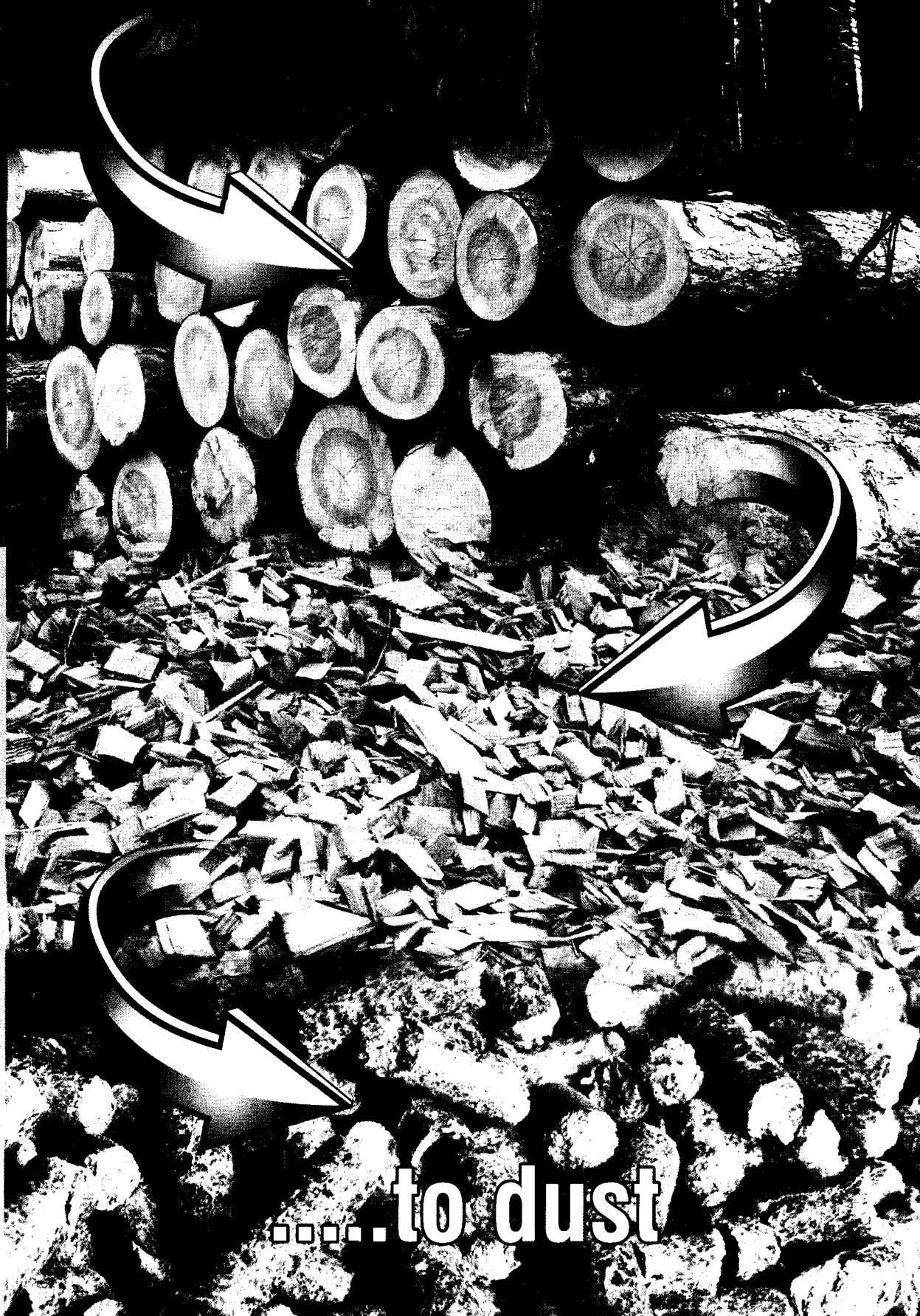


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from dust.....



.....to dust

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' The practice of
conservation must spring from
a conviction of what is ethically and
aesthetically right, as well as what is
economically expedient.

