

mineral mining + chemistry =  
touching everyday life



21st ANNUAL REPORT 2007-08

## People

### Board of Directors

Mr. Chandresh S. Parikh - Chairman & Managing Director  
 Mr. Rajesh C. Parikh - Joint Managing Director  
 Mr. Sudhir R. Parikh - Director (Finance)  
 Mr. Vishnu R. Varshney - Nominee Director GVFL  
 Mr. Mihir A. Joshi - Nominee Director GVFL  
 Mr. Diptimoy D. Bhattacharjee - Nominee Director IDBI  
 Mr. Vithaldas D. Talati  
 Mr. Pravinchandra M. Shah  
 Mr. Ram A. Devidayal  
 Mr. Harish K. Sheth

### Company Secretary

Mr. Nikunj J. Savaliya

### Audit Committee

Mr. Diptimoy D. Bhattacharjee (Chairman)  
 Mr. Vishnu R. Varshney  
 Mr. Pravindchandra M. Shah  
 Mr. Ram A. Devidayal (From April 26, 2008)

### Remuneration Committee

Mr. Vishnu R. Varshney (Chairman)  
 Mr. Vithaldas D. Talati  
 Mr. Pravinchandra M. Shah  
 Mr. Diptimoy D. Bhattacharjee

### Nomination & Compensation Committee

Mr. Chandresh S. Parikh (Chairman)  
 Mr. Rajesh C. Parikh  
 Mr. Vithaldas D. Talati  
 Mr. Pravinchandra M. Shah  
 Mr. Ram A. Devidayal

### Share Transfers & Investors' Grievances Committee

Mr. Pravinchandra M. Shah (Chairman)  
 Mr. Sudhir R. Parikh  
 Mr. Diptimoy D. Bhattacharjee  
 Mr. Vithaldas D. Talati

### Finance Committee

Mr. Chandresh S. Parikh (Chairman)  
 Mr. Sudhir R. Parikh

### Committee for Redressal of Depositors

Mr. Rajesh C. Parikh (Chairman)  
 Mr. Mihir A. Joshi

### IPO Committee

Mr. Chandresh S. Parikh (Chairman)  
 Mr. Rajesh C. Parikh  
 Mr. Sudhir R. Parikh  
 Mr. Mihir A. Joshi  
 Mr. Vithaldas D. Talati  
 Mr. Pravinchandra M. Shah

### Statutory Auditors

M/s. Manubhai & Co., Ahmedabad

### Bankers

State Bank of India  
 Small Industrial Development Bank of India

### Registered Office & Works

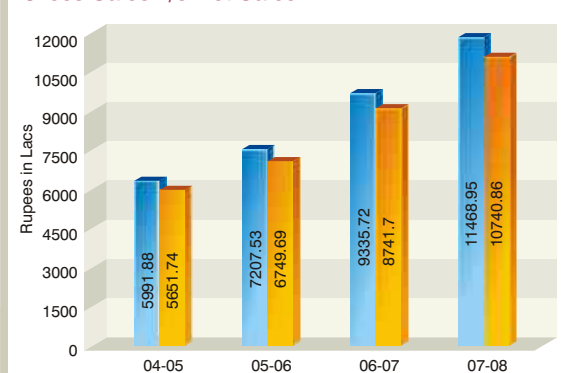
9/10, GIDC Industrial Estate, Waghodia,  
 Dist.: Vadodara - 391 760.  
 Gujarat, India.

### Corporate Office

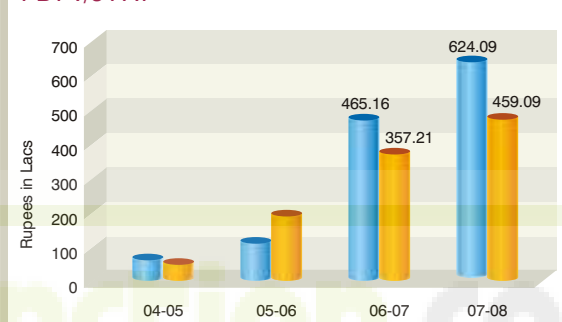
134-135, Hindustan Kohinoor Industrial Estate,  
 L.B.S. Marg, Vikhroli (W), Mumbai, India.  
 Ph.: +91 22 32401006, 25771325  
 Fax: +91 22 25771333  
 Email: corporate@20microns.com  
 Visit us: www.20microns.com

## Performance

Gross Sales v/s Net Sales



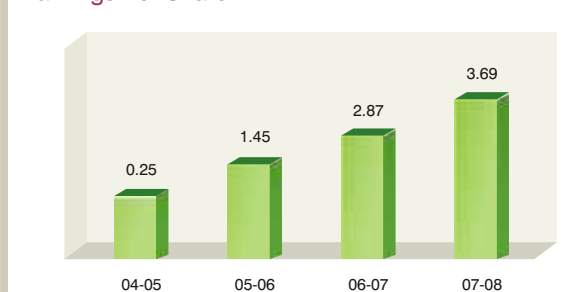
PBT v/s PAT



Allocation of Income



Earnings Per Share



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## From Mining to Sub-micronising





Mining company with so many industrial use and more like...

Construction, Cosmetics, Sealants & Adhesives, Pigment & Ink, SMC & DMC Mouldings, Foundry & Steel.

Don't get surprised! just analyse how we have spread our wings to explore your everyday life. The secret of our company's massive growth lies in our ideology, which is scaling high on global level. The dream for others is achievable for us just have the glimpses of our unbelievable attainments & the products in which we are playing major role. After all the world is a stage.

## Chairman's Statement

**“ Dear Shareholder,**

***It gives me great pleasure to welcome you all at this Annual General Meeting.***

***At the turn of this Century we had set a vision for ourselves...***

***20 Microns will be a global company in the mineral industry. So, I thought it was a time we revisit our vision.***

***In continuation of our pursuit to be a global player in the mineral, which we are very close to achieve, we will expand our horizons further in to newer clusters of knowledge like “Speciality Chemicals” and sub microns products and translate all that in to viable solutions. ”***



Robust business plans in newer domains and capitalizing on new value creation opportunities were some of the hallmarks of the year gone by.

The world is witnessing powerful movement towards greater balance in the midst of an unprecedented surge of prosperity. Continued economic growth has to contend with anxiety on account of geopolitical uncertainty. In this environment, your Company continues to march forward with untiring self-confidence. We also believe that your Company has the capacity and the capability to emerge as a significant global player.

It is a matter of great satisfaction to me and also the Board of Directors that the year gone by 2007-08 was an excellent year in all respects particularly by setting a Landmark of crossing the Turnover of Rs. 100 Crores and it continued to march ahead and maintained its Pioneer position in Mineral Industry. Judged by any Standards like, Production, Productivity, Marketing, R&D, Finance and all other areas of Corporate Entity, the progress and the prosperity of your Company in each field was remarkable. This could be made possible by more focusing on operating efficiency & effective utilization of resources & efficient management of cost control. Our business vision remained robust and confident in our ability to expand existing relationship by development of new products in all applications - vertically and geographically - adding new clientele in the Globe.

The financial strategy of your Company aims at maximizing shareholders value while aligning with the regulatory environment and evolving market dynamics. As a gesture of enhancing Company's capacity utilization to the fullest extent possible by expansion and modernization program, your Company has planned for IPO and for the purpose, filed DRHP with SEBI on 5th March, 2008.

20 Microns is managed by the Board of Directors consisting of Three Executive Directors & rest Non-Executive Directors out of which Five are Independent Directors, assisted by the talented, experienced & dedicated Executives. Your Company has inducted during 2007-08 two more Independent Directors Mr. Ram Devidayal & Mr. Harish Sheth to further strengthen the Board. It will thus be seen that the Directors are drawn from various fields like Venture Capital, Business & Industry, Finance & Accountancy and Legal.

