# MUNJAL SHOWA

# 30th Annual Report 2014-15





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#### BOARD OF DIRECTORS

Mr. Brijmohan Lall Munjal (Chairman)

Mr. Yogesh Chander Munjal (Managing Director)

Mr. Isao Ito (Joint Managing Director)

Mr. Katsuhiko Matsuura (upto May 22, 2015)

Mr. Matsui Masanao (w.e.f. May 22, 2015)

Mr. Ashok Kumar Munjal

Mr. Pankaj Munjal

Mr. Krishan Chand Sethi

Mr. Vinod Kumar Agrawal

Mr. Surinder Kumar Mehta

Mr. Nand Dhameja

Mr. Devi Singh

Mrs. Charu Munjal

#### NOMINATION AND REMUNERATION COMMITTEE

Mr. Krishan Chand Sethi- Chairman

Mr. Vinod Kumar Agrawal-Member

Mr. Devi Singh-Member

Mr. Surinder Kumar Mehta-Member

#### SHARETRANSFER/STAKEHOLDERS RELATIONSHIP COMMITTEE

Mr. Nand Dhameja-Chairman

Mr. Yogesh Chander Munjal-Member

Mr. Isao Ito- Member

Mr. Ashok Kumar Munjal-Member

#### AUDIT COMMITTEE

Mr. Vinod Kumar Agrawal-Chairman

Mr. Krishan Chand Sethi- Member

Mr. Nand Dhameja- Member

Mr. Ashok Kumar Munjal- Member

#### **CSR COMMITTEE**

Mr. Krishan Chand Sethi-Chairman

Mr. Yogesh Chander Munjal- Member

Mr. Vinod Kumar Agrawal- Member

# RISK MANAGEMENT COMMITTEE (Non Mandatory)

Mr. Yogesh Chander Munjal- Chairman

Mr. Pankaj Gupta-Member

Mr. K. Chakravorty-Member

#### STATUTORY & TAX AUDITORS

M/s S R Batliboi & Co. LLP, Chartered

Accountants, Gurgaon

#### INTERNAL AUDITORS

M/s Vaish & Associates, Chartered Accountants,

New Delhi

#### SECRETARIAL AUDITORS

Satyender Kumar & Associates, Gurgaon

#### CHIEF FINANCIAL OFFICER

Mr. Pankaj Gupta

# COMPANY SECRETARY

#### & COMPLIANCE OFFICER

Mr. Saurabh Agrawal

#### BANKERS

The Bank of Tokyo- Mitsubishi UFJ Limited

Standard Chartered Bank

State Bank of India

Citi Bank N.A.

Canara Bank

HDFC Bank Limited

Kotak Mahindra Bank Limited

The Bank of Nova Scotia

#### SHARETRANSFER AGENT

MCS Share Transfer Agent Limited

F-65, Okhla Industrial Area, Phase I,

New Delhi- 110 020

Tel: 011-41406149-52; Fax; 41709881

Email: admin@mcsdel.com

# TECHNICAL & FINANCIAL

COLLABORATOR

Showa Corporation 1-14-1, Fujiwara - Cho Gyoda-

shi Saitama Ken, Japan

### REGISTERED OFFICE & WORKS

#### **Gurgaon Plant & Registered Office**

9-11, Maruti Industrial Area, Sector-18 Gurgaon-

122015 Haryana

#### Manesar Plant

Plot No. 26 E & F, Sector 3, IMT Manesar,

Gurgaon- 122 050 Haryana

Haridwar Plant

Plot No. 1, Industrial Park-2, Phase-1,

Salempur Mehdood, Haridwar- 249403

Uttarakhand



## YEARLY FINANCIAL RESULTS AT A GLANCE

(Rs. in lacs)

March'15	March'14	March'13	March'12	March'11
799.92	799.92	799.92	799.92	799.92
40,272.34	34,812.93	29,480.57	24,816.28	19,497.88
41,072.27	35,612.85	30,280.49	25,616.20	20,297.80
0.00	0.00	0.00	1000.00	500.00
0.00	0.00	2,110.87	6,315.65	8,069.95
0.00	0.00	2,110.87	7,315.65	8,569.95
20,202.77	21,814.06	20,802.28	21,289.90	20,637.64
61,275.04	57,426.91	53,193.64	54,221.75	49,505.39
164,296.67	159,797.31	158,142.66	155,688.13	128,932.65
2.82%	1.05%	1.58%	20.75%	28.37%
13,542.34	11,129.86	10,272.47	12,414.66	8,334.05
8.24	6.97	6.50	7.97	6.46
44.54	270.32	716.57	1101.91	914.01
2,867.09	2,840.99	2,764.20	2,722.88	2,624.67
10,630.71	8,018.55	6,791.70	8,589.87	4,793.49
7,562.89	6,970.09	6,068.06	6,712.90	3,401.91
18.91	17.43	15.17	16.78	8.51
102.69	89.03	75.71	64.05	50.75
# 200.00%	175.00%	150.00%	150.00%	125.00%
# 4.00	3.50	3.00	3.00	2.50
	799.92 40,272.34 41,072.27 0.00 0.00 0.00 20,202.77 61,275.04 164,296.67 2.82% 13,542.34 8.24 44.54 2,867.09 10,630.71 7,562.89 18.91 102.69 # 200.00%	799.92       799.92         40,272.34       34,812.93         41,072.27       35,612.85         0.00       0.00         0.00       0.00         0.00       0.00         20,202.77       21,814.06         61,275.04       57,426.91         164,296.67       159,797.31         2.82%       1.05%         13,542.34       11,129.86         8.24       6.97         44.54       270.32         2,867.09       2,840.99         10,630.71       8,018.55         7,562.89       6,970.09         18.91       17.43         102.69       89.03         # 200.00%       175.00%	799.92         799.92         799.92           40,272.34         34,812.93         29,480.57           41,072.27         35,612.85         30,280.49           0.00         0.00         0.00           0.00         0.00         2,110.87           20,202.77         21,814.06         20,802.28           61,275.04         57,426.91         53,193.64           164,296.67         159,797.31         158,142.66           2.82%         1.05%         1.58%           13,542.34         11,129.86         10,272.47           8.24         6.97         6.50           44.54         270.32         716.57           2,867.09         2,840.99         2,764.20           10,630.71         8,018.55         6,791.70           7,562.89         6,970.09         6,068.06           18.91         17.43         15.17           102.69         89.03         75.71           # 200.00%         175.00%         150.00%	799.92         799.92         799.92         799.92         799.92           40,272.34         34,812.93         29,480.57         24,816.28           41,072.27         35,612.85         30,280.49         25,616.20           0.00         0.00         0.00         1000.00           0.00         0.00         2,110.87         6,315.65           20,202.77         21,814.06         20,802.28         21,289.90           61,275.04         57,426.91         53,193.64         54,221.75           164,296.67         159,797.31         158,142.66         155,688.13           2.82%         1.05%         1.58%         20.75%           13,542.34         11,129.86         10,272.47         12,414.66           8.24         6.97         6.50         7.97           44.54         270.32         716.57         1101.91           2,867.09         2,840.99         2,764.20         2,722.88           10,630.71         8,018.55         6,791.70         8,589.87           7,562.89         6,970.09         6,068.06         6,712.90           18.91         17.43         15.17         16.78           102.69         89.03         75.71         64.05

<sup>#</sup> Recommended by Board of Directors



#### **NOTICE**

NOTICE IS HEREBY GIVEN THAT THE  $30^{TH}$  ANNUAL GENERAL MEETING OF THE MEMBERS OF MUNJAL SHOWA LIMITED WILL BE HELD ON WEDNESDAY, THE  $26^{TH}$  DAY OF AUGUST, 2015 AT 11:00 AM AT THE COMPANY'S REGISTERED OFFICE SITUATED AT 9-11, MARUTI INDUSTRIAL AREA, SECTOR-18, GURGAON-122015 (HARYANA) TO TRANSACT THE FOLLOWING BUSINESS: -

#### **ORDINARY BUSINESS:**

- To receive, consider and adopt the Audited Financial Statement of the Company for the Financial Year ended March 31, 2015 including Audited Balance Sheet as at March 31, 2015 and the Statement of Profit and Loss for the Financial Year ended on that date together with the reports of the Board and Auditors thereon.
  - "RESOLVED THAT the audited Financial Statements of the Company including Balance Sheet as at 31 March, 2015 and the Statement of Profit and Loss, the cash flow statement for the year ended on that date and the reports of the Board of Directors ("the Board") and Auditors thereon be and are hereby received, considered and adopted."
- 2. To declare a dividend on equity shares for the financial year ending 2014-15.
  - "RESOLVED THAT a final dividend of Rs. 4.00/- per equity share on 39,995,000 equity shares of Rs. 2/- each fully paid up for the financial year 2014-15 be and is hereby approved and declared."
- 3. To appoint Mr. Ashok Kumar Munjal (DIN 00003843), as Director liable to retires by rotation.
  - "RESOLVED THAT Mr. Ashok Kumar Munjal (DIN 00003843), who retires by rotation and being eligible offers himself for re-appointment, be and is hereby re-appointed as a Director of the Company liable to retire by rotation."
- 4. Ratification of Appointment of Statutory Auditors.
  - "RESOLVED THAT pursuant to the provisions of Section 139 and other applicable provisions, if any, of the Companies Act, 2013 and the Rules framed thereunder, as amended from time to time, the appointment of M/s S R Batliboi & Company LLP, Chartered Accountants, Gurgaon (ICAI Firm registration No. 301003E), as Auditors of the Company to hold office from the conclusion of this Annual General Meeting (AGM) till the conclusion of the thirty-first AGM of the Company to be held in the year 2016 be and is hereby ratified at such remuneration plus service tax, out-of-pocket, travelling and living expenses, etc., as may be mutually agreed between the Board of Directors of the Company and the Auditors."

#### **SPECIAL BUSINESS:**

To consider and, if thought fit, to pass the following Resolutions as Ordinary Resolutions:

#### **As Ordinary Resolutions**

- Appointment of Mr. Matsui Masanao (DIN 00340218) as Director of the Company
  - "RESOLVED THAT pursuant to the provisions of Sections 149, 152 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) Mr. Matsui Masanao (DIN 00340218), who was appointed as an additional Director of the Company by the Board of Directors w.e.f. May 22, 2015 in terms of Section 161 of the Companies Act, 2013 and Article 89 of the Articles of Association of the Company and who holds office upto the date of forthcoming Annual General Meeting and in respect of whom the Company has receive a notice in writing from a member proposing his candidature for the office of Director, be and is hereby appointed as a Director of the Company whose period of office shall be liable to determination by retirement of directors by rotation."



#### Variation in the Terms of Appointment of Mr. Isao Ito-Joint Managing Director 6.

"RESOLVED THAT pursuant to the recommendations of the Nomination and Remuneration Committee and in partial modification of the earlier Resolution passed by the shareholders in the Twenty Ninth Annual General Meeting held on August 28, 2014, the consent of the Company be and is hereby accorded under Sections 196, 197, 203 with Schedule V and other applicable provisions, if any, of the Companies Act, 2013 and the rules made there under, and subject to the approval of the Central Government, if required the Basic Salary payable to Mr. Isao Ito-Joint Managing Director (DIN 05134031) be increased to Rs. 10,50,000/- per month from the existing Rs. 9,00,000/- per month and Special Pay of Rs. 1,00,000/- per month w.e.f. September 01, 2015 for the remaining period of his tenure.

**RESOLVED FURTHER THAT** all other terms and conditions of his appointment including remuneration (Including allowances, perquisites and benefits) shall remain unchanged.

RESOLVED FURTHER THAT the aggregate of the remuneration payable to him in any particular Financial Year will be subject to the overall ceiling limit laid down in Section 197 read with Schedule V of the Companies Act, 2013."

To consider and, if thought fit, to pass the following Resolution as Special Resolution:

#### **As Special Resolution**

#### Variation in the Terms of Appointment of Mr. Yogesh Chander Munjal- Managing Director

"RESOLVED THAT pursuant to the recommendations of the Nomination and Remuneration Committee and in partial modification of the earlier Resolution passed by the shareholders in the Twenty Ninth Annual General Meeting held on August 28, 2014, the consent of the Company be and is hereby accorded under Sections 196, 197, 203, read with Schedule V and other applicable provisions, if any, of the Companies Act, 2013 and the rules made there under, and subject to the approval of the Central Government, if required the Basic Salary payable to Mr. Yogesh Chander Munjal- Managing Director (DIN 00003491) be increased to Rs. 14,50,000/- per month from Rs. 13,00,000/- per month w.e.f. September 01, 2015 for the remaining period of his tenure.

RESOLVED FURTHER THAT all other terms and conditions of his appointment including remuneration (Including allowances, perquisites and benefits) shall remain unchanged.

**RESOLVED FURTHER THAT** the aggregate of the remuneration payable to him in any particular Financial Year will be subject to the overall ceiling limit laid down in Section 197 read with Schedule V of the Companies Act, 2013."

Place: New Delhi Dated: May 22, 2015 By Order of the Board of Directors For MUNJAL SHOWA LIMITED

#### **Registered Office:**

9-11, Maruti Industrial Area Sector-18, Gurgaon, Haryana - 122 015 Email: msladmin@munjalshowa.net Website: www.munjalshowa.net

CIN: L34101HR1985PLC020934 Phone No.: 0124-4783000, Fax: 0124-2341359

**SAURABH AGRAWAL COMPANY SECRETARY** Membership No. A36163



#### **NOTES:-**

- 01) A MEMBER ENTITLED TO ATTEND AND VOTE AT THE ANNUAL GENERAL MEETING IS ENTITLED TO APPOINT A PROXY TO ATTEND AND VOTE (ON A POLL ONLY) INSTEAD OF HIMSELF/HERSELF AND THE PROXY NEED NOT BE A MEMBER OF THE COMPANY. THE INSTRUMENT APPOINTING THE PROXIES IN ORDER TO BE VALID MUST BE DEPOSITED AT THE COMPANY'S REGISTERED OFFICE NOT LATER THAN 48 HOURS BEFORE THE COMMENCEMENT OF THE MEETING. A PROXY FORM IS ATTACHED.
  - A PERSON CAN ACT AS PROXY ON BEHALF OF MEMBERS NOT EXCEEDING FIFTY (50) AND HOLDING IN THE AGGREGATE NOT MORE THAN TEN PERCENT OF THE TOTAL SHARE CAPITAL OF THE COMPANY. IN CASE A PROXY IS PROPOSED TO BE APPOINTED BY A MEMBER HOLDING MORE THAN 10% OF THE TOTAL SHARE CAPITAL OF THE COMPANY CARRYING VOTING RIGHTS, THEN SUCH PROXY SHALL NOT ACT AS A PROXY FOR ANY OTHER MEMBER.
- 02) Corporate members intending to send their authorised representatives to attend the meeting are advised to send a duly certified copy of the Board Resolution authorizing their representative to attend and vote at the meeting.
- 03) In terms of Section 152 of the Companies Act, 2013, Mr. Ashok Kumar Munjal (DIN 00003843), Director, retire by rotation at the Meeting and being eligible, offer himself for re-appointment. The Board of Directors of the Company recommends his re-appointment. Brief resume of Mr. Ashok Kumar Munjal is given in Board's Report.
- 04) The Explanatory Statement setting out the material facts concerning Special Business at Item Nos. 5 to 7 of the accompanying notice as required by Section 102 of the Companies Act, 2013, is annexed hereto.
- 05) Pursuant to Section 91 of the Companies Act, 2013 and listing agreement, the Register of Members and the Share Transfer Books of the Company will remain closed from Saturday, August 08, 2015 to August 26, 2015 (both days inclusive).
- O6) The dividend as recommended by the Board of Directors, if approved at the thirtieth Annual General Meeting, shall be paid to those members, who hold the shares in physical format, whose names appear on the Company's Register of Members of the Company on Wednesday, August 26, 2015. In respect of the shares held in electronic form, the dividend shall be paid on the basis of beneficial ownership as per details furnished by the National Securities Depository Limited (NSDL) and Central Depository Services (India) Limited (CDSL), depositories for this purpose as on close of working hours of Friday, August 07, 2015.
- 07) Pursuant to the provisions of Section 124 of the Companies Act, 2013, dividend for the financial year 2008-09 and thereafter, which remains unclaimed for a period of 7 years would be transferred by the Company to the "Investor Education and Protection Fund (IEPF)" established by the Central Government. Dividends declared upto 1994-95 to 2006-07 remaining unpaid/ unclaimed have already been transferred to the Investor Education and Protection Fund. Dividend declared for the financial year 2007-08 is in the process of transfer to IEPF and the last date of claim is August 13, 2015.
- 08) Information in respect of unclaimed dividend pertaining to subsequent financial years when due for transfer to the said Fund is given below:

Financial year ended	Date of declaration of Dividend	Last date upto which claim can be lodged for unpaid Dividend
31.03.2009	07.08.2009	13.08.2016
31.03.2010	11.08.2010	17.08.2017
31.03.2011	11.08.2011	17.08.2018
31.03.2012	09.08.2012	16.08.2019
31.03.2013	03.09.2013	09.09.2020
31.03.2014	28.08.2014	03.09.2021



Shareholders who have not so far en-cashed the dividend warrant(s) are requested to seek issue of duplicate warrant(s) by writing to the Company immediately. Shareholders are requested to note that no claims shall lie against the Company or the said Fund in respect of any amounts which remain unclaimed or unpaid for a period of seven years from the dates that they first became due for payment and no payment shall be made in respect of any such claim.

The Ministry of Corporate Affairs (MCA) on 10<sup>th</sup> May, 2012 notifies the IEPF (Uploading of information regarding unpaid and unclaimed amounts lying with companies) Rules, 2012 (IEPF Rules), which are applicable to the Company. The objective of the IEPF rules is to help the shareholders ascertain status of the unclaimed amounts and overcome the problems due to misplacement of intimation in transit. Unclaimed dividend information is on the website of IEPF viz. www.iepf.gov.in and also on the website of the company viz. www.munjalshowa.net.

- 09) Members are requested to notify immediately any change of address including email IDs.
  - i) To their Depository Participants (DPs) in respect of their electronic share accounts, and
  - ii) To the Company's Registrar, MCS Share Transfer Agent Limited, F–65 Okhla Industrial Area, Phase I, New Delhi 110 020 in respect of their physical share folios, if any, quoting their folio number.
- 10) Electronic Clearing Service (ECS) Facility

The Company has provided a facility to the Members for remittance of dividend through Electronic Clearing System (ECS). The ECS facility is available at locations identified by Reserve Bank of India from time to time and covers most of the major cities and towns. Members holding shares in the physical form who wish to avail ECS facility may authorize the Company with their ECS mandate in the prescribed Form which can be obtained from the Company upon request.

- Members holding shares in electronic form are hereby informed that bank particulars registered against their respective depository accounts will be used by the Company for payment of dividend. The Company or its Registrar cannot act on any request received directly from the members holding shares in electronic form for any change of bank particulars or bank mandates. Such changes are to be advised only to the Depository Participant of the members. Members holding shares in physical form and desirous of either registering bank particulars or changing bank particulars already registered against their respective folios for payment of dividend are requested to write to the Company.
- 12) The Securities and Exchange Board of India (SEBI) has mandated the submission of Permanent Account Number (PAN) by every participant in securities market. Members holding shares in electronic form are, therefore requested to submit the PAN to their Depository Participants with whom they are maintaining their demat accounts. Members / transferee(s) are required to furnish a copy of their PAN to the Company / Registrar & Transfer Agent, MCS Share Transfer Agent Limited.
- 13) Members are requested to bring their copy of the Annual Report and Attendance Slip duly filled in to the Annual General Meeting.
- 14) In case of joint holders attending the Meeting, only such joint holder who is higher in the order of names will be entitled to vote.

#### **VOTING THROUGH ELECTRONIC MEANS**

In compliance with the provisions of the Section 108 of the Companies Act, 2013 read with Rule 20 of the Companies (Management and Administration) Rules, 2014, as amended by the Companies (Management and Administration) Amendment Rules, 2015 and Clause 35B of the Listing Agreement, the members are provided with the facility to cast their votes on resolutions through e-voting as amended from time to time, the Company is pleased to provide its members the facility of 'remote e-voting' (e-voting from a place other than venue of the AGM) to exercise their right to vote at the 30<sup>th</sup> Annual General Meeting (AGM). The business shall be transacted through e-voting services rendered by Central Depository Services (India) Limited (CDSL).



The facility for voting, either through ballot/polling paper shall also be made available at the venue of the 30<sup>th</sup> AGM. The members attending the meeting, who have not already cast their vote through remote evoting shall be able to exercise their voting rights at the meeting. The members who have already cast their vote through remote e-voting may attend the meeting but shall not be entitled to cast their vote again at the AGM.

Any person who becomes a member of the Company after dispatch of the Notice of the Meeting and holding shares as on the cut-off date i.e. August 19, 2015 have the option to request for physical copy of the Ballot Form by sending an e-mail to <a href="mailto:cs@munjalshowa.net">cs@munjalshowa.net</a> by mentioning their Folio/DP-ID and Client-ID No. However, the duly completed Ballot Form should reach the Registered Office of the Company not later than one day before the General Meeting. Ballot Form received after this date will be treated as invalid. 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. The Company has appointed Mr. Satyender Kumar (FCS 4087), Proprietor-Satyender Kumar & Associates, Company Secretaries, Gurgaon as the Scrutinizer for conducting the remote e-voting and the voting process at the AGM in a fair and transparent manner.

#### The instructions to members for voting electronically are as under:-

- i. The voting period begins on Sunday, August 23, 2015 at 9.00 a.m. and ends on Tuesday, August 25, 2015 at 5.00 p.m. During this period shareholders' of the Company, holding shares either in physical form or in dematerialized form, as on the cut-off date i.e. August 19, 2015, may cast their vote electronically. The e-voting module shall be disabled by CDSL for voting after 5.00 p.m. on August 25, 2015.
- ii. Members holding shares in physical or in demat form as on August 19, 2015 shall only be eligible for e-voting.
- iii. The shareholders should log on to the e-voting website www.evotingindia.com.
- iv. Click on Shareholders.
- v. Now Enter your User ID;
  - a. For CDSL: 16 digits beneficiary ID,
  - b. For NSDL: 8 Character DP ID followed by 8 Digits Client ID,
  - c. Members holding shares in Physical Form should enter Folio Number registered with the Company.
- vi. Next enter the Image Verification as displayed and Click on Login.
- vii. If you are holding shares in demat form and had logged on to www.evotingindia.com and voted on an earlier voting of any company, then your existing password is to be used.
- viii. If you are a first time user follow the steps given below:

	For Members holding shares in Demat Form and Physical Form
PAN	Enter your 10 digit alpha-numeric PAN issued by Income Tax Department (Applicable for both demat shareholders as well as physical shareholders).
. /	Members who have not updated their PAN with the Company/Depository Participant are requested to use the first two letters of their name and the 8 digits of the sequence number in the PAN field. In case the sequence number is less than 8 digits enter the applicable number of 0's before the number after the first two characters of the name in CAPITAL letters. E.g. if your name is Ramesh Kumar with sequence number 1 then enter RA00000001 in the PAN field.
DOB	Enter the Date of Birth as recorded in your demat account or in the company records for the said demat account or folio in dd/mm/yyyy format.
Dividend Bank Details	Enter the Dividend Bank Details as recorded in your demat account or in the company records for the said demat account or folio.  Please enter the DOB or Dividend Bank Details in order to login. If the details are not recorded with the depository or company please enter the member id/folio number in the Dividend Bank details field as mentioned in instruction (v).



- ix. After entering these details appropriately, click on "SUBMIT" tab.
- x. Members holding shares in physical form will then directly reach the Company selection screen. However, members holding shares in demat form will now reach 'Password Creation' menu wherein they are required to mandatorily enter their login password in the new password field. Kindly note that this password is to be also used by the demat holders for voting for resolutions of any other company on which they are eligible to vote, provided that company opts for e-voting through CDSL platform. It is strongly recommended not to share your password with any other person and take utmost care to keep your password confidential.
- xi. For Members holding shares in physical form, the details can be used only for e-voting on the resolutions contained in this Notice.
- xii. Click on the EVSN for the Munjal Showa Limited.
- xiii. 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.
- xvi. Click on the "RESOLUTIONS FILE LINK" if you wish to view the entire Resolution details.
- xv. 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.
- xvi. Once you "CONFIRM" your vote on the resolution, you will not be allowed to modify your vote.
- xvii. You can also take out print of the voting done by you by clicking on "Click here to print" option on the voting page.
- xviii. If Demat account holder has forgotten the same password then enter the User ID and the image verification code and click on Forgot Password & enter the details as prompted by the system.
- xix. Note for Non-Individual Shareholders & Custodians:
- a. Non-Individual shareholders (i.e. other than Individuals, HUF, NRI etc.) and Custodians are required to log on to www.evotingindia.com and register themselves as Corporate and Custodians respectively.
- b. A scanned copy of the Registration Form bearing the stamp and sign of the entity should be emailed to helpdesk.evoting@cdslindia.com.
- c. After receiving the login details a compliance user should be created using the admin login and password. The Compliance user would be able to link the account(s) for which they wish to vote on.
- d. The list of accounts should be mailed to helpdesk.evoting@cdslindia.com and on approval of the accounts they would be able to cast their vote.
- e. A scanned copy of the Board Resolution and Power of Attorney (POA) which they have issued in favour of the Custodian, if any, should be uploaded in PDF format in the system for the scrutinizer to verify the same.
- xx. 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.com under help section or write an email to helpdesk.evoting@cdslindia.com.

