



# NO GIFT COUPON WILL BE DISTRIBUTED AT THE ANNUAL GENERAL MEETING

# NOTICE

Notice is hereby given that the Twenty First Annual General Meeting of the Members of Sona Koyo Steering Systems Limited will be held as under:

Day

Tuesday

Date

19th July, 2005

Time

10.30 A.M.

Venue

Air Force Auditorium

Subroto Park

New Delhi 110 010

to transact the following business:

### **ORDINARY BUSINESS**

- To receive, consider and adopt the audited Profit & Loss Account for the year ended 31st March, 2005, the Balance Sheet as at that date and the Reports of Directors and Auditors thereon.
- 2) To declare dividend for the year ended 31st March, 2005.
- To appoint a Director in place of Mr. Lalit Suri, who retires by rotation and being eligible, offers himself for reappointment.
- To appoint a Director in place of Mr. B.L. Passi, who retires by rotation and being eligible, offers himself for reappointment.
- 5) To appoint a Director in place of Mr. Chander Uday Singh, who retires by rotation and being eligible, offers himself for reappointment.
- To appoint Auditors of the Company and fix their remuneration.

### **SPECIAL BUSINESS**

- 7) To consider and if thought fit, to pass with or without modification(s), the following resolution as an Ordinary Resolution:
  - "RESOLVED THAT Mr. Hiroshi Oishi be appointed a Director of the Company, whose period of office would be liable to determination by retirement of Directors by rotation."
- 8) To consider and if thought fit, to pass with or without modification(s), the following resolution as an Ordinary Resolution:
  - "RESOLVED THAT Mr. Omkar Goswami be appointed a Director of the Company, whose period of office would be liable to determination by retirement of Directors by rotation."
- 9) To consider and if thought fit, to pass with or without modification(s), the following resolution as an Ordinary Resolution:
  - "RESOLVED THAT Mr. Shinichi Takeuchi be appointed a

Director of the Company, whose period of office would be liable to determination by retirement of Directors by rotation."

10) To consider and, if thought fit, to pass with or without modification(s), the following resolution as a Special Resolution:

"RESOLVED THAT pursuant to the provisions of Section 163 of the Companies Act, 1956, the Company hereby approves that the Register of Members, the Index of Members, the Register and Index of Debentureholders and the copies of all Annual Return prepared under Section 159 of the Act together with the copies of certificates and documents required to be annexed thereto under Section 161 of the Act or any one or more of them, be kept at the office of Karvy Computershare Private Limited, Registrar and Transfer Agent, which is presently located at 105-108, Arunachal Building, 19, Barakhamba Road, New Delhi – 110 001 instead of at the office of MCS Limited, the former Registrar and Transfer Agent of the Company."

11) To consider and if thought fit, to pass with or without modification(s), the following resolution as an Ordinary Resolution:

"RESOLVED THAT the consent of the Company be and is hereby accorded under Section 293(1)(a) and other applicable provisions, if any, of the Companies Act, 1956 to mortgaging and / or charging by the Board of Directors of the Company of all or part of immovable and movable properties of the Company, wheresoever situated, present and future, of every nature and kind whatsoever and / or the whole of the undertaking of the Company in favour of ICICI Bank Ltd. (ICICI), Standard Chartered Bank (SCB), Citibank N.A. (CB) and Hongkong and Shanghai Banking Corporation (HSBC) to secure:

- ICICI Bank Ltd., as Trustee on behalf of ICICI Bank Ltd., Singapore, of its Foreign Currency Loan to the tune of US\$ 60 lacs:
- Standard Chartered Bank, New Delhi acting as an Agent and Security Trustee for Standard Chartered Bank, London Branch of its External Commercial Borrowing to the tune of US\$ 20 lacs;
- Standard Chartered Bank of its Export Finance Facility of US\$ 20 lacs;
- Standard Chartered Bank of its additional Working Capital Facilities to the tune of Rs. 100 lacs;
- v) Citibank N.A. of its additional Working Capital Facilities to the tune of Rs. 230 lacs; and
- vi) The Hongkong and Shanghai Banking\*Corporation of its Import Facility of Rs. 1000 lacs;

