# 28th Annual Report 2010-11



**Sah Petroleums Limited** 



Directors : Mr. Rajendra Sah - Chairman

Mr. Vivek Sah - Managing Director

Mr. Aditya Sah - Joint Managing Director

Mr. Bruno P.Y.G. Seghin - Director

Mr. Noshir B. Dubash
 Independent, Non Executive Director
 Mr. Alok D. Sukhani
 Independent, Non Executive Director
 Mr. Pradip C. Shah
 Independent, Non Executive Director
 Mr. Vinay G. Rao
 Independent, Non Executive Director

Company Secretary : Mr. D. Malla Reddy

Auditors : N.D. Daga & Co.

**Chartered Accountants** 

5/2, Tardeo AC Market Building, Tardeo Road, Mumbai – 400 034.

Bankers : Axis Bank Ltd, Nariman Point, Mumbai - 400 021.

Dena Bank, Sachivalaya Corner, Mumbai - 400 021.

IDBI Bank, Mumbai.

Registered Office : 406/407, Embassy Centre, Nariman Point, Mumbai-400 021.

Registrars & Share Transfer Agents

Sharex Dynamic (India) Pvt. Ltd. Unit-1, Luthra Industrial Premises, Andheri Kurla Road, Safed Pool, Andheri(E)-Mumbai - 400 072.

Telephone No: 28515606/28515644: Fax: 28512885

**Plant Locations** 

1) Plot No. 5 to 14, Behind Dewan & Shah Indl. Estate, Village: Valiv, Vasai (E), Dist: Thane, India.

2) Survey No. 97 / 2, Daman Industrial Estate, Kadaiya, Daman Pataliya Road, Nani Daman – 396 210.

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#### NOTICE

Notice is hereby given that the Twenty Eighth Annual General Meeting of the Members of Sah Petroleums Limited will be held on Friday, the 30th September, 2011 at 10.00 A.M. at M.C. Ghia Hall, Bhogilal Hargovindas Building, 18/20, Kaikhushru Dubash Marg, Mumbai – 400 001 to transact the following business:

#### **ORDINARY BUSINESS:**

- To receive, consider and adopt the Audited Profit & Loss Account for the year ended 31st March, 2011 and the Balance Sheet as at that date, together with the Report of the Board of Directors and the Auditors thereon.
- 2. To declare dividend on Equity Shares for the year ended 31st March, 2011.
- To appoint a Director in place of Mr. Alok D. Sukhani, who retires by rotation and being eligible, offers himself for reappointment.
- To appoint a Director in place of Mr. Noshir B. Dubash, who retires by rotation and being eligible, offers himself for reappointment.
- To appoint the Auditors of the Company to hold office upto the conclusion of the next Annual General Meeting and fix their remuneration.

By order of the Board For **SAH PETROLEUMS LIMITED** 

**D. MALLA REDDY**Company Secretary

Mumbai, 12th August, 2011. **Registered Office:**406/407, Embassy Centre,
Nariman Point, Mumbai – 400 021

#### NOTES:

- 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 a proxy need not be a member of the company.
- The instrument(s) appointing the proxy, if any, shall be delivered at the Registered Office of the Company, not less than forty eight (48) hours before the commencement of the Meeting and in default, the instrument of proxy shall be treated as invalid. Proxies shall not have any right to speak at the meeting.
- Members are requested to address all their correspondence including change of address and e-mail registration, etc. to the Company's Registrar and Transfer Agent, Sharex Dynamic (India) Pvt. Ltd. Unit-1, Luthra Industrial Premises, Safed Pool, Andheri Kurla Road, Andheri (E), Mumbai – 400 072.
- 4. The Ministry of Corporate Affairs has taken a Green initiative in Corporate Governance by allowing paperless compliance by companies. Accordingly companies can now send various documents electronically to those shareholders who register their email addresses. To receive all communications including Annual Reports by e-mail:
  - Holders of shares in physical form are requested to send e-mail registration details to the share transfer agents, M/s. Sharex Dynamic (India) Pvt. Limited, Mumbai-400 072.

- Members holding shares in demat form may register their e-mail IDs with their depository participant.
- 5. The Register of Members and Share Transfer Books of the Company will remain closed from 24-09-2011 to 30-09-2011 (both days inclusive) for the purpose of determination & entitlement of payment of dividend, if declared, at the ensuing Annual General Meeting. The dividend will be paid on or before 29th October 2011.
- 6. Pursuant to the provisions of Section 205C of the Companies Act, 1956 as amended, IPO share application money, dividend warrants and others for the financially year 2004-05, which remains unpaid or unclaimed for a period of 7 years will be transferred to "Education and Protection Fund" of the Central Government on their due dates. Therefore, Members advised to write to the Company regarding their unclaimed dividends and if any for the financial year 2004-05 to 2009-10 with out delay.
- 7. Members desiring any information as regards the Accounts are requested to write to the G. M. (Finance) at the address of Registered Office of the Company at least seven days before the date of the meeting, so that the requisite information is made available at the meeting.
- 8. Members / Proxies are requested to bring the Attendance Slip duly filled in.
- Members are requested to bring their copies of the Annual Report to the meeting.
- Details of Directors seeking appointment and reappointment at the ensuing Annual General Meeting (in pursuance of Clause 49 of the Listing Agreement).

Name of Director	Mr. Alok D. Sukhani	Mr. Noshir B. Dubash
Date of Birth	6/12/1963	14/04/1941
Nationality	Indian	Indian
Date of Appointment on Board	5/4/2004	5/4/2004
Qualifications	B.Com (Hons)	BA, LLB
Expertise in Functional	Business	Legal
Area	Individual	Professional
No. of Shares held in the Company (as on 31.03.2011)	NIL	NIL
List of Directorships held in other Companies	NIL	NIL
Chairman/Member Committee of Boards of other Companies in which he is a Director	NIL	NIL

By order of the Board For **SAH PETROLEUMS LIMITED** 

**D. MALLA REDDY**Company Secretary

Mumbai, 12th August, 2011. **Registered Office:**406/407, Embassy Centre,
Nariman Point, Mumbai – 400 021



		Balance Sheet				
		Year Ended March 31,2011 Rs.	Year Ended March 31,2010 Rs.	Year Ended March 31,2009 Rs.	Year Ended March 31,2008 Rs.	Year Ended March 31,2007 Rs.
I SO	DURCES OF FUNDS	1101	110.	110.	110.	110.
1						
	a. Share Capital	220,000,000	220,000,000	220,000,000	160,000,000	160,000,000
	b. Reserves and Surplus Less: Revaluation Reserve	1,042,673,000 32,871,079	888,088,746 33,855,845	950,802,390 34,840,611	711,601,342 35,825,377	566,465,651 36,810,143
	Less. Nevaluation Neserve	1,009,801,921	854,232,901	915,961,779	675,775,965	529,655,508
	Net Worth	1,229,801,921	1,074,232,901	1,135,961,779	835,775,965	689,655,508
2						
	a. Secured Loans b. Unsecured Loans	-	-	-	04 105 000	74.050.000
	D. Onsecured Loans	<del></del>			94,185,000 94,185,000	74,950,000 74,950,000
3	Deferred Tax Liability	21,979,974	12,393,847	9,454,814	7,395,423	5,193,650
	Total	1,251,781,895	1,086,626,748	1,145,416,593	937,356,388	769,799,158
	PLICATION OF FUNDS					
1	Fixed Assets a. Gross Block	462,523,735	431,722,340	356,557,329	283,986,448	223,002,657
	b. Less: Depreciation	103,577,089	85,950,738	68,283,587	55,353,366	45,401,321
	c. Net Block	358,946,646	345,771,602	288,273,742	228,633,082	177,601,336
	d. Capital Work-In-Progress		11,387,033	23,574,981	6,155,516	30,873,393
	Less: Revaluation Reserve	358,946,646 328,710,079	357,158,635 33,855,845	311,848,723 34,840,611	234,788,598 35,825,377	208,474,729 36,810,143
	Less. Revaluation reserve	326,075,567	323,302,790	277,008,112	198,963,221	171,664,586
2	Investments	410,360,889	411,578,142	343,380,533	317,837,905	117,553,740
3	Current Assets, Loans and Advances	, ,				
	a. Inventories	790,709,355	561,809,557	523,973,962	330,080,384	228,270,120
	b. Sundry Debtors c. Cash and Bank Balances	1,066,452,645 229,753,973	766,448,302	863,735,309	737,892,933	487,124,806
	d. Loans and Advances	1,056,966,806	193,040,404 182,745,114	439,774,212 174,265,929	168,736,195 148,483,685	51,604,201 100,231,618
	a. Edulo dila Advando	3,143,882,779	1,704,043,377	2,001,749,412	1,385,193,197	867,230,745
	Less: Current Liabilities and Provisions					
	a. Current Liabilities	2,623,466,876	1,349,511,064	1,469,477,617	923,654,209	412,859,582
	b. Provisions	5,070,464 2,628,537,340	2,786,497 1,352,297,561	7,243,847 1,476,721,464	40,983,726 964,637,935	412,859,582
	Net Current Assets	515,345,439	351,745,816	525,027,948	420,555,262	454,371,163
4	Miscellaneous Expenditure (To the extent not written off or adjusted) Share Issue Expenses	-	-	-	-	26,209,669
	Total	1,251,781,895	1,086,626,748	1,145,416,593	937,356,388	769,799,158
		Profit & Loss Account	V = 1.1	V = 1.1	V = 1.1	V = 1 1
		Year Ended March 31,2011	Year Ended March 31,2010	Year Ended March 31,2009	Year Ended March 31,2008	Year Ended March 31,2007
		Rs.	Rs.	Rs.	Rs.	Rs.
INCON		4 400 040 004	0.470.700.500	0.000.054.570	0.000.005.007	0.000 175 005
	Turnover	4,139,012,061	3,173,793,508 393,220,259	2,933,654,572	2,398,225,997	2,090,175,295
Net Tu	Excise Duty rnover	499,688,835 3,639,323,226	2,780,573,249	<u>380,137,691</u> 2,553,516,881	343,120,966 2,055,105,031	293,498,198 1,796,677,097
	Income	64,165,812	120,544,522	(114,471,432)	67,094,392	23,873,399
Increas	se/(Decrease) in Finished Goods	29,940,293	(109,547,263)	202,150,039	36,173,802	31,614,076
=\/>=	VOITURE	3,733,429,331	2,791,570,508	2,641,195,488	2,158,373,225	1,852,164,572
	NDITURE	2,644,025,129	2,054,395,521	2,062,291,815	1,570,251,926	1,477,909,803
Materia Staff C		128,339,391	112,567,462	89,155,291	45,392,263	24,586,739
	Manufacturing Expenses	275,631,703	162,945,395	194,451,913	126,936,215	87,022,056
	istration Expenses	81,187,940	73,265,392	54,987,584	43,512,909	50,544,376
Selling	& Distribution Expenses	<u>361,365,953</u>	363,522,995	140,495,167	105,104,763	74,025,859
DBUE	IT BEFORE INTEREST, DEPRECIATION & TAX	3,490,550,116 242,879,214	2,766,696,765 24,873,744	2,541,381,770 99,813,718	1,891,198,076 267,175,149	1,714,088,833 138,075,739
Interes	,	44,920,071	65,907,292	81,044,677	38,855,402	13,489,355
Depred	ciation	20,712,392	17,242,217	13,365,301	10,130,175	7,466,481
	IT BEFORE TAX	177,246,751	(58,275,766)	5,403,740	218,189,572	117,119,903
	ion for Tax - Current Tax	35,500,000 4,694,627	2,939,033	568,000 2,050,301	22,000,000	13,000,000
	eferred Tax inge Benefit Tax	4,694,627	کربارکنی -	2,059,391 2.840,000	2,201,773 1,826,000	1,856,000 1,500,000
	kchange Rate Difference	-	-		28,800,000	1,500,000
- M	AT Credit Entitlement	(28,258,597)		(568,000)	(21,010,000)	
PROF	IT FOR THE YEAR	165,310,721	(61,214,799)	504,349	184,371,799	100,763,903
	g Per Share	3.59	(1.39)	0.01	5.76	3.15
	/alue Per Share	27.95	24.41	25.82	26.12	21.55
Dividei	nd Payment Track Record	✓	✓	✓	/	✓
		2				



