# Touching Human Lives



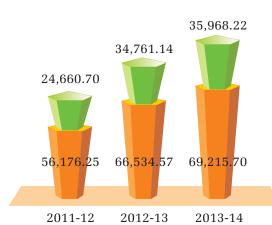




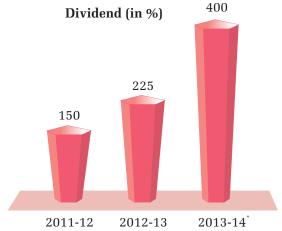
# **Financial Highlights**

# Sales Mix by Geographical Segment (₹ in lacs)



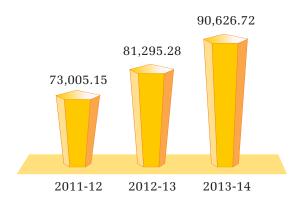


\* Including Income from operations

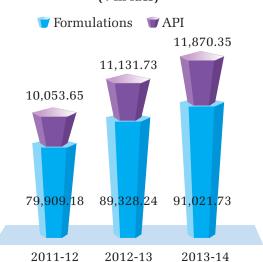


\* Proposed dividend includes interim dividend of 200% already paid.

#### Net Worth (₹ in lacs)

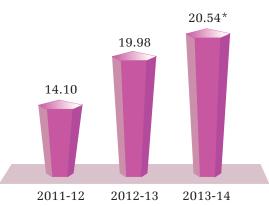


# Sales Revenue Mix\* (₹ in lacs)



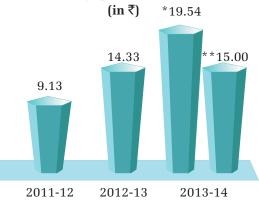
\* Excluding Income from operations

#### Return on Capital Employed (in %)



\*Excluding exceptional items(Gain)

### Earnings per share (Basic)



\* EPS including exceptional items(Gain)

\*\* EPS excluding exceptional items(Gain)



# **Board of Directors**



**Dr. Prakash A. Mody** Chairman & Managing Director



**Prafull Anubhai** Independent Director



Ramdas M. Gandhi Independent Director



**Nasser Munjee** Independent Director



**Prafull D. Sheth** Independent Director



**Anand Mahajan** Independent Director



# Message from the **Chairman**



It gives me great pleasure to present the 51st Annual Report of your Company.

I take this opportunity to share with you the highlights of our recent journey and the outline of the future directions that we intend to take.

Last few years have been difficult years for the Indian Pharma industry. Growth rate has slipped to single digit. The Government has introduced National List of Essential Medicines (NLEM) as a measure to control prices and make medicines affordable to common people. As it is, Indian drug prices have been very reasonable compared to any other country in the world. Still however we must note that the Government has come out with a more balanced approach than imposing heavy handed price control. With NLEM, the Government has announced prices, which reflect the average of the prices of a cross section of the manufacturers. In this environment our growth rate also has been sluggish. To some extent our prices also have been affected. We have taken counter measures to contain the adverse impact of these developments.

We have restructured our domestic formulation business. As a result our Acute therapy segment has begun to show higher growth rate well above the industry average. We have taken similar measures for our chronic therapy segment. We expect that in the coming years we will be able to accelerate growth rate there too.

You will be happy to note that our international business has already crossed 40% of our consolidated turnover. This is driven mainly by our consistent push in the US market and our contract manufacturing business. As you are aware we have sold our SEZ plant in Indore, which was designed to make formulations. We have earned a handsome amount from this transaction. For a stronger International Formulation business it is important to have backward integration with our own APIs. Keeping this in mind we will use some of the proceeds to augment our bulk drug manufacturing facility to cope with our growing captive requirements. For this we have decided to acquire and renovate the bulk drug manufacturing facility at Kolhapur, Maharashtra. This will help in removing the temporary production bottle neck we are currently experiencing.



After prolonged and sustained efforts, our subsidiaries have begun to turn corner. Niche Generics Limited of UK has improved its profitability and Unichem Pharmaceuticals (USA) Inc has posted a robust sales growth of over 45%. To exploit the foundation laid by the US subsidiary, we are accelerating filings of our ANDAs. I can say with confidence that after a long and patient journey in these international markets, we are about to see major turning points.

We have taken several cost reduction and productivity optimization measures. We have established a Center of Excellence for pharmaceutical research at Goa. With this we have consolidated our research facilities and groups of scientists in one location. This will create synergy, improve productivity and reduce costs. The facility at Goa has received great acceptance and has become show case research lab in this part of the world. We all are proud of this facility and expect accelerated contribution by the scientists group in the years to come.

The Company has posted a growth of 4.87% in its consolidated sales/income which has touched ₹ 113,344.79 lacs. On the other hand the net profit after tax excluding exceptional items is ₹ 12,816.20 lacs signifying growth of 13% over the last year. The Company has followed a policy of rewarding shareholders

consistent with its cash flow. As you will recall we declared a special interim dividend of ₹ 4/-in view of the exceptional income arising out of the sale of SEZ plant in Indore.

I am grateful to our stakeholders, customers, business associates and medical fraternity who have reposed their faith in us. I seek their continued support and confidence in the Company.

I would also like to record my sincere appreciation to our employees for their commitment and contribution.

I remain confident that our well balanced strategy and determined implementation in the challenging macro environment will yield consistent high value for all our stakeholders.

#### Dr. Prakash A. Mody

Chairman and Managing Director







LOSAR









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**OLSAR®** 













UNISTAR\*





























# **State-of-the-art Manufacturing Plants**



Ghaziabad



Roha



Goa



Goa CoE



**Pithampur** 



Baddi



Sikkim



# **Corporate Information**

#### **Board Committees**

**Audit Committee** 

- Mr. Prafull Anubhai - Chairman Mr. Ramdas Gandhi Mr. Nasser Munjee

Stakeholders'

**Relationship Committee** 

- Mr. Ramdas Gandhi - Chairman Dr. Prakash A. Mody Mr. Prafull Anubhai

Nomination and

**Remuneration Committee** 

- Mr. Prafull Anubhai - Chairman Mr. Prafull Sheth

Mr. Ramdas Gandhi

**Corporate Social** Responsibility (CSR)

Committee

- Dr. Prakash A. Mody - Chairman Mr. Prafull Anubhai

Mr. Ramdas Gandhi

#### **Registered & Corporate Office**

#### **Unichem Laboratories Limited**

CIN:L99999MH1962PLC012451

Unichem Bhavan, Prabhat Estate, Off. S. V. Road, Jogeshwari (West), Mumbai - 400 102.

Tel.: (022) 6688 8333 • Fax.: (022) 2679 4089 / 2678 4391 Website: www.unichemlabs.com • Email: shares@unichemlabs.com

#### Company Secretary & Compliance Officer

K. Subharaman

#### **Plant Locations**

#### **Formulation Plants**

**GOA** 

Plot No. 17A & 18, Pilerne Industrial Estate, Pilerne Bardez - 403 511, Goa

Bhatauli Kalan, District Solan, Baddi - 173 205, Himachal Pradesh

#### **GHAZIABAD**

C 31-32, Industrial Area, Meerut Road, Ghaziabad - 201 003, Uttar Pradesh

NH- 31A, Bagheykhola, Majithar, Rangpo, East Sikkim - 737 138.

## **PITHAMPUR**

**API Plants** 

Plot No. 197, Sector -I, Pithampur District Dhar - 454 775, Madhya Pradesh

#### **ROHA**

99, MIDC Area, Roha, District Raigad - 402 116, Maharashtra

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

#### Link Intime India Pvt. Ltd.

C-13, Pannalal Silk Mills Compound, LBS Marg, Bhandup (West), Mumbai - 400 078. • Tel.: (022) 2594 6970 • Fax.: (022) 2594 6969 Email: rnt.helpdesk@linkintime.co.in

#### **Statutory Auditors**

#### B. D. Jokhakar & Co.,

**Chartered Accountants** 

8, Ambalal Doshi Marg, Fort, Mumbai - 400 001.

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# Five-year Financial Highlights Balance Sheet

(₹ in lacs)

| As at 31st, March               | 2009-2010 | 2010-2011 | 2011-2012  | 2012-2013  | 2013-2014  |
|---------------------------------|-----------|-----------|------------|------------|------------|
| TOTAL EQUITY & LIABILITIES      |           |           |            |            |            |
| Equity Share Capital            | 1,803.15  | 1,804.79  | 1,806.43   | 1,809.13   | 1,812.55   |
| Share Application Money         | 2.64      | -         | 3.45       | -          | -          |
| Reserve & Surplus               | 59,261.29 | 65,997.60 | 71,195.27  | 79,486.15  | 88,814.17  |
| Net worth                       | 61,067.08 | 67,802.39 | 73,005.15  | 81,295.28  | 90,626.72  |
| Loans & Borrowings              | 2,296.43  | 3,118.83  | 4,836.11   | 3,097.81   | 2,429.53   |
| Creditors & Liabilities         | 16,038.30 | 16,863.27 | 20,955.38  | 24,980.92  | 23,428.14  |
| Deferred Tax Liability          | 3,468.43  | 3,781.43  | 3,847.43   | 3,897.43   | 4,177.43   |
| TOTAL LIABILITIES               | 82,870.24 | 91,565.92 | 102,644.07 | 113,271.44 | 120,661.82 |
| ASSETS                          |           |           |            |            |            |
| Net block                       | 31,492.07 | 35,564.43 | 38,521.10  | 42,621.78  | 39,371.69  |
| Capital WIP ( Including Capital |           |           |            |            |            |
| Advances )                      | 6,288.08  | 7,912.13  | 13,733.74  | 13,743.80  | 13,448.82  |
| NB + CWIP                       | 37,780.15 | 43,476.56 | 52,254.84  | 56,365.58  | 52,820.51  |
| Investment                      | 12,831.44 | 10,014.35 | 10,611.93  | 14,026.34  | 11,992.05  |
| Current Assets                  |           |           |            |            |            |
| Inventories                     | 9,764.13  | 13,541.83 | 14,113.11  | 13,163.39  | 18,623.73  |
| Trade Receivables               | 16,243.44 | 18,394.23 | 18,482.47  | 21,227.64  | 21,127.51  |
| Cash and Bank Balance           | 1,906.40  | 1,044.12  | 1,386.12   | 1,666.00   | 4,082.60   |
| Loans & Advances                | 4,344.68  | 5,094.83  | 5,795.60   | 6,822.49   | 12,015.42  |
| TOTAL ASSETS                    | 82,870.24 | 91,565.92 | 102,644.07 | 113,271.44 | 120,661.82 |



# Five-year Financial Highlights Statement of Profit and Loss

(₹ in lacs)

| For the year ended 31st, March            | 2009-2010 | 2010-2011  | 2011-2012 | 2012-2013  | 2013-2014  |
|---|-----------|------------|-----------|------------|------------|
| Sales and income from operations          | 69,351.32 | 77,022.20  | 80,836.95 | 101,295.71 | 105,183.92 |
| Other Income                              | 784.60    | 796.22     | 939.47    | 1,406.70   | 4,283.91   |
| Total Income                              | 70,135.92 | 77,818.42  | 81,776.42 | 102,702.41 | 109,467.83 |
| Material consumption                      | 12,913.80 | 17,738.66  | 19,428.55 | 26,127.92  | 27,103.30  |
| Purchase of finished goods                | 10,167.05 | 10,161.27  | 10,290.78 | 10,784.43  | 12,758.93  |
| Increase/ Decrease in stocks of           |           |            |           |            |            |
| semi- finished and finished goods         | 256.65    | (2,223.76) | (202.58)  | 1,007.31   | (2,758.11) |
| Research & Development Expenses           | 2,678.02  | 3,668.32   | 3,794.02  | 3,610.73   | 5,215.10   |
| Staff costs (Excluding R&D)               | 7,585.40  | 9,306.63   | 10,488.40 | 12,801.50  | 14,713.82  |
| Excise Duty                               | 291.65    | 548.46     | 518.22    | 774.02     | 766.42     |
| Other expenses                            | 17,513.63 | 21,684.26  | 23,776.82 | 27,622.06  | 29,271.25  |
| Total cost                                | 51,406.20 | 60,883.84  | 68,094.21 | 82,727.97  | 87,070.71  |
| PBDIT                                     | 18,729.72 | 16,934.58  | 13,682.21 | 19,974.44  | 22,397.12  |
| Finance Cost                              | 177.21    | 194.82     | 329.85    | 248.16     | 248.16     |
| PBDT                                      | 18,552.51 | 16,739.76  | 13,352.36 | 19,726.28  | 22,148.96  |
| Depreciation & Amortisation               | 2,146.85  | 2,721.77   | 2,828.81  | 3,481.65   | 4,266.58   |
| Profit before tax                         | 16,405.66 | 14,017.99  | 10,523.55 | 16,244.63  | 17,882.38  |
| Exceptional & prior period items          | 0.86      | -          | -         | -          | -          |
| Current tax                               | 2,811.00  | 2,835.00   | 2,215.00  | 3,235.03   | 3,778.11   |
| Deferred tax                              | 232.00    | 313.00     | 66.00     | 50.00      | 522.00     |
| Profit after tax before Exceptional Items | 13,361.80 | 10,869.99  | 8,242.55  | 12,959.60  | 13,582.27  |
| Exceptional items (net of taxes)          | -         | -          | -         | -          | 4,114.55   |
| Profit after tax & Exceptional Items      | 13,361.80 | 10,869.99  | 8,242.55  | 12,959.60  | 17,696.82  |
|   |           |            |           |            |            |
| Note:                                     |           |            |           |            |            |
| Exports at FOB value                      | 12,318.23 | 14,585.51  | 22,362.01 | 32,157.11  | 32,643.87  |
| Equity dividend                           | 3,606.65  | 3,609.54   | 2,713.44  | 4,071.16   | 7,251.29   |
| Expenditure on R&D :                      |           |            |           |            |            |
| - Capital                                 | 202.82    | 2,582.24   | 1,946.90  | 6,565.77   | 1,233.38   |
| - Recurring                               | 2,678.02  | 3,668.32   | 3,794.02  | 3,610.73   | 5,215.10   |
| Total R & D expenditure                   | 2,880.84  | 6,250.56   | 5,740.92  | 10,176.50  | 6,448.48   |

# **Key Ratios & EPS**

| As at 31st, March                    | 2009-2010 | 2010-2011 | 2011-2012 | 2012-2013 | 2013-2014 |
|--------------------------------------|-----------|-----------|-----------|-----------|-----------|
| Debt : Equity Ratio                  | 0.04:1    | 0.05:1    | 0.07:1    | 0.04:1    | 0.03:1    |
| Per Share Data                       |           |           |           |           |           |
| EPS (₹)* excluding exceptional Items | 37.14     | 12.03     | 9.13      | 14.33     | 15.00     |
| EPS (₹)* including exceptional Items | 37.14     | 12.03     | 9.13      | 14.33     | 19.54     |
| Dividend (%)                         | 200%      | 200%      | 150%      | 225%      | 400%      |
| Dividend (in ₹) per Share *          | 10.00     | 4.00      | 3.00      | 4.50      | 8.00      |
| Book Value Per Share (₹)*            | 169.33    | 75.14     | 80.82     | 89.87     | 100.00    |

<sup>\*</sup> For F.Y. 2010-2011 onwards figures have been calculated on revised Face value of  $\mathfrak{T}$  2/- per share ( Previous years figures till F.Y. 2009-2010 have been calculated on face Value of  $\mathfrak{T}$  5/- per share)



## **Directors' Report**

Dear Members.

Your Directors have pleasure in presenting the 51st Annual Report on the business and operations of the Company for the financial year ended March 31, 2014.

#### **Financial Highlights**

The table given below gives the financial highlights of the Company on Standalone basis for the year ended March 31, 2014 as compared to the previous financial year.

For the year ended March 31 (₹ in Lacs)

| Particulars  | 2014       | 2013       |
|--|------------|------------|
| Sales / Income from operation (Net of Excise Duty)                       | 104,417.50 | 100,521.69 |
| Other Income   | 4,283.91   | 1,406.70   |
| Total Income   | 108,701.41 | 101,928.39 |
| Profit before tax and Exceptional items                                  | 17,882.38  | 16,244.63  |
| Tax expenses (Including deferred tax & short/excess provision pertaining |            |            |
| to previous years)   | 4,300.11   | 3,285.03   |
| Profit after tax and before Exceptional items                            | 13,582.27  | 12,959.60  |
| Exceptional items  | 4,114.55   | -          |
| Profit after tax and Exceptional items                                   | 17,696.82  | 12,959.60  |

Note: Previous year's figures have been re-grouped/re-classified wherever necessary.

#### **Review of Operations**

During the year under review, Stand alone Sales/Income from operations (Net) increased to ₹ 104,417.50 Lacs in 2013-14 from ₹ 1,00,521.69 Lacs in 2012-13, registering a growth of 3.88%. Consolidated Sales / Income from operations (Net) stood at ₹ 113,344.79 Lacs as compared to ₹ 1,08,080.28 Lacs for the year ended March 31, 2013, registering an increase of 4.87%.

#### **Appropriations**

Your Company has transferred ₹1,800 Lacs to the General Reserve during the year under review. An amount of ₹61,946.24 Lacs is proposed to be carried forward from the Profit & Loss Account.

#### Dividend

Your Board of Directors at their meeting held on January 18, 2014 declared and already paid to the Shareholders an Interim Dividend of ₹ 4/-(200%) per equity share having a face value of ₹ 2/- .The Board has recommended a final dividend of ₹ 4/-(200%) for the approval of the Shareholders at the ensuing Annual General Meeting (AGM) for the year ended March 31, 2014. The Register of Members and Share Transfer Books shall remain closed from July 07, 2014 to July 12, 2014, (both days inclusive) for the purpose of AGM and dividend, if approved by the Shareholders. The AGM of the Company is scheduled for July 12, 2014.

#### **Employee Stock Options Scheme**

During the year under review, 170,888 options having a face value of  $\stackrel{?}{\stackrel{?}{=}} 2$ /- were exercised and the same were allotted (on *pari passu* basis) under the Employees' Stock Option Scheme – 2008.

Details of Employees' Stock Option Scheme, as required to be disclosed under Clause 12 of the SEBI (Employee Stock Option Scheme and Employee Stock Purchase) Guidelines, 1999 are set out in the Annexure I to this Report.

#### Acquisition of API Plant at Kolhapur

Your Company is in the process of acquiring an Active Pharmaceutical Ingredient (API) plant at Kolhapur, Maharashtra, for a consideration of ₹ 1,875 lacs. This facility will augment the existing API capacities of the Company. The various product licenses, approvals and registrations as available for this facility can be advantageously added to the existing product basket of the Company. The plant requires refurbishment and modernisation and completion of statutory formalities before it could be optimally utilised for the Company's API requirements.

#### Research & Development (R&D)

Kindly refer to detailed write up in the section "Management Discussion & Analysis".



#### Management Discussion and Analysis Report

A detailed review on operations and performance of the Company and its business is given in the Management Discussion and Analysis Report, which forms part of this Annual Report.

#### **Corporate Governance**

A detailed report on Corporate Governance forms part of this Annual Report. The Auditors' Certificate on compliance with Corporate Governance requirements by the Company is attached to the report on Corporate Governance.

#### **Consolidated Financial Statements**

In accordance with the Accounting Standards AS – 21 on Consolidated Financial Statements, your Directors provide the Audited Consolidated Financial Statements in the Annual Report.

#### Notes on Subsidiaries

Your Company has five subsidiaries as on March 31, 2014. Your Directors believe that the Consolidated Financial Statements present a full and fair view of the state of affairs of your Company as a whole. In terms of general approval granted by the Central Government under Section 212(8) of the erstwhile Companies Act, 1956, financial statements pertaining to the subsidiaries have not been attached with the Balance Sheet of the Company. However, for the benefit of the members, we have published a summary of the financials of the subsidiaries in the Annual Report. The financial statements of subsidiaries, along-with related information and reports are available for inspection at the Registered Office of your Company.

#### **Review of Subsidiaries**

Niche Generics Limited.

Niche Generics Limited is a Wholly Owned Subsidiary of your Company in UK. It is engaged in manufacturing formulations and dossier filing in European markets. It recorded sales of GBP 104.91 Lacs for the year ended March 31, 2014 as compared to GBP 107.68 Lacs for the previous year ended March 31, 2013. The profit for the year ended March 31, 2014 stood at GBP 2.67 Lacs compared to the profit of GBP 0.99 Lacs for the year ended March 31, 2013.

#### Unichem Pharmaceuticals (USA) Inc.

Unichem Pharmaceuticals (USA) Inc. is a Wholly Owned Subsidiary of your Company in USA which has been set up for business development, filing of ANDA's and exploring the opportunities for marketing alliances in North American markets. The subsidiary recorded sales of USD 121.73 Lacs for the year ended March 31, 2014 as compared to USD 82.48 Lacs for the previous year ended

March 31, 2013 and incurred loss of USD 2.96 Lacs for the same period as compared to the loss of USD 6.23 lacs for the year ended March 31, 2013.

#### Unichem Farmaceutica Do Brasil Ltda

Unichem Farmaceutica Do Brasil Ltda., is a Wholly Owned Subsidiary of your Company in Brazil. This subsidiary has been set-up to own product registrations, launch generic and branded generics products in the Brazilian market. The subsidiary plans to have marketing alliances for promoting, warehousing and distribution. The subsidiary recorded sales of Reais 17.37 Lacs for the year ended March 31, 2014 as compared to Reais 15.38 Lacs for the previous year ended March 31, 2013. The entity suffered a loss of Reais 29.12 Lacs in the current year as against a loss of Reais 29.61 Lacs during the previous year.

#### Unichem SA (Proprietary) Limited

Unichem SA (Proprietary) Limited is a Wholly Owned Subsidiary of your Company in South Africa. This subsidiary has been set-up for business development and to own product registrations. The subsidiary has suffered a loss of SA Rand 2,952 in the current year as compared to loss of SA Rand 72 for the previous year ended March 31, 2013.

#### Unichem Laboratories Ltd. Ireland

Unichem Laboratories Ltd, Ireland is a Wholly Owned Subsidiary of your Company in Ireland. This subsidiary has been set up for business development and to own product registrations. The subsidiary recorded sales of Euro 4.88 Lacs for the year ended March 31, 2014 as compared to Euro 2.17 Lacs for the previous year ended March 31, 2013. The subsidiary during the current year has suffered a loss of Euro 2.84 lacs as compared to loss of Euro 2.95 lacs for the previous year ended March 31, 2013.

#### **Directors' Responsibility Statement**

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

- In preparation of annual accounts for the year ended March 31, 2014, the applicable accounting standards have been followed along with proper explanation relating to material departures, if any;
- 2. They have selected such accounting policies and applied them consistently and made judgements 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 2013-14 and profit made by the Company for that period;
- They 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;



4. They have prepared the annual accounts on a going concern basis.

#### **Credit Rating**

ICRA has reaffirmed the A1+ rating for short-term debt (including Commercial Paper) Programme of  $\rat{1,500}$  Lacs. The rating indicates highest safety, the prospect of timely repayment of debt/obligation being the best.

#### **Directors**

Mr. Ramdas Gandhi and Mr. Nasser Munjee retire by rotation at the ensuing Annual General Meeting under the erstwhile applicable provisions of the Companies Act, 1956. Under Section 149(10) of the Companies Act, 2013 and Rules made thereunder, and as per Clause 49 of the Listing Agreement, an Independent Director now shall hold office for a term of 5 (five) consecutive years on the Board of the Company and is not subject to retire by rotation. In terms of Section 149 and other applicable provisions of the Companies Act, 2013, and Rules made thereunder, Mr. Ramdas Gandhi and Mr. Nasser Munjee, being eligible are offering themselves for re-appointment, and are proposed to be re-appointed as Independent Directors of the Company for a term of 5 (five) consecutive years upto March 31, 2019.

Mr. Prafull Anubhai, Mr. Prafull Sheth and Mr. Anand Mahajan, are Independent Directors of the Company, whose period of office is liable to determination by retirement of Directors by rotation under the erstwhile applicable provisions of the Companies Act, 1956. Under Section 149(10) of the Companies Act, 2013 and Rules made thereunder, and as per Clause 49 of the Listing Agreement, an Independent Director shall now hold office for a term of 5 (five) consecutive years on the Board of the Company and is not subject to retirement by rotation. In terms of Section 149 and other applicable provisions of the Companies Act, 2013, and Rules made thereunder Mr. Prafull Anubhai, Mr. Prafull Sheth and Mr. Anand Mahajan, being eligible and offering themselves for such appointment, is proposed to be reappointed as Independent Directors of the Company for a term of 5 (five) consecutive years, upto March 31, 2019.

Dr. Prakash A. Mody was re-appointed as the Chairman & Managing Director of the Company for a period of 5 (five) years w.e.f. from July 01, 2013. The said appointment was approved by the Shareholders at the Annual General Meeting of the Company held on July 19, 2013 by way of an ordinary resolution.

Dr. Prakash A. Mody was not subject to retirement by rotation as per the Articles of Association of the Company under the erstwhile Companies Act, 1956. However now Dr. Mody will be subject to retirement by rotation due to the

provisions of Section 149 & 152 of the Companies Act, 2013, wherein it is provided that Independent Directors are not subject to retirement by rotation. All Directors in the Board of Directors of the Company are Independent Directors except Dr. Mody, who is the Chairman & Managing Director of the Company. Since none of the Independent Directors are subject to retire by rotation, Dr. Mody will retire by rotation in terms of Section 152 of the Companies Act, 2013 and being eligible has offered himself for re-appointment. As per the clarification issued by the Department of Company affairs (Int. Circular No. 3(No.8/16(1)/61-PR, Dated 9th May 1961), Managing Director's office does not suffer any break if he retires as a director under Section 255 of the Companies Act, 1956 and is re-elected as director in the same meeting.

Upon his re-appointment as a Director, Dr. Prakash A. Mody shall continue to hold office as the Chairman and Managing Director of the Company.

Attention of the Members is invited to the relevant items in the Notice of the Annual General Meeting for seeking your approval for aforesaid appointments. The information required under Clause 49 (IV) (G) of the Listing Agreement is given in the Notice and the Explanatory Statement annexed thereto of the 51st Annual General Meeting, as per Section 102 of the Companies Act, 2013.

#### **Auditors**

The Statutory Auditors of the Company, M/s. B. D. Jokhakar & Co., retire at the conclusion of the ensuing Annual General Meeting and are eligible for reappointment. Your Company has received intimation to the effect, that the proposed re-appointment, if made, would be within the prescribed limit under Section 141 of the Companies Act, 2013 and Rules made thereunder. Further the appointment will have to be in terms of provisions of Section 141 of the Companies Act, 2013.

The said Auditors have confirmed their willingness to accept office, if re-appointed. The Board on the recommendation of the Audit Committee have proposed the re-appointment of M/s. B. D. Jokhakar & Co., as Statutory Auditors of the Company to hold office from the conclusion of this AGM till the conclusion of the fourth consecutive Annual General Meeting (subject to ratification of the appointment by the members at every Annual General Meeting held after this AGM) at such remuneration to be decided by the Board of Directors in consultation with the said Auditors.

#### **Cost Auditors**

The Board of Directors on recommendation of the Audit Committee have re-appointed Mr. Y. R. Doshi, Cost



Accountant, as the Cost Auditor to audit the cost records maintained by your company for the financial year 2014-2015, on a remuneration of ₹ 5 lacs (Rupees Five Lacs only) plus service tax and out of pocket expenses at actuals. Necessary approval from the Central Government as may be applicable will be filed by the Company. As per Rule 14 of Companies (Audit and Auditors) Rules 2014, the appointment and remuneration payable to the Cost Auditors is to be ratified by the Shareholders and the same is given in the Notice and the Explanatory Statement annexed thereto of the 51st Annual General Meeting, as per Section 102 of the Companies Act, 2013. The Cost Audit report for the year 2013-2014 shall be filed before the due date.

# Energy Conservation, Technology Absorption and Foreign Exchange Earnings and Outgo

The particulars as prescribed under Clause (e) of Subsection (1) of Section 217 of the Companies Act, 1956 read with the Companies (Disclosure of particulars in the Report of Board of Directors) Rule, 1988 are set out in Annexure II to this Report.

#### Particulars of Employees

Particulars of employees, as required under 217(2A) of the Companies Act, 1956 read with the Companies (Particulars of Employees) Rules, 1975, as amended from time to time, forms part of this Report. However in pursuance of Section 219(1)(b)(iv) of the Act, this Annual Report is being sent to all Shareholders of the Company, excluding the aforesaid information and the said particulars are available at the Registered Office of the Company. The members interested in obtaining such particulars may write to the Secretarial Department at the Registered Office of the Company.

#### **Human Resources & Employee Relations**

Kindly refer to detailed write up in the section "Management Discussion & Analysis".

#### **Quality and Environment**

Your Company's mission envisages a strong sense of commitment to work towards being a caring pharmaceutical Company, which will continuously strive to enhance health through quality products. Your Company aims to consistently provide products that meet customer as well as national and international regulatory requirements as may be applicable. It has been steadily raising the bar, setting higher goals for environmental performance and enlarging the scope of initiatives. The environmental policy of your Company emphasizes at being a caring Company, which shall protect and promote the environment by complying with applicable environmental regulations and preventing pollution in all its operations.

With a view to meet this objective, our manufacturing facilities, plant trees and saplings in the Company premises. Our employees spread awareness amongst the locals about planting more trees and making less use of plastic bags. Similarly, various initiatives are taken at the manufacturing locations to reduce waste consumption across the plant and reduce usage of paper by recycling waste paper. Training programmes are organised from time to time to create environmental awareness amongst the employees.

To conserve water, your Company has devised various water saving methods which are monitored on day-to-day basis.

Your Company continues to strive for energy saving and conservation of natural resources. At the units, several green initiatives have been undertaken, most significant being soil conservation, recycling of treated effluent water, using solar energy for street lighting and limiting the use of Hot water Generation System in the plant by utilizing heat recovery options in Chilling plant.

#### **Corporate Social Responsibility**

Much before Corporate Social Responsibility [CSR] had become a mandatory responsibility of Corporates, your Company had engaged in such activities for decades for improving the health of particularly economically backward communities like Scheduled Tribes and in the field of education. Unichem being a pharmaceutical company, is naturally inclined to improve the health of general public at large and the Company is well known for its Quality and Reliability for over 6 decades. As a Policy, the Company had identified Health, particularly preventive health care for Scheduled Tribes and Education as its main focus of CSR projects and initiatives.

The present CSR initiatives focuses on two main recognized activities mentioned in Schedule VII of the Companies Act, 2013, namely promoting preventive health care and promoting education.

#### CSR Policy on Promoting Preventive Health Care:-

The Company is engaged in the CSR project of catering to preventive health care with special focus on the economically backward community. Late Mr. Amrut Mody receipient of Padma Bushan along with co-founder, Late Mr. Shantibhai Sheth established the Adiwasi Unnati Mandal (AUM) which serves to the social needs especially of the economic backward community.

AUM caters to the medical needs of adiwasis [Scheduled Tribes] area almost 30km from Shahapur in Thane District of Maharashtra. AUM runs three primary health



centres deep inside the Adiwasi area of Shahapur. The centres are fully equipped with medical facilities, medicines, doctors, paramedics and volunteers. Clinical Diagnosis through OPD camps for prevention and treatment of various ailments with particular emphasis on treating TB, Leprosy, Epilepsy, Diabetes, Cataract and Dental health care for Scheduled Tribes. AUM arranges free cataract and other surgeries through its association with Vision Foundation of India.

This is a continuous project/activity which started about 4 decades back and it has been continuously monitored by the Chairman & Managing Director [CMD] of the Company, Dr. Prakash A. Mody who visits the centres alongwith a team of Doctors, Paramedics and Specialists on a regular basis throughout the year. Unichem has financially aided in setting up of these centres and also provides financial aid and medicines for conducting these preventive health care camps. Capital expenses for establishment of new centres or diagnostic equipments for the existing centres were earlier being reviewed by CMD will now be reviewed and monitored by the CSR committee from time to time.

#### CSR Policy on Promoting Education:-

Unichem is the chief donor to Amrut Mody School of Management (AMSoM) which is promoted by Ahmedabad Education Society. AMSoM took its current shape after Ahmedabad Education Society established Ahmedabad University, recognized by UGC as private University. It is located in Ahmedabad and delivers business education through its three pioneer institutions. These are Postgraduate Institute of Management [PGIM]; H.L. Institute of Commerce [HLIC]; and B.K. Majumdar Institute of Business Administration [BKMIBA]. Each AMSoM institution has become the temple of high learning keeping in line with the vision of Ahmedabad University. AMSoM aims at providing global education at local costs, context and ethos. These institutions are already functional. Donations given by the Company are for the expansion and additional capital expenditure requirements of these Institutions, Mr. Prafull Anubhai. Independent Director on the Board of Unichem who is based in Ahmedabad monitors the execution of the projects without interfering in the day to day running of these institutions.

Unichem, apart from the Educational grant for the aforesaid institutions also provides financial assistance to all meritorious students who have economic need. AMSoM and its associate institutions run independently without any interference from Unichem or its Directors. The Board had already approved in principle to donate a sum of ₹ 1,500 lacs in the year 2010 in all to the said Institutions to be used for various capital expenses over a

period of 5 years. Out the aforesaid sum, ₹ 1,100 lacs has been already donated till March 31, 2014. All donations to the above said institutions which was hitherto monitored by Chairman and Managing Director and Mr. Prafull Anubhai will now be reviewed and monitored by the CSR Committee from time to time.

#### $Other \, Endowments \, for \, promotion \, of \, education \,$

Unichem has contributed 1% of its issued capital to Bombay college of Pharmacy in form of shares as endowment. This endowment was made in the year 1985. Bombay College of Pharmacy is one of the pioneer pharmacy colleges in the country imparting quality education and training in the field of pharmacy over the last 50 years. The college uses the dividend earned on the shares for its institutional requirements and the Institution is independently run without any interference from Unichem.

In adherence with the Companies Act, 2013 and as per the requirements of Section 135 of the said Act, and Rules made thereunder, the Board of Directors at its meeting held on October 19, 2013 has set up the Corporate Social Responsibility Committee. The Committee comprises of Dr. Prakash A. Mody , Chairman & Managing Director, as the Chairman of the Committee and Mr. Prafull Anubhai & Mr. Ramdas Gandhi, Non-Executive, Independent Directors as the other members of the Committee.

#### **Green Initiative**

The Ministry of Corporate Affairs (MCA) has taken a "Green Initiative in Corporate Governance" (Circular No. 17/2011 dated 21.04.2011 and Circular No. 18/2011 dated 29.04.2011) allowing paperless compliances by Companies through electronic mode.

Keeping in view the underlying theme and the circular issued by MCA, your Company has participated in Green Initiative and sent documents like General Meeting Notices (including AGM), Audited Financial Statements, Directors' Report, Auditors' Report etc. to the shareholders in the electronic form, to the E-mail addresses so provided by the shareholder and made available to the Company by the Depositories, NSDL & CDSL using data maintained by the Depository Participants (DP).

In compliance with the provisions of Section 108 of the Companies Act, 2013, and the Rules made thereunder, the Company is pleased to provide its shareholders with the facility to exercise their right to vote at the 51st Annual General Meeting of the Company by electronic means and the business may be transacted through e-Voting services provided by the Central Depository Services Limited.(CDSL).



#### Health & Safety

Your Company assiduously endeavours to act in a responsible manner to avoid causing any harm to the health and for safety of its employees, contract personnel and visitors. Health and Safety issues are addressed systematically, effectively and proactively. Mock drills are conducted regularly for different emergency situations for enhancing effectiveness of response plan.

Your Company takes pride in providing various forms of medical assistance to the families of its employees and also to all those living in surrounding villages. Periodic health checkups are carried out for all employees and regular training programmes are organised on safety and precautionary measures. Fire fighting training programmes and first-aid training camps are organised regularly to educate workers and employees at the plant locations and corporate office. The Pithampur plant officials have developed a Safety Park at the plant where various types of personal protective equipments, informative posters, fire extinguishers, etc are displayed for creating awareness towards safety among all employees.

#### Acknowledgement

Your Directors acknowledge the support and wise counsel extended to the Company by analysts, bankers, government agencies, shareholders, investors, suppliers, distributors, stockists and others associated with the Company as its business partners. Your Directors also acknowledge the trust reposed in the Company by medical fraternity and patients. We look forward to having the same support in our mission to enhance health through quality products.

