



proud past
strong present
exciting future
1941-2016

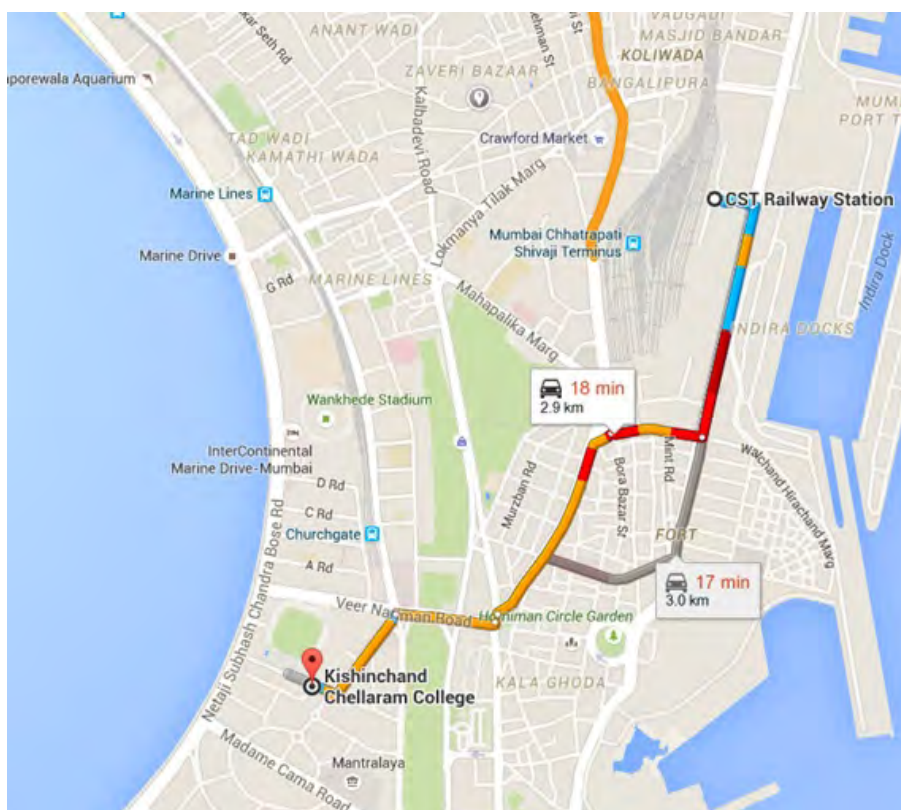


EXCEL
INDUSTRIES
LIMITED

55th ANNUAL REPORT 2015-16

Disclaimer

This document contains statements about expected future events and financial and operating results of Excel Industries Limited, which are forward-looking. By their nature, forward-looking statements require the Company to make assumptions and are subject to inherent risks and uncertainties. There is significant risk that the assumptions, predictions and other forward-looking statements may not prove to be accurate. Readers are cautioned not to place undue reliance on forward-looking statements as a number of factors could cause assumptions, actual future results and events to differ materially from those expressed in the forward-looking statements. Accordingly, this document is subject to the disclaimer and qualified in its entirety by the assumptions, qualifications and risk factors referred to in the management's discussion and analysis of the Excel Industries Limited Annual Report 2015-16.



55th Annual General Meeting

*on Tuesday, 26th July, 2016 at 3.00 p.m.
at Rama and Sundri Watumull Auditorium,
Kishinchand Chellaram College,
Dinshaw Wachha Road,
Churchgate, Mumbai-400 020.*

read across pages...