#### **DIRECTORS' REPORT**

#### To

#### The Members,

The Directors have pleasure in presenting their Twenty Eighth Annual Report together with the Audited Accounts for the year ended 31st March 2011.

#### 1. FINANCIAL RESULTS:

(₹In Lacs)

Particulars	2010-11	2009-10
Gross Turnover	41390.12	31737.93
Profit before Depreciation, Interest		
& Taxation	2428.79	248.74
Interest & Financial Charges	449.20	659.07
Depreciation	207.12	172.42
Profit before Taxation	1772.46	(582.75)
Provision for taxes including		
Deferred tax	119.36	29.39
Profit for the year after taxation	1653.10	(612.14)
Prior Period Adjustments (Net)	71.74	-
Balance brought forward from		
previous year	3415.56	4032.84
Amount available for appropriation	4996.92	3420.70
Appropriations:		
-Proposed Dividend	22.00	4.40
-Tax on Dividends	3.65	0.74
-Residual Dividend	0.02	-
-General Reserve	4.94	
Total	30.61	5.14
Balance carried to Balance Sheet	4966.31	3415.56

#### 2. BUSINESS RESULTS:

Gross turnover for the year ended 31st March, 2011 amounted to ₹41,390.12 lacs as compared to ₹31,737.93 lacs for last year, registering a growth of 30.41%. The profit for the year stood at ₹1,653.10 lacs against the loss of ₹612.14 lacs in the previous year.

#### 3. DIVIDEND:

The Board of Directors, at its meeting held on 12th August, 2011, recommended dividend of ₹ 0.05 per share (1%) on the Equity Shares of ₹ 5/- each for the year ended 31st

March, 2011. The dividend will be paid subject to approval of Shareholders at the ensuing Annual General Meeting.

#### 4. DIRECTORS:

Directors Mr. Alok D. Sukhani and Mr. Noshir B. Dubash, retire by rotation at the forthcoming Annual General Meeting and being eligible, offer themselves for re-appointment. A brief resume, nature of expertise, details of directorships held in other companies and shareholding in the company as stipulated under clause 49 of the listing agreement with the stock exchanges is appended as an annexure to the notice of the ensuing Annual General Meeting.

#### 5. FIXED DEPOSITS:

Your Company has not accepted any Fixed Deposits from the Public and therefore is not required to furnish information in respect of outstanding deposits under Non-Banking Non-Financial Companies (Reserve Bank) Directions, 1966 and Companies (Acceptance of Deposits) Rules, 1975.

#### 6. AUDITORS:

The Auditors of the Company Messrs. N.D. Daga & Co., Chartered Accountants retire at the ensuing Annual General Meeting of the Company and have given their consent for re-appointment. The company has also received Certificate from them under section 224(1B) of the Companies Act, 1956.

#### 7. PARTICULARS OF EMPLOYEES:

The company has not paid any remuneration attracting the provisions of Section 217(2A) of the Companies Act, 1956, read with the Companies (Particulars of Employees) Rules, 1975. Hence no information is required to be appended.

#### 8. CORPORATE GOVERNANCE:

Your Company has complied with the requirements of Clause 49 of the listing agreement regarding Corporate Governance. A report on the Corporate Governance practices followed by the Company, the Auditors' Certificate on compliance of mandatory requirements thereof and Management Discussion and Analysis are given as annexure to this report.



#### 9. CODE OF CONDUCT:

Your Company is committed to conducting its business in accordance with the applicable laws, rules and regulations and highest standards of business ethics. In recognition thereof, the Board of Directors has implemented a Code of Conduct for adherence by the Directors and Senior Management Personnel of the Company. This helps in dealing with ethical issues and also in fostering a culture of accountability and integrity.

#### 10. DIRECTORS' RESPONSIBILITY STATEMENT:

Pursuant to Section 217 (2AA) of the Companies Act, 1956, your Directors confirm that:

- in the preparation of annual accounts, the applicable Accounting Standards have been followed and that no material departures have been made from the same;
- (ii) they have selected such accounting policies and applied them consistently and made judgments and estimates that are reasonable and prudent so as to give a true and fair view of the state of affairs of the company as at 31st March, 2011 and of the profit of the company for the year ended on that date;
- (iii) they have taken proper and sufficient care for the maintenance of adequate accounting records in accordance with the provisions of Companies Act, 1956, for safeguarding the assets of the company and for preventing and detecting fraud and other irregularities;
- (iv) they have prepared the annual accounts on a going concern basis.

# 11. CONSERVATION OF ENERGY, TECHNOLOGY ABSORPTION AND FOREIGN EXCHANGE EARNINGS / OUTGO:

#### i. CONSERVATION OF ENERGY:

The Company's operations involve low energy consumption. Adequate measures have, however, been taken to conserve energy.

#### ii. TECHNOLOGY ABSORPTION:

The Company is carrying on Research and Development in manufacturing process and the R & D is busy in developing new products to absorb full Technology available with Company.

#### iii. FOREIGN EXCHANGE EARNINGS / OUTGO:

(a) Earnings in Foreign Exchange

Export of Sales (FOB) : ₹ 18,42,69,267/-

(b) Expenditure in Foreign Exchange

 Import of Raw Material
 : ₹2,04,92,51,539/ 

 Foreign Travelling
 : ₹15,19,269/ 

 Royalty
 : ₹69,480/ 

 Others
 : ₹4,00,41,585/ 

#### 12. INDUSTRIAL RELATIONS:

Industrial Relations continued to remain cordial and peaceful.

#### 13. ACKNOWLEDGEMENT:

Your Directors wish to place on record their appreciation of the employees at all levels for their dedicated service and contribution to the growth and prosperity of the Company. Your directors also wish to place on record their appreciation for the assistance and co-operation received from Central & State Governments, banks, shareholders and business associates.

On behalf of the Board

Place: Mumbai RAJENDRA SAH
Date: 12th August, 2011 Chairman



#### **CORPORATE GOVERNANCE**

#### 1. COMPANY'S PHILOSOPHY

Sah Petroleums Limited's philosophy on good Corporate Governance envisages a combination of business practices that result in enhancement of the value of the Company to the shareholders and simultaneously enable the Company to fulfill its obligations to other stakeholders such as customers, employees, vendors, dealers, financier's and to the society at large. Your Company firmly believes that such practices are founded upon the core values of transparency, professionalism, empowerment, equity and accountability.

Your Company makes best endeavors to uphold and nurture these core values in all facets of its operations and aims to increase and sustain its corporate value through growth and innovation. Your Company is fully committed to and continues to follow procedures and practices in conformity with the Code of Corporate Governance as recommended by SEBI Guidelines in clause 49 of the Listing Agreement with the Stock Exchanges, is set out below:

#### 2. BOARD OF DIRECTORS

#### 2.1. Composition

The Board of Directors as at 31st March, 2011 comprises of following Eight Directors, out of which four are the Non-Executive & Independent Directors. None of the Non-Executive Directors have any material pecuniary relationship or transactions with the company.

Name of the Director	Position
Mr. Rajendra Sah	Chairman
Mr. Vivek Sah	Managing Director
Mr. Aditya Sah	Joint Managing Director
Mr. Bruno P.Y.G. Seghin	Director
Mr. Noshir B. Dubash	Non-Executive & Independent Director
Mr. Alok Sukhani	Non-Executive & Independent Director
Mr. Pradip C. Shah	Non-Executive & Independent Director
Mr. Vinay G. Rao	Non-Executive & Independent Director

#### 2.2. Meetings and attendance record of each Director

Sah Petroleums Limited held Seven Board Meetings during the year ended 31st March, 2011. These were as under:

13th May, 2010, 10th August, 2010, 21st October, 2010, 11th November, 2010, 7th February, 2011, 1st March, 2011 and 28th March, 2011.

Director's attendance record and directorships held:

Name of the	Attendance Particulars		No. of Other		
Director	Board	Last AGM	Director-	Committee	Committee
	Meetings		ships	Member-	Chairman-
				ships	ships
Mr. Rajendra Sah	7	Yes	Nil	Nil	1
Mr. Vivek Sah	7	Yes	Nil	Nil	Nil
Mr. Aditya Sah	7	Yes	Nil	1	Nil
Mr. Bruno P.Y.G.					
Seghin	1	No	13	Nil	Nil
Mr. N. B. Dubash	6	Yes	Nil	2	1
Mr. Alok Sukhani	7	No	Nil	2	Nil
Mr. Pradip C. Shah	7	Yes	Nil	1	1
Mr. Vinay G. Rao	7	No	Nil	Nil	Nil

#### 2.3. Directors proposed to be reappointed

The brief particulars of the Directors of the Company proposed to be reappointed at the ensuing Annual General Meeting are as under:

Mr. Alok D. Sukhani, B.Com (Hons) aged 48 years and possesses rich experience in the industrial field. He is a member of the Shareholder Investors/ Grievances Committee and Audit Committee of the Company.

