



Regd. Office: P.O. Tilaknagar, Tal. Shirampur, Dist. Ahmednagar, Maharashtra-413 720

## NOTICE

**NOTICE** is hereby given that the 78<sup>th</sup> Annual General Meeting (AGM) of the Members of Tilaknagar Industries Ltd. will be held on Wednesday, September 11, 2013 at 10.30 a.m. at the Registered Office of the Company i.e. P.O. Tilaknagar, Tal. Shirampur, Dist. Ahmednagar, Maharashtra-413 720 to transact the following business:

### ORDINARY BUSINESS

#### Item No. 1 – Adoption of Accounts

To receive, consider and adopt the Audited Balance Sheet as at March 31, 2013 and the statement of Profit & Loss for the year ended on that date together with the Directors' and Auditors' Report thereon.

#### Item No. 2 – Declaration of Dividend

To declare final dividend for the financial year ended March 31, 2013 on equity shares of the Company.

#### Item No. 3 – Re-appointment of Dr. Vishnu Kanhere

To appoint a Director in place of Dr. Vishnu Kanhere, who retires by rotation and being eligible, offers himself for re-appointment.

#### Item No. 4 – Re-appointment of Dr. Ravindra Bapat

To appoint a Director in place of Dr. Ravindra Bapat, who retires by rotation and being eligible, offers himself for re-appointment.

#### Item No. 5 – Re-appointment of Statutory Auditors

To re-appoint Statutory Auditors, M/s. Batliboi & Purohit, Chartered Accountants (FRN101048W), to hold office from the conclusion of this Annual General Meeting until the conclusion of the next Annual General Meeting of the Members of the Company and to fix their remuneration.

### SPECIAL BUSINESS

#### Item No. 6 – Revision in remuneration payable to Mr. Amit Dahanukar, Chairman & Managing Director

To consider and if thought fit, to pass, with or without modification(s), the following resolution as an **ORDINARY RESOLUTION**:

**"RESOLVED THAT** pursuant to the provisions of Sections 198, 309 and 310 read with Schedule XIII to the Companies Act, 1956 and all other applicable provisions, if any, of the said Act, including any statutory modification(s) or re-enactment thereof for the time being in force, approval be and is hereby accorded for the enhancement in the salary, perquisites, allowances and commission payable to Mr. Amit Dahanukar, Chairman & Managing Director of the Company, with effect from April 01, 2013, for the remainder of the tenure on the terms as set out

in the draft Agreement submitted to this Meeting and initialed for the purpose of identification, which Agreement is hereby specifically approved, with absolute discretion to the Board of Directors (hereinafter referred to as "the Board" which term shall be deemed to include any Committee which the Board may constitute to exercise its powers conferred by this resolution) to alter and vary the terms and conditions of the said Agreement as the Board may in its absolute discretion consider necessary and as may be agreed to by Mr. Amit Dahanukar;

**RESOLVED FURTHER THAT** where in any financial year the Company has no profits or its profits are inadequate, the Company do pay to Mr. Amit Dahanukar, Chairman & Managing Director, remuneration by way of salary, perquisites and allowances not exceeding the ceiling limit specified in Schedule XIII to the Companies Act, 1956;

**RESOLVED FURTHER THAT** the Board be and is hereby authorised to take all such steps as may be necessary, proper or expedient to give effect to this resolution."

#### Item No. 7 – Revision in remuneration payable to Mrs. Shivani Amit Dahanukar, Executive Director

To consider and if thought fit, to pass, with or without modification(s), the following resolution as an **ORDINARY RESOLUTION**:

**"RESOLVED THAT** pursuant to the provisions of Sections 198, 309 and 310 read with Schedule XIII to the Companies Act, 1956 and all other applicable provisions, if any, of the said Act, including any statutory modification(s) or re-enactment thereof for the time being in force, approval be and is hereby accorded for the enhancement in the salary, perquisites, allowances and commission payable to Mrs. Shivani Amit Dahanukar, Executive Director of the Company, with effect from April 01, 2013, for the remainder of the tenure on the terms as set out in the draft Agreement submitted to this Meeting and initialed for the purpose of identification, which Agreement is hereby specifically approved, with absolute discretion to the Board of Directors (hereinafter referred to as "the Board" which term shall be deemed to include any Committee which the Board may constitute to exercise its powers conferred by this resolution) to alter and vary the terms and conditions of the said Agreement as the Board may in its absolute discretion consider necessary and as may be agreed to by Mrs. Shivani Amit Dahanukar;

**RESOLVED FURTHER THAT** where in any financial year the Company has no profits or its profits are inadequate, the Company do pay to Mrs. Shivani Amit Dahanukar, Executive

Director, remuneration by way of salary, perquisites and allowances not exceeding the ceiling limit specified in Schedule XIII to the Companies Act, 1956;

**RESOLVED FURTHER THAT** the Board be and is hereby authorised to take all such steps as may be necessary, proper or expedient to give effect to this resolution."