Corporate
Information



Make in India



Corporate with
Sustainability



Journey across
the years



Chairman's Statement



Executive Director's
Strategic Take



Board of Directors



Corporate Social
Responsibilities



Notice



Directors' Report



Management Discussion
and Analysis



Corporate
Governance Report



Ten-Year Highlights



Summarised Balance Sheet
and Statement of Profit & Loss



Auditor's Report



Balance Sheet



Statement of
Profit & Loss



Cash Flow Statement



Notes '1' to '46' forming
part of Financial Statements



Auditor's Report on Consolidated
Financial Statements



Consolidated Balance
Sheet



Consolidated Statement of
Profit & Loss



Cash Flow Statement



Notes '1' to '44' forming part
of Consolidated Financial
Statements

- Proxy Form is provided at the end of the Annual Report
- Attendance Slip is accompanied in loose leaf



corporate information

CHAIRMAN EMERITUS

KANTISEN C. SHROFF

G. NARAYANA

BOARD OF DIRECTORS

ASHWIN C. SHROFF *Chairman & Managing Director*

USHA A. SHROFF *Executive Vice Chairperson*

RAVI A. SHROFF *Executive Director*

ATUL G. SHROFF *Non-Executive Director*

DIPESH K. SHROFF *Non-Executive Director*

R. K. SOOD *Nominee Director (LIC)*

R. N. BHOGALE *Independent Director*

H. N. MOTIWALLA *Independent Director*

P. S. JHAVERI *Independent Director*

M. B. PAREKH *Independent Director*

S. S. VAIDYA *Independent Director*

R. M. PANDIA *Independent Director*

CHIEF FINANCIAL OFFICER

KAILAS D. DABHOLKAR

COMPANY SECRETARY

SURENDRA K. SINGHVI

AUDITORS

S R B C & CO LLP

Chartered Accountants

BANKERS

Bank of India

State Bank of India

Axis Bank Limited

REGISTRAR & TRANSFER AGENT

Link Intime India Private Limited,
C-13, Pannalal Silk Mills Compound,
Bhandup (W), Mumbai 400 078.

Tel : 2596 3838, Fax : 2594 6969

E-mail : rnt.helpdesk@linkintime.co.in

Web : <http://www.linkintime.co.in>

REGISTERED OFFICE

184-87, Swami Vivekanand Road,
Jogeshwari (West), Mumbai 400 102.

Tel : 6646 4200

E-mail : excel.mumbai@excelind.com

Web : <http://www.excelind.co.in>

FACTORIES

M.I.D.C. Area, Roha, Maharashtra.

M.I.D.C. Area, Lote Parshuram, Maharashtra.

Baherampura, Ahmedabad, Gujarat.



Excel Industries Limited is a big proponent of Make in India.

Our founders envisaged a self-reliant India. They aspired to improve the quality of life of Indian communities through industrial progress and national prosperity.

Relevant then, relevant today.

Today, as we complete *75* years of existence, our philosophy, timeless vision and futuristic foresight still prevail.

Our founders were pioneer in agro chemical business and developed products with indigenous technology. They innovated products in India for the betterment of the related industries and the society as a whole. They helped the country to be self-reliant in Agriculture. And, in doing so, we have created a strong present.

While our operations over the years represent our dedication, determination and true grit, a large part of the credit goes to our stakeholders. Their unwavering commitment to the ethical values and strong corporate governance of our organisation has built a bond of trust with the stakeholders.

This trust has paved the way for prosperity and responsible growth for the future of self and all our stakeholders.

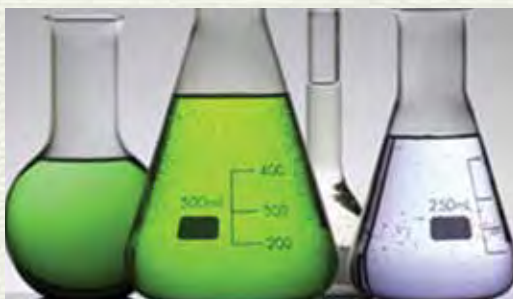


A Corporate with Sustainability at its core

We are amongst India's first domestic chemical manufacturers that pioneered several indigenous chemical technologies along with unique sustainable waste management practices.

Established in 1941, headquartered in Mumbai, the Company has achieved several chemical process breakthroughs, steadily contributing to the enhancement of technological capability of the nation.

