



SHIVALIK RASAYAN LIMITED

39TH ANNUAL REPORT 2016-17



# CHEMISTRY OF A VALUE-CENTRIC GROWTH

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### Disclaimer

This document contains statements about expected future events and financials of Shivalik Rasayan Limited, which are forward-looking. By their nature, forward-looking statements require The Company to make assumptions and are subject to inherent risks and uncertainties. There is significant risk that the assumptions, predictions and other forward-looking statements may not prove to be accurate. Readers are cautioned not to place undue reliance on forward-looking statements as a number of factors could cause assumptions, actual future results and events to differ materially from those expressed in the forward-looking statements. Accordingly, this document is subject to the disclaimer and qualified in its entirety by the assumptions, qualifications and risk factors referred to in the Management's Discussion and Analysis Report of the Shivalik Rasayan Limited's Annual Report for FY 2016-17.

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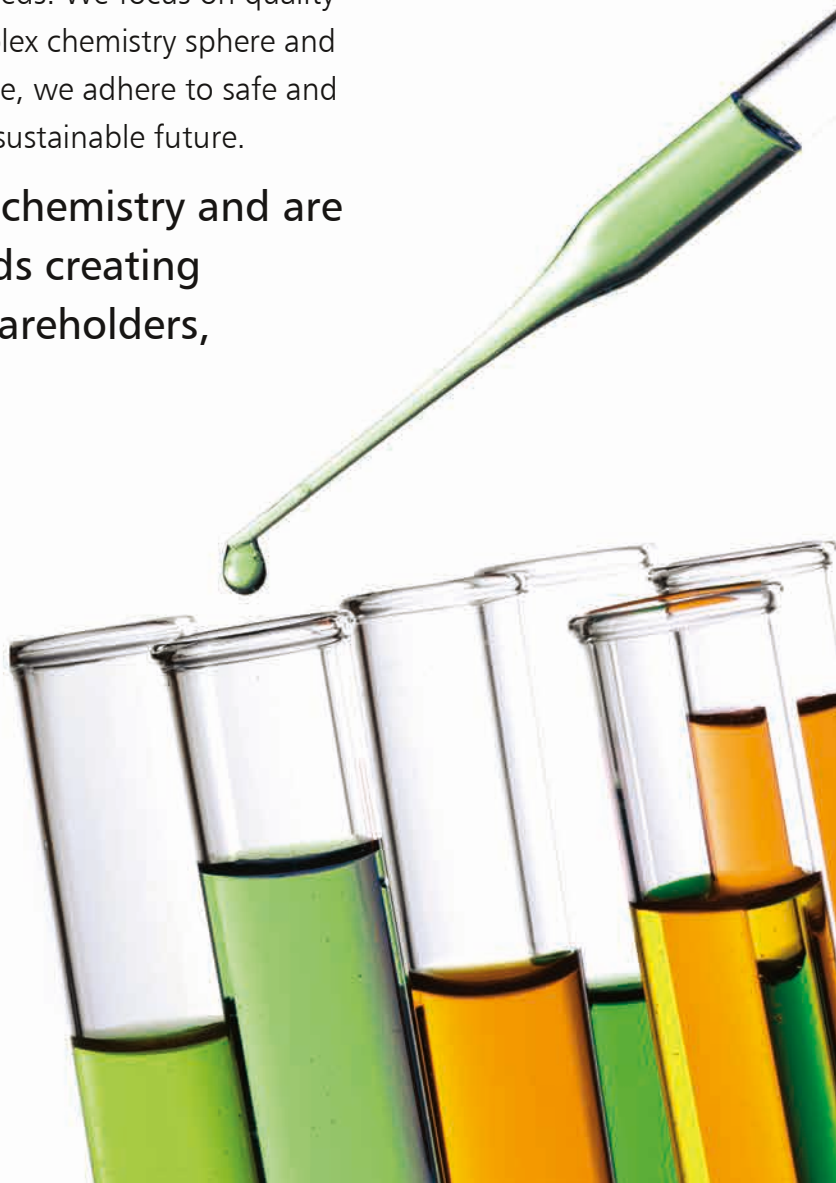
# We emphasize on achieving growth with a well-articulated 'value-proposition'.

As a fast growing bulk chemicals Company, our business is driven by this simple philosophy.

We are committed to create value and build better lives by our holistic business approach.

We constantly explore new growth opportunities to respond to the constantly changing industry needs. We focus on quality and innovation to flourish in the complex chemistry sphere and create our own niche. At the same time, we adhere to safe and environment-friendly operations for a sustainable future.

