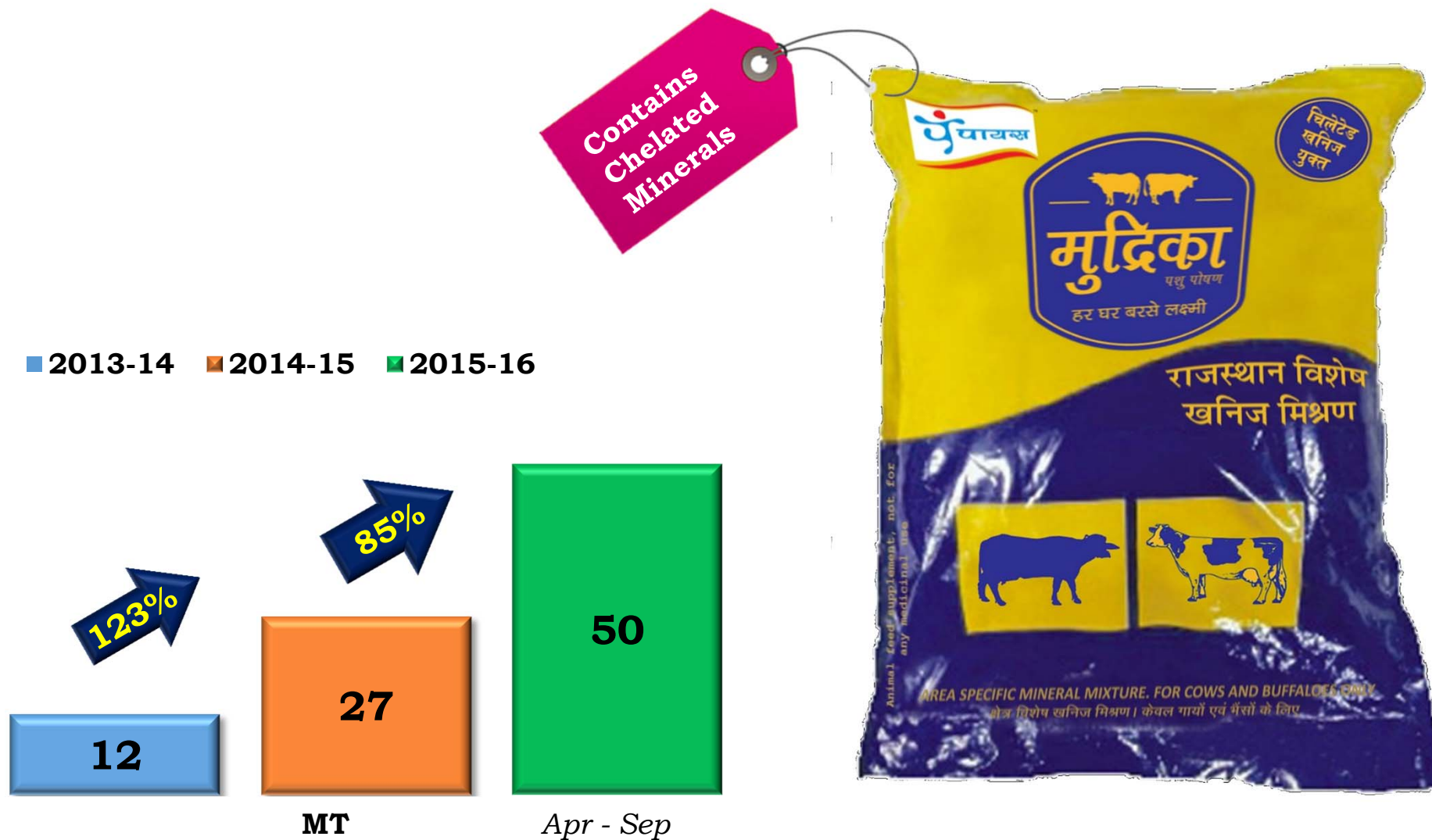
TKPD (Apr – Sep)



# Input Services - Cattle Feed Distribution



# Rajasthan Specific Mineral Mixture



# Polypack Milk Sale

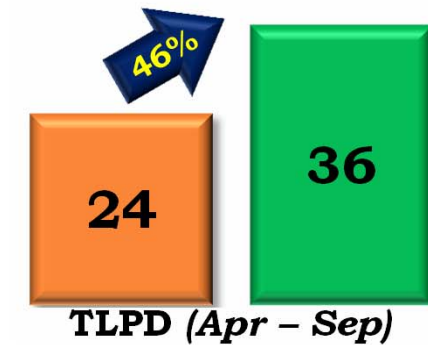
दूध खारा  
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■ 2013-14 ■ 2014-15



■ 2014-15 ■ 2015-16



# Key Financials

Particulars	FY 2013-14	FY 2014-15
Total Revenue (₹ Crore)	444	600
Loyalty Incentive (₹ Crore)	1.5	3.0
Dividend (₹ Crore)	0.91 @ ₹ 10 per share	1.54 @ ₹ 10 per share
Producer Share of a Consumer Rupee (%)	84.4	85.1



