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# AksharChem (India) Ltd.

[Formerly Known as Audichem (India) Ltd.]



A N N U A L R E P O R T 2006-2007

#### **BOARD OF DIRECTORS**

Mrs. PARU M. JAYKRISHNA

Prof. PRADEEP JHA

Mr. PRAFULCHANDRA V. PATEL

Mr. KIRAN J. MEHTA

Mr. GOKUL M. JAYKRISHNA

EXECUTIVE DIRECTOR

CHAIRPERSON & MANAGING DIRECTOR

Mr. MUNJAL M. JAYKRISHNA

#### **COMPANY SECRETARY**

Mr. Deepak Kumar Dash

#### AUDITORS

M/s. TRUSHIT CHOKSHI & ASSOCIATES

#### **REGISTRAR & SHARE TRANSFER AGENTS**

PINNACLE SHARES REGISTRY PVT. LTD

#### BANKERS

STATE BANK OF INDIA

#### **REGISTERED OFFICE & WORKS**

166/169, INDRAD VILLAGE KADI KALOL ROAD, DIST. MEHSANA GUJARAT — 382 727 (INDIA)

CONTENTS	PAGE NOS.
Notice	2-3
Directors' Report	4-8
Corporate Governance Report	9-15
Auditors' Report	16-18
Balance Sheet	19
Profit & Loss Account	20
Schedules forming part of the Financial Accounts	21-31
Balance Sheet Abstract & Company's General Profile	32

#### NOTICE

Notice is hereby given that the 18th Annual General Meeting of the Members of **AKSHARCHEM (INDIA) LIMITED** will be held on 27th September, 2007 at the Registered Office situated at 166/169, Village Indrad, Kadi - Kalol Road, Dist: Mehsana, Gujarat, at 11.30 A.M. to transact the following business.

#### Ordinary Business

- 1) To receive, consider, approve and adopt the Audited Profit & Loss Account for the year ended 31st March, 2007 and the Audited Balance Sheet as at that date and the Director's and Auditor's report thereon.
- 2) To appoint a Director in place of Mr. Prafulchandra V. Patel who retires by rotation and is eligible for reappointment.
- 3) To appoint a Director in place of Mr. Munjal M. Jaykrishna who retires by rotation and is eligible for reappointment.
- 4) To appoint Trushit Chokshi & Associates as auditors of the Company and fix their remuneration. Retiring auditors are eligible for re-appointment.

#### **Special Business by Special Resolution:**

5) To consider and if thought fit, to pass, with or without modification, the following resolution as a Special Resolution:

**"RESOLVED THAT** pursuant to Section 31 read with Section 77A(2)(a) of the Companies Act, 1956, the Articles of Association of the Company be and are hereby altered by the way of addition of the following new Article 5C after the existing Article 5B :

5C Pursuant to Section 77A of the Act the Company may purchase its own shares or other specified securities from out of its free reserves or out of its free reserves or out of its securities premium account or out of the proceeds of an earlier issue other than fresh issue of shares made specifically for buy back purposes by special resolution in the general meeting of the Company subject to the provisions of sub-section (2) of Section 77A and Section 77B of the Act."

By the Order of the Board of Directors

Place : Ahmedabad Date : 20.08.2007 Sd/-Gokul M Jaykrishna Executive Director

#### NOTES FOR MEMBERS ATTENTION

- 1. A MEMBER ENTITLED TO ATTEND AND VOTE AT THE MEETING IS ENTITLED TO APPOINT A PROXY TO ATTEND AND VOTE INSTEAD OF HIMSELF AND A PROXY NEED NOT BE A MEMBER. PROXIES IN ORDER TO BE EFFECTIVE, MUST BE DEPOSITED WITH THE COMPANY ATLEAST 48 HOURS PRIOR TO THE COMMENCEMENT OF THE MEETING.
- 2. The relative explanatory statement pursuant to section 173(2) of the Companies Act, 1956 in respect of Special Business, if required, is annexed herewith.
- 3. The Register of Members and Share Transfer Books of the Company will remain close from 20th September, 2007 to 27th September, 2007 (both days inclusive)
- 4. (a) Members are requested to notify immediately any change of address:
  - i) to their Depository Participants (DPs) in respect of their electronic share accounts; and
  - ii) to the Company or to its Share Transfer Agents in repect of their physical share folios, if any.

