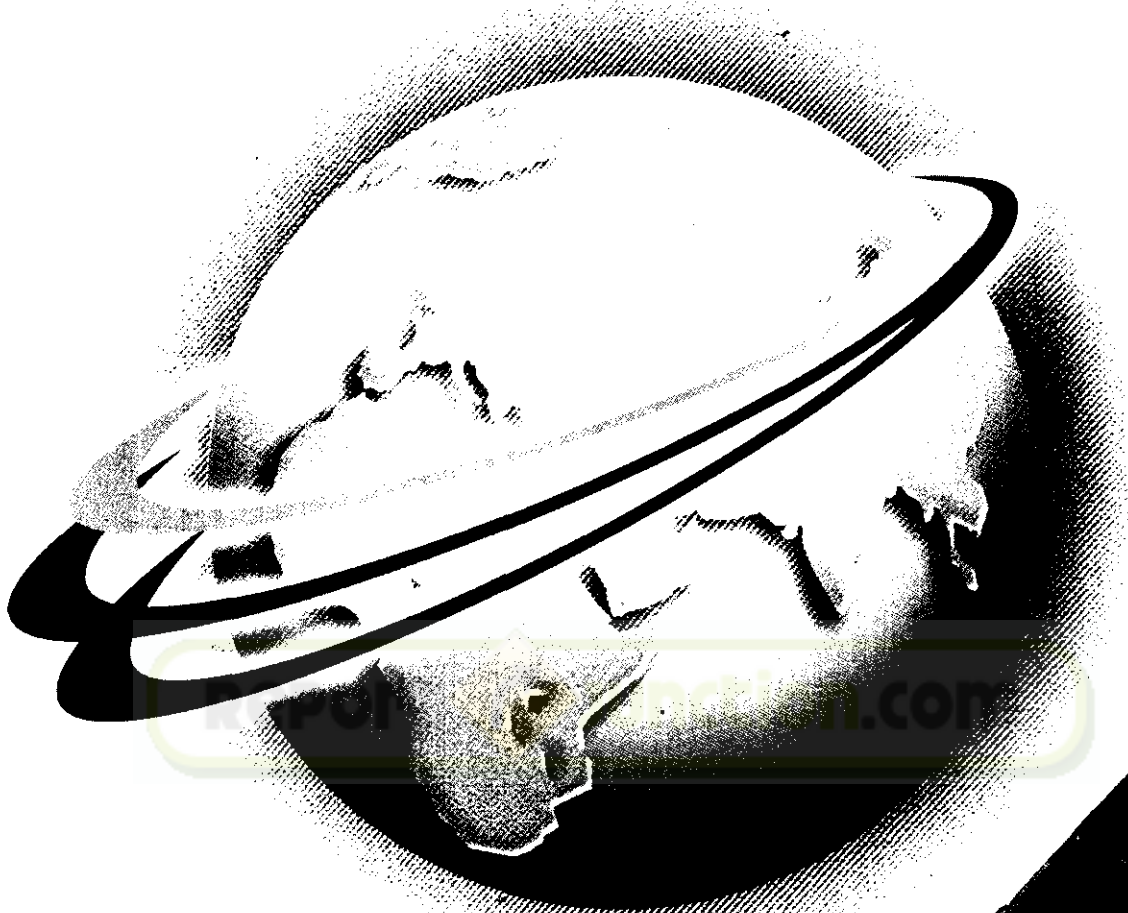




## Clariant (India) Limited

ANNUAL REPORT 1999-2000



*All Around You*



Clariant is a leading global fine and specialty chemical company with annual sales of more than 9 billion Swiss francs. With its headquarters in Muttenz, near Basle, Switzerland, Clariant operates worldwide with more than 100 Group companies in five continents giving it a strong global presence.

Clariant has access to all the know-how in chemicals, processes and technologies that has been accumulated over 135 years. The six business divisions of Clariant offer a broad range of specialty chemicals for all major applications.

