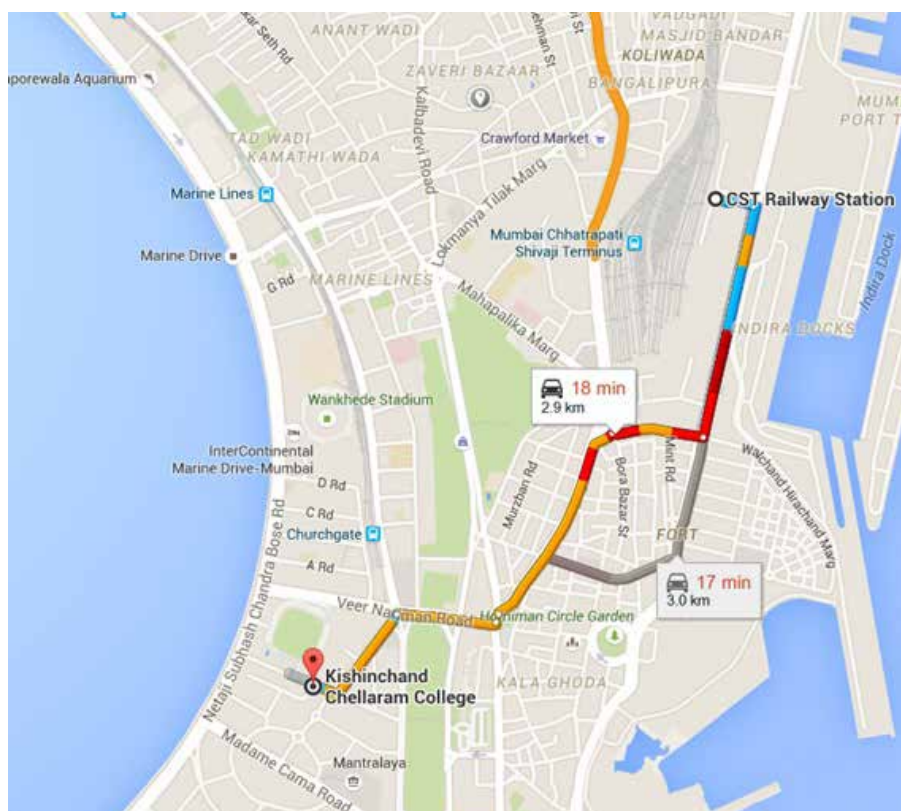


# SUSTAINING excellence

EXCEL INDUSTRIES LIMITED  
56<sup>th</sup> Annual Report 2016-17





**56<sup>th</sup> Annual General Meeting**  
*on Thursday, 3<sup>rd</sup> August, 2017 at 3.00 p.m.  
at Rama and Sundri Watumull Auditorium,  
Kishinchand Chellaram College,  
Dinshaw Wachha Road,  
Churchgate, Mumbai-400 020.*

#### **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 2016-17.

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# 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*

## PRESIDENT - Chemical Division

B. Balachandran

## PRESIDENT - Environment & Biotech Business and Corporate Services

Hrishit A. Shroff

## 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

HDFC Bank Limited

## REGISTRAR & TRANSFER AGENT

Link Intime India Private Limited,

C-101, 247 Park, L.B.S. Marg,

Vikhroli (W), Mumbai-400 083

Tel: +91 22 49186000 Fax: +91 22 49186060

E-mail : [rnt.helpdesk@linkintime.co.in](mailto: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](mailto: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.

## Excellence in business sustainability is the need of the hour.

It is essential for organisations to address the long-term business sustainability to maintain competitiveness. Sustainability seeks to balance and simultaneously optimise environmental, social and financial concerns.

At Excel Industries Limited (EIL), expectation of sustainable excellence is our corporate culture. Our business endures through generations but still stays relevant today.

Because, we have always been proactive, thinking ahead of times.

Because, we have always been adaptive in catching up with the changing times.

