

बामर लॉरी एण्ड कं. लिमिटेड Balmer Lawrie & Co. Ltd.

(A GOVERNMENT OF INDIA ENTERPRISE)



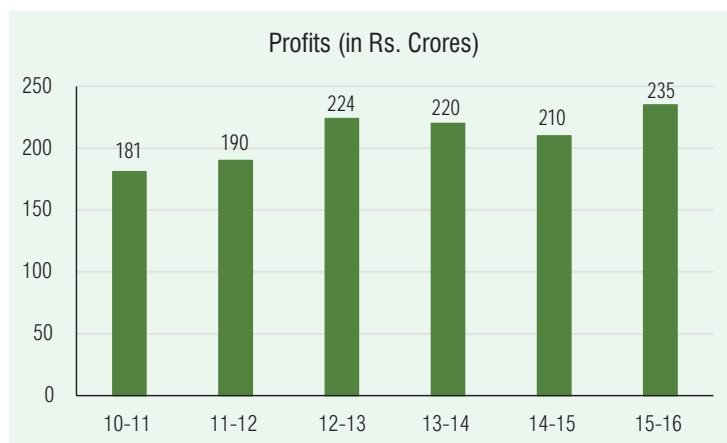
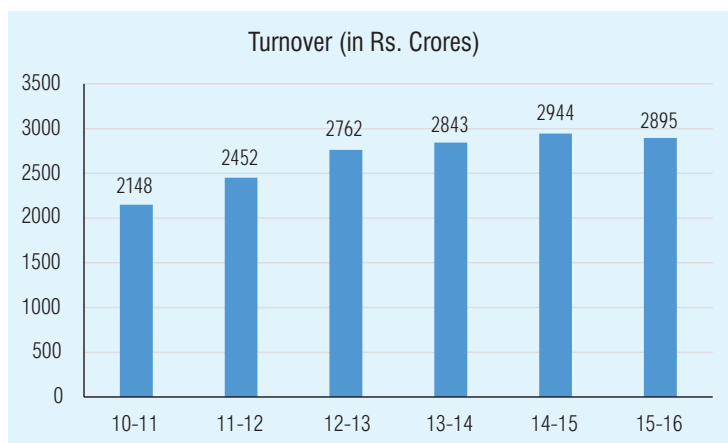
ANNUAL REPORT 2015 - 16

A MINIRATNA I PSE
(Under Ministry of Petroleum & Natural Gas)



VISION

To be a leading diversified corporate entity having market leadership with global presence in the chosen business segments, consistently delivering value to all stakeholders, with environmental and social responsibility.



150th FOUNDATION DAY CELEBRATIONS



Shri Dharmendra Pradhan, Hon'ble Minister of State (Independent Charge), MOPNG, GOI inaugurates the 150th Foundation Day celebrations in Kolkata



Balmer Lawrie stepped into its 150th year of Foundation on 1st February, 2016. The first week of February witnessed moments that all Balmer Lawriens would fondly cherish in the years to come. After the week long celebrations that commenced from 1st February, all employees along with their families celebrated the 150th Foundation Day with great enthusiasm. While the units and establishments across the country celebrated the occasion on 7th February, the Eastern Region celebrated it on 12th February. It was a matter of great pride and honour to have Shri Dharmendra Pradhan, Hon'ble Minister of State (Independent Charge), Ministry of Petroleum & Natural Gas, GOI as the Chief Guest of the function at Kolkata. Hon'ble Minister interacted with the media before the inauguration and later addressed all present on the occasion. Balmer Lawrie is extremely grateful to him for taking time off his busy schedule and joining the celebrations.





Strategic Business Units of Balmer Lawrie

INDUSTRIAL PACKAGING | GREASES & LUBRICANTS | LEATHER CHEMICALS | TRAVEL & VACATIONS | LOGISTICS | REFINERY & OIL FIELD SERVICES

Balmer Lawrie
INDUSTRIAL PACKAGING

Balmerol[®]
LUBRICANTS


BALMOL



 **Balmer Lawrie**
TRAVEL & VACATIONS

Vacations
Creation
A world of difference


Balmer Lawrie
LOGISTICS

Balmer Lawrie
REFINERY & OIL FIELD SERVICES

[www.balmerlawrie .com](http://www.balmerlawrie.com)