By Order of the Board

Place: Mumbai

Date: May 30, 2013

**Gaurav Thakur**  
*Company Secretary*

**Registered Office:**

P.O. Tilaknagar, Tal. Shrirampur,

Dist. Ahmednagar, Maharashtra-413 720

**NOTES:**

1. A MEMBER ENTITLED TO ATTEND AND VOTE AT THE MEETING IS ENTITLED TO APPOINT A PROXY TO ATTEND AND VOTE INSTEAD OF HIMSELF/HERSELF AND THE PROXY NEED NOT BE A MEMBER OF THE COMPANY.
2. The instrument appointing proxy must be received by the Company at its Registered Office not less than 48 hours before the commencement of the Meeting.
3. In terms of the Articles of Association of the Company read with Section 256 of the Companies Act, 1956, Dr. Vishnu Kanhere and Dr. Ravindra Bapat, Directors of the Company, retire by rotation at the ensuing Annual General Meeting and being eligible, offer themselves for re-appointment. Their brief resumes as per the requirements of Clause 49 of the Listing Agreement are provided in the Corporate Governance Report forming part of the Annual Report. The Board of Directors of the Company recommends their re-appointment.
4. An Explanatory Statement pursuant to Section 173(2) of the Companies Act, 1956, relating to the Special Business to be transacted at the Meeting is annexed here to.
5. Members are requested to note that the Company's equity shares are under compulsory demat trading for all investors, pursuant to the provisions of SEBI Circular No. 21/99 dated July 8, 1999. Members are, therefore, requested to dematerialise their shareholding to avoid inconvenience.
6. The Register of Members and the Share Transfer Books of the Company will remain closed from Thursday, September 05, 2013, to Wednesday, September 11, 2013 (both days inclusive).
7. If the final dividend as recommended by the Board of Directors

is approved at the Annual General Meeting, payment of such dividend will be made on or before September 18, 2013:

- i) to all Members in respect of shares held in physical form whose names appear on the Company's Register of Members as on September 05, 2013 after giving effect to valid transfers in respect of transfer requests lodged with the Company on or before the close of business hours on September 04, 2013; and
  - ii) to all Beneficial Owners in respect of shares held in dematerialised form whose names appear in the statement of beneficial ownership furnished by National Securities Depository Limited and Central Depository Services (India) Limited as at the close of business hours on September 04, 2013.
8. The facility of electronic credit of dividend directly to the respective bank accounts of the Members through National Electronic Clearing Service (NECS) is arranged by the Company. This facility is currently available at the locations specified by RBI. This facility is in addition to the Bank Mandate Facility that already exists whereby bank account details are printed on the dividend warrants. Members who would like to avail of the NECS Mandate Facility or the Bank Mandate Facility (if not done earlier) are requested to complete and submit the NECS Mandate Form available at the Company's website i.e. [www.tilind.com](http://www.tilind.com) to Company's Registrar and Share Transfer Agents (for shares held in physical form) or their Depository Participants (for shares held in electronic form) latest by September 04, 2013.
  9. Members are requested to:
    - a) intimate any change in their addresses/mandate/ bank details and all their queries related to shares to the Company's Registrar and Share Transfer Agents i.e. Bigshare Services Pvt. Ltd., E-2/3, Ansa Industrial Estate, Sakivihar Road, Sakinaka, Andheri (East), Mumbai – 400 072.
    - b) quote Client ID and DP ID numbers in respect of shares held in dematerialised form and ledger folio number in respect of shares held in physical form in all the correspondence.
    - c) bring the attendance slip duly filled in for attending the Meeting.
  10. In case of joint holders attending the Meeting, only such joint holder who is higher in the order of names will be entitled to vote.
  11. Corporate Members are requested to send a duly certified copy of the board resolution authorising their representatives to attend and vote at the Annual General Meeting.

