



Exactly your chemistry.

*Annual Report 2008*  
**Clariant Chemicals (India) Limited**



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## Welcome to a Sustainable, Colorful World!

Clariant in India is committed to ensuring sustainable development of our company and planet earth, simultaneously. Caring for greener surroundings, reduction in wastes and emissions, innovating and nurturing a range of green products in our portfolio, enhancing work place safety, etc. are initiatives on which we place a premium. Our range of lead chrome free pigments, non-halogenated flame retardants, heavy metal free masterbatches for food packaging applications, the 4E's from textile dyes – environment, efficiency, ecology and economy, etc. are but a few examples of how we are nurturing a more safer yet colorful world for our children to inherit !

## Clariant's Brand Values

Our three brand values "value focus", "service leadership" and "dialogue commitment" help us to achieve a unique identity and form the cornerstones of our relationship with our key stakeholders namely our customers, employees and investors.

### > Value Focus

For the benefit of all stakeholders Clariant will aim for profitable, sustained growth based on a strategy linked to binding values.

### > Service Leadership

With professional advisory services, an impressive talent for innovation combined with customized services and applications, Clariant helps customers to achieve their production and economic targets.

### > Dialogue Commitment

An ability to engage in dialogue, integrity and trustworthy relationships set Clariant apart.





# VISION

## ***Our Vision***

We aim to be the leading service-driven company and the preferred partner in the specialty chemicals industry.

# MISSION

## ***Our Mission***

Our commitment to service contributes to the success of our customers. We combine leading-edge technology and innovations with superior applications and customer service skills.

# VALUES

## ***Our Values***

### **Customer Focus**

We concentrate our efforts on the individual requirements of our customers and help them strengthen their competitive position and performance.

### **Personal Engagement**

We achieve results through individual commitment, continual skills development and entrepreneurial behavior.

### **Team Orientation**

We rely on the strength of teamwork to achieve synergies and realize our full potential.

### **Innovation**

We utilize our extensive know-how and experience throughout the company to continuously bring new services, applications and products to the market.

### **Shareholder Commitment**

We strive for enduring value creation for the benefit of our shareholders.

### **Integrity**

We are a trustworthy, loyal and respectful partner in all our internal and external relationships.

### **Sustainability**

We contribute towards sustainable development by finding the best balance between environmental, social and economic needs.



# Corporate Management



Diwan A. Nanda

Bansil S. Mehta

R.A. Shah

Heiner Meier

B.L. Gaggar

## **AUDIT COMMITTEE**

**R.A. Shah**, Chairman  
**Diwan A. Nanda**  
**Walter Kindler**

## **INVESTORS' GRIEVANCE COMMITTEE**

**Diwan A. Nanda**, Chairman  
**Heiner Meier**

## **AUDITORS**

**A.F. Ferguson & Co.**  
Chartered Accountants

## **BANKERS**

**The Hongkong & Shanghai  
Banking Corp. Ltd.**  
**Standard Chartered Bank**  
**Citibank N.A.**

## **SOLICITORS & ADVOCATES**

**Crawford Bayley & Co.**

## **REGISTRAR & SHARE TRANSFER AGENTS**

**Sharepro Services (India) Pvt. Ltd.**  
Sakinaka, Andheri (E)  
Mumbai – 400 072

## **REGISTERED OFFICE**

Ravindra Annexe  
194 Churchgate Reclamation  
Mumbai-400 020

## **WORKS**

Dhatav, Roha, Dist. Raigad-402 116  
Balkum, Thane-400 608  
Kolshet Road, Thane-400 607  
Kudikadu, SIPCOT P. O., Cuddalore-607 005  
Singadivakkam Village, Kanchipuram-631 561