On behalf of the Board of Directors, For Unichem Laboratories Limited

#### Dr. Prakash A. Mody

Chairman & Managing Director

Mumbai May 10, 2014



# **Annexure I to Directors' Report**

Statement pursuant to Clause 12 'Disclosure in the Directors' Report of SEBI(Employee Stock Option Scheme and Employee Stock Purchase Scheme) Guidelines, 1999
The details of the Stock Options are given here below:

| Pa  | rticulars   | ESOP – 2008  |  |  |  |
|-----|---|--|--|--|--|
| a.  | Options granted   | 1,25,000 (in 2008-09)<br>7,43,750 (in 2009-10)   |  |  |  |
| ,   |   | 2,25,000 (in 2013-14)  |  |  |  |
| b.  | The pricing formula   | @ ₹ 46/- per share of face value of ₹ 2/- each   |  |  |  |
| C.  | Options vested  | 5,47,003   |  |  |  |
| d.  | Options exercised The total number of Shares arising  | 4,58,577   |  |  |  |
| e.  | as a result of exercise of Options  | 4,58,557   |  |  |  |
| f.  | Options lapsed*   | 1,67,249   |  |  |  |
| g.  | Variation of terms of Options   | Nil  |  |  |  |
| h.  | Money realised by exercise of Options   | ₹ 21,094,542   |  |  |  |
| I.  | Total number of Options in force  | 88,426   |  |  |  |
| j.  | Employee wise detail of Options   |  |  |  |  |
|     | granted during the year:  |  |  |  |  |
|     | (i) Senior manager personnel  | Name Options 1. Mr.Bhagwat S. Dhingra 100,000 2. Mr. Dilip Kunkolienkar 75,000 3. Mr. Rakesh B. Parikh 50,000  |  |  |  |
|     | <ul> <li>(ii) Any other employee who received a grant in any one year of Options amounting to 5% or more of Options granted during the year.</li> <li>(iii) Identified employees who were granted options, during one year,</li> </ul>  | Nil  |  |  |  |
| k.  | equal to or exceeding 1% of the issued capital (excluding outstanding warrants and conversions) of the Company at the time of grant.  Diluted Earnings Per Share (EPS) pursuant to issue of shares on exercise of Options calculated in accordance with Accounting Standard (AS) 20 'Earnings Per Share'. | Nil Diluted EPS Before Exceptional Items :₹ 14.94 (Gain) per share(as per standalone accounts) Diluted EPS After Exceptional Items :₹ 19.47 (Gain) per share(as per standalone accounts) |  |  |  |
| l.  | Difference between employee compensation cost calculated as per intrinsic value of stock options and fair value of the options.   | NA   |  |  |  |
|     | Impact of the difference on profits and EPS.  |  |  |  |  |
| m.  | Weighted average exercise price and weighted  |  |  |  |  |
|     | average fair value of options whose exercise price  | For Options For Options  |  |  |  |
|     | either equals or exceeds or is less than the  | granted on granted on granted on   |  |  |  |
|     | market price of the stock:  | 26.03.09 17.06.09 08.03.14   |  |  |  |
|     | - Weighted average price (₹)  | 115.0 115.0 46.0   |  |  |  |
| n.  | - Weighted average Fair value (₹)<br>A description of the method and significant  | 68.1 102.0 149.49  |  |  |  |
| 11. | assumptions used during the year to estimate  |  |  |  |  |
|     | the fair values of options, including the   |  |  |  |  |
|     | following weighted average information:   |  |  |  |  |
|     | - Risk free interest rate   | 9.0109 %   |  |  |  |
|     | - Expected life   | 5 Years  |  |  |  |
|     | - Expected volatility   | 26.47%   |  |  |  |
|     | - Expected dividends yield  | 3.8%   |  |  |  |
|     | - The price of the underlying share in the  | ₹ 004 00l  |  |  |  |
|     | market at the time of option grant  | ₹ 221.90 per share   |  |  |  |

<sup>\*</sup>Options due to employees who are no longer associated with the Company



## **Annexure II to Directors' Report**

Information pursuant to Section 217 (1)(e) of the Companies Act, 1956 and the Companies (Disclosure of Particulars in the Report of the Board of Directors) Rules 1988, forming part of the report of the Directors for the year ended March 31, 2014.

#### A. CONSERVATION OF ENERGY

#### a. Energy conservation measures undertaken

- Improved natural illumination done to reduce power consumption.
- Replacement of existing lamps with lower wattage power saver lamps in Circuit Breaker assembly area.
- Use of Energy saving luminaries for Lighting.
- Use of 14 W CFL instead of tube lights for night lamp.
- Switch over from high speed diesel to Furnace Oil as Boiler Fuel.
- Maintaining the Power factor around 0.99.
- Installed VFD on coating machine exhaust boiler to minimise the power consumption.
- Arrest all sort of leakage in terms of steam, water and compressed Air.
- Installation of FRP blades, temperature controller and timer for cooling towers.
- Using ambient condition during winter season to minimise the running hours of Chiller.
- Seven single skin AHUs which were very old, were replaced by double skin AHUs having VFDs which led to reduction in power consumption of AHUs as well as the AC tonnage (TR) drastically.
- Effective operation of the capacitor banks in the electrical distribution systems has resulted in power factor close to unity and consequent reduction in electricity cost.
- AHUs are operated through BMS on Auto which has resulted in optimisation and savings in electricity.

#### b. Proposals for energy conservation

- Replacement of Voltas screw chillers with 206 TR screw chiller specific power consumption (KW/TR) of Voltas Recip chillers is more than compared with a screw Chiller.
- 10 KLPD solar water system providing hot water to HVAC system.
- Introduction of Briquette cubes boiler to replace furnace oil boiler.
- Introduction of solar street lights & LED lights.
- Reuse of RO and EDI rejected water in wash rooms.
- Introduction of EC motor in injectable area AHUs.

#### c. Impact of Measures undertaken

- Optimisation of energy consumption.
- Savings in energy and fuel cost.
- Unwanted excess run hours of AHUs are avoided as these are started and stopped automatically.
- Increase in equipment efficiency.

# d. Total energy consumption and energy consumption per unit of production as per Form A Consumption per unit of production

In view of varied nature of the products and packs, the compilation of accurate consumption per unit of production is not feasible.



#### FORM A

#### Form for Disclosure of particulars with respect to conservation of energy.

#### A. Power and Fuel Consumption

For the year ended March 31,

| Part | iculars                               | 2014     | 2013     |
|------|---------------------------------------|----------|----------|
| (a)  | ELECTRICITY                           |          |          |
|      | (i) Purchased Units (Lacs)            | 274.83   | 242.87   |
|      | Total Amount (₹ in Lacs)              | 1,909.38 | 1,661.05 |
|      | Rate / Unit (₹)                       | 6.95     | 6.84     |
|      | (ii) Own Generation                   |          |          |
|      | Through Diesel Generator Units (Lacs) | 29.33    | 44.12    |
|      | Units per litre of Diesel Oil         | 3.56     | 3.38     |
|      | Cost per Unit (₹)                     | 14.90    | 13.41    |
|      | Through Steam Turbine / Generator     | NA       | NA       |
| (b)  | COAL                                  | NA       | NA       |
| (c)  | FURNACE OIL/HSD                       |          |          |
|      | Quantity (Kilo Litres)                | 1,230.37 | 1,492.76 |
|      | Total Amount (₹ in Lacs)              | 644.56   | 656.38   |
|      | Average Rate (₹ / Kilo Ltr.)          | 52.39    | 43.97    |
| (d)  | OTHERS / INTERNAL GENERATION          |          |          |
|      | Steam Purchased (M.T.)                | 7,073.84 | 6,807.19 |
|      | Total Amount (₹ in Lacs)              | 186.29   | 163.20   |
|      | Average Rate (₹ per M.T.)             | 2,633.48 | 2,397.47 |

## B. TECHNOLOGY ABSORPTION & RESEARCH AND DEVELOPEMENT FORM B

Form for disclosure of particulars with respect to absorption of Research and Development (R&D)

- 1. Specific areas in which R&D is carried out by the Company
  - To undertake contract research with Generic & Research based pharmaceutical companies to develop API's and formulations.
  - Development of innovative as well as patentable routes of synthesis for API and Intermediates.
  - Development of a cost effective process for API's and Intermediates.
  - Improvement in the quality & productivity.
  - Formulation development of new dosage forms of generic API for domestic and international markets.
  - Modified release formulation for domestic & international markets.
  - Contract formulation development for NCEs for research based pharmaceutical companies.
  - Develop biosimilar products by following DNA recombinant technique and initiated work on fermentation process for making API.
  - Development of innovative and cost effective processes for production of biopharmaceuticals particularly biosimilar products.
  - Strain improvement using mutagenesis and molecular biology techniques to produce hyper producing strains and development of cost effective processes for fermentation based APIs.

#### 2. Benefits derived as a result of the above R&D

- The above research has resulted in launching of new products at the right time in International as well as domestic market in various therapeutic segments.
- Products developed for the International market will result into increased business to the Company in current and future years.
- During the year 7 process patent applications were filed.
- Research & development in biotechnology has resulted in consistent and cost effective process for one of the biosimilar product which is presently at preclinical stage.

## Annexure to Directors' Report



- Biosimilar and fermentation based products under development for Indian and International market will result into new business opportunity to the Company in the biotechnology sector in future years.
- During the year one patent application was filed from Biosciences Centre.

#### 3. Future Plan of action

- Undertake development of recombinant monoclonal antibodies.
- Initiate Research and Development in the field of biocatalysis.
- Undertake development of biosimilar products by using Recombinant DNA technique and monoclonal antibodies.
- Work has been initiated to synthesize polypeptides and a good progress is made during the year. This will be taken further with new polypeptides of commercial value and human health issues.
- Organisation will continue to work on the therapeutic segments of:
  - Anti-infective
  - Cardiovascular
  - Psychiatry and neurology
  - Musculo-skeletal
  - Gastrointestinal
  - Nutritional
  - Anti-allergic
- Develop cost effective processes for the existing molecules by reducing the overall costs, for selected APIs.
- Development of new products for International Business.
- Development of modified drug delivery systems.
- Undertake contract research work, in the area of synthesis of API and product dossiers.
- Develop products and delivery systems through Biotechnology.
- Improvements in quality of products and productivity.
- Development of validated methods for the APIs, Intermediates and Impurities to meet the international quality standards and also support regulatory requirements.
- New Chemical Entity Research in the area of Anti-Infectives, Pain Management & CNS.
- Process Intensification by transforming batch process into continuous process.
- ANDA filings under Para IV certification.
- Develop products and delivery systems through Biotechnology.

#### 4. Expenditure on R&D

For the year ended March 31, (₹ in lacs)

| Par | rticulars   | 2014     | 2013      |
|-----|---|----------|-----------|
| a)  | Capital   |          |           |
|     | - at units approved by Department of Scientific & Industrial Research | 1,233.38 | 48.01     |
|     | - at others   | -        | 6,517.75  |
| b)  | Total   | 1,233.38 | 6,565.76  |
| c)  | Recurring   |          |           |
|     | - at units approved by Department of Scientific & Industrial Research | 5,215.1  | 3,610.73  |
|     | - at others   | 169.73   | 157.43    |
| d)  | Total   | 5,384.83 | 3,768.16  |
| e)  | Grand Total   | 6,618.21 | 10,333.92 |
| f)  | Total R & D expenditure as a percentage of Turnover                   | 6.34%    | 10.28%    |

#### TECHNOLOGY ABSORPTION. ADAPTATION AND INNOVATION

#### Efforts made in brief, towards technology absorption, adaption and innovation

The technologies developed by the research and development division of the Company has been commercialised and adopted by the manufacturing facilities of the Company.

Information regarding imported technology (imported during the last five years reckoned from the beginning of the financial year) – None.

#### C. FOREIGN EXCHANGE EARNINGS AND OUTGO

The details of foreign exchange earnings and outgo are given in notes to accounts.



## **Management Discussion and Analysis**

#### GLOBAL PHARMA MARKET

The life sciences sector which comprises of the pharmaceutical, biotechnology, and medical technology segments continues to perform better in many parts of the world. However, the sector is facing pressure from increased health costs across the world. Nevertheless, an overview of this sector's performance shows that it is favourably positioned to achieve success in 2014 and beyond. Among drivers for growth are an aging population, rising incidence of chronic diseases, technological advancements and product innovation, and certain anticipated impacts from health care reform provisions including increases in government funding and insurance coverage.

The fundamentals driving health care demand, combined with the advent of new and often more expensive treatments, will continue to push up global pharmaceutical sales by an annual average of 5.3 percent between 2014 and 2017. Sales growth will continue to come from the U.S., U.K. and the BRIC countries. Among emerging markets, strong growth is forecasted for China and India, where pharmaceutical sales are expected to more than double in U.S.-dollar terms by 2016. Brazil and Russia also are expected to see positive growth.

The year 2014 is anticipated to be a positive year for U.S. life sciences companies. As they continue to obtain greater clarity on Affordable Healthcare Act (ACA) implementation and its impacts, they become increasingly better at capitalizing on emerging market opportunities, and incorporate real-world evidence into their strategic thinking and decision-making. The Economic Intelligence Unit (EIU) projects the U.S. pharmaceutical market, the world's largest market will grow at 6.4 percent annually through 2014-16. Demographics and disease trends will also boost drug consumption. (Source: Deloitte, Global Life Science Outlook)

#### DOMESTIC PHARMACEUTICAL MARKET

The Indian pharmaceutical market is expected to grow to about \$ 20 billion by 2015. The growth will be backed by 6 key trends that will influence the growth of the Indian Pharmaceutical market in coming years, those trends are:

- Doubling of disposable incomes and higher number of urban middle class households
- Expansion of medical infrastructure
- Greater penetration of health insurance
- Rising relevance of Chronic diseases

- Adoption of product patents
- Aggressive market penetration driven by the relatively smaller companies

While acute therapies have historically dominated the market and epidemics provide spurts of growth, chronic therapies are growing at a faster rate. The growing prevalence of lifestyle disorders will spur the growth in specialty and super specialty therapies. The population of patients suffering from Hypertension is expected to grow by another 50 million cases over the next decade. Prominent amongst the therapeutic areas that are expected to grow as a result of increase in Lifestyle disorders are Cardiovascular, Neuropsychiatry, and Oncology. (Source: McKinsey & Company, India Pharma 2015)

Your Company remains a Chronic focused Company and this segment contributes approx. 61% of the total domestic business revenues.

#### UNICHEM'S PERFORMANCE

#### **Financial Highlights**

Consolidated Sales/Income from operations (Net) stood at ₹ 113,344.79 Lacs as compared to ₹ 108,080.28 Lacs in the previous year, reflecting an overall growth of 4.87%.

Standalone Sales/Income from operations (Net) stood at ₹ 104,417.50 Lacs as compared to ₹ 100,521.69 Lacs in the previous year, depicting an overall growth of 3.88%.

Sales outside India including operating income (Net) on consolidated basis stood at  $\stackrel{?}{\sim}$  44,895.51 Lacs as compared to  $\stackrel{?}{\sim}$  42,319.73 Lacs in the previous year, reflecting overall growth of 6.09 %.

#### Other Highlights

Sharpened focus on Domestic Formulations Business through reorganization of acute and chronic therapy product portfolio, field resource allocations and customer coverage alignments.

Your Company is in process of acquiring an API plant at Kolhapur, Maharashtra for a consideration of approx. ₹ 1,875 Lacs. This facility will augment the existing API capacities of the Company. The plant requires refurbishment, modernisation and completion of statutory formalities before it could be optimally utilized for the Company's API requirements.

## Management Discussion and Analysis



#### **DOMESTIC FORMULATIONS**

Chronic therapies account for approx. 61% of domestic revenues, while acute therapies account for approx. 39%.

Acute therapy for the Company grew at 11.6% vs. Indian Pharmaceutical Market (IPM) growth of 4.4%.

Chronic therapy for the Company grew by 3.3% vs. Indian Pharmaceutical Market (IPM) growth of 10.6%.

The growth in the Chronic business was affected due to the new DPCO 2013 where few of our major brands like Losar and Trika have come under price control.

Overall representative market grew at 4.8% and your Company grew at 6.4%.

#### THE NEW DRUGS PRICES CONTROL POLICY

The Government of India notified the Drugs (Price Control) Order, 2013 (DPCO 2013) on May 15, 2013 in supersession of the old DPCO 1995. This had a marginal impact on volumes of your Company. Your Company took immediate steps to reduce the prices of scheduled formulations notified by the National Pharmaceutical Pricing Authority (NPPA) within 45 (Forty Five) days of notification. This was without seeking further time through court intervention (unlike several other Companies in the Industry) and thereby passed on the benefits to the customers immediately.

#### Outlook

Post restructuring of the domestic business, the acute division has started yielding above market growth in a consistent manner. Our endeavour is to replicate the similar performance in the Chronic business as well. Your Company will continue to focus on growth of chronic therapies and also provide the required thrust to increase its product basket and market share in acute therapies.

#### ACTIVE PAHRMACEUTICAL INGREDIENTS (API)

Your Company manufactures a range of Active Pharmaceutical Ingredients (APIs).

The objective of API business is on backward integration in manufacturing with capacity augmentation at existing plants for current and future products. The key focus is to have a stronger International Formulation business backed with our own APIs. Your Company will also focus on marketing its own APIs globally and seek to capture the Contractual supply opportunities in the API – Drug Intermediate's business.

As a continuous effort towards achieving this goal, your Company is in process of acquiring an API manufacturing facility at Kolhapur, Maharashtra. The acquisition of the new API plant at Kolhapur will further augment the API capacities of your Company.

Unichem's API business is supported with over 35 USDMFs, 18 CEPS and more than 240 ASMFs across Europe. In addition to captive consumption, APIs are also marketed both in domestic and international markets. Our continued focus on the API business is to be more cost efficient and vertically integrated into formulation business.

#### INTERNATIONAL BUSINESS

The increasing number of products going off patent in international markets offers substantial revenue opportunities. The Company is well positioned to seize these opportunities by focusing on larger and profitable markets in North America.

Your Company has filed 31 ANDAs and 17 of them have been approved (including 2 tentative approvals) and many more ANDAs are in the R&D pipeline. The Company has so far launched 10 products in US market. Across EU, 13 product registrations are filed so far. The registration activities are also initiated in Australia and New Zealand.

Unichem has Wholly Owned Subsidiaries in UK, USA, Brazil, South Africa and Ireland. The focus remains on high value added generics. The Company continues to leverage its manufacturing strengths to become partner of choice for supply of quality generic products to global generic Companies.

In the US, presence is through 100% subsidiary of Unichem Pharmaceuticals Inc. The business model is based on leveraging Unichem's technical expertise and production capability with integrated end-to-end value chain. It has tied up with large wholesalers and a reputed retail chain of distributors for the sale of products launched. Above average growth of generic drugs is expected in the USA region in the coming years, due to patent expirations and mounting pressure from Government for greater use of less expensive generic drugs. Company's strategy is to scale-up operations for sustained growth over time. The revenue from US market showed a robust growth of over 45% as compared to the previous year.

#### RESEARCH AND DEVELOPMENT

R&D continues to be the focus area in view of the increasing opportunities presented by products getting

## Management Discussion and Analysis



off patent in international markets. The Company's current R & D revenue spending is approximately 5% to 6% of total revenues.

The new research facility at Goa "Centre of Excellence (CoE)" is fully functional and operational and all R & D activities such as API chemical synthesis (Chemical R & D), Formulation dosage development (Product Technology Development), and Analytical research (Analytical R & D) are housed under one roof.

CoE is a state of the art facility equipped with latest infrastructure conforming to international standards. The integrated research program at CoE delivers quality output with complete protection of intellectual property in a timely manner to our customers and collaborators through efficient program management.

Unichem has a twofold R & D Strategy i.e., development of novel drug delivery systems and patent non-infringing processes for APIs. Research Scientists at CoE follow QbD (Quality by Design) approach right from the development stages, which have become mandatory for US regulatory filings.

#### **INFRASTRUCTURE**

The Company's infrastructure investments are in line with its purpose-inspired growth strategy to drive long term value for customers and one of the key competencies is to build world-class plants at a reasonable cost.

Unichem has created world-class drug manufacturing facilities across India. The Company's manufacturing plants have been accredited by highly respected international regulatory bodies like the US FDA, EDQM, EUGMP, ISO, UK MHRA (earlier MCA), MCC (South Africa), WHO (Geneva), TGA (Australia), ANVISA (Brazil).

#### **HUMAN RESOURCES**

Unichem is committed to its people who are instrumental in its success. The Company's talent pool comprised 5,133 employees as on March 31, 2014. The focus this year was on growth and increasing the spread of operations. The Human Resources team was also focused towards attainment of these objectives. New manpower was added to cater to the business requirements of new divisions. Recruitment for leadership positions was a major focus. Regional recruitments continued to ensure hiring of quality talent in quicker timelines. The businesses in the Sales & Marketing teams were realigned

successfully. People related issues caused by such realignment were successfully addressed. Recognising people as a primary source of performance, the Company took initiative in training and developing team members both through technical training and soft skills training. We continued to provide opportunities to people to unleash their potential and fulfill aspirations.

Your Company aims at leveraging technology to improve efficiencies and reduce time cycles. Technology also provided the opportunities to reach people for one on one personalised interactions. Your Company also changed the remuneration structure for sales employees in order to make it more competitive and performance oriented. Employee engagement activities continued to be the highlight of some of our successful initiatives.

#### INTERNAL CONTROLS

The Company's internal control systems are commensurate with the nature and size of its business operations. These systems ensure that transactions are authorized, recorded and reported diligently, to safeguard the assets of the Company. The Company has leveraged the IT interface in the form of Governance, Risk and Control (GRC) SAP Module. Authorization to IT systems is based on risk analysis and mitigation within the framework provided by the GRC system. The Internal Audit was conducted in various areas of operations of the Company. The Management duly considers and takes appropriate action on recommendations made by the Statutory Auditors, Cost Auditors, Internal Auditors, and the Independent Audit Committee of the Board of Directors.

#### **RISKS & CONCERNS**

The Company has a Risk Management Policy in force to review and mitigate risks relevant to environmental, operational and business risks to safeguard its interest.

Your Company's continued investments in manufacturing facilities and its strategy to remain vertically integrated pharmaceutical business is a critical differentiator to create sustainable competitive advantage not only for products launched in international markets but also for contractual supplies to global generic companies, with a conscious endeavour for market and customer diversification. To de-risk significant concentration of domestic revenues from few brands, Your Company's strategy is for focused promotion of specific brands to increase their share of revenue to overall revenue.



#### DECLARATION ON CODE OF CONDUCT UNDER CLAUSE 49 (1) (D) OF THE LISTING AGREEMENT

"As provided under Clause 49(1)(D) of the Listing Agreement with the Stock Exchanges, I hereby confirm that the Board of Directors and the Senior Management Personnel have confirmed compliance with the Code of Business Conduct and Ethics for the Financial Year Ended March 31, 2014".

Mumbai May 10, 2014 **Dr. Prakash A. Mody** Chairman & Managing Director

## **Auditors' Certificate on Corporate Governance**

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

To, The Members Unichem Laboratories Limited

We have examined the compliance of conditions of Corporate Governance by Unichem Laboratories Limited (the Company) for the year ended March 31, 2014 as stipulated in revised Clause 49 of the Listing Agreement of the said Company with the Stock Exchange(s) in India.

The compliance of conditions of Corporate Governance is the responsibility of the management. Our examination was limited to a review of the procedures and implementation thereof, adopted by the Company for ensuring the compliance with the conditions of Corporate Governance as stipulated in the said clause. It is neither an audit nor an expression of opinion on the financial statements of the Company.

In our opinion and to the best of our information and according to the explanations given to us, and the representations made by the Directors and the management, we certify that the Company has complied with the conditions of Corporate Governance as stipulated in revised Clause 49 of the above mentioned Listing Agreement.

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

For B. D. Jokhakar & Co. Chartered Accountants Firm Registration No: 104345W

> Raman Jokhakar Partner Membership No. 103241

Mumbai May 10, 2014



## **Corporate Governance Report**

Compliance to the code of Corporate Governance forms an integral part of the Company's philosophy. Unichem firmly believes that any meaningful policy on Corporate Governance must provide empowerment to the management of the Company and simultaneously create a mechanism of checks and balances that ensure that the decision making powers vested in the management are not misused and are exercised with care and responsibility to meet stakeholders' aspirations and societal expectations. The core principles of Corporate Governance i.e. trusteeship, transparency, empowerment, accountability and control form the cornerstone of Unichem's Corporate Governance philosophy. The Company continues to focus its resources, strengths and strategies to achieve highest standards of Corporate Governance and endeavours to implement the code of Corporate Governance in its true spirit.

In accordance with Clause 49 of the Listing Agreement and applicable provisions of the Companies Act, 1956, a report on Corporate Governance is detailed below:

#### **Board of Directors**

Composition, attendance of Directors at the Board Meetings and the last Annual General Meeting, outside Directorship and other Membership or Chairmanship of Board Committees.

As on March 31, 2014, Unichem's Board comprised of 6 (six) Directors, viz., the Chairman & Managing Director and 5 (five) Non-Executive and Independent Directors. Unichem's Board met 6 (six) times during the year under review i.e. on May 11, 2013, June 29, 2013, July 19, 2013, October 19, 2013, January 18, 2014 and March 08, 2014. The intervening period between two Board Meetings was well within the time limit prescribed in the Companies Act, 1956 and Clause 49 of the Listing Agreement.

**Table-1** below gives the details of the composition of the Board and the attendance record of the Directors during 2013-14.

| Table-1: Composition of Unichem's Board & attendance record during the year 2013-2014 |                                 |   |          |  |  |                 |   |
|---|---------------------------------|---|----------|--|--|-----------------|---|
| Name  | Category                        | No. of Board<br>Meetings held<br>during the year<br>2013-2014 |          | Whether<br>attended last<br>AGM held on<br>July 19, 2013 | No. of<br>Directorships<br>in other public<br>Companies* | positi<br>other | ommittee<br>ons in<br>public<br>anies** |
|   |                                 | Held  | Attended |  |  | Member          | Chairman                                |
| Dr. Prakash A.<br>Mody(Chairman &<br>Managing Director)                               | Promoter Director,<br>Executive | 6   | 6        | Yes  | 1  | 0               | 0                                       |
| Mr. Prafull<br>Anubhai  | Non-Executive,<br>Independent   | 6   | 5        | Yes  | 4  | 4               | 2                                       |
| Mr. Ramdas<br>Gandhi  | Non-Executive,<br>Independent   | 6   | 6        | Yes  | 4  | 1               | 3                                       |
| Mr. Prafull<br>Sheth  | Non-Executive,<br>Independent   | 6   | 4        | Yes  | 0  | 0               | 0                                       |
| Mr. Nasser<br>Munjee  | Non-Executive,<br>Independent   | 6   | 3        | No   | 11   | 2               | 5                                       |
| Mr. Anand<br>Mahajan  | Non-Executive,<br>Independent   | 6   | 4        | Yes  | 7  | 2               | 3                                       |

<sup>\*</sup> Excludes directorships in Private Limited Companies, Foreign Companies(including foreign subsidiaries of Unichem Laboratories Limited) & Companies under Section 25 of the Companies Act, 1956.

 $<sup>^{**} \</sup>quad \text{Covers only Memberships/Chairmanships of Audit Committee} \,\&\,\, \text{Shareholder/Investors Grievance Committee}.$ 

## Corporate Governance Report



#### Compliance with Code of Conduct

The Company has adopted a Code of Business Conduct & Ethics. The Code of Business Conduct & Ethics is posted on the Company's website i.e. www.unichemlabs.com. for information of the Shareholders.

All Board members and Senior Management Personnel have affirmed compliance with the code for the year ended March 31, 2014. The Chairman & Managing Director has given a signed declaration to this effect.

#### **Audit Committee**

The Audit Committee of Unichem was constituted in the year 2000. Since then, the Company has been reviewing and making appropriate changes in the working of the Committee from time to time to bring about greater effectiveness and to comply with various requirements under the Companies Act, 1956 and Clause 49 of the Listing Agreement.

The Composition of the Audit Committee is in compliance with Clause 49 of Listing Agreement. All the Members are independent and are financially literate as defined in sub-clause (ii) explanation 1 of Clause 49 II (A) of the Listing Agreement.

The terms of reference of this Committee cover the matters specified under Clause 49 of the Listing Agreement as well as in Section 292A of the erstwhile Companies Act, 1956 and Section 177 of the Companies Act, 2013 and are as follows:

- 1. Oversight of the Company's financial reporting process and the disclosure of its financial information to ensure that the Financial Statement is correct, sufficient and credible;
- 2. Recommending to the Board, the appointment, reappointment and, terms of appointment if required, the replacement or removal of the Statutory Auditor and the fixation of audit fees;
- 3. Examination of the financial statements and the auditors report thereon;
- 4. Approval of payment to Statutory Auditors for any other services rendered by the Statutory Auditors;
- 5. Discussion with Statutory Auditors before the audit commences, about the nature and scope of audit as well as post-audit discussion to ascertain any area of concern;
- 6. To review and monitor the auditor's independence and performance and effectiveness of audit process;
- 7. Disclosure of any related party transactions, approval or any subsequent modification of transactions of the Company with related parties;
- 8. Scrutiny of inter-corporate loans and investments;

- Valuation of undertakings or assets of the Company, wherever it is necessary;
- Evaluation of internal financial controls and risk management systems;
- 11. Monitoring the end use of funds raised through public offers and related matters;
- 12. Reviewing, with the management, the Annual Financial Statements before submission to the Board for approval, with particular reference to:
  - a. Matters required to be included in the Director's Responsibility Statement to be included in the Board's report in terms of clause (2AA) of Section 217 of the Companies Act, 1956;
  - b. Changes, if any, in accounting policies and practices and reasons for the same;
  - Major accounting entries involving estimates based on the exercise of judgment by management;
  - d. Significant adjustments made in the financial statements arising out of audit findings;
  - e. Compliance with listing and other legal requirements relating to financial statements;
- 13. Reviewing with the management, the Auditors Report and Qualifications in the draft audit report;
- 14. Reviewing with the management, the quarterly financial statements before submission to the Board for approval;
- 15. Reviewing with the management, the statement of uses / application of funds raised through an issue (public issue, rights issue, preferential issue, etc.), the statement of funds utilized for purposes other than those stated in the offer document/prospectus /notice and the report submitted by the monitoring agency monitoring the utilisation of proceeds of a public or rights issue, and making appropriate recommendations to the Board to take up steps in this matter;
- Reviewing with the management, performance of Statutory and Internal Auditors, and adequacy of the internal control systems;
- 17. Reviewing the adequacy of internal audit function, if any, including the structure of the internal audit department, staffing and seniority of the official heading the department, reporting structure, coverage and frequency of internal audit;
- 18. Discussion with internal auditors any significant findings and follow up there on;
- 19. Reviewing the findings of any internal investigations by the Internal Auditors into matters where there is suspected fraud or irregularity or a failure of internal control systems of a material nature and reporting the matter to the Board;



- To look into the reasons for substantial defaults in the payment to the depositors, debenture holders, shareholders (in case of non payment of declared dividends) and creditors;
- 21. To review the functioning of the Whistle Blower mechanism, in case the same is existing;
- 22. Approval of appointment of CFO (i.e., the wholetime Finance Director or any other person heading the finance function or discharging that function) after assessing the qualifications, experience & background, etc., of the candidate; and
- 23. Carrying out any other function as is mentioned in the terms of reference of the Audit Committee.

In addition to the above, the Audit Committee also reviews the following information:

- Management discussion and analysis of financial condition and results of operations;
- Statement of significant related party transactions (as defined by the Audit Committee), submitted by management;
- iii. Management letters / letters of internal control weaknesses issued by the Statutory Auditors;
- iv. Internal audit reports relating to internal control weaknesses; and
- v. The appointment, removal and terms of remuneration of the Chief Internal Auditor shall be subject to review by the Audit Committee.

The Audit Committee met on May 11, 2013, July 19, 2013, October 19, 2013 and January 18, 2014. The composition of the Committee as on March 31, 2014 and the details on the number of Audit Committee meetings held and attended by the Members during the financial year 2013-14 is given below in **Table-2**.

The Company Secretary acts as the Secretary to the Committee. The Committee meetings were attended by Vice President – Finance, Chief Internal Auditor and a representative of the Statutory Auditor are regular invitees to the meetings.

# Shareholders' / Investors' Grievance Committee and Stakeholders' Relationship Committee

The Board of Directors of the Company has constituted a Shareholders'/Investors' Grievance committee under Clause 49 of the Listing Agreement currently in force as on the date of this report. The composition of this Committee and the details on the number of meetings held and attended by the members during the financial year 2013-14 are given below in **Table-3**. The Committee focuses on shareholders grievances and strengthening of investor relations. The Company Secretary acts as the Secretary and Compliance Officer to the Committee.

The Shareholders'/Investors' Grievance Committee met 4 (four) times during the current year namely May 11, 2013, July 19, 2013, October 19, 2013 and January 18, 2014.

During the year 46 (forty six) complaints were received from the shareholders and investors. All the complaints have generally been resolved to the satisfaction of the complainants and no investor complaint was pending at the beginning or at the end of the year. The Company has acted upon valid requests for share transfers received during the year and no such transfer is pending.

Pursuant to the Section 178(5) of the Companies Act, 2013, the Board of Directors at its meeting held on October 19, 2013 constituted a committee known as Stakeholders' Relationship Committee. The composition of this Committee during the financial year 2013-14 is given in **Table-4**. The Company Secretary acts as the Secretary and Compliance Officer to the Committee. The Committee focuses on shareholders grievances and strengthening of investor relations. In view of the setting up of the Stakeholders' Relationship Committee, the erstwhile Shareholders' /Investors' Grievance committee was dissolved by the Board of Directors at its meeting held on May 10, 2014.

| Table-2: Audit Committee attendance during 2013-2014 |          |                           |                          |  |  |  |  |
|--|----------|---------------------------|--------------------------|--|--|--|--|
| Member Director                                      | Position | Category                  | No. of Meetings attended |  |  |  |  |
|  |          |                           | (Total meetings held: 4) |  |  |  |  |
| Mr. Prafull Anubhai                                  | Chairman | Non-Executive Independent | 4                        |  |  |  |  |
| Mr. Ramdas Gandhi                                    | Member   | Non-Executive Independent | 4                        |  |  |  |  |
| Mr. Nasser Munjee                                    | Member   | Non-Executive Independent | 2                        |  |  |  |  |

| Table-3: Composition of Shareholders/Investors Grievance Committee during 2013-2014 |          |                           |                           |  |  |  |  |
|---|----------|---------------------------|---------------------------|--|--|--|--|
| Member Director   | Position | Category                  | No. of Meetings attended  |  |  |  |  |
|   |          |                           | (Total meetings held : 4) |  |  |  |  |
| Mr. Ramdas Gandhi   | Chairman | Non-Executive Independent | 4                         |  |  |  |  |
| Dr. Prakash A. Mody   | Member   | Executive Director        | 4                         |  |  |  |  |



## Compensation Committee / Nomination and Remuneration Committee

The Board of Directors of the Company has constituted the Compensation Committee in the year 2004, to administer and supervise the implementation of the Employee Stock Options Schemes as and when approved by the Board and to recommend the remuneration payable to the Managing Director, Non Executive Directors and persons falling under Section 314 (1B) of the erstwhile Companies Act, 1956. The composition of this Committee and the details on the number of meetings held and attended by the members during the financial year 2013-14 is given below in Table-5. The Committee met on May 11, 2013 and March 08, 2014. The Company Secretary acts as the Secretary to the Committee.

Pursuant to the Section 178(1) of the Companies Act, 2013, the Board of Directors at its meeting held on October 19, 2013 constituted a committee known as Nomination and Remuneration Committee. The composition of this Committee during the financial year 2013-14 is given below in **Table-6**. The Committee did not meet during the year. The Company Secretary acts as the Secretary and Compliance Officer to the Committee. The terms of reference of the Committee *inter-alia* includes the following

(a) identify persons who are qualified to become Directors and who may be appointed in senior management in accordance with the criteria laid

- down, recommend to the Board their appointment and removal and shall carry out evaluation of every Director's performance;
- (b) formulate the criteria for determining qualifications, positive attributes and independence of a Director and recommend to the Board a policy, relating to the remuneration for the Directors, Key Managerial Personnel and other employees;
- (c) while formulating the policy ensure that-
  - the level and composition of remuneration is reasonable and sufficient to attract, retain and motivate Directors of the quality required to run the Company successfully;
  - relationship of remuneration to performance is clear and meets appropriate performance benchmarks; and
  - iii. remuneration to Directors, Key Managerial Personnel and Senior Management involves a balance between fixed and incentives pay reflecting short and long-term performance objectives appropriate to the working of the Company and its goals;

In view of the setting up of the Nomination and Remuneration Committee, the erstwhile Compensation committee was dissolved by the Board of Directors at its meeting held on May 10, 2014.

#### **Corporate Social Responsibility Committee**

In adherence with Section 135 of the Companies Act, 2013 and Rules made thereunder, the Board of Directors

| Table-4: Composition of Stakeholders' Relationship Committee |          |                           |  |  |  |
|--|----------|---------------------------|--|--|--|
| Member Director  | Position | Category                  |  |  |  |
| Mr. Ramdas Gandhi  | Chairman | Non-Executive Independent |  |  |  |
| Dr. Prakash A. Mody  | Member   | Executive Director        |  |  |  |
| Mr. Prafull Anubhai  | Member   | Non-Executive Independent |  |  |  |

| Table-5: Composition of Compensation Committee during 2013-2014 |                          |                           |   |  |
|---|--------------------------|---------------------------|---|--|
| Member Director   | No. of Meetings attended |                           |   |  |
|   |                          |                           |   |  |
| Mr. Prafull Sheth   | Chairman                 | Non-Executive Independent | 2 |  |
| Mr. Prafull Anubhai   | Member                   | Non-Executive Independent | 2 |  |
| Mr. Ramdas Gandhi   | Member                   | Non-Executive Independent | 2 |  |

| Table-6: Composition of Nomination and Remuneration Committee during 2013-2014 |  |  |  |
|--|--|--|--|
| Member Director Position Category  |  |  |  |
| Mr. Prafull Anubhai  | Chairman Non-Executive Independent                 |  |  |
| Mr. Prafull Sheth  | Mr. Prafull Sheth Member Non-Executive Independent |  |  |
| Mr. Ramdas Gandhi Member Non-Executive Independent                             |  |  |  |



at its meeting held on October 19, 2013 has set up the Corporate Social Responsibility Committee. The terms of reference of the said Committee inter-alia includes:-

- To Formulate and recommend to the Board, a Corporate Social Responsibility Policy which shall indicate the activities to be undertaken by the Company as specified in Schedule VII;
- (ii) To Recommend the amount of expenditure to be incurred on the activities referred to in clause (I); &
- (iii) To Monitor the Corporate Social Responsibility Policy of the Company from time to time.

The Committee comprises of Dr. Prakash A. Mody, Chairman & Managing Director, as the Chairman of the Committee and Mr. Prafull Anubhai & Mr. Ramdas Gandhi, Non-executive and Independent Directors as the other members of the Committee. No meetings were held during the year. The Company Secretary acts as the Secretary to the Committee.

#### **Remuneration of Directors**

The details of the remuneration paid to the directors is given below in **Table-7**.

#### Shareholding of the Non Executive Directors

Details of Shares held by the Non – Executive Directors as on March 31, 2014 is given below.

| Name                | Number of shares held |
|---------------------|-----------------------|
| Mr. Prafull Anubhai | 5,800                 |
| Mr. Ramdas Gandhi   | 40,500                |
| Mr. Prafull Sheth   | 11,250                |
| Mr. Nasser Munjee   | 17,500                |
| Mr. Anand Mahajan   | 17,500                |

#### **Management Discussion and Analysis Report**

The information required under the Management

Discussion and Analysis Report is separately given in the Annual Report.

## Brief profile of Directors seeking appointment/reappointment

As required, a brief profile and other particulars of the Directors seeking appointment/re-appointment are given in the Notice of the 51st Annual General Meeting and forms a part of this report.

# **CEO/CFO Certification under Clause 49 of the Listing Agreement**

As required under Clause 49 of the Listing Agreement, certification from Dr. Prakash A. Mody, Chairman & Managing Director and Mr. Rakesh Parikh, Vice President - Finance was placed before the Board of Directors at its meeting held on May 10, 2014.