12. Members who have multiple folios in identical names or joint names in the same order are requested to send all the Share Certificates to the Company's Registrar and Share Transfer Agents i.e. Bigshare Services Pvt. Ltd. for consolidation of all such folios into one to facilitate better service. Members may also avail of the nomination facility as provided under Section 109A of the Companies Act, 1956.
13. All documents referred in the accompanying notice are open for inspection at the Registered Office of the Company on all the working days, except Saturdays and holidays between 11.00 a.m. and 1.00 p.m. upto the date of the Annual General Meeting including Certificate of Auditors with respect to implementation of ESOP Schemes of the Company, which shall also be placed in the Meeting.
14. Members may refer Report on Corporate Governance for particulars of Directors' appointment/re-appointment at the Annual General Meeting.
15. The Annual Report of the Company, circulated to the Members of the Company, is also available on the Company's website i.e. [www.tilind.com](http://www.tilind.com).
16. Members desiring any relevant information about the accounts at the Annual General Meeting are requested to write to Mr. Gaurav Thakur, Company Secretary and Compliance Officer of the Company at least ten days in advance of the Meeting so that the information required can be made readily available.
17. The details of bonus shares lying unclaimed in the TI-Unclaimed Suspense Account are available on the Company's website i.e. [www.tilind.com](http://www.tilind.com). Members may claim the same by sending request letter in this regard alongwith self attested address proof, PAN Card copy and demat account details to the Company's Registrar and Share Transfer Agents.
18. Unclaimed Dividend:  
Pursuant to the provisions of Investor Education and Protection Fund (Uploading of information regarding unpaid and unclaimed amounts lying with companies) Rules, 2012, the Company has uploaded the details of unclaimed dividend amounts lying with it as on September 21, 2012 (date of last Annual General Meeting) on its website i.e. [www.tilind.com](http://www.tilind.com) and also on the Ministry of Corporate Affairs' website.  
The Members are advised to claim the same by sending request letter alongwith letter of undertaking available on the website of the Company and self-attested PAN Card copy to the Company's Registrar and Share Transfer Agents before the due date for transfer to the aforesaid fund i.e. seven years from the date of declaration of the dividend.

19. As per SEBI directive, it is mandatory for the transferees to furnish self-attested copy of the PAN (Permanent Account Number) card to the Company's Registrar and Share Transfer Agents for registration of transfer/ transmission/transposition of shares in the physical form.

**EXPLANATORY STATEMENT PURSUANT TO SECTION 173(2) OF THE COMPANIES ACT, 1956 SETTING OUT ALL THE MATERIAL FACTS RELATING TO SPECIAL BUSINESS:**

**Item No. 6**

Mr. Amit Dahanukar was re-appointed as Chairman & Managing Director of the Company at the 77<sup>th</sup> Annual General Meeting of the Company for a period of 5 years with effect from November 07, 2012. In view of his valuable contribution for the past several years towards the growth of the organization, the Board of Directors, upon recommendation of the Remuneration Committee, has proposed revision in the remuneration payable to him with effect from April 01, 2013 for his balance tenure as Chairman & Managing Director of the Company. The revised remuneration structure is detailed as under:

**Salary:** ₹15,78,000/- (Rupees Fifteen Lacs Seventy Eight Thousand only) per month.

**Commission:** Payment of commission calculated with reference to the net profit of the Company for each financial year as may be fixed by the Board of Directors, subject to ceiling laid down in Section 309 of the Companies Act, 1956.

**Performance Incentive:** As per the rules of the Company.

**Perquisites and Allowances:** In addition to salary, the Chairman & Managing Director shall be entitled to following perquisites and allowances:-

**Accommodation:** Furnished or otherwise, shall be provided by the Company or HRA in lieu thereof subject to a limit of sixty percent of the annual salary.

**Medical Reimbursement:** For self and family in accordance with the rules of the Company and Scheme as applicable to other Senior Executives.

**Leave Travel Assistance:** For self and family in accordance with the rules of the Company and Scheme as applicable to other Senior Executives.

**Personal Accident Insurance:** Premium not to exceed ₹ 4000/- per annum.

**Leave:** Leave on full pay as per the rules of the Company subject to maximum of one month's leave for every eleven months' service.

**Encashment of Leave:** Encashment of leave at the end of tenure will not be included in the computation of the ceiling on

perquisites.

