

17th Annual Report 2001-2002

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Dhanuka Pesticides Limited

DHANUKA PESTICIDES LIMITED

BOARD OF DIRECTORS

R.G. AGARWAL

Chairman

M.K. DHANUKA

Managing Director

K.B. KEJARIWAL

Director (Works)

S.D. GANDA

K.K. JAIN

C.M. GUPTA

RAHUL DHANUKA

COMPANY SECRETARY

SURESH SARAWAGI

BANKERS

STATE BANK OF PATIALA

Commercial Branch,
Chanderlok Building,
36, Janpath, New Delhi

AUDITORS

M/s. S. K. Jain Associates
Chartered Accountants
1/1293, Naiwala, Karol Bagh,
New Delhi - 110 005.

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NOTICE TO THE MEMBERS

Notice is hereby given that the 17th Annual General Meeting of the Company will be held at Peareylal Bhawan Association, Bahadurshah Zafar Marg, New Delhi – 110002 on Friday, the 27th day of September, 2002 at 10.30 a.m. to transact the following businesses:

ORDINARY BUSINESS

1. To receive, consider and adopt the Audited Balance Sheet of the Company as at 31st March, 2002 and the Profit and Loss Account for the year ended on that date together with report of the Directors and Auditors thereon;
2. To appoint a Director in place of Shri S.D. Ganda, who retires by rotation and being eligible, offers himself for re-appointment; and
3. To appoint Auditors, to hold the office from the conclusion of this meeting until the conclusion of the next Annual General Meeting of the company and to fix their remuneration.

SPECIAL BUSINESS

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

"RESOLVED that Mr. Rahul Dhanuka, who was appointed as an Additional Director with effect from 28th January, 2002 by the Board of Directors and who hold office under section 260 of the Companies Act, 1956 upto Annual General Meeting and in respect of whom the Company has received a notice in writing under section 257 of the Companies Act, 1956, proposing his candidature for the office of Director, be and is hereby appointed as a Director of the Company, liable to retire by rotation."

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

"RESOLVED that Mr. C.M. Gupta, who was appointed as an Additional Director with effect from 28th January, 2002 by the Board of Directors and who hold office under section 260 of the Companies Act, 1956 upto Annual General Meeting and in respect of whom the Company has received a notice in writing under section 257 of the Companies Act, 1956, proposing his candidature for the office of Director, be and is hereby appointed as a Director of the Company, liable to retire by rotation."

6. To consider and if thought fit, to pass with or without modification(s) the following resolution as an **Ordinary Resolution**:

"RESOLVED that pursuant to the provisions of Sections 198, 269, 309 and all other applicable provisions of the Companies Act, 1956, if any, read with Schedule XIII of the Act, consent of the members be and is hereby accorded for the re-appointment of Mr. K.B. Kejariwal as Director (Works) of the Company for a period of 5 years w.e.f. 01.09.2002 to 31.08.2007 on the terms and conditions as set out in the explanatory statement attached to this notice and agreement signed with Mr. K.B. Kejariwal, Director (Works).

RESOLVED further that the Board of Directors of the Company be and is hereby authorised to vary or increase the remuneration and perquisites including the monetary value thereof; as specified in the agreement to the extent the Board of Directors may consider appropriate, as may be permitted or authorised in accordance with any provision under the Act, for the time being in force or any statutory modification or re-enactment thereof and/or any rules or regulations framed thereunder and the terms of the aforesaid agreement between the Company and Mr. K.B. Kejariwal shall be suitably modified to give effect to such variation and increase, as the case may be."

BY ORDER OF THE BOARD
for **DHANUKA PESTICIDES LIMITED**

Suresh Sarawagi
Company Secretary

Regd. Office: 'DHANUKA HOUSE',
861-862, Joshi Road,
Karol Bagh, New Delhi – 110005.

Place: New Delhi
Dated: 29th July, 2002

NOTES: -

1. A member entitled to attend and vote at the meeting is also entitled to appoint a proxy to attend and vote on a poll instead of himself and such proxy need not be a member of the company. Proxies in order to be effective must be received by the company at its registered office not less than 48 hours before the meeting.