#### **Auditors Certificate**

The Company has complied with all the mandatory requirements of the Clause 49 on Corporate Governance and has obtained a certificate from its statutory auditors affirming the compliance.

#### **General Body Meetings**

- a) Details of last 3 Annual General Meetings is given in Table 8
- b) Resolution passed through postal ballot

No special resolution were passed by postal ballot during the year or will be passed in the ensuing Annual General Meeting.

#### **Disclosures**

The Company's major related party transactions are generally with its subsidiaries. The details of related party transactions are discussed in detail in Note no.38 to standalone accounts.

| Table-7: Remuneration paid to the Directors for 2013-2014 (in ₹) |              |             |              |               |              |  |
|--|--------------|-------------|--------------|---------------|--------------|--|
| Name   | Sitting fees | Commission  | Consolidated | Perquisites & | Total Amount |  |
|  |              | payable for | Salary#      | Allowances#   |              |  |
|  |              | 2013-2014@  |              |               |              |  |
| Dr. Prakash A. Mody*   | NA           | 17,748,827  | 19,070,004   | 11,006,295    | 47,825,126   |  |
| Mr. Prafull Anubhai**  | 200,000      | Nil         | Nil          | Nil           | 200,000      |  |
| Mr. Ramdas Gandhi**  | 260,000      | Nil         | Nil          | Nil           | 260,000      |  |
| Mr. Prafull Sheth**  | 100,000      | Nil         | Nil          | Nil           | 100,000      |  |
| Mr. Nasser Munjee**  | 100,000      | Nil         | Nil          | Nil           | 100,000      |  |
| Mr. Anand Mahajan**  | 80,000       | Nil         | Nil          | Nil           | 80,000       |  |
| Total  | 740,000      | 17,748,827  | 19,070,004   | 11,006,295    | 48,565,126   |  |

 $<sup>^* \</sup>quad \text{Eligible to receive commission } @1\% \text{ of the Net Profits of the Company, computed under Section 198, 309 and 249 of the Companies Act, 1956} \\$ 

<sup>\*\*</sup> Sitting Fees are exclusive of Service Tax(Service Tax paid extra under reverse charge mechanism)

<sup>#</sup> Fixed component

<sup>@</sup> Variable Component



|                  | Table-8: Details of the last 3 Annual General Meetings |   |                       |            |  |  |
|------------------|--|---|-----------------------|------------|--|--|
| AGM              | Year   | Venue   | Date                  | Time       | Items of Special Resolution passed at each meeting                 |  |
| 50 <sup>th</sup> | 2012-13  | Hall of Culture, Nehru Centre,<br>Dr. Annie Besant Road, Worli,<br>Mumbai - 400 018 | July 19, 2013         | 12.30 p.m. | No Special Resolutions passed at this meeting.                     |  |
| 49 <sup>th</sup> | 2011-12  | Hall of Culture, Nehru Centre,<br>Dr. Annie Besant Road, Worli,<br>Mumbai - 400 018 | September 27,<br>2012 | 11.30 a.m. | No Special Resolutions passed at this meeting.                     |  |
| 48 <sup>th</sup> | 2010-11  | Hall of Culture, Nehru Centre,<br>Dr. Annie Besant Road, Worli,<br>Mumbai - 400 018 | July 28, 2011         | 3.30 p.m.  | Resolution under Section 314<br>(1B)of the Companies Act,<br>1956. |  |

During the past three years there has been no instances of non compliance by the Company with the requirements of the Stock Exchanges, Securities and Exchange Board of India(SEBI) or any other statutory authority on any matter related to capital markets.

Non Mandatory requirements adopted by the Company The Board of Directors of the Company at its meeting held on May 10,2014 has adopted the Whistle Blower Policy.

#### **Means of Communication**

The Company has a well-established system to disclose relevant information to stakeholders, including shareholders, analysts, suppliers, customers, employees and society at large. The primary sources of information regarding the operations of the Company are available on the corporate website of the Company—www.unichemlabs.com. The Company has a separate dedicated section 'Investors' where shareholders' information is available. Members are requested to access 'Newsroom' section for updated information. Apart from official new releases, code of conduct, the website also provides shareholding pattern of the Company. Annual Report of last three years is available on the website in a user-friendly and downloadable form.

The quarterly / half-yearly / annual / unaudited / audited financial results of the Company are sent to the Stock Exchanges immediately after they are approved by the Board of Directors. The quarterly results and annual

results of the Company are generally published in Mumbai edition of Business Standard, Economic Times, Sakal, Lokmat & Maharashtra Times. The quarterly and financial Results for the year are posted on the Company's website www.unichemlabs.com. The results are also available on the websites of the Stock Exchanges: www.bseindia.com and www.nseindia.com.

All data required to be filed electronically pursuant to the Listing Agreement with the Stock Exchanges, such as quarterly financial results, shareholding pattern, quarterly report on Corporate Governance and corporate announcements are being regularly filed on Corporate Filing and Dissemination System (CFDS). Shareholders / Investors can view the information by visiting the website of CFDS www.corpfiling.co.in.

#### **General Shareholder Information**

Date, Time and Venue of 51st AGM

Date : July 12, 2014 Time : 3.00 p.m.

Venue : Hall of Culture, Nehru Centre,

Dr. Annie Besant Road, Worli,

Mumbai - 400 018.



#### Financial year - April 01 to March 31st

#### **Financial Calendar (Tentative)**

| Results for the Quarter ending on                                    | Tentative date             |
|--|----------------------------|
| Unaudited results for first quarter ending June 30, 2014             | Third week of July 2014    |
| Unaudited results for Second and half year ending September 30, 2014 | Third week of October 2014 |
| Unaudited results for third and nine months ending December 31, 2014 | Third week of January 2015 |
| Audited results for year ending March 31, 2015                       | Third week of May 2015     |

#### Stock Exchanges on which shares are listed:

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

#### **Stock Codes**

BSE 506690

NSE UNICHEMLAB

#### Date of Book Closure

July 07, 2014 to July 12, 2014 (both days inclusive)

#### **Dividend Payment Date**

Final Dividend of  $\P$  4/-(200%) per share having a face value of  $\P$  2/ for the year 2013-2014, has been recommended by the Board of Directors and if approved by the Shareholders at the ensuing Annual General Meeting will be paid to the Shareholders latest by July 17, 2014.

Interim dividend of  $\stackrel{?}{\stackrel{\checkmark}}$  4/-(200%) per share having a face value of  $\stackrel{?}{\stackrel{\checkmark}}$  2/-for the year 2013-2014 has already been paid to the Shareholders on January 29, 2014.

#### **Unclaimed Dividend**

The Dividends for the following financial years remaining unclaimed for seven years, will be transferred to Investor Education and Protection Fund. The table given below gives the transfer dates. Shareholders who have not claimed the dividends are requested to do so before these are statutorily transferred. Shareholders who have not encashed their dividend warrants relating to the years given below are requested to immediately approach the Investor Relations Department of the Company for issue of duplicate dividend warrants.

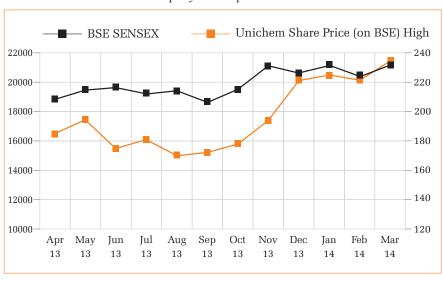
| Financial Year | Type of Dividend | Date of Declaration of Dividend | Last date for claiming unclaimed dividend |
|----------------|------------------|---------------------------------|---|
| 2007-08        | Final            | 17.07.2008                      | 21.08.2015                                |
| 2008-09        | Interim          | 23.10.2008                      | 27.11.2015                                |
| 2008-09        | Final            | 22.07.2009                      | 26.08.2016                                |
| 2009-10        | Interim          | 22.10.2009                      | 26.11.2016                                |
| 2009-10        | Final            | 10.05.2010                      | 14.06.2017                                |
| 2010-11        | Interim          | 16.10.2010                      | 20.11.2017                                |
| 2010-11        | Final            | 28.07.2011                      | 01.09.2018                                |
| 2011-12        | Final            | 27.09.2012                      | 02.11.2019                                |
| 2012-13        | Final            | 19.07.2013                      | 23.08.2020                                |
| 2013-14        | Interim          | 18.01.2014                      | 22.02.2021                                |



#### **Market Price data**

| Month           | High (BSE) | Low (BSE) | High (NSE) | Low (NSE) |
|-----------------|------------|-----------|------------|-----------|
| April, 2013     | 185.50     | 165.75    | 185.50     | 165.25    |
| May, 2013       | 192.00     | 162.15    | 190.20     | 162.00    |
| June, 2013      | 176.00     | 157.10    | 176.10     | 157.20    |
| July, 2013      | 181.90     | 158.00    | 182.00     | 158.00    |
| August, 2013    | 170.00     | 138.00    | 166.00     | 141.50    |
| September, 2013 | 172.50     | 144.05    | 173.00     | 143.00    |
| October, 2013   | 179.95     | 160.00    | 180.00     | 160.05    |
| November, 2013  | 194.00     | 168.00    | 193.15     | 167.50    |
| December, 2013  | 221.70     | 189.70    | 221.60     | 189.00    |
| January, 2014   | 225.45     | 192.00    | 224.90     | 191.55    |
| February, 2014  | 221.00     | 197.70    | 221.00     | 191.85    |
| March, 2014     | 237.00     | 207.50    | 237.90     | 201.00    |

Share Performance of the Company in comparison to BSE-Sensex  $\,$ 



|            | Distribution of Shareholding on March 31, 2014 |                     |                    |              |             |  |
|------------|--|---------------------|--------------------|--------------|-------------|--|
| Sr.<br>No. | Share Holding of<br>Nominal Value ₹. 2/-       | No. of Shareholders | % of Total holders | No of Shares | % of Equity |  |
| 1          | Upto 5,000                                     | 17,921              | 90.25              | 13,121,956   | 7.24        |  |
| 2          | 5,001 - 10,000                                 | 1,006               | 5.07               | 7,585,168    | 4.18        |  |
| 3          | 10,001 - 20,000                                | 578                 | 2.91               | 7,753,610    | 4.28        |  |
| 4          | 20,001 - 30,000                                | 126                 | 0.64               | 3,102,092    | 1.71        |  |
| 5          | 30,001 - 40,000                                | 55                  | 0.28               | 1,982,252    | 1.09        |  |
| 6          | 40,001 - 50,000                                | 40                  | 0.20               | 1,797,520    | 0.99        |  |
| 7          | 50,001 - 100,000                               | 55                  | 0.28               | 3,796,542    | 2.10        |  |
| 8          | 100,001 and Above                              | 74                  | 0.37               | 142,115,512  | 78.41       |  |
|            | Grand-Total                                    | 19,855              | 100.00             | 181,254,652  | 100.00      |  |



|       | Shareholding Pattern as on Ma                | arch 31, 2014      |                 |
|-------|--|--------------------|-----------------|
| Cate- | Category of Shareholder                      |                    |                 |
| gory  |  | Total No of shares | As a percentage |
| (A)   | Shareholding of Promoter and Promoter Group  |                    |                 |
|       | 1) Indian                                    |                    |                 |
|       | Individuals/ Hindu Undivided Family          | 45,378,350         | 50.07           |
|       | Bodies Corporate                             | 0.00               | 0.00            |
|       | Trusts                                       | 132,200            | 0.15            |
|       | 2) Foreign                                   | -                  | -               |
|       | Public shareholding                          |                    |                 |
| (B)   | 1) Institutions                              |                    |                 |
|       | Mutual Funds / UTI                           | 7,671,621          | 8.47            |
|       | Financial Institutions / Banks               | 40,690             | 0.04            |
|       | Insurance Companies                          | 2,623,447          | 2.89            |
|       | Foreign Institutional Investors              | 3,719,950          | 4.10            |
|       | Foreign Financial Institutions / Banks       | 500                | 0.00            |
|       | 2) Non-institutions                          |                    |                 |
|       | a) Bodies Corporate                          | 8,173,165          | 9.02            |
|       | b) Individuals                               |                    |                 |
|       | i. Individual shareholders holding nominal   | 17,356,883         | 19.15           |
|       | share capital up to ₹ 1 lac.                 |                    |                 |
|       | ii. Individual shareholders holding nominal  | 2,660,842          | 2.94            |
|       | share capital in excess of ₹ 1 lac.          |                    |                 |
|       | c) Any Other (specify)                       |                    |                 |
|       | i) Trust                                     | 96,3870            | 1.06            |
|       | ii) Directors being not promoter & Relatives | 152,855            | 0.17            |
|       | iii) Foreign Nationals                       | 8,750              | 0.01            |
|       | iv) Non Resident Indians                     | 669,496            | 0.74            |
|       | v) Clearing Members                          | 199,480            | 0.22            |
|       | vi) Hindu Undivided Families                 | 8,58,977           | 0.95            |
|       | vii)Foreign Corporate Bodies                 | 16,250             | 0.02            |
|       | GRAND TOTAL                                  | 90,627,326         | 100.00          |

### Corporate Governance Report



#### **Share Transfer System**

In pursuance to the relevant provisions of the Companies Act, 1956 and the Listing Agreement, share transfers are registered and returned within a month from the date of receipt, subject to the documents being valid and complete in all respects. Share certificates duly endorsed are issued or transferred to all those shareholders who opt to hold shares in physical mode.

The Company has delegated the authority to approve shares received for transfer, to its RTA M/s. Link Intime India Pvt. Ltd. Presently, the transfers of shares which are in physical form are completed by dispatching the certificates duly transferred within a period of 15 days from the date of receipt of documents provided such documents are valid and complete in all respects. The Company obtains from a Company Secretary in Practice half-yearly certificate of compliance with the share transfer formalities as required under Clause 47(c) of the Listing Agreement with Stock Exchanges and files a copy of the certificate with the Stock Exchanges.

There are no legal proceedings pending against the Company before the Company Law Board in respect of dispute over title to shares in which the Company has been made a party.

### Dematerialisation of Shares and Liquidity

The securities form part of the dematerialisation segment for all investors. As on March 31, 2014, 95.43% of the shareholding is held in Dematerialised form with National Securities Depository Limited and Central Depository Services (India) Limited.

## Outstanding GDRs/ADRs/Warrants or any Convertible instruments, conversion date and likely impact on equity

The Company has not issued any GDRs/ADRs/Warrants or any convertible instruments.

#### **Plant locations**

The data is given on the Cover Page.

### Address for correspondence

#### **Registered & Corporate Office**

Unichem Bhavan, Prabhat Estate Off. S. V. Road, Jogeshwari (West) Mumbai – 400102

Tel.: (022) 6688 8333 Fax.: (022) 2679 4089

Website: www.unichemlabs.com

#### For Secretarial matters

Ms. Shalini Kamath/Mr. Dilip Bhor Unichem Bhavan, Prabhat Estate Off. S. V. Road, Jogeshwari (West) Mumbai – 400102

Tel.: (022) 6688 8478 / 439

Email: shares@unichemlabs.com

#### Registrar and Share Transfer Agents (RTA)

Link Intime India Pvt. Ltd.

C-13, Pannalal Silk Mills Compound, LBS Marg, Bhandup (West), Mumbai – 400 078

Tel: (022) 2594 6970 Fax.: (022) 2594 6969

Email: rnt.helpdesk@linkintime.co.in



### **Secretarial Audit Report**

For the Financial Year ended March 31, 2014 To.

#### The Board of Directors,

Unichem Laboratories Limited Unichem Bhavan, Prabhat Estate, Off. S. V. Road, Jogeshwari (West), Mumbai – 400 102

I have conducted the secretarial audit of the compliance of applicable statutory provisions and the adherence to good corporate practices by the Company. Secretarial Audit was conducted in a manner that provided me a reasonable basis for evaluating the corporate conducts/statutory compliances and expressing my opinion thereon. Based on my verification of Unichem Laboratories Limited 's ("the Company") Registers, Papers, Minute books, Forms and Returns filed with relevant authorities and other records maintained by the Company and also the information provided by the Company, its officers, agents and authorized representatives during the conduct of secretarial audit, I hereby report that in my opinion, the Company has, during the audit period covering the financial year ended on March 31, 2014 complied with the statutory provisions listed hereunder and also that the Company has proper Board-processes and compliance mechanism in place to the extent, in the manner and subject to the reporting made hereinafter.

- I have examined the Registers, Minute books, Forms and Returns filed with the relevant authorities and other records maintained by Unichem Laboratories Limited for the financial year ended on March 31, 2014, according to the provisions of:
  - (i) The Companies Act, 1956 and the Rules made thereunder and the 98 Sections of Companies Act, 2013 notified vide Ministry of Corporate affairs Notification No. S. O. 2754(E) dated September 12, 2013;
  - (ii) The Depositories Act, 1996 and the Regulations and Byelaws framed there under;
  - (iii) The Securities Contracts (Regulation) Act, 1956 ('SCRA') and the Rules made there under;
  - (iv) Foreign Exchange Management Act, 1999 and the Rules and Regulations made thereunder to the extent of Foreign Direct Investment and Overseas Direct Investment;
  - The Listing Agreements entered into by the Company with BSE Limited and National Stock Exchange of India Limited;
  - (vi) The following Regulations and Guidelines prescribed under the Securities and Exchange Board of India Act, 1992 ('SEBI Act'):
    - The Securities and Exchange Board of India (Substantial Acquisition of Shares and Takeovers) Regulations, 2011;

- The Securities and Exchange Board of India (Prohibition of Insider Trading) Regulations, 1992;
- The Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2009;
- d. The Securities and Exchange Board of India (Employee Stock Option Scheme and Employee Stock Purchase Scheme) Guidelines, 1999;
- e. The Securities and Exchange Board of India (Issue and Listing of Debt Securities) Regulations, 2008;
- f. The Securities and Exchange Board of India (Registrars to an Issue and Share Transfer Agents) Regulations, 1993 regarding the Companies Act and dealing with client:

(vii) The Memorandum and Articles of Association.

- In my opinion, based on my examination and verification of the registers, records and documents produced to me and according to the information and explanations given to me by the Company, its Company Secretary and Officers, I report that the Company has, in my opinion, complied with the provisions of the Companies Act, 1956 ("the Act") and the Rules made thereunder and the 98 Sections of Companies Act, 2013 notified vide Ministry of Corporate Affairs Notification No. S. O. 2754(E) dated September 12, 2013 and the Memorandum and Articles of Association of the Company, with regard
  - maintenance of various statutory registers and documents and making necessary entries therein;
  - b. closure of the Register of Members / Debenture holders:
  - forms, returns, documents and resolutions required to be filed with the Registrar of Companies, Maharashtra, Mumbai and the Central Government;
  - d. service of documents by the Company on its Members, Debenture holders, Debenture Trustees, Auditors and the Registrar of Companies;
  - e. notice of Board meetings and Committee meetings of Directors;
  - f. convening and holding of the meetings of Directors and Committees of Directors including passing of resolutions by circulation;
  - g. convening and holding of the 50th Annual General Meeting held on July 19, 2013;



- minutes of proceedings of General Meetings and of the Board and its Committee meetings;
- approval of shareholders obtained through Postal Ballot Process:
- j. approvals of the Members, the Board of Directors, the Committees of Directors and the government authorities, wherever required;
- constitution of the Board of Directors / Committee(s) of Directors, appointment, retirement and re-appointment of Directors including the Managing Director and Wholetime Directors;
- payment of remuneration to Directors including the Managing Director and Wholetime Directors;
- m. appointment and remuneration of Auditors and Cost Auditors;
- n. transfers and transmissions of the Company's shares and issue and dispatch of duplicate certificates of shares;
- o. declaration and payment of dividends;
- transfer of certain amounts as required under the Act to the Investor Education and Protection Fund:
- d. borrowings and registration, modification and satisfaction of charges wherever applicable;
- investment of the Company's funds including inter corporate loans and investments and loans to others;
- s. giving guarantees in connection with loans taken by subsidiaries and associate companies;
- t. form of balance sheet as prescribed under Part I, form of statement of profit and loss as prescribed under Part II and General Instructions for preparation of the same as prescribed in Schedule VI to the Act;
- u. Directors' report;
- v. contracts, common seal, registered office and publication of name of the Company; and
- w. generally all other applicable provisions of the Act and the Rules made under the Act.

#### 3. I further state that:

- a. the Directors have complied with the requirements as to disclosure of interests and concerns in contracts and arrangements, shareholdings / debenture holdings and directorships in other companies and interests in other entities;
- the Directors have complied with the disclosure requirements in respect of their eligibility of appointment, their being independent and compliance with the code of Business Conduct & Ethics for Directors and Management Personnel;

- the Company has obtained all necessary approvals under the various provisions of the Act; and
- d. there was no prosecution initiated and no fines or penalties were imposed during the year under review under the Act, SEBI Act, SCRA, Depositories Act, Listing Agreement and Rules, Regulations and Guidelines framed under these Acts against / on the Company, its Directors and Officers.
- 4. I further report that the Company has complied with the provisions of the Depositories Act, 1996 and the Bye-laws framed thereunder by the Depositories with regard to dematerialisation / re-materialisation of securities and reconciliation of records of dematerialised securities with all securities issued by the Company

#### 5. I further State that:

- a. the Company has complied with the provisions of the Securities and Exchange Board of India(Substantial Acquisition of Shares and Takeovers) Regulations, 1997 as well as SEBI (Acquisition of Shares & Takeovers) Regulations, 2011 including the provisions with regard to disclosures and maintenance of records required under the said Regulations;
- the Company has complied with the provisions of the Securities and Exchange Board of India (Prohibition of Insider Trading) Regulations, 1992 including the provisions with regard to disclosures and maintenance of records required under the Regulations;
- c. the Company has complied with the requirements under the Equity Listing Agreements entered into with the BSE Limited and the National Stock Exchange of India Limited
- d. the Company has complied with the provisions of The Companies Act, 1956, The Securities and Exchange Board of India(Employee Stock Option Scheme and Employee Stock Purchase Scheme) Guidelines,1999 with regard to implementation of the Unichem Employees' Stock Option Scheme 2008

**Swati Anand Krishnan** 

Thane May 10, 2014 Practising Company Secretary
CP.No-7952/ACS-16558



# **Independent Auditors' Report to the Members of Unichem Laboratories Limited**

We have audited the accompanying financial statements of Unichem Laboratories Limited ("the Company"), which comprise the Balance Sheet as at 31st March, 2014, and the Statement of Profit and Loss and Cash Flow Statement for the year then ended, and a summary of significant accounting policies and other explanatory information.

#### Management's responsibility for the Financial Statement

Management is responsible for the preparation of these financial statements that give a true and fair view of the financial position, financial performance and cash flows of the Company in accordance with the Accounting Standards referred to in sub-section (3C) of section 211 of the Companies Act, 1956 ("the Act") read with the General Circular 15/2013 dated 13 September 2013 of the Ministry of Corporate Affairs in respect of Section 133 of the Companies Act, 2013. This responsibility includes the design, implementation and maintenance of internal control relevant to the preparation and presentation of the financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error.

### Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with the Standards on Auditing issued by the Institute of Chartered Accountants of India. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Company's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of the accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

#### Opinion

In our opinion and to the best of our information and according to the explanations given to us, the financial statements give the information required by the Act in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India:

- i) in the case of the Balance Sheet, of the state of affairs of the Company as at 31st March, 2014;
- ii) in the case of the Statement of Profit and Loss, of the profit for the year ended on that date; and
- ii) in the case of the Cash Flow Statement, of the cash flows for the year ended on that date.

### Report on Other Legal and Regulatory Requirements

- 1. As required by the Companies (Auditor's Report) Order, 2003 ("the Order"), as amended, issued by the Central Government of India in terms of sub-section (4A) of section 227 of the Act, we give in the Annexure a statement on the matters specified in paragraphs 4 and 5 of the said order.
- 2. As required by section 227(3) of the Act, we report that:
  - (a) 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;
  - (b) in our opinion, proper books of account as required by law have been kept by the company so far as appears from our examination of those books;
  - (c) the Balance Sheet, Statement of Profit and Loss, and Cash Flow Statement dealt with by this report are in agreement with the books of account;
  - (d) in our opinion the balance sheet, statement of profit and loss and cash flow statement comply with the Accounting Standards referred to in sub-section (3C) of section 211 of the Companies Act, 1956 read with the General Circular 15/2013 dated 13 September 2013 of the Ministry of Corporate Affairs in respect of Section 133 of the Companies Act, 2013; and
  - (e) on the basis of the written representations received from the Directors, as on March 31st, 2014 and taken on record by the Board of Directors, none of the Directors is disqualified as on March 31st, 2014 from being appointed as a director in terms of clause (g) of sub-section (1) of section 274 of the Companies Act, 1956;

For B. D. Jokhakar & Co. Chartered Accountants Firm Registration No.: 104345W

Raman Jokhakar

Mumbai May 10, 2014 Partner Membership No.: 103241

### Independent Auditors' Report



#### ANNEXURE TO THE AUDITORS' REPORT

### (Referred to in paragraph under 'Report on Other Legal and Regulatory Requirements' section of our report of even date)

- i. (a) The Company has maintained proper records showing full particulars including quantitative details and situation of fixed assets.
  - (b) As explained to us, some of the fixed assets of the Company have been physically verified during the year by the management in accordance with a phased program of verification designed to cover all assets over a period of three years, which in our opinion, is reasonable having regard to the size of the Company and the nature of its assets. The discrepancies noticed on such verification were not material and have been properly dealt with in the books of account.
  - (c) The fixed assets disposed off during the year, in our opinion, constitute a substantial part of the fixed assets of the Company however such disposal has not affected the going concern status of the Company.
- ii. (a) As explained to us, the inventories have been physically verified during the year by the management, except for the inventories lying with the third parties, which have however, been confirmed by them. The intervals at which the inventories have been verified are, in our opinion, reasonable in relation to the size of the Company and the nature of its business;
  - (b) In our opinion and according to the information and explanations given to us, the procedures of physical verification of inventories followed by the management were reasonable and adequate in relation to the size of the Company and the nature of the business.
  - (c) The Company is maintaining proper records of inventory and no material discrepancies were noticed on physical verification.
- iii. (a) As informed, 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 Companies Act, 1956. Consequently, sub clause (b), (c) and (d) are not applicable.
  - (e) 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 Companies Act, 1956. Consequently, sub clauses (f) and (g) are not applicable.
- iv. In our opinion, and according to the information and explanation given to us, there is an adequate internal control system 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 and services. In our opinion and according to the information and explanations given to us, there is no continuing failure to correct major weaknesses in such internal control systems.
- v. (a) To the best of our knowledge and belief and according to information and explanations given to us and on examination of records the particulars of contracts or arrangements referred to in section 301 of the Companies Act, 1956 have been entered in the register maintained under that Section.
  - (b) In our opinion and according to the information and explanations given to us, transactions made in pursuance of such contracts or arrangements are specialised in nature and comparable prices are not always determinable and the prices charged are *prima facie* reasonable.
- vi. In our opinion and according to the information and explanations given to us, the Company has not accepted deposits from the public during the year. Therefore, the provisions of clause 4(vi) of the Order are not applicable to the Company.
- vii. In our opinion, the internal audit system is commensurate with the size of the company and the nature of its business.
- viii. We have broadly reviewed the books of account and records maintained by the Company pursuant to the Companies (Cost Accounting Records) Rules, 2011 as prescribed by the Central Government for the maintenance of cost records under Section 209 (1) (d) of the Companies Act, 1956 relating to the manufacture of Bulk Drugs and pharmaceutical specialties and are of the opinion that, *prima facie*, the prescribed accounts and records have been maintained. We have, however, not made a detailed examination of the said records with a view to determine whether they are accurate or complete.



- ix. (a) The Company is regular in depositing undisputed statutory dues payable in respect of 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 with the appropriate authorities during the year. There were no undisputed statutory dues as mentioned above in arrears as at 31st March, 2014 for a period of more than six months from the date they became payable.
  - (b) According to the information & explanations given to us, the dues in respect of Income Tax (including TDS), Service Tax, Excise duty, Custom duty & Provident Fund that have not been deposited with the appropriate authorities on account of dispute and the forum where the disputes are pending as on 31st March, 2014 are as given below:

| Name of the<br>Statutes                                     | Nature of the dues                                      | Amount<br>(₹ in lacs) | Period to which it relates   | Forum where dispute is pending                            |
|---|---|-----------------------|--|---|
| Income Tax<br>Act, 1961                                     | TDS   | 31.04                 | AY: 2008-09 and<br>AY: 2009-10   | Commissioner of<br>Income Tax - (Appeals)                 |
| Income Tax<br>Act, 1961                                     | Penalty   | 190.18                | AY: 2001-02 to<br>AY: 2004-05,<br>AY: 2006-07 and<br>AY: 2008-09       | Commissioner of<br>Income Tax - (Appeals)                 |
| Central Sales<br>Tax Act, 1956                              | CST   | 36.17                 | FY:2010-11   | Appellate Deputy Commissioner of Commercial Tax, Ratlam   |
| U.P. VAT<br>Act, 2008                                       | Penalty   | 20.44                 | FY: 2008-09  | Hon'ble High Court<br>of Judicature at Allahabad          |
| Central Excise<br>Act, 1944                                 | Duty and<br>Penalty                                     | 95.29                 | April, 2003<br>to<br>February, 2005                                    | Commissioner of Central<br>Excise (Appeal), Mumbai-II     |
| Central Excise<br>Act, 1944                                 | Duty and<br>Penalty                                     | 39.58                 | FY: 2007-08 to<br>FY: 2008-09, and<br>FY: 2009-10 (Up<br>to Dec, 2009) | Appellate Tribunal (CESTAT)                               |
| Service<br>Tax Laws   | Disallowance<br>of Service<br>Tax Credit                | 12.06                 | FY: 2006-07 to<br>FY: 2010-11  | Appellate Tribunal (CESTAT),<br>New Delhi                 |
| Service<br>Tax Laws   | Disallowance<br>of Service<br>Tax Credit<br>and Penalty | 56.56                 | FY: 2005-06  | Additional Commissioner,<br>Central Excise, Indore        |
| Service<br>Tax Laws   | Disallowance<br>of Service<br>Tax Credit<br>and Penalty | 2.55                  | FY: 2011-12 to<br>FY: 2012-13  | Commissioner of Central<br>Excise (Appeal), Kolkata – III |
| Provident Fund<br>& Miscellaneous<br>Provision Act,<br>1952 | Provident<br>Fund Dues                                  | 1.75                  | FY: 2005-06  | Hon'ble High Court of<br>Madhya Pradesh, Indore Bench     |

x. The Company does not have any accumulated losses at the end of the financial year and it has not incurred any cash losses in the current or in the immediately preceding financial year. Therefore, the provisions of clause 4(x) of the Order are not applicable to the Company.

### Independent Auditors' Report



- According to the information and explanations given to us, the Company has not defaulted in repayment of dues to banks and financial institutions. Therefore, the provisions of clause 4(xi) of the Order are not applicable to the Company.
- xii. According to the information and explanations given to us, the Company has not granted loans and advances on the basis of security by way of pledge of shares, debentures and other securities. Therefore, the provisions of clause 4(xii) of the Order are not applicable to the Company.
- xiii. The Company is not a chit fund or a nidhi mutual benefit fund /society. Therefore, the provisions of clause 4(xiii) of the order are not applicable to the Company.
- xiv. As informed to us, the Company is not dealing in or trading in shares, securities, debentures and other investments. Therefore, the provisions of clause 4(xiv) of the order are not applicable to the Company.
- xv. In our opinion and according to the information & explanations given to us, having regard to the fact that the Subsidiary is wholly owned, the terms and conditions of the guarantee given by the Company for loans taken by the Subsidiary from banks and financial institutions are not, prima facie, prejudicial to the interest of the Company.
- xvi. To the best of our knowledge and belief and according to the information and explanations given to us the Company did not have any term loans outstanding during the year.
- xvii. According to the cash flow statement and other records examined by us and the information and explanations given to us, on an overall basis, funds raised on short term basis, have prima facie, not been used during the year for long term investments.
- xviii. According to the information and explanations given to us no preferential allotment of shares has been made by the Company to companies, firms or other parties listed in the register maintained under section 301 of the Companies Act, 1956.
- xix. The Company has not issued any secured debentures. Therefore, the provisions of clause 4(xix) of the order are not applicable to the Company.
- The Company has not raised any money through a public issue during the year. Therefore, the provisions of clause 4(xx) of the order are not applicable to the Company.
- xxi. To the best of our knowledge and belief and according to the information and explanations given to us, no material fraud on or by the Company has been noticed or reported during the course of our audit.

