

### b) Information regarding payment to relatives of directors

Profit & Loss Account includes payment to relatives of directors as under:

|   | 2010-11<br>(₹) | 2009-10<br>(₹) |
|---|----------------|----------------|
| Salary & Bonus                                      | 4,004,393      | 2,804,820      |
| Perquisites/Allowances                              | 313,334        | 230,658        |
| Contribution towards Superannuation/Provident Funds | 225,600        | 231,229        |
| Total   | 4,543,327      | 3,266,707      |

# Additional information (pursuant to the provisions of Part II & Part IV of Schedule VI to the Companies Act, 1956) DETAILS OF GOODS MANUFACTURED/SALES/STOCK

|   | Category                   | Unit Of<br>Measure | Annual<br>Installed<br>Capacity |        |     | Production/ | on/    |               | Sales |                | ing Stock |
|---|----------------------------|--------------------|---------------------------------|--------|-----|-------------|--------|---------------|-------|----------------|-----------|
|   |                            |                    | QTY                             | QTY    | QTY | VALUE(RS.)  | QTY    | VALUE(RS.)    | QTY   | VALUE(₹)       |           |
| 1 | Welding<br>Electrodes/flux | Tonnes             | 30,000                          | 16,469 | 228 | 31,258,828  | 16,131 | 1,197,279,852 | 566   | 50,806,725     |           |
| 2 | Continuous<br>Consumable   | Tonnes             | 6,300                           | 4,490  | 94  | 8,276,089   | 4,503  | 365,671,518   | 81    | 11,739,307     |           |
| 3 | Silicate                   | Tonnes             | 2,400                           | 671    | -   | -           | 671    | 14,723,612    | -     | ) <del>-</del> |           |
| 4 | Welding<br>Equipment       | no.                | 1,000                           | 681    | -   | -           | 604    | 11,673,043    | 77    | 2,276,984      |           |

- The Company's products are exempt from licensing requirements under New Industrial Policy in terms of Notification No. 477(E) dated 25th July, 1991 & F. No. 10/43/91-LP dated 2nd August, 1991.
- $2. \ \ Opening Stock, Turnover, Closing Stock in respect of goods for resale are included in respective product categories.$
- 3. The installed capacity is in excess of produced quantity. This is because the FY 2010-11 was the 1st year of commencement of new machine. Most of the machine commissioning took place in the last financial quarter, thereby not having impact on the production levels.

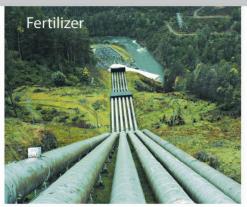
# Five Years at a glance



1















### 13. Segment Information

The Company is principally engaged in a single business segment viz., welding electrodes and related components. The Company has identified two geographical segments which comprises of Overseas and India. However, overseas segment reporting is not given as the turnover from the said business is less than 10% of the total turnover of the Company. Therefore, segment reporting as per Accounting Standard 17 "Segment Reporting" issued by the Institute of Chartered Accountants of India is not applicable to the Company. Therefore, segment reporting as per Accounting Standard 17 "Segment Reporting".

### 14. Related Party Disclosures

Related Party disclosures, as required by AS-18"Related Party Disclosures" are given below:-

### Relationship

### i) Key management personnel (Whole Time Directors)

Mr. S.L.Agarwal- Managing Director

Mr.S.M.Agarwal - Executive Director

Mr. M.P. Dhanuka-Executive Director (Marketing)

Mr Avinash Saraf - Whole Time Director

### ii) Key Management Personnel (Relatives of Directors)

Mr. G.K. Saraf - Chief Executive Officer

Mr. O.P. Agarwal - Vice President (Marketing)

Mr. U. Agarwal – Vice President (Technical)

Mrs. P. Agarwal - Vice President (Finance)

### iii) Companies where Significant Influence exists (with whom transactions have taken place)

Anant Business Pvt. Ltd.

R Shankarlal Sales Pvt. Ltd.

Vidya Finvest Pvt. Ltd.

Vitro Commodities Pvt. Ltd.

Bakshi Chempharma Pvt. Ltd.

The following transactions were carried out with related parties in the ordinary course of business:

|   | 201                         | 0-11   | 2009-10                     |  |
|---|-----------------------------|--|-----------------------------|--|
|   | Key management<br>personnel | Companies<br>where significant<br>influence exists | Key management<br>personnel | Companies where<br>significant<br>influence exists |
| Salaries & Allowances                                 | 12,126,669                  |  | 10,254,513                  | -  |
| Purchase  | -                           | 112,708  | -                           | 129,095  |
| Land Purchase   | -                           | -  | -                           | 40,000,000   |
| Sales   | -                           | 41,904,962   | -                           | 37,473,288   |
| Guarantee obtained for working capital of the Company | -                           | -  | 140,000,000                 | -  |

 $Note: Related\ party\ relationship\ is\ as\ identified\ by\ the\ company\ and\ relied\ upon\ by\ the\ auditors.$ 

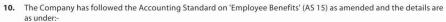
### 15. a) Information regarding managerial remuneration

 $Profit\,\&\,Loss\,Account\,includes\,managerial\,remuneration\,as\,under:$ 

|   | 2010-11<br>(₹) | 2009-10<br>(₹) |
|---|----------------|----------------|
| Salary  | 6,329,592      | 5,835,360      |
| Perquisites/Allowances                              | 460,000        | 738,193        |
| Contribution towards Superannuation/Provident Funds | 360,000        | 414,253        |
| Total   | 7,583,342      | 6,987,806      |

Note: a) The computation of managerial remuneration u/s 198/349 of the Companies Act, 1956 has not been provided as no commission is paid to the Directors.





### **Actuarial Assumptions:**

| Mortality Rate         | As per 1994-96 LIC mortality tables (Std.) |
|------------------------|--|
| Withdrawal Rate        | Actual during last three years             |
| Salary Escalation Rate | 4% for each year                           |
| Discounting Rate       | Present discounting rate at LIC 8%         |
| Gratuity Benefits      | As per Company rules                       |

### Gratuity Valuation as per AS-15

| a) Change in Benefit Obligations                         | ₹         |
|--|-----------|
| Projected benefit obligations at beginning of the period | 2,030,704 |
| Current Service Cost                                     | 288,445   |
| Contribution by Plan participants                        |           |
| Interest Cost  | 162,456   |
| Benefits Paid  | (361,725) |
| Actuarial (Gain)/loss                                    | 122,463   |
| Projected benefit obligations at the end of the period   | 2,242,343 |
| b) Change in Plan Assets                                 |           |
| Plan assets at the beginning of the period at fair value | 2,343,049 |
| Contributions  | 187,540   |
| Expected return of plan assets                           | 203,951   |
| Actuarial Gain/(loss)                                    | -         |
| Benefits Paid  | (361,725) |
| Plan assets at end of the period at fair value           | 2,372,815 |

### 11. Earnings per Share

| Basic & Diluted earnings per share                   | 2010-11    | 2009-10    |
|--|------------|------------|
| Profit after taxation as per Profit and Loss account | 92,120,458 | 92,590,993 |
| Weighted average number of equity shares outstanding | 23,625,878 | 23,625,878 |
| Basic earnings per share (Face Value of ₹ 2 each)    | 3.90       | 3.92       |

### 12. Composition of net deferred tax liability

| Deferred tax liabilities  | As at           | For the year | As at            |
|---|-----------------|--------------|------------------|
|   | 1st April, 2010 | 2010-11      | 31st March, 2011 |
| Difference between written down value of<br>block of assets as per Income Tax laws and written<br>down value of the fixed assets as per books of accounts | 16,889,569      | 1,551,055    | 18,440,624       |



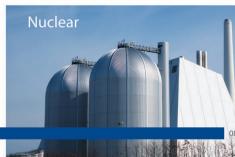


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### **DIRECTORS' REPORT**

### **Dear Shareholders**

Your Directors have pleasure in presenting the 50th Annual Report of the Company together with the Audited Accounts for the year ended 31st March 2011.

### **Financial Results**

Key aspects of your Company's financial performance for the year 2010-11 are tabulated below:

₹ in million)

|                                       | 2010-2011 | 2009-2010 |
|---------------------------------------|-----------|-----------|
| Sales (Gross) & Other Income          | 1589.35   | 1373.65   |
| Profit before Interest & Depreciation | 193.57    | 169.99    |
| Financial Charges                     | 53.11     | 22.98     |
| Depreciation                          | 13.91     | 7.93      |
| Profit before Taxes                   | 126.55    | 139.09    |
| Payment / Provision for Taxes         | 34.43     | 46.50     |
| Profit after Taxes                    | 92.12     | 92.59     |
| Profit brought forward                | 130.54    | 61.24     |
| Appropriation to:                     |           |           |
| General Reserve                       | 15.00     | 15.00     |
| Proposed Dividend                     | 7.08      | 7.08      |
| Tax on Proposed Dividend              | 1.20      | 1.20      |
| Profit carried to Balance Sheet       | 199.37    | 130.54    |

### Dividend

Your Directors have also recommended, for consideration of shareholders at the Annual General Meeting, dividend @ 15% (₹ 0.30/- per share of ₹ 2 each), on 2,36,25,878 equity shares. The Dividend will be paid in compliance with applicable regulations.

### **Business Operations**

During the year under review, the global economy was regaining economic stability after the recession of 2008. Indian economy in this context performed very well with GDP growth of 9% during the last fiscal 2010-11. GEE financial results demonstrated an overall improvement in turnover compared to previous year with a 15% increase in net revenues, from INR 1286 million in 2009-10 to 1472 million in 2010-11. This was largely on account of better customer relations and deals, improved product developments, greater market share and enhanced capacity base due to proposed expansion plans.

The Company completed capex plans of INR 241.76 million and INR 84.07 million are under progress. The entire capacity expansion plans will be completed by 2011-12. However, due to delay in the stipulated drawdown schedule, the State Bank of India revised the original term loan sanction of INR 330 million to utilized amount of INR 132.5 million. Therefore, to fund the ongoing expansion programme, the Company has availed of new term loan facility of INR 100 million from The Thane Janata Sahakari Bank in April 2011.

The Company had to operate in high-cost marketplace with stiff competition. Inflation emerged as the new global economic challenge impacting all industrial sectors. In this backdrop, steel prices rose to record highs during the second half of last fiscal, putting pressure on overall margins of the Company. The industry witnesses severe competition streaks and thereby, your Company could not pass on the increase in raw material to the end consumer. This in turn affected the bottomline negatively; with a sharp 2% fall in PBT, from INR 139 million in 2009-10 to INR 126 million in 2010-11.

High inflationary pressures have led to tightening of monetary policy eventually leading to liquidity crunches and continuously rising interest costs. Your Company also bore the brunt of high interest rates with a steep increase of 2% in financial charges, in turn adversely affecting net profit margins.

### 2. Notes to Accounts

### 1. Contingent liabilities and commitments

- Guarantees outstanding as on 31st March 2011: ₹ 1,454,913 (31st March 2010: ₹ 3,523,222)
- Foreign LC outstanding as on 31st March 2011: ₹8,841,287 (31st March 2010: ₹1,673,914)
- Disputed Demands against the Company as on 31st March 2011 (paid under protest and thereby reflecting under Loans and Advances):
   Custom Duty - ₹ 1.500.000 (31st March 2010 : ₹ Nil)

### 2. Secured Loan

- a. Term Loans from Banks are secured by mortgage/hypothecation of related immovable/movable assets of the Company, both present and future.
- b. Working Capital Loans from Banks are secured by hypothecation of stocks and book debts ranking pari-passu between them as also mortgage/hypothecation of specified immovable and movable fixed assets of the Company ranking paripassu by way of second charge.
- c. Vehicle Loans are secured by hypothecation of related vehicles.
  - Amount of term loan repayable within a period of one year: ₹ 27,683,100
- 3. No amount was due for credit to Investor Education & Protection Fund as at 31st March 2011.
- **4.** The amounts due to SSI units as at 31st March 2011 are not outstanding for more than 30 days. The SSI units have been identified by the Company and relied upon by the auditors.
- 5. The Company has not received any intimation from suppliers regarding their status under the Micro, Small and Medium Enterprises Development Act, 2006 and hence disclosures, if any, relating to amounts unpaid as at the year end together with interest paid / payable as required under the said Act have not been furnished.
- 6. In the opinion of the management, the current assets, loans & advances are expected to realize at least the amount at which they are stated, if realized in the ordinary course of business and provision for all known liabilities have been adequately made in the accounts.
- 7. The Company has received a show cause notice dated 12th May 2010 demanding ₹ 4.02 Cr. of CENVAT credit on certain imported material, imported in the year 2008-09. Under the instructions from excise authorities the Company has already reversed under protest CENVAT credit of ₹ 3.09 Cr in the earlier year. Pending disposal of the case a sum of ₹ 2.1 Cr. reversed under protest is shown under "Claims against the excise authorities" under the head loans and advances. The company has replied the show cause notice and based on the legal opinion is hopeful of favourable order as the matter is one of interpretation of law.

### 8. Details of audit fees paid during the year:

Audit Fees – INR 175,000 Tax Audit Fees – INR 30,000

Certification & other Fees - INR 10,000

### 9. Unhedged Foreign Exchange Exposure:

Details of Foreign Currency balances not hedged:

|   |                                  | 2010-                      | 2010-11                              |                            | 2009-10                              |  |
|---|----------------------------------|----------------------------|--------------------------------------|----------------------------|--------------------------------------|--|
| Particulars                             | Foreign Currency<br>Denomination | Foreign Currency<br>Amount | Indian Rupee<br>(equivalent in lacs) | Foreign Currency<br>Amount | Indian Rupee<br>(equivalent in lacs) |  |
| Assets (Sundry Debtors)                 | USD                              | 1,039,498                  | 468.45                               | 348,334.63                 | 157.26                               |  |
| Assets (Advance to<br>Sundry Creditors) | EUR                              | 4,030.54                   | 2.55                                 | 2                          |                                      |  |
|   | USD                              | 95,932                     | 42.83                                | 68,703.60                  | 30.80                                |  |
| Assets (Bank Balance)                   | USD                              | 0.74                       | 33.04                                | 3,937.19                   | 175,691.38                           |  |
|   | AED                              | 12,215.20                  | 148,681.96                           | 236.80                     | 2,903.10                             |  |
| Liabilities<br>(Sundry Creditors)       | EUR                              | -                          | -                                    | 10,674                     | 6.46                                 |  |



### Revenue Recognition

- a) Revenue from sale of products is recognized on dispatch or appropriation of goods in accordance with the terms of sale and is net of sales tax/Vat and applicable discounts.
- b) Materials returned/rejected are accounted for in the year of return/rejection.
- c) Export entitlements and other Government grants, if any recognized in the accounts on receipt after the consideration of certainty of their receipt.
- d) Derivative transactions are considered as off Balance Sheet items and cash flows arising there from are recognized in the accounts on their respective settlement as per terms of contract.
- Dividend income is recognized when the right to receive the dividend is established.