2. The Register of Members and the Share Transfer Books will remain closed from 21.09.2002 to 27.09.2002 (both days inclusive).
3. Members are requested to notify change, if any, in their addresses at the Registered Office of the company quoting their folio number.
4. Members who are holding shares in identical order of names in more than one folio are requested to intimate to the Share Department, the ledger folio of such accounts together with the share certificates to enable the company to consolidate all the holdings into one account. The share certificates will be returned to the members after making the necessary endorsement in due course of time.
5. Shareholders/Proxies are requested to produce at the entrance the attached admission slip, duly completed and signed in accordance with the specimen signatures registered with the company, for admission to the meeting hall.
6. Members are requested to bring their copy of the Annual Report, as no copies will be distributed at the venue of the Annual General Meeting.
7. Members desirous of getting any information about the accounts under reference and operations of the company are required to address their query to the Company Secretary so that the same may reach him at least seven days before the date of the meeting to enable the management to keep the information ready.
8. **Appointment/Re-appointment of Directors:-**
At the ensuing General Meeting, Mr. S.D. Ganda will retire by rotation and being eligible offers himself for re-appointment. Mr. Rahul Dhanuka and Mr. C.M. Gupta are being proposed for appointment as Directors liable to retire by rotation. Consent of the members is also requested for re-appointment of Mr. K.B. Kejariwal as Director (Works) of the Company for a period of 5 years. The informations/details to be provided for the aforesaid Directors/Director (Works) under Corporate Governance code are as under:-
 - (a) Mr. S.D. Ganda, aged 80 years, M.A. (History & Economics) and Fellow of Indian Institute of Bankers, is on the Board of Directors for last 11 years. He had a distinguished career as former Chief General Manager of State Bank of India and Managing Director of State Bank of Patiala. He is also on the Board of Shri Natraj Ceramics & Chemical Industries Ltd. and Ralson India Ltd.
 - (b) Mr. Rahul Dhanuka, aged 27 years, a young and dynamic fellow is an M.B.A. from renowned S.P. Jain Institute of Management & Research, Mumbai. He is also working as Director (Marketing) of Northern Minerals Ltd. He is also on the Board of Dhanuka Laboratories Pvt.Ltd., Exclusive Leasing & Finance Ltd. and Delco Investment Ltd.
 - (c) Mr. C.M. Gupta, aged 54 years is B.Com (Hons.) from Delhi University. He is also working as Director

(Purchase) in Northern Minerals Ltd. and has vast experience in the field of pesticides. He is also on the Board of M.K. Farmers Investment Co. Ltd.

- (d) Mr. K.B. Kejariwal, aged 51 years is B.E. Electrical (Hons.). He is working as Director (Works) with the company for the last 10 years and has contributed very much for the growth of the company. He is also on the Board of Northern Minerals Ltd.
9. Explanatory Statement pursuant to Section 173(2) of the Companies Act, 1956 in respect of item nos. 4 to 6 of the Notice (in respect of Special Business to be transacted at the meeting) is annexed hereto.

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

The following explanatory statement sets out all the material facts, relevant to the items of the Special Business contained in the notice.

ITEM NO.4

In the meeting of the Board of Directors of the company held on 28th January, 2002, Mr. Rahul Dhanuka has been appointed as Additional Director w.e.f. 28th January, 2002. Pursuant to Section 260 of the Companies Act, 1956, his term shall be expiring on 27th September, 2002 i.e. date of Annual General Meeting. The company has received notice under Section 257 of the Companies Act, 1956, proposing his candidature for the office of Director, liable to retire by rotation.

Except Mr. Rahul Dhanuka, Mr. R.G. Agarwal and Mr. M.K. Dhanuka, none of the directors may be deemed to be interested or concerned in the Resolution.

ITEM NO.5

In the meeting of the Board of Directors of the company held on 28th January, 2002, Mr. C.M. Gupta has been appointed as Additional Director w.e.f. 28th January, 2002. Pursuant to Section 260 of the Companies Act, 1956, his term shall be expiring on 27th September, 2002 i.e. date of Annual General Meeting. The company has received notice under Section 257 of the Companies Act, 1956, proposing his candidature for the office of Director, liable to retire by rotation.

None of the directors, except Mr. C.M. Gupta, may be deemed to be interested or concerned in the Resolution.