- (b) In case the mailing address on this Annual Report is without the PINCODE, Members are requested to kindly inform their PINCODE immediately
- 5. All documents referred to in the accompanying notice are open for inspection at the Registered Office.
- 6. Members/Proxies should bring the attendance slip duly filled in for attending the meeting.
- 7. As a measure of economy, copies of the Annual Report will not be distributed at the Annual General Meeting. Members are requested to bring their copies to the Meeting.
- 8. For the convenience of members and for proper conduct of the meeting, entry to the place of meeting will be regulated by an Attendance Slip, which is annexed to the Proxy Form. Members are requested to append their signatures at the place provided on the Attendance Slip and hand it over at the entrance.
- 9. The members can also avail facility of nomination in terms of extent legal provisions in this regard. On request, the necessary form will be supplied by the Registrar and Share Transfer Agents.
- 10. Members desirous of obtaining any information concerning accounts and operations of the Company are requested to address their questions in writing to the Company atleast 7 days before the date of the Meeting so that the information required may be made available at the Meeting.
- 11. Pursuant to the Clause No. 49 of the Listing Agreement, profile of the directors proposed for appointment / re-appointment being given in a statement containing details of the concerned directors is attached hereto.

#### ANNEXURE TO THE NOTICE EXPLANATORY STATEMENT IN PURSUANT TO THE PROVISIONS OF SECTION 173 OF THE COMPANIES ACT, 1956 IN RESPECT OF SPECIAL BUSINESS

#### Item No. 5

The Companies (Amendment) Act, 1999 with retrospective effect from 31st October, 1998 has allowed companies to buy-back its own shares upto 25 per cent of its total paid up capital and free reserves. These shares should be purchased only if it is authorised by its articles of association and for alreration of articles of association of a company under section 31 of the Companies Act, 1956, a special resolution is required to be passed.

For the purpose your Company seeks special resolution from its shareholders.

None of the other Directors of the company are interested or concerned in the resolution.

By the Order of the Board of Directors

Place : Ahmedabad Date : 20.08.2007 Sd/-Gokul M Jaykrishna Executive Director

### DIRECTORS REPORT, MANAGEMENT DISCUSSIONS & ANALYSIS

Dear Members,

The Directors have pleasure to present **EIGHTEENTH Annual** Report and Audited Accounts for the financial year ended on 31st March, 2007.

#### FINANCIAL RESULTS

Your Company's performance during the Financial Year 2006-07 is summarised below:-

		(Rs. in Millions)
	For the	For the
	year ended	year ended
	March 31, 2007	March 31, 2006
Gross Income	351.636	278.380
Exports	279.587	245.770
Gross Profit	6.795	5.831
Depreciation	5.127	4.950
Provision for Taxation	1.590	0.700
Net Profit	0.078	0.181
Transfer to General Reserves	· · · · · ·	_
Dividend	_	1.94
Balance Carried to Balance Sheet	47.084	47.006
DIVIDEND		

#### DIVIDEND

To conserve the resources, your directors do not recommend any dividend for the current financial year.

#### **OPERATIONAL PERFORMANCE**

The Sales Turnover for the year increased by 26.31% from Rs. 278.380 million to Rs. 351.63 million. The Net profit decreased to Rs. 0.078 million as compared to previous year which was Rs. 0.181 millions.

However the Company's financials are very strong as the Company has no long term loans.

#### MANAGEMENT DISCUSSION & ANALYSIS

#### **INDUSTRY STRUCTURE AND DEVELOPMENT & OPPORTUNITIES:**

AksharChem is an acknowledged leader in the area of Vinyl Sulphone and is in a position to manufacture large volumes of this important building block in a wide range of Dyes forms. Overall, the Dyes & Intermediates industry is characterised by a high degree of fragmentation and the excess capacity thus created has resulted in aggressive competition resulting in pressure on its gross margins.