**Provident Fund:** Benefits under the Provident Fund Scheme of the Company in accordance with the Company's rules and regulations in force from time to time.

**Pension and Superannuation Fund:** Benefits under the Company's Pension and Superannuation Fund Scheme in accordance with the Company's rules and regulations and Schemes in force from time to time, to the extent these two are not taxable under the Income-Tax Act, 1961.

**Gratuity:** Gratuity payable in accordance with the rules and approved scheme of the Company which does not exceed half month's salary (15 days) for each completed year of service, subject to a ceiling laid down thereunder from time to time.

**Car:** Free use of Company's Car including maintenance and operation together with driver, the monetary value of which may be evaluated as per Income-Tax Rules, 1962.

**Telephone:** Free telephone facility at residence.

Provision for use of car for official duties and telephone facility at residence shall not be included in computation of perquisites for the purpose of calculation of the said ceiling.

**Club Fees:** Fees for Clubs, subject to a maximum of two Clubs, excluding admission and life membership fees.

#### **Minimum Remuneration:**

Notwithstanding anything to the contrary herein contained, where in any financial year during the currency of the tenure of the Chairman & Managing Director, the Company has no profits or its profits are inadequate, the Company will pay remuneration by way of salary and perquisites as specified in Section II of Part II of Schedule XIII to the Companies Act, 1956, as may be amended from time to time.

The draft supplementary agreement to be entered into between the Company and Mr. Amit Dahanukar, Chairman & Managing Director of the Company is available for inspection at the Registered Office of the Company on all the working days, except Saturdays and holidays between 11.00 a.m. and 1.00 p.m. upto the date of the ensuing Annual General Meeting.

Approval of Members is sought pursuant to the provisions of Sections 198, 309 and 310 read with Schedule XIII to the Companies Act, 1956 for revision in the remuneration payable to Mr. Amit Dahanukar, Chairman & Managing Director of the Company with effect from April 01, 2013 to November 06, 2017.

The Board of Directors recommends the resolution for approval of the Members as an Ordinary Resolution.

None of the Directors except, Mr. Amit Dahanukar and Mrs. Shivani Amit Dahanukar who is a relative of Mr. Amit Dahanukar

is concerned or interested in the Resolution.

This may also be treated as an abstract pursuant to the provisions of Section 302 of the Companies Act, 1956.

#### **Item No. 7**

Mrs. Shivani Amit Dahanukar was re-appointed as Executive Director of the Company at the 77<sup>th</sup> Annual General Meeting of the Company for a period of 5 years with effect from October 01, 2012. In view of her valuable contribution for the past several years towards the growth of the organization, the Board of Directors, upon recommendation of the Remuneration Committee, has proposed revision in the remuneration payable to her with effect from April 01, 2013 for her balance tenure as Executive Director of the Company. The revised remuneration structure is detailed as under:

**Salary:** ₹ 14,94,000 (Rupees Fourteen Lacs Ninety Four Thousand only) per month.

**Commission:** Payment of commission calculated with reference to the net profit of the Company for each financial year as may be fixed by the Board of Directors, subject to ceiling laid down in Section 309 of the Companies Act, 1956.

**Performance Incentive:** As per the rules of the Company.

**Perquisites and Allowances:** In addition to salary, the Executive Director shall be entitled to following perquisites and allowances:

**Medical Reimbursement:** For self in accordance with the rules of the Company and Scheme as applicable to other Senior Executives.

**Personal Accident Insurance:** Premium not to exceed ₹ 4000/- per annum.

**Leave:** Leave on full pay as per the rules of the Company subject to maximum of one month's leave for every eleven months' service.

**Encashment of Leave:** Encashment of leave at the end of tenure will not be included in the computation of the ceiling on perquisites.

**Provident Fund:** Benefits under the Provident Fund Scheme of the Company in accordance with the Company's rules and regulations in force from time to time.

**Pension and Superannuation Fund:** Benefits under the Company's Pension and Superannuation Fund Scheme in accordance with the Company's rules and regulations and Schemes in force from time to time, to the extent these two are not taxable under the Income-Tax Act, 1961.

**Gratuity:** Gratuity payable in accordance with the rules and

approved scheme of the Company which does not exceed half month's salary (15 days) for each completed year of service, subject to a ceiling laid down thereunder from time to time.

**Car:** Free use of Company's Car including maintenance and operation together with driver, the monetary value of which may be evaluated as per Income-Tax Rules, 1962.

