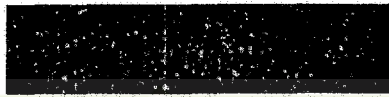


**AIMCO PESTICIDES**



**AIMCO**

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# **AIMCO PESTICIDES LIMITED**

**22ND ANNUAL REPORT**

**2008-2009**

**DIRECTORS**

**MR. MUKESH D. PATEL** (upto 1st August, 2008)  
Chairman

**MR. RAMGOPAL KAJA**  
Chairman (w.e.f 30th September, 2008)

**MR. PRADEEP P. DAVE**  
Managing Director

**MR. ASHIT P. DAVE**  
Executive Director

**DR. SAMIR P. DAVE**  
Executive Director

**DR. MAHESH PANDYA** (upto 30th July, 2008)  
Non- Executive Independent Director

**REGISTERED OFFICE**

1/1, MIDC Industrial Area  
Lote Parshuram,  
Village: Awashi  
Taluka: Khed  
District: Ratnagiri  
Maharashtra 415 707

**HEAD OFFICE**

Akhand Jyoti, 8th Road,  
Santacruz (East),  
Mumbai 400 055  
Tel. No. 91-22-67604000  
Fax No. 91 - 22 67604060/4070  
Internet:www.aimcopesticides.com  
Email : aimco@vsnl.com.

**FACTORY**

1) LOTE PARSHURAM

**COMPLIANCE OFFICER**

PRIYASURATI

Report Junction.com

**BANKERS**

State Bank of India

**AUDITORS**

M/s Contractor Nayak & Kishnadwala  
1B, Pushpam,  
K. D. Road, Vile Parle (West)  
Mumbai 400 056.

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## AIMCO PESTICIDES LIMITED

### NOTICE

NOTICE is hereby given that the 22nd Annual General Meeting of the Members of AIMCO PESTICIDES LIMITED will be held at the Registered Office of the Company at B-1/1, MIDC Industrial Area, Lote Parshuram, Village Awashi, Taluka Khed, District Ratnagiri, Maharashtra 415 707 on Wednesday, 30th September, 2009, at 12.00 P.M. to transact the following business.

#### ORDINARY BUSINESS:

1. To receive, consider and adopt the Audited Balance Sheet as at 31st March 2009 and the Profit & loss Account for the Year ended on that date together with report of Board of Directors and Auditor's thereon.
2. To appoint a Director in place of Mr. Ramgopal Kaja who retires by rotation and being eligible offers himself for re-appointment.
3. To appoint Statutory Auditors of the Company to hold office from the conclusion of this Meeting until the conclusion of the next Annual General Meeting of the Company and to fix their remuneration.

Registered Office:  
B1/1, MIDC Indl. Area,  
Lote Parshuram, Vill:Awashi  
Taluka:Khed, Dist: Ratnagiri,  
Maharashtra 415 707.

BY ORDER OF THE BOARD OF DIRECTORS  
For AIMCO PESTICIDES LIMITED

Place : MUMBAI  
Date : 30.06.2009

RAMGOPAL KAJA  
(CHAIRMAN)

#### NOTES:

1. A MEMBER ENTITLED TO ATTEND AND VOTE AT THE MEETING IS ENTITLED TO APPOINT A PROXY OR PROXIES TO ATTEND AND TO VOTE INSTEAD OF HIMSELF/HERSELF AND THE PROXY NEED NOT BE A MEMBER OF THE COMPANY.
2. Proxies, in order to be effective, must be lodged with the Company not less than 48 hours before the time of the meeting.
3. The Register of Members and Share Transfer Books of the Company will remain closed from Friday 25th September, 2009 to Wednesday 30th September, 2009(both days inclusive).
4. The Equity Shares of the Company are mandated for trading in the compulsory demat mode. The ISIN No. Allotted for the Company's shares is INE008B01013.
5. Members are requested to notify any change in their address to the Company's R & T Agents, Link Intime India Pvt. Ltd. (formerly known as Intime Spectrum Registry Limited), C-13, Pannalal Silk mills Compound, BS Road, Bhandup (W), Mumbai-400078. (Tel. Nos. 25963838, Fax No 25672693, Email : helpline@linkintime.co.in
6. Members / Proxies are requested to bring the copies of Annual Report and attendance slip duly filled while attending the Meeting.
7. Queries and information on the accounts and operations of the company, if any, may be sent by the Members to the Head Office of the Company at Mumbai at least 10 days in advance so as to enable the management to keep the information ready.
8. Members holding shares in physical form are requested to advise any change of address immediately to the Secretarial Department at the Head Office of the Company.
9. Reappointment of Director