together with the interest thereon at the respective agreed rates, compound interest, additional interest, liquidated damages, commitment charges, premia on prepayment or



on redemption cost, charges, expenses and other monies payable by the Company to ICICI, SCB, CB and HSBC under the respective Heads of Agreement / Loan Agreement / Subscription Agreement / Credit Facility Agreement / Letter of Sanction / Memorandum of terms and conditions, entered into / to be entered into by the Company in respect of the said facilities.

RESOLVED FURTHER THAT mortgage / charges created / to be created and / or all Agreements / Documents executed / to be executed and all acts done in terms of the above resolution by and with the authority of the Board of Directors are hereby confirmed and ratified."

12) To consider and if thought fit, to pass with or without modification(s), the following resolution as an Ordinary Resolution:

"RESOLVED THAT in supersession of the ordinary resolution passed by the members in the Twentieth Annual General Meeting of the Company held on 21st July, 2004, pursuant to Section 293(1)(d) and all other applicable provisions, if any, of the Companies Act, 1956, consent of the Company be and is hereby accorded to the Board of Directors to borrow from time to time, moneys for the purposes of the Company, notwithstanding that the moneys to be borrowed together with the moneys already borrowed by the Company (apart from the temporary loans obtained from the Company's Bankers in the ordinary course of business) will exceed the aggregate of the Paid Up Capital of the Company and its free reserves, that is to say, reserves not set apart for any specific purpose, provided that the total amount of the moneys borrowed excluding interest at any time shall not exceed Rs. 200 crores."

Place: Registered Office:

By Order of the Board

UGF-6, Indraprakash 21, Barakhamba Road

New Delhi - 110 001

Sudhir Chopra

Dated: 20th April, 2005

Company Secretary

### NOTES:

- 1) A member entitled to attend and vote at the meeting is entitled to appoint a proxy to attend and on a poll, to vote in his stead and such a proxy need not be a member of the Company. Proxies in order to be effective must be received by the Company not less than 48 hours before the time for holding the meeting.
- For security reasons, briefcases, transistors, bags, tiffin boxes, cameras, binoculars etc. are not allowed inside the Auditorium.
- The Register of Members and Share Transfer Books of the 3) Company will remain closed from Friday the 1st July, 2005 to Tuesday the 19th July, 2005 (both days inclusive).
- Dividend to Shareholders as recommended by the Directors 4) for the year ended 31st March, 2005, when declared at the meeting, will be paid:
  - to those members whose names appear in the Register of Members of the Company, after giving effect to all valid share transfers in physical form

- lodged with the Company or its Registrar on or before 30th June, 2005; and
- in respect of shares held in electronic form, to those "beneficiaries" whose names appear on the statements of beneficial ownership furnished by National Securities Depository Limited (NSDL) and Central Depository Services (India) Limited (CDSL), at the end of business hours on 30th June, 2005.

Non Resident Indian Shareholders having NRE Account in any scheduled bank are requested to intimate the same to the Company immediately for remittance of dividend.

The Company will dispatch the dividend warrants from 25th July, 2005 onwards.