For B. D. Jokhakar & Co. **Chartered Accountants** Firm Registration No.: 104345W

Raman Jokhakar

Partner

Membership No.: 103241

Mumbai May 10, 2014



### **Balance Sheet**

(₹ in lacs)

| I. EQUITY AND LIABILITIES (1) Shareholders' Funds (a) Share Capital (b) Reserves and Surplus (2) Non- current liabilities                 | Notes 2 3 | As at 31 <sup>st</sup> March, 2014  1,812.55 88,814.17 | As at 31st March ,2013 |
|---|-----------|--|------------------------|
| <ul><li>(1) Shareholders' Funds</li><li>(a) Share Capital</li><li>(b) Reserves and Surplus</li><li>(2) Non- current liabilities</li></ul> |           | · ·  | 1,809.13               |
| <ul><li>(1) Shareholders' Funds</li><li>(a) Share Capital</li><li>(b) Reserves and Surplus</li><li>(2) Non- current liabilities</li></ul> |           | · ·  | 1,809.13               |
| (a) Share Capital (b) Reserves and Surplus  (2) Non- current liabilities  |           | · ·  | 1,809.13               |
| (b) Reserves and Surplus  (2) Non- current liabilities  | 3         | 88,814.17  |                        |
|   |           |  | 79,486.15              |
| (-) D-f   |           |  |                        |
| (a) Deferred tax liabilities (Net)  | 4         | 4,177.43   | 3,897.43               |
| (b) Other Long term liabilities   | 5         | 2,366.95   | 2,525.76               |
| (c) Long - term provisions  | 6         | 763.55   | 918.68                 |
| (3) Current liabilities   |           |  |                        |
| (a) Short-term borrowings   | 7         | 62.58  | 572.05                 |
| (b) Trade payables  | 8         | 15,113.03  | 15,908.60              |
| (c) Other current liabilities   | 9         | 2,971.30   | 2,986.68               |
| (d) Short- term provisions  | 10        | 4,580.26   | 5,166.96               |
| TOTAL   |           | 120,661.82   | 113,271.44             |
| II. ASSETS  |           |  |                        |
| (1) Non- Current Assets   |           |  |                        |
| (a) Fixed Assets  | 11        |  |                        |
| (i) Tangible Assets   |           | 39,371.69  | 41,470.30              |
| (ii) Intangible Assets  |           | -  | 1,151.48               |
| (iii) Capital Work-in-Progress  |           | 8,630.96   | 12,929.05              |
| (b) Non-current Investments   | 12        | 11,425.07  | 10,720.30              |
| (c) Long-term loans and advances  | 13        | 4,841.76   | 837.81                 |
| (2) Current Assets  |           |  |                        |
| (a) Current Investments   | 14        | 566.98   | 3,306.04               |
| (b) Inventories   | 15        | 18,623.73  | 13,163.39              |
| (c) Trade Receivables   | 16        | 21,127.51  | 21,227.64              |
| (d) Cash and Bank Balances  | 17        | 4,082.60   | 1,666.00               |
| (e) Short-term loans and advances   | 18        | 10,826.46  | 6,391.42               |
| (f) Other current assets  | 19        | 1,165.06   | 408.01                 |
| TOTAL   |           | 120,661.82   | 113,271.44             |
| Significant Accounting Policies   | 1         |  |                        |

### Notes to Accounts form an integral part of financial statements

As per our report of even date attached For B. D. Jokhakar & Co. Chartered Accountants

For and on behalf of the Board of Directors

| <b>Raman Jokhakar</b><br>Partner<br>Membership No.103241 | <b>Rakesh Parikh</b><br>Vice President<br>Finance | <b>K. Subharaman</b> Vice President - Legal & Company Secretary | <b>Dr. Prakash A. Mody</b><br>Chairman &<br>Managing Director | <b>Prafull Anubhai</b><br>Director |
|--|---|---|---|------------------------------------|
| Mumbai<br>May 10, 2014                                   |   |   |   |                                    |



### **Statement of Profit & Loss**

(₹ in lacs)

|      |   | Notes |            | For the year ended 31 <sup>st</sup> March , 2013 |
|------|---|-------|------------|--|
| INC  | OME   |       |            | -  |
| I.   | Revenue from operations (Gross)                     | 20    | 105,183.92 | 101,295.71                                       |
|      | Less: Excise duty                                   |       | 766.42     | 774.02   |
|      | Revenue from Operations (Net)                       |       | 104,417.50 | 100,521.69                                       |
| II.  | Other Income  | 21    | 4,283.91   | 1,406.70   |
| III. | Total Revenue (I + II)                              |       | 108,701.41 | 101,928.39                                       |
| IV.  | Expenses:   |       |            |  |
|      | Cost of materials consumed                          | 22    | 27,103.30  | 26,127.92  |
|      | Purchase of Stock -in-Trade                         |       | 12,758.93  | 10,784.43  |
|      | Changes in inventories of Finished goods,           |       |            |  |
|      | Work-in-progress and Stock -in-Trade                | 23    | (2,758.11) | 1,007.31   |
|      | Employee benefits expense                           | 24    | 14,713.82  | 12,801.50  |
|      | Finance costs                                       | 25    | 248.16     | 248.16   |
|      | Depreciation and amortization expense               | 11    | 4,266.58   | 3,481.65   |
|      | Other expenses                                      | 26    | 29,271.25  | 27,622.06  |
|      | Research & Development expense                      | 27    | 5,215.10   | 3,610.73   |
|      | Total Expenses (IV)                                 |       | 90,819.03  | 85,683.76  |
| V.   | Profit before tax and Exceptional Items (III - IV)  |       | 17,882.38  | 16,244.63  |
| VI.  | Tax expense   |       |            |  |
| (1)  | Current tax   |       | 3,785.00   | 3,245.00   |
| (2)  | Deferred tax  | 4     | 522.00     | 50.00  |
| (3)  | Short / (excess) provision for taxation             |       |            |  |
|      | pertaining to previous years                        |       | (6.89)     | (9.97)   |
|      | Total Tax Expense (VI)                              |       | 4,300.11   | 3,285.03   |
| VII. | Profit for the period after tax and before          |       |            |  |
|      | Exceptional Items (V-VI)                            |       | 13,582.27  | 12,959.60  |
|      | Exceptional Items [(net of taxes) refer note 34]    |       | 4,114.55   | -  |
|      | Profit after tax and Exceptional Items (VII + VIII) |       | 17,696.82  | 12,959.60  |
| X.   | Earnings per equity share (Face Value ₹ 2 each)     |       |            |  |
| (a)  | Before Exceptional Items                            |       |            |  |
|      | 1) Basic (in ₹)                                     |       | 15.00      | 14.33  |
| 1    | 2) Diluted (in ₹)                                   |       | 14.94      | 14.29  |
| 1 7  | After Exceptional Items                             |       | 40 = 1     |  |
| ,    | 1) Basic (in ₹)                                     |       | 19.54      | 14.33  |
|      | 2) Diluted (in ₹)                                   | 4     | 19.47      | 14.29  |
| Sigi | nificant Accounting Policies                        | 1     |            |  |

### Notes to Accounts form an integral part of financial statements

As per our report of even date attached For B. D. Jokhakar & Co. Chartered Accountants

For and on behalf of the Board of Directors

Raman Jokhakar Partner Membership No.103241 Rakesh Parikh Vice President Finance

K. SubharamanVice President - Legal& Company Secretary

**Dr. Prakash A. Mody** Chairman & Managing Director **Prafull Anubhai** Director

Mumbai May 10, 2014



**Cash Flow Statement** 

(₹ in lacs)

| Particulars   |                  | For the year ended<br>31 <sup>st</sup> March , 2014 |                   | ear ended<br>ch , 2013 |
|---|------------------|---|-------------------|------------------------|
| A Cach Flow from Operating Activities   |                  |   |                   |                        |
| A. Cash Flow from Operating Activities  Net Profit before Tax and exceptional items |                  | 17 002 20   |                   | 16 244 62              |
| Adjustment for :  |                  | 17,882.38   |                   | 16,244.63              |
| Provision for Wealth Tax  | E 00             |   | 15.00             |                        |
| Depreciation  | 5.00<br>4,266.58 |   | 15.00<br>3,481.65 |                        |
| Loss/(Profit) on Sale of Assets (Net)   |                  |   |                   |                        |
| Unrealised Exchange difference (Net)  | (1,687.10)       |   | 3.67              |                        |
| Finance cost  | 165.18<br>248.16 |   | 60.24<br>248.16   |                        |
| Provision for doubtful debts, loans,  | 240.10           |   | 240.10            |                        |
| advances & deposits for the year  | 38.60            |   | 133.84            |                        |
| Employees compensation expenses (ESOS)  | 32.87            |   | 28.22             |                        |
| Stock Option expenses (other than employees)  | 6.79             |   | 6.79              |                        |
| Loss/(Profit) on Sale of Investments  | (260.14)         |   | (259.87)          |                        |
| Bad debts Written Off   | 21.93            |   | 954.13            |                        |
| Interest income   | (565.56)         |   | (34.79)           |                        |
| Excess provision for expenses written back  | (313.63)         |   | (114.48)          |                        |
| Provision for Diminution in Investments   | 176.20           |   | 159.81            |                        |
| Dividend Income   |                  |   |                   |                        |
| Dividend income   | (96.55)          | 2 020 22  | (0.09)            | 4 600 00               |
| Operating Profit Perfore Working Conital Character                                  |                  | 2,038.33  |                   | 4,682.28               |
| Operating Profit Before Working Capital Changes                                     |                  | 19,920.71   |                   | 20,926.91              |
| Adjusted for:   | (4.005.00)       |   | (0.044.00)        |                        |
| Trade receivables, Advances & other current assets                                  | (1,265.63)       |   | (2,911.09)        |                        |
| Inventories   | (5,460.34)       | (= 10101)   | 949.72            |                        |
| Trade & Other Payables  | (768.37)         | (7,494.34)  | 2,538.81          | 577.44                 |
| Cash Generated from Operations  |                  | 12,426.37   |                   | 21,504.35              |
|   |                  | (0.500.00)  |                   | (0.454.40)             |
| Direct Taxes Paid (Net of refund)   |                  | (3,738.89)  |                   | (3,474.46)             |
| Net Cash Flow from Operating Activities   |                  | 8,687.48  |                   | 18,029.89              |
|   |                  |   |                   |                        |
| B. Cash Flow from Investing Activities  |                  | ,   |                   |                        |
| Purchase of Fixed Assets including Capital WIP                                      |                  | (9,235.83)  |                   | (9,445.20)             |
| Sale of Fixed Assets  |                  | 14,204.53   |                   | 64.39                  |
| Exceptional Items   |                  | 3,872.55  |                   |                        |
| Investment in subsidiary  |                  | (880.97)  |                   | (1,148.87)             |
| Sale / (Purchase) of Investment in others (Net)                                     |                  | 2,739.06  |                   | (2,425.35)             |
| Profit / (Loss) on Sale of Investments  |                  | 260.14  |                   | 259.87                 |
| Inter - Corporate deposits placed (Net)   |                  | (8,100.00)  |                   | -                      |
| Interest Income   |                  | 565.56  |                   | 34.79                  |
| Dividend Income   |                  | 96.55   |                   | 0.09                   |
| Net Cash used in Investing Activities   |                  | 3,521.59  |                   | (12,660.28)            |
|   |                  |   |                   |                        |
| C. Cash Flow from Financing Activities  |                  |   |                   |                        |
| Repayment of working Capital borrowings   |                  | (509.47)  |                   | (377.09)               |
| Proceeds from issue of share capital including share premium                        |                  | 78.61   |                   | 58.57                  |
| Receipt / (repayment) short term borrowing  |                  | -   |                   | (1,538.15)             |
| Receipt / (repayment) of other long term liabilities                                |                  | (158.81)  |                   | 176.94                 |
| Finance cost  |                  | (248.16)  |                   | (248.16)               |
| Dividend paid   |                  | (7,646.47)  |                   | (2,721.65)             |
| Dividend distribution tax paid  |                  | (1,307.96)  |                   | (440.19)               |
| Net Cash used in Financing Activities   |                  | (9,792.26)  |                   | (5,089.73)             |
| -   |                  |   |                   |                        |
| Net (Decrease)/ Increase in Cash and Cash Equivalents (A+B+C)                       |                  | 2,416.81  |                   | 279.88                 |
| Opening Balance of Cash and Cash Equivalents  |                  | 1,666.00  |                   | 1,386.12               |
| Closing Balance of Cash and Cash Equivalents  |                  | 4,082.81  |                   | 1,666.00               |
|   |                  |   |                   |                        |
| Closing balance of Cash & cash Equivalents as per Note No. 17                       |                  | 4,082.60  |                   | 1,666.00               |
| Unrealised Translation (Gain) / Loss on Foreign Currency Cash                       |                  | 0.21  |                   | -                      |
| Closing balance of Cash & cash Equivalents as per cash flow                         |                  | 4,082.81  |                   | 1,666.00               |
|   |                  |   |                   |                        |

As per our report of even date attached For B. D. Jokhakar & Co. Chartered Accountants

Raman Jokhakar Partner Membership No.103241 **Rakesh Parikh** Vice President Finance K. Subharaman Vice President - Legal & Company Secretary **Dr. Prakash A. Mody** Chairman & Managing Director

For and on behalf of the Board of Directors

**Prafull Anubhai** Director

Mumbai May 10, 2014



### 1. Significant Accounting Policies.

### i. Basis of Accounting

The financial statements are prepared under historical cost convention, on accrual basis, in accordance with the provisions of Companies Act, 1956, Companies Act, 2013 (to the extent applicable) and the accounting principles generally accepted in India and comply with the Accounting Standards prescribed in the Companies (Accounting Standards) Rules, 2006.

#### ii. Use of Estimates

The preparation of financial statements in conformity with Generally Accepted Accounting Principles in India requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent liabilities on the date of financial statements and the reported amounts of revenues and expenses during the reporting year. Actual results could differ from these estimates. Any revision to accounting estimates is recognised prospectively in current and future periods.

#### iii. Inventories

Inventories are valued after providing for obsolescences as under:

Stock of Raw materials are valued at lower of cost or Net realisable value ,which includes duties and taxes (Except those subsequently recoverable).

Stock of Packing materials & Stores and spares are valued at cost ,which includes duties and taxes (Except those subsequently recoverable).

Stock of Finished products including traded goods and Semi finished goods are valued at lower of cost or net realisable value.

However Raw materials & Semi finished goods held for use in the production of inventories are not written down below cost if the finished products in which they will be incorporated are expected to be sold at or above cost.

Cost includes material cost, labour, direct expenses, related production overheads and applicable taxes.

Cost is determined on weighted average basis.

### iv. Fixed Assets and Depreciation/Amortisation

Fixed Assets are recorded at cost including any directly attributable expenses incurred (net of recoverable taxes) to bring the assets to working condition for their intended use. Cost of fixed assets not ready for their intended use at balance sheet date are disclosed under capital work-in-progress.

Advances paid towards the acquisition of fixed assets outstanding at balance sheet date are disclosed as Capital Advances under Note " Long term Loans & advances".

Depreciation is provided on Straight-Line Method on Buildings and Plant & Machinery except mentioned below and on Written Down Value Method on other fixed assets at rates specified in schedule XIV of Companies Act, 1956. Higher rates are considered based on useful lives of the assets determined by management as under;

| Assets                             | Rates         |
|------------------------------------|---------------|
| Plant & Machinery (Lab Equipments) | 4.75% to 20%  |
| Computers and Softwares            | 16.21% to 25% |

Depreciation methods, useful lives and residual values are reviewed at each reporting date.

Leasehold Land is amortised over the period of lease. Intangible assets are amortised on straight line basis over the useful lives of the assets not exceeding 10 years.

Assets costing individually upto ₹ 5,000 are written off to revenue. Assets costing between ₹ 5,000 and ₹ 15,000 are depreciated fully in the year of purchase except when value of individual assets purchased in aggregate exceeds ₹ 100,000.

### v. Research and Development Expenses

Revenue expenditure incurred on research and development is expensed as incurred. Capital expenditure on



research and development is capitalised as fixed assets and depreciated in accordance with the depreciation policy of the Company.

#### vi. Revenue Recognition

Revenue is recognised to the extent that it is probable that the economic benefits will flow to the Company and the revenue can be reliably measured.

Revenue from sales of goods is recognised when significant risks and rewards of ownership are transferred to the customers.

Sales are net of sales tax, claims for date expired goods & breakage but inclusive of excise duty and rate differences, if any.

Revenue from Product development charges is recognised as and when services are rendered and related costs are incurred in accordance with the terms of the specific contracts.

Benefits on account of entitlement to import of goods free of duty under the 'Duty Entitlement Pass Book under Duty Exemption Scheme' and benefits on account of export promotion schemes is accounted when the right to receive is reasonably certain.

Interest income is recognized on a time proportion basis taking into account the amount outstanding and the rate applicable.

Dividend income from investment is recognized when the right to receive payment is established.

#### vii. Foreign Currency Transactions

The transactions in foreign currencies are accounted for at the exchange rate prevailing on the date of transaction.

The exchange difference arising on actual settlement of foreign exchange transaction are recognized in the Profit and Loss Account of the year.

Monetary assets and liabilities in foreign exchange, which are outstanding as at the year end, are translated at the year end at the closing rate and the resultant exchange differences are recognised in the Profit and Loss Account.

Investments in foreign subsidiaries are recorded in Indian currency at the rate of exchange prevailing at the time when the original investments were made.

The premium or discounts arising at the inception of forward exchange contract is amortised as expense or income over the life of contract. Exchange differences on such contracts are recognised as gain / loss in the Profit and Loss account for the period.

### viii. Investments

Investments that are readily realisable and intended to be held for not more than 12 months are classified as current investments. All other investments are classified as long-term investment. Current investments are carried at the lower of cost and fair value. Long-term investments are carried at cost less diminution in value, if any. Provisions are recognized for any decline, other than temporary, in the carrying value of long term investments as determined by management.

### ix. Employee Benefits

### **Short Term Employee Benefits**

Short term employee benefits are recognised in the Profit and Loss Account as an expense at their undiscounted amount.

### **Long Term Employee Benefits**

#### (a) Defined Contribution Plans

Employee benefits in the form of employees provident fund scheme, employee state insurance schemes, employee pension scheme and superannuation are recognized in the Profit and Loss Account on accrual basis.

#### (b) Defined Benefit Plan

Defined Benefit Plans in form of Gratuity and Compensated Absences are provided on the basis of actuarial



valuations, as at the balance sheet date, carried out by an independent actuary using Projected Unit Credit Method. Actuarial gain or loss is charged in Profit & Loss A/c for the year.

#### **Termination Benefits**

Compensation paid to employees under Voluntary Retirement Scheme is recognised as an expense when incurred.

#### x. Borrowing costs

Borrowing costs that are directly attributable to the acquisition, construction or production of qualifying assets are capitalised 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.

#### xi. Leases

Leases where the lessor effectively retains substantially all the risks and benefits of ownership of leased assets are classified as operating leases. Lease rentals for asset taken on operating lease are charged to profit & loss account as incurred.

#### xii. Earnings per share

The basic earning per share ("EPS") is calculated by dividing the Profit/(Loss) after Tax by the weighted average number of Equity Shares outstanding. The diluted EPS is calculated after adjusting the weighted average number of Equity shares to give effect to the potential equity shares on the stock options outstanding.

#### xiii. Taxation

Current tax is measured at an amount payable for the period in accordance with the Income Tax Act, 1961. Deferred tax expense or benefit is recognised on timing differences being the difference between taxable incomes and accounting income that originate in one period and are capable of reversal in one or more subsequent periods. Deferred tax assets and liabilities are measured using the tax rates and tax laws that have been enacted or substantively enacted by the balance sheet date. Deferred tax assets are recognised only to the extent that there is reasonable certainty that sufficient future taxable income will be available to realise these assets. At each Balance Sheet date, the carrying value amount of deferred tax assets are reviewed to reassure realisation.

### xiv. Impairment of Assets

The Management periodically assesses, using external and internal sources, whether there is an indication that an asset may be impaired. If any such indication exists, the recoverable amount of the asset is estimated in order to determine the extent of impairment loss. Recoverable amount is the higher of an asset's net selling price and value in use. In assessing value in use, the estimated future cash flows expected from the continuing use of the asset and from its disposal are discounted to their present value using a pre-tax discount rate that reflects the current market assessments of time value of money and the risks specific to the asset.Net selling price is the amount obtainable from the sale of an asset in an arm's length transaction between knowledgeable, willing parties, less the cost of disposal. Reversal of impairment loss is recognised immediately as income in the profit and loss account.

### xv. Provisions, Contingent liabilities and Contingent assets

Provision is recognized when the company has a present obligation as a result of past events and it is probable that outflow of resources will be required to settle the obligation, in respect of which a reliable estimates can be made. A disclosure for contingent liability is made when there is a possible obligation or a present obligation that may, but probably will not, require an out flow of resources. When 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. Contingent assets are not recognized in the financial statements. Provisions and contingencies are reviewed at each balance sheet date and adjusted to reflect the correct management estimates.

### xvi. Employees Stock Compensation Costs

Measurement and disclosure of the employee share-based payment plans is done in accordance with SEBI (Employee Stock Option Scheme and Employee Stock Purchase Scheme) Guidelines, 1999 and the Guidance Note on Accounting for Employee Share-based Payments, issued by the Institute of Chartered Accountants of India. The Company measures compensation cost as excess of the fair value of the Company's stock on the stock option grant date over the exercise price. Compensation expense, if any, is amortized over the vesting period of the option on a straight line basis.

### xvii. Provision for Doubtful Receivables & Advances

A percentage based provision is made for receivables & advances outstanding for more than one year based on ageing analysis thereof and a specific provision is made in cases where the collection of debt is uncertain.



(₹ in lacs)

|                 |  | As at 31 <sup>st</sup> March, 2014 | As at 31 <sup>st</sup> March, 2013 |
|-----------------|--|------------------------------------|------------------------------------|
| 2 SHARE CAPITAL |  | ,                                  | ,                                  |
| AUTHORISED      |  |                                    |                                    |
| 175,000,000     | Equity Shares of ₹ 2/- each ( Previous year      | 3,500.00                           | 3,500.00                           |
|                 | 175,000,000 Equity shares of ₹ 2/- each)         |                                    |                                    |
| 50,000,000      | Unclassified Shares of ₹ 2/- each (Previous year | 1,000.00                           | 1,000.00                           |
|                 | 50,000,000 Unclassified Shares of ₹ 2/- each)    |                                    |                                    |
| 5,000,000       | Preference Shares of ₹ 10/- each (Previous year  | 500.00                             | 500.00                             |
|                 | 5,000,000 Preference Shares of ₹ 10/- each)      |                                    |                                    |
|                 | Total  | 5,000.00                           | 5,000.00                           |

|   | As at 31 <sup>st</sup> March, 2014 | As at 31 <sup>st</sup> March, 2013 |
|---|------------------------------------|------------------------------------|
| ISSUED , SUBSCRIBED AND FULLY PAID UP   |                                    |                                    |
| 90,627,326 Equity Shares of ₹ 2/- each fully paid up (Previous year 90,456,438 Equity Shares of ₹ 2/- each fully paid up) | 1,812.55                           | 1,809.13                           |
| Total   | 1,812.55                           | 1,809.13                           |

|   | 2013-14          |           | 2012-13          |           |
|---|------------------|-----------|------------------|-----------|
| Reconciliation of Number of Shares (Equity)   | No. of<br>Shares | ₹ In Lacs | No. of<br>Shares | ₹ In Lacs |
| Number of Shares outstanding as at the        |                  |           |                  |           |
| beginning of the year                         | 90,456,438       | 1,809.13  | 90,321,501       | 1,806.43  |
| Add: Number of Shares allotted under ESOP     |                  |           |                  |           |
| during the Year                               | 170,888          | 3.42      | 134,937          | 2.70      |
| Number of Shares outstanding as at the end of |                  |           |                  |           |
| the year                                      | 90,627,326       | 1,812.55  | 90,456,438       | 1,809.13  |

### Rights, preferences and restrictions attached to Equity Shares.

The Company has one class of equity shares having a par value of ₹ 2/- per share. Each shareholder is eligible for one vote per share held. The dividend proposed by the Board of Directors is subject to the approval of the shareholders in the ensuing Annual General Meeting, except in case of interim dividend. In the event of liquidation, the equity shareholders are eligible to receive the remaining assets of the Company after distribution of all preferential amounts, in proportion to their shareholding.

### Shareholders holding more than 5 per cent of total Equity Shares of Company

|                          | As at 31 <sup>st</sup> March, 2014 |        | As at 31 <sup>st</sup> March, 2013 |        |
|--------------------------|------------------------------------|--------|------------------------------------|--------|
| Name of the Shareholders | No. of<br>Shares                   | % held | No. of<br>Shares                   | % held |
| Dr. Prakash Amrut Mody   | 41,205,142                         | 45.47  | 39,845,639                         | 44.05  |

As per the records of the Company, including its register of shareholders / members & other declarations received from shareholders regarding beneficial interest, the above shareholding represents both legal and beneficial ownership of shares.

(For Shares reserved for issue under ESOS, refer note 41)



| As at A  |                              |                              |  |  |
|--|------------------------------|------------------------------|--|--|
|  | 31 <sup>st</sup> March, 2014 | 31 <sup>st</sup> March, 2013 |  |  |
| 3 RESERVES AND SURPLUS   |                              |                              |  |  |
| CAPITAL RESERVE  |                              |                              |  |  |
| Balance as per last Balance Sheet                              | 62.50                        | 62.50                        |  |  |
| Butunee de per last Butunee entoct                             | 62.50                        | 62.50                        |  |  |
| SECURITIES PREMIUM ACCOUNT                                     | 02.00                        | 02.00                        |  |  |
| Balance as per last Balance Sheet                              | 7,715.88                     | 7,653.39                     |  |  |
| Add: Addition during the year                                  | 140.03                       | 62.49                        |  |  |
| Tradition during the your                                      | 7,855.91                     | 7,715.88                     |  |  |
| SHARE OPTIONS OUTSTANDING ACCOUNT                              | 2,000101                     | 7,720.00                     |  |  |
| Employees' stock options outstanding as per last Balance Sheet | 151.95                       | 176.26                       |  |  |
| Add: Addition during the year                                  | 336.34                       | -                            |  |  |
| Less: Deduction during the year                                | (73.41)                      | (24.31)                      |  |  |
| O y  | 414.88                       | 151.95                       |  |  |
| Less: Deferred Employees' stock compensation                   | (340.16)                     | (52.05)                      |  |  |
| 1 3 1  | 74.72                        | 99.90                        |  |  |
| GENERAL RESERVE  |                              |                              |  |  |
| Balance as per last Balance Sheet                              | 17,074.80                    | 15,574.80                    |  |  |
| Add: Transfer from Profit and Loss Account                     | 1,800.00                     | 1,500.00                     |  |  |
|  | 18,874.80                    | 17,074.80                    |  |  |
| SURPLUS IN STATEMENT OF PROFIT AND LOSS                        |                              |                              |  |  |
| Balance as per last Balance Sheet                              | 54,533.07                    | 47,836.52                    |  |  |
| Add: Profit for the year after tax                             | 17,696.82                    | 12,959.60                    |  |  |
| Profit available for appropriations                            | 72,229.89                    | 60,796.12                    |  |  |
| Less: APPROPRIATIONS   |                              |                              |  |  |
| Proposed Dividend  | 3,626.30                     | 4,071.16                     |  |  |
| Interim Dividend   | 3,624.99                     | -                            |  |  |
| Tax on Proposed Dividend                                       | 616.29                       | 691.89                       |  |  |
| Tax on Interim Dividend  | 616.07                       | -                            |  |  |
| Transfer to General Reserve                                    | 1,800.00                     | 1,500.00                     |  |  |
| Total  | 10,283.65                    | 6,263.05                     |  |  |
| Net surplus in the statement of Profit & Loss                  | 61,946.24                    | 54,533.07                    |  |  |
|  |                              |                              |  |  |
| Total Reserves & Surplus                                       | 88,814.17                    | 79,486.15                    |  |  |



(₹ in lacs)

|                                  | As at 31 <sup>st</sup> March, 2014 | As at 31 <sup>st</sup> March, 2013 |
|----------------------------------|------------------------------------|------------------------------------|
| 4 DEFERRED TAX LIABILITIES (NET) | 4,177.43                           | 3,897.43                           |
|                                  | 4,177.43                           | 3,897.43                           |

### The deferred tax liability / (asset) comprises of:

(₹ in lacs)

| Particulars  | 2013-14  | Charge/(credit)<br>for the year | 2012-13  |
|--|----------|---------------------------------|----------|
| Deferred Tax Liability   |          |                                 |          |
| on account of Depreciation  Sub Total                          | 5,275.64 | 677.72                          | 4,597.92 |
| Sub total  | 5,275.64 | 677.72                          | 4,597.92 |
| Deferred Tax Assets  |          |                                 |          |
| Provision for Doubtful Debts, Advances and                     |          |                                 |          |
| leave encashment   | 560.84   | 85.20                           | 475.64   |
| Provision for Diminution in Investments                        | 295.37   | 70.52                           | 224.85   |
| Sub Total  | 856.21   | 155.72                          | 700.49   |
|  | 4,419.43 | 522.00                          | 3,897.43 |
| Less: Deferred Tax Assets on Exceptional Items (Refer note 34) | (242.00) | (242.00)                        | -        |
| Net Deferred Tax Liability Total                               | 4,177.43 | 280.00                          | 3,897.43 |

|   | As at                                   | As at                                   |
|---|---|---|
|   |   | 31 <sup>st</sup> March, 2013            |
|   | 31 March, 2014                          | 31 Wartii, 2013                         |
| 5 OTHER LONG TERM LIABILITIES                           |   |   |
| Unsecured   |   |   |
| Advances from Consignment agents & Others               | 2,366.95                                | 2,525.76                                |
| Total   | 2,366.95                                | 2,525.76                                |
|   |   |   |
| 6 LONG TERM PROVISIONS                                  |   |   |
| Provision for Employees Benefits                        | 763.55                                  | 918.68                                  |
| (Consists of provision for Gratuity & Leave Encashment) |   |   |
| Total   | 763.55                                  | 918.68                                  |
|   |   |   |
| 7 SHORT TERM BORROWINGS                                 |   |   |
| Secured   |   |   |
| Loans repayable on Demand                               | 62.58                                   | 572.05                                  |
| (Cash credit from Banks - Refer Note No. 30)            |   |   |
| Total   | 62.58                                   | 572.05                                  |
|   |   |   |
| 8 TRADE PAYABLES  |   |   |
| Trade Payables  | 15,113.03                               | 15,908.60                               |
| (Refer Note No. 31)                                     | ,,                                      |   |
| Total   | 15,113.03                               | 15,908.60                               |
|   | ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, | , |
| 9 OTHER CURRENT LIABILITIES                             |   |   |
| Unclaimed Dividend                                      | 229.59                                  | 179.91                                  |
| Other Payables  |   |   |
| Statutory Dues  | 512.68                                  | 407.30                                  |
| Payable for Capital Goods                               | 723.60                                  | 571.49                                  |
| Others  | 1,505.43                                | 1,827.98                                |
|   | 2,741.71                                | 2,806.77                                |
| Total   | 2,971.30                                | 2,986.68                                |



(₹ in lacs)

|   | As at          | As at 31 <sup>st</sup> March, 2013 |
|---|----------------|------------------------------------|
|   | 31 March, 2014 | 31 March, 2013                     |
| 10 SHORT TERM PROVISIONS                                |                |                                    |
| Provision for Employees Benefits                        | 330.62         | 403.91                             |
| (Consists of provision for Gratuity & Leave Encashment) |                |                                    |
|   |                |                                    |
| Provision for Income Tax                                | 7.05           | -                                  |
| (Net of Taxes Paid)                                     |                |                                    |
| Others  |                |                                    |
| Proposed Dividend                                       | 3,626.30       | 4,071.16                           |
| Tax on Dividend   | 616.29         | 691.89                             |
| Total   | 4,580.26       | 5,166.96                           |

11 FIXED ASSETS

 $(\overline{\P} \text{ in lacs})$ 

|                           | Gross Block                 |                | Depreciation / Am               |                             | / Amortis                      | ation           | Net Carry                      | ing Value        |                  |                  |
|---------------------------|-----------------------------|----------------|---------------------------------|-----------------------------|--------------------------------|-----------------|--------------------------------|------------------|------------------|------------------|
| Assets                    | Cost<br>As at<br>01/04/2013 | Addi-<br>tions | Deduc-<br>tions /<br>Adjustment | Cost<br>As at<br>31/03/2014 | Opening<br>As at<br>01/04/2013 | For the<br>year | Deduc-<br>tions/<br>Transfers* | As at 31/03/2014 | As at 31/03/2014 | As at 31/03/2013 |
| A) Tangible Assets        |                             |                |                                 |                             |                                |                 |                                |                  |                  |                  |
| Land                      |                             |                |                                 |                             |                                |                 |                                |                  |                  |                  |
| Freehold                  | 248.47                      | -              | -                               | 248.47                      | -                              | -               | -                              | -                | 248.47           | 248.47           |
| Leasehold                 | 3,227.93                    | 17.31          | (944.01)                        | 2,301.23                    | 356.10                         | 70.85           | (192.05)                       | 234.90           | 2,066.33         | 2,871.83         |
| Buildings                 | 20,918.51                   | 4,777.21       | (4,940.38)                      | 20,755.34                   | 3,850.82                       | 987.14          | (447.62)                       | 4,390.34         | 16,365.00        | 17,067.69        |
| Plant and Equipments      | 35,172.33                   | 8,199.00       | (6,471.26)                      | 36,900.07                   | 14,797.72                      | 2,765.13        | (571.13)                       | 16,991.72        | 19,908.35        | 20,374.61        |
| Furniture & Fixtures      | 1,474.00                    | 381.38         | (502.65)                        | 1,352.73                    | 1,067.94                       | 106.21          | (173.50)                       | 1,000.65         | 352.08           | 406.06           |
| Vehicles                  | 643.16                      | 23.63          | (71.68)                         | 595.11                      | 343.09                         | 79.89           | (59.48)                        | 363.50           | 231.61           | 300.07           |
| Office Equipments         | 486.26                      | 135.39         | (120.15)                        | 501.50                      | 284.69                         | 39.88           | (22.92)                        | 301.65           | 199.85           | 201.57           |
| Total Tangible Assets     | 62,170.66                   | 13,533.92      | (13,050.13)                     | 62,654.45                   | 20,700.36                      | 4,049.10        | (1,466.70)                     | 23,282.76        | 39,371.69        | 41,470.30        |
| B) Intangible Assets      |                             |                |                                 |                             |                                |                 |                                |                  |                  |                  |
| Brands / Trademarks       | 1,575.34                    | -              | -                               | 1,575.34                    | 423.86                         | 217.48          | **934.00                       | 1,575.34         | -                | 1,151.48         |
| Total Intangible Assets   | 1,575.34                    | -              | -                               | 1,575.34                    | 423.86                         | 217.48          | 934.00                         | 1,575.34         | -                | 1,151.48         |
| <b>Total Fixed Assets</b> |                             |                |                                 |                             |                                |                 |                                |                  |                  |                  |
| (Tangible & Intangible)   | 63,746.00                   | 13,533.92      | (13,050.13)                     | 64,229.79                   | 21,124.22                      | 4,266.58        | (532.70)                       | 24,858.10        | 39,371.69        | 42,621.78        |
| Previous Year             | 56,242.70                   | 7,723.80       | (220.50)                        | 63,746.00                   | 17,721.60                      | 3,481.65        | (79.03)                        | 21,124.22        | 42,621.78        | -                |
| Capital Work in Progress  |                             |                |                                 |                             |                                |                 |                                |                  | 8,630.96         | 12,929.05        |

 $<sup>{}^*\,</sup> Transfer\, includes\, depreciation\, related\, to\, new\, projects\, under\, capitalisation\, allocated\, to\, Capital\, Work\, in-Progress.$ 

Buildings include Three Flats and a Garage amounting to  $\ref{147.19}$  lacs (Previous year  $\ref{147.19}$  lacs ) where the co-operative society is yet to be formed. Addition to Fixed assets and CWIP includes  $\ref{1,233.28}$  Lacs (Previous year  $\ref{6,566.77}$  Lacs) being expenditure on Research and Development as under:

| Assets Description       | F.Y. 2013-2014 | F.Y. 2012-2013 |
|--------------------------|----------------|----------------|
| Land                     | -              | 31.49          |
| Buildings                | 55.76          | 4,464.20       |
| Plant & Machinery        | 860.96         | 1,986.40       |
| Furniture & Fixtures     | 48.50          | 44.06          |
| Office Equipments        | 1.88           | 13.94          |
| Capital Work in Progress | 266.18         | 25.68          |
| Total                    | 1,233.28       | 6,565.77       |

<sup>\* \*</sup> Refer Note 34

### 12 NON - CURRENT INVESTMENTS

| 12 NON - GORRENT INVESTMENTS                                     |                         |                         |               |                         | (VIII Iacs)             |
|--|-------------------------|-------------------------|---------------|-------------------------|-------------------------|
|  | No of Sha               | ares/Units              |               |                         |                         |
|  | As at                   | As at                   |               | As at                   | As at                   |
|  | 31 <sup>st</sup> March, | 31 <sup>st</sup> March, | Face          | 31 <sup>st</sup> March, | 31 <sup>st</sup> March, |
|  | 2014                    | 2013                    | Value         | 2014                    | 2013                    |
| (I) UNQUOTED   |                         |                         |               |                         |                         |
| (a) INVESTMENT IN EQUITY INSTRUMENTS                             |                         |                         |               |                         |                         |
| Fully Paid Equity Shares of Mediklin Healthcare Limited          | 202,500                 | 202,500                 | ₹ 10          | 30.38                   | 30.38                   |
| (Earlier known as M/S Gravure Art and Healthcare Limited)        |                         |                         |               |                         |                         |
| Fully Paid Equity Shares of Shivalik Solid Waste                 |                         |                         |               |                         |                         |
| Management Limited   | 20,000                  | 20,000                  | ₹ 10          | 2.00                    | 2.00                    |
| Fully Paid Equity Shares of Synchron Research                    |                         |                         |               |                         |                         |
| Private Limited  | 208,333                 | 208,333                 | ₹ 10          | 569.31                  | 569.31                  |
| Fully Paid Equity Shares of Unireach Healthcare Private          |                         |                         | <b>-</b>      |                         |                         |
| Limited  | 10,000                  | 10,000                  | ₹ 10          | 1.00                    | 1.00                    |
| Less: Provision for diminution in value of investments           |                         |                         |               | (30.38)                 | (30.38)                 |
| Ell of le from to left for                                       |                         |                         |               | 572.31                  | 572.31                  |
| Fully paid Equity Shares of Subsidiaries Niche Generics Ltd (UK) | 625 000                 | 625 000                 | 1 Pound       | 2 556 77                | 2 556 77                |
| Unichem SA Pty Ltd   | 625,000<br>19,000       | 625,000<br>19,000       | 10 SA Rand    | 2,556.77<br>12.14       | 2,556.77<br>12.14       |
| Unichem Farmaceutica Do Brasil Ltda                              | 16,983,057              | 13,710,491              | 1 Brasil Real | 4,345.89                | 3,464.92                |
| Unichem Pharmaceuticals USA Inc.                                 | 6,476,955               | 6,476,955               | 1 US\$        | 2,951.93                | 2,951.93                |
| Unichem Laboratories Limited, Ireland                            | 1,000,000               | 1,000,000               | 1 Euro        | 690.46                  | 690.46                  |
| Less: Provision for diminution in value of investments           | 1,000,000               | 1,000,000               | 1 200         | (869.22)                | (693.02)                |
|  |                         |                         |               | 9,687.97                | 8,983.20                |
| Total (a)  |                         |                         |               | 10,260.28               | 9,555.51                |
|  |                         |                         |               |                         |                         |
| (b) Investment in Preferences Shares                             |                         |                         |               |                         |                         |
| 12% Redeemable Preference Share Capital in Subsidiary            | . =                     |                         |               |                         |                         |
| Niche Generics Limited, UK                                       | 1,500,000               | 1,500,000               | 1 Pound       | 1,164.79                | 1,164.79                |
| Total (b)  |                         |                         |               | 1,164.79                | 1,164.79                |
| Total Unquoted (a) + (b)   |                         |                         |               | 11,425.07               | 10,720.30               |
| (II) QUOTED  |                         |                         |               |                         |                         |
| Fully paid Equity Bonus Shares                                   |                         |                         |               |                         |                         |
| Jindal Polyfilm Limited  | 2,000                   | 2,000                   | ₹ 10          | _                       | _                       |
| Jindal Poly Investment and Finance Company Ltd                   | 500                     | 500                     | ₹ 10          | _                       | -                       |
| Aurobindo Pharma Ltd   | 4                       | 4                       | ₹1            | _                       | -                       |
| Kothari Industrial Corporation Ltd                               | 20                      | 20                      | ₹5            | -                       | -                       |
| Total of Unquoted & Quoted Non current Investments               |                         |                         |               | 11,425.07               | 10,720.30               |
|  |                         |                         |               | ,                       | ,                       |
| Aggregate of Unquoted Investments - At Book Value                |                         |                         |               | 11,425.07               | 10,720.30               |
| Aggregate of Quoted Investments - At Book Value                  |                         |                         |               | -                       | -                       |
| -At Market Value   |                         |                         |               | 3.23                    | 2.93                    |
| Aggregate provision for diminution in value of Investments       |                         |                         |               | (899.60)                | (723.40)                |

|  | As at                        | As at                        |
|--|------------------------------|------------------------------|
|  | 31 <sup>st</sup> March, 2014 | 31 <sup>st</sup> March, 2013 |
| 13 LONG TERM LOANS AND ADVANCES          |                              |                              |
| Unsecured, considered good.              |                              |                              |
| Capital advances                         | 217.86                       | 814.75                       |
| (Net of provision for Doubtful advances, |                              |                              |
| CY ₹ 13.40 Lacs, PY ₹ 13.40 Lacs)        |                              |                              |
| Inter Corporate Deposits                 | 4,600.00                     | -                            |
| Loans to Employees                       | 23.90                        | 23.06                        |
| Total                                    | 4,841.76                     | 837.81                       |



