



StarTrack®  
Fusible Interlining



SHRI LAKSHMI COTSYN LIMITED  
24TH ANNUAL REPORT 2011-12

# TOWARDS A NEW GROWTH PARADIGM

## Forward looking statement

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.

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# 2011-12

is a defining year in the corporate evolution of Shri Lakshmi Cotsyn.

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## It marked

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the completion of the last phase of our Rs. 992-crores expansion plan, involving multiple product segments (denim fabrics, suiting and technical textiles). With all the capacities in place, we are now fully geared to commence the next stage of our journey.

Our achievement has been the result of sound policies in the past and a well-defined vision for the future. We will continue to listen to market trends, keep abreast of technological innovations globally and evolve strategies to move towards new growth paradigms.

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# CORPORATE INFORMATION

## BOARD OF DIRECTORS

**Dr. M.P. Agarwal**, Managing Director  
**Mr. Pawan Kumar Agarwal**, Joint Managing Director  
**Mr. Devesh Gupta**, Dy. Managing Director  
**Mr. Dileep Bajaj**, Executive Director  
**Mrs. Sharda Agarwal**, Executive Director  
**Mr. R. K.Garg**, Independent Director  
**Dr. G.N. Mathur**, Independent Director  
**Dr. J.V.Rao**, Independent Director  
**Mr. Ram Sharan Srivastava**, Independent Director  
**Mr. K.D. Gupta**, Independent Director  
**Mr. G.N. Bajpai**, Independent Director

## COMPANY SECRETARY & FINANCE CONTROLLER

**Mr. Rakesh Kumar Srivastava**

## PRESIDENT WORKS

**MR. B.R. GARG**

## STATUTORY AUDITORS

M/S Pradeep & Associates  
 Chartered Accountants  
 27/78 A, Gagan Deep Complex, Birhana Road, Kanpur-208001  
 Ph. No. (0512)- 2313665

## INTERNAL AUDITORS

M/S Ajai Shanker & Company  
 Chartered Accountants  
 112 / 206-A, Swaroop Nagar,  
 Kanpur-208002, Ph. No. (0512)- 2551249

## COST AUDITOR

Mr. A.K.SRIVASTAVA  
 96 Harjender Nagar,  
 Kanpur-208007  
 Ph. No. 09839116989

## SECRETARIAL AUDITOR

Mr. Sarvesh S. Srivastava  
 117/ Q / 454, 209, Indrapuri, Sharda Nagar, Kanpur-208025  
 Ph. No. (0512)- 3073843

## LEGAL ADVISOR

Mr. Ram Gopal Pandey  
 Advocate  
 Chamber No. – 17, First Floor  
 Pt. M.L. Nehru Adhivakta Bhawan,  
 Civil Court, Kanpur  
 Ph. No. (0512)- 2665598

## P. R. ADVISOR

Adfactors PR Pvt. Ltd.  
 Shalaka Maharshi Karve Marg,  
 Cooperage, Mumbai-400021  
 Ph. No. (022)- 22813565

## BANKERS

1. Syndicate Bank
2. Central Bank Of India
3. Bank Of Baroda
4. Union Bank Of India
5. Canara Bank
6. Punjab National Bank
7. State Bank Of Patiala
8. Allahabad Bank
9. Indian Bank
10. I D B I Bank Ltd.
11. Exim Bank
12. State Bank Of Travancore
13. Saraswat Co-Operative Bank
14. State Bank Of Mysore
15. Andhra Bank
16. Axis Bank
17. Oriental Bank of Commerce

## OVERSEAS BANKERS

1. Pnb International Ltd., London
2. Canara Bank, U.K.

## REGISTERED OFFICE

19/X-1 Krishnapuram  
 G.T Road, Kanpur, U.P.-208007  
 Ph. No. (0512)- 2402893, 2402733

