

# Consolidated Efforts Diversified Growth



16th  
ANNUAL REPORT 06-07



**MURLI**

**MURLI INDUSTRIES LTD.**

Rs. in Lacs	Financial Year	Financial Year	Change in %
	2006-07	2005-06	
Sales	10204.88	12021	-15.1 %
Profit Before Interest and Depreciation (PBIT)	966.62	591	63.5 %
Profit after Tax (PAT)	726.66	330	120.2 %

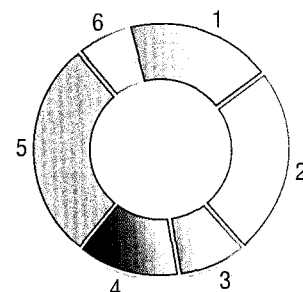
Rs. in Lacs	Financial Year	Financial Year	Change in %
	2006-07	2005-06	
Sales	12529.56	14583	-14.0 %
Profit Before Interest and Depreciation (PBIT)	1278.16	1068	19.7 %
Profit after Tax (PAT)	918.03	730	25.8 %

Rs. in Lacs	Financial Year	Financial Year	Change in %
	2006-07	2005-06	
Sales	4552.35	3959	15.0 %
Profit Before Interest and Depreciation (PBIT)	295.33	342	-13.6 %
Profit after Tax (PAT)	85.37	158	-46.0 %

Rs. in Lacs	Financial Year	Financial Year	Change in %
	2006-07	2005-06	
Sales	6936.75	5476	26.7 %
Profit Before Interest and Depreciation (PBIT)	1163.53	957	21.6 %
Profit after Tax (PAT)	669.94	500	34.0 %

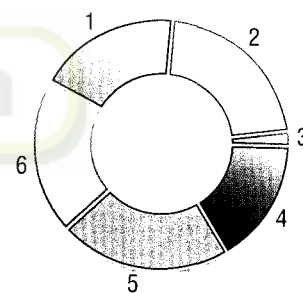
Rs. in Lacs	Financial Year	Financial Year	Change in %
	2006-07	2005-06	
Sales	14851.63	11970	24.0 %
Profit Before Interest and Depreciation (PBIT)	2820.46	2357	19.7 %
Profit after Tax (PAT)	913.57	424	115.5 %

Rs. in Lacs	Financial Year	Financial Year	Change in %
	2006-07	2005-06	
Sales	3309.35	3036	9.0 %
Profit Before Interest and Depreciation (PBIT)	1270.82	1134	12.0 %
Profit after Tax (PAT)	812.15	657	23.6 %



Turnover

1 - Agro Unit I	20%
2 - Agro Unit II	24%
3 - Duplex Board	9%
4 - Newsprint Paper	13%
5 - Writing Printing Paper	28%
6 - Power	6%



Profit

1 - Agro Unit I	18%
2 - Agro Unit II	22%
3 - Duplex Board	3%
4 - Newsprint Paper	16%
5 - Writing Printing Paper	22%
6 - Power	19%