#### **ANNEXURE TO THE NOTICE**

# A. <u>EXPLANATORY STATEMENT IN RESPECT OF SPECIAL BUSINESS PURSUANT TO SECTION</u> 102(1) OF THE COMPANIES ACT, 2013

#### Item No. 5

The Board of Directors of the Company in its meeting held on May 22, 2015 has appointed Mr. Matsui Masanao as an Additional Director of the Company w.e.f. May 22, 2015. A notice under Section 160 of the Companies Act, 2013 along with requisite deposit has been received from a member proposing the candidature of Mr. Matsui Masanao as a Director of the Company.

Mr. Matsui Masanao, aged 49 years, completed his graduation from National College of Technology Japan. He started his career in 1987 as Engineer of 2-wheel Suspension R&D. He served various stations in Japan and abroad during his tenure. Recently he has been promoted as General Manager of Production Planning Office.

He is presently not holding the membership of the Board/ Committee(s) of any Company.

Except Mr. Matsui Masanao, and his relative none of the Director, Key Managerial Personnel (KMPs) and their relatives are interested /concerned either financial or otherwise in the Resolution under Item No. 5 of the notice. Mr. Matsui Masanao does not hold any equity shares in the Company.

The Board recommends the resolution to the members for their approval.



#### Item No. 6

The Members had approved basic salary of Mr. Isao Ito- Joint Managing Director as Rs. 9,00,000/- p.m. with effect from September 01, 2014 in the Twenty Ninth Annual General Meeting held on August 28, 2014. Under the leadership of Mr. Isao Ito, profitability of the Company grown during the year in spite of the challenging environment. In view of the vast experience and valuable contribution made by Mr. Isao Ito towards the growth of the Company and the job responsibilities handled by Joint Managing Director in the challenging environment, and on the basis of recommendation of Nomination and Remuneration Committee, your Board of Directors have, by passing a Resolution in their meeting held on May 22, 2015, revised the basic salary of Joint Managing Director to Rs. 10,50,000/- per month from Rs. 9,00,000/- per month and Special Pay Rs. 1,00,000/- per month w.e.f. September 01, 2015 for the remaining period of his tenure. All other terms and conditions of his appointment including remuneration (Including allowances, perquisites and benefits) will remain same.

Except Mr. Isao Ito, and his relative none of the Director, Key Managerial Personnel (KMPs) and their relatives are interested /concerned either financial or otherwise in the Resolution under Item No. 6 of the notice. Mr. Isao Ito does not hold any equity shares in the Company.

The Board recommends the resolution to the members for their approval.

#### Item No. 7

The Members had approved basic salary of Mr. Yogesh Chander Munjal- Managing Director as Rs. 13,00,000/p.m. with effect from September 01, 2014 in the Twenty Ninth Annual General Meeting held on August 28, 2014. Under the leadership of Mr. Yogesh Chander Munjal, profitability of the Company grown during the year in spite of the challenging environment. In view of the vast experience and valuable contribution made by Mr. Yogesh Chander Munjal towards the growth of the Company and the job responsibilities handled by Managing Director in the challenging environment, and on the basis of recommendation of Nomination and Remuneration Committee, your Board of Directors have, by passing a Resolution in their meeting held on May 22, 2015, revised the basic salary of Managing Director to Rs. 14,50,000/- per month from Rs. 13,00,000/- per month w.e.f. September 01, 2015 for the remaining period of his tenure. All other terms and conditions of his appointment including remuneration (Including allowances, perquisites and benefits) will remain same.

Except Mr. Yogesh Chander Munjal himself and Mrs. Charu Munjal being related to him, and their relatives none of the Director, Key Managerial Personnel (KMPs) and their relatives are interested/concerned either financial or otherwise in the Resolution under Item no. 7 of the Notice. Mr. Yogesh Chander Munjal does not hold any equity shares in the Company.

The Board recommends the resolution to the members for their approval to be adopted as special resolution, since the age of Mr. Yogesh Chander Munjal is more than 70 years.

Place: New Delhi Dated: May 22, 2015 By Order of the Board of Directors For MUNJAL SHOWA LIMITED

#### **Registered Office:**

9-11, Maruti Industrial Area Sector - 18, Gurgaon, Haryana - 122 015 Email: msladmin@munjalshowa.net Website: www.munjalshowa.net

CIN: L34101HR1985PLC020934

Phone No.: 0124-4783000, Fax: 0124-2341359

SAURABH AGRAWAL COMPANY SECRETARY Membership No. A36163



#### **BOARD'S REPORT**

#### Dear Members,

Your Directors have great pleasure in presenting the 30<sup>th</sup> Annual Report together with the Audited Statement of Accounts for the financial year ended March 31, 2015.

#### FINANCIAL RESULTS AND APPROPRIATIONS

The salient features of the Company's Financial Results for the year under review are as follows:

(Rs. In Lacs) Year Ended Year Ended 31.03.15 31.03.14 Sales and other Income 179,197.05 174,074.41 Profit before Interest, Depreciation, Tax & Exceptional item 13,474.60 11,129.85 **Financial Cost** 44.54 270.32 Depreciation 2,867.09 2,840.99 Exceptional Item (interest expenses reversed) (67.74)Profit before Tax 10,630.71 8,018.54 **Provision for Taxation** 3,067.82 1.048.46 Profit after Tax 7,562.89 6,970.08 Net Profit brought forward 12,905.08 9,572.73 Net value of fixed assets transferred to retained earning whose useful life exceeded the specified useful life 177.99 Profit available for appropriation 20,289.98 16,542.81 Dividend (Recommended) 1,599.80 1,399.83 Dividend Tax (Net) 325.68 237.90 Transfer to General Reserve 2,000.00 2,000.00 Surplus carried to Balance Sheet 16,364.50 12,905.08

#### **OPERATIONS & STATE OF THE COMPANY'S AFFAIRS**

The Company has achieved a sales turnover, including other income, of Rs. 179,197.05 lacs registering a growth of 2.94 per cent vis-à-vis Rs. 174,074.41 lacs in the previous year. The profit before tax in the current year was at Rs. 10,630.71 lacs as compared to Rs. 8,018.54 lacs in the previous year registering a growth of 32.58 per cent.

#### **CREDIT RATING**

The Company's financial discipline and prudence is reflected in the credit ratings ascribed by rating agency CRISIL as given below:

INR 4,500 Long-Term Loans	AA/Stable (Reaffirmed)
INR 2,000 Cash Credit	AA/Stable (Reaffirmed)
INR 7,700 Letter of Credit	CRISIL A1+
INR 225 Bank Guarantee	CRISIL A1+
INR 600 Commercial Paper Programme	CRISIL A1+



#### TRANSFER TO GENERAL RESERVE

The Board proposes to transfer an amount of Rs. 2,000 lacs to General Reserve. The balance amount of Rs. 16,364.50 lacs (Previous year Rs. 12,905.08 lacs) will be retained as surplus in the statement of Profit and Loss.

#### **DIVIDEND**

Your directors are pleased to recommend a dividend of 200 per cent (i.e. Rs. 4/- Per equity share of Rs. 2/- each fully paid up) for the financial year ended March 31, 2015 amounting to Rs. 1,599.8 lacs in aggregate as compared to 175 per cent i.e. Rs. 3.50/- per share in the corresponding last year. Dividend will be tax free in the hands of shareholders, as the Company will bear the dividend distribution tax of Rs. 325.68 lacs (Previous year Rs. 237.90 lacs). The dividend, if approved, at the Annual General Meeting shall be payable to the shareholders registered in the books of the Company and the beneficial owners whose names are furnished by the depositories, determined with reference to the book closure from August 08, 2015 to August 26, 2015 (both days inclusive).

#### **SHARE CAPITAL & DEBENTURES**

The paid up Equity Share Capital as on March 31, 2015 was Rs. 7.99 Crore. During the year under review, the Company has not issued shares with differential voting rights nor granted stock options or sweat equity. And also the Company has not accepted or repaid any Debentures, Preference Share Capital and any Bond & Security during the financial year, and none of the Directors of the Company hold any shares or security of the Company. The Company does not has any Debentures, Preferential Shares as on March 31, 2015.

#### **FINANCE**

Cash and cash equivalent as at March 31, 2015 was Rs. 156.41 lacs. The Company continues to focus on judicious management of its working capital. Receivables, inventories and other working capital parameters were kept under strict check through continuous monitoring.

#### PARTICULARS OF LOANS, GUARANTEES OR INVESTMENTS

The company has neither given any guarantee nor provided any security covered under the provision of Section 186 of the Companies Act, 2013. The Company has made investments in Mutual funds and given loan/advance to its vendors during ordinary course of business. Please refer note numbers 10 and 12 to the financial statements.

#### **CORPORATE GOVERNANCE**

Report on Corporate Governance and Management Discussion & Analysis Report along with Certificate of the Auditors of your Company pursuant to clause 49 of the Listing Agreement with the Stock Exchanges, have been included in this Report as **Annexure-A**. Your Company has been practicing the principles of good Corporate Governance over the years.

In terms of part IX of Clause 49 of the Listing Agreement, Certificate of CEO/CFO is also enclosed as a part of the Report.

The Board of Directors has laid down a **Code of Conduct** to be followed by all the Directors and members of Senior Management of your Company. The Board of Directors support the broad principles of Corporate Governance. In addition to the basic governance issues, the Board also lays strong emphasis on transparency, accountability and integrity.

#### **AUDITORS**

M/s S.R. Batliboi & Co.LLP, Chartered Accountants, Gurgaon, the Auditors of the Company, appointed at 29th Annual General Meeting from the date of 29th Annual General Meeting up to the date of 32nd Annual General Meeting of the Company. Now at the 30<sup>th</sup> Annual General Meeting of the Company, their appointment will be the subject to ratification by shareholders of the Company. The Company has also received certificate from the auditors to the effect that their ratification of appointment, would be in accordance with Section 139 & 141 of the Companies Act, 2013 and the rules framed thereunder.

The Board recommends their ratification of appointment for your approval.



#### **SECRETARIAL AUDITORS**

Pursuant to the provisions of Section 204 of the Companies Act, 2013 and The Companies (Appointment and Remuneration of Managerial Personnel) Rules, 2014, the Company has appointed M/s Satyender Kumar & Associates, a proprietorship firm of Company Secretaries to undertake the Secretarial Audit of the Company. The Report of the Secretarial Audit Report is annexed herewith as **Annexure -B**.

# CONSERVATION OF ENERGY, TECHNOLOGY ABSORPTION AND FOREIGN EXCHANGE EARNINGS AND OUTGO

The information pursuant to Section 134(3)(m) of the Companies Act, 2013 and the rules made thereunder regarding Conservation of Energy, Technology Absorption and Foreign Exchange earnings & outgo are given in **Annexure-C** which forms part of Board's Report.

#### **EXTRACT OF ANNUAL RETURN**

The extract of annual return in Form MGT 9 as required under Section 92(3) and Rule 12 of the Companies (Management and Administration) Rules, 2014 is appended as an *Annexure-D* to this Report.

#### **PARTICULARS OF EMPLOYEES**

The statement of particulars of employees as per Section 197 of the Companies Act, 2013 read with Rule 5 of The Companies (Appointment and Remuneration of Managerial Personnel) Rules, 2014, for the year ended March 31, 2015, is annexed hereto and forms part of this Report. *Annexure-E* 

#### **CORPORATE SOCIAL RESPONSIBILITY INITIATIVES**

As part of its initiatives under Corporate Social Responsibility (CSR), the Company has undertaken projects in the areas of Education, Livelihood, Health, Water and Sanitation. These projects are largely in accordance with Schedule VII of the Companies Act, 2013. Please refer *Annexure-F* to Board's Report

The Company was required to spend Rs. 156 lacs under Corporate Social Responsibility activities (CSR Activities) but Company could spend only Rs. 28.33 Lacs under CSR Activities. As the CSR is a new concept for the Company so Company is trying to develop its CSR activities. Your Company will try to spend whole amount to be spent on CSR activities during the financial year 2015-2016.

#### **MATERIAL CHANGES AND COMMITMENTS**

There are no material changes and commitments affecting the financial position of the company which have occurred between the end of the financial year of the company to which the financial statements relate and the date of the report.

## **ENVIRONMENT COMPLIANCE**

We believe that "waste is a precious resource kept in a wrong place". We further believe that "there is no waste as per the law of the nature". Hence from the solid waste like Iron & Steel from old scrap machines, we are collecting the raw material and we are manufacturing "Lean and Low cost" machines with a philosophy of Easy to run, Easy to maintain, Easy to clean and Zero accident by meeting all the quality and productivity standard. Everything is done in house starting from design up to finishing of the machine. This concept of reuse of metallic waste is highly appreciated by CII, ACMA and international experts of our Japanese Collaborator. By Regular training for workers and staff to prevent accident related to mechanical, electrical, chemical, physiological and psychological safety the Company has made "Zero incidents" as acceptable standard. Hazard Identification and Risk Assessment (HIRA) is our primary focus to mitigate and prevent the abnormalities. Because of our dedicated and committed efforts in continual improvement of Safety, Health and Environment area, we had received two National Awards from Ministry of Labour and Employment, Government of India for safety. The Company is a regular member of Haryana Environment Management Society.

The Company has started Green Vendor Development Programme (GVDP) since 2009-10. The aim of the project is to conserve water and Energy, Minimize generation of waste, terminate hazardous chemicals with non-hazardous chemicals, minimize carbon foot print, generate pollution prevention awareness throughout



the plant and to achieve 100 percent legal compliance. The Company is rigorously improving to create a better place for our next generation.

#### **TPM**

The Company has taken up the journey of Total Productive Maintenance (TPM) with the help of JIPM (Japan Institute of Plant Maintenance) Japan and CII, TPM Club India. Major objectives of TPM are to increase (PQCDSME) Productivity, to improve Quality, to reduce Costs, to ensure in time Delivery, to increase Safety, to increase profitability, to build Morale and to protect environment by formation of small cross functional work groups and to improve overall Plant efficiency. The other objectives are to procure and install maintenance free plant and machinery; and to achieve zero defects, zero break down, zero losses and zero accidents. In nutshell, TPM is to identify 16 types of Losses & converts them into Profit.

We have achieved TPM Excellency Award "category A" for Gurgaon and Manesar Plant in the years 2008 and 2010 respectively from Japan Institute of Plant Maintenance. We have been awarded by JIPM TPM Excellence Consistency Award for both Gurgaon & Manesar Plants in the year 2013. Now we have started TPM Journey to our Haridwar Plant.

#### **Lean TPM Activities:**

We have clubbed TPM with lean manufacturing system. Our Company has conducted Lean Manufacturing System (Value Stream Mapping) Work Shop. We have converted huge & complicated machines to Lean Machines. These machines consumes very less Electricity, occupies less space, takes very less inputs like consumables, manpower, tools, oils, compressed air, less set-up time etc. These machines are 5S Machines. Simple, Small, Slim, Speed & Safe and helps us in reducing Cost of manufacturing.

#### **ISO/TS 16949 ACCREDITATION**

Your Company's manufacturing facilities located at Gurgaon, Haridwar and Manesar continue to maintain and uphold the prestigious ISO/TS 16949:2009, ISO 14001:2004 and OHSAS 18001: 2007 (Occupational Health & Safety Assessment Series) certifications from reputed leading Indian and International Certification Institutions. These certifications help in continuous improvements, besides emphasis being laid on prevention of defects, reduction of wastes and variation in supply chain management.

#### **LISTING**

The shares of your Company are listed at The National Stock Exchange of India Limited and BSE Limited, and pursuant to Clause 38 of the Listing Agreement, the Annual Listing fees for the year 2015-16 have been paid to them well before the due date i.e. April 30, 2015. Annual Custody/Issuer fee for the year 2015-16 will be paid by the Company to NSDL and CDSL on receipt of the invoices.

#### **HUMAN RESOURCES**

Preventive Human Resources management is the strength of our Company and over a period of time, we have changed our vision of employees from "Human Resources Management" to "Human Capital Management".

Your Company believes that employees form the fulcrum of growth and differentiation for the organization. The Company recognizes that people are its principal assets and that to continued growth is dependent upon the Company's ability to attract and retain quality people. The total headcounts were 3,401 at the end of the year as compared to 3,525 of the previous year. The Company encourages long-term commitment to the Company by rewarding its people for the opportunities they create and the value generated for customers and shareholders. The Company conducts several training programmes to upgrade the skills of the workforce.

Many initiatives have been taken to support business through organizational efficiency, process change support and various employee engagement programmes which has helped the organization achieve higher productivity levels. A significant effort has also been undertaken to develop leadership as well as technical/functional capabilities in order to meet future talent requirement.



#### **BUSINESS RISK MANAGEMENT**

The Company has a Risk Management Policy to identify, evaluate business risks and opportunities. This framework seeks to create transparency, minimize adverse impact on the business objectives and enhance the Company's competitive advantage. The business risk framework defines the risk management approach across the enterprise at various levels including documentation and reporting.

The Company regularly conducts a study to develop a comprehensive 360° view on the opportunities, risks and threats to the business. These include areas such as market trends, new competition, changing customer preferences, disruptions in supplies, product development, talent management etc.

The Board has identified following risks:-

Intensifying Competition, Declining margins, Imposition of strict environmental / safety / regulatory regulations, Increase in raw material/component prices, Dependence on Collaborators, Over dependence on limited user segment base, Economic downturn, Risk of natural or manmade disasters, Product liability / recall, Single vendor dependence for critical components, Investment risks in expansion projects, Sales Catering only to Domestic Market, Over Dependence on few customers base, Retention & development of personnel and Inappropriate addressing of customer grievances. We through qualitative products and brand image, import only in case of cost advantage, regular improvement in productivity, controls over overhead and labour cost through a robust control of approvals, internal audit of environmental safety and regulatory compliance, localization of components, insurance, TS 16949 certification, TPM certification, regular development of alternate vendors where only single source, capturing customer complaints and response to them, have effective risk mitigating plans.

#### **VIGIL MECHANISM / WHISTLE BLOWER POLICY**

The Company has a vigil mechanism policy to deal with instance of fraud and mismanagement, if any. The details of the Policy is explained in the Corporate Governance Report and also posted on the website of the Company. The website link is given below-

http://www.munjalshowa.net/pdf/Vigil%20Mechanism%20%20Whistle%20Blower%20Policy.pdf

#### RECOMMENDATION OF THE AUDIT COMMITTEE

During the year, there was no such recommendation of the Audit Committee which was not accepted by the Board. Hence, there is no need for the disclosure of the same in this Report.

#### **CHANGES IN THE NATURE OF BUSINESS**

There is no change in the nature of the business of the Company during the Financial Year 2014-15

#### **DIRECTORS & KEY MANAGERIAL PERSONNEL**

Mr. Matsui Masanao (DIN 00340218) has been appointed as an additional director under Section 161(1) 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 Article 89 of the Articles of Association of the Company w.e.f May 22, 2015.

Mr. Ashok Kumar Munjal (DIN 00003843) non executive director of the Company is liable to retire by rotation at the ensuing Annual General Meeting. Mr. Ashok Kumar Munjal being eligible has offered himself for re-appointment.

Mr. Ashok Kumar Munjal aged about 64 years old, serves as the Managing Director of Sunbeam Auto Private Limited. Mr. Munjal has 33 years of experience in the field of engineering industry, investment, finance and auto component. He serves as a Director in Ledpra Infracon Private Limited, Radha Kishan Buildwell Private Limited And Privilege Estates Private Limited w.e.f. October 13, 2014. He is also a Director in Orient Craft Limited, SKH Education Private Limited., Chandernagar Chemicals And Minerals Private Limited, Hero Auto Components Private Limited, H & H Industries Private Limited and Sunglow Industries Private Limited. Mr. Munjal is a Commerce and Law Graduate from Punjab University, Chandigarh. He does not hold any share in the Company. He is the Member of Audit Committee and Share Transfer/Stakeholder Relationship Committee of the Company. He is also the member of the Audit Committee of Orient Kraft Limited. He is holding the position of directorship in twelve Companies including Munjal Showa Limited.



Your directors recommend his re-appointment at the ensuing Annual General Meeting.

Mr. Matsuura Katsuhiko (DIN 05276954) has resigned as Director of the Company w.e.f May 22, 2015. The Board placed its appreciation for the valuable services rendered by Mr. Matsuura Katsuhiko during his tenure as Director of the Company.

The shareholders approved the variation in the terms of appointment of Mr. Yogesh Chander Munjal (DIN 00003491) & Mr. Isao Ito (DIN 05134031) at the 29<sup>th</sup> Annual General Meeting of the Company. The Board of Directors in its meeting held on May 22, 2015 after recommendation of Nomination and Remuneration Committee recommended to the shareholders variation in the Terms of Appointment of Mr. Yogesh Chander Munjal & Mr. Isao Ito w.e.f. September 1, 2015.

Mr. Pankaj Gupta was looking after dual responsibility of Chief Financial Officer and Company Secretary of the Company after the resignation of Mr. Mahesh Taneja from the post of Chief Financial Officer and the company was searching for a Company Secretary who will take care of all secretarial functions. After completion of search Mr. Pankaj Gupta resigned from the post of Company Secretary & Compliance Officer and retained the post of Chief Financial Officer of the Company w.e.f. February 06, 2015.

Mr. Saurabh Agrawal was appointed as Company Secretary & Compliance Officer of the Company w.e.f. February 06, 2015.

The following employees were designated as whole-time key managerial personnel:

- a. Mr. Yogesh Chander Munjal- Managing Director
- b. Mr. Isao Ito- Joint Managing director
- c. Mr. Pankaj Gupta- Chief Financial Officer
- d. Mr. Saurabh Agrawal- Company Secretary

Pursuant to the section 149, 150, 152 of the Company Act 2013, the rules framed thereunder and the Listing Agreement, All the Independent Directors have been appointed for five years w.e.f. April 01, 2014 to March 31, 2019.

All Independent Directors have given declarations that they meet the criteria of independence as laid down under Section 149(6) of the Companies Act, 2013 and Clause 49 of the Listing Agreement.

The members of the Company at 29<sup>th</sup> Annual General Meeting held on August 28, 2014 approved the appointments of Mrs. Charu Munjal (DIN 03094545) as a non-executive Non-Independent Director who is liable to retire by rotation and of Mr. Krishan Chand Sethi, Mr. Vinod Kumar Agrawal, Mr. Devi Singh, Mr. Surinder Kumar Mehta and Mr. Nand Dhameja as Independent Directors who are not liable to retire by rotation.

The information under rule 5(1) of Companies (Appointment & Remuneration) Rules 2014 is given in *Annexure D-1* 

#### SUBSIDIARY COMPANIES, JOINT VENTURES OR ASSOCIATE COMPANIES

The Company neither has any Subsidiaries, joint ventures or associate companies nor any company have become or ceased to be its Subsidiaries, joint ventures or associate companies during the year.

#### **BOARD EVALUATION**

Pursuant to the provisions of the Companies Act, 2013 and Clause 49 of the Listing Agreement, the Board has carried out an annual performance evaluation of its own performance, the directors individually as well as the evaluation of the other committees of the Board i.e. Audit Committee, Nomination & Remuneration Committee, Risk Management Committee and Share Transfer/ Stakeholders Relationship Committee. The manner in which the evaluation has been carried out has been explained in the Corporate Governance Report.

#### REMUNERATION POLICY AND REMUNERATION TO THE DIRECTORS

The Board has, on the recommendation of the Nomination & Remuneration Committee framed a policy for selection and appointment of Directors, Senior Management and their remuneration. The Nomination and Remuneration Policy has been included in this Report as *Annexure-G*.



The details of remuneration, sitting fee etc. paid to directors are given in Corporate Governance Report. (Please refer point no. IV of Corporate Governance Report)

#### **MEETINGS**

A calendar of Meetings is prepared and circulated in advance to the Directors.

During the year four Board Meetings and four Audit Committee Meetings were convened and held. The details of which are given in the Corporate Governance Report. The intervening gap between the Meetings was within the period prescribed under the Companies Act, 2013 and Listing Agreement. (Please refer point no. I & II of Corporate Governance Report)

#### **DIRECTORS' RESPONSIBILITY STATEMENT**

Your Director's state that:

- a. in the preparation of the annual accounts for the year ended March 31, 2015, the applicable accounting standards read with requirements set out under Schedule III to the Act, have been followed and there are no material departures from the same:
- b. the Directors 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 as at March 31, 2015 and of the profit of the Company for the year ended on that date;
- c. the Directors have taken proper and sufficient care for the maintenance of adequate accounting records in accordance with the provisions of the Companies Act, 2013 for safeguarding the assets of the Company and for preventing and detecting fraud and other irregularities;
- d. the Directors have prepared the annual accounts on a 'going concern' basis;
- e. the Directors have laid down internal financial controls to be followed by the Company and that such internal financial controls are adequate and are operating effectively; and
- f. the Directors have devised proper systems to ensure compliance with the provisions of all applicable laws and that such systems are adequate and operating effectively.

#### **RELATED PARTY TRANSACTIONS**

All contracts/ arrangements/ transactions entered by the Company during the financial year with related parties were on arm's length basis and were in the ordinary course of business. During the year the Company had not entered into any contract/ arrangement/ transaction with related parties which could be considered material. Hence, requirement of Form AOC-2 as required under section 188(1) of the Companies Act, 2013 is not applicable to the Company.