A thing is right only when it tends to
preserve the integrity, stability and beauty
of the community, and the community
includes the soil, water, fauna and flora,
as well as people '

Chairman's Message

As I had predicted in my statement last year, the year that went by turned out to be one of the most challenging in recent times, both economically and politically. The India growth story showed distinct signs of unraveling, largely due to weak global macro economic factors aided by a perceived domestic inertia in executing much needed political, economical and social reforms.

One does not see the broad economic indicators changing for the better in the near term. In fact, we must be prepared to face some more worsening of the indicators before we see improvement. Towards this goal of weathering the volatile political and economic climate, we must consolidate our existing business profile, tighten our belts by adopting cost optimisation measures and investing wisely in technologies that will help in bringing in operating and financial efficiencies.

The renewable energy markets continued to be steady in the face of the global economic turmoil. The solar industry saw consolidation and stabilisation, largely from the technology perspective and partially from the economic viability perspective. As the cost differential between renewable energy and conventional energy keeps on reducing, the demand for renewable energy will keep on increasing.

Your company's confidence in its business model and the small successes that we keep on notching up each year will see your company emerge as a market leader in the near future.

As I do so every year, this year too I will request you to renew your pledge to our nation: let us all be Energy Efficient Indians (E Endians) and contribute to building a sustainable environment in which our future generations will prosper and flourish.

Yours in Energy Efficiency

Nikhil Morsawala
Chairman

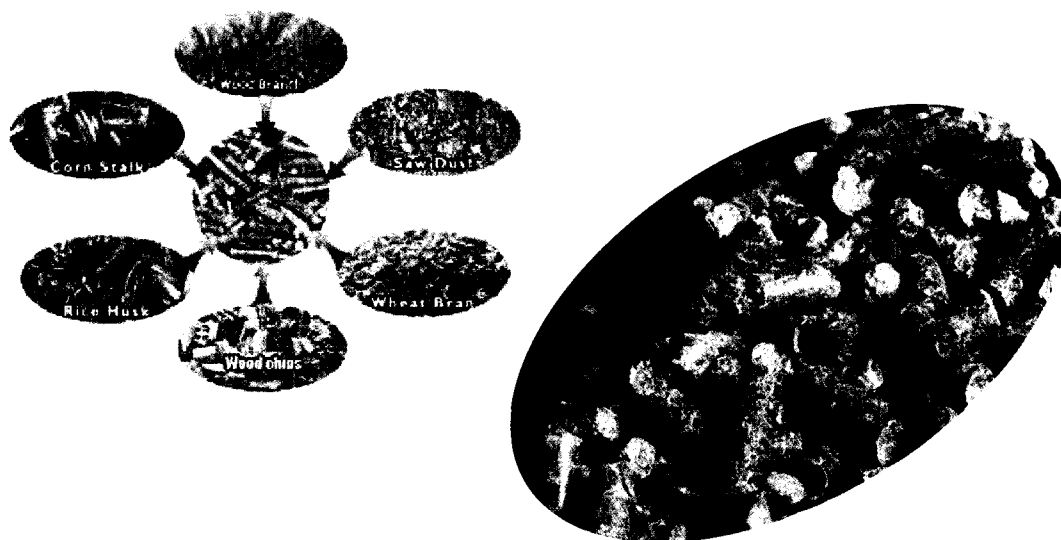
Ecclesiastes 3:16 -22 (ESV)

From Dust to Dust

“.....I said in my heart, God will judge the righteous and the wicked, for there is a time for every matter and for every work..... So I saw that there is nothing better than that a man should rejoice in his work, for that is his lot, who can bring him to see what will be after him.....”

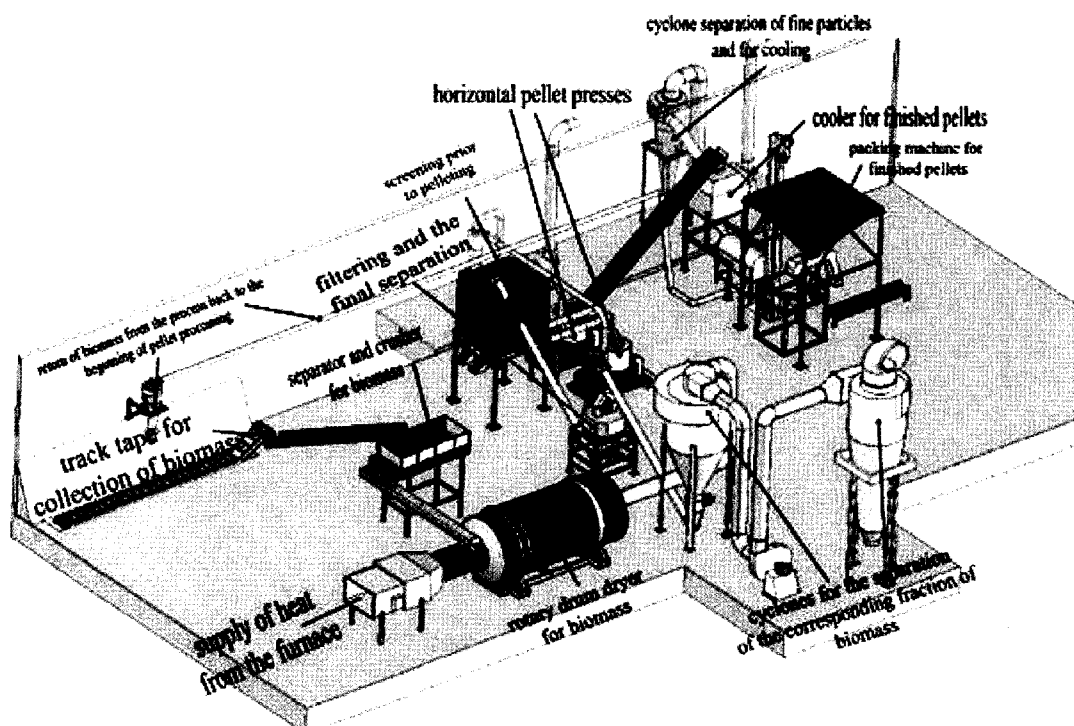
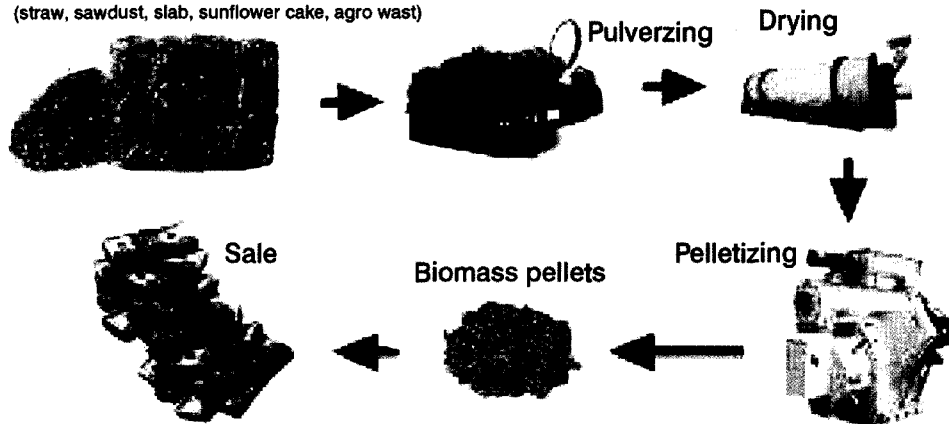
BIOMASS PELLETS

- ◆ Wood pellets are a product made simply by taking the bark from a tree which has moisture in excess of 45% and grinding, drying to moisture of 6% and densifying the fibre by a factor of 4 into a pea sized pellet. The wood pellet has a calorific value of approximately 8,500 BTU per pound (fuel oil has 13,700 and propane has 9,100).
- ◆ A premium quality pellet contains less than 1% dust and leaves a residual ash of less than 0.75%.
- ◆ Wood pellets are used in moderately expensive heating units which are given a life in excess of 10 years. Wood pellets are made from saw dust and are prime example of the phrase “.....from Dust to Dust.....”



Biomass Waste

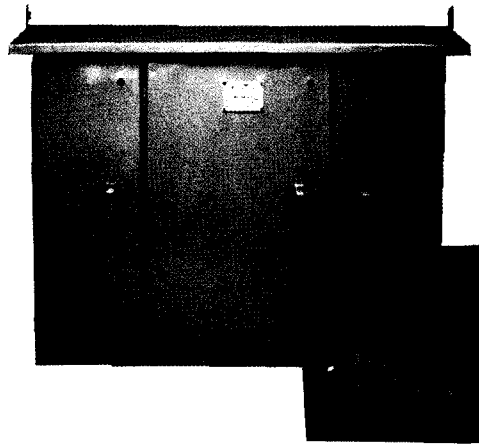
(straw, sawdust, slab, sunflower cake, agro wast)



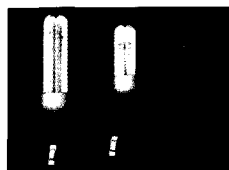
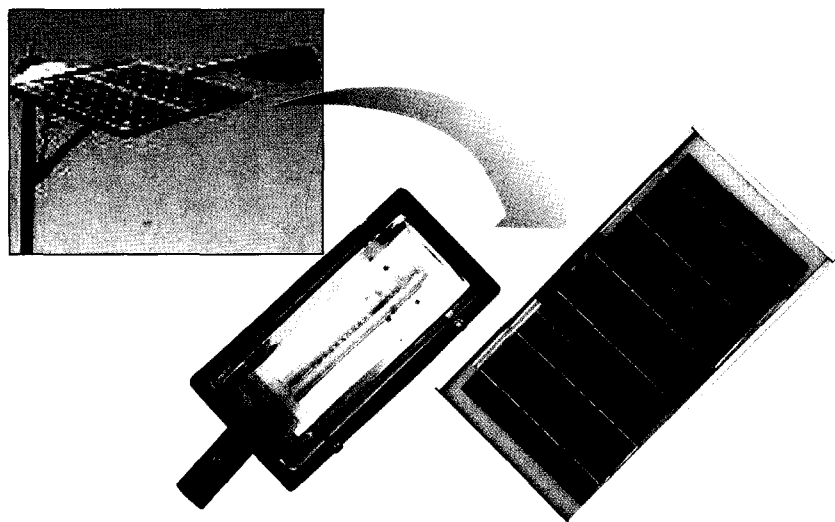
Energy Efficiency Products

IN INDIA

Guaranteed Savings of 15% to 30%



EPIC SOLAR PRODUCTS



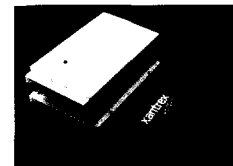
Home Lights



Torch



Cool Cap



Invertor



Radio + Torch

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Chairman

SANJAY GUGALE
Independent Non-Executive Director

ZUBIN PATEL
Independent Non-Executive Director

V CHANDRASEKHAR
Executive Director

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V CHANDRASEKHAR
Executive Director

HARSHAL GUNDE
Head - Environment & Innovation

C. S. NIGRE
Vendor Management (Domestic)

ENVIRONMENT MANAGER
Aruna Joshi

ENGINEERING TEAM

Satish Mahajan
Vijay Raorane
Mangesh Bahutule

Ganesh Dumbre
Manoj Mistry
Suresh Solanki

AUDITORS
P MURALI MOHANA RAO & Co.

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National Offices at Coimbatore, Madurai and Pune
international Offices at U.S.A.

MANAGEMENT DISCUSSION AND ANALYSIS

A. Energy Efficiency in India

India has an installed power generating capacity of 225,793.10MW (as on 30.07..2013) of which the thermal power stations share is 153,847.99 MW (68.34%).