Borrowing costs that are attributable to the acquisition or construction of qualifying assets are capitalized as part of the cost of such assets. A qualifying asset is one that necessarily takes substantial period of time to get ready for intended use. All other borrowing costs are charged to revenue.

### **Employee Benefits**

- a) Short term employee benefit obligations are estimated and provided for.
- b) Post employment benefits and other long term employee benefits:

### Defined Contribution plans:

Company's contribution to Provident fund, employee state insurance and other funds are determined under the relevant schemes and / or statute and charged to revenue.

### Defined Benefit plans:

Company's liability towards gratuity and other retirement benefits are actuarially determined at each balance sheet date and provided with Life Insurance Corporation of India.

### Taxes, Duties, etc.

Excise duty has been accounted for in respect of goods cleared and provision has also been made for goods lying in stock at the year-end. This accounting treatment has no impact on the profit for the year.

Taxation

Provision for taxation is made on the basis of estimated taxable income for current accounting year in accordance with Income

Deferred Tax is recognized on timing differences; being the difference between taxable income and accounting income that originate in one period and are capable of reversing in one or more subsequent periods.

Basic earning per share is calculated by dividing the net profit for the year attributable to equity shareholders by the weighted average number of equity shares outstanding during the year.

The number of shares used in computing diluted earnings per share comprises the weighted average shares considered for deriving basic earnings per share, and also the weighted average number of equity shares that could have been issued on the conversion of all dilutive potential equity shares. Dilutive potential equity shares are deemed converted as of the beginning of the period, unless issued at a later date. The number of shares and potentially dilutive equity shares are adjusted for stock splits.

### **Provisions and Contingent Liabilities**

The Company creates a provision when there is a present obligation as a result of an obligating event that probably requires an outflow of resources and a reliable estimate can be made of the amount of the obligation. A disclosure for a contingent liability is made when there is a possible obligation or a present obligation that may, but probably will not, require an outflow of resources. Where there is a possible obligation or a present obligation in respect of which the likelihood of outflow of resources is remote, no provision or disclosure is made.

The highlights and details are discussed under the Management Discussion and Analysis attached as Annexure - D to this report. We are gearing up for the next phase of growth with an enhanced capacity base and a wider array of products to serve the increasing demands and maximise consumer satisfaction.

### **Diversification Projects**

Your Company is still conservative in its approach towards development of IT Park at the Wagle Estate land. As and when the commercial sector prospects improve, the Company would restart the venture.

### Energy, Technology & Foreign Exchange

A statement giving details of conservation of energy, technology absorption and foreign exchange earning and outgo in terms of the Companies (Disclosure of Particulars in the Report of Board of Directors) Rules, 1988 is annexed hereto in Annexure-A.

The Company has neither accepted nor renewed any Fixed Deposit from public during the year and as on 31st March 2011, there were no outstanding deposits.

### **CORPORATE MATTERS**

### **Corporate Governance**

The Company has complied with the Corporate Governance code as stipulated under the listing agreement executed with the Stock Exchange. A separate section on Corporate Governance along with a certificate from the auditors of the Company confirming the compliance is annexed and forms part of this Report.

### Directors

The respected Directors Mr. Sujit Sen, Director and Mr. K. M. Panthaki, Director, retire by rotation at the forthcoming Annual General Meeting and are eligible for re-appointment. The necessary resolutions are being placed before the shareholders for approval.

Mr.Avinash Saraf, Wholetime Director, has resigned from the Directorship w.ef. 31.03.2011 owing to personal reasons and Mr. G. K. Saraf has been appointed as Executive Director w.e.f 01.04.2011.

### DIRECTORS' RESPONSIBILITY STATEMENT PURSUANT TO SECTION 217 (2AA) OF THE COMPANIES ACT, 1956.

### Your Directors hereby confirm that:

- i) in the preparation of the annual accounts, the applicable accounting standards have been followed along with proper explanation relating to material departures;
- ii) the directors 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 at the end of the financial year and of the profit or loss of the Company for that period;
- iii) the directors have taken proper and sufficient care for the maintenance of adequate accounting records in accordance with the provisions of this Act for safeguarding the assets of the Company and for preventing and detecting fraud and other irregularities;
- iv) the directors have prepared the annual accounts on a going concern basis.

### Internal Control System and Adequacy

Your Company maintains an adequate system of internal control including a suitable monitoring process. For the purpose of financial control, the Company is adequately staffed with experienced and qualified personnel at all levels and plays an important role in implementing and monitoring the statutory and internal policy control.

The internal audit department regularly conducts reviews to assess financial and operating controls at various locations of your Company. Any significant issue is brought to the notice of the Audit Committee.



### **Auditors**

M/s. Ford, Rhodes, Parks & Co., Chartered Accountants, Mumbai retire at the forthcoming Annual General Meeting and being eligible offer themselves for reappointment. The Company has received certificates from them that their appointment will be within the limits prescribed under Section 224 (1-B) of the Companies Act, 1956. The necessary resolution is being placed before the shareholders for approval.

### Employees

For and on behalf of the Board

There were no employees drawing remuneration in excess of ceiling(s) prescribed under Section 217 (2A) of the Companies Act, 1956, read with Companies (Particulars of Employees) Rules, 1975.

### Acknowledgement

Your Directors also wish to appreciate the dedication and commitment displayed by employees at all levels and also express their sincere thanks and appreciation to Financial Institutions, Banks and Shareholders, the State and Central Government, customers, dealers and suppliers for their continued support and co-operation.

Place: Thane Date: May 30,2011 S. L. AGARWAL Managing Director S. M. AGARWAL

# Schedule 22 - Significant Accounting Policies & Notes to the Accounts

### 1. Significant Accounting Policies

### **Accounting Convention**

The financial statements are prepared under historical cost convention on the accrual basis of accounting in accordance with the generally accepted principles in India and provisions of the Companies Act, 1956 read with the Companies (Accounting Standard) Rules, 2006 except so far as they relate to insurance claims which are accounted on acceptance or certainty of recovery.

### **Use of Estimates**

The preparation of financial statements in conformity with the generally accepted accounting principles requires the management to make estimates and assumptions that affect the reported balance of assets and liabilities as of the date of the financial statements and reported amounts of income and expenses during the period. Management believes that the estimates used in the preparation of financial statements are prudent and reasonable. Actual results could differ from the estimates.

### Fixed Assets and Depreciation

Fixed assets are stated at the cost of acquisition except certain items, which have been shown at revalued amount. Direct costs are capitalized until assets are ready to be put to use and are stated net of modvat / cenvat.

Advances paid towards acquisition of fixed assets and the cost of assets not ready for use as at the balance sheet date are disclosed under capital work-in-progress.

In compliance with Accounting Standard (AS) 28 – "Impairment of Assets", the Company assesses at each Balance Sheet date whether there is any indication that any asset may be impaired. If any such indication exists, the recoverable amount of the asset is estimated. An impairment loss is recognized whenever the carrying amount of an asset exceeds its recoverable amount.

Assets are depreciated / amortised, as below, on straight line basis:

- a) Depreciation on leasehold land is provided upto 31.3.1994. No depreciation has been charged on leasehold land in subsequent years.
- b) Leasehold land, buildings and plant & machinery subject to revaluation, is calculated on the respective revalued amounts, over the balance useful life as determined by the valuation experts.
- c) Assets acquired upto 31-3-1987, at the rates specified in the Income Tax Rules prevalent in the respective years. Buildings, plant & machinery and other assets, acquired after 1.4.1987, at the rates specified in Schedule XIV to the Companies Act,
- d) Depreciation is charged on a proportionate basis for all assets purchased and sold during the period. Individual assets costing less than ₹ 5,000 are depreciated in full in the period of purchase.

### Investments

Long term investments are stated at cost less provision for diminution other than temporary, if any. Current investments are valued at lower of cost and market value.

### nventories

Inventories are valued at lower of cost and net realisable value, cost being ascertained on the following basis:

- a) Raw materials, stores, spares, consumable tools and components: on First in First out (FIFO) formula.
- b) Work-in-process, finished / trading goods include cost of conversion and other costs incurred in bringing the inventories to their present location and conditions.
- c) Cost includes taxes and duties and is net of credits under Cenvat / VAT.

### Foreign Currency Transactions

Foreign currency transactions are recorded at the rates prevailing on the date of the transaction. Monetary assets and liabilities in foreign currency are translated at year end rates. Exchange differences arising on the settlement of transactions and translation of monetary items are recognized as income or expense.



# Schedules Annexed To And Forming Part Of The Financial Statements

|  | In Rupees                 | In Rupees                |
|--|---------------------------|--------------------------|
|  | As on 31st<br>March 2011  | As on 31st<br>March 2010 |
| Schedule 18                                    |                           |                          |
| MANUFACTURING EXPENSES                         |                           |                          |
| Approval and Testing Expenses                  | 6,880,160                 | 5,919,30                 |
| Power & Fuel                                   | 28,654,242                | 26,360,246               |
| Factory Expenses<br>Contractual Labour Charges | 16,304,012<br>19,137,509  | 9,942,07<br>18,004,30    |
| Insurance                                      | 698,212                   | 838,66                   |
| insurance                                      | 71,674,134                | 61,064,60                |
| Schedule 19                                    | 7.7,61.7,61               | 0.1/00.1/00              |
| PAYMENT TO & PROVISION FOR EMPLOYEES           |                           |                          |
| Salaries, Wages, Allowances & Bonus            | 34,577,209                | 28,726,32                |
| Contribution to Provident & other Funds        | 2.056.694                 | 2,048,60                 |
| Contribution to Group Gratuity Fund            | 213,249                   | 1,133,00                 |
| Workmen and Staff Welfare                      | 1,518,469                 | 2,717,43                 |
| WORKHIER and Stall Wellare                     | 38,365,621                | 34,625,38                |
| Schedule 20                                    | 38,303,021                | 34,023,362               |
| ADMINISTRATIVE & SELLING EXPENSES              |                           |                          |
| Auditors Remuneration                          | 302,145                   | 207,30                   |
| Carriage Outwards                              | 26,597,377                | 22,351,88                |
| Donations                                      | 261,000                   | 324,71                   |
| Administrative Expenses                        | 1,300,917                 | 1,449,35                 |
| Bad Debts                                      | 402,602                   | 834,47                   |
| Legal & Professional charges                   | 12,505,077                | 19,264,55                |
| Commission                                     | 1,305,690                 | 1,788,86                 |
| Advertisement & Publicity                      | 381,486                   | 2,804,36                 |
| Marketing Expenses                             | 8,046,474                 | 8,164,95                 |
| Miscellaneous Expenses                         | 4,969,246                 | 4,692,49                 |
| Rent   | 269,830                   | 155,24                   |
| Vehicle Running & Maintenance expenses         | 5,420,577                 | 3,973,79                 |
| Printing & Stationery                          | 4,855,363                 | 3,813,58                 |
| Postage & Courier Expenses                     | 1,328,123                 | 1,287,03                 |
| Rates and Taxes                                | 132,813                   | 447,00                   |
| Repairs and Maintenance                        | 71.377.0 <b>*</b> 90.0961 |                          |
| Plant & Machinery                              | 1,163,850                 | 2,759,23                 |
| Building                                       | 1,381,771                 | 1,223,51                 |
| Office   | 297,009                   | 55,20                    |
| Others   | 299,886                   | 456,48                   |
| Sales Promotion Expenses                       | 4,486,740                 | 6,205,39                 |
| Telephone Expenses                             | 2,893,523                 | 2,880,71                 |
| Travelling and Conveyance                      | 14,225,534                | 14,098,56                |
| Loss on sale of Assets                         | 312,229                   | 825,92                   |
|  | 93,139,263                | 100,064,643              |
| Schedule 21                                    |                           |                          |
| FINANCE CHARGES                                |                           |                          |
| Interest                                       | 1 102/2010/00/00          |                          |
| On Term Loans                                  | 25,980,533                | 3,782,61                 |
| Others   | 24,026,288                | 15,684,61                |
| Bank & L/C charges                             | 3,100,761                 | 3,508,23                 |
|  | 53,107,583                | 22,975,464               |

# Annexure A to the Directors' Report

### (Additional Information in terms of Notification No.1029 of 16.12.1988 issued by the Department of Company Affairs)

### A] Conservation of Energy

The disclosure of conservation of energy has not been provided as the Company is not covered under the list of specified industries under the Disclosure of Particulars in the Report of Board of Directors Rules, 1988. However, required conservation measures mentioned below are undertaken by the Company:

- Fuel consumption in DG sets was reduced by using automatic change-over and APFC panels.
- Introduction of AC Induction Motors in place of DC Motors.
- ETP/STP installations enabled use of recycled water.
- Blowers and cooling fans in equipment re-wired to run only when PDN equipment is in use.
- Introduction of gas fired heating system in replacement of static oven heaters.

### [B] TECHNOLOGY ABSORPTION, RESEARCH & DEVELOPMENT

Efforts made towards technology absorption and R&D is given as per Form-B annexed herewith.

### [C] FOREIGN EXCHANGE EARNINGS & OUTGO

Details of earnings and outgo of foreign exchange are given in Schedule 22, Notes to the Accounts. The Company continues to strive to improve its export earnings.

### FORM B

(See Rule-2)

### FORM FOR DISCLOSURE OF PARTICULARS WITH RESPECT TO RESEARCH & DEVELOPMENT AND TECHNOLOGY ABSORPTION

# [A] RESEARCH & DEVELOPMENT (R&D) 1. SPECIFIC AREAS IN WHICH R&D CARRIED OUT BY THE COMPANY:

Improvement / Technology upgradation of the Company's existing products and Research and Development of alternate raw material with a view to improve quality, minimize imports and to reduce costs. A new spectrometer was added to enhance the quality standards across all product ranges.

### 2. BENEFITS DERIVED AS A RESULT OF THE ABOVE R&D:

- Wider range of electrodes, enhanced value equation and greater customer satisfaction.

### 3. FUTURE PLAN OF ACTION:

- The Company intends to pursue technology innovation, renewed up-gradation in its product range consistently to enhance consumer service and reduce costs at all levels.

### 4. EXPENDITURE ON R&D

|    |   |                   | (< III IIIIIIOII |
|----|---|-------------------|------------------|
|    |   | 2010-2011         | 2009-201         |
| a  | Capital   |                   |                  |
| b  | ) Recurring   |                   |                  |
| c) | Total   | 5 <del>44</del> 0 |                  |
| d  | Total R&D expenditure as a percentage of total turnover |                   |                  |



### [B] TECHNOLOGY ABSORPTION, ADAPTATION AND INNOVATION

### 1. EFFORTS IN BRIEF, MADE TOWARDS TECHNOLOGY ABSORPTION, ADAPTATION AND INNOVATION:

The following measures are undertaken by the Company:

- Development of welding consumables for Super Thermal power plant with special chemical and mechanical properties.
- Development of Non-synthetic basic type of electrode for Hydro-Power electrical plants.
- Development of special binder for achieving extremely low hydrogen in the welding electrodes.
- Welding Consumables developed for cryogenic steels used in fertilizers and petrochemical sectors.
- Development of welding consumables for welding special grade of steels used in defence shipbuilding industries.
- Welding Consumables developed for armour steels used in army tanks.