With chemicals getting commoditised, the need for cost efficiency is driving businesses to look at India as a global source of supplies with renewed interest. Given a favourable cost position, there will be increased opportunity for manufacture of many items from the developed countries to move to India.

With the ambitious growth prospects Indian chemical industry is aspiring to multiply total revenue from present \$28 billion to \$100 billion by 2010. Similarly, the Indian dyestuff industry can realistically aim to realise about 10 percent share of the world market in next five years and look forward for realizing US\$2 billion revenue by the year 2010. In the wake of these developments plenty of opportunities exist for positioning the industry to cater to the demand of growing domestic markets by modernizing the plant to cater to environmental relations and setting up of development facilities to offer research oriented performing products.

Availability of large pool of efficient technical manpower with excellent management skills presents a promising global opportunity for Indian industries. Indian can emerge as major player in global opportunity for Indian industries. India can emerge as major player in global markets providing cost effective quality products and reposition itself to provide solution, develop global scale of operations and compete with other suppliers like China.

The inherent strength of Aksharchem driven by its core value to create customer focused organisation and its experience of working together as partners in progress with its customers for over 15 years provides opportunity to the Company to position itself as a strong player in growing markets by leveraging its well-developed research and development facilities, technical manpower, support and reputation of being a quality conscious supplier.

#### THREATS, RISKS AND CONCERNS

Indian exports are suffering due to high cost of inputs and utilities, increasing cost of finance, unfavourable import duty, inefficient logistics & infrastructure, uneconomical size of operations and low focus to research and development activities. Improvement in competitive strength requires high degree of customization and world class services.

Moreover today almost all the businesses face a tangible threat from lower cost alternatives imported from China. Chinese products are highly competitive both on account of a better raw material cost position and economies of scale.

Price instance in the local market accompanied by the continuous escalation of raw material prices and input costs has relentlessly squeezed margins in the Dyes & Intermediates. The volatility of Rupee and the inequitable indirect duty structure are an additional cause for concern.

#### FUTURE OUTLOOK

The outlook is positive despite a very competitive environment. While the quality of our products is world-class we are facing a considerable price resistance, particularly in the International markets. Aksharchem is making all efforts to reduce its cost base to ensure that we do not lose our market share due to price resistance. Market trends indicate a change in usage pattern from moderate quality products to high performance ecologically safe pigments and intermediates. We will increasingly cater to segment that is more quality conscious this segment.

There is good opportunity for servicing large market domestic as well as abroad provided that the additional cost on account of higher crude oil prices and duties can be offset by the several internal cost saving measures that are being implemented.

#### INTERNAL CONTROL SYSTEMS AND THEIR ADEQUACY

The Company has effective internal control systems commensurate with the size of the Company. This is further supplemented by an internal audit being carried out by an external firm of Cost Accountants. The internal auditors conduct audits of the performance of various departments, functions and locations and also statutory compliances based on an annual audit plan. They report their observations/recommendations to the Audit Committee of the Board of Directors which comprises three non-executive Directors. The Audit Committee reviews the audit observations and follows up on the implementation of the suggestions and remedial measures and also recommends increased scope of coverage, if necessary.

#### CAUTIONARY STATEMENT

Statements in this Report, particularly those which relate to Management Discussion and Analysis, describing the Company's objectives, projections, estimates and expectations may constitute "forward looking statements" within the meaning of applicable laws and regulations. Actual results might differ materially from those either expressed or implied, because of various factors like Government policy, competition, exchange rate fluctuations etc.

#### FOREIGN EXCHANGE EARNINGS AND OUTGO

The Foreign Exchange Earnings of the Company from direct exports amounted to Rs. 279.587 million (previous year - Rs. 245.77 million). However during the period under review there was no outflow in the foreign exchange.

