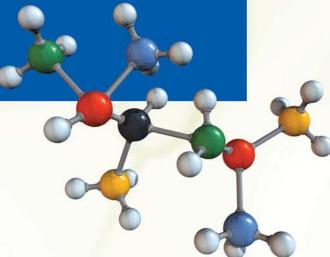


## **About us**

Incorporated in 1983, Mumbai-based Hiran Orgochem (hereafter referred to as Hiran) is a leading integrated manufacturer of active pharmaceutical ingredients. Hiran's product basket comprises of Ciprofloxacin, Levofloxacin, Ofloxacin, Enrofloxacin (for veterinary use) etc thereby addressing the quinolone family within the anti-infective therapy segment.

Hiran is the number "1" manufacturer for quinolones in India and amongst the top three manufacturers in the world and now strives to attain global leadership.

Hiran has always focused on manufacturing the quinolones group of APIs. 80 per cent of the Company's revenues accrue from Ciprofloxacin and Ofloxacin.



#### **Contents**

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Report on corporate governance 24] Auditors' report 32] Financials 35]



## **Corporate information**

#### **BOARD OF DIRECTORS:**

Mr. Kantilal M. Hiran (Chairman and Managing Director)

Mr. Vijay K. Hiran (Whole Time Director)

Mr. Naresh K. Hiran

Mr. Mukesh Naik

Mr. H. N. Bafna

Mr. M. Kailash Kumar

Mr. Ashok Lunia

#### **COMPANY SECRETARY**

Ms. Anu Birla (Appointed w.e.f 21st October, 2009)

#### AUDITORS:

M/s. B. L. Dasharda & Associates (Chartered Accountants)

#### **BANKERS:**

State Bank of India State Bank of Patiala

#### **REGISTERED OFFICE:**

Palm Court, M Block, 601/A1, Link Road, Malad (W), Mumbai – 400064. Tel.: 022-40953000

Fax: 022-40953099 Email: info@hiranorgochem.com

Website: www.hiranorgochem.com

#### **REGISTRAR AND SHARE TRANSFER AGENTS:**

Bigshare Services Pvt. Ltd. E-2, Ansa Industrial Estate, Sakivihar Road, Andheri (E), Mumbai – 400072.

Tel.: 022-40430200 Fax: 022-28475207

Email: info@bigshareonline.com Website: www.bigshareonline.com

## **Strategy for success**

Since its inception Hiran has recognized opportunities in the quinolones space and focused on executing strategies to take advantage of them.



Several factors have contributed to the success of the Company.

Significant among them was the execution of robust capacity expansions.

From 30 MT p.a on commencement to 960 MT p.a in 2004-05 to nearly 2000 MT p.a in 2009-10.

The Company believes that continued expansion has been an important aspect in its business coupled with its focus on research and development.

This has helped Hiran continuously innovate and modify its offerings based on the needs of the consumer.



## To sum up, the priority areas where Hiran intends to focus its best efforts and resources, and for which, the Company has formulated appropriate strategies include:

- Ramping up its manufacturing facilities by setting up a new entity ActGen Pharma Pvt. Ltd. in collaboration with Procyon Lifesciences Pvt. Ltd.
- Optimum utilization of manufacturing facilities by ensuring that plants are operating at 100% capacity.
- Enhancing its product portfolio by introducing a new range products within the quinolone family.
- Adopting a pragmatic and integrated global growth strategy of entering the regulated markets of Australia, Europe, U.K, U.S and other regulated markets.



These strategic initiatives taken by the Company are an intrinsic part of its business plan to gain competitive advantage and achieve long-term goals. Beyond the horizon lie opportunities and Hiran is taking new paths leading to new heights, with the promise of sustained profits.

## From the Chairman's desk

Dear Shareholders.

2009-10 was a transformational year for your Company. We moved decisively to strengthen and expand our core businesses. We made excellent progress generating solid financial results, advancing our product development pipeline and strengthening our market presence.

For the year ended March 31, 2010, your Company's revenues increased marginally to Rs 2150 mn, a growth of 17% over the previous year. However there has been a robust increase in our bottomline. From a loss of Rs 174 mn in the previous fiscal we have reported a profit of Rs 74 mn. The principal reason for this turnaround has been our ability to operate at more than 100% capacity. It's our goal at Hiran to position the Company for accelerated growth in revenues and earnings.

#### **INDUSTRY DEVELOPMENTS**

The global generic industry is expected to grow at a faster pace at CAGR of 9% over FY 08-13 as compared to the overall pharmaceutical market which is slated to grow at a CAGR of 2-3% over FY 08-13. Currently valued at USD 87 bn, the global generic market is expected to touch USD 135 bn by 2013. Factors triggering this growth include drugs worth USD 235 bn going off patent over FY 10-15, tripling of elderly population (60+ population -700 mn in 2005 would reach 1900 mn by 2050), spiraling health care expenses across the globe and favourable government policies.

This was the broad overview about the industry that your Company operates in and now let me give you macro picture about the operations of your Company.

#### MANUFACTURING

The biggest highlight for the year under review is establishing a new entity ActGen Pharma Pvt. Ltd. in collaboration with Procycon Lifescienes Pvt. Ltd. With this newly formed entity our combined manufacturing capacity stands at nearly 2000 MT p.a. Involving a capex of Rs 300 mn and a 49% stake this newly formed entity your Company is equipped to cater to the increasing demand for its products and mark its foray into the high margin regulated markets after receiving the US FDA approval. Further, your Company is not only looking to expand but is also taking steps to maxmise operational efficiencies due to which our capacities were operational at more than 100% in the year under review.

#### RESEARCH AND DEVELOPMENT

Research and development is a powerful engine which serves as a tool to enrich your Company's product pipeline, enter the developed markets and to fortify its position as a fast-growing pharmaceutical company. Hiran views its R&D capabilities as a vital component of the business strategy which will provide it with a sustainable, long-term competitive advantage.



Quality being the supreme objective, your Company continuously keeps abreast of the latest information and technological developments both in India and abroad. Your Company has evolved a quality policy, and this has helped us grow manifolds in this business since our inception. Further, we also ensure our manufacturing capacities incorporate best practices and adhere to stringent regulatory compliances and quality norms.

#### **REAL ESTATE INVESTMENT**

To garner attractive returns your Company had made an investment in the fast growing real estate sector in the year 2006-07. Your Company has acquired land in Coimbatore and has plans to develop an integrated township which would be developed in 3 phases.

#### A BRIGHT FUTURE AHEAD

Clearly, we believe that we are entering an exciting new phase of development. We will continue to make the necessary investments in R&D to pursue our long term strategy of expanding our product portfolio and strengthening our market presence. We also plan to raise Rs 500 mn through a GDR issue in the next fiscal which would be employed for capital expenditure, meeting long term working capital requirements and setting up offices overseas.

Our strong financial foundation, a very promising pipeline of products and unique technology platforms will be the key factor driving growth.

#### ON A PARTING NOTE

We have an excellent team of employee's committed to achieving the Company's goals in the coming years. I look forward to reporting on our progress towards those goals in months and years ahead.

Sincerely, Kantilal Hiran Chairman and Managing Director



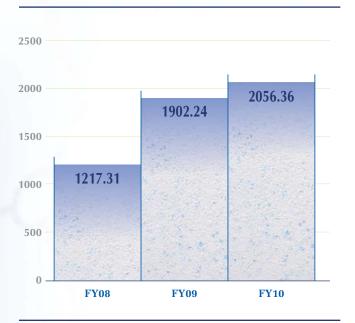


## **Financial highlights**

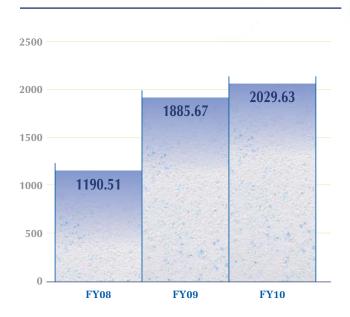
			(Rs Mr
	FY 10	FY 09	FY 08
BALANCE SHEET ITEMS			
Equity Paid Up	525.03	105.01	105.01
Net Worth	777.50	675.66	913.91
Capital Employed	768.77	667.52	901.55
Gross Block	495.41	467.46	440.81
Net Working Capital	894.73	785.02	1089.49
Current Assets	1791.34	1441.64	1624.29
Current Liabilities and Provisions	896.61	656.61	534.80
PROFIT & LOSS ITEMS			
Total Income	2056.36	1902.24	1217.31
Net Sales	2029.63	1885.67	1190.51
PBIDT	214.66	(138.11)	136.11
PBT	105.06	(252.24)	49.77
PAT	74.49	(173.78)	38.83
Cash Profit	97.80	(152.62)	57.15
Basic EPS (in Rs.)	1.42	(3.31)*	3.70
Diluted EPS (in Rs.)	1.42	(3.31)*	4.96
GROWTH RATIOS (%)			
Gross Sales	5.72	58.38	10.73
Net Sales	7.63	58.39	9.85
KEY RATIOS (%)			
PBIDT margin	10.58	(7.32)	11.43
PAT margin	3.67	(9.22)	3.26
ROCE	9.69	(26.03)	4.31
RONW	9.58	(25.72)	4.24
Debt-Equity Ratio (in times)	0.68:1	0.72:1	0.65:1
Long Term Debt-Equity Ratio (in times)	0.34:1	0.22:1	0.07:1
Current Ratio (in times)	2:1	2.20:1	3.04:1

<sup>\*</sup> Adjusted for issue of bonus shares in 2009-10 in ratio of 4:1.

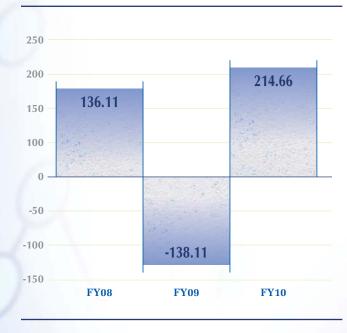
## **Total Income (Rs Mn)**



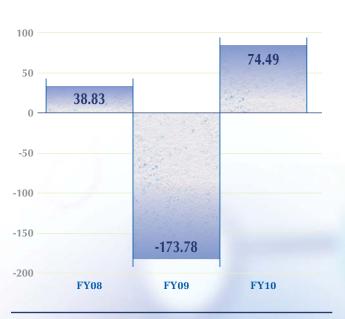
## Net Sales (Rs Mn)



## PBIDT (Rs Mn)



## PAT (Rs Mn)





6



(8)

# Ramping up manufacturing facilities

Hiran has set up world-class facilities by leveraging state-of-the-art manufacturing technology, incorporating best practices and adhering to stringent regulatory compliances, which ensure that the customer receives products of the highest quality.

As a strategy, to cater to the growing domestic demand and to foray into the attractive regulated markets the Company has embarked upon setting up new facility.

Hiran has set up a new entity ActGen Pharma in collaboration with Procyon Lifesciences. ActGen Pharma is set up with an aim to manufacture Active Pharmaceutical Ingredients (APIs) and Intermediates in conformity with regulations in force concerning the quality of pharmaceutical products, environment, safety and the health of consumers.

Through this collaboration the Company aims to capitalize on the marketing strengths of Procyon Lifescienes which would help it make inroads in the regulated markets.

Set up at Panoli, Gujarat, this facility is in close proximity to Hiran's existing manufacturing facilities. Built as per cGMP requirements, this facility is designed to meet US / EU regulatory norms.

Over the years, Hiran has successfully augmented its capacities more than 30 fold since inception from 30 MT p.a to 960 MT p.a in 2005. Apart from the newly formed entity the Company has two versatile manufacturing units in its plant at Ankleshwar, Gujarat. Hiran ensures that the manufacturing capacities incorporate best practices and adhere to stringent regulatory compliances and quality norms.

The new facility set up with a capacity of an estimated 1000 MT p.a commenced operations in March 2010. Geared to manufacture high volume products and obtain the US FDA approval in a span of 2 years this would help Hiran penetrate into the regulated markets.

With this new facility the Company's combined manufacturing capacity stands at an estimated 2000 MT p.a.



## **Enhancing product portfolio**

The product development efforts at Hiran are driven by the ability to identify and serve markets where the Company can provide unique products. The Company's move into new markets is aided by a focus on developing a strong product portfolio within its core competency – the quinolone family.

To achieve this, R&D capabilities form a vital component of Hiran's business strategy that will provide the Company with a sustainable, long-term competitive advantage. The R&D at Hiran, is a manifestation of its belief in quality and innovation. To stay ahead of competition it is imperative to constantly invest in research and development.

The Company commenced operations primarily as an API manufacturer with a focus on the quinolones family. There are 200 members in this family of which the Hiran focuses on the top 4 quinolones Ciprofloxacin, Oflaxacin, Levofloxacin and Enrofloxacin. Hiran is the largest manufacturer of Ciprofloxacin with a 25-30 per cent market share and aims to attain global leadership in this product segment. In fact the Company is the number one producer of this drug in the country.

Hiran's focus has always been on API's for human and veterinary use and the Company plans to continue with concentrating its effort in this segment. The Company's constant endeavor is to control costs and achieve operational excellence which has enabled the Company to clock phenomenal growth in this business.

Currently, the Company's efforts are focussed on developing Norfloxacin. This would be a first of its kind product in the country as at present there are no manufacturers in India offering this product and for domestic consumption this product is imported from China.

Hiran has successfully developed technologies to manufacture this pioneering product. Trial runs for it are already underway and the Company plans to commence commercial production in the coming financial year.

To enjoy operational excellence and better economies of scale the Company did have plans of executing backward integration by manufacturing API intermediates for its current range of products and forward integration by manufacturing formulations. However currently these plans are on hold as Hiran plans to solely focus on its core competency – Human as well as Veterinary API's with the following product portfolio:

#### HUMAN API'S

Ciprofloxacin Hydrochloride (USP/BP/EP)

Ciprofloxacin Base (USP/BP/EP)

Ciprofloxacin Lactate

Ciprofloxacin Micronised

Ciprofloxacin Direct Compressible / DC Grade

Quinine Sulphate (USP/BP/EP)

Quinine Hydrochloride (USP/BP/EP)

Quinine DiHydrochloride (USP/BP/EP)

Ofloxacin Base

Ofloxacin Hydrochloride

Ofloxacin Lactate (under development)

Levofloxacin Hemihydrate

Levofloxacin Hydrochloride

Norfloxacin Base (under development)

Norfloxacin Hydrochloride (under development)

Norfloxacin Nicotinate (under development)

#### **VETERINARY API'S**

Enrofloxacin Base

Enrofloxacin Hydrochloride

Enrofloxacin Lactate

Difloxacin Base

Difloxacin Hydrochloride

Difloxacin Lactate (under development)

Sarafloxacin Base

Sarafloxacin Hydrochloride

Sarafloxacin Lactate (under development)



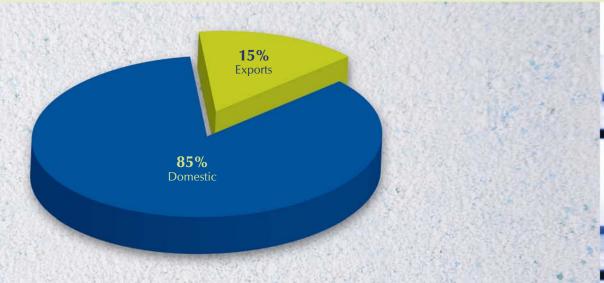
The Company believes that enhancing its product portfolio is the key to success thus over the years Hiran plans to add various new products thereby increasing it revenues by manifolds in span of five years.

## Focusing on key markets

To grow at an exponential rate, a Company has to chalk out a multi-pronged growth strategy. This means that in addition to broad basing product offerings, increasing presence over existing and new therapeutic and foraying into niche areas, it is also imperative to identify new fast growing markets for the Company's products and concurrently increase presence in existing markets.

#### The Company's revenue mix is as follows:

 $\langle 12 \rangle$ 



The strong domestic demand for the Company's products in on account of undisputed quality at cost effective rates has resulted in repeat orders from some of the most prestigious names in the pharmaceutical industry.

At Hiran, quality is always the result of sincere efforts, intelligent direction and skillful execution. To be competitive, Hiran fully appreciates that it needs to provide a product, in which quality is designed, built and consistently maintained at the most economical costs. Thus, the quality team begins to contribute towards the product right from the development stage. And to ensure quality control measures, at every stage Hiran has put in place a well-equipped quality control department which is responsible for a detailed quality check of each and every batch thereby ensuring that the customer receives product of the highest quality.