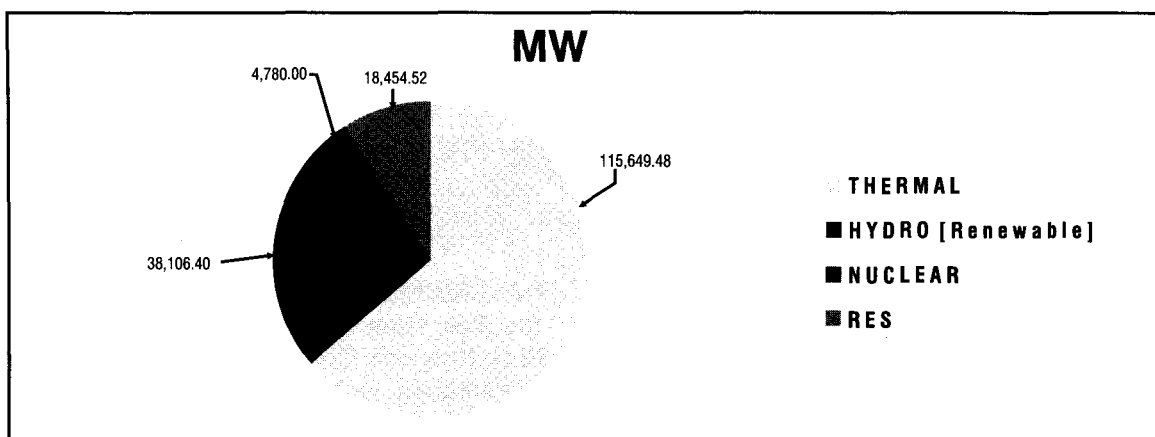
Total Installed Capacity

SECTOR	MW	%age
State	89,092.12	39.46
Central	65,612.94	29.06
Private	71,088.04	31.48
TOTAL	225,793.10	

FUEL	MW	%age
Total Thermal	153,847.99	68.14
Coal	132,288.39	58.59
Gas	20,359.85	9.02
Diesel	1,199.75	0.53
Hydro (Renewable)	39,623.40	17.55
Nuclear	4,780.00	2.12
RES 3 [MNRE]	27,541.71	12.20
TOTAL	225,793.10	100.00

**Renewable Energy Sources(RES) include SHP, BG, BP, U&I and Wind Energy.
 SHP = Small Hydro Project, , BG = Biomass Gasifier, , BP = Biomas Power,
 U&I = Urban & Industrial Waste Power, RES = Renewable Energy Resources

