



Excellence in Lighting

AUTOPAL INDUSTRIES LIMITED

Annual Report 2014-15



COMPANY HONOR



AUTOPAL INDUSTRIES LIMITED
MANSAROVAR
 Manufacturer & Exporter of
 LED lights, CFL, Metal Halide Lamp



29th Annual Report 2014-2015

AUTOPAL INDUSTRIES LTD.

E-195(A) RIICO Industrial Area, Mansarovar, Jaipur-302020

Website:- www.autopal.org, Email: info@autopal.net.in

CIN No. L31501RJ1985PLC003427

Board of Directors

Mr. Dharam Pal Gupta
Mr. Anup Gupta
Mrs. Anubha Gupta
Mr. Abhishek Gupta
Mr. Ratan Lal Rawat
Mr. Mata Deen Sharma
Mr. Shailandra Kumar
Mr. Kunal Manchanda

Designation

Executive & Promoter
Executive & Promoter
Executive & Promoter
Additional Director
Non Executive Independent Director
Non Executive Independent Director
Non Executive Independent Director
Non Executive Independent Director

DIN

00058225
01132624
02190808
02691807
01786923
01980345
03555968
07198689

Investor's Service Cell

Mr. Praveen Kumawat (Company Secretary)
Mr. Chandan Singh (Asst cum. Company Secretary)
Miss. Swati Jain (Secretarial Officer)
(M) 09314839976, Email: secretarial@autopal.net.in

Auditors

M/s Rajvanshi & Associates
Chartered Accountants
H-15, Chitranjan Marg,
C-Scheme, Jaipur-01
E-mail : vikasrajvanshi.jaipur@gmail.com

Corporate Advisors

Mahendra Khandelwal & Company
Company Secretaries
202, Prism Tower, Opp. Old Lal Kothi
Sambji Mandi Main Gate, Tonk Road, Jaipur
(O) 0141-3296027, (M) 09828046652
E-mail : mahendra927@gmail.com

Registrar & Share Transfer Agent

Beetal Financial & Computer Services (P) Ltd.
Beetal House, 3rd Floor, 99 Madangir
Behind Local Shopping Centre, New Delhi-62
Ph : 011-29961281, 83 ; Fax : 011-29961284
E-mail: beetal@beetalfinancial.com
Website: www.beetalfinancial.com

Registered Office & Works

E-195(A), RIICO Industrial Area, (Sanganer)
Mansarovar, Jaipur-302020 (Rajasthan)
E-mail: info@autopal.com

Banker

Union Bank of India
Branch : M.I. Road, Jaipur

CONTENTS :

| | |
|----------------------------------|-------|
| Management Desk | 6-7 |
| Management Discussion & Analysis | 8-13 |
| Director's Report | 14-35 |
| Corporate Governance | 36-50 |
| Auditor's Report | 51-54 |
| Balance Sheet | 55 |
| Profit & Loss Account | 56 |
| Cash Flow Statement | 57 |
| Notes to Account | 58-74 |
| Statutory Section | 75-79 |
| Attendance Slip and Proxy Form | 80 |

“THE GREAT AUTOPAL DREAM”

The Autopal group is driven by dynamism and empowered by dedicated performance. We believe in offering energy efficient and environment friendly products. The way to this and the future is indeed LED. We have inculcated in house production capabilities for the entire range of LED products. This is backed by strategic marketing initiatives and a strong trade channel. Our team has introduced many new LED products and is in the process of introducing more products which are empowered by cutting-edge technology and pioneering innovations. Autopal is synonymous with LED Lights today and among the most trusted brands across millions of households.