### 2. BENEFITS DERIVED AS A RESULT OF THE ABOVE EFFORTS,

E.g. Product Development, Import Substitution Etc.:

The benefits derived from the mentioned technology absorption measures:

- Significant reduction in power and fuel cost.
- Improvement in quality of electrode.

### 3. PARTICULARS OF IMPORTED TECHNOLOGY IN THE LAST FIVE YEARS:

a) Technology imported : N.A.
b) Year of Import : N.A.
c) Has technology been fully absorbed : N.A.
d) If not fully absorbed, reason &

future action plan :

# Schedules Annexed To And Forming Part Of The Financial Statements

|   |       | In Rupees                | In Rupees                |
|---|-------|--------------------------|--------------------------|
|   |       | As on 31st<br>March 2011 | As on 31st<br>March 2010 |
| Schedule 13                                   |       |                          |                          |
| PROVISIONS<br>Taxation                        |       | 33,500,000               | 41,500,000               |
| Proposed Dividend                             |       | 7,087,764                | 7,087,76                 |
| Corporate Tax on Dividend                     |       | 12,04,566                | 12,04,56                 |
| corporate tax on princing                     |       | 41,792,330               | 49,792,330               |
| Schedule 14                                   |       | 41,792,330               | 45,752,55                |
| SALES   |       |                          |                          |
| Domestic Sales (Including Excise)             |       | 1,422,009,201            | 1,282,814,861            |
| Export Sales                                  |       | 167,338,824              | 90,838,984               |
|   |       | 1,589,348,025            | 1,373,653,845            |
| Less: Excise Duty on Sales                    |       | 116,629,554              | 87,706,428               |
| Net sales                                     |       | 1,472,718,471            | 1,285,947,417            |
| Schedule 15                                   |       |                          |                          |
| OTHER INCOME                                  |       |                          | 44.50                    |
| Insurance Claim<br>Interest                   |       | 9,443<br>890,555         | 11,583                   |
| Dividend                                      |       | 19,535                   | 923,819<br>17,813        |
| Miscellaneous                                 |       | 368,816                  | 421,351                  |
|   |       | 53576554                 |                          |
| 22.22   |       | 1,288,349                | 1,374,566                |
| Schedule 16                                   |       |                          |                          |
| INCREASE/(DECREASE) IN STOCK<br>Closing Stock |       |                          |                          |
| Finished Goods                                |       | 64,823,016               | 39,534,917               |
| Work in Process                               |       | 25,264,848               | 7,472,080                |
| Troncas and a second                          |       | 90,087,864               | 47,006,997               |
| Less : Opening Stock                          |       | 74,007,001               | ,,                       |
| Finished Goods                                |       | 39,534,917               | 31,848,439               |
| Work in Process                               |       | 7,472,080                | 9,467,960                |
|   |       | 47,006,997               | 41,316,399               |
| Excise Duty on Closing Stock                  |       | 5,474,226                | 3,100,182                |
|   |       | 37,606,641               | 2,590,416                |
| Schedule 17 MATERIAL CONSUMED                 |       |                          |                          |
| Raw Material                                  |       |                          |                          |
| Opening Stock                                 |       | 122,866,777              | 68,976,097               |
| Add : Purchases (Net of group company)        |       | 1,065,050,513            | 922,650,381              |
| Land Clarker Shark                            |       | 1,187,917,290            | 991,626,478              |
| Less : Closing Stock                          | Α     | 142,156,802              | 122,866,777              |
| Packing Material                              | A     | 1,045,760,489            | 868,759,701              |
| Opening Stock                                 |       | 6,329,218                | 5,136,742                |
| Add: Purchases                                |       | 50,542,354               | 38,692,141               |
|   |       | 56,871,572               | 43,828,883               |
| Less: Closing Stock                           |       | 7,619,758                | 6,329,218                |
|   | В     | 49,251,814               | 37,499,665               |
| Stores, Spare Parts, Tools & Dies             |       | 20120                    |                          |
| Opening Stock<br>Add : Purchase               |       | 2,913,853<br>29,364,495  | 2,133,184<br>18,682,460  |
| Aud : Pulchase                                |       |                          |                          |
| Less : Closing Stock                          |       | 32,278,348<br>12,428,278 | 20,815,644<br>2,913,853  |
| Less . Closing Stock                          | c     |                          |                          |
|   |       | 19,850,070               | 17,901,791               |
| Total Material Consumed                       | A+B+C | 1,114,862,373            | 924,161,157              |