## CORPORATE OFFICE

C-40, Sector-57, Noida. U.P.  
 (0120)-4544780

## OVERSEAS OFFICE (U.S. OFFICE)

Suite # 627-629, 7 West, 34th Street,  
New York, NY-10016  
Ph: 212-212-0770

## SUBSIDIARY COMPANIES

- 1) **SLCL Overseas (FZC)**  
SAIF Zone P.O.8000, Sharjah,U.A.E.
- 2) **Shri Lakshmi Defence Solutions Ltd.**  
Rahsoopur Gate No. 133, Tehsil Bindki,  
Industrial Area, G.T.Road, Distt. Fatehpur
- 3) **Synergy Global Home Inc.**  
160 Green Tree Drive, Suite 101,  
Dover Kent – 19904, USA

## REGISTRAR & TRANSFER AGENTS

M/s Abhipra Capital Ltd.  
GF-58-59 World Trade Centre,  
Barakhamba Lane, New Delhi  
Ph. No. (011)-23414629, 23413893  
Mail ID: rta@abhipra.com

## UNITS

- (a) **Malwan Unit**  
UPSIDC Industrial Area, P.O. Malwan Dist. Fatehpur, U.P.  
Ph. No. (05181)-248669
- (b) **Aung Unit**  
P.O.Aung, GT Road, Dist. Fatehpur, U.P.  
Ph.No. (05181)-251184 / 48
- (c) **Abhaypur Unit**  
P.O.Aung, GT Road, Dist. Fatehpur, U.P.
- (d) **Rewari Bujurg Unit**  
Village & Post – Rewari Bujurg  
Pargana & Tehsil – Bindki, Dist. Fatehpur, U.P.
- (e) **Rahsupur Unit**  
Village Rahsupur, Dist. Fatehpur, U.P.
- (f) **Noida Unit**  
C-40, Sector-57,Noida  
Ph. No. (0120)-4722700
- (g) **Roorkee Unit**  
Dev Bhoomi Industrial Estate,  
Village Banta Kheri, Tehsil Roorkee, District Haridwar,  
Uttaranchal, Ph. No. (01332)-231961
- (h) **Sonepat Unit**  
Village-Libasapur  
District- Sonepat, Haryana, Ph. No. (0130)-2381579

## WEBSITE

www.shrilakshmi.in

## E-MAIL ID

shri@shrilakshmi.in

## CORPORATE IDENTITY NUMBER (CIN)

L17122UP1988PLC009985

## DEMAT ISIN NSDL & CDSL.

INE851B01016

## LISTING

### Bombay Stock Exchange

Floor 25, P.J. Towers, Dalal Street, Mumbai-400001  
Ph. No. (022) – 2272134

### National Stock Exchange

5th Floor, Exchange Plaza, Bandra (E), Mumbai-400051  
Ph. No. (022)- 26598100

### Uttar Pradesh Stock Exchange

“Padam Tower”, Civil Lines, Kanpur-208002  
Ph. No. (0512)- 2338220

### Singapore Stock Exchange

2, Shenton Way # 19-00, SGX Centre 1, Singapore-068804

## SCRIP CODE

**BSE:** 526049

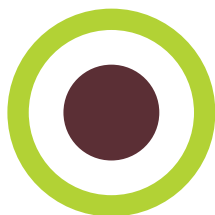
**NSE:** SHLAKSHMI

## BLOOMBERG CODE

SLCL IN

## REUTERS CODE

SHLK.BO



## FOCUSED MOMENTUM

### For nearly two decades,

Shri Lakshmi Cotsyn Limited (Shri Lakshmi) has traversed a long journey, despite challenges. Today, we have emerged as one of the fastest growing Indian conglomerates.

Started the journey in 1993, we operate in two diverse industries, namely textiles (home and technical segment) and defence solutions. We are an integrated textile player, having state-of-the-art manufacturing capabilities.

We have core expertise in home textiles and enjoy one of the leading positions as a manufacturer and supplier of technical & safety textiles and fabricated items to the defence sector.





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BUSINESS STRATEGY



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STATUTORY REPORTS



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FINANCIALS

## PILLARS OF GROWTH

- Diverse product range
- Presence in margin accretive technical textiles
- Strong research and development (recognised by the Directorate of Scientific & Industrial Research)
- Reputed client base including the government defence establishments
- Rich talent pool
- Experienced and professional management team
- Robust financials



## ON IDEAS AND IMPLEMENTATION

### TEXTILE SOLUTIONS

#### Nanotechnology

Shri Lakshmi is working on nanotechnology fabrics and smart textiles with NCT technologies under the guidance and supervision of Dr. G. N. Mathur, Ex-Director of DRDO. We will be adapting the flexible sensor technology to monitor fatigue, stress, heart condition and blood pressure.

