

# 48<sup>th</sup> ANNUAL REPORT - 2017 - 18





Prof. R. S. S. Mani  
Independent Director

Dr. Jimmy Mirchandani  
Director

Dr. Rahul Mirchandani  
Chairman & Managing Director

Mr. B. V. Dholakia  
Independent Director

Mr. C. B. Chhaya  
Independent Director

Mrs. Nitya Mirchandani  
Director

## Board Of Directors & Achievement



The Company was selected to be part of the Agricultural Task Force put together by the Champions of Change initiative of NITI Aayog and the Prime Minister's office. Over the course of deliberations on the 21<sup>st</sup> and 22<sup>nd</sup> of August 2017 extensive inputs were provided on behalf of the specialty plant nutrition industry and policy enablers to grow our industry. These were presented to the Hon'ble Prime Minister and council of Ministers in Delhi.



First Agro based company in the country wins Limca Book of Records



Skoch Gold Award



Skoch order of merit





All India planning meeting was conducted at Jaipur with top management, region and state heads and strategic partners to finalize plans for 2017-18.



Product launch in Horticulture Exhibition, Inauguration by Hon. Shri Yanamala Ramkrishnudu, Finance Minister, Andhra Pradesh.



The Company had several training programmes for GST transition and made transition to the new taxation system within a record 72 hours with minimal impact on dispatches.

## Daries Family Grows

Flash sales were conducted at Delhi, Amritsar, Goa, Bhubaneswar, Guntur, Vishakhapatnam and Kolkata.





## aries Customer Convention

◀ Futura Training programme at Warangal.



Cardamom Planters Meeting was conducted in Kerala to introduce our range of specialized products for Cardamom plantations in July 2017.



Half Yearly Meeting 2017, EDI, Gandhinagar.



MOU Signing Ceremony With Jio for digitalization Solution.

**48<sup>th</sup> Annual Report  
2017 - 2018**

**BOARD OF DIRECTORS**

**Dr. Rahul Mirchandani** Chairman & Managing Director  
**Dr. Jimmy Mirchandani**  
**Mrs. Nitya Mirchandani** Non-Executive, Non-Independent Directors  
**Prof. R. S. S. Mani**  
**Mr. C. B. Chhaya** Independent Directors  
**Mr. B. V. Dholakia**

**AUDIT COMMITTEE**

**Mr. B. V. Dholakia**, Chairman  
**Prof. R. S. S. Mani**  
**Mrs. Nitya Mirchandani**

**STAKEHOLDERS RELATIONSHIP COMMITTEE**

**Mr. C. B. Chhaya**, Chairman  
**Dr. Jimmy Mirchandani**  
**Dr. Rahul Mirchandani**

**NOMINATION & REMUNERATION COMMITTEE**

**Mr. C. B. Chhaya**, Chairman  
**Prof. R. S. S. Mani**  
**Mr. B. V. Dholakia**

**TREASURY COMMITTEE**

**Dr. Rahul Mirchandani**, Chairman  
**Mr. C. B. Chhaya**  
**Mrs. Nitya Mirchandani**

**CORPORATE SOCIAL RESPONSIBILITY COMMITTEE**

**Dr. Rahul Mirchandani**, Chairman  
**Dr. Jimmy Mirchandani**  
**Mr. B. V. Dholakia**

**PRESIDENT AND CHIEF FINANCIAL OFFICER**

**Mr. S. Ramamurthy**

**COMPANY SECRETARY AND SENIOR V.P. (Legal) & COMPLIANCE OFFICER**

**Mr. Qaiser P. Ansari**

**STATUTORY AUDITOR**

**M/s Sandeep Sheth and Associates**

**INTERNAL AUDITOR**

**M/s K. Narayanan & Associates**

**COST AUDITOR**

**M/s R. Nanabhoy & Co.**

**SECRETARIAL AUDITOR**

**Mr. A. Sekar**

**BANKERS**

**AXIS Bank Ltd.**  
**ICICI Bank Ltd.**  
**HDFC Bank Limited**  
**Canara Bank**

**BRANCHES/STOCK LOCATIONS**

**Ahmedabad**, Gujarat  
**Bangalore**, Karnataka  
**Bhubaneswar**, Orissa  
**Coimbatore**, Tamil Nadu  
**Ghaziabad**, Uttar Pradesh  
**Guwahati**, Assam  
**Hissar**, Haryana  
**Hyderabad**, Telangana  
**Indore**, Madhya Pradesh  
**Jaipur**, Rajasthan  
**Jalandhar**, Punjab  
**Kolkata**, West Bengal  
**Lucknow**, Uttar Pradesh  
**Nagpur**, Maharashtra  
**Nashik**, Maharashtra  
**Nipani**, Karnataka  
**Patna**, Bihar  
**Raipur**, Chhatisgarh  
**Ranchi**, Jharkhand,  
**Rudrapur**, Uttaranchal  
**Pune**, Maharashtra  
**Sriganganagar**, Rajasthan  
**Vijayawada**, Andhra Pradesh

