



## **BRADY HOUSE**

W. H. BRADY & COMPANY LIMITED

104<sup>th</sup> ANNUAL REPORT 2016-17

## W. H. BRADY & CO. LIMITED

### BOARD OF DIRECTORS

**MR. PAVAN G. MORARKA** Chairman & Managing Director

**MR. KAUSHIK D. SHAH**

**MR. PINAKI MISRA**

**MR. VAIBHAV P. MORARKA**

**MS. PARAMITA MAHAPATRA**

**MR. RAJIV KUMAR BAKSHI**

### CHIEF FINANCIAL OFFICER

**MR. RAJENDER K. SHARMA**

### COMPANY SECRETARY & COMPLIANCE OFFICER

**MS. KHUSHBU DESAI**

### AUDITORS

C. L. Dalal & Co.

Chartered Accountants

### SECRETARIAL AUDITORS

GMJ & ASSOCIATES

Company Secretaries

### BANKERS

BANK OF BARODA, MUMBAI

AXIS BANK, MUMBAI

PUNJAB NATIONAL BANK, MUMBAI

### REGISTERED OFFICE

"Brady House"

12/14, Veer Nariman Road,

Fort, Mumbai 400 001.

Tel : 22048361-5 | Fax : 22041855

Email : bradys@mtnl.net.in

Website: www.whbrady.in

CIN : L17110MH1913PLC000367

### REGISTRAR & SHARE TRANSFER AGENTS

BIGSHARE SERVICES PVT. LTD.

Unit : 1st Floor, Bharat Tin Works Building,

Opp. Vasant Oasis, Makwana Road,

Marol, Andheri (E) Mumbai 400059.

Tel: 022 62638200

Email: info@bigshareonline.com

### BRANCH AND SALES OFFICES

**AHMEDABAD** - Chamunda Char Rasta, Naroda

**KOLKATA** - Commercial Point, 79, Lenin Sarani

**COIMBATORE** - 222-B, Vivekananda Road, Ramnagar

**CHENNAI** - Swati Complex, Nandanam

**NEW DELHI** - 14/15F, Cannought Place

CONTENTS	PAGE
Notice . . . . .	02
Directors' Report & Annexures . . . . .	10
Auditors' Report . . . . .	35
Balance Sheet . . . . .	40
Profit & Loss Account . . . . .	41
Cash Flow Statement . . . . .	42
Significant Accounting Policies . . . . .	44
Notes 1 to 40 . . . . .	46
Subsidiary Company Statement . . . . .	65
Consolidated Statements . . . . .	67
Subsidiary Company Accounts . . . . .	97
Attendance Slip / Proxy Form . . . . .	159

**NOTICE**

NOTICE is hereby given that the 104th Annual General Meeting (AGM) of the Members of W. H. Brady & Company Limited will be held on Saturday, 23<sup>rd</sup> September 2017 at 11.45 a.m. at Maharashtra Chamber of Commerce Trust, Babasaheb Dhanukar Sabhagriha, Oricon House, 6th Floor, 12, K Dubash Marg, Fort, Mumbai 400 001 to transact the following business:

**ORDINARY BUSINESS:**

1. To receive, consider and adopt:
  - a) the Audited Standalone Financial Statement of the Company for the year ended March 31, 2017, including the Audited Balance Sheet as at March 31, 2017, the Statement of Profit and Loss & Cash Flow Statement for the year ended on that date together with the Reports of the Directors and Auditors thereon.
  - b) the Audited Consolidated Financial Statement of the Company for the year ended March 31, 2017, including the Audited Balance Sheet as at March 31, 2017, the Statement of Profit and Loss & Cash Flow Statement for the year ended on that date together with the Reports of the Auditors thereon.
2. To appoint a Director in place of Mr. Vaibhav Morarka, who retires from office by rotation and being eligible offers himself for re-appointment.
3. To appoint Statutory Auditors, M/s. S. S. Rathi & Co., Chartered Accountants in place of M/s. C. L. Dalal & Co., Chartered Accountants, who retire at the ensuing Annual General Meeting and to fix their remuneration and in this regard 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 Section 139 of the Companies Act, 2013 read with the Companies (Audit and Auditors) Rules, 2014, (including any statutory modification(s) or re-enactment thereof) and pursuant to the recommendations of the Audit Committee and the Board of Directors, M/s. S. S. Rathi & Co., Chartered Accountants, Mumbai (Firm Registration No.108726W with the Institute of Chartered Accountants of India) be and are appointed as the Statutory Auditors of the Company in place of M/s. C. L. Dalal & Co., Chartered Accountants, the retiring Auditors, to hold office from the conclusion of the ensuing AGM until the conclusion of the 109th AGM to be held in 2022 (subject to ratification of the appointment by the members at every AGM held after this AGM) at such remuneration as may be agreed upon by the Audit Committee / Board of Directors in consultation with the Statutory Auditors.”