Provision for use of car for official duties shall not be included in computation of perquisites for the purpose of calculation of the said ceiling.

**Club fees:** Fees for Clubs, subject to a maximum of two Clubs, excluding admission and life membership fees.

#### **Minimum Remuneration:**

Notwithstanding anything to the contrary herein contained, where in any financial year during the currency of the tenure of the Executive Director, the Company has no profits or its profits are inadequate, the Company will pay remuneration by way of salary and perquisites as specified in Section II of Part II of Schedule XIII to the Companies Act, 1956, as may be amended from time to time.

The draft supplementary agreement to be entered into between the Company and Mrs. Shivani Amit Dahanukar, Executive Director of the Company is available for inspection at the Registered Office of the Company on all the working days, except

Saturdays and holidays between 11.00 a.m. and 1.00 p.m. upto the date of the ensuing Annual General Meeting.

Approval of Members is sought pursuant to the provisions of Sections 198, 309 and 310 read with Schedule XIII to the Companies Act, 1956 for revision in the remuneration payable to Mrs. Shivani Amit Dahanukar, Executive Director of the Company with effect from April 01, 2013 to September 30, 2017.

The Board of Directors recommends the resolution for approval of the Members as an Ordinary Resolution.

None of the Directors except, Mrs. Shivani Amit Dahanukar and Mr. Amit Dahanukar who is a relative of Mrs. Shivani Amit Dahanukar is concerned or interested in the Resolution.

This may also be treated as an abstract pursuant to the provisions of Section 302 of the Companies Act, 1956.

By Order of the Board

Place: Mumbai

Date: May 30, 2013

**Gaurav Thakur**

*Company Secretary*

#### **Registered Office:**

P.O. Tilaknagar, Tal. Shrirampur,

Dist. Ahmednagar, Maharashtra-413 720

## FOR THE KIND ATTENTION OF MEMBERS

### Green Initiative in Corporate Governance: Go Paperless

The Company has received tremendous response from the Members of the Company for adopting "Green Initiative in Corporate Governance" implemented by the Ministry of Corporate Affairs ('MCA') vide Circular nos. 17/2011 dated April 21, 2011 and 18/2011 dated April 29, 2011 allowing paperless compliances by Companies through electronic mode. The Company in continuance with initiative of MCA welcomes the Members to achieve 100% paperless compliance, enabling the Company to contribute to the society by saving more trees/plants and also reduce cost of Company on printing annual reports, letters, documents among others used for communication with Members.

MCA initiative permits companies to send various communications/documents (including notice of general meetings, annual reports among others) to its Members through electronic mode, to the registered e-mail addresses of the Members. Besides being a faster and secure way of receiving information, it also acts as a repository of all such communications/documents. It is also a golden opportunity for the Members to contribute to the corporate social responsibility initiative of the Company.

Recognizing the spirit of the Circulars issued by MCA, your Company endeavours to effect all communications, as may be allowed from time to time, including annual report for the financial year 2012-13, in electronic form, to the email address provided/updated by you with the depository/the Company. Please note that all the communications/documents will also be made available on the Company's website i.e. [www.tilind.com](http://www.tilind.com) where it can be downloaded. The Company undertakes to provide physical copies of all the above communications/documents free of cost on receipt of a requisition from you.

#### **Shares held in Demat Mode:**

If you are holding shares of the Company in dematerialised form and have not registered your e-mail address with your depository participant or your email address has changed, please register/update the same with your depository participant to ensure smooth receipt of communications/documents from the Company.

#### **Shares held in Physical Mode:**

If you are holding shares of the Company in physical form and have not registered your e-mail address with the Company or your email address has changed, please register/update the same by sending e-mail to [investor@tilind.com](mailto:investor@tilind.com) or a written request to the Registrar and Share Transfer Agents (RTA) i.e. Bigshare Services Pvt. Ltd. in this regard.

In case your email address is not registered with the Company, the abovementioned communications/documents shall be sent in physical form. For ensuring prompt receipt of the abovementioned communications/documents, kindly register your e-mail address with the Company at the earliest.

We at 'Tilaknagar Industries Ltd.' appreciate the "Green Initiative" taken by MCA and trust you would help us in implementing the e-governance initiatives of the Government.