**MANUFACTURING LOCATIONS**

Mumbai  
Hyderabad  
Chhatral  
Lucknow  
Fujairah, UAE(Subsidiary Company)

## CONTENTS

Description	Company	Page Nos.
<b>Highlights</b>	Aries Agro Limited	1-4
<b>Chairman's Letter to Share Holders</b>	Aries Agro Limited	5
<b>Notice &amp; Agenda</b>	Aries Agro Limited	6-12
<b>Board's Report</b>	Aries Agro Limited	13-31
	Aries Agro Care Private Limited	163-168
	Aries Agro Equipments Private Limited	188-193
<b>Auditors Report</b>	Aries Agro Limited-Standalone	57-61
	Aries Agro Limited- Consolidated	97-99
	Golden Harvest Middle East FZC	135
	Amarak Chemicals FZC	147
	Aries Agro Care Private Limited	169-171
	Aries Agro Equipments Private Limited	194-196
<b>Reports &amp; Accounts</b>		
<b>Balance Sheet</b> as at 31 <sup>st</sup> March, 2018	Aries Agro Limited- Standalone	62
	Aries Agro Limited- Consolidated	100
	Golden Harvest Middle East FZC	136
	Amarak Chemicals FZC	148
	Aries Agro Care Private Limited	172
	Aries Agro Equipments Private Limited	197
<b>Statement of Profit &amp; Loss</b> for the period ended at 31 <sup>st</sup> March, 2018	Aries Agro Limited- Standalone	63
	Aries Agro Limited- Consolidated	101
	Golden Harvest Middle East FZC	137
	Amarak Chemicals FZC	149
	Aries Agro Care Private Limited	173
	Aries Agro Equipments Private Limited	198
<b>Cash Flow Statements</b>	Aries Agro Limited- Standalone	65
	Aries Agro Limited- Consolidated	103
	Golden Harvest Middle East FZC	138
	Amarak Chemicals FZC	150
	Aries Agro Care Private Limited	174
	Aries Agro Equipments Private Limited	199
<b>Notes to Accounts</b>	Aries Agro Limited- Standalone	66-95
	Aries Agro Limited- Consolidated	104-134
	Golden Harvest Middle East FZC	139-146
	Amarak Chemicals FZC	151-161
	Aries Agro Care Private Limited	175-186
	Aries Agro Equipments Private Limited	200-212
<b>Report on Corporate Governance</b>	Aries Agro Limited	32-50
<b>Management Discussion and Analysis Report</b>	Aries Agro Limited	51-54
<b>Report on Corporate Social Responsibility</b>	Aries Agro Limited	55-56
<b>Statement pursuant to Section 129 of the Companies Act, 2013</b>		96
<b>AGM Attendance Slip/Proxy Form</b>	Aries Agro Limited	
<b>Route Map</b>		12 / 220

