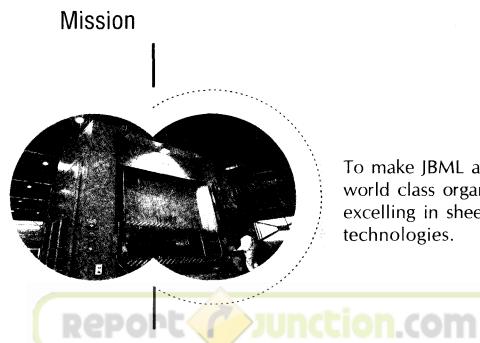


Expanding leadership in our business through people, keeping pace with market trends & technology.

ction.com

Our Values

- 1. We believe in **simplicity** by keeping a low profile externally and having clear, frank and effective communication in the organisation.
- 2. We believe in **teamwork** with well-defined responsibilities and accountability.
- 3. We believe in relationships of **trust amongst people** through welldefined responsibility and authority.
- 4. We believe in according top priority to **customer focus** through prompt and appropriate response.
- 5. We believe in respect and care for all those associated with us by **meeting commitments.**



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To make JBML a synonym for world class organisation excelling in sheet metal technologies.

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| तुलन पत्र |
| लाभ हानि खाता |

Corporate Profile

Board of Directors

Mr. F.C. Singhal, Chairman Mr. S.K. Arya, Managing Director Mr. S. Maitra, Director (MUL Nominee) Mr. U.C. Aggarwal, Director Mr. D.P. Agarwal, Director Mr. S.D.S. Mongia, Director Mr. S.P. Arya, Director

> Vice President-Finance Mr. Anand Swaroop

Company Secretary Mr. Deepak Bansal

Technical Assistances Bellsonica Corporation, Japan Hamamatsu Pipe Co. Ltd., Japan

Bankers Canara Bank The Bank of Tokyo Mitsubishi Ltd., ICICI Bank Limited, Citi Bank, N.A.

Repor

Statutory Auditors Mehra Goel & Co., Chartered Accountants

Internal Auditors Sahni Natrajan & Bahl, Chartered Accountants

> Share Transfer Agent MCS Limited

Registered Office Neel House, Lado Sarai, Opp. Qutab Minar, New Delhi-110 030 Tel. : 91-11-2952 2570 Fax : 91-11-2952 1512

> Works Location Plant - I

Plot No.5, Maruti Joint Venture Complex, Gurgaon-122015 (Haryana) Tel. : 91-124-239 8446-47 Fax : 91-124-234 1321

Plant - 11 Sector 36, Mohammadpur Jharsa, Near Khandsa Village, Gurgaon-122 001 (Haryana) Tel. : 91-124-237 0613-14 Fax : 91-124-237 1356

> Website: www.jbmindia.com E-mail: corp@jbm.co.in



JAY BHARAT MARUTI LIMITED

Registered Office: Neel House, Lado Sarai, Opposite Qutab Minar, New Delhi - 110 030

NOTICE

NOTICE is hereby given that 17th Annual General Meeting of the members of Jay Bharat Maruti Limited will be held on Monday, 2nd August 2004 at Air Force Auditorium, Subroto Park, Dhaula Kuan, New Delhi 110 010 at 11. a.m. to transact the following business:

ORDINARY BUSINESS:

- 1. To receive, consider and adopt the Audited Balance sheet as at 31st March 2004 and the Profit & Loss Account for the year ended 31st March 2004 and the Report of the Directors' and Auditors' thereon.
- 2. To declare the dividend, if any.
- 3. To appoint director in place of Mr. U. C. Aggarwal, who retires by rotation and being eligible offers himself for reappointment.
- 4. To appoint director in place of Mr. D. P. Agarwal, who retires by rotation and being eligible offers himself for reappointment.
- 5. To appoint M/s. Mehra Goel & Company, Chartered Accountants, the retiring Auditors of the Company, as Auditors, who shall hold office from the conclusion of this Annual General Meeting until the conclusion of the next Annual General Meeting and to fix their remuneration.