Clariant combines customer and market orientation with great experience in applied chemistry. With focus on customer contacts, Clariant (India) Ltd., understands the challenges faced by the customers, and joins hands with them to provide effective solutions.

Clariant products find application in the customers' manufacturing processes of a large number of consumer industries and add value to their end products. These end products, then, find use in the daily routine of an individual – thereby meeting the daily need and enhancing the quality of the individual's life.

In this way in every part of your daily life Clariant is present: **'All Around You'**, all the time.



*All Around You*

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## BOARD OF DIRECTORS

**V.N. NADKARNI**

*Chairman*

**P.R. RASTOGI**

*Managing Director*

**P. BRANDENBERG**

**R. LÖSSER**

**DR. U. CUNTZE**

**R.A. SHAH**

*Alternate to R. Lösser*

**DR. M.L. GULRAJANI**

**K.J. BHARUCHA**

## ADVISORS

Messrs. Crawford Bayley & Co.

## ADVISORS

Messrs. A.F. Ferguson & Co.

## BANKERS

Standard Chartered Bank

Citi Bank N.A.

Banque Nationale de Paris

State Bank of India

Union Bank of India

## EXECUTIVE COMMITTEE

**B.L. GAGGAR**

*Vice President (Finance & Admn.) & Company Secretary*

**R.Y. MANI**

*Vice President (Site Management)*

**D.K. MITTAL**

*Vice President (Corporate HRD)*

**R.K. MUKHERJEE**

*Vice President (Business Division – Masterbatch)*

**S. SINH**

*Vice President (Sourcing & Exports)*

## SHARE TRANSFER AGENTS

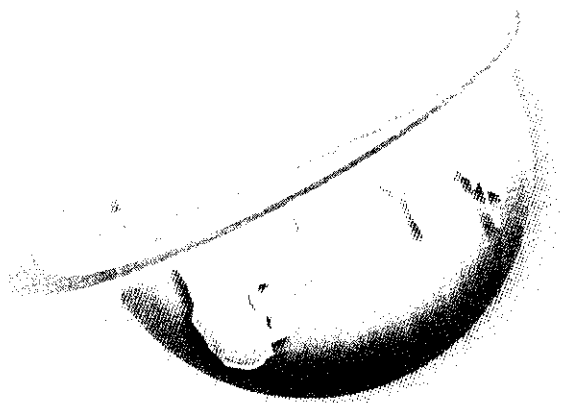
IIT Corporate Services Limited  
IIT House, Off M. Vasanji Road,  
Opp. Vazir Glass, Near J.B. Nagar,  
Andheri (E), Mumbai 400 059.

## REGISTERED OFFICE

Sandoz House  
Dr. Annie Besant Road,  
Worli, Mumbai 400 018.

Kolshet Road, Thane 400 607.

CLARIANT (INDIA) LIMITED



## Clariant in Brief

Clariant was born as spin-off of the Sandoz Chemicals division in 1995.

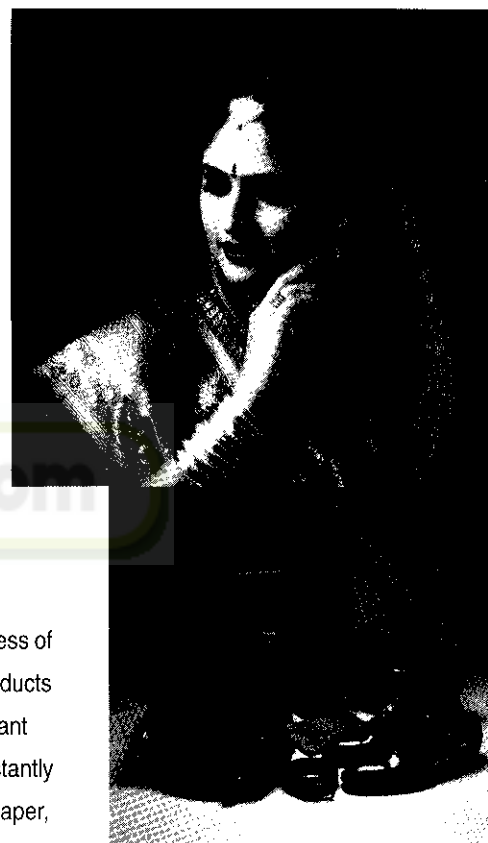
Thereafter, integration of Hoechst speciality chemicals business in 1997 gave it the impetus to become the leader in the field of speciality chemicals. Over the years it has played an active role in the evolution of the industries it is serving.