**SPECIAL BUSINESS:**

4. To consider, and if thought fit to pass with or without modification(s), the following resolution as an **Ordinary Resolution:**

**“RESOLVED THAT** pursuant to provisions of Section 188 and other applicable provisions, if any, of the Companies Act, 2013 and Rules, made thereunder and in terms of applicable provisions of SEBI (LODR) Regulations, 2015, (including any statutory modification(s) or enactment thereof for the time being in force), and also pursuant to the consent of the Audit Committee and the Board of Directors vide resolutions passed in their respective meetings, the approval of the Company be and is hereby accorded to the Material Related Party Transactions to be entered by the company for the Financial Year 2017-18 for a value of ₹ 100 Crores as per details as set out under Item no. 4 of the Explanatory Statement annexed to this Notice and that the Board of Directors be and are hereby authorized to perform and execute all such deeds, matters and things including delegation of such authority as may be deemed necessary or expedient to give effect to this resolution and for the matters connected therewith or incidental thereto.”

**Registered Office :**

Brady House,  
12-14, Veer Nariman Road,  
Fort, Mumbai - 400 001.  
August 04, 2017.

For and on behalf of the Board  
**W. H. Brady & Co. Limited**

**PAVAN G. MORARKA**  
(DIN : 00174796)  
Chairman & Managing Director

**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 AND THE PROXY NEED NOT BE A MEMBER OF THE COMPANY.

THE INSTRUMENT APPOINTING A PROXY SHOULD HOWEVER BE DEPOSITED AT THE REGISTERED OFFICE OF THE COMPANY DULY COMPLETED NOT LESS THAN FORTY EIGHT HOURS BEFORE THE COMMENCEMENT OF THE MEETING.

A person can act as a proxy on behalf of members not exceeding fifty and holding in the aggregate not more than ten percent of the total share capital of the Company carrying voting rights. A member holding more than ten percent of the total share capital of the Company carrying voting rights may appoint a single person as proxy and such person shall not act as a proxy for any other person or shareholder.