By Order of the Board for JAY BHARAT MARUTI LIMITED Sd/-Deepak Bansal Company Secretary

Place: New Delhi Date : 16-04-2004

NOTES:

- 1. A member entitled to attend and vote at the meeting is entitled to appoint one or more proxies to attend and vote on a poll only instead of himself and that the proxy need not to be a member of the Company. The instruments appointing proxy should, however be deposited at the Registered Office of the Company not less than 48 hours before the commencement of the meeting.
- 2. Members are requested to bring their copy of Annual Report to the Meeting.
- 3. Members/Proxy should fill the attendance Slip for attending the meeting and should kindly be handed over at the entrance of the meeting place. In case of joint holders attending the meeting, only such joint holder who is higher in the order of names will be entitled to vote. Corporate Members intending to send their authorised representatives are requested to send a duly certified copy of the Board Resolution authorising their representatives to attend and vote at the Annual General Meeting.
- 4. Members are requested to write their client ID and DP ID Numbers or Folio Numbers, whichever is applicable in the attendance slip for attending the meeting.
- 5. All documents referred to in the accompanying Notice are open for inspection at the Registered Office of the Company on all working days between 11.00 a.m. and 1.00 p.m. upto the date of the Annual General Meeting.
- 6 a. The Company has notified closure of Register of Members and Transfer Books thereof from Tuesday, 20th July 2004 to Thursday, 22nd July 2004 (both days inclusive) for determining the names of members eligible for dividend, if approved, on equity shares held in physical form. In respect of shares held in electronic form, the dividend will be paid on the basis of particulars of beneficial ownership furnished by the Depositories for this purpose.
 - b. Members are advised to encash Dividend Warrants within the initial validity period. During this period, dividend warrants shall be payable at par at the pre-designated branches of the Bank.
- 7 a. To avoid the fraudulent encashment of dividend, Members holding shares in physical form are requested to intimate the Company under the signature of the Sole/First joint holder, the following information for printing on dividend warrants:
 - i. Name of sole/first joint ii. Bank A/c Type iii. Bank Name, Branch & holder and folio and A/c No. address (with pin code)

- b. As per applicable guidelines of Depositories, the Company will be printing Bank Account's detail on dividend warrants as furnished by Depositories in case of members holding shares in dematerialized form. The Company will not entertain any direct request from members for deletion of/change in such Bank details, since any change in details is to be advised by the members directly to their respective Depository Participants.
- 8. Members holding shares in the physical form may authorize the Company with their ECS mandate in the prescribed form for payment of dividend in ECS mode. The Form can be obtained either from the Company or from Company's Share Transfer Agent. Requests for payment of dividend through ECS for the year 2003-2004 should be lodged with *M*/s. MCS Ltd. on or before 20th July, 2004

9 Unclaimed/unpaid dividend up to the financial year 1994-95 has been transferred to the General Revenue Account of the Central Government, which can be claimed by the eligible shareholders by submitting an application in prescribed Form No. II to the Registrar of Companies, NCT of Delhi & Haryana, Paryavaran Bhawan, CGO Complex, Lodhi Road, New Delhi - 110 003.

10 Pursuant to amended Section 205-C of the Companies Act, 1956, all dividend which remains unpaid/unclaimed for period of 7 years, on or after 31st March 1996, are required to be transferred by the Company in Investor Education and Protection Fund (iEPF) of the Central Government. Accordingly, the Company has transferred the unpaid/unclaimed dividend for the financial year ended 31st March 1996 to the said fund and unpaid/unclaimed dividend for the financial year ended 31st March 1997 shall be transferred to the said Fund on 5th Oct, 2004.

Members may take note that no claim shall lie against the Company or the IEPF, once amount is transferred. Therefore Members who have not so far encashed the dividend warrant(s) are requested to write either to the Company or to the Company's Share transfer agent immediately for issue of duplicate dividend warrant.

- 11. Non-Resident Indian Members are requested to inform immediately:
 - a. The change in the Residential status on return to India for permanent settlement.
 - b. The particulars of the Bank Account maintained in India with Bank Name, Branch & Address, Account Type and Number, If not furnished earlier.
- 12. As per section 109A of the Companies Act, 1956 the members are entitled to make nomination in respect of shares held by them in physical form. Nomination is to be made in Form 2B, which will be made available by the Company on request.
- 13. Member seeking any information or clarification on the Accounts are requested to send in written queries to the Company, at least one week before the date of the meeting so that the information required may made available.
- 14. Members may address their correspondence either to the Company at its registered office or to the Company's Share Transfer Agent. Please quote your Folio Number, e-mail Address, Telephone and Fax No. for prompt reply.
- 15. Re-appointment of Mr. U. C. Aggarwal, Director (item no. 3 of notice):