*Peter Lindner*

*Dr. Andreas Walde*

*Walter Kindler*

### **BOARD OF DIRECTORS**

**R.A. Shah** – Chairman

**Heiner Meier**  
Vice-Chairman & Managing Director

**Bansi S. Mehta**

**Diwan A. Nanda**

**Peter Lindner**

**Dr. Andreas Walde**

**Walter Kindler**

**B.L. Gaggar**  
Director Finance & Company Secretary



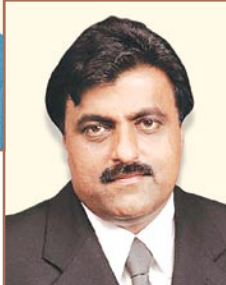
*Heiner Meier*

*B.L. Gaggar*



*Dr. Govind G. Patkar*

*Anjani K. Prasad*



*Sahadeo S. Patil*

### **MANAGEMENT COMMITTEE**

**Heiner Meier**, Chairman

**B.L. Gaggar**

**Dr. Govind G. Patkar**

**Anjani K. Prasad**

**Sahadeo S. Patil**



*We touch your lives ...*

*textile*

*paints & coatings*

*flame retardants*

*leather*

*plastics*

*personal care*

*anti graffiti coatings*

*oil services*

*paper chemicals*

*crop protection*

*biocides*

*corrosion inhibitors*

*masterbatches*

*brake fluids & engine coolants*

*construction chemicals*

*industrial & home care*

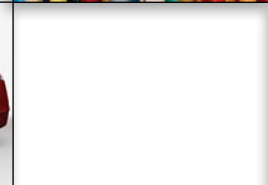
*viscose fibres*

*printing inks*

*packaging*

*and many more ...*





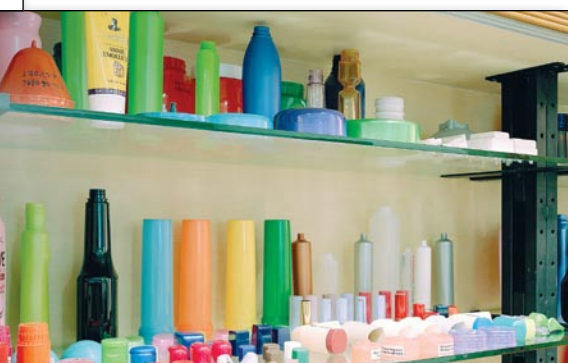
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Clariant touches your lives almost everywhere. Our presence comes through in very many varied areas ranging from the "stone washed" effects on Denims, water-based paint applications to flame retardants. Our Optical Brightening Agents give your paper the highest whiteness, while our colors impart the deepest shades possible. Our chemicals also help enhance the elegance of leather for fashionable articles and accessories.

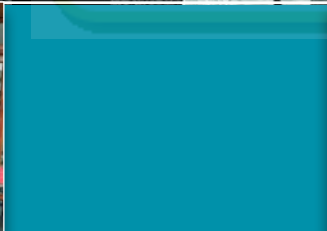
You will find us in laundry detergents, with properties that ensure less consumption while imparting requisite washing power. Our raw materials for cosmetics ensure your body care; while our floor cleaner solutions help keep your floors spic and span. Another key innovation is the safety compliant colorants for sensitive applications like children's toys. One cannot, of course, forget our high performance automotive coatings.

Our masterbatches help create innovative user-friendly packaging – be it attractive color concentrates, brightly colored stadium seats that can weather the elements, PET packaging or even packaging for medical applications. Our tailor-made oil-field chemicals ensure smooth operations from extraction to refining. We help fuel from getting clogged in filters during winters and our deicing fluids enable aircrafts take off and land in snowy conditions.

Our innovation coupled with our passion to deliver consistent quality has helped us to be close to our customers' exacting needs.







## *Always at your service ...*

Clariant in India leads the way in being able to deliver customized solutions at a consistently high quality. We are certified for ISO-9001, ISO-14001 and ISO-18001 from International Agency SQS (The Swiss Association for Quality and Management Systems). The Product Safety Lab received the ISO 17025 accreditation by NABL, Govt. of India.