All transactions with related parties were placed before Audit Committee and Audit committee has given omnibus approval for repetitive and foreseen transactions. The Board also noted these transactions on quarterly basis. The detail with related party transactions is given in note number 28 and 28A of financial statement. The Company has developed a policy on Related Party Transactions. The policy on Related Party Transactions as approved by the Board is uploaded on the Company's website. And the link of such policy is given below: <a href="http://www.munjalshowa.net/pdf/Related%20Party%20Transaction%20Policy.pdf">http://www.munjalshowa.net/pdf/Related%20Party%20Transaction%20Policy.pdf</a>
None of the Directors has any pecuniary relationships with the Company.

# EXPLANATIONS OR COMMENTS BY THE BOARD ON QUALIFICATION, RESERVATION OR ADVERSE REMARK OR DISCLAIMER MADE

The observations of the Auditors in their report read with the notes to accounts are self-explanatory and do not require any specific comments. However as pointed out by the Auditors in annexure to their report at point number vii(a), the slight delay in payment of undisputed statutory dues in few cases was on account of finalization of accounts beyond the due date of statutory dues and the same were paid with interest.

There is no other qualification, reservation or adverse remark or disclaimer made by the auditor in his report; and the company secretary in practice in his secretarial audit report.



#### INTERNAL CONTROL SYSTEM AND THEIR ADEQUACY

The Company has a comprehensive system of internal control to safeguard the Company's assets against any loss from unauthorized use and ensure proper authorization of financial transactions.

The Company has internal control systems commensurate with the size and nature of the business and has experienced personnel positioned adequately in the organization to ensure internal control processes and compliances. The Company takes abundant care in designing, reviewing and monitoring regularly the working of internal control systems and their compliances for all important financial internal control processes. The Audit findings are reported on quarterly basis to the Audit Committee of the Board headed by a Non-executive Independent Director.

The Company has robust ERP systems based on SAP platform. This ensures high degree of systems based checks and controls.

The Company maintains a system of internal controls designed to provide a high degree of assurance regarding the effectiveness and efficiency of operations, the reliability of financial controls and compliance with laws and regulations.

#### **GENERAL**

Your Directors state that no disclosure or reporting is required in respect of the following items as there were no transactions on these items during the year under review:

- 1. Details relating to deposits covered under Chapter V of the Act.
- 2. Issue of equity shares with differential rights as to dividend, voting or otherwise.
- 3. Issue of shares (including sweat equity shares) to employees of the Company under any scheme.
- 4. No significant or material orders were passed by the Regulators or Courts or Tribunals which impact the going concern status and Company's operations in future.

Your Directors further state that during the year under review, there were no cases filed pursuant to the Sexual Harassment of Women at Workplace (Prevention, Prohibition and Redressal) Act, 2013.

#### **ACKNOWLEDGEMENT**

Your Directors place on record their appreciation of the co-operation and support extended to the Company by Government of India, State Governments of Haryana and Uttrakhand, other local authorities, bankers, suppliers, customers and other stakeholders whose continued support has been a source of strength to the Company. The continued dedication and sense of commitment shown by the employees at all levels during the year deserve special mention.

The Directors also place on record their appreciation for the valuable assistance and guidance extended to the Company by Showa Corporation, Japan and for the encouragement and assurance, which our collaborator has provided from time to time for the growth and development of the Company.

The Directors also take this opportunity to express their deep gratitude for the continued co-operation and support received from its valued shareholders.

For and on behalf of the Board

Place: New Delhi Date: May 22, 2015 Yogesh Chander Munjal (Managing Director) (DIN 00003491) B-175, Greater Kailash, Part I, New Delhi, 110048 Krishan Chand Sethi (Director) (DIN 00004471) 9/304 East End Apartments, Mayur Vihar Extn. Phase I, New Delhi, 110096



#### **CORPORATE GOVERNANCE REPORT**

#### ANNEXURE-A TO BOARD'S REPORT

#### **Report on Corporate Governance**

The Directors have pleasure in presenting the Corporate Governance Report for the year ended March 31, 2015.

#### **Company's Philosophy on Corporate Governance**

Corporate Governance is a journey for constantly improving sustainable value creation and is an upward moving target. Munjal Showa Limited believes in the concept of good Corporate Governance involving transparency, empowerment, accountability, equity and integrity with a view to enhance stakeholders' value as Corporate Governance is a set of systems and practices which ensures fairness in all its transactions in the widest sense and meet its stakeholders aspirations and societal expectations.

This is demonstrated in shareholder returns, high credit ratings, governance processes and an entrepreneurial, performance focused work environment. Our customers have benefited from high quality products delivered at the most competitive prices. The basic ingredients of corporate governance require professionals to raise their competency and capability levels to meet the expectations in managing the enterprise and its resources effectively with the highest standards of ethics.

#### **GOVERNANCE STRUCTURE**

Munjal Showa Limited (MSL) Governance structure broadly comprises the Board of Directors and the Committees of the Board at the apex level and the Management structure at the operational level. The layered structure brings about a harmonious blend in governance as the Board sets the overall corporate objectives and gives direction and freedom to the Management to achieve these corporate objectives within a given framework, thereby bringing about an enabling environment for value creation through sustainable profitable growth.

#### I. BOARD OF DIRECTORS

#### A. Composition of Board

The Board plays a pivotal role in ensuring that the Company runs on sound and ethical business practices and that its resources are utilized for creating sustainable growth and societal wealth. The Board operates within the framework of a well defined responsibility matrix which enables it to discharge its fiduciary duties of safeguarding the interest of the Company, ensuring fairness in the decision making process, integrity and transparency in the Company's dealing with its Members and other stakeholders.

The Board of Directors of the Company consists of Twelve Directors having a pool of collective knowledge from various disciplines like Engineering, Finance, Treasury, Business Management, Corporate Planning, etc. The Board has been constituted in a manner resulting in an appropriate composition of Executive, Non-Executive and Independent Directors. The Non-executive Directors play an active role in the meetings of the Board and are associated with the various Board Committees. They also bring independent judgment in the Board's deliberations and decisions. The Board meets regularly and is responsible for the proper management of the Company. Two Director are executive; five directors, including the Chairman and one woman director, are non-executive and five directors are Non-Executive Independent directors. The independent Director of the Company is not serving as independent Director more than seven Listed Company.

The Board and its Committees formulate policy decisions, so as to lead and control the affairs of the Company. The Composition of the Board is in conformity with the provisions of the Listing Agreement. No Director is a member of more than 10 Committees or acts as Chairman of more than 5 Committees across all companies in which he is a director.

The details of the composition of the Board, number of meetings held during their tenure and attended by Directors during financial year 2014-15 are as follows:



Name of Director	Board held d ten	mber of Meetings uring their ure and ed by them	Attendance at last AGM	Number of Committee Memberships (Excluding Chairmanships) held  Number of Committee Chairmanships		Committee Commit Attendance Memberships Chairman at last (Excluding held AGM Chairmanships)		Number of Directorship (s) held In Indian Companies (Including
	Held	Attended		Including Munjal Showa Limited and excluding Private Companies, Foreign Companies and Section 8 Companies		Munjal Showa Limited)		
Executive & Promoter Directors								
Mr. Yogesh Chander Munjal	4	4	YES	1	None	2		
Mr. Isao Ito	4	4	YES	1	None	1		
Non-Executive Directors								
Mr. Brijmohan Lall Munjal	4	4	YES	1	None	11		
Mr. Katsuhiko Matsuura*	4	1	YES	None	None	1		
Mr. Pankaj Munjal	4	1	YES	None	1	20		
Mr. Ashok Kumar Munjal	4	1	YES	3	None	12		
Mrs. Charu Munjal	4	3	No	None	None	2		
Non-Executive Independent Directors								
Mr. Krishan Chand Sethi	4	4	YES	1	None	1		
Mr. Vinod Kumar Agrawal	4	3	YES	None	1	1		
Mr. Surinder Kumar Mehta	4	4	NO	None	1	3		
Mr. Nand Lal Dhameja	4	4	YES	1	1	1		
Mr. Devi Singh	4	4	YES	None	None	8		

<sup>\*</sup> Representative of Showa Corporation, Japan based at Japan. And Mr. Katsuhiko Matsuura has resigned from the Board w.e.f. May 22, 2015. And Mr. Matsui Masanao has been appointed as an additional director w.e.f May 22, 2015.

Chairmanship/Membership of the Audit Committee and Share Transfer/Stakeholders' Relationship Committee alone has been considered.

None of Directors held any shares or security of the Company as on March 31, 2015.

#### B. Meetings held in financial year 2014-15 and Attendance of Directors

The Board meets at least once in a quarter to consider, amongst other business, the quarterly performance of the Company and its financial results. The Board held four meetings during the financial year 2014-15 on May 23, 2014, July 31, 2014, November 05, 2014 and February 06, 2015.

Information supplied to the Board inter-alia includes:

- Annual operating plans and budgets of business, capital budgets and updates,
- Quarterly results of the Company.
- Minutes of the meetings of Audit Committee and other Committees of the Board,
- Information on recruitment and remuneration of senior officers just below the Board level,
- Any material defaults in financial obligation to and by the Company, or substantial non-payments for goods sold by the Company,
- Materially important show cause, demand, prosecution and penalty notices,
- Fatal or serious accidents or dangerous occurrences, any material effluent or pollution problems,
- Any issue which involves possible public or product liability claims of a substantial nature.
- Details of any joint venture or collaboration agreement,



- Transactions that involve substantial payment towards goodwill, brand equity or intellectual property,
- Any significant development in Human Resources / Industrial relations, significant labour problems and proposed solutions,
- Quarterly details of foreign exchange exposure and the steps taken by management to limit the risk of adverse exchange rate,
- Sale of material nature, of investments and assets, which are not in normal course of business,
- Non-compliance of any regulatory or statutory provisions or listing requirements as well as shareholders services such as non-payment of dividend and delays in share transfer.

#### C. Code of Conduct

The Code Conduct for Directors/Management Personnel ('the Code'), as adopted by the Board, is a comprehensive Code applicable to all Directors and Management Personnel. The Company's Board of Directors and Management Personnel are responsible for and are committed to setting the standards of conduct contained in this Code and for updating these standards, as appropriate, to ensure their continuing relevance, effectiveness and responsiveness to the needs of investors and all other stakeholders as also to reflect corporate, legal and regulatory developments. This Code should be adhered to in letter and in spirit. A copy of the Code has been put on the Company's website <a href="https://www.munjalshowa.net">www.munjalshowa.net</a>. The Code has been circulated to all the Directors and Management Personnel and the compliance of the same is affirmed by them annually. A declaration signed by the Managing Director of the Company is given below:

I hereby confirm that the Company has obtained from all the members of the Board and Management Personnel, affirmation that they have complied with the Code of Business Conduct & Ethics for Directors/Management Personnel in respect of the financial year 2014-15.

#### D. Board Training and Induction

At the time of appointing a Director, a formal letter of appointment is given to him, which inter alia explains the role, functions, duties and responsibilities expected from him as a Director of the Company.

The web-link of Terms and Conditions for the appointment of Independent Director is as under:

 $\frac{\text{http://www.munjalshowa.net/pdf/TERMS\%20AND\%20CONDITIONS\%20FOR\%20THE\%20APPOINTMENT}{\%20OF\%20INDEPENDENT\%20DIRECTOR.pdf}$ 

The Director is also explained in detail the compliances required from him under the Companies Act 2013, Clause 49 of the Listing Agreement and other relevant regulations.

By way of an introduction of the Company, the Director is presented with presentation on the Company which shows its history over 30 years of its existence, Annual Reports, policy on the CSR activities pursued by the Company etc.

#### Familiarization programme for Independent Directors:

Objective	The Company follows a structured orientation and training programme for the Independent Directors to understand and get updated on the business and the Company operations on a continuous basis.
Familiarization	Industry overview and Business model of the Company and an outline of Corporate
Program for	Plan and Annual targets
Independent	Introduction to Product profile
Directors	Operations overview
	Financial Performance and budget & control processes
	Overview of Sales & Marketing
	Familiarization on Statutory compliances as a Board Member including their Roles, Rights and Responsibilities

Note: The above programme was conducted for new and continuing Independent Directors of the Company during the year.



The web-link of Familiarization program for Independent Directors is as under:

http://www.munjalshowa.net/pdf/Familiarization%20Program%20For%20Independent%20Directors.pdf

#### **COMMITTEES OF THE BOARD**

With a view to have a more focused attention on business and for better governance and accountability, the Board has constituted the following mandatory committees viz. Audit Committee, Share Transfer/ Stakeholders Relationship Committee, Nomination and Remuneration Committee, Corporate Social Responsibility Committee and non mandatory committees viz. Risk Management Committee (It is applicable for only top 100 companies to constitute Risk Management Committee as it is Non mandatory to our Company). The terms of reference of these Committees are determined by the Board and their relevance reviewed from time to time. Meetings of each of these Committees are convened by the respective Chairman of the Committee, who also informs the Board about the summary of discussions held in the Committee Meetings. The Minutes of the Committee Meetings are sent to all Directors individually and tabled at the Board Meetings.

#### **II. AUDIT COMMITTEE**

The Audit Committee comprises of four Directors namely Mr. Krishan Chand Sethi, Mr. Ashok Kumar Munjal, Mr. Vinod Kumar Agrawal and Mr. Nand Dhameja, being Non- Executive Directors and majority of them are independent directors, to review various areas of audit and accounts. Mr. Vinod Kumar Agrawal, a non-executive and independent director is the Chairman of the Committee. All the members are having expertise in financial matters. All these Directors have good knowledge of Corporate & Project Finance, Accounts and Corporate Laws. Mr. Vinod Kumar Agrawal, Mr. Ashok Kumar Munjal and Mr. Nand Dhameja are having accounting and related financial management expertise. The terms of reference of the Audit Committee are in line with the Listing Agreement and the Companies Act, 2013. The Audit Committee assures to the Board the adherence of adequate internal control and financial disclosures and other acts conforming to the requirements of Listing Agreement with the Stock Exchanges. The Quarterly Financial Statements of the Company are reviewed by the Committee before submission to the Board for approval.

The terms of Reference of this Committee are wide enough covering the matters specified for Audit Committees under the Listing Agreement. The Audit Committee regularly reviews related party transactions, internal audit reports, appointment of Auditors, management discussion and analysis of financial condition and results of operations apart from other items of financial management and Company's business. The Constitution of Audit Committee also meets with the requirement of Section 177 of the Companies Act, 2013 and the rules made thereunder. The Company Secretary acts as the secretary of the Committee. The Auditors and Head of Finance generally attend the meetings on invitation by the Chairman. During the financial year 2014-15, the Audit Committee met four times, on May 22, 2014, July 30, 2014, November 04, 2014 and February 03, 2015. All the meetings were attended by auditors and Head of Finance.

Attendance of Members at the meetings of the Audit Committee held during 2014-15 was as under:

Name of the Chairman and Member	Attendance at the Audit Committee Meetings held on					
	May         July         November         February           22, 2014         30, 2014         04, 2014         03, 2015					
Non-Executive Directors						
Mr. Ashok Kumar Munjal (Member)	No	No	No	Yes		
Non-Executive and Independent Directors						
Mr. Krishan Chand Sethi (Member)	Yes	Yes	Yes	Yes		
Mr. Vinod Kumar Agrawal (Chairman)	Yes	Yes	Yes	Yes		
Mr. Nand Lal Dhameja(Member)	Yes	Yes	Yes	Yes		



#### **III. NOMINATION AND REMUNERATION COMMITTEE -**

(Constituted in 2003 as Remuneration Committee)

In compliance with Section 178 of the Companies Act, 2013, the Board has renamed the existing "Remuneration Committee" as the "Nomination and Remuneration Committee". The Committee is governed by a Charter.

The terms of reference of the Committee inter alia, include the following:

- a. Succession planning of the Board of Directors and Senior Management Employees;
- b. Identifying and selection of candidates for appointment as Directors / Independent Directors based on certain laid down criteria;
- Identifying potential individuals for appointment as Key Managerial Personnel and to other Senior Management positions;
- d. Formulate and review from time to time the policy for selection and appointment of Directors, Key Managerial Personnel and senior management employees and their remuneration;
- e. Review the performance of the Board of Directors and Senior Management Employees based on certain criteria as approved by the Board. In reviewing the overall remuneration of the Board of Directors and Senior Management, the Committee ensures that the remuneration is reasonable and sufficient to attract, retain and motivate the best managerial talent, the relationship of remuneration to performance is clear and meets appropriate performance benchmarks and that the remuneration involves a balance between fixed and incentive pay reflecting short term and long term objectives of the Company.

The present Nomination and Remuneration Committee consists of the following four non-executive & independent directors:

- Mr. Krishan Chand Sethi-Chairman
- Mr. Vinod Kumar Agrawal- Member
- Mr. Surinder Kumar Mehta-Member
- Mr. Devi Singh-Member

The meeting of the Remuneration Committee was held on May 22, 2014 under the Chairmanship of Mr. Krishan Chand Sethi. The meeting was attended by Mr. Krishan Chand Sethi, Mr. Vinod Kumar Agrawal, Mr. Surinder Kumar Mehta and Mr. Devi Singh. The meeting was held to consider and recommend increase in the remuneration payable to Mr. Yogesh Chander Munjal, Managing Director and Mr. Isao Ito, Joint Managing Director.

#### IV. REMUNERATION OF DIRECTORS

The remuneration structure of Executive Directors comprises of basic salary, commission, perquisites and other allowances. The Chairman and Non-executive Directors do not draw any remuneration from the Company except Sitting Fee for attending the meetings of Board of Directors and Committees thereof as may be determined by the Board of Directors from time to time. Payments of sitting fee to non-executive directors are made within the limits prescribed under the Companies Act, 2013. The details of the remuneration paid to Directors for the financial year 2014-15 are as under:

Name	Salary, Allowances and Perquisites	Commission	Sitting Fee	Total
Mr. Brijmohan Lall Munjal	Nil	Nil	140,000	140,000
Mr. Katsuhiko Matsuura	Nil	Nil	Nil	Nil
Mr. Yogesh Chander Munjal	32,347,499	11,476,428	Nil	43,823,927



Mr. Isao Ito	13,442,061	11,476,428	Nil	24,918,489
Mr. Pankaj Munjal	Nil	Nil	40,000	40,000
Mr. Ashok Kumar Munjal	Nil	Nil	120,000	120,000
Mrs. Charu Munjal	Nil	Nil	120,000	120,000
Mr. Kishan Chand Sethi	Nil	Nil	380,000	380,000
Mr. Vinod Kumar Agrawal	Nil	Nil	340,000	340,000
Mr. Surinder Kumar Mehta	Nil	Nil	200,000	200,000
Mr. Nand Dhameja	Nil	Nil	460,000	460,000
Mr. Devi Singh	Nil	Nil	200,000	200,000

#### V. CORPORATE SOCIAL RESPONSIBILITY (CSR) COMMITTEE -

The CSR Committee was constituted on May 23, 2014 under the provision of Section 135 of the Companies Act, 2013.

The terms of reference of the CSR Committee broadly comprises:

To review the existing CSR Policy and to make it more comprehensive so as to indicate the activities to be undertaken by the Company as specified in Schedule VII of the Companies Act, 2013;

To provide guidance on various CSR activities to be undertaken by the Company and to monitor its progress.

The composition of the CSR Committee as at March 31, 2015 and the details of Members' participation at the Meetings of the Committee are as under:

Name of the Chairman and Member	Attendance at the Corporate Social Responsibility Meetings held on November 04, 2014
Non-Executive and Independent Directors	
Mr. Krishan Chand Sethi-Chairman	Yes
Mr. Vinod Kumar Agrawal- Member	Yes
Executive Directors	
Mr. Yogesh Chander Munjal- Member	Yes

#### VI. RISK MANAGEMENT COMMITTEE

Business Risk Evaluation and Management is an ongoing process within the Organization. The Company has a risk management framework to identify, monitor and minimize risks as also identify business opportunities.

The objectives and scope of the Risk Management Committee broadly comprises:

- a. Oversight of risk management performed by the executive management;
- b. Reviewing the Board Risk Management policy and framework in line with local legal requirements;
- c. Reviewing risks and evaluate treatment including initiating mitigation actions and ownership as per a pre-defined cycle;
- d. Defining framework for identification, assessment, monitoring, mitigation and reporting of risks.

Within its overall scope as aforesaid, the Committee reviews risks trends, exposure, and potential impact analysis and mitigation plan.

Such committee is comprises of Mr. Yogesh Chander Munjal (Managing Director), Mr. Pankaj Gupta (Chief Financial Officer) and Mr. K Chakravorty (GM- Commercial).



#### VII. SHARE TRANSFER/STAKEHOLDERS RELATIONSHIP COMMITTEE

The "Share Transfer/Stakeholders Relationship Committee" duly reconstituted has been looking into the transfer of shares, issue of share certificates, investor grievances and suggest remedies and measures for improvement etc. The Committee comprises of four directors, of whom two are Non-Executive Directors, namely Mr. Nand Dhameja and Mr. Ashok Kumar Munjal. The Chairman Mr. Nand Dhameja is a non-executive independent director. The Company Secretary Mr. Saurabh Agrawal acts as the Compliance Officer of the Company and any request / complaint can be forwarded to the Company at e-mail Id investors complaints @munjalshowa.net.

During the year, the Company received 76 requests/complaints from the shareholders. All the requests/complaints were attended promptly and resolved. The Company endeavors to reply to all complaints received from the shareholders within a period of ten days. As on date no complaints are pending except those, which are under litigation, dispute or court orders. There was no pending share transfer case as on March 31, 2015. Only one case of issue of duplicate share certificate was pending as on March 31, 2015.

List of requests/complaints received from shareholders during the financial year 2014-2015 is as under:

Sr. No.	Nature of complaints received	Received	Solved	Pending
1.	Transfer / Transmission of shares	0	0	Nil
2.	Non receipt of Annual Report	24	24	Nil
3.	Non receipt of dividend warrants / Revalidation of dividend warrants	47	47	Nil
4.	Miscellaneous	05	05	Nil
TOTAL		76	76	Nil

The composition of such Committee as at March 31, 2015 and details of the Members participation at the Meetings of the Committee are as under:

Name of the Chairman and Member	Attendance at the Share Transfer/Stakeholders Relationship Committee Meetings held on			
	May	July	November	February
	22, 2014	30, 2014	04, 2014	03, 2015
Non-Executive and Independent Directors				
Mr. Nand Dhameja as Chairman	Yes	Yes	Yes	Yes
Non-Executive Directors				
Mr. Ashok Kumar Munjal	No	No	No	Yes
Executive Directors				
Mr. Yogesh Chander Munjal	Yes	Yes	Yes	Yes
Mr. Isao Ito	Yes	Yes	Yes	Yes

The total number of shares transferred in physical form during the year under review was 13,505 shares.

#### **VIII. SHARE TRANSFER SYSTEM / DIVIDEND AND OTHER RELATED MATTERS**

Share transfers in physical form are processed and the share certificates are generally returned to the transferees within a period of fifteen days from the date of receipt of transfer, provided the transfer documents lodged with the Company are complete in all respects.

The Board of Directors has delegated the authority to approve the share transfers/ transmission to the Company Secretary and/or Head of Finance who attend the same every fortnight and in case of any dispute / difference, they forward the same to the Share Transfer/ Stakeholders Relationship Committee for their approval.



#### **Reconciliation of Share Capital Audit**

As required by the Securities & Exchange Board of India (SEBI) quarterly audit of the Company's share capital is being carried out by an independent external auditor with a view to reconcile the total share capital admitted with National Securities Depository Limited (NSDL) and Central Depository Services (India) Limited (CDSL) and held in physical form, with the issued and listed capital. The Auditors' Certificate in regard to the same is submitted to BSE Limited and The National Stock Exchange of India Limited and is also placed before Share Transfer/Stakeholders' Relationship Committee and the Board of Directors.

#### IX. INDEPENDENT DIRECTORS' MEETING

During the year under review, the Independent Directors met on March 21, 2015, inter alia, to discuss:

- a. To review the performance of non-independent Directors and the Board as a whole.
- b. To review the performance of Mr. Brijmohan Lall Munjal, Chairperson of the Company;
- c. To assess the quality, quantity and timeliness of flow of information between the Company Management and the Board that is necessary for the Board to effectively and reasonably perform their duties.

#### X. POLICY FOR SELECTION AND APPOINTMENT OF DIRECTORS AND THEIR REMUNERATION

The Board has, on the recommendation of the Nomination & Remuneration Committee framed a policy for selection and appointment of Directors, Senior Management and their remuneration. The Nomination and Remuneration Policy has been included in Board's Report as *Annexure-G*.

The web-link of Nomination and Remuneration Policy is given below.

http://www.munjalshowa.net/pdf/Nomination%20And%20Remuneration%20Policy.pdf

#### XI. PERFORMANCE EVALUATION

Pursuant to the provisions of the Companies Act, 2013 and Clause 49 of the Listing Agreement, the Board has carried out the annual performance evaluation of its own performance, the Directors individually as well as the evaluation of the working of its Committees. A structured parameters has been prepared after taking into consideration inputs received from the Directors, covering various aspects of the Board's functioning such as adequacy of the composition of the Board and its Committees, Board culture, execution and performance of specific duties, obligations and governance.

Board has carried out an exercise to evaluate the performance of individual Directors including the Chairman of the Board, who were evaluated on parameters such as level of engagement and contribution, independence of judgement, safeguarding the interest of the Company etc. The performance evaluation of the Independent Directors was carried out by the entire Board. The performance evaluation of the Chairman and the Non Independent Directors was carried out by the Independent Directors. The Directors expressed their satisfaction with the evaluation process.