Our product stream comprises of chemicals for Agro Industry, Specialty Chemicals, Polymer Inputs and Pharmaceutical APIs & Intermediates. We are also equally sensitive to the needs of the environment and community. Our Environment-biotech division has developed novel solutions for Waste Management, thus contributing to sustainable environmental practices.



Our core competencies

- Innovation ○ In-house research and development
- Backward integration ○ Rich product portfolio
- Cost-efficiency ○ Quality
- Environmental-friendliness ○ Ethos and Ethics

Our Values

We firmly believe that long term corporate success has its roots in strong value based growth. Our values are the ideas that define us and drive us, that convey our vision of the future and the means with which we will realise this vision.

Dynamism

Agility and adaptability are essential qualities for a modern corporation. In a world where technology and market conditions are constantly in a state of flux, it is our ability to change that helps us emerge stronger.

Compassion

To balance the needs of others with our growth, it is essential that we first understand their requirements, expectations and concerns. From senior management to the operators on the factory floor, everyone at the Excel Family is committed to make a difference to our larger goals and it all begins with a sympathetic ear and an open mind.

Expertise

From research to manufacturing, from factory floor to shipped goods, we strive for excellence in every facet of our operations.

Tradition

We are proud of our heritage and the ideals that have enabled our growth. As we poise for our next phase of growth, our company traditions and values, suitably adapted to changing environment over the time, will be our guiding lights.

Employees' Loyalty

Average service years of employees are 20 years which reflects trust and loyalty of the employees towards the Company.



Journey across the years

The Silver Quarter 1941-65

1941

Excel was established in Jogeshwari, a suburb of Mumbai in a rented buffalo shed

1960

Excel Industries was incorporated as a company on 5th September, 1960 under the Companies Act, 1956

1963

Amboli Factory in Mumbai was established

1964

First recipient of Sir P C Ray Award by Indian Chemical Manufacturers' Association (ICMA)

The Golden Quarter 1966-91

1967

Aluminium Phosphide was made first time in India by Excel

1968

Bronze shield for import substitution to develop indigenous technology to manufacture Monochloro Acetic Acid

1969

First company to make Malathion in India

1971

- Elementary Phosphorus manufactured. Earlier it was imported
- Excel went Public and got listed on BSE

1975

- Roha Factory was established in Maharashtra
- First Company to make E-DTCL and M-DTCL

1979

Shri Vivekananda Research and Training Institute (VRTI), an associated NGO was established

1983

- Kamaljyot Investments Limited, an NBFC was established
- Environmentalist of the Year Award by Chemtech Foundation

1984

Lote Parshuram Factory was established in Ratnagiri, Maharashtra

1990

Sir P C Ray Award for development of indigenous technology for Butene Diol, for safe and eco-friendly new process, a global first.



1992	<ul style="list-style-type: none"> – Jamnalal Bajaj Uchit Vyavahar Puruskar for fair business practices – ET-HBS Corporate Performance Award – FICCI Award to VRTI for Rural Development
1995	Mr. Ashwin C Shroff became Managing Director
2000	<ul style="list-style-type: none"> – "Award of Excellence" to Mr. Kantisen C Shroff by the Indian Environmental Association – Establishment of Municipal Solid Waste treatment Plant at Ahmedabad on 23rd January, 2000 (300 MT per day treatment of Garbage)
2001	<ul style="list-style-type: none"> – "Special Award" from CHEMEXCIL for outstanding Export Performance for the year 2001 on 9th May, 2001 – New plant for Specialty Polymers commissioned at Lote Parshuram – Pharma-Intermediate Plant Inaugurated at Roha
2002	Roha Site got ISO 14001 Certificate
2003	<ul style="list-style-type: none"> – Excel Industries demerged and Excel Crop Care Limited came into being to focus on Agrochemical business, while Excel Industries continued to focus on specialty chemicals and environment business. – Developed Organic Waste Converter Machine
2004	<ul style="list-style-type: none"> – "Spirit at Work Award" by Association for Spirit at Work in Zurich – National Award for Energy Conservation for the year 2004 (Roha) – ICMA Award for Excellence in HSE for the year 2003-04 – Maharashtra Safety Award by National Safety Council for the year 2003 (Lote Site)