### Updating of Bank Account Details

Securities and Exchange Board of India (SEBI) vide its circular no. CIR/MRD/DP/10/2013 dated March 21, 2013 has mandated the companies to maintain bank account details of the Members with 9 digit MICR code to enable them to effect electronic payment of dividend among others to the respective bank accounts of the Members.

In view of the above mentioned circular, you are requested to update your bank account details in the following manner:

#### **Shares held in Demat Mode:**

If you are holding shares of the Company in dematerialized form and have not registered your bank account details with your depository participant or your bank account details have changed, please register/update the same with your depository participant to ensure credit of dividend among others directly in your bank account.

#### **Shares held in Physical Mode:**

If you are holding shares of the Company in physical form and have not registered your bank account details with the Company or your bank account details have changed, please register/update the same by sending the following documents to the RTA i.e. Bigshare Services Pvt. Ltd.:

- a) A request letter for updating bank account details
- b) Self-attested copy of your PAN Card
- c) Photocopy of the cheque leaf (to capture correct Bank Account no., IFSC Code and 9 digit MICR Code)

We seek your co-operation in complying with the mandatory requirements of the above mentioned SEBI circular.





Regd. Office: P.O. Tilaknagar, Tal. Shrirampur, Dist. Ahmednagar, Maharashtra-413 720

## ATTENDANCE SLIP

DP. ID*	
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Master Folio No.	
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Client ID*	
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No. of Shares held	
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I hereby record my presence at the 78<sup>th</sup> Annual General Meeting of the Company at its Registered Office i.e. P.O. Tilaknagar, Tal. Shrirampur, Dist. Ahmednagar, Maharashtra – 413 720, on Wednesday, September 11, 2013 at 10.30 a.m.

### SIGNATURE OF THE MEMBER OR THE PROXY ATTENDING THE MEETING

If Member, please sign here	If Proxy, please sign here

#### Notes:

- Members/Proxy holders are requested to complete and sign this Attendance Slip and bring with them, when they come to the Meeting and hand it over at the entrance.
- The copy of Annual Report may please be brought to the Meeting Hall.

\*Applicable for investor holding shares in electronic form.



Regd. Office: P.O. Tilaknagar, Tal. Shrirampur, Dist. Ahmednagar, Maharashtra-413 720

## PROXY FORM

DP. ID*	
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Master Folio No.	
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Client ID*	
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No. of Shares held	
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I/We ..... of ..... being Member(s) of the above-named Company, hereby appoint, ..... of ..... or failing him/her, ..... of ..... as my/our proxy to vote for me/us on my/our behalf at the 78<sup>th</sup> Annual General Meeting of the Company to be held at its Registered Office i.e. P.O. Tilaknagar, Tal. Shrirampur, Dist. Ahmednagar, Maharashtra – 413 720 on Wednesday, September 11, 2013 at 10.30 a.m. and any adjournment(s) thereof.

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

\*Applicable for investor holding shares in electronic form.

Affix One  
Rupee  
Revenue  
Stamp

#### Notes:

- The proxy need not be a Member of the Company.
- The proxy in order to be valid must be deposited with the Company at its Registered Office duly completed in all respects not less than forty-eight (48) hours before the time fixed for holding the above Meeting.





# PREPARING FOR TOMORROW

Tilaknagar Industries Ltd. | Annual Report 2012-13





# Corporate Information

**Board of Directors**

**Executive Directors**

Mr. Amit Dahanukar,  
Chairman & Managing Director  
Mrs. Shivani Amit Dahanukar,  
Executive Director

**Non - Executive Directors**

Mr. V. B. Haribhakti  
Dr. Vishnu Kanhere  
Dr. Ravindra Bapat  
Mr. C.V. Bijlani  
Mr. Madan Goyal

**Company Secretary**

Mr. Gaurav Thakur

**Statutory Auditors**

Batliboi & Purohit,  
Chartered Accountants

**Internal Auditors**

Devdhar Joglekar & Srinivasan,  
Chartered Accountants

**Solicitors**

W. S. Kane & Co.  
Holla & Holla  
Parekh & Co.  
Deepak Sabarwal & Associates  
Advocate Dharmish Thanai

**Bankers/Financial Institutions**

Punjab National Bank  
Bank of India  
State Bank of India  
Axis Bank Limited  
Corporation Bank  
Development Credit Bank Limited  
The Karur Vysya Bank Limited  
Standard Chartered Bank  
GE Money Financial Services Private Limited

**Shares listed at**

BSE Limited (BSE)  
National Stock Exchange of India Limited (NSE)