The Nomination and Remuneration Committee has formulated the criteria for evaluation of Independent Directors. The criteria are given below:

- **1. Initiative and Resourcefulness** Deals skillfully and promptly with new situations, difficulties or regularly assigned work. Demonstrates a readiness and ability to take actions within prescribed time.
- **2. Judgment** Applies sound logic in making decisions. Maintains awareness of Organizational realities and audience perspectives.
- 3. Adaptability Able to adjust to changing responsibilities, work environment and other factors.
- **4 Decisiveness** Able to make decisions or resolve problems within reasonable time frames.
- **5. Innovation and Creativity** Able to develop new approaches or procedure, adapts existing procedures to meet new work demands.
- 6. Leadership Able to guide others by example or by fostering Team work or by direct or indirect supervision.
- **7. Interpersonal Relationship** Works well with others. Resolves conflicts amicably and professionally. Maintains composure in stressful situation.
- 8. Oral Communication Able to communicate clearly so that the listener can readily and fully understand.

performance and plans.



- 9. Written Communication Able to communicate information in writing at the level commensurate with the job.
  10. Job knowledge and skills Has the knowledge and skills to perform effectively. Adds to the organization through professional or vocational abilities, knowledge of legislation, regulations, use tools and equipment, etc.
  11. Learning Ability Keen in learning new and latest developments in the field of automobile sector w.r.t.
- laws, rules and regulations.

  12. Evaluating subordinates Regular Meetings with Manager level employee to discuss their teams
- 13. Self-Management How well does they focus, manage their time, avoid distractions, etc.
- **14. Attendance and Grooming** Regularity to the visits of the office and presentation before the officials of other departments as Directors of the Company.

#### XII. RELATED PARTY TRANSACTIONS

All transactions entered into with Related Parties as defined under the Companies Act, 2013 and Clause 49 of the Listing Agreement during the financial year were in the ordinary course of business and on an arms length pricing basis and do not attract the provisions of Section 188 of the Companies Act, 2013. There were no materially significant transactions with related parties during the financial year. And none of the transaction was in conflict with the interest of the Company. Suitable disclosure as required by the Companies Act, 2013 and Accounting Standards (AS18) has been made in the note no. 29 of notes to the Financial Statements. The Board has approved a policy for related party transactions which has been uploaded on the Company's website. The weblink is given below:

http://www.munjalshowa.net/pdf/Related%20Party%20Transaction%20Policy.pdf

A statement in summary form of transactions with related parties in the ordinary course of business is placed periodically before the Audit Committee and also noted in Board Meeting.

#### XIII. DISCLOSURES

#### **Strictures and Penalties**

No strictures or penalties have been imposed on the Company by the Stock Exchanges or by the Securities and Exchange Board of India (SEBI) or by any statutory authority on any matters related to capital markets during the last three years.

## **Compliance with Accounting Standards**

In the preparation of the financial statements, the Company has followed all the Accounting Standards as amended up to date.

#### **Internal Controls**

The Company has a formal system of internal control testing which examines both the design effectiveness and operational effectiveness to ensure reliability of financial and operational information and all statutory / regulatory compliances. The Company's business processes are on SAP-ERP and SAP-HR platforms and has a strong monitoring and reporting process resulting in financial discipline and accountability.

#### **CEO & MD / CFO Certification**

The CEO&MD and the CFO have issued certificate pursuant to the provisions of Clause 49 of the Listing Agreement certifying that the financial statements do not contain any untrue statement and these statements represent a true and fair view of the Company's affairs. The said certificate is annexed and forms part of the Annual Report.

#### **XIV. FOREIGN EXCHANGE RISK**

The Company is consulting foreign exchange experts on day-to-day basis for hedging /booking the import bill to manage the foreign exchange risks.

#### XV. PUBLIC ISSUES, RIGHT ISSUES OR PREFERENTIAL ISSUES

The Company has not raised any money from public issues, right issues or preferential issues etc. during the year.



#### XVI. VIGIL MECHANISM / WHISTLE BLOWER POLICY

The Company is committed to adhere to the highest standards of ethical, moral and legal conduct of business operations. To maintain these standards, the Company encourages its employees who have concerns about suspected misconduct to come forward and express these concerns without fear of punishment or unfair treatment. A Vigil (Whistle Blower) mechanism provides a channel to the employees and Directors to report to the management concerns about unethical behavior, actual or suspected fraud or violation of the Codes of conduct or policy. The mechanism provides for adequate safeguards against victimization of employees and Directors to avail of the mechanism and also provide for direct access to the Managing Director/ Chairman of the Audit Committee in exceptional cases. This neither releases employees from their duty of confidentiality in the course of their work nor can it be used as a route for raising malicious or unfounded allegations against people in authority and/or colleagues in general.

Vigilance and Ethics Officer is as under:-

Name and Address - Shri R K Arora, Head Personnel Munjal Showa Limited 9-11, Maruti Industrial Area, Gurgaon-122015 Email- rkarora@munjalshowa.net

The contact details of the Managing Director, and the Chairman of the Audit Committee are as under:

Name and Address of Managing Director - Shri Yogesh Chander Munjal Munjal Showa Limited 9-11, Maruti Industrial Area, Gurgaon-122015 Email- yogesh\_munjal@munjalshowa.net

Name and Address of the Chairman of Audit Committee- Shri V K Agrawal Munjal Showa Limited
9-11, Maruti Industrial Area, Gurgaon-122015
Email- agrawalnagrawal@yahoo.co.in

The website link of Vigil Mechanism / Whistle Blower Policy, is given below: <a href="http://www.munjalshowa.net/pdf/Vigil%20Mechanism%20%20Whistle%20Blower%20Policy.pdf">http://www.munjalshowa.net/pdf/Vigil%20Mechanism%20%20Whistle%20Blower%20Policy.pdf</a>

#### **XVII. PREVENTION OF INSIDER TRADING**

The Company has adopted a Code of Conduct for Prevention of Insider Trading with a view to regulate trading in securities by the Directors and designated employees of the Company. The Code requires pre-clearance for dealing in the Company's shares and prohibits the purchase or sale of Company shares by the Directors and the designated employees while in possession of unpublished price sensitive information in relation to the Company and during the period when the Trading Window is closed. The Company Secretary is responsible for implementation of the Code.

All Board Directors and the designated employees have confirmed compliance with the Code.

#### XVIII. COMMUNICATION WITH THE MEMBERS/SHAREHOLDERS

The unaudited quarterly / half yearly results are announced within forty-five days of the close of the quarter. The audited annual results are announced within two months from the close of the financial year as per the requirements of the Listing Agreement with the Stock Exchanges. The aforesaid financial results are sent to BSE Limited (BSE) and The National Stock Exchange of India Limited (NSE) where the Company's securities are listed, immediately after these are approved by the Board. The results are thereafter given by way of a Press Release to various news agencies/analysts and are published within forty eight hours in leading English and Hindi daily newspapers such as The Economic Times (English edition) and Navbharat Times (Hindi edition). The audited financial statements form a part of the Annual Report which is sent to the Members well in advance of the Annual General Meeting.



The Company also informs by way of intimation to BSE and NSE all price sensitive matters or such other matters, which in its opinion are material and of relevance to the members and subsequently issues a Press Release in regard to the same.

The Annual Report of the Company, the quarterly / half yearly and the annual results and the press releases of the Company are also placed on the Company's website: <a href="www.munjalshowa.net">www.munjalshowa.net</a> and can be downloaded.

In compliance with Clause 52 of the Listing Agreement, the quarterly results, shareholding pattern, quarterly compliances and all other corporate communication to the Stock Exchanges viz. BSE Limited and National Stock Exchange of India Limited are filed electronically on BSE's on-line portal and through Corporate Filing and Dissemination System (CFDS) website www.corpfiling.co.in. Likewise, the said information is also filed electronically with NSE through NSE's NEAPS portal. The Company has complied with filing submissions through BSE's BSE Online Portal.

#### XIX. GENERAL INFORMATION TO SHAREHOLDERS

#### **Investor Services**

Share transfers and other communication regarding change of address, dividends, share certificates, investor complaints, etc. may be addressed to

MCS Share Transfer Agent Limited F-65, Ist Floor, Okhla Industrial Area, Phase I, New Delhi- 110 020

Tel: 011-41406149-52; Fax; 41709881

Email: admin@mcsdel.com

Members who hold shares in dematerialized form should correspond with the Depository Participant with whom they maintain Demat Accounts, for their queries relating to shareholding, change of address, credit of dividend through NECS. However, queries relating to non-receipt of dividend, non-receipt of annual reports, or on matters relating to the working of the Company should be sent to the Company. Members who hold shares in physical form should address their queries to the Company. Members are requested to ensure that correspondence for change of address, change in bank details, processing of unclaimed dividend, subdivision of shares, renewals / split / consolidation of share certificates, issue of duplicate share certificates should be signed by the first named Member as per the specimen signature registered with the Company. The Company may also, with a view to safeguard the interest of its Members and that of the Company, request for additional supporting documents such as certified copies of PAN Cards and other proof of identity and/or address. Members are requested to indicate their DP ID & Client ID/ Ledger Folio number in their correspondence with the Company and also to provide their Email addresses and telephone numbers/FAX numbers to facilitate prompt response from the Company.

#### **Market Information**

#### Listing on Stock Exchanges

The Company's shares are listed on the following Stock Exchanges and the Listing Fees have been paid to the Exchanges:

Name & Address of the Stock Exchanges	Stock Code / Scrip Code	ISIN Number for NSDL/ CDSL (Dematerialised shares)
BSE Limited,		
Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai 400001	520043	INE577A01027
The National Stock Exchange of India Limited	MUNJALSHOW	
Exchange Plaza, Bandra-Kurla Complex, Bandra (East), Mumbai 400051		



# Munjal Showa Limited Share Price on BSE April- March 2015

Month	High Price	Low Price	No. of Shares	No. of Trades	Total Turnover (Rs.)
Apr-14	94.70	82.15	331,215	7,860	29,707,327
May-14	118.00	87.55	623,930	15,994	65,985,276
Jun-14	148.00	110.00	576,474	17,778	77,720,746
Jul-14	147.80	119.15	330,481	11,434	46,260,226
Aug-14	158.70	137.50	549,654	16,424	82,549,302
Sep-14	219.80	159.35	1,362,011	46,059	257,559,470
Oct-14	226.70	172.05	350,740	12,766	70,025,552
Nov-14	252.00	205.50	500,681	22,377	115,706,964
Dec-14	232.00	181.10	627,439	22,455	128,965,519
Jan-15	232.55	196.35	369,699	14,217	79,253,192
Feb-15	222.00	181.05	614,278	22,985	126,211,627
Mar-15	206.00	166.60	227,520	9,927	42,286,469

# Stock Performance of Munjal Showa Limited Vs. Bombay Stock Exchange (BSE) Indices:

B	SE Sensex		Munjal Showa Limited		
Year	Sensex	% Change	Year	Close	% Change
2015	26,832.66	-	2015	163.20	-
2014	27,499.42	-2.42	2014	204.75	-20.29
2013	21,170.68	26.74	2013	70.45	131.65
2012	19,426.71	38.12	2012	66.70	144.68
2011	15,454.92	73.62	2011	62.15	162.59
2010	20,509.09	30.83	2010	54.80	197.81

## **NSE Share Details**

Month	High Price	Low Price	No. of Shares	No. of Trades	Total Turnover (In Lacs)
Apr-14	94.95	82.50	802,083	9,923	726.13
May-14	118.80	86.50	1,844,226	20,109	1,956.66
Jun-14	147.35	111.20	1,500,168	21,179	2,018.44
Jul-14	147.60	116.65	727,142	13,317	1,007.29
Aug-14	163.00	136.95	1,215,545	19,818	1,826.16
Sep-14	220.00	158.55	3,744,965	61,468	7,062.17
Oct-14	226.55	172.15	1,357,390	23,703	2,716.65
Nov-14	252.00	202.25	1,803,403	33,683	4,170.71
Dec-14	232.40	180.00	1,849,545	31,533	3,862.75
Jan-15	232.90	197.00	1,119,662	25,037	2,396.30
Feb-15	223.70	181.00	1,431,877	32,294	2,977.08
Mar-15	205.00	170.00	642,803	14,987	1,194.47



## Distribution of Shareholding as on 31.03.2015

No of Shares held with NSDL	34,226,506	85.57%
No of Shares held with CDSL	5,025,845	12.57%
No of Shares held in Physical	742,649	1.85%
Total	39,995,000	100.00%

# Shareholding pattern as on March 31, 2015:

Category of shareholder	Number of shareholders	Total number of shares	Number of shares held in dematerialized form	Total shareholding as a percentage of total number of shares
Indian Promoters	2	15,604,000	15,604,000	39.01
Foreign Promoters	1	10,400,000	10,400,000	26.00
Public Shareholding				
Institutions				
Mutual Funds/ UTI	9	602,478	598,978	1.51
Financial Institutions/ Banks	7	14,617	7,617	0.04
Insurance Companies	0	0	0	0.00
Foreign Institutional Investors	7	199,018	199,018	0.50
Non-institutions				
Bodies Corporate	458	3,539,618	3,527,618	8.85
Individuals - i. Individual shareholders holding nominal share capital up to Rs. 1 lakh.	11,671	7,997,245	7,282,096	20.00
ii. Individual shareholders holding nominal share capital in excess of Rs. 1 lakh.	10	1,376,273	1,376,273	3.44
Any Other-NRI	204	196,571	191,571	0.49
Any Other-Trust & foundation	2	65,180	65,180	0.16
GRAND TOTAL	12,371	39,995,000	39,252,351	100.00
% of Dematerialization	98.14			

Statement showing Shareholding of persons belonging to the category "Promoter and Promoter Group" as on March 31, 2015:

Sr. No.	Name of the shareholder	Total Shares held		
		Number	As a % of total shareholding	
(I)	(II)	(III)	(IV)	
1	DAYANAND MUNJAL INVESTMENT P LIMITED	15,600,000	39.00	
2	SHOWA CORPORATION	10,400,000	26.00	
3	NIDHI KAPOOR (RELATIVE OF DIRECTOR)	4,000	0.01	
	TOTAL	26,004,000	65.01	



Statement showing Shareholding of persons belonging to the category "Public" and holding more than 1% of the total number of shares

Sr. No.	Name of the shareholder	Number of shares	As a % of total Shareholding
1.	ENAM SHARES & SECURITIES PRIVATE LIMITED	2,154,508	5.39
2.	ANIL KUMAR GOEL	493,000	1.23
	TOTAL	2,647,508	6.62

No shares have been pledged by the promoters.

#### (1) Nomination Facility:

The Company offers facility of nomination. The facility is made available folio-wise and for the entire shares registered under the folio. The members holding shares in dematerialized form may contact and consult their respective Depository Participant (DP) for availing the nomination facility. Members holding shares in physical form may contact RTA of the Company.

(2) Outstanding GDRs/ADRs/Warrants or : Not Applicable any convertible instruments, if any

(3) Plant Locations

- : 9-11, Maruti Industrial Area, Sector-18, Gurgaon-122 015, Haryana
  - 26 E & F, Sector-3, IMT Manesar, Gurgaon-122050, Haryana
  - Plot No. 1, Industrial Park-2, Phase-1 Salempur Mehdood, Haridwar-249403 Uttarakhand
- (4) Address for Correspondence
- : 9-11, Maruti Industrial Area, Sector-18, Gurgaon-122015, Haryana Shareholders holding shares in electronic mode should address all their correspondence to their respective Depository Participant.

RTA may be contacted for any query related to Share Transfer and other matters.

#### A. Distribution of Shareholding as on March 31, 2015:

Shares Holding on			% of	% of
Nominal Value of Rs. 2/-	No. of Shares	No. Shareholders	Shares	Shareholders
1 to 500	1,368,798	9,272	3.42	74.95
501 to 1000	1,343,562	1,493	3.36	12.07
1001 to 2000	1,436,246	827	3.59	6.69
2001 to 3000	623,764	240	1.56	1.94
3001 to 4000	577,991	155	1.45	1.25
4001 to 5000	496,115	104	1.24	0.84
5001 to 10000	1,079,698	144	2.70	1.16
10001 to 50000	2,421,851	114	6.06	0.92
50001 to 100000	893,752	13	2.23	0.11
	29,753,223	9	74.39	0.07
Total	39,995,000	12,371	100	100



The Annual General Meetings of the Company in the last three years have been held as under:

For the Year	Location	Day and Date	Time	No. of Special Resolutions passed
2013-2014	9-11,Maruti Industrial Area, Sec-18, Gurgaon	Thursday, August 28, 2014	11.00A.M.	01
2012-2013	9-11,Maruti Industrial Area, Sec-18, Gurgaon	Tuesday, September 03, 2013	11.00A.M.	01
2011-2012	9-11,Maruti Industrial Area, Sec-18, Gurgaon	Thursday, August 09, 2012	11.00A.M.	01

No resolution has been passed by the Company's shareholders through postal ballot during the Financial Year 2014-15 and there is no resolution proposed to be passed through postal ballot in the ensuing Annual General Meeting.

#### **Extraordinary General Meeting (EGM)**

No EGM was held during the Financial Year 2014-15

#### Other General Information to the members of the Company

#### 1) Annual General Meeting

-Day, Date and Time : Wednesday, August 26, 2015, 11:00 A. M.

-Venue : 9-11, Maruti Industrial Area, Sector 18,

Gurgaon-122015 (HR)

2) Financial Calendar

(a) Financial Year 2015-2016 : April to March

(b) Financial reporting for the quarter ending June' 2015 : By August 14, 2015
(c) Financial reporting for the half year ending September' 2015 : By November 14, 2015
(d) Financial reporting for the quarter ending December' 2015 : By February 14, 2016

(e) Financial reporting for the year ending March' 2016. : End May, 2016

(f) Annual General Meeting for the year ending March 31, 2016: End September, 2016

3) Face Value of the Equity Share : Rs. 2/- per share

4) Date of Book Closure : August 08, 2015 to August 26, 2015

(both days inclusive)

5) Dividend Payment Date : 30 days from the date of AGM

6) - Company Identification Number (CIN) : L34101HR1985PLC020934

- Permanent Account Number (PAN) : AAACM0070D

#### XX. SEPARATE POST OF CHAIRMAN AND CEO

The Company appointed a separate person on the Post of Chairman and Managing Director. Mr. Brijmohan Lall Munjal is the Chairman of the Company. He is a non-executive Director of the Company. Mr. Yogesh Chander Munjal and Mr. Isao Ito are the Managing Directors of the Company.

#### XXI. REPORTING OF INTERNAL AUDITOR

The Internal Auditor of the Company directly reports to the Audit Committee.

#### XXII. NON-COMPLIANCE OF LISTING AGREEMENT

The Company have complied with all the Mandatory requirements as stated in Annexure XII of the Listing Agreement. And the Company has not adopted any Non Mandatory Requirements as stated in Annexure XIII except Separate posts of Chairman and CEO and Reporting of Internal Auditor of the Listing Agreement.



#### **COMPLIANCE WITH CODE OF CONDUCT**

As provided under Clause 49 of the Listing Agreement with the Stock Exchanges, the Board Members and the Senior Management Personnel have confirmed compliance with the Code of Conduct for the year ended March 31, 2015.

For and on behalf of the Board

Place: New Delhi Date: May 22, 2015 Yogesh Chander Munjal (Managing Director) (DIN 00003491)

B-175, Greater Kailash, Part I, New Delhi, 110048

#### CHIEF EXECUTIVE OFFICER (CEO) AND CHIEF FINANCIAL OFFICER (CFO) CERTIFICATION

To,

The Board of Directors Munjal Showa Limited

We the undersigned, in our respective capacities as Chief Executive Officer and Chief Financial Officer of Munjal Showa Limited, to the best of our knowledge and belief certify that:

- a) We have reviewed financial statements and the cash flow statement for the year ended March 31, 2015 and that to the best of our knowledge and belief, we state that:
- these statements do not contain any materially untrue statement or omit any material fact or contain statements that might be misleading;
- these statements together present a true and fair view of the company's affairs and are in compliance with existing accounting standards, applicable laws and regulations.
- b) We further state that to the best of our knowledge and belief, there are no transactions entered into by the Company during the year, which are fraudulent, illegal or violative of the Company's Code of Conduct.
- c) We hereby declare that all the members of the Board of Directors and Executive Committee have confirmed compliance with the Code of Conduct as adopted by the Company.
- d) We are responsible for establishing and maintaining internal controls for financial reporting and that we have evaluated the effectiveness of internal control systems of the Company pertaining to financial reporting of the Company and have disclosed to the Auditors and Audit Committee, deficiencies in the design or operation of internal controls, if any, of which we are aware and the steps we have taken or proposed to take to rectify these deficiencies.
- e) We have indicated, based in our most recent evaluation, wherever applicable, to the Auditors and the Audit Committee:
- significant changes, if any, in internal control over financial reporting during the year;
- significant changes, if any, in the accounting policies during the year and that the same has been disclosed in the notes to the financial statements; and
- instances of significant fraud of which we have become aware and the involvement therein, if any, of the management or an employee having significant role in the Company's internal control system over the financial reporting.

Place: New Delhi Date: May 22, 2015 **Yogesh Chander Munjal** (Managing Director) (DIN 00003491) New Delhi. 110048

Pankaj Gupta (Chief Financial Officer) (PAN ABCPG8127F) B-175, Greater Kailash, Part I. House no. 408, Sector 4, Urban Estate Gurgaon, 122001, Haryana



#### XXIII. MANAGEMENT

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

#### **Industry Structure and Development**

The Indian Auto industry started in the form of joint venture model in the 1980s and witnessed remarkable growth over the last three decades. The initial cautious phase involved the setting up of businesses mainly by India players with small investments and technology tie-ups with global players. Later on several Indian and Global players have decided to setup or expand the business independently without partners. The Indian two-wheeler (2W) industry, the largest in the world in terms of volumes, had demonstrated positive volume growth in the last three years (2011-14) even when some of the other automobile segments such as passenger vehicles and commercial vehicles experienced volume contraction in at least one of the last three fiscals. The sector has witnessed nominal growth rates which are in line with overall economic activity. India's low vehicular penetration makes it one of the most attractive auto markets in the world. Indian Auto Component players and global auto component players setting up joint venture in new segments which are expected to see localization in medium term and also setting up global export hubs. Auto and Auto component are key sectors for the success of 'Make in India' campaign. These sectors may be major contributors to India's growth story and help India to become a world leader.

#### **Opportunities and Threats**

The Government and the Reserve Bank of India (RBI) acted proactively in the recent period to ensure better macroeconomic management and reduce financial volatilities which resulted in tightening of Fiscal deficit, Current Account Deficit (CAD) being contained, Inflation being moderated and stability in exchange rates. India's GDP is expected to grow from USD 950 Billion in 2010 to USD 1390 Billion in 2016. In order to fulfill aim of National Manufacturing Policy and to raise contribution of Automotive Industry to 25% of GDP focus should be both on Domestic markets as well as exports.

The Indian auto components industry has experienced healthy sequential growth over the last tone-and-a-half years. The growth can be attributed to factors such as strong buoyancy in the end-user industry, recovery of the global economy, improved consumer sentiment and return of adequate liquidity in the financial system.

The Indian auto-components industry can be broadly classified into the organised and unorganised sectors. The organised sector caters to the original equipment manufacturers (OEMs) and consists of high-value precision instruments while the unorganised sector comprises low-valued products and caters mostly to the aftermarket category.

The Indian auto component industry is expected to register a turnover of US\$ 66 billion by FY 15–16 with the likelihood to touch US\$ 115 billion by FY 20–21 depending on favourable conditions, as per the estimates by Automotive Component Manufacturers Association of India (ACMA). In addition, industry exports are projected to reach US\$ 12 billion by FY 15–16 and add up to US\$ 30 billion by FY 20–21.

The rapidly globalising world is opening new avenues for the transportation industry, generating the need for more efficient, safe and reliable modes of transportation, which is subsequently adding to the auto component industry's growing opportunities. According to a report by the Confederation of Indian Industry (CII), the Indian auto component industry is set to become the third largest in the world by 2025. Also, by that time, newer verticals and opportunities for component manufacturers will open up as the automobile market will shift towards electric, electronic and hybrid cars and newer technologies will have to be adopted via systematic research and development.

There are some significant difficulties that the auto component industry has been facing since 2012, and we hope that the potential interest rate reduction and incentives will aid the development and financial growth of the industry. The excise duty concession on auto components expired and in this budget the tax rate has gone upto 12.50 per cent."

The current instability in rupee value is hindering the growth of the industry. The fluctuating currency against the greenback has been a major concern for the industry. There is a constant effort to achieve zero defect, zero waste and zero rejections through initiatives like smart design, and by applying various Total Productive Maintenance and Total Quality Management techniques.



CRISIL's ratings affirmation on the bank facilities and commercial paper programme of the Company continue to reflect Company's healthy operating efficiencies, and continuing strong business linkages with its customers, including Hero MotoCorp Ltd (HMCL; rated 'CRISIL AAA/FAAA/Stable/CRISIL A1+') and Honda Motorcycle & Scooter India (Pvt) Ltd (HMSI), the largest players in the two-wheeler industry in India. The ratings also factor in the company's healthy financial risk profile, supported by zero debt and healthy cash accruals.

#### **Product Wise Performance**

All products of the Company come under single primary business segment i.e. Shock Absorber. Its variants are Front Forks, Rear Cushions, Struts and Gas Spring/Rear Door Lifters etc. Therefore requirement for analyzing segment-wise or product wise performance does not arise.