Because, we have promoted a culture of open-mindedness and outward-looking communication across our organisation.

We have built a value-system of sustainable excellence.



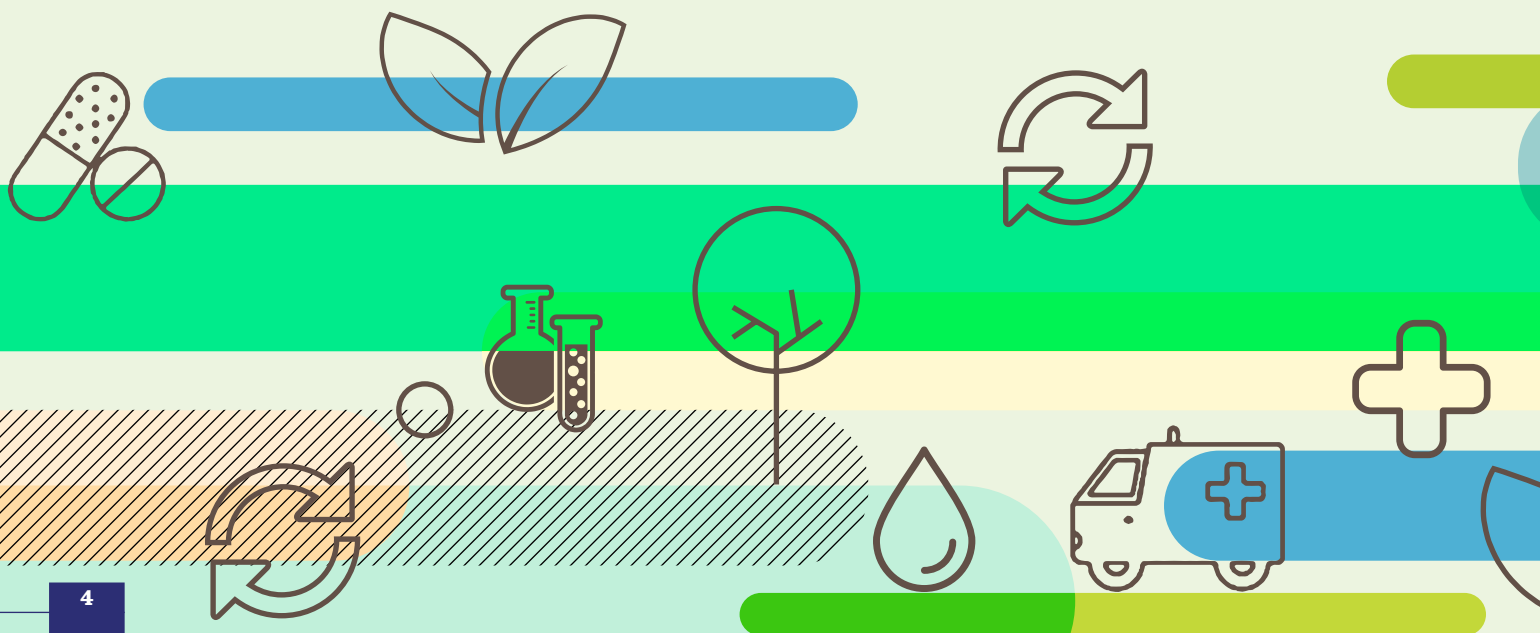


# A Corporate Driven by Sustainable Excellence

**1941**YEAR OF  
ESTABLISHMENT**52.38%**PROMOTER'S  
HOLDING AS ON  
MARCH 31, 2017**120%**DIVIDEND DECLARED  
FOR 2016-17**909**EMPLOYEES AS ON  
MARCH 31, 2017BSE Code:  
500650NSE Code:  
EXCELINDUS

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-friendly processes
- 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**