#### SAFETY AND ECOLOGY

Your Company continues to exercise persistent and meticulous efforts towards greener earth and environment conservation. The Company perseveres in its efforts to teach safe and environmentally accountable behaviour in every employee, as well as its vendors. Company is committed towards safety, not only of its own men and plants, but also of the society at large.

Safety records showed considerable improvement and Zero accident target is almost achieved. This was made possible by strict adherence to laid down procedures and following of international guidelines.

Solid Waste, generated at Works, after the treatment of its liquid effluent is sold to reputed Cement manufacturers.

The Company continues to demonstrate its commitment to a clean and safe environment. The state of the art effluent treatment plant continues to run satisfactorily, so that the treated wastewater discharged, is well within the stipulated norms set by GPCB.

Your Company has obtained the ISO 14001:2004 certification in the financial year 2007-08.

#### ENGINEERING

In our continued quest for alternative sources of energy due to escalating costs of purchased/produced energies, the plan of using agro waste in place of furnace oil is being implemented. Another project with considerable progress is the re-circulation / conservation of water. At some of the processes, water re-circulation and reuse has been introduced this year.

Equipment downtime due to breakdowns has considerably reduced due to strict adherence of preventive maintenance schedules, which in turn increased operational efficiency and reduced costs.

#### **RESPONSIBILITY STATEMENT:**

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

- (i) that in the preparation of the annual accounts for the year ended 31st March, 2007, the applicable accounting standards have been followed along with proper explanations in case of material departures;
- (ii) that such accounting policies as mentioned in Schedule 20 of the Annual Accounts have been applied consistently and judgements and estimates that are reasonable and prudent made so as to give a true and fair view of the state of affairs of the Company at the end of the financial year ended 31st March, 2007 and of the profit of the Company for that period;
- (iii) that proper and sufficient care has been taken for the maintenance of adequate accounting records in accordance with provisions of the Companies Act, 1956, for safeguarding the assets of the company and for preventing and detecting fraud and other irregularities;
- (iv) That the annual accounts for the year ended 31st March, 2007 has been prepared on a going concern basis.

#### CORPORATE GOVERNANCE:

As a Listed Company, necessary measures are taken to comply with the Listing Agreements with the Stock Exchanges. A report on the Corporate Governance together with a certificate of compliance from the Auditors, forms part of this report.

#### DIRECTORS:

In accordance with the provisions of the Companies Act, 1956 and the Articles of Association of the Company, Mr. Prafulchandra V. Patel and Mr. Munjal M. Jaykrishna are due to retire at the forthcoming annual general meeting, and being eligible, have offered themselves for re-appointment.

Details of the Directors seeking re-appointment as required under Clause 49 VI A of the Listing Agreements entered into with the Stock Exchanges are provided in the Corporate Governance Report forming part of this Report.

#### AUDITORS:

Members are requested to appoint Auditors for the current year at a remuneration to be decided by the Board of Directors of the Company. M/s. Trushit Chokshi & Associates, the retiring Auditors, are eligible for reappointment and have furnished a certificate to the effect that their re-appointment, if made, will be in accordance with the limits specified in Section 224(1B) of the Companies Act, 1956.

# PARTICULARS OF CONSERVATION OF ENERGY, TECHNOLOGY ABSORPTION AND FOREIGN EXCAHNGE EARNINGS AND OUTGO.

Statements giving the particulars relating to conservation of energy, technology absorption and foreign exchange earnings and outgo, as required under the Companies (Disclosure of Particulars in the Board of Directors' Report) Rules, 1988 are annexed.

#### FIXED DEPOSITS

The Company has not accepted any fixed deposit from the public during the period. No deposits are outstanding as on 31st March, 2007.

#### COST AUDITORS

The Board of Directors in its meeting held on 31st January, 2007 appointed Mr. Ujjval K. Acharya as Cost Accountant of the Company.

The Cost Auditors' Report for 2006-07 will be forwarded to the Central Government in pursuance of the provisions of the Companies Act, 1956.

#### PERSONNEL

Information as per Section 217 (2A) of the Companies Act, 1956 read with Companies (Particulars of Employees) Rules, 1975, forms part of this report.