**Registered Office & Works**

P. O. Tilaknagar, Tal. Shrirampur,  
Dist. Ahmednagar, Maharashtra – 413 720  
Tel.: 02422-265123 / 265032 / 265092  
Fax.: 02422- 265135

**Corporate Office**

Industrial Assurance Building,  
3<sup>rd</sup> Floor, Churchgate, Mumbai – 400 020  
Tel.: 022-22831716 /18  
Fax.: 022-22046904  
e-mail: investor@tilind.com  
website: www.tilind.com

**Registrar & Share Transfer Agents**

Bigshare Services Pvt. Ltd.  
E-2/3, Ansa Industrial Estate, Sakivihar Road,  
SakiNaka, Andheri (E), Mumbai – 400 072  
Tel.: 022-28470652 / 40430200  
Fax: 022-28475207  
e-mail: investor@bigshareonline.com  
website: www.bigshareonline.com

# Preparing for tomorrow

The cover of our Annual Report 2012-13 represents a fitting picture of the spirit of our enterprise.

Drawing back, taking aim and ready to launch.

At Tilaknagar Industries Ltd., we may have countered headwinds in 2012-13 but implemented a number of initiatives to emerge stronger.

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# At Tilaknagar Industries Ltd., our identity is reflected in a number of our Millionaire brands.

■ Tilaknagar Industries Ltd. (TI) is among India's leading alco-bev business companies with an outstanding collection of brands across the IMFL spectrum comprising whisky, brandy, rum, gin and vodka. These brands include Mansion House, Courier Napoleon, Madiraa, BLACPOWER, White House, Savoy Club, Castle Club and MH VSOP, among others.

■ TI is among a handful of companies to possess four Millionaire brands (Mansion House Brandy, Madiraa Rum, Brigadier's No. 1 Brandy and Vorion No. 1 Indian Brandy). Mansion House is also the world's third-largest brandy brand with sales of 4.57 million cases in 2012-13 and the largest selling brandy in the Canteen Stores Department(CSD).

■ TI enjoys a near pan-India sales play with a strong presence in South India, the country's largest consumer of alcoholic beverages.

■ TI expects to continue to embrace its two-pronged strategy of organic growth (through strategic product launches and continual investments in its brands) and inorganic growth (through forging mutually-beneficial marketing and distribution, manufacturing and branding alliances) that add long-term value for shareholders.

TI is listed on BSE and NSE  
with a market capitalisation of

₹ 7257.96

million at the close of 2012-13  
and a promoter stake of

56.26%

in the Company's equity.



We acquired a 26% stake in Mason & Summers Marketing Services Pvt. Ltd.(MSMSPL) to leverage its vast distribution network in North and East India.

## Key 2012-13 message

- At TI, our 2012-13 performance demonstrates the resilience of our business model as we countered both macroeconomic as well as regulatory challenges, emerged stronger and continued to invest in preparing for tomorrow.
- We sold 13.80 million cases during 2012-13 as compared with 13.24 million cases in 2011-12, which is a fair achievement considering weak consumption, slowing economic growth and an overall depressed sentiment paired with restrictive government controls on liquor distribution, especially in the State of Tamil Nadu.
- We increased our presence in the faster growing markets of India, enhanced our leading brand positions through premium product launches and innovation; we strengthened our access to markets, working with our distributors and customers to expand our footprint.
- Through these initiatives, we invested in preparing for tomorrow and have emerged structurally best-placed to capitalise on the future.

## 2012-13 big highlights – preparing for tomorrow

- With the launch of a slew of premium brands comprising Courier Napoleon Blue, Courier Napoleon Green, Mansion House Whisky and White House Rum, we now possess one of the largest premium product portfolios in India's alco-bev space.
- Signed strategic bottling agreements with Pernod Ricard India Pvt. Ltd.(PRIPL) to manufacture its products at our bottling facilities in Maharashtra and Andhra Pradesh.
- Acquired a 26% stake in Mason & Summers Marketing Services Pvt. Ltd.(MSMSPL) to leverage its vast distribution network in North and East India.
- Entered into a trademark assignment agreement with Mohan Breweries and Distilleries Ltd. (MBDL) for assignment of their trademarks – "Brigadier's No. 1 Brandy" and "Vorion No. 1 Indian Brandy". This strategic alliance with MBDL is expected to positively improve our fortification in the Tamil Nadu Market.