Mr. Noshir B. Dubash, B.A., LLB, aged 70 years and possesses rich experience in the Legal, Administration and Company Law matters for more than 45 years. He is the chairman of the Shareholder Investors/ grievances Committee and a member of the Audit Committee of the Company.

#### 3. BOARD COMMITTEES:

#### (a) AUDIT COMMITTEE

- i) The Audit Committee comprises of three independent non-executive directors, Mr. Pradip C. Shah, Mr. Noshir B. Dubash and Mr. Alok D. Sukhani. Mr. Pradip C. Shah is a Chairman of the Audit Committee.
- ii) The Audit Committee met four times during the year i.e., 13th May, 2010, 10th August, 2010, 11th November, 2010 and 7th February, 2011. Attendance record of each member is as under:

Sr. No.	Name of the Director	No. of Meetings attended
1	Mr. Pradip C. Shah - (Chairman)	4
2	Mr. Noshir B. Dubash	3
3	Mr. Alok D. Sukhani	4



iii) The Committee acts as a link between the Management, Statutory Auditors and the Board of Directors and oversees the financial reporting process.

### (b) SHAREHOLDERS/INVESTORS GRIEVANCE COMMITTEE

- The Shareholders'/Investors' Grievance Committee comprises of three directors, Mr. Noshir B. Dubash, Mr. Alok D. Sukhani and Mr. Aditya Sah.
- ii) The Committee met four times during the year i.e., on 13th May, 2010, 29th July, 2010, 14th October, 2010 and 10th February, 2011. The attendance record of each member is as under:

Sr. No.	Name of the Director	No. of Meetings attended.
1	Mr. Noshir B. Dubash - (Chairman)	4
2	Mr. Alok D. Sukhani	4
3	Mr. Aditya Sah	4

The shareholders/investors grievance committee specifically looks into redressing of shareholders' and investors' complaints such as transfer of shares, non-receipt of dividend warrants, others if any and ensures expeditious share transfer process.

#### 4. ANNUAL GENERAL MEETINGS

The Annual General Meetings (AGM) of the company was held at the following places in the last three years.

Year	Date	Time	Venue
2007-08	30.09.2008	10.00 A.M.	M.C. Ghia Hall, Bhogilal Hargovindas Building, 18/20, Kaikhushru Dubash Marg, Mumbai– 400 001.
2008-09	30.09.2009	10.00 A.M.	M.C. Ghia Hall, Bhogilal Hargovindas Building, 18/20, Kaikhushru Dubash Marg, Mumbai– 400 001.
2009-10	30.09.2010	10.00 A.M.	M.C. Ghia Hall, Bhogilal Hargovindas Building, 18/20, Kaikhushru Dubash Marg, Mumbai– 400 001.

No Special Resolutions were put through postal ballot by the Company during the Financial Year 2010-11.

#### 5. CODE OF CONDUCT

The Board of Directors has adopted the Code of Business Conduct and Ethics for all Directors of the Company and Senior Management personnel. The Code of Conduct provisions has been communicated to the directors and members of the Senior Management personnel. The Code has also been posted on the Company's website – www.sahpetroleums.com

#### 6. DISCLOSURES

There were no materially significant related party transactions during the year having conflict with the interest of the company.

The Company has complied with all requirements of the Listing Agreement with the Stock Exchanges as well as regulations and guidelines of SEBI. No penalties were levied by SEBI, Stock Exchanges or any other Statutory Authorities nor passed strictures on matters relating to capital markets during the financial year.

#### 7. CEO/CFO CERTIFICATION

#### The CEO and the CFO certified to the Board that:

- They have reviewed the balance sheet and profit and loss account and all its schedules and notes to accounts, as well as the cash flow statement:
- Based on their knowledge, information and belief, these statements do not contain any untrue statement of a material fact or omit to state a material fact that might be misleading with respect to the statements made:
- Based on their knowledge, information and belief, the financial statements and other financial information included in this Report present a true and fair view of the Company's affairs for the period presented in this Report and are in compliance with the existing accounting standards, applicable laws and regulations;
- To the best of their knowledge, information and belief, no transactions entered into by the Company during the year are fraudulent, illegal or violative of the Company's Code of Conduct;
- They are responsible for establishing and maintaining internal controls for financial reporting and have evaluated the effectiveness of the internal control systems of the Company pertaining to financial reporting;
- 6. They have disclosed, based on their most recent evaluation, wherever applicable, to the Company's Auditors and the Audit Committee of the Company's Board of Directors all significant deficiencies in the design or operation of internal controls, if any, of which they are aware and the steps taken or proposed to be taken to rectify the deficiencies;



They have indicated to the Auditors and the Audit Committee:

- Significant changes in the Company's internal control over financial reporting during the year;
- all significant changes in accounting policies during the year, if any, and that the same have been disclosed in the notes to the financial statements:
- any fraud, whether or not material, that involves management or other employees who have a significant role in the Company's internal control system over financial reporting.

#### 8. MEANS OF COMMUNICATION

The quarterly, half-yearly and yearly results of the Company were published as under.

Quarter (F.Y.2010-11)	Date of Publication	Name of the Newspaper
First	12.08.2010	The Free Press Journal & Navshakti – Mumbai
Second	13.11.2010	The Free Press Journal & Navshakti – Mumbai
Third	09.02.2011	The Free Press Journal & Navshakti – Mumbai
Fourth	16.05.2011	The Free Press Journal & Navshakti – Mumbai

#### 9. GENERAL SHAREHOLDERS INFORMATION

Annual General Meeting

Date and Time : 30th September, 2011 at 10.00 A.M.

Venue : M.C. Ghia Hall, Bhogilal Hargovindas

Building, 18/20, Kaikhushru Dubash Marg,

Mumbai - 400 001.

Book Closure : 24th September, 2011 to 30th September, 2011.

(Both days inclusive)

#### **Dividend Date**

The Board of Directors recommended dividend of  $\stackrel{?}{\stackrel{?}{?}}$  0.05 per share (1%) on the Equity Shares of  $\stackrel{?}{\stackrel{?}{?}}$  5/- each. The dividend will be paid on or before 29th October 2011, after its approval of Shareholders at the ensuing Annual General Meeting.

#### **Financial Calendar**

Financial Year : 1st April 2011 to 31st March 2012

Results Announcements :

First quarterly results : Second week of August, 2011
Second quarterly results : Second week of November, 2011
Third quarterly results : Second week of February, 2012
Fourth quarterly/ : Second week of May, 2012 or
Audited results by 30th May, 2012.

#### **Listing of Securities**

- a. National Stock Exchange of India Limited, Mumbai.
- b. Bombay Stock Exchange Limited, Mumbai.
- c. Stock Symbol at the National Stock Exchange,
  Mumbai : SAHPETRO
- d. Stock Code at the Bombay Stock Exchange, Mumbai : 532543
- e. ISIN No. for Dematerialisation of shares: INE586G01017

#### **Market Price Data**

High & Low price for shares traded during each month in the financial year at the National Stock Exchange of India Limited and the Bombay Stock Exchange Limited, Mumbai.

	NS	SE	В	SE
Month	High (₹)	Low (₹)	High (₹)	Low (₹)
April, 2010	29.60	18.90	29.55	18.95
May, 2010	24.60	19.50	26.20	19.00
June, 2010	24.00	18.00	24.10	18.00
July, 2010	27.70	20.50	27.55	21.00
August, 2010	23.70	21.10	23.70	20.75
September, 2010	24.85	21.00	25.00	21.15
October, 2010	24.80	20.40	24.95	21.50
November, 2010	30.60	21.90	30.40	21.75
December, 2010	31.25	23.75	30.30	23.30
January, 2011	28.40	22.15	28.00	22.00
February, 2011	24.30	20.95	24.05	20.95
March, 2011	25.90	21.70	25.60	21.50

#### **Registrar & Transfer Agents**

SHAREX DYNAMIC (INDIA) PVT. LTD Unit-1, Luthra Industrial Premises, Andheri Kurla Road, Safed Pool, Andheri(E)-Mumbai - 400 072. Telephone No: 28515606/28515644

Fax: 28512885.

E-mail: sharexindia@vsnl.com

#### **Share Transfer System**

Shares sent for transfer in physical form are registered by the Registrar and Share Transfer Agents within 15 days of receipt of the documents and transfer of dematerialized shares are done through the depositories with no involvement of the company.



#### **Distribution of Shareholding**

#### Distribution of Shareholding as on 31.03.2011:

No. of Equity Shares	No. of Share holders	% of Share holders	No. of Shares held	% of Share holding
UPTO - 100	3563	36.97	195986	0.45
101 - 200	1677	17.40	286380	0.65
201 - 500	2659	27.59	948683	2.16
501 - 1000	993	10.31	814677	1.85
1001 - 5000	659	6.84	1307341	2.97
5001 - 10000	52	0.54	397918	0.90
10001 - 100000	24	0.25	668103	1.52
100001 - ABOVE	10	0.10	39380912	89.50
Total	9637	100.00	44000000	100.00

#### Shareholding Pattern as on 31.03.2011:

Category	No. of Shares held	% to total shares
Promoters	38230292	86.89
NRI	98439	0.22
FII	907005	2.06
Bodies Corporate	772959	1.76
Public	3991305	9.07
Total	44000000	100.00

#### **Dematerialisation of Shares and Liquidity**

The equity shares of the Company are available under dematerialisation form with National Securities Depository Limited (NSDL) and Central Depository Services Limited (CDSL). Total of 4,39,99,550 equity shares aggregating to 99.999% of the total Equity Share Capital is held in dematerialized form as on 31st March, 2011 and the balance of 450 equity shares are held in re-mat physical form.

#### **Plant Locations**

Vasai Plant : Plot No. 5 to 14, Behind Dewan & Shah

Industrial Estate, Village Valiv, Vasai (E), Dist:

Thane, India.

Daman Plant: Plot No. 97/2, Daman Industrial Estate,

Kadaiya, Daman Pataliya Road, Nani Daman

- 396 210.

#### **Registered Office & Address for Correspondence**

#### Sah Petroleums Limited,

406/407, Embassy Centre,

Nariman Point, Mumbai – 400 021. Tel No: 022-6630 1911 / 2287 3097:

Fax: 022 – 2287 5751:

On behalf of the Board

Place : Mumbai RAJENDRA SAH
Date : 12th August, 2011 Chairman

#### **AUDITOR'S CERTIFICATE**

То

#### The Members of Sah Petroleums Limited

We have examined the compliance of conditions of Corporate Governance by Sah Petroleums Limited for the year ended on 31st March 2011, as stipulated in Clause 49 of the Listing Agreement of the said Company with the stock exchanges.