Hiran possesses GMP compliance and follows ICH guidelines with regards to quality at its multifunctional API manufacturing facility, which helps optimize production costs with speed and accuracy.

On account of high quality products, the Company has also made in-roads in the global markets. It has established its presence in as many as 55 countries by adhering to the stringent regulatory compliances.

#### Over the years, Hiran has established its presence the following countries:

Albania, Argentina, Austria, Bangladesh, Belarus, Bosnia, Brazil, Bulgaria, Chile, Colombia, Dubai, Egypt, France, Germany, Hongkong, Indonesia, Iran, Israel, Italy, Japan, Jordan, Kenya, Korea, Macedonia, Malaysia, Mexico, Montenegro, Netherlands, Nepal, Nigeria, Pakistan, Paraguay, Peru, Philippines, Poland, Portugal, Romania, Russia, Serbia, Singapore, South Africa, Spain, Sudan, Switzerland, Syria, Taiwan, Tanzania, Thailand, Tunisia, Turkey, Uganda, Venezuela, Vietnam, Yemen, Yugoslavia

Going ahead, the Company's would continue its focus on the domestic market coupled with expanding its horizon in the regulated markets through ActGen Pharma.

#### **NOTICE**

**NOTICE** is hereby given that the Twenty Sixth Annual General Meeting of the Members of **HIRAN ORGOCHEM LIMITED** will be held on Saturday, 31<sup>st</sup> July, 2010 at 'Goregaon Sports Club', Link Road, Malad (West), Mumbai - 400 064 at 11.00 A.M. to transact the following business:

#### **ORDINARY BUSINESS:**

- 1. To receive, consider and adopt the Audited Profit and Loss Account for the year ended 31<sup>st</sup> March, 2010 and Balance Sheet as on that date alongwith the Reports of Directors and Auditors thereon.
- 2. To appoint a Director in place of Mr. H. N Bafna who retires by rotation and being eligible, offers himself for re-appointment.
- 3. To appoint a Director in place of Mr. Mukesh Naik who retires by rotation and being eligible, offers himself for reappointment.
- 4. To appoint Auditors to hold office from the conclusion of this Annual General Meeting until the conclusion of the next Annual General Meeting and to fix their remuneration.

#### **SPECIAL BUSINESS:**

- To consider and if thought fit, to pass, with or without modification(s), the following resolution as an Ordinary Resolution:
  - "RESOLVED THAT Mr. Naresh K. Hiran who was appointed as an Additional Director of the Company on 31<sup>st</sup> October, 2009 pursuant to the provisions of Section 260 of the Companies Act, 1956 read with the Articles of Association of the Company and who vacate his office at the ensuing Annual General Meeting and in respect of whom the Company has received a notice under Section 257 of the said Act, along with necessary deposit from a shareholder proposing the candidature of Mr. Naresh K. Hiran as a Director of the Company, be and is hereby appointed as a Director of the Company whose office shall be liable to retire by rotation."
- To consider and if thought fit, to pass, with or without modification(s), the following resolution as an Ordinary Resolution:
  - **"RESOLVED THAT** as per the recommendation of Remuneration Committee and pursuant to the provisions of Sections 198, 269, 309, 310 and other applicable provisions, if any, of the Companies Act, 1956 and Schedule

- XIII to the said Act and subject to the approval(s) of such authorities and agencies as may be applicable in this regard, the consent of the Company be and is hereby accorded for appointment of Mr. Naresh K. Hiran as Whole Time Director designated as Director International Business of the Company subject to such terms and conditions including the tenure and payment of remuneration including perquisites, as under:
- (a) Tenure: The tenure of Mr. Naresh K. Hiran, Whole Time Director designated as Director International Business of the Company shall be for a period of three years with effect from 1<sup>st</sup> November, 2009 i.e. for the period from 1<sup>st</sup> November, 2009 to 31<sup>st</sup> October, 2012.
- (b) Remuneration: Mr. Naresh K. Hiran, Whole Time Director shall be paid consolidated remuneration including perquisites not exceeding Rs. 1.25 Lakhs per month, the aggregate of which for any financial year during the currency of the tenure of the said Whole Time Director, shall not exceed the limit of remuneration payable to a managerial person as per Sections 198, 309 and other applicable provisions, if any, of the Companies Act, 1956 read with Section I of Part II of Schedule XIII to the said Act or where in any financial year, the Company has no profits or inadequate profits, as per Section II of Part II of the said Schedule XIII (including any re-enactment or modification thereof) and based on the prevailing Effective Capital of the Company from time to time, subject to compliance with the requirements and conditions thereof."
  - **"RESOLVED FURTHER THAT** in case the aggregate remuneration including perquisites as aforesaid for any financial year during the tenure of Mr. Naresh K. Hiran, Whole Time Director, exceeds the limits of Sections 198, 309 and other applicable provisions, if any, of the Companies Act, 1956 read with Section I of Part II of Schedule XIII to the said Act or Section II of Part II of the said Schedule XIII to the said Act based on the prevailing Effective Capital of the Company from time to time, the Company do make payment of such remuneration to Mr. Naresh K. Hiran, Whole Time Director subject to the prior approval of the Central Government and such other authorities as may be necessary in this regard."
  - **"RESOLVED FURTHER THAT** Mr. Kantilal M. Hiran or such Director (other than Mr. Naresh K. Hiran) as may be decided in this regard by the Company from time to time, be and is hereby authorized to determine, vary, abrogate and modify within the overall limit of remuneration as per Sections 198, 309 and other applicable provisions, if any, of



the Companies Act, 1956 read with Section I of Part II of Schedule XIII to the said Act or Section II of Part II of the said Schedule XIII to the said Act, the rate, terms and conditions of the above mentioned remuneration or any constituent thereof, payable to Mr. Naresh K. Hiran, Whole Time Director."

 To consider and if thought fit, to pass, with or without modification(s), the following resolution as an Ordinary Resolution:

**"RESOLVED THAT** as per the recommendation of Remuneration Committee and pursuant to the provisions of Sections 198, 269, 309 and 311 read with Schedule XIII to the Companies Act, 1956 and subject to such approvals as may be necessary, the consent of the Company be and is hereby accorded for re-appointment of Mr. Kantilal M. Hiran as the Chairman and Managing Director of the Company for a period of three years with effect from 1<sup>st</sup> June, 2010 upon the terms and subject to the conditions as set out hereunder, with further liberty to the Board of Directors of the Company to alter and vary the said terms and conditions, in such manner as may be agreed to between the Directors and Mr. Kantilal M. Hiran but subject to the provisions contained in Schedule XIII to the Companies Act, 1956, as amended from time to time.

The Remuneration is payable by way of Salary and Perquisites as detailed below:

- 1. Salary: Rs. 2,00,000/- per month.
- 2. Contribution towards premium for Key Man Insurance Policy not exceeding Rs. 5 Lacs per annum.
- 3. Contribution to Provident Fund, Superannuation Fund or Annuity Fund. This will not be included in computation of the ceiling on the perquisites to the extent these either singly or together are not taxable under the Income Tax Act, 1961. Gratuity payable shall not exceed half-amonth salary for each completed year of service.
- Encashment of leave at the end of the tenure will not be included in the computation of the ceiling on the perquisites.
- Provision of car for use on Company's business and telephone at residence. This will not be considered as a perquisite. Personal long distance calls on telephone and use of car for private purpose shall be billed by the Company.

**RESOLVED FURTHER THAT** in the event of absence or inadequacy of net profits in any financial year, the remuneration payable to the Chairman and Managing Director shall be governed by Section II of Part II of Schedule XIII to the Companies Act, 1956 or any statutory modification thereof and the same shall be treated as the Minimum Remuneration payable to the said Chairman and Managing Director.

**RESOLVED FURTHER THAT** during such time as Mr. Kantilal M. Hiran holds and continues to hold office of the Chairman and Managing Director, he shall not be liable to retire by rotation as a Director.

**RESOLVED FURTHER THAT** the Board of Directors be and is hereby authorized to take such actions and do all such things as may be necessary or desirable to give effect to this resolution."

FOR AND ON BEHALF OF THE BOARD

KANTILAL M. HIRAN CHAIRMAN & MANAGING DIRECTOR

PLACE: MUMBAI

DATED: 29<sup>TH</sup> MAY, 2010

#### **REGISTERED OFFICE:**

Palm Court, M Block, 601/A1, Link Road, Malad (W), Mumbai- 400 064

## **NOTES**

#### **NOTES:**

- 1. A MEMBER ENTITLED TO ATTEND AND VOTE AT THE MEETING IS ENTITLED TO APPOINT A PROXY TO ATTEND AND ON A POLL, TO VOTE INSTEAD OF HIMSELF/HERSELF AND THE PROXY NEED NOT BE A MEMBER.
- 2. Proxies, if any, in order to be effective must be received at the Company's Registered Office not later than 48 (forty-eight) hours before the time fixed for holding the meeting.
- 3. The Register of Members and Share Transfer Books will remain closed from Thursday, 29<sup>th</sup> July, 2010 to Saturday, 31<sup>st</sup> July, 2010 (both days inclusive).
- 4. Members are requested to notify immediately any change in their address/bank mandate to their respective Depository Participant (DP) in respect of their electronic share accounts and to the Company's Registrar & Share Transfer Agent at Big Share Services Pvt. Ltd., E-2, Ansa Industrial Estate, Saki

- Vihar Road, Saki Naka, Andheri (E), Mumbai 400 072 in respect of their physical share folios.
- 5. Members desirous of obtaining any information concerning the accounts and operations of the Company are requested to address their queries to the Chairman & Managing Director, so as to reach the registered office of the Company at least seven days before the date of the meeting, to enable the Company to make available the required information at the meeting, to the extent possible.
- Members/proxies are requested to bring their copy of Annual Report to the Meeting.
- 7. Members/proxies are requested to bring the Attendance Slips sent herewith duly filled for attending the Meeting.
- 8. The Explanatory Statement pursuant to Section 173(2) of the Companies Act, 1956, in respect of Item No. 5 to 7 is appended hereto.
- 9. A brief resume of persons proposed to be re-appointed as Director of the Company is as follows:

Name	Mr. Kantilal M. Hiran	Mr. Naresh K. Hiran	Mr. H. N. Bafna	Mr. Mukesh Naik
Age (Years)	53	27	51	55
Qualification	Matriculation	B.Com, MBA in International Marketing & HRD	M. Com, L.L.B, A.C.S, F.C.A.	Bachelor of Chemical Engineer
Nature of Expertise	Management & Marketing	Marketing & HRD	Practicing Chartered Accountant	Engineering, Technology & Project Management
Experience	38 years	5 years	26 years	33 years
Name of other Public Companies in which holds Directorship	None	None	World Water Fun Reosrts Ltd.	Neutra Plus Product (India) Ltd.
Name of other Companies in Committees of which holds Membership/ Chairmanship	None	None	None	None
Shareholding in Hiran Orgochem Limited	44,46,500 equity shares of Rs. 10/- each	62,50,000 equity shares of Rs. 10/- each	Nil	Nil



## EXPLANATORY STATEMENT PURSUANT TO SECTION 173(2) OF THE COMPANIES ACT, 1956:

#### Item No. 5:

Mr. Naresh K. Hiran was appointed as an Additional Director of the Company with effect from 31<sup>st</sup> October, 2009 pursuant to the provisions of Section 260 of the Companies Act, 1956 and Articles of Association of the Company. Pursuant to the provisions of the said Section, the term of the office of the said Director expires at the ensuing Annual General Meeting of the Company. The Company has received notice under Section 257 of the said Act along with the necessary deposit from a shareholder proposing the candidatures of Mr. Naresh K. Hiran for the office of Director of the Company.

The Board recommends the appointment of Mr. Naresh K. Hiran as Director of the Company. The resolution vide Item No. 5 is therefore proposed for approval of the Members.

Mr. Naresh K. Hiran is concerned or interested in the resolution at Item No. 5 of the Notice for his appointment as Director of the Company. None of the other Directors, except Mr. Kantilal M. Hiran and Mr. Vijay K. Hiran, are interested or concerned in the said resolution.

#### Item No. 6:

As per the recommendation of the Remuneration Committee, the Board of Directors of the Company at their meeting held on 31st October, 2009, appointed Mr. Naresh K. Hiran as the Whole Time Director designated as Director - International Business of the Company for a period of three years with effect from 1st November, 2009 on terms and conditions as stated in the resolution.

The appointment of Mr. Naresh K. Hiran as the Whole Time Director designated as Director - International Business of the Company, would require the consent of the shareholders of the Company pursuant to Section 198, 269, 309, 310 and other applicable provisions of the Companies Act, 1956 and subject to the limits of Schedule XIII of the said Act. The said resolution is therefore, recommended for your approval.

Mr. Naresh K. Hiran is concerned or interested in the resolution at Item No. 6 of the Notice for his appointment as Whole Time Director of the Company. None of the other Directors, except Mr. Kantilal M. Hiran and Mr. Vijay K. Hiran, are interested or concerned in the said resolution.

#### Item No. 7:

The present term of office of Mr. Kantilal M. Hiran as the Chairman and Managing Director of the Company expired on 31st May, 2010. As per the recommendation of the Remuneration Committee, the Board of Directors of the Company at their meeting held on 29<sup>th</sup> May, 2010, re-appointed Mr. Kantilal M. Hiran as the Chairman and Managing Director of the Company for a period of three years with effect from 1st June, 2010 on terms and conditions as stated in the resolution.

As per the recommendation of the Remuneration Committee, the appointment of Mr. Kantilal M. Hiran as the Chairman and Managing Director of the Company, would require the consent of the shareholders of the Company pursuant to Sections 269, 309, 311 and other applicable provisions of the Companies Act, 1956 and subject to the limits of Schedule XIII to the said Act. The said resolution is therefore, recommended for your approval.

Mr. Kantilal M. Hiran is concerned or interested in the resolution at Item No. 7 for his re-appointment as Chairman and Managing Director. None of the other Directors, except Mr. Naresh K. Hiran and Mr. Vijay K. Hiran, are interested or concerned in the said resolution.

FOR AND ON BEHALF OF THE BOARD

KANTILAL M. HIRAN CHAIRMAN & MANAGING DIRECTOR

PLACE: MUMBAI

DATED: 29<sup>TH</sup> MAY, 2010

### **DIRECTORS' REPORT**

Tο The Members,

The Directors have pleasure in presenting the Twenty Sixth Annual Report on the business, operations and the Audited Accounts of your Company for the financial year ended 31st March, 2010.

#### **Financial Results:**

(Rs. In I			
Particulars	<b>Current Year</b>	Previous Year	
	2009-2010	2008-2009	
Net Sales and other Income	20563.55	19022.37	
Profit / (Loss) before Depreciaiton,			
Interest and Tax (PBDIT)	2146.64	(1381.10)	
(Add)/Less:Interest & Depreciation	1096.05	(1141.27)	
Profit / (Loss) before Taxation	1050.59	(2522.37)	
(Add) / Less : Provision for	305.71	(784.60)	
Taxation & Deferred Tax			
Profit / (Loss) after Taxation	744.88	(1737.77)	
Balance brought forward from	63.55	1825.90	
Previous Year			
Profit / (Loss) available for	808.43	88.12	
appropriation			
Appropriations:			
General Reserve	-	-	
Proposed Equity Dividend	-	21.00	
Tax on Proposed Dividend	-	3.57	
Profit / (Loss) carried to Balance Sheet	808.43	63.55	

#### **Performance:**

During the year under review, the Company achieved sales of Rs. 21399.25 Lacs compared to Rs. 20241.27 Lacs for the previous financial year registering a growth of more than 5.72%. The Company incurred Net Profit before Tax of Rs. 1050.59 Lacs as against Net Loss before Tax of Rs. 2522.37 Lacs for the previous financial year. After making provision for Taxation, the Net Profit stood at Rs. 744.88 Lacs as against Net Loss of Rs.1737.77 Lacs for the previous financial year.

#### **Dividend:**

Considering the financial position of the Company and with a view to conserve the resources for the future, your Directors have thought it prudent to recommend Nil dividend (Previous Year 2%) on the Paid-up Share Capital of the Company for the year ended 31st March 2010.

#### Increase in the Authorized Share Capital of the Company:

To meet the operational requirements, the Company decided to

raise additional funds by various means including issue of GDR. With the approval of Shareholders at the last Annual General Meeting of the Company held on 29th August, 2009, the authorized share capital of the Company increased from Rs. 15 Crores to Rs. 55 Crores by passing of necessary resolutions. Further the authorized share capital of the Company was increased from Rs. 55 Crores to Rs. 105 Crores with the approval of the Shareholders by the postal ballot results declared on 16<sup>th</sup> October, 2009 by creation of additional 5 Crores equity share of Rs. 10 each.