#### **Outlook**

Auto component production is forecast to rise at a steady pace in 2015-16, mainly due to improved demand from OEMs and healthy growth in exports. Demand for auto components recovered in 2014-15, helped by a modest rise in domestic automobile production and strong pick up in exports. The industry's long-term growth prospects remain healthy as domestic and global OEM demand continues to rise.

The Company will continue to benefit over the medium term from its strong business linkages with large motorcycle OEMs and its healthy operating efficiencies. The company will maintain its healthy financial risk profile over this period, supported by steady cash accruals and modest capex plans.

The Company's financial risk profile remains healthy, supported by steady cash accruals and nil outstanding debt. Steady cash generation, prudent working capital management, and moderate capital expenditure (capex) in 2014-15 have enabled the company to maintain its debt-free status.

Our key customers are planning to establish Greenfield facilities in Gujarat with their respective suppliers of Key Components being currently at various stages of making investments in close proximity to these new facilities.

The Rural demand for automobiles has been adversely impacted by unseasonal rains in the month of March. Poor Crop realization and slowdown in the rural wages have pulled back the rural economy impacting retail off-takes. However, our major customer, Hero MotoCorp Limited has sold more than 6.6 million two wheeler in the financial year 2014-15 and also over five lakhs vehicles in the non festive month of April 2015.

The outlook of the company appears promising as our key customers Hero MotoCorp Limited, Honda Motorcycles and Scooters India Private Limited and Maruti Suzuki India Limited have strong presence in the market inspite of the current economic key performance indicators.

#### **Risks and Concerns**

The Company regularly conducts a study to develop a comprehensive 360° view on the opportunities, risks and threats to the business. These include areas such as market trends, new competition, changing customer preferences, disruptions in supplies, product development, talent management etc.

Key risks identified unit are as follows:-

- Inability to timely ramp-up production to meet market demand and planned growth.
- Entry of new players in the premium segment that may pose direct/ indirect competition.
- Loss of Customer Satisfaction and brand image due to quality issues

The management has put in place a comprehensive 'Risk Management Mechanism' to manage these risks. To manage and mitigate the same, these mitigation plans are embedded in the various initiatives that the management will execute in 2015 and beyond. These plans are reviewed periodically with the Risk Management Committee of the Company. There is no legal requirement to constitute Risk Management Committee. But for better mitigation of the Risk your Company has made a Risk Management Committee. The Committee periodically reviews the concern risk. The Company reviews the effectiveness of the mitigation strategies and their implementation progress.

#### **Internal Control System and its Adequacy**

With new Company Law 2013 coming into operation and reforms in various other Laws, more emphasis has been laid on Internal Control Systems and Vigilance Systems to ensure efficacy and monitoring of Company's Operations. Your company is dedicated to improve and strengthen system as and when required to ensure efficacy of operations, Compliance with applicable legislation, Safeguarding of assets, Promotion of ethical code.



The Company has in place an adequate system of internal controls to ensure efficacy of operations, compliance with applicable legislation, safeguarding of assets, adherence to management policies and promotion of ethical conduct. Audit Committee is reviewing the internal control systems & procedures periodically. A dedicated Legal Compliance cell ensures that the Company conducts its business with high standards of legal, statutory and regulatory compliances. The company has instituted a legal compliance programme in conformity with best international standards, supported by a robust online system that covers all manufacturing units of the Company.

The Company has robust ERP systems based on SAP platform. This ensures high degree of systems based checks and controls.

The Company maintains a system of internal controls designed to provide a high degree of assurance regarding the effectiveness and efficiency of operations, the reliability of financial controls and compliance with laws and regulations.

### Discussion on financial performance with respect to operational performance

The Financial statements have been prepared in compliance with requirements of Companies Act 2013, Indian Generally Accepted Accounting Policies (IGAAP) and Schedule III. All mandatory accounting standards have been complied with.

The turnover of the Company for the year under review has increased to Rs.17,9197.05 lakhs as against Rs. 17,4074.41 lakhs during the previous year showing a growth of 2.94% and profit before tax was Rs. 10,630.71 lakhs as against Rs. 8,018.54 lakhs of previous year.

### Material Development in Human Resources/Industrial Relations, including number of people employed

The human resources received commensurate attention during the year considering the growth of the organisation and the need arising therefrom. The relation at all levels were cordial throughout the year and the Company has initiated many programs on up-skilling / training its manpower. As an ongoing exercise, the Company has continued to look at, identify, create and execute seamlessly, initiatives which enhance productivity and efficiency.

While direct employment is by way of workers engaged in production of automobiles & auto components, indirect employment is generated in feeder and supplier industry to automotive industry.

The Company continues to invest in people through various initiatives which enable the work force to meet the production requirements and challenges related thereto and to infuse positive enthusiasm towards the organization.

The Company's strength of employees stood at 3,401 as on March 31, 2015.

### **Cautionary Statement**

Certain statements in the Management Discussion and Analysis describing the Company's objectives, projections, estimates, expectations or predictions may be "forward looking statements" within the meaning of applicable securities laws and regulations. Actual results could differ from those expressed or implied. Important factors that could make a difference to the Company's operations include raw material availability and prices, cyclical demand and pricing in the markets, exchange rate variations, global economic, social & demographic factors, changes in Government regulations, tax regimes, economic developments within India and the countries in which the Company conducts business and other incidental factors.

For and on behalf of the Board

Place: New Delhi Date: May 22, 2015 Yogesh Chander Munjal (Managing Director) (DIN 00003491) B-175, Greater Kailash, Part I, New Delhi, 110048 Krishan Chand Sethi (Director) (DIN 00004471) 9/304 East End Apartments, Mayur Vihar Extn. Phase I, New Delhi, 110096



### **AUDITORS' CERTIFICATE**

To,

### The Members of Munjal Showa Limited

We have examined the compliance of conditions of corporate governance by Munjal Showa Limited, for the year ended on March 31, 2015, as stipulated in clause 49 of the Listing Agreement of the said Company with stock exchanges.

The compliance of conditions of corporate governance is the responsibility of the management. Our examination was limited to procedures and implementation thereof, adopted by the Company for ensuring the compliance of the conditions of the Corporate Governance. It is neither an audit nor an expression of opinion on the financial statements of the Company.

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

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

For S.R. Batliboi & Co. LLP

Chartered Accountants ICAI Firm registration number: 301003E

per Sanjay Vij Partner Membership Number:95169

Place of Signature: Gurgaon

Date: May 22, 2015

### **ANNEXURE 'B' TO BOARD'S REPORT**

### SECRETARIAL AUDIT REPORT

### For The Financial Year ended on 31st March, 2015

(Pursuant to Section 204(1) of the Companies Act, 2013 and Rule No. 9 of the Companies (Appointment and Remuneration of Managerial Personnel) Rules, 2014)

To, The Members, **Munjal Showa Limited** 9-11, Maruti Industrial Area Gurgaon-122015

We have conducted the secretarial audit of the compliance of applicable statutory provisions and the adherence to good corporate practices by **Munjal Showa Limited** (hereinafter called the Company). Secretarial Audit was conducted in a manner that provided us a reasonable basis for evaluating the corporate conducts/ statutory compliances and expressing our opinion thereon.

Based on our verification of the Company's books, papers, minute books, forms and returns filed 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, We hereby report that in our opinion, the company has, during the audit period covering financial year ended on 31st March, 2015 ("Audit Period") 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:

We have examined the books, papers, minute books, forms and returns filed and other records maintained by the Company for the financial year ended on 31st March, 2015 according to the provisions of:



- (i) The Companies Act, 2013 (the Act) and the rules made thereunder;
- (ii) The Securities Contracts (Regulation) Act, 1956 ('SCRA') and the rules made thereunder;
- (iii) The Depositories Act, 1996 and the Regulations and Bye-laws framed thereunder;
- (iv) Foreign Exchange Management Act, 1999 and the rules and regulations made thereunder to the extent of Foreign Direct Investment, Overseas Direct Investment and External Commercial Borrowings;
   (Not applicable to the Company during the audit period)
- (v) The following Regulations and Guidelines prescribed under the Securities and Exchange Board of India Act, 1992 ('SEBI Act'):-
- (a) The Securities and Exchange Board of India (Substantial Acquisition of Shares and Takeovers) Regulations, 2011;
- (b) The Securities and Exchange Board of India (Prohibition of Insider Trading) Regulations, 1992;
- (c) The Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2009; (Not applicable to the Company during the audit period)
- (d) The Securities and Exchange Board of India (Employee Stock Option Scheme and Employee Stock Purchase Scheme) Guidelines, 1999; (Not applicable to the Company during the audit period)
- (e) The Securities and Exchange Board of India (Issue and Listing of Debt Securities) Regulations, 2008; (Not applicable to the Company during the audit period)
- (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;
- (g) The Securities and Exchange Board of India (Delisting of Equity Shares) Regulations, 2009; and (Not applicable to the Company during the audit period)
- (h) The Securities and Exchange Board of India (Buyback of Securities) Regulations, 1998; (Not applicable to the Company during the audit period)
   We have also examined compliance with the applicable clauses of the following:
- 1. Secretarial Standards issued by The Institute of Company Secretaries of India. (Not notified hence not applicable during the audit period)
- 2. The Listing Agreements entered into by the Company with the Stock Exchange(s),

During the period under review the Company has complied with the provisions of the Act, Rules, Regulations, Guidelines, Standards, etc. mentioned above.

**We further report that,** having regard to compliance system prevailing in the Company and on examination of the relevant documents and records in pursuance thereof, on test-check basis, the Company has complied with the following laws applicable specifically to the Company:

- (a) The Explosive Act, 1884
- (b) The Petroleum Act, 1934
- (c) The Environment (Protection) Act, 1986
- (d) The Water (Prevention and Control of Pollution) Act, 1974
- (e) The Air( Prevention and Control of Pollution) Act, 1981

The Board of Directors of the Company is duly constituted with proper balance of Executive Directors, Non-Executive Directors and Independent Directors. The changes in the composition of the Board of Directors that took place during the period under review were carried out in compliance with the provisions of the Act.

Adequate notice is given to all directors to schedule the Board Meetings, agenda and detailed notes on agenda were sent at least seven days in advance, and a system exists for seeking and obtaining further information and clarifications on the agenda items before the meeting and for meaningful participation at the meeting.



Majority decision is carried through while the dissenting members' views are captured and recorded as part of the minutes (during the year under review there were no instance recorded in the minutes where any director has dissented to any particular resolution).

We further report that there are adequate systems and processes in the company commensurate with the size and operations of the company to monitor and ensure compliance with applicable laws, rules, regulations and guidelines.

For SATYENDER KUMAR & ASSOCIATES
Company Secretaries

Place: New Delhi
Date: May 22, 2015

(Proprietor)
C.P. No. 5189

### ANNEXURE 'C' TO BOARD'S REPORT CONSERVATION OF ENERGY, TECHNOLOGY ABSORPTION AND FOREIGN EXCHANGE EARNINGS AND OUTGO

### (A) CONSERVATION OF ENERGY-

(i) The steps taken or impact on conservation of energy;

The Company is making continuous efforts to conserve and optimise energy wherever practicable by economising on fuel and power.

The following new initiatives were taken to conserve energy during the year 2014-15:

- 1. PNG type Gas Burner used instead of Diesel Fired Burner. Thus saving in diesel cost and improving environment conditions.
- 2. 10 nos of IGBT type rectifiers provided in place of conventional type rectifiers. Thus saving in energy used in plating.
- 3. Total 130 nos of LED lights provided in place of 250 watts Helogen lights. Thus saving in electricity bill.
- 4. 4 nos of 30 HP AC Motors changed to 15 HP AC Motor.
- 5. Power factor improved to .984 from 0.95. Thus Saving in Electricity Bill.
- 6. Solar Water heater of 5,000 ltr. per day capacity Commissioned for Canteen and Plating shop.
- 7. 80 Tube Lights of 40W (conventional type) changed to 18W LED type tube lights. Thus saving in electricity bill.
- (ii) The steps taken by the company for utilising alternate sources of energy;

The Company use Sate Power Board Electricity and Generators. Your Company is in the process to order solar power plant for Manesar Plant. The Company is trying to reduce Energy for using LED Lights and Solar Water Heater etc.

(iii) The capital investment on energy conservation equipments is given below:

Description of Machines	Amount (In Rs.)
AIR COOLING SYSTEM	4,135,514
EXHAUST SYSTEM	304,000
RAFTREC 12V	7,996,800
MODULAR REC12V	8,440,500
P2 POWER-HYBRID FILTER-500 AMPS	1,890,811
FLEXKRAFT RECTIFIER	23,358,000
Total	46,125,625



### (B) TECHNOLOGY ABSORPTION

### (I) RESEARCH AND DEVELOPMENT (R & D)

### Specific areas in which R & D carried out by the Company

New product Technology absorption Indigenization of CKD Parts

### Benefits derived as a result of above R & D activities

Process / product improvements for consistency of performance Supply to the existing customers for their new models.

### Future plan of action

R & D efforts will be focused on catering the requirement of our existing customers for their new models and indigenization of various components.

### Expenditure on R & D

Capital Rs. NIL

Recurring Rs. 6,276,857/-**Total Rs. 6,276,857/-**

Total expenditure as a percentage of total turnovers 0.03 per cent.

### (II) TECHNOLOGY ABSORPTION, ADAPTATION AND INNOVATION

Your Company has absorbed the technology received from collaborator Showa Corporation, Japan, continuously. As in the past, the Company has successfully implemented indigenisation of various components as an import substitution in order to fulfill the continuous demand of the customers for price reduction with the prior approval of our collaborators on quality issues. The cost reduction was possible because of material reduction, standardisation, application engineering, product engineering & manufacturing and reduction in manufacturing cycle time.

In the last five years, the Company has imported various drawings with right to use for getting the orders from existing and new customers for their new models.

### (C) FOREIGN EXCHANGE EARNINGS AND OUTGO

### Activities relating to exports, initiatives taken to increase exports, development of new export markets for product and services and export plans

The Company is not doing any export directly to those countries where our collaborator M/s Showa Corporation has manufacturing base. However, the Company has started exporting certain components to Showa/its joint ventures/ its associates wherever they find our price competitive. Further, the Company is catering to the requirement of Shock Absorbers, Struts and Window Balancers for export models of Hero MotoCorp Limited, Honda Motorcycles and Scooter India Pvt. Limited and for Maruti Suzuki India Limited.

### Total Foreign Exchange used and earned

The foreign exchange earnings during the year were Rs. 4,633,370/- and foreign exchange outgo during the year was Rs. 1,690,012,134/-. Details of earnings from exports and foreign exchange outgo on account of imports, Technician fee, royalty, travelling & conveyance, interest expense, design & drawings & miscellaneous expenses are shown in Note numbers 33, 34 and 37 of Notes to Accounts.

For and on behalf of the Board

Krishan Chand Sethi

Place: New Delhi Yogesh Chander Munjal
Date: May 22, 2015 (Managing Director)

(DIN 00003491)

B-175, Greater Kailash, Part I, New Delhi, 110048 (Director) (DIN 00004471) 9/304 East End Apartments, Mayur Vihar Extn. Phase I, New Delhi, 110096



### **ANNEXURE 'D' TO BOARD'S REPORT**

### FORM NO. MGT – 9 EXTRACT OF ANNUAL RETURN

(As on the financial year ended on 31.03.2015)
[Pursuant to Section 92(3) of the Companies Act, 2013, and Rule 12(1) of the Companies
(Management and Administration) Rules, 2014]

### I. REGISTRATION AND OTHER DETAILS:

CIN	L34101HR1985PLC020934
Registration Date	May 16 <sup>th</sup> , 1985
Name of the Company	MUNJAL SHOWA LIMITED
Category / Sub-Category of the Company	Company limited by shares/ Indian- non Government Company
Address of the Registered Office and	9-11, Maruti Industrial Area, Sector 18, Gurgaon, Haryana 122015
contact details	Phone: +91-124-4783000, 4783100, +91-124-2341001 to 03,
	Fax: +91-124-2341359
Whether listed company	Yes
Name, address and contact details of	MCS Share Transfer Agent Limited, Regd. office: 12/1/5
Registrar and Transfer Agent, if any	Manoharpukur Road Kolkata West Bengal 700026.
	Delhi Office/Communication address: F-65, lst Floor, Okhla
	Industrial Area, Phase-I, New Delhi -1100 20. Ph:- 011-4140
	6149 (Hunting), Fax:- 011-4170 9881 admin@mcsdel.com

### II. PRINCIPAL BUSINESS ACTIVITIES OF THE COMPANY

All the business activities contributing 10 % or more of the total turnover of the company shall be stated:-

S. No.	Name and Description of main products / service	NIC Code of the Product/ company	% to total turnover of the services
1	Shock absorbers	29301	85.58
2	Struts	29301	10.09

### III. PARTICULARS OF HOLDING, SUBSIDIARY AND ASSOCIATE COMPANIES

S. N0	NAME AND ADDRESS OF THE COMPANY	CIN/GLN	HOLDING/ SUBSIDIARY/ ASSOCIATE	% OF SHARES HELD	APPLICABLE SECTION
1			Nil		
2					



IV. SHAREHOLDING PATTERN (Equity Share Capital Breakup as percentage of Total Equity) i) Category-wise Shareholding

	No. of S	shares held	No. of Shares held at the beginning of the year	ning of the	No.	of Shares	held at the	No. of Shares held at the end of the year	year
Category of Shareholders	Demat	Physical	Total	% of Total Shares	Demat	Physical	Total	% of Total Shares	% Change during the year
A. Promoters									
1 Indian	0	0	0	00.00	0	0	0	0.00	0.00
a) Individual / HUF	0	0	0	00.00	0	0	0	0.00	00.00
b) Central Govt.	0	0	0	00.00	0	0	0	0.00	0.00
c) State Govt.(s)	0	0	0	00.00	0	0	0	0.00	00.00
d) Bodies Corporate	15600000	0	15600000	39.00	15600000	0	15600000	39.00	00.00
e) Banks / Fl	0	0	0	00.00	0	0	0	0.00	00.00
f) Any Other (Relative of director)	4000	0	4000	0.01	4000	0	4000	0.01	00.00
Sub- Total (A)(1):	15604000	0	15604000	39.01	15604000	0	15604000	39.01	0.00
2 Foreign									
a) NRIs - Individuals	0	0	0	0.00	0	0	0	00.00	00.00
b) Other - Individuals	0	0	0	00.00	0	0	0	0.00	00.00
c) Bodies Corporate	10400000	0	10400000	26.00	10400000	0	10400000	26.00	00.00
d) Banks / Fl	0	0	0	00.00	0	0	0	0.00	00.00
e) Any Others	0	0	0	00.00	0	0	0	0.00	00.00
Sub- Total (A)(2):	10400000	0	10400000	26.00	10400000	0	10400000	26.00	00.00
Total Shareholding of Promoters						•			
(A)=(A)(1)+(A)(2)  B. P.: Flic Sherelding	26004000	0	26004000	65.01	26004000	0	26004000	65.01	0.00
i institutions									
a) Mutual Funds / UTI	457656	3200	461156	1.15	598978	3200	602478	1.51	0.36
b) Banks / Fl	1500	2000	8500	0.02	7617	7000	14617	0.04	0.02
c) Central Govt.	0	0	0	00.00	0	0	0	0.00	0.00
d) State Govt.(s)	0	0	0	0.00	0	0	0	00.00	0.00
e) Venture Capital Funds	0	0	0	00'0	0	0	0	0.00	0.00
f) Insurance Companies	10000	0	10000	0.03	0	0	0	0.00	(0.03)
g) FIIs	101725	0	101725	0.25	199018	•	199018	0.50	0.25



h) Foreign Venture Capital Funds	0	0	0	00.00	0	0	0	0.00	0.00
i) Other (specify)	0	0	0	00.00	0	0	0	00.0	0.00
Sub-Total (B)(1):	570881	10500	581381	1.45	805613	10500	816113	2.05	09.0
2 Non-Institutions									
a) Bodies Corporate									
i) Indian	4389684	12000	4401684	11.01	3527618	12000	3539618	8.85	(2.16)
ii) Overseas	0	0	0	00.00	0	0	0	00.00	00.00
b) Individuals									
i) Individual Shareholders									
holding nominal share capital									
upto Rs. 1 lakh	6737822	752654	7490476	18.73	7282096	715149	7997245	20.00	1.27
ii) Individual Shareholders									
holding nominal share capital									
in excess of Rs. 1 lakh	1311022	0	1311022	3.28	1376273	0	1376273	3.44	0.16
c) Other (specify)									
i) NRI / OCBs	193191	2000	198191	0.50	191571	2000	196571	0.49	(0.01)
ii) Trusts	8246	0	8246	0.02	65180	0	65180	0.16	0.14
Sub- Total (B)(2):	12639965	769654	13409619	33.54	12442738	732149	13174887	32.94	09'0
Total Public Shareholding									
(B)=(B)(1)+(B)(2)	13210846	780154	13991000	34.99	13248351	742649	13991000	34.99	
C. Shares held by Custodian									
for GDRs & ADRs	0	0	0	00.00	0	0	0	0.00	0.00
Grand Total (A+B+C)	39214846	780154	39995000	100.00	100.00 39252351	742649	742649 39995000	100.00	

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S. No.	S. No.   Shareholder's Name	Shareholdi of the year	ling at the	Shareholding at the beginning of the year	Shareholdi of the year	Shareholding at the end of the year		
		No. of Shares	% of total Shares of the company	% of total % of Shares Shares of Pledged / the encumbered to company total shares	No. of Shares	% of total Shares of the company	% of Shares Pledged % change in // encumbered to Shares hold total shares ing during the year	% change in Shares hold ing during the year
_	DAYANAND MUNJAL INVESTMENTS PRIVATE LIMITED	15600000	39.00	Ξ̈̈́Z	15600000	39.00	Nii	ΞZ
2	SHOWA CORPORATION	10400000	26.00	Ē	10400000	26.00	Ē	Ē
3	NIDHI KAPOOR (RELATIVE OF DIRECTOR)	4000	0.01	ij	4000	0.01	ΞZ	ij
	Total	26004000 65.01	65.01	Nil	26004000	65.01	Nil	ΙΪ



(iii) Change in Promoters' Shareholding : There are no changes in the Promoter's shareholding during the Financial Year 2014-15. (iv) Shareholding Pattern of top ten Shareholders (other than Directors, Promoters and Holders of GDRs and ADRs):

					Increase/		Cumulative	ıtive
S.No.	Name	Shareh	Shareholding	Date	(Decrease) In	Reason	Shareholding During	ing During
					Snarenoiding		1 ne year (01- 31-03-15)	The year (01-04-14 to 31-03-15)
		No. of	% de				No of	% de
		share at the	total				shares	total
		(01-04-14)/	Snares of the					snares II the
		end of the year (31-03-15)	Company					Company
_	ENAM SHARES &	2737000	6.84	01-Apr-14			2737000	6.84
	SECURITIES PRIVATE			16-May-14	(200000)	Transfer	2537000	6.34
	LIMITED			25-Jul-14	200000	Transfer	2737000	6.84
				07-Nov-14	(52580)	Transfer	2684420	6.71
				14-Nov-14	(5804)	Transfer	2678616	6.70
				21-Nov-14	(60626)	Transfer	2580707	6.45
				05-Dec-14	(346326)	Transfer	2234381	5.59
				12-Dec-14	(15262)	Transfer	2219119	5.55
				16-Jan-15	(19708)	Transfer	2199411	5.50
				06-Feb-15	(25998)	Transfer	2173413	5.43
				27-Feb-15	(18905)	Transfer	2154508	5.39
		2154508	5.39	31-Mar-15				
2	UTI - RETIREMENT	455656	1.14	01-Apr-14			455656	1.14
	BENEFIT PENSION FUND			23-May-14	(20000)	Transfer	405656	1.01
				13-Jun-14	(16000)	Transfer	389656	0.97
				12-Sep-14	(15000)	Transfer	374656	0.94
				19-Sep-14	(45441)	Transfer	329215	0.82
		329215	0.82	31-Mar-15			329215	0.82
က	MOHAN GUPTA	400000	1.00	01-Apr-14			400000	1.00
				06-Jun-14	(20000)	Transfer	380000	0.95
				04-Jul-14	(30000)	Transfer	350000	0.88
				11-Jul-14	(20000)	Transfer	300000	0.75
		300000	0.75	31-Mar-15			300000	0.75
4	ANIL KUMAR GOEL	324000	0.81	01-Apr-14			324000	0.81
				25-Apr-14	1420	Transfer	325420	0.81