At the ensuing Annual General Meeting, Mr. Ramgopal Kaja, Non Executive Director of the Company retires by rotation and being eligible offers themselves for re-appointment. The details pertaining to the Director required to be provided pursuant to clause 49 of listing agreement is furnished in the statement on Corporate Governance published elsewhere in the Annual Report (Page No.12)

## DIRECTORS' REPORT

Dear Members,

Your Directors are pleased to present the Twenty Second Annual Report together with the Audited Accounts of the Company for the year ended 31st March 2009.

### FINANCIAL RESULTS

	2008-09 Rs. In lacs	2007-08 Rs. In lacs
Gross Sales and other Income	1539	1289
Gross Profit	(105)	(199)
Finance Charges	250	275
Depreciation	71	73
Loss before Tax	(426)	(547)
Add: Provision for deferred tax	60	98
Less Provision for Fringe benefit Tax	3	3
Loss after Tax	(369)	(451)
Add: Short Provision of Expenses of Earlier Years	(6)	3
Add: Short provision of tax of earlier years	NIL	NIL
Add Transfer from General Reserve	NIL	17
Balance	(375)	(431)
Balance Brought Forward	(431)	NIL
Balance carried to Balance Sheet	(806)	(431)

### OPERATIONS

Your company remains focused on Exports, local sale of Branded products and focus on improving manufacturing efficiencies and Quality of products. The Company has reduced the loss in the year 2008-2009. The new products developed for Exports & Local markets fared well & holds huge potential for the future business of the company.

### CURRENT YEAR OUTLOOK

The deficient rain till today & inadequate rain forecast for Current Year in India will decrease the domestic sale of agro chemicals & may thus affect Local Market of the Company, but this situation of the local market will not affect the overall business of the Company, since the Company have better prospects in Export Market.

The Company is exploring and developing new markets like USA & Europe with the help of strategic partnership.

The Management is confident that with major new registrations obtained in current year and there is possibility to increase the export during the year.

### DIVIDEND

In view of the inadequate profit & prevailing situation in the pesticides Industry, the Board of Directors do not recommend payment of dividend on equity shares for the financial year ended March 31,2009.

### EXPORT

Export sale during the year was Rs. 745.78 Lacs, as compared to Rs. 272.25 Lacs during the previous year. Your Company expects reasonable growth in the overall export sales in the current year ..

### NEW PROJECTS/PRODUCTS

Your company is working on new Herbicide, Fluroxypyr & is expected to be commercialized this year.

### CORPORATE GOVERNANCE

**AIMCO PESTICIDES LIMITED**

As per Listing Agreement with the Stock Exchange(s), the Company has complied with the requirements of Corporate Governance. A report on Corporate Governance is attached to this report

**DIRECTORATE**

Mr. Mukesh D. Patel has resigned from office of Director. The Board while accepting his resignation with effect from 1st August, 2008 placed on record with gratitude and appreciation on contribution made by him during his tenure as Chairman & Non-Executive Director of the Company.

Mr. Ramgopal Kaja retire by rotation at the ensuing Annual General Meeting and, being eligible, offer himself for re-appointment. The Board recommends his re-appointment.