### Financial Highlights - Standalone

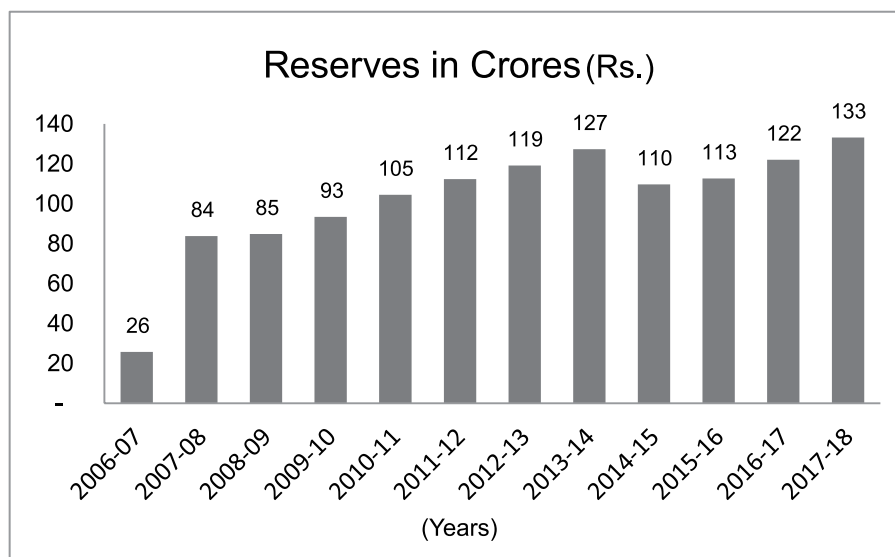
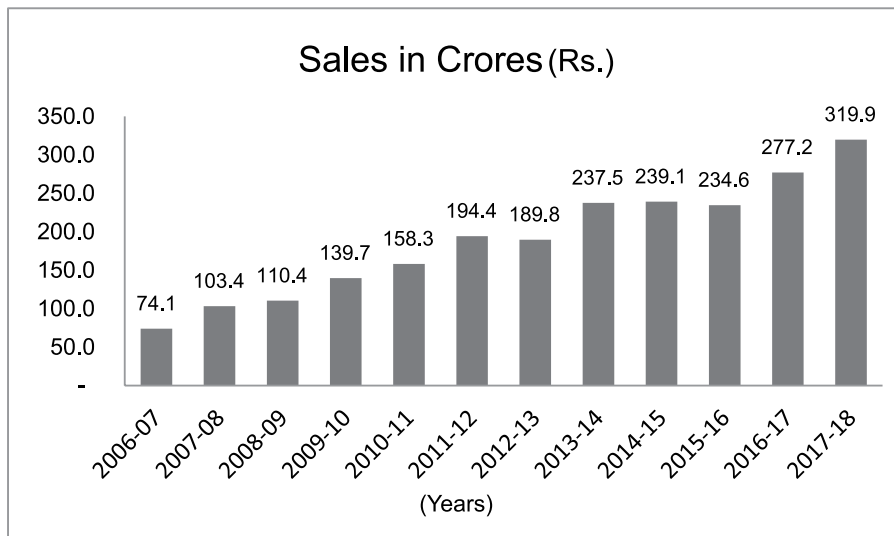
( Rupees in Lakhs unless stated otherwise)					
Particulars	2017-18	2016-17	2015-16	2014-15	2013-14
Revenue from Operations (Gross)	31,988.68	27,719.13	23,461.58	23,913.26	23,752.73
Revenue from Operations (Net of Discounts / Rebates)	26,449.99	22,964.73	21,283.46	21,366.31	21,878.34
Total Income	26,860.98	23,117.35	21,426.05	21,518.59	22,104.57
Earnings Before Interest, Tax, Depreciation & Amortisation (EBITDA)	4,870.58	4,139.06	3,287.68	3,820.50	4,264.70
EBITDA %	18.41	18.02	15.45	17.88	19.49
Profit Before Depreciation and Tax	2,399.10	2,019.66	1,216.02	1,690.85	1,987.93
Profit Before Depreciation and Tax %	9.07	8.79	5.71	7.91	9.09
Profit Before Tax (PBT)	2,177.29	1,834.36	1,040.39	1,509.13	1,840.97
PBT %	8.23	7.99	4.89	7.06	8.41
Profit for the Year (PAT)	1,414.89	1,184.35	639.68	1,181.28	1,153.03
PAT %	5.35	5.16	3.01	5.53	5.27
Equity Dividend %	23.00	20.00	15.00	20.00	20.00
Dividend Payout	0.21	0.22	0.30	0.22	0.23
Net Worth	14,619.29	13,510.21	12,568.24	12,270.73	13,329.79
Gross Fixed Assets	6,582.70	5,436.16	5,414.16	4,902.41	4,779.06
Net Fixed Assets	3,404.92	2,480.03	2,577.40	2,109.58	3,489.32
Total Assets	38,501.69	31,824.53	29,904.20	28,892.42	32,266.38
Market Capitalisation	22,920.15	20,117.71	11,716.91	13,745.59	7,425.48
Number of Employees	868	822	748	753	785