### 14 CURRENT INVESTMENTS

(₹ in lacs)

|   | No of Sha                    | ares/Units                   |                              |                              |
|---|------------------------------|------------------------------|------------------------------|------------------------------|
|   | As at                        | As at                        | As at                        | As at                        |
|   | 31 <sup>st</sup> March, 2014 | 31 <sup>st</sup> March, 2013 | 31 <sup>st</sup> March, 2014 | 31 <sup>st</sup> March, 2013 |
|   |                              |                              |                              |                              |
| UNQUOTED  |                              |                              |                              |                              |
| INVESTMENT IN MUTUAL FUNDS                              |                              |                              |                              |                              |
| Axis liquid Fund  |                              | 23157.3020                   |                              | 300.00                       |
| Axis Banking Debt Fund -Growth                          |                              | 9461.6490                    |                              | 100.00                       |
| BOI Axa Liquid Fund -Reg Plan                           |                              | 14941.0230                   |                              | 200.00                       |
| Birla Sun Life Cash Plus                                |                              | 267855.9170                  |                              | 500.57                       |
| Birla Sun Life Floating Rate Fund                       |                              | 72068.5400                   |                              | 100.00                       |
| DWS short Maturity Fund Regular Plan Annual Bonus       | 231763.6800                  | -                            | 33.33                        | -                            |
| IDFC Cash Fund - Growth                                 | 6421.2800                    | -                            | 100.00                       | -                            |
| IDBI Ultra Short Term Fund -Growth                      |                              | 8024.0630                    |                              | 100.00                       |
| Indiabulls Liquid Fund -Growth                          |                              | 17592.1830                   |                              | 200.00                       |
| JM Money manager Fund -Super Plus Plan- Bonus Option    | 394628.2700                  |                              | 39.76                        |                              |
| JM High Liquidity Fund                                  |                              | 632315.1690                  |                              | 200.00                       |
| Kotak Floater Short Term - Growth                       |                              | 10,440.5293                  |                              | 200.00                       |
| Prudential ICICI Ultra Short                            |                              | 849487.7590                  |                              | 100.00                       |
| Prudential ICICI Liquid Plan                            |                              | 119909.6400                  |                              | 202.27                       |
| Peerless Liquid Fund                                    |                              | 2375107.6070                 |                              | 300.00                       |
| Pramerica liquid Fund                                   |                              | 16024.9000                   |                              | 200.00                       |
| Reliance Liquid fund Treasury plan -Inst Option -Growth |                              |                              |                              |                              |
| option- Growth plan                                     |                              | 14347.3610                   |                              | 400.00                       |
| Reliance Arbitrage Advantage Fund- Dividend             | 1482469.7950                 |                              | 198.61                       |                              |
| Plan- Dividend Payout                                   |                              |                              |                              |                              |
| Religare Ultra Short term Fund                          |                              | 12608.2050                   |                              | 203.20                       |
| Total Investments in Mutual Funds                       |                              |                              | 371.70                       | 3,306.04                     |
|   |                              |                              |                              |                              |
| INVESTMENT IN COMMERCIAL PAPERS                         |                              |                              |                              |                              |
| Family Credit Limited                                   | 40.00                        |                              | 195.28                       | -                            |
| Face Value of ₹ 5 Lacs each                             |                              |                              |                              |                              |
| Aggregate of Unquoted Investments - At Book Value       |                              |                              | 566.98                       | 3,306.04                     |

|   | As at            | As at                        |
|---|------------------|------------------------------|
|   | 31st March, 2014 | 31 <sup>st</sup> March, 2013 |
| 15 INVENTORIES (As Certified by Management)                       |                  |                              |
| Raw Materials   | 7,192.19         | 4,832.38                     |
| [Include ₹ 594.93 lacs in transit, (Previous year ₹ 548.32 lacs)] |                  |                              |
| Packing Materials   | 1,351.81         | 1,039.23                     |
| Work-in- Progress   | 3,859.38         | 2,676.44                     |
| Finished Goods (excluding finished goods traded in)               | 3,792.91         | 2,696.10                     |
| [Include ₹ 479.69 lacs in transit, (Previous year ₹ 73.88 lacs)]  |                  |                              |
| Stock in trade (in respect of goods acquired for trading)         | 2,128.44         | 1,650.08                     |
| Stores and Spares   | 299.00           | 269.16                       |
| <b>Total</b> [Refer Note. 1 (iii), 44 (i), (ii) & (iii)]          | 18,623.73        | 13,163.39                    |

|   | A 1                                     | A1                 |
|---|---|--------------------|
|   | As at 31 <sup>st</sup> March, 2014      | As at              |
|   | or waren, 2014                          | or march, 2010     |
| 16 TRADE RECEIVABLES  |   |                    |
| (Unsecured unless otherwise stated)   |   |                    |
| (a) Outstanding for period exceeding six months from the date they become due         | 4 404 40                                | 4.054.44           |
| Considered good   | 1,104.48                                | 1,351.41           |
| Considered doubtful   | 519.08                                  | 521.05             |
| Less: Provision for Doubtful receivables  | 1,623.56<br>519.08                      | 1,872.46           |
| Less: Provision for Doubtful receivables  | 1,104.48                                | 521.05<br>1,351.41 |
| (b) Others - Considered Good  | 20,023.03                               | 19,876.23          |
| Total   | 21,127.51                               | 21,227.64          |
| Of the above, due from Subsidiaries is ₹ 5,637.98 lacs (Previous Year                 | 21,127.31                               | 21,227.04          |
| ₹ 5,547.24 lacs)  |   |                    |
| Trade Receivables are secured to the extent of Advances of ₹ 2,366.95 lacs            |   |                    |
| (Previous Year ₹ 2,525.76 lacs) received from Consignment Agents & Others.            |   |                    |
| (110 violus 10til v 2,025.70 lates) 1000 voti 110111 Consignificiti 11gents & Others. |   |                    |
| 17 CASH AND BANK BALANCES   |   |                    |
| (a) Cash & cash equivalents   |   |                    |
| (i) Balances with banks   |   |                    |
| In Current Accounts   | 531.89                                  | 474.90             |
| In Fixed Deposits   | 3,310.10                                | 1,000.10           |
| (ii) Cash on hand   | 11.02                                   | 11.09              |
| (b) Other bank balances   | 11.02                                   | 11.00              |
| In Unpaid Dividend Account  | 229.59                                  | 179.91             |
| Total   | 4,082.60                                | 1,666.00           |
|   | ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, |                    |
| 18 SHORT TERM LOANS AND ADVANCES  |   |                    |
| Unsecured, Considered Good  |   |                    |
| Advance payment of Income Tax (Net of Provision for Taxation)                         | -                                       | 287.36             |
| Short terms Deposits  | 424.75                                  | 381.05             |
| Prepaid Expenses  | 476.65                                  | 420.65             |
| Balances with Revenue Authorities (Including refund receivables)                      | 4,512.35                                | 3,624.09           |
| Advance against materials & expenses  | 1,138.75                                | 1,197.98           |
| Inter Corporate Deposits (maturity within 12 months)                                  | 3,500.00                                | -                  |
| Other Loans & advances  | 773.96                                  | 480.29             |
|   | 10,826.46                               | 6,391.42           |
| Unsecured, considered Doubtful  |   |                    |
| Short terms Deposits  | 14.81                                   | 13.90              |
| Other Loans & advances  | 161.52                                  | 135.34             |
|   | 176.33                                  | 149.24             |
| Less: Provision for Doubtful Advances   | 176.33                                  | 149.24             |
| Sub Total   | -                                       | -                  |
| Total   | 10,826.46                               | 6,391.42           |
|   |   |                    |
| 19 OTHER CURRENT ASSETS   |   |                    |
| Unamortised Premium on forward contracts  | 62.44                                   | 44.96              |
| Accrued Interest  | 375.88                                  | 6.82               |
| Export incentive receivable   | 726.74                                  | 356.23             |
| Total   | 1,165.06                                | 408.01             |



|   | Eastha man andad                      | Eastha man and ad                               |
|---|---------------------------------------|---|
|   | 31 <sup>st</sup> March, 2014          | For the year ended 31 <sup>st</sup> March, 2013 |
|   | 31 March, 2014                        | 31 March, 2013                                  |
| 20 REVENUE FROM OPERATIONS (Gross)                        |                                       |   |
| Sale of products (Gross)                                  | 103,658.50                            | 100,459.97                                      |
| Other operating revenues                                  |                                       |   |
| Export benefits   | 1,159.39                              | 563.78  |
| Sundries  | 366.03                                | 271.96  |
|   | 1,525.42                              | 835.74  |
| Total Revenue from Operations (Gross)                     | 105,183.92                            | 101,295.71                                      |
|   | ,                                     | ,   |
| 21 OTHER INCOME   |                                       |   |
| Interest Income   | 565.56                                | 34.79   |
| [TDS deducted ₹48.58 lacs (Previous year ₹3.59 lacs)]     |                                       |   |
| Dividend Income   | 96.55                                 | 0.09  |
| Net gain on sale of short term investments                | 260.14                                | 259.87  |
| Profit on Sale of Assets                                  | 1,694.30                              | 3.47  |
| Other non-operating Income                                | 724.85                                | 533.86  |
| Net gain on foreign currency translation and transactions | 942.51                                | 574.62  |
| Total   | 4,283.91                              | 1,406.70  |
| 10111   | 1,200.01                              | 1,100.70  |
| 22 MATERIALS CONSUMED                                     |                                       |   |
| Raw Materials   | 22,780.66                             | 21,789.29                                       |
| Packing Materials   | 4,322.64                              | 4,338.63  |
| Total   | 27,103.30                             | 26,127.92                                       |
| 101111  | 27,100.00                             | 20,127.02                                       |
| 23 CHANGES IN INVENTORIES OF FINISHED GOODS, WORK-IN-     |                                       |   |
| PROGRESS & STOCK-IN-TRADE.                                |                                       |   |
| Inventories at the Commencement                           |                                       |   |
| Finished Goods  | 2,696.10                              | 2,677.31  |
| Work in progress  | 2,676.44                              | 3,061.17  |
| Stock in Trade  | 1,650.08                              | 2,291.45  |
| Stock III Trade   | 7,022.62                              | 8,029.93  |
| Inventories at Close                                      | 7,022.02                              | 0,029.93  |
|   | 2 702 04                              | 2 606 10  |
| Finished Goods  | 3,792.91<br>3,859.38                  | 2,696.10  |
| Work in progress<br>Stock in Trade                        | 2,128.44                              | 2,676.44  |
| Stock in 1rade  | · · · · · · · · · · · · · · · · · · · | 1,650.08  |
|   | 9,780.73                              | 7,022.62  |
|   | (4,000,04)                            | (40.70)   |
| (Increase) / Decrease in Finished Goods                   | (1,096.81)                            | (18.79)   |
| (Increase) / Decrease in Work in progress                 | (1,182.94)                            | 384.73  |
| (Increase) / Decrease in Stock-in-Trade                   | (478.36)                              | 641.37  |
| Total   | (2,758.11)                            | 1,007.31  |
| 0.4 EVIDA OVER DEVIDENCE EVIDENCE                         |                                       |   |
| 24 EMPLOYEE BENEFITS EXPENSES                             | 40.000 ==                             | 44.000.00                                       |
| Salaries, wages, ex-gratia, bonus and commission          | 13,360.75                             | 11,602.86                                       |
| Contribution to Provident and other funds                 | 979.56                                | 869.67  |
| Expenses on Employee Stock Option Scheme                  | 32.87                                 | 28.22   |
| Staff Welfare Expenses                                    | 340.64                                | 300.75  |
| Total   | 14,713.82                             | 12,801.50                                       |



|  |                              | For the year ended           |
|--|------------------------------|------------------------------|
|  | 31 <sup>st</sup> March, 2014 | 31 <sup>st</sup> March, 2013 |
| 25 FINANCE COST  |                              |                              |
| Interest expense   | 242.00                       | 215.87                       |
| Other borrowing costs  | 6.16                         | 7.00                         |
| Net loss on foreign currency transactions and translation (Foreign |                              |                              |
| currency borrowings)   | -                            | 25.29                        |
| Total  | 248.16                       | 248.16                       |

|   | For the year ended<br>31 <sup>st</sup> March, 2014 |           | For the ye |           |
|---|--|-----------|------------|-----------|
| 26 OTHER EXPENSES   |  |           |            |           |
| Stores and Spares consumed                                      |  | 638.63    |            | 666.72    |
| Manufacturing Charges   |  | 746.60    |            | 921.78    |
| Power and Fuel  |  | 3,496.39  |            | 3,054.90  |
| Rent  |  | 155.38    |            | 146.08    |
| Insurance   |  | 152.92    |            | 145.27    |
| Repairs :   |  |           |            |           |
| Plant and Machinery   |  | 550.22    |            | 483.93    |
| Buildings   |  | 172.75    |            | 142.13    |
| Others  |  | 532.23    |            | 533.20    |
| Rates and Taxes   |  | 784.21    |            | 656.92    |
| Advertising and sales promotion                                 |  | 8,544.56  |            | 9,361.99  |
| Travelling and Conveyance                                       |  | 4,043.90  |            | 3,617.60  |
| Freight outward   |  | 2,623.76  |            | 2,218.69  |
| Directors' Fees   |  | 7.40      |            | 9.41      |
| Commission on sales   |  | 907.01    |            | 921.92    |
| Loss on sale of assets  |  | 7.20      |            | 7.14      |
| Bad debts, loans and advances written off                       |  |           |            |           |
| Bad Debts and Advances written off                              | 21.93  |           | 954.13     |           |
| Less: adjusted out of provision for doubtful debts,             |  |           |            |           |
| loans, advances and deposits                                    | 11.94  | 9.99      | 354.40     | 599.73    |
| Provision for doubtful debts, loans, advances and               |  |           |            |           |
| deposits for the year   |  | 38.60     |            | 133.84    |
| Establishment and Administrative Expenses                       |  | 5,683.30  |            | 3,841.00  |
| Provision for Diminution of Investments in Subsidiary           |  | 176.20    |            | 159.81    |
| Total   |  | 29,271.25 |            | 27,622.06 |
|   |  |           |            |           |
| 27 RESEARCH & DEVELOPMENT EXPENDITURE                           |  |           |            |           |
| (At units approved by Dept of Scientific & Industrial Research) |  |           |            |           |
| Materials   |  | 1,128.50  |            | 159.07    |
| Salaries, Wages and Ex-gratia                                   |  | 1,411.72  |            | 1,233.64  |
| Contribution to Provident fund and other Funds                  |  | 60.41     |            | 62.28     |
| Employee's welfare expenses                                     |  | 22.92     |            | 17.31     |
| Rates and Taxes   |  | 7.05      |            | 28.50     |
| Repairs:  |  |           |            |           |
| Others  |  | 150.13    |            | 108.69    |
| Power and fuel  |  | 434.34    |            | 196.71    |
| Travelling and conveyance                                       |  | 46.65     |            | 38.41     |
| Others  |  | 1,953.38  |            | 1,766.12  |
| Total   |  | 5,215.10  |            | 3,610.73  |



### 28 Contingent Liabilities :

(₹ in lacs)

|             |   | 2013-14  | 2012-13  |
|-------------|---|----------|----------|
| (i)<br>(ii) | Claims not acknowledged as debts* In respect of the Guarantees given to Bank on behalf of : | 1,568.58 | 1,790.99 |
|             | -Subsidiaries   | 2,509.50 | 2,102.10 |
| (iii)       | Other money for which the company is Contingently liable                                    | 374.44   | 495.91   |
| Total       |   | 4,452.52 | 4,389.00 |

<sup>\*</sup> includes ₹ 179.32 lacs (Previous Year ₹ 96.44 lacs) paid under protest/deposit pending adjudication under Income tax Act, 1961 and Central Excise Act 1944.

- (iv) Claims made by the employees whose services have been terminated are not acknowledged as debts, the exact liability, whereof is not ascertainable.
- 29 Estimated amount of Contracts remaining to be executed (Net of Advances) on Capital & other account not provided for ₹ 11,735.38 lacs (Previous year ₹ 9,124.58 lacs).
- 30 Cash credit, ₹62.58 lacs (Previous Year ₹572.05 lacs) from Bank of India and Bank of Baroda are secured against hypothecation of Inventories, Book debts and an equitable mortgage of immovable properties located at Jogeshwari, Roha, Ghaziabad on a second, subject and subservient *pari passu* charge basis (First charge holder being fully satisfied and paid). In addition the cash credit facilities are also secured by an equitable mortgage of the Company's immovable properties situated at Goa and Baddi on a second, subject and subservient basis. (First charge holder being fully satisfied and paid).
- 31 There are no Micro, Small and Medium Enterprises, as defined in the Micro, Small and Medium Enterprises Development Act, 2006 to whom the Company owes dues on account of principal amount together with interest and accordingly no additional disclosures have been made. The above information regarding Micro, Small and Medium Enterprises has been determined to the extent such parties have been identified on the basis of information available with the Company. This has been relied upon by the auditors.
- 32 On internal assessment of long term strategic investments made by the company in its wholly owned subsidiaries, considering their performance, future expectations, cash flow generated and the synergies in the operations from the said subsidiaries over the period of investments, the management has determined an amount of ₹ 176.20 lacs as diminution for the year (previous year ₹ 159.81 lacs) taking the accumulated provision to ₹ 869.22 lacs (previous year ₹ 693.02 lacs) on total investment made of ₹ 10,557.19 lacs and same is considered adequate by the management as at the balance sheet date.

33 Expenditure relating to new projects have been shown under the head Capital work-in-progress as follows.
(₹ in lacs)

|       | Particulars                 | 2013-14 | 2012-13  |
|-------|-----------------------------|---------|----------|
| i)    | Power & fuel                | -       | 165.32   |
| ii)   | Repairs & maintenance       | 46.75   | 29.52    |
| iii)  | Payroll expenses            | 16.45   | 322.62   |
| iv)   | Freight                     | -       | 11.20    |
| v)    | Insurance                   | -       | 5.87     |
| vi)   | Rent                        | -       | 130.99   |
| vii)  | Travelling Expenses         | 1.50    | 7.62     |
| viii) | Rates & Taxes               | 3.75    | 8.74     |
| ix)   | Administrative expenses     | 44.35   | 507.28   |
| x)    | Depreciation / Amortisation | -       | 179.00   |
|       | Total                       | 112.80  | 1,368.16 |



34 Exceptional Items net of taxes (₹ 4,114.55 lacs) represent profit on sale of Company's manufacturing unit at SEZ, Indore (pursuant to approval of the Shareholders through a postal ballot on 29.03.2013) and amortisation of Intangible assets due to change in their estimated useful life, the details of which are as under.

(₹ in lacs)

| Particulars                             | Amount   |
|---|----------|
| Profit on sale of SEZ Unit.             | 5,834.55 |
| Less: Amortisation of Intangible Assets | 934.00   |
| Less: Tax Expense                       |          |
| Current Tax                             | 1028.00  |
| Deferred Tax                            | (242.00) |
| Total Taxes                             | 786.00   |
| Net Exceptional Items                   | 4,114.55 |

35 The company uses forward contracts to hedge its risk associated with foreign currency fluctuations relating to firm commitments and forecasted transactions. The company does not enter into forward exchange contracts which are intended for speculative purpose.

The following are the outstanding forward contracts as at 31 st March ,2014.

(Value in lacs)

| Currency | Buy/Sell | Foreign currency value |         |  |
|----------|----------|------------------------|---------|--|
|          |          | 2013-14                | 2012-13 |  |
| EURO     | Sell     | 17.21                  | 17.24   |  |
| USD      | Sell     | 72.08                  | 72.96   |  |
| USD      | Buy      | 0.00                   | 0.74    |  |
| GBP      | Sell     | 0.20                   | 0.00    |  |
| CAD      | Sell     | 0.00                   | 1.00    |  |

Foreign Currency exposure not hedged by forward contracts as at 31st March ,2014 are given below:

(Value in lacs)

| Unhedged      | Foreign co | Foreign currency value |  |  |
|---------------|------------|------------------------|--|--|
|               | 2013-14    | 2012-13                |  |  |
| A) Receivable |            |                        |  |  |
| EURO          | 15.43      | 25.30                  |  |  |
| USD           | 72.82      | 89.67                  |  |  |
| GBP           | 1.29       | 5.12                   |  |  |
| CAD           | 9.43       | 6.28                   |  |  |
| B) Payable    |            |                        |  |  |
| EURO          | 5.94       | 0.06                   |  |  |
| USD           | 0.00       | 0.00                   |  |  |
| JPY           | 0.00       | 0.54                   |  |  |
| GBP           | 0.00       | 2.94                   |  |  |

### 36 Employee Benefits

The Company has a defined benefit gratuity plan. Every employee who has completed five years or more of service gets a gratuity on retirement / resignation or retirement under VRS at 15 days salary (last drawn salary) for each completed year of service. The scheme is funded with an insurance company in the form of a qualifying insurance policy.

The Company has a defined benefit obligation for Leave encashment which is partly funded. Generally the leave encashment is paid to employees in case of resignation, retirement under VRS or retirement except in some case the same is paid annually.

The following tables summarise the funded status and amounts recognised in the balance sheet for gratuity & leave encashment benefits.



### Details of Provision for gratuity and leave encashment.

(₹ in lacs)

| Particulars                          | GRATUITY                              |                                       | LEAVE ENCASHMENT       |                                       |
|--------------------------------------|---------------------------------------|---------------------------------------|------------------------|---------------------------------------|
|                                      | As at<br>31 <sup>st</sup> March, 2014 | As at<br>31 <sup>st</sup> March, 2013 | As at 31st March, 2014 | As at<br>31 <sup>st</sup> March, 2013 |
| Defined benefit obligation           | 1,413.71                              | 1,291.98                              | 969.31                 | 895.86                                |
| Fair value of plan assets            | 1,290.70                              | 1,077.33                              | 283.32                 | 100.10                                |
|                                      | (123.01)                              | (214.65)                              | (685.99)               | (795.76)                              |
| Less: Unrecognised past service cost | -                                     | -                                     | -                      | -                                     |
| Plan asset / (liability)             | (123.01)                              | (214.65)                              | (685.99)               | (795.76)                              |

### Changes in the present value of the defined benefit obligation are as follows:

(₹ in lacs)

| Particulars                              | GRATUITY                           |                                    | LEAVE ENCASHMENT                   |                        |
|--|------------------------------------|------------------------------------|------------------------------------|------------------------|
|  | As at 31 <sup>st</sup> March, 2014 | As at 31 <sup>st</sup> March, 2013 | As at 31 <sup>st</sup> March, 2014 | As at 31st March, 2013 |
| Opening defined benefit obligation       | 1,291.98                           | 1,153.47                           | 895.85                             | 836.06                 |
| Interest cost                            | 99.34                              | 91.26                              | 64.35                              | 60.69                  |
| Current service cost                     | 165.98                             | 148.78                             | 105.57                             | 98.36                  |
| Benefits paid                            | (100.55)                           | (94.42)                            | (182.99)                           | (200.73)               |
| Actuarial (gains) / losses on obligation | (43.04)                            | (7.11)                             | 86.53                              | 101.47                 |
| Closing defined benefit obligation       | 1,413.71                           | 1,291.98                           | 969.31                             | 895.85                 |

### Changes in the fair value of plan assets are as follows:

(₹ in lacs)

| Particulars                       | GRAT                         | GRATUITY                     |                              | CASHMENT                     |
|-----------------------------------|------------------------------|------------------------------|------------------------------|------------------------------|
|                                   | As at                        | As at                        | As at                        | As at                        |
|                                   | 31 <sup>st</sup> March, 2014 | 31 <sup>st</sup> March, 2013 | 31 <sup>st</sup> March, 2014 | 31 <sup>st</sup> March, 2013 |
| Opening fair value of plan assets | 1,077.33                     | 1,075.22                     | 100.00                       | -                            |
| Expected return                   | 103.28                       | 95.09                        | 16.42                        | -                            |
| Contributions by employer         | 214.71                       | -                            | 275.00                       | -                            |
| Benefits paid                     | (100.55)                     | (94.42)                      | (110.00)                     | -                            |
| Actuarial gains / (losses)        | (4.07)                       | 1.44                         | 1.90                         | -                            |
| Closing fair value of plan assets | 1,290.70                     | 1,077.33                     | 283.32                       | 0.00                         |

### The major categories of plan assets as a percentage of the fair value of total plan assets are as follows:

| Destination             |                           | TUITY                     | LEAVE ENCASHMENT          |                           |  |
|-------------------------|---------------------------|---------------------------|---------------------------|---------------------------|--|
| Particulars             | As at<br>31st March, 2014 | As at<br>31st March, 2013 | As at<br>31st March, 2014 | As at<br>31st March, 2013 |  |
|                         | %                         | %                         | %                         | %                         |  |
| Investment with Insurer | 100                       | 100                       | 29.23                     | 11.16                     |  |

#### The principal assumptions used in determining gratuity benefit obligations for the Company's plans are shown below:

| Particulars                            | GRATUITY                           |                                       | LEAVE ENCASHMENT                   |                                       |
|--|------------------------------------|---------------------------------------|------------------------------------|---------------------------------------|
|  | As at 31 <sup>st</sup> March, 2014 | As at<br>31 <sup>st</sup> March, 2013 | As at 31 <sup>st</sup> March, 2014 | As at<br>31 <sup>st</sup> March, 2013 |
|  | %                                  | %                                     | %                                  | %                                     |
| Discount rate                          | 9.10%                              | *8.00%                                | 9.10%                              | *8.00%                                |
| Expected rate of return on plan assets | 9.25%                              | *9.25%                                | 9.00%                              | -                                     |
| Increase in Compensation plan cost     | 8.50%                              | *8.00%                                | 8.50%                              | *8.00%                                |

<sup>\*</sup> As per Actuary Certificate

The estimates of future salary increases considered in actuarial valuation take account of inflation, seniority, promotion and other relevant factors, such as supply and demand in the employment market. The discounting rate is based on material yield on government bonds having currency and terms consistent with the currency and terms of post-employment benefit obligations. The overall expected rate of return on assets is based on the LIC structure of interest rates on gratuity funds.



### Amounts for the current year and previous year are as follows:

(₹ in lacs)

| Particulars                              | GRATUITY                           |                                    | LEAVE ENCASHMENT                      |                                       |
|--|------------------------------------|------------------------------------|---------------------------------------|---------------------------------------|
|  | As at 31 <sup>st</sup> March, 2014 | As at 31 <sup>st</sup> March, 2013 | As at<br>31 <sup>st</sup> March, 2014 | As at<br>31 <sup>st</sup> March, 2013 |
| Defined benefit obligation               | 1,413.71                           | 1,291.98                           | 969.31                                | 895.86                                |
| Plan assets                              | 1,290.70                           | 1,077.33                           | 283.32                                | 100.10                                |
| Surplus / (deficit)                      | (123.01)                           | (214.65)                           | (685.99)                              | (795.76)                              |
| Experience adjustments on Plan Liability | 3.45                               | (94.58)                            | 122.89                                | (65.67)                               |
| Experience adjustments on Plan Assets    | 4.07                               | (1.44)                             | (1.89)                                | -                                     |

#### Statement of Profit & Loss

The following tables summarise the components of net benefit expense recognised in the Statement of profit and loss for gratuity & leave encashment benefits.

Net employee benefit expense (recognised in Employee Cost)

(₹ in lacs)

| n 1   | GRAT     | UITY    | LEAVE ENCASHMENT                                   |   |  |
|---|----------|---------|--|---|--|
| Particulars                                       |          |         | For the year ended<br>31 <sup>st</sup> March, 2014 | For the year ended 31 <sup>st</sup> March, 2013 |  |
| Current service cost                              | 165.99   | 148.78  | 105.57   | 98.36   |  |
| Interest cost on benefit obligation               | 99.34    | 91.26   | 64.35  | 60.69   |  |
| Expected return on plan assets                    | (103.28) | (95.09) | -  | -   |  |
| Net actuarial(gain) / loss recognised in the year | (38.98)  | (8.54)  | 86.53  | 101.47  |  |
| Past service cost                                 | -        | -       | -  | -   |  |
| Net benefit expense                               | 123.07   | 136.41  | 256.45   | 260.52  |  |

### 37 Segment Reporting:

#### **Primary Segment**

The Company has only one segment i.e 'Pharmaceuticals'.

Secondary Segment (By Geographical Segment)

(₹ in lacs)

| Sales and Operating Income (Gross) | 2013-14    | 2012-13    |
|------------------------------------|------------|------------|
| India                              | 69,215.70  | 66,534.57  |
| Outside India                      | 35,968.22  | 34,761.14  |
| Total                              | 105,183.92 | 101,295.71 |

In view of the interwoven / intermix nature of business and manufacturing facility, other segmental information is not ascertainable.



### 38 Related Party Disclosures

As per AS-18 issued by the Institute of Chartered Accountants of India, the Company's related parties are as under:

1 Relationships

| (i) Subsidiaries of the Company:   | (ii) Enterprises under significant influence of key management personnel: | (iii) Key Management personnel and their relatives:  |
|--|---|--|
| Niche Generics Limited<br>Unichem SA Pty Ltd.<br>Unichem Farmaceutica Do Brasil Ltda<br>Unichem Pharmaceuticals (USA) Inc<br>Unichem Laboratories Limited<br>(Incorporated in Ireland) | Uni Distributors Pvt. Ltd.  | Dr. Prakash A. Mody<br>(Chairman and Managing Director)<br>Mrs. Anita Mody<br>Ms. Supriya Mody<br>Ms. Suparna Mody<br>Ms. Shwetambari Mody |

### 2 (i) The following is a summary of significant related party transactions:

(₹ in lacs)

| Particulars             | Subsidiaries |           | Perso     | nagement<br>nnel &<br>elatives | significan<br>of Key Ma | ses under<br>t influence<br>nagement<br>onnel | Total     | Total     |
|-------------------------|--------------|-----------|-----------|--------------------------------|-------------------------|---|-----------|-----------|
|                         | 2013-2014    | 2012-2013 | 2013-2014 | 2012-2013                      | 2013-2014               | 2012-2013                                     | 2013-2014 | 2012-2013 |
| Sales of goods, etc.    | 8,374.63     | 6,212.95  | -         | -                              | -                       | -   | 8,374.63  | 6,212.95  |
| Rent & Maintenance paid | -            | -         | 13.86     | 2.54                           | 10.01                   | 9.59  | 23.87     | 12.13     |
| Managerial remuneration | -            | -         | 300.76    | 244.63                         | -                       | -   | 300.76    | 244.63    |
| Commission              | 82.63        | 111.05    | 177.49    | 168.97                         | -                       | -   | 260.12    | 280.02    |
| Salary                  | -            | -         | 30.27     | 28.31                          | -                       | -   | 30.27     | 28.31     |
| Dividend paid           | -            | -         | 3,856.78  | 1,343.89                       | -                       | -   | 3,856.78  | 1,343.89  |
| Expenses Reimbursed     | 214.09       | 38.60     | -         | -                              | -                       | -   | 214.09    | 38.60     |
| Investment made         |              |           |           |                                |                         |   |           |           |
| during the year         | 880.98       | 1,148.86  | -         | -                              | -                       | -   | 880.98    | 1,148.86  |
| Sale of Assets          |              |           | 1,754.00  | _                              | -                       | _   | 1,754.00  | -         |
| Total                   | 9,552.33     | 7,511.46  | 6,133.16  | 1,788.34                       | 10.01                   | 9.59  | 15,695.50 | 9,309.39  |

### (ii) Amounts due from / to related parties and Investments:

| Particulars               | Subsid    | Subsidiaries |        | nagement<br>nnel &<br>elatives | Total     | Total     |
|---------------------------|-----------|--------------|--------|--------------------------------|-----------|-----------|
|                           |           |              |        |                                |           |           |
| Outstanding Balances      |           |              |        |                                |           |           |
| Deposits given            | -         | _            | 45.06  | 45.06                          | 45.06     | 45.06     |
| Creditors                 | 119.28    | 94.86        | -      | -                              | 119.28    | 94.86     |
| Debtors outstanding       | 5,530.24  | 5,547.24     | -      | -                              | 5,530.24  | 5,547.24  |
| Guarantees given to bank  |           |              |        |                                |           |           |
| on behalf of Subsidiaries | 2,509.50  | 2,102.10     | -      | _                              | 2,509.50  | 2,102.10  |
| Total Investments         | 11,721.98 | 10,841.00    | -      | _                              | 11,721.98 | 10,841.00 |
| Due to Directors          | -         | _            | 177.49 | 168.97                         | 177.49    | 168.97    |
| Total                     | 19,881.00 | 18,585.20    | 222.55 | 214.03                         | 20,103.55 | 18,799.23 |



### (iii) Details of material transactions during the year

(₹ in lacs)

|  | 2013-14  | 2012-13  |
|--|----------|----------|
| a) Sale of finished goods (Net of returns)                   |          |          |
| Niche Generics Ltd   | 2,025.17 | 2,116.84 |
| Unichem Pharmaceuticals (USA) Inc.                           | 5,761.12 | 3,667.94 |
| b) Investments made  |          | ·        |
| Unichem Farmaceutica Do Brasil Ltda                          | 880.98   | 799.06   |
| Unichem Laboratories Limited, Ireland                        | -        | 349.80   |
| c) Guarantees given to Banks on behalf of Subsidiary Company |          |          |
| Niche Generics Limited.                                      | 2,509.50 | 2,102.10 |
| d) Rent & Maintenance Paid                                   |          |          |
| Mrs. Anita Mody  | 13.86    | 2.54     |
| Uni Distributors Pvt Ltd                                     | 10.01    | 9.59     |
| e) Managerial Remuneration                                   |          |          |
| Dr. Prakash A. Mody  | 300.76   | 244.63   |
| f) Commission  |          |          |
| Dr. Prakash A. Mody  | 177.49   | 168.97   |
| Unichem Pharmaceuticals (USA) Inc.                           | 82.63    | 111.05   |
| g) Salary  |          |          |
| Ms. Supriya Mody   | 30.27    | 28.31    |
| h) Dividend Paid   |          |          |
| Dr. Prakash A. Mody  | 3,420.88 | 1,190.04 |
| i) Sale of Assets  |          |          |
| Mrs. Anita P. Mody   | 1,754.00 | -        |
| j) Expenses Re - imbursement                                 |          |          |
| Niche Generics Limited.                                      | 5.21     | 11.20    |
| Unichem Laboratories Limited , Ireland                       | 5.05     | -        |
| Unichem Pharmaceuticals (USA) Inc                            | 190.97   | 24.23    |
| Unichem Farmaceutica Do Brasil Ltda                          | 10.03    | -        |
| Unichem SA Pty Ltd   | 2.83     | 3.17     |

In view of the Management, equity Investment in Synchron Research Pvt. Ltd. will not result the invested company becoming a related party since there is neither control nor significant influence as defined in Accounting Standard 18 "Related Party Disclosures" However transactions with Synchron Research Pvt Ltd are disclosed as under:

The summary of transactions with Synchron Research Pvt. Ltd. are as follows:

(₹ in lacs)

|     |  | 2013-14 | 2012-13 |
|-----|--|---------|---------|
| (a) | Equity Investment made during the year | -       | 569.31  |
| (b) | Advances Paid during the Year          | -       | 347.48  |
| (c) | Advance recovered                      | 121.94  | 4.73    |
| (d) | Amount Recoverable                     | 226.43  | 342.75  |
| (e) | Services Availed                       | 175.90  | 9.47    |
| (f) | Rent Income                            | 5.00    | -       |

### 39 Operating lease:

Premises and certain vehicles are obtained on operating lease and are renewable and non-cancellable. There are no restrictions imposed by lease arrangements. The lease term is based on individual agreements. There are no sub-leases. The aggregate lease rentals payable, are charged as rent (Refer Note No. 26) in the Statement of Profit & Loss.



### 40 Earning Per Share has been computed as under:

₹ in lacs except EPS

| Particulars  | 2013-14    | 2012-13    |
|--|------------|------------|
| (A) Before Exceptional Items   |            |            |
| Profit after Tax and before Exceptional items attributable                 |            |            |
| to equity shareholders (A) (₹ In lacs)                                     | 13,582.27  | 12,959.60  |
| Weighted average number of Equity shares for Basic Earning per Share (B)   | 90,564,085 | 90,408,889 |
| Weighted average number of Equity shares for Diluted Earning per Share (C) | 90,895,043 | 90,710,953 |
| Earning Per Share - Basic (A)/(B) ₹  | 15.00      | 14.33      |
| Earning Per Share-Diluted (A)/(C) ₹  | 14.94      | 14.29      |
| (Face value of ₹ 2/- per share (previous year ₹ 2/- per share))            |            |            |
|  |            |            |
| (B) After Exceptional Items  |            |            |
| Profit after Tax and Exceptional items attributable                        |            |            |
| to equity shareholders (A) (₹ In lacs)                                     | 17,696.82  | 12,959.60  |
| Weighted average number of Equity shares for Basic Earning per Share (B)   | 90,564,085 | 90,408,889 |
| Weighted average number of Equity shares for Diluted Earning per Share (C) | 90,895,043 | 90,710,953 |
| Earning Per Share - Basic (A)/(B) ₹  | 19.54      | 14.33      |
| Earning Per Share-Diluted (A)/(C) ₹  | 19.47      | 14.29      |
| (Face value of ₹ 2/- per share (previous year ₹ 2/- per share))            |            |            |

### 41 Employee share based payment plans

i) During the year ended 31st March, 2014 the Company has two share based payment arrangements which are described below:

|           | Type of arrangement                       | Date<br>of Grant | Number<br>granted | Contractual life | Vesting condition  |
|-----------|---|------------------|-------------------|------------------|--|
| ESOS 2004 | Senior Management stock option scheme     | 23.12.2004       | 100,000           | 5 Years          | As decided by Board / Compensation<br>Committee based on various factors |
| ESUS 2004 | Senior Management<br>stock option scheme  | 10.02.2006       | 200,000           | 5 Years          | As decided by Board / Compensation<br>Committee based on various factors |
|           | Independent Directors stock option scheme | 26.03.2009       | 50,000            | 5 Years          | As decided by Board / Compensation<br>Committee based on various factors |
| ESOS 2008 | Senior Management<br>stock option scheme  | 17.06.2009       | 297,500           | 5 Years          | As decided by Board / Compensation<br>Committee based on various factors |
|           | Senior Management stock option scheme     | 08.03.2014       | 225,000           | 5 Years          | As decided by Board / Compensation<br>Committee based on various factors |

ii) The estimated fair value of each stock option granted in all the ESOS was calculated by Black & Scholes option pricing model. The following assumptions were used for calculation of fair value of grants:

| Particulars                      | 201       | 3-14      | 2012-13   |           |
|----------------------------------|-----------|-----------|-----------|-----------|
| raruculars                       | ESOS 2004 | ESOS 2008 | ESOS 2004 | ESOS 2008 |
| Risk free interest rate (%)      | 6.60      | 6.30      | 6.60      | 6.30      |
| Expected life of options (years) | 5.00      | 5.00      | 5.00      | 5.00      |
| Expected Volatility (%)          | 36.90     | 41.00     | 36.90     | 41.00     |
| Dividend Yield (%)               | 1.40      | 3.70      | 1.40      | 3.70      |

### iii) Further details of two stock option schemes are as follows

| Particulars  | ESOS 2004 |           |  |
|--|-----------|-----------|--|
| raruculars   | 2013-2014 | 2012-2013 |  |
| Option outstanding at the beginning of the year Face Value ₹ 2 per share |           |           |  |
| each (Nos.)  | -         | 2,250     |  |
| Exercised during the year (Nos.)   | -         | (2,250)   |  |
| Weighted Average Exercise Price (₹)                                      | 212       | 212       |  |
| Weighted Average Fair Value of Option (₹)                                | 149       | 149       |  |

| Particulars   | ESOS      | 2008      |
|---|-----------|-----------|
| rarticulars   | 2013-2014 | 2012-2013 |
| Option outstanding at the beginning of the year Face Value ₹ 2/- per share              |           |           |
| each (Previous year face Value of $\stackrel{?}{	extsf{Z}}$ 2/- per share each ) (Nos.) | 402,562   | 587,061   |
| Grant of Option under ESOS 2008 on 08.03.2014   | 225,000   | -         |
| Exercised during the year (Nos.)  | (170,888) | (132,687) |
| Lapsed during the year (Nos.)   | (21,000)  | (51,812)  |
| Option outstanding at the end of the year (Face Value of ₹ 2/- per share                |           |           |
| each) (Nos.)  | 435,674   | 402,562   |
| Weighted Average Exercise Price (₹)   | 46        | 46        |
| Weighted Average Fair Value of Option (₹)   | 151       | 97        |

- 42 The amount of Dividends proposed to be distributed to Equity shareholders for the F.Y. 2013-2014 includes dividend on shares allotted to employees as per ESOP Scheme of the Company, after the Balance sheet but before record date, on which dividend is declared in Board Meeting. The total 30,250 nos. of shares are allotted after balance sheet date on which dividend of ₹ 4/- per share is recomended and will be paid after approval of same in ensuing Annual General Meeting. Accordingly provision has been made for dividend distribution tax (DDT) on such dividend in F.Y. 2013-2014 Audited accounts. (Previous Year: Total no. of Shares for ESOP was 13,750 and dividend provision made was ₹ 4.50/- per share)
- 43 Establishment and Administrative expenses include payment to:

### i. Statutory Auditors (Excluding Service Tax)

(₹ in lacs)

|                           | 2013-14 | 2012-13 |
|---------------------------|---------|---------|
| Audit Fees                | 14.00   | 14.00   |
| Tax Audit                 | 4.00    | 4.00    |
| Certification Charges     | 4.37    | 5.93    |
| Reimbursement of Expenses | 1.91    | 2.26    |
| Total                     | 24.28   | 26.19   |

### ii. Cost Auditors (Excluding Service Tax)

|                           | 2013-14 | 2012-13 |
|---------------------------|---------|---------|
| Audit Fees                | 5.00    | 4.50    |
| Certification charges     | 0.23    | 0.50    |
| Reimbursement of Expenses | 0.25    | 0.06    |
| Total                     | 5.48    | 5.06    |



44 Information pursuant to the provisions of Revised Schedule VI to the Companies Act, 1956 as certified by management.

i. Opening and Closing Stock of Finished Goods Produced by the Company

(₹ in lacs)

| Class of Goods         | Closing Stock | Opening Stock |
|------------------------|---------------|---------------|
| Class of Goods         | Value         | Value         |
| Formulations           | 2,390.59      | 2,063.01      |
| Bulk Drugs & Chemicals | 1,402.32      | 633.09        |
| Total                  | 3,792.91      | 2,696.10      |

ii. Opening and closing Stock of Traded Goods purchased by Company

(₹ in lacs)

| Class of Goods | Closing Stock |          |  |
|----------------|---------------|----------|--|
| Class of Goods | Value         | Value    |  |
| Formulations   | 2,128.44      | 1,650.08 |  |
| Total          | 2,128.44      | 1,650.08 |  |

iii. Opening and closing Stock of work -in-progress produced by Company.

