



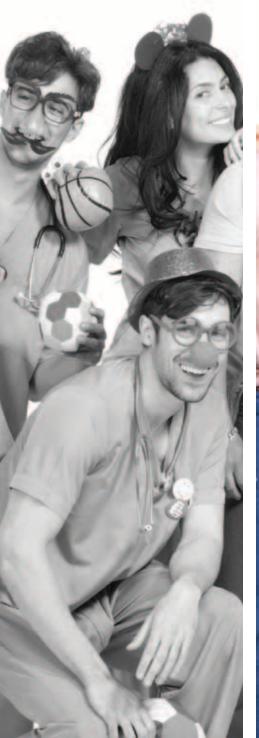
Forward Looking Statements

In this Annual Report, we have disclosed forward-looking information to enable investors to comprehend our prospects and take 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 realised, although we believe we have been prudent in assumptions. The achievements of results are subject to risks, uncertainties, and even inaccurate assumptions. Should known or unknown risks or uncertainties materialise, or should underlying assumptions prove inaccurate, actual results could vary materially from those anticipated, estimated, or projected. Readers should keep this in mind. We undertake no obligation to publicly update any forward-looking statements, whether as a result of new information, future events or otherwise.

Contents

Company overview		
Measuring progress	02	
Doing good building each step	04	
Divisions	05	
Creditable performance year on year	06	
Doing good by doing well	08	
Leveraging on a diversified presence	10	
Diversified customer base	12	
Strategic review		
Chairman & Managing Director's message	14	
'Being Human'	16	
The art of doing good	22	
Doing good expanding capacities	24	
Being quality conscious	26	
Creating value for employees	27	
Social accountability	27	
Board of Directors	28	
Corporate information	30	
Board and Management reports		
Management Discussion and Analysis	33	
Directors' Report to the Members	39	
Corporate Governance Report	45	

Doing Good





A simple gesture. A miniscule effort. And there emerges the strength to empower lives and make a humane difference to the less fortunate.

Mandhana Industries Limited (MIL) is doing good. We are a textile and apparel Company, with a strong presence in 25 countries. Thriving, prospering and burgeoning. We have established a strong presence across the value chain – from back-ended varn to front-ended retail.

By doing good, MIL is transforming lives and making the world a better place to live in. We are one of India's premier textile and garment manufacturing companies having a well-diversified client base.

Doing good does feel good too. The Company has earned an exclusive global license over the 'Being Human' apparel range. By doing good, MIL is carving a niche and integrating its operations—right from manufacturing to distribution to retailing. Even when we continue doing good, it does not deter us from being focussed. Our key focus remains constant innovation.

Doing good by doing well. Going forward, the Company strives to strengthen its key areas of apparel design and product development. Continuous upgradation of our design studios and implementation of innovative and ground-breaking techniques are the other focus areas. Doing well, with value-added design and an excellent product mix, and well poised to create the fashions of tomorrow.

Measuring progress

MANDHANA INDUSTRIES LTD.
(MIL) IS A DIVERSIFIED AND MULTILOCATIONAL TEXTILE COMPANY
WITH A DEFINED PRESENCE
ACROSS INDIA AND IN OVER 25
COUNTRIES ACROSS THE GLORE

WE MANUFACTURE TEXTILES AND GARMENTS USING STATE-OF-THE-ART INFRASTRUCTURE. THE PROCESSES INCLUDE DESIGNING, YARN DYEING, WEAVING, PROCESSING, DYEING AND GARMENT MANUFACTURING.

Mandhana has always focused on acquiring greater visibility and traction through enhanced branding, retailing and social outreach programmes through exclusive and strategic alliances.

We have grown phenomenally since inception because of our superior ability to delight customers through consistent innovation.

We have integrated our operations and facilities to manufacture a wide variety of value-added fabrics and garments:

- Four textile manufacturing facilities at MIDC, Tarapur, for yarn dyeing, weaving and fabric processing; five garment manufacturing facilities at Bengaluru
- Domestic sales offices across Delhi, Bengaluru, Mumbai and Chennai