2. The business set out in the Notice may be transacted through electronic voting system and the Company is providing facility for voting by electronic means. Instructions and other information relating to e-voting are given in this Notice under Note No. 19.
3. The Statement pursuant to Section 102(1) of the Companies Act, 2013 with respect to the special business set out in the Notice is annexed.
4. Corporate members intending to send their authorized representatives to attend the Meeting pursuant to Section 113 of the Companies Act, 2013 are requested to send to the Company a certified copy of the relevant Board Resolution together with their respective specimen signatures authorizing their representative(s) to attend and vote on their behalf at the Meeting.
5. In case of joint holders attending the Meeting, only such joint holder who is higher in order of names will be entitled to vote.
6. The Register of Directors and Key Managerial Personnel and their shareholding, maintained under Section 170 of the Companies Act, 2013, will be available for inspection by the members at the AGM.
7. The Register of Members and the Share Transfer Books of the Company will remain closed from 19th September, 2017 till 23rd September, 2017 (both days inclusive) for determining the names of members eligible for dividend on Equity Shares, if declared at the Annual General Meeting.
8. The Securities and Exchange Board of India (SEBI) has mandated the submission of Permanent Account Number (PAN) by every participant in securities market. Members holding shares in electronic form are, therefore, requested to submit their PAN to the Depository Participants with whom they maintain their demat accounts. Members holding shares in physical form should submit their PAN to the Registrar /Company.
9. (a) Pursuant to the provisions of Section 124 and 125 of the Companies Act, 2013 dividends for the financial year ended March 31, 2010 and thereafter, which remain unpaid or unclaimed for a period of 7 years will be transferred to the "Investor Education & Protection Fund" ("IEPF") constituted by the Central Government. The Members, who have not encashed their dividend warrant(s) for the Financial Year ended 31st March, 2010 or any subsequent financial year(s) are urged to claim such amount from the Registrar and Share Transfer Agent.
- (b) Further, pursuant to the Provisions of Sections 124 of the Companies Act, 2013 and of the Investor Education and Protection Fund Authority (Accounting, Audit, Transfer and Refund) Rules, 2016, as amended, all shares in respect of which dividend has not been paid or claimed by the shareholder for seven years, the Company is required to transfer such Equity Shares of the members to the Demat Account of the Investor Education and Protection Fund Authority. The Company had sent a communication to all Shareholders concerned and had also published a Notice in the leading Newspaper both in English and Vernacular language, with respect to the formalities and process of such transfer. The Company is in the process to transfer such shares to the Demat Account of Investor Education and Protection Fund Authority.
- (c) The members/claimants whose shares, unclaimed dividend, etc. have been transferred to the "Fund may claim the shares or apply for refund by making an application to IEPF Authority in Form IEPF-5 (available on iep.gov.in) along with requisite fees. The member/claimant can file only one consolidated claim in a financial year as per IEPF Rules.
- (d) Members are requested to claim their unclaimed shares lying with the Company by sending proper documentary evidence to establish their bona fides. Till such claim, as per Para E in Schedule VI of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, voting rights on such shares shall remain frozen.

Details of Unclaimed Dividend with its due date of transfer to Investors Education and Protection Fund are as below:

Sr. No.	Year ended	Date of Declaration	Due date of transfer to IEPF
1.	31.03.2010	18.09.2010	17.10.2017
2.	31.03.2011	12.08.2011	11.09.2018
3.	31.03.2012	29.09.2012	28.10.2019
4.	31.03.2013	28.09.2013	27.10.2020
5.	31.03.2014	27.09.2014	26.10.2021
6.	31.03.2015	26.09.2015	25.10.2022
7.	31.03.2016	12.08.2016	11.08.2023

10. Members desirous of seeking any information concerning the Accounts of the Company are requested to address their queries in writing to the Company at least seven days before the date of the meeting so that the requested information can be made available at the time of the meeting.
11. Members / Proxies are requested to please bring their copies of the Annual Report to the meeting since copies of the Annual Report will not be distributed at the meeting.
12. The shares of the Company are listed on BSE Limited, Mumbai.
13. a. The Company has appointed M/s. BIGSHARE SERVICES PRIVATE LIMITED as Common Registrar & Share Transfer Agent of the Company for physical as well as demat mode of transfers. Members are therefore requested to send their grievances to Registrar & Share Transfer Agent for early disposal at the address as given below.  
  
b. Members holding Shares in physical form and or in dematerialised form are requested to notify immediately any change in their address with PIN CODE to the Registrar and Share Transfer Agent of the Company 1st Floor, Bharat Tin Works Building, Opp. Vasant Oasis, Makwana Road, Marol, Andheri (E) Mumbai 400059 Tel: 022 62638200 or to their Depository Participants.
14. Relevant documents referred to in the Notice and in the Explanatory Statements are open for inspection at the registered office of the Company during office hours on all working days except public holidays between 11.00 a.m. and 1.00 p.m. upto the date of the Annual General Meeting.
15. Members/Proxies are requested to fill the enclosed attendance slip and handover the same at the entrance with signature. In the absence thereof, they may not be admitted to the meeting venue.
16. Members who are holding shares in dematerialised form are requested to bring their Client ID and DP ID numbers for easy identification at the meeting.
17. In all correspondence with the Company, Registrar and Share Transfer Agent, Members are requested to quote their Folio No. and in case their shares are held in demat form; they must quote their DP ID and Client ID Number.
18. Members who have not registered their e-mail addresses so far are requested to register their e-mail address for receiving all communication including Annual Report, Notices, Circulars, etc. from the Company electronically.