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Company Information	
Board of Directors	<ul style="list-style-type: none"> : Shri Prabal Basu, Chairman & Managing Director : Ms. Manjusha Bhatnagar, Director (Human Resource & Corporate Affairs) : Shri D Sothi Selvam, Director (Manufacturing Businesses) : Shri Kalyan Swaminathan, Director (Service Businesses) : Shri Shyam Sundar Khuntia, Director (Finance) & Chief Financial Officer : Shri Alok Chandra, Government Nominee Director : Shri Prashant Sitaram Lokhande, Government Nominee Director
Company Secretary	: Ms. Kavita Bhavsar
Registered Office	: Balmer Lawrie & Co. Ltd. 21, Netaji Subhas Road, Kolkata – 700 001
Bankers	<ul style="list-style-type: none"> : Allahabad Bank : Bank of Baroda : Canara Bank : HDFC Bank Limited : IndusInd Bank Limited : Standard Chartered Bank : State Bank of India : Vijaya Bank
Statutory Auditors	: Messrs. Dutta Sarkar & Co. 7A, Kiron Sankar Roy Road, Kolkata – 700 001
Branch Auditors	<ul style="list-style-type: none"> : Messrs. R K Kumar & Co. 2nd Floor, Congress Building 573, Anna Salai, Chennai – 600 006 : Messrs. P M Dalvi & Co. 26, 3rd Floor, Laxmi Narayan Baug, Bal Govind Das Road, Mahim West Mumbai – 400 016 : Messrs. BGJC & Associates 2nd Floor, Raj Tower 1, G-1 Alaknanda Community Centre New Delhi – 110 019
Internal Auditors	: Messrs. Deloitte Haskins & Sells Bengal Intelligent Park Building Alpha 1 st Floor, Block – EP & GP, Sector – V Salt Lake Electronics Complex Kolkata – 700 091
Registrar & Share Transfer Agent	: Link Intime India Pvt. Ltd. 59C, Chowringhee Road, 3 rd Floor Kolkata – 700 020

MANAGEMENT TEAM

Sl. No.	Name	Qualification	Designation	Date of Birth	Date of Joining Balmer Lawrie	Total years of experience as on 31-07-2016
1	SHRI PRABAL BASU	B.COM (HONS), ACA, ACMA, ACS, EXEC PROG IN GENL MGMT (MIT)	CHAIRMAN & MANAGING DIRECTOR	18.10.1963	04.04.1988	30
2	MS. MANJUSHA BHATNAGAR	B.SC., MBA	DIRECTOR [HUMAN RESOURCE & CORPORATE AFFAIRS]	24.01.1958	30.12.2014	36
3	SHRI D SOTHI SELVAM	B.TECH., MBA, PG DIPLOMA IN JOURN & COMMN	DIRECTOR [MANUFACTURING BUSINESSES]	31.07.1960	02.01.2015	33
4	SHRI K SWAMINATHAN	ACMA, ACS	DIRECTOR [SERVICE BUSINESSES]	15.02.1960	02.11.2009	33
5.	SHRI SHYAM SUNDAR KHUNTIA	B.SC., CA, CMA	DIRECTOR [FINANCE] & CHIEF FINANCIAL OFFICER	01.05.1960	28.03.2016	30
6.	SHRI BISWARUP CHAKRABORTI	BE (METALLURGICAL), PGD IN SQC, DIPLOMA IN MGMT	EXECUTIVE DIRECTOR [INDUSTRIAL PACKAGING]	14.02.1957	04.05.1985	35
7.	SHRI MANOJ LAKHANPAL	B.COM, CA	SENIOR VICE PRESIDENT [NEW INITIATIVES & PROGRAMME DELIVERY]	15.08.1958	15.04.1988	35
8.	SHRI ADIKA RATNA SEKHAR	B.A., MSW	SENIOR VICE PRESIDENT [HUMAN RESOURCE]	10.06.1964	27.01.2014	28
9.	SHRI R RAVISHANKAR	B.SC, DEGREE IN LAW, DIPLOMA IN TRAVEL & TOURISM, DIPLOMA IN MARKETING MGMT	CHIEF OPERATING OFFICER [TRAVEL & VACATIONS]	04.01.1959	01.02.2014	36
10.	SHRI R M UTHAYARAJA	BE	CHIEF OPERATING OFFICER [LEATHER CHEMICALS]	11.08.1967	31.12.2014	25

Sl. No.	Name	Qualification	Designation	Date of Birth	Date of Joining Balmer Lawrie	Total years of experience as on 31-07-2016
11.	SHRI VIJAY KUMAR BATRA	B.COM, M.COM	SENIOR VICE PRESIDENT [CO-ORDINATION]	01.07.1957	04.07.1979	37
12.	SHRI ABHISHEK AGARWAL	BE (COMP SCIENCE), MS (SOFTWARE SYSTEMS)	CHIEF INFORMATION OFFICER	28.01.1973	09.02.2015	21
13.	SHRI MANAS KUMAR GANGULY	B.COM [HONS], CMA (INTER)	CHIEF OPERATING OFFICER [LOGISTICS]	03.09.1968	16.03.2015	25
14.	SHRI SREEJIT BANERJEE	B.SC., B.TECH	CHIEF OPERATING OFFICER [GREASES & LUBRICANTS]	04.06.1967	01.04.2016	23
15.	SHRI AMRIT MUKHOPADHYAY	BE (CIVIL) ME (COLLABORATIVE) IN PROJ ENGG, MBA	SENIOR VICE PRESIDENT (TECHNICAL)	11.12.1957	03.12.1984	37
16.	MS. KAVITA BHAVSAR	B.COM (HONS), FCS, LLB, PGDFM	COMPANY SECRETARY	11.02.1968	08.12.2014	26