ITEM NO.6

The shareholders had, in the 12th Annual General Meeting held on 26th September, 1997, approved the appointment of Shri K.B. Kejariwal as Director (Works) of the company for a period of 5 years from 1st September, 1997 to 31st August, 2002. Shri K.B. Kejariwal is a qualified Electrical Engineer and has rich and varied experience of running industries and played pivotal role in bringing the company into sound position. The Board of Directors consider that Shri K.B. Kejariwal be re-appointed as Director (Works) of the company for a further period of 5 years

from 1st September, 2002 to 31st August, 2007 and recommend the shareholders for their approval. The material terms and conditions contained in the agreement entered into with Mr. K.B. Kejariwal, are mentioned below for consideration of the members.

A. Salary: Rs. 40,000/- (Rupees Forty thousand only) per month.

B. Perquisites:

Category 'A':

- i) The Director (Works) shall be provided with a furnished accommodation subject to the condition that the expenditure to the company on rent shall not exceed 60% of the salary over and above 10% payable by the Director (Works) himself;
- ii) Gas, electricity, water and furnishings subject to a ceiling of 10% of the salary of Director (Works). The monetary value of the same shall be valued as per the provisions of the Income Tax Rules, 1962;
- iii) Reimbursement of medical expenses for self and family, actually incurred, subject to the limit that the total cost to the company shall not exceed one month's salary in a year or three months' salary in a block of three years excluding perquisites and subject to the scheme framed by the company;
- iv) Leave travel concession for self and family once in a year in accordance with the rules of the company;
- v) Membership fees of not more than two clubs provided no life membership fee or admission fee shall be paid by the company; and
- vi) Personal accident insurance, subject to the condition that the annual premium shall not exceed Rs. 4,000/- per annum.

Category 'B':

- i) Company's contribution towards provident fund subject to the ceiling of 12% of the salary;
- ii) Company's contribution towards pension/ superannuation fund, such contribution together with contribution to the provident fund shall not exceed 27% of the salary as laid down in the Income-Tax Rules, 1962; and
- iii) Gratuity payable in accordance with an approved Gratuity Fund and shall not exceed one half month's salary for each completed year of service, subject to a ceiling of Rs. 3,50,000/- or as laid down in the Income-Tax Rules, 1962, whichever is lower.

Category 'C':

- i) Provision of car for use of company's work subject to the condition that personal use of car shall be billed by the company to the Director (Works); and
- ii) Provision of telephone at residence for use of company's work, subject to the condition that personal long distance calls on telephone shall be billed by the company to the Director (Works).

MINIMUM REMUNERATION:

Notwithstanding anything to the contrary contained herein where in any financial year, during the currency of tenure of Director (Works), the company has no profit or its profits are inadequate, the company will pay remuneration by way of salary and perquisites as approved by the Remuneration Committee of the Board of Directors.

Except Shri K.B. Kejariwal no other director is interested in the aforesaid resolution.

A copy of draft agreement referred to in the resolution is available for inspection of the members at the Registered Office of the company on any working day during business hours and shall also be available for inspection throughout the continuance of the Annual General Meeting.

This memorandum may be treated as an abstract of the draft agreement between the company and Shri K.B. Kejariwal for the purpose of Section 302 of the Companies Act, 1956.

The aforesaid appointment falls within the terms and conditions as prescribed in Schedule XIII to the Companies Act, 1956 as amended upto date; hence approval of shareholders is only required and no approval of Central Government is necessary in this case.

BY ORDER OF THE BOARD
for **DHANUKA PESTICIDES LIMITED**

Suresh Sarawagi
Company Secretary

Regd. Office: 'DHANUKA HOUSE',
861-862, Joshi Road,
Karol Bagh, New Delhi-110005.

Place: New Delhi
Dated: 29th July, 2002



DIRECTORS' REPORT

TO ALL THE MEMBERS

Your Directors hereby present the 17th Annual Report alongwith Audited Accounts of the company for the year ended 31st March, 2002.