Audit Committee comprises of three Directors out of which one independent Director. The Company has required at least two independent Directors in pursuant to Clause 49 of Listing Agreement. The Company is in process to appoint a suitable candidate as an independent Director.

**DIRECTOR'S RESPONSIBILITY STATEMENT**

Pursuant to the requirements under Section 217(2AA) of the Companies Act, 1956, the Board of Directors of the Company hereby state and confirm that

- i) In the preparation of the annual accounts, the applicable accounting standards have been followed along with proper explanatory statement relating to material departures;
- ii) 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 31st March, 2009 and of the Profit & Loss Account of the company for the year under review;
- iii) 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;
- iv) These accounts have been prepared on a going concern basis.

**FIXED DEPOSITS**

The amount of Fixed Deposit held as on 31st March, 2009 was Rs. 257.77 Lacs. There were no overdue deposits except deposits of Rs. 81.53 Lacs that fell due for repayment before the close of the financial year, remained unclaimed by the depositors at the close of the accounting year.

**GENERAL**

The Management Discussion and analysis Report discusses the operations of the Company in detail and forms part of this Annual Report.

**AUDITORS**

M/S. Contractor, Nayak and Kishnadwala, Charter Accountants, Mumbai, the Statutory Auditors, hold office until the conclusion of the ensuing Annual General Meeting and are recommended for re-appointment. The Company has received a certificate from the Auditors to the effect that their re-appointment, if made will be within the limits as stipulated under section 224(1B) of the Companies Act, 1956. The members are requested to consider appointment M/S. Contractor, Nayak and Kishnadwala, as statutory Auditors at the ensuing Annual General Meeting

The comments made by the Auditors in their report are self-explanatory and do not call for further explanation

**QUALIFICATION OF AUDITORS**

1. The company has not obtained confirmation from the balances from Sundry Debtors and Sundry Creditors and advances before signing of Accounts despite of best of efforts made by the company to get the same. Management of the company confirm that Balance shown in the books is true and correct as per their knowledge.
2. The Company has not made any provisions for debtors outstanding for more than 3 years, which are

doubtful of recovery as the Company is optimistic in recovering its dues. The Company is expecting the recovery of some of the dues in the current year.

3. Loans and Advances include Rs. 159.21 Lacs being value of Export Benefits receivable by the company. The Management hereby states that all the licenses are under process of renewal and shall be renewed by concerned authorities over a period of time.
4. The Applications to the Central Government for the approval of the Reappointment and Remuneration for the Managing Director and Whole - Time Directors of the Company has been made in prescribe time limit and which is awaited. Auditor comment the self explanatory statement.
5. The post of Company Secretary was vacant for a part of the year. The company is searching a full time Company Secretary as required U/s 383A of the Companies Act, 1956.
6. The Company is not regular in deposit with appropriate authorities' undisputed statutory dues. However subsequently the company has paid part of the dues.
7. During the year company has defaulted in repayment of dues to financial institution and banks. The company has applied for restructuring and re- schedulement of installment payable for the outstanding loan with the IDBI and is awaiting its approval.

#### ENVIRONMENT

It is the Company's policy to give top priority to the environment and is committed to conserve it by using the best available technology for effluent treatment and pollution control. We are the member of the Lote Common Effluent Treatment Plant & our effluent discharge is always conforming to the CETP norms.

#### HUMAN RESOURCES

Your Directors wish to place on record their deep appreciation to employees at all levels for their all-round efforts, dedication, commitment and loyal services which helped in achieving satisfactory performance during the year.

