

NICHE BUSINESS MARKET LEADER




International Conveyors Limited
Annual Report 2012-2013

FORWARD-LOOKING STATEMENT

In this Annual Report we have disclosed forward-looking information to enable investors to comprehend our prospects and take informed investment decisions. This report and other statements - written and oral - that we periodically make contain forward-looking statements that set out anticipated results based on the management's plans and assumptions. We have tried wherever possible to identify such statements by using words such as 'anticipate', 'estimate', 'expects', 'projects', 'intends', 'plans', 'believes' and words of similar substance in connection with any discussion of future performance. We cannot guarantee that these forward-looking statements will be realized, although we believe we have been prudent in assumptions. The achievement of results is subject to risks, uncertainties and even inaccurate assumptions. Should known or unknown risks or uncertainties materialize, or should underlying assumptions prove inaccurate, actual results could vary materially from those anticipated, estimated or projected. We undertake no obligation to publicly update any forward-looking statements, whether as a result of new information, future events or otherwise.

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In these challenging times,
businesses are run with the objective of
sustainability. In every segment,
multiple players have made
the environment competitive.

**International Conveyors Limited is unique
for two simple reasons. One, we are into
a business which is niche. Second, we are
market leaders in the country for the same.**

This exclusive proposition drives us ahead
to capitalize more on opportunities
and emerge as the most preferred
and trusted brand in our segment.

Who we are ?

ICL, a brief insight

Started in early 70s, ICL is headquartered at Kolkata with manufacturing locations in Aurangabad (Maharashtra) and Falta SEZ (West Bengal). Promoted by Shri R.K Dabriwala, ICL today possess a rich industry experience of more than four decades in PVC Conveyor Belting.

The Company is today one of the largest manufacturers of PVC Fire Resistant Antistatic Solid Woven Coal Conveyor Belt with an annual production of 433,869 metres. It is also in wind power generation with a capacity of 4.65 MW, with locations spread across Gujarat, Maharashtra and Karnataka.

The shares of the Company are listed at Bombay Stock Exchange Limited and Calcutta Stock Exchange Limited.

1st
Largest PVC Belting
exporter from India

40%
Largest market share in PVC
Conveyor Belting in India

Names that trust us

India

- South Eastern Coalfields Limited
- Western Coalfields Limited
- The Singareni Collieries Company Limited
- Eastern Coalfields Limited
- Monnet Ispat and Energy Limited
- Bharat Coking Coal Limited
- Jayaswal Neco Industries Limited
- Mahanadi Coalfields Limited
- Sunflag Iron and Steel Company Limited
- Central Coalfields Limited

We serve underground
potash and coal mines and
also various bulk material
handling in surface
applications, including grain.



Vision

To be a globally respected enterprise that strives to achieve and maintain the highest parameters in quality and customer service.

The mission of International Conveyors Limited (ICL) is to empower the dominance of the Company not only in Indian market but also through a robust expansion of its products in the international market.