- 5) Pursuant to the approval of the shareholders at the twentieth Annual General Meeting, the Equity Shares of the Company have been sub-divided from the one Equity Share of the Face Value of Rs. 10/- each to five Equity Shares of the Face Value of Rs. 2/- each. The members holding Equity Shares of the Face Value of Rs. 10/- each are requested to surrender the respective Share Certificate(s) to the Company or its Registrar and Transfer Agent viz. Karvy Computershare Private Limited, to enable the Company to issue fresh Share Certificate(s) pertaining to Equity Shares of the Face Value of Rs. 2/each.
- The members holding Equity Shares in physical form and desirous of obtaining dividend through ECS facility are requested to send the duly filled up and signed ECS Form as enclosed with the Annual Report to the Company or its Registrar & Transfer Agent viz. Karvy Computershare Private Limited.
- 7) Information under Section 205A read with the Companies Unpaid Dividend (Transfer to General Revenue Account of the Central Government) Rules, 1978 as amended is given below:
  - Pursuant to Section 205 of the Companies Act, 1956, all unclaimed / unpaid dividends up to the financial year ended 31st March, 1995 have been transferred to the General Revenue Account of the Central Government. Shareholders, who have not yet encashed their dividend warrants for the said period are requested to claim the amount from the Registrar of Companies, N.C.T. of Delhi & Haryana, Paryavaran Bhawan, B-Block, C.G.O. Complex, Lodhi Road, New Delhi 110 003 by submitting an application in the prescribed Form.
  - Consequent upon amendment in Section 205A of the Companies Act, 1956 and introduction of Section 205C by the Companies (Amendment) Act, 1999, the amount of dividend for the subsequent years remaining unpaid or unclaimed for a period of seven years from the date of transfer to Unpaid Dividend Account of the Company is to be transferred to the Investor Education and Protection Fund set up by the Government of India and no payments shall be made

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in respect of any such claims by the Fund. Accordingly, all unclaimed / unpaid dividends upto the financial year ended 31<sup>st</sup> March, 1997 have been transferred to the said Investor Education and Protection Fund.

Members who have not yet encashed their dividend warrant(s) for the financial year ended 31st March, 1998 onwards are requested to make their claims to the Company without any delay.

- 8) Members holding Equity Shares in physical form are requested to notify promptly change in their address, if any, to the Company's Registered Office or M/s. Karvy Computershare Private Limited, 105-108, Arunachal Building, 19, Barakhamba Road, New Delhi 110 001, the Registrar and Transfer Agent, quoting the folio number and members holding Equity Shares in electronic form are requested to notify promptly change in their address, if any, to the respective depository participant.
- All the queries related to Accounts must be sent to the Company before 5<sup>th</sup> July, 2005.
- 10) The members desirous to appoint a nominee in respect of their shareholding in the Company are requested to send to the Company or its Registrar and Transfer Agent the duly filled up and signed nomination form enclosed with the Annual Report.
- 11) As a measure of economy copies of Annual Report will not be distributed at the Annual General Meeting. Members are requested to bring their copy of the Annual Report to the meeting.
- 12) Members who hold shares in de-materialised form are requested to bring their Client ID and DP ID Nos. for easier identification of attendance at the meeting.

# EXPLANATORY STATEMENT PURSUANT TO SECTION 173(2) OF THE COMPANIES ACT, 1956.

### Resolution No. 7

Mr. Hiroshi Oishi was appointed as a Director of the Company on 21<sup>st</sup> July, 2004 to fill the casual vacancy caused due to vacation of office of Director by Mr. Kiyoshi Takeda, nominee of Koyo Seiko Co., Ltd., Japan, the Company's Foreign Collaborator. Mr. Kiyoshi Takeda was due to retire at this Annual General Meeting. The notice under Section 257 of the Companies Act, 1956 has been received from a member signifying his intention to propose the appointment of Mr. Hiroshi Oishi as Director of the Company. Having regard to his knowledge and experience, the Board considers that the appointment of Mr. Hiroshi Oishi as a Director of the Company will prove beneficial to the Company.

The brief resume and disclosure of shareholding of Mr. Hiroshi Oishi have been given in the section of Corporate Governance of the Annual Report.

Except Mr. Hiroshi Oishi, none of the Directors of the Company is concerned with or interested in the resolution. The resolution is accordingly recommended for members' approval.

