

Future Ready



26 Annual Report 2011-12

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Turnover increased by 39.33% to ₹ 8,900.86 crores

Exports increased by 36.62% to ₹ 3,029.55 crores

EBIDTA increased by 39.64% to ₹ 2,624.75 crores

Operating PBT increased by 21.95% to ₹ 761.77 Crores

Dividend at ₹ 0.30 per share

Total Assets at ₹ 18,238.35 crores

Total Networth at ₹ 3,655.50 crores

Book Value at ₹ 44.24

EPS at ₹ 4.69

CEPS at ₹ 15.80

Alok Industries Limited, India's largest vertically integrated textile company, provides end-to-end solutions through five core divisions Cotton Yarn, Apparel Fabric, Home Textiles, Garments and Polyester Yarn.

The Following chart aptly brings out Alok' presence across the textile value chain

Innovative Textile Solutions™



With over two decades of experience, Alok is the choice for quality textile products at internationally competitive prices and dependable delivery schedules. The company constantly adopts new technology to widen its product range. Through a planned and focused expansion, Alok is today a leading player in each of its product segments.

Alok's large customer base comprises domestic and overseas retailers, garment exporters in India and converter countries who are vendors to major international labels, they include some of the world's largest retailers and India's largest manufacturers of apparel and home textiles.

About 35% of Alok's production is exported to over 90 countries with major markets being US, Europe, Latin America, Asia and Africa



VISION

To be the world's best integrated textile enterprise, **driven by research & innovation**, with a leadership position across products & markets exceeding customer & stakeholder expectations

The barometer of our success would be the ROCE

OUR MISSION

We will:

- Be a knowledge leader & an innovator in our businesses
- Maximize people development initiatives
- Optimize use of all resources
- Become a process driven organization
- Exceed compliance and global quality standards
- Actively explore potential market & products
- Offer innovative, customized and value added services to our customers
- Be an ethical, transparent and responsible global organization

**Bankers**

Allahabad Bank
Andhra Bank
Axis Bank Limited
Bank of Baroda
Bank of India
Bank of Maharashtra
Canara Bank
Central Bank of India
Corporation Bank
DBS Bank Limited
Dena Bank
Export Import Bank of India
Indian Bank
IDBI Bank Limited
Indian Overseas Bank
ING Vysya Bank Limited
Oriental Bank Of Commerce
Punjab National Bank
Standard Chartered Bank.
State Bank of Bikaner & Jaipur
State Bank of Hyderabad
State Bank of India
State Bank of Mysore
State Bank of Patiala
State Bank of Travancore
Syndicate Bank
The Jammu & Kashmir Bank Limited
The Federal Bank Limited
The Karur Vysya Bank Limited
UCO Bank
United Bank Of India
Union Bank Of India
Vijaya Bank

Statutory Auditors

Deloitte Haskins & Sells
Chartered Accountants

Gandhi & Parekh
Chartered Accountants

Internal Auditors

Bhandarkar & Co.
Chartered Accountants

Devdhar Joglekar & Srinivasan
Chartered Accountants

N.T. Jain & Co.,
Chartered Accountants

Shah Gupta & Co.
Chartered Accountants

T.R. Chadha & Co.
Chartered Accountants

Legal Advisors & Solicitors

Kanga & Co.

Chief Financial Officer

Sunil O. Khandelwal

President Corporate Affairs & Company Secretary

K. H. Gopal

Demat ISIN Number in NSDL & CSDL

Equity Shares – INE 270A01011

Website Address

www.alokind.com

E-mail Address

info@alokind.com

Registered Office

17/5/1 & 521/1 Rakholi/ Saily, Silvassa-396230
Union Territory of Dadra and Nagar Haveli

Corporate Office

Peninsula Tower, 'A' Wing,
Peninsula Corporate Park,
G. K. Marg, Lower Parel,
Mumbai – 400 013

Marketing Offices**Domestic****Delhi**

F-2/9, 1st Floor, Okhla Industrial Estate
Phase I
New Delhi – 110 020

Bengaluru

8-3/1, Pentafor Tower,
Langford Town, Shanti Nagar,
Langford Road
Bengaluru – 560 025

Chennai

156, First Floor, Doshi Towers
Poonamallee High Road, Kilpauk,
Chennai – 600 010

Overseas**Sri Lanka**

26, Hallmark Building, Vajira Road,
Colombo – 04,
Sri Lanka

Bangladesh

Asset Rosedale,
Unit B1 (1st floor), House # 2 Road,
55, Gulshan Avenue, Gulshan – 2,
Dhaka – 1212, Bangladesh

China

Room No 701,
Youngong Communication Plaza,
East Wing Building, Zheijiang,
China

Dubai

6 WA, 232, 2nd Floor,
P. O. Box 54917,
Dubai Airport Free Zone

USA

1) 7 West, 34th Street,
Suite # 607, New York NY– 10001

2) 123 Oaklawn Avenue,
DALLAS, TX 75207

Czech Republic

Husova 734, 508 01 Horice
Czech Republic

British Virgin Islands

Pasea Estate,
Road Town, Tortola
British Virgin Islands

Store Twenty One

Unit 1, Plot C1
Central Boulevard, Blythe Valley Business Park
Solihull - B90 8AH

Listing & Code

BSE Limited (521070)
National Stock Exchange of India Limited
(ALOKTEXT EQ)

Registrar & Share Transfer Agent

Link Intime India Private Limited
C-13 Pannalal Silk Mill Compound,
L.B.S. Marg Bhandup (West),
Mumbai – 400 078

Works

Spinning

412 (15) Saily, Silvassa,
Union Territory of Dadra & Nagar Haveli

Weaving

a) 17/5/1 & 521/1, Rakholi / Saily, Silvassa,
Union Territory of Dadra & Nagar Haveli.

b) 209/1 & 209/4,
Dadra, U. T. of Dadra and Nagar Haveli.

c) Babla Compound, Kalyan Road,
Bhiwandi – Dist. Thane

Processing

a) 254, 261, 268, Balitha,
Taluka Pardi, Dist. Valsad, Gujarat

b) C-16/2, Village Pawane,
TTC Industrial Area, MIDC, Navi Mumbai
Dist. Thane.