Research & Development are the prime movers of all technological developments. In its constant efforts to improve & develop the R&D activities, your Company has introduced several new products and applications for the improvement in operating efficiencies and reduction in manufacturing costs. Keeping this in view, your Company has been investing substantial amount for R&D activities.

Your Company continues to maintain its management team to work efficiently, effectively and economically to strengthen the decision making process.

Our strength is the skill of our people and the knowledge capital we have generated. Besides, our strength is the commitment, competence and culture of our people. Having one of the strongest teams of the professional drawn from related fields, we are engaged in the endeavor to reach world class excellence.

“A collaborative work culture with accountability” is an important feature of your Company's present pioneer position in the mineral industry. Your company is engaged in canalizing emotional and intellectual energy of every employee, resulting in one big family. Each member of the team is sensitized to act as an owner. Organization pride is a very strongly shared value amongst employees.

I will be failing in my duty if I do not place on record my grateful thanks to the Venture Fund for their positive and growth oriented approach in the overall development and interest of the Company and the patience and forbearance they have shown for the return on the investments in the Company. In the foreseeable future we will be meeting with their expectations.

There are many visionaries, many dreamers, many aspirants, but at the end of the day it is your accomplishments that matter. At 20 Microns, we strive to convert all our dreams and visions in to practical achievements. Yes, there is scope to grow, there is scale to expand, but it is the resounding blend of passion and desire that sets 20 Microns apart from the rest.

I see a very bright future for 20 Microns. Today, as I address you, I can see a gleam of optimism in each one of you. A gleam to outshine others, to succeed and excel.

As always, I am confident that you will continue your support to achieve this goal.

Thank you all,

Chandresh Parikh



## From the Joint Managing Director's Desk

Carrying forward the strategic context of 20 Microns Limited, we infused great sustainability characteristic by reinforcing the operating parameters of our Company in terms of growth, innovations, optimized operation management and new technology.

### Growth through Innovations

We continue to purposely strengthen our research and development. In the process we focus on market-driven innovations, new business models and technology areas of the future. We create new business opportunities with a global network that includes centers of excellence and interdisciplinary cooperation. We have combined the important technology-driven issues of the future in five growth clusters:



### Our four Strategic Guidelines

Four strategic guidelines describe our path to the future, with which we align our activities:



The combination of these four guidelines makes us successful.

### Help our customers to be more successful

We are there wherever our customers are. We invested timely in growth markets and are now active in all important markets across the Indian geographical boundary. In order to grow profitably, we need to understand our customers' business. We work closely with our customers to identify their needs and develop the right solutions. We then involve our Research and Development team to reproduce that need into a product. We view this as the best business models suited to our customers' needs. This ensures the success of our customers and, thereby, our own.

### Form the best team in Industry

As the best team in industry, we secure our Company's long-term success. We rely on the strength of each team member. This diverse range of competencies helps us to better understand our customers and develop the products and solutions they need to become more successful.

We offer attractive development opportunities as well as pay linked to individual and company performance to attract and retain the best specialists and managers. We greatly value personnel development, self learning and managers who act as role models. Our dialogue-oriented management culture plays an important role in this regard.

## “How we shape the future

*We develop new mineral chemistry + technologies and use them to meet the challenges of the future and open up additional market opportunities.*

*We combine economic success with innovative chemistry that supports the sustainability of our company.*

*This is our contribution to a better future for us and for coming generations. ”*

### Value-based management in target agreements

Value-based management is successful only if it is firmly rooted in the Company and rigorously implemented. An important factor in ensuring its successful implementation is achieved by linking it to performance-related pay. We achieve this through target agreements with our employees.

### Earn from every stone of mined materials

Ownership of Mineral Ore-bodies alone, however, is not enough. We fully recognize that the mineral and speciality chemicals business requires us to be a marketing-orientated mining company. Future growth and added value have to be invented today, in cooperation with our customers. This requires top quality, inventive, cross border thinkers throughout our organization. We support them by annually investing over 5% of revenues in Research and Development.