				02-May-14	53304	Transfer	378724	0.95
				09-May-14	63037	Transfer	441761	1.00
				16-May-14	27798	Transfer	469559	1.17
				30-May-14	26441	Transfer	496000	1.24
				18-Jul-14	500	Transfer	496500	1.24
				01-Aug-14	(12688)	Transfer	483812	1.21
				08-Aug-14	(8812)	Transfer	475000	1.19
				12-Sep-14	(4000)	Transfer	471000	1.18
				19-Sep-14	(1000)	Transfer	470000	1.18
				31-Oct-14	3000	Transfer	473000	1.18
				07-Nov-14	(3000)	Transfer	470000	1.18
				05-Dec-14	500	Transfer	470500	1.18
				12-Dec-14	2500	Transfer	473000	1.18
				19-Dec-14	(3000)	Transfer	470000	1.18
				31-Dec-14	8100	Transfer	478100	1.20
				30-Jan-15	(3100)	Transfer	475000	1.19
				13-Mar-15	1507	Transfer	476507	1.19
				20-Mar-15	14158	Transfer	490665	1.23
		493000	1.23	31-Mar-15	2335	Transfer	493000	1.23
5	VLS FINANCE LTD	200000	0:20	01-Apr-14			200000	0:20
				30-May-14	30343	Transfer	230343	0.58
				06-Jun-14	48025	Transfer	278368	0.70
				13-Jun-14	21632	Transfer	300000	0.75
				04-Jul-14	(300000)	Transfer	0	0.00
				12-Sep-14	298000	Transfer	298000	0.75
				19-Sep-14	(298000)	Transfer	0	00.0
				30-Sep-14	298000	Transfer	298000	0.75
				10-Oct-14	(298000)	Transfer	0	00:0
				31-Oct-14	25311	Transfer	25311	90:0
				14-Nov-14	69689	Transfer	95000	0.24
				21- Nov-14	30000	Transfer	125000	0.31
				28-Nov-14	(58315)	Transfer	66685	0.17
				05-Dec-14	(40969)	Transfer	25716	90.0
				12-Dec-14	(25716)	Transfer	0	0.00
		0	0.00	31-Mar-15	0		0	0.00
9	SURESH SHETTY	156500	0.39	01-Apr-14	0	Nil Movement	156500	0.39
		156500	0.39	31-Mar-15		during the year		



7	OPTIMUM STOCK TRADING COMPANY PVT LTD	150000 150000	0.38	01-Apr-14 31-Mar-15	0	Nil Movement during the year	150000	0.38
8	SWISS FINANCE	101725	0.25	01-Apr-14			101725	0.25
	CORPORATION			30-May-14	191	Transfer	101916	0.25
	(MAURITIUS) LIMITED			06-Jun-14	22166	Transfer	124082	0.31
				19-Sep-14	(8101)	Transfer	115981	0.29
				31-Oct-14	(3000)	Transfer	112981	0.28
				07-Nov-14	(14000)	Transfer	98981	0.25
		98981	0.25	31-Mar-15	0		98981	0.25
თ	PREM FATEHCHAND	96091	0.24	01-Apr-14			96091	0.24
	VAZIRANI			04-Jul-14	(20338)	Transfer	75753	0.19
				11-Jul-14	(4662)	Transfer	71091	0.18
				18-Jul-14	(2880)	Transfer	68101	0.17
				08-Aug-14	(25797)	Transfer	42304	0.11
				12-Sep-14	(19250)	Transfer	23054	90.0
				30-Sep-14	(2238)	Transfer	17455	0.04
				10-Oct-14	(17455)	Transfer	0	0.00
		0	00:00	31-Mar-15	0		0	0.00
10	G SHANKAR	78000	0.20	01-Apr-14			78000	0.20
				18-Apr-14	(2000)	Transfer	71000	0.18
				16-May-14	(2000)	Transfer	00069	0.17
				23-May-14	(16305)	Transfer	52695	0.13
				30-May-14	(1000)	Transfer	51695	0.13
				06-Jun-14	(2692)	Transfer	44000	0.11
				13-Jun-14	(2022)	Transfer	38945	0.10
				20-Jun-14	(38945)	Transfer	0	0.00
				04-Jul-14	29000	Transfer	29000	0.07
				01-Aug-14	(1000)	Transfer	28000	0.07
				08-Aug-14	(10000)	Transfer	18000	0.05
				14-Aug-14	11000	Transfer	29000	0.07
				22-Aug-14	(11000)	Transfer	18000	0.05
				29-Aug-14	(18000)	Transfer	0	0.00
		0	00:00	31-Mar-15	0		0	00:00
7	JNJ HOLDINGS PVT. LTD.	0	0.00	01-Apr-14				
				-				



			12-Sep-14	20611	Transfer	20611	0.05
			31-Oct-14	27389	Transfer	48000	0.12
			19-Dec-14	50981	Transfer	98981	0.25
			31-Dec-14	(16542)	Transfer	82439	0.21
			27-Feb-15	10000	Transfer	92439	0.23
			27-Mar-15	(439)	Transfer	92000	0.23
	92000	0.23	31-Mar-15	0		92000	0.23
BNP PARIBAS MID	0	0.00	01-Apr-14				
CAP FUND			19-Sep-14	100000	Transfer	100000	0.25
			10-Oct-14	10000	Transfer	110000	0.28
			31-Oct-14	36500	Transfer	146500	0.37
			05-Dec-14	00055	Transfer	201500	0.50
			16-Jan-15	25000	Transfer	226500	0.57
			13-Feb-15	(1944)	Transfer	224556	0.56
			06-Mar-15	(9832)	Transfer	215621	0.54
			13-Mar-15	(26206)	Transfer	189415	0.47
			20-Mar-15	(19415)	Transfer	170000	0.43
	170000	0.43	31-Mar-15	0		170000	0.43

(v) Shareholding of Directors and Key Managerial Personnel:



### V. INDEBTEDNESS

The Company had no indebtedness with respect to Secured or Unsecured Loans or Deposits during the financial year 2014-15. Indebtedness of the Company including interest outstanding/accrued but not due for payment.

	Secured Loans excluding deposits	Unsecured Loans	Deposits	Total Indebtedness
Indebtedness at the beginning				
of the financial year				
i) Principal Amount	Ē	₹	Ī	ĒŽ
ii) Interest due but not paid	Ē	Ē	Ī	ĒŽ
iii) Interest accrued but not due	13,202/-	Nii	Nil	13,202/-
Total (i+ii+iii)	13,202/-	l!N	IIN	13,202/-
Change in Indebtedness during				
the financial year				
· Addition	Ē	Ē	Ē	Ē
· Reduction	Nii	Zii	Nil	Nil
Net Change	l!N	I!N	I!N	Nii
Indebtedness at the end				
of the financial year				
i) Principal Amount	Ē	Ē	Ē	Ē
ii) Interest due but not paid	Ē	₹	Ī	ĒŽ
iii) Interest accrued but not due	33,147/-	Nii Z	Nii	33,147/-
Total (i+ii+iii)	33,147/-	I!N	Nil	33,147/-

## REMUNERATION OF DIRECTORS AND KEY MANAGERIAL PERSONNEL

Remuneration to Managing Director, Whole-time Directors and/or Manager:

S. No.	Particulars of Remuneration	Name of MD/WTD/ Manager	D/ Manager	Total Amount
		Yogesh Chander Munjal	Isao Ito	
	Gross salary			
	(a) Salary as per provisions contained			
	in section 17(1) of the incom-tax Act, 1961	18,450,000	10,050,000	28,500,000
	(b) Value of perquisites u/s 17(2) Income-tax			
	Act, 1961	11,868,788	1,905,161	13,773,949
	(c) Profits in lieu of salary under section			
	17(3) Income tax Act, 1961	Z	Ē	Ē
23	Stock Option	ĪŽ	Ī	ĪŽ



3.	Sweat Equity	ΞŻ	!!N	Ϊ́Ν
4.	Commission			
	- as % of profit	11,476,429	11,476,429	22,952,858
	- other, specify	Ē	Ē	Ē
5.	Other, please specify	Nil Nil	I!N	IIN
	Total (A)	41,795,217	23,431,590	65,226,807

B. Remuneration to other directors:

Brijmohan Katsuhiko Pankaj Ashok Charu Krishan Vinod   Lall Matsuura Munjal Munjal Munjal Chard K   Sethi Agrawal   Agrawal	S. No.	Particulars of Remuneration				Nam	Name of Directors	tors					Total
Brijmohan Katsuhiko Pankaj Ashok Charu Kishan Vinod Lall Matsuura Munjal Munjal Munjal Chand K Sethi Agrawal													Amount
Lall         Matsuura         Munjal         Munjal         Chand         K           Munjal         Munjal         Munjal         Sethi         Agrawal           -         -         -         -         380000         340000           -         -         -         -         -         -         -           -         -         -         -         -         -         -         -           -         -         -         -         -         -         -         -         -           140000         Nil         40000         120000         120000         380000         340000           140000         Nil         40000         120000         120000         380000         340000			Brijmohan	Katsuhiko	Pankaj	Ashok	Charu	Krishan	Vinod	Devi	Surinder	Nand	
Munjal         Sethi         Agrawal           -         -         -         -         380000         340000           -         -         -         -         -         -         -         -           - </td <td></td> <td></td> <td>Lall</td> <td>Matsuura</td> <td>Munjal</td> <td>Munjal</td> <td>Munjal</td> <td>Chand</td> <td>¥</td> <td>Singh</td> <td>¥</td> <td>Dhameja</td> <td></td>			Lall	Matsuura	Munjal	Munjal	Munjal	Chand	¥	Singh	¥	Dhameja	
380000 340000 380000 340000 380000 340000 140000 Nil 40000 120000 120000 140000 Nil 40000 120000 380000 340000			Munjal					Sethi	Agrawal		Mehta		
380000 340000 380000 340000 380000 340000  140000 Nil 40000 120000 120000  140000 Nil 40000 120000 120000  140000 Nil 40000 120000 380000 340000		1. Independent Directors											
380000 340000 380000 340000 380000 340000 140000 Nil 40000 120000 120000 140000 Nil 40000 120000 120000 140000 Nil 40000 120000 120000 380000 340000		· Fee for attending board/											
380000 340000  140000 Nil 40000 120000 120000  380000 340000  140000 Nil 40000 120000 120000  140000 Nil 40000 120000 120000 380000 340000		committee meetings						380000	340000	200000	200000	460000	460000 1580000
380000 340000 140000 Nil 40000 120000 120000 120000 120000 140000 Nil 40000 120000 120000 380000 340000 140000 Nil 40000 120000 120000 380000 340000		· Commission											•
140000 Nil 40000 120000 120000 380000 340000 140000 Nil 40000 120000 120000 380000 340000		· Others, please specify	,		,	ı	,		ı	1	,	1	•
140000 Nil 40000 120000 120000		Total (1)	-		-	-	-	380000	340000	200000	200000	460000	460000 1580000
140000 Nil 40000 120000 120000		2. Other Non-Executive Directors											
140000 Nil 40000 120000 120000		· Fee for attending board/											
140000 Nil 40000 120000 120000 380000 340000		committee meetings	140000	ij	40 000	120000	120000						420000
140000 Nil 40000 120000 120000 380000 340000		· Commission											•
140000         Nil         40000         120000         120000           140000         Nil         40000         120000         380000         340000		· Others, please specify									,		•
140000 Nii 40000 120000 120000 380000 340000		Total (2)	1 40000	Νij	40 000								420000
Total Managerial Deminaration		Total (B)=(1+2)	1 40000	Ē	40000	1 20000	120000		340000	-	200000 200000	460000	460000 2000000
1 Otal Maliagellai Nelliulielation		Total Managerial Remuneration											67226807

Note: Overall Ceiling as per the Act Rs. 126,240,714.

REMUNERATION TO KEY MANAGERIAL PERSONNEL OTHER THAN MD/MANAGER/WTD

	TOTAL	2,279,354/-
Key Managerial Personnel	CFO	2,223,670/-
Key Manage	Company Secretary	55,684/-
	OEO	ΥN
S. No. Particulars of Remuneration		Gross salary (a) Salary as per provisions contained in section 17(1) of the Income-tax Act, 1961
S. No.		-



New Delhi, 110096

	(b) Value of perquisites u/s 17(2)				
	Income-tax Act, 1961		1	48,854/-	48,854/-
	(c) Profits in lieu of salary under				
	section 17(3) Income-tax				
	Act, 1961	-	-		•
2.	Stock Option	ΑN	JIN	JIN	NIL
3.	Sweat Equity	AN A	JIN	JIN	JIN
4.	Commission - as % of profit -	Ą	JIN	JN	JIN
	others, specify				
5.	Others, please specify	NA	NIL	NIL	NIL
	Total	NA	55,684/-	2,272,524/-	2,328,208/-

VII. PENALTIES / PUNISHMENT/ COMPOUNDING OF OFFENCES:

Type	Section of the	Brief	Details of	Authority	Appeal
;	Companies Act	Description	Penalty/Punishment/	(RD/NCLT/COURT)	Made (If
			Compounding fees imposed		any)
A. COMPANY					
Penalty			NIL		
Punishment			NIL		
Compounding			NIL		
B. Director					
Penalty			NIL		
Punishment			NIL		
Compounding			NIL		
C. OTHER OFFIC	C. OTHER OFFICERS IN DEFAULT				
Penalty			NIL		
Punishment			NIL		
Compounding			NIL		

For and on behalf of the Board

Yogesh Chander Munjal (Managing Director) (DIN 00003491)

Place: New Delhi Date: May 22, 2015 B-175, Greater Kailash, Part I, New Delhi, 110048

Krishan Chand Sethi (Director) (DIN 00004471) 9/304 East End Apartments, Mayur Vihar Extn. Phase I,



### ANNEXURE 'D-1' TO BOARD'S REPORT

THE RATIO OF THE REMUNERATION OF EACH DIRECTOR TO THE MEDIAN REMUNERATION OF THE EMPLOYEES OF THE COMPANY **FOR THE FINANCIAL YEAR 2014-2015** 

S.No.	Name	Designation	RATIO
1.	Yogesh Chander Munjal	Managing Director	178.28
2.	Isao Ito	Joint Managing Director	101.37

The Company pays only sitting fees to Non Executive Directors.

THE PERCENTAGE INCREASE IN REMUNERATION OF EACH DIRECTOR, CHIEF FINANCIAL OFFICER, CHIEF EXECUTIVE OFFICER, COMPANY SECRETARY OR MANAGER, IN THE FINANCIAL YEAR 2014-2015 The changes made in the remuneration of each director, chief financial officer, chief executive officer, company secretary or manager in the financial year is as follows:-

S.No.	Name	Designation	Percentage Change
1.	Yogesh Chander Munjal	Managing Director	11.10
2.	Isao Ito	Joint Managing Director	40.74
3.	Pankaj Gupta	Chief Financial Officer	19.24
4.	Saurabh Agrawal*	Company Secretary	ΨN

\* Since this information is for part of the current year, the same is not comparable.

THE PERCENTAGE INCREASE IN THE MEDIAN REMUNERATION OF EMPLOYEES IN THE FINANCIAL YEAR 2014-15: (-0.78%)

## THE NUMBER OF PERMANENT EMPLOYEES ON THE ROLLS OF COMPANY

There were 1,474 employees on the rolls of the Company as on March 31, 2015 as compare to 1,337 employee as on March 31, 2014.

# THE EXPLANATION ON THE RELATIONSHIP BETWEEN AVERAGE INCREASE IN REMUNERATION AND COMPANY PERFORMANCE

its employees. Generally these agreements are for three years. Apart from these agreements annual increments are based on the performance of individual employee. The company has the practice of having a long term relationship with its employees and thus does not have a major The overall remuneration paid by the company has gone up by 4.98% as compared to previous financial year while revenue has gone up by 2.94%. The Company has the policy of increase in remuneration of permanent employees as per the agreement entered by the Company with impact on account of increase/decrease in revenue annually. However, the Company considers very carefully the performance of the Company during the negotiation of agreements with its employees. The company evaluates its employees, KMP's as per nomination and remuneration and evaluation policy adopted by the board.

# COMPARISON OF THE REMUNERATION OF THE KEY MANAGERIAL PERSONNEL AGAINST THE PERFORMANCE OF THE COMPANY

The total remuneration of Key Managerial Personnel increased by 11.83 % from Rs. 63,752,201 in 2013-14 to Rs. 71,293,886 in 2014-15 whereas the net sales has increased by 2.82 per cent from Rs. 159,797.31 in 2013-14 to Rs. 164,296.67 in 2014-15 and profit before tax has ncreased by 32.58 percent from Rs.8,018.55 lacs in 2013-14 to Rs. 10,630.71 lacs in 2014-15.



### VARIATIONS IN THE MARKET CAPITALISATION OF THE COMPANY, PRICE EARNINGS RATIO AS AT THE CLOSING DATE OF THE CURRENT FINANCIAL YEAR AND PREVIOUS FINANCIAL YEAR:

Particulars	March 31, 2015	March 31, 2014	% Change
Market Capitalisation (BSE)	Rs. 3,347,581,500	Rs. 7,023,122,000	109.80%
Price Earnings Ratio	9.29%	4.80%	93.54%

Percentage increase over decrease in the market quotations of the shares of the Company in comparison to the rate at which the Company came out with the last public offer:

Particulars	March 31, 2015	1987 (IPO)	1987 (IOP)*	% Change*
Market Price (BSE)	175.60	10	1	17,460%
Market Price (NSE)	174.90	10	7	17,390%

\*Adjusted for 1:1 bonus issue in 1998 and split of shares 5:1 in 2006

THEREOF AND POINT OUT IF THERE ARE ANY EXCEPTIONAL CIRCUMSTANCES FOR INCREASE IN THE MANAGERIAL REMUNERATION AVERAGE PERCENTILE INCREASE ALREADY MADE IN THE SALARIES OF EMPLOYEES OTHER THAN THE MANAGERIAL PERSONNEL IN THE LAST FINANCIAL YEAR AND ITS COMPARISON WITH THE PERCENTILE INCREASE IN THE MANAGERIAL REMUNERATION AND JUSTIFICATION

The average percentile increase in the salaries of employees was around 3.37% and the percentile increase in the managerial remuneration for the year was 11.83%. The Company except Managing Director and Joint Managing Director gives general increase to all its permanent employees after every three years as per the practice followed by the Company after making wage agreements with its permanent workers for three years. The last increase was effective from July 2013. Apart from this the Company gives 3 to 5 percent every year on the basis of the individual employee's performance.

## THE KEY PARAMETERS FOR ANY VARIABLE COMPONENT OF REMUNERATION AVAILED BY THE DIRECTORS:

The key parameters for the variable component of remuneration availed by the executive directors are considered by the Board of Directors based on the recommendations of the, Nomination and Remuneration Committee as per the Remuneration Policy for Directors, Key Managerial Personnel and other Employees and after the approval of shareholders in the Annual General Meetings. The Company pays only fixed sitting fee to non-executive directors for attending the meeting of the Board or Committee thereof within the limits specified in the rule 4 of the Companies (Appointment and remuneration of managerial personnel) Rules, 2014.

### THE RATIO OF REMUNERATION OF THE HIGHEST PAID DIRECTORS TO THAT OF THE EMPLOYEES WHO ARE NOT DIRECTORS BUT RECEIVE REMUNERATION IN EXCESS OF THE HIGHEST PAID DIRECTORS DURING THE YEAR

There is no employee in the Company who receive remuneration in excess of the highest paid Director during the Year.

It is hereby affirmed that the remuneration paid is as per the Remuneration Policy for Directors, Key Managerial Personnel and other Employees.

For and on behalf of the Board

Krishan Chand Sethi

Place: New Delhi Date: May 22, 2015

Yogesh Chander Munjal (Managing Director) (DIN 00003491)

B-175, Greater Kailash, Part I, New Delhi, 110048

(Director)
(DIN 00004471)
9/304 East End Apartments,
Mayur Vihar Extn. Phase I,
New Delhi, 110096



### ANNEXURE-'E' TO BOARD'S REPORT

2013 READ WITH RULE 5 OF THE COMPANIES (APPOINTMENT AND REMUNERATION OF MANAGERIAL PERSONNEL) RULES, 2014 STATEMENT OF PARTICULARS OF EMPLOYEES PURSUANT TO THE PROVISIONS OF SECTION 197(12) OF THE COMPANIES ACT FORMING PART OF THE BOARD'S REPORT FOR THE YEAR FUNEN MARCH 34 2015

Whether	Share relative of of any director or manager of the company
Percent Whether	of Equity Share
Last	employm ent held before joining the Company, designati on
Age	(Years)
Date of	Commen cement of Employ ment
Experi   Nature of	duties
Experi	(Years)
Ouali	on
Nature Quali	of emplo yment
Gross	Remune- ration (Rs.)
Design-   Gross	ation
Name	
S. Name   Design-   Gross   Nature   Quali   Experi   Nature of   Date of	. <u>.</u>

Employed throughout the period and in receipt of remuneration not less than Rs. 6,000,000/-per annum

Yogesh Chander Munjal	Yogesh Managing 43,823,927 Chander Director Munjal	43,823,927	Contra	Contra B. Arch 51		Overall management of the affairs of the Company	01.09.1986 75	75	Chief Executive Rockman Cycle Inds. Ltd.	N L	N O
2. Isao Ito	Joint Managing Director	24,918,489	Contra Grad ctual uate		32	Overall management of the affairs of the Company	24.05.2013 51	51	Showa India Private Limited	NIF	O Z

### NOTES

- 1. Information has been furnished on the basis of employees employed throughout the financial year, who were in receipt of remuneration for that year which, in the aggregate, was not less than Rs. 6,000,000/- (Rs. Sixty Lacs). None of the employees worked for a part of the Financial Year, who were in receipt of remuneration for any part of that year at a rate which, in the aggregate was not less than Rs. 500,000 (Five Lacs) per month. And none of the Employee who was in receipt of remuneration in excess of that drawn by the Managing Director or whole time director or manager and holds by himself or along with his spouse and dependent
  - children, not less than 2% of the equity shares of the Company
    Gross remuneration includes Salary, Commission, Company's contribution to Provident Fund and Superannuation Fund, Medical Reimbursement, Monetary Value of Perquisites & value of Rent Free Accommodation.
    - The above employees are not related to any Director of the Company. The appointment is contractual as per the policy/rules of the Company.

- Terms and conditions are as per the Appointment Letter given to the appointee from time to time. All the employees have adequate experience to discharge the responsibilities assigned to them. ю <del>4</del> . v. o

Date: May 22, 2015 Place: New Delhi

Yogesh Chander Munial (DIN 00003491) New Delhi, 110048 (Managing Director) B-175, Greater Kailash, Part I

For and on behalf of the Board Krishan Chand Sethi (DIN 00004471) 9/304 East End Apartments, Mayur Vihar Extn. Phase I,

New Delhi, 110096



### ANNEXURE-'F' TO BOARD'S REPORT ANNUAL REPORT ON CORPORATE SOCIAL RESPONSIBILITY (CSR) ACTIVITIES

A brief outline of the Company's CSR policy, including overview of projects or programmes proposed to be undertaken and a reference to the web-link to the CSR policy and projects or programmes. CSR Policy is stated herein below:

Weblink: http://www.munjalshowa.net/pdf/Corporate%20Social%20Responsibility%20Policy.pdf

**Composition of the CSR Committee:** Mr. Krishan Chand Sethi-Chairman, Mr. Yogesh Chander Munjal-Member and Mr. Vinod Kumar Agrawal-Member

Average net profit of the Company for last three financial years: Rs. 780,004,324/-

Prescribed CSR Expenditure (two percent of the amount as in item 3 above): The Company is required to spend towards CSR: Rs. 15,600,086/-

### Details of CSR spend for the financial year:

- a. Total amount spent for the financial year: Rs. 2,833,032/-
- b. Amount unspent: Rs. 12,767,054/-

(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)
S.No.	CSR project or activity identified	Sector in which the project is covered	Project or program (1) local area or other (2) specify the state and the district where the projects or programs was undertaken	Amount outlay (budget) project or programs wise	Amount spent on the project or program <b>Subheads:</b> (1) Direct expenditure on project or programs (2) Overheads:	Cumulative expenditure upto the reporting period.	Amount Spent: Direct or through Implementing agency
1	Construction of Class Room At Sarhaul Village	Promoting Education	Local Area (Gurgaon)	3,000,000	2,833,032	2,833,032	Directly Rs. 2,833,032
	TOTAL			3,000,000	2,833,032	2,833,032	Directly Rs. 2,833,032

For and on behalf of the Board

Place: New Delhi Date: May 22, 2015 Yogesh Chander Munjal (Managing Director) (DIN 00003491) B-175, Greater Kailash, Part I, New Delhi, 110048 Krishan Chand Sethi (Director) (DIN 00004471) 9/304 East End Apartments, Mayur Vihar Extn. Phase I, New Delhi, 110096



### **CSR POLICY**

### (Approved by the Board of Directors on November 05, 2014)

Our aim is to be one of the most respected companies in India delivering superior and sustainable value to all our customers, business partners, shareholders, employees and host communities. The CSR initiatives focus on holistic development of host communities and create social, environmental and economic value to the society. To pursue these objectives we will continue to:

- a. Uphold and promote the principles of inclusive growth and equitable development.
- Develop Community Development Plans based on needs and priorities of host communities and measure the effectiveness of community development programmes.
- c. Work actively in areas of preventive health and sanitation, education, skills for employability, livelihoods and income generation, waste resource management and water conservation for host communities for enhancing Human Development Index.
- d. Collaborate with like minded bodies like governments, voluntary organizations and academic institutes in pursuit of our goals.
- e. Interact regularly with stakeholders, review and publicly report our CSR initiatives

### ANNEXURE 'G' TO BOARD'S REPORT NOMINATION AND REMUNERATION POLICY

Our policy on the appointment and remuneration of directors and key managerial personnel provides a framework based on which our human resources management aligns their recruitment plans for the strategic growth of the Company. The nomination and remuneration policy is provided herewith pursuant to Section 178(4) of the Companies Act and Clause 49(IV)(B)(4) of the Listing Agreement. The policy is also available on our website: <a href="http://www.munjalshowa.net/pdf/Nomination%20And%20Remuneration%20Policy.pdf">http://www.munjalshowa.net/pdf/Nomination%20And%20Remuneration%20Policy.pdf</a>

### 1. Preamble

The Nomination and Remuneration Policy of Munjal Showa Limited (the "Company") is designed to attract, motivate, improve productivity and retain manpower by creating a congenial work environment, encouraging initiatives, personal growth, team work and inculcating a sense of belongingness and involvement, besides offering appropriate remuneration packages and superannuation benefits.

