



### **BOARD OF DIRECTORS**

(As on 12.06.2002)

L.N. Bangur, Chairman Dr.N. Tata Rao Alka Bangur S.N. Daga N. Srinivasan S.K. Arora, IAS S.D. Mathur (IFCI Nominee) R.K. Joshi S. Ramachandran (IDBI Nominee) Jainder Singh, IAS Sheetal Bangur P.J.V. Sarma (ICICI Nominee) R.C. Mall, Executive Director

### EXECUTIVES

### **Corporate Office:**

| Sudhir Bhansali | - | Vice | President (Finance)    |
|-----------------|---|------|------------------------|
| P.B.Naidu       | - | Vice | President (Commercial) |
| L.M.Hoogan      | - | Vice | President (Projects)   |
| K.George Thomas | - | Vice | President (Marketing)  |

### Works:

| P.K.Suri     | - | Vice President (Operations)              |
|--------------|---|--|
| P.K.Sarkar   | - | General Manager (Works)                  |
| Y.V.Choudary | - | General Manager (Works) - Coastal Papers |

### **COMPANY SECRETARY**

C.Prabhakar

### **AUDITORS**

Brahmayya & Co., Chartered Accountants, Visakhapatnam.

### **PRINCIPAL BANKERS**

State Bank of India Canara Bank

### **REGISTERED OFFICE**

Rajahmundry 533 105 East Godavari District, Andhra Pradesh, India. Tel.Nos.(0883) 471831 to 471838 Fax No.(0883) 461764 E-mail: appmrjy@hd2.dot.net.in Website : www.andhrapaper.com

### **CORPORATE OFFICE**

501-509, Swapnalok Complex, 5<sup>th</sup> Floor, 92/93, Sarojini Devi Road, Secunderabad – 500 003, Andhra Pradesh, India. Tel. Nos.(040) 7813625,7813715 Fax No.(040) 7813 717 E-mail: appm@hd1.vsnl.net.in