#### ACKNOWLEDGEMENT

It is our strong belief that caring for our business constituents has and will go a long way in the progress of the Company. Your Directors acknowledge with sincere gratitude the cooperation and assistance extended by the Central Government, State Government, Financial Institutions, Bank, Customers and Vendors.

The Board also takes this opportunity to express its deep gratitude for the continued co-operation and support received from its valued shareholders.

The Directors hereby place on record their appreciation for the dedicated efforts put by the employees at all levels.

For and on behalf of the Board of the Directors

Sd/-

Place : Indrad, Mehsana Date : 20.08.2007

#### MRS. PARU M. JAYKRISHNA

Chairperson & Managing Director

#### **ANNEXURE 1 TO THE DIRECTORS' REPORT**

#### INFORMATION IN PURSUANCE TO THE COMPANIES (DISCLOSURE OF PARTICULARS IN THE REPORT OF DIRECTORS) RULES: 1988

#### A: Conservation of Energy

B)

Energy conservation is an ongoing and focussed area of the Company. Potential energy saving necessary have been identified and implemented which includes:-

- · Replacement of motors with energy efficient ones and with appropriate capacities.
- Replacement of pumps with appropriate and efficient pumps.

#### FORM 'A'

#### A) POWER & FUEL CONSUMPTION

,	гU	WER & FULL CONSUMETION		
				(Rs. in Millions)
			Current Year	Previ <mark>ou</mark> s Year
	1)	Electricity		
		a) Purchased units (in millions)	2.089	2.135
		Total amount(Rs. in millions)	9.773	9.469
		Rate/unit(Rs)	4.67	4.44
		b) Own generation	N.A.	N.A.
		Units generated	N.A.	N.A.
		Unit per Litter of diesel	N.A.	• N.A.
		Cost/Unit	• <b>N.A.</b>	N.A.
	2)	Diesel/Furnace Oil (in thousand Ltrs)	123.612	216.519
		Cost (Rs. in millions)	2.693	4.411
		Rs. Per Ltr	21.79	20.37
	3)	Lignite coal & Other Fuels (in thousand Kgs)	2204.17	2887.220
		Cost (Rs. in Millions)	3.95	5.670
		Rate / Kgs. (Rs.)	1.79	1.96
)	CO	NSUMPTION PER UNIT OF PRODUCTION (DY	E INTERMEDIATE)	
	Ele	ctricity (Units/Ton)	916.76	1,167
	Die	esel/furnace oil (Ltrs./Ton.)	54.24	118
	Ligr	nite Coal & Other Fuels (Kgs./Ton.)	965.96	1,579
		CODM		

#### FORM B

Form of disclosure of particulars with respect to Absorption of Technology Research and Development (R&D) **Research and Development:** 

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

The R&D department continued to direct its efforts towards the development of technology for Dye Intermediates and auxiliaries meant for export markets.

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

R&D work resulted in enrichment of the Company's product range with promising new products and higher value addition due to cost reduction by way of process improvements, energy savings and reduction of chemical waste.

- 3. Further plan of action : R&D activities are being further strengthened.
- 4. Expenditure on R&D

	· •	(Rs. in Millions)
	Current Year	Previous Year
Capital	0.0041	0.010
Revenue/Recurring	0.0234	0.303
Total	0.0275	0.313
Total Expenditure as % of turnover	0.0078%	0.11%

#### Technology Absorption and Innovation:

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

The R&D Department absorbs the knowledge of chemicals technology from various sources and thereafter adapts the same to the Company's infrastructure, effect improvements to the products and processes of the Company including containment of pollution and control of effluents.

2. Benefits derived as a result of the above efforts, e.g. product improvement, cost reduction, product development, import substitution etc. :

Benefits derived from these efforts include process rationalisation, product quality improvement, import substitution and overall cost reduction.

3. In case of imported technology (imported during the last 5 years reckoned from the beginning of the financial year) following information may be furnished.