2005	<ul style="list-style-type: none"> – Mr. Kantisen C Shroff was felicitated by honourable President of India Dr. Abdul Kalam for leadership and visionary work in rural development – National Safety Award by Ministry of labour, GOI to Lote Site – Energy Conservation Award by Maharashtra Energy Development Agency to Roha Site – Roha Site obtained OHSMS System certification
2006	<ul style="list-style-type: none"> – Mrs. Chandaben Kantisen Shroff received Rolex Award for Enterprise (First Indian Lady to receive this award) – Energy Conservation Award by Maharashtra Energy Development Agency to Roha Site – Excellence in Energy Conservation Award by Indian Chemical Council
2007	Excel Bio Resources Limited was formed to give shape to environment and green business
2009	Provided technical know-how to Mauritius in Solid Waste Recycling for setting up 350 MT per day capacity Solid Waste Processing Plant
2010	Mr. Kantisen C Shroff received Life Time Achievement Award by CHEMEXCIL
2011	Earth Care Award to VRTI and Social Impact Award to Shroff Foundation Trust by Times of India and JSW Foundation
2012	<ul style="list-style-type: none"> – Mr. Ashwin Shroff Conferred Life Time Achievement Award by ICC – Excel got permission to use "Responsible Care" logo by ICC – ICC Award for Social Responsibility by ICC
2014	Mr. Ravi A Shroff became Executive Director
2015	MobiTrash Recycle Ventures Private Limited, a new start up Company was established with an unique business model for treatment of household waste at door step using Organic Waste Converter (OWC) machine loaded on mobile van
2016	<ul style="list-style-type: none"> – Received Gujarat Ratna Award for Excellence in CSR presented by Hon'ble Chief Minister of Gujarat Smt. Anandiben Patel – Obtained WHO-GMP Certificate for Active Pharmaceutical Ingredients (APIs) - Bulk Drugs for Lote Parshuram site



Ashwin C Shroff
*Chairman and
Managing Director*



USD 55 Billion

Estimated market size the
Indian pharmaceutical
industry by 2020
(Source: IBEF)



USD 8.8 Billion

Estimated market size
the Indian agro chemicals
industry by 2019
(Source: Crisil)

Chairman's Statement

We promote and educate responsible growth. We want to be a role model to the industry and society.

Dear Stakeholders,

It is a matter of great pride and satisfaction upon completing 75 years of our business operations. The distinction recognises us amongst handful of companies in the country to have reached such a milestone. We wear the distinction with humility and look forward towards building happy communities and a sustainable future.

Since inception, our founders demonstrated good corporate citizenship by way of fair business practices and visible concern for the planet and its people. Even before corporate social responsibility was mandated by the law, we demonstrated our commitment to society and environment's well-being through our business practices and products.

With the passage of time, awareness and expectation levels of the community has increased manifold. The Corporate behaviour needs to be a reflection of how society perceives. This has allowed us to evolve as a more stronger and responsible corporate. Moreover, being a chemical company, there are increasing concerns for safety, health, environment and quality. These are the fundamental tenets in any business activity we undertake. We have successfully practiced and demonstrated best practices under each aspect.

As the platinum jubilee year unfolds, the company is on the threshold of a new phase of exciting growth. We are staring at a crucial juncture of addressing climatic and environmental changes and conservation of natural resources. For us charity begins at home. Over the years, we have been consciously responsible in the usage of the available resources like water, land and energy. We shall continue to be conservative and also set example as a role model to others.

Lastly, I am grateful to our stakeholders' family –company colleagues, business partners, customers, vendors, lenders and bankers for reposing their faith in us, employees for their resolve and unstinted devotion, our Members on the Board for their wisdom and continuous support and you, our shareholders for reposing trust & faith

Thank you for your support for over last 75 years and we hope you continue your association with us forever.

Best Wishes,
Ashwin C Shroff