“ABOUT AUTOPAL GROUP”

AUTOPAL GROUP, a 40 years old enterprise with excellence and pioneer-ship in many engineering and lighting products. Embedded with many international acclaimed quality & product certification the company has established world-wide marketing network with agents, distributors and customers across the globe. Autopal was the first company to manufacture the CFL technology in India. It has continued to shape the group by breaking new grounds & pioneering critical developments in automotive & lighting industry. The group extends its State-of-Art technology, Avant-garde design in consumer durable goods like CFL, MHL, domestic use Fan Series. Autopal forays wide products range of Energy saving lamps CFL , MHL, Down lighters, LED Series & Tube light.

www.autopal.net.in

AUTOPAL HISTORY

HISTORY

- ▶ Autopal Industries Limited was formed in 1985 and the first commercial production came out in 1992. The company went public in 1994 and has a shareholding base of 16000 people.
- ▶ In 1992 Autopal pioneered in CFL manufacturing with Korean Technology (the first capsule manufacturing plant in India, imported from Korea).
- ▶ Autopal also manufactured many state of art products of the time like Compact Magnetic Ballast (1994), Electronic Choke (1994), Electronic Ballast (1994), Electronic Transformers(1995), MHL(1999), Domestic Light Fittings(since 1992), Halogen 'J' Type (1992), MR16 (1992), H3(1992) etc in India first time with in house production facilities.
- ▶ The in-house quality lab was Govt recognized lab and was among first Indian luminaries and domestic lighting companies to get ISO9002 and ISO9001.
- ▶ The company has got many patented products in its kitty. Autopal has exported components and finished products to several companies across the world including prestigious clients like 'IKEA' & 'RING lamp'.

INDOOR LIGHTING


OUTDOOR LIGHTING

COMMERCIAL LIGHTING

AREA LIGHTING

SPOT LIGHTING

FOCUS LIGHTING



Lighting that become your soul

MANUFACTURING UNIT

INFRASTRUCTURE

- ▶ Land : A sprawling area of 5600 yard's at the central location of the city Jaipur. The address is 5 minutes drive from international Jaipur airport.
- ▶ Building: The company has constructed area of 60000 Sq Feet, distributed on ground floor, First Floor and Basement. The building has been fully renovated and has enough space of future expansion and growth. Along with the Sanitation Lines, Air Lines, Water Lines , Electricity line required for any industry has been properly laid.
- ▶ Electricity: The company has installed electricity connection of 320 KVA with 125KVA power generator back up.
- ▶ Plant & Machinery: The company has investment in plant and machinery of 10cr, and recently there is investment of 6.00 cr on capital expenditure for upgrading production lines and Quality assurance Facilities. Further there is plan of 10.00 cr expenditure for establishing 'world class manufacturing facilities and system' for LED light production in the company by next fiscal year. The list of important Plant & machinery is mentioned in next pages.
- ▶ Manpower: The company has staff of 150 skilled professionals, There are 20 engineers in D&D specialising in Electronics, Chemical, Electrical, Optics and Mechanical field. There are around 7 people in vendor development, 15 in QC (IQC, PQC, FQC, Lab etc).

AUTOPAL INDUSTRIES LIMITED MANSAROVAR

Manufacturer & Exporter of
LED lights, CFL, Metal Halide Lamp



“BRAND MERITO- PROFESSIONALS LED LIGHTING”

AUTOPAL- MERITO “Professional in LED”- A Professional extension, to the solemn pronounced by the founder of Autopal group towards next generation lighting & energy saving. A small contribution into the revolution of the enigmatic light energy, leading to the evolution of the next generation LED lighting technology.

Being dynamic, innovative and multi phased LED lighting technology involving in all sphere of the engineering – from electronic, mechanical, chemical to metallurgy. It involved an embedded team of 50 professionals in R&D, D&D, quality control, from different engineering streams synergized to form a cutting edge, innovative brand in LED Lighting- MERITO.

Initiated by Autopal group, a trusted brand in lighting products, with billions of delighted customers worldwide, a 40 years old brand in the field of lighting & pioneering in many next gen lighting in India.

The products are manufactured at the world class production facilities with modern state-of- art, quality lab, confers to the International standards (IEC.....), International Safety Standards (IEC....., c SELV, etc.), All the products are CE, ROHS complaint.