To serve our markets even more efficiently, 20 Microns will increasingly focus its organization by end-use application: paper, polymers, paints & coatings, ceramics, rubber, agrochemicals, construction chemicals and mineral based speciality chemicals. We will continue to remain innovative, dynamic, productive and efficient, to secure our long-term leadership of the micronized minerals industry, nationwide and worldwide.

Rajesh Parikh





20 Microns extenders upto 40-60%

Directors' Report

Directors / Promoters



From left to right: 1. Mr. Ram A. Devidayal, 2. Mr. Diptimoy D. Bhattacharjee, 3. Mr. Sudhir R. Parikh, 4. Mr. Vishnu R. Varshney, 5. Mr. Chandresh S. Parikh, 6. Mr. Rajesh C. Parikh, 7. Mr. Vithaldas D. Talati, 8. Mr. Pravinchandra M. Shah, 9.\* Mr. Harish K. Sheth, 10.\* Mr. Mihir A. Joshi.

Your Directors have pleasure in presenting 21st Annual Report together with the Audited Statement of Accounts for the year ended 31st March, 2008.

01 Performance of the Company

The Company's performance during the year 2007-08 is summarized below. (Rs. in Lacs)

For the year ended 31st March	2007-08	2006-07
Sales (gross)	11468.95	9335.72
Profit before Depreciation, interest and Tax (PBDITA)	1561.56	1236.48
Interest for the year	564.92	415.86
Depreciation for the year	372.55	355.46
Profit/(loss) for the year	624.09	465.16
<b>Tax liability:</b>		
Current Year's Tax & FBT	87.00	65.00
Earlier Years Tax Adjustments/MAT Credit	(119.00)	--
Deferred Tax Liability/[Asset]	197.00	42.95
Net Profit/(loss) for the year	459.09	357.21



Your Directors consider the working results excellent and are indicative of a very bright future.

\* Not in the above photograph



# Directors' Report *Continued...*

## 02 Operating Results

The Indian economy continued on its strong growth path during 2007-08. The current optimism and perception of brighter future is being reflected in all the major indicators of the economy. All core sectors have performed well. Like all other Companies, your Company has also benefitted from the buoyant economic growth in the Country.

Your Company has posted impressive performance by achieving a net profit of Rs. 459.09 Lacs (up by 28.52% from Rs. 357.21 Lacs in 2006-2007). During the year under review, your Company's EBDITA is Rs. 1561.56 Lacs (up by 26.29% by from Rs. 1236.48 Lacs in 2006-07).

The key factors to sustain this robust performance were entirely due to thrust on operational efficiencies through de-bottlenecking of the plant, up gradation of technology, adoption of modernized methods & processes, aggressive marketing approach and implementation of innovative ideas.

## 03 Dividend

With a view to conserve the liquid resources of the Company, your Directors regret being unable to recommend payment of Dividend to the Shareholders for the year under review.

## 04 Initial Public Offering

Your Directors are glad to inform that they are launching an IPO in a short while in respect of 94,25,632 equity shares of the face value of Rs. 10/- each consisting of:

- |    |  |
|----|--|
| i  | 67,50,000 equity shares as Fresh Issue; &  |
| ii | 26,75,632 equity shares by way of Offer for Sale by one of the Investors, in fulfillment of Company's commitment for long term growth and development and also for enhancement of Shareholders' value. |

For the purposes aforesaid, KEYNOTE CORPORATE SERVICES LIMITED, the Book Running Lead Managers to the proposed IPO, after taking into consideration all the factors & Due Diligence Report from the Legal Advisors, has filed Draft Red Herring Prospectus with SEBI on 5th March, 2008. DRHP is still under consideration of SEBI and the Company is awaiting clearance from them to proceed with the IPO.

In furtherance of this objective, the Company has already appointed In-Time Spectrum Registry Limited, Mumbai as the Registrars to the Issue and has obtained ISIN number from NSDL & CDSL.

In respect of the Applications to BSE & NSE for enlistment of the equity shares of the Company, your Directors are glad to report that BSE has been good enough to grant "in principle" approval to the listing of the equity shares of the Company. Similar approval of NSE is awaited.