**We are building innovative chemistry and are passionately striving towards creating value for our customers, shareholders, employees and society.**



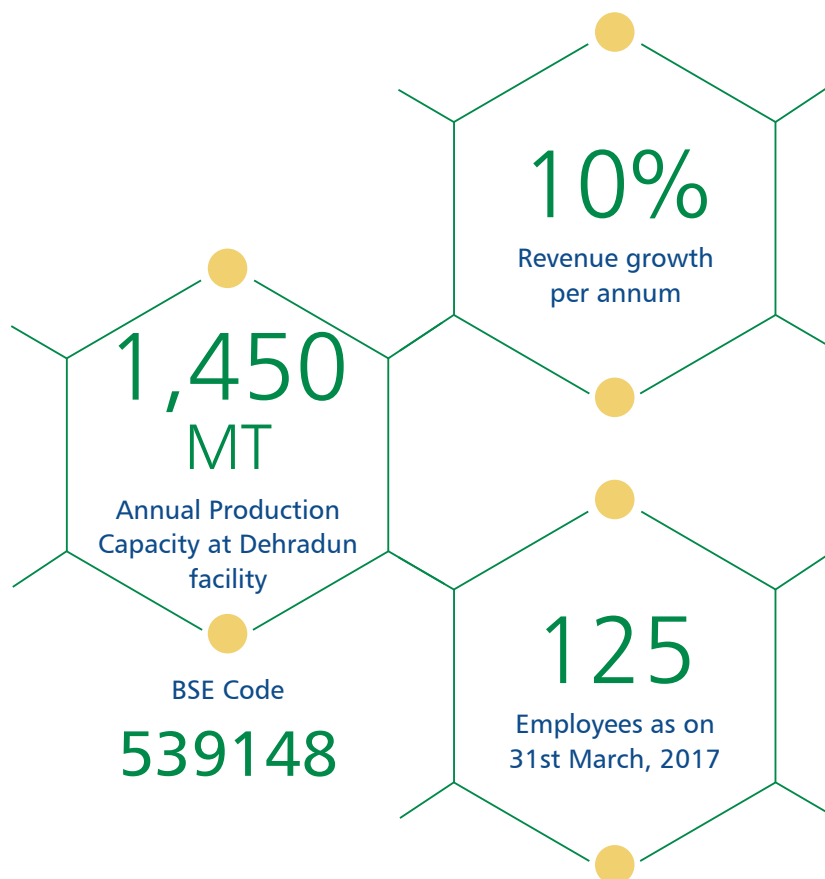


# The Chemistry of Success

Incorporated in the year 1981, Shivalik Rasayan Limited (SRL) has emerged amongst India's niche agrochemical market leader. Over the years we have established our reputation as a reliable and accepted supplier of quality products across India and the World.

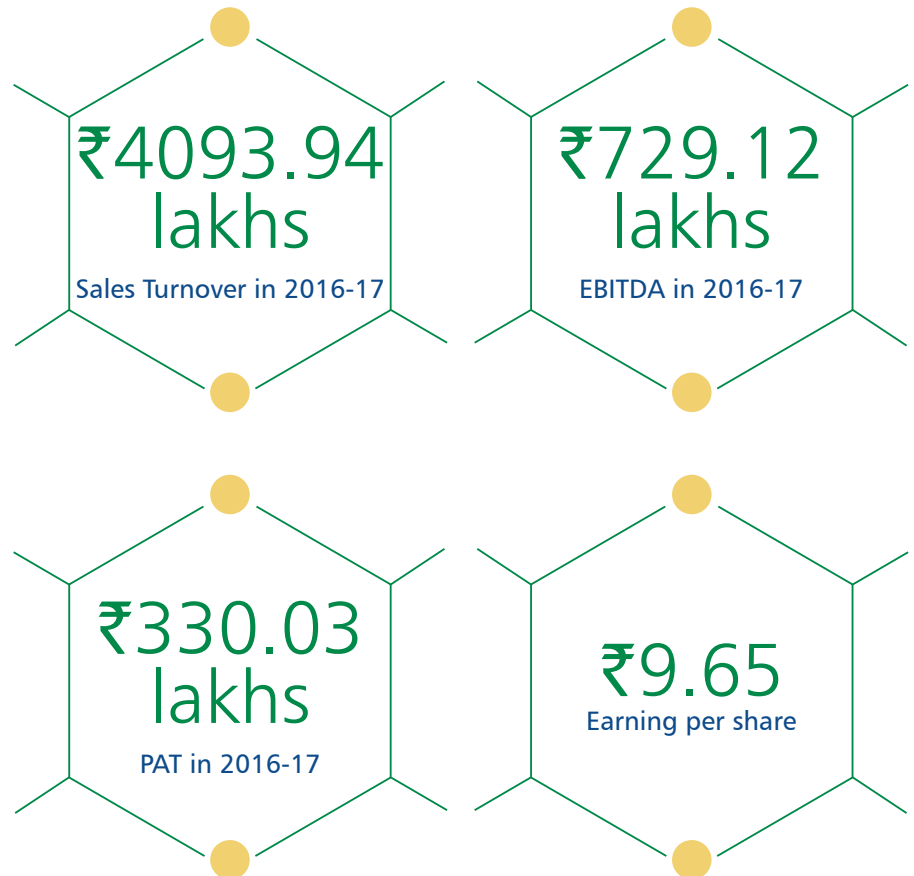
We are the largest producer of Dimethoate Technical and second largest producer of Malathion Technical in India. We are planning to set a high-end Research & Development Lab where we intend to unfold chemistry of bulk, speciality chemicals and API as well.