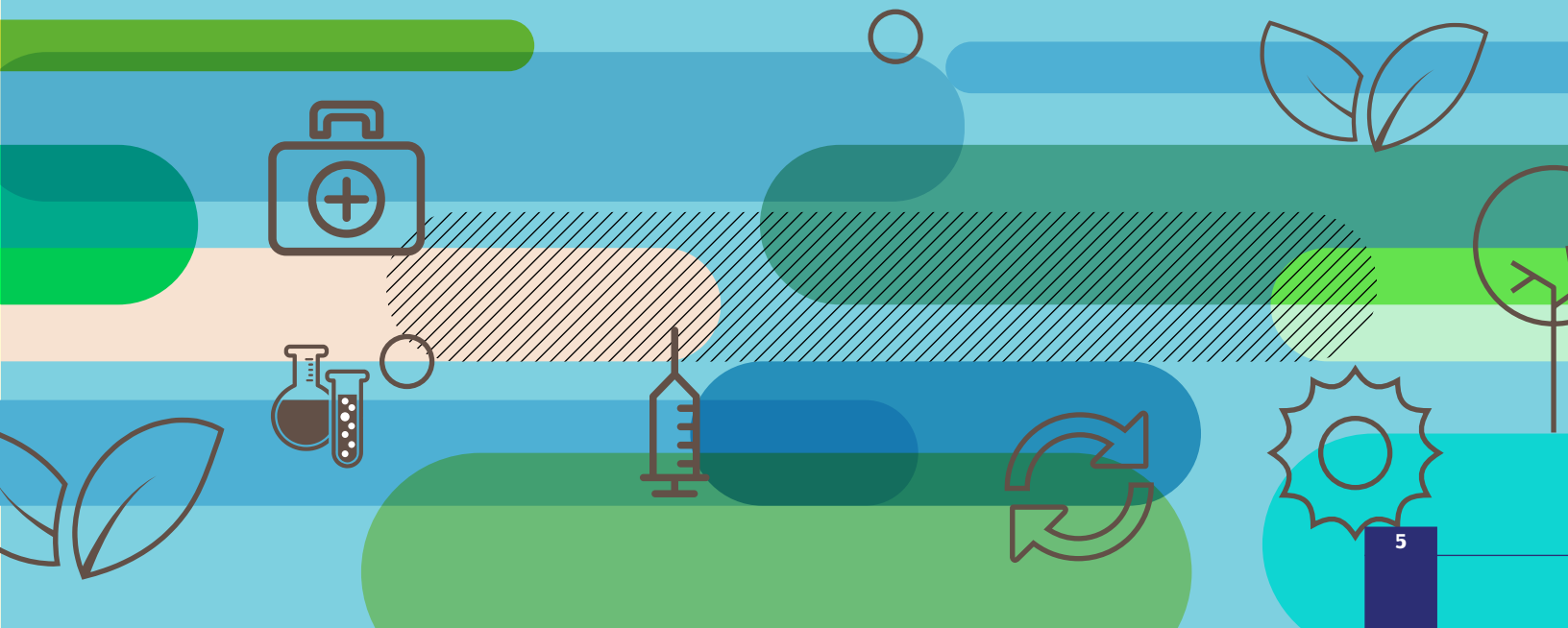
From research to manufacturing, from factory floor to shipped goods, we strive for excellence in every facet of our operations.

**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.





# Chairman's Message

**Sustainable Excellence is driven by path-breaking initiatives that keep us ahead of times**



## Dear Stakeholders,

It gives me an immense pleasure to once again interact with you through our annual report. One question I hear often is: how do we ensure that sustainability remains engrained in our organisation. This is the reason 'sustaining excellence' as our communication theme for this year's annual report.

Sustainability is more than just reducing your impact on the environment. It can help your business become more resilient and productive, save on costs and give you a distinct competitive advantage.

Since the time of our inception, sustainability has been our integral part of doing business. Apart from balancing financial, social and environmental risks, obligations and opportunities, sustainability moves across our day-to-day decisions and processes. As a result, EIL has achieved sustainable excellence through several path-breaking initiatives which are way ahead of its times.