#### **Issue and Allotment of Bonus Shares:**

With the recommendation of the Board of Directors and approval of the Shareholders at the last Annual General Meeting of the Company held on 29th August, 2009, the Company issued and alloted 4,20,02,400 Equity Shares of Rs. 10/- each at par as Bonus Shares in the proportion of 4 (Four) new Equity Shares of Rs. 10/- each fully paid-up as against every 1 (One) existing Equity Share of Rs. 10/- each fully paid-up to the members of the Company.

#### **Directors:**

In accordance with the provisions of the Companies Act, 1956 and the Articles of Association of the Company, Mr. H. N. Bafna and Mr. Mukesh Naik, Directors of the Company, retire by rotation and being eligible, offer themselves for re-appointment at the ensuing Annual General Meeting.

Mr. Naresh K. Hiran, who has been appointed as an Additional Director with effect from 31st October, 2009 pursuant to the provisions of Section 260 of the Companies Act, 1956 would vacate his office on the date of the ensuing Annual General Meeting of the Company. The Company has received Notice under Section 257 of the said Act from a shareholder proposing the candidature of the said Additional Director for the office of Director of the Company.

The Board of Directors have, on the recommendation of the Remuneration Committee, appointed Mr. Naresh K. Hiran as the Whole Time Director designated as Director - International Business of the Company for a period of three years w.e.f 1st November, 2009 subject to the approval of the members. The Board recommends for your approval the appropriate resolution as set out in the Notice for the Annual General Meeting.

The Board of Directors also have, on the recommendation of the Remuneration Committee, re-appointed Mr. Kantilal M. Hiran as the Chairman and Managing Director of the Company for a period of three years w.e.f 1<sup>st</sup> June, 2010 subject to the approval of the members. The Board recommends for your approval the appropriate resolution as set out in the Notice for the Annual General Meeting.

A brief profile of Mr. H. N. Bafna, Mr. Mukesh Naik, Mr. Naresh K. Hiran and Mr. Kantilal M. Hiran as required by Clause 49VIA of the Listing Agreement with the Stock Exchange is given in the ensuing Annual General Meeting.



#### **Directors' Responsibility Statement:**

Pursuant to Section 217(2AA) of the Companies Act, 1956, your Directors confirm that:

- a. in the preparation of the annual accounts, the applicable Accounting Standards have been followed along with proper explanation relating to material departures;
- b. the Directors have selected such accounting policies and applied them consistently and made judgments and estimates that are reasonable and prudent so as to give a true and fair view of the state of affairs of the Company as on 31<sup>st</sup> March, 2010 and of the profit of the Company for that year;
- the Directors have taken proper and sufficient care for the maintenance of adequate accounting records in accordance with the provisions of this Act for safeguarding the assets of the Company and for preventing and detecting fraud and other irregularities;
- d. the annual accounts for the year ended 31<sup>st</sup> March, 2010 have been prepared on going concern basis.

#### **Public Deposits:**

The Company has not accepted any deposits within the meaning of Section 58A of the Companies Act, 1956 read with the Companies (Acceptance of Deposits) Rules, 1975 as amended.

#### **Auditors:**

M/s B. L. Dasharda & Associates, Chartered Accountants, the Statutory Auditors of the Company retire at the ensuing Annual General Meeting and are eligible for re-appointment. The retiring Auditors have furnished a Certificate under Section 224(1B) of the Companies Act, 1956 in this regard. Members are requested to consider their re-appointment and to authorize the Board to fix their remuneration.

#### **Auditors' Report:**

The observations made by the Auditors in their Report read with the relevant notes as given in the Notes to Accounts, are self explanatory and therefore do not call for any further comments under Section 217(3) of the Companies Act, 1956.

#### **Corporate Governance:**

A Report on Corporate Governance along with a certificate from M/s. B. L. Dasharda & Associates, Chartered Accountants in Whole-Time practice, regarding compliance of the requirements of Corporate Governance alongwith Management Discussion & Analysis Report pursuant to Clause 49 of the Listing Agreement with the Stock Exchange are annexed hereto

## Conservation of Energy, Technology Absorption and Foreign Exchange Earnings and Outgo:

Information relating to the Conservation of Energy, Technology Absorption and Foreign Exchange Earnings and Outgo required under Section 217(1)(e) of the Companies Act, 1956 read with the Companies (Disclosure of Particulars in the Report of Board of Directors) Rules, 1988 are annexed hereto and forms part of this report.

#### **Particulars of Employees:**

During the year under review, none of the employees of the Company, whether employed for the whole year or part thereof, was in receipt of remuneration aggregating to or in excess of the limits specified under Section 217(2A) of the Companies Act, 1956, read with the Companies (Particulars of Employees) Rules, 1975 as amended, and hence, no particulars are required to be furnished in connection with the same.

#### **Acknowledgements:**

The Board wishes to place on record their sincere appreciation for the continuous support received from Shareholders, Customers, Suppliers, Bankers, Statutory Authorities and all other business associates. The Board also takes this opportunity to appreciate and value the contribution made by the Company's employees at all levels during the year under review.

#### FOR AND ON BEHALF OF THE BOARD

KANTILAL M. HIRAN
CHAIRMAN & MANAGING DIRECTOR

**PLACE: MUMBAI** 

DATED: 29<sup>TH</sup> May, 2010

## ANNEXURE TO THE DIRECTOR'S REPORT

Information in accordance with the Companies (Disclosure of Particulars in the Report of the Board of Directors) Rules, 1988 and forming part of the Directors' Report for the year ended 31st March, 2010.

#### I. CONSERVATION OF ENERGY

The Company has taken measures and applied strict control systems to monitor day to day power consumption, to endeavor to ensure the optimal use of energy with minimum extent possible wastage as far as possible. The Company has further put all efforts and thrust for tapping non-conventional energy sources. The day-to-day consumption is monitored and various ways and means are adopted to reduce the power consumption in an effort to save energy.

#### FORM-A

Form of Disclosure of particulars with respect to Conservation of Energy

ENIEDCY CONCLINEDTION		v	V
ENERGY CONSUMPTION		Year Ended 31-03-2010	Year Ended 31-03-2009
		31-03-2010	31-03-2009
A. Power and Fuel Co	nsumption		
1. Electricity			
Purchases	(Units)	2001018	3393366
Total Amount	(Rs. in Lacs)	118.13	188.10
Unit Rate	(Rs.)	5.90	5.54
2. L.D.O./F.O.			
Quantity	(K. Ltrs.)	Nil	Nil
Total Cost	(Rs. in Lacs)	Nil	Nil
Average Rate/Litre	(Rs.)	Nil	Nil
3. Others / Internal ge	neration		
Quantity	(Units)	Nil	Nil
Total Cost	(Rs. in Lacs)	Nil	Nil
Average Rate/Unit	(Rs.)	Nil	Nil
4. Gas Purchase			
Purchases	(Units)	2711882	1924574
Total Amount	(Rs. in Lacs)	427.82	238.60
Average Rate/Unit	(Rs.)	15.78	12.40
B. Consumption per U	nit of		
Production:			
Electricity	(Units/Kg.)	2.08	4.64
Gas	(Units/Kg.)	2.81	2.63

## II. TECHNOLOGY ABSORPTION, ADAPTATION AND INNOVATION AND RESEARCH & DEVELOPMENT

#### FORM B

Form of disclosure of particulars with respect to Technology Absorption

## A.TECHNOLOGY ABSORPTION, ADAPTATION AND INNOVATION:

## 1. Efforts in brief, made towards technology absorption, adaptation and innovation:

The Company has a full-fledged Laboratory continuously engaged in research and development of existing products. As soon as the development work is done, its contribution to the cost reduction and quality is tested and thereafter it is included in the standard operating procedure of commercial production.

#### 2. Benefits derived as a result of the above efforts:

Benefits derived as a result of the above efforts, are product quality improvement, cost reduction, product development, import substitution etc. The continuous up-gradation and adoption of technology has benefited the Company in the form of production process, better yields and quality of the end product and cost reduction.

- 3. Purchase of technology imported during the last 5 year: NIL
- **B RESEARCH AND DEVELOPMENT (R&D):**

#### 1. Specific areas in which R&D carried out by the Company.

The Company has carried out Research and Development in several areas with in-house facilities available to reduce the input cost and create new generic for the industry.

#### 2. Benefits derived as a result of the above R & D.

The Company has derived the benefits of reduciton in cost and improvement in quality due to the above efforts

#### 3. Future Plan of action

To reduce cost and improve quality, R&D efforts will be continued in the area mentioned above.

#### III. FOREIGN EXCHANGE EARNINGS AND OUTGO:

(Amount in Lacs)

	Year Ended 31-03-2010	Year Ended 31-03-2009
Foreign Exchange: Earnings Outgo	2058.73 170.62	2348.55 153.07

FOR AND ON BEHALF OF THE BOARD

KANTILAL M. HIRAN
PLACE: MUMBAI CHAIRMAN &
DATED: 29<sup>TH</sup> MAY, 2010 MANAGING DIRECTOR



## MANAGEMENT DISCUSSION AND ANALYSIS REPORT:-

#### **Cautionary Statement:**

Statements in this report on Management Discussion and Analysis describing the Company's objectives, projections, estimates, expectations or predictions may be "forward-looking statements" within the meaning of applicable securities laws and regulations. Actual results could differ materially from those expressed or implied. Important factors that could make a difference to the Company's operations include economic conditions affecting demand/supply and price conditions in the domestic and overseas markets in which the Company operates, changes in the government regulations, tax laws and other statues and other incidental factors.

#### (a) Industry Structure and Developments

The Indian pharmaceutical industry now ranks 3<sup>rd</sup> worldwide by volume of production thereby accounting for around 10% of world's total pharmaceutical output in terms of volume. In terms of value, India's pharma industry ranks 14<sup>th</sup> and in term of value of production India accounts for a mere 1.5% in the global pharmaceutical marketplace. Globally, Indian pharma market ranks 4<sup>th</sup> in terms of generic production and 17<sup>th</sup> in terms of export value of bulk actives and dosage forms.

Indian pharma companies export their products to more than 200 countries around the globe including highly regulated markets of USA, West Europe, Japan and Australia.

The industry now produces Bulk Drugs or Active Pharmaceutical Ingredients (API) belonging to all major therapeutic groups requiring complicated manufacturing technologies.

The demand for Bulk Drugs is expected to increase considering growth of user industries viz. Pharmaceutical Formulating Companies.

Hiran Orgochem Ltd. is primarily engaged in manufacturing active pharmaceutical ingredients with a strong focus on the quinolone family. With manufacturing facilities located in Gujarat, Hiran Orgochem Ltd. has grown to be one of the most successful and largest dedicated manufacture of bulk actives in the pharmaceutical industry. The Company has achieved this position due to its strong commitment, delivering unparalleled excellence in customer service. Hiran provides services on a quick-turn, cost-effective basis has successfully expanded its customer base and delivered solid operating returns.

## (b) Opportunities and Threats Opportunities:

The pharmaceutical industry is typically growing at around

1.5-1.6 times the Country's Gross Domestic Product (GDP) growth. Moreover, according to an Ernst & Young and industry body study released in September 2009, the increasing population of the higher-income group in the country will, by 2015, open a potential USD 8 billion market for multinational companies selling costly drugs. Besides, the report said the domestic pharma market is likely to touch USD 20 billion by 2015, making India a lucrative destination for clinical trials for global giants.

Indian pharma market which is now estimated to value over to Rs. 1,00,000 crores (USD 20 billion), has shown tremendous progress in terms of infrastructure development, technology base creation and a wide range of products.

The global management consulting major Mckinsey and Company has also predicted recently that the Indian pharmaceutical market is expected to touch USD 40 billion by 2015, growing at compounded annual growth rate of nearly 14% in the next few years.

- Indian pharma market, which is currently valued at USD 20 billion, could see the figure almost double in next 5 years majorly propelled by the steady growth in the domestic segment.
- The domestic market which is growing at almost 10 to 14 per cent at present itself will provide USD 20 to 24 billion in 2015 and the exports and contract manufacturing business, which are growing at 10 per cent per annum, will contribute to achieve the predicted growth.
- Contract manufacturing business, which registered USD 4 billion in 2007 is expected to reach 10 billion in 2015, with a 25 per cent growth rate. Contract manufacturing opportunity for India including for the international generic business is forecast to the level of USD 18 to 20 billion.
- Contract manufacturing of core products of multi nationals in India is another opportunity for domestic companies as that business itself could add USD 7 to 8 billion by 2015.
- India's potential in R&D will be between USD 8 to 10 billion by 2020.
- By 2015, the manufacturing opportunity in India including for the international generic business and the contract manufacturing business will be at USD 18 to 20 billion.

The Company's opportunities lie in the adequate demand for Ciprofloxacin in the Bulk Drug segment. Robust growth potential is visible across the pharmaceutical industry and it is immune to economic recession and commodity cycles.

Rising population, new disease incidence or resurgence of certain diseases continue to spur its growth. Ciprofloxacin enjoys strong demand across the globe due to its effectiveness in curing wide range of infections and also due to the minimum side effects. Going by the hygienic standards prevailing in the country and the outbreak of floods, storms, there is vast potential/market for continued demand across the product.

#### Threats:

The Company may face tough competition from the other players in the industry. Threat is perceived from China in case they start dumping Ciprofloxacin in the Indian Market. However, we understand that the purity or the Chinese product is not of high standard and as such China will find it difficult to enter the domestic Cipro market.

Further, India is planning to check the flow of cheaper drugs and raw materials of substandard quality from China. Currently, pharmaceuticals producing firms in India imports significant amount of their raw materials used for the manufacturing of medicines from China. These so-called raw materials Active Pharmaceutical Ingredients (APIs) and their intermediate substances are supplied cheap by Chinese manufacturers. Cheaper availability of these raw materials has resulted in an increasing level of substandard medicines currently being circulated in Indian and other non-regulated markets where Indian drug makers exports to. As a measure to prevent this import of low quality raw material products, India's health department has decided to send officials to inspect manufacturing units of API suppliers.

Four active Pharmaceutical Ingredients (APIs) manufactured in China have been recently suspended by the European Directorate on the Quality of Medicines (EDQM).

A European Commission proposal in April 2010 to have a written declaration by the exporting country attesting the 'equivalence of standards' could adversely impact API suppliers from India. India is one of the largest suppliers of Active Pharmaceutical Ingredients (API) to the European markets.

The new European proposal is part of the EC's effort to prevent the entry of counterfeit medicines into its member countries. Currently Indian API suppliers export their consignments as per the standards set by the European Directorate for the Quality of Medicines (EDQM).

The quality of the APIs exports to European Countries is certified by Certificate of suitability of European Pharmacopoeia monographs (CEPs). The EDQM grants CEPs to manufacturers or suppliers for substances for pharmaceutical use when they have demonstrated compliance with the monographs of the European Pharmacopoeia. The certificate guarantees that all the

impurities and potential contamination related to the manufacturing process (including the manufacturing site and raw materials) are satisfactorily controlled as per the requirements of the monographs. CEPs are equivalent to drug master files (DMFs) granted by US FDA as a quality benchmark for APIs exported to USA. CEP guarantees that all the impurities and potential contaminations related to the manufacturing process (including the manufacturing site and raw materials) are satisfactorily controlled using the requirements of these monographs.

CEP's are recognized by about 90 countries globally CEPs are recognised by all signatory states (37 members) of the European Pharmacopoeia Convention and by the European Union.

The European Commission's new proposal, however, requires that the drug regulator in the exporting country should also conduct regular inspection in the API supplier's manufacturing facility to ensure that the company doesn't violate GMP standards.

This procedure would, in turn, unnecessarily delay the consignments for exports because they would need to be waited for a long time to get cleared by the Indian authorities.

#### (c) Segment-wise or Product-wise Performance

The Company manufactures and deals in Bulk Drugs. The segment results and other details of bulk drugs and other segment are furnished in the Notes on Accounts.

#### (d) Outlook

The Company is proactively responding to the changing business environment and is confident of sustaining its market share by improving competitive positioning in the market. The overall business outlook for the Company is promising with improvement in overall economic environment. Efforts towards higher operational efficiencies shall continue. The Company continues to examine the possibilities of expansion and will make the necessary investments when attractive opportunities arise.