The focus is to engrave the LED products pervasively, with the advanced and modest product range worldwide. The technological edge has been derived out from the management of the key parameters excellent ergonomics on thermal management. Selection of LED package for best optical performance vis economical at same time. Uniformity in light CCT, usage of 2/3 Mcadambinning. Avant-grade design. Drivers confer to IEC standards, specially designed to suit the Indian varied voltage conditions

PRESENT

► **Manufacturing Capacity**

| | |
|---------------------------|-----------------|
| LED Panels & Downlighters | 1,00,000 |
| LED Spot light | 1,00,000 |
| LED Bulb | 2,00,000 |
| LED Tube lite | 50,000 |
| LED Strip lite | 1,000,000 meter |
| 2'x2' Flood lite | 5,000 |

► An ISO 9001:2008, ISO 14001:2004 EMS, ISO 18001:2007 OHSAS Certified Company

► 1st in India to manufacture slim panel with in house Design & Development capabilities.

► In house designing of highly uniform LGP(Light Guide Plate).

► Largest range of in house manufactured products in India for led lights.


► Excellent D&D team of engineers in all sphere of engineering, mechanical, optics & electronics.

► State-of-art assembling facility.

► Supplying components and finished products to many big OEM and brands.

► CE & ROHS certified products.

► Quality lab with latest equipments and facilities.



www.autopal.net.in



- Avant-garde design by experts of industry
- 40 years of lighting experience
- World class product developed by team of experienced engineers
- State-of-art production facilities, R&D and QC Lab.
- Product conforming to IEC 60598, IEC 61347-1-2, JES 22-A108
- Multiple protections for drivers-OVP, OCP, SCP, OTP.
- 3 Mcadam Binning for LED CCT, Uniformity in light color.
- Intelligent thermal management-Maximum output, light weight, long life.
- Special OVP/ Surge protection & voltage fluctuation designed for Indian condition.
- Comply with International Safety Standards:
 - UL 8750, EN 60590, UL1310, EN 55015, EN 61000-3-2,
 - EN 61000-3-3, 4-4, 4-5, ROHS, SELV, LP.
- Data (Life, Lumen etc) based on actual results(LM-79 test report)
- Billions of delighted customers

Our Vision:-

At Autopal, all our operations are eco-friendly and cost-competitive. We are dedicated in preserving and protecting our natural resources and are aware that we can do so only in a pollution-free environment.

Our greatest and most precious asset has been our people and we are not averse to invest in their training and improvement. As we believe that it will enable them to combat new challenges in dynamic scenario.

Customer satisfaction is of paramount importance to us and we go all out to satisfy them with excellent service and value for money