### Resolution No. 8

In order to meet the future challenges and grab the emerging business opportunities, it is imperative for SONA to deepen and broaden its perspective at the Board level. With the above objective, Mr. Omkar Goswami, a Management Consultant, was appointed as an Additional Director by the Board of Directors of your Company on 15th October, 2004. According to the provisions of Section 260 of the Companies Act, 1956, Mr. Omkar Goswami holds office as Director only upto the date of the ensuing Annual General Meeting. As required by Section 257 of the Act, notice has been received from a member signifying his intention to propose the appointment of Mr. Omkar Goswami as Director of the Company. Keeping in view of Mr. Omkar Goswami's rich experience in the Management Consultancy and Corporate Governance arena, the Board considers it desirable that the Company should continue to avail the benefit of his expertise.

The brief resume and disclosure of shareholding of Mr. Omkar Goswami have been given in the section of Corporate Governance of the Annual Report.

Except Mr. Omkar Goswami, none of the Directors of the Company is concerned with or interested in the resolution. The resolution is accordingly recommended for members' approval.

### Resolution No. 9

Mr. J. Sugimori, Nominee of Maruti Udyog Ltd. (MUL), ceased to be a Director from the Board of the Company on 15<sup>th</sup> October, 2004. Subsequently, upon nomination of MUL, Mr. Shinichi Takeuchi, Jt. Managing Director of MUL, was appointed as an additional Director by the Board of Directors of your Company in its meeting held on 14<sup>th</sup> January, 2005. The notice under Section 257 of the Companies Act, 1956 has been received from a member signifying his intention to propose the appointment of Mr. Shinichi Takeuchi as Director of the Company. Having regard to his knowledge and experience the Board considers that the appointment of Mr. Shinichi Takeuchi as a Director of the Company will prove beneficial to the Company.

The brief resume and disclosure of shareholding of Mr. Shinichi Takeuchi have been given in the section of Corporate Governance of the Annual Report.

Except Mr. Shinichi Takeuchi,

none of the Directors of the Company is concerned with or interested in the resolution. The resolution is accordingly recommended for members' approval.

### Resolution No. 10

Pursuant to Section 163 of the Companies Act, 1956, the Shareholders of the Company in their Extraordinary General Meeting held on 30<sup>th</sup> July, 1994 had approved for maintaining the documents referred to in the resolution, which are normally required to be kept at the registered office of the Company, at

the office of MCS Limited, the former Registrar and Transfer Agent of the Company.

In order to provide better services to the Company's investors and be benefited by the development of information technology, during the year, the Company has appointed Karvy Computershare Private Limited as its Registrar and Transfer Agent, in place of MCS Limited. Accordingly, it is proposed to shift and keep the documents referred to in the resolution at the office of Karvy Computershare Private Limited as detailed in the resolution. For this purpose, Shareholders' approval is sought under Section 163 of the Companies Act, 1956. If there is any change in the address of the location of New Delhi Office of the Registrar and Transfer Agent, the shareholders will be duly informed of the same. However, every efforts will be made to keep the current secretarial records at the Registered Office of the Company also.

None of the Directors is concerned with or interested in the resolution. The resolution is accordingly recommended for members' approval.

### Resolution No. 11

The Institutions / Banks referred to in the resolution have granted the Term Loans / Working Capital Facilities as contained in the resolution. As per the Loan Agreements entered into with them, the Company has to agree to create mortgage and / or charge in favour of the concerned Lenders on the properties of the Company. This attracts the provisions of Section 293 (1)(a) of the Companies Act, 1956.

None of the Directors is concerned with or interested in the resolution. The resolution is accordingly recommended for members' approval.

#### Resolution No. 12

In terms of the provisions of Section 293(1)(d) of the Companies Act, 1956, approval of the members is required, to borrow moneys in excess of the aggregate of the Paid Up Capital of the Company and its Free Reserves, that is to say, reserves not set apart for any specific purpose. The members of the Company at its meeting held on 21st July, 2004 had accorded approval to borrow moneys upto a limit of Rs. 120 crores. As a sequel to the growth in the operations of the Company attributable to the expansion plans, diversification into new products and to avail business opportunities, it may become necessary to borrow moneys in excess of the said limit of Rs. 120 crores. The proposed resolution is to enable the Board of Directors to borrow moneys upto a limit of Rs. 200 crores.