### 2. Objective

- 2.1 The policy provides a framework for remuneration paid to the members of the Board of Directors ("Board"), Key Managerial Personnel ("KMP"), Senior Management Personnel ("SMP") and other employees.
- 2.2 To make recommendations to the Board for the appointment, removal and performance evaluation of directors.
- 2.3 To maintain the level and composition of remuneration so that it is reasonable and sufficient to attract, retain and motivate directors of the quality required to run the Company successfully.
- 2.4 To ensure that the relationship of remuneration to performance is clear and meets appropriate performance benchmarks.

### 3. Effective Date of the Policy

This policy shall be effective from the date of approval by the Board or any amendment made thereof from time to time.

### 4. Regulatory provisions under which the policy has been formulated:

- 4.1 Section 178 of the Companies Act, 2013
- 4.2 Clause 49 of the Listing Agreement



### 5. Definitions

- 5.1 Act means the Companies Act 2013 and Rules framed there under, as amended from time to time.
- 5.2 **Board or Board of Directors** in relation to a company means the collective body of the directors of the Company
- 5.3 Company means Munjal Showa Limited
- 5.4 **Director** means directors appointed to the Board of the Company
- 5.5 Independent Director means a director referred to in Section 149 (6) of the Companies Act, 2013
- 5.6 Key Managerial Personnel in relation to a company means
- 5.6.1 Chief Executive Officer or the Managing Director and Joint Managing Director
- 5.6.2 Whole time Director
- 5.6.3 Chief Financial Officer
- 5.6.4 Company Secretary
- 5.6.5 Such other officer as may be prescribed
- 5.7 **Nomination and Remuneration Committee or Committee** shall mean a Committee of Board of Directors of the Company, constituted in accordance with the provisions of Section 178 of the Companies Act, 2013 and Clause 49 of the Listing Agreement
- 5.8 **Policy** means Nomination and Remuneration Policy
- 5.9 **Remuneration** means any money or its equivalent given or passed to any person for services rendered by him and includes perquisites as defined under the Income-tax Act, 1961
- 5.10 **Senior Management** means personnel of the Company who are members of its core management team excluding the Board of Directors including Functional Heads.

### 6. Interpretation of the Policy

Terms that have not been defined in this Policy shall have the same meaning assigned to them in the Companies Act, 2013, Listing Agreement and/or any other SEBI Regulation(s) as amended from time to time

### 7. Role of Committee

- 7.1 Formulating framework or policy for remuneration, terms of employment including service contracts, policy for pension arrangements and reviewing it on periodic basis.
- 7.2 Formulate the criteria for determining qualifications, positive attributes and independence of a Director and recommend to the Board, relating to the remuneration for the Director, key managerial personnel and other employees.
- 7.3 To recommend to the Board on Remuneration payable to the Directors, Key Managerial Personnel and Senior Management in order to maintain a balance between fixed and incentive pay reflecting short and long term performance objectives appropriate to the working of the Company and its goals.
- 7.4 To retain, motivate and promote talent and to ensure succession planning for long term sustainability of talented managerial persons and competitive advantage.
- 7.5 Formulating terms for cessation of employment and ensure that any payments made are fair to the individual and the Company.
- 7.6 To create appropriate performance benchmarks in order to maintain a justified relationship between performance and remuneration.
- 7.7 Term /Tenure
- 7.7.1 Managing Director /Whole time Director, etc:

The Company shall appoint or re-appoint any person as its Executive Chairman, Managing Director or Executive Director for a term not exceeding five years at a time. No re-appointment shall be made earlier than one year before the expiry of term.



### 7.7.2 Independent Director:

An Independent Director shall hold office for a term up to five consecutive years on the Board of the Company and will be eligible for re-appointment on passing of a special resolution by the Company and disclosure of such appointment in the Board's report.

No Independent Director shall hold office for more than two consecutive terms of upto maximum of 5 years each, but such Independent Director shall be eligible for appointment after expiry of three years of ceasing to become an Independent Director. Provided that an Independent Director shall not, during the said period of three years, be appointed in or be associated with the Company in any other capacity, either directly or indirectly. At the time of appointment of Independent Director it should be ensured that the number of Boards on which such Independent Director serves is restricted to seven listed companies as an Independent Director and three listed Companies as an Independent Director in case such person is serving as a Whole time Director of a listed company or such other number as may be prescribed under the Act.

### 7.8 Evaluation

The Committee shall carry out evaluation of performance of every Director, KMP and SMP at regular interval (yearly or as deemed fit).

The generic criteria for evaluation can be as follows:

- Profitability
- New Alliances / New Launches
- CAGR of the organization
- Business volumes
- Company turnover
- Customers feedback (Internal and External)
- Shareholders interest

### 7.9 Removal

Due to reasons for any disqualification mentioned in the Act or under any other applicable Act, rules and regulations there under and Articles of Association of the Company, the Committee may recommend, to the Board with reasons recorded in writing, removal of a Director and SMP subject to the provisions and compliance of the said Act, rules and regulations.

### 7.10 Retirement

The Director, KMP and SMP shall retire as per the applicable provisions of the Act and the prevailing policy of the Company. The Board will have the discretion to retain the Director, KMP, and SMP in the same position / remuneration or otherwise even after attaining the retirement age, for the benefit of the Company.

### 7-A. Appointment of director and senior management

7-A.1. The Committee shall identify and ascertain the integrity, qualification, expertise and experience of the person for appointment as Director and Senior Management level and recommend to the Board his / her appointment.

7-A.2. Appointment of Independent Directors is subject compliance of provisions of section 149 of the Companies Act, 2013, read with schedule IV and rules thereunder

7-A.3. The Company shall not appoint or continue the employment of any person as Whole-time Director who has attained the age of seventy years. Provided that the term of the person holding this position may be extended beyond the age of seventy years with the approval of shareholders by passing a special resolution based on the explanatory statement annexed to the notice for such motion indicating the justification for extension of appointment beyond seventy years.



### 8. Constitution of Committee

The Remuneration and Compensation Committee of the Board of Directors shall be named as Nomination and Remuneration Committee (NRC). Members of the Committee shall be appointed by the Board and shall comprise of three or more non-executive Directors out of which not less than one-half shall be independent directors.

### 8.1 Composition of Committee

### 8.1.1 **Members**

- 8.1.1.1 The Committee shall comprise at least three (3) Directors, all of whom shall be non-executive Directors and at least half shall be Independent.
- 8.1.1.2 The Board shall reconstitute the Committee as and when required to comply with the provisions of the Companies Act, 2013 and applicable statutory requirement.

### 8.1.2 Chairperson

- 8.1.2.1 Chairman of the Committee shall be an Independent Director.
- 8.1.2.2 Chairperson of the Company may be appointed as a member of the Committee but shall not Chair the Committee.
- 8.1.2.3 In the absence of the Chairman, the members of the Committee present at the meeting shall choose one amongst them to act as Chairman.
- 8.1.2.4 Chairman of the Nomination and Remuneration Committee shall be present at the Annual General Meeting or may nominate some other member to answer the shareholders' queries.

### 8.2 Frequency of Meetings

The meeting of the Committee shall be held at such regular intervals as may be required.

### 8.3 Quorum

Minimum two (2) members shall constitute a quorum for the Committee meeting.

### 8.4 Minutes of Committee Meeting

Proceedings of all meetings must be minutes and signed by the Chairman of the Committee at the subsequent meeting. Minutes of the Committee meetings will be tabled at the subsequent Board and Committee meeting. 8.5 **Voting** 

- 8.5.1 Matters arising for determination at Committee meetings shall be decided by a majority of votes of Members present and voting and any such decision shall for all purposes be deemed a decision of the Committee
- 8.5.2 In the case of equality of votes, the Chairman of the meeting will have a casting vote.

### 9. Committee Members' Interest

- 9.1 A member of the Committee is not entitled to be present when his or her own remuneration is discussed at a meeting or when his or her performance is being evaluated.
- 9.2 The Committee may invite such executives, as it considers appropriate, to be present at the meetings of the Committee.

### 10. Applicability of Policy:

- 10.1 Directors (Executive and Non Executive)
- 10.2 Key Managerial Personnel
- 10.3 Senior Management Personnel
- 10.4 Other Employees as may be identified by the Committees from time to time

Any departure from the policy can be undertaken with the approval of the Board of Directors.

### 11. Remuneration

Total remuneration comprises of:

11.1 A fixed base salary -

Set at a level aimed at attracting and retaining executives with professional and personal competence, showing good performance towards achieving Company goals.

11.2 Variable Pay/ Performance Linked Incentive –

A performance appraisal is carried out annually and promotions /increments/ rewards are decided by CMD based on the appraisal and recommendation of the concerned Whole Time Director, where applicable.

11.3 Perquisites /Allowances -



In the form of house rent allowance / accommodation, furnishing allowance, reimbursement of medical expenses, conveyance, telephone, LTA etc.

11.4 Retirement Benefits -

Contribution to PF, superannuation, gratuity etc. as per Company Rules

11.5 Severance payments -

In accordance with terms of employment and applicable statutory requirements, if any

11.6 Remuneration to Managing / Whole time / Executive / Managing Director and SMP -

The Remuneration / Compensation / Commission etc. to be paid to Director / Managing Director shall be governed as per provisions of the Companies Act, 2013 and rules made there under or any other enactment for the time being in force.

11.7 Remuneration to Non – Executive / Independent Director –

The Non – Executive Independent Director may receive remuneration / compensation / commission as per the provisions of Companies Act, 2013.

11.8 Sitting Fees -

The amount of sitting fees shall be subject to ceiling / limits as provided under Companies Act, 2013 and rules made there under or any other enactment for the time being in force as may be decided by the Board of Directors of the Company from time to time.

11.9 ESOP

Pursuant to the provisions of the Act, an Independent Director shall not be entitled to any stock option of the Company. Only such employees of the Company and its subsidiaries as approved by the Nomination and Remuneration Committee will be granted ESOPs.

### 12. Policy for Appointment and Removal of Director and SMP

12.1 Appointment of Directors and senior management personnel and cessation of their service are subject to approval of the NRC and Board of Directors.

12.2 Remuneration of CFO and other senior management personnel is decided by the Chairman & Managing Director (CMD) on the recommendation of the Whole Time Director concerned, where applicable, broadly based on the Remuneration Policy in respect of Whole Time Directors.

### 13. Review and Amendment

- 13.1 The NRC or the Board may review the Policy as and when it deems necessary.
- 13.2 The NRC may issue the guidelines, procedures, formats, reporting mechanism and manual in supplement and better implementation to this Policy, if it thinks necessary.
- 13.3 This Policy may be amended or substituted by the Board as and when required.
- 13.4 This Policy shall be hosted on the Company's website.
- 13.5 The right to interpret this Policy vests in the Board of Directors of the Company.

### 14. Disclosures

Appropriate disclosures shall be made in the Board's Report of the Company.

### 15. Deviations from the Policy

Deviations on elements of this policy in extraordinary circumstances, when deemed necessary in the interests of the Company, will be made if there are specific reasons to do so in an individual case.

For and on behalf of the Board

Place: New Delhi Date: May 22, 2015 Yogesh Chander Munjal (Managing Director) (DIN 00003491) B-175, Greater Kailash, Part I, New Delhi, 110048 Krishan Chand Sethi (Director) (DIN 00004471) 9/304 East End Apartments, Mayur Vihar Extn. Phase I, New Delhi, 110096



### INDEPENDENT AUDITOR'S REPORT

### To the Members of Munjal Showa Limited Report on the Financial Statements

We have audited the accompanying financial statements of Munjal Showa Limited ("the Company"), which comprise the Balance Sheet as at March 31, 2015, 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 Statements

The Company's Board of Directors is responsible for the matters stated in Section 134(5) of the Companies Act, 2013 ("the Act") with respect to 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 accounting principles generally accepted in India, including the Accounting Standards specified under section 133 of the Act, read with Rule 7 of the Companies (Accounts) Rules, 2014. This responsibility also includes maintenance of adequate accounting records in accordance with the provisions of the Act for safeguarding of the assets of the Company and for preventing and detecting frauds and other irregularities; selection and application of appropriate accounting policies; making judgments and estimates that are reasonable and prudent; and the design, implementation and maintenance of adequate internal financial control that were operating effectively for ensuring the accuracy and completeness of the accounting records, 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 have taken into account the provisions of the Act, the accounting and auditing standards and matters which are required to be included in the audit report under the provisions of the Act and the Rules made thereunder. We conducted our audit in accordance with the Standards on Auditing, issued by the Institute of Chartered Accountants of India, as specified under Section 143(10) of the Act. 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 from 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 financial control relevant to the Company's preparation of the financial statements that give a true and fair view in order to design audit procedures that are appropriate in the circumstances but not for the purpose of expressing an opinion on whether the Company has in place an adequate internal financial controls system over financial reporting and the effectiveness of such controls. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of the accounting estimates made by the Company's Directors, 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 on the financial statements.

### **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 of the state of affairs of the Company as at March 31, 2015, its profit and its 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, 2015 ("the Order") issued by the Central Government of India in terms of sub-section (11) of section 143 of the Act, we give in the Annexure 1 a statement on the matters specified in paragraphs 3 and 4 of the Order.
- 2. As required by section 143 (3) of the Act, we report that:
- (a) We have sought and obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purpose of our audit;
- (b) In our opinion proper books of account as required by law have been kept by the Company so far as it 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 aforesaid financial statements comply with the Accounting Standards specified under section 133 of the Act, read with Rule 7 of the Companies (Accounts) Rules, 2014;
- (e) On the basis of written representations received from the directors as on March 31, 2015, and taken on record by the Board of Directors, none of the directors is disqualified as on March 31, 2015, from being appointed as a director in terms of section 164 (2) of the Act;
- (f) With respect to the other matters to be included in the Auditor's Report in accordance with Rule 11 of the Companies (Audit and Auditors) Rules, 2014, in our opinion and to the best of our information and according to the explanations given to us:
- The Company has disclosed the impact of pending litigations on its financial position in its financial statements – Refer Note 6 and 30 to the financial statements;
- ii. The Company did not have any long-term contracts including derivative contracts for which there were any material foreseeable losses.
- iii. There has been no delay in transferring amounts, required to be transferred, to the Investor Education and Protection Fund by the Company.

For S.R. Batliboi & Co. LLP Chartered Accountants

ICAI Firm registration number: 301003E

per Sanjay Vij Partner Membership Number:95169

Place of Signature: Gurgaon Date: May 22, 2015

Annexure referred to in paragraph 1 under the heading "Report on other legal and regulatory requirements" of our report of even date

### Re: Munjal Showa Limited ('the Company')

- (i) (a) The Company has maintained proper records showing full particulars, including quantitative details and situation of fixed assets.
  - (b) All fixed assets were physically verified by the management in the previous year in accordance with a planned programme of verifying them once in three years which, in our opinion, is reasonable having regard to the size of the Company and the nature of its assets. No material discrepancies were noticed on such verification.
- (ii) (a) The management has conducted physical verification of inventory at reasonable intervals during the year.
  - (b) The procedures of physical verification of inventory followed by the management are reasonable and adequate in relation to the size of the Company and the nature of its business.
  - (c) The Company is maintaining proper records of inventory and no material discrepancies were noticed on physical verification.
- (iii) According to the information and explanations given to us, the Company has not granted any loans, secured or unsecured to companies, firms or other parties covered in the register maintained under section 189 of the Companies Act, 2013. Accordingly, the provisions of clause 3(iii)(a) and (b) of the Order are not applicable to the Company and hence, not commented upon
- (iv) In our opinion and according to the information and explanations given to us and having regard to the explanation that purchases of items of inventories and certain fixed assets are of proprietary nature and alternative sources are not available to obtain comparable quotations, 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. During the course of our audit, we have not observed any major weakness or continuing failure to correct any major weakness in the internal control system of the Company in respect of these areas. There was no sale of services during the year.
- (v) The Company has not accepted any deposits from the public.



- (vi) To the best of our knowledge and as explained, the Central Government has not specified the maintenance of cost records under clause 148(1) of the Companies Act, 2013, for the products of the Company.
- (vii)(a) Undisputed statutory dues including provident fund, employees' state insurance, income-tax, sales-tax, wealth-tax, service tax, customs duty, excise duty, value added tax, cess and other material statutory dues have generally been regularly deposited with the appropriate authorities though there has been a slight delay in a few cases.
  - (b) According to the information and explanations given to us, no undisputed amounts payable in respect of provident fund, employees' state insurance, income-tax, wealth-tax, service tax, sales-tax, customs duty, excise duty, value added tax, cess and other material statutory dues were outstanding, at the year end, for a period of more than six months from the date they became payable.
  - (c) According to the records of the Company, the dues outstanding of income-tax, sales-tax, wealth-tax, service tax, customs duty, excise duty and cess on account of any dispute, are as follows:

Name of the statute	Nature of dues	Amount (Rs.)	Period to which the amount relates	Forum where dispute is pending
Income Tax Act, 1961	Income Tax demand	62,587,830	Financial year 2008-09	Income Tax Appellate Tribunal
	Income Tax demand	110,872,448	Financial year 2009-10	Income Tax Appellate Tribunal
Finance Act, 1994	Service Tax demand and penalty	160,122,857	April 2007 to March 2009 and April 2006 to March 2010	Customs, Excise, Service Tax Appellate Tribunal
	Service Tax demand and penalty	3,454,035	February 2004 to March 2009 and August 2009 to March 2011	Customs, Exicse, Service Tax Appellate Tribunal

- (d) According to the information and explanations given to us, the amount required to be transferred to investor education and protection fund in accordance with the relevant provisions of the Companies Act, 1956 (1 of 1956) and rules made thereunder has been transferred to such fund within time.
- (viii) The Company has no accumulated losses at the end of the financial year and it has not incurred cash losses in the current and immediately preceding financial year.
- (ix) The Company did not have any outstanding dues to any financial institution, banks or debenture holders during the year.
- (x) According to the information and explanations given to us, the Company has not given any guarantee for loans taken by others from bank or financial institutions.
- (xi) The Company did not have any term loans outstanding during the year.
- (xii) Based upon the audit procedures performed for the purpose of reporting the true and fair view of the financial statements and as per the information and explanations given by the management, we report that no fraud on or by the Company has been noticed or reported during the year.

For S.R. Batliboi & Co. LLP

Chartered Accountants ICAI Firm registration number: 301003E

per Sanjay Vij Partner Membership Number:95169

Place of Signature: Gurgaon Date: May 22, 2015



### **BALANCE SHEET AS AT MARCH 31, 2015**

	Notes	March 31, 2015 Rs.	March 31, 2014 Rs.
Equity and liabilities			
Shareholders' funds			
Share capital	3	79,992,500	79,992,500
Reserves and surplus	4	4,027,234,434	3,481,292,908
		4,107,226,934	3,561,285,408
Non-Current Liabilities			
Deferred tax liabilities (net)	5 6	84,678,080	118,633,201
Long-term provisions	6	25,156,986	14,574,540
		109,835,066	133,207,741
<b>Current Liabilities</b>			
Trade payables	7	1,551,831,792	1,656,546,158
Other current liabilities	7	106,579,343	157,872,804
Short-term provisions	6	252,030,947	233,778,974
		1,910,442,082	2,048,197,936
TOTAL		6,127,504,082	5,742,691,085
Assets			
Non-current assets			
Fixed assets			
Tangible assets	8	2,092,622,839	2,309,510,888
Intangible assets	9	18,183,422	19,690,338
Capital work-in-progress		17,440,967	5,363,715
Loans and advances	10	394,428,606	440,196,528
Other non-current assets	11.2	70,080	61,843
		2,522,745,914	2,774,823,312
Current assets			
Current investments	12	680,000,000	300,000,000
Inventories	13	665,252,222	493,886,298
Trade receivables	11.1	2,033,591,641	1,768,736,193
Cash and bank balances	14	15,641,113	155,569,293
Loans and advances	10	174,186,367	208,708,650
Other current assets	11.2	36,086,825	40,967,339
		3,604,758,168	2,967,867,773
TOTAL		6,127,504,082	5,742,691,085
Summary of significant accounting policies	2.1		

The accompanying notes are an integral part of the financial statements.

As per our report of even date

For S.R.Batliboi & Co. LLP Chartered Accountants

For and on behalf of the Board of Directors of Munjal Showa Limited

Firm Registration No.: 301003E

per Sanjay Vij Partner Membership No. 95169

Place: Gurgaon Dated: May 22, 2015 Yogesh Chander Munjal Managing Director DIN 00003491

Pankaj Gupta Chief Financial Officer Krishan Chand Sethi Director DIN 00004471

Saurabh Agrawal Company Secretary Membership No. A36163 Vinod Kumar Agrawal

Director DIN 00004463



### STATEMENT OF PROFIT AND LOSS FOR THE YEAR ENDED MARCH 31, 2015

	Notes	March 31, 2015 Rs.	March 31, 2014 Rs.
Income		NS.	
Revenue from operations (gross)	15	17,838,248,997	17,346,650,876
Less : Excise duty		1,408,581,633	1,366,919,652
Revenue from operations (net)	-	16,429,667,364	15,979,731,224
Other income	16	81,455,901	60,789,783
Total revenue (I)	_	16,511,123,265	16,040,521,007
Expenses	-		
Cost of raw materials and components consumed	17	12,144,478,532	11,943,011,542
(Increase)/Decrease in inventories	18	(25,245,737)	(54,591,700)
Employee benefits expense	19	924,262,416	880,437,818
Other expenses	20	2,120,168,513	2,158,677,820
Depreciation and amortization expense	21	286,708,910	284,098,892
Financial costs	22	4,453,828	27,031,774
Exceptional item	23	(6,774,393)	-
Total expenses (II)	-	15,448,052,069	15,238,666,146
Profit before tax		1,063,071,196	801,854,861
Tax expense			
Current tax [including Rs. Nil (March 31,2014: Rs.345,43	4) relating to earlier yea	r] <b>260,554,566</b>	168,045,434
MAT credit utilised/(entitlement)		74,345,434	(39,145,434)
Adjustment of tax relating to earlier years		(3,364,322)	(305,095)
Deferred tax expense/ (credit)		(24,752,990)	(23,748,586)
Total tax expense	-	306,782,688	104,846,319
Profit for the year	-	756,288,508	697,008,542
Earnings per share	-		
Basic and diluted [Nominal value of shares Rs. 2/- (March 31, 2014: Rs. 2/-)]	24	18.91	17.43
Summary of significant accounting policies	2.1		

The accompanying notes are integral part of the financial statements.

As per our report of even date

For S.R.Batliboi & Co. LLP For and on behalf of the Board of Directors of Munjal Showa Limited Chartered Accountants

Firm Registration No.: 301003E

per Sanjay VijYogesh Chander Munjal<br/>PartnerKrishan Chand Sethi<br/>DirectorVinod Kumar Agrawal<br/>DirectorMembership No. 95169DIN 00003491DIN 00004471DIN 00004463

Place: Gurgaon Pankaj Gupta Saurabh Agrawal
Dated: May 22, 2015 Chief Financial Officer Company Secretary
Membership No. A36163



### CASH FLOW STATEMENT FOR THE YEAR ENDED MARCH 31, 2015

A. Cash flow from operating activities	March 31, 2015 Rs.	March 31, 2014 Rs.
Profit before tax	1,063,071,196	801,854,861
Adjustments for:		
Depreciation and amortisation expense	286,708,910	284,098,892
(Profit)/Loss on disposal of fixed assets (net)	(193,321)	2,253,808
Net (gain)/loss on sale of current investments	(34,584,776)	(23,267,459)
Interest Income	(22,579,916)	(31,330,108)
Interest expense	4,453,828	25,219,948
Exchange differences (net) (unrealised) Amortisation of borrowing costs Bad Debts	(28,186,106) - 1,653,264	12,556,481 1,811,826
Operating profit before working capital changes	1,270,343,079	1,073,198,249
Movements in working capital :	1,210,040,013	1,070,130,243
Decrease/(Increase) in trade receivables	(266,508,712)	(352,635,825)
Decrease/(Increase) in inventories	(171,365,924)	(93,976,478)
Decrease/(increase) in long term loans and advances	(4,310,213)	403
Decrease in short term loans and advances	34,522,283	(22,372,733)
Decrease/(increase) in other assets	4,880,514	(22.056.562)
(Decrease)/ increase in trade payables	(76,528,261)	136,126,587
(Decrease)/ increase in other current liabilities	45,868,618	(5,224,993)
Increase/ (decrease) in short term provisions	(10,523,665)	23,345,201
Increase in long term provisions	10,582,446	7,340,469
Cash generated form operations	836,960,165	743,744,318
Direct taxes paid (net of refunds)	(282,356,663)	(192,390,048)
Net cash generated form operating activities (A)	554,603,502	551,354,270
B. Cash flow from investing activities		
Purchase of fixed assets, intangible assets, Capital work in progress and capital advances	(160,704,522)	(135,472,874)
Proceeds from disposal of fixed assets	8,255,431	3,824,121
Purchase of current investments	(7,791,819,453)	(5,990,000,000)
Proceeds from sale of current investments	7,446,404,230	5,913,267,459
Interest received	22,571,679	31,325,733
Net cash used in investing activities (B)	(475,292,635)	(177,055,561)
C. Cash flow from financing activities		
Repayment of long term borrowings	-	(211,087,141)
Interest paid	(55,965,227)	(47,028,192)
Dividend paid	(139,483,794)	(119,570,891)
Tax on dividend paid	(23,790,026)	(20,391,451)
Net cash used in financing activities (C)	(219,239,047)	(398,077,675)
Net decrease in cash and cash equivalents (A+B+C)	(139,928,180)	(23,778,966)
Cash and cash equivalents at the beginning of the year	155,569,293	179,348,259
Cash and cash equivalents at the end of the year	15,641,113	155,569,293
Components of cash and cash equivalents		
Cash on hand	708,511	656,251
Cheques on hand	-	2,222,956
Balances with scheduled banks:		
On current accounts	6,376,626	9,002,124
On cash credit accounts	3,568,744	139,199,437
On unpaid dividend accounts (refer note 2 below)	4,987,232	4,488,525
Total cash and equivalents (note 14)	15,641,113	155,569,293
Notes:		, , , , , , ,

- 1. The above Cash Flow Statement has been prepared under the "Indirect Method" as stated in Accounting Standard 3 on Cash Flow Statements, prescribed under the Companies Act, 2013.
- 2. These balances are not available for use by the Company as they represent corresponding unpaid dividend liabilities.
- 3. Negative Figures have been shown in brackets.