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## Annual Report 2001-2002

| —                                  |                      |                    | <b>FIVE</b>        | YEARS AT A G       | LANCE                 |                       |
|------------------------------------|----------------------|--------------------|--------------------|--------------------|-----------------------|-----------------------|
|                                    |                      | 2001-2002          | 2000-2001          | 1999-2000          | 1998-1999             | 1997-1998             |
| OPERATING RESULTS:                 |                      |                    |                    |                    |                       |                       |
| Production                         | Tons.                | 1,53,600           | 88,745             | 94,334             | 91,543                | 84,330                |
| Sales                              | Tons.                | 1,56,248           | 86,801             | 95,281             | 93,072                | 84,074                |
| Turnover                           | Rs. lacs             | 42,375.50          | 28,555.07          | 27,020.73          | 25,770.29             | 24.007.55             |
| Profit before depreciation and tax | Rs. lacs             | 3,532.30           | 4,035.32           | 2,639.55           | 2,069.54              | 1,660.34              |
| Depreciation                       | Rs. lacs             | 1,873.84           | 991.81             | 894,19             | 837.85                | 820.49                |
| Provision for tax                  | Rs. lacs             | 120.00             | 240.00             | 310.00             | 129.33                | 88.00                 |
| Provision for Deferred Tax         | Rs. lacs             | 155.00             |                    |                    |                       |                       |
| Profit after tax                   | Rs. lacs             | 1,383.46           | 2,803.51           | 1,435.36           | 1,102.36              | 751.85                |
| Dividend on Equity Shares          | Rs. lacs             | 295.72             | 337.47             | 253.04             | 140.62                | 140.62                |
| Dividend on Preference Shares      | Rs. lacs             | 214.46             |                    |                    |                       |                       |
| Tax on Dividend                    | Rs. lacs             | 15.13              | 34.42              | 38.97              | 15.47                 | 14.06                 |
| Retained Profit                    | Rs. lacs             | 858.15             | 2,431.62           | 1,143.35           | 946.27                | 597.17                |
| SOURCES OF FUNDS:                  |                      |                    |                    |                    |                       |                       |
| Share Capital — Equity             | Rs. lacs             | 1,182.89           | 1,124.89           | 1,124.89           | 562.50                | 562.50                |
| Share Capital — Preference         | Rs. lacs             | 326.67             | 1,124.00           | 1,121.00           |                       |                       |
| Reserves & Surplus                 | Rs. lacs             | 16,333.63          | 15,154.18          | 12,722.56          | 10,887.65             | 9,941.39              |
| Shareholders Funds                 | Rs. Jacs             | 17,843.19          | 16,279.07          | 13,847.45          | 11,450.15             | 10,503.89             |
| Borrowings                         | Rs. Jacs<br>Rs. lacs | 16,565.64          | 10,714.71          | 6,295.80           | 6,355.54              | 7,720.67              |
| Total                              | Rs. lacs             | 34,408.83          | 26,993.78          | 20,143.25          | 17,805.69             | 18,224.56             |
| APPLICATION OF FUNDS               | neć                  |                    | Iccio              | 1.coh              |                       |                       |
|                                    | De lass              | 20.250.25          | 15 914 70          | 10.055.05          | 11552.04              | 11 112 00             |
| Net Fixed Assets                   | Rs. lacs             | 26,356.35          | 15,814.79          | 12,355.65          | 11,553.84<br>3,298.57 | 11,112.90<br>3,334.07 |
| Investments<br>Net Current Assets  | Rs. lacs             | 2,952.35           | 6,510.68           | 4,918.30           |                       | 3,734.07              |
| Miscellaneous Expenditure          | Rs. lacs<br>Rs. lacs | 5,167.74<br>925.39 | 4,058.18<br>610.13 | 2,617.16<br>252.14 | 2,908.45<br>44.83     | 42.81                 |
| (To the extent not written off)    | NS. Ides             | 523.35             | 010.15             | 252.14             | 44.05                 | 42.01                 |
| Deferred Tax Liability             | Rs. lacs             | (-)993.00          |                    |                    |                       |                       |
| Total                              | Rs. lacs             | 34,408.83          | 26,993.78          | 20,143.25          | 17,805.69             | 18,224.56             |
| Deals Value and Reside Class       | <u></u> ,<br>D       | 140                | 145                | 100                | 00.1                  | 107                   |
| Book Value per Equity Share        | Rs.                  | 140                | 145                | 123                | 204                   | 187                   |
| Earnings per Share                 | Rs.                  | 12                 | 25                 | 13                 | 20                    | 13                    |
| Dividend (Equity)                  | %                    | 25                 | 30                 | 25                 | 25                    | 25                    |

In view of the amalgamation of erstwhile Coastal Papers Ltd with the Company, the figures of 2001-2002 are not comparable with the figures of Previous Years.

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### NOTICE

NOTICE is hereby given that the Thirty Eighth Annual General Meeting of the Members of The Andhra Pradesh Paper Mills Limited will be held on **Saturday, the 14<sup>th</sup> September, 2002 at 3.00 P.M** at **Sri Venkateswara Anam Kala Kendram, Rajahmundry 533 104, East Godavari District, Andhra Pradesh** to transact the following business:

### **ORDINARY BUSINESS:**

- 1. To consider and adopt the Balance Sheet as at 31<sup>st</sup> March,2002, Profit and Loss Account for the year ended as on that date and the Reports of the Directors and Auditors thereon.
- 2. To declare dividend on the equity shares and preference shares for the year ended 31<sup>st</sup> March, 2002.
- 3. To appoint a Director in place of Dr. N. Tata Rao who retires by rotation under Article 142 of the Articles of Association of the Company and is eligible for re-appointment.
- 4. To appoint a Director in place of Smt. Alka Bangur who retires by rotation under Article 142 of the Articles of Association of the Company and is eligible for re-appointment.
- 5. To appoint a Director in place of Shri S.K. Arora who retires by rotation under Article 142 of the Articles of Association of the Company and is eligible for re-appointment.
- 6. To consider and, if thought fit, pass, with or without modification, the following resolution as a **Special Resolution**:

" RESOLVED THAT pursuant to the provisions of Section 224A and other applicable provisions, if any, of the Companies Act, 1956, the retiring Auditors Messrs. Brahmayya & Co., Chartered Accountants, Visakhapatnam, be and are hereby reappointed as Auditors of the Company to hold office from the conclusion of this Meeting until the conclusion of next Annual General Meeting of the Company at a remuneration of Rs.2.50 lakhs net of service tax plus reimbursement of travelling and out-of-pocket expenses".