The compliance of conditions of Corporate Governance is the responsibility of the Management. Our examination has been limited to a review of the procedures and implementations thereof adopted by the Company for ensuring the compliance of the conditions of the Corporate Governance as stipulated in the said Clause. It is neither an audit nor an expression of opinion on the financial statements of the Company.

In our opinion and to the best of our information and according to the explanations given to us, we certify that the Company has complied in all material respects with the conditions of Corporate Governance as stipulated in Clause 49 of the above mentioned Listing Agreement.

We further state that such compliance is neither an assurance as to the future viability of the Company nor the efficiency or effectiveness with which the management has conducted the affairs of the Company.

For N.D. DAGA & CO.

Firm Registration No.: 101993 W Chartered Accountant

Place: Mumbai

Date: 12th August, 2011

Proprietor

Membership No. 9921

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#### MANAGEMENT DISCUSSION AND ANALYSIS

#### A) Industry Structure & Development:

Sah Petroleums Limited (SPL) is one of the leading manufacturer of industrial lubricants in India and manufacturing wide range of industrial and automotive lubricants, specialties and process oils etc., under the brand name of "IPOL®TM" at Vasai and Daman plants. This industry has much growth potential and is growing globally.

#### B) Overview:

The financial statements have been prepared in compliance with the requirements of the Companies Act, 1956 and made on a prudent and reasonable basis, in order that the financial statements reflects a true and fair manner the form and substance of transactions, and reasonably present our state of affairs and profit for the year.

The Company's gross turnover for the year ended 31st March, 2011 amounted to ₹41,390.12 lacs as compared to ₹31,737.93 lacs for last year registering a growth of 30.41%. The profit for the year stood at ₹ 1,653.10 lacs against the loss of ₹ 612.14 lacs in the previous year.

Considering the performance of the company, the Board of Directors recommended dividend @ 1% on the equity shares of Rs.5/- each for the financial year 2010-11.

#### C) Industry outlook:

The public sector undertakings have dominated the Indian lubes market upto 1993 and they had a collective market share of approximately 89%, but after 1993, the Government has liberalized and decentralised the norms of import of key raw material, determination of pricing regulations and reduction in the custom duties on import of base oil. Due to liberalization policy, the fair competition took place between the private players and public sector undertakings. In today's position, around more than 20 companies are operating in the Indian lubricants market. Until the 1980, lubricants produced in the country were basically simple blends based on low and medium level technologies. More sophisticated lubricants were imported and these amounted for avery small market. The entry of multinationals has led to complex and premium brands being introduced into the Indian market. The Indian lubricants market is the fourth largest in the world.

**Market Segments:** There are two major segments of the lubricants industry. The automotive lubricants segment, which has an approximate market share of 65% and the industrial lubricants segment accounting for the rest.

**Import Threat:** Lubricants are usually made according to the nature of use, climatic conditions, type of road, nature of automobiles and so on. Therefore, it would not be logical to import the same in the country. But at the same time, there is not much difference and the same can be imported if one prefers to do so. In fact, premium products, even as on today, are imported. However, in the general outlook of things import of lubricants in India would not be competitive due to the prevailing import duty structure as well as high freight costs.

In consideration of above, it could be safely noted that the key factors to success for any company in the Lubricant industry would be:

- Good brand image.
- An extensive marketing network.
- Strong financial resources.
- Technological innovations and R&D backup.
- Strategically located manufacturing facilities.

#### D) Marketing Strategy:

Company has been in the market for more than three decades under the brand name IPOL. The strategy is to cater to the specific need of the company by way of customising our products, offering the right price at right time. The Company has a marketing network setup all over India. IPOL brand is registered in the name of the Company. The company presently markets its products through its sales offices / depots located at Pune, Delhi, Faridabad, Chandigarh, Chennai, Bangalore, Hyderabad, Baroda, Kolkata, Jamshedpur, Jaipur, Indore, Mehsana, Jabalpur, Patiala, Gaziabad and many Clearing & Forwarding Agents at different locations in India

In addition to the direct marketing efforts, the company also appoints distributors/agents for both domestic and overseas markets.

#### E) Business Strategy:

The Company would continue to focus on the current segments of business considering the market potential, its own inherent strength in terms of its quality, price and timely delivery. The Company has requisite infrastructure and manufacturing facilities due to its constant upgradation/modernization and phased expansion of the same.

The Company is constantly introducing new products on account of its strong in-house R& D and will continue to do the same in the near future and will also direct efforts for increasing its presence in the export markets.

#### F) Research and Development:

The Company's research and development activities are focused on process improvements to optimize cost, introduction of new products. The selection, composition and precise balanced application of additives are necessary for consistent product quality and optimum performance. The Company's research scientists and production technicians work cohesively with high quality additive packages creating quality products adhering to strict Indian and International Quality Standards.

#### G) Quality Systems and Certification:

The Company attaches high priority to Quality Control/Quality Assurance. The Company's products are subjected to the strictest quality control systems, IPOL range is manufactured to meet national and international standards.

Each IPOL batch, after blending and processing is tested inhouse to meet stringent quality standards. The Company's blending facilities and filling plant are in tune with the increasing sophistication of engineering technology, packaging and zero contamination conditions.

**ISO Certification:** The Company has obtained ISO – 9001:2008 and ISO – 14001:2004 certifications from International Certifications Limited for its quality systems and environment, applicable to manufacturing practices and distribution process across the entire product chain of the company.

#### H) Cautionary Statement:

Statements in this report on Management Discussion and Analysis describing the company's objectives, projections, estimates, expectations or predictions may be "forward looking statements" within the meaning of applicable securities law or regulations. These statements are based on certain assumptions and expectations of future events. Actual results could differ materially from those expressed or implied. Important factors that could make a difference to the Company's operations include economic conditions affecting global and domestic demand-supply, finished goods price in the domestic and overseas markets in which the Company operates, raw-materials cost and availability, changes in Government regulations, tax regimes, economic developments within or outside India and other factors such as litigation and industrial relations. The Company assumes no responsibility to publicly amend, modify or revise any forward-looking statements, on the basis of any subsequent developments, information or events.



#### **AUDITOR'S REPORT**

#### TO THE MEMBERS OF SAH PETROLEUMS LIMITED

- We have audited the attached Balance Sheet of Sah Petroleums Limited as at 31st March, 2011, the related Profit and Loss Account for the year ended on that date annexed thereto, and the Cash Flow Statement for the year ended on that date, which we have signed under reference to this report. These financial statements are the responsibility of the company's management. Our responsibility is to express an opinion on these financial statements based on our audit.
- We conducted our audit in accordance with auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on the test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by the management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.
- As required by the Companies (Auditor's Report) Order, 2003 issued by the Company Law Board in terms of Section 227 (4A) of the Companies Act, 1956, we enclose in the Annexure a statement on the matters specified in paragraphs 4 and 5 of the said Order.
- Further to our comments in the Annexure referred to above, we report that:
  - We have obtained all the information and explanations, which to the best of our knowledge and belief were necessary for the purpose of the audit;
  - In our opinion, proper books of account as required by law have been kept by the Company so far as appears from our examination of those books:
  - c) The Balance Sheet, Profit and Loss Account and Cash Flow Statement dealt with by this report are in agreement with the books of account:
  - d) In our opinion, the Balance Sheet, Profit and Loss Account and Cash Flow Statement dealt with by this report comply with the accounting standards referred to in sub-section (3 C) of Section 211 of the Companies Act, 1956;
  - e) On the basis of the written representations received from the directors as on March 31, 2011 and taken on record by the Board of Directors, none of the directors is disqualified as on March 31, 2011 from being appointed as director in terms of section 274 (1)(g) of the Act;
  - f) In our opinion and to the best of our information and according to explanations given to us, the said financial statements together with notes thereon give the information required by the Companies Act, 1956, in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India;
    - In the case of the Balance Sheet, of the state of affairs of the Company as at 31st March, 2011;
    - ii. In the case of the Profit and Loss Account, of the Profit for the year ended on that date; and

iii. In the case of Cash Flow Statement, of the cash flows for the year ended on that date.

For N.D.DAGA & CO.

Firm Registration No.101993 W Chartered Accountants

> N.D.Daga Proprietor Membership No. 9921

Mumbai, 12.08,2011

#### ANNEXURE REFERRED TO IN PARA I:

- (a) The company has maintained proper records showing full particulars, including quantitative details and situation of fixed assets.
  - (b) All the Fixed assets have not been physically verified by management during the year but there is regular programme of verification which, in our opinion, is reasonable having regard to the size of the company and the nature of its assets. No material discrepancies were noticed on such verification.
  - (c) During the year the company has not disposed off a substantial part of its fixed assets.
- i. (a) The inventory (excluding stocks with third parties) has been physically verified during the year by the management. In our opinion, the frequency of verification is reasonable.
  - (b) The procedures of physical verification of inventories followed by the management are reasonable and adequate in relation to the size of the Company and the nature of its business.
  - (c) The Company is maintaining proper records of inventory. No material discrepancies have been noticed on physical verification of stocks as compared to books records.
- iii. The Company has neither granted nor taken, during the year, any loans, secured or unsecured, to or from companies, firms or other parties covered in the register maintained under Section 301 of the Act.
- iv. In our opinion and according to the information and explanations given to us, there are adequate internal control procedures commensurate with the size of the Company and the nature of its business, for the purchase of inventory and fixed assets and for the sale of goods. During the course of audit, no major weakness has been noticed in these internal controls.
- v. Based on the audit procedures applied by us and according to the information and explanations provided by the management, the transactions that need to be entered into the register maintained under Section 301 of the Companies Act, 1956 have been so entered.
- vi. The Company has not accepted any deposits from public within the meaning of Section 58A & 58AA of the Companies Act, 1956, read with Companies (Acceptance of Deposits) Rules, 1975. Accordingly, the provisions of clause 4(vi) of the Companies (Auditor's Report) Order 2003 is not applicable to the company.