Today, we are growing fast as a reliable supplier of environment friendly products in the domestic as well as global markets. We have manufacturing facility at Dehradun, Uttarakhand, equipped with latest ultra-modern technology. We are also coming up with state-of-art new manufacturing facility at Dahej -II, Gujarat.





## Our performance in numbers



# Chairman's Message





The year 2016-17 was a constructive year for the Company as we dedicatedly pursued growth opportunities, generated steady revenues and healthy profit.

### Dear Shareholders,

Business growth with a value-centric approach is an important element of the corporate culture at SRL. Our business interest work in harmony with society's interest. We build products that just not function, but bring welfare to the society and most importantly, blessings to people's lives. We have continuously explored new ideas, innovative chemistry to meet customer demand and create value with special focus on environment protection.

The year 2016-17 was a constructive year for the Company as we dedicatedly pursued growth opportunities, generated steady revenues and healthy profit. I am happy to share the key financial highlights for the year 2016-17 as below:

- ◊ EBIDTA grew from ₹ 5.41 crores to ₹ 7.29 crores, recording a growth rate of 34.75% over the previous year
- ◊ Net profit grew from ₹ 2.66 crores to ₹ 3.30 crores, recording a growth rate of 24.06% over the previous year

On the operational front, we are setting up a new green field ultra modern manufacturing facility at Dahej-II in Gujrat. Aligned with the Government's 'Make in India' initiative, this is a significant move ahead to fill up the substantial gap between demand and supply. The facility has already received necessary environmental clearances. We look forward to exploring the tremendous growth opportunity lying ahead of us. We will enhance our focus towards manufacturing bulk chemicals, speciality chemicals as well as APIs. The acquisition of Medicamen Biotech Limited during the previous year, further provides the Company to explore the backward growth potential across the pharma value chain.

I take this opportunity to express my gratitude to the Company's shareholders, investors, bankers and customers for their continued support, patronage and goodwill.

We look forward to implementing our planned strategic initiatives towards generating quality business growth and value creation. I seek your continued support to take your Company to greater heights.