#### Functional fabric

Shri Lakshmi will be offering textiles with optimised material properties like colour fastness, tensile, abrasion resistance, heat proof, cold resistance, water proof, wind tightness, breathability and humidity, among others.

#### Smart intelligent fabric

Smart offerings like odour control, microcapsules with phase change materials, advanced wearing comfort and heating insulation, reflection materials and EIV fed protection

## SHAPING OUR WORLD

8

State-of-the-art manufacturing facilities spread in Malwan, Aung, Abhaypur, Rewari Bujurg, Rhasupur, Noida (Uttar Pradesh), Roorkee (Uttarakhand) and Sonapat (Haryana)

1,150

Retail presence across multi-branded outlets

30%

Leading market share in fusible interlining segment





**MORE  
CAPACITIES\*.  
GREATER  
STRENGTH.**

## REGULAR TEXTILES



**24** MN<sup>#</sup> MTRS

Suiting and shirting

**40** MN MTRS

Denim

**6** MN MTRS

Bottom weight

**15,000** TONS

Terry towel

**30** MN MTRS

Wider width fabric

**0.3** MN PCS

Comforters

**6.6** MN PCS

Garments

**0.4** MN MTRS

Quilted fabric

**0.8** MN MTRS

Embroidery fabric





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BUSINESS STRATEGY



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FINANCIALS

## TECHNICAL TEXTILE



**64** MN MTRS

Technical textile fabric

**25** MN MTRS

Fusible interlining fabric

**1.25** MN MTRS

Nylon coated fabric

**20** MN MTRS

Black-out fabric

**17** MN MTRS

Flex fabric

**10** MN MTRS

NBC fabric

**5** MN MTRS

IRR/ MSCN fabric

\*Capacities per annum

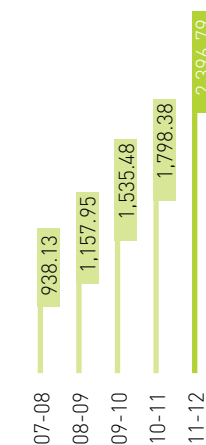
#MN - Million



# SUPPORTING GROWTH AMBITIONS WITH FINANCIAL ACUMEN

## Net sales

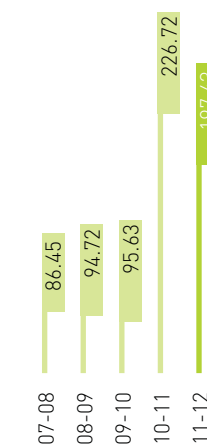
(Rs. crores)



5-year CAGR  
26.43%

## Export sales

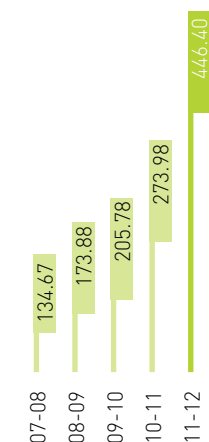
(Rs. crores)



5-year CAGR  
22.93%

## EBIDTA

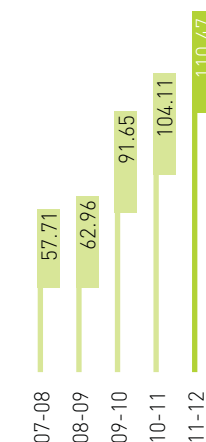
(Rs. crores)



5-year CAGR  
34.93%

## PAT

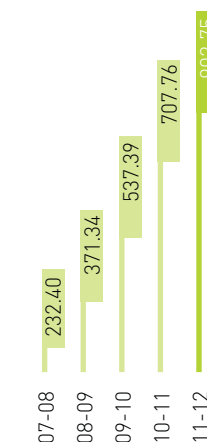
(Rs. crores)



5-year CAGR  
17.62%

## Net worth

(Rs. crores)



5-year CAGR  
40.39%