### SPECIAL BUSINESS:

7. To consider and if thought fit. pass, with or without modification, the following resolution as an **Ordinary Resolution**:

RESOLVED THAT Shri R.K. Joshi be and is hereby appointed as a Director of the Company in the casual vacancy created by the resignation of Shri J.K. Bhattacharya in respect of whom the Company received a notice under Section 257 of the Companies Act, 1956.

8. To consider and if thought fit, pass with or without modification, the following resolution as an Ordinary Resolution:

"RESOLVED THAT Ms. Sheetal Bangur who was appointed as Additional Director of the Company by the Board of Directors under Article 129 of the Articles of Association of the Company and who ceases to hold office pursuant to Section 260 of the Companies Act,1956 and in respect of whom the Company has received a notice under Section 257 of the Companies Act,1956 in writing, proposing her candidature for the office of Director be and is hereby appointed as a Director of the Company.

9. To consider and if thought fit, pass, with or without modification, the following resolution as an Ordinary Resolution:

RESOLVED THAT pursuant to the provisions of Section 269 read with Schedule XIII and other applicable provisions of the Companies Act, 1956, if any, the consent of the Company be and is hereby accorded to the re-appointment of Shri R.C.Mall as a Whole-time Director designated as Executive Director of the Company, who will not be liable to retire by rotation for a further period of five years from 10th May,2002 and to the payment of remuneration to Shri R.C. Mall during his tenure of re-appointment on the terms and conditions set out below:



## Annual Report 2001-2002

- i) Salary: Rs.60,000 (Rupees sixty thousand only) per month with such increments as may be determined by the Board of Directors of the Company from time to time in the salary range of Rs.60,000/- to Rs.1,00,000/-.
- ii) Perquisites:
  - a) Housing: The expenditure by the Company in providing furnished/unfurnished accommodation to the Executive Director shall not exceed 60% of his salary. In case no accommodation is provided by the Company, he shall be entitled to House Rent Allowance at 60% of salary.
  - b) Gas Electricity and Water: Actuals subject to a ceiling of 15% of the salary.
  - c) Security, Gardener, Helper, Food Coupons etc.: Actuals subject to a ceiling of Rs.10,000/- per month.
  - d) Conveyance: Car with driver to be provided by the Company.
  - e) Telephone: Provision of telephone at the residence.
  - f) Production Bonus, Leave Travel Concession, Medical reimbursement, Contribution to Provident Fund, Superannuation Fund and Gratuity:

As per the Rules applicable to the senior staff of the Company.

- g) Club Fees: Fees of Clubs subject to a maximum of two clubs.
- h) Personal Accident Insurance Premium: Not exceeding Rs.7,500/- per annum.
- i) Leave: Leave in accordance with the Rules applicable to the senior staff of the Company.
- j) Such other benefits, amenities, facilities and perquisites as may be permitted by the Board of Directors to the Executive Director.
- iii. Use of Company's car for official purposes, Telephone at residence and Encashment of Leave at the end of the tenure and contribution to Provident Fund, Superannuation Fund and Gratuity will not be considered as perquisites.
- iv. In the event of loss or inadequacy of profits in any financial year, the Executive Director shall be paid remuneration by way of salary and perquisites as specified above.
- v. The Executive Director shall not be paid any sitting fees for attending the meetings of the Board of Directors or Committees thereof.
- vi The re-appointment of 5 years may be determined by either party by giving six months notice in writing to the other party.