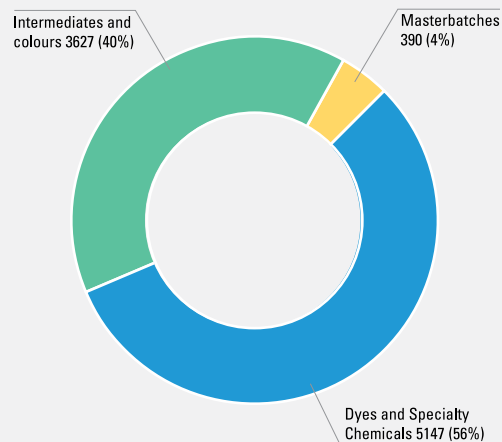
Clariant has made investments in facilities and people while offering a competitive cost structure, in order to remain closer to customers. Our new Paper Service Centre, the Pilot facility for stable fibers, the Technical Service Centre for Pigments, etc. help enhance our customer service levels. Our full-fledged Research & Development, Quality Assurance/Control functions help bring in standardised and efficient solutions. Our Product Safety Lab ensures that critical safety issues are not just compliant to all standards but also create lasting value to our customers and their end-users. Our Businesses hold regular interfaces with our various customers to understand their needs, to develop products that meet those needs and to enhance the value of offerings to their end-users. Our technical service centre network across India render tailor made services, on time, every time to satisfy the dynamic market needs.



# Financial Performance

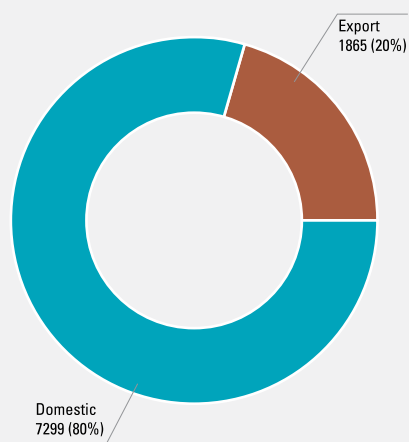
## Composition of Sales 2008

(Rs. Million)



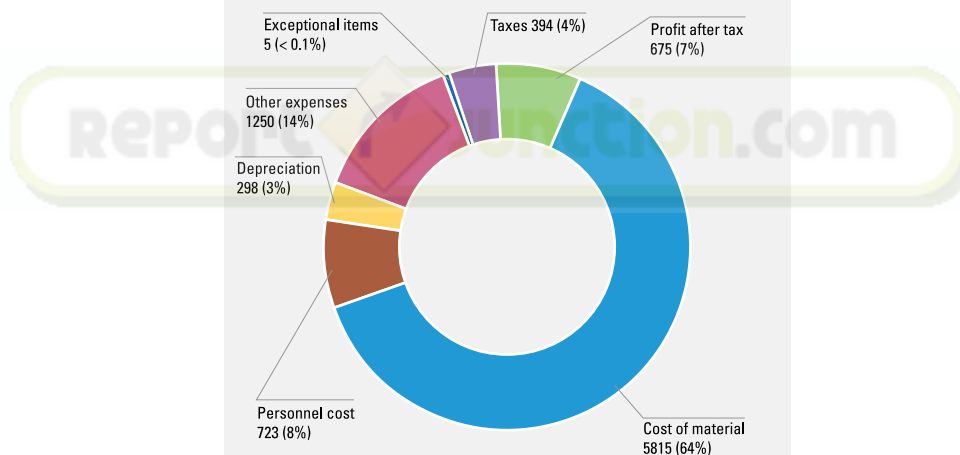
## Sales-Domestic and Export 2008

(Rs. Million)

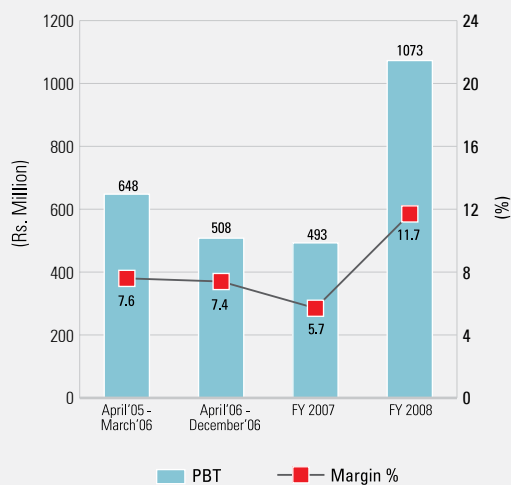


## Distribution of Revenue 2008

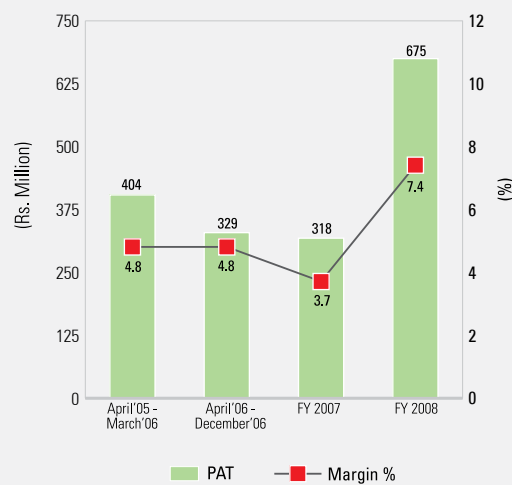
(Rs. Million)