Clariant (India) Limited is an affiliate of Clariant International, and operates mainly in two specialised divisions, viz. Textile, Leather & Paper Chemicals (TLP) and Masterbatches. The TLP division of the company comprises of four independent business units: Textile Chemicals, Textile Dyes, Leather and Paper.

Clariant (India) also operates as one of the three global sourcing centres for Clariant Group. It is aided by two state-of-the-art technical support laboratories for Finished Dyes & Chemicals and Intermediates, which deliver solutions to our international customers' demands. 'Sourcing & Exports' continues to spearhead the company's business, contributing to 31 per cent of the turnover.

Clariant (India)'s products and services play a crucial role in the manufacturing process of many industries. Besides upgrading their customers' end products, innovation in products and process enable the customers to meet the changing market requirements. Clariant (India) has a presence that is an integral part of everyone's everyday life and is constantly around everyone. These products like textiles, upholstery, carpets, leather articles, paper, board, plastics, in turn find a prominent place in everyone's daily usage.

Clariant (India) holds number one position in textile chemicals and leather dyes. It is also renowned for its export of high quality chemicals and dyes, which have applications for important substrates like cotton, polyesters, nylon, silk, wool, etc.





Our manufacturing plant at Kolshet is equipped with state-of-the-art technology and modern plant and equipments.

What sets Clariant (India) apart is its policy of complete market orientation.

In order to achieve this, the customers' supremacy is recognised.

Moreover, our determination to work on products for tomorrow helps us to maintain our prominent position in the market even in the face of challenging conditions.

*Clariant (India) Limited's vast experience in applied chemistry has equipped it with the requisite mettle to become its clients' preferred business partner providing high quality & eco-friendly products, excellent services and individual assistance – all at viable costs.*

Clariant (India) places the greatest possible emphasis on protection of environment, safety and health (ESH). It also abides and meets all local environmental laws and regulations as well as Clariant Group guidelines. Periodic audits, regular training and risk portfolio of processes and infrastructure are given high priorities in all areas of operation. These efforts have won us accolades in the industry. Whether it is the TMA award or the DMAI award, which have been successfully bagged by us in area of ESH management.

Clariant (India)'s committed workforce of 400 employees is its major strength. The employees recognise the challenges that the customers face, tailor the products to their exact specifications, and collaborate with them to find solutions. Constant interactions with our employees, valuing their suggestions and the CLAP programme (CLariant Participation to Improve Profitability through Performance of People), which won strong acclaim last year, continue to result in good inter-functional co-ordination.

All Around You



CLARIANT (INDIA) LIMITED



# Textile Chemicals

*"Well begun is half done."*

*Have you ever wondered why your bath towels are soft and absorbent? Even after repeated washings? Ever paused to consider the bright prints on your fabrics-and the fact that they are fast colours & do not run or bleed? Your teenager's 'cool' jeans have that almost perfect faded look and Grandfather's 'dhotis' are sparkling white! Ever wondered why your sarees have that wonderful bouncy, soft feel? And why your car upholstery doesn't fade so much in direct sunlight?*

*These and many more questions are simply answered by the intriguing presence of Textile Chemicals-the invisible partners in textiles. Like a dependable guardian angel who invisibly hovers around, guarding, protecting and giving value additions-so, Textile Chemicals' unseen presence as a textile auxiliary makes all the difference!*

Clariant (India)'s textile chemicals fulfill the ultimate purpose of all fibres in its journey through the weaving stage right through the final manufactured textile. It doesn't stop there. Its high-performance speciality chemicals further enhance the quality of the feel, texture and finish of the products. To make a fabric user-friendly it has to pass through several processing stages. It has to be pre-treated, optically brightened or dyed, printed, specially finished and value added.