- vii. In our opinion, the Company has an internal audit system commensurate with its size and nature of its business.
- viii. The Central Government has not prescribed the maintenance of cost records by the Company under Section 209(1) (d) of the Companies Act, 1956 for any of its products.
- ix. (a) The Company is generally regular in depositing with the appropriate authorities undisputed statutory dues including Provident Fund, Investor Education and Protection Fund, Employees' State Insurance, Income-tax, Sales-tax, Wealth Tax, Service Tax, Custom Duty, Excise Duty, Cess and other material statutory dues applicable to it. There were no arrears as at 31st March 2011 for a period of more than six months from the date they became payable.
  - (b) On the basis of our examination of the documents and records, there are no dues of Income Tax, Wealth Tax, Service Tax, Customs duty and Cess which have not been deposited on account of any dispute. The particulars of Sales tax as on 31st March 2011 which have not been deposited on account of disputes is as follows:

Name of Statute	Nature of Dues		Period to which the amount relates	Forum where the dispute is pending
· · · · · · · · · · · · · · · · · · ·	Central Sales Tax, Local Sales Tax and Commercial Tax	41,575,724	2003-04	Appellate Tribunal
		89,503,356	1996-97, 2003-04 to 2005-06, 2007-08, 2010-11	Departmental Authorities

- x. The Company has no accumulated losses as at 31st March, 2011 and has not incurred any cash losses in the financial year ended on that date but had incurred cash losses during the immediately preceding financial year.
- xi. Based on the examination of the books of account and related records and according to the information and explanations given to us, the Company has not defaulted in repayment of dues to the banks.
- xii. According to the information and explanations given to us, the company has not granted loans and advances on the basis of security by way of pledge of shares, debentures and other securities.
- xiii. The company is not a chit fund or a nidhi mutual benefit fund/society. Therefore, the provisions of clause 4(xiii) of the Companies (Auditor's Report) Order 2003 are not applicable to the company.
- xiv. According to the information and explanations given to us, the Company is not dealing or trading in shares, securities, debentures and other investments. Accordingly, the provisions of clause 4(xiv) of the Companies (Auditor's Report) Order 2003 are not applicable to the company.
- xv. According to the information and explanation given to us, the Company has not given any guarantee for loans taken by others from banks or financial institutions, during the year.
- xvi. On the basis of an overall examination of the Balance Sheet of the company, in our opinion, there are no funds raised on short-term basis which have been used for long-term investment.
- xvii. The Company has not made any Preferential Allotment of shares to parties and companies covered in the register maintained under Section 301 of the Act, during the year.
- xviii. During the course of our examination of the books and records of the company, carried out in accordance with the generally accepted auditing practices in India, and according to the information and explanations given to us, we have neither come across any instance of fraud on or by the Company, noticed or reported during the year, nor have we been informed of such case by the Manager.
- xix. The Company has not raised any money by public issue during the year.

For N.D.DAGA & CO. Firm Registration No.101993 W Chartered Accountants

> N.D.Daga Proprietor Membership No. 9921

Mumbai. 12.08.2011



### **BALANCE SHEET AS AT 31ST MARCH, 2011**

			Schedule No.	Year Ended March 31, 2011 Rs.	Year Ended March 31, 2010 Rs.
1	S	OURCES OF FUNDS			
	1	Shareholders Funds			
		a. Share Capital	1	220,000,000	220,000,000
		b. Reserves and Surplus	2	1,042,673,000	888,088,746
		Less: Revaluation Reserve		32,871,079	33,855,845
				1,009,801,921	854,232,901
				1,229,801,921	1,074,232,901
	2	Loan Funds			
		a. Secured Loans	3	-	-
		b. Unsecured Loans	4		
	3	Deferred Tax Liability		21,979,974	12,393,847
		Total		1,251,781,895	1,086,626,748
Ш	Al	PPLICATION OF FUNDS			
	1	Fixed Assets	5		
		a. Gross Block		462,523,735	431,722,340
		b. Less: Depreciation		103,577,089	85,950,738
		c. Net Block		358,946,646	345,771,602
		d. Capital Work-In-Progress			11,387,033
				358,946,646	357,158,635
		Less: Revaluation Reserve		32,871,079	33,855,845
				326,075,567	323,302,790
	2		6	410,360,889	411,578,142
	3	Current Assets, Loans and Advances			
		a. Inventories	7	790,709,355	561,809,557
		b. Sundry Debtors	8	1,066,452,645	766,448,302
		c. Cash and Bank Balances	9	229,753,973	193,040,404
		d. Loans and Advances	10	1,056,966,806	182,745,114
				3,143,882,779	1,704,043,377
		Less: Current Liabilities and Provisions			
		a. Current Liabilities	11	2,623,466,876	1,349,511,064
		b. Provisions	12	5,070,464	2,786,497
				2,628,537,340	1,352,297,561
		Net Current Assets		515,345,439	351,745,816
		Total		1,251,781,895	1,086,626,748
		NOTES TO ACCOUNTS	21		

Schedules referred to above and notes attached thereto form an integral part of Balance Sheet This is the Balance sheet referred to in our report of even date.

For N. D. DAGA & CO.

Firm Registration No. 101993 W

**Chartered Accountants** 

N. D. Daga Proprietor Membership No. 9921

. Mumbai 12.08.2011 For **SAH PETROLEUMS LIMITED** 

Rajendra Sah Chairman

D. Malla Reddy Company Secretary Vivek Sah Managing Director

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### PROFIT & LOSS ACCOUNT FOR THE YEAR ENDED 31ST MARCH, 2011

	Schedule No.	Year Ended March 31, 2011 Rs.	Year Ended March. 31, 2010 Rs.
INCOME			
Gross Turnover		4,139,012,061	3,173,793,508
Less: Excise Duty		499,688,835	393,220,259
Net Turnover		3,639,323,226	2,780,573,249
Other Income	13	64,165,812	120,544,522
Increase/(Decrease) in Finished Goods	14	29,940,293	(109,547,263)
		3,733,429,331	2,791,570,508
EXPENDITURE			
Materials	15	2,644,025,129	2,054,395,521
Staff Cost	16	128,339,391	112,567,462
Other Manufacturing Expenses	17	275,631,703	162,945,395
Administration Expenses	18	81,187,940	73,265,392
Selling & Distribution Expenses	19	361,365,953	363,522,995
		3,490,550,116	2,766,696,765
PROFIT BEFORE INTEREST, DEPRECIATION & TAX		242,879,214	24,873,744
Interest & Financial Charges	20	44,920,071	65,907,292
Depreciation		20,712,392	17,242,217
PROFIT BEFORE TAX		177,246,751	(58,275,766)
Provisions for			
- Current Tax		35,500,000	-
- Deffered Tax		4,694,627	2,939,033
- MAT Credit Entitlement		(28,258,597)	-
PROFIT FOR THE YEAR AFTER TAX		165,310,721	(61,214,799)
Prior Period Adjustment (Net) (Refer Note 7)		4,386,121	-
Tax in Respect of Earlier Years (Net)		2,788,211	-
Balance brought forward from earlier year		341,555,912	403,284,790
NET PROFIT AVAILABLE FOR APPROPRIATION		499,692,300	342,069,991
Proposed Dividend		2,200,000	440,000
Corporate Dividend Tax thereon		365,673	74,080
Residual Dividend		1,695	-
Transfer to General Reserve		493,852	
BALANCE CARRIED TO BALANCE SHEET		496,631,080	341,555,912
Earning per share (Basic/Diluted) Rs.		3.59	(1.39)
NOTES TO ACCOUNTS	21		

Schedules referred to above and notes attached thereto form an integral part of Profit and Loss Account. This is the Balance sheet referred to in our report of even date.

For N. D. DAGA & CO.

Firm Registration No. 101993 W

**Chartered Accountants** 

Proprietor Membership No. 9921

Mumbai 12.08.2011

N. D. Daga

**D. Malla Reddy**Company Secretary

For SAH PETROLEUMS LIMITED

Rajendra Sah Chairman

Vivek Sah

Managing Director

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### CASH FLOW STATEMENT FOR THE YEAR ENDED 31ST MARCH, 2011

	PARTICULARS	2010-2011	2009-2010
Α	CASH FLOW FROM OPERATING ACTIVITIES		
	Net Profit before Tax	177,246,751	(58,275,766)
	Adjustments for :		
	Depreciation	20,712,392	17,242,217
	Interest Expenses (Net)	17,213,147	25,790,431
	(Profit) / Loss on Fixed Assets sold	4,989,683	727,162
	Prior Period Expenses	(3,809,034)	-
	Dividend Income	(13,682,747)	(17,697,609)
	OPERATING PROFIT BEFORE WORKING CAPITAL CHANGES	202,670,192	(32,213,564)
	Adjustments for :		
	Decrease / (Increase) in trade and other receivables	(1,158,598,109)	94,572,285
	Decrease / (Increase) in inventories	(228,899,798)	(37,835,595)
	Increase / (Decrease) in trade and other payables	1,268,071,427	(116,246,944)
	CASH GENERATED FROM OPERATIONS	83,243,711	(91,723,818)
	Income Taxes Refund / (Paid) (net)	(15,226,369)	(11,880,503)
	NET CASH FROM OPERATING ACTIVITIES	68,017,342	(103,604,321)
В	CASH FLOW FROM INVESTING ACTIVITIES		
	Proceeds from Sale of Fixed Assets	11,254,568	1,066,667
	Sale / redemption / (Purchase) of Investments (net)	1,217,253	(68,197,609)
	Dividend Received	13,682,747	17,697,609
	Purchase of Fixed Assets	(39,729,419)	(65,330,724)
	NET CASH (USED IN) / FROM INVESTING ACTIVITIES	(13,574,851)	(114,764,057)
С	CASH FLOW FROM FINANCING ACTIVITIES		
	Dividends Paid (including tax thereon)	(515,775)	(2,575,000)
	Interest and Finance Charges paid	(17,213,147)	(25,790,431)
	NET CASH (USED IN) / FROM FINANCING ACTIVITIES	(17,728,922)	(28,365,431)
	NET INCREASE IN CASH AND EQUIVALENTS	36,713,569	(246,733,809)
	CASH AND CASH EQUIVALENTS (OPENING BALANCE)	193,040,404	439,774,212
	CASH AND CASH EQUIVALENTS (CLOSING BALANCE)	229,753,973	193,040,404

Notes:

Previous year's figures have been regrouped/recast wherever necessary

For N. D. DAGA & CO.

Firm Registration No. 101993 W **Chartered Accountants** 

Proprietor

N. D. Daga

Membership No. 9921

Mumbai 12.08.2011

D. Malla Reddy Company Secretary Rajendra Sah Chairman

For SAH PETROLEUMS LIMITED

Vivek Sah

Managing Director



#### **Schedule**

No.