## 05 Internal Controls

Your company has well defined organization structure, documented policy guidelines, predefined rolls and responsibility with authority at all levels and an extensive system of internal controls to ensure optimal utilization and protection of resources, IT security, accurate reporting of the day to day affairs and compliance with applicable laws and regulations.

The Company has adequate systems of internal control. This is to ensure that assets are safeguarded against loss from unauthorized use or disposition and those transactions are authorized, recorded and reported correctly. It also has exhaustive MIS and budgetary control system. Actual performance is reviewed with reference to the budget by the management on an ongoing basis. The existing systems are being upgraded from time to time in view of the changing scenario of market and environment of compliances required.

The internal audit function is empowered to examine the adequacy, relevance and effectiveness of control systems, compliance with policies, plans and statutory requirements.

The top management and the Audit Committee of the Board regularly reviews and implements the findings and recommendations of the internal audit panel.

## 06 Responsibility Statement

To the best of their knowledge and belief and according to the information and explanations obtained by them, your Directors make following statements in terms of Section 217(2AA) of the Companies Act, 1956:

1. The applicable accounting standards have been followed in the preparation of the Annual Accounts along with proper explanations relating to material departures.
2. Accounting policies are selected and applied consistently and judgments and estimates are made which are reasonable and prudent so as to give a true and fair view of the state of the affairs as at the end of financial year and of the profit of the Company for the year under review.
3. The Directors have taken proper and sufficient care for the maintenance of adequate accounting records in accordance with the provisions of the Companies Act, 1956 for safeguarding the assets of the Company and for preventing and detecting fraud and other irregularities.
4. The Directors have prepared the accounts on a "going concern" basis.

## 07 Future Outlook

The Company has achieved a double digit growth rate of 30% during the year which was much higher than the Indian Mineral Industry average growth rate of 13%. This is a significant indicator of future growth and development. This growth rate is expected to continue and inspire the Company and its dedicated staff to focus more attention on all its applications. The Current year 2007-2008 and all-coming years would walk on the foot prints of earlier year with the continued support of effective sales force, improvement in production facilities and implementation of innovative ideas.

The Speciality Chemicals division launched only two years back has fared dramatically well and the Company would continue to concentrate more effectively and efficiently to achieve higher growth.

During the year, the Company vigorously followed steps to improve plant efficiency, customers' satisfaction and exploitation of new applications. The Company is still continuing to consolidate, relocate and outsource manufacturing by constantly reviewing market scenario. Product development is an ongoing process carried out in a well equipped R&D Centre. This will enable the Company to review the range of products offered to the Customers.

The Company is always looking on enhancing the interest of all the stakeholders by better utilization of all its resources.

Your Company expect robust growth in existing Products and contribution of new products by adopting the following strategies:

- |   |  |
|---|--|
| ➔ | Expansion of Mineral Portfolio by adding new products.   |
| ➔ | Enhance value chain by launching new synthetic mineral products by leveraging R&D strength.  |
| ➔ | Expand into Geographies by acquiring Mines and Infrastructure facilities in Mineral rich Countries in Middle East & South East Asia. |



Net profit of  
Rs. 459.09 Lacs  
(up by 28.52% from  
Rs. 357.21 Lacs  
in 2006-2007).

# Directors' Report *Continued...*

## 08 Finance

It is a matter of proud and privilege to report that in view of the encouraging performance of the Company, effective from 1st October, 2007 the Company has opted to get an exit from Corporate Debt Restructuring mechanism and now it can explore the possibilities of fund raising through competitive options available from financial market.

### State Bank of India

At the request of the Company, the State Bank of India, the Bankers of the Company, were good enough to enhance the aggregate credit facilities from Rs. 2015 Lacs to Rs. 2860 Lacs.

### SIDBI

Likewise, SIDBI was also good enough to enhance the bills discounting facility from Rs. 140 Lacs to Rs. 200 Lacs during the year.

The continued Co-operation of the Bankers & Financial Institutions would enable the Company to always revitalize and rejuvenate the operations of the Company. Your Directors are appreciative of the good gesture of the Bankers.