The value addition is catered to specially by the technical textile product line with Anti-Microbial Sanitized Actigard finishes, and modifiers like Appretan, oil-water repellents like Nuva and flame retardents like Pekoflam. These features enhance the end value of the product by giving them unique properties. At each and every stage the textile chemicals of Clariant (India) Limited have powerful roles to perform thus ensuring superior quality to both the manufacturer and customer. The end-products are highly customised and unique. Taking the customers needs into consideration has top priority. Clariant (India) Limited works in close association with the customer and has tied up with most of the leading textile brands.

Your company caters to the dynamic customer whose demands increase manifold almost everyday. The textile chemicals of Clariant (India) Limited aren't always invisible. Take for instance, the novel concept of wrinkle-free shirts and trousers, stain-free upholstery, odour-free socks and flame-retardent fabrics. We have





recently launched the Printofix concept for the textile printing industry, its chief characteristic being that it leads techno-economic feasibility to the printer. All these are innovative revolutionary concepts changing, modifying, altering and evolving not only the products, but also the mindset and the total lifestyles of people. Clariant (India) is at the core of this transformation.

Clariant (India) Limited has a near-complete product range. We supply textile components to an extremely wide range of industries that use them. Our maxim is

*Clariant (India) Limited is the undisputed market leader catering to the textile industry. Clariant (India) Limited has maintained and consolidated its No. 1 position over the years. With its relentless pursuits in search of customer satisfaction, your company has researched and developed innovations with enduring perseverance. This has marked it as the stellar standard bearer in Textile Chemicals.*

to offer newer and more options by means of eco-friendly innovations – in terms of variety, meeting quality norms and adhering to international performance levels. Today textile business houses abroad are taking advantage of the fact that Indian markets are becoming progressive. They expect Asia, and increasingly India, to feed their productline demands. Clariant (India) rises to this challenge. Our new products are contributing to more than 15 per cent of total sales.

In the year under review, your company penetrated into new areas of sizing chemicals, enzymes, optical brightening agents for polyester and mass applications, the printing segment, spin finishes, and last, but not the least, the automotive segment where our UV absorbers reduce the extent of fading in upholstery. Evidently, these have also been our thrust areas. Aren't we, thus, being pervasive? – All Around You.

All Around You



## Textile Dyes

Colours give life and vibrancy to any environment. They add spice to life. Clariant (India) participates in this lively process by adding colour to your fabric, making it more appealing and user-friendly.

### *“Adding colour to Life.”*

*Make a trendy fashion statement with vibrant outfits from the new Meccas of the fashion world: Italy and Turkey. But, also care to take a closer look at the fabric you are wearing. Those brilliant textile dyes help clothes look more attractive and support fashion trends. Dyeing is an essential link in the chain that transforms a fibre into a textile fabric meant for a specific purpose, whether it is clothing, furnishing, carpeting or technical textiles. It is applied to various substrates like cellulose, wool, polyamides, polyester, acrylic or one or more of their blends to give rich deep colours to your clothes, be it the deep-black tone of your jeans or the iridescent blue of your saree. All these come from Clariant (India) Limited.*

With a wide range of textile dyes for important natural and synthetic fibres at their disposal, Clariant (India) has set the standard for over a century now. Once bleached and dyed, woven textiles also provide environmental protection to the individual customer. Having achieved a strong position in dyes for polyester, wool and cotton, it has gone ahead to provide the fashionable touch to cotton clothing.