			Year Ended March 31, 2011 Rs.	Year Ended March 31,2010 Rs.
1	SHA	ARE CAPITAL		
	AUT	HORISED		
	4,40	0,00,000 (Previous Year 4,40,00,000) Equity Shares of Rs. 5/- each	220,000,000	220,000,000
	ISSI	UED,SUBSCRIBED AND PAID UP		
	4,40	0,00,000 (Previous Year 4,40,00,000) Equity Shares of Rs. 5/- each	220,000,000	220,000,000
	Note	es:		
	of R	of the above, 2,19,50,000 (Previous Year 2,19,50,000) Equity Shares s. 5/- each were alloted as fully paid up Bonus Shares by Capitalisation General Reserve/Accumulated Profits.		
2	RES	SERVES AND SURPLUS		
	1]	Capital Reserve	300,000	300,000
	2]	General Reserve		
		Balance as at the beginning of the year	24,006,148	24,006,148
		Add: Transferred from Profit & Loss Account	493,852	
			24,500,000	24,006,148
	3]	Revaluation Reserve		
		Balance as at the beginning of the year	33,855,845	34,840,611
		Less: Transferred to Profit & Loss Account	984,766	984,766
			32,871,079	33,855,845
	4]	Security Premium Account	488,370,841	488,370,841
	5]	Profit and Loss Account	496,631,080	341,555,912
			1,042,673,000	888,088,746
0	050	NUDED LOANS		
3		CURED LOANS		
	Fron	n Banks for Working Capital		
	Note	x:	<u>-</u>	<del></del>

Secured by pari pasu charge by way of:

- i) Hypothecation of:
  - a) Present & future stock of Raw Materials, Stock in Process, Semi Finished Goods, Finished Goods, Stores & Spares, Packing Materials of the Company.
  - b) Present & future Book Debts, Outstanding & Receivables of the Company.
  - c) All movables properties including Plant & Machinery, Furniture & Fixtures, etc. of the company.
- ii) Equitable Mortgage on Factory Premises of the Company at Plot No. 5 to 14, Village Valiv, Taluka Vasai, District Thane.
- iii) Equitable Mortgage on office premises at 406/407 and 612 Embassy Centre, Nariman Point, Mumbai 400021.

Л	LINSECLIBED I OAI	VIC.

From Directors		-	
From Others			



### Schedule 5 FIXED ASSETS (AT COST)

		GROSS	BLOCK			DEPR	ECIATION		NET B	LOCK
Description	As at 31.03.2010	Additions during the year	Deductions during the year	As at 31.03.2011	Upto 31.03.2010	Provided during the year	W/Back on Deduction / Adjustment	Upto 31.03.2011	As at 31.03.2011	As at 31.03.2010
Land	56,091,798	490,000	-	56,581,798	-	-	-	-	56,581,798	56,091,798
Buildings	65,277,682	-	-	65,277,682	18,011,003	1,384,897	-	19,395,900	45,881,782	47,266,679
Furniture & Fixtures	21,237,141	763,593	-	22,000,734	6,516,626	1,264,319	-	7,780,945	14,219,789	14,720,515
Plant & Machinery	214,532,325	18,752,402	979,901	232,304,826	43,845,553	10,363,854	185,782	54,023,625	178,281,201	170,686,772
Vehicles	56,885,019	18,979,551	19,179,356	56,685,214	8,682,586	5,257,250	3,729,225	10,210,611	46,474,603	48,202,433
Fork Lift	2,518,532	746,435	-	3,264,967	881,794	116,121	-	997,915	2,267,052	1,636,738
Computer Systems	15,179,843	11,384,471	155,800	26,408,514	8,013,176	3,310,717	155,800	11,168,093	15,240,421	7,166,667
Total	431,722,340	51,116,452	20,315,057	462,523,735	85,950,738	21,697,158	4,070,807	103,577,089	358,946,646	345,771,602
Previous year	356,557,329	77,518,672	2,353,661	431,722,340	68,283,587	18,226,983	559,832	85,950,738	345,771,602	288,273,742
							Capital Work in P	rogress	-	11,387,033
				-			Total		358,946,646	357,158,635

 Notes :
 Current Year
 Previous Year

 Depreciation for the year
 21,697,158
 18,226,983

 Less: Additional Depreciation on revalued assets withdrawn from Revaluation Reserve
 984,766
 20,712,392
 17,242,217

Schedule No.

		Year Ended March 31, 2011 Rs.	Year Ended March 31, 2010 Rs.
6	INVESTMENTS (Non Trade, Unquoted)		
	Current Investments (At cost or market value whichever is lower) Investments in Mutual Funds (Unquoted)		
	SBI SHF Ultra Short Term Fund - Institutional	400,360,889	401,578,142
	(40,133,734 units 2010, 80,938,249 units purchased, 1,367,039 units cumulated, 84,439,336 units sold during the year)		
	Osian's Art Fund Contemporary-I	10,000,000	10,000,000
	(100,000 units of Rs. 100/- each (2010 - 100,000 units))		
		410,360,889	411,578,142
7	INVENTORIES (As certified by the Management)		
	(a) Raw Materials	565,414,822	368,679,764
	(b) Finished Goods	215,470,852	185,530,559
	(c) Stores & Packing Materials (At Cost or Market Value whichever is lower)	9,442,147	7,273,900
	(d) Moulds (At Cost less amounts written off)	381,534	325,334
		790,709,355	561,809,557
8	SUNDRY DEBTORS		
0	(Unsecured and considered good)		
	i. Debts outstanding for a period exceeding six months	26,807,497	55,021,127
	ii. Other debts	1,039,645,148	711,427,175
	n. Other dobte		
		1,066,452,645	766,448,302



Schedule

No.

		Year Ended March 31, 2011 Rs.	Year Ended March 31, 2010 Rs.
9	CASH AND BANK BALANCES		
	i. Cash on Hand	2,704,608	1,066,627
	ii. Bank Balance with Scheduled Banks:		
	In Current Account	132,049,364	118,811,520
	In Margin Deposits	95,000,000	73,162,257
		229,753,973	193,040,404
10	LOANS AND ADVANCES		
	(Unsecured and considered good)		
	Advance recoverable in cash or kind or for value to be received	991,186,128	145,445,145
	Deposits	9,790,477	9,324,641
	Advance Payments against tax (Net)	1,839,191	6,397,328
	MAT Credit Entitlement	54,151,010	21,578,000
		1,056,966,806	182,745,114
11	CURRENT LIABILITIES	4 000 004 000	050 004 050
	Acceptances (Refer Note 11)	1,307,381,208	953,384,678
	Sundry Creditors	234,576,001	231,890,839
	Advance from Customers	2,161,010	4,072,997
	Deposit from Dealers Other liabilities	8,135,000 1,070,358,119	8,285,000 150,993,591
	Investors Education & Protection Fund to be credited as and when due :	1,070,330,119	150,995,591
	Unpaid Dividend	670,710	665,760
	Unpaid Application Money & Others	184,828	218,199
	onpaid rippiloditon money a other	2,623,466,876	1,349,511,064
12	PROVISIONS		
12	Proposed Dividend	2,200,000	440,000
	Corporate Dividend Tax	365,393	73,080
	Provision for Leave Encashment	2,505,071	2,273,417
	1 Tovision for Eday's Endastiment	5,070,464	2,786,497
13	OTHER INCOME		=======================================
13	Bad Debts W/off Recovered	1,192,957	_
	Miscellaneous Income	308,076	76,825
	Exchange Rate Difference	27,268,854	87,246,212
	Dividend	13,682,747	17,697,609
	Export Incentives	15,470,716	10,217,295
	Interest Received	6,242,462	5,306,582
	[TDS Rs.4,61,346/- (Previous Year Rs. 5,77,845/-)]		
		64,165,812	120,544,522
14	(INCREASE)/DECREASE IN FINISHED GOODS		
• •	Opening Stock	185,530,559	295,077,822
	Closing Stock	215,470,852	185,530,559
	Ŭ	(29,940,293)	109,547,263



#### Schedule

No.

NO.		Year Ended March 31, 2011	Year Ended March 31, 2010
		Rs.	Rs.
15	MATERIALS		
	Raw Materials:	269 670 764	000 000 006
	Opening Stock	368,679,764	220,083,986
	Add: Transport & Dock Expanses	2,750,604,240	2,134,887,584
	Add: Transport & Dock Expenses	90,155,946 3,209,439,951	68,103,715 2,423,075,285
	Less: Closing Stock	565,414,822	368,679,764
	Raw Materials Consumed	2,644,025,129	2,054,395,521
			=======================================
16	STAFF COST		
	(Refer Note 1(i) of Schedule 21)	121 270 725	106 210 064
	Salaries, Wages & Related Payment Contribution to Provident and Other Funds (Refer Note 10 of Schedule 21)	121,370,735 5,453,095	106,310,964 4,778,208
	Staff Welfare Expenses	1,515,561	1,478,290
	Stall Wellare Expenses	128,339,391	112,567,462
			=======================================
17	OTHER MANUFACTURING EXPENSES	00.400.444	
	Purchases for Resale	82,129,114	-
	Stores Spares and Packing Material	169,422,293	157,790,942
	Power & Fuel Moulds Ammortised	8,061,301	6,988,661
	Excise Duty	322,100 4,503,880	436,000 (15,983,227)
	Machinery & Equipments Maintainence	7,533,339	7,864,768
	Laboratory & R & D Expenses	1,140,690	1,088,459
	Production & Processing Expense	2,518,986	4,759,792
	5 1	275,631,703	162,945,395
18	ADMINISTRATION EXPENSES		
10		5,005,847	2 404 010
	Motor Vehicle Expenses Rent	10,683,916	3,494,010 7,314,977
	Rates & Taxes	590,024	521,395
	Insurance Charges	8,315,892	7,735,067
	Conveyance Expenses	2,618,547	2,879,836
	Postage, Telephone & Telex	7,261,204	6,908,806
	Electricity Expenses	1,650,069	2,163,944
	Repairs & Maintainence:	1,050,009	2,100,344
	(a) Building	11,011,566	8,209,570
	(b) Others	633,056	469,442
	Printing & Stationery & Computer Expenses	4,507,808	3,469,832
	Legal & Professional Charges	13,008,373	16,308,162
	Loss on Disposal / Discard of Fixed Assets	4,989,683	727,162
	Miscellaneous Expenses	8,686,540	12,213,964
	Donation	840,000	-
	Remuneration to Auditors:	,	
	(a) As Audit Fees (Including Quarterly Results)	827,250	507,380
	(b) For Tax Audit	55,150	55,150
	(c) For Tax Matters	300,000	270,150
	(d) For Other Services	203,016	16,545
		81,187,940	73,265,392
		·	



#### **Schedule**

No.

NO.		Year Ended March 31, 2011 Rs.	Year Ended March 31, 2010 Rs.
19	SELLING & DISTRIBUTION EXPENSES		
	Freight, Forwarding, etc.	149,873,012	114,255,463
	Commission on Sales	26,508,907	24,586,513
	Advertisement Expenses	43,547,764	35,393,402
	Travelling Expenses	20,046,643	24,874,846
	Bad Debts	12,734,101	20,694,015
	Sales Promotion Expenses	108,655,526	143,718,756
		361,365,953	363,522,995
20	INTEREST & FINANCIAL CHARGES		
	Interest Paid	23,455,609	31,097,013
	Bank Charges & Commission	21,464,462	22,421,583
	Others	-	12,388,696
		44,920,071	65,907,292

#### Schedule

No.