#### (e) Risks and Concerns

In the highly competitive market subject to rapid technological changes and regulatory developments the Company's ability to manage diverse risks determine its success. As the business environment remains challenging and scale becomes the most critical component for survival, the Company continues to invest in growth drivers namely people and processes besides the expansion plan so as to remain in the race at a good position. The Company continues to remain focused on its core competence product i.e. Ciprofloxacin. Competition in the market place continues to have an impact on the Company's realizations and also exerts pressure on the margins.



#### (f) Internal Control Systems and their adequacy

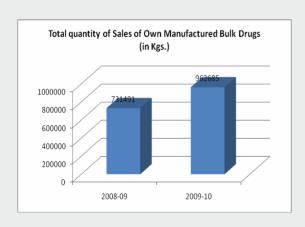
The Company has in place adequate internal control systems and procedures commensurate with the size and nature of its business. These systems and procedures provide reasonable assurance of maintenance of proper accounting records, reliability of financial information, protection of resources and safeguarding of assets against unauthorized use. The management regularly reviews the internal control systems and procedures and check whether the transactions are authorized, recorded and reported correctly.

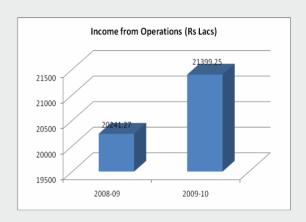
## (g) Discussions on Financial performance with respect to operational performance

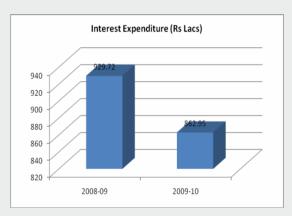
(Rs. in Lacs)

Highlights	2009 - 10	2008- 09
Total quantity of Sales of Own	962685	731491
Manufactured Bulk Drugs (in Kgs.)		
Income from Operations	21399.25	20241.27
Profit / (Loss) before Interest,	2146.63	(1381.10)
Depreciation And Tax		
Interest Expenditure	862.95	929.72
Depreciation	233.09	211.55
Provision for Taxation (Including	305.71	(784.60)
Deferred Tax)		
Net Profit / (Loss) after Tax	744.88	(1737.77)
Earnings per Share (in Rs.)		
- Basic	1.42	(3.31)*
- Diluted	1.42	(3.31)*

## \*Adjusted for issue of Bonus Shares in 2009-10 in the ratio of 4:1.







#### (h) Human Resource Development

The Company believes that the human resources are vital resource in giving the Company a competitive edge in the current business environment. The Company's philosophy is to provide congenial work environment, performance oriented work culture, knowledge acquisition/dissemination, creativity and responsibility. As in the past, the Company enjoyed cordial relations with the employees at all levels.

The total number of personnel employed as on 31st March, 2010 were 248.

## REPORT ON CORPORATE GOVERNANCE

## A. <u>COMPANY'S PHILOSOPHY ON CODE OF CORPORATE</u> GOVERNANCE:

The Directors of the Company believe that good Corporate Governance improves Company performance, enhances Corporate Social Responsibility and benefits all stakeholders. Accordingly, the Board has established a Corporate Governance framework to ensure that these intentions are met and that all stakeholders are informed about the affairs of the Company.

Good Corporate Governance has always been an integral part of the Company's business philosophy. Your Company believes in attainment of highest level of transparency in all facets of its operations and has always focused on good Corporate Governance.

#### **B. BOARD OF DIRECTORS:**

#### (I) **Board Composition:**

The Board consists of seven Directors having varied experience in different areas. The composition of the Board is in conformity with the provisions of Clause 49 of the Listing Agreement. Mr. Kantilal M. Hiran, Chairman & Managing Director of the Company, heads the Board. The Board consists of Three (3) Executive Directors and Four (4) Non-Executive Directors.

Directors.				
		No. of other		ther
Director	Category	Director - Ship*	Committee member- ship#	Committee chairman- ship#
Mr. Kantilal M. Hiran	Chairman and Managing Director, Executive, Promoter	-	-	-
Mr. Vijay K. Hiran	Whole Time Director, Executive, Promoter	1	-	-
** Mr. Naresh K. Hiran	Executive, Promoter	1	-	-
Mr. H. N. Bafna	Non-Executive, Independent	1	-	-
Mr. Mukesh Naik	Non-Executive, Independent	1	-	-
Mr. M. Kailash Kumar	Non-Executive, Independent	-	-	-
Mr. Ashok Lunia	Non-Executive, Independent	-	-	-

<sup>\*</sup> Other Directorships exclude the Directorships held in Private Limited Companies

- \*\* Mr. Naresh Hiran was appointed as Whole Time Director wef 1<sup>st</sup> November, 2009 which is to be approved by the shareholders at the ensuing Annual General Meeting.
- # Committees of Directors includes Audit Committee, Shareholders/Investors Grievance Committee and Remuneration Committee of Directors only.

#### (ii) **Board Meetings and Attendance of Directors:**

The Board meets at least once in a quarter to consider amongst other business, the performance of the Company's quarterly financial results. When necessary, additional meetings are held. The Board meetings are generally held at the Registered Office of the Company at Mumbai. Agenda for each meeting along with explanatory notes are drafted and distributed well in advance to the Directors. Every Board Member is free to suggest the inclusion of items on the agenda.

During the year ended 31<sup>st</sup> March 2010, Eight Board Meetings were held i.e. on 30<sup>th</sup> April, 2009, 30<sup>th</sup> June 2009, 27<sup>th</sup> July 2009, 29<sup>th</sup> August 2009, 14<sup>th</sup> September 2009, 31<sup>st</sup> October 2009, 30<sup>th</sup> January 2010 and 22<sup>nd</sup> February 2010. The maximum interval between any two meetings was well within the maximum allowed gap of four months.

The table hereunder gives the attendance record of the Directors at the Board Meetings held during 2009-10 and the last Annual General Meeting:

	Number	Number	Whether
Name of the	of Board	of Board	attended
Directors	Meetings	Meetings	last AGM
	held	attended	
Mr. Kantilal M. Hiran	8	8	Yes
Mr. Vijay K. Hiran	8	8	Yes
Mr. H. N. Bafna	8	8	Yes
Mr. Mukesh Naik	8	8	Yes
Mr. M. Kailash Kumar	8	-	No
Mr. Ashok Lunia	8	1	Yes
Mr. Naresh K. Hiran	2	2	N.A.

#### C. COMMITTEES OF THE BOARD:

The Board Committees play an important role in the governance structure of the Company and are being set out to deal with specific areas / activities which concern the Company and need a closer review. The Board Committees are set up under the formal approval of the Board, to carry out the clearly defined role which is considered to be performed by the Members of the Board as a part of good governance practice. The Board supervises the execution of its responsibilities by the Committees and is responsible for their action. The minutes of the meetings of all the Committees are placed before the Board for review.



The Board has established the following Committees:

#### (i) Audit Committee:

As required under Section 292 A of the Companies Act, 1956, read with the provisions of Clause 49 of the Listing Agreement, the Board has constituted an Audit Committee. It comprises of Two (2) Non-Executive, Independent Directors and One (1) Executive Director. The Committee is headed by Mr. H. N. Bafna and comprises of Mr. Mukesh Naik and Mr. Vijay K. Hiran.

The Audit Committee of the Company is entrusted with the responsibility to supervise the Company's internal control and financial reporting process and inter-alia performs the following functions:

- a) overseeing the Company's financial reporting process and disclosure of financial information to ensure that the financial statements are correct, sufficient and credible;
- b) recommending the appointment, re-appointment and removal of the external Auditors, fixation of Audit fee and approval for payment of any other services;
- c) reviewing with management the Annual Financial Statements before submission to the Board;
- d) reviewing with the management and external Auditors, the adequacy of internal control systems;
- e) reviewing the adequacy of Cost Audit function;
- f) discussing with cost Auditors any significant findings and follow up on such issues;
- g) discussing with the external Auditors before the audit commences on the nature and scope of Audit, as well as having post audit discussion to ascertain the area of concern, if any:
- h) reviewing the Company's financial and risk management policies; and
- examining reasons for substantial default in the payment to Shareholders (in case of non-payment of declared dividends) and creditors, if any.

#### Attendance of Members at the Audit Committee Meetings:

The meetings of the Audit Committee are also attended by the Statutory Auditors as special invitees.

During the financial year ended 31<sup>st</sup> March, 2010, Four Audit Committee meetings were held i.e. on 30<sup>th</sup> June 2009, 27<sup>th</sup> July 2009, 31<sup>st</sup> October 2009 and 30<sup>th</sup> January 2010.

The table hereunder gives the attendance record of the members of the Committee:

Name of the Audit	No. of Meetings	No. of Meetings
Committee Member	held	attended
Mr. H. N. Bafna	4	4
Mr. Mukesh Naik	4	4
Mr. Vijay K. Hiran	4	4

The Committee has recommended to the Board the appointment of M/s. B.L. Dasharda & Associates, Chartered Accountants, as the Statutory Auditors of the Company for the Financial Year ending 31<sup>st</sup> March, 2011 and that the necessary resolution for appointing them as auditors be placed before the Shareholders.

#### (ii) Remuneration Committee:

The Company has set up a Remuneration Committee consisting of three (3) Non- Executive, Independent Directors. The Committee is headed by Mr. Mukesh Naik and comprises of Mr. H.N. Bafna and Mr. M. Kailash Kumar as its Members.

The broad terms of reference of the Remuneration Committee is to ensure that the remuneration practices of the Company in respect of the Senior Executives, including the Executive Directors, are competitive keeping in view prevalent compensation packages so as to recruit and retain suitable individual(s) in such capacity.

## Attendance of Members at the Remuneration Committee Meetings:

During the year ended 31<sup>st</sup> March 2010, one meeting of the Committee was held on 31<sup>st</sup> October 2009 in which Mr. Mukesh Naik and Mr. H. N. Bafna were present.

#### Remuneration policy:

The Non-Executive Directors of the Company are paid sitting fees for attending the Board Meetings. The appointment and remuneration of the Chairman and Managing Director and Whole Time Director is governed by resolutions passed by the Board of Directors and Shareholders of the Company, which covers terms of such appointment, read with the service rules of the Company. Remuneration paid to the Managing Director and Whole Time Director is recommended by the Remuneration Committee, approved by the Board and is within the limits set by the Shareholders at the General Meetings.

Presently, the Company does not have any stock option plan or performance linked incentives for its Directors.

## Details of Remuneration to all the Directors for the financial year ended 31<sup>st</sup> March 2010:

	(Rs. In Lacs)		
Name of the	Sitting Fee	s Paid for	Salary &
Directors	Board	Committee	Perks
	Meetings	Meetings	
Mr. Kantilal M. Hiran	-	-	24.00
Mr. Vijay K. Hiran	-	-	12.53
Mr. Naresh K. Hiran	-	-	6.21
Mr. H. N. Bafna	20000	-	-
Mr. Mukesh Naik	20000	-	-
Mr. M. Kailash Kumar	-	-	-
Mr. Ashok Lunia	2500	-	-

## Shares held by Non-Executive Directors as on 31st March, 2010:

Name of the Non-Executive Director	Equity Shares held (No.)
Mr. H. N. Bafna	Nil
Mr. Mukesh Naik	Nil
Mr. M. Kailash Kumar	400000
Mr. Ashok Lunia	107755

#### (iii) Shareholders/Investors Grievance Committee:

The Company has set up a Shareholders/ Investors Grievance Committee consisting of One (1) Executive Director and One (1) Non-Executive, Independent Director. The Committee is headed by Mr. Mukesh Naik and comprises of Mr. Vijay K. Hiran as its Member.

Ms. Anu Birla, Company Secretary acts as the Compliance Officer of the Company.

The Committee is entrusted with the responsibility to address the Shareholders' and Investors' complaints with respect to transfer of Shares, non-receipt of Annual reports, non-receipt of declared dividends, etc., and ensures expeditious Share Transfer process. The Committee also evaluates performance and service standards of the Registrar and Share Transfer Agents of the Company and also provides continuous guidance to improve the service levels of investors.

## Attendance of Members at the Shareholders/Investors Grievance Committee Meetings:

The table hereunder gives the attendance record of the members of the Committee:

Name of the Committee Members	No. of Meetings Held	No. of Meetings attended
Mr. Mukesh Naik	6	6
Mr. Vijay K. Hiran	6	6

The Committee expresses satisfaction with the Company's performance in dealing with investors' grievances and its share transfer system.

## Details of Shareholders' complaints received, not solved and pending during the Financial Year ended 31st March, 2010:

The total number of complaints received and replied to the satisfaction of the shareholders during the year ended 31<sup>st</sup> March, 2010 was 4. Hence there were no pending/unattended complaints as on 31<sup>st</sup> March, 2010.

#### **D. DISCLOSURES:**

(a) Disclosure on material transactions i.e. transactions of the Company of material nature with its Promoters, the Directors or the Management, their Subsidiaries or Relatives etc., that may have potential conflict with the interest of the Company at large:

None of the transactions with any of the related parties were in conflict with the interest of the Company.

(b) Details of non-compliance by the Company, penalties, strictures imposed by Stock Exchanges /SEBI or any statutory authority, on any matter related to capital markets, during the last three years:

None

- (c) The Company has not established the non-mandatory requirement of Whistle Blower Policy. However, the Company's personnel have access to the Chairman of the Audit Committee in cases such as concerns about unethical behaviour, frauds and other grievances. No personnel of the Company have been denied access to the Audit Committee.
- (d) The Company has complied with the mandatory requirements of the Corporate Governance Clause of Listing Agreement.

#### E. CODE OF CONDUCT:

The Board of Directors has laid down the Code of Conduct for all the Board Members and Members of the senior Management. The code is also placed on the website of the Company viz. <a href="www.hiranorgochem.com">www.hiranorgochem.com</a>. A Certificate from the Managing Director, affirming compliance of the said Code by all the Board Members and Members of the senior Management, to whom the code is applicable, is annexed separately to this report.



#### F. CERTIFICATE ON CORPORATE GOVERNANCE:

As required by Clause 49 of the Listing Agreement, a certificate issued by M/s. B. L. Dasharda & Associates, Chartered Accountants, regarding compliance of conditions for Corporate Governance is given as an annexure to this report.

#### G. MANANGING DIRECTOR CERTIFICATION:

The Chairman & Managing Director of the Company have certified postively to the Board on the matters specified under Clause 49(V) of the Listing Agreement.

#### H. GENERAL BODY MEETINGS:

Details of last Three Annual General Meetings are given hereunder:

Year	Date	Venue	Time
2007	29-9-2007	Goregaon Sports Club, Link Road,	11.00 A.M.
		Malad (West), Mumbai - 400 064.	
2008	27-9-2008	Goregaon Sports Club, Link Road,	11.00 A.M.
		Malad (West), Mumbai - 400 064.	
2009	29-8-2009	Goregaon Sports Club, Link Road,	11.00 A.M.
		Malad (West), Mumbai - 400 064.	

#### **Special Resolutions:**

Special Resolution was passed at the last Annual General Meeting regarding change in Article 3 of the Articles of Association for increase in Authorized Share Capital of the Company to Rs. 55 Crores and issue and allotment of Bonus Shares in the ratio of 4:1.

#### Postal ballots:

Special Resolution regarding change in Article 3 of the Articles of Association for increase in Authorized Share Capital of the Company to Rs. 105 Crores and issue of further securities by way of Global Depository Receipt were passed through postal ballot, results of which were announced on 16<sup>th</sup> October, 2009.

Ordinary Resolution regarding change in Clause V of the Memorandum of Association for increase in Authorized Share Capital of the Company to Rs. 105 Crores was passed through postal ballot, results of which were announced on 16<sup>th</sup> October, 2009

No Special Resolution requiring postal ballot is being proposed at the ensuing Annual General Meeting.

#### I. MEANS OF COMMUNICATION:

(I) The quarterly results of the Company are published in newspapers in compliance with the provisions of Clause 41 of the Listing Agreement. Generally, the same are published in The Free Press Journal / Business Standard (English language), and Mumbai Lakshwadeep (Marathi language).

As the results of the Company are published in the newspapers, half-yearly reports are not sent to each household of shareholders. The quarterly results as well proceedings of the Annual General Meeting are submitted to the Bombay Stock Exchange Limited immediately after the conclusion of the respective meeting.

- (ii) No presentations were made to the institutional investors or to analysts during the year under review.
- (iii) The Management Discussion and Analysis Report forms part of this Annual Report.