Paper Division

+54%

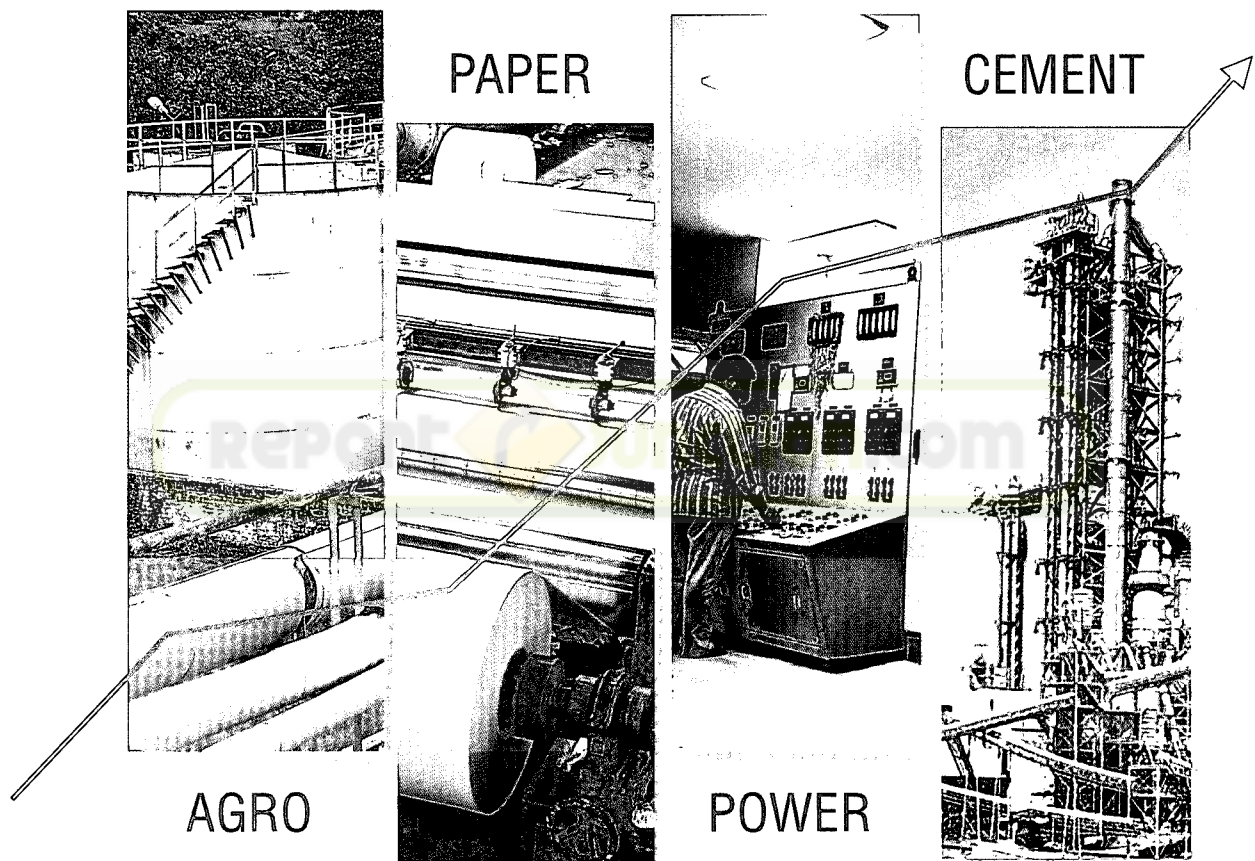
Power Division

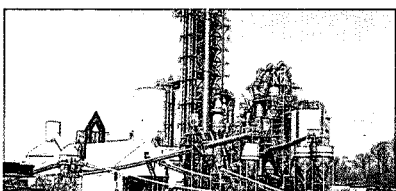
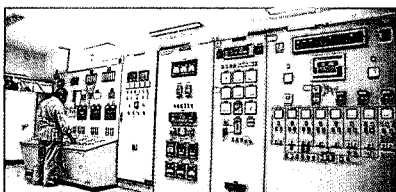
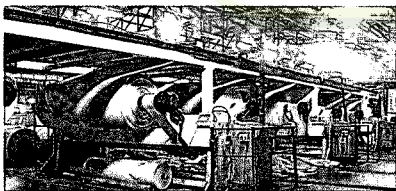
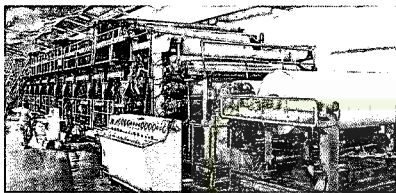
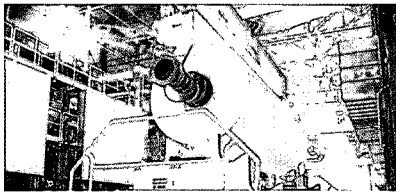
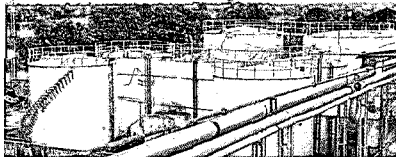
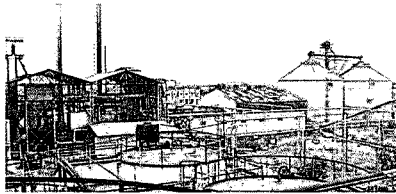
+24%

Total

+47%







## Murli's Consolidated Efforts Diversified Growth

### Agro Unit 1

It is one of the mainstays of our growing economic prowess. The setting up of this unit in 1994 marked the beginning of what may be styled our ascent towards the Everest of Glory. Oil and De Oiled Cakes produced in this unit are known for their outstanding quality.