By Order of the Board, For **The Andhra Pradesh Paper Mills Limited**,

**Registered Office:** Rajahmundry 533 105 East Godavari District, Andhra Pradesh

**C. Prabhakar** Company Secretary

Date : 1st July, 2002



### NOTES

- 1. A member entitled to attend and vote at this Annual General Meeting is entitled to appoint a proxy to attend and vote instead of himself and the proxy need not be a member of the Company. The proxy form duly completed must reach the Registered Office of the Company at least forty eight hours before the commencement of the meeting.
- 2. The Explanatory Statement pursuant to Section 173 (2) of the Companies Act, 1956 in respect of Item Nos.7 to 9 is annexed hereto.
- The Register of Members and Share Transfer Books of the Company will remain closed from 13<sup>th</sup> July, 2002 to 23<sup>rd</sup> July, 2002 (both days inclusive).
- 4. Securities and Exchange Board of India (SEBI) informed that trading in equity shares of the Company would be compulsory in dematerialised form by all investors with effect from 28<sup>th</sup> August, 2000. The Company had entered into agreements in March, 2000 with National Securities Depository Limited (NSDL) and Central Depository Services (India) Limited (CDSL). Shareholders can dematerialise their equity shares in the Company through their Depository Participants.
- 5. The dividend for the year ended 31<sup>st</sup> March,2002 as recommended by the Board, if sanctioned, at this Annual General Meeting will be payable on or after 1<sup>st</sup> October, 2002 to those Members whose names appear in the Company's Register of Members as on 23<sup>rd</sup> July, 2002. In respect of shares held in Electronic form, the Dividend will be payable on the basis of beneficial ownership as per the details furnished by NSDL and CDSL for this purpose.
- 6. The Members holding shares in physical form are requested to notify any change in their address immediately to the Company and those Members holding shares in electronic form should inform change in address to their Depository Participants.
- 7. The Members are requested to bring their copies of Annual Report to the Meeting.
- 8. Investors desirous of availing the facility of Electronic Credit of dividend are requested to fill in the form attached to this Report.
- 9. As per the provisions of the amended Companies Act, 1956 facility for making nominations is available to the shareholders in respect of the shares held by them in physical form. Nomination forms can be obtained from the Secretarial Department at the Registered Office. In respect of shares held in electronic form, the nomination should be recorded with the respective Depository Participants. The Company would not accept any nomination in respect of such shares.

#### 10. Information required under the Listing Agreement

As required under the Listing Agreement, the particulars of the Directors who are proposed to be appointed/re-appointed are given below:

### 1) DR.N.TATA RAO

Dr. N.Tata Rao has been associated with the Company as Director since 3<sup>rd</sup> October, 1989. He is an engineering graduate and has also done M.S. in electrical engineering from Illinois Technology, U.S.A. He is a distinguished personality in the field of power and was associated as Chairman of Madhya Pradesh State Electricity Board and A.P. State Electricity Board for more than two decades.

He is also a Director of Amarraja Power Systems Ltd., VBC Ferro Alloys Ltd., Lakshmi Finance & Industrial Corporation Ltd., Industrial Meters Ltd., Sudalgunta Sugars Ltd., Upper India Steel Mfg. & Engg. Company Ltd., Konaseema EPS, and Oakwell Power Ltd.,



### 2) SMT. ALKA BANGUR

Smt. Alka Bangur has been associated with the Company as Director since 20<sup>th</sup> September, 1996. She is a post graduate in English and Hindi and also has done M.B.A. She is the Managing Director of The Peria Karamalai Tea & Produce Co. Ltd.

She is also a Director of Apurva Export Pvt. Ltd., Maharaja Shree Umaid Mills Ltd., The Marwar Textile (Agency) Ltd. and Mugneeram Ramcoowar Bangur Charitable & Religious Company.

### 3) SHRI S.K.ARORA

Shri S.K.Arora has been associated with the Company as Director since 6<sup>th</sup> May, 1999. Shri S.K.Arora is a post graduate in Political Science from Punjab University, Chandigarh and post graduate in Rural Development from University of East Anglia, Norwich, U.K. He joined I.A.S. in 1971 and is presently working as Principal Secretary to Government, Finance Department, Government of Andhra Pradesh. He held various positions like District Collector, Head of Department in Agriculture, Employment & Training and Labour Departments. He had also worked as General Manager of National Co-operative Development Corporation and Director General of National Institute of Agricultural Management.

He is also a Director of VST Industries Ltd., A.P. Power Finance Corporation Ltd. and A.P. Tourism Finance Corporation Ltd.