#### J. GENERAL SHAREHOLDERS' INFORMATION:

#### a. Twenty-sixth Annual General Meeting

Date 31<sup>st</sup> July, 2010 Time 11.00 A.M.

Goregaon Sport Club, Link Road,

Malad (West), Mumbai-400064.

#### b. Financial Calendar

Venue

First Quarterly results
Second Quarterly results
Third Quarterly results
Audited yearly results
On or before 15 August, 2010
On or before 15 Nov., 2010
On or before 15 Feb., 2011
On or before 30 May, 2011

Annual General Meeting On or before

for the year ended 30 September, 2011 31<sup>st</sup> March, 2011

**c. Date of book closure** Thursday, 29<sup>th</sup> July, 2010 to

Saturday, 31st July, 2010 (both

days inclusive)

d. Listing on Stock Exchange Bombay Stock Exchange Limited

**& Fees for 2010-11** (BSE). Listing fees for 2010-11 paid

to the said Stock Exchange.

e. Stock Code 506170

f. Demat ISIN No. For INE546E01016

NSDL & CDSL

#### K. REGISTRAR AND SHARE TRANSFER AGENTS:

Big Share Services Pvt. Ltd.

E-2, Ansa Industrial Estate, Sakivihar Road, Saki Naka, Andheri (E), Mumbai - 400 072

Tel. No.: 022 - 4043 0200 Fax No.: 022-2847 5207 Email: <u>info@bigshareonline.com</u> Website: <u>www.bigshareonline.com</u>

#### L. SHARE TRANSFER SYSTEM:

All the share related work is being undertaken by our R & T Agent, Big Share Services Private Limited. The Shareholders / Investors Grievance Committee has been constituted to approve the Share Transfer, transmission, split, consolidation etc., of shares. The Share transfers are registered and returned within 30 days from the date of receipt if the relevant documents are complete in all respects.

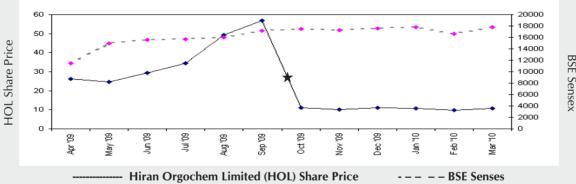
The total number of shares transferred in physical form during the year 2009-10 was 12,400 shares.

#### M. STOCK MARKET PRICE DATA:

#### (a) Monthly high and low at the Bombay Stock Exchange Limited for financial year ended 31st March, 2010:

		Hiran Orgochem Ltd.		BSE S	Sensex
Month	Volume	High (Rs.)	Low (Rs.)	High (Rs.)	Low (Rs.)
April,2009	196997	26.25	15.25	11492.10	9546.29
May, 2009	54583	24.70	16.70	14930.54	11621.30
June, 2009	94142	29.25	22.00	15600.30	14016.95
July, 2009	242171	34.45	22.30	15732.81	13219.99
August, 2009	412787	49.30	36.15	16002.46	14684.45
September, 2009	1488246	57.00	9.75	17142.52	15356.72
October, 2009	634607	10.90	7.61	17493.17	15805.20
November, 2009	462785	10.15	7.65	17290.48	15330.56
December, 2009	968401	11.05	7.70	17530.94	16577.78
January, 2010	527394	10.80	8.11	17790.33	15982.08
February, 2010	294252	9.88	8.11	16669.25	15651.99
March, 2010	699925	10.70	8.00	17793.01	16438.45

#### (b) Share Price performance in comparison to broad based indices - BSE SENSEX



**★** Due to issue of Bonus Shares in the Ratio of 4:1, market price goes down in October, 2009

#### N. <u>DISTRIBUTION OF SHAREHOLDING AS ON 31ST MARCH 2010.</u>

	Shareh	olders	Sha	res
No. of Equity	Number	% to Total	Number	% to total
Shares held		Shareholders		Capital
1 - 5000	5,106	91.39073	550585 <i>7</i>	10.48675
5001-10000	178	3.18597	1392515	2.65226
10001-20000	139	2.48792	2207376	4.20429
20001-30000	51	0.91283	1263705	2.40692
30001-40000	18	0.32218	651882	1.24161
40001-50000	31	0.55486	1427356	2.71862
50001-100000	17	0.30428	1231364	2.34532
100001-99999999	47	0.84123	38822945	73.94423
TOTAL	5,587	100.00000	5,25,03,000	100.00000



#### O. CATEGORIES OF SHAREHOLDING AS ON 31<sup>ST</sup> MARCH, 2010:

	SHAREF	HOLDERS	SHARES		
CATEGORY	NUMBER	% OF TOTAL SHAREHOLDERS	NUMBER	% TO TOTAL CAPITAL	
PROMOTER HOLDING					
Indian Promoter	15	0.27	2,37,90,755	45.31313	
Total of Promoter Holding (a)	15 0.27		2,37,90,755	45.31313	
NON- PROMOTER HOLDING					
i) Institutional Investor					
FIIs	2	0.04	2599290	4.95075	
ii) Others					
Private Corporate Bodies	215	3.85	2546708	4.8506	
Indian Public	5312	95.07	23465544	44.69372	
NRIs / OCBs	30	0.54	77238	0.14711	
Any other (Clearing Members)	13	0.23	23465	0.04469	
Total of Non-Promoter Holding (b)	5572	99.73	28712245	54.68687	
Grand Total (a + b)	5587	100.00	52503000	100.00	

#### P. DEMATERIALIZATION OF SHARES AND LIQUIDITY:

The Company has established connectivity with Central Depository Services (India) Limited & National Securities Depositories Limited for dematerialization of shares and the same are available in electronic segment under ISIN No. INE546E01016. As on 31<sup>st</sup> March 2010, 5,19,56,995 Equity Shares representing 98.96% had been dematerialized.

#### Q. SECRETARIAL AUDIT REPORT:

As stipulated by the Securities and Exchange Board of India (SEBI), a qualified practicing Company Secretary carries out the Secretarial Audit, on a quarterly basis, to reconcile the total admitted capital with National Securities Depository Limited (NSDL) and Central Depository Services (India) Limited (CDSL) with the total listed and paid-up capital. The audit, inter alia, confirms that the total listed and paid up capital of the Company is in agreement with the aggregate of the total number of shares in dematerialized form and total number of shares in physical form.

#### R. FOR SHAREHOLDERS HOLDING SHARES IN DEMATERIALISED MODE:

Shareholders holding shares in dematerialized mode are requested to intimate all changes with respect to bank details, mandate, nomination, power of attorney, change of address, change of name, etc. to their depository participant (DP). These changes will be reflected in the Company's records on the down loading of information from Depositories, which will help the Company provide better service to its shareholders.

## S. <u>OUTSTANDING GDR'S/ADR'S/WARRANTS OR ANY CONVERTIBLE INSTRUMENTS, CONVERSION DATE AND LIKELY IMPACT ON EQUITY:</u>

There are no GDR's / ADR's / Warrants or any convertible instruments pending conversion or any other instrument likely to impact the equity share capital of the Company.

#### T. PLANT LOCATION:

- a. Plot No. 663, GIDC, Panoli, Ankleshwar, Gujarat- 394 116.
- b. Plot No. 322/B GIDC, Panoli, Ankleshwar, Gujarat- 394 116.

#### **U. ADDRESS FOR CORRESPONDENCE:**

Bigshare Services Pvt. Ltd.

E-2, Ansa Industrial Estate, Saki Vihar Road, Saki Naka, Andheri (East), Mumbai- 400 072

Tel No.: 022- 4043 0200 Fax No.: 022- 28475207 Email: info@bigshareonline.com Web: www.bigshareonline.com

**CERTIFICATION BY CHAIRMAN & MANAGING DIRECTOR** 

To, The Board of Directors

Hiran Orgochem Limited Palm Court, M Block, 601, A/1, Link Road,

Malad (W),

Mumbai 400 064

1. We have reviewed the Balance Sheet, Profit and Loss account and all its Schedules and Notes on Accounts, as well as the Cash

Flow Statements as at 31st March, 2010 and certify that to the best of our knowledge and belief:

i) These Statements do not contain any materially untrue statements or omit any material fact or contain statements that might be

misleading,

ii) These Statements read together present a true and fair view of the Company's Affairs and are in compliance with existing

Accounting Standards, applicable laws and regulations.

2. We further certify that, to the best of our knowledge and belief, no transactions have been entered into by the Company

during the year, which are fraudulent, illegal or violative of the Company's Code of Conduct.

3. We accept responsibility for establishing and maintaining internal controls and that we have evaluated the effectiveness of the

internal control systems of the Company and we have disclosed to the Auditors and the Audit committee, deficiencies in the

design or operation of internal controls, if any, of which we are aware and the steps we have taken or propose to take to rectify

these deficiencies.

4. We do further certify that there has been:

i) no significant changes in internal control during the year;

ii) no significant changes in accounting policies during the year; and

iii) no instances of significant fraud, of which we are aware during the period.

Place: Mumbai

Dated: 29th May, 2010

Kantilal M. Hiran Chairman & Managing Director

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## PRACTICING CHARTERED ACCOUNTANTS' CERTIFICATE ON CORPORATE GOVERNANCE

To
The Members of **Hiran Orgochem Limited** 

We have examined the compliance of conditions of Corporate Governance by Hiran Orgochem Limited (the Company) for the year ended March 31, 2010, as stipulated in Clause 49 of the Listing Agreement of the said Company with the Stock Exchange.

The compliance of conditions of Corporate Governance is the responsibility of the management. Our examinations were limited to procedures and implementation thereof, adopted by the Company for ensuring the compliance of the conditions of Corporate Governance. It is neither an audit nor an expression of opinion on the financial statements of the Company.

In our opinion and to the best of our information and according to the explanations given to us, we certify that the Company has complied with the conditions of Corporate Governance as stipulated in the above mentioned Listing Agreement.

As per the records of the Company, there were no investor grievances remaining unattended for a period exceeding one month against the Company.

We further state that such compliance is neither an assurance as to the future viability of the Company nor the efficiency or effectiveness with which the management has conducted the affairs of the Company.

For and on behalf of B. L DASHARDA & ASSOCIATES CHARTERED ACCOUNTANTS

Place: MUMBAI Dated: 29<sup>th</sup> May,2010 B. L. DASHARDA, PARTNER M.NO. 13708. FRN. NO. 112615W

#### **CODE OF CONDUCT DECLARATION**

Pursuant to clause 49 I(D) of the Listing Agreement entered into with the Stock Exchange, I hereby declare that all the Board members and senior management personnel of the Company have affirmed compliance with the Code of Conduct for the year ended 31<sup>st</sup> March, 2010.

Place: Mumbai Dated: 29<sup>th</sup> May, 2010 Kantilal M. Hiran Chairman & Managing Director

## **AUDITOR'S REPORT**

To
The Members of
Hiran Orgochem Limited.

We have audited the attached Balance Sheet of **HIRAN ORGOCHEM LIMITED**, as at 31<sup>st</sup> March 2010 and also the Profit and Loss account for the year ended on that date annexed thereto and cash flow statement for the year ended on that date. These financial statements are the responsibility of the company's management. Our responsibility is to express an opinion on these financial statements based on our audit.

- 1. We conducted our audit in accordance with auditing standards generally accepted in India. Those Standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.
- As required by the Companies (Auditor's Report) Order, 2003 issued by the Central Government of India in terms of Section 227(4A) of the Companies Act, 1956 (hereinafter referred to as the Act), we enclose in the Annexure a statement on the matters specified in paragraphs 4 & 5 of the said Order, to the extent applicable.
- Further to our comments in the Annexure referred to above, we report that:
  - a. We have obtained all the information and explanations, which to the best of our knowledge and belief were necessary for the purpose of our audit;
  - In our opinion, proper books of account as required by law have been kept by the Company so far as appears from our examination of those books;
  - c. The Balance Sheet, Profit & Loss Account and Cash Flow Statement dealt with by this report are in agreement with the books of account;

- d. In our opinion the Balance Sheet, Profit & Loss Account and Cash Flow Statement dealt with by this report comply with the Accounting Standards referred to in Sub-Section (3C), of Section 211 of the Companies Act, 1956:
- e. On the basis of written representation received from the directors of the company as on 31<sup>st</sup> March, 2010 and taken on record by the Board of Directors, we report that none of the directors is disqualified as on 31<sup>st</sup> March 2010 from being appointed as a director in terms of clause (g) of sub-section (1) of section 274 of the Companies Act, 1956;
- f. In our opinion and to the best of our information and according to the explanations given to us, the said Accounts, subject to Note No.4 regarding non provision of doubtful debts of Rs. 64.85 lacs, read together with the notes thereon and appearing in schedule of Accounting Policies and Notes on Accounts give the information required by the Companies Act, 1956 in the manner so required and give a true and fair view;
- i) In the case of the Balance Sheet, of the State of affairs of the Company as at 31st March, 2010;
- ii) In the case of the Profit and Loss Account, of the Profit of the Company for the year ended on that date, and
- iii) In the case of cash flow statement, of the cash flows for the year ended on that date.

FOR AND ON BEHALF OF B. L DASHARDA & ASSOCIATES CHARTERED ACCOUNTANTS

Place: MUMBAI Dated: 29<sup>th</sup> May,2010 B. L. DASHARDA, PARTNER M.NO. 13708. FRN. NO. 112615W



## ANNEXURE TO THE AUDITORS' REPORT

Referred to in paragraph 2 of our report of even date on the accounts for the year ended 31st March 2010 of HIRAN ORGOCHEM LIMITED.

On the basis of such checks as we considered appropriate and in terms of information and explanations given to us we state that:

- 1.a) The Company has prima facie maintained proper records showing full particulars including quantitative details and situation of fixed assets upto 31<sup>st</sup> March 2002. The records for the subsequent years are not updated and prepared. All fixed assets have not been physically verified by the management during the year but there is a regular programme of periodical verification in a phased manner which, in our opinion, is reasonable having regards to the size of the company and the nature of its assets. As informed to us no material discrepancies were noticed on such verification.
  - b)No substantial part of Fixed Assets has been disposed off during the year, which has bearing on the going concern assumption.
- 2.a) The stocks of finished goods, raw materials, work-inprocess, stores and spare parts of the Company have been physically verified by the management during the year.
  - b) The procedures of physical verification of the above stocks followed by the management are reasonable and adequate in relation to the size of the Company and nature of its business.
  - The discrepancies between the physical stocks and the book stocks were not material which have been properly dealt within the books of account.
- 3.a) As per the information and explanation given to us and the records produced to us for our verification the company had obtained interest free unsecured loans from two directors covered in the register maintained under Section 301 of the Companies Act, 1956. The maximum outstanding amount of such loans during the year was Rs 8.84 lacs and the year end outstanding balance is Rs. Nil.
  - b) The loans were at call and no stipulations had been made regarding payment of the principal and interest.
  - c) The terms and conditions of the loans taken were prima facie not prejudicial to the interest of the company.

- d) The Company has not granted any loans, secured or unsecured, to companies, firms or other parties listed in the register maintained under Section 301 of the Companies Act, 1956. Accordingly, the clause 4(iii)(b) to (d) of the order are not applicable.
- 4. In our opinion and according to the information and explanations given to us, there are adequate internal control systems commensurate with the size of the Company and the nature of its business with regard to purchase of inventory, fixed assets and for the sale of goods. During the course of our audit, we have not observed any continuing failure to correct major weaknesses in internal controls.
- 5.a)In our opinion and according to the information and explanations provided by the management, the particulars of contracts or arrangements referred to in Section 301 of the Act have been entered in the register required to be maintained under that section.
- b) In our opinion and according to the information and explanations given to us, many of the items are of special nature and these prices cannot be compared with alternative quotations, the transactions exceeding the value of rupees five lacs in respect of any party made in pursuance of contracts or arrangements entered in the register maintained under Section 301 of the Companies Act, 1956 have been made at prices which are prima facie reasonable having regard to the prevalent market prices at the relevant time.
- 6. The Company has not accepted the Deposits from public.
- 7. In our opinion, the Company has an internal audit system commensurate with its size and nature of business.
- 8. On the basis of the records produced, we are of the opinion that, prima facie, the cost records and accounts prescribed by the Central Government U/s 209(1) (d) of the Companies Act, 1956 have been maintained by the Company. However, we are not required to carry out and have not carried out any detailed examination of such accounts and records.
- 9.a) In our opinion and according to the information and explanations given to us, undisputed statutory dues including Provident Fund, Investor Education and Protection Fund, Employees' State Insurance, Income Tax, Sales Tax, Wealth Tax, Custom Duty, Excise Duty, Cess, Service Tax and any other statutory dues have been generally regularly deposited in time during the year with the appropriate authorities and there are no undisputed statutory dues payable for a period of more than six months from the date they became payable as at 31st March, 2010.

b) In our opinion and according to the information and explanations given to us, there are no dues outstanding in respect of Income Tax, Wealth Tax, Sales Tax, Custom Duty, Excise Duty, Cess and Service Tax on account of any dispute other then the following:

NAME OF THE STATUTE	NATURE OF DISPUTE	AMOUNT	PERIOD TO WHICH THE	FORUM WHERE DISPUTE IS
			AMOUNT RELATES	PENDING
Central	Differential	Rs. 1,80,802/-	2006-2007	Assistant
Excise Act, 1944	Duty			Commissioner, Surat
Central	Excise Duty	Rs. 94,093/-	2009-2010	Tribunal,
Excise Act, 1944				Ahmedabad.
Central	Classification	Rs. 18,99,400/-	2008-2009	Assistant
Excise Act,	of Exempted			Commissioner,
1944	Goods			Surat.