### 19. SHAREHOLDER INSTRUCTIONS FOR E-VOTING

- (i) Pursuant to Section 108 of the Companies Act, 2013 read with Rule 20 of the Companies (Management and Administration) Rules, 2014 (as amended from time to time) and sub Regulation (1) & (2) of Regulation 44 of SEBI (Listing Obligations and Disclosures Requirements) Regulations, 2015, the Company is pleased to provide Members facility to exercise their right to vote by electronic means (remote e-voting) and the business may be transacted through remote e-voting services provided by CDSL.
- (ii) The Board of Directors of the Company has appointed M/s. GMJ & Associates, Company Secretaries, Mumbai as Scrutinizer to scrutinise the e-voting and remote e-voting process in a fair and transparent manner and has communicated willingness to be appointed and will be available for same purpose.
- (iii) The facility for voting through e-voting system shall be made available at the Meeting and the members attending the Meeting who have not cast their vote by remote e-voting shall be able to vote at the Meeting through e-voting.
- (iv) The members who have cast their vote by remote e-voting may also attend the Meeting but shall not be entitled to cast their vote again.
- (v) The Company has engaged the services of Central Depository Services Limited (CDSL) as the Agency to provide e-voting facility.
- (vi) Voting rights shall be reckoned on the paid up value of shares registered in the name of the member / beneficial owner (in case of electronic shareholding) as on the cut-off date i.e. 16th September, 2017.
- (vii) A person, whose name is recorded in the register of members or in the register of beneficial owners maintained by the depositories as on the cut-off date, i.e. 16 th September, 2017 only shall be entitled to avail the facility of e-voting / remote e-voting.

- (viii) Any person who becomes a member of the Company after dispatch of the Notice of the Meeting and holding shares as on the cut-off date i.e. 16th September, 2017, may obtain the User ID and password from BIG SHARE SERVICES PRIVATE LIMITED (Registrar & Transfer Agents of the company).
- (ix) The Scrutinizer, after scrutinising the votes cast at the meeting and through remote e-voting, will, not later than three days of conclusion of the Meeting, make a consolidated scrutinizer's report and submit the same to the Chairperson. The results declared along with the consolidated scrutinizer's report shall be placed on the website of the Company ([www.bradys.in](http://www.bradys.in)) and on the website of CDSL <https://www.evotingindia.com>, and shall simultaneously be communicated to the Stock Exchange.
- (x) Subject to receipt of requisite number of votes, the Resolutions shall be deemed to be passed on the date of the Meeting, held on 23rd September, 2017.
- (xi) The instructions for shareholders voting electronically are as under:

The voting period begins 9.00 a.m. (IST) on 20th September, 2017 and ends at 5.00 p.m. (IST) on 22nd September, 2017. During this period shareholders of the Company, holding shares either in physical form or in dematerialized form, as on the cut-off date (record date) of 16th September, 2017 may cast their vote electronically. The e-voting module shall be disabled by CDSL for voting thereafter.

- (i) Log on to the e-voting website [www.evotingindia.com](http://www.evotingindia.com) during the voting period
- (ii) Click on "Shareholders" tab
- (iii) Now, select the "W. H. BRADY & COMPANY LIMITED" from the drop down menu and click on "SUBMIT"
- (iv) Now Enter your User ID
- For CDSL: 16 digits beneficiary ID,
  - For NSDL: 8 Character DP ID followed by 8 Digits Client ID,
  - Members holding shares in Physical Form should enter Folio Number registered with the Company.
- (v) Next enter the Image Verification as displayed and Click on Login.
- (vi) If you are holding shares in demat form and had logged on to [www.evotingindia.com](http://www.evotingindia.com) and voted on an earlier voting of any other company, then your existing password is to be used.
- (vii) If you are a first time user follow the steps given below:

	For Members holding shares in Demat Form and Physical Form
PAN*	<p>Enter your 10 digit alpha-numeric *PAN issued by Income Tax Department (Applicable for both demat shareholders as well as physical shareholders)</p> <ul style="list-style-type: none"> <li>● Members who have not updated their PAN with the Company/Depository Participant are requested to use the first two letters of their name and the last 8 digits of the demat account/folio number in the PAN field.</li> <li>● In case the folio number is less than 8 digits enter the applicable number of 0's before the number after the first two characters of the name in CAPITAL letters. Eg. If your name is Ramesh Kumar with folio number 100 then enter RA00000100 in the PAN field.</li> </ul>
DOB#	Enter the Date of Birth as recorded in your demat account or in the company records for the said demat account or folio in dd/mm/yyyy format.
Dividend Bank Details#	<p>Enter the Dividend Bank Details as recorded in your demat account or in the company records for the said demat account or folio.</p> <p>Please enter the DOB or Dividend Bank Details in order to login. If the details are not recorded with the depository or company please enter the number of shares held by you as on the cut off date in the Dividend Bank details field.</p>

- (viii) After entering these details appropriately, click on “**SUBMIT**” tab.
- (ix) Members holding shares in physical form will then reach directly the Company selection screen. However, members holding shares in demat form will now reach 'Password Creation' menu wherein they are required to mandatorily enter their login password in the new password field. Kindly note that this password is to be also used by the demat holders for voting for resolutions of any other company on which they are eligible to vote, provided that company opts for e-voting through CDSL platform. It is strongly recommended not to share your password with any other person and take utmost care to keep your password confidential.
- (x) For Members holding shares in physical form, the details can be used only for e-voting on the resolutions contained in this Notice.
- (xi) Click on the EVSN for “**W. H. BRADY & COMPANY LIMITED**”
- (xii) On the voting page, you will see “**RESOLUTION DESCRIPTION**” and against the same the option “**YES/NO**” for voting. Select the option **YES** or **NO** as desired. The option **YES** implies that you assent to the Resolution and option **NO** implies that you dissent to the Resolution.
- (xiii) Click on the “**RESOLUTIONS FILE LINK**” if you wish to view the entire Resolution details.
- (xiv) After selecting the resolution you have decided to vote on, click on “**SUBMIT**”. A confirmation box will be displayed. If you wish to confirm your vote, click on “**OK**”, else to change your vote, click on “**CANCEL**” and accordingly modify your vote.
- (xv) Once you “**CONFIRM**” your vote on the resolution, you will not be allowed to modify your vote.
- (xvi) You can also take out print of the voting done by you by clicking on “**Click here to print**” option on the Voting page.
- (xvii) If Demat account holder has forgotten the changed password then Enter the User ID and the image verification code and click on Forgot Password & enter the details as prompted by the system.
- (xviii) Note for Non Individual Shareholders and Custodians
- Non Individual shareholders (i.e. other than Individuals, HUF, NRI etc.) and Custodian are required to log on to <https://www.evotingindia.co.in> and register themselves as Corporate.
  - A scanned copy of the Registration Form bearing the stamp and sign of the entity to [helpdesk.evoting@cdslindia.com](mailto:helpdesk.evoting@cdslindia.com).
  - After receiving the login details a compliance user should be created using the admin login and password. The Compliance user would be able to link the account(s) which they wish to vote on.
  - The list of accounts should be mailed to [helpdesk.evoting@cdslindia.com](mailto:helpdesk.evoting@cdslindia.com) and on approval of the accounts they would be able to cast their vote.
  - A scanned copy of the Board Resolution and Power of Attorney (POA) which they have issued in favour of the Custodian, if any, should be uploaded in PDF format in the system for the scrutinizer to verify the same.
- (xix) In case you have any queries or issues regarding e-voting, you may refer the Frequently Asked Questions (“FAQs”) and e-voting manual available at [www.evotingindia.co.in](http://www.evotingindia.co.in) under help section or write an email to [helpdesk.evoting@cdslindia.com](mailto:helpdesk.evoting@cdslindia.com)