Installed Power Generating Capacity (INDIA)
FUEL TYPE WISE

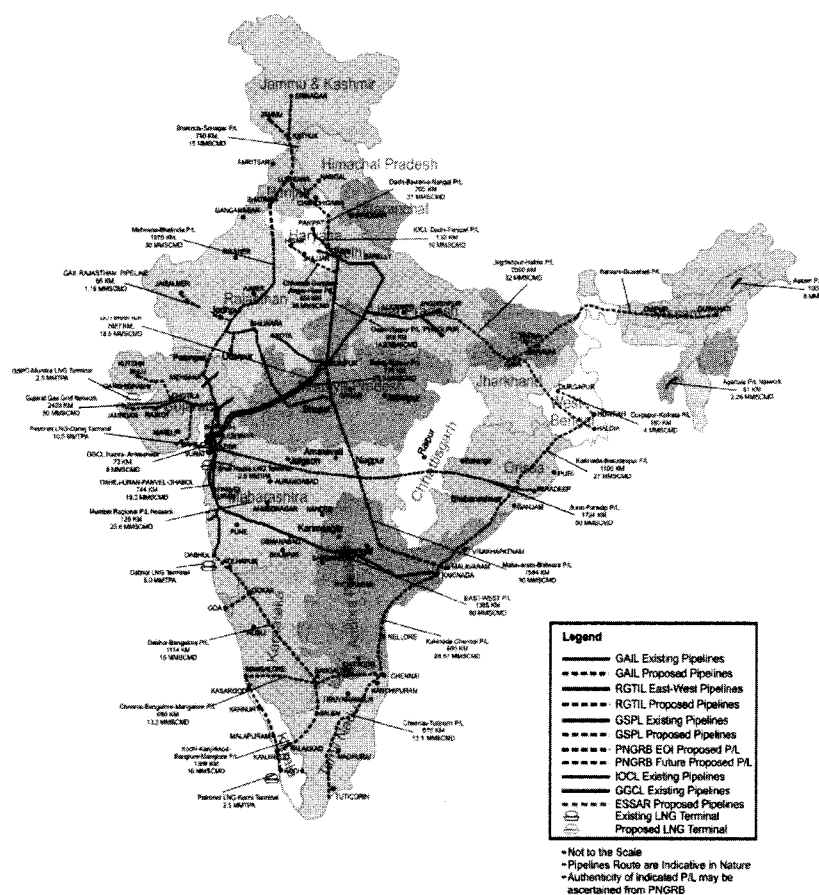


Overview of Energy Statistics

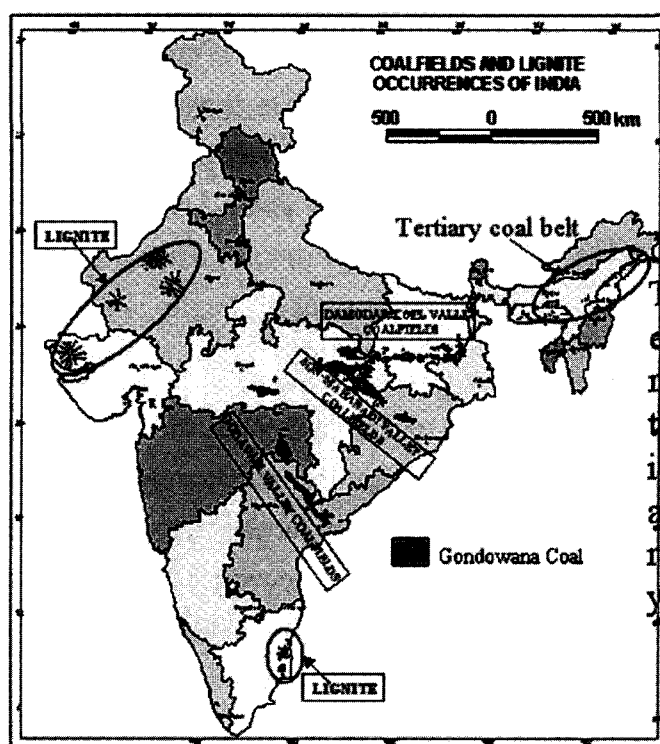
1. The Indian economy has experienced unprecedented economic growth over the last decade. Today, India is the ninth largest economy in the world, driven by a real GDP

growth of 8.7% in the last 5 years (7.5% over the last 10 years). In 2010 itself, the real GDP growth of India was the 5th highest in the world. This high order of sustained economic growth is placing enormous demand on its energy resources. The demand and supply imbalance in energy is pervasive across all sources requiring serious efforts by Government of India to augment energy supplies as India faces possible severe energy supply constraints.

2. A projection in the Twelfth Plan document of the Planning Commission indicates that total domestic energy production of 669.6 million tons of oil equivalent (MTOE) will be reached by 2016-17 and 844 MTOE by 2021-22. This will meet around 71 per cent and 69 per cent of expected energy consumption, with the balance to be met from imports, projected to be about 267.8 MTOE by 2016-17 and 375.6 MTOE by 2021-22.
- 3 The share of Coal and petroleum is expected to be about 66.8 per cent in total commercial energy produced and about 56.9 per cent in total commercial energy supply by 2021-22. The demand for coal is projected to reach 980 MT during the Twelfth Plan period, whereas domestic production is expected to touch 795 MT in the terminal year (2016-17). Even though the demand gap will need to be met through imports, domestic coal production will also need to grow at an average rate of 8 per cent compared to about 4.6 per cent in the Eleventh Five Year Plan. The share of crude oil in production and consumption is expected to be 6.7 per cent and 23 per cent respectively by 2021-22.
4. In 2011-12, India was the fourth largest consumer in the world of Crude Oil and Natural Gas, after the United States, China, and Russia. India's energy demand continued to rise inspite of slowing global economy. Petroleum demand in the transport sector is expected to grow rapidly in the coming years with rapid expansion of vehicle ownership. While India's domestic energy resource base is substantial, the country relies on imports for a considerable amount of its energy use, particularly for Crude Petroleum.
- 5 As of March 2012, the per capita total consumption in India was estimated to be 879 kWh. India's electricity sector is amongst the world's most active players in renewable energy utilization, especially wind energy As of March 2012, India had an installed capacity of about 24.9 GW of new and renewable technologies-based electricity. During the Eleventh Five Year Plan, nearly 55,000 MW of new generation capacity was created, yet there continued to be an overall energy deficit of 8.7 per cent and peak shortage of 9.0 per cent. Resources currently allocated to energy supply are not sufficient for narrowing the gap between energy needs and energy availability

Gas pipeline network in India:

(Source: Petroleum & Natural Gas Regulatory Board (PNGRB))



(Source: Geological survey of India)