None of the Directors is concerned with or interested in the resolution. The resolution is accordingly recommended for members' approval.

### Inspection of Documents

The material documents referred to hereinabove will be open for inspection for the Members at the Registered Office of the Company from the date hereof upto the date of the meeting during business hours.

Place : Registered Office :

UGF-6, Indraprakash

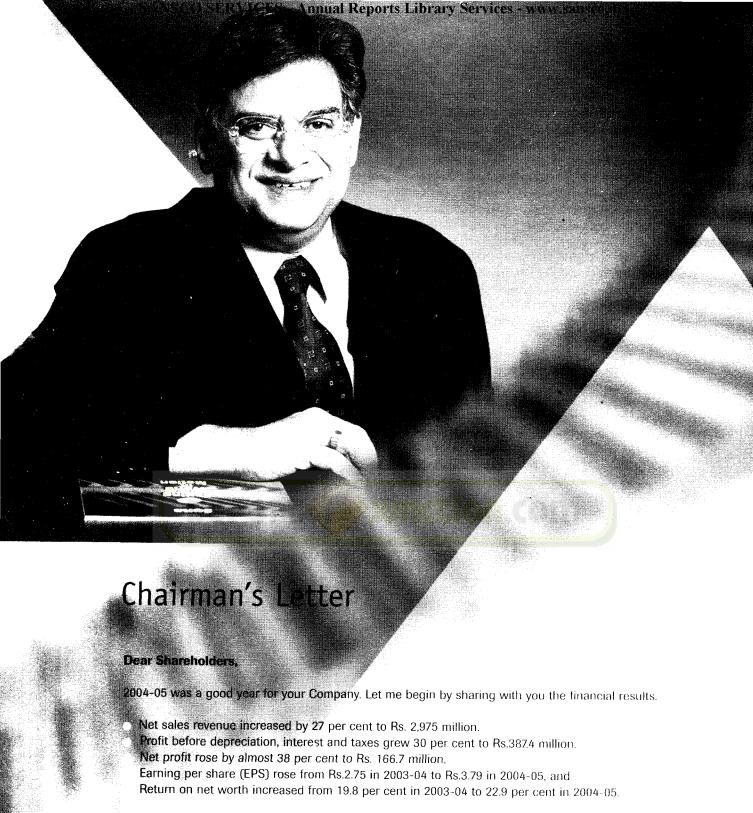
21, Barakhamba Road

New Delhi - 110 001

Sudhir Chopra Dated: 20th April, 2005 Company Secretary

By Order of the Board





This improvement in your Company's performance has been driven by the overall growth of the Indian economy. 2003-04 saw 8.5 per cent GDP growth — the highest since the advent of economic liberalisation. The Quick Estimates of the Central Statistical Organisation have pegged India's GDP growth for 2004-05 at 6.9 per cent. However, I tend to agree with many economists that the final figure will be around 7.3-7.5 per cent.

Two consecutive years of excellent growth has led to a significant increase in disposable income. This, reinforced by easy availability of cheaper consumer finance, contributed to a surge in demand for automobiles — your Company's end-user segment. Production of passenger cars and multi-purpose

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vehicles, including exports, increased by almost 22 per cent from 843,000 units in 2003-04 to over a million in 2004-05; and that of multi-utility vehicles grew by 24 per cent to exceed 181,000 units. Not surprisingly, therefore, your Company's gross sales increased by over 26 per cent from Rs.2,869 million in 2003-04 to Rs.3,629 million this year.

However, there have been pricing pressures. Major part of volume growth in passenger cars in India has been concentrated in the lower A and B segments. In order to enlarge the market for these cars, manufacturers have revised prices downwards — and have then sought corresponding price cuts from their component vendors.

Such pricing pressures will continue — and these will be faced by majority of auto-component manufacturers in India and elsewhere in the globe. The automobile market is getting increasingly competitive, and one should expect auto OEMs to extract the best value from their vendors. The way of countering it is to supply high value added products to a larger set of customers, increase exports, and continuously develop new generation products and enhance organisational capabilities to distinguish itself from competition.