- 10. The Company does not have accumulated losses as at the end of the financial year and has not incurred cash losses in the current financial year. It has however incurred cash losses in the immediately preceding financial year.
- 11. According to the information and explanations given to us, the Company has not defaulted in repayment of any dues to financial institutions or banks.
- 12. According to the information and explanations given to us, the Company has not granted any loans and advances on the basis of security by way of pledge of shares, debentures and other securities.
- 13. The Company is not a chit fund or a nidhi/mutual benefit fund/society therefore, the clause 4 (xiii) of the Order is not applicable to the Company.
- 14. The company has maintained proper records of transactions and contracts in respect of dealing or trading in shares, securities, debentures and other investments and timely entries have been made therein. All shares, Debentures and other investments have been held by the company in its own name.
- 15. The Company has given guarantees for loans taken by others from banks. According to the information and explanations given to us, we are of the opinion that the terms and conditions thereof are not prima facie prejudicial to the interest of the company.
- 16. The Company has not obtained any new Term Loans during the year.
- 17. According to the information and explanations given to us and on an overall examination of the Balance Sheet no funds raised on short-term basis have been used for long-term investment.
- 18. The Company has not made any preferential allotment of shares to parties covered in the register maintained under Section 301 of the Companies Act, 1956.
- 19. The Company has not issued any debentures during the year.
- 20. The Company has not raised any money through a public issue during the year.
- 21. Based upon the audit procedures performed and on the basis of information and explanations provided by the Management, we report that no fraud on or by the Company has been notice or reported during the course of our audit.

FOR AND ON BEHALF OF B. L. DASHARDA & ASSOCIATES CHARTERED ACCOUNTANTS

B. L. DASHARDA, PARTNER M.NO. 13708. F R N. No. 112615W Place: MUMBAI Dated: 29<sup>TH</sup> MAY, 2010



## **BALANCE SHEET**

CHARTERED ACCOUNTANTS

**B. L. DASHARDA,** PARTNER M.NO. 13708. F.R. NO. 112615W MUMBAI, DATED:  $29^{TH}$  MAY,2010

**AS AT 31ST MARCH 2010** 

l.	SOURCES OF FUNDS	Schedule	Rupees	AS AT 31.03.2010 Rupees	AS AT 31.03.2009 Rupees
	SHAREHOLDERS' FUNDS Share Capital Reserves & Surplus	1 2	525,030,000 264,443,901	789,473,901	105,006,000 609,980,301
	LOAN FUNDS Secured Loans Unsecured Loans	3 4	462,915,356 74,114,170	537,029,526	381,274,052 134,933,438 516,207,490
			TOTAL	1,326,503,427	1,231,193,791
II.	APPLICATION OF FUNDS FIXED ASSETS Gross Block (At Cost) Less: Depreciation Net Block Capital Work-in-Progress	5	495,412,975 124,982,291 370,430,684 1,342,735		467,456,144 102,202,643 365,253,501 12,600,872
				371,773,419	377,854,373
	INVESTMENTS	6		48,029,310	28,989,310
	CURRENT ASSETS, LOANS & ADVANCES Inventories Sundry Debtors Cash and Bank Balances Loans & Advances	7	693,580,187 414,298,789 89,085,033 594,379,569 1,791,343,578		519,749,675 177,097,195 72,662,511 672,126,999 1,441,636,380
	LESS : CURRENT LIABILITIES & PROVISIONS Current Liabilities Provisions	8	872,476,800 24,136,651 896,613,451		629,567,565 27,046,422 656,613,987
	NET CURRENT ASSETS			894,730,127	785,022,393
	DEFERRED TAX ASSETS			5,403,507	38,806,153
	MISCELLANEOUS EXPENDITURE	9		6,567,064	521,562
	(to the extent not Written off or adjusted)		TOTAL	1,326,503,427	1,231,193,791
	Significant Accounting Policies & Notes to Accounts	15			
	AS PER OUR REPORT OF EVEN DATE FOR AND ON BEHALF OF B. L. DASHARDA & ASSOCIATES	FOR	and on behalf	OF THE BOARD O	F DIRECTORS

KANTILAL M. HIRAN

CHAIRMAN &

MANAGING DIRECTOR

**ANU BIRLA** 

COMPANY

VIJAY K. HIRAN WHOLE TIME

DIRECTOR SECRETARY MUMBAI, DATED: 29<sup>TH</sup> MAY,2010

## **PROFIT AND LOSS ACCOUNT**

FOR THE YEAR ENDED 31ST MARCH 2010

ı.	Incomo	Schedule	Rupees	For the Year ended 31.03.2010 Rupees	For the Year ended 31.03.2009 Rupees
1.	Income Gross Sales (Pharmaceutical Division) Less: Excise Duty on Sales		2,139,924,614 110,297,494	2,029,627,120	2,024,127,004 138,456,230 1,885,670,774
	Other Income	10		26,728,057	16,566,134
	Increase / (Decrease) in Stocks	11		92,737,132 2,149,092,309	(62,104,665) 1,840,132,243
II.	Expenditure Raw Material Consumed & Project Expenses Power, Fuel & Water Charges Employees Remuneration & Benefits Directors' Remuneration	12		1,810,659,551 58,318,843 40,278,530 4,274,860	1,730,854,386 48,883,847 41,521,042 3,653,760
	Manufacturing & Other Expenses Selling Expenses Interest & Finance Charges Depreciation	13 14		1,292,539 19,604,223 86,296,132 23,309,239 2,044,033,916	137,640,144 15,689,328 92,972,486 21,154,389 2,092,369,382
III.	Profit / (Loss) for the year before Tax Less :Provision for Tax Current Tax Fringe Benefit Tax Earlier Year Tax Mat Credit Wealth Tax Deferred Tax		17,857,568 0 (2,839,407) (17,857,568) 7,554 33,402,645	105,058,392 30,570,792	(252,237,139) 0 275,000 301,426 0 0 (79,035,929) (78,459,503)
IV.	Profit / (Loss) for the year after tax			74,487,600	(173,777,636)
V.	Balance of Profit brought forward from previo	ous year		6,355,187	182,589,858
VI.	Amount available for Appropriation			80,842,787	8,812,222
VII.	Appropriations Proposed Equity Dividend Tax on Proposed Dividend General Reserve		0 0 20,000,000	20,000,000	2,100,120 356,915 0
VIII.	Balance carried to Balance Sheet			60,842,787	6,355,187
	Basic earnings per share of Rs. 10 each (in Rupo Diluted earnings per share of Rs. 10 each (in Ru (Refer Note No 11 on Notes to Accounts)			1.42 1.42	(3.31)* (3.31)*
	Significant Accounting Policies &				

Significant Accounting Policies &

Notes to the Accounts

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AS PER OUR REPORT OF EVEN DATE FOR AND ON BEHALF OF **B. L. DASHARDA & ASSOCIATES** CHARTERED ACCOUNTANTS

FOR AND ON BEHALF OF THE BOARD OF DIRECTORS

**B. L. DASHARDA,** PARTNER M.NO. 13708. F.R. NO. 112615W MUMBAI, DATED: 29<sup>™</sup> MAY,2010

KANTILAL M. HIRAN CHAIRMAN & MANAGING DIRECTOR VIJAY K. HIRAN
WHOLE TIME COMPANY
DIRECTOR SECRETARY
MUMBAI, DATED: 29<sup>TH</sup> MAY,2010



## **CASH FLOW STATEMENT**

FOR THE YEAR ENDED 31ST MARCH 2010

		Rupees	As at 31.03.2010 Rupees	As at 31.03.2009 Rupees
A.	Cash flow from operating activities Net Profit before tax		105,058,392	(252,237,139)
	Adjustment for: Depreciation Interest Income Dividend Income Share Issue Expenses Unrealised Foreign Exchange (Profit) / Loss on Sale of Fixed Assets (Net) Interest & Other Finance Charges		23,309,239 (25,095,244) (172,127) 1,606,881 46,724,655 1,939,368 86,296,132	21,154,389 (16,086,784) 0 354,634 31,066,303 417,106 92,972,486
	Operating profit before working capital changes Adjustment for: Debtors Inventories Loans & Advances Trade Payables Cash generated from operations Fringe Benefit & Earlier Year Tax Paid Taxes paid Net of Refund Net cash from operating activities	(235,817,308) (173,830,511) 81,850,802 209,244,442	(118,552,575) 121,114,721 (195,000) (1,916,828) 119,002,893	(122,359,005) 119,037,175 162,591,812 (61,135,272) 114,688,414 212,823,124 (576,426) (4,598,846) 207,647,852
В.	Cash flow from investing activities Purchase of Fixed Assets (Including Capital Work in Progress) Sale / Adjustment of Fixed Assets Purchase of Investment (Net) Dividend received Interest received Net cash used in investing activities	(B)	(19,792,653) 625,000 (19,040,000) 172,127 25,095,244 <b>(12,940,282)</b>	(22,562,216) 204,100 (20,110,000) 0 16,086,784 (26,381,332)
C.	Cash flow from Financing Activities Proceeds from issue of Share Capital Share Issue Expenses Proceeds from borrowings Interest & Other finance charges Dividend Paid Tax on Proposed Dividend Net cash from financing activities	(C)	0 (7,652,383) 6,765,461 (86,296,132) (2,100,120) (356,915) (89,640,089)	0 (54,085,153) (92,972,486) (5,250,300) (892,288) (153,200,227)
	Net increase / (decrease) in cash and cash equivalents (A + B + C) Cash and Cash equivalents (Opening Balance)		16,422,522 72,662,511	28,066,293 44,596,218
	Cash and Cash equivalents (Closing Balance)		89,085,033	72,662,511
	•			

AS PER OUR REPORT OF EVEN DATE FOR AND ON BEHALF OF **B. L. DASHARDA & ASSOCIATES CHARTERED ACCOUNTANTS** 

FOR AND ON BEHALF OF THE BOARD OF DIRECTORS

**B. L. DASHARDA,** PARTNER M.NO. 13708. F.R. NO. 112615W MUMBAI, DATED: 29<sup>TH</sup> MAY,2010

KANTILAL M. HIRAN CHAIRMAN & MANAGING DIRECTOR

VIJAY K. HIRAN WHOLE TIME

**ANU BIRLA** COMPANY DIRECTOR SECRETARY MUMBAI, DATED :  $29^{\text{TH}}$  MAY,2010

#### **Notes:**

(1) The above Cash Flow Statement has been prepared under the "Indirect Method" as set out in the Accounting Standard - 3 on Cash Flow Statement issued by The Institute of Chartered Accountants of India.

(2) Cash and Cash equivalents as at the end of 31st March, 2010 include Bank Deposits of Rs. 788.05 lacs with a maturity period exceeding three months.

(3) Previous year's figures have been regrouped and arranged wherever necessary.

## **SCHEDULES FORMING PART OF BALANCE SHEET**

AS AT 31ST MARCH 2010

Rupees	AS AT 31.03.2010 Rupees	AS AT 31.03.2009 Rupees
•	1 050 000 000	·
	1,030,000,000	150,000,000
nium)	525,030,000	105,006,000
5,773,914 20,000,000		10,886,010 0
0	25.773.914	<u>5,112,096</u> 5,773,914
	, ,	, ,
27,409,200 0	27 400 000	5,634,200 21,775,000
	27,409,200	27,409,200
	1,500,000	1,500,000
568,942,000		568,942,000
420,024,000		0
	148,918,000	568,942,000
	60,842,787	6,355,187
	264,443,901	609,980,301
	195,822,761	25,404,268
	183,112,196	316,034,091
	5,773,914 20,000,000 0  27,409,200 0  568,942,000 0	Rupees  1,050,000,000  525,030,000  525,030,000  25,773,914  27,409,200 0 27,409,200 1,500,000  148,918,000 60,842,787 264,443,901  195,822,761



	AS AT 31.03.2010 Rupees	AS AT 31.03.2009 Rupees
FROM STATE BANK OF PATIALA  (Secured by Mortgage and/or hypothecation of all present & future fixed assets of the Company located at Plot No. 663 and Plot No. 322 B GIDC Panoli by way of second pari passu charge with State Bank of India, hypothecation of inventories, book debts and all other Current Assets by way of first pari passu charge with State bank of India, personal guarantee of the two Directors of the Company and lien on bank Fixed Deposits)	83,980,399	39,790,609
FROM OTHERS Factored Liability (To the extent secured by Sundry Debtors)	0	45,084
(To the extent secured by Sundry Debtors)	462,915,356	381,274,052
SCHEDULE: 4: UNSECURED LOANS  From Banks (Secured by personal guarantee of the two directors of the company)	74,114,170 74,114,170	134,933,438

**SCHEDULE: 5: FIXED ASSETS** 

	(	GROSS BLOCK		DEPRECIATION				NET BLOCK	
DESCRIPTION	AS AT 01.04.2009	ADD./(DEDU.) DURING THE YEAR	TOTAL AS AT 31.03.2010	UPTO 31.03.2009	FOR THE YEAR	DEDUCTION FOR THE YEAR	UPTO 31.03.2010	AS AT 31.03.2010	
Leasehold Land	5,550,111	0	5,550,111	0	0	0	0	5,550,111	5,550,111
Plant & Machinery	382,905,402	25,261,036	407,744,145	83,375,723	19,143,329	(73,297)	102,445,755	305,298,390	299,529,680
Factory Building	43,007,578	(422,293) 1,363,247	44,370,825	8,752,035	1,457,132	0	10,209,167	34,161,658	34,255,543
Electrical Installations	6,924,162	117,288	7,041,450	1,309,732	331,891	0	1,641,623	5,399,827	5,614,430
Vehicles	8,084,806	2,425,134.00	9,588,564	3,859,206	845,825	(456,295)	4,248,736	5,339,828	4,225,600
Office Equipments	2,199,824	(921,376) 67,339	2,267,163	462,336	106,021	0	568,357	1,698,806	1,737,488
Computers	4,060,445	0	4,060,445	1,948,415	658,198	0	2,606,613	1,453,832	2,112,030
Air Conditioners	1,189,738	0	1,189,738	175,041	56,513	0	231,554	958,184	1,014,697
Furniture & Fixtures	4,210,368	0	4,210,368	922,399	266,516	0	1,188,915	3,021,453	3,287,969
Lab Equipments	9,323,710	66,456	9,390,166	1,397,757	443,814	0	1,841,571	7,548,595	7,925,953
TOTAL	467,456,144	27,956,831	495,412,975	102,202,643	23,309,239	(529,592)	124,982,291	370,430,684	365,253,501
PREVIOUS YEAR	440,811,800	26,644,344	467,456,144	81,273,844	21,154,389	(225,590)	102,202,643	365,253,501	

Note: (1) Refer Schedule '15' Note 1 (c) regarding Cost of Assets & Depreciation.
(2) Addition / Deduction from Gross block includes Rs 15.83 Lacs (net loss) (Previous year Rs. 6.69 lacs (net gain) being component of foreign exchange gain pursuant to the option exercised by the company as per notification of the Companies (Accounting Standards) Amendment Rules 2006 as on 31st March, 2010.