### Agro Unit 2

A dramatic upsurge in our Unit 1 products necessitated the acquisition of this unit in 1999. The use of a state-of the art technology is the hall mark of this unit which has helped us expand our presence in oil market in a big way. emerging as a formidable force into a reality. What happened next is an open secret.

### Duplex Unit

The establishment of this Unit in the year 2000 inaugurated the dawn of a new era for us as it proved to be a launching pad and bold initiatives in paper industry. Known for its excellent quality its acceptability in the market has exceeded our expectation. emerging as a formidable force into a reality. What happened next is an open secret.

### News Print Paper Unit

The opening of News Print paper Unit in 2001 which was billed as an extension of our influence in paper market saw a real turn around in our fortune. The demand for our News Print paper too is hitting the stratosphere winning us wide recognition as leaders in paper industry.

### Writing & Printing Paper Unit

The launch of this unit which signalled our intention to rule the roost in corporate world helped us tighten our grip further in paper industry. The very fact that we are constantly required to augment its supply is indicative of its popularity among its customers.

### Power Unit

They are the main drivers of our prosperity. The unrestricted, continual and cost-effective supply of power generated at our Power Plants to all our production units is the main catalyst in the process of our transformation into a corporate force at an impressive pace.

### Cement Unit

This mega project of ours is expected to open up new avenues for our future ventures.

### Pulp Mill

This latest addition to our list of ongoing projects has stimulated our growth process.

Change in  
**Profit** by segment  
Compared with  
previous year

Agro Division  
**+55%**



# MURLI

## Our quantum leaps forward

‘Where there is a will there is a way’ is an old adage and we have unflinching faith in it. Drawing tremendous inspiration from the dictum we have been striving incessantly for the past few years to accomplish our cherished goal of emerging as a corporate force to reckon with. True, nothing succeeds like success. The string of calculated moves we have made over the past few years have been hugely successful adding to the prosperity of the Company.

No one had imagined when a small sapling called Murli Agro Products Ltd. was planted 16 years ago that this tiny sapling would grow so rapidly that it would dazzle the entire corporate world by the sheer pace of its growth. We do not wish to sound over-zealous while highlighting the superb performance put up by your Company during all these years in general and the previous fiscal in particular. At this stage our being at a stone’s throw from the zenith of the corporate world is not just a co-incidence. Our well-thought out business policies, matchless managerial competency, focused attention on the quality of our products, surging sales and consequent booming business and above all our burgeoning profits made on the back of record turnover, etc., have all given the much needed momentum to the tempo of growth of the Company. The statistical data provided in this booklet would, of course, give you an insight into the zeal and resolve of your Company’s top echelons to take it further on the road to prosperity.



न कर्मणामनारम्भान्नैष्कर्म्यं पुरुषोऽश्नुते ।  
न च संन्यसनादेव सिद्धिं समधिगच्छति ॥

He who shirks action does not attain freedom; no one can gain perfection by abstaining from work. Indeed, there is no one who rests even for an instant; every creature is driven to action by his own nature.



With the blessings of almighty, we could achieve the growth, create strong market presence with concern for Social well being of the stake holders.

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## Highlights of the Company

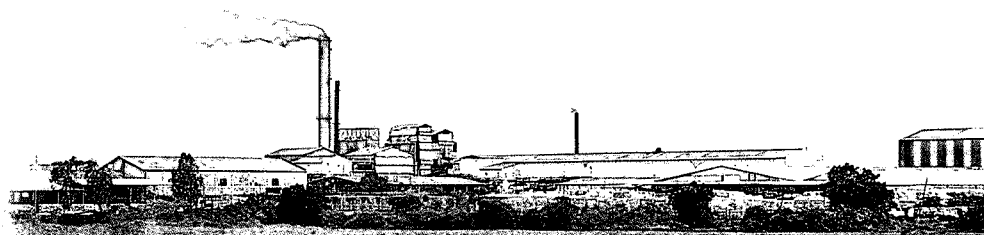
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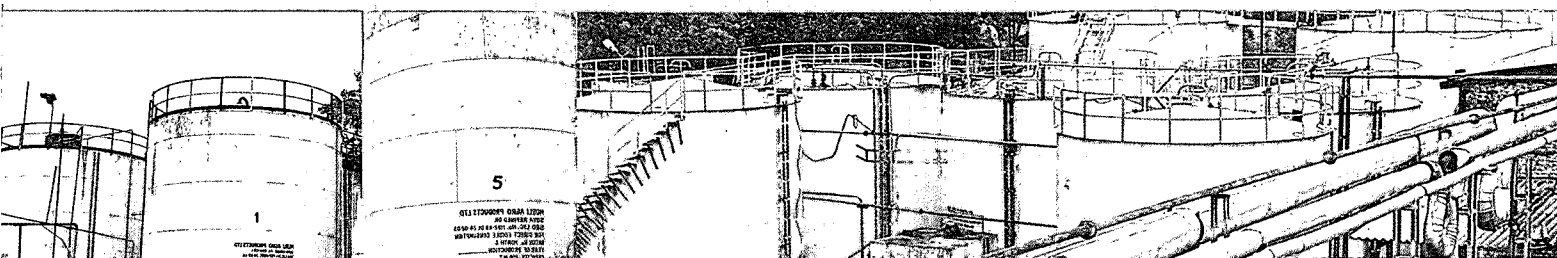


## Our quest for scaling New Heights

Our country has been witnessing industrial growth at a breathtaking pace for the past sixteen years or so. The Government in its bid to facilitate the industrialisation of the country embarked on what is today termed as economic liberalisation. Following the unveiling of the New Economic Policies by the Government of India in 1991 which saw the dismantling of a number of barriers that were there in the way of setting up of new industries many new corporate entities began to appear on the industrial map of the country and attempted to have a slice of the cake. But the fact of the matter is that not all of them could stand the enormous pressures of intense competition, rocketing cost of industrial operations, lack of most advanced yet cost-effective technical know-how and resultant steady drop in their profit margins had devastating repercussions on a number of even seemingly resilient industrial units and they disappeared altogether from the industrial scene of the country. One can surmise what fate tiny and fledgling industries must have met with in such a scenario!!

These unnerving developments had no impact whatsoever on the prospects of your Company which had incidentally come into being during that period itself. Undeterred by the dismal fate met by a number of industries we remained busy translating our trumpeted ambition of emerging as a formidable force into a reality. What happened next is an open secret.

A careful scrutiny of the "Highlights of the Company" contained in this booklet would reinforce our assertion that we are moving in the right direction and are all set to overshadow all our rivals in our determined bid to occupy center stage in the industrial world.





# Mr. Shobhagmal Maloo

The description of a multi-faceted personality is always a very tough job as no words can ever adequately highlight all the glorious aspects of his life. Our 66 year old Chairman Mr. Shobhagmal Maloo is such a person of unmatched qualities which make him a leading light in the world of industries.

Revered by one and all he is a central figure for the Company whose unflagging zeal and energy has all along been a source of tremendous inspiration for all those who share his vision of future growth of the Company.

It would not be out of place to mention that the huge strides made by the Company in its recent history was not an overnight phenomenon. As a matter of fact it was his grit, firm resolve and perseverance that enabled the Company to chart its route to the top of the corporate world.

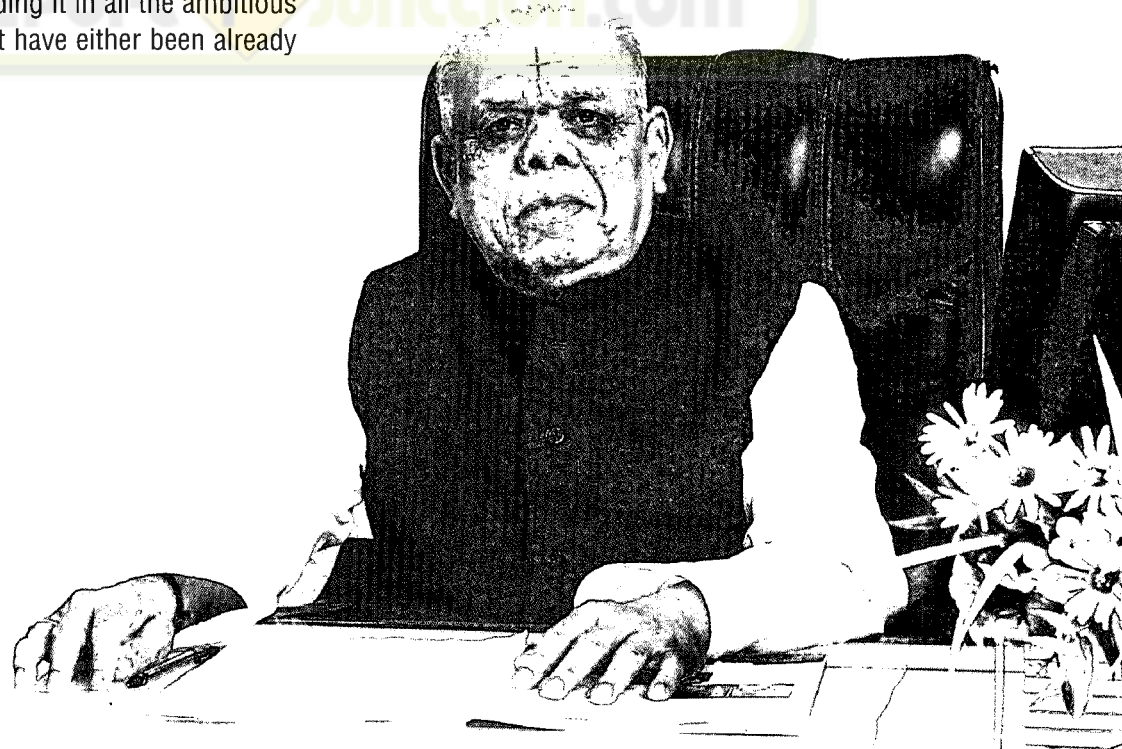
His profound business knowledge gained through more than 40 years of business experience has always stood the Company in good stead and shown the way forward. He has a major say in all the policy matters of the Company and is actively guiding it in all the ambitious projects of the Company that have either been already launched or on stream.

Known for his clarity of vision which constitutes the bedrock for the success of any entrepreneur he holds that any business which takes the support of its patrons for granted is destined for a catastrophic failure. On the contrary a business which makes the customers' satisfaction the centerpiece of its policies achieves remarkable success.

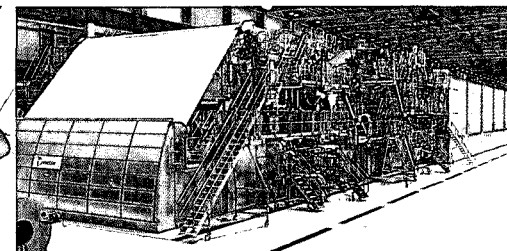
He cites Murli Industries Ltd. as an excellent example to substantiate his standpoint.

A man having vast experience of various aspects of industrial operations, he is the chief guiding spirit for the entire Group. He can be aptly described as the real author of the Company's stupendous achievements which have left the economic analysts spell-bound.

The Company owes him a great debt of gratitude for the stupendous efforts and the lead role he has been taking in the process of continuing evolution of the Company.



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## Encouraging Indicators

Past few years have seen the popularity of our products hitting a new high. Actuated by this we have diversified into an ever-widening range of our products. This has seen the profits of the Company climbing by leaps and bounds. The happy outcome of all the bold initiatives launched in the recent past has been that your Company netted a record profit of 41.10 crore during 2006-07 which has been a vintage year for us sending out a strong signal that we are well on course to take a dominant role in the industrial world in not too distant future.

Similarly the company getting listed on Singapore Stock Exchange as well as National Stock Exchange, India is we think the most historic achievement made by it. Economic experts are viewing this development as a sign of company's growing clout.

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