Mr. U. C. Aggarwal is Director on the Board of the Company since 1989. Mr. Aggarwal is a retired IAS Officer and has served in senior positions to the Government of India. Mr. Aggarwal retired as Chief Vigilance Commissioner, Government of India. Presently he is also director on the Board of M/s Maharastra Seamless Limited.

| Mr. U. C. Aggarwal is Chairman & Member of the committees of the following companies | . Aggarwal is Chairman & Member of the com | imittees of the following companies: |
|--|--|--------------------------------------|
|--|--|--------------------------------------|

| Name ofAuditCompanyCommittee | | Shareholders Grievance Committee | Remuneration Committee | |
|------------------------------|-------------------|-------------------------------------|---------------------------|--|
| Jay Bharat Maruti Limited | Chairman & Member | Member | Chairman & Member | |
| Maharastra Seamless Limited | Chairman & Member | - | - | |

12. Re-appointment of Mr. D. P. Agarwal, Director (item no. 4 of notice):

Mr. D. P. Agarwal is director on the Board of Directors of the Company since 1991. Mr. Agarwal is Vice Chairman & Managing Director of The Transport Corporation of India Limited and also hold directorships in the following other public limited companies:

| Name of the Companies | Designation |
|------------------------------------|-------------|
| TCI Seaways Limited | Director |
| TCI Industries Limited | Director |
| TCI Infrastructure Finance Limited | Director |
| Bhoruka Power Corporation Limited | Director |

Mr. D. P. Agarwal is Member of the Remuneration Committee and Audit Committee of Jay Bharat Maruti Limited. The Company is benefited by the guidance and rich experience of Mr. U. C. Aggarwal and Mr. D. P. Agarwal. The Directors retire by rotation at the ensuing Annual General Meeting and being eligible offers themselves for reappointment.

JAY BHARAT MARUTI LIMITED

Registered Office : Neel House, Lado Sarai, Opp. Qutab Minar, New Delhi - 110 030

PROXY FORM

| I/W | /e resident of |
|------|--|
| in t | the district of being member/members of |
| the | above named Company, hereby appoint |
| resi | ident of in the district of or |
| | ing him |
| | ident ofas |
| Cor | /our proxy to attend and vote for me/us on my/our behalf at the 17th Annual General Meeting of the mpany to be held on Monday, 2nd August 2004 at Air Force Auditorium, Subroto Park, Dhaula Kuan, w Delhi 110 010 at 11. a.m. and at any adjournment thereof. |
| Reg | gistered Folio No./DP- Client ID |
| Sig | ned this day of 2004. |
| Sig | ned by the saidRevenue |
| Sig | nature of the Proxy |
| Atte | ested by the shareholder |
| | |
| | JAY BHARAT MARUTI LIMITED Registered Office : Neel House, Lado Sarai, Opp. Qutab Minar, New Delhi - 110 030 |
| | ATTENDANCE SLIP |
| | ereby record my presence at the 17th Annual General Meeting of the Company held on Monday, 2nd gust 2004 at Air Force Auditorium, Subroto Park, Dhaula Kuan, New Delhi 110 010 at 11. a.m. |
| | me of the Shareholder(s) the Block Letters) |
| Fat | her's/Husband's Name |
| | me of the Proxy or Company Representative the Block Letters) |
| Re | gistered Folio No./ID No. of Shares held |
| Sig | nature of the Shareholder(s) or Proxy or Company Representive |
| No | |
| 1. | Members/Proxies are requested to bring the duly filled in Attendance Slip to the 17th Annual General Meeting, to be handed over at the meeting. |
| 2. | If you intend to appoint a proxy, please <i>Joposit</i> duly filled Proxy Form either at Company's Registered Office or at Company's Share tranfer agent's office at least 48 hours before the meeting i.e. 31st July 2004. |

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No gift of any nature will be distributed at the Annual General Meeting