			AS AT 31.03.2010 Rupees	AS AT 31.03.2009 Rupees
SCHEDUEL: 6: INVESTMENTS (AT COST)				
Long Term Investments In Equity Shares - Unquoted, fully paid up	<u>No</u>	Face Value		
Panoli Enviro Technology Ltd	38,500 (38,500)	10	385,000	385,000
Bharuch Eco Aqua Infrastructure Ltd	144,431 (74,431)	10	1,444,310	744,310
Actgen Pharma Pvt. Ltd.	4,410,000 (0)	10	44,100,000	0
In Mutual Funds				
UTI Infrastructure Fund Series I	100,000 (100,000)	10	1,000,000	1,000,000
UTI Wealth Builder Fund	107,579 (107,579	10	1,100,000	1,100,000
Share application Money			0	25,760,000
			48,029,310	28,989,310
Book Value Unquoted Investments Repurchase Price of mutual fund units, represented by Net Asset Value.			45,929,310 2,474,517	1,129,310 1,639,234
SCHEDULE: 7: CURRENT ASSETS, LOANS & ADV.	ANCES	Rupees		
CURRENT ASSETS Inventories				
(Taken, valued and certified by the Management) Raw Materials (At Cost)			147,701,557	68,391,096
Stores, Spares & Packing Materials (At Cost)			2,702,654	1,852,396
Work in Progress / Material in Process (At estimated 0	Cost)			
Pharmaceutical Division Construction Division			470,863,098 33,386,587	411,602,038 32,453,926
Finished Goods			38,926,291	5,450,219
(At Cost or Net Realisable Value whichever is lower)				
			693,580,187	519,749,675
Sundry Debtors - Unsecured				
Debts over six months Considered Good		230,194,483		42,024,479
Considered Doubtful		6,485,475		5,020,000
(Refer Note No. 4 on Notes to the Accounts)		236,679,958		47,044,479
Others Debts - Considered Good		177,618,831	444.000 =00	130,052,716
			414,298,789	177,097,195

CASH AND BANK BALANCES	Rupees	AS AT 31.03.2010 Rupees	AS AT 31.03.2009 Rupees
Cash on hand Balance with Banks :	2,667,028		402,974
In Current Accounts with Scheduled banks In Fixed Deposit Accounts : With Scheduled banks	7,612,505 78,805,500		5,263,537 66,996,000
LOANS AND ADVANCES (Unsecured, Considered Good) Advances Receivable In Cash or In Kind or for Value To Be Received Interest Receivable Short Term Loans & Advances Export Benefit Receivable Insurance Claim Receivable Advance Income Tax Mat Credit Entitlement Deposits Modvat Credit Availed, Excise Duty Service Tax and VAT Advances against Orders Sundry Creditors with Debit Balances Prepaid Expenses	2,049,779 9,997,666 238,065,679 22,074,886 30,000 14,092,905 17,857,568 55,721,427 92,016,985 137,887,626 2,889,973 1,695,075	89,085,033 594,379,569 1,791,343,578	3,125,500 5,784,770 112,020,576 17,932,465 1,743,701 27,847,101 0 55,237,415 82,588,939 361,400,025 1,440,533 3,005,974 672,126,999
SCHEDULE: 8 CURRENT LIABILITIES & PROVISIONS		1,7 5 1,6 10,6 7 0	
CURRENT LIABILITIES Sundry Creditors for Goods (Refer Note No 6. On Notes to Account) Unclaimed Dividends* Sundry Debtors with Credit Balances Sundry Deposits Book Bank Overdraft Duties & Taxes payable  PROVISIONS	761,112,654 430,655 36,380,407 482,500 68,947,632 5,122,952	872,476,800	613,535,159 525,658 8,298,839 162,500 518,587 6,526,822 629,567,565
Income Tax Wealth Tax Leave Encashment Gratuity Proposed Equity Dividend Tax on Proposed Dividend	18,307,568 7,554 2,646,187 3,175,342 0	24,136,651 896,613,452	19,155,431 0 2,521,637 2,912,319 2,100,120 356,915 27,046,422 656,613,987
SCHEDULE: 9: MISCELLANEOUS EXPENDITURE (to the extent not written off or adjusted)		030,013,432	
Share issue Expenses Add: Share Issue expenses incurred during the year Less: Written off	521,562 7,652,383 8,173,945 1,606,881	6,567,064	814,990 0 814,990 293,428 521,562
Preliminary Expenses Less : Written off	0	0 6,567,064	61,206 61,206 0 521,562

<sup>\*</sup> There is no amount due and outstanding as at the Balance Sheet date to be credited to Investor Education and Protection Fund

## **SCHEDULES FORMING PART OF PROFIT & LOSS ACCOUNT**

FOR THE YEAR ENDED 31ST MARCH 2010

Rupees SCHEDULE: 10 OTHER INCOME	AS AT 31.03.2010 Rupees	AS AT 31.03.2009 Rupees
Interest (TDS Rs. 26,30,676/-) (Previous year TDS Rs. 30,00572/-	25,095,244	16,086,784
Miscellaneous Income	1,063,873	388,132
Profit on Sale of Asset	11,004	0
Dividend Income	172,127	0
Sundry Credit Balances Written Back (Net)	80,260	88,808
Prior Period Income	305,549	2,410
	26,728,057	16,566,134
SCHEDULE: 11: INCREASE / (DECREASE) IN STOCKS  Closing Stocks Finished Goods: Pharamceutical Division 38,926,291 Material in Process: Pharmaceutical Division 470,863,098  Less: Opening Stocks Finished Goods: Pharamceutical Division 5,450,219 Material in Process: Pharmaceutical Division 411,602,038	509,789,389 417,052,257 <b>92,737,132</b>	5,450,219 411,602,038 417,052,257 5,461,113 473,695,809 479,156,922 (62,104,665)
SCHEDULE: 12: RAW MATERIAL CONSUMED & PROJECT EXPENSES  Manufacturing Expenses Raw Materials Consumed - Pharmaceutical Division Trading Purchases - Pharmaceutical Division Cost of Proejcts Opening Stock Work in Progress Add: Expenses incurred during the year Less: Closing Stock Work in Progress 33,386,587	1,124,464,205 686,195,346 0 1,810,659,551	1,002,210,986 728,643,400 31,662,781 791,145 (32,453,926) 1,730,854,386

	Rupees	AS AT 31.03.2010 Rupees	AS AT 31.03.2009 Rupees
R & D Expenses & Testing Charges Packing Materials Repairs & Maintenance Excise Duty		2,719,190 9,140,431 11,322,174 4,631,930	2,332,750 11,689,307 6,036,647 (414,910)
(Refer Note No. 15 on Notes to Accounts)  Vehicle Maintenance & Fuel Charges Legal & Professional Charges Printing and Stationery Postage & Telephone Conveyance & Travelling Exp. Bank Charges Internal Auditor's Remuneration		947,603 3,167,527 1,074,061 1,368,118 1,775,697 4,638,823 208,800	841,259 6,605,945 1,013,675 1,588,381 1,749,152 6,880,903 208,800
Auditor's Remuneration: Audit Fees Tax Audit Fees Income Tax Matter Limited Review Report Fees Certification and Other Consultancy Charges	150,000 15,000 69,000 22,500 49,900		125,000 15,000 40,000 18,000 28,500
Insurance Loss on Sale / Discard of Assets Directors Sitting Fees ETP Expenses Miscellaneous & Office Expenses Prior Period Expenses Advertisement Service Tax Paid Rent, Rates & Taxes Fines & Penalties Foreign Exchange Fluctuation Loss Donation Preliminery Exp. Written Off Share Issue Exp. Written Off	15/500	306,400 3,577,342 1,950,372 42,500 9,918,080 1,383,340 0 158,560 1,703,757 5,127,455 140,000 (65,967,502) 351,000 0 1,606,881	2,590,125 417,106 35,000 8,838,245 1,438,711 107,696 217.239 1,219,319 6,239,762 108,100 76,799,297 516,501 61,206 293,428
SCHEDULE: 14: SELLING EXPENSES Sales Promotion Expenses Sales Tax Paid Transportation, Freight & Forwarding Charges Brokerage, Commission & Cash Discount		1,292,539 2,655,246 387,366 6,204,116 10,357,495 19,604,223	137,640,144 1,837,165 886,226 7,572,265 5,393,672 15,689,328

## NOTES ANNEXED TO AND FORMING PART OF THE **ACCOUNTS FOR THE YEAR ENDED 31ST MARCH 2010**

#### **SCHEDULE 15**

#### 1. SIGNIFICANT ACCOUNTING POLICIES

#### **ACCOUNTING CONVENTION**

The financial statements are prepared on the basis of going concern, under historical cost convention on an accrual basis and in accordance with the requirements of the Companies Act, 1956 and comply with the Accounting Standard issued by the Institute of Chartered Accountants of India to the extent applicable. For recognition of Income and Expenses mercantile system of accounting is followed.

#### **USE OF ESTIMATES**

The preparation of financial statements in conformity with generally accepted accounting principles requires estimates and assumptions to be made, that affect the reported amounts of assets and liabilities and disclosure of contingent liabilities on the date of the financial statements and the reported amounts of revenue and expenses during the reporting year. Differences between actual results and estimates are recognized in the year in which the results are known/materialize.

#### **FIXED ASSETS AND DEPRECIATION**

All fixed assets are stated at cost, less cenvat availed, but including relevant direct expenses. Depreciation for the year has been provided on the straight-line method U/S.205 (2)(b) of the Companies Act, 1956 at rates specified in Schedule XIV of the said Act. Depreciation on the additions/deletions to assets during the year is provided on pro-rata basis. No write off has been made in respect of GIDC leasehold land at Panoli.

#### **REVENUE RECOGNITION**

- i) Sales are stated net of trade discounts, sales return and sales tax.
- ii) The value of Cenvat benefits eligible is being reduced from the value of purchases of materials. Consumption of materials is arrived at accordingly.
- iii) Custom Duty benefits in the form of advance license entitlements are recognised on export of goods.
- iv) Income from investments is accounted on receipt
- v) Project revenues are accounted as per AS-7.

#### **INVENTORIES**

- i) Raw Materials, Stores and spares and packaging materials are valued at cost on FIFO/Weighted Average basis.
- ii) Material in Process/ Work in Progress is valued at estimated cost. Work in Progress includes cost of land, development rights, construction costs and allocated interest and expenses incidental to the projects undertaken by the company.
- iii) Finished goods are valued at lower of estimated cost or net realisable value. Costs of finished goods include excise duty wherever applicable.

#### **INVESTMENTS**

Long-term investments are stated at cost less provisions, if any, for permanent diminution in value of such investments

#### g) **EMPLOYEE BENEFITS**

Defined Contribution Plan
Company's contribution paid/payable during the year to Provident fund are recognised in the Profit & Loss Account.

Defined Benefit Plan
The company's liabilities towards gratuity and leave encashment, a defined benefit obligation, is accrued and provided for on the basis of actuarial valuation, using the projected unit credit method as at the Balance Sheet date.

#### h) FOREIGN CURRENCY TRANSACTIONS

) Foreign currency transactions are recorded at the exchange rate prevailing at the time of transactions & exchange difference, if any, on settlement of transaction is recognised in the Profit & Loss Account.

ii) Amount of Foreign currency transactions remaining pending at year-end are recorded at the exchange rate prevailing at that time.

iii) The difference in translation of long-term monetary assets and liabilities and realised gains and losses on foreign currency transactions relating to acquisition of depreciable capital assets are added to or deducted from the cost of the asset and depreciated over the balance life

iv) Foreign currency balance at the end of the year, in EEFC bank account is converted in Indian currency at the exchange rate prevailing at that time.

#### **BORROWING COSTS**

- ) Borrowing cost attributable to acquisition and/or construction of qualifying assets is capitalised as cost of such assets up to the date when such asset is ready for its intended use.
- ii) Borrowing cost on working capital is charged to Profit & Loss Account.

MISCELLANEOUS EXPENDITURE
Preliminary and Share issue expenses are amortised over a period of five years.

#### **TAXES ON INCOME**

- Tax expense comprises of Current, Deferred and Fringe Benefit Tax. Current Income Tax and Fringe Benefit Tax is measured at the amount expected to be paid to the tax authorities in accordance with the Income Tax Act,
- ii) Deferred tax is recognised, subject to consideration of prudence on timing difference, being the difference between the taxable and accounting income/ expenditure that originate in one year and are capable of reversal in one or more subsequent year(s). Deferred tax assets are not recognised unless there is virtual certainty that sufficient future taxable income will be available, against which such deferred tax asset will realise.

iii) Minimum Alternative Tax (MAT) credit is recognised as an asset only when and to the extent there is convincing evidence that the company will pay normal income tax during the specified period. In the year in which the MAT credit becomes eligible to be recognised as an asset in accordance with the recommendations contained in Guidance Note issued by the ICAI, the said asset is created by way of a credit to the Profit and Loss account and shown as MAT Credit Entitlement. The company reviews the same at each balance sheet date and writes down the carrying amount of MAT Credit Entitlement to the extent there is no longer convincing evidence to the effect that Company will pay normal Income Tax during the specified period.

## I) PROVISIONS, CONTINGENT LIABILITIES AND CONTINGENT ASSETS

Provisions involving substantial degree of estimation in measurement are recognized when there is a present obligation as a result of past events and it is probable that there will be an outflow of resources. Contingent Liabilities are not recognized but are disclosed in the notes. Contingent Assets are neither recognized nor disclosed in the financial statement.

#### m) IMPAIRMENT OF ASSETS

The Company assesses at each balance sheet date whether there is any indication that an asset may be impaired. If any such indication exists, the company estimates the recoverable amount of the asset. If such recoverable amount of asset or the recoverable amount of cash generating unit to which the asset belongs is less than its carrying amount, the carrying amount is reduced to its recoverable amount. The reduction is treated as an impairment loss and is recognized in the Profit and Loss account. If at the balance sheet date there is an indication that if a previously assessed impairment loss no longer exists, the recoverable is reassessed and the asset is reflected at the recoverable amount.

2. NOTES TO ACCOUNTS

	NOTES TO ACCOUNTS		
	Particulars	Current Year	Previous Year
		(Rs. in Lacs)	(Rs. in Lacs)
	Contingent Liabilities		
i)	Liability in respect of Bills	447.37	477.72
	Discounted with Bank		
ii)	Letter of Credit	346.58	956.55
iii)	Claims against the company		
	not acknowledged as debts		
	a) Sales Tax	NIL	11.30
	b) Excise Duty	21.74	59.03

3. Exchange differences relating to long-term monetary items, arising during the year, in so far as they relate to acquisition of depreciable capital assets are deducted from the cost of assets and depreciated over the balance life of asset. Accordingly an amount of Rs. 15.83 lacs has been deducted from the cost of fixed assets and the profit for the year is lower by this amount.

**4.** Sundry debtors include **Rs. 64.85 lacs** (P.Y. Rs.50.20 Lacs) which are considered doubtful of recovery. However no provision is made as the matter is subjudice and necessary effect will be given in the account as and when settled.