Your Company continues to supply to leading OEMs. While Maruti remains our oldest and dominant customer, we are increasing supplies to other leading Indian passenger car and SUV manufacturers such as Hyundai, Mahindra and Mahindra, Tata Motors, General Motors (India) and Toyota, whose share in our total sales has increased to 46%.

As I had written last year, our vision is "To make Sona Koyo a supplier of choice for global customers" by 2010. Among other things, this requires greater exports and presence in key geographies. 2004-05 was the first year of executing the export thrust, and I am pleased to report that your Company's exports grew five-fold to Rs.253.9 million. Nevertheless, I should also tell you that our exports fell somewhat short of what we had ambitiously targeted for the year — largely on account of initial teething problems, which I understand is quite common with other auto-component exporters. These problems have been resolved, and I feel confident of significantly increasing our exports and meeting our targets for 2005-06. We are in the process of setting up a Company in the USA to service our customers and engage in business development activities to enhance our export orders. The General Manager of the Company, Mr. Scott Bradford Holzworth, with over 20 years experience in the US automotive industry has already been hired and is presently working as a Consultant.

Sona Koyo made its first international foray through a Joint Venture in France. In October 2004, your Company bought a 21 per cent stake in Fuji Autotech France S.A.S. ("FAF"), Europe's fourth largest steering column manufacturer, the erstwhile Faurecia Systems de Direction, and which was wholly acquired by Fuji Kiko Co., Ltd., Japan in July 2004. Fuji Kiko is an associate company of Koyo Seiko Co., Ltd., Japan, Sona Koyo's joint venture partner for steering systems in India. The shares of FAF were acquired at an attractive price along with shareholder rights that includes a position on the Board and the right to appoint an Executive Vice President (New Product Development), reporting to the CEO. Your Company also has the right to further increase its stake from 21 per cent to 30 per cent over the next three years at the same price.

Fuji Autotech is a supplier of steering columns to European OEMs and has an in-house capacity of 2.5 million steering columns. It currently has a 16 per cent market share in steering columns in Europe. Its customer franchise includes the two French global auto majors, Renault and PSA Peugeot-Citroen, as well as the likes of Nissan, Toyota and Volkswagen. In 2004, it posted sales of over Euro 75 million. Sona Koyo picked up its 21 per cent stake for approximately Euro 5 million.

We expect to offer Fuji Autotech Europe the advantage of Sona Koyo's design capabilities and low cost manufacturing base. We also expect to leverage Fuji Autotech's marketing infrastructure to penetrate the European OEM customer base with lower cost components. Moreover, we expect the partnership with Fuji Autotech to provide access to latest generation commercial vehicle column technology, which could then be leveraged to gain further presence in the growing Indian and South Asian markets.

As far as higher value added offerings are concerned, Sona Koyo's growing sales of hydraulic power steering manufactured at its Gurgaon facility and its plan to set up an electronic power steering (EPS) plant are steps towards enriching its product portfolio with more technologically sophisticated and higher value added products. We are also moving up the value chain by taking on the design responsibility on new vehicle platform projects. We have been given such an opportunity by a US off-highway vehicle manufacturer. We are also likely to be awarded the business by the Indian operation of one of the big three US automaker, where, Sona Koyo will be responsible for designing and supplying the Power Steering Gear. EPS involves integration of electronic controls into a mechanical steering system and involves many new mechanisms that were absent in manual or hydraulic steering systems. We expect to begin commercial production of an EPS model by the second half of 2005-06. We are also at an advanced stage of finalising a License Agreement for commercial vehicle steering columns. Subsequently, the prototype steering column will be built for all potential customers and we expect the test results to be available by middle of next year. This will enable us to commence commercial production by 2008-09. This product is based on contemporary international technology, and will mark your Company's entry into the commercial vehicle steering segment.