Mission



Values

Excellence: Strive relentlessly and constantly to improve offering

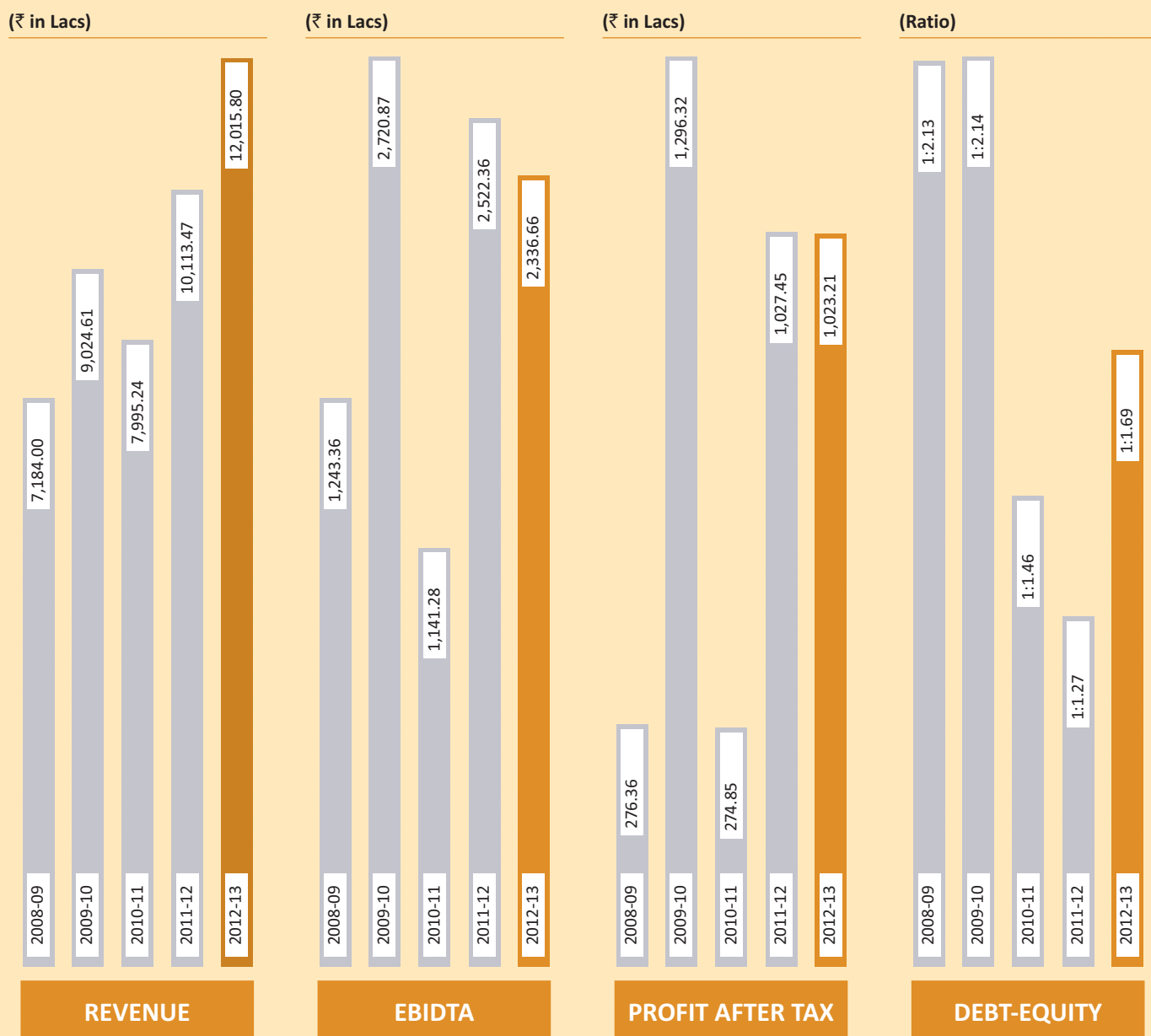
Integrity: Conduct business fairly, with 'total' honesty and transparency

Governance: We are committed to best standards of safety and corporate practices

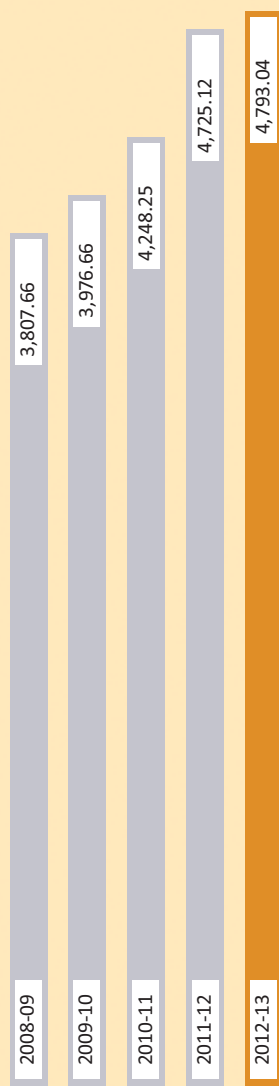
Learning: To question, share and improve

Responsibility: To serve our stakeholders, environment and community

Numbers that reflect our leadership

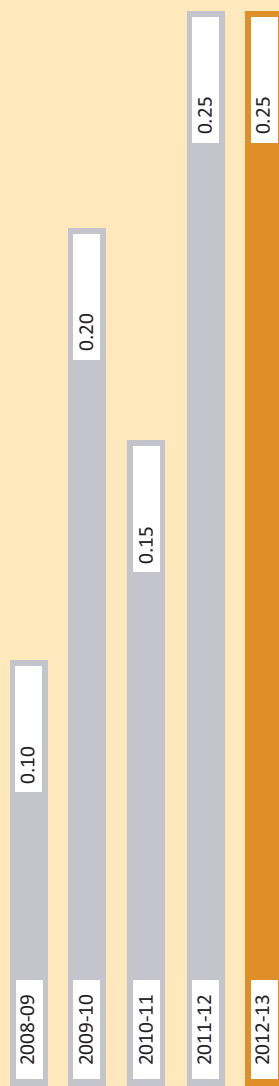


(₹ in Lacs)