FINANCIAL HIGHLIGHTS

| | For the year ended 31.3.2002 | (Rs. in lacs) For the year ended 31.3.2001 |
|---|------------------------------------|---|
| Gross Turnover | 2890.60 | 3052.05 |
| - Profit / (Loss) before depreciation & tax | 3.04 | (99.46) |
| Less: | | |
| - Depreciation | 61.99 | 71.78 |
| - Provision for Income Tax | — | — |
| | (58.95) | (171.24) |
| Add: | | |
| - Provisions of earlier year written back | 1.48 | 0.01 |
| - Balance of Profit & Loss Account of previous year | 357.05 | 528.28 |
| - Deferred Tax Assets | 48.60 | — |
| SURPLUS CARRIED TO BALANCE SHEET | 348.18 | 357.05 |

DIVIDEND

Due to losses, your Directors have decided not to recommend dividend for this year.

OPERATIONS

The year 2001-2002 started with a very good note for the Pesticides Industry because of normal monsoon throughout the country. But there was a bad news for the pesticides companies, whose manufacturing units were situated in the state of Haryana. The Haryana Government imposed an entry tax named Local Area Development Tax of 4% on goods imported in the state of Haryana.

Your company had also started with a good note this year. In the first nine months of the operations, the company had shown a profit of Rs.35 lacs but could not maintain the same. The main reason for the loss incurred in the last quarter was that one of the bulk sold molecule Caldan 4G, usually sold in the month of February & March, could not be sold due to negotiation with technical suppliers for reduction in the price of technical. Another reason is that the Hon'ble High Court of Punjab & Haryana had given its verdict against the industry regarding the levy of Local Area Development Tax for which the company has to make provision of Rs.41.63 lacs in its books.

The company achieved gross turnover of Rs.2890.60 lacs in comparison to Rs.3052.05 lacs of the previous year. There was a loss of Rs.57.47 lacs in comparison to loss of Rs.171.23 lacs of the previous year. The management had worked hard to cut down the administration expenses and interest cost.

FUTURE PROSPECTS

Last year, the company had launched Targa Super, a Soyabean weedicide, in technical tie-up with M/s Nissan Chemical Industries Ltd., Japan and got licence to import 10 KLs only. The initial response had been very encouraging and the company achieved the target in a very short span of time with huge orders pending. This year, the company has got the licence to import 125 KLs of Targa Super. With the good demand of this product in the market, the company is hopeful to achieve good results in this year. There has also been a good sale volume of Caldan 4G in the first two months of the F.Y. 2002-03 itself. The monsoon has also been predicted to be normal this year.

In view of the above, the future prospects of your company seem to be bright.

MEASURES FOR CONSERVATION OF ENERGY, TECHNOLOGY ABSORPTION AND DETAILS OF FOREIGN EXCHANGE EARNINGS AND OUTGO

Information as required u/s 217 (1)(e) of the Companies Act, 1956, read with Companies (Disclosure of particulars in the report of Board of Directors) Rules, 1988, is given in Annexure 'A', forming part of this report.

PARTICULARS OF EMPLOYEES

The company has not employed any employee whose salary was in excess of limit as specified u/s 217 (2A) of the Companies Act, 1956.

DIRECTORS

During the year under review, Mr. C.M. Gupta and Mr. Rahul Dhanuka have been inducted as Additional Directors on the Board of Directors.

In accordance with the provisions of the Companies Act, 1956, and the relevant Articles of the Articles of Association of the Company, Shri S.D. Ganda and Shri L.N. Kalra, retire by rotation at the ensuing Annual General Meeting and being eligible, offer themselves for reappointment.

CORPORATE GOVERNANCE

Your Company is fully committed to good corporate governance practices. In view of the provisions of the Listing Agreement with Stock Exchange(s), the company has started a separate section in the Annual Report as 'Corporate Governance'.

As stipulated in Section 217(2AA) of the Companies Act, 1956, your directors subscribe to the "Directors' Responsibility Statement" and confirm as under:

1. That in the preparation of the annual accounts, the applicable accounting standards have been followed along with proper explanation relating to material departures;
2. That the directors have selected such accounting policies and applied them consistently and made judgements and estimates that are reasonable and prudent; so as to give a true and fair view of the state of affairs of the company at the end of financial year and of profit or loss of the company for that period;
3. That the directors have taken proper and sufficient care of the maintenance of adequate accounting records in accordance with the provisions of this Act for safeguarding the assets of the company and for preventing and detecting fraud and other irregularities; and
4. That the directors have prepared the annual accounts on going-concern basis.