(₹ in lacs)

| Class of Goods         | Closing Stock | Opening Stock |
|------------------------|---------------|---------------|
| Class of Goods         | Value         | Value         |
| Formulations           | 1,274.63      | 986.18        |
| Bulk Drugs & Chemicals | 2,584.75      | 1,690.26      |
| Total                  | 3,859.38      | 2,676.44      |

iv. Sale of Goods Produced by the Company (Excluding Captive Consumption)

(₹ in lacs)

| Class of Goods         | 2013-14<br>Value | 2012-13   |
|------------------------|------------------|-----------|
| Class of Goods         |                  | Value     |
| Formulations           | 66,204.31        | 66,477.18 |
| Bulk Drugs & Chemicals | 11,870.35        | 11,131.73 |
| Total                  | 78,074.66        | 77,608.91 |

Note: The sales quantities include adjustments on account of free issues, shortages & obsolescences.

v. Sale of Traded Goods Purchased by the Company.

(₹ in lacs)

| Class of Goods | 2013 -14 2012-13 |           |
|----------------|------------------|-----------|
| Class of Goods | Value            | Value     |
| Formulations   | 24,817.42        | 22,851.06 |
| Total          | 24,817.42        | 22,851.06 |

Note: The sales quantities include adjustments on account of free issues, shortages & obsolescences.

vi. Purchases of Finished Goods

(₹ in lacs)

| Class of Goods | 2013-14 2012-13 |           |
|----------------|-----------------|-----------|
| LIASS OF GOODS | Value           | Value     |
| Formulations   | 12,758.93       | 10,784.43 |
| Total          | 12,758.93       | 10,784.43 |

vii. Value of Imports (CIF Basis)

| Particulars          | 2013-14  | 2012-13  |
|----------------------|----------|----------|
| Raw Materials        | 4,749.46 | 3,878.07 |
| Packing Materials    | 141.30   | 232.39   |
| Stores & Spare Parts | 98.83    | 21.99    |
| Capital Goods        | 1,345.62 | 831.63   |
| Others               | -        | 4.62     |
| Total                | 6,335.21 | 4,968.70 |



### viii. Expenditure in Foreign Currencies (On Accrual basis)

(₹ in lacs)

| Particulars   | 2013-14  | 2012-13  |
|---|----------|----------|
| (a) Professional and Consultation fees  | 474.42   | 436.53   |
| Others  | 2,375.15 | 1,018.38 |
| (b) Dividend paid in foreign currency (Cash basis)  No. of Shareholders   Shares held   1   8750    (of the above ₹ 39,375/- pertains to Final Dividend of F.Y. 2012-13 and ₹ 35,000/- for Interim Dividend F.Y. 2013-14) | 0.74     | -        |
| Total   | 2,850.31 | 1,454.91 |

### ix. Earnings in Foreign Exchange (Gross on accrual basis)

(₹ in lacs)

| Particulars                                    | 2013-14   | 2012-13   |
|--|-----------|-----------|
| Sales & Operating Income                       |           |           |
| Export of Goods calculated on FOB basis.       | 32,643.87 | 32,157.11 |
| Insurance, Freight and other charges recovered | 1,553.60  | 1,351.25  |
| Total  | 34,197.47 | 33,508.36 |

### x. Consumption of Raw Materials, Packing Materials, Stores and Spares.

(₹ in lacs)

| Particulars                             | 201 | 2013-14   |     | 2012-13   |  |
|---|-----|-----------|-----|-----------|--|
| Particulars                             | %   | Value     | %   | Value     |  |
| A. Raw Materials                        |     |           |     |           |  |
| Indigenous (including canalised)        | 78  | 17,789.25 | 79  | 17,270.60 |  |
| Imported (including duty and charges)   | 22  | 4,991.41  | 21  | 4,518.69  |  |
| Total                                   | 100 | 22,780.66 | 100 | 21,789.29 |  |
| B. Packing Materials, Stores and Spares |     |           |     |           |  |
| Indigenous (including canalised)        | 94  | 4,656.13  | 92  | 4,593.82  |  |
| Imported (including duty and charges)   | 6   | 305.14    | 8   | 411.53    |  |
| Total                                   | 100 | 4,961.27  | 100 | 5,005.35  |  |

### xi. Break up of Raw Materials Consumed

(₹ in lacs)

| Particulars                         | 2013-14   | 2012-13   |  |
|-------------------------------------|-----------|-----------|--|
| Farticulars                         | Value     | Value     |  |
| Ampicillin                          | 1,861.89  | 1,781.02  |  |
| Levetiracetam                       | 1,474.54  | 2,459.01  |  |
| Miscellaneous (none of which        | 19,444.23 | 17,549.26 |  |
| individually accounts for more than |           |           |  |
| 10% of total consumption)           |           |           |  |
| Total                               | 22,780.66 | 21,789.29 |  |

Signature to the Notes 1 to 44 of the Financial Statements.

Finance

As per our report of even date attached

For B. D. Jokhakar & Co.

For and on behalf of the Board of Directors

Chartered Accountants

Raman Jokhakar

Membership No.103241

Rakesh Parikh Vice President

K. SubharamanVice President - Legal& Company Secretary

**Dr. Prakash A. Mody** Chairman & **Prafull Anubhai** Director

Managing Director

Mumbai May 10, 2014

Partner



# Independent Auditor's Report On the Consolidated Financial Statements

The Board of Directors Unichem Laboratories Limited Mumbai

We have audited the accompanying financial statements of Unichem Laboratories Limited and its subsidiaries ("the Group"), which comprise the Consolidated Balance Sheet as at 31st March, 2014, and the Consolidated Statement of Profit and Loss and Consolidated Cash Flow Statement for the year then ended, and a summary of significant accounting policies and other explanatory information.

### Management's responsibility for the Financial Statement

Management is responsible for the preparation of these financial statements that give a true and fair view of the financial position, financial performance and cash flows of the Company in accordance with the Accounting Standards referred to in sub-section (3C) of section 211 of the Companies Act, 1956 ("the Act") read with the General Circular 15/2013 dated 13 September 2013 of the Ministry of Corporate Affairs in respect of Section 133 of the Companies Act, 2013. This responsibility includes the design, implementation and maintenance of internal control relevant to the preparation and presentation of the financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error.

### Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with the Standards on Auditing issued by the Institute of Chartered Accountants of India. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Company's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the entity's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of the accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

#### **Opinion**

In our opinion and to the best of our information and according to the explanations given to us and on the consideration of the separate audit reports on individual audited financial statements of the Company and its subsidiaries, the financial statements give the information required by the Act in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India:



- i) in the case of the Consolidated Balance Sheet, of the state of affairs of the Company as at 31st March, 2014:
- ii) in the case of the Consolidated Statement of Profit and Loss, of the profit for the year ended on that date; and
- iii) in the case of the Consolidated Cash Flow Statement, of the cash flows for the year ended on that date.

#### Other Matter

We did not audit the financial statements of:

- i) Four subsidiary companies whose financial statements reflect total assets (net) of ₹ 1,595.04 lacs as at March 31, 2014, total revenues (including other income) of ₹ 17,424.45 lacs and net cash inflow amounting to ₹ 334.54 lacs for the year ended, and
- ii) A subsidiary company whose financial statements reflect total assets (net) of ₹ 1.23 lacs as at February 28, 2014, total revenues (including other income) of ₹ Nil and cash inflow of ₹ 0.03 lacs for the year ended.

These financial statements and other information of the subsidiaries were audited by other auditors whose reports have been furnished to us, and our opinion, so far as it relates to the amounts included in respect of these subsidiaries are based solely on the reports of the other auditors. Our opinion is not qualified in respect of this matter.

We report that the consolidated financial statements have been prepared by the management in accordance with the requirements of Accounting Standard 21 - 'Consolidated Financial Statements' as notified by the Companies (Accounting Standard) Rules, 2006 read with the General Circular 15/2013 dated 13 September 2013 of the Ministry of Corporate Affairs in respect of Section 133 of the Companies Act, 2013.

For B. D. Jokhakar & Co. Chartered Accountants Firm Registration No.: 104345W

Mumbai May 10, 2014 Raman Jokhakar Partner Membership No. 103241



# Consolidated Financial Statements



### **Consolidated Balance Sheet**

(₹ in lacs)

|                                   |  | Notes  | As at 31 <sup>st</sup> March, 2014 | As at 31 <sup>st</sup> March, 2013 |
|-----------------------------------|--|--------|------------------------------------|------------------------------------|
| I. EOI                            | JITY AND LIABILITIES   |        |                                    |                                    |
|                                   | Shareholders' Funds  |        |                                    |                                    |
| , ,                               | (a) Share Capital  | 2      | 1,812.55                           | 1,809.13                           |
|                                   | (b) Reserves and Surplus   | 3      | 79,848.37                          | 70,898.06                          |
| (0)                               | AT (1-1-10)  |        |                                    |                                    |
| , ,                               | Non- current liabilities   | 4      | 0.464.51                           | 2.000.10                           |
|                                   | (a) Long-term borrowings   | 4<br>5 | 2,464.51                           | 2,089.10                           |
|                                   | <ul><li>(b) Deferred tax liabilities (Net)</li><li>(c) Other Long term liabilities</li></ul> | -      | 4,177.43                           | 3,897.43                           |
|                                   | ` ,  | 6<br>7 | 2,366.95<br>763.55                 | 2,525.76<br>918.68                 |
|                                   | (d) Long term provisions   | /      | 763.33                             | 910.00                             |
| (3)                               | Current liabilities  | 8      | 103.86                             | 617.33                             |
|                                   | (a) Short term borrowings  | 9      | 15,051.77                          | 15,662.83                          |
|                                   | (b) Trade payables   | 10     | 3,298.67                           | 3,665.01                           |
|                                   | (c) Other current liabilities  | 11     | 4,577.72                           | 5,166.96                           |
|                                   | (d) Short term provisions  |        | 114,465.38                         | 107,250.29                         |
| TOT                               | CAL  |        |                                    |                                    |
| II. ASS                           | ETS  |        |                                    |                                    |
|                                   | Non- Current Assets  |        |                                    |                                    |
|                                   | (a) Fixed assets   | 12     |                                    |                                    |
|                                   | (i) Tangible assets  |        | 41,615.48                          | 43,469.94                          |
|                                   | (ii) Intangible assets   |        | 313.52                             | 1,305.94                           |
|                                   | (iii) Capital work-in-progress   |        | 9,054.00                           | 13,220.10                          |
|                                   | (b) Non-current investments  | 13     | 572.31                             | 572.31                             |
|                                   | (c) Long term loans and advances   | 14     | 4,841.76                           | 837.81                             |
| (2)                               | Commont accepts  |        |                                    |                                    |
| (2)                               | Current assets (a) Current investments   | 15     | 566.98                             | 3,306.04                           |
|                                   | (b) Inventories  | 16     | 20,349.40                          | 14,304.57                          |
|                                   | (c) Trade receivables  | 17     | 19,651.25                          | 20,695.29                          |
|                                   | (d) Cash and Bank Balances   | 18     | 5,215.03                           | 2,463.86                           |
|                                   | (e) Short term loans and advances  | 19     | 11,120.59                          | 6,666.42                           |
|                                   | (f) Other current assets   | 20     | 1,165.06                           | 408.01                             |
|                                   | (1) Other current assets   | 20     | 1,100.00                           | 100.01                             |
| TOT                               |  |        | 114,465.38                         | 107,250.29                         |
| Significant Accounting Policies 1 |  |        |                                    |                                    |

### Notes to Accounts form an Integral part of financial statements

As per our report of even date attached For B. D. Jokhakar & Co. Chartered Accountants

For and on behalf of the Board of Directors

Raman JokhakarRakesh Parikh<br/>PartnerK. SubharamanDr. Prakash A. Mody<br/>Chairman &<br/>Managing DirectorPrafull Anubhai<br/>DirectorMembership No.103241Finance& Company SecretaryManaging Director

Mumbai May 10, 2014



# **Consolidated Statement of Profit and Loss**

(₹ in lacs)

|      |  |       | For the year ended           | For the year ended           |
|------|--|-------|------------------------------|------------------------------|
|      |  | Notes | 31 <sup>st</sup> March, 2014 | 31 <sup>st</sup> March, 2013 |
| Inco | ome  |       |                              |                              |
| I.   | Revenue from operations (Gross)                    | 21    | 114,111.21                   | 108,854.30                   |
|      | Less: Excise duty                                  |       | 766.42                       | 774.02                       |
|      | Revenue from operations (Net)                      |       | 113,344.79                   | 108,080.28                   |
| II.  | Other Income                                       | 22    | 4,225.76                     | 1,341.87                     |
| III. | Total Revenue (I + II)                             |       | 117,570.55                   | 109,422.15                   |
| IV.  | Expenses:  |       |                              |                              |
|      | Cost of materials consumed                         | 23    | 30,313.01                    | 28,511.41                    |
|      | Purchase of Stock-in-Trade                         |       | 11,661.31                    | 9,452.67                     |
|      | Changes in inventories of finished goods,          |       |                              |                              |
|      | Work-in-progress and Stock-in-Trade                |       | (3,225.95)                   | 1,530.85                     |
|      | Employee benefits expense                          | 24    | 18,736.66                    | 16,487.95                    |
|      | Finance costs                                      | 25    | 319.01                       | 328.98                       |
|      | Depreciation and amortization expense              |       | 4,571.60                     | 3,833.98                     |
|      | Other expenses                                     | 26    | 32,863.24                    | 31,019.71                    |
|      | Research & Development Expense                     | 27    | 5,215.10                     | 3,649.32                     |
|      | Total Expenses (IV)                                |       | 100,453.98                   | 94,814.87                    |
| V.   | Profit before tax and Exceptional Items (III - IV) |       | 17,116.57                    | 14,607.28                    |
| VI.  | Tax expenses                                       |       |                              |                              |
|      | (1) Current tax                                    |       | 3,785.26                     | 3,245.07                     |
|      | (2) Deferred tax                                   | 5     | 522.00                       | 50.00                        |
|      | (3) Short / (Excess) provision for taxation        |       |                              |                              |
|      | pertaining to previous years                       |       | (6.89)                       | (10.37)                      |
|      | Total tax expenses (VI)                            |       | 4,300.37                     | 3,284.70                     |
| VII. | Profit for the period after tax and before         |       |                              |                              |
|      | Exceptional Items (V- VI)                          |       | 12,816.20                    | 11,322.58                    |
|      | Exceptional Items [(net of taxes ) refer note 29]  |       | 4,114.55                     | -                            |
|      | Profit after Exceptional Items (VII+VIII)          |       | 16,930.75                    | 11,322.58                    |
| X.   | Earnings per equity share (Face value ₹ 2 each).   |       |                              |                              |
| (a)  | Before Exceptional Items                           |       |                              |                              |
|      | (1) Basic (in ₹)                                   |       | 14.15                        | 12.52                        |
|      | (2) Diluted (in ₹)                                 |       | 14.10                        | 12.48                        |
| (b)  | After Exceptional Items                            |       |                              |                              |
|      | (1) Basic (in ₹)                                   |       | 18.69                        | 12.52                        |
|      | (2) Diluted (in ₹)                                 |       | 18.63                        | 12.48                        |
| Sign | nificant Accounting Policies                       | 1     |                              |                              |
|      |  |       |                              |                              |

# Notes to Accounts form an Integral part of financial statements

As per our report of even date attached For B. D. Jokhakar & Co. Chartered Accountants

For and on behalf of the Board of Directors

Raman Jokhakar Partner Membership No.103241 **Rakesh Parikh** Vice President Finance K. SubharamanVice President - Legal& Company Secretary

**Dr. Prakash A. Mody** Chairman & Managing Director **Prafull Anubhai** Director

Mumbai May 10, 2014



# **Consolidated Cash Flow Statement**

(₹ in lacs)

| Particulars   |            | ear ended<br>ch, 2014 |            | ear ended<br>ch, 2013 |
|---|------------|-----------------------|------------|-----------------------|
| A. Cash Flow from Operating Activities  |            |                       |            |                       |
| Net Profit before tax   |            | 17,116.57             |            | 14,607.28             |
| Adjustment for :  |            | 17,110.57             |            | 14,007.20             |
| Provision for Wealth Tax  | 5.00       |                       | 15.00      |                       |
| Depreciation  | 4,571.60   |                       | 3,833.98   |                       |
| Loss/(Profit) on sale of assets (Net)   | (1,687.10) |                       | 4.67       |                       |
| Unrealised Exchange difference (Net)  | (196.28)   |                       | (177.04)   |                       |
| Finance cost  | 319.01     |                       | 328.98     |                       |
| Provision for doubtful debts, loans,  |            |                       |            |                       |
| advances & deposits for the year  | 43.48      |                       | 133.84     |                       |
| Employees compensation expenses (ESOS)  | 32.87      |                       | 28.22      |                       |
| Stock Option expenses (other than employees)  | 6.79       |                       | 6.79       |                       |
| Loss/(Profit) on Sale of Investments  | (260.14)   |                       | (259.87)   |                       |
| Bad debts Written Off   | 21.93      |                       | 954.87     |                       |
| Interest income   | (572.90)   |                       | (40.25)    |                       |
| Excess provision for expenses written back Dividend income                                    | (313.63)   |                       | (114.48)   |                       |
| Dividend income   | (96.55)    | 1 074 00              | (0.09)     | 4 714 62              |
| Operating profit before working capital changes   |            | 1,874.08<br>18,990.65 |            | 4,714.62<br>19,321.90 |
| Oborganie broug porogo morgane cabiga cuankes   |            | 10,550.05             |            | 10,021.00             |
| Adjusted for:   |            |                       |            |                       |
| Trade & other receivables   | (38.51)    |                       | (2,297.65) |                       |
| Inventories   | (6,044.83) |                       | 1,491.84   |                       |
| Trade & Other payables  | (549.00)   | (6,632.34)            | 2,111.11   | 1,305.30              |
| Cash generated from operations  | ,          | 12,358.31             |            | 20,627.20             |
| Direct taxes paid (Net of refund )  |            | (3,684.91)            |            | (3,504.17)            |
| Net cash flow from Operating Activities   |            | 8,673.40              |            | 17,123.03             |
|   |            |                       |            |                       |
| B. Cash flow from Investing Activities  |            |                       |            |                       |
| Purchase of fixed assets including Capital WIP  |            | (10,402.15)           |            | (9,800.43)            |
| Sale of fixed assets  |            | 14,530.63             |            | 81.04                 |
| Exceptional Gain  |            | 3,872.55              |            | (0.405.05)            |
| Sale / ( purchase ) of Investment in others (Net)<br>Profit / ( Loss ) on Sale of Investments |            | 2,739.06              |            | (2,425.35)            |
| Inter - Corporate deposits placed ( Net)  |            | 260.14                |            | 259.87                |
| Interest received   |            | (8,100.00)<br>572.90  |            | 40.25                 |
| Dividend on Investments   |            | 96.55                 |            | 0.09                  |
| Net cash used in Investing Activities   |            | 3,569.68              |            | (11,844.53)           |
| 110t daoir aboa in invosting fictivities  |            | 0,000100              |            | (11,011.00)           |
| C. Cash flow from Financing Activities  |            |                       |            |                       |
| Receipt of working Capital borrowings   |            | (513.47)              |            | (386.46)              |
| Proceeds from issue of share capital including share premium                                  |            | 78.61                 |            | 58.57                 |
| Receipt of short term borrowing   |            | -                     |            | (1,538.15)            |
| Receipt of long term borrowings   |            | 375.41                |            | 42.24                 |
| Receipt / (repayment) of other long term liabilities  |            | (158.81)              |            | 176.94                |
| Finance cost  |            | (319.01)              |            | (328.98)              |
| Dividend paid   |            | (7,646.47)            |            | (2,721.65)            |
| Dividend Distribution tax paid  |            | (1,307.96)            |            | (440.19)              |
| Net cash used in financing activities   |            | (9,491.70)            |            | (5,137.68)            |
| Net (decrease)/ increase in cash and cash equivalents (A+B+C)                                 |            | 2,751.38              |            | 140.82                |
| Opening balance of cash and cash equivalents  |            | 2,751.56              |            | 2,323.04              |
| Closing balance of cash and cash equivalents  |            | 5,215.24              |            | 2,463.86              |
| Closing balance of cash and cash equivalents  |            | 0,210.21              |            | 2,100.00              |
| Closing balance of Cash & cash Equivalents as per Note no. 18                                 |            | 5,215.03              |            | 2,463.86              |
| Unrealised Translation (Gain ) / Loss on Foreign Currency Cash                                |            | 0.21                  |            | -                     |
| Closing balance of Cash & cash Equivalents as per cash flow                                   |            | 5,215.24              |            | 2,463.86              |
| (Of the above ₹ 45.45 lacs are restricted towards   |            |                       |            |                       |
| LCs required for Bonds to two states by one of our subsidiary)                                |            |                       |            |                       |
|   |            |                       |            |                       |

As per our report of even date attached For B. D. Jokhakar & Co. Chartered Accountants

Raman Jokhakar Partner Membership No.103241 Mumbai **Rakesh Parikh** Vice President Finance K. Subharaman Vice President - Legal & Company Secretary

**Dr. Prakash A. Mody** Chairman & Managing Director

For and on behalf of the Board of Directors

Prafull Anubhai Director

May 10, 2014



# **Notes forming part of Consolidated Financial Statements**

### 1. Significant Accounting Policies

### i. Basis of Accounting

The financial statements are prepared under historical cost convention, on accrual basis, in accordance with the provisions of Companies Act, 1956, Companies Act, 2013 (to the extent applicable) and the accounting principles generally accepted in India and comply with the Accounting Standards prescribed in the Companies (Accounting Standards) Rules, 2006.

### ii. Use of Estimates:

The preparation of financial statements in conformity with Generally Accepted Accounting Principles in India requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent liabilities on the date of financial statements and the reported amounts of revenues and expenses during the reporting year. Actual results could differ from these estimates. Any revision to accounting estimates is recognised prospectively in current and future periods.

### iii. Principles of Consolidation:

The consolidated financial statements relate to Unichem Laboratories Limited ("The Company") and it's subsidiaries Niche Generics Limited (100%) incorporated in United Kingdom, Unichem S. A. Proprietary (100%) incorporated in South Africa, Unichem Farmaceutica Do Brasil Ltda (100%) incorporated in Brazil, Unichem Pharmaceuticals (USA) Inc. (100%) incorporated in USA and Unichem Laboratories Limited, Ireland (100%) incorporated in Ireland.

- a) The financial statements of the Company and it's subsidiary have been combined on a line-by-line basis by adding together the book values of like items of Assets, Liabilities, Income & Expenses after fully eliminating intra-group investments.
- b) The consolidated financial statements have been prepared using uniform accounting policies for like transactions and other events in similar circumstances and are presented to the extent possible, in the same manner as the Company's separate financial statements.
- c) Where the cost of the investment is higher than the share of equity in the subsidiary at the time of acquisition, the resulting difference is treated as goodwill. Where the cost of the equity is lower than the share of equity in the subsidiary, the difference is treated as capital reserve.
- d) Financial statements of foreign subsidiaries considered as non integral in terms of AS 11 are transacted as under:
  - i) Assets and Liabilities at the rate prevailing at the end of the year.
  - ii) Revenues & expenses at yearly average exchange rates.
  - $iii)\,Any\,Exchange\,Differences\,are\,transferred\,to\,Foreign\,Currency\,Translation\,Reserve.$
- e) Financial statements of foreign subsidiaries which are considered as integral operation are translated as if the transactions of foreign subsidiaries have been those of company itself.
- f) Unichem S. A. Proprietary (100%) Subsidiary Company incorporated in South Africa has different date of 28/02/2014 as a date of reporting than that of the parent Company.



|   | As at 31 <sup>st</sup> March, 2014 | As at 31 <sup>st</sup> March, 2013 |
|---|------------------------------------|------------------------------------|
| 2 SHARE CAPITAL   |                                    |                                    |
| AUTHORISED  |                                    |                                    |
| 175,000,000 Equity Shares of ₹ 2/- each ( Previous year     | 3,500.00                           | 3,500.00                           |
| 175,000,000 Equity shares of ₹ 2/- each)                    |                                    |                                    |
| 50,000,000 Unclassified Shares of ₹ 2/- each (Previous year | 1,000.00                           | 1,000.00                           |
| 50,000,000 Unclassified Shares of ₹ 2/- each)               |                                    |                                    |
| 5,000,000 Preference Shares of ₹ 10/- each (Previous year   | 500.00                             | 500.00                             |
| 5,000,000 Preference Shares of ₹ 10/- each)                 |                                    |                                    |
| Total   | 5,000.00                           | 5,000.00                           |

|   | As at 31 <sup>st</sup> March, 2014 | As at 31 <sup>st</sup> March, 2013 |
|---|------------------------------------|------------------------------------|
| ISSUED, SUBSCRIBED AND PAID UP  |                                    |                                    |
| 90,627,326 Equity Shares of ₹ 2/- each fully paid up (Previous year 90,456,438 Equity Shares of ₹ 2/- each fully paid up) | 1,812.55                           | 1,809.13                           |
| Total   | 1,812.55                           | 1,809.13                           |

|  | 2013-14            |           | 2012-13               |                  |
|--|--------------------|-----------|-----------------------|------------------|
|  | No. of<br>Shares   | ₹ In Lacs | No. of<br>Shares      | ₹ In Lacs        |
| Reconciliation of Number of Shares (Equity) Number of Shares outstanding as at the beginning of the year Add: Numbers of Shares Issued during the Year Number of Shares outstanding as at the end of | 90,456,438 170,888 | *         | 90,321,501<br>134,937 | 1,806.43<br>2.70 |
| the year   | 90,627,326         | 1,812.55  | 90,456,438            | 1,809.13         |

# Rights, preferences and restrictions attached to Equity Shares.

The Company has one class of equity shares having a par value of  $\mathfrak{T}$  2/- per share. Each shareholder is eligible for one vote per share held. The dividend proposed by the Board of Directors is subject to the approval of the shareholders in the ensuing Annual General Meeting, except in case of interim dividend. In the event of liquidation, the equity shareholders are eligible to receive the remaining assets of the Company after distribution of all preferential amounts, in proportion to their shareholding.

# Shareholders holding more than 5 per cent of total Equity Shares of Company

| Name of the Charakaldana | As at 31 <sup>st</sup> N | As at 31 <sup>st</sup> March, 2014 |               | As at 31 <sup>st</sup> March, 2013 |  |
|--------------------------|--------------------------|------------------------------------|---------------|------------------------------------|--|
| Name of the Shareholders | No. of Shares            | % held                             | No. of Shares | % held                             |  |
| Dr. Prakash Amrut Mody   | 41,205,142               | 45.47                              | 39,845,639    | 44.05                              |  |

As per the records of the Company, including its register of shareholders / members & other declarations received from shareholders regarding beneficial interest, the above shareholding represents both legal and beneficial ownership of shares.



|   | As at                        | As at                        |
|---|------------------------------|------------------------------|
|   | 31 <sup>st</sup> March, 2014 | 31 <sup>st</sup> March, 2013 |
| 3 RESERVES AND SURPLUS  |                              |                              |
| CAPITAL RESERVE   |                              |                              |
| Balance as per last balance sheet                             | 62.50                        | 62.50                        |
| Butaneo do por last butaneo sinost                            | 62.50                        | 62.50                        |
| CAPITAL REDEMPTION RESERVE                                    | 02.00                        | 02.00                        |
| Balance as per last balance sheet                             | 834.00                       | 834.00                       |
| Butaneo do por last butaneo sinost                            | 834.00                       | 834.00                       |
| SECURITIES PREMIUM ACCOUNT                                    | 001.00                       | 001100                       |
| Balance as per last balance sheet                             | 7,715.88                     | 7,653.39                     |
| Add: Addition during the year                                 | 140.03                       | 62.49                        |
| ridd. riddidon ddring tho your                                | 7,855.91                     | 7,715.88                     |
| STOCK OPTIONS OUTSTANDING ACCOUNT                             | 7,033.31                     | 7,713.00                     |
| Employees' stock options outstanding as per last Balance Shee | t 151.95                     | 176.26                       |
| Add: Addition during the year                                 | 336.34                       | 170.20                       |
| Less: Deduction during the year                               | (73.41)                      | (24.31)                      |
| Less. Deduction during the year                               | 414.88                       | 151.95                       |
| Less: Deferred Employees' stock compensation                  | (340.16)                     | (52.05)                      |
| Less. Deferred Employees stock compensation                   | 74.72                        | 99.90                        |
| GENERAL RESERVE   | 74.72                        | 99.90                        |
| Balance as per last Balance Sheet                             | 17,074.80                    | 15 574 90                    |
| Add: Transfer from Profit and Loss Account                    |                              | 15,574.80                    |
| Add: Transfer from Profit and Loss Account                    | 1,800.00                     | 1,500.00                     |
| FOREIGN CURRENCY TRANSLATION RESERVE                          | 18,874.80                    | 17,074.80                    |
|   | 202 21                       | 207 56                       |
| Balance as per last balance sheet                             | 283.31                       | 287.56                       |
| Add / Less: Addition / ( deduction ) during the year          | 388.36                       | (4.25)                       |
| SURPLUS IN STATEMENT OF PROFIT AND LOSS                       | 671.67                       | 283.31                       |
|   | 44.005.05                    | 20.700.44                    |
| Balance as per last Balance Sheet                             | 44,827.67                    | 39,768.14                    |
| Add: Profit for the year after tax                            | 16,930.75                    | 11,322.58                    |
| Profit available for appropriations Less: APPROPRIATIONS      | 61,758.42                    | 51,090.72                    |
|   | 0.000.00                     | 4.054.40                     |
| Proposed Dividend   | 3,626.30                     | 4,071.16                     |
| Interim Dividend  | 3,624.99                     | -                            |
| Tax on Proposed Dividend                                      | 616.29                       | 691.89                       |
| Tax on Interim Dividend                                       | 616.07                       | -                            |
| Transfer to General Reserve                                   | 1,800.00                     | 1,500.00                     |
| Total   | 10,283.65                    | 6,263.05                     |
| Net surplus in the statement of Profit & Loss                 | 51,474.77                    | 44,827.67                    |
| Total   | 79,848.37                    | 70,898.06                    |



|                        | As at 31 <sup>st</sup> March, 2014 | As at 31 <sup>st</sup> March, 2013 |
|------------------------|------------------------------------|------------------------------------|
| 4 LONG TERM BORROWINGS |                                    |                                    |
| Term loans from Banks  | 2,464.51                           | 2,089.10                           |
| Total                  | 2,464.51                           | 2,089.10                           |

(₹ in lacs)

| 5 DEFERRED TAX LIABILITIES (NET) | 4,177.43 | 3,897.43 |
|----------------------------------|----------|----------|
|                                  | 4,177.43 | 3,897.43 |

# The deferred tax liability / (asset) comprises of:

(₹ in lacs)

| Particulars   | As at 31 <sup>st</sup> March, 2014 | Charge/(credit)<br>for the year | As at 31st March, 2013 |
|---|------------------------------------|---------------------------------|------------------------|
| Deferred Tax Liability on account of Depreciation Sub Total                     | 5,275.64<br><b>5,275.64</b>        | 677.72<br><b>677.72</b>         | 4,597.92<br>4,597.92   |
| Deferred Tax Assets Provision for Doubtful Debts, Advances and Leave Encashment | 856.21                             | 155.72                          | 700.49                 |
| Sub Total   | 856.21<br>4,419.43                 | 155.72<br>522.00                | 700.49<br>3,897.43     |
| Less: Deferred Tax Assets on Exceptional Items<br>(Refer note 29)               | (242.00)                           | (242.00)                        | -                      |
| Net Deferred Tax Liability Total  | 4,177.43                           | 280.00                          | 3,897.43               |

|   | As at                        | As at                        |
|---|------------------------------|------------------------------|
|   | 31 <sup>st</sup> March, 2014 | 31 <sup>st</sup> March, 2013 |
| 6 OTHER LONG TERM LIABILITIES                           |                              |                              |
| Advances from consignment agents & Others               | 2,366.95                     | 2,525.76                     |
| Total   | 2,366.95                     | 2,525.76                     |
|   | ,                            |                              |
| 7 LONG TERM PROVISIONS                                  |                              |                              |
| Provision for Employees Benefits                        | 763.55                       | 918.68                       |
| (Consists of provision for Gratuity & Leave Encashment) |                              |                              |
| Total   | 763.55                       | 918.68                       |
|   |                              |                              |
| 8 SHORT TERM BORROWINGS                                 |                              |                              |
| Secured:  |                              |                              |
| Loans repayable on Demand                               | 103.86                       | 617.33                       |
| (Cash credit from Banks )                               |                              |                              |
| Total   | 103.86                       | 617.33                       |



|   | As at                        | As at                        |
|---|------------------------------|------------------------------|
|   | 31 <sup>st</sup> March, 2014 | 31 <sup>st</sup> March, 2013 |
| 9 TRADE PAYABLES  |                              |                              |
| Trade Payables  | 15,051.77                    | 15,662.83                    |
| Total   | 15,051.77                    | 15,662.83                    |
|   |                              |                              |
| 10 OTHER CURRENT LIABILITIES                            |                              |                              |
| Unclaimed Dividend                                      | 229.59                       | 179.91                       |
| Other Payables  |                              |                              |
| Statutory Dues  | 512.68                       | 407.30                       |
| Payable for Capital Goods                               | 723.60                       | 571.49                       |
| Others  | 1,832.80                     | 2,506.31                     |
|   | 3,069.08                     | 3,485.10                     |
| Total   | 3,298.67                     | 3,665.01                     |
|   |                              |                              |
| 11 SHORT TERM PROVISIONS                                |                              |                              |
| Provision for Employees Benefits                        | 330.62                       | 403.91                       |
| (Consists of provision for Gratuity & Leave Encashment) |                              |                              |
| Provision for Income Tax (net of taxes paid)            | 4.51                         | _                            |
| Others  |                              |                              |
| Proposed Dividend                                       | 3,626.30                     | 4,071.16                     |
| Tax on Dividend   | 616.29                       | 691.89                       |
| Total   | 4,577.72                     | 5,166.96                     |



<u>12 FIXED ASSETS</u> (₹ in lacs)

|                                | Gross Block           |                | Depreciation /<br>Amortisation | Net Carry             | ving Value       |                  |                  |
|--------------------------------|-----------------------|----------------|--------------------------------|-----------------------|------------------|------------------|------------------|
| Assets                         | Cost As at 01/04/2013 | Addi-<br>tions | Deduc-<br>tions                | Cost As at 31/03/2014 | As at 31/03/2014 | As at 31/03/2014 | As at 31/03/2013 |
| A. Tangible Assets             |                       |                |                                |                       |                  |                  |                  |
| Land                           |                       |                |                                |                       |                  |                  |                  |
| Freehold                       | 248.47                | -              | -                              | 248.47                | -                | 248.47           | 248.47           |
| Leasehold                      | 3,227.93              | 17.31          | (944.01)                       | 2,301.23              | 234.90           | 2,066.33         | 2,871.83         |
| Buildings                      | 22,471.87             | 5,110.14       | (4,970.77)                     | 22,611.24             | 4,950.98         | 17,660.26        | 18,203.04        |
| Plant and Machinery            | 37,177.78             | 8,681.20       | (6,717.96)                     | 39,141.02             | 18,300.13        | 20,840.89        | 21,226.89        |
| Furniture & Fixtures           | 1,589.10              | 401.81         | (504.80)                       | 1,486.11              | 1,125.32         | 360.79           | 418.05           |
| Cars and Vehicles              | 643.16                | 23.63          | (71.68)                        | 595.11                | 363.50           | 231.61           | 300.07           |
| Office Equipments              | 497.08                | 135.39         | (120.64)                       | 511.83                | 304.70           | 207.13           | 201.59           |
| Total Tangible Assets          | 65,855.39             | 14,369.48      | (13,329.86)                    | 66,895.01             | 25,279.53        | 41,615.48        | 43,469.94        |
| B. Intangible Assets           |                       |                |                                |                       |                  |                  |                  |
| Goodwill                       | 154.50                | -              | -                              | 154.50                | -                | 154.50           | 154.50           |
| Brands / trademarks            | 1,576.82              | -              | -                              | 1,576.82              | 1,576.82         | -                | 1,151.44         |
| Licences                       | -                     | 198.77         | -                              | 198.77                | 39.75            | 159.02           | -                |
| <b>Total Intangible Assets</b> | 1,731.32              | 198.77         | -                              | 1,930.09              | 1,616.57         | 313.52           | 1,305.94         |
| <b>Total Fixed Assets</b>      |                       |                |                                |                       |                  |                  |                  |
| (Tangible & Intangible)        | 67,586.71             | 14,568.25      | (13,329.86)                    | 68,825.10             | 26,896.10        | 41,929.00        | 44,775.88        |
| Previous Year                  | 59,926.70             | 7,930.66       | (270.65)                       | 67,586.71             | 22,810.83        | 44,775.88        | -                |
| Capital Work in Progress       |                       |                |                                |                       |                  | 9,054.00         | 13,220.10        |