In the previous year, I had spoken about my satisfaction at Sona Koyo having won the prestigious Deming Award. As one would expect, the process of continuously improving quality levels goes on. This year, your Company initiated new activities such as JIT (just in time) implementation, flow manufacturing, breakthrough management techniques, under the guidance of experts in the respective fields. To continue the Best Deming Practices, we have started the 'Back to Basics' programme for senior management.

In the past, I have been stressing on the imperative need of building in-house technological and R&D capabilities to transform from being a manufacturer of components to a full service provider and becoming a critical partner for OEMs in the product development process. To this end, your Company significantly enhanced its testing facilities in 2004-05. We have also invested in acquiring capabilities in electronics for the design and manufacture of EPS.

I will also like to share with you the status of our capacity expansion programmes. We had realised some time earlier that most of our production lines, especially in steering parts, would be working at full capacity by 2004-05. Therefore, building capacity was essential. During 2004-05, your Company spent Rs. 370 million on this account; and will spend another Rs. 500 million on increasing existing product capacities in 2005-06, in addition to a further Rs. 300 million to manufacture C-EPS, a new product line. These investments will allow your Company to increase its capacity of manufacturing manual steering gears to over one million units per year and power steering to over 275,000 units per year.

Looking forward, I expect greater focus on exports and significant business and technology flows from Fuji Autotech Europe. I also expect our EOU unit near Chennai to operate at full capacity. And I expect our engineers and shop floor colleagues to continue with their ongoing quest for zero defects, higher productivity and throughput as well as cost reduction.

The future seems bright as your Company embarks on a high trajectory growth path. We seem well on our way to achieving our vision of being a supplier of choice for global customers.

On behalf of every employee of Sona Koyo, please allow me to thank you for your belief and support.

Dr. Surinder Kapur Chairman & Managing Director

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# Sona sona koyo steering systems limited

### **BOARD OF DIRECTORS**

Dr. Surinder Kapur Chairman & Managing Director

Mr. Hiroshi Oishi Nominee of Koyo Seiko Co., Ltd.

Mr. Shinichi Takeuchi Nominee of Maruti Udyog Ltd.

Mr. Jug Mohan Kapur

Mr. B.L. Passi

Mr. Lalit Suri

Mr. Chander Uday Singh Mr. Ravi Bhoothalingam

Mr. P.K. Chadha Dr. Omkar Goswami

Mr. Sunjay J. Kapur

### **EXECUTIVE MANAGEMENT**

Dr. Surinder Kapur Mr. K.M. Deshmukh Mr. P.V. Prabhu Parriker

Mr. Yoshitaka Akiyama

### **COMPANY SECRETARY**

Mr. Sudhir Chopra

### **COLLABORATORS**

Koyo Seiko Co., Ltd., Japan Mando Machinery Corporation, Korea

### **AUDITORS**

M/s S P Puri & Co. Chartered Accountants 4/18 Asaf Ali Road New Delhi 110 002

### **BANKERS**

State Bank of India Standard Chartered Bank State Bank of Hyderabad Citibank N.A. The Hongkong and Shanghai Banking Corp. Ltd.

## REGISTRAR AND TRANSFER AGENT

Karvy Computershare Pvt. Ltd. 105-108, Arunachal Building 19, Barakhamba Road New Delhi 110 001

### **REGISTERED OFFICE**

UGF-6, Indraprakash 21, Barakhamba Road New Delhi 110 001

### **CORPORATE OFFICE**

8th Floor, DLF Square, Jacaranda Marg M Block, DLF City Phase II Gurgaon 122 002 (Haryana)

### **LIAISON OFFICE**

2nd Floor Piramal Mansion 235, D. N. Road, Fort Mumbai 400 001

### WORKS

- 1. 38/6 NH-8 Delhi-Jaipur Road Gurgaon 122 002 (Haryana)
- P.O. Box 14
   Chennai-Bangalore Highway Sriperumbudur
   Distt Chinglepet
   Tamil Nadu 602 105