### Key Indicators - Standalone

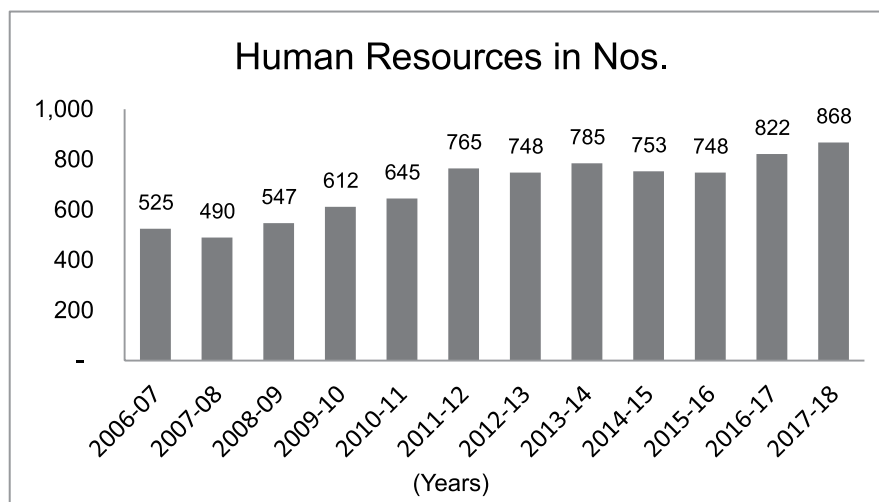
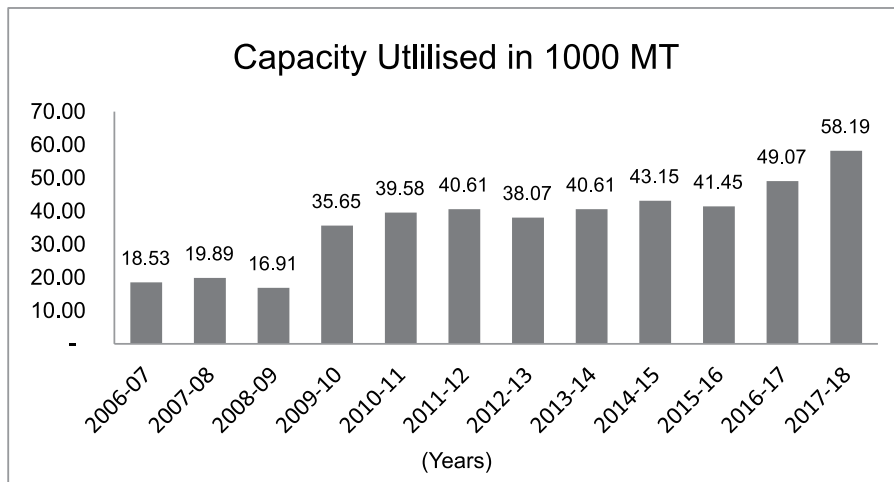
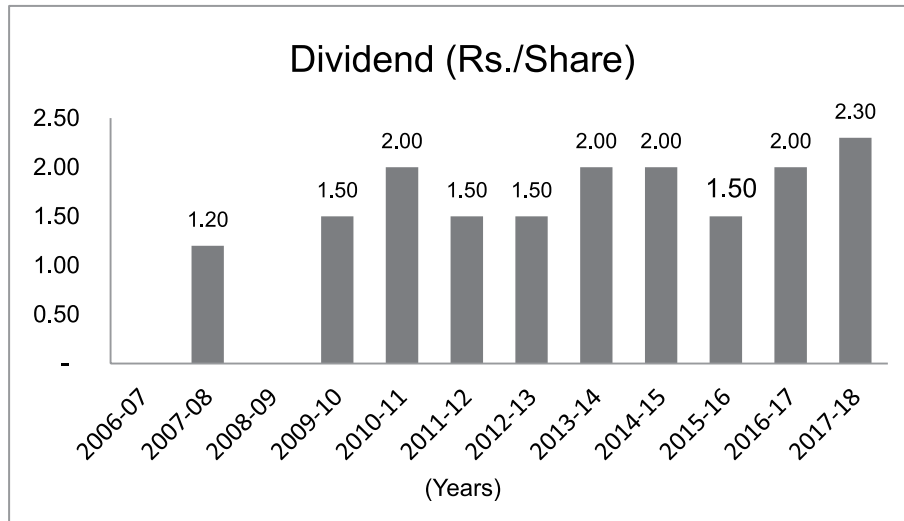
Particulars	2017-18	2016-17	2015-16	2014-15	2013-14
Earnings Per Share - Rs. (Excluding Exceptional Items)	10.88	9.11	4.92	9.08	8.87
Turnover Per Share - Rs.	203.39	176.59	163.66	164.30	168.24
Book Value Per Share - Rs.	112.42	103.89	96.65	94.36	102.50
Debt : Equity Ratio	1.02	0.83	0.90	0.87	0.99
EBITDA / Gross Turnover %	15.23	14.93	14.01	15.98	17.95
Net Profit Margin %	5.35	5.16	3.01	5.53	5.27
RONW %	9.68	8.77	5.09	9.63	8.65
ROCE %	15.51	15.78	12.80	15.60	15.18
Inventory Turnover (in days)	175	183	171	170	166
Debtors Turnover (in days)	131	127	139	140	159
Current Ratio	1.46	1.57	1.55	1.61	1.64
Price Earning Ratio	16.20	16.99	18.32	11.64	6.44
Market Vale per Share	176.25	154.70	90.10	105.70	57.10