#### 21. NOTES TO ACCOUNTS:

- 1] Significant Accounting Policies:
  - a] Fixed Assets

Fixed Assets are stated at their original cost except certain Fixed Assets which are adjusted for revaluation.

b] <u>Depreciation</u>

Depreciation on Fixed Assets has been provided on "Straight Line Method" at the rates and in the manner specified in Schedule XIV of the Companies Act, 1956. Depreciation on account of enhancement in the value of certain Fixed Assets on account of revaluation is adjusted against Revaluation Reserve.

c] Investment

Current Investments are valued at cost or market value whichever is lower.

- d] <u>Inventories</u>
  - 1. Inventories are valued at cost or market value whichever is lower. The company has been following this generally accepted accounting policy in accordance with the Accounting Standard (AS2) on valuation of Inventories.
  - 2. Moulds are amortized over a period of Three years.
- e] Impairment of Assets

The Company assesses at each balance sheet date whether there is any indication that an asset may be impaired. If any such indication exists, the Company estimates the recoverable amount of the asset. If such recoverable amount of the asset or the recoverable amount of the cash generating unit to which the asset belongs is less than its carrying amount, the carrying amount is reduced to its recoverable amount. The reduction is treated as an impairment loss and is recognized in the profit and loss account. If at the balance sheet date there is identification that if a previously assessed impairment loss no longer exists, the recoverable amount is reassessed and the asset is reflected at the recoverable amount.

f] Income & Expenditure Recognition

Income & Expenditure are recognized and accounted for on accrual basis. In case of uncertainties in either aspect, revenue recognition is postponed to the time of realizing such claims.

g] Sales

Sales are recognized when goods are invoiced on despatch to customers and are recorded inclusive of Excise duty but are net of trade discount and Sales Tax.



#### h] Foreign Currency Transactions

- 1. Transactions in foreign currency are recorded at the exchange rate existing at the time of the transaction.
- Monetary items denominated in foreign currencies at the year end are restated at year end rates. In case of monetary
  items which are covered by forward exchange contracts, the difference between the year end rate and rate on the date of
  the contract is recognized as exchange difference and the premium paid on forward contracts is recognized over the life of
  the contract.
- 3. Any income or expense on account of exchange difference either on settlement or on translation is recognized as Revenue.

#### i] Retirement and other Employee's Benefit

- 1. Retirement benefits in the form of Provident Fund & Superannuation Fund is a defined contribution scheme and the contributions are charged to the Profit & Loss Account of the year when the contributions to the respective funds are due. The Company has no other obligation other than the contributions payable.
- 2. Gratuity liability is a defined benefit obligation and is provided for on the basis of an actuarial valuation on Projected Unit Credit Method calculated at the end of each financial year.
- 3. Leave encashment liability is provided for based on actuarial valuation done as per Projected Unit Credit Method calculated at the end of each financial year.
- 4. Actuarial gains / losses are immediately taken to profit and loss account and are not deferred.

#### i] Research and Development

Capital expenditure on Research and Development (R & D) is included in fixed assets under appropriate heads and revenue expenditure on R & D is charged as expenditure in the year in which it is incurred.

k] Provision for Current and Deferred Tax

Provision for Current tax is made after taking into account benefits admissible under the provisions of the Income Tax Act, 1961. Deferred tax resulting from "timing difference" between book profit and taxable profit using the tax rates and laws that have been enacted or substantively enacted as on Balance Sheet date. The company has taken credit for MAT which it is entitled on future taxable profits.

I) Segment Reporting

The Company is engaged mainly in Manufacturing of Industrial Oils & Lubricants and as such it is the only reportable segment as per Accounting Standard (AS 17) on Segment Reporting. The geographical segmentation is not relevant as export turnover is not significant in respect to total turnover.

- 2] As per information available with the Company, none of the creditors have confirmed that they are registered under the Micro, Small and medium enterprises Development Act, 2006.
- 3] Contingent liabilities not provided for:

		Rs.	Rs.
		2010-2011	2009-2010
a]	Guarantees given by Banks	2,363,154	335,225
b]	Estimated amount of contracts / capital commitments	5,887,065	1,601,915
c]	Claims against the Company not acknowledged as debts:		
	(i) Excise matters	9,408,719	9,408,719
	(ii) Sales Tax matters	131,079,080	108,965,538

#### 4] Related Party Disclosure

a) Name of the related parties and description of relationship.

Related Party:

NAF India Holdings Ltd

Shri Rajendra Sah

Shri Vivek Sah

Shri Aditya Sah

Smt. Shobha Sah

Relationship:
Investor Company – Controlling Interest
Whole time Director
Whole time Director
Whole time Director
Senior President

(b) Enterprises over which Key management personnel exercise significant influence Sah Agrotechs

Note: Related party relationship is as identified by the Company and relied by the Auditors

[B] Transactions:

Sr. No.	Nature of Transaction	Key Management Personnel	Enterprises over which Key Management personnel exercise significant influence	Total
1	Salary & Related Payments	5,817,600	-	5,817,600
		(58,22,400)	(-)	(58,22,400)
2	Garden Development Expenses	- -	56,900	56,900
		(-)	(-)	(-)
3	Purchase of Land	-	-	-
		(6,360,000)	(-)	(6,360,000)



	_				
5]	Rem	uneration of Directors		2010-2011 Rs	
	0-1-				113.
	Salaı	ries ribution to provident and superannuation funds		4,800,000 360,000	
6]		ings per Share (EPS)		2010-2011	
O]	Lam	migo per onare (Er o)		Rs	
	(i)	Profit after Tax		165,310,721	
	( )	Profit attributable to Ordinary shareholders		158,136,389	( , , ,
	(ii)	No. of Ordinary Shares for Basic EPS		44,000,000	
		No. of Ordinary Shares for Diluted EPS		44,000,000	44,000,000
	(iii)	Nominal Value of Ordinary Shares		5.00	
	(iv)	Basic/Diluted Earnings per Ordinary Shares		3.59	· /
7]	Prior	period adjustment represent:		2010-2011 Rs	
	Dobii	to relating to popular veges			110.
		ts relating to earlier years its relating to earlier years		13,387,710 9,001,588	
	Oleu	ns relating to earlier years		4,386,122	
8]	Defe	rred Tax Liability (Net)		1,000,122	<del>-</del>
٥١	<u> </u>	Too Tax Elashity (1101)	Defermed tour liebility/ C	Obana/	Defermed toy Liebility/
			Deferred tax liability/ C (asset) 2009-2010	urrent year Charge/ (Credit)	Deferred tax Liability/ (asset) 2010-2011
	(a)	Deferred Tax Liability	(45501) 2503 2515	(Orcuit)	(40001) 2010 2011
	(ω)	Depreciation	18,440,763	4,632,110	23,072,873
	(b)	Deferred Tax Asset	, ,	, ,	, ,
		Adjustment of item u/s 43 B	(1,155,416)	62,517	(1,092,899)
	(c)	Deferred Tax	17,285,347	4,694,627	21,979,974
9]	<u>Deriv</u>	rative transactions:			
	(a)	Derivative instruments outstanding as on 31st N	March 2011		
				2010-2011	
				Rs	110.
		Acceptances USD		18,454,375	
	/I- \	INR	and the design that the first many and	822,972,847	7 718,811,094
	(b)	Foreign exchange currency exposures not cover as on 31st March 2011.	ered by derivative instruments	5	
		i) Debtors USD		509,847	512,498
		INR		21,984,468	·
		ii) Acceptances USD		10,433,128	
		INR		484,408,361	374,526,521
10]		LOYEE BENEFITS:			
	Defin	ned benefit plans as per actuarial valuation on 31s	t March, 2011		
	ı	Expenses recognized in the Statement of P	rofit and Loss for the year e		
		31st March, 2011		31.03	
		Oursell Comition Cont			Rs. Rs.
	1	Current Service Cost		1,050,5	550 1,080,522
	_				
	2	Interest Cost		726,6	
	2 3	Interest Cost Expected return on plan assets			
				726,6	76) (426,781)
	3	Expected return on plan assets		726,6 (594,7	76) (426,781) 573 -
	3 4	Expected return on plan assets Past Service Cost		726,6 (594,7 2,437,5	76) (426,781) 573 - 81) (883,073)
	3 4 5	Expected return on plan assets Past Service Cost Net Actuarial (Gains) / Losses	nce Sheet as at 31st March,	726,6 (594,7 2,437,5 (293,4 3,326,5	76) (426,781) 573 - 81) (883,073)
	3 4 5 6	Expected return on plan assets Past Service Cost Net Actuarial (Gains) / Losses Total Expenses		726,6 (594,7 2,437,5 (293,4 3,326,5	76) (426,781) 573 - 81) (883,073) 530 420,597
	3 4 5 6 II	Expected return on plan assets Past Service Cost Net Actuarial (Gains) / Losses Total Expenses Net Asset/(Liability) recognized in the Balar Present value of Defined Benefit Obligation as	at 31st March, 2011	726,6 (594,7 2,437,5 (293,4 3,326,5 <b>2011</b>	76) (426,781) 573 - 81) (883,073) 530 420,597
	3 4 5 6 II 1 2	Expected return on plan assets Past Service Cost Net Actuarial (Gains) / Losses Total Expenses Net Asset/(Liability) recognized in the Balar Present value of Defined Benefit Obligation as Fair value of plan assets as at 31st March, 201	at 31st March, 2011	726,6 (594,7 2,437,5 (293,4 3,326,5 2011 12,219,1 8,472,8	76) (426,781) 573 - 81) (883,073) 530 420,597 195 8,236,673 305 7,816,813
	3 4 5 6 II 1 2 3	Expected return on plan assets Past Service Cost Net Actuarial (Gains) / Losses Total Expenses Net Asset/(Liability) recognized in the Balar Present value of Defined Benefit Obligation as Fair value of plan assets as at 31st March, 201 Funded status [Surplus/(Deficit)]	at 31st March, 2011	726,6 (594,7 2,437,5 (293,4 3,326,5 2011 12,219,1 8,472,6 (3,746,3	76) (426,781) 573 - 81) (883,073) 530 420,597 195 8,236,673 305 7,816,813 90) (419,860)
	3 4 5 6 II 1 2	Expected return on plan assets Past Service Cost Net Actuarial (Gains) / Losses Total Expenses Net Asset/(Liability) recognized in the Balar Present value of Defined Benefit Obligation as Fair value of plan assets as at 31st March, 201	at 31st March, 2011	726,6 (594,7 2,437,5 (293,4 3,326,5 2011 12,219,1 8,472,8	76) (426,781) 573 - 81) (883,073) 530 420,597 195 8,236,673 305 7,816,813 90) (419,860)