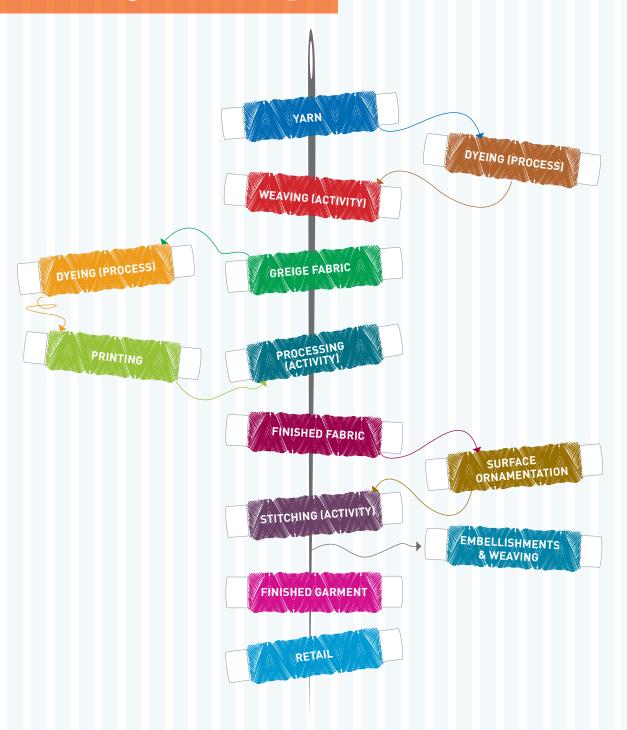
DOING GOOD....THE MANDHANA WAY

- Vertically integrated operations and proven execution capabilities
- Technological, marketing and designing capabilities
- Full-fledged in-house style lab and textile studio
- Quickest turnaround time

- Diversified domestic and international customer base through strong relationships with global retailers and top fashion brands
- Extensive product basket
- Blend of young and experienced personnel
 - Excellent financial track record with highest realisations compared to peers

NSE code: MANDHANA

Doing good... building each step



Divisions

TEXTILE SEGMENT

REVENUE:

₹ 81,016.51 Lacs

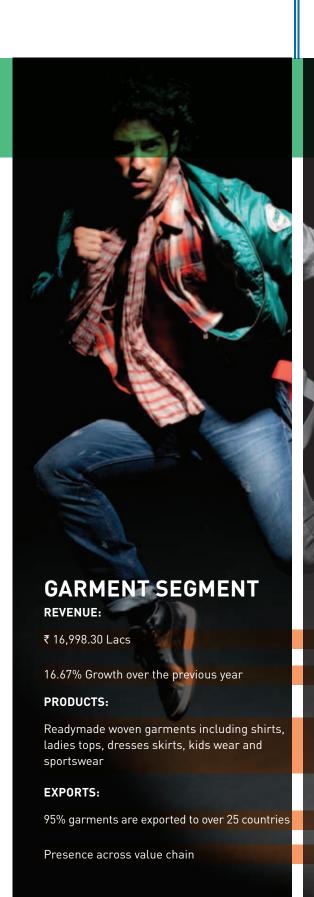
16.25% Growth over the previous year

PRODUCTS:

Greige and finished fabrics including cotton textiles, yarn dyed fabrics, embroidered, embellished and blended cotton fabrics, including cotton blends with nylon, lycra, viscose, melange etc.

IMPORTS:

MIL imports fabrics also



Creditable performance... year on year

1984 Incorporation of **Mandhana Industries Limited**

1994 Initiated the processing unit with a capacity of 10,00,000 mtrs. p.m.

1998 Commenced **exports** of garments

2002 Set up weaving unit at Tarapur with a capacity of 5,00,000 mtrs. p.m.

2003

Established a garment unit at Bengaluru to produce 1,20,000 garments p.m.

2004

Augmented weaving capacities and processing capacities with 2,00,000 mtrs. p.m. and 7,00,000 mtrs p.m., respectively, at **Tarapur**

- 2005 Set up 'Mandhana Europe' - its liaison office in Paris
- Set up new yarn dyeing plant and weaving plant at Tarapur with capacities of 1,50,000 kgs. p.m. and 8,00,000 mtrs. p.m., respectively

2006

Established new garment units at Bengaluru and Mumbai to manufacture additional 1,30,000 garments p.m.

2008

Set up another garment unit at Bengaluru to roll out additional 50,000 pieces p.m.

Strategic review

2009

- Commenced CDR/CBR# processing with printing with
 26,00,000 mtrs. p.m. capacity
- Installed an additional capacity of 1,00,000 kgs. p.m. in the yarn dyeing unit

2010
Floated an IPO to raise
₹107.90 Cr

2011

- Tie-up with 'Being Human'- the Retail Brand owned by Salman Khan
- Doubled weaving capacity from 15,00,000 mtrs. p.m. to 30,00,000 mtrs. p.m.

mtrs. p.m. - metres per month kgs. p.m. - kilograms per month "Continuous Dyeing Range/Continuous Bleaching Range

2012



Annual Report 2011-12









Doing good... by doing well

NET TURNOVER (₹ IN LACS)

	24.58% CAGR
2007-08	40,693.94
2008-09	46,325.17
2009-10	62,579.10
2010-11	83,829.28
2011-12	98,014.81

PROFIT BEFORE TAX (PBT) (₹ IN LACS)

	17.53% CAGR
2007-08	5,406.59
2008-09	5,604.49
2009-10	6,660.00
2010-11	9,939.88
2011-12	10,317.73

PROFIT AFTER TAX (PAT) (₹ IN LACS)

	19.96% CAGR
2007-08	3,530.38
2008-09	3,656.42
2009-10	4,340.08
2010-11 :	6,675.41
2011-12	7,310.11

CASH PROFIT (₹ IN LACS)