#### PARTICULARS OF EMPLOYEES

During the year under review, the company has no employee who was in receipt of Remuneration higher than the sum prescribed under the Section 217 (2A) of the Companies Act, 1956 read together with the Companies (Particulars of Employees) Rules, 1975

#### CONSERVATION OF ENERGY, TECHNOLOGY ABSORPTION AND FOREIGN EXCHANGE EARNINGS AND OUTGO

The information required under the Companies (Disclosure of Particulars in the Report of Board of Directors) Rules, 1988 relating to the conservation of energy, technology absorption and foreign exchange earnings and outgo is annexed hereto and forms part of this Report. To conserve energy, an energy saving team had been constituted, which routinely checks all energy intensive operations and implements suitable measures wherever necessary.

#### ACKNOWLEDGEMENT

The Board is also grateful to Financial Institutions, Banks, Shareholders and Fixed Deposit Holders for their co-operation and assistance. Your Directors take this opportunity to thank State Bank of India, IDBI Ltd. & Department of Agriculture, and Government of Maharashtra for their continued assistance and co-operation. We would also like to acknowledge with gratitude the co-operation extended by our Suppliers, Customers, Distributors and Investors.

#### Registered Office:

B1/1, MIDC Indl. Area,  
Lote Parshuram, Vill:Awashi  
Taluka:Khed, Dist: Ratnagiri,  
Maharashtra 415 707.

BY ORDER OF THE BOARD OF DIRECTORS  
For AIMCO PESTICIDES LIMITED

MUMBAI  
30.06.2009

RAMGOPAL KAJA  
(CHAIRMAN)

**AIMCO PESTICIDES LIMITED****ANNEXURE TO THE DIRECTORS' REPORT:****1. CONSERVATION OF ENERGY**

## A) Energy Conservation Measures taken:

By continuous monitoring all power consuming activities, the power factor of 1.00, which is the best possible, was ensured. Sizes of the large Utility pipes were rationalized as per the new load & use, this has resulted in 15% reduction in utility costs.

## B) Additional Investments:

As per the recommendation of company's energy saving team, Effective steps will be taken. The modification of the Furnace of the solid fuel fired Boiler to improve the Steam to Fuel ratio is planned for the current year.

## C) Measures at (A) above have proved useful in reducing Fuel consumption of the Boiler.

Measures at (B) above will bring down the Power consumption.

## D) Total energy Consumption

## i) Power &amp; Fuel Consumption

1) Electricity	<b>2008-2009</b>	<b>2007-2008</b>
Purchase		
Units	<b>2.61 Lacs</b>	3.48 Lacs
Total Amount	<b>Rs.12.71 Lacs</b>	Rs.18.21 Lacs
Rate / Unit	<b>Rs.4.87</b>	Rs.5.23
2) Furnace Oil		
Quantity	<b>0.95 MT</b>	NIL
Total Amount	<b>Rs.0.15 Lacs</b>	NIL
Average Rate	<b>15.78</b>	NIL
3) Solid fuel		
Quantity	<b>998 MT</b>	1429 MT
Total Amount	<b>Rs.15.09 Lacs</b>	Rs.16.62 lacs
Average Rate	<b>Rs.1.51</b>	Rs.1.16

**2. TECHNOLOGY ABSORPTION**

## A) R &amp; D:

## 1) Specific areas in which R&amp;D carried out by the company:

It is mainly carried out in the field of process developments / modification for Agrochemical, Fine chemicals & Pharmaceutical intermediates.

## 2) Benefits derived as a result of the above R&amp;D:

New process to manufacture Herbicide and fluroxypyr were commercialized.

Production Efficiency are improved substantially

## 3) Future Plan of Action:

Contract R & D & Toll manufacturing for foreign & large local companies is actively pursued.

## 4) Expenditure on R&amp;D:

a) Capital	Rs.	NIL
b) Recurring	Rs.	NIL
c) Total	Rs.	NIL
d) Total R&D expenditure as a percentage of total turnover :-		NIL

**3. FOREIGN EXCHANGE EARNING & OUTGO.**

## A) Your company is Government registered Export House, &amp; has been taking keen interest for developing new export markets for its products.