Building include Three Flats and a Garage amounting to  $\P$  147.19 lacs (Previous year  $\P$  147.19 lacs ) where the co-operative society is yet to be formed

Addition to Fixed assets and CWIP includes  $\ref{thm}$  1,233.28 Lacs (Previous year  $\ref{thm}$  6,565.77 Lacs) being expenditure on Research and Development as under:

| Assets Description       | F.Y. 2013-2014 | F.Y. 2012-2013 |
|--------------------------|----------------|----------------|
| Land                     | -              | 31.49          |
| Buildings                | 55.76          | 4,464.20       |
| Plant & Machinery        | 860.96         | 1,986.40       |
| Furniture & Fixtures     | 48.50          | 44.06          |
| Office Equipments        | 1.88           | 13.94          |
| Capital Work in Progress | 266.18         | 25.68          |
| Total                    | 1,233.28       | 6,565.77       |



# 13 NON - CURRENT INVESTMENTS

 $(\overline{\P} \text{ in lacs})$ 

|  | No of Sha                    | No of Shares/Units     |               |                              |                              |
|--|------------------------------|------------------------|---------------|------------------------------|------------------------------|
|  | As at<br>31st March,<br>2014 | As at 31st March, 2013 | Face<br>Value | As at<br>31st March,<br>2014 | As at<br>31st March,<br>2013 |
| OTHER INVESTMENTS (I) UNQUOTED (a) INVESTMENT IN EQUITY INSTRUMENTS Fully paid Equity Shares of Mediklin Healthcare Limited  | 202,500                      | 202,500                | ₹10           | 30.38                        | 30.38                        |
| (Earlier known as M/S Gravure Art and Healthcare Limited) Fully paid up Equity Shares of Shivalik Solid Waste Management Limited                                   | 20,000                       | 20,000                 | ₹ 10          | 2.00                         | 2.00                         |
| Fully Paid Equity Shares of Synchron Research Private Limited  | 208,333                      | 208,333                | ₹ 10          | 569.31                       | 569.31                       |
| Fully Paid Equity Shares of Unireach Healthcare Private<br>Limited   | 10,000                       | 10,000                 | ₹ 10          | 1.00                         | 1.00                         |
| Less: Provision for diminution in value of investments   |                              |                        |               | (30.38)                      | (30.38)                      |
| TOTAL UNQUOTED INVESTMENTS   |                              |                        |               | 572.31                       | 572.31                       |
| (II) QUOTED Fully paid Equity Bonus Shares   | 0.000                        | 0.000                  | ₹ 10          |                              |                              |
| Jindal Polyfilm Limited<br>Jindal Poly Investment and Finance Company Ltd  | 2,000<br>500                 | 2,000<br>500           | ₹ 10<br>₹ 10  | -                            | -                            |
| Aurobindo Pharma Ltd<br>Kothari Industrial Corporation Ltd   | 4<br>20                      | 4<br>20                | ₹1<br>₹5      | -                            | -                            |
| TOTAL QUOTED INVESTMENTS   |                              |                        |               | -                            | -                            |
| TOTAL NON-CURRENT INVESTMENTS  |                              |                        |               | 572.31                       | 572.31                       |
| Total of Unquoted & Quoted Non current Investment  |                              |                        |               | 572.31                       | 572.31                       |
| Aggregate of Unquoted Investments - At Book Value<br>Aggregate provision for diminution in value of Investments<br>Aggregate of Quoted Investments - At Book Value |                              |                        |               | 572.31<br>(30.38)            | 572.31<br>(30.38)            |
| -At Market Value   |                              |                        |               | 3.23                         | 2.93                         |

|  | As at 31 <sup>st</sup> March, 2014 | As at 31 <sup>st</sup> March, 2013 |
|--|------------------------------------|------------------------------------|
| 14 LONG TERM LOANS AND ADVANCES          |                                    |                                    |
| Unsecured, considered good.              |                                    |                                    |
| Capital advances                         | 217.86                             | 814.75                             |
| (Net of provision for Doubtful advances, |                                    |                                    |
| CY ₹ 13.40 Lacs, PY ₹ 13.40 Lacs )       |                                    |                                    |
| Inter Corporate Deposits                 | 4,600.00                           | -                                  |
| Loans to Employees                       | 23.90                              | 23.06                              |
| Total                                    | 4,841.76                           | 837.81                             |



# **15 CURRENT INVESTMENTS**

 $(\overline{\mathfrak{T}} \text{ in lacs})$ 

|  | No of Sha                    | res/Units                    |                              |                              |
|--|------------------------------|------------------------------|------------------------------|------------------------------|
|  | As at                        | As at                        | As at                        | As at                        |
|  | 31 <sup>st</sup> March, 2014 | 31 <sup>st</sup> March, 2013 | 31 <sup>st</sup> March, 2014 | 31 <sup>st</sup> March, 2013 |
| UNQUOTED   |                              |                              |                              |                              |
| INVESTMENT IN MUTUAL FUNDS                           |                              |                              |                              |                              |
| Axis liquid Fund                                     |                              | 23157.3020                   |                              | 300.00                       |
| Axis Banking Debt Fund -Growth                       |                              | 9461.6490                    |                              | 100.00                       |
| BOI Axa Liquid Fund -Reg Plan                        |                              | 14941.0230                   |                              | 200.00                       |
| Birla Sun Life Cash Plus                             |                              | 267855.9170                  |                              | 500.57                       |
| Birla Sun Life Floating Rate Fund                    |                              | 72068.5400                   |                              | 100.00                       |
| DWS short Maturity Fund Regular Plan Annual Bonus    | 231763.6800                  |                              | 33.33                        |                              |
| IDFC Cash Fund - Growth                              | 6421.2800                    |                              | 100.00                       |                              |
| IDBI Ultra Short Term Fund -Growth                   |                              | 8024.0630                    |                              | 100.00                       |
| Indiabulls Liquid Fund -Growth                       |                              | 17592.1830                   |                              | 200.00                       |
| JM Money manager Fund -Super Plus Plan- Bonus Option | 394628.2700                  |                              | 39.76                        |                              |
| JM High Liquidity Fund                               |                              | 632315.1690                  |                              | 200.00                       |
| Kotak Floater Short Term - Growth                    |                              | 10,440.5293                  |                              | 200.00                       |
| Prudential ICICI Ultra Short                         |                              | 849487.7590                  |                              | 100.00                       |
| Prudential ICICI Liquid Plan                         |                              | 119909.6400                  |                              | 202.27                       |
| Peerless Liquid Fund                                 |                              | 2375107.6070                 |                              | 300.00                       |
| Pramerica Liquid Fund                                |                              | 16024.9000                   |                              | 200.00                       |
| Reliance Liquid fund Treasury                        |                              |                              |                              |                              |
| plan -Inst Option -Growth option- Growth plan        |                              | 14347.3610                   |                              | 400.00                       |
| Reliance Arbitrage Advantage Fund- Dividend          |                              |                              |                              |                              |
| Plan- Dividend Payout                                | 1482469.7950                 |                              | 198.61                       |                              |
| Religare Ultra Short term Fund                       |                              | 12608.2050                   |                              | 203.20                       |
| Total Investments in Mutual Funds                    |                              |                              | 371.70                       | 2 206 04                     |
| iotai investments in wuttuai runds                   |                              |                              | 3/1./0                       | 3,306.04                     |
| INVESTMENT IN COMMERCIAL PAPERS                      |                              |                              |                              |                              |
| Family Credit Limited                                | 40.00                        |                              |                              |                              |
| Face Value of ₹ 5 Lacs each                          |                              |                              | 195.28                       |                              |
| Aggregate of Unquoted Investments - At Book Value    |                              |                              | 566.98                       | 3,306.04                     |

|   |                              | •                            |
|---|------------------------------|------------------------------|
|   | As at                        | As at                        |
|   | 31 <sup>st</sup> March, 2014 | 31 <sup>st</sup> March, 2013 |
| 16 INVENTORIES (As Certified by Management)                       |                              |                              |
| Raw Materials   | 7,944.67                     | 5,468.19                     |
| (Include ₹ 594.93 lacs in transit, (Previous year ₹ 548.32 lacs)) |                              |                              |
| Packing Materials   | 1,351.81                     | 1,039.23                     |
| Work -in-progress   | 3,859.38                     | 2,676.44                     |
| Finished Goods (excluding finished goods traded in)               | 3,792.91                     | 2,696.10                     |
| (Include ₹ 479.69 lacs in transit, (Previous year ₹ 73.88 lacs))  |                              |                              |
| Stock in trade (in respect of goods acquired for trading)         | 3,101.63                     | 2,155.45                     |
| Stores and Spares   | 299.00                       | 269.16                       |
|   |                              |                              |
| Total   | 20,349.40                    | 14,304.57                    |



|  | A1                                      | A1             |
|--|---|----------------|
|  | As at 31 <sup>st</sup> March, 2014      | As at          |
|  | 31 March, 2014                          | 31 March, 2013 |
| 17 TRADE RECEIVABLES   |   |                |
| (Unsecured unless otherwise stated)                                |   |                |
| (a) Outstanding for period exceeding six months from the date they |   |                |
| become due   |   |                |
| Considered good  | 1,104.48                                | 1,351.41       |
| Considered doubtful  | 523.91                                  | 521.05         |
|  | 1,628.39                                | 1,872.46       |
| Less: Provision for Doubtful receivables                           | 523.91                                  | 521.05         |
| Ecss. 1 Tovision for Doubted Tocolvabies                           | 1,104.48                                | 1,351.41       |
| (b) Other debts - Considered Good                                  | 18,546.77                               | 19,343.88      |
| (b) Other debts - Considered Good                                  | 10,540.77                               | 19,545.00      |
| Total  | 10 651 25                               | 20 605 20      |
| iotai  | 19,651.25                               | 20,695.29      |
| 40 CACH AND DANK DALANCEC  |   |                |
| 18 CASH AND BANK BALANCES  |   |                |
| (a) Cash & cash equivalents  |   |                |
| (i) Balances with banks  | 4 00= 00                                |                |
| In Current Accounts  | 1,327.69                                | 1,193.65       |
| In Fixed Deposits  | 3,600.51                                | 1,078.59       |
| (ii) Cash on hand  | 57.24                                   | 11.71          |
| (b) Other bank balances  |   |                |
| In Unpaid Dividend Account   | 229.59                                  | 179.91         |
| Total  | 5,215.03                                | 2,463.86       |
|  |   |                |
| 19 SHORT TERM LOANS AND ADVANCES                                   |   |                |
| Unsecured, Considered Good   |   |                |
| Advance payment of Income Tax (Net of Provision for Taxation)      | -                                       | 341.60         |
| Short term Deposits  | 424.75                                  | 381.05         |
| Prepaid Expenses   | 553.94                                  | 493.90         |
| Balances with Revenue Authorities (Including refund receivables)   | 4,621.82                                | 3,624.09       |
| Advance against material & expenses                                | 1,246.12                                | 1,345.50       |
| Inter Corporate Deposits (maturity within 12 months)               | 3,500.00                                | _              |
| Other Loans & Advances   | 773.96                                  | 480.28         |
|  | 11,120.59                               | 6,666.42       |
| Considered Doubtful  | ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, | -,,,,,,,,      |
| Short term Deposits  | 14.81                                   | 13.90          |
| Other Loans & Advances   | 161.52                                  | 135.34         |
| W.144.444000   | 176.33                                  | 149.24         |
| Less: Provision for Doubtful Loans and Advances                    | 176.33                                  | 149.24         |
| Lood . 110 vision for Doubtful Louis and Mavantes                  | 0.00                                    | 0.00           |
| Total  | 11,120.59                               | 6,666.42       |
| 10(4)  | 11,120.00                               | 0,000.72       |
| 20 OTHER CURRENT ASSETS  |   |                |
|  | 62.44                                   | 44.96          |
| Unamortised Premium on forward contracts                           |   |                |
| Interest Accrued on Advances                                       | 375.88                                  | 6.82           |
| Export incentive receivables                                       | 726.74                                  | 356.23         |
| Total  | 1,165.06                                | 408.01         |



|  | For the year anded           | For the year ended           |
|--|------------------------------|------------------------------|
|  | 31 <sup>st</sup> March, 2014 | 31 <sup>st</sup> March, 2013 |
|  | 31 Widitii, 2014             | 51 Widitii, 2015             |
|  |                              |                              |
| 21 SALES / INCOME FROM OPERATIONS (GROSS)                          |                              |                              |
| Sale of products (Gross)   | 112,585.79                   | 108,018.56                   |
| Other operating revenues   |                              |                              |
| Export benefits  | 1,159.39                     | 563.78                       |
| Sundries   | 366.03                       | 271.96                       |
|  |                              |                              |
| Total  | 114,111.21                   | 108,854.30                   |
|  |                              |                              |
| 22 OTHER INCOME  |                              |                              |
| Interest Income  | 572.90                       | 40.25                        |
| (TDS deducted of ₹ 48.58 lacs (Previous year ₹ 3.76 lacs))         |                              |                              |
| Dividend Income  | 96.55                        | 0.09                         |
| Net gain on sale of Short term investments                         | 260.14                       | 259.87                       |
| Profit on Sale of Assets   | 1,694.30                     | 3.47                         |
| Other non-operating Income   | 723.71                       | 533.87                       |
| Net gain on foreign currency translation and transactions.         | 878.16                       | 504.32                       |
| Total  | 4,225.76                     | 1,341.87                     |
|  |                              |                              |
| 23 MATERIALS CONSUMED  |                              |                              |
| Raw Materials  | 24,848.75                    | 23,321.94                    |
| Packing Materials  | 5,464.26                     | 5,189.47                     |
| Total  | 30,313.01                    | 28,511.41                    |
|  |                              |                              |
| 24 EMPLOYEE BENEFITS EXPENSES                                      |                              |                              |
| Salaries, wages, ex-gratia bonus and commission                    | 17,317.36                    | 15,159.21                    |
| Contribution to Provident and other funds                          | 979.56                       | 948.76                       |
| Expense on Employee Stock Option Scheme                            | 32.87                        | 28.22                        |
| Staff Welfare Expenses   | 406.87                       | 351.76                       |
| Total  | 18,736.66                    | 16,487.95                    |
|  |                              |                              |
| 25 FINANCE COST  |                              |                              |
| Interest expense   | 312.85                       | 296.69                       |
| Other borrowing costs  | 6.16                         | 7.00                         |
| Net loss on foreign currency transactions and translation (Foreign |                              |                              |
| currency borrowings)   | -                            | 25.29                        |
| Total  | 319.01                       | 328.98                       |



|   | For the ye |           | For the ye |           |
|---|------------|-----------|------------|-----------|
|   | 31st Mar   | rch, 2014 | 31st Mar   | ch, 2013  |
| 26 OTHER EXPENSES   |            |           |            |           |
| Stores and Spares consumed                                      |            | 855.92    |            | 849.03    |
| Manufacturing Charges   |            | 746.60    |            | 921.78    |
| Power and Fuel  |            | 3,597.14  |            | 3,135.91  |
| Rent  |            | 163.55    |            | 146.09    |
| Insurance   |            | 312.88    |            | 253.54    |
| Repairs:  |            |           |            |           |
| Plant and Machinery   |            | 550.22    |            | 483.93    |
| Buildings   |            | 172.75    |            | 142.13    |
| Others  |            | 699.90    |            | 679.05    |
| Rates and Taxes   |            | 1,185.97  |            | 1,041.54  |
| Advertising and sales promotion                                 |            | 8,890.06  |            | 9,705.32  |
| Travelling and Conveyance                                       |            | 4,248.97  |            | 3,809.50  |
| Freight outward   |            | 3,220.75  |            | 2,747.95  |
| Directors' Fees   |            | 7.40      |            | 9.41      |
| Commission on sales   |            | 1,292.39  |            | 1,139.34  |
| Loss on sale of assets  |            | 7.20      |            | 8.14      |
| Bad debts, loans, advances and deposits written off             | 21.93      |           | 954.87     |           |
| Less: adjusted out of provision for doubtful debts,             | 21.00      |           | 334.07     |           |
| loans, advances and deposits                                    | 11.94      |           | 354.40     |           |
| iodis, advances and deposits                                    | 11.04      | 9.99      | 334.40     | 600.47    |
| Provision for doubtful debts, loans, advances and               |            | 3.33      |            | 000.47    |
| deposits for the year   |            | 43.48     |            | 133.84    |
| Establishment and Administrative Expenses                       |            | 6,858.07  |            | 5,212.74  |
| Total   |            | 32,863.24 |            | 31,019.71 |
| Total   |            | 32,003.24 |            | 31,013.71 |
| 27 RESEARCH & DEVELOPMENT EXPENDITURE                           |            |           |            |           |
| (At units approved by Dept of Scientific & Industrial Research) |            |           |            |           |
| Materials   |            | 1,128.50  |            | 159.07    |
| Salaries, Wages & Exgratia                                      |            | 1,411.72  |            | 1,233.64  |
| Contribution to Provident fund & other Funds                    |            | 60.41     |            | 62.28     |
| Employees' welfare expenses                                     |            | 22.92     |            | 17.31     |
| Rates & Taxes   |            | 7.05      |            | 28.50     |
| Repairs:  |            | 7.03      |            | 20.30     |
| Others  |            | 150.13    |            | 108.69    |
| Power & fuel  |            | 434.34    |            | 196.71    |
| Travelling & conveyance   |            | 46.65     |            | 38.41     |
| Others  |            | 1,953.38  |            | 1,804.71  |
| Total   |            | 5,215.10  |            | 3,649.32  |
| าบเสา   |            | 5,415.10  |            | 3,049.32  |



### 28 Research & Development expenditure (Refer Note No. 27) includes :

(₹ in lacs)

| Particulars         | 2013-14 | 2012-13 |
|---------------------|---------|---------|
| Niche Generics Ltd  |         |         |
| Product Development | -       | 38.59   |

Exceptional Items net of taxes (₹ 4,114.55 lacs) represent profit on sale of Company's manufacturing unit at SEZ, Indore (pursuant to approval of the Shareholders through a postal ballot on 29.03.2013) and amortisation of Intangible assets due to change in their estimated useful life, the details of which are as under:

(₹ in lacs)

| Particulars                            | Amount   |
|--|----------|
| Profit on sale of SEZ Unit.            | 5,834.55 |
| Less:Amortisation of Intangible Assets | 934.00   |
| Less: Tax Expense                      |          |
| Current Tax                            | 1,028.00 |
| Deferred Tax                           | (242.00) |
| Total Taxes                            | 786.00   |
| Net Exceptional Items                  | 4,114.55 |

### 30 Related Party Disclosures

As per AS-18 issued by the Institute of Chartered Accountants of India, the Company's related parties are as under:

### 1. Relationships

# (i) Enterprises under significant influence of key management personnel:

Uni Distributors Pvt. Ltd.

### (ii) Key Management personnel and their relatives:

Dr. Prakash A. Mody (Chairman and Managing Director)

Mrs. Anita Mody

Ms. Supriya Mody

Ms Suparna Mody

Ms Shwetambari Mody

Mr. G. M. Cole

Mr. C. Moss

Mr. Rajeev Lamba

### 2 (i) The following is a summary of significant related party transactions.

| Particulars             | Key Management<br>Personnel &<br>their relatives |           | Enterprises under<br>significant influence of<br>Key Management Personnel |           | Total     | Total     |
|-------------------------|--|-----------|---|-----------|-----------|-----------|
|                         | 2013-2014  | 2012-2013 | 2013-2014   | 2012-2013 | 2013-2014 | 2012-2013 |
| Rent & Maintenance paid | 13.86  | 2.54      | 10.01   | 9.59      | 23.87     | 12.13     |
| Managerial remuneration | 858.79   | 661.32    | -   | -         | 858.79    | 661.32    |
| Commission              | 177.49   | 168.97    | -   | -         | 177.49    | 168.97    |
| Dividend paid           | 3,856.78   | 1,343.89  | -   | -         | 3,856.78  | 1,343.89  |
| Salary Paid             | 30.27  | 28.31     | -   | -         | 30.27     | 28.31     |
| Sale of Assets          | 1,754.00   | -         | -   | -         | 1,754.00  | -         |
|                         | 6,691.19   | 2,205.03  | 10.01   | 9.59      | 6,701.20  | 2,214.62  |



### (ii) The Company has the following amounts due from/to related parties.

(₹ in lacs)

| Particulars          | Person    | agement<br>nnel &<br>elatives | Total     | Total     |
|----------------------|-----------|-------------------------------|-----------|-----------|
| Outstanding Balances | 2013-2014 | 2012-2013                     | 2013-2014 | 2012-2013 |
| Deposits given       | 45.06     | 45.06                         | 45.06     | 45.06     |
| Due to Directors     | 177.49    | 168.97                        | 177.49    | 168.97    |
|                      | 222.55    | 214.03                        | 222.55    | 214.03    |

# (iii) Details of material transactions during the year

(₹ in lacs)

|                            | 2013-14  | 2012-13  |
|----------------------------|----------|----------|
| a) Rent & Maintenance Paid |          |          |
| Mrs. Anita Mody            | 13.86    | 2.54     |
| Uni Distributors Pvt Ltd   | 10.01    | 9.59     |
| b) Managerial Remuneration |          |          |
| Dr. Prakash A. Mody        | 300.76   | 244.63   |
| c) Commission Paid         |          |          |
| Dr. Prakash A. Mody        | 177.49   | 168.97   |
| d) Dividend Paid           |          |          |
| Dr. Prakash A. Mody        | 3,420.88 | 1,190.04 |
| e) Salary paid             |          |          |
| Ms. Supriya Mody           | 30.27    | 28.31    |
| f) Sale of assets          | 1,754.00 | -        |

3 In view of the Management, equity Investment in Synchron Research Pvt Ltd will not result the investee company becoming a related party since there is neither control nor significant influence as defined in Accounting Standard 18 "Related Party Disclosures"

However transactions with Synchron Research Pvt Ltd are disclosed as under: The summary of transactions with Synchron Research Pvt Ltd are as follows:

(₹ in lacs)

|     |  | 2013-14 | 2012-13 |
|-----|--|---------|---------|
| (a) | Equity Investment made during the year | -       | 569.31  |
| (b) | Advances Paid during the Year          | -       | 347.48  |
| (c) | Advance recovered                      | 121.94  | 4.73    |
| (d) | Amount Recoverable                     | 226.43  | 342.75  |
| (e) | Services Availed                       | 175.90  | 9.47    |
| (f) | Rent Income                            | 5.00    | -       |

### 31 **Segment Reporting:**

**Primary Segment** 

The Company has only one segment i.e. 'Pharmaceuticals'.

Secondary Segment (By Geographical Segment)

(₹ in lacs)

|                                    | 2013-14    | 2012-13    |
|------------------------------------|------------|------------|
| Sales and Operating Income (Gross) |            |            |
| Within India                       | 69,215.70  | 66,534.57  |
| Outside India                      | 44,895.51  | 42,319.73  |
| Total                              | 114,111.21 | 108,854.30 |

In view of the interwoven / intermix nature of business and manufacturing facility, other segmental information is not ascertainable.



### 32 Operating lease:

Premises and certain vehicles are obtained on operating lease and are renewable and non-cancellable. There are no restrictions imposed by lease arrangements. The lease term is based on individual agreements. There are no sub-leases. The aggregate lease rentals payable, are charged as rent (Refer Note no. 26) in the Statement of Profit & Loss.

### 33 Earning Per Share has been computed as under:

| Particulars   | 2013-14    | 2012-13    |
|---|------------|------------|
| (A) Before Exceptional Items  |            |            |
| Profit after Taxation attributable to equity shareholders (A)(₹ In lacs)  | 12,816.20  | 11,322.58  |
| Weighted average number of Equity shares for Basic Earning per Share (B)  | 90,564,085 | 90,408,889 |
| Weighted average number of Equity shares for Diluted Earning per Share (C)  | 90,895,043 | 90,710,953 |
| Earning Per Share - Basic (A)/(B)   | 14.15      | 12.52      |
| Earning per share- Diluted (A)/(C)  | 14.10      | 12.48      |
| (Face value of $\stackrel{\scriptstyle <}{_{\sim}}$ 2/- per share ( previous year $\stackrel{\scriptstyle <}{_{\sim}}$ 2/- per share) ) |            |            |
| (B) After Exceptional Items   |            |            |
| Profit after Taxation attributable to equity shareholders (A)(₹. In lacs)   | 16,930.75  | 11,322.58  |
| Weighted average number of Equity shares for Basic Earning per Share (B)  | 90,564,085 | 90,408,889 |
| Weighted average number of Equity shares for Diluted Earning per Share (C)  | 90,895,043 | 90,710,953 |
| Earning Per Share - Basic (A)/(B)   | 18.69      | 12.52      |
| Earning per share- Diluted (A)/(C)  | 18.63      | 12.48      |
| (Face value of ₹ 2/- per share ( previous year ₹ 2/- per share) )   |            |            |

Other significant Accounting Policies and notes have been set out in the notes to the Financial Statements of the Company as the same have been applied to the Accounts of the Company and it's subsidiaries except in respect of depreciation and taxation which has been provided by the foreign subsidiaries on the methods and at the rates required/permissible by the Local laws. Additional information not impacted by consolidation is also set out in the notes to the Financial Statements of the Company.

Signature to the Notes 1 to 34 of the Financial Statement.

As per our report of even date attached For B. D. Jokhakar & Co. Chartered Accountants

For and on behalf of the Board of Directors

| Raman Jokhakar       | Rakesh Parikh  | K. Subharaman          | Dr. Prakash A. Mody | Prafull Anubhai |
|----------------------|----------------|------------------------|---------------------|-----------------|
| Partner              | Vice President | Vice President - Legal | Chairman &          | Director        |
| Membership No.103241 | Finance        | & Company Secretary    | Managing Director   |                 |
| 36 1 1               |                |                        |                     |                 |

Mumbai May 10, 2014



# Statement Pursuant to Section 212 of the Companies Act, 1956

| Name of the Subsidiary Company   | Niche<br>Generics<br>Limited   | Unichem<br>Farmaceutica<br>Do Brasil Ltda  | Unichem S.A<br>(Proprietary)<br>Limited   | Unichem<br>Pharmaceuticals<br>(USA), Inc  | Unichem<br>Laboratories<br>Ltd., Ireland  |
|--|--|--|---|---|---|
| Financial year ending of the subsidiary  Shares in the Subsidiary held by the Holding Company as at the above date i) Number of Equity Shares  | 31st March,<br>2014<br>625,000<br>shares of GBP<br>1 each fully<br>paid - up | 31 <sup>st</sup> March,<br>2014<br>16,983,057<br>shares R\$ 1<br>each fully<br>paid - up | 28 <sup>th</sup> February,<br>2014<br>19,000 shares<br>of South African<br>Rand10/- each<br>fully paid - up | 31st March,<br>2014<br>6,476,955<br>shares of US\$ 1<br>each fully<br>paid - up | 31st March,<br>2014<br>1,000,000<br>shares of<br>EURO 1 each<br>fully paid - up |
| ii) Extent of Holding  | 100 %  | 100 %  | 100 %   | 100%  | 100%  |
| Net aggregate amount of Profit / (loss) of the subsdiary Company so far as they concern the members of the Holding Company and A) Not dealt with in the Holding Company's accounts for the year ended 31st March 2014 i) For the Subsidiary's financial year ended as aforesaid ii) For the Previous financial years of the Subsidiary since it became Holding Company's Subsidiary. | GBP<br>267,964<br>GBP<br>(1,695,956)   | R\$<br>(2,911,614)<br>R\$<br>(12,476,008)  | SAR<br>(2,952)<br>SAR<br>(165,597)  | US\$ (296,680) US\$ (6,557,544)   | EUR<br>(284,258)<br>EUR<br>(303,449)  |
| B) Dealt with in the Holding Company's accounts for the year ended 31st March 2014   |  |  |   |   |   |
| i) For the Subsidiary's financial year ended as aforesaid  | Nil  | Nil  | Nil   | Nil   | Nil   |
| ii) For the Previous financial years of the<br>Subsidiary since it became Holding<br>Company's Subsidiary.   | GBP<br>686,481   | Nil  | Nil   | Nil   | Nil   |

# **Summary of Financials of Subsidiaries**

Information on the financials of the Subsidiary Companies (as per the exemption letter of the Ministry of Company Affairs, Government of India)

| Name of Subsidiary                    | Capital  | Reserves   | Total<br>Assets | Total<br>Liabilities<br>(Long Term<br>Borrowings) |   | Turnover | Profit<br>/ Loss<br>before<br>taxation | Provision<br>for<br>taxation | Profit<br>/ Loss<br>after<br>taxation | Proposed<br>Dividend |
|---------------------------------------|----------|------------|-----------------|---|---|----------|--|------------------------------|---------------------------------------|----------------------|
| Niche Generics Limited @              | 1,624.12 | (568.27)   | 3,561.63        | 2,505.79  | - | 9,545.77 | 244.08                                 | 0.26                         | 243.82                                | -                    |
| Unichem S.A. (Proprietary) Ltd. #     | 12.14    | (10.91)    | 1.23            | -   | - | -        | (0.25)                                 | -                            | (0.25)                                | -                    |
| Unichem Farmaceutica Do Brasil Ltda * | 4,345.91 | (3,917.92) | 427.99          | -   | - | 462.09   | (783.66)                               | -                            | (783.66)                              | -                    |
| Unichem Pharmaceuticals USA Inc. \$   | 2,951.92 | (3,181.42) | (229.50)        | -   | - | 6,945.94 | (172.19)                               | -                            | (172.19)                              | -                    |
| Unichem Laboratories Ltd, Ireland ^   | 690.45   | (349.74)   | 340.71          |   | - | 370.60   | (143.95)                               | -                            | (143.95)                              | -                    |

<sup>@</sup> Converted to Indian Rupees at the Exchange rate, 1 GBP = INR 90.9898

<sup>#</sup> Converted to Indian Rupees at the Exchange rate, 1 SAR = INR 5.9068

<sup>\*</sup>Converted to Indian Rupees at the Exchange rate, 1 BRL = INR 26.6042

<sup>^</sup> Converted to Indian Rupees at the Exchange rate, 1 EURO = INR 75.9199



# **Notice**

NOTICE is hereby given that the 51st Annual General Meeting of the members of UNICHEM LABORATORIES LIMITED, will be held on Saturday, July 12, 2014 at 3.00 p.m. at Hall of Culture, Nehru Centre, Dr. Annie Besant Road, Worli, Mumbai – 400 018 to transact the following business:

#### **ORDINARY BUSINESS:**

- To receive, consider and adopt the financial statements
  of the Company for the year ended March 31, 2014,
  including audited Balance Sheet as at March 31, 2014
  and the statement of Profit & Loss for the year ended on
  that date and reports of the Board of Directors and
  Auditors thereon.
- 2. To declare a final dividend of ₹ 4/ (200%) per equity share having a face value of ₹ 2/- each and to confirm the interim dividend of ₹ 4/-(200%) per equity share, already paid for the year ended March 31, 2014.
- To appoint a Director in place of Dr. Prakash A. Mody, who retires by rotation and being eligible offers himself for re-appointment.
- To re-appoint Statutory Auditors and to fix their remuneration and to pass the following resolution with or without modification(s) as an Ordinary Resolution:

"RESOLVED THAT pursuant to the provisions of Sections 139 & 142 of the Companies Act, 2013 and the Rules made thereunder (including any statutory modification(s) or re-enactment thereof for the time being in force) and pursuant to the recommendations of the Audit Committee and the Board of Directors, M/s. B. D. Jokhakar & Co., Chartered Accountants (Firm Registration No.104345W) and Statutory Auditors of the Company, be and are hereby re-appointed as the auditors of the Company, to hold office from the conclusion of this Annual General Meeting (AGM) to the conclusion of the fourth consecutive AGM (subject to ratification of the appointment by the members at every AGM held after this AGM) at such remuneration to be decided by the Board of Directors in consultation with the auditors."

### SPECIAL BUSINESS:

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

"RESOLVED THAT pursuant to the provisions of Sections 149 & 152 and any other applicable provisions of the Companies Act, 2013 and the Rules made thereunder (including any statutory modification(s) or re-enactment thereof for the time being in force) read with Schedule IV to the Companies Act, 2013, Mr. Ramdas Gandhi, Director of the Company, who retires by rotation at the forthcoming Annual General Meeting and in respect of whom the Company has received a notice in writing from a member proposing his candidature for the office of Director, be and is hereby appointed as an Independent Director of the Company, not liable to retirement by rotation and to hold office for a term of 5 (five) consecutive years upto the March 31, 2019;

RESOLVED FURTHER THAT Dr. Prakash A. Mody, Chairman & Managing Director and Mr. K. Subharaman, Vice President – Legal & Company Secretary, be and are hereby severally authorised to make applications whenever necessary to any statutory authorities as per provisions of the Companies Act, 2013 or any other Act, Rules or Regulations and to file necessary forms with the Ministry of Corporate Affairs, as may be applicable to the appointment of Mr. Ramdas Gandhi."

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

"RESOLVED THAT pursuant to the provisions of Sections 149 & 152 and any other applicable provisions of the Companies Act, 2013 and the Rules made thereunder (including any statutory modification(s) or re-enactment thereof for the time being in force) read with Schedule IV to the Companies Act, 2013, Mr. Nasser Munjee, Director of the Company, who retires by rotation at the forthcoming Annual General Meeting and in respect of whom the Company has received a notice in writing from a member proposing his candidature for the office of Director, be and is hereby appointed as an Independent Director of the Company, not liable to retirement by rotation and to hold office for a term of 5 (five) consecutive years upto March 31, 2019;

RESOLVED FURTHER THAT Dr. Prakash A. Mody, Chairman & Managing Director and Mr. K. Subharaman, Vice President – Legal & Company Secretary, be and are hereby severally authorised to make applications whenever necessary to any statutory authorities as per provisions of the Companies Act, 2013 or any other Act, Rules or Regulations and to file necessary forms with the Ministry of Corporate Affairs, as may be applicable to the appointment of Mr. Nasser Munjee."



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

"RESOLVED THAT pursuant to the provisions of Sections 149 & 152 and any other applicable provisions of the Companies Act, 2013 and the Rules made thereunder (including any statutory modification(s) or re-enactment thereof for the time being in force) read with Schedule IV to the Companies Act, 2013, Mr. Prafull Anubhai, Director of the Company, whose period of office was liable to determination by retirement of Directors by rotation and in respect of whom the Company has received a notice in writing from a member proposing his candidature for the office of Director, be and is hereby appointed as an Independent Director of the Company, not liable to retirement by rotation and to hold office for a term of 5 (five) consecutive years upto March 31, 2019;

RESOLVED FURTHER THAT Dr. Prakash A. Mody, Chairman & Managing Director and Mr. K. Subharaman, Vice President – Legal & Company Secretary, be and are hereby severally authorised to make applications whenever necessary to any statutory authorities as per provisions of the Companies Act, 2013 or any other Act, Rules or Regulations and to file necessary forms with the Ministry of Corporate Affairs, as may be applicable to the appointment of Mr. Prafull Anubhai."

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

"RESOLVED THAT pursuant to the provisions of Sections 149 & 152 and any other applicable provisions of the Companies Act, 2013 and the Rules made thereunder (including any statutory modification(s) or re-enactment thereof for the time being in force) read with Schedule IV to the Companies Act, 2013, Mr. Prafull Sheth, Director of the Company, whose period of office, was liable to determination by retirement of Directors by rotation and in respect of whom the Company has received a notice in writing from a member proposing his candidature for the office of Director, be and is hereby appointed as an Independent Director of the Company, not liable to retirement by rotation and to hold office for a term of 5 (five) consecutive years upto March 31, 2019;

RESOLVED FURTHER THAT Dr. Prakash A. Mody, Chairman & Managing Director and Mr. K. Subharaman, Vice President – Legal & Company Secretary, be and are hereby severally authorised to make applications whenever necessary to any statutory authorities as per provisions of the

Companies Act, 2013 or any other Act, Rules or Regulations and to file necessary forms with the Ministry of Corporate Affairs, as may be applicable to the appointment of Mr. Prafull Sheth."

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

"RESOLVED THAT pursuant to the provisions of Sections 149 & 152 and any other applicable provisions of the Companies Act, 2013 and the Rules made thereunder (including any statutory modification(s) or re-enactment thereof for the time being in force) read with Schedule IV to the Companies Act, 2013, Mr. Anand Mahajan, Director of the Company, whose period of office was liable to determination by retirement of Directors by rotation and in respect of whom the Company has received a notice in writing from a member proposing his candidature for the office of Director, be and is hereby appointed as an Independent Director of the Company, not liable to retirement by rotation and to hold office for a term of 5(five) consecutive years upto March 31, 2019;

RESOLVED FURTHER THAT Dr. Prakash A. Mody, Chairman & Managing Director and Mr. K. Subharaman, Vice President – Legal & Company Secretary, be and are hereby severally authorised to make applications whenever necessary to any statutory authorities as per provisions of the Companies Act, 2013 or any other Act, Rules or Regulations and to file necessary forms with the Ministry of Corporate Affairs, as may be applicable to the appointment of Mr. Anand Mahajan."