3



# Schedules Annexed To And Forming Part Of The Financial Statements

| As on 31st   March 2011  |  |            | In Rupees              | In Rupees               |
|--|--|------------|------------------------|-------------------------|
| INVESTMENTS   No. of shares   CE   Shipping Co. Ltd.   201   6.125     |  |            |                        |                         |
| Non Trade Quoted (Face Value ₹ 10 each)   Schedule   | Schedule 7   |            |                        |                         |
| GE Shipping Co. Ltd. GES Shipping Co. Ltd. GES Misping Co. Ltd. So GES Misping |  | 1000 2 000 |                        |                         |
| Great Offshore Ltd.  |  |            | 6.125                  | C 125                   |
| Mahindra Lifespace Developers Ltd. 28 8.53 8.53 8.50 8.502 Market Value ₹ 76,499 (P.Y. ₹ 90,301)  UNQUOTED  The Thane Janata Sahakari Bank Ltd. (Face Value of ₹ 50 each) 2002 100,100 10,000 10,000 10,000 110,000 110,000 110,000 110,000 110,000 110,000 110,000 110,000 15,000  |  |            |                        |                         |
| Market Value ₹ 76,499 (P.Y. ₹ 90,301)  UNQUOTED  The Than Janata Sahakari Bank Ltd. (Face Value of ₹ 50 each)  |  |            |                        |                         |
| UNQUOTED The Thane Janata Sahakari Bank Ltd. (Face Value of ₹ 50 each)   |  |            | 8,502                  | 8,502                   |
| The Thane Janata Sahakarii Bank Ltd. (Face Value of ₹ 50 each) 2002 100,100 100,000 10,000 10,000 10,000 10,000 10,000 10,000 110,000 110,000 110,000 110,000 110,000 110,000 110,000 110,000 15,000 15,000 15,000 15,000 15,000 15,000 180,000 180,000 18,000 | Market Value ₹ 76,499 (P.Y. ₹ 90,301)  |            |                        |                         |
| Saraswat Co-op Bank Ltd. (Face Value of ₹ 10 each)   10,000   10,000   10,000   110,100   110,100   110,100   110,100   110,100   110,100   110,100   15,000   15,000   15,000   133,602   133,603   12,266,777   12,428,278   12,428,278   12,428,278   12,428,278   12,428,278   12,428,278   12,428,278   12,428,278   12,428,278   12,428,278   12,428,278   12,428,278   12,428,278   12,428,278   12,428,278   12,428,278   12,428,278   12,428,278   12,428,278   12,428,279   17,91,16,845   13,94,649   3,533,49,17   17,91,645   13,94,649   3,298,869   179,263,863   149,097,089   179,263,863   179,263,863   179,263,863   179,263,863   179,263,863   179,263,863   179,263,863   179,263,864   179,263,863   1   |  |            |                        |                         |
| National Savings Certificate   110,100   |  |            |                        |                         |
| National Savings Certificate  15,000  133,602  133,602  133,602  133,602  133,602  133,602  133,602  133,602  133,602  133,602  133,602  133,602  133,602  133,602  133,602  133,602  133,602  14,2156,803  12,248,278  14,2156,803  12,2486,777  12,428,278  14,2156,803  12,2466,777  12,648,23,016  24,2156,803  12,2466,777  12,648,23,016  25,264,848  7,472,080  25,248,48  7,472,080  25,248,48  7,472,080  25,248,48  7,472,080  25,248,48  7,472,080  25,248,48  7,472,080  25,248,48  7,472,080  25,248,48  7,472,080  13,994,649  179,263,863  149,097,088  179,263,863  149,097,088  117,201  809,733  814,097,088  117,201  809,733  814,097,088  117,201  809,733  814,097,088  117,201  809,733  814,097,088  117,201  809,733  814,097,088  117,201  809,733  814,097,088  117,201  809,733  814,097,088  117,201  809,733  814,097,088  117,201  809,733  814,097,088  117,201  809,733  814,097,088  117,201  809,733  80,404,804  117,201  80,733  80,733,804  117,201  80,733  80,733,804  117,201  80,733  80,733,804  117,201  80,733  117,201  80,733  117,201  80,733  117,201  80,733  117,201  80,733  117,201  80,733  117,201  80,733  117,201  80,733  117,201  80,733  117,201  80,733  117,201  80,733  117,201  80,733  117,204  117,201  80,733  117,201  80,7 | Saraswat Co-op Bank Ltd. (Face Value of ₹ 10 each)   | 1000       |                        |                         |
| 133,602   133,   |  |            | 110,100                | 110,100                 |
| Schedule 8   INVENTORIES   | National Savings Certificate   |            |                        |                         |
| INVENTORIES   Clark Cot or market value, whichever is lower)   Stores, Tools, Dies   12,428,278   2,913,853   122,866,777   Packing Materials   12,428,278   6,329,218   64,823,016   39,534,917   7,619,758   6,329,218   7,761,768   7,619,758   7,619,758   7,619,758   7,619,758   7,619,758   7,619,758   7,619,758   7,619,758   7,619,758   7,619,758   7,619,758   7,619,758   7,619,758   7,721,880   7,721,880   7,721,880   7,721,880   7,721,880   7,721,880   7,721,880   7,721,880   7,721,880   7,721,880   7,721,880   7,721,880   7,721,880   7,721,880   7,721,880   7,721,891,891   7,921,891,891   7,921   |  |            | 133,602                | 133,602                 |
| Act cost or market value, whichever is lower)   Stores, Tools, Dies   12,428,278   2,913,853   322,865,777   792,754,118   142,155,803   122,865,777   792,754,118   76,197,758   6,329,218   76,197,558   6,329,218   76,197,558   6,329,218   76,197,559,767   76,197,559,769,775,775   76,197,559,775,775   76,197,559,775,775   76,197,559,775,775   76,197,559,775,775   76,197,559,775,775   76,197,559,775,775   76,197,559,775,775   76,197,559,775,775   76,197,559,775,775   76,197,559,775,775   76,197,559,775,775   76,197,559,775,775   76,197,559,775   76,19   |  |            |                        |                         |
| Stores, Tools, Dies         12,428,278         2,913,853           Raw Materials         142,156,803         122,866,779           Packing Materials         7,619,758         6,329,218           Finished Goods         64,823,016         39,534,917           Work in Process         252,292,702         179,116,845           SChedule 9           SUNDRY DEBTORS         13,994,649         8,798,869           B Debts outstanding for a period exceeding six months         13,994,649         8,798,869           B Debts outstanding for a period exceeding six months         13,994,649         8,798,869           B Debt outstanding for a period exceeding six months         13,994,649         8,798,869           B Debt outstanding for a period exceeding six months         13,994,649         8,798,869           B Debt outstanding for a period exceeding six months         13,994,649         8,798,869           B Debt outstanding for a period exceeding six months         13,994,649         8,798,869           B Debt outstanding for a period exceeding six months         13,994,649         8,798,869           SChedule 10         10         117,701         80,775,895,967           Schedule 10         11,7201         80,733         81,718,816         11,785,94         11,785,94         11,785,94   |  |            |                        |                         |
| Packing Materials  |  |            | 12,428,278             | 2,913,853               |
| Finished Goods   |  |            |                        |                         |
| Work in Process   25,264,848   7,472,080   252,292,702   179,116,845     |  |            |                        |                         |
| Schedule 9   SUNDRY DEBTORS   Unsecured considered good   a   Debts outstanding for a period exceeding six months   13,994,649   8,798,869   179,263,863   149,097,098   179,263,863   149,097,098   179,263,863   149,097,098   179,263,863   149,097,098   179,263,863   149,097,098   179,263,863   149,097,098   179,263,863   149,097,098   179,263,863   149,097,098   179,263,863   149,097,098   179,263,863   149,097,098   179,263,863   149,097,098   179,263,863   149,097,098   179,263,863   149,097,098   179,263,863   149,097,098   179,263,863   149,097,098   179,263,863   149,097,098   179,263,863   149,097,098   179,263,863,863   179,263,863   179,263,863,863   179,263,863,863   179,263,863,863   179,263,863,863   179,263,863,863   179,263,863,863,863   179,263,863,863   179,263,863,863   179,263,863,863,863,863,863,863,863,863,863,8   |  |            |                        |                         |
| Schedule 9   SUNDRY DEBTORS   Unsecured considered good)   | 110111111111111111111111111111111111111  |            |                        |                         |
| SUNDRY DEBTORS (Unsecured considered good) a) Debts outstanding for a period exceeding six months b) Others   13,994,649   8,798,869   149,097,098   179,263,863   149,097,098   179,263,863   149,097,098   179,263,863   149,097,098   179,263,863   149,097,098   179,263,863   149,097,098   179,263,863   149,097,098   179,263,863   149,097,098   179,263,863   149,097,098   179,263,863   149,097,098   179,263,863   179,263,863   179,263,863   179,263,863   179,263   179,263   179,263   179,263   179,263   179,263   179,263   178,594   | Schodulo 0   |            | 232,232,702            | 175,110,045             |
| 13,994,649   8,798,869   179,263,863   149,097,098   179,263,863   149,097,098   179,263,863   149,097,098   179,263,863   149,097,098   179,263,863   149,097,098   179,263,863   149,097,098   179,263,863   149,097,098   179,263,863   149,097,098   179,263,863   149,097,098   179,263,863   179,097,098   179,263,863   179,097,098   179,263,863   179,097,098   179,263,863   179,097,398   179,263,863   179,097,398   179,263,863   179,097,398   179,263,863,863   179,263,863   179,263,863   179,263,863   179,263,863   179,263,863   179,263,863   179,263,863   179,263,863   179,263,863   179,263,863   179,263,863   179,263,863   179,263,863   179,263,863   179,263,863   179,263,863   179,263,863   179,263,863,863   179,263,863   179,263,863   179,263,863   179,263,863   179,263,863   179,263,863   179,263,863   179,263,863   179,263,863   179,263,863   179,263,863   179,263,863   179,263,863   179,263,863   179,263,863   179,263,863   179,263,863   179,263,8   | SUNDRY DEBTORS   |            |                        |                         |
| 179,263,863   149,097,098   193,258,512   157,895,967   193,258,512   157,895,967   193,258,512   157,895,967   193,258,512   157,895,967   193,258,512   157,895,967   117,201   809,733   808,000   808,00   | (Unsecured considered good)  |            | 12 004 640             | 9 709 960               |
| Schedule 10  | b) Others  |            |                        |                         |
| CASH & BANK BALANCES         117,201         809,733           Balances with Scheduled Banks         7,776,616         11,738,882           Current Accounts         7,776,616         11,738,882           Peposit Accounts         148,715         178,594           Foreign Bank Accounts         16,542,020         19,872,653           Schedule 11           LOANS AND ADVANCES         CUrsecured, considered good, recoverable in cash or in kind or for value to be received)         2,022,044         2,961,236           In kind or for value to be received)         37,532,946         40,925,091           In kind or for value to be received)         5,224,270         9,277,411           Balance with Statutory Authorities         32,219,360         26,864,737           Advances         32,219,360         26,864,737           Application money for Land         102,000         102,000           Carrest Money Deposit         1,176,100         960,075           Other Deposits         7,044,400         6,707,620           Schedule 12         2         2           CURRENT LIABILITIES         25,567,209         18,753,022           Deposits from Dealers         545,000         180,000           Liabilities for Duties and Taxes         5,474,226  |  |            | 193,258,512            | 157,895,967             |
| Cash in Hand       117,201       809,733         Balances with Scheduled Banks       7,776,616       11,738,882         - Current Accounts       8,499,488       7,145,444         - Foreign Bank Accounts       148,715       178,594         Schedule 11         LOANS AND ADVANCES         (Unsecured, considered good, recoverable in cash or in kind or for value to be received)       2,022,044       2,961,236         Employee Advances       37,532,946       40,925,091         201 Advances       37,532,946       40,925,091         Other Advances       32,219,360       26,864,737         Advance to Suppliers       12,435,816       25,038,393         Application money for Land       102,000       102,000         Carrent Money Deposit       1,176,100       960,075         Other Deposits       7,044,400       6,707,620         Schedule 12         CURRENT LIABILITIES       25,567,209       18,753,022         Deposits from Dealers       545,000       180,000         Liabilities for Duties and Taxes       5,474,226       3,100,182         Unclaimed Dividend       840       840  |  |            |                        |                         |
| Balances with Scheduled Banks         7,776,616         11,738,882           - Current Accounts         8,499,488         7,145,444           - Deposit Accounts         148,715         178,594           Schedule 1         16,542,020         19,872,653           Chance of Considered good, recoverable in cash or in kind or for value to be received)         2,022,044         2,961,236           In kind or for value to be received)         37,532,946         40,925,091           In kind or for value to be received)         5,224,270         9,277,411           Balance with Statutory Authorities         32,219,360         26,864,737           Advances         32,219,360         26,864,737           Advance to Suppliers         12,435,816         25,038,393           Application money for Land         102,000         102,000           Carrest Money Deposit         1,176,100         960,075           Other Deposits         7,044,400         6,707,620           Schedule 12           CURRENT LIABILITIES         25,567,209         18,753,022           Deposits from Dealers         25,567,209         18,753,022           Liabilities for Duties and Taxes         5,474,226         3,100,182           Unclaimed Dividend         840         840 </td <td></td> <td></td> <td>117 201</td> <td>809 733</td>   |  |            | 117 201                | 809 733                 |
| - Deposit Accounts   | Balances with Scheduled Banks  |            | (20000 Europe (200)    | 00010000000             |
| Foreign Bank Accounts 148,715 178,594 16,542,020 19,872,653 16,542,020 19,872,653 16,542,020 19,872,653 16,542,020 19,872,653 16,542,020 19,872,653 16,542,020 19,872,653 178,594 178, |  |            | 7,776,616<br>8 499 488 | 11,738,882<br>7 145 444 |
| Company   Comp   |  |            | 148,715                | 178,594                 |
| LOANS AND ADVANCES (Unsecured, considered good, recoverable in cash or in kind or for value to be received)       2,022,044       2,961,236         Employee Advances       37,532,946       40,925,091         Tax Advances       37,532,946       40,925,091         Other Advances       5,224,270       9,277,411         Balance with Statutory Authorities       32,219,360       26,864,737         Advance to Suppliers       12,435,816       25,038,393         Application money for Land       102,000       102,000         Earnest Money Deposit       1,176,100       960,075         Other Deposits       7,044,400       6,707,620         Schedule 12         CURRENT LIABILITIES       25,567,209       18,753,022         Sundry Creditors       88,721,538       52,913,708         Other Liabilities       25,567,209       18,753,022         Deposits from Dealers       545,000       180,000         Liabilities for Duties and Taxes       5,474,226       3,100,182         Unclaimed Dividend       840       840   |  |            | 16,542,020             | 19,872,653              |
| (Unsecured, considered good, recoverable in cash or in kind or for value to be received)     2,022,044     2,961,236       Tax Advances     37,532,946     40,925,091       Other Advances     5,224,270     9,277,411       Balance with Statutory Authorities     32,219,360     26,864,737       Advance to Suppliers     12,435,816     25,038,393       Application money for Land     102,000     102,000       Earnest Money Deposit     1,176,100     960,075       Other Deposits     7,044,400     6,707,620       Schedule 12       CURRENT LIABILITIES       Sundry Creditors     88,721,538     52,913,708       Other Liabilities     25,567,209     18,753,022       Deposits from Dealers     545,000     180,000       Liabilities for Duties and Taxes     5,474,226     3,100,182       Unclaimed Dividend     840     840  |  |            |                        |                         |
| in kind or for value to be received)         2,022,044         2,961,236           Employee Advances         37,532,946         40,925,091           Other Advances         32,219,360         26,864,737           Advance to Suppliers         12,435,816         25,038,393           Application money for Land         102,000         102,000           Earnest Money Deposit         1,176,100         96,075           Other Deposits         7,044,400         6,707,620           Schedule 12           CURRENT LIABILITIES           Sundry Creditors         88,721,538         52,913,708           Other Labilities         25,567,209         18,753,022           Deposits from Dealers         545,000         180,000           Liabilities for Duties and Taxes         5,474,226         3,100,182           Unclaimed Dividend         840         840  |  |            |                        |                         |
| Tax Advances     37,532,946     40,925,091       Other Advances     5,224,270     9,277,411       Balance with Statutory Authorities     32,219,360     26,864,737       Advance to Suppliers     12,435,816     25,038,393       Application money for Land     102,000     102,000       Earnest Money Deposit     1,176,100     960,075       Other Deposits     97,756,936     112,836,563       Schedule 12       CURRENT LIABILITIES     25,567,209     18,753,022       Sundry Creditors     88,721,538     52,913,708       Other Liabilities     25,567,209     18,753,022       Deposits from Dealers     545,000     180,000       Liabilities for Duties and Taxes     5,474,226     3,100,182       Unclaimed Dividend     840     840  |  |            |                        |                         |
| Other Advances         5,224,270         9,277,411           Balance with Statutory Authorities         32,219,360         26,864,737           Advance to Suppliers         12,435,816         25,038,393           Application money for Land         102,000         102,000           Earnest Money Deposit         1,176,100         960,075           Other Deposits         7,044,400         6,707,620           Schedule 12           CURRENT LIABILITIES           Sundry Creditors         88,721,538         52,913,708           Other Liabilities         25,567,209         18,753,022           Deposits from Dealers         545,000         180,000           Liabilities for Duties and Taxes         5,474,226         3,100,182           Unclaimed Dividend         840         840  |  |            |                        |                         |
| Balance with Statutory Authorities         32,219,360         26,864,737           Advance to Suppliers         12,435,816         25,038,393           Application money for Land         102,000         102,000           Earnest Money Deposit         7,044,400         6,707,620           Other Deposits         97,756,936         112,836,563           Schedule 12           CURRENT LIABILITIES         88,721,538         52,913,708           Sundry Creditors         88,721,538         52,913,708           Other Liabilities         25,567,209         18,753,022           Deposits from Dealers         545,000         180,000           Liabilities for Duties and Taxes         5,474,226         3,100,182           Unclaimed Dividend         840         840  |  |            |                        |                         |
| Advance to Suppliers         12,435,816         25,038,393           Application money for Land         102,000         102,000           Earnest Money Deposit         1,176,100         960,075           Other Deposits         7,044,400         6,707,620           Schedule 12           CURRENT LIABILITIES           Sundry Creditors         88,721,538         52,913,708           Other Liabilities         25,567,209         18,753,022           Deposits from Dealers         545,000         180,000           Liabilities for Duties and Taxes         5,474,226         3,100,182           Unclaimed Dividend         840         840  |  |            |                        |                         |
| Earnest Money Deposit         1,176,100         960,075           Other Deposits         7,044,400         6,707,620           97,756,936         112,836,563           Schedule 12           CURRENT LIABILITIES           Sundry Creditors         88,721,538         52,913,708           Other Liabilities         25,567,209         18,753,022           Deposits from Dealers         545,000         180,000           Liabilities for Duties and Taxes         5,474,226         3,100,182           Unclaimed Dividend         840         840   | Advance to Suppliers   |            | 12,435,816             | 25,038,393              |
| Other Deposits         7,044,400         6,707,620           Schedule 12<br>CURRENT LIABILITIES<br>Sundry Creditors         88,721,538         52,913,708           Other Liabilities         25,567,209         18,753,022           Deposits from Dealers         545,000         180,000           Liabilities for Duties and Taxes         5,474,226         3,100,182           Unclaimed Dividend         840         840  |  |            |                        |                         |
| Schedule 12<br>CURRENT LIABILITIES         97,756,936         112,836,563           Sundry Creditors         88,721,538         52,913,708           Other Liabilities         25,567,209         18,753,022           Deposits from Dealers         545,000         180,000           Liabilities for Duties and Taxes         5,474,226         3,100,182           Unclaimed Dividend         840         840   |  |            |                        |                         |
| Schedule 12           CURRENT LIABILITIES           Sundry Creditors         88,721,538         52,913,708           Other Liabilities         25,567,209         18,753,022           Deposits from Dealers         545,000         180,000           Liabilities for Duties and Taxes         5,474,226         3,100,182           Unclaimed Dividend         840         840   | Other Deposits   |            |                        | 10.140.0000 F0001.000   |
| CURENT LIABILITIES         88,721,538         52,913,708           Sundry Creditors         85,267,209         18,753,022           Other Liabilities         25,567,209         18,753,022           Deposits from Dealers         545,000         180,000           Liabilities for Duties and Taxes         5,474,226         3,100,182           Unclaimed Dividend         840         840  | Schedule 12  |            | 77,750,350             | 112,030,303             |
| Sundry Creditors         88,721,538         52,913,708           Other Liabilities         25,567,209         18,753,022           Deposits from Dealers         545,000         180,000           Liabilities for Duties and Taxes         5,474,226         3,100,182           Unclaimed Dividend         840         840   |  |            |                        |                         |
| Deposits from Dealers         545,000         180,000           Liabilities for Duties and Taxes         5,474,226         3,100,182           Unclaimed Dividend         840         840  | CURRENT LIABILITIES  |            | 88,721,538             |                         |
| Liabilities for Duties and Taxes     5,474,226     3,100,182       Unclaimed Dividend     840     840  | Sundry Creditors   |            |                        |                         |
| Unclaimed Dividend 840 840   | Sundry Creditors<br>Other Liabilities  |            |                        |                         |
| 120,308,813 74,947,752   | Sundry Creditors<br>Other Liabilities<br>Deposits from Dealers                                     |            | 545,000                | 180,000                 |
|  | Sundry Creditors<br>Other Liabilities<br>Deposits from Dealers<br>Liabilities for Duties and Taxes |            | 545,000<br>5,474,226   | 180,000<br>3,100,182    |

# Annexure B to the Directors' Report Report on Corporate Governance

### Introduction

Your Company has complied in all material aspects with the provisions of Corporate Governance as stipulated under Clause 49 of the Listing Agreement with the Stock Exchange.

A report on the implementation of the Corporate Governance of the Listing Agreement by the Company is provided below.

### Company's Philosophy

Corporate Governance is about commitment to values and integrity in directing the affairs of the Company. It is an integral part of strategic management. Its basic tenets are adherence to ethical business practices; responsibility and accountability; honesty and transparency in the functioning of the management and the Board; true, complete and timely disclosures; and compliance of law. The Company's philosophy is to uphold the core values of ethics and create maximum shareholder value without compromising the integrity of business practices.

The Board of Directors and the Management of GEE Limited commit themselves to:

- Strive towards enhancement of shareholder value through sound business decisions
- Prudent financial management and
- High standards of ethics throughout the organization
- Ensure transparency and professionalism in all decisions and transactions of the Company

### 1. Board of Directors

During the year, 6 Board Meetings were held on 27.05.10, 26.07.10, 17.08.10, 28.10.10, 25.12.10 and 29.01.11

None of the Directors of the Board is a member of more than ten committees and they do not act as Chairman of more than five committees across all companies in which they are directors.

The composition of Directors and the attendance at the Board Meetings during the year and the last Annual General Meeting and also number of other directorships and Committee Memberships are given below:

| SI.No. | Name of Director    | Category of<br>Directorship    | No. of<br>Board<br>Meetings<br>attended | Attendance<br>at last AGM | No. of other<br>Directorships | No. of<br>Member of<br>other<br>Committees | Committee(s) | Note<br>No. |
|--------|---------------------|--------------------------------|---|---------------------------|-------------------------------|--|--------------|-------------|
| 1      | Mr. S.L.Agarwal     | Managing Director              | 5                                       | Yes                       | 6                             | 2  | _            | Α           |
| 2      | Mr. S.M. Agarwal    | Executive Director             | 5                                       | Yes                       | _                             | 2  | _            | A           |
| 3      | Mr. G K Saraf*      | Executive Director             | -                                       | No                        | 3                             | -  | -            | Α           |
| 4      | Mr. M.P. Dhanuka    | Executive Director (Marketing) | 5                                       | Yes                       | _                             | -  | _            | С           |
| 5      | Mr. Avinash Saraf** | Whole Time Director            | 1                                       | No                        | 1                             | -  | -            | Α           |
| 6      | Mr. Ashok Kumar     | Non-executive<br>Director      | _                                       | No                        | _                             | 3  | _            | В           |
| 7      | Mr. Sujit Sen       | Non-executive<br>Director      | 1                                       | No                        | 1                             | 3  | 2            | В           |
| 8      | Mr. Utsav Kapadia   | Non-executive<br>Director      | -                                       | No                        | 12                            | -  | -            | В           |
| 9      | Mr. K.M. Panthaki   | Non-executive<br>Director      | 3                                       | Yes                       | 1                             | 3  | 1            | В           |

- A. Promoter Directors.
- B. Non-executive and independent Directors.
- C. Executive and independent Directors.
- \* Appointed w.e.f. 01.04.2011
- \*\* Resigned w.e.f 31.03.2011



### **Equity Shares held by Directors**

| Name of the Director | No. of Equity shares |
|----------------------|----------------------|
| Mr. S.L.Agarwal      | 1,707,928            |
| Mr. S.M.Agarwal      | 398,898              |
| Mr. G. K. Saraf*     | 197,868              |
| Mr. Utsav Kapadia    | 93,122               |

<sup>\*</sup> Appointed w.e.f. 01.04.2011

### 2. Secretarial Standards

The Institute of Company Secretaries of India (ICSI) has laid down Standards on secretarial practices relating to meetings of the Board and Board Committees, General Meetings, Dividends etc. The Secretarial and the operating practices of the Company are in line with the above Secretarial Standards.