AUDITORS

M/s. S.K. Jain Associates, Chartered Accountants, retires at the conclusion of the ensuing Annual General Meeting and being eligible, offer themselves for reappointment.

STATUS OF LISTING FEES

The Company has paid upto date listing fees to Mumbai, Delhi and Ludhiana Stock Exchanges; where its shares are listed.

ACKNOWLEDGEMENT

Your Directors take this opportunity to record their deep sense of gratitude for the valuable support and cooperation extended to the Company by the Central Insecticides Board, Director of Agriculture, Haryana and other Government Agencies, State Bank of Patiala and Hongkong and Shanghai Banking Corpn. Ltd.

Your Directors wish to place on record their appreciation for the continuing support by investors, cordial industrial

relations maintained by the workmen and also for devoted and dedicated efforts put in by the staff of the Company, for its continuous growth and success.

For and on behalf of the Board

M.K. Dhanuka
Managing Director

Place: New Delhi
Dated: 28th June, 2002

K.B. Kejariwal
Director

ANNEXURE 'A'**A) CONSERVATION OF ENERGY**

- a&b) Wherever possible, energy conservation measures have already been implemented and there are no major areas where further energy conservation measures can be taken. However, efforts to conserve and optimize the use of energy through improved operational methods and other means are being continued on an on-going basis.
- c) The energy consumption and the cost of production is being kept under control.
- d) Requisite data in respect of energy conservation is given below:

| | 2001-02 | 2000-01 |
|----------------------------------|----------|----------|
| Electricity (KWH) | | |
| a) Purchased Units | 110057 | 128293 |
| Total Amount (Rs.) | 7,01,970 | 7,39,745 |
| Rate per Unit (Rs.) | 6.38 | 5.77 |
| b) Own Generation through Diesel | | |
| (Generator) Units | 115583 | 83551 |
| Unit/Lit of diesel oil | 2.89 | 2.30 |
| Cost/Unit (Rs.) | 7.22 | 7.97 |
| (Incl. overheads) | | |
| Electricity Consumption | | |
| Formulation Plant | | |
| Formulation of Caldan 4G | 466 | 308 |
| (Granules) Rs./MT | | |
| Formulation of Caldan | 823 | 788 |
| 50 SP (Powder) Rs./MT | | |
| Formulation of EC/Liquids Rs./KL | 426 | 390 |

B) RESEARCH & DEVELOPMENT**i) Specific areas in which Research & Development carried out by the Company:**

- (a) R&D efforts of the company are directed towards quality assurance, improvement of existing products and cost reduction.
- (b) Studies for cost reduction, improvement of product quality, import substitutions and introduction of new eco-friendly products are carried out on an on going basis.



ii) Benefits derived as a result of R&D Activities:

- (a) Improvement in production, cost effectiveness and reduction in process losses.
- (b) Improvement in raw material efficiency of the existing products/processes.
- (c) Introduction of eco-friendly products.

iii) Future Plan of Action:

The R&D unit proposes to work for cost reduction, process optimization, products' quality standardization, analytical method development and the technology development of pesticides.

iv) Expenditure on R&D:

| | |
|--|----------|
| a) Capital | - |
| b) Recurring | 1,67,453 |
| c) Total | 1,67,453 |
| d) Total R&D expenditure as percentage to total turnover | 0.06% |

C) TECHNOLOGY ABSORPTION

The technology developed as a result of R&D efforts were properly absorbed, which has resulted in product improvement, introduction of new formulation processes and cost reduction.

D) FOREIGN EXCHANGE EARNINGS AND OUTGO

During the year, we have imported materials worth Rs. 5,91,11,697 (CIF). We have neither incurred any expense on account of foreign travelling nor received any amount in foreign currency on account of reimbursement of expenses.

For and on behalf of the Board

M.K. Dhanuka
Managing Director

Place: New Delhi
Dated: 28th June, 2002

K.B. Kejariwal
Director

ADDENDUM TO DIRECTORS' REPORT
(Dated 28th June, 2002)

To,

All the members

The Board of Directors in their meeting held on 28th June, 2002 recommended the re-appointment of Mr.L.N.Kalra, who retires by rotation and being eligible offers himself for reappointment, in terms of Section 256 of the Companies Act, 1956. After that meeting Mr.L.N.Kalra has resigned from the Board of Directors. Since Mr.L.N.Kalra has resigned so now, his name is not being recommended for re-appointment.