10. To consider and, if thought fit, to pass with or without modification(s), the following resolution as a Special Resolution:

"RESOLVED THAT pursuant to the provisions of Section 14 and other applicable provisions, if any, of the Companies Act, 2013, and the Rules made thereunder (including any statutory modification(s) or re-enactment thereof for the time being in force), the existing Articles of Association of the Company be and are hereby substituted by a new set of Articles of Association, a draft of which has been initialed by the Chairman and made available for inspection by the shareholders at the registered office of the Company, be and are hereby approved and adopted as the Articles of Association of the Company in substitution for and to the entire exclusion of all the Articles contained in the existing Articles of Association;

RESOLVED FURTHER THAT Dr. Prakash A. Mody, Chairman & Managing Director and Mr. K. Subharaman, Vice President – Legal & Company



Secretary of the Company, be and are hereby jointly and severally authorised by the Company to undertake such acts, deeds and matters, as they may, in their absolute discretion deem necessary, proper or desirable, including any amendment or modification to the proposed Articles of Association as per the suggestion/direction of the regulatory authorities and settle any question, difficulty or doubt that may arise in this regard, including but not limited to making requisite filings with the Registrar of Companies and the stock exchanges, that may be required to give effect to the alteration of the Articles of Association in accordance with this resolution."

11. To ratify the appointment of Cost Auditors for the financial year 2014-2015 by passing the following resolution as an Ordinary Resolution:

"RESOLVED THAT pursuant to the provision of Section 148 of the Companies Act, 2013 and the Rule made thereunder (including any statutory modification(s) or re-enactment thereof for the time being in force) and subject to such guidelines and approval as may be required from the Central Government, for reappointment of Y. R. Doshi, Cost Accountants, Mumbai (Membership No. 3286) as Cost Auditors to audit the cost records maintained by the Company for the Financial Year Ending March 31, 2015 on a remuneration of ₹ 500,000/- (Rupees Five Lacs only) plus service tax as may be applicable and out of pocket expenses at actuals, as recommended by the Audit Committee and approved by the Board of Directors at its meeting held on May 10, 2014, be and is hereby ratified;

RESOLVED FURTHER THAT Dr. Prakash A. Mody, Chairman & Managing Director and Mr. K. Subharaman, Vice President – Legal & Company Secretary, be and are hereby severally authorised to make applications whenever necessary to any statutory authorities as per provisions of the Companies Act, 2013 or any other Act, Rules or Regulations and to file necessary forms with the Ministry of Corporate Affairs as may be applicable, relating to the appointment of the said Cost Auditor."

By order of the Board of Directors, For Unichem Laboratories Limited

### K. Subharaman

Vice President-Legal & Company Secretary

Mumbai May 10, 2014

Registered Office: Unichem Bhavan, Prabhat Estate, Off. S. V. Road, Jogeshwari (West), Mumbai – 400 102.

#### NOTES:

- The Register of Members and the Share Transfer books of the Company will remain closed from July 07, 2014 to July 12, 2014 (both days inclusive) for annual closing and determining the entitlement of the shareholders to the final dividend for the year ended March 31, 2014.
- The Explanatory Statement pursuant to Section 102
  of the Companies Act, 2013, which sets out details
  relating to Special Business at the meeting, is
  annexed hereto.
- 3. A MEMBER ENTITLED TO ATTEND AND VOTE AT THE MEETING IS ENTITLED TO APPOINT A PROXY/ PROXIES TO ATTEND AND VOTE INSTEAD OF HIMSELF/HERSELF. SUCH A PROXY/ PROXIES NEED NOT BE A MEMBER OF THE COMPANY. A person can act as proxy on behalf of members not exceeding fifty (50) and holding in the aggregate not more than 10% (ten percent) of the total share capital of the Company.
- 4. The instrument of Proxy in order to be effective, should be deposited at the Registered Office of the Company, duly completed and signed, not less than 48 (forty eight) hours before the commencement of the meeting. A Proxy form is sent herewith. Proxies submitted on behalf of the Companies, Societies etc., must be supported by an appropriate resolution/authority, as may be applicable.
- 5. Corporate members are requested to send a duly certified copy of the Board Resolution, authorizing their representative to attend and vote at the Annual General Meeting.
- The members/proxies are requested to bring their copy of the Annual Report to the Meeting along with duly filled in Attendance Slips for attending the Meeting.
- 7. The members seeking any information with regard to accounts are requested to write to the Company at an early date to enable the Management to keep the information ready.
- 8. The Ministry of Corporate Affairs has taken a "Green Initiative in the Corporate Governance" and has issued circulars stating that Abridged Annual Reports be sent to shareholders whose Email IDs are registered with us or the depositories. In case you are desirous of having a complete text of Annual Report 2013-14, you may write to us at shares@unichemlabs.com or at the Registered Office of the Company. The Annual Report of the Company can be accessed at www.unichemlabs.com.
- 9. Electronic copy of the 51st Annual Report (including the Notice) of the Company inter-alia indicating the process and manner of e-voting along with Attendance Slip and Proxy Form is being sent to all the members whose E-mail IDs are registered with the Company / Depository Participants(s) for communication purposes, unless any member has



- requested for a hard copy of the same. For members who have not registered their e-mail address, physical copies of the Annual Report is being sent in the permitted mode.
- 10. Details under Clause 49 of the Listing Agreement with the Stock Exchange in respect of the Directors seeking appointment/re-appointment at the Annual General Meeting, forms integral part of the Notice and is given under the Explanatory Statement. The Directors have furnished the requisite declarations for their appointment.
- 11. Members may also note that 51st Annual Report (including the Notice, Attendance slip and Proxy Form) will also be available on the Company's website www.unichemlabs.com for their download. Even after registering for e-communication, members are entitled to receive such communication in physical form, upon making a request for the same, by post free of cost. For any communication, the shareholders may also send requests to the Company's investor Email ID.: shares@unichemlabs.com.
- 12. Voting through electronic means
  In compliance with the provisions of Section 108 of the
  Companies Act, 2013, and the Rules made thereunder,
  the Company is pleased to provide its shareholders
  with the facility to exercise their right to vote at the 51st
  Annual General Meeting of the Company by electronic
  means and the business may be transacted through
  e-Voting services provided by the Central Depository
  Services Limited.(CDSL)

### In case of members receiving e-mail:

- (i) Logon to the e-voting website www.evotingindia.com
- (ii) Click on "Shareholders" tab.
- (iii) Now, select the Electronic Voting Sequence Number (EVSN) - "140605006" along with "Unichem Laboratories Limited" from the drop down menu and click on "SUBMIT"
- (iv) Now Enter your User ID (For CDSL: 16 digits beneficiary ID, For NSDL: 8 Character DP ID followed by 8 Digits Client ID), Members holding shares in Physical Form should enter Folio Number registered with the Company and then enter the Captcha Code as displayed and Click on Login.
- (v) If you are holding shares in Demat form and had logged on to www.evotingindia.com and casted your vote earlier for EVSN of any company, then your existing password is to be used. If you are a first time user follow the steps given below.
- (vi) Now, fill up the following details in the appropriate boxes:

|                              | For Members<br>holding shares<br>in Demat Form  | For Members<br>holding shares<br>in Physical Form |  |  |
|------------------------------|---|---|--|--|
| User ID                      | For NSDL: 8 Character DP ID followed by 8 Digits Client ID For CDSL: 16 digits beneficiary ID   | Folio Number<br>registered with<br>the Company    |  |  |
| PAN*                         | Enter your 10 digit alpha-numeric *PAN issued by Income Tax Department when prompted by the system while e-voting (applicable for both demat shareholders as well as physical shareholders) |   |  |  |
| DOB#                         | Enter the Date of I<br>in your demat acc<br>company records<br>demat account or<br>dd/mm/yyyy form  | ount or in the<br>for the said<br>folio in        |  |  |
| Dividend<br>Bank<br>Details# | Enter the Dividence recorded in your of in the company redemat account or   | demat account or ecords for the said              |  |  |

- \*Members who have not updated their PAN with the Company / Depository Participant are requested to use the UNICH1962L (default number) in the PAN field.
- # Please enter any one of the details in order to login. In case either of the details are not recorded with the depository please enter 05/07/2014 in the DOB field.
- (vii) After entering these details appropriately, click on "SUBMIT" tab.
- (viii) Members holding shares in physical form will then reach directly the EVSN selection screen. However, members holding shares in demat form will now reach 'Password Creation' menu wherein they are required to mandatorily enter their login password in the new password field. Kindly note that this password is to be also used by the demat holders for voting for resolutions of any other company on which they are eligible to vote, provided that company opts for e-voting through CDSL platform. It is strongly recommended not to share your password with any other person and take utmost care to keep your password confidential.
- (ix) For Members holding shares in physical form, the details can be used only for e-voting on the resolutions contained in this Notice.



- (x) Click on the relevant EVSN on which you choose to vote.
- (xi) On the voting page, you will see Resolution Description and against the same the option "YES/NO" for voting. Select the option YES or NO as desired. The option YES implies that you assent to the Resolution and option NO implies that you dissent to the Resolution.
- (xii) Click on the "Resolutions File Link" if you wish to view the entire Resolutions.
- (xiii) After selecting the resolution you have decided to vote on, click on "SUBMIT". A confirmation box will be displayed. If you wish to confirm your vote, click on "OK", else to change your vote, click on "CANCEL" and accordingly modify your vote.
- (xiv) Once you "CONFIRM" your vote on the resolution, you will not be allowed to modify your vote.
- (xv) You can also take out print of the voting done by you by clicking on "Click here to print" option on the Voting page.
- (xvi) If Demat account holder has forgotten the changed password then Enter the User ID and Captcha Code click on Forgot Password & enter the details as prompted by the system.
- (xvii) Institutional shareholders (i.e. other than Individuals, HUF, NRI etc.) are required to log on to https://www.evotingindia.co.in and register themselves as Corporates. After receiving the login details they have to link the account(s) which they wish to vote on and then cast their vote. They should upload a scanned copy of the Board Resolution and Power of Attorney (POA) which they have issued in favour of the Custodian, if any, in PDF format in the system for the scrutinizer to verify the same.

# In case of members receiving the physical copy:

- (A) Please follow all steps from sl. no. (i) to sl. no. (xvii) above to cast vote.
- (B) The voting period begins on July 05, 2014 at 10.a.m. IST and ends on July 07, 2014 at 6 p.m. IST. During this period shareholders' of the Company, holding shares either in physical form or in dematerialized form, as on the cut-off date May 30, 2014, may cast their vote electronically. The e-voting module shall be disabled by CDSL for voting thereafter.
- (C) In case you have any queries or issues regarding e-voting, you may refer the Frequently Asked Questions ("FAQs") and e-voting manual available at www.evotingindia.co.in under help section or write an email to helpdesk.evoting@cdslindia.com.
- (D) The Voting rights of shareholders shall be in proportion to their shares of the paid up capital of the Company as on the cut off date of May 30, 2014.
- (E) Ms. Ragini Chokshi & Co., Practising Company Secretary (C.P.No.1436) has been appointed as

- scrutinizer to scrutinize the e-voting process in a fair and transparent manner.
- (F) As the voting of the Members is through electronic means, the members who do not have access to e-voting, may requisite a Physical Ballot form from the Registered office of the Company. You are required to fill in the ballot form and enclose it in sealed envelope and sent it to the scrutinizer Mrs. Ragini Chokhsi, Ragini Chokhsi & Co.34, Kamar Building, 5th Floor, 38, Cawasji Patel Street, Fort, Mumbai - 400 001, so as to reach the Scrutinizer not later than July 07, 2014 at 6.00 p.m. IST. Ballot Form received after this date will be treated as invalid. The Scrutinizer's decision on the validity of the forms will be final. A Member can opt for only one mode of voting i.e. either through e-voting or by Ballot. If a Member casts votes by both modes, then voting done through e-voting shall prevail and Ballot shall be treated as invalid.
- (G) The Scrutinizer shall within a period not exceeding 3 (three) working days from the conclusion of the e-Voting period unlock the votes in the presence of atleast two witnesses not in the employment of the Company and make a scrutinizer's report of the votes cast in favour or against, if any, forthwith to the Chairman of the Company.
- (H) The results shall be declared at the AGM of the Company. The results declared alongwith the scrutinizers report shall be placed on the Company' website www.unichemlabs.com and on the website of CDSL within 2 (two) days of the passing of the resolutions at the AGM of the Company and communicated to the Stock Exchanges where the shares of the Company are listed.
- All documents referred to in the accompanying Notice and the Explanatory Statement shall be open for inspection at the Registered Office of the Company during normal business hours (10.00 a.m to 1.00 p.m.) on all working days except Saturdays, up to and including the date of the Annual General Meeting of the Company.

By order of the Board of Directors, For Unichem Laboratories Limited

### K. Subharaman

Vice President-Legal & Company Secretary

Mumbai May 10, 2014

Registered Office: Unichem Bhavan, Prabhat Estate, Off. S. V. Road, Jogeshwari (West), Mumbai – 400 102.



# **Annexure to Notice**

Explanatory Statement Pursuant to Section 102 of the Companies Act, 2013.

### Item No. 5

Mr. Ramdas Gandhi is a Non-Executive and Independent Director of the Company. He is an advocate and solicitor by profession. He holds a Masters degree in law from University of Bombay. He was enrolled as an attorney at law in the High Court of Mumbai in 1956. He also served as partner in a leading law firm in India namely M/s. Bhaishanker Kanga & Girdharlal and M/s. Manilal Kher Ambalal & Co. He presently serves as a Director in Aarti Industries Limited, Vinyl Chemicals (India) Limited, Nascent Chemical Industries Limited and Aarti Drugs Limited.

Mr. Ramdas Gandhi has served on the Board of Unichem since 1985. He is the Chairman of the Stakeholders' Relationship Committee and member of Audit Committee, Nomination and Remuneration Committee and the Corporate Social Responsibility Committee of Unichem respectively. Mr. Ramdas Gandhi holds 40,500 equity shares in the Company as on March 31,2014.

Mr. Ramdas Gandhi retires by rotation at the ensuing Annual General Meeting under the erstwhile applicable provisions of the Companies Act, 1956. In terms of Section 149 and any other applicable provisions of the Companies Act, 2013, Mr.Ramdas Gandhi being eligible and offering himself for reappointment, is proposed to be appointed as an Independent Director of the Company for a term of 5 (five) consecutive years upto March 31, 2019 and shall not be liable to retire by rotation. A notice has been received from a member proposing Mr. Ramdas Gandhi as a candidate for the office of Director of the Company.

In the opinion of the Board, Mr. Ramdas Gandhi fulfils the conditions specified in the Companies Act, 2013 and Rules made thereunder for his appointment as an Independent Director of the Company and is Independent of the Management.

Copy of the draft letter for appointment of Mr. Ramdas Gandhi as an Independent Director, setting out the terms and conditions would be available for inspection without any fee by the members at the Registered Office of the Company during normal business hours on any working day, excluding Saturday.

The Board considers that his continued association would be of immense benefit to the Company and it is desirable to

continue to avail services of Mr. Ramdas Gandhi as an Independent Director of the Company. Accordingly, the Board recommends the resolution in relation to appointment of Mr.Ramdas Gandhi as an Independent Director of the Company, for the approval by the Shareholders of the Company.

Except Mr. Ramdas Gandhi, being an appointee, none of the other Directors and Key Managerial Personnel of the Company and their relatives is concerned or interested, financial or otherwise, in the resolution set out at Item No. 5 of the Notice. This Explanatory Statement may also be regarded as a disclosure under Clause 49 of the Listing Agreement with the Stock Exchanges.

### Item No. 6

Mr. Nasser Munjee is a Non- Executive and Independent Director of the Company. He was educated at the Leys School in Cambridge, UK and then went on to do his Bachelor and Masters Degrees at the London School of Economics, UK. He spent a short while at the University of Chicago, USA, before returning to India in 1977. He joined Mr. H.T. Parekh, then Chairman of one of India's leading development banks to establish the first housing finance company in India, i.e. HDFC. Over the years, HDFC group grew to be a financial conglomerate and Mr. Nasser Munjee rose to be an executive director on the Board with wide responsibilities.

From 1997 to 2004, Mr. Nasser Munjee headed IDFC, an institution created to lead infrastructure finance. Since 2004, Mr. Nasser Munjee has been pursuing his own interests in his own way. He sits on 12 (including Unichem Laboratories Limited) public companies in India which include Tata Motors Limited, Tata Chemicals Limited, Britannia Industries Limited, Cummins India Limited, ABB India Limited, Ambuja Cements Limited (now part of the HOLCIM group), HDFC Limited, Go Airlines (India) Limited and Voltas Limited. He is the Chairman of DCB Bank Limited and Tata Motors Finance Ltd. He is also the Chairman of Aga Khan Rural Support Programme, India and director of Indian Institute for Human Settlements, both not-for-profit companies. He was the President of the Bombay Chamber of Commerce and Industry, the city's oldest Chamber of Commerce and he has served on numerous Government Task Forces on housing, infrastructure and urban development.

Mr. Nasser Munjee has been on Unichem's Board since 2003. He is a member of the Audit Committee of Unichem. Mr. Nasser Munjee holds 17,500 equity shares in the Company as on March 31, 2014.



Mr. Nasser Munjee retires by rotation at the ensuing Annual General Meeting under the erstwhile applicable provisions of the Companies Act, 1956. In terms of Section 149 and any other applicable provisions of the Companies Act, 2013, Mr. Nasser Munjee being eligible is offering himself for reappointment, is proposed to be appointed as an Independent Director of the Company for a term of (5) five consecutive years upto March 31, 2019 and shall not be liable to retire by rotation. A notice has been received from a member proposing Mr. Nasser Munjee as a candidate for the office of Director of the Company.

In the opinion of the Board, Mr. Nasser Munjee fulfils the conditions specified in the Companies Act, 2013 and Rules made thereunder for his appointment as an Independent Director of the Company and is Independent of the Management.

Copy of the draft letter for appointment of Mr. Nasser Munjee as an Independent Director of the Company setting out the terms and conditions would be available for inspection without any fee by the members at the Registered Office of the Company during normal business hours on any working day, excluding Saturday.

The Board considers that his continued association would be of immense benefit to the Company and it is desirable to continue to avail services of Mr. Nasser Munjee as an Independent Director of the Company . Accordingly, the Board recommends the resolution in relation to appointment of Mr. Nasser Munjee as an Independent Director of the Company, for the approval by the Shareholders of the Company.

Except Mr. Nasser Munjee , being an appointee, none of the other Directors and Key Managerial Personnel of the Company and their relatives is concerned or interested, financial or otherwise, in the resolution set out at Item No.6 of the Notice. This Explanatory Statement may also be regarded as a disclosure under Clause 49 of the Listing Agreement with the Stock Exchanges.

## Item No. 7

Mr. Prafull Anubhai, is a Non Executive and Independent Director of the Company. He is a Corporate Advisor. Mr. Anubhai is associated with educational and research institutions like Indian Institute of Management (IIMA), Ahmedabad Education Society (AES), Ahmedabad University, CSTEP (Centre for Science Technology and Policy), ATIRA etc. He is the Chairman of the Board of Management of the Ahmedabad University. He is the member of the Governing Board of Ahmedabad Education

Society. He is also the Hon. Director of Saptak Archives, an institution dedicated to the preservation and dissemination of Indian Classical Music. He has done his B.Sc.(Econ.) from the London School of Economics and attended PMD at Harvard Business School. He has 30 years of experience as a Chief Executive of Textile Manufacturing Operations and presently he is a Director in companies like Gruh Finance Ltd., Vardhman Textiles Ltd., Vardhman Special Steels Ltd., Birla Sun Life Trustee Co. Pvt. Ltd., Torrent Cables Ltd, Management Structure & Systems Pvt. Ltd., Botil Oil Tools (India) Pvt. Ltd.

He has served on the Board of Unichem since 1979. He is the Chairman of the Audit Committee and Nomination and Remuneration Committee and member of the Stakeholders' Relationship Committee and the Corporate Social Responsibility Committee of Unichem respectively. He holds 5,800 equity shares in the Company as on March 31,2014.

Mr. Prafull Anubhai is a Director whose period of office is liable to determination by retirement of directors by rotation under the erstwhile applicable provisions of the Companies Act, 1956. In terms of Section 149 and other applicable provisions of the Companies Act 2013, Mr. Prafull Anubhai being eligible is offering himself for re-appointment, is proposed to be appointed as an Independent Director of the Company for a term of 5 (five) consecutive years upto March 31, 2019 and shall not be liable to retire by rotation. A notice has been received from a member proposing Mr. Prafull Anubhai as a candidate for the office of Director of the Company.

In the opinion of the Board, Mr. Prafull Anubhai fulfils the conditions specified in the Companies Act, 2013 and Rules made thereunder for his appointment as an Independent Director of the Company and is Independent of the Management.

Copy of the draft letter for appointment of Mr. Prafull Anubhai as an Independent Director of the Company would be available for inspection without any fee by the members at the Registered Office of the Company during normal business hours on any working day, excluding Saturday.

The Board considers that his continued association would be of immense benefit to the Company and it is desirable to continue to avail services of Mr. Prafull Anubhai as an Independent Director of the Company. Accordingly, the Board recommends the resolution in relation to appointment of Mr. Prafull Anubhai as an Independent Director of the Company, for the approval by the Shareholders of the Company.



Except Mr. Prafull Anubhai, being an appointee, none of the other Directors and Key Managerial Personnel of the Company and their relatives is concerned or interested, financial or otherwise, in the resolution set out at Item No. 7 of the Notice. This Explanatory Statement may also be regarded as a disclosure under Clause 49 of the Listing Agreement with the Stock Exchanges.

#### Item No. 8

Mr. Prafull Sheth is a Non Executive and Independent Director of the Company. Mr. Prafull Sheth is Vice-President, International Pharmaceutical Federation (FIP), and is Founding Professional Secretary of South East Asian FIP-WHO Forum of National Pharmaceutical Associations (SEARPharm Forum).

He was the vice-president of the Federation of Asian Pharmaceutical Associations and President of the Indian Pharmaceutical Association, and Indian Pharmaceutical Congress Association. He is the recipient of two Indian Pharmaceutical Association awards: the Acharya P. C. Ray Memorial Gold Medal for outstanding contribution to the profession of pharmacy (Bengal Branch) and the M. L. Khorana Memorial Award. He also earned a lifetime achievement award for his services to the profession of pharmacy and pharmaceutical sciences and Prof. M. L. Schroff National Award for his contribution to the pharmacy practice and industrial pharmacy of the Indian Hospital Pharmacists Association. Internationally, he received FIP Industrial Pharmacy Section medal for meritorious contribution to the global pharmaceutical industry. Mr.Sheth is a fellow of International Pharmaceutical Federation, and eminent pharmacist and fellow of Indian Pharmaceutical Association. He is also a former executive vice-president and board member of Ranbaxy Laboratories Limited. He holds Bachelor's and Master's degrees in pharmacy from the University of Missouri, USA.

Mr. Prafull Sheth has been on the Board of Unichem since 2003. He is the member of the Nomination and Remuneration Committee and the Corporate Social Responsibility Committee of Unichem . He is not a Director in any other company. Mr.Prafull Sheth holds 11,250 equity shares in the Company as on March 31, 2014.

Mr. Prafull Sheth is a Director whose period of office is liable to determination by retirement of Directors by rotation under the erstwhile applicable provisions of the Companies Act, 1956. In terms of Section 149 and other applicable provisions of the Companies Act, 2013, Mr. Prafull Sheth being eligible is offering himself for re-appointment, is proposed to be appointed as an Independent Director of the Company for a term of 5 (five) consecutive years upto March

31, 2019 and shall not be liable to retire by rotation. A notice has been received from a member proposing Mr. Prafull Sheth as a candidate for the office of Director of the Company.

In the opinion of the Board, Mr. Prafull Sheth fulfils the conditions specified in the Companies Act, 2013 and Rules made thereunder for his appointment as an Independent Director of the Company and is Independent of the Management.

Copy of the draft letter for appointment of Mr. Prafull Sheth as an Independent Director of the Company would be available for inspection without any fee by the members at the Registered Office of the Company during normal business hours on any working day, excluding Saturday.

The Board considers that his continued association would be of immense benefit to the Company and it is desirable to continue to avail services of Mr. Prafull Sheth as an Independent Director of the Company. Accordingly, the Board recommends the resolution in relation to appointment of Mr. Prafull Sheth as an Independent Director of the Company, for the approval by the Shareholders of the Company.

Except Mr.Prafull Sheth, being an appointee, none of the other Directors and Key Managerial Personnel of the Company and their relatives is concerned or interested, financial or otherwise, in the resolution set out at Item No. 8 of the Notice. This Explanatory Statement may also be regarded as a disclosure under Clause 49 of the Listing Agreement with the Stock Exchanges.

### Item No. 9

Mr. Anand Mahajan is a Non Executive and Independent Director of the Company. He graduated from St. Xavier's College, Mumbai, in 1974 and obtained a B.A. (Honours) degree in Economics. He completed his Masters degree in Economics from the University of Bombay in 1975. In 1983, he received a MBA (with distinction) from Cornell University, USA. Between 1974 and 1981, Mr. Mahajan worked for the State Bank of India in various positions. On completion of his MBA in 1983, Mr. Mahajan joined Grindwell Norton Ltd. In 1988, he was appointed as a Wholetime Director and in 1991, he became the Managing Director. He continues to hold this position. In 1996, Grindwell Norton became a subsidiary of Saint-Gobain. At the same time, Mr. Mahajan was appointed as the General Delegate of Compagnie de Saint-Gobain for India. In this role, Mr. Mahajan acts as the Chairman of the Group and is responsible for all the activities of and the development of the Saint-Gobain Group in India and in the neighbouring



countries. Mr. Mahajan is a director of all the Group companies in India and is also a member of the Group Management Executive Committee of Compagnie de Saint-Gobain.

Mr. Anand Mahajan has been on the Board of Unichem since 2005. Mr. Mahajan holds 11,250 equity shares in the Company as on March 31, 2014.

Mr. Anand Mahajan is a Director whose period of office is liable to determination by retirement of Directors by rotation under the erstwhile applicable provisions of the Companies Act, 1956. In terms of Section 149 and other applicable provisions of the Companies Act 2013, Mr. Anand Mahajan being eligible is offering himself for re-appointment, is proposed to be appointed as an Independent Director of the Company for a term of 5 (five) consecutive years upto March 31, 2019 and shall not be liable to retire by rotation. A notice has been received from a member proposing Mr. Anand Mahajan as a candidate for the office of Director of the Company.

In the opinion of the Board, Mr. Anand Mahajan fulfils the conditions specified in the Companies Act, 2013 and Rules made thereunder for his appointment as an Independent Director of the Company and is Independent of the Management.

Copy of the draft letter for appointment of Mr. Anand Mahajan as an Independent Director of the Company would be available for inspection without any fee by the members at the Registered Office of the Company during normal business hours on any working day, excluding Saturday.

The Board considers that his continued association would be of immense benefit to the Company and it is desirable to continue to avail services of Mr. Anand Mahajan as an Independent Director of the Company. Accordingly, the Board recommends the resolution in relation to appointment of Mr. Anand Mahajan as an Independent Director of the Company, for the approval by the Shareholders of the Company.

Except Mr. Anand Mahajan, being an appointee, none of the other Directors and Key Managerial Personnel of the Company and their relatives is concerned or interested, financial or otherwise, in the resolution set out at Item No.9 of the Notice. This Explanatory Statement may also be regarded as a disclosure under Clause 49 of the Listing Agreement with the Stock Exchanges.

### Item No. 10

The existing Articles of Association (AoA) of the Company are based on the Companies Act, 1956 and several

regulations in the existing AoA contain special Sections of the Companies Act, 1956 and some regulations in the existing AoA are no longer in conformity with the provisions of the Companies Act, 2013 ("Act").

The Act is now largely in force. On September 12, 2013, the Ministry of Corporate Affairs (MCA) has notified 98 Sections and on March 26, 2014, MCA has notified most of the remaining Sections barring few provisions. However substantive Sections of the said Act which deal with the general working of the Companies stand notified.

With the coming into force of the Act several regulations of the existing AoA of the Company require alteration or deletion in several articles. Given this position, it is considered expedient to wholly replace the existing AoA by a new set of Articles.

The new AoA to be substituted in place of the existing AoA are based on Table 'F' of the Act which sets out the model Articles of Association for a Company limited by Shares.

The Proposed new draft AoA shall be open for inspection at the Registered Office of the Company during normal business hours (10.00 a.m to 1.00 p.m) on all working days except Saturdays, up to and including the date of the Annual General Meeting of the Company.

None of the Directors and Key Managerial Personnel of the Company and their relatives is concerned or interested, financial or otherwise, in the resolution set out at Item No.10 of the Notice.

### Item No.11

The Board of Directors at its meeting held on May 10, 2014, based on the recommendation of the Audit Committee, reappointed Mr. Y. R. Doshi, (Membership No. 3286) Cost Accountants, Mumbai as Cost Auditors for undertaking Cost Audit of the Cost Records maintained by the Company for a remuneration of ₹ 500,000/- (Rupees Five Lacs Only) plus service tax as may be applicable and out of pocket expenses at actuals. The said auditors have given their eligibility for appointment as Cost Auditors.

As per Rule 14 of Companies (Audit and Auditors) Rules, 2014, the appointment and remuneration payable to the Cost Auditors is to be ratified by the Shareholders. Hence this resolution is put for the consideration of the Shareholders.

None of the Directors and Key Managerial Personnel of the Company and their relatives is concerned or interested, financial or otherwise, in the resolution set out at Item No.11 of the Notice.



#### Item No. 3

Re-appointment of Dr. Prakash A. Mody, (Chairman and Managing Director), who retires by rotation.

Dr. Prakash A. Mody was re-appointed as the Chairman & Managing Director of the Company for a period of 5 (five) years w.e.f. from July 01, 2013. The said appointment was approved by the Shareholders at the Annual General Meeting of the Company held on July 19, 2013 by way of an ordinary resolution.

Dr. Prakash A. Mody was not subject to retirement by rotation as per the Articles of Association of the Company under the erstwhile Companies Act, 1956. However now Dr. Mody will be subject to retirement by rotation due to the provisions of Section 149 & 152 of the Companies Act, 2013, wherein it is provided that Independent Directors are not subject to retirement by rotation. All Directors in the Board of Directors of the Company are Independent Directors except Dr. Mody, who is Chairman & Managing Director of the Company. Since none of the Independent Directors are subject to retire by rotation, Dr. Mody will retire by rotation in terms of Section 152 of the Companies Act, 2013 and being eligible has offered himself for re-appointment. As per the clarification issued by the Department of Company Affairs under the erstwhile Companies Act, 1956 (Int. Circular No. 3(No.8/16(1)/61-PR, Dated 9th May 1961), Managing Director's office does not suffer any break if he retires as a director under Section 255 of the Companies Act, 1956 and is re-elected as director in the same meeting.

Upon his re-appointment as a Director, Dr. Prakash A. Mody shall continue to hold office as the Chairman and Managing Director of the Company.

Dr. Prakash A. Mody is Chairman and Managing Director of Unichem Laboratories Limited. He is son of founder promoter late Mr. Amrut Mody. Dr. Prakash Mody had his early education in Mumbai. After graduating he completed his post graduation at University of Mumbai. He has done his PhD in organic chemistry. He is also a Graduate Alumni of

Harvard Business School having undergone the Owner President' Management Program.

He is the immediate past president of the Indian Pharma Alliance, the industry body representing the National Pharmaceutical Sector.

As a result of his strategies, the operations of the Company have expanded a great deal.

Dr. Mody acts as a Director in Kewal Kiran Clothing Limited. Upon his re-appointment as a Director, Dr. Mody shall continue to hold office as the Chairman and Managing Director of the Company. Accordingly, the Board recommends Dr. Mody's re-appointment.

Except Dr. Prakash A. Mody and his relatives, none of the other Directors and Key Managerial Personnel of the Company and their relatives is concerned or interested, financial or otherwise, in agenda Item No. 3.

The Board of Directors recommends the resolution for your approval.

By order of the Board of Directors, For Unichem Laboratories Limited

### K. Subharaman

Vice President. - Legal & Company Secretary

Mumbai May 10, 2014

Registered Office: Unichem Bhavan, Prabhat Estate, Off. S. V. Road, Jogeshwari (West), Mumbai - 400 102.



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CIN:L99999MH1962PLC012451

Unichem Bhavan, Prabhat Estate, Off. S. V. Road, Jogeshwari (West), Mumbai - 400 102.

Tel.: (022) 6688 8333 • Fax.: (022) 2679 4089 / 2678 4391

Website: www.unichemlabs.com • Email: shares@unichemlabs.com

# **PROXY FORM**

| Name c    | of the Member(s)   | :  |
|-----------|--------------------|--|
| Registe   | red Address        | :  |
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| Email I   | D                  | :  |
| Foilio N  | Io./Client ID      | :  |
| DPID      | ,                  | ;  |
| DI ID     |                    |  |
| I/Ma b    | oing the Member(e  | ) ofshares of Unichem Laboratories Limited hereby appoint, |
| ı/ we, be | eing the Member(s  | gorshales of Onichem Laboratories Limited hereby appoint,  |
|           | N                  |  |
| 1.        | Name               | :  |
|           | Email ID           |  |
|           | Address            |  |
|           |                    | Signature:   |
|           | or failing her/hir | n;   |
|           |                    |  |
| 2.        | Name               | :  |
|           | Email ID           | :  |
|           | Address            | :  |
|           |                    | Signature:   |
|           | or failing her/hir | n;   |
|           |                    |  |
| 3.        | Name               | :  |
|           | Email ID           | :  |
|           | Address            | :  |
|           |                    | Signature:   |
|           |                    |  |



as my/our proxy to attend and vote (on a poll) for me/us and on my/our behalf at the 51st Annual General Meeting of the Company, to be held on Saturday, July 12, 2014 at 3.00 p.m. at Hall of Culture, Nehru Centre, Dr. Annie Besant Road, Worli, Mumbai – 400 018 and at any adjournment thereof in respect of such resolutions as are indicated below:

 $^{\ast}$  I wish my above proxy to vote in the manner as indicated in the below table:

| Resc | plutions   | For | Against |
|------|--|-----|---------|
| 1.   | Adoption of the Financial Statements and Reports thereon for the   |     |         |
|      | Year Ended March 31, 2014.   |     |         |
| 2.   | Declaration of final dividend for 2014 and confirm the interim     |     |         |
|      | dividend already paid during the year 2014.                        |     |         |
| 3.   | Re-appointment of Dr. Prakash A. Mody who retires by rotation.     |     |         |
| 4.   | Appointment of M/s. B. D. Jokhakar & Co., Chartered Accountants as |     |         |
|      | Statutory Auditors of the Company and to fix their remuneration.   |     |         |
| 5.   | Appointment of Mr. Ramdas Gandhi as an Independent Director.       |     |         |
| 6.   | Appointment of Mr. Nasser Munjee as an Independent Director.       |     |         |
| 7.   | Appointment of Mr. Prafull Anubhai as an Independent Director.     |     |         |
| 8.   | Appointment of Mr. Prafull Sheth as an Independent Director.       |     |         |
| 9.   | Appointment of Mr. Anand Mahajan as an Independent Director.       |     |         |
| 10.  | Adoption of new Articles of Association of the Company.            |     |         |
| 11.  | Ratification of the Appointment and Remuneration of the Cost       |     |         |
|      | Auditors.  |     |         |

| Signed this              | day of                       | 2014              |
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|                          |                              | Affix             |
|                          |                              | Revenue           |
|                          |                              | Stamp<br>not less |
| C:                       | C:                           | than              |
| Signature of Shareholder | Signature of proxyholder (s) | Re. 0.15          |

### Note:

- 1. This form of proxy in order to be effective should be duly completed and deposited at the Registered Office of the Company, not less than 48 (forty eight) hours before the meeting.
- 2. A proxy need not be a member of the Company.
- \*It is optional to indicate your preference. If you leave the 'For' or 'Against' column blank against any or all resolutions, your proxy will be entitled to vote in the manner he/she may deem appropriate.





CIN:L99999MH1962PLC012451

Unichem Bhavan, Prabhat Estate, Off. S. V. Road, Jogeshwari (West), Mumbai - 400 102.

Tel.: (022) 6688 8333 • Fax.: (022) 2679 4089 / 2678 4391

Website: www.unichemlabs.com • Email: shares@unichemlabs.com

# ATTENDANCE SLIP

(PLEASE FILL THE ATTENDANCE SLIP AND HAND IT OVER AT THE ENTRANCE OF THE MEETING HALL).

I/We hereby record my/our presence at the **51st Annual General Meeting** of the Company on **Saturday**, **July 12**, **2014** at **3.00** p.m. at Hall of Culture, Nehru Centre, Dr. Annie Besant Road, Worli, Mumbai – **400** 018.

| For Physical Holding    | For Electronic Form (Demat) NSDL/CDSL |                           | No. of Shares |
|-------------------------|---------------------------------------|---------------------------|---------------|
| LF No.                  | DP ID                                 | CLIENT ID                 |               |
| Name of the Member/Pr   | roxy (in Block Capitals)              |                           |               |
|                         |                                       |                           |               |
| (Only members/proxie    | es and representatives are            | allowed to attend the Mee | eting)        |
|                         | -                                     |                           |               |
|                         |                                       |                           |               |
| Signature of the Member | r / Proxy                             |                           |               |



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# **Forward - Looking Statement**

In this Annual Report, we have disclosed forward-looking information to enable investors to comprehend our prospects and take informed investment decisions. This report and other statements written and oral that we periodically make, contain forward-looking statements that set out anticipated results based on managements' plans and assumptions. We have tried wherever possible to identify such statements by using words such as 'anticipate', 'estimate', 'expect', 'project', 'intend', 'plan', 'believe' and words of similar substance in connection with any discussion of future of performance.

We cannot guarantee that these forward-looking statements will be realized, although we believe we have been prudent in assumptions. The achievements of results is subject to risks, uncertainties and even inaccurate assumptions. Should known or unknown results or uncertainties materialize, or should underlying assumptions prove inaccurate, actual results could vary materially from those anticipated, estimated or projected. Readers should bear this in mind.

We undertake no obligation to publicly update any forward-looking statement, whether as a result of new information, future events or otherwise.