What you build around, changes overtime. But, the core values will always remain the same. As a corporate, we have always remained socially relevant. It is our practice to develop products and solutions that the society needs. Our pioneering initiative on waste management is one such example. Besides, we promote Responsible Care and self-regulate ourselves so that we are not hazardous to the environment. We are India's first Company to commit our selves to the concept of 'Responsible Care'.

We believe in our business instincts. When we offer solutions that are ahead of time, we stick to it and patiently wait for the society to adapt. We have been constantly upgrading our product portfolio in the pharma intermediaries and agro-chemical intermediates business to proactively respond to the situational needs. Besides, we are also adapting less-polluting technologies to maintain a fair balance between economical and ecological prospects of our business.

In achieving sustainable excellence, our plans and directions are driven by strategies that meet the needs and expectations of all our stakeholders – company colleagues, business partners, customers, vendors, lenders and bankers. I whole-heartedly acknowledge their belief and support in us. We look forward to adapt, advance and build an agile organisation.

Best Wishes,

**Ashwin C Shroff**



## Expanding our mindsets for customers of tomorrow



The key to moving our organisation from the status quo to an expectation of excellence is our corporate culture. We do not nurture an outmoded culture focused on problem solving. Instead, we equip our teams with the right mindset and skills necessary to adapt the changing needs of the day. This allows us to shape the market trends and build a portfolio of strong and innovative offerings to keep us ahead of the pack.

During 2016-17, we satisfactorily progressed with the construction of our Multipurpose (MPP) plant in Roha, enhanced pharma intermediate plant capacity by adding balance equipment and started commercial production of new agro intermediate (an import substitute). Besides that, we also participated in an International Event – CPhI Worldwide held at Europe for gaining desired global visibility and exploring new customer profile.

**Ravi A Shroff,**  
Executive Director

## Built for the long term



Developing an excellence in sustainability is about making yourself ready to the dynamic needs of tomorrow. We had envisaged the importance of waste-recycling long back and launched Excel OWC– an organic waste-converter machine. It is a pioneering initiative that rapidly processes organic waste, collected from hotels, apartment complexes, IT Parks and Industrial Canteens, into rich compost. The promotion of cleanliness and initiatives like 'Swachh Bharat' augurs well for our initiatives.

**Hrishit A Shroff,**  
President –  
Environment & Biotech Business and Corporate Services



# Board of Directors

**Mr. Ashwin C. Shroff, Chairman and Managing Director**

As Chairman and Managing director, Mr. Ashwin C Shroff has always led from the front. Affectionately called Ashwinbhai throughout Excel, he always leads by example and is the bearer of all the values that make life at Excel so special. He is firmly committed to the Excel way of working - building consensus and democratic processes. He has been serving the Company for over 50 years and counting and his leadership continues to inspire the entire group to march ahead. He is on the Board of several companies including Transpek Industry Limited, Anshul Specialty Molecules Private Limited, Kamaljiyot Investments Limited and Utkarsh Global Holdings Private Limited.

He is a member of Research Council of National Institute for Interdisciplinary Science and Technology (NIIST), Thiruvananthapuram and has served as a Co-chairman of CII – Agri Biotech Committee. He has been richly recognised for his contributions to the growth of the Indian Chemical industry and received the ICC Lifetime achievement award in 2012.

**Mrs. Usha A. Shroff, Executive Vice Chairperson**

Mrs. Shroff serves as Executive Vice Chairperson of the board. She holds a masters degree in commerce and has been a part of the Excel group since 1968. She has vast experience in the industry and has been actively involved in the affairs of the Company and contributed in the growth of the Company with a depth of wisdom and experience. She is on the Board of several companies including Agrocel Industries Private Limited, Anshul Specialty Molecules Private Limited, Kamaljiyot Investments Limited, Excel Bio Resources Limited and Utkarsh Global Holdings Private Limited.