а.	Technology imported	:	NIL
b.	Year of Import	:	
с.	Has technology been fully absorbed?		NIL
	eign Exchange Earnings and Outgo		
	Total foreign exchange earned	:	279.587 Million
2.	Total Foreign exchange used	:	Nil

#### Anexure 2 to the Directors' Report

Information under Section 217(2A) of the Companies Act, 1956, read with the Companies (Particulars of Employees) Rules, 1975 and Forming part of the Directors' Report for the period ended 31st day of March, 2007.

Name	Designation/ Nature of Duties	Remuneration (Rs.)	Net take home pay after tax & P.F. Deduct	Qualifi cations ion.	Experie nce (Years)	Date of Commen cement of employment	Age L in years	ast employment, beofore joining the Company
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)
Mrs. Paru M Jaykrishna	Chairperson & M.D.	Rs.8,15,825/-	4,36,865/-	M.A. L.L.B.	37	Since Inception	64	
Mr. Gokul M Jaykrishna	Executive Director	Rs.5,06,125/-	2,78,165/-	B.Sc. (Eco), USA	18 4	Since Inception	40	

NOTES:

01 Gross remuneration comprises salary, allowances, monetary value of perquisites and the Company's contribution to Provident and Superannuation Funds and excludes contribution to Gratuity Fund on the basis of actuarial valuation.

02 The nature of employment is contractual

03 The employment is subject to rules and regulations of the Company in force from time to time.

For and on behalf of the Board of the Directors

Place :	Indrad, Mehsana
Date :	20.08.2007

MRS. PARU M. JAYKRISHNA Chairperson & Managing Director

#### **CORPORATE GOVERNANCE REPORT 2006-2007**

#### Company's Philosophy on Code of Governance

AksharChem (India) Limited endeavours to uphold the highest principles and practices of Corporate Governance to ensure transparency, integrity and accountability in its functioning. Our governance practice is to build the trusts between the Company and its stakeholders viz. shareholders, customers, suppliers and employees. The Company upholds the rights of each of the stakeholder groups for information on the business and the financial performance of the Company and strives to meet these needs in a consistent and regular manner.

In the line with this philosophy, your company continuously strives for excellence through adoption of best governance and disclosure practices. Your company is fully complied with the provisions of Clause 49 of the Listing Agreement with Stock Exchange. The details of compliances are as follows:

#### I. Board of Directors

#### (A) Composition of the Board:

The Board of Directors comprises of 6 members, of which 4 are non-executive directors. The 2 executive directors include 1 Chairperson and Managing Director and 1 executive director. 3 directors of your Company are also promoter directors. Of the 4 non-executive directors, 3 Directors are independent directors i.e. independent of management and free from any business or other relationship, which could materially interface with the exercise of their judgement. The Board does not have any nominee director representing any institution. The directors bring to the board wide range of experience and skills. The composition of the board is in conformity with the listing agreements.

#### (B) Non-Executive Directors' Compensation and Disclosures

The Non-Executive Directors are entitled for sitting fees only which have been approved by the Board of Directors. Apart from sitting fees no other fees/compensation are paid to them. Details of sitting fees paid to Non-Executive Directors are given at respective place of this report.

#### (C) Other provisions as to the Board and Committees

The Board plays a primary role to ensure good governing practices and functioning of the Company. All relevant information as mandate by the regulations are placed before the Board. All the members of the Board have a right to express their opinion in the concerned subject matter. The Board reviews compliance reports of all laws applicable to the Company as well as take necessary steps to rectify instances of non-compliances, if any.

Sr. No.	Date of Board Meeting	Place	No. of Directors Present
1.	21.05.2006	Ahmedabad	5
2.	26.06.2006	Ahmedabad	4
3.	29.07.2006	Ahmedabad	5
4.	26.09.2006	Ahmedabad	5
5.	13.10.2006	Indrad, Kadi	5
6.	30.10.2006	Indrad, Kadì	4
7.	28.11.2006	Indrad, Kadi	5
8.	31.01.2007	Indrad, Kadi	5

During the period under review, the Board of Directors met 8 times. The details of Board Meeting and Attendance thereof are as below: