



## SEZAL GLASS LIMITED

Registered Office: 201/202, Abhilasha, 2nd Floor, S. V. Road, Kandivali (West), Mumbai- 400067.

# Notice

NOTICE is hereby given that the Fifteenth Annual General Meeting of the members of SEZAL GLASS LTD. will be held on Saturday, September 28, 2013 at 11.00 AM, at 173/174, Sezal Encasa, S.V. Road, Kandivali (West), Mumbai 400 067 to transact the following business:

### ORDINARY BUSINESS:

1. To receive, consider and adopt the audited Profit and Loss Account for the year ended 31st March, 2013, Balance Sheet as on that date, and the Reports of the Board of Directors and Auditors thereon.
2. To appoint a Director in place of Mr. R. Rengarajan, who retires by rotation and being eligible offers himself for re-appointment.
3. To appoint Statutory Auditors and to fix their remuneration.

### Registered Office:

201/202, Abhilasha, 2nd Floor, S. V. Road  
Kandivali (West), Mumbai- 400067.  
Date: August 14, 2013.

By order of Board of Directors

**Ashwin S. Shetty**

*G. M. Compliance, Company Secretary*

### NOTES:

1. A MEMBER ENTITLED TO ATTEND AND VOTE AT THE MEETING IS ALSO ENTITLED TO APPOINT A PROXY TO ATTEND AND VOTE INSTEAD OF HIMSELF AND THE PROXY NEED NOT BE A MEMBER OF THE COMPANY. PROXY IN ORDER TO BE VALID AND EFFECTIVE MUST BE DEPOSITED AT THE REGISTERED OFFICE OF THE COMPANY, NOT LESS THAN 48 HOURS BEFORE THE COMMENCEMENT OF THE MEETING.
2. Register of Members and Transfer Books will remain closed from Monday, 23rd September, 2013 to Saturday, 28th September, 2013 (both days inclusive).
3. Members of the Company who have not encashed their dividend for the earlier years are requested to lodge their claims with the Company.
4. Members are advised to avail of nomination facility in respect of shares held by them. Nomination forms can be obtained from the Investors Services Department of the Company.
5. Members are requested to:-
  - a. Intimate the Company, changes if any in their registered addresses at an early date for shares held in physical form. For shares held in electronic form, changes, if any may be please be communicated to the respective DPs.
  - b. Quote ledger folio numbers/DP ID and Client ID numbers in all their correspondence.
  - c. Approach the Company for consolidation of various ledger folios into one.
  - d. To avoid inconvenience, get the share transferred in joint names, if they are held in single name and/or appoint nominee.
6. Members desirous of obtaining any information concerning the accounts and operation of the Company are requested to address their communication to the Registered Office of the Company, so as to reach at least 10 days before the meeting, so that the information can be made available at the meeting, to the extent possible.
7. Members, who hold shares in electronic form, are requested to bring their DP and Client Id numbers at the meeting for easier identification.
8. The Annual Report 2012-13 of the Company circulated to the members of the Company will be made available on the Company's website at [www.sezalglass.com](http://www.sezalglass.com) and also on the website of the respective stock exchanges at [www.nseindia.com](http://www.nseindia.com) and [www.bseindia.com](http://www.bseindia.com).

Profile of Directors being reappointed as required under Clause 49 of the Listing Agreement entered into with the Stock Exchanges.

Particulars	Mr. R. Rengarajan
Date of Birth	September 3, 1944
Date of Appointment	November 13, 2010
Qualification	MA (Economics), Part 1 of IIB
Expertise in Specific functional areas	Banking, Risk Management, Structuring & Designing of Training Courses.
Other Directorships held	Nil
Membership of Committees	Nil
No. of Shares held	Nil

**SEZAL GLASS LIMITED**

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# Attendance Slip

I hereby record my presence at the Fifteenth Annual General Meeting of the Company at  
Plot No. 173/174, Sezal Encasa, S. V. Road, Kandivali (West), Mumbai 400 067 on Saturday, September 28, 2013 at 11.00 AM

Name of the Member

Registered Folio No.

No. of Shares

Client Id No.

DP ID No.

Name of the Proxy

Signature of the Member or Proxy

**Note:** The Member/Proxy/Representative attending the Fifteenth Annual General Meeting of the Company is requested to bring this slip duly filled in and present the same at the entrance to the Meeting.

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# Proxy Form

I / We.....of.....in the  
District of.....being a member /members of the above  
named Company hereby appoint.....of.....  
.....in the District of.....or failing to him/her.....  
.....of.....in the District of.....

.....as my/our proxy/proxies to vote for me/us on my/our behalf at the Fifteenth Annual  
General Meeting of the Company to be held at Plot No. 173/174, Sezal Encasa, S.V. Road, Kandivali (West), Mumbai 400  
067 on Saturday, September 28, 2013 at 11.00 AM and at any adjournment thereof.

Signed this.....day of.....2013

Registered Folio No.....

Client Id. No.....

DP.ID. No.....

No. of Shares.....

Affix  
Re.1/-  
Revenue  
Stamp

Signature of the Member

**Note:** This Proxy Form in order to be effective should be duly filled in, stamped and signed and must be deposited at the  
Registered Office of the Company not less than 48 hours before the time for holding the meeting. The Proxy need not be  
a member of the Company.



Looking  
Beyond.



**SEZAL GLASS LTD.**  
Annual Report 2012-13



The report contains forward-looking statements that involve risks and uncertainties. When used in this discussion, the words like 'plans', 'expects', 'anticipates', 'believes', 'intends', 'estimates', or other similar expressions as they relate to Company or its business are intended to identify such forward-looking statements. Forward-looking statements are based on certain assumptions and expectations of future events. The Company's actual results, performance or achievements could differ materially from those expressed or implied in such forward-looking statements. The Company undertakes no obligation or responsibility to publicly amend, update, modify or revise any forward-looking statements, on the basis of any new information, future event, subsequent development or otherwise.



What Next?



About us



Vision  
& Mission



Looking  
Back



Chairman's  
Overview



Looking beyond.  
Moving Forward!



Directors'  
Report



Report on  
Corporate  
Governance



Financial  
Sections





“We keep moving forward, opening new doors, and doing new things, because we're curious and curiosity keeps leading us down new paths.”

- Walt Disney

Moving  
Forward.



# What

# Next?

Past laurels don't necessarily lead to a better future. **To create something new**, one has to **move forward**. This is what we did in **2012-13**. We looked beyond the obvious and took few notable strides towards a **new journey of value creation in the company**.

For us as a company, a clean slate is the biggest and the most exciting motivator for achieving newer accomplishments. Our genesis lies in a 200 sq. ft. shop, that later transformed into nearly Rs. 700 crore enterprise. From small glass trading shop, we worked our way to own a processing unit and later established a world-class float-glass plant, thereby strengthening our value proposition as an integrated solutions provider in glass for real estate sector in India. As a prudent business strategy, we exited float glass manufacturing and in the process protected the stakeholders' trust in the company. With the costs now controlled to moderate levels and the glass value added business firmly established, we are back in the hunt for scripting another chapter of growth in the company.

Bad times and good times are both cyclical, with one paving way for the other. However, the frequency with which the cycles turn largely depends on how one utilizes their time. So, we decided to work harder during 2012-13. In the process, we consolidated our operations, improved efficiencies in our units, reduced our costs and improved our solutions profile. The impact of these measures will unfold during the coming years.

As an initiative to explore value, we also decided to look beyond our established business model to related segments. Being a leading glass solutions provider to the real estate sector, we have developed relevant knowledge of the functioning and key value drivers of the sector. With the in-house professional team, we had already proved our project execution capability in the construction of the state of art float glass manufacturing facility in Bharuch, Jhagadia in the state of Gujarat as well as in the construction of the Corporate office building in Mumbai. Hence It was natural for us with the existing setup to venture into real estate sector. So as a backward integration measure, we decided to invest into promising projects by partnering with established players in the sector through joint venture route as well as forming subsidiaries, thereby reserving large part of strategic focus for our core businesses of glass value addition business and retail trading.

We at Sezal Glass in our pursuit of value creation, are already looking beyond the obstacles and moving forward to attain newer milestones. To be a part of this journey and to know more, turn the pages...



## We live and breath glass

# 1

Our promoters were associated with the glass trading business for over two decades in their individual capacities, before incorporating Sezal Glass in 1998.

We commenced our journey as a glass processor and became among the top glass value addition solution provider company within a decade.

Extended into retailing and trading of home and office interiors with SezalEncasa **now Encasaa – 'The Home Lounge'**.

Set sights on float glass production; went public in 2008 to raise funds; and successfully established a state of the art float glass plant in 2010; later sold off the same to Saint Gobain Glass India Limited.

Achieved a Market Share of 15% with a dealer network of more than 7,000 pan-India in the first year of operations itself

# 2

## We have built formidable growth drivers

### Credible and talented team

A team of highly motivated and experienced employees of about 200 people led by Mr. Amrrut S. Gada, a first generation entrepreneur, and presently the Chairman & Managing Director of the Company; and ably supported by qualified management team

### Pan India network based on tested relationships

- More than 7,000 dealers pan-India – deep business relations and brand awareness
- Head quartered in Mumbai, Maharashtra

# 3

We have made long term investments into real estate through partnership – based models (Joint ventures/ subsidiaries)



# 3 things you need to know ABOUT US



## An integrated business model – from range to retail

- A world class glass value addition plant located in Silvassa, Union Territory
- **Encasaa– 'The Home Lounge'** showroom located in Mumbai, Maharashtra

## Wide branded products and solutions portfolio catering to both the value and volume clients

**Processed glass:** • Kool Glass • Tone Glass • Solid Glass • Armour Glass • Firebaan Glass  
• Lunaro Glass • Fresea • Eco series • Fort Glass

**Bath accessories:** Oyster



We have during the year forayed into real estate sector by partnering in joint ventures with few reputed names in the real estate industry as well as forming wholly owned subsidiaries. The focus of these Companies is on doing Society Redevelopment Projects, SRA Projects as well as mixed use township projects.