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Financial Highlights

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| inanoiai inginigino | | | | (R | s. in Million) |
|--|-------|---------------------------------------|-------|---|--|
| Particulars | 2004 | 2003 | 2002 | 2001 | 2000 |
| Gross Sales | 4222 | 3117 | 2798 | 2458 | 1890 |
| Net Sales | 3531 | 2596 | 2350 | 2079 | 1558 |
| Other Income | 22 | 18 | 17 | 12 | 12 |
| Total Income (Net) | 3553 | 2614 | 2367 | 2091 | 1570 |
| Financial Charges | 39 | 51 | 64 | 59 | 65 |
| Lease Rent/Lease Financial Charges | 213 | 221 | 228 | 158 | - |
| Depreciation-Fixed Assets | 164 | 145 | 135 | 103 | 93 |
| Depreciation-Lease Assets | 49 | 47 | 14 | e status s er es | in |
| Profit Before Tax | 92 | 43 | 31 | 24 | 43 |
| Tax | . 34 | 9 | 12 | 2 | |
| Profit After Tax | 58 | 34 | 19 | 22 | 38 |
| Share Cap <mark>i</mark> tal | 54 | 54 | 54 | 54 | 54 |
| Reserve & Surplus | 237 | 198 | 182 | 263 | 256 |
| Net Worth | 291 | 252 | 236 | 317 | 310 |
| | | | | na na shekir të kirin në kara n | |
| PBT/Net Sales (%) | 2.62 | 1.64 | 1.34 | 1.17 | 2.75 |
| PAT/Net Sales (%) | 1.65 | 1.29 | 0.82 | 1.05 | 2.44 |
| Return on Average Capital Employed (%) | 19.99 | 15.18 | 14.39 | 11.81 | 14.29 |
| Return on Average Net Worth (%) | 21.48 | 13.77 | 7.00 | 6.98 | 12.70 |
| Debt: Equity Ratio | 0.64 | 0.53 | 0.74 | 0.71 | 0.62 |
| Inventory/Net Turnover (Times) | 25.78 | 18.02 | 18.98 | 13.71 | 10.61 |
| | | · · · · · · · · · · · · · · · · · · · | | | ini si in an |
| Earning Per Share (Rs.) | 10.78 | 6.21 | 3.58 | 4.05 | 7.01 |
| Dividend Per Share (Rs.) | 3.20 | 2.80 | 2.50 | 2.50 | 2.50 |
| Book Value per Share (Rs.) | 53.78 | 46.61 | 43.57 | 58.61 | 57.32 |
| Price/Earning Ratio | 7.18 | 4.23 | 5.62 | 4.44 | 3.39 |
| Market Price of Share (Rs.) | 77.40 | 26.25 | 20.10 | 18.00 | 23.75 |
| | | | | | |

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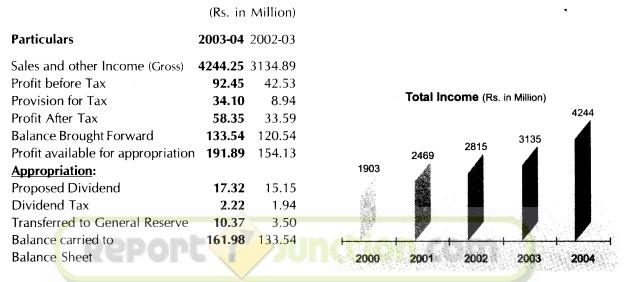
Directors' Report

The Members

Jay Bharat Maruti Limited

Your Directors have pleasure in presenting the 17th Annual Report of your Company together with the Audited Statement of Accounts for the financial year ended 31st March 2004.

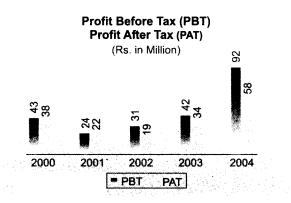
Financial Results



Business Performance

The automobile industry witnessed its highest ever growth during 2003-04. The industry was buoyant because of several factors such as increased public spending, reduction in excise duty, more options to choose from, easy & cheap financing, up gradation of buyers from two-wheeler to four-wheeler due to innovative financing options offered by Maruti.

The Company's main customer and Market Leader - Maruti Udyog Limited created a history by recording sales of 472122 number of vehicles, surging 30% growth. The sale recorded by MUL is an all time high sale ever since it started operations 20 years ago. With the excellent growth of MUL, your company has also performed equally well during the year under review, thereby recording gross sales and other income of Rs. 4244.25 million as compared to Rs 3134.89 million in the previous year; an increase of 35.39%.



The unprecedented steel price hike is a major concern which has increased the input cost of the product of your company. However due to increased volume, continuing cost reduction measures and improved productivity, your Company has recorded a profit before tax of Rs. 92.45 million (Previous Year Rs. 42.53 million) and profit after tax of Rs. 58.35 million (Previous Year Rs. 33.59 million).