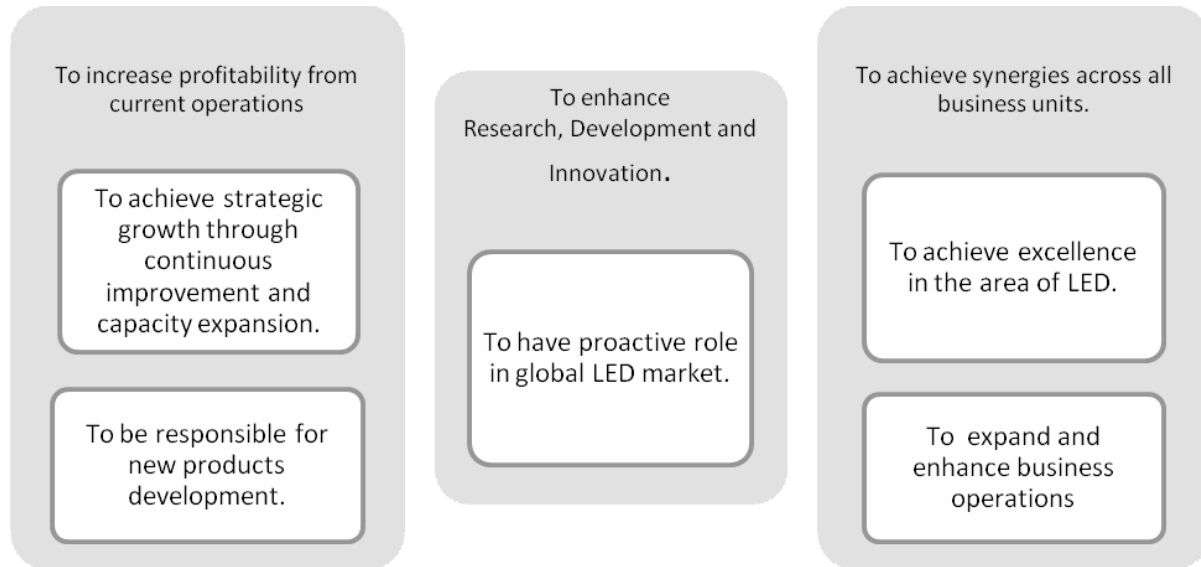
Our Mission:-

Our mission is to be a leading brand in the field of LED, both nationally and internationally through constant endeavour and innovation.

Our Values:-

Uncompromising commitment to quality and performance-related excellence
Constant innovation
Committed delivery schedule
Enhancing custom.

Value Creation:-



MANAGEMENT DESK

“CHAIRMAN’S MESSAGE”



Dear Members,

Immense growth in the lighting sector worldwide due to vast range of led lights and our company has been continuously developing new range of products pertaining to demand and potential growth in the market. Significant growth has been recorded in the past few years. We have with us, experienced and skilled workforce and technical department has been highly equipped. Expansion and development has been carried on with experts and planned strategy which will enhance the turnover as well as reputation of the company. Shareholders will also be benefited from such growth and expansion and enhanced reputation. Looking forward for your cooperation and support with may gratitude for being associated with us and being part of it.

“CHAIRMAN PROFILE”

The group’s phenomenal success over the years has been due to Mr. Dharam Pal Gupta’s mantra of “growth through quality, innovation and market consolidation”. His focus on research and development has enabled the group to develop products for consumers that offer great value for money. His constant emphasis on promoting energy conservation and environmental preservation coupled with his philanthropic service to the economically weaker section of the society is his way of giving back In return to the society that has helped this organization realize its true potential.

Shri Dharam Pal Gupta, aged 78 years, is the main promoter of the Autopal with 40 years of rich and vast experience. During his studies only, he started showing keen interest in his ancestral business of Oil Mills, Mechanized Farming, and Foundry etc. At the age of 19, he started own industry of sheet metals. In 1964 he developed for the first time in India, Automobile Head Lamps and Sealed Beams and a year after Tractor Lighting Kit for M/s Massy Ferguson. In 1968 he started M/s Rajasthan Implements and development Tractor Driven Implements for Ferguson Tractor. In 1989 Developed Halogen Bulbs first time in India. His achievement to develop lamps with Free Form Technology first time in India by owns R&D awarded him the prestigious ACMA Technology Award. He has earned 25 awards in total out of which 8 awards are under individual capacity. Under his able guidance and vision, company established its Marketing Network all over India under Trade Mark “AUTOPAL”. He developed many programmes for QCDD (He learn from UK), ‘O’ PPM at shop floor level to reduce cost etc. He predicted 20 year ago that “CHINA WOULD BE THE BIGGEST THREAT FOR INDIA” and to overcome China, designed the “FIVE FINGER STRATEGY” which still exists as a strong guideline for the company and it is being appreciated by International Scholars. For service to society, Mr. Gupta has also shown very keen interest in establishing YOGA for disease-free nation. After lot of research work along with three doctors, he has introduced a document “Eat Water & Drink Food, You never get ill”. By following the same, anybody can live for a long life.

**“MANAGING DIRECTOR PROFILE”**

Mr. Anup Gupta, aged 37 years has B.SC. in Computer Application, PG Diploma in Business Management(MBA) from reputed institute and is one of the promoter of the Company. Mr. ANUP Gupta has rich and vast experience of over 15 years especially in the areas of product development, R&D, Marketing, Finance & Administration of general lighting sector. He has also participated in a number of Trade fairs and visited all major markets world over. He has developed LED products for high energy saving, high tech product Compact Fluorescent Lamps & also provide a vast range of domestic & Commercial lighting products like T5, T8 fittings, Electronic Chokes, CFL Luminaries etc.