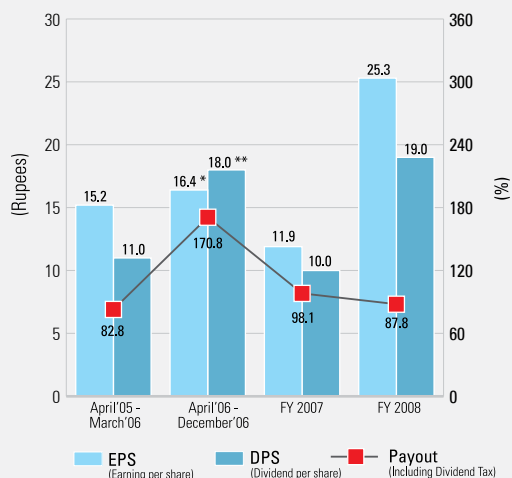
## PBT and Margin



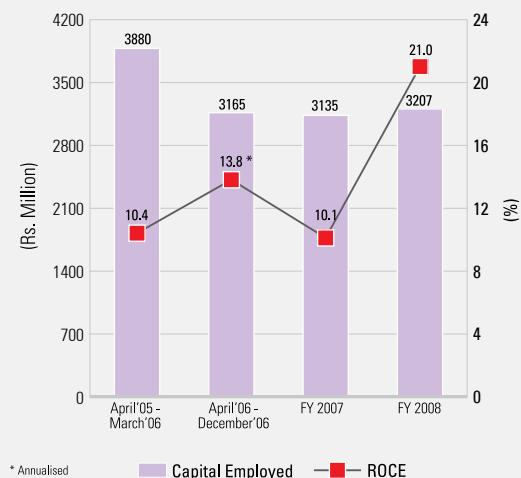
## PAT and Margin



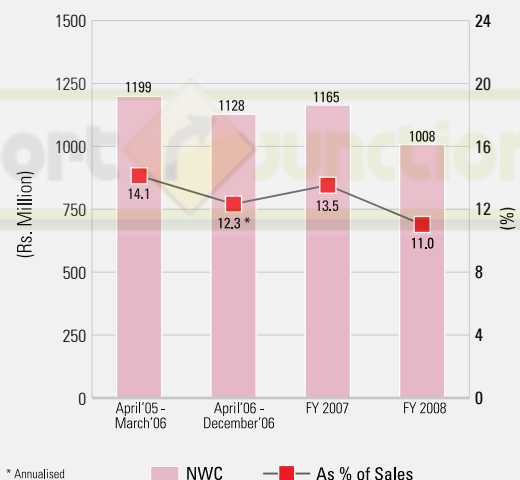
### EPS, DPS and Payout



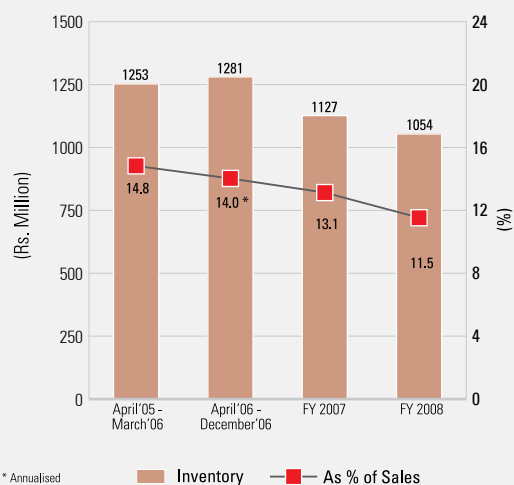
### Capital employed and ROCE



### Net Working Capital to Sales



### Inventory to Sales



### Receivable to Sales