All the information required under Annexure-I to Clause 49 of the Listing Agreement with Stock Exchanges is being placed before the Board at every meeting, with the current status duly updated.

### 3. Audit Committee

### Composition & Meeting

The Audit Committee's terms of reference conforms to section 292A of Companies Act, 1956 as well as Clause 49 of the Listing Agreement. During the Financial Year 2010-11, four meetings of Audit Committee were held as follows:-

| SI.<br>No. | Name of<br>Director   | Status  |          | Meetings at | ttended (Y/N) |          |
|------------|-----------------------|---|----------|-------------|---------------|----------|
|            |                       |   | 27.05.10 | 26.07.10    | 28.10.10      | 25.12.10 |
| 1          | Mr. Sujit Sen         | Chairman &<br>Non-executive<br>Independent Director | N        | N           | N             | Y        |
| 2          | Mr. Ashok<br>Kumar    | Non-executive<br>Independent Director               | N        | N           | N             | N        |
| 3          | Mr. K. M.<br>Panthaki | Non-executive<br>Independent Director               | Y        | Y           | Y             | N        |
| 4          | Mr. S. L. Agarwal     | Executive Non-<br>Independent Director              | Y        | Υ           | Y             | Y        |
| 5          | Mr. S. M. Agarwal     | Executive Non-<br>Independent Director              | Υ        | Y           | Y             | Υ        |

The Statutory Auditor (if need arise), Internal Auditors are invitees to the Audit Committee Meetings.

### 4. Remuneration Committee

Your Company has formed a Remuneration Committee to lay down the norms for determination of remuneration of the executive as well as non-executive directors and executives at all levels of the Company. The Remuneration Committee has been assigned to approve and settle the remuneration package with the optimum blending of monetary and non-monetary outlay.

### **Composition of Remuneration Committee:**

| SI. No. | Name of the Director | Status                 | Designation in Committee |
|---------|----------------------|------------------------|--------------------------|
| 1       | Mr. Sujit Sen        | Non-Executive Director | Chairman                 |
| 2       | Mr. Ashok Kumar      | Non-Executive Director | Member                   |
| 3       | Mr. K. M. Panthaki   | Non-Executive Director | Member                   |

# Schedules Annexed To And Forming Part Of The Financial Statements

(In Rupees)

|                          |              |                   |                                    |            |                    |                  |                    |            |                  |                                    | (Consideration)    |
|--------------------------|--------------|-------------------|------------------------------------|------------|--------------------|------------------|--------------------|------------|------------------|------------------------------------|--------------------|
|                          | Rate of dep. |                   | GROSS BLOCK                        | NOCK .     |                    |                  | DEPRECIATION BLOCK | ON BLOCK   |                  | NET                                | NET BLOCK          |
|                          |              | As on<br>1-4-2010 | Additions                          | Deductions | As on<br>31-3-2011 | Upto<br>1-4-2010 | For the year       | Deductions | Upto<br>31.03.11 | As on<br>31-3-2011                 | As on<br>31-3-2010 |
| Description              |              |                   |                                    |            |                    | 19               |                    |            |                  |                                    |                    |
| Freehold Land            | 1            | 50,321,628        | Ī                                  | 1          | 50,321,628         | I                | 1                  | 1          | 1                | 50,321,628                         | 50,321,628         |
| Lease hold Land          | I            | 15,730,431        | f                                  | L          | 15,730,431         | 377,211          | I.                 | L          | 377,211          | 15,353,220                         | 15,353,220         |
| Land at Haryana          | ı            | 3,640,288         | Ĩ                                  | Î          | 3,640,288          | 1                | 1                  | 1          | 1                | 3,640,288                          | 3,640,288          |
| Building                 |              |                   |                                    |            | ı                  | 1                | Ļ                  | Į.         | I                | Ü                                  | L                  |
| - Factory                | 3.34%        | 134,028,873       | 39,245,327                         | 1          | 173,274,200        | 8,427,647        | 4,704,937          | 1          | 13,132,584       | 160,141,617                        | 125,601,226        |
| - Office                 | 1.63%        | 1,444,519         | 1                                  | 1          | 1,444,519          | 416,512          | 23,546             | 1          | 440,058          | 1,004,461                          | 1,028,007          |
| Flat at Siddhanchal      | 1.63%        | 3,678,807         | ſ                                  | I          | 3,678,807          | 176,942          | 596'65             | ı          | 236,907          | 3,441,900                          | 3,501,865          |
| Plant and Machinery      | 4.75%        | 135,617,831       | 24,706,925                         | 43,794     | 160,280,962        | 25,326,958       | 995'626'5          | 2,080      | 31,304,443       | 128,976,519                        | 110,290,873        |
| Electrical Equipment     | 4.75%        | 14,280,614        | 7,116,739                          | Î          | 21,397,353         | 1,304,859        | 804,496            | I          | 2,109,355        | 19,287,997                         | 12,975,755         |
| Furniture                | 6.33%        | 6,405,521         | 2,072,973                          | 1          | 8,478,494          | 462,139          | 416,843            | 1          | 878,982          | 7,599,512                          | 5,943,382          |
| Office Equipment         | 6.33%        | 2,803,657         | 387,892                            | 1          | 31,915,497         | 725,006          | 191,476            | 1          | 916,482          | 2,275,067                          | 2,078,651          |
| Computers                | 16.21%       | 5,203,586         | 322,275                            | Ü          | 5,525,861          | 2,780,097        | 539,375            | E.         | 3,319,473        | 2,206,388                          | 2,423,489          |
| Motor Cars               | 9.50%        | 14,080,866        | 5,862,487                          | 1,220,975  | 18,722,378         | 2,504,071        | 1,194,741          | 630,461    | 3,068,351        | 15,654,027                         | 11,576,795         |
| Total                    |              | 387,236,621       | 79,714,618                         | 1,264,769  | 465,686,470        | 42,501,442       | 13,914,944         | 632,541    | 55,783,845       | 409,902,625                        | 344,735,179        |
| Capital Work-in-Progress |              | 21,225,120        | 107,959,753                        | 21,225,120 | 107,959,753        | 1                | 1                  | 1          | 1                | 107,959,753                        | 21,225,120         |
| Total                    |              | 408,461,741       | 187,674,371                        | 22,489,889 | 573,646,223        | 42,501,442       | 13,914,944         | 632,541    | 55,783,845       | 517,862,378                        | 365,960,299        |
| AS ON 31-03-2010         |              | 233,164,446       | 233,164,446 202,509,121 27,211,826 | 27,211,826 | 408,461,741        | 58,544,844       | 7,931,299          | 23,974,701 | 42,501,442       | 42,501,442 365,960,299 113,577,185 | 113,577,185        |
|                          |              |                   |                                    |            |                    |                  |                    |            |                  |                                    |                    |

Schedule 6 FIXED ASSETS



# Schedules Annexed To And Forming Part Of The Financial Statements

|  | In Rupees<br>Year Ended<br>March 2011 | In Rupees<br>Year Ended<br>March 2010 |
|--|---------------------------------------|---------------------------------------|
| Schedule 1   |                                       |                                       |
| SHARE CAPITAL AUTHORISED: 5,00,00,000 Equity shares of ₹ 2 each (P.Y. 2,50,00,000 Equity Shares of ₹ 2 each) | 100,000,000                           | 50,000,000                            |
| ISSUED: 2,36,44,778 Equity shares of ₹ 2 each  | 47,289,556                            | 47,289,556                            |
| (P.Y. 1,89,19,603 Equity Shares of ₹ 2 each)   | 47,289,556                            | 47,289,556                            |
| SUBSCRIBED and PAID UP:<br>2,36,25,878 Equity shares of ₹ 2 each fully paid                                  | 47,251,756                            | 47,251,756                            |
| (P.Y. 1,89,00,703 Equity Shares of ₹ 2 each fully paid up)   | 47,251,756                            | 47,251,756                            |

### Of the above:

1) 5,95,350 Equity shares have been allotted as fully paid up pursuant to a contract without payment being recieved in cash.

|   | 18,440,624               | 16,889,569               |
|---|--------------------------|--------------------------|
| As per Last Account<br>Add : Transfer from Profit & Loss Account                        | 16,889,569<br>1,551,055  | 12,630,819<br>4,258,750  |
| DEFERRED TAX LIABILITY  |                          |                          |
| Schedule 5  | 1,432,417                | 1,432,417                |
| Schedule 4<br>UNSECURED LOANS<br>DCSSI-Sales Tax Loan                                   | 1,432,417                | 1,432,417                |
|   | 462,629,632              | 343,339,656              |
| Vehicle Loan - from others  | 6,257,621                | 4,364,575                |
| Cash Credit   | 284,360,523              | 160,038,412              |
| Schedule 3<br>SECURED LOANS<br>Term Loan  | 172,011,487              | 178,936,669              |
|   | 385,990,579              | 302,162,451              |
| Profit and Loss Account balance   | 199,370,538              | 130,542,410              |
|   | 65,561,810               | 50,561,810               |
| General Reserve<br>Balance as per Last Account<br>Add : Transfer from Profit & Loss A/c | 50,561,810<br>15,000,000 | 35,561,810<br>15,000,000 |
| Revaluation Reserve   | 4,646,567                | 4,646,567                |
| Share Premium   | 93,028,690               | 93,028,690               |
| Capital Subsidy Reserve   | 2,186,546                | 2,186,546                |
| Schedule 2 RESERVES & SURPLUS Capital Reserve   | 21,196,428               | 21,196,428               |

### 5. Remuneration Policy

The remuneration policy of the Company is directed towards rewarding performance, based on review of achievements on a periodical basis. The remuneration policy is in consonance with the existing industry practices.

The remuneration of Executive Directors largely comprises basic remuneration and perquisites. There are no stock option benefits to any of the Directors. The non-executive Directors do not draw any remuneration from the Company.

### Particulars of Directors' Remuneration during the financial year ended 31st March, 2011.

| Name of Director                                    | Salary & Perquisites<br># (₹) | Sitting Fees<br>(₹) | Total     |
|---|-------------------------------|---------------------|-----------|
| Mr. S.L. Agarwal<br>Managing Director               | 2,610,000                     | NIL                 | 2,610,000 |
| Mr. S.M. Agarwal<br>Executive Director              | 1,449,996                     | NIL                 | 1,449,996 |
| Mr. G. K. Saraf**<br>Executive Director             | 2,513,335                     | NIL                 | 2,513,335 |
| Mr. M.P. Dhanuka<br>Executive Director<br>Marketing | 2,799,600                     | NIL                 | 2,799,600 |
| Mr. Avinash Saraf*<br>Full-time Director            | 723,746                       | NIL                 | 723,746   |
| Mr. Utsav Kapadia<br>Director                       | NIL                           | NIL                 | NIL       |
| Mr. K.M.Panthaki<br>Director                        | NIL                           | 10,000              | 10,000    |

<sup>#</sup> Perquisites includes Leave, Travel Allowance, Medical Expenses & Company's Contribution to Provident and Superannuation Funds and other

### 6. Share Transfer-cum-Shareholder / Investor Grievance Committee

Your Company has constituted a permanent Shareholders' Grievance Committee to look into the shareholders' grievances. The committee oversees the performance of the Registrar and Share Transfer Agent and recommends measures for overall improvement in quality of investor service.

| Name             | Category of Directorship             | Designation |
|------------------|--------------------------------------|-------------|
| Mr. K.M.Panthaki | Non-Executive & Independent Director | Chairman    |
| Mr. S.L.Agarwal  | Executive Director                   | Member      |
| Mr. S.M.agarwal  | Executive Director                   | Member      |
| Mr. Ashok Kumar  | Non-Executive & Independent Director | Member      |
| Mr. Sujit Sen    | Non-Executive & Independent Director | Member      |

### **Complaint Status**

During the year the Company has not received any complaints from the shareholders. As on date, there are no pending complaints of any shareholder.

<sup>\*</sup> Resigned w.e.f. 31.03.2011

<sup>\*\*</sup> Appointed w.e.f. 01.04.2011



### 7. General Body Meetings

Details of Annual General Meetings held during the last three years are as under:-

| Year    | Date                 | Time       | Venue   | Special<br>Resolution<br>Passed |
|---------|----------------------|------------|---|---------------------------------|
| 2009-10 | 17th September, 2010 | 1.00 p.m.  | Hotel Satkar Residency, Pokhran Road No.1,<br>Thane(West) 400 606 | 1                               |
| 2008-09 | 30th September, 2009 | 11.00 a.m. | Hotel Satkar Residency, Pokhran Road No.1,<br>Thane(West) 400 606 | 6                               |
| 2007-08 | 30th September, 2008 | 3.00 p.m.  | Hotel Satkar Residency, Pokhran Road No.1,<br>Thane(West) 400 606 | 3                               |

Details of the Last Three Extra Ordinary General Meetings

| Year    | Date | Time | Venue |
|---------|------|------|-------|
| 2009-10 | NIL  | NIL  | NIL   |
| 2008-09 | NIL  | NIL  | NIL   |
| 2007-08 | NIL  | NII  | NIL   |

All the resolutions placed before the shareholders at the above meetings were approved.

### 8. Disclosures

Details of related party transactions during the year have been set out under Note No. 14 of Schedule '22' of the Annual Accounts. However, these have no potential conflict with the interests of the company at large.

There were no instances of non-compliance or penalty, strictures imposed on the Company by Stock Exchanges / SEBI or any other statutory authorities on any matter related to capital markets, during the last three years.

Presently the Company does not have a Whistle Blower Policy but has a policy similar to it, which is called Open Talk. No personnel of the Company have been denied access to the Audit Committee.

GEE Limited has implemented a Code of Conduct based on its business principles along with implementation framework for its Directors and senior management of the Company. In compliance with the code, Directors and senior management of the Company have affirmed compliance with the Code for the year ended on 31st March 2011. A declaration to this effect signed by the Managing Director form part of this Annual Report.