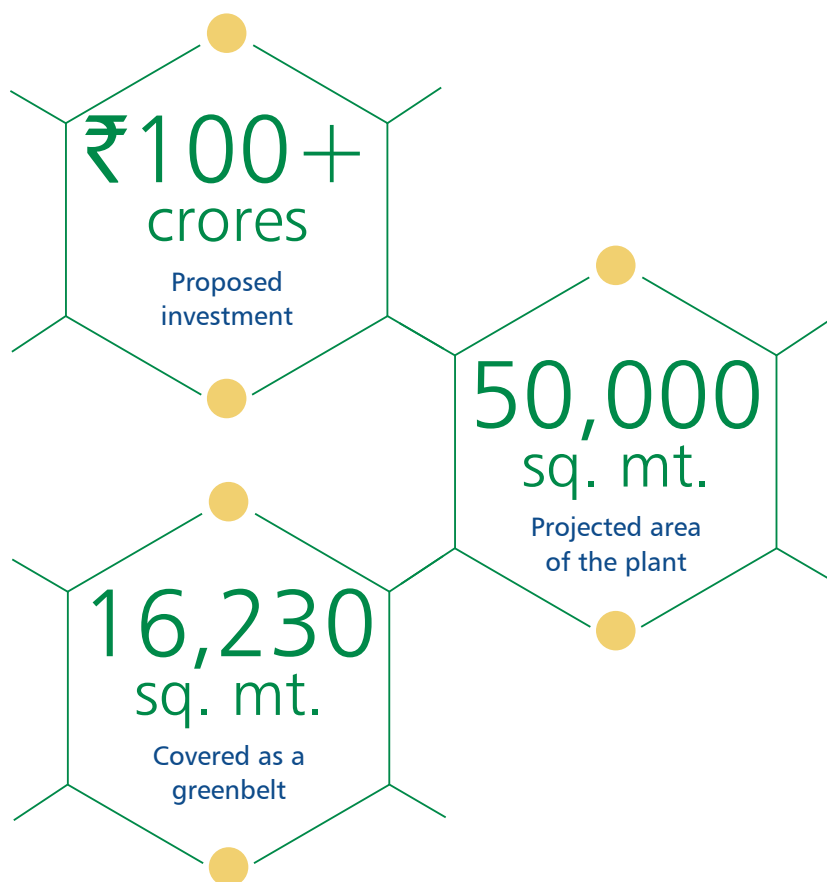
Warm Wishes,

**RAHUL BISHNOI**



# Highlights of our upcoming facility at Dahej – II, Gujarat

- Received Environment Clearance from Ministry of Environment & Forest
- Received Consent to Establish (CTE) from GPCB
- Proximity to essential facilities such as water, power, fuel, telecommunication, rail/road network and financial institutions, among others







As a responsible industry player, we at SRL, are highly optimistic to continue the growth momentum in coming years.

SURESH KUMAR SINGH  
Managing Director



## Triggers for delivering consistent growth and value creation

- ◇ The lowest cost producer of Dimethoate Technical in the world
- ◇ Fully competent to produce complex chemicals with strong focus on API and bulk chemicals
- ◇ Qualified, dedicated and highly skilled workforce
- ◇ Strong customer base across the world
- ◇ Stringent monitoring of raw materials and finished products at the plant to ensure the desired quality of output
- ◇ Well-equipped quality control department with laboratories for Quality Control, Research and Development and Instrumentation, among others
- ◇ Adherence to international safety norms along with periodical Safety Audits



# Management Team

The Company has a professional board of Directors having with rich industrial experience and focused vision of value-creation for its customers and shareholders.

## Mr. Rahul Bishnoi

*Chairman*

A fellow member of the Institute of Chartered Accountants of India and an industrialist having enriched experience. His core area of function includes strategic business planning, financial analysis, regulatory compliances and developing new business model with strong processes. He is a firm believer of "hard work is the key to success in life". A widely networked, Mr. Bishnoi believes that manufacturing is the key for development of any country. His vision is to visualise India as a manufacturing hub. With the initiative and thrust of new Government on Make-in-India, his endeavour is to contribute maximum to this cause.

## Mr. Suresh Kumar Singh

*Managing Director*

A qualified Chemical Engineer, associated with the Company for over 29 years. He is MD and overall in-charge of the manufacturing activities of the Company.

## Mr. Ashwani Kumar Sharma

*Whole Time Director*

A graduate with an enriched experience in holding the administrative affairs of the Companies.

## Mr. Anirudh Bishnoi

*Director*

A science graduate with over 25 years of experience in the field of trading and managing the manufacturing operations.

## Mr. Harish Pande

*Independent Director*

A Graduate with an enriched experience of 30 years in the Marketing of Agro Chemical, Technical and Formulations.

## Mr. Puneet Chandra

*Independent Director*

A qualified Chemical Engineer from BITS Pilani. Possesses a vast experience in project designing and project management. He has worked with premier organizations like Vam Organics Limited and SRF Limited, among others.

## Mr. Arun Kumar

*Independent – Non-Executive Director*

A qualified Chemical Engineer by profession with over 45 years of experience of establishing new industries right from construction to production.

## Mr. Rajiv Mehta

*Independent Director*

An MBA, M. Phil, PhD with over 30 years of experience in education and real estate industry. He is an Independent Director in Shivalik Rasayan Limited since 25.02.2014. He is also the Vice Chairman of NIAM Group which is engaged primarily in online education.

## Mr. Kailash Gupta

*Independent Director*

A fellow member of the Institute of Chartered Accountants of India. He has a specialization in the field of Taxation, Accounting and development of accounting manual. He has vast knowledge of Concurrent, Internal Audit and Internal Control.

## Mrs. Usha Pande

*Independent – Non-Executive Women Director*

A Post Graduate in Economics, having 30 years of Industry Experience in the field of Administration & Marketing.