Knitting

412 (15) Saily, Silvassa
Union Territory of Dadra & Nagar Haveli

Hemming

103/2, Rakholi, Silvassa,
Union Territory of Dadra & Nagar Haveli

Polyester Yarn (POY & Texturised Yarn)

17/5/1, 521/1, Rakholi / Saily and 409/1 Saily
Silvassa, Union Territory of Dadra & Nagar Haveli

Garments

a) 374/2/2, Saily, Silvassa Khanvel Road,
Union Territory of Dadra & Nagar Haveli.

b) 17/5/1, Rakholi, Silvassa,
Union Territory of Dadra & Nagar Haveli

c) 273/1/1, Hingraj Industrial Estate,
Atiawad, Daman, Union Territory

d) 50/P2, 52/P1, Morai, Taluka Pardi,
Dist. Valsad, Gujarat

Home Textiles

Bed Linen

a) 374/2/2, Saily, Silvassa
Union Territory of Dadra & Nagar Haveli

b) 149/150, Morai Taluka,
Pardi, Dist. Valsad,
Gujarat

Terry Towel

263/P1/P1 and 251/2/P1 Balitha,
Taluka Pardi, Dist. Valsad
Gujarat

▶▶▶ Milestones



1986 ■ Incorporation of your Company

1993 ■ Initial Public Offer of ₹ 4.50 crore



1995 ■ Collaboration with Grabal, Albert Grabher Gesellschaft mbH & Co. of Austria for manufacturing of embroidery products, through joint venture company, Grabal Alok Impex Ltd

1996 ■ Annual sales of ₹ 100 crore

1997 ■ Rights Issue of equity shares aggregating to ₹ 14.98 crore



1998 ■ Private placement of equity shares of ₹ 16 crore to Century Direct Fund (Mauritius)

2000 ■ Turnover exceeds ₹ 300 crore, including exports of ₹ 9 crore
■ New Alok Logo launched



2001 ■ Expansion initiated under Technology Upgradation Fund Scheme (TUFs) for weaving and processing capacities with investment of ₹ 225 crore

2002 ■ Rights issue of FCDs of ₹ 51 crore
■ Turnover exceeds ₹ 550 crore



2003 ■ Awarded status of 'Export Trading House'
■ Foray into Home Textile segment (bed linen)

2004 ■ Turnover crosses ₹ 1,000 crore. Exports exceed ₹ 100 crore
■ Commenced Phase I & II of expansion programme (Spinning, Weaving, Processing & garmenting) aggregating to ₹ 1,175 crore under TUFs



2005

- FCCB issue of USD 35 million

2006

- FCCB issue of USD 70 million

2007

- 9001:2000 certification obtained
- Turnover reaches ₹ 1,800 crore, Exports at ₹ 640 crore
- Domestic retail brand 'H&A' launched
- Embarked on expansion of ₹ 1,100 crore under Phase III under TUFs
- 60% stake acquired in "Mileta International", integrated textile unit at Czech Republic
- Contracted to acquire commercial property at Lower Parel admeasuring 6,41,000 sq. ft. in real estate subsidiary Alok Infrastructure Limited



2008

- Initiated Phase IV expansion of ₹ 1,180 crore under TUFs
- Raised ECB of USD 90 million
- Acquired stake in UK retail "Store Twenty One"

2009

- Rights issue of Equity shares of ₹ 450 crore
- Completed integration of Polyester by commissioning Continuous Polymerisation capacity of 600 tpd



2010

- Turnover touches ₹ 4,300 crore, Exports crosses ₹ 1,500 crore
- Qualified Institutional Placement of Equity shares of ₹ 425 crore.
- Added Terry Towels to its product range



2011

- 25 years of corporate journey completed
- Turnover crosses ₹ 6,300 crore, Exports reach ₹ 2,200 crore
- Awarded the IMC – Ramakrishna Bajaj National Quality (RBNQ) Performance Excellence Trophy in the Manufacturing Category
- Expansion of Polyester production from 600 tons/day to 900 tons/day commenced
- Awarded status of 'Recognised Star Trading House'



2012

- Turnover crosses ₹ 8900 crores Exports reach ₹ 3030 crores.
- Completion of Expansion of polyester production from 900 tons/day to 1400 tons/day.
- The amalgamation of Grabal Alok Impex Limited (GAIL) into the company was completed on 1 March 2012 with effect from 1 April 2011.
- Gold Trophy for Global Exports of Bleached / Dyed / Yarn Dyed / Printed Fabrics in Fabrics Category
- Gold Trophy for Exports of Bed Linen / Bed Sheets /Quilts in Made-ups Category
- Silver Trophy for Highest Global Exports Category
- Silver Trophy for second best export performance for the year 2010-11 in the category of Polyester Yarn





►►► Future Ready

Foresight is one's ability to sense the future ahead of others. Maturity is one's trait to spot and ascertain the right opportunities. Agility is one's intrinsic strength to act quickly and precisely. Resolve is one's commitment to prepare hard and master the art of maximising from one's rigour. The sum total of foresight, maturity, agility and resolve is **Future Ready**.