### 4) SHRI R.K.JOSHI

Shri R.K.Joshi, has been associated with the Company as Director since 22<sup>nd</sup> May, 2001. Shri R.K.Joshi is a graduate in the discipline of Mechanical Engineering, Associate of Insurance Institute of India and Member of Institute of Engineers. He is presently working as General Manager of General Insurance Corporation of India (GIC) and he held various positions in G.I.C. since 1974.

### 5) MS.SHEETAL BANGUR

Ms.Sheetal Bangur, has been associated with the Company as Director since 28<sup>th</sup> January, 2002. Ms. Sheetal Bangur is a post graduate in Commerce and has done post graduate diploma in Business Administration apart from attending summer course on Capital Markets and Finance at Harvard University, U.S.A.

She is also a Director of The Marwar Textile (Agency) Ltd., The Swadeshi Commercial Co. Ltd., Apurva Export Private Ltd., Samay Books Ltd. and Mugneeram Ramcoowar Bangur Charitable & Religious Company.

#### 6) SHRI R.C. MALL

Shri R.C. Mall is a Chemical Engineer and has over 31 years of experience in large Pulp and Paper Industries of JKs. Birlas and Duncan Goenka groups in the areas of production, technical, commercial, projects, administration, etc. He has been functioning as Executive Director of the Company since 10<sup>th</sup> May, 1997.



### **EXPLANATORY STATEMENT PURSUANT TO SECTION 173 (2) OF THE COMPANIES ACT, 1956**

### **Regarding Item No.7.**

Shri R. K. Joshi was appointed by the Board of Directors on 22<sup>nd</sup> May, 2001 as a Director to fill up the casual vacancy caused by the resignation of Shri J.K. Bhattacharya pursuant to the provisions of Section 262 of the Companies Act, 1956 and Article 129 of the Articles of Association of the Company.

The Board feels that it is in the interest of the Company to continue the appointment of Shri R.K. Joshi as Director and accordingly recommends his appointment as a Director.

A notice under Section 257 of the Companies Act, 1956 has been received from a member of the Company signifying his intention to propose the name of Shri R.K. Joshi for appointment as a Director of the Company.

None of the Directors, except Shri R. K. Joshi is concerned or interested in the said resolution.

#### **Regarding Item No.8.**

Ms. Sheetal Bangur was appointed as Additional Director by the Board of Directors at their meeting held on 28<sup>th</sup> January, 2002 and she holds office upto this Annual General Meeting pursuant to the provisions of Section 260 of the Companies Act, 1956 and Article 129 of the Articles of Association of the Company.

A notice under Section 257 of the Companies Act, 1956 has been received from a member of the Company signifying her intention to propose the name of Ms. Sheetal Bangur for appointment as a Director of the Company.

The Board feels that it is in the interest of the Company to continue the appointment of Ms. Sheetal Bangur as Director and accordingly, recommends her appointment as a Director of the Company.

None of the Directors, except Ms. Sheetal Bangur, Shri L.N. Bangur and Smt. Alka Bangur are concerned or interested in the said resolution.

### **Regarding Item No.9.**

Shri R.C. Mall was appointed by the Board of Directors as Executive Director for a period of 5 years from the date of his joining i.e., 10<sup>th</sup> May, 1997 subject to the approval of shareholders which was accorded at the 33rd Annual General Meeting held on 13<sup>th</sup> September, 1997 and his initial term expired on 9<sup>th</sup> May, 2002.

The Board of Directors of the Company at their meeting held on 22<sup>nd</sup> April,2002 re-appointed Shri R.C.Mall as a Whole-time Director designated as Executive Director for a further period of 5 years from 10<sup>th</sup> May, 2002 in accordance with the provisions of Section 269 read with Schedule XIII and other applicable provisions of the Companies Act, 1956 on the revised terms set out in the resolution given in the notice.

The Company received the approval of Financial Institutions viz., ICICI Ltd., Industrial Development Bank of India and IFCI Ltd., for re-appointment of Shri R.C. Mall as Executive Director.

The Board recommends this resolution for your approval.

None of the Directors, except Shri R.C.Mall, is concerned or interested in the said resolution.