### 9. Means of Communication

The financial results of the Company are published in widely circulating dailies such as Free Press Journal & Navashakti. Information released to the press at the time of declaration of results is also sent to 'The Bombay Stock Exchange' where the shares of the Company are listed for trading.

All the above results and documents are also displayed on the Company's official website www.geelimited.com

### 10. Management Discussion & Analysis Report

The comprehensive Management Discussion & Analysis Report has been enclosed with this report.

### Cash Flow Statement For The Year Ended 31st March 2011

|  | In Rupees<br>Year Ended<br>March 2011 | In Rupees<br>Year Ended<br>March 2010 |
|--|---------------------------------------|---------------------------------------|
| A. Cash flow from Operating Activities                 |                                       |                                       |
| Net profit before tax                                  | 126,549,543                           | 139,089,850                           |
| Adjustments for  |                                       |                                       |
| Depreciation   | 13,914,944                            | 7,931,299                             |
| Unrealised foreign exchange loss                       | 100,880                               | 478,708                               |
| Interest paid  | 53,107,583                            | 22,975,464                            |
| Profit on sale of assets                               | 312,229                               | 825,926                               |
| Interest received                                      | (890,555)                             | (923,819)                             |
| Dividend Received                                      | (19,535)                              | (17,813)                              |
| Operating profit before working capital changes        | 193,075,089                           | 170,359,615                           |
| Adjustments for:                                       |                                       |                                       |
| Inventories  | (73,175,857)                          | (61,554,422)                          |
| Sundry debtors   | (35,492,118)                          | (5,545,987)                           |
| Loans and advances                                     | 10,465,005                            | (47,577,574)                          |
| Current Liabilities and Sundry Creditor                | 46,623,701                            | 16,132,306                            |
| Income Tax Paid  | (37,497,355)                          | (20,731,106)                          |
| Net Cash flow from Operating activities (A)            | 103,998,464                           | 51,082,832                            |
| B. Cash flow from investing activities                 |                                       |                                       |
| Sale of fixed assets                                   | 320,000                               | 2,411,199                             |
| Purchase of fixed assets                               | (165,015,643)                         | (202,509,121)                         |
| Interest Received                                      | 890,555                               | 923,819                               |
| Dividends Received                                     | 19,535                                | 17,813                                |
| Net Cash flow from Investing activities (B)            | (163,785,554)                         | (199,156,290)                         |
| C. Cash flow from financing activities                 |                                       |                                       |
| Proceeds from Cash credit facility                     | 124,322,111                           | 26,301,989                            |
| Term loan  | (5,032,136)                           | 161,256,582                           |
| Interest Paid  | (54,541,190)                          | (22,975,464)                          |
| Unsecured Loan   | -                                     | (13,181,980)                          |
| Dividend & Tax thereon Paid                            | (8,292,330)                           | (8,292,330)                           |
| Net cash flow from Financing Activities ©              | 56,456,456                            | 143,108,797                           |
| Net Increase /(Decrease) in Cash and                   |                                       |                                       |
| Cash equivalents (A+B+C).                              | (3,330,633)                           | (4,964,661)                           |
| Cash and cash Equivalents at the beginning of the year | 19,872,653                            | 24,837,315                            |
| Cash and cash Equivalents at the end of year           | 16,542,020                            | 19,872,653                            |
|  | (3,330,633)                           | (4,964,661)                           |

- a) Above statement has been prepared under indirect method except in case of interest, dividend and taxes which have been considered on the basis of actual movement of cash, with corresponding adjustments in assets & liabilities, as set out in Accounting Standard 3.
- b) Components of Cash and Cash Equivalants include cash and bank balances in current and deposit account as disclosed under Schedule 10 of the account. c) Additions to fixed assets are stated inclusive of movements of capital work in progress in between beginning and end of the year and treated as part of Investing
- activities
- d) Interest paid includes ₹14,33,607/- being interest capitalised and included in fixed assets under schedule 6.
- Figures in brackets indicate outflows.
- f) Previous year figures are regrouped and reclassified, wherever necessary.

As Per our attached Report of even date

For FORD, RHODES, PARKS & Co. Chartered Accountants Firm Registration No. 102860W

A. D. SHENOY Membership No. FCA 11549

Place: Thane Date: May 30, 2011 For and on behalf of the Board

S. L. AGARWAL Managing Director

S. M. AGARWAL **Executive Director** 



### Profit And Loss Account For The Year Ended 31st March 2011

|  | SCHEDULE | In Rupees<br>Year Ended<br>March 2011 |                                | In Rupees<br>Year Ended<br>March 2010 |                        |
|--|----------|---------------------------------------|--------------------------------|---------------------------------------|------------------------|
| INCOME   |          |                                       |                                |                                       |                        |
| Sales (gross)                                      | 14       | 1,589,348,025                         |                                | 1,373,653,845                         |                        |
| Less: Excise Duty                                  |          | 116,629,554                           | 1,472,718,471                  | 87,706,428                            |                        |
| Other Income                                       | 15       |                                       | 1,288,349                      |                                       | 1,374,566              |
| Increase /(Decrease) in Stock                      | 16       |                                       | 37,606,641                     |                                       | 2,590,416              |
|  |          |                                       | 1,511,613,461                  |                                       | 1,289,912,399          |
| EXPENDITURE  | Salaria. |                                       |                                |                                       |                        |
| Material Consumed                                  | 17       |                                       | 1,114,862,373                  |                                       | 924,161,157            |
| Manufacturing Expenses                             | 18       |                                       | 71,674,134                     |                                       | 61,064,604             |
| Payment to & Provision for Employees               | 19       |                                       | 38,365,621                     |                                       | 34,625,382             |
| Admininstrative & Selling Expenses                 | 20       |                                       | 93,139,263                     |                                       | 100,064,643            |
|  |          |                                       | 1,318,041,391                  |                                       | 1,119,915,786          |
| Earnings before Interest, Depreciation & Taxation  |          |                                       | 193,572,070                    |                                       | 169,996,613            |
| Finance charges (Net)                              | 21       |                                       | 53,107,583                     |                                       | 22,975,464             |
| Profit before Depreciation & Taxation              |          |                                       | 140,464,487                    |                                       | 147,021,149            |
| Depreciation                                       |          |                                       | 13,914,944                     |                                       | 7,931,299              |
| Profit Before Taxation Provision for Taxation      |          |                                       | 126,549,543                    |                                       | 139,089,850            |
| Current Tax  |          |                                       | 33,500,000                     |                                       | 41,500,000             |
| Previous Years Tax                                 |          |                                       | 611,977                        |                                       | 740,107                |
| Previous Years Provision no longer required w/back |          |                                       | (1,233,947)                    |                                       | -                      |
| Deferred Tax                                       |          |                                       | 1,551,055                      |                                       | 4,258,750              |
| Profit after Tax                                   |          |                                       | 92,120,458                     |                                       | 92,590,993             |
| Balance brought forward                            |          |                                       | 130,542,410                    |                                       | 61,243,747             |
| Profit available for appropriation                 |          |                                       | 222,662,868                    |                                       | 153,834,740            |
| Appropriation                                      |          |                                       | 102.54.25.4590001111.450001111 |                                       | ********************** |
| Transfer to General Reserve                        |          |                                       | 15,000,000                     |                                       | 15,000,000             |
| Proposed Dividend                                  |          |                                       | 7,087,764                      |                                       | 7,087,764              |
| Tax on Proposed dividend                           |          |                                       | 1,204,566                      |                                       | 1,204,565              |
| Balance carried to Balance sheet                   | 13       |                                       | 199,370,538                    |                                       | 130,542,410            |
|  |          |                                       | 222,662,868                    |                                       | 153,834,740            |
| Earning Per Share (Face value of ₹ 2 each) (in ₹)  | 3        |                                       |                                |                                       |                        |
| Basic  |          |                                       | 3.90                           |                                       | 3.92                   |
| Diluted  | 0000000  |                                       | 3.90                           |                                       | 3.92                   |
| Significant Accounting Policies &                  | 22       |                                       |                                |                                       |                        |
| Notes forming part of the Financial Statements     |          |                                       |                                |                                       |                        |

As Per our attached Report of even date

For and on behalf of the Board

For FORD, RHODES, PARKS & Co.

Chartered Accountants Firm Registration No. 102860W S. L. AGARWAL Managing Director

A. D. SHENOY

Partner Membership No. FCA 11549 S. M. AGARWAL Executive Director

Place : Thane Date : May 30, 2011

### 11. Compliance

### **Mandatory requirements**

The Company has fully complied with the applicable mandatory requirements of the Clause 49.

### Adoption of non-mandatory requirements

### 1. Tenure of Independent Directors

No specific tenure has been specified for the Independent Directors.

### 2. Remuneration Committee

 $The Company \ has \ Remuneration \ Committee \ that \ comprises \ of \ three \ members. The \ Chairman \ of \ the \ Committee \ is \ an \ independent \ Director.$ 

### 3. Audit Qualifications

The Auditors have raised no qualification for the Financial Statements of the Company.

### 4. Whistle Blower Policy

The Company does not presently have a Whistle Blower Policy in place, but a similar policy called Open Talk. However, no personnel are denied access to the Audit Committee.

### **Compliance Certificate of the Auditors**

The Statutory Auditors' Certificate that the Company has complied with the conditions of Corporate Governance as stipulated in Clause 49 of the Listing Agreement with the Stock Exchange is annexed hereto as Annexure C to the Directors' Report.

### 12. CEO / CFO Certification

The Managing Director (de-facto Chief Executive Officer) has given a certificate to the Board as contemplated in Clause 49 of the Listing Agreement, attached hereto in Annexure - E to the Directors' Report.



### 13. General Shareholder Information

| Annual General Meeting (Date, Time & Venue)                         | Saturday, September 17, 2011, at 11:30 a.m. at Hotel Satkar Residency,<br>Pokhran Road No. 1, Thane (West)-400604, Mumbai (Maharashtra)   |
|---|---|
| Financial Year  | 1st April 2010 - 31st March 2011  |
| Dividend for Financial Year 2010-11                                 | The Board of Directors has, subject to the approval of Shareholders at Annual General Meeting, recommended dividend @ 15% for the financial year 2010-11  |
| Listing on Stock Exchange   | Shares of the Company are listed on The Bombay Stock Exchange,<br>Mumbai. Annual Listing fees have been duly paid to The Bombay<br>Stock Exchange   |
| Stock Code  | 504028  |
| Financial Calendar 2011-12 (Tentative & subject to change)          | <ol> <li>First Quarter result-31st July, 2011</li> <li>Second Quarter result-31st October, 2011</li> <li>Third Quarter result-31st January, 2012</li> <li>Fourth Quarter result-31st March, 2012</li> <li>Audited yearly result for the year ended<br/>March, 2012-End of May 2012</li> </ol> |
| Registrar & Transfer Agents(both for Electronic & Physical Segment) | Sharepro Services (India) Pvt. Ltd., 13 AB Samhita Warehousing<br>Complex, 2nd Floor, Off. Andheri Kurla Road,Sakinaka Telephone<br>Exchange Lane, Sakinaka, Andheri East, Mumbai 400 072   |
| Share Transfer Systems  | The share transfers that are received in physical form are processed<br>and the share certificates returned within 30 days of lodging,<br>subject to the documents being valid and complete in all respects   |
| Dematerialization of Shares   | The Company's shares are available for dematerialization on both the depositories viz. National Securities Depository Ltd. (NSDL) and Central Depository Service Ltd. (CDSL). The ISIN No. allotted to equity shares of the Company is INE 064H01021  |
| Regd. Office  | Plot No. E-1, Road No.7, Wagle Industrial Estate, Thane(W) - 400604   |
| Address for Correspondence  | Plot No. 12B, MIDC, Kalyan Bhiwandi Road, Saravali, Kalyan (W) - 421 311  |
| Compliance Officer  | SANWARMAL AGARWAL (EXECUTIVE DIRECTOR) Tel: 02522 281176/88, Fax: 02522 281199, E-Mail: shares@geelimited.com   |

# Balance Sheet As At 31st March 2011

|   |           | In Rupees  | In Rupees                |
|---|-----------|--|--------------------------|
|   | SCHEDULE  | As at 31st<br>March 2011   | As at 31st<br>March 2010 |
| I. SOURCES OF FUNDS                               |           |  |                          |
| 1 Shareholders' Funds                             |           |  |                          |
| Share Capital                                     | 1         | 47,251,756   | 47,251,756               |
| Reserves & Surplus                                | 2         | 385,990,579  | 302,162,451              |
|   |           | 433,242,335  | 349,414,207              |
| 2 Loan Funds                                      |           |  |                          |
| Secured Loans                                     | 3         | 462,629,632  | 343,339,655              |
| Unsecured Loans                                   | 4         | 1,432,417  | 1,432,417                |
|   |           | 464,062,049  | 344,772,072              |
| 3 Deferred Tax Liability (net)                    | 5         | 18,440,624   | 16,889,569               |
| TOTAL   |           | 915,745,008  | 711,075,848              |
| I. APPLICATION OF FUNDS                           |           |  |                          |
| 1 Fixed Assets                                    | 6         |  |                          |
| Gross Block                                       | 1000      | 465,686,470  | 387,236,621              |
| Less: Depreciation                                |           | 55,783,845   | 42,501,442               |
| Net Block   |           | 409,902,625  | 344,735,179              |
| Add: Capital Work-in-Progress                     | , <u></u> | 107,959,753  | 21,225,121               |
| Total   |           | 517,862,378  | 365,960,300              |
| 2 Investments                                     | 7         | 133,602  | 133,602                  |
| 3 Current Assets, Loans & Advances                |           |  |                          |
| Inventories                                       | 8         | 252,292,702  | 179,116,845              |
| Sundry Debtors                                    | 9         | 193,258,512  | 157,895,967              |
| Cash and Bank Balances                            | 10        | 16,542,020   | 19,872,653               |
| Loans and Advances                                | 11        | 97,756,936   | 112,836,563              |
|   |           | 559,850,170  | 469,722,028              |
| <b>Less: Current Liabilities &amp; Provisions</b> | 494000    | SAME CONTROL OF THE PARTY OF TH |                          |
| Liabilities                                       | 12        | 120,308,813  | 74,947,752               |
| Provisions  | 13        | 41,792,330   | 49,792,330               |
|   |           | 162,101,143  | 124,740,082              |
| Net Current Assets                                |           | 397,749,027  | 344,981,946              |
| TOTAL   |           | 915,745,008  | 711,075,848              |

Significant Accounting Policies &

Notes forming part of the Financial Statements

22

As Per our attached Report of even date

For and on behalf of the Board

For **FORD, RHODES, PARKS & Co.** Chartered Accountants Firm Registration No. 102860W

S. L. AGARWAL Managing Director

A. D. SHENOY

S. M. AGARWAL **Executive Director** 

Partner Membership No. FCA 11549

Place: Thane Date: May 30, 2011





- 12. As per the books and records, the Company has not granted any loans or advances on the basis of security by way of pledge of shares, debentures and other securities.
- 13. Clause (XIII) of the Order is not applicable as the Company is not a chit fund Company or nidhi/mutual benefit fund/society.
- 14. The Company has not dealt or traded in shares, securities, debentures or other investments during the year.
- 15. According to the information given to us and Managements' representation the Company has not given any guarantee for the loans taken by others from banks or financial institutions during the year.
- 16. On the basis of our review of utilization of funds pertaining to term loans on overall basis and related information and explanations as made available to us, the term loans taken by the Company have been utilized for the purpose for which they were obtained.
- 17. On the basis of our review of utilization of funds on overall basis and related information and explanations as made available to us and as represented to us by the Management, funds raised on short-term basis have not been used for long-term investments and vice-versa during the year.
- 18. 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.
- 19. The Company has not issued any debentures and hence para XIX of the Order is not applicable.
- 20. The Company has not raised any money by way of public issue during the year.
- 21. According to the information and explanations given to us, no fraud on or by the Company has been noticed or reported during the year.

For **FORD, RHODES, PARKS & Co.** Chartered Accountants Firm Registration No. 102860W

> A. D. SHENOY Partner Membership No. FCA 11549

Place : Mumbai Date : May 30, 2011

### 14. Share Price Performance

The monthly high and low quotations of equity shares of the Company traded on Bombay Stock Exchange (BSE) is tabled below:

|                 | BSI      | E       | BSE SE    | NSEX      |
|-----------------|----------|---------|-----------|-----------|
| Month           | High (₹) | Low (₹) | High (₹)  | Low (₹)   |
| April, 2010     | 69.90    | 57.75   | 18,047.86 | 17,276.80 |
| May, 2010       | 72.85    | 56.20   | 17,536.86 | 15,960.15 |
| June, 2010      | 60.00    | 54.00   | 17,919.62 | 16,318.39 |
| July, 2010      | 61.00    | 54.00   | 18,237.56 | 17,395.58 |
| August, 2010    | 59.50    | 50.00   | 18,475.27 | 17,819.99 |
| September, 2010 | 65.00    | 52.55   | 20,267.98 | 18,027.12 |
| October, 2010   | 56.50    | 47.05   | 20,854.55 | 19,768.96 |
| November, 2010  | 55.00    | 38.10   | 21,108.64 | 18,954.82 |
| December, 2010  | 48.75    | 40.20   | 20,552.03 | 19,074.57 |
| January, 2011   | 56.00    | 41.50   | 20,664.80 | 18,038.48 |
| February, 2011  | 47.00    | 37.00   | 18,690.97 | 17,295.62 |
| March, 2011     | 41.25    | 35.00   | 19,575.16 | 17,792.17 |

<sup>\*</sup> Source: BSE Website

### 15. Distribution of Shareholding as on 31st March, 2011

| No. Of Shares   | No. of<br>Sharesholders | %      | No. of Shares | %      |
|-----------------|-------------------------|--------|---------------|--------|
| Less than 2500  | 1,700                   | 87.269 | 775,419       | 3.282  |
| 2501-5000       | 90                      | 4.620  | 326,211       | 1.381  |
| 5001-10000      | 62                      | 3.184  | 450,343       | 1.906  |
| 10001-15000     | 19                      | 0.975  | 243,477       | 1.031  |
| 15001-20000     | 22                      | 1.129  | 387,258       | 1.639  |
| 20001-25000     | 8                       | 0.411  | 185,365       | 0.785  |
| 25001-50000     | 10                      | 0.513  | 355,579       | 1.505  |
| 50001 and above | 37                      | 1.899  | 20,902,226    | 88.472 |
| Total           | 1,948                   | 100    | 23,625,878    | 100    |

### 16. Shareholding Pattern of the Company as on 31st March, 2011:

| Category   | No. of shares held | %      |
|--|--------------------|--------|
| Promoters, Directors & their relatives and<br>Associates Companies | 14,442,151         | 61.13  |
| Financial Institutions/Insurance Companies                         | 830,076            | 3.51   |
| Other Bodies Corporate   | 4,904,113          | 20.76  |
| Individual   | 3,444,310          | 14.57  |
| NRIs   | 4,971              | 0.03   |
| Trust  | 257                | 0.00   |
| Total  | 23,625,878         | 100.00 |

Place: Thane Date: May 30,2011 For and on behalf of the Board

S. L. AGARWAL

Managing Director



# Annexure C to the Directors' Report

# AUDITORS' CERTIFICATE ON COMPLIANCE WITH THE CONDITIONS OF CORPORATE GOVERNANCE UNDER CLAUSE 49 OF THE LISTING AGREEMENT

To the Members of

### **GEE Limited**

Place: Mumbai

Date: May 30, 2011

We have examined the compliance with the conditions of Corporate Governance by GEE Limited (the 'Company') for the year ended March 31, 2011 as stipulated in clause 49 of the Listing Agreement of the said Company with the Stock Exchanges in India.

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 implementation thereof, adopted by the Company for ensuring the said compliance. It is neither an audit nor an expression of opinion of the financial statements of the Company.

In our opinion and to the best of our information and explanations given to us and representations made by the Directors and the Management, we certify that the Company has complied with the conditions of Corporate Governance as stipulated in 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.

FORD, RHODES, PARKS & Co. Chartered Accountants

A. D. SHENOY
Partner
Membership No. FCA 11549

Firm Registration No. 102860W

Annexure To The Auditor's Report

(Referred To In Paragraph 3 Of Our Report Of Even Date)

- (a) The Company has maintained proper records showing full particulars, including quantitative details and situation of all the fixed assets.
  - (b) The fixed assets of the Company have been physically verified by the management at reasonable intervals during the year and no material discrepancies between the book records and the physical inventory have been noticed on such verification and the same has been properly dealt with in the books of account.
  - (c) During the year, the Company has not disposed off any substantial part of the fixed assets so as to affect the going concern.
- (a) As explained to us, inventories have been physically verified by the management at reasonable intervals and also at the close of the year.
  - (b) In our opinion, the procedures of physical verification of inventory followed by the management are reasonable and adequate in relation with the size of the Company and the nature of its business.
  - (c) The Company has maintained proper records of inventory and the discrepancies between the physical inventory and the book records noticed on physical verification as mentioned in paragraph 2 (a) above were not material and have been properly dealt with in the books of account.
- 3. (a) The Company has not granted any loans, secured or unsecured to companies, firms or other parties covered in the register maintained under Section 301 of the Act. Therefore clause (a), (b), (c) and (d) are not applicable.
  - (b) The Company has not taken any loans, secured or unsecured, from companies, firms or other parties covered in the register maintained under Section 301 of the Act. Accordingly, clauses (f) and (g) of paragraph 4 of the Order are not applicable to the Company for the current year.
- 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 our audit, we have neither come across nor have we been informed of any major weaknesses in the aforesaid internal control procedure.
- 5. (a) On the basis of our examination of the books of account and according to the information and explanations provided by the Management, we are of the opinion that the transactions that need to be entered into the register in pursuance of Section 301 of the Act have been so entered in the said register.
  - (b) According to the information and explanations given to us, the transactions made in pursuance of such contracts or arrangements have been made at prices, which are reasonable having regard to prevailing market prices at the relevant time.
- The Company has not accepted any deposits from the Public within the meaning of the provisions of Sections 58A and 58AA of the Act.
- 7. The Company has an internal audit system, which in our opinion, is commensurate with its size and nature of its business.
- The Central Government has not prescribed maintenance of cost records under Section 209 (1) (d) of the Companies Act, 1956 for any of the products of the Company and hence the question of maintenance of such accounts and records does not arise.
- 9. (a) According to the information and explanations given to us by Management and on the basis of the examination of the books of account carried out by us, the Company has been regular in depositing undisputed statutory dues, including Provident Fund, Investor Education and Protection Fund, Employees' State Insurance, Income-Tax, Sales-Tax, Wealth Tax, Custom Duty, Excise Duty, Cess and any other material statutory dues applicable to it with the appropriate authorities during the year. There are no undisputed statutory dues outstanding as at 31st March 2011 outstanding for a period of more than six months from the date they became payable.
  - (b) According to information and explanations given to us by Management and the records of the Company, examined by us, there were no undisputed dues in respect of Sales Tax, Income-Tax, Custom Duty, Wealth-Tax, Excise Duty and Cess not deposited as at 31st March 2011 on account of any dispute
- 10. The Company has no accumulated losses as at 31st March, 2011. It has not incurred any losses during the financial year covered by the audit and in the immediately preceding financial year.
- 11. Based on our audit procedure and the information and explanations given to us by the Management, we are of the opinion that the Company has not defaulted in repayment of its dues to banks during the year.



# Auditors' Report to the Members of GEE Limited

- We have audited the attached Balance Sheet of GEE Limited, as at 31st March, 2011 and also the Profit and Loss Account and Cash Flow statement for the year ended on that date annexed thereto. 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.
- 2. We conducted our audit in accordance with the 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 a 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 management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.
- 3. As required by the Companies (Auditor's Report) Order, 2003, (as amended) issued by the Central Government in terms of sub-section (4A) of Section 227 of the Companies Act, 1956, and on the basis of such checks as we considered appropriate and according to the information and explanations given to us during the course of the audit, we annex hereto a statement on the matters specified in paragraphs 4 & 5 of the said Order.
- 4. Further to our comments in paragraph 3 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 purposes of our audit.
  - ii) 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 the books.
  - iii) The Balance Sheet, Profit and Loss account and the Cash Flow statement dealt with by this report are in agreement with the books of account.
  - iv) In our opinion, the Balance Sheet, Profit and Loss account and the Cash Flow statement dealt with by this report comply with the Accounting Standards referred to in sub-section (3C) of section 211 of the Companies Act, 1956.
  - v) On the basis of written representations received from the Directors as on 31st March, 2011 and taken on record by the Board of Directors we report that none of the Directors of the Company is disqualified as on 31st March, 2011 from being appointed as a Director in terms of clause (g) of sub-section (1) of Section 274 of the Companies Act, 1956.
- vi) In our opinion and to the best of our information and according to the explanations given to us the said accounts, read with the significant accounting policies and notes to the accounts, 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:
- a) in the case of the Balance Sheet, of the state of affairs of the Company as at 31st March, 2011,
- b) in the case of the Profit and Loss account, of the profit for the year ended on that date and
- c) in the case of the Cash Flow statement, of the cash flows of the Company for the year ended on that date.

For **FORD, RHODES, PARKS & Co.** Chartered Accountants Firm Registration No. 102860W

Place : Mumbai Date :May 30, 2011 A. D. SHENOY Partner Membership No. FCA 11549

### Annexure D to the Directors' Report

### MANAGEMENT DISCUSSION AND ANALYSIS

### **Business Performance and Overview**

The year under review saw global economic recovery on a stronger path and turnaround of major economies from the economic meltdown of 2008. India, the third largest economy in Asia, witnessed growth levels of 9% in GDP. This growth was primarily fuelled by infrastructural development and overall economy boost.

However, the impressive growth statistics were marred by record-high inflation levels, with an increase both in consumer demand products and industrial sectors. Steep increase in steel prices, propelled by high coking coal and iron ore prices, caught the welding industry on a wrong note. Steel prices rose especially in the second half of the previous fiscal, adversely impacting the net profit margins.

In line with its aspirations of ongoing growth, the Company's expansion of capacity base of welding electrodes, wires and equipments was almost completed during the year at both Mumbai and Kolkata plants. Gee delivered superior performance across key parameters. The turnover achieved for the year ended 31st March, 2011 was INR 1472 million, a growth of 15% over the previous year. During the year, exports were higher by 84% at INR 167 million. With the Middle East reviving from the slump, project executions are now taking place and therefore, exports are marked to see a growth trend in the next year as well.

The consumption of raw materials to sales increased by 4% from INR 924 million to 1115 million. This was mainly on account of high steel prices; the main raw material component of the welding industry.

Manufacturing expenses and employee cost remained mostly static at 5% and 3% of sales, respectively. Further, administrative cost reduced from 8% to 6% of sales in the current year as compared to the previous year. The decline in administrative expense is an outcome of austere measures taken by the Company to improve profitability and post better margins; making available more funds for expansion projects.

The EBITDA margins remained constant at 13% of net sales at INR 193.57 million in the year under review.

However, to curb the high inflationary pressures challenging the Indian economy, the Government tightened the monetary policy, thereby raising interest rates intermittently. The rise in interest rates put undue pressures on the net profit margins, increasing financial cost by 2%, from 23 million in 2009-10 to 53 million in 2010-11.

Depreciation provision was higher by 75% from INR 7.9 million in 2009-10 to INR 13.91 million in 2010-11.

In this backdrop, Profit after Tax reduced from INR 92.59 million in 2009-10 to INR 92.12 million in 2010-11, 1% decrease in PAT margins to sales.

### **Outlook, Opportunities and Threats**

After two years of unprecedented financial and economic turmoil, economic activity now seems to be appearing on the normal zone. The outlook for the financial year 2011–12 is reasonably positive with most of the major world economies showing signs of absolute recovery. As compared to negative growth figures in 2009-10, U.S. and lot of European economies posted low positive growth numbers. This is a sure comeback from the slack experienced recently.

The Indian economy, as per major institutional reports, is expected to grow by 8.6%-9.2% in the current fiscal 2011-12. In the Union Budget 2011, the government has laid emphasis on the need for spurring infrastructure growth and announced \$1.5 rillion spending splurge over a decade. Industrial growth is moving at a staggering pace and due attention paid to this sector make infrastructural development at par with industrial growth. The government has also increased spending on infrastructure by 23% in the current fiscal. Further, railways is a major catalyst in the socio-economic growth chart of the country. The Union Budget has laid the highest-ever plan outlay for the Railways of USD 12.72 billion. New wagons, express trains and capital expenditure of USD 2.11 has been planned for new railway lines. Such a large number of initiatives will lead to growth in the welding industry.

The industrial output has increased by 7.8% in the last fiscal. Consumption of steel has been on the rise, going up by 10.3% during 2010-11 and special steel usage in engineering industries, such as power generation, petrochemicals and fertilizers is also growing. Major international automobile companies are setting up facilities in India.

The fiscal year ahead, could however, be challenging as the government endeavours to curb inflationary growth. In the scenario of spiraling prices, inflation will have a negative impact on the country's competitiveness and growth sustainability, inflation has hit almost all goods and services, thereby impacting the overall margins. In turn, fiscal and monetary policies implemented to rein in the market dynamics are resulting in high interest rates, also slowing down the economic growth trajectory.