## 09 Fixed Deposits

As on 31.03.2008, Fixed Deposits from Public and Shareholders stood at the total of Rs. 719.51 Lacs. 64 deposits totaling to Rs. 9.05 Lacs due for repayment on or before 31.03.2008 were not claimed by the depositors on that day. Out of these, deposits of Rs. 2.31 Lacs have since been repaid or renewed at the option of 19 depositors. No instructions have been received so far for the balance of Rs. 6.74 Lacs from 45 depositors. These deposits, if not claimed in future, shall be deposited in the 'Investors Education and Protection Fund' in due course, as per the provisions of the Companies Act, 1956.

## 10 Human Resource Development

As informed earlier Human Resources are the important tools for achieving efficiency in Production, Productivity, marketing and other areas of the Management.

The HR department focuses on three key areas embarking on:

i	Human Resources transformation program;
ii	Building Organizational and Individual capabilities; &
iii	Significantly enhancing people productivity to drive sustainable business growth.

The belief "great people create great Organizations" has been at the core of the Company's approach to its people.

## 11 Employees Stock Option Scheme [ESOS]

Details of the option granted, accepted and lapsed under ESOS, as also the disclosures in compliance with the clause 12 of Securities and Exchange Board of India (Employees Stock Option Scheme & Employees Stock Purchase Scheme) Guidelines, 1999 are set out in the Annexure to this Report.

None of the permanent employee or Whole-time Director has received options exceeding 5 % of the value of options issued for the year ending March, 2008.

Likewise, no employee has been issued share options, during the year under review equal to or exceeding 1 % of the issued capital of the Company at the time of grant.

## 12 Management Discussions and Analysis & Report on Corporate Governance

The Company is an unlisted Company and as such the provisions of Clause 49 of the Listing Agreement are inapplicable to the Company. Despite this, the Company has prepared reports on **MANAGEMENT DISCUSSIONS AND ANALYSIS & CORPORATE GOVERNANCE** which are annexed hereto, continuing its principle of transparency and sharing objective oriented information to its investors and supporters.

The Company strives to comply with the Provisions of Clause 49 to the extent possible.

## 13 Particulars of Employees

In terms of the provisions of Section 217(2A) of the Companies Act, 1956 read with The Companies [Particulars of Employees] Rules, 1975, as amended, the names & other particulars of the employees are required to be set out in the Annexure to the Directors Report. We have to state that since there are no employees falling within the purview of the said requirements, the same has not been annexed herewith.

## 14 Energy Conservation, Technology Absorption & Foreign Exchange Earnings and Out go

In terms of the provisions of 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, as amended, the particulars of Energy Conservation, Technology Absorption & Foreign Exchange Earnings and Out go are given in the Annexure to this Report.

## 15 Industrial Relations

Industrial relations scenario in your Company for the year was peaceful, cordial and healthy, as in the past. Your Company's emphasis on dispute resolution through consultative approach and mutual discussion has ensured peaceful industrial atmosphere and mutual trust between the Management and the employees.



The Company has achieved a double digit growth rate of 30% during the year which was much higher than the Indian Mineral Industry average growth rate of 13%.



## 16 Directorate

During the year, Mr. Mihir A. Joshi was appointed on 23.08.2007 as the Nominee Director of GVFL Limited in place of Mr. Bharat V. Kanani, who had since resigned from the said date.

Further, Mr. Ram A. Devidayal and Mr. Harish K. Sheth joined the Board of Directors as Additional - Non-Executive Directors with effect from 13.10.2007 & 10.12.2007, respectively. They hold their respective office as such Directors only up to the date of ensuing Annual General Meeting of the Company. They, being eligible, offer themselves for appointments. Notices under Section 257 of the Companies Act, 1956 have been received from some of the members along with deposits of Rs. 500/- proposing their candidatures for their respective office as the Directors. Necessary resolutions in this behalf is included in this notice for your approval.

Two of the Directors of the Company viz., Mr. Vishnu R. Varshney & Mr. Vithaldas D. Talati retire by rotation & being eligible, offer themselves for reappointments.