DEPUTED / SECONDED FROM BALMER LAWRIE TO JOINT VENTURE COMPANY

1.	SHRI ABHIJIT ROY	B.SC (CHEMISTRY) M.SC (ORGANIC)	PRESIDENT DIRECTOR, PT. BALMER LAWRIE INDONESIA	19.11.1958	01.07.1982	34
2.	SHRI SAMIR GHOSH	B.COM (HONS), M.COM, LLB, CA, CMA	CHIEF EXECUTIVE OFFICER TRANSafe SERVICES LIMITED	02.05.1957	10.12.1986	37
3.	SHRI SANTANU CHAKRABARTI	BE	HEAD - SALES & MARKETING, TRANSafe SERVICES LIMITED	05.10.1961	16.09.2002	33
4.	SHRI BISHWAJIT NANDI	AMIE PGDM	CHIEF EXECUTIVE, BALMER LAWRIE [UAE] LLC, DUBAI, UAE	12.03.1962	07.07.1987	29

CHAIRMAN'S ADDRESS



Dear Esteemed Members,

It is my pleasure to welcome all of you to the 99th Annual General Meeting of your Company. The year 2016 is a landmark year for your Company as it has stepped into its 150th year of Foundation. We are extremely fortunate to witness this unique milestone of your Company, which is a testimony of the vision, entrepreneurship spirit and commitment of our Founders and Leaders. It is a matter of great pride that today, your Company has a unique place in the corporate history of the nation. We cherish our journey and our rich heritage and we plan to celebrate the completion of your Company's 150 years in a grand manner. This very special anniversary is also an opportunity to walk down memory lane, to introspect and plan the way forward.

Your Company has gone through number of transformations since its inception. It was formed as a partnership firm on 1st February, 1867 by its Founders Mr. Stephen George Balmer and Mr. Alexander Lawrie. In the initial years, your Company operated as an 'agency house' and the agency business was mainly in trading. The basic character of the business i.e. 'commission agency' remained unaltered for many years. Your Company became a Pvt. Ltd. company in 1924, a Public Ltd. company in 1936 and then a Government of India Enterprise in 1972, evolving into a diversified conglomerate with strong leadership in both manufacturing and service businesses. We have crossed many major milestones in our journey and our success today, is due to the fact that the right course

was set years or even decades ago. I feel proud to say that your Company has never made losses in its journey of 149 years.

Before I interact with our distinguished Members, I express my gratitude to all of you for your continued trust, support and patronage that you have put in this Company since the last 149 years. It is my privilege to present to you the Annual Report of the Company for the Financial year 2015-16. May I take this opportunity to brief the stakeholders about your Company's performance during 2015-16 and the environs it had been working in!

The unusual and prolonged volatility in the global economy has dampened investors' sentiment and global recovery is not yet in sight. The uncertainties and challenges seem to be many with risks of extreme events rising. Amidst this gloomy landscape, India's macro-economy is stable, founded on the government's commitment to fiscal consolidation and low inflation. Its economic growth is amongst the highest in the world, aided by a reorientation of government spending towards required public infrastructure. Inflation, the fiscal deficit, and the current account deficit have all declined. Economic growth appears to be recovering, albeit at varying speeds across sectors.

Agriculture is expected to register better growth this year owing to favorable monsoon. Industrial growth has shown significant improvement primarily on account of the remarkable acceleration in manufacturing (9.5% vis-à-vis 5.5% in 2014-15). The service sector remains the key driver of India's economic growth, contributing almost 66.1% of its gross value added growth in 2015-16, important net foreign exchange earner and the most attractive sector for foreign direct investment inflows. However, the global slowdown has cast a

shadow even on this promising sector.

Growth in 2016-17 may not pick up dramatically from the levels achieved in 2015-16 as the possibility of slow global economic growth and financial sector uncertainties still loom large. The Indian economy is expected to register growth in excess of 7% for the third year in succession.

Hence, I can conclude that, despite the many challenges, there remains considerable room for optimism. Reflecting the better economic performance and the commitment of the government to reforms, the global perception about India's competitiveness has improved as per the Global Competitiveness Index of the World Economic Forum. Significantly, at position 55, India went up 16 rungs up the ladder in 2015-16, which is the largest gain among the major economies.

Against the aforesaid macro-economic backdrop, it has been seen that the core competency of the Company lies in its ability to handle multiple diversified businesses in a manner to keep topline and bottomline healthy, despite adverse fluctuations in business segments.

I would now like to discuss the performance of the various Strategic Business Units (SBUs).

INDUSTRIAL PACKAGING [SBU:IP]

SBU:IP is the largest manufacturer of Steel Barrels in India and is a trend setter in the industry in terms of quality and technology. Steel Barrels are utilized for safe packaging and transportation of liquid, semi-liquid, pulp, greases, powder etc. The SBU has been catering to the Steel Barrel requirements of neighbouring countries as well.

The main drivers of rigid industrial packaging are