**Registered Office :**  
Brady House,  
12-14, Veer Nariman Road,  
Fort, Mumbai - 400 001.  
August 04, 2017.

For and on behalf of the Board  
**W. H. Brady & Co. Limited**

**PAVAN G. MORARKA**  
(DIN : 00174796)  
Chairman & Managing Director



**ANNEXURE TO THE NOTICE**

**Explanatory Statement pursuant to the provisions of Section 102 of the Companies Act, 2013.**

**Item No. 4**

As per Regulation 23 of (SEBI LODR) Regulations, 2015 transactions with a related party shall be considered material if the transaction(s) to be entered into individually or taken together with previous transactions during a financial year exceeds 10(ten) percent of the annual consolidated turnover of the Company as per the last Audited Financial Statements of the Company and shall require approval of the shareholders through resolution in General Meeting. Accordingly transactions with M/s. Brady & Morris Engg. Co. Ltd. (a 'Related Party' as defined under Section 2(76) of Companies Act, 2013 and Regulation 2 (zb) of the Listing Regulations) has been placed before the Members for their approval by way of Ordinary Resolution.

The particulars of the contracts/ arrangements/transactions are as under:

<b>Name of the Related Party</b>	Brady & Morris Engineering Co. Ltd.
<b>Nature of Relationship</b>	Subsidiary
<b>Name of Director(s) or Key Managerial</b>	Mr. Pavan G. Morarka & Mr. Vaibhav Morarka
<b>Nature and Particulars of transactions</b>	Purchase of goods & materials.
<b>Material terms of the Contracts/ Arrangement/ Transactions</b>	The transactions are in the ordinary course of business and on arm's length basis.
<b>Duration of these Related Party Transactions</b>	These transactions are on-going depending upon the needs of business.
<b>Value of Related Party Transaction for the financial year 2017-18</b>	Aggregate amount of ₹ 100 Crores annually.
<b>Any other information relevant or important for the Members to make a decision.</b>	None

**Registered Office :**  
Brady House,  
12-14, Veer Nariman Road,  
Fort, Mumbai - 400 001.  
August 04, 2017.

For and on behalf of the Board  
**W. H. Brady & Co. Limited**

**PAVAN G. MORARKA**  
(DIN : 00174796)  
Chairman & Managing Director

## DIRECTORS' REPORT

Dear Shareholders,

Your Directors take pleasure in presenting the One Hundred & Fourth Annual Report on the business and operations of your Company together with the Audited Accounts for the financial year ended 31st March, 2017.

### 1. FINANCIAL HIGHLIGHTS:

NO.	PARTICULARS	2016-17 (₹ in Lacs)	2015-16 (₹ in Lacs)
a)	Gross Turnover	<u>2,217.96</u>	<u>2,028.29</u>
b)	Operating Profit before Interest and Depreciation	541.70	610.36
c)	Less : Interest	<u>90.63</u>	<u>115.81</u>
d)	Profit Before Depreciation	451.07	494.55
e)	Less : Depreciation	<u>91.75</u>	<u>100.54</u>
f)	Profit before exceptional items	359.32	394.01
g)	Add/(Less) : Exceptional items	<u>41.96</u>	<u>(8.15)</u>
h)	Profit before Tax	401.28	385.86
i)	Less: Tax for the year:		
	(i) Current /Earlier Year	84.45	82.04
	(ii) Deferred	<u>4.69</u>	<u>8.76</u>
j)	Profit after Tax	312.14	295.06
k)	Add/(Less) Prior year adjustments	<u>(0.05)</u>	<u>(0.40)</u>
l)	Profit for the year	312.09	294.66
m)	Add: Balance brought forward from the previous year	<u>1,650.34</u>	<u>1,408.70</u>
n)	Profit available for appropriations	1,962.43	1,703.36
o)	Less: Appropriations:-		
	i) Proposed Dividend	-	19.13
	ii) Tax on proposed Dividend	-	3.89
	iii) Transfer to General Reserve	-	30.00
p)	Balance carried to Balance Sheet	<u>1,962.43</u>	<u>1,650.34</u>
	<b>EPS</b>	<b>12.24</b>	<b>11.57</b>