However, welding industry is bound to be on an upward swing led by buoyancy in the core industries like infrastructure, construction, oil & gas and automobiles. In the years ahead, India will emerge as a major world economy harbouring numerous changes in the world economic order. Steel is considered and will be an essential clog in this development wheel. In this impending robust economic growth, welding industry will also witness adequate impetus.

The overall growth of the economy accelerated by the encouraging statistics and measures offered by the government lead to new business opportunities and exciting times in the years ahead. The domestic environment is conducive for growth and on the back of all these facts; the welding industry will witness a wave of growth, touting to be more promising in the future. The solid wire segment has shown promising growth statistics and your Company looks forward to capture this market share and cater to it efficiently and effectively.

Your Company is investing considerably to provide wider variety of product ranges and services to geographically distributed customers. The Company has evolved significantly over the last few years, reflecting and incorporating diversification in the gamut of products and services offered. To deliver to the change in the consumer pattern, the Company has now ventured into different product lines, by expanding its production base. It has also adopted stricter measures to combat inflationary pressures and is exploring diverse means of financing to reduce its finance cost and leverage debt funds on an optimal level.

While the global economy is certainly better than the previous year, the sustainability of recovery is a matter of concern. The government needs to take imminent decisions to facilitate growth and development. The Company looks forward to reporting on further positive progress at the end of the year.

### **Human Resources**

Human Resources Management plays a vital role in the development and growth of the Company's core assets; its employees. By adopting a partnering approach, the HR function strives to create and provide innovative solutions to ensure that the needs of both the Company and its employees are fulfilled.

Due to the various steps initiated in providing amenities to the employees, the Company continued to enjoy harmonious employee relations despite the tough times being faced by the economy.

### **Cautionary Statement**

Details given hereinabove relating to various activities and future plans may be "forward-looking statements" within the meaning of applicable laws and regulations. Actual performance may differ from those expressed or implied.

# Annexure E to the Directors' Report

The Board of Directors

### **GEE Limited**

### Dans Cir

It is hereby certified that the members of the Board of Directors of the Company and the senior Management Personnel have affirmed the compliance with the Code of Conduct adopted by the Company in terms of clause 49(1) (D)(ii) of the Listing Agreement.

 Place : Thane
 S. L. Agarwal

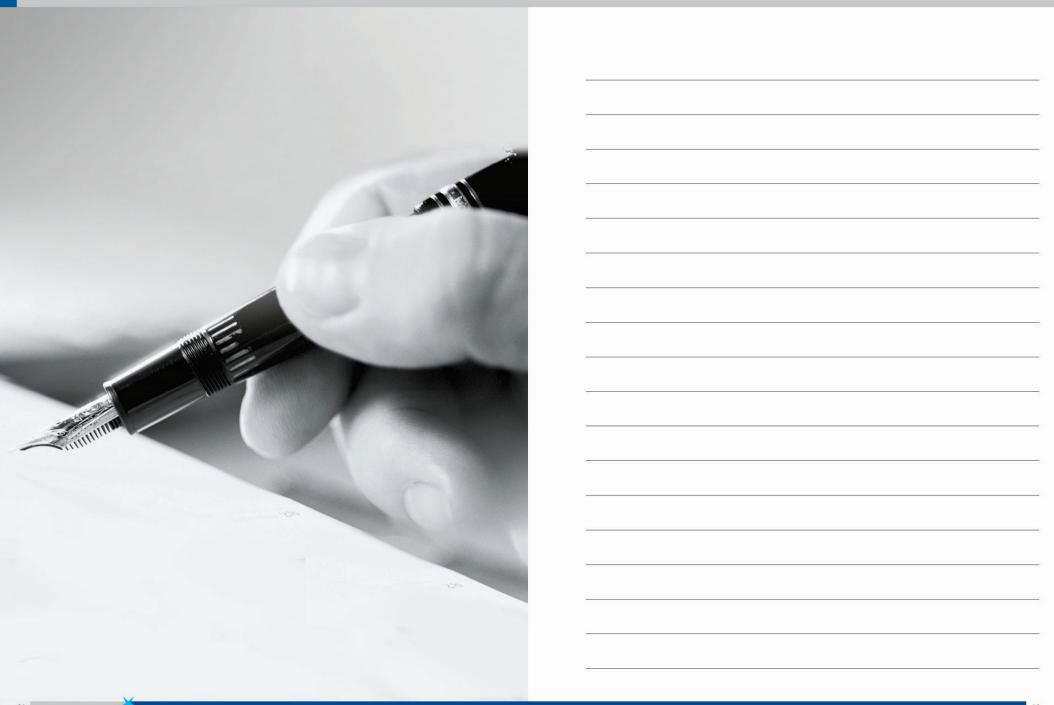
 Date : May 30, 2011
 Managing Director

The welding industry further motivates us to excel and pioneer initiatives that help us maintain our leadership status in the industry



Awards and Accolades





# With a strong foothold in Africa, Middle East and subcontinent Asia, GWELD caters to its customer needs through an efficient network system



Worldwide Presence



50TH ANNUAL REPORT 2010-11









| Notes: |
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# From the Managing Director's Desk

### Dear Shareholders,



I have great pleasure in presenting the 50th Annual Report for the year ended 31st March, 2011.

During the year, the net worth of the Company has increased by

₹ 84 million. It is a matter of satisfaction that amid challenging environment GEE could cross the ₹ 1500 million turnover threshold, registering a growth of 15% over previous year. As such, our performance in 2011 is respectful to completion of 50 years of your Company and a promising start to our next 50 years. Now that we have shown that we can deliver results with consistency, we promise to do so in future with greater endeavours.

GEE growth is directly linked with the overall infrastructural development of the country. With the rise in demand for steel and metal based applications, welding is bound to receive a boost and thereby welding consumables. To meet the diversified consumer needs for different application consumables, we have added various product ranges to our portfolio. Most importantly, we are all well positioned to grow as the economy recovers and gets back on track.

We are very optimistic about the next few years. Inspite of the global meltdown and the Eurozone crisis, India's growth story is inevitable. With a GDP forecast of 8.6%, we will keep growing as the potential is massive and opportunities are abundant. The increase in budgetary allocation towards infrastructural growth in the country, impetus given to the core industries like railways, oil & gas is creating a platform for structural growth phase. With the implementation of the proposed capacity expansion, we are now at an inflection point like never before. GEE is all set to grow manifold in the coming decade.

We are confident about tomorrow and this confidence stems from the fact that we are working passionately towards taking GEE to higher ranks of the industry. Last but not the least, let me thank you for your support and the trust that you have reposed in the Company which has enabled us to achieve this growth.

Yours Sincerely,

### Mr. S. L. Agarwal

Managing Director

4



### The Board of Directors

S. L. Agarwal Managing Director S. M. Agarwal Executive Director

G. K. Saraf Executive Director

M. P. Dhanuka

K. M. Panthaki

Director

Utsav Kapadia

Ashok Kumar Director

Executive Director (Marketing)

Director

Sujit Sen

Director

**Registered Office** 

Plot No: E-1, Road No: 7 Wagle Industrial Estate Thane (West) - 400 604

Registrars & Share Transfer Agent

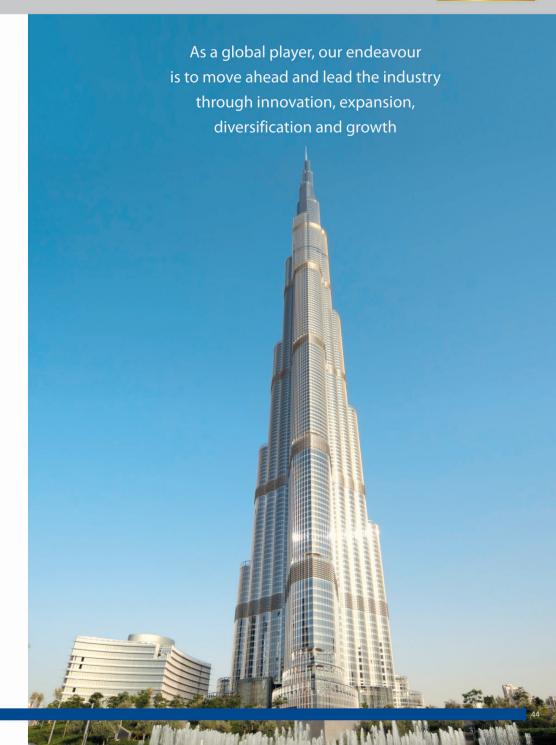
Sharepro Services India Pvt. Ltd 13 AB, Samhita Warehousing Complex, 2nd Floor, Off Andheri Kurla Road, Sakinaka Telephone Exchange Lane, Sakinaka, Andheri East, Mumbai - 400 072

Bankers

State Bank of India The Thane Janata Sahakari Bank Ltd. ICICI Bank Limited

Auditors

M/s Ford Rhodes, Parks & Co. Chartered Accountants





# Schedule 22 (contd.)

| Ĩ. | <b>Balance Sheet Abstract &amp;</b> | Company | 's General I | Rusiness Profile |
|----|-------------------------------------|---------|--------------|------------------|
|    |                                     |         |              |                  |

| 1 | a) | Poo | istration | Dotail | C+ |
|---|----|-----|-----------|--------|----|
|   |    |     |           |        |    |

**Total Liabilities** 

(b) Capital raised during the year : (Amount in ₹Thousands)

 Public issue
 Nil
 Right issue
 Nil

 Bonus issue
 Nil
 Private Placement
 Nil

915,745

Total Assets

915,745

Position of mobilisation and deployment of funds: (Amount in ₹Thousands)

Source of Funds: Reserves & Surplus Paid up Capital 47,251 385,990 Secured Loans 462,929 **Unsecured Loans** 1,432 **Application of Funds: Net Fixed Assets** 517,862 Investments 134 Net Current Assets 397,749 Miscellaneous Expenditure Nil Nil **Accumulated Losses** 

(d) Performance of Company: (Amount in ₹ Thousands)

Turnover (Gross)\* 1,589,348 **Total Expenditure** 1,318,041 Profit/(Loss) before tax Profit/(Loss) after Tax 92,120 after extra-ordinary items 126,549 3.90 Dividend Rate 15% Basic Earnings per share (₹) Diluted Earning per share (₹) 3.90 before extra-ordinary items

\* Including other Income and Export Incentives.

(e) Generic Names of principal product, services of the Company:

Item Code No. 83.11 Product Description Welding Rods

Schedules 1 to 22 annexed to and forming part of the statement of accounts have been duly authenticated.

For and on behalf of the Board

For FORD, RHODES, PARKS & Co.

Chartered Accountants
Firm Registration No. 102860W

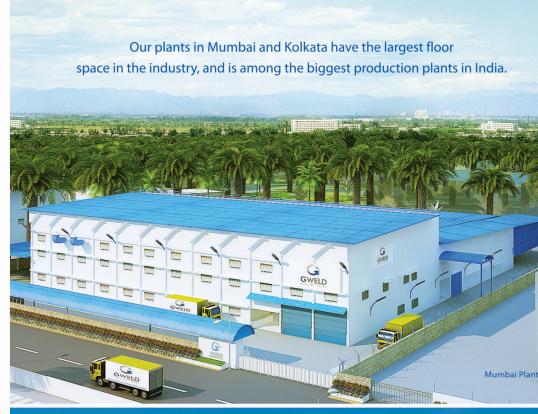
Managing Director

A. D. SHENOY S. M. AGARWAL
Partner Executive Director

Membership No. FCA 11549

As per our report of even date annexed

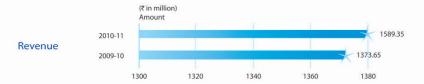
Place: Thane Date: May 30, 2011

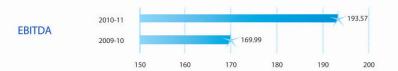


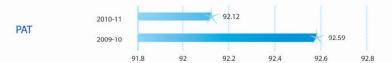


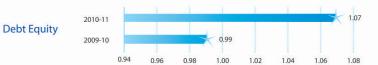


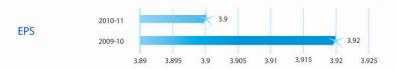
### 2010-2011 at a Glance











### SUPPLEMENTARY INFORMATION FORMING AN INTEGRAL PART OF THE PROFIT & LOSS ACCOUNT(Contd.)

|       |  | 201           | 0-2011        |               | 2009-2010     |              |
|-------|--|---------------|---------------|---------------|---------------|--------------|
| (II)  | Raw Materials<br>Consumed  | Qty<br>(Kgs.) | Value<br>(₹)  | Qty<br>(Pcs.) | Qty<br>(Kgs.) | Value<br>(₹) |
|       | Wire   | 17,616,058    | 761,091,841   | 27,632        | 18,914,882    | 640,216,720  |
|       | Chemicals  | 7,368,555     | 279,011,894   |               | 6,452,884     | 228,542,981  |
|       | Others   |               | 56,56,754     |               |               |              |
|       |  |               | 1,045,760,489 |               |               | 868,759,701  |
| (III) | Consumption of<br>Imported &<br>Indigenous Raw<br>Material, Stores &<br>Spares |               |               |               |               |              |
|       | Imported   |               | 106,072,433   |               |               | 179,357,460  |
|       | Indigenous   |               | 939,688,056   |               |               | 707,304,032  |
|       |  |               | 1,045,760,489 |               |               | 886,661,492  |
| (IV)  | Percentage of<br>Consumption of<br>Raw Materials &<br>Stores                   |               |               |               |               |              |
|       | a) Imported  |               | 10.00         |               |               | 21.00        |
|       | b)Indigenous   |               | 90.00         |               |               | 79.00        |
|       |  |               | 100           |               |               | 100          |
| (V)   | Value of Imports<br>on CIF bases   |               |               |               |               |              |
|       | Raw material   |               | 134,214,756   |               | 180,795,615   |              |
|       |  |               | 134,214,756   |               | 180,795,615   |              |
| (VI)  | Expenditure in<br>Foreign Currency   |               |               |               |               |              |
|       | a) Travelling &<br>Sales Promotion   |               | 4,124,798     |               | 3,579,457     |              |
|       | b) Branch Expenses   |               | 6,004,669     |               | 3,915,233     |              |
|       |  |               | 10,129,467    |               | 7,494,690     |              |
| (VII) | Earnings in Foreign<br>Currency  |               | 3             |               |               |              |
|       | FOB value of exports   |               | 162,018,306   |               | 88,090,315    |              |
|       |  |               | 162,018,306   |               | 88,090,315    |              |

# 17. Previous year's figures have been regrouped / rearranged wherever considered necessary, to confirm to the current period's presentation.

As per our report of even date annexed

For and on behalf of the Board

For **FORD, RHODES, PARKS & Co.** Chartered Accountants S. L. AGARWAL Managing Director

Chartered Accountants Firm Registration No. 102860W

A. D. SHENOY Partner Membership No. FCA 11549 S. M. AGARWAL Executive Director

Place: Thane Date: May 30, 2011