III	Change in obligation during the year ended 31st March, 2011		
1	Present value of Defined Benefit Obligation at beginning of the year	8,236,673	7,635,982
2	Current Service cost	1,050,550	1,080522
3	Interest cost	726,664	64,929
4	Past Service Cost	2,437,573	-
5	Actuarial (Gains) / Losses	(232,265)	(919,182)
6	Benefits Payments	-	(210,578)
7	Present value of Defined Benefit Obligation at the end of the year	12,219,195	8,236,673
IV	Change in fair value of asset during the year ended 31st March, 2011		
1	Plan assets at the beginning of the year	7,816,813	4,981,719
2	Expected return on plan assets	594,776	426,781
3	Contribution by Employer	-	2,655,000
4	Actual benefits paid	-	(210,578)
5	Actuarial (Gains) / Losses	61,216	(36,109)
6	Plan assets at the end of the year	8,472,805	7,816,813
7	Actual return on plan assets	655,992	390,672
٧	The major categories of plan assets as a percentage of total plan		
1	Insurer Managed Funds	98%	100%
2	Others	2%	-
		100%	100%
VI	Actuarial Assumptions:		
1	Discount Rate	8.30%	8.40%
2	Expected Rate of return on Assets	7.50%	7.50%
3	The estimates of future salary increases are considered taking into account the inflation, seniority, promotion and other relevant factors		
4	Salary Escalation	10% for first 3 years & 7% thereafter	10% for first 3 years & 7% thereafter
Noto:			

#### Note:

The above information is certified by actuary.

- 11] Acceptances pertain to liability under Secured Letters of Credit from Bank.
  - (Details of security is given in note to Schedule 3)
- 12] ADDITIONAL INFORMATION AS FAR AS APPLICABLE PURSUANT TO PART II OF SCHEDULE VI OF THE COMAPANIES ACT 1956.
  - Particulars of Capacity:
    - (i) Licensed Capacity
      Not applicable
    - (ii) Installed Capacity:
      - Installed capacity for the manufacturing of Industrial Oils and Lubricants 80,000 KL per annum (approx).

Since the company's installed capacity is dependent on Product-mix, which in turn is dependent on the basis of actual demand for various products from time to time, it is not feasible for the company to give the exact installed capacity. The company has, however indicated the installed capacity on the basis of the normal year's product-mix as certified by the Managing Directors and the same being a technical matter is accepted by the Auditors.

II. Particulars in respect of opening and closing stocks, production, purchases and sales of goods produced and traded:

	2010-	2011	2009-2010					
	Qty. Lt.	Value (Rs.)	Qty. Lt.	Value (Rs.)				
Opening Stock								
Oils & Lubricants	2,657,578	85,444,813	2,735,811	294,990,485				
Traded Goods	1,002	87,337	1,002	87,337				
<u>Purchases</u>								
Traded Goods	1,737,399	82,129,114	-	-				



	_	2010	0-2011	2009-2010				
		Qty. Lt.	Value (Rs.)	Qty. Lt.	Value (Rs.)			
	Sales							
	Oils & Lubricants	61,498,462	3,545,467,728	58,284,379	2,780,573,249			
	Traded Goods	1,737,399	93,855,498	-	-			
	Closing Stock							
	Oils & Lubricants	3,171,773	215,470,852	2,657,578	185,444,813			
	Traded Goods	-	-	1,002	87,337			
	Excess/(Shortage)							
	Oils & Lubricants	14,818		(66,480)				
	Write Off	(1,002)		· · · · · · -				
	Actual Production							
	Oils & Lubricants	62,027,475		58,273,628				
III.	Raw Materials Consumed:							
	Oils & Lubricants	57,256,659	2,726,140,173	55,263,621	2,054,426,884			
		kgs		kgs				
IV.	Imported / Indigenous Materials Consumed :	· ·		· ·				
		2010	0-2011	2009	9-2010			
		Imported	Indigenous	Imported	Indigenous			
	Raw Materials	1,905,440,089	820,700,084	1,554,924,187	499,502,697			
		69.90%	30.10%	75.69%	24.31%			
	Stores & Spares	-	169,422,293	-	158,627,791			
			100%		100%			
V.	Value of Imports (C.I.F. Basis):							
			_	Rs.	Rs.			
				2010-2011	2009-2010			
	Raw Materials		_	2,049,251,539	1,684,676,364			
VI.	Expenditure in Foreign Currency							
			_	Rs.	Rs.			
				2010-2011	2009-2010			
	Travel		_	1,519,269	1,581,046			
	Royalty			69,480	63,050			
	Others			40,041,585	65,518			
VII.	Earning in Foreign Exchange:							
	-		_	Rs.	Rs.			
				2010-2011	2009-2010			

Previous years figures have been regrouped / recast wherever necessary. 13]

Signature to Schedule "1" to "21"

For N.D. DAGA & CO.

Firm Registration No. : 101993 W Chartered Accountants

N.D. Daga Proprietor

Membership No. 9921

**D. Malla Reddy** Company Secretary

For SAH PETROLEUMS LIMITED

Rajendra Sah Chairman

Vivek Sah Managing Director

Mumbai: 12.08.2011



Mumbai: 12.08.2011

	BALANCE S	HEE	Τ Α	B	STR	AC	TΑ	ND	CC	MF	PAN	Y'S (	GENI	ER/	AL	BUS	SINE	ESS	PR	OF	ILE			
I	Registration Details																							
	Registration No.			0	3	0	3	7	2								St	ate C	Code	9			1	1
	Balance Sheet Date	3	1		0	3	]	2	0	1	1													
II	Capital Raised during the	yea	r (Ar	nou	ınt in	Rs.	າ Thoເ	∟⊥ Jsar	nds)		-													
				P	ublic	Issi	1			7									Ri	ights	Issu			
							N	I	L													N	ı	L
				В	onus	s Iss	ue			7								F	Priva	te P	lace		t	
							N	I	L													N	ı	L
Ш	Position of Mobilisation a	nd D	eplo	-				Am	ount	in F	Rs. T	nousar	nds)											
			. 1		tal Li	_	_		Ι.	7										otal A				
			1	2	2	9	8	0	2									1	2	2	9	8	0	2
	Sources of Funds				id up	1				7										rves		_		
				2	2	0	0	0	0									1	0	0	9	8	0	2
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							N	I	L													N	I	L
	Application of Funds			Net	Fixe	d As	sets			,									Ir	nves	mer	ıt		
				3	2	6	0	7	6										4	1	0	3	6	1
			Ν	let (	Curre	ent A	sset	s										N	Misc	. Exp	end	iture		
				4	9	3	3	6	5													N	I	L
			Ac	cur	nula	ted L	OSS	es		_														
							N	I	L															
IV	Performance of Company	/ (Am	noun	t in	Rs.	Thou	isan	ds)		_														
					Turr	nove	r			7									Tota	l Exp	end	iture		
			3	7	3	3	4	2	9									3	5	5	6	1	8	2
	+ -		Pro	fit /	Loss	s Be	fore <sup>·</sup>	Tax		_				_	+	-		Pr	ofit /	Los	s Aft	er Ta	ax	
	<b>✓</b>			1	7	7	2	4	7						/				1	6	5	3	1	1
			Earı	ning	g per	sha	re in	Rs.											Divi	dend	Rat	e %		
						3		5	9															1
V	Generic Name of Three F	rinci	pal F	Proc	ducts	of t	he C	om	oany	(as	per	monet	ary ite	ems	)									
	Item Code No. (ITC Code	∍) [	2	7	1	0	1	9	8	0	Р	roduct	Desc	ripti	on	LUBF	RICAT	ING F	PETF	ROLE	UM C	IL		
	Item Code No. (ITC Code	e) [	3	4	0	3	1	9	0	0	Р	roduct	Desc	ripti	on	LUBF	RICAT	TING I	PREF	PARA	TION	CUT	TING	OIL
	Item Code No. (ITC Code	e)	2	7	1	0	1	9	9	0	Р	roduct	Desc	ripti	on	LUBF	RICAT	TING (	GRE	ASE				
For	N.D. DAGA & CO. n Registration No. : 101993 W		•			•										For	SAF	I PET	ROL	EUN	IS LI	MITE	D	
Cha	rtered Accountants																- 1 - 2							
	. Daga orietor																<b>ek Sa</b> airma							
Mer	mbership No. 9921							C	<b>D. M</b>							Viv Mar	ek Sa	<b>ah</b> ig Dire	ector					
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# Sah Petroleums Limited Reg. Office: 406/407, Embassy Centre, Nariman Point, Mumbai-400 021.

### **ATTENDANCE SLIP**

Regd. Folio No.	**Client I.D
	**D.P. I.D
28th Annual General Meeting – 30th	September, 2011
I certify that I am a member / proxy for the member of the Company.  I hereby record my presence at the <b>Twenty Eighth Annual General Meeting</b> at 10.00 A.M. at M.C. Ghia Hall, Bhogilal Hargovindas Building, 18/20, Kaikhu	
*Member's / Proxy's Name in Block Letters	*Member's/Proxy's Signature
Note:	
<ol> <li>Member / Proxy must bring the Attendance Slip to the Meeting and hand</li> <li>The Copy of the Notice may please be brought to the Meeting Hall.</li> <li>NO GIFTS WILL BE GIVEN.</li> </ol> *Strike out whichever is not applicable.	lit over, duly signed, at the registration counter.
TEAR HERI	E
Sah Petroleums Li Reg. Office: 406/407, Embassy Centre, Narima PROXY FORM	
Regd. Folio No.	**Client I.D
	**D.P. I.D
I/We	
of as my / our Proxy to attend and vote for me / us on my / our behalf at the <b>Twen</b> be held on <b>Friday</b> , <b>30</b> <sup>th</sup> <b>September</b> , <b>2011</b> at M.C. Ghia Hall, Bhogilal Hargovine – 400 001 at 10.00 A.M. and at any adjournment thereof.	
Signed this day of 20	11.
<ol> <li>Proxy need not be a member.</li> <li>Proxy form, complete in all respects, should reach the Company's Regd. Embassy Centre, Nariman Point, Mumbai – 400 021, not less than 48 ho scheduled time of the meeting.</li> <li>**Applicable only in case of investors holding shares in Electronic form.</li> </ol>	

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То

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