## 17 Auditors & Auditors' Report

M/s. Manubhai & Co., Statutory Auditors, retire at the ensuing Annual General Meeting and have made themselves available for re-appointment. The Company has received a letter from Statutory Auditors to the effect that, in case their appointment is made, it would be within the specified limit under Section 224(1B) of the Companies Act, 1956. You are requested to re-appoint them and to fix their remuneration.

## 18 Acknowledgement

Your Directors would like to express their grateful appreciation for assistance & co-operation received from the Government Authorities; GVCf -1995 the Investor; Banks and Financial Institutions; Customers; Vendors; Investors; Depositors and all others.

Your Directors also wish to place on record deep sense of their appreciation for the valuable services of the Executives, Staff & Workers of the Company. The enthusiasm and unstinted efforts of the employees have enabled the Company to remain at the forefront of the industry.

For and on behalf of Board of Directors

**Chandresh S. Parikh**  
Chairman and Managing Director

Vadodara: 26th April, 2008



# Annexure to The Directors' Report

## Annexure - A

### Conservation of Energy, Technology Absorption and Foreign Exchange Earnings & Out go.

Statement pursuant to 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 forming part of the Directors' Report

#### Conservation of Energy

The Company's operations do not involve substantial consumption of energy in comparison to the cost of production. Whatever possible, energy conservation measures have been implemented. Total energy consumption is as per Form - A and forms part of the report.

#### FORM - A

#### Conservation of Energy for the Accounting year ended 31st March, 2008

##### Power and Fuel Consumption

A. Fuel consumption	2007-2008	2006-2007
<b>1 Electricity</b>		
Purchased from Electricity Board		
Unit Consumed	1,40,34,287	1,35,51,209
Total Amt (Rs. in Lacs)	749.45	668.44
Average Rate / Unit (Rs.)	5.34	4.93
<b>2 Diesel / S K O</b>		
Diesel / S K O Liters	99,967	65,229
Total Amt (Rs. in Lacs)	35.91	23.53
Average Rate / Liter (Rs.)	35.92	36.07
<b>3 Gas</b>		
Gas used MT	33	13
Total (Rs. in Lacs)	15.27	4.44
Average Rate / MT (Rs.)	46,223	34,825
<b>4 Coal / Wood / Lignite</b>		
Gas / Wood / Lignite used MT	9,397	7,096
Total (Rs. in Lacs)	407.02	345.66
Average Rate / MT (Rs.)	4,331	4,871

Disclosure of particulars with respect to Technology Absorption:

#### 1. Research and Development (R&D):

- Specific areas in which R&D carried out by the Company:**  
As per Directors' Report.
- Benefits derived as a result of the above R&D:**  
As per Directors' Report.
- Future plan of action:**  
As per Directors' Report.
- Expenditure on R&D**

a. Capital	Rs. Nil
b. Recurring	Rs. 55.46 Lacs
c. Total	Rs. 55.46 Lacs
d. Total R&D expenditure as a percentage of total turnover	0.52%

#### 2. Technology Absorption, Adaptation and Innovation:

- Efforts in brief made towards technology absorption, adaptation and innovation.**  
As per Directors' Report.
- Benefits derived as a result of the above efforts, e.g., product improvement, cost reduction, product development, import substitution etc.,**  
As per Directors' Report.
- In case of imported technology (imported during the last 5 years reckoned from the beginning of the financial year), following information may be furnished:

a. Technology imported	--
b. Year of import	--
c. Has technology been fully absorbed ?	--
d. If not fully absorbed, areas where this has not taken place, reasons therefore and future plans of action:	--

#### Foreign Exchange Earnings and Outgo:

- Activities relating to exports; initiatives taken to increase exports; development of new export markets for products and services; and export plans:**  
As per Directors' Report.
- Total Foreign Exchange used and earned:**
  - Foreign Exchange Earned : Rs. 1084.82 Lacs
  - Foreign Exchange Used : Rs. 247.07 Lacs