By Order of the Board For **The Andhra Pradesh Paper Mills Limited** 

Registered Office : Rajahmundry - 533 105 East Godavari District Andhra Pradesh

C.Prabhakar Company Secretary

Date : 1st July, 2002



### DIRECTORS' REPORT

То

#### The Members

Your Directors have pleasure in presenting their Thirty Eighth Annual Report and the Audited Accounts for the year ended 31<sup>st</sup> March, 2002.

| Financial Results                                  |               | Rs./Crores |
|--|---------------|------------|
| _  | 2001-2002     | 2000-2001  |
| Sales and other income                             |               |            |
| (after accounting for                              |               |            |
| accretion/decretion in stocks)                     | 421.87        | 296.65     |
| Gross Profit                                       | 35.32         | 40.35      |
| Less: Depreciation                                 | 18.74         | 9.92       |
| Less: Provision for Current Tax                    | 1.20          | 2.40       |
| Deferred Tax                                       | 1.55          |            |
| Net Profit   | 13.83         | 28.03      |
| Add: Transfer from Investment<br>Allowance Reserve |               | 0.39       |
| Add: Profit of erstwhile Coastal Paper             | rs Ltd. 3.41  |            |
| Less: Income tax paid for earlier ye               | ears 0.14     |            |
| Add: Profit brought forward from previous Year     | 7.82          | 26.11      |
| Profit available for appropriation                 | on 24.92      | 54.53      |
| Appropriations                                     |               | <u></u>    |
| Transfer to General Reserve                        | 1.39          | 40.00      |
| Transfer to Capital                                |               |            |
| Redemption Reserve                                 | 1.63          | V -        |
| Transfer to Debenture                              |               |            |
| Redemption Reserve                                 | 1.00          | 3.00       |
| Interim dividend on                                |               |            |
| Preference Shares                                  | 1.48          |            |
| Tax on Interim preference                          |               |            |
| dividend paid                                      | 0.15          | _          |
| Proposed Dividend on                               |               |            |
| preference shares                                  | 0.66          |            |
| Proposed dividend on equity share                  | s <b>2.96</b> | 3.37       |
| Tax on Equity Dividend                             |               | 0.34       |
| Balance carried to Balance Sheet                   | 15.65         | 7.82       |
|  | 24.92         | 54.53      |

In view of amalgamation of erstwhile Coastal Papers Ltd. with the Company, the figures for the current year are not comparable with the figures of the previous year.

#### 8

# Amalgamation of Coastal Papers Ltd. with the Company:

The Hon'ble High Court of Andhra Pradesh vide its order dated 27.8.2001, sanctioned the amalgamation of erstwhile Coastal Papers Ltd. (CPL) with the Company with effect from 1<sup>st</sup> October, 2000. In terms of the scheme of amalgamation, CPL stood dissolved on 29<sup>th</sup> October, 2001 and it has since been functioning as Coastal Papers Division of the Company. In terms of the said scheme of amalgamation:

- a) your Company in January, 2002 issued 4,90,000 14.5% Redeemable Cumulative Preference Shares of Rs.100/each on private placement basis to ICICI in lieu of their similar holding in erstwhile CPL. As per the terms of the issue, 1,63,333 preference shares of Rs.100/- each have since been redeemed on 15.1.2002.
- b) your Company also issued 5,80,000 equity shares of Rs.10/- each on 18.12.2001 to the erstwhile equity shareholders of CPL as per the approved exchange ratio of 1:3.

### Performance:

The year under review concluded with your Company registering production of 1,54,322 MTs. and sales of Rs.423.76 crores after amalgamation. The Profit Before Tax (PBT) was Rs.16.58 crores. The decline in the profit was mainly due to demand recession and drop in the prices affecting the sales realizations. The Profit After Tax (PAT) stood at Rs.13.83 crores after providing for current tax and deferred tax to the extent of Rs.1.20 crores and Rs.1.55 crores respectively.

### Dividend:

An interim dividend at 14.5% (free of Income Tax) on 4,90,000 Redeemable Cumulative Preference Shares of Rs.100/- each representing arrears of dividend amounting to Rs.148.34 lacs - from 1<sup>st</sup> February, 1999 to 31<sup>st</sup> March, 2001 was declared by the Board in January, 2002 and the said amount was paid to ICICI on 15.1.2002.