## B) Total Foreign Exchange used &amp; earned.

During the year foreign exchange outgo was Rs 126.02 lacs. The foreign exchange earned on export was Rs.745.78 Lacs.

FOR AND BEHALF OF THE BOARD OF DIRECTORS

MUMBAI  
30.06.2009

**RAMGOPAL KAJA**  
(CHAIRMAN)



## MANAGEMENT DISCUSSION AND ANALYSIS REPORT:

### INDUSTRY STRUCTURE & DEVELOPMENT:

The Company is engaged in the business of agrochemicals. The performance of the Agrochemical Industry is largely dependent on Farming sector & Timely Rains. The year under review saw the healthy growth of the Indian Agrochemical market due to wide spread Rains & the higher commodity prices.

The competition in Export market has increased & weakening of Rupee has benefited in aggressive pricing of the products for exports.

The Company will continue to focus on cost control and cost effective production measures and give dedicated and specified thrust to Branded formulation export.

### OPPORTUNITIES AND THREATS:

The consumption of Pesticides in India is still the one of the lowest in the world. The increased focus of the Indian farmers for the crops for exports, growth in irrigation, growth in food processing facilities & Farmer supporting Government at the Centre are positive indicators for the long term potential of the Pesticides Industry. The increase in production & use of Bio-Fuels remains one of the most promising factors for future Pesticides business growth.

The unfavorable climatic conditions, large inventory maintenance and extended credit due to seasonal nature of the agri-business, high raw material and energy costs due to high crude prices and cultivation of genetically modified crop, non availability of customer credit due to Global subprime crisis remain major threats for the Pesticides Business.

### OUTLOOK:

The business outlook for the current year is optimistic even though in the progress of the monsoon in India is below normal. Sales from the many new exports markets are expected this year due to the new Registrations, approvals obtained. As most of the raw materials are indigenously manufactured, Depreciation of Rupee will help the Export Business.

### RISKS & CONCERNS:

The changes in weather conditions with erratic monsoon remain the major Risk & concern of the pesticides Industry. The benefits of the genetically modified crops to the farmers are not proved convincingly, so its effect to the pesticides industry is yet to be fully studied and understood but it has already started to reduce the Cotton Insecticides sales. Non availability of key raw materials, regulatory changes in Pesticide Registration system in India & world over, non availability of credit insurance & wild currency fluctuation also remains major risks.

### INTERNAL CONTROL SYSTEM:

The Company maintains an adequate and effective internal control systems commensurate with its size and nature of business. These internal policies ensure efficient use and protection of company's assets and resources, compliance with policies and statues as well as promptness of financial and operational report.

### ENVIRONMENT AND SAFETY:

The company's environment policy follows strict compliance with the environmental legislations for prevention of pollution of air and water and to make continuous efforts for improvement in such environmental friendly performance. The company believes that its resources are conserved by minimization of process wastes and also by having an efficient environmental management system for treatment and safe disposal of such wastes. The company provides safe work place within the organization and ensures that safety consciousness is spread amongst all the employees



## AIMCO PESTICIDES LIMITED

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### INDUSTRIAL RELATIONS AND HUMAN RESOURCE DEVELOPMENT:

The Company considers that its relationship with its employees as vital and ensures that employees feel valued and is endeavoring to create an environment and culture within which every employees can put his best efforts and maximize his contribution.

The company ensures that all its employees remain competent through education, skills, training and experience as necessary. The initiatives taken by the management in this direction will help in attaining professional and productive culture by a blend of technology and highly skilled manpower.

### DISCUSSION ON FINANCIAL PERFORMANCE WITH RESPECT TO OPERATIONAL PERFORMANCE.

The financial performance of the company has been steady throughout the year. During the year there has been a slight increase in sales from 1136 Lacs to 1194 Lacs. The company suffered loss after tax of Rs 369 Lacs during the year as compared to the last year's Rs. 451 Lacs.