On Behalf of the Board

Place : New Delhi
Dated: 29th July, 2002

R.G.Agarwal
Chairman

MANAGEMENT DISCUSSION AND ANALYSIS REPORT

Industry structure and developments:

The company is engaged in the business of formulation of pesticides used by the farmers in their fields for protection of crops against insects & pests, which cause complete or partial damage to the crops, the livelihood of farmers or rather the whole country. The agriculture sector is considered as backbone of the economy of any country and a country can't even think of surviving without it. The pesticides industry is serving the country by providing the farmers the safer and eco-friendly molecules.

The pesticides industry is mainly dependent on the normal monsoon as there would be pesticides usage when there is agriculture. In countries like ours, the farmers are still dependent on the monsoon for their crops as the other sources of irrigation are insufficient.

The company's manufacturing unit is situated at Sohna in Haryana. The branches of the company are located in almost every part of the country. The company has technical tie-up with various multinationals for supply of technical grade pesticides. Entire marketing operations are carried over by group of qualified marketing personnels. Training is being imparted to farmers about the judicious use of pesticides by technical experts. The motto of the company is **'Service with Quality'**.

With the growing awareness among the farming community, the demand for safe and eco-friendly molecules will increase. The company has a separate R&D wing where every production lot is tested by chemists about its purity and only after that the goods are despatched. Also, the R&D keeps on working for improving the quality of products of the company.

Opportunities and Threats:

Currently, the custom duty on pesticides is 30%. With WTO proceedings, the custom duty levels will head downwards for raw materials. With decreased custom duty, the prices of the products of the company tend to decline resulting in reduced costs to farmers. The farmers of today's age are literate and know the efficacy and usage of eco-friendly molecules. The demand for company's products tends to increase in this scenario, as the products of the company are eco-friendly. The management is confident of more than covering up the loss through various initiatives being taken to improve productivity, increase market share and reduce costs.

With stiff competition, the prices of the products have reduced to a great extent and the companies are operating on very thin margins. Small companies are striving hard for their survival and there have been takeovers and mergers of big companies even. The government also has a neglecting attitude for the pesticides industry and its policies have also not been favourable for the industry. The Pesticides Association of India and other pesticides associations are working hard for getting the industry its true worth.

Moreover, the Haryana government has also imposed an entry tax named Local Area Development Tax of 4% on every goods imported by the pesticides companies operating in the state of Haryana. The company has to make a provision of Rs. 41.63 lacs during the F.Y. 2001-02, as L.A.D.T. in its books.

The company hopes to overcome these unfavourable conditions and serve for the progress of the country.

Segment-wise performance:

As the company is engaged only in the business of formulation of pesticides, segment-wise performance is not required.

Outlook:

The year 2002-03 commences with a good note with the prediction of normal monsoon by the Meteorological Department of India. In the first quarter of the financial year 2002-03, both sales volume & profitability of the company had shown upward trend but with delayed monsoon in many parts of the country, the picture has changed and draught situation has arisen. There had also been flood like situation in eastern parts of the country. In countries like India, where agriculture sector is completely dependent on the normal monsoon, both these situations are unfavourable and the pesticides industry is striving hard for its survival.

The relieving factor for the industry is that the monsoon has been normal in some parts of the country. The company is performing well in these areas and the sales volume have increased.

Last year, the company had launched Targa Super, a Soyabean weedicide, in technical tie-up with M/s Nissan Chemical Industries Ltd., Japan and got licence to import 10 KLs only. The initial response had been quite overwhelming and the company achieved the sales target very shortly with huge orders pending. In the current year, the company has got licence to import 125 KLs of Targa Super. With the good demand of this product in the market, the company is hopeful to achieve good results in this year.

The following factors would also contribute for the better prospects of the company:

- The irrigation area is going to be increased and that will increase the demand of the pesticides and demand of our products will accordingly increase;
- In the coming years, there will be more thrust on the export. In exports, there will be more demand of eco-friendly molecules and most of the molecules of the company are eco-friendly;
- With the increase in population and decrease in cultivative area, there will be more thrust on productivity and that will increase the demand of the pesticides; and