In the year under review, Clariant was hard hit by declines in polyester market, as a whole, and by ongoing price erosion. But its product innovations, customer-driven process solutions and high-value products in areas of cotton dyes and dyes for carpet and silk helped to achieve positive results.

Our well-equipped R & D labs continuously innovate to provide you the colour of the day. Our dyes enhance the quality of the fabric by making them brighter and durable. Moreover, the stringent tests they undergo







before being applied to the fabric ensures that the colours do not fade even after repeated washes or exposure to sunlight. Take our new range of Drimarene dyes for example. They give you those beautiful pastel shades, that are in vogue today, and need considerably less water, thereby reducing effluent in processing. Also, the fact that we are associated with some of the biggest brand names

*Colours give life and vibrancy to a dull environment.*

*They add spice to life. Likewise, Clariant (India)Limited, by adding colour to your fabric makes it more appealing and user-friendly.*

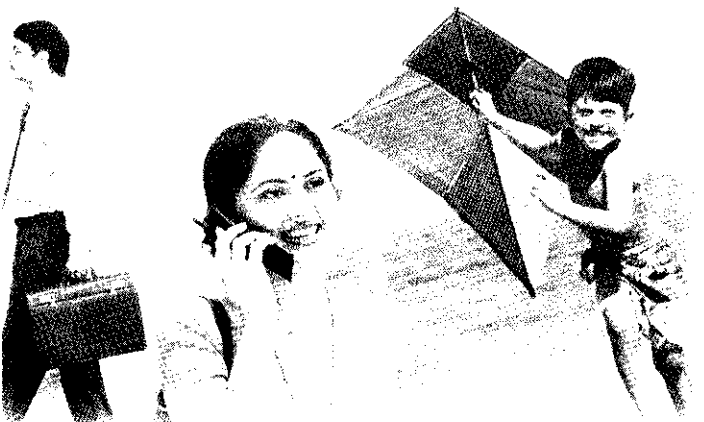
speaks about the popularity of these innovative dye ranges.

We are not strait-jacketed to the world of high fashion.

We are with you even when you are on the move. Our

special range of dyes called Foron AS for automotive fabrics lend an exquisite ambience to the interiors of leading car models.

Think colour; think Clariant (India). We may not be directly known but we are visible, and you can feel us all around you, everyday, everywhere, every moment – All Around You.



All Around You

CLARIANT (INDIA) LIMITED



## Leather

***“Step out with confidence.”***

*When you step into your shoes, experience the soft feel of its leather and its gleaming finish. Besides these, its colour, its durability – they possibly stem from Clariant – the leading suppliers of dyes and chemicals for dyeing, retanning and leather finishing. So, we have put ourselves in your shoes, literally, so to speak.*

Clariant (India) has been playing a pioneering role in the development of finished leather production in India. With number one position in leather dyes, Clariant (India) also ranks number three amongst affiliates of Clariant Group in Business Unit Leather.

The world of fashion constantly demands new colours and new ways of protecting leather. These needs are being met by newly developed products such as Neosan 2000 Casein-free aqueous pigment emulsions and Floriderm Black AMF.

Clariant's contribution in the area of leather finishing has been impressive. Special emphasis is being placed on the automobile industry where a new generation of aqueous polyurethane emulsions help to produce soft, stylish finishes that optimally meet the industry's strictest service specifications. Their Melio-Foam system, which allows even poor hides to be processed into high quality leather products, is becoming very popular among customers in India.

But it isn't as if the industry has had no problems. And in the year under review, these were manifold: stringent norms stemming from a policy of relocation of several tanneries, environmental concerns such as discontinuation of certain dyestuffs containing banned amines and heavy metals. To top it, the availability of high quality skins and hides as also the fast changing fashion trends exerted tremendous pressure on the industry. But Clariant (India) was able to surmount them