The total income of the company has increased from Rs. 1141 Lacs in 2007-08 to Rs 1142 Lacs in 2008-09 as compared to the expenditure which has decreased from Rs. 1687 Lacs in 2007-08 to Rs.1568 Lacs in 2008-09.

The EPS of the Company during the year is Rs (4.06) per Equity Share as compared to last year's Rs. (4.85) per Equity Share.

The key objectives of future financial strategy of the company are :

1. To raise cost efficient funds for the growth plans of the Company.
2. To provide financial flexibility in the Balance sheet for Contingencies.
3. To manage Foreign Exchange exposure effectively.
4. To develop strategy to focus on EPS accretion.

### OPERATIONAL PERFORMANCE

The new fine chemical production plant has not reached the desired level of operation due to quality stabilization, which will reach its full capacity by year end. With the infusion of new technology the company expects to have growth in manufacturing and marketing its products during the current year.

### CAUTIONARY STATEMENT:

Statement in the "Management's Discussion & Analysis Report" section describes the Company's objectives, projections, estimates, expectations or prediction may be " forward looking statements " within the meaning of the applicable securities, laws and regulations. Annual results can differ materially from those expressed or implied, depending on the economic and climatic conditions, government policies and other incidental factors.

## CORPORATE GOVERNANCE REPORT

(Pursuant to the Clause 49 of the Listing Agreement)

### 1 CORPORATE GOVERNANCE PHILOSOPHY

- \* The Philosophy of the Company in relation to corporate governance is to ensure transparency, disclosures and reporting that conforms fully with law, regulations and guidelines, and to promote ethical conduct through out the organization, with primary objective of enhancing shareholders' value while being a responsible corporate citizen. Aimco Pesticides Limited believes that transparency in operations strengthens investors' confidence.

### 2 BOARD OF DIRECTORS

#### A) COMPOSITION:(AS ON MARCH 31, 2009)

- \* The Company has 4 Directors with a Non- Executive Chairman: out of the 4 Directors, 1 is Independent -Non- Executive Director.

#### B) NUMBER OF BOARD MEETINGS HELD, DATES ON WHICH HELD:

- \* During the year 6 Board Meetings were held on April 28, 2008, June 30, 2008, July 30, 2008, September 30, 2008, October 31, 2008, and January 30, 2009.

#### C) THE NAMES AND CATEGORIES OF THE DIRECTORS ON THE BOARD, THEIR ATTENDANCE AT BOARD MEETINGS AND AT ANNUAL GENERAL MEETING HELD DURING THE YEAR AND THE NUMBER OF DIRECTORSHIPS AND COMMITTEE CHAIRMANSHIPS/ MEMBERSHIPS HELD BY THEM IN OTHER COMPANIES ARE GIVEN BELOW.

Name	Category	No. of Board Meetings Attended during 2008-09	Whether attended last AGM	No. of directorships held in other Public Companies	No. of Committee Positions held in other Public Companies	
					Chair -Person	Member
Mr. Pradeep P. Dave	Managing Director Promoter Executive	6	Yes	3	NIL	NIL
Dr. Samir P. Dave	Promoter Executive	6	Yes	4	NIL	NIL
Mr. Ashit P. Dave	Promoter Executive	6	Yes	4	NIL	NIL
Mr. Mukesh D. Patel <sup>2</sup>	Independent Non -Executive	2	No	10	4	1
Mr. Ramgopal Kaja Chairman <sup>3</sup>	Independent Non -Executive	5	Yes	NIL	NIL	NIL
Dr. Mahesh B. Pandya <sup>1</sup>	Independent Non -Executive	0	No	NIL	NIL	NIL

<sup>1</sup> since resigned from directorship w.e.f. 30th July, 2008

<sup>2</sup> since resigned from directorship w.e.f. 1st August, 2008

<sup>3</sup> appointed Chairman of the Board w.e.f. 30th September, 2008