**The Financial Highlights of the Company since 2006 is given below:**

STANDALONE												(Amount in Rs. Crores)
Particulars	2006-07	2007-08	2008-09	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17	2017-18
Sales (Gross)	74.05	103.38	110.44	139.75	158.26	194.38	189.76	237.53	239.13	234.62	277.19	319.89
RM Consumption	16.97	28.19	16.86	48.17	29.22	33.81	35.81	55.08	62.71	41.47	47.68	55.92
PBT	13.98	15.40	5.04	18.94	22.36	16.50	14.03	18.41	15.09	10.40	18.34	21.77
PAT	8.69	11.54	3.11	12.56	14.72	10.98	9.71	11.86	12.14	6.40	11.84	14.15
Dividend including DDT	-	1.83	-	2.27	3.03	2.27	2.28	3.04	3.13	2.35	3.13	3.60
Dividend (Rs. / Share)	-	1.20	-	1.50	2.00	1.50	1.50	2.00	2.00	1.50	2.00	2.30
Inventory	16.97	20.98	50.36	46.87	84.19	102.82	102.40	99.48	99.68	99.28	114.91	127.15
Debtors	26.71	40.27	49.35	69.52	48.87	68.56	82.44	95.05	82.24	80.89	80.13	94.86
Loan Funds	21.47	23.08	70.49	87.54	103.20	123.12	148.14	131.64	106.90	113.69	111.68	149.08
Reserves	25.80	83.85	84.85	93.44	104.51	112.40	119.18	127.38	109.70	112.68	122.10	133.19
Installed Capacity in MT	21,600	54,000	84,600	84,600	84,600	84,600	84,600	84,600	84,600	84,600	84,600	95,400
Capacity Utilized in MT	18,534	19,891	16,907	35,647	39,577	40,608	38,070	40,608	43,146	41,454	49,068	58,194
Human Resources in Nos.	525	490	547	612	645	765	748	785	753	748	822	868







**The Financial Highlights of the Company since 2006 is given below:**

CONSOLIDATED												(Amount in Rs. Crores)
Particulars	2006-07	2007-08	2008-09	2009-10	2010-11	2011-12	2012-13	2013-14	2014-15	2015-16	2016-17	2017-18
Sales	74.14	103.38	113.08	152.44	180.05	239.04	254.80	302.43	309.77	289.76	312.91	350.12
RM Consumption	16.97	32.55	21.48	41.11	20.47	22.36	33.21	72.73	60.62	66.95	63.76	71.65
PBT	14.65	18.09	7.62	23.86	28.03	21.07	20.25	25.32	22.48	12.17	11.95	16.71
PAT	8.69	13.55	5.05	16.24	18.59	14.33	13.98	16.25	17.19	7.23	7.06	10.48
Dividend including DDT	-	1.83	-	2.27	3.03	2.27	2.28	3.04	3.13	2.35	3.13	3.60
Dividend (Rs./ Share)	-	1.20	-	1.50	2.00	1.50	1.50	2.00	2.00	1.50	2.00	2.30
Inventory	16.97	24.33	54.45	55.90	108.38	127.71	134.80	136.76	144.72	142.38	141.51	127.15
Debtors	27.04	43.02	56.15	66.22	55.27	88.08	100.64	131.80	115.91	118.33	142.39	182.18
Loan Funds	23.49	23.12	70.52	87.77	117.32	155.62	189.96	177.95	158.96	166.59	137.44	170.76
Reserves	25.80	85.92	90.65	100.60	116.43	126.81	146.18	163.82	153.04	158.59	162.19	169.90
Installed Capacity in MT	32,400	64,800	95,400	95,400	155,400	155,400	155,400	155,400	155,400	155,400	155,400	155,400