**WHOLE TIME DIRECTOR**

Smt. Anubha Gupta, aged 35 years had done M.Com, M.B.A., & M.E.P from a well-known institute IIM, Ahmadabad and is the Whole-Time Director of the Company. Smt. Anubha Gupta has rich & varied experience of over 4 years in Sales & Promotion of Surface Coating Machinery and 6 years of experience in Product Development, Human Resource, Marketing & Financial Management in General lighting sector. She has also participated in a number of National & International Trade Fairs. She always had a dynamic vision for the Company's growth and expansion & desired to stand the company as a leading company in the field of General Lighting.

MANAGEMENT DISCUSSIONS AND ANALYSIS

Management discussion and analysis (MDA) is an unaudited section of an annual report in which the management discusses the company's financial performance for the past period and its current financial position and provides insight into the company's future prospects in light of its strategy.

As per IMF estimates (World Economic Outlook, January 2015), world GDP growth remained unchanged and global economic growth continued to remain volatile. Meanwhile, advanced economies like the US, Eurozone and UK are expected to have gained traction. Emerging economies like China, Russia, Brazil etc. are expected to see a slowdown in their respective economies. Overall, it appears that the pace of economic recovery is steadily getting back on track.

The Indian economy started FY 2014-15 on a positive note, with significant improvement in market and business sentiments, following the General Elections in May 2014. Thereafter, a supportive global commodity price environment, along with gradual improvement in governance, resulted in moderate increase in economic output. As per the new revamped series (with FY 2011- 12 as the base year), GDP growth for FY 2014-15 stood at 7.3% from 6.9% in FY 2013-14.

Management discussion and analysis (MDA) is an unaudited section of an annual report in which the management discusses the company's financial performance for the past period and its current financial position and provides insight into the company's future prospects in light of its strategy.

INDUSTRY STRUCTURE AND DEVELOPMENT**Position of the Industry:**

The shift toward new technology and incremental on existing lighting product have yielded a range of new energy efficient lighting solution, including Compact Fluorescent Lamps (CFLs), Lighting Emitting Diodes (LEDs), halogen .LED technology has been globally recognized as extremely efficient and eco-friendly in comparison to other lighting products. The market size of Indian LED industry may touch Rs 21,600 crore by 2020 on the back of government's decision to switch to LED for all street lamps and public space lighting, an industry official said.

The Indian LED industry was pegged at Rs 1,925 crore out of the lighting industry's aggregate turnover of Rs 13,000 crore in 2013. As projected, the turnover of Indian lighting industry by 2020 will be Rs 35,000 crore and LED will account Rs 21,600 crore. LED Sector companies pointed out that in the wake of continual Narendra Modi-led government's support for the promotion of LED lighting, this market is expected to grow substantially.

The government has decided to switch to LED for all street lamps and public space lighting. Moreover, the "Make in India" initiative launched by Prime Minister Narendra Modi, will provide a boost to the LED industry, he said and added that Surya has already commenced in-house production of indoor and outdoor LED products at its plants. These include LED bulbs, down-lighters of various shapes and sizes as well as street lights. The company's prime focus is to educate and promote only sustainable energy efficiency and drive the LED segment forward.

Role of the Autopal

Quality has always been the driving phase in every process from the raw material stage to the finished product at APIL. APIL is a leading player in general lighting sector Company with its product and brand being in Indian household for the past 40 years specializing in general light and presently in LEDs .It is the country market leader in the CFLs, LEDs, halogen, fans-delivering an equivalent amount of light while using less energy. These lighting solutions are widely available in the market, and present an opportunity for consumers, business, governments and all other segments of economies to save money while enjoying equal or better levels of lighting service.

Government has a pivotal role to play in accelerating the adoption of energy-efficient lighting in the country. Government could also engage in labelling activities that help ensure that the energy costs and lighting efficacy are visible to the market at both the products and the system level.

OPPORTUNITIES AND THREATS**OPPORTUNITIES:**

- ❖ Skilled workforce means that they can be moved and trained into other areas of the business.
- ❖ Increased spending power in the Local/National economy.