5. MANAGERIAL REMUNERATION

	Particulars	Current Year (Rs. In Lacs)	Previous Year (Rs. In Lacs)
i) ii)	Remuneration to Managing Director Salaries Remuneration to	24.00	24.00
	Whole Time Director Salaries and Allowances etc	18.75	12.53
iii)	Directors Sitting Fees	0.43	0.35

- **6.** The company is in the process of compiling the information required to be disclosed under the Micro, Small and Medium Enterprises Development Act, 2006. The management does not envisage any material impact on the financials in this regard, which has been relied upon by the auditors.
- 7. Export incentive has been computed on the basis of prevailing rates as per Import & Export policy. Difference, if any, between actual realisation and the amount so computed will be accounted for as and when realised. Export incentives of Rs. 179.32 lacs (previous year 220.75 lacs) includes Rs. 119.18 lacs (previous year 119.18 lacs) incentive under the target plus scheme announced by the Government of India. However, due to subsequent reduction of incentive under target plus scheme there will be a lapse of Export incentive to the extent of Rs. 119.18 lacs. No provision has been created for the said loss.
- **8.** The break up of Deferred Tax Assets and Deferred Tax Liability at the year end is as under:

	Current	Previous
Particulars	Year	Year
	(Rs. in Lacs)	(Rs. in Lacs)
l) <u>Deferred Tax Assets</u>		
Provision for Leave Encashment	8.18	7.79
Carry Forward Losses	517.41	819.79
Provision for Gratuity	9.81	8.99
Expenses allowable on	2.17	NIL
payment basis		
	537.57	836.57
ii) <b>Deferred Tax Liability</b>		
Depreciation on Excess of		
Net Block over Written Down		
Value of Fixed Assets as per		
Provisions of the Income		
Tax Act, 1961	483.54	448.51
Net Deferred Tax Assets /	54.03	388.06
(Liability)		

#### 9. Additional information as required under Part II Schedule VI to the Companies Act, 1956 are as under :-

		Current Year		Previous Year	
		Qty.	Value (Rs. In Lacs)	Qty.	Value (Rs. In Lacs)
a. b.	LICENSED CAPACITY Pharmaceutical Intermediates INSTALLED CAPACITY	N. A.	-	N. A.	-
δ.	Pharmaceutical Intermediates (As certified by the Management)	960000 kgs	-	960000 kgs	-
C.	ACTUAL PRODUCTION INCLUDING PRODUCTION AT LOAN LICENSEE LOCATIONS				
	Pharmaceutical Intermediates Reprocessing of Intermediates	942242 kgs 20443 kgs 962685 kgs	- - -	651613 kgs 79878 kgs 731491 kgs	- 
d.	SALES  i) Pharmacourtical Intermediates	· ·	14521 25		12001 42
	<ul><li>i) Pharmaceutical Intermediates</li><li>ii) Tablets/Syrups</li></ul>	936375 kgs	14521.25 -	736496 kgs 20977392 nos	12891.43 1693.18
	iii) Chemicals & Other	11766397 kgs	6878.00	6120339 kgs 380650 ltr.	5656.66
0	OPENING STOCK OF FINISHED GOODS		21399.25		20241.27
e.	Pharmaceutical Intermediates	2315 kgs	54.50	4820 kgs	54.61
f.	CLOSING STOCK OF FINISHED GOODS Pharmaceutical Intermediates	28625 kgs	389.26	2315 kgs	54.50
g.	CONSUMPTION OF RAW MATERIALS				
	For Own Production i) Raw Materials	6265464 kgs 2418032 ltrs	11244.65	5049117 kgs 1955980 ltrs	10022.11
	Purchase of finished goods for resale i) Chemicals & Other	11766397 kgs	6861.95	6120339 kgs 380650 ltr	5637.44
	ii) Tablets/Syrups iii) Pharamceutical Intermediates	NIL NIL	NIL NIL	20977392 nos 2500 kgs	1567.32 81.67
	WALLE OF IMPORTS ON SIE BASIS		18106.60		17308.54
h.	VALUE OF IMPORTS ON CIF BASIS Raw Materials Capital Goods	1650875 kgs 1 No.	7412.93 7.60	1097230 kgs NIL	5380.59 NIL
i.	INCOME IN FOREIGN CURRENCY Export on FOB Basis	166341 kgs	2058.73	192299 kgs	2348.55
j.	VALUE OF RAW MATERIALS, STORES& SPARES CONSUMED FOR OWN PRODUCTION Raw Materials :	VALUE (RS. IN LACS)	%	VALUE (RS. IN LACS)	%
	Imported Indigenous	7038.28 4206.37	62.59 37.41	7227.77 2794.34	72.12 27.88
	Stores & Spares : Indigenous	11244.65 78.89	100% 100%	10022.11 40.16	100% 100%
k.	EXPENDITURE IN FOREIGN CURRENCY				
	Commission on Sales Traveling Expenses	7.99 5.59	-	17.69 4.58	-
	Sales Promotion	NIL	-	NIL	-
	Interest & Finance charges	157.04	-	130.79	-



#### 10. Related Party Disclosures

a) Related Party Disclosures and the nature of relationships is as follows:

Sr. No.	Name of the Party	Relationship
1 (i)	Shri K. M. Hiran	Managing Director
(ii)	Shri V. K. Hiran	Whole Time Director
(iii)	Shri. N. K. Hiran	Director
2 (i)	Smt. Dariyadevi Hiran	Relative
3 (i)	Actgen Pharma Pvt. Ltd.	Associate

b)	Nature	ctions with related parties are as follows :- of Transactions ling Reimbursement)	Refered in 1 above	Referred in 2 above	(Rs. In Lacs) Referred in 3 above
	1) Rent	Paid	-	41.79	-
			(-)	(37.14)	(-)
	2) Rem	uneration	42.75	_	_
	Z) Rem	uncrution	(42.32)	(-)	(-)
	3) Year	End Outstanding:			
	1)	Sundry Creditors	5.21	_	_
	•/	Sundry Creditors	(0.37)	(-)	(-)
	ii)	Deposits	-	428.48	-
	,		(-)	(428.48)	(-)
	iii)	Investments	-	· _	441
			(-)	(-)	(-)
	iv)	Sales	-	-	286.93
			(-)	(-)	(-)
	v)	Purchase	-	-	361.44
			(-)	(-)	(-)

Note: Previous year figures are given in bracket.

11.	Basic & Diluted Earning Per Share	Current Year	Previous Year
I)	Profit / (Loss) after taxation as per Profit and Loss Account	Rs 74,487,600	Rs. (17,37,77,636)
ii)	No of Weighted Average Equity Shares For Basic earning per share For Diluted earning per share	(Nos) 5,25,03,000 (Nos) 5,25,03,000	(Nos) 5,25,03,000* (Nos) 5,25,03,000*
iii)	Face Value of Equity Share	Rs. 10/- each	Rs. 10/- each
iv)	Basic earning per share	Rs. 1.42	Rs. (3.31)
v) * <b>A</b> e	Diluted earning per share diusted for issue of Bonus shares in 2009-10 in rat	Rs. 1.42	Rs. (3.31)

#### 12. Financial & Derivative Instruments

(a) Derivative Contracts entered into by the company and outstanding as on 31st March, 2010.

For Pledging currency and Interest rate related Risks:-

Nominal amounts of derivative contracts entered into by the company and outstanding as on 31<sup>st</sup> March, 2010 amount to Rs. 508.36 lacs (Previous Year Rs. NIL). Category wise break-up is given below:-

Sr. No.	PARTICULARS	AS AT 31 <sup>st</sup> MARCH 2010	AS AT 31 <sup>ST</sup> MARCH 2009
1	Forward Contracts	508.36	NIL

#### (b) Details of foreign currency exposures that are not hedged by derivative instruments or Otherwise:

		Current Year		Previous Year	
Particulars	Currency	Amount in	Equivalent	Amount in	Equivalent
		Foreign	Indian	Foreign	Indian
		Currency	Currency	Currency	Currency
		(Rs. in lacs)	(Rs. in lacs)	(Rs. in lacs)	(Rs. in lacs)
Liabilities Payable	USD	120.57	5418.41	49.10	2499.42
	EURO	NIL	NIL	0.62	41.57
Assets Receivable	USD	3.96	177.96	91.31	463.02

#### 13. Employee benefits

The Company has classified the various benefits provided to employees as under:

i) Defined Contribution Plans

During the year, the company has recognised the following amounts in the Profit and Loss Account:

	Current Year (Rs. in lacs)	Previous year (Rs. in lacs)
Employer's Contribution to Provident		
Fund & Other Funds	10.14	12.28
(Included in Employees Remuneration and Benefits)		

#### ii) Defined Benefit Plans

In accordance with Accounting Standard 15 (R), actuarial valuation was done as on 31<sup>st</sup> March 2010 in respect of Contribution to Gratuity Fund and Leave Encashment using "Projected Unit Method". The charge on account of provision for gratuity and leave encashment has been included in Employees Remuneration & Benefits.

#### (a) Changes in Present value of obligation

Particulars	Current Year Gratuity	Previous Year Gratuity	Current Year Leave Encashment	Previous Year Leave Encashment
	(Unfunded)	(Unfunded)	(Unfunded)	(Unfunded)
	(Rs. in lacs)	(Rs. in lacs)	(Rs. in lacs)	(Rs. in lacs)
Present Value of				
Obligation as at April 1, 2009	29.12	23.56	25.22	21.40
Current Service Cost	4.48	4.29	2.35	2.56
Benefits Paid	1.46	0.22	1.38	0.45
Interest Cost	2.04	1.65	1.77	1.50
Actuarial (gain)/ loss on obligation	2.43	(0.16)	1.49	0.22
Present Value of Obligation as at March 31, 2010	31.75	29.12	26.46	25.23



#### (b) Reconciliation of Present Value of Defined Obligation and the fair Value of Plan Assets

Particulars	As at 31.03.2010 Gratuity (Unfunded) (Rs. in lacs)	As at 31.03.2009 Gratuity (Unfunded) (Rs. in lacs)	As at 31.03.2010 Leave Encashment (Unfunded) (Rs. in lacs)	As at 31.03.2009 Leave Encashment (Unfunded) (Rs. in lacs)
Present Value of Obligation as at March 31, 2010	31.75	29.12	26.46	25.23
Fair Value of Plan Assets As at March 31, 2010	NIL	NIL	NIL	NIL
Liability Recognised in the Balance Sheet	31.75	29.12	26.46	25.23

#### (c) Expenses recognized in the Profit and Loss Account

Particulars	Current Year Gratuity (Unfunded) (Rs. in lacs)	Previous Year Gratuity (Unfunded) (Rs. in lacs)	Current Year Leave Encashment (Unfunded) (Rs. in lacs)	Previous Year Leave Encashment (Unfunded) (Rs. in lacs)
Current Service Cost	4.48	4.29	2.35	2.56
Interest Cost	2.04	1.65	1.77	1.50
Expected Return on Plan Assets	NIL	NIL	NIL	NIL
Actuarial (gain)/loss	2.43	(0.16)	1.49	0.21
Net Cost	4.09	5.78	2.62	4.27

#### (d) Actuarial Assumptions :

Particulars	Current Year Gratuity (Unfunded) (Rs. in lacs)	Previous Year Gratuity (Unfunded) (Rs. in lacs)	Current Year Leave Encashment (Unfunded) (Rs. in lacs)	Previous Year Leave Encashment (Unfunded) (Rs. in lacs)
Retirement Age	58 years	58 years	58 years	58 years
Withdrawal Rates	1% per annum	1% per annum	1% per annum	1% per annum
Future Salary Rise	5% per annum	5% per annum	5% per annum	4% per annum
Rate of Discounting	8% per annum	7% per annum	7% per annum	7% per annum
Return on Plan Assets	N. A.	N. A.	N. A.	N. A.
Mortality Table	L.I.C. (1994-96)	L.I.C. (1994-96)	L.I.C. (1994-96)	L.I.C. (1994-96)
	Ultimate	Ultimate	Ultimate	Ultimate

#### (e) Notes:

The estimates of rate of escalation in salary considered in actuarial valuation, takes into account inflation, seniority, promotion and other relevant factors including supply and demand in the employment market. The above information is certified by the actuary.

#### 14. Segment Reporting:

The company has identified two business segments viz .Pharmaceuticals and Construction. Pharmaceuticals segment comprise of manufacture and trading of Pharmaceutical Intermediates and chemicals.

(Rs. in lacs)

Pharmaceuticals Construction Total						
DEVENILIE						
REVENUE	Current Year	Previous Year	Current Year	Previous Year	Current Year	Previous Year
Gross Sales	21,399.25	20 241 27	0.00	0.00	21 200 25	20 241 27
Total Revenue		20,241.27	0.00	0.00	<b>21,399.25</b> 21,399.25	<b>20,241.27</b> 20,241.27
Total Revenue	21,399.25	20,241.27	0.00	0.00	21,399.23	20,241.27
Segment Results	1,643.20	(1,757.69)	0.00	0.00	1,643.20	(1,757.69)
Interest Income	1,043.20	(1,737.03)	0.00	0.00	250.95	160.87
Interest income Interest Expense					(862.96)	(929.72)
Profit / (Loss) on sale /					19.39	4.17
discard of Assets					15.55	7.17
Net Profit Before Tax					1,050.58	(2,522.37)
Provision for Current Tax					178.65	0.00
Provision for Mat Credit					(178.58)	0.00
Provision for Earlier Year Tax					(28.39)	3.01
Provision for Fringe Benefit Tax					0.00	2.75
Provision for Deferred Tax					334.03	(790.36)
Net Profit / (Loss) after Tax					744.88	(1,737.78)
Tree Front's (2009) after Tax					7 1 1.00	(1,7 37 .7 0)
OTHER INFORMATION						
Segment Assets	20,333.81	14,577.05	1,690.35	3,826.32	22024.16	18,403.37
Unallocated Corporate Assets		,	.,		207.01	86.65
Total Assets					22231.17	18,490.02
Segment Liabilities	14,336.43	11,728,21	0.00	0.00	14,336.43	11,728.21
Unallocated Corporate Liabilities	,	, , ,			0.00	0.00
Total Liabilities					14,336.43	11,728.21
Capital Expenditure Incurred	285.59	274.91	7.42	0.00	293.01	274.91
During The Year						
Depreciation	232.81	0	0.28	0.00	233.09	202.55
Other Non Cash Expenditure					16.07	3.55
GEOGRAPHICAL SEGMENT						
Revenue (Gross Sales)						
Domestic Sales					19,073.27	17,509.96
Export Sales					2,325.98	2,731.31
					21.222.5	22.211.5
					21,399.25	20,241.27

- **15.** Excise duty shown under the head Manufacturing & Other Expenses represents the aggregate of excise duty borne by the company and the difference between excise duty on the opening and closing stock of finished goods.
- **16.** Previous years figures have been regrouped and recast wherever necessary.

Signature to Schedules 1 to 15

AS PER OUR REPORT OF EVEN DATE FOR AND ON BEHALF OF **B. L. DASHARDA & ASSOCIATES** CHARTERED ACCOUNTANTS

FOR AND ON BEHALF OF THE BOARD OF DIRECTORS

**B. L. DASHARDA,** PARTNER M.NO. 13708. F.R. NO. 112615W

KANTILAL M. HIRAN CHAIRMAN & MANAGING DIRECTOR VIJAY K. HIRAN WHOLE TIME DIRECTOR ANU BIRLA COMPANY SECRETARY

MUMBAI, DATED:  $29^{TH}$  MAY,2010

MUMBAI, DATED: 29<sup>TH</sup> MAY,2010



#### ADDITIONAL INFORMATION PURSUANT TO PART IV OF SCHEDULE VI **TO THE COMPANIES ACT, 1956**

_	ANCE SHEET ABSTRACT AND COMPANY'S Registration Details	S GENERAL BUSINESS PR	OFILE :-	
<u>l.</u>	Registration Details Registration No. Balance Sheet Date	29596 31.03.2010	State Code	11
<u>II.</u>	<u>Capital raised during the Year (in rupees)</u> Public Issue Bonus Issue	NIL 420,024,000	Rights Issue Private Placement	NIL NIL
Ш	Position of Mobilisation & Depolyment of Funds (in Rupees) Total Liabilitlies	<u>2,223,116,878</u>	Total Assets	2,223,116,878
	SOURCES OF FUNDS Paid-up-Capital	525,030,000	Reserve and Surplus	264,443,901
	Secured Loans	462,915,356	Unsecured Loans	74,114,170
	Deferred Tax Liability	0		
	APPLICATION OF FUNDS			
	Net Fixed Assets	371,773,419	Investment	48,029,310
	Net Current Assets	894,730,127	Misc. Expenditure	6,567,064
	Deferred Tax Assets	5,403,50 <i>7</i>		
<u>IV.</u>	PERFORMANCE OF COMPANY Turnover	2,056,355,177	Total Expenditure	1,951,296,785
	Profit / Loss before Tax +	105,058,392	Profit / Loss After Tax	74,487,600
	(+ for Profit - for loss)			
	Earning Per Share Rs. (Annualised)	1.42	Dividend	0
<u>V.</u>	Generic Name of Principal Product:			
	(A) Item Code No.		294190-3	
	Product Description		CIPROFLOXACIN HYDROCHLORIDE - USP OFLOXACIN	
	(B) Item Code No.		N. A.	
	Product Description		PROJECT DEVELOPMENT	
	AS PER OUR REPORT OF EVEN DATE FOR AND ON BEHALF OF <b>B. L. DASHARDA &amp; ASSOCIATES</b> CHARTERED ACCOUNTANTS	FOR AND ON E	BEHALF OF THE BOARD OF	DIRECTORS
	<b>B. L. DASHARDA,</b> PARTNER M.NO. 13708. F.R. NO. 112615W	KANTILAL M. HIRAN CHAIRMAN & MANAGING DIRECTOR	<b>VIJAY K. HIRAN</b> WHOLE TIME DIRECTOR	<b>ANU BIRLA</b> COMPANY SECRETARY

MUMBAI, DATED: 29<sup>TH</sup> MAY,2010

MUMBAI, DATED :  $29^{TH}$  MAY,2010