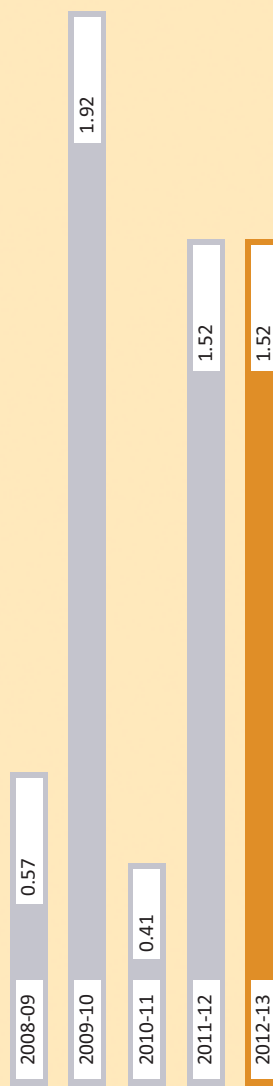
GROSS BLOCK

(₹)



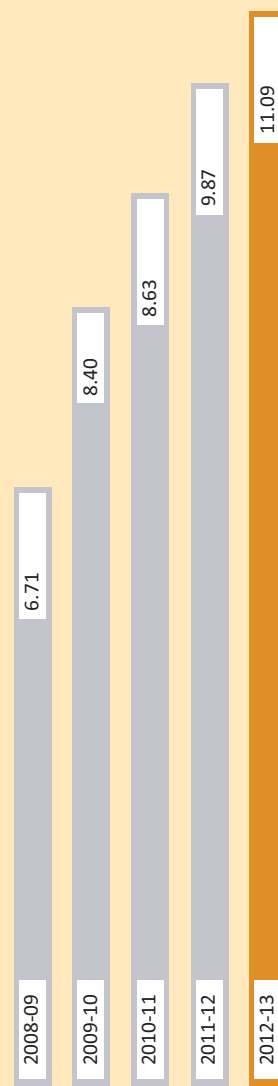
DIVIDEND
PER SHARE

(₹)



EARNINGS
PER SHARE

(₹)



BOOK VALUE
PER SHARE

Management Review



Our quality product makes us the preferred and the trusted supplier in India as well as abroad.

Q: How was the performance of your Company in the year 2012-13?

A: The year was challenging, to say the least. Weakening global economic scenario put pressure on our economy. Add to this, lack of policy reforms, rising inflation, depreciating rupee and weak investments sentiments resulted in the country reporting a decadal low growth of just 5%. In these tough times, ICL's performance is commendable. We reported a growth in revenue by 18.80% from ₹ 10,113.47 Lacs in 2011-12 to ₹ 12,015.80 Lacs in 2012-13. Our profit before tax grew marginally by 0.25% from ₹ 1,444.55 Lacs in 2011-12 to ₹ 1,448.14 Lacs in 2012-13. I feel, this sustainability in revenues and profitability is the key amidst these difficult times.

Q: What makes your business sustainable?

A: A very good question indeed. Today, the need of our country and the world is primarily two things - energy and food. Energy, because that is the key to industrial and social growth. While sustainable food production is essential for the increasing population. At ICL, we are present in both these sectors. Our product is essential to transport the coal from the mines to surface to cater to the demands of the power plants. Also, our product is essential in transportation of potash - a key fertilizer to secure the food demand of ever growing population. So, while both these industries continue to grow, we are confident to partner in the nation's economic growth through our products.

Q: Could you please elaborate on your product portfolio?

A: While many just consider us a manufacturer of PVC Conveyor Belting, we are special in more than one ways. Our uniqueness is we are among the few manufacturers in the world who excel in manufacturing and marketing of solid woven carcass reinforced fire retardant antistatic (FRAS) PVC Conveyor Belting. Now this long name has a lot of

deep meaning. While in generic terms our products are for safe transportation of mineral deposits from respective mines to pitheads, but the process is complicated. It is not just any Conveyor Belt that the products can be transported. The same has to be of excellent quality, good tensile strength and fire-proof. That is where, we come in and excel to emerge as industry leaders.

Q: How do you see the industry movement and your position in the same?

A: The energy and food demand in the country is on the rise. There is shortage in productivity of coal while there is ever increasing demand for food security. We are a proxy, participating in the process to ensure sustainability in production of both the key sectors. Our quality product makes us the preferred and the trusted supplier in India as well as abroad. We expect to leverage this and capitalize on the opportunities that lie ahead of us.

Q: What are your plans in the coming years?

A: We are already sitting pretty on an order book of ₹ 5,665 Lacs. We are committed towards producing more of value-added products and improve our margins. On marketing front, we are already present across 7 states in India and 3 countries in the world. We expect to expand our presence further in both the regions and improve profitability.

Q: Your message to the stakeholders.

A: ICL is focused on expanding its capacities in one hand balance its debt portfolio on the other. We expect to increase our value-added chain of products and strengthen the margins. This in turn would increase the overall stakeholder value. Our presence is a niche business and leadership in the same will drive us to greater scales of success in the coming years.



Niche