Your Directors are pleased to recommend (a) final dividend at 14.5% on 4,90,000 preference shares of Rs.100/- each from 1.4.2001 to 15.1.2002 amounting to Rs.56,25,603/- and on 3,26,667 preference shares of Rs.100/- each from 16.1.2002 to 31.3.2002 amounting to Rs.9,86,266/aggregating to Rs.66,11,869/- (b) a dividend of Rs.2.50 per equity share on 1,18,28,890 equity shares of Rs.10/- each aggregating to Rs.2,95,72,225/-. These dividends are subject to deduction of income tax at source where applicable.

### **Marketing and Exports:**

While the general market conditions have been more or less stable in the 1<sup>st</sup> half with minor reductions in the sales realizations, the last two quarters of the year under review witnessed severe downturn in the market place. Export sales realization also started declining as the international markets also started to soften during the year under review.

During the year under review, the exports were to the tune of 7349 MTs. and the earnings in foreign exchange in respect of exports were Rs.17.10 crores.

### **Outlook for the Industry:**

The performance of Paper Industry was adversely affected by demand recession, cheaper imports, price cuts and supply-demand imbalances during the year under review. This situation calls for the Paper Industry to concentrate on cost effectiveness, product improvement and introduction of new and value added products.

The Asian region's population particularly that of India is becoming increasingly literate and as the rural areas develop even further, with the income levels rising, the demand for improved and more sophisticated paper and paperboard products will no doubt go up but it will put more pressure on all suppliers to raise the levels of quality and service.

The process of consolidation and rationalization in the industry will continue. This will lead to greater challenges in matching the right companies and their product making facilities to the right markets.

### **Raw Materials:**

### Forest based Raw Material:

#### a) **Procurement**:

During the year under review, fibrous raw material procurement had severe stresses primarily because of uncertainty in the Ongole catchment for Eucalyptus and Subabul procurement through Agricultural Market Committees in tandem with unprecedented heavy procurement pressure in the routine Casuarina catchment from various industries of adjoining States. Despite all the odds, planned approach of the Company paved way to maintain the sustained supply of wood throughout the year.

Similarly for Bamboo, allotment of coupes from Government of Andhra Pradesh for the  $5^{th}$  year in succession is still at bay,

which forced the Company to manage its bamboo supplies from various sources of adjoining States like Maharashtra, Chattishgarh and Orissa, However, dialogues are on with Government of Andhra Pradesh to find solution of the same in the coming years.

#### b) Development:

Company's unique, cost effective and farmer friendly plantation activities were continued vigorously to ensure development of raw material for future and to attain self sufficiency in fibrous raw material within the catchment. Around 26.3 Million Casuarina seedlings and Subabul stumps were distributed to the farmers against 22.7 Millions in the last year. Research & Development trials on low cost planting techniques, quality seeds of clonal seed orchard, micropropagation of pulpable tree species, identification of superior clones and their propagation, etc. continued throughout the year.

#### c) Socio-economic commitments towards Society:

The low cost planting techniques widely accepted by the farmers not only helped in ensuring sustained wood availability and upliftment of Socio economic status of the farmers, but also in developing mutual trust and harmony between Company and them. The Company actively participated in avenue and environmental plantations in and around the mills, recreation forestry at various places and development of around 3 Million seedlings exclusively for the rural areas in East Godavari District in a collaborative approach with Zilla Parishad officials, as a part of its dedicated commitment to the society.

### Other Raw Materials:

#### a) Ricestraw:

The total requirement of Rice Straw is being procured from nearby areas of East and West Godavari Districts. For the year 2002-03, no problem for the availability of Ricestraw is envisaged.

#### b) Waste Paper:

The required quantity of different grades of Waste Papers both imported and indigenous was procured during the year under review as per production schedules.

### Conservation of Energy, Research and Development:

The details regarding conservation of energy, research and development, technology absorption, foreign exchange earnings and outgo are furnished in Annexure-1 pursuant to