As per our report of even date

**For S.R.Batliboi & Co. LLP** For and on behalf of the Board of Directors of Munjal Showa Limited Chartered Accountants

Firm Registration No.: 301003E

per Sanjay Vij Partner

Membership No. 95169

Place: Gurgaon Dated: May 22, 2015 Yogesh Chander Munjal Managing Director DIN 00003491

Pankaj Gupta Chief Financial Officer Krishan Chand Sethi Director DIN 00004471

Saurabh Agrawal Company Secretary Membership No. A36163 Vinod Kumar Agrawal

Director

DIN 00004463



### Notes to financial statements for the year ended March 31, 2015.

### 1. Corporate information

Munjal Showa Limited ('the Company') is a Public Company domiciled in India and incorporated under the provisions of the Companies Act, 1956. It was established in 1985 as a result of technical and financial collaboration between Hero Group and Showa Corporation, Japan. The Company operates as an ancillary and manufactures auto components for the two-wheeler and four-wheeler industry, primary products being front forks, shock absorbers, struts, gas springs and window balancers for sale in domestic market. The Company has three manufacturing locations, two in the state of Haryana and one in the state of Uttarakhand. These units are located at Gurgaon, Manesar and Haridwar.

### 2. Basis of preparation

The financial statements of the company have been prepared in accordance with the generally accepted accounting principles in India (Indian GAAP). The Company has prepared these financial statements to comply in all material respects with the accounting standards notified under section 133 of the Companies Act, 2013, read together with paragraph 7 of the Companies (Accounts) Rules 2014. The financial statements have been prepared on an accrual basis and under the historical cost convention.

The accounting policies adopted in the preparation of financial statements are consistent with those of previous year.

### 2.1 Summary of significant accounting policies

### a) Change in accounting estimates

Depreciation on fixed assets

Till the year ended March 31, 2014, Schedule XIV to the Companies Act, 1956, prescribed requirements concerning depreciation of fixed assets. From the current year, Schedule XIV has been replaced by Schedule II to the Companies Act, 2013. The applicability of Schedule II has resulted in the following changes related to depreciation of fixed assets. Unless stated otherwise, the impact mentioned for the current year is likely to hold good for future years also.

### (i) Useful lives/ depreciation rates

Till the year ended March 31, 2014, depreciation rates prescribed under Schedule XIV were treated as minimum rates and the Company was not allowed to charge depreciation at lower rates even if such lower rates were justified by the estimated useful life of the asset. Schedule II to the Companies Act, 2013 prescribes useful lives for fixed assets which, in many cases, are different from lives prescribed under the erstwhile Schedule XIV. However, Schedule II allows companies to use higher/ lower useful lives and residual values if such useful lives and residual values can be technically supported and justification for difference is disclosed in the financial statements.

From April 1, 2014, Schedule II of the Companies Act, 2013 has become applicable to the Company. Accordingly, the Company has revised the estimated useful life of its assets from rates prescribed under Schedule XIV of the Companies Act, 1956 to the rates and useful life prescribed under Schedule II of Companies Act, 2013 except for certain class of assets, mentioned in (d) below. The written down value of fixed assets as at April 01, 2014 is being depreciated on prospective basis at the rate prescribed under Schedule II of the Companies Act, 2013. This change in accounting estimate has resulted in increase in depreciation and amortization expenses and correspondingly decreases in profit (before tax) for the current year by Rs 19,266,966.

### (ii) Depreciation on assets costing less than Rs. 5,000

Till year ended March 31, 2014, to comply with the requirements of Schedule XIV to the Companies Act, 1956, the Company was charging 100% depreciation on assets costing less than Rs.5,000 in the year of purchase. However, Schedule II to the Companies Act 2013, applicable from the current year, does not recognize such practice. Hence, to comply with the requirement of Schedule II to the Companies Act,2013, the Company has changed its accounting practise for depreciation of assets costing less than Rs.5,000. Consequent to the change, the Company is depreciating such assets over their useful life as assessed by the management. The management has decided to apply the change prospectively from accounting periods commencing on or after April 01, 2014.



The change in accounting for depreciation of assets costing less than Rs. 5,000 did not have any material impact on financial statements of the Company for the current year.

### b) Use of estimates

The preparation of financial statements in conformity with Indian GAAP requires the management to make judgments, estimates and assumptions that affect the reported amounts of revenues, expenses, assets and liabilities and the disclosure of contingent liabilities, at the end of the reporting period. Although these estimates are based on the management's best knowledge of current events and actions, uncertainty about these assumptions and estimates could result in the outcomes requiring a material adjustment to the carrying amounts of assets or liabilities in future periods.

### c) Tangible fixed assets

Fixed assets are stated at cost, net of accumulated depreciation and accumulated impairment losses, if any. The cost comprises purchase price, borrowing costs if capitalization criteria are met and directly attributable cost of bringing the asset to its working condition for the intended use. Any trade discounts and rebates are deducted in arriving at the purchase price.

Subsequent expenditure related to an item of fixed asset is added to its book value only if it increases the future benefits from the existing asset beyond its previously assessed standard of performance. All other expenses on existing fixed assets, including day-to-day repair and maintenance expenditure and cost of replacing parts, are charged to the statement of profit and loss for the period during which such expenses are incurred.

Gains or losses arising from derecognition of fixed assets are measured as the difference between the net disposal proceeds and the carrying amount of the asset and are recognized in the statement of profit and loss when the asset is derecognized.

### d) Depreciation on tangible fixed assets

Depreciation on fixed assets is calculated on a straight-line basis using the rates arrived at based on the useful lives estimated by the management. The company has used the following rates to provide depreciation on its fixed assets:

S. No.	Assets	Useful lives estimated by the management (years)
(i)	Buildings	30
(ii)	Plant and Machinery	2 to15
(iii)	Furniture and fixtures	10
(iv)	Office Equipment	5
(v)	Computes- Servers & networks	6
(vi)	Computes- End user devices	3
(vii)	Vehicles	6

The management has estimated, supported by assessment by technical experts, the useful lives of the following classes of assets:

- The useful lives of certain plant and machinery is estimated as ranging between 2 to 15 years, which is lower than those indicated in schedule II.
- Vehicles are depreciated over the estimated useful lives of 6 years, which is lower than those indicated in schedule II.

### e) Intangible assets

Intangible assets acquired separately are measured on initial recognition at cost. Following initial recognition, intangible assets are carried at cost less accumulated amortization and accumulated impairment losses, if any. Internally generated intangible assets, excluding capitalized development costs, are not capitalized and expenditure is reflected in the statement of profit and loss in the year in which the expenditure is incurred.

Intangible assets are amortized on a straight line basis over the estimated useful economic life. The Company uses a rebuttable presumption that the useful life of an intangible asset will not exceed ten years from the



date when the asset is available for use. If the persuasive evidence exists to the affect that useful life of an intangible asset exceeds ten years, the Company amortizes the intangible asset over the best estimate of its useful life. Such intangible assets and intangible assets not yet available for use are tested for impairment annually, either individually or at the cash-generating unit level. All other intangible assets are assessed for impairment whenever there is an indication that the intangible asset may be impaired.

The amortization period and the amortization method are reviewed at least at each financial year end. If the expected useful life of the asset is significantly different from previous estimates, the amortization period is changed accordingly. If there has been a significant change in the expected pattern of economic benefits from the asset, the amortization method is changed to reflect the changed pattern. Such changes are accounted for in accordance with AS 5- "Net Profit or Loss for the Period, Prior Period Items and Changes in Accounting Policies."

Gains or losses arising from derecognition of an intangible asset are measured as the difference between the net disposal proceeds and the carrying amount of the asset and are recognized in the statement of profit and loss when the asset is derecognized.

Research costs are expensed as incurred. Development expenditure incurred on an individual project is recognized as an intangible asset when the company can demonstrate all the following:

- 1. The technical feasibility of completing the intangible asset so that it will be available for use or sale
- 2. Its intention to complete the asset
- 3. Its ability to use or sell the asset
- 4. How the asset will generate future economic benefits
- 5. The availability of adequate resources to complete the development and to use or sell the asset
- 6. The ability to measure reliably the expenditure attributable to the intangible asset during development.

### **Designs and Drawings**

Amounts paid towards acquisition of designs and drawings for specifically identified products, is carried forward based on assessment of benefits arising from such expenditure. Such expenditure is amortised on straight line basis over the period of expected future sales from the related product, which the management has determined to be 24 months based on past trends, commencing from the month of commencement of commercial production.

### **Computer Software**

Costs relating to software, which are acquired, are capitalized and amortised on a straight line basis over the management's estimated useful life of four years.

### f) Leases

### Where the Company is lessee

Leases, where the lessor effectively retains substantially all the risks and benefits of ownership of the leased item, are classified as operating leases. Operating lease payments are recognized as an expense in the statement of profit and loss on a straight-line basis over the lease term.

### g) Borrowing Costs

Borrowing cost includes interest, amortization of ancillary costs incurred in connection with the arrangement of borrowings.

Borrowing costs directly attributable to the acquisition, construction or production of an asset that necessarily takes a substantial period of time to get ready for its intended use or sale are capitalized as part of the cost of the respective asset. All other borrowing costs are expensed in the period they occur.

### h) Impairment of tangible and intangible assets

The Company assesses at each reporting date whether there is an indication that an asset may be impaired. If any indication exists, or when annual impairment testing for an asset is required, the Company estimates the asset's recoverable amount. An asset's recoverable amount is the higher of an asset's or cash-generating unit's (CGU) net selling price and its value in use. The recoverable amount is determined



for an individual asset, unless the asset does not generate cash inflows that are largely independent of those from other assets or groups of assets. Where the carrying amount of an asset or CGU exceeds its recoverable amount, the asset is considered impaired and is written down to its recoverable amount. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time value of money and the risks specific to the asset. In determining net selling price, recent market transactions are taken into account, if available. If no such transactions can be identified, an appropriate valuation model is used.

The Company bases its impairment calculation on detailed budgets and forecast calculations which are prepared separately for each of the Company's cash-generating units to which the individual assets are allocated. These budgets and forecast calculations are generally covering a period of five years. For longer periods, a long term growth rate is calculated and applied to project future cash flows after the fifth year. Impairment losses, including impairment on inventories, are recognized in the statement of profit and loss.

After impairment, depreciation is provided on the revised carrying amount of the asset over its remaining useful life.

An assessment is made at each reporting date as to whether there is any indication that previously recognized impairment losses may no longer exist or may have decreased. If such indication exists, the Company estimates the asset's or cash-generating unit's recoverable amount. A previously recognized impairment loss is reversed only if there has been a change in the assumptions used to determine the asset's recoverable amount since the last impairment loss was recognized. The reversal is limited so that the carrying amount of the asset does not exceed its recoverable amount, nor exceed the carrying amount that would have been determined, net of depreciation, had no impairment loss been recognized for the asset in prior years. Such reversal is recognized in the statement of profit and loss.

### i) Investments

Investments, which are readily realizable and intended to be held for not more than one year from the date on which such investments are made, are classified as current investments. All other investments are classified as long-term investments.

On initial recognition, all investments are measured at cost. The cost comprises purchase price and directly attributable acquisition charges such as brokerage, fees and duties.

Current investments are carried in the financial statements at lower of cost and fair value determined on an individual investment basis. Long-term investments are carried at cost. However, provision for diminution in value is made to recognize a decline other than temporary in the value of the investments.

On disposal of an investment, the difference between its carrying amount and net disposal proceeds is charged or credited to the statement of profit and loss.

### j) Inventories

Inventories are valued as follows:

Raw materials, components, stores and spares	Lower of cost and net realizable value. However, materials and other items 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 of Raw
	materials, components and stores and spares is determined on a weighted average basis.
Work-in-progress and finished goods	Lower of cost and net realizable value. Cost includes direct materials and labour and a proportion of manufacturing overheads, including depreciation, based on normal capacity. Cost of finished goods includes excise duty. Cost is determined on a weighted average basis.
Scrap	At net realizable value

Net realizable value is the estimated selling price in the ordinary course of business, less estimated costs of completion and estimated costs necessary to make the sale.



### k) Revenue Recognition

Revenue is recognized to the extent that it is probable that the economic benefits will flow to the Company and the revenue can be reliably measured. The following specific recognition criteria must also be met before revenue is recognized:

### Sale of goods

Revenue from sale of goods is recognized when all the significant risks and rewards of ownership of the goods have been passed to the buyer, usually on delivery of the goods. The Company collects sales taxes and value added taxes (VAT) on behalf of the government and, therefore, these are not economic benefits flowing to the Company. Hence, they are excluded from revenue. Excise duty deducted from revenue (gross) is the amount that is included in the revenue (gross) and not the entire amount of liability arising during the year.

### Interest

Interest income is recognized on a time proportion basis taking into account the amount outstanding and the applicable interest rate. Interest income is included under the head "other income" in the statement of profit and loss.

### I) Foreign currency translation

### Initial recognition

Foreign currency transactions are recorded in the reporting currency, by applying to the foreign currency amount the exchange rate between the reporting currency and the foreign currency at the date of the transaction.

### Conversion

Foreign currency monetary items are retranslated using the exchange rate prevailing at the reporting date. Non-monetary items, which are measured in terms of historical cost denominated in a foreign currency, are reported using the exchange rate at the date of the transaction. Non-monetary items, which are measured at fair value or other similar valuation denominated in a foreign currency, are translated using the exchange rate at the date when such value was determined.

### **Exchange differences**

The Company accounts for exchange differences arising on translation/ settlement of foreign currency monetary items as below:

- 1. Exchange differences arising on long-term foreign currency monetary items related to acquisition of a fixed asset are capitalized and depreciated over the remaining useful life of the asset.
- 2. Exchange differences arising on other long-term foreign currency monetary items are accumulated in the "Foreign Currency Monetary Item Translation Difference Account" and amortized over the remaining life of the concerned monetary item.
- 3. All other exchange differences are recognized as income or as expenses in the period in which they arise. For the purpose of 1 and 2 above, the Company treats a foreign monetary item as "long-term foreign currency monetary item", if it has a term of 12 months or more at the date of its origination. In accordance with MCA circular dated 09 August 2012, exchange differences for this purpose, are total differences arising on long-term foreign currency monetary items for the period.

### Forward exchange contracts entered into to hedge foreign currency risk of an existing asset/liability

The premium or discount arising at the inception of forward exchange contract is amortized and recognized as an expense/ income over the life of the contract. Exchange differences on such contracts, except the contracts which are long-term foreign currency monetary items, are recognized in the statement of profit and loss in the period in which the exchange rates change. Any profit or loss arising on cancellation or renewal of such forward exchange contract is also recognized as income or as expense for the period. Any gain/ loss arising on forward contracts which are long-term foreign currency monetary items is recognized in accordance with paragraph 1 and 2 above.

### m) Retirement and other benefits

Retirement benefit in the form of provident fund and superannuation fund (maintained as per the scheme of Life Insurance Corporation) is a defined contribution scheme. The Company has no obligation, other than the contribution payable to the funds. The Company recognizes contribution payable to the fund scheme as an expenditure, when an employee renders the related service. If the contribution payable to the scheme for service received before the balance sheet date exceeds the contribution already paid, the deficit payable to the scheme is recognized as a liability after deducting the contribution already paid. If



the contribution already paid exceeds the contribution due for services received before the balance sheet date, then excess is recognized as an asset to the extent that the pre payment will lead to, for example, a reduction in future payment or a cash refund.

The Company operates a defined benefit plan for its employees, viz., gratuity. The costs of providing benefits under this plan are determined on the basis of actuarial valuation at each year-end. Actuarial valuation is carried out for the plan using the projected unit credit method. Actuarial gains and losses for the defined benefit plan are recognized in full in the period in which they occur in the statement of profit and loss. Accumulated leave, which is expected to be utilized within the next 12 months, is treated as short-term employee benefit. The Company measures the expected cost of such absences as the additional amount that it expects to pay as a result of the unused entitlement that has accumulated at the reporting date. The Company treats accumulated leave expected to be carried forward beyond twelve months, as long-term employee benefit for measurement purposes. Such long-term compensated absences are provided for based on the actuarial valuation using the projected unit credit method at the year-end. Actuarial gains/losses are immediately taken to the statement of profit and loss and are not deferred. The Company presents the leave as a current liability in the balance sheet, to the extent it does not have an unconditional right to defer its settlement for 12 months after the reporting date. Where Company has the unconditional legal and contractual right to defer the settlement for a period beyond 12 months, the same is presented as non-current liability.

### n) Income taxes

Tax expense comprises of current tax and deferred tax. Current income tax is measured at the amount expected to be paid to the income tax authorities in accordance with the Income-tax Act, 1961 enacted in India. The tax rates and tax laws used to compute the amount are those that are enacted or substantively enacted, at the reporting date.

Deferred income taxes reflect the impact of timing differences between taxable income and accounting income originating during the current year and reversal of timing differences for the earlier years. Deferred tax is measured using the tax rates and the tax laws enacted or substantively enacted at the reporting date. Deferred tax liabilities are recognized for all taxable timing differences. Deferred tax assets are recognized for deductible timing differences only to the extent that there is reasonable certainty that sufficient future taxable income will be available against which such deferred tax assets can be realized. In situations where the Company has unabsorbed depreciation or carry forward tax losses, all deferred tax assets are recognized only if there is virtual certainty supported by convincing evidence that such deferred tax assets can be realized against future taxable profits.

In the situation where the Company is entitled to a tax holiday under the Income Tax Act, 1961 enacted in India, no deferred tax (asset or liability) is recognized in respect of timing differences which reverse during the tax holiday period, to the extent the Company's gross total income is subject to the deduction during the tax holiday period. Deferred tax in respect of timing differences which reverse after the tax holiday period is recognized in the year in which the timing differences originate. However, the Company restricts recognition of deferred tax assets to the extent that it has become reasonably certain or virtually certain, as the case may be, that sufficient future taxable income will be available against which such deferred tax assets can be realized. For recognition of deferred taxes, the timing differences which originate first are considered to reverse first.

At each reporting date, the Company re-assesses unrecognized deferred tax assets. It recognizes unrecognized deferred tax assets to the extent that it has become reasonably certain or virtually certain, as the case may be, that sufficient future taxable income will be available against which such deferred tax assets can be realized. The carrying amount of deferred tax assets are reviewed at each reporting date. The Company writesdown the carrying amount of a deferred tax asset to the extent that it is no longer reasonably certain or virtually certain, as the case may be, that sufficient future taxable income will be available against which deferred tax asset can be realized. Any such write-down is reversed to the extent that it becomes reasonably certain or virtually certain, as the case may be, that sufficient future taxable income will be available. Deferred tax assets and deferred tax liabilities are offset, if a legally enforceable right exists to set off current tax assets against current tax liabilities and the deferred tax assets and deferred tax liabilities relate to the same taxable entity and the same taxation authority.



Minimum alternate tax (MAT) paid in a year is charged to the statement of profit and loss as current tax. The Company recognizes MAT credit available as an asset only to the extent that there is convincing evidence that the Company will pay normal income tax during the specified period, i.e., the period for which MAT credit is allowed to be carried forward. In the year in which the Company recognizes MAT credit as an asset in accordance with the Guidance Note on Accounting for Credit Available in respect of Minimum Alternative Tax under the Income-tax Act, 1961, the said asset is created by way of credit to the statement of profit and loss and shown as "MAT Credit Entitlement." The Company reviews the "MAT credit entitlement" asset at each reporting date and writes down the asset to the extent the Company does not have convincing evidence that it will pay normal tax during the specified period.

#### o) Segment reporting

#### **Identification of segments**

The Company's operating businesses are organized and managed separately according to the nature of products and services provided, with each segment representing a strategic business unit that offers different products and serves different markets. The analysis of geographical segments is based on the areas in which major operating divisions of the Company operate.

#### Segment accounting policies

The Company prepares its segment information in conformity with the accounting policies adopted for preparing and presenting the financial statements of the Company as a whole.

#### p) Earnings per share

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

For the purpose of calculating diluted earnings per share, the net profit or loss for the year attributable to equity shareholders and the weighted average number of shares outstanding during the year are adjusted for the effects of all dilutive potential equity shares.

#### q) Provisions

A provision is recognized when the Company has a present obligation as a result of past event, it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate can be made of the amount of the obligation. Provisions are not discounted to their present value and are determined based on the best estimate required to settle the obligation at the reporting date. These estimates are reviewed at each reporting date and adjusted to reflect the current best estimates.

#### Warranty provisions

Provisions for warranty-related costs are recognized when the product is sold. Provision is based on historical experience. The estimate of such warranty-related costs is revised annually.

#### r) Contingent liabilities

A contingent liability is a possible obligation that arises from past events whose existence will be confirmed by the occurrence or non- occurrence of one or more uncertain future events beyond the control of the Company or a present obligation that is not recognised because it is not probable that an outflow of resources will be required to settle the obligation. A contingent liability also arises in extremely rare cases where there is a liability that cannot be recognized because it cannot be measured reliably. The Company does not recognize a contingent liability but discloses its existence in the financial statements.

#### s) Cash and cash equivalents

Cash and cash equivalents for the purposes of cash flow statement comprise cash at bank and in hand and short-term investments with an original maturity of three months or less.

#### t) Derivative instruments

In accordance with the ICAI announcement, derivative contracts, other than foreign currency forward contracts covered under AS 11, are marked to market on a portfolio basis, and the net loss, if any, after considering the offsetting effect of gain on the underlying hedged item, is charged to the statement of profit and loss. Net gain, if any, after considering the offsetting effect of loss on the underlying hedged item, is ignored.



3.	Share Capital	March 31, 2015 Rs.	<b>March 31, 2014</b> Rs.
	<b>Authorised shares</b> 75,000,000 (March 31, 2014: 75,000,000) equity shares of Rs.2 each	150,000,000	150,000,000
	Issued shares 39,997,500 (March 31, 2014: 39,997,500) equity shares of Rs. 2 each	79,995,000	79,995,000
	Subscribed and Fully Paid up shares 39,995,000 (March 31, 2014: 39,995,000) equity shares of Rs.2 each	79,990,000	79,990,000
	Share forfeited (amount originally paid up)	2,500	2,500
	Total paid-up share capital	79,992,500	79,992,500

#### (a) Reconciliation of the number of shares outsanding at the beginning and at the end of the reporting year

March 31, 2015	March 31, 2014
No. of shares Rs.	No. of shares Rs.
39,995,000 79,992,500	39,995,000 79,992,500
39,995,000 79,992,500	39,995,000 79,992,500

#### (b) Terms/rights attached to equity shares

- The Company has only one class of equity shares having par value of Rs. 2 per share. Each holder of
  equity shares is entitled to one vote per share. The Company declares and pays dividends in Indian rupees.
  The dividend proposed by the Board of Directors is subject to the approval of the shareholders in the
  ensuing Annual General Meeting.
- 2. During the year ended March 31, 2015, the amount of per share dividend recognized as distributions to equity shareholders is Rs. 4 (March 31, 2014: Rs. 3.50).
- 3. In the event of liquidation of the Company, the holders of equity shares will be entitled to receive remaining assets of the Company, after distribution of all preferential amounts. The distribution will be in proportion to the number of equity shares held by the shareholders.

#### (c) Detail of shareholders holding more than 5% shares in the Company

	March 31	,2015	March 3	1, 2014
•	No. of shares	% holding	No. of shares	% holding
Equity shares of Rs. 2 each fully paid		in the class		in the class
(i) Dayanand Munjal Investments Private Limited	15,600,000	39.00%	15,600,000	39.00%
(ii) Showa Corporation, Japan	10,400,000	26.00%	10,400,000	26.00%
(iii) Enam Shares & Securities Private Limited	2,154,508	5.39%	2,737,000	6.84%

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



#### 4. Reserves and Surplus

General reserve	March 31, 2015 Rs.	March 31, 2014 Rs.
Balance as per the last financial statements  Add: Amount transferred from surplus balance in the	2,190,784,601	1,990,784,601
statement of profit and loss	200,000,000	200,000,000
Closing Balance	2,390,784,601	2,190,784,601
Surplus in the statement of profit and loss		
Balance as per the last financial statements	1,290,508,307	957,272,291
Profit for the year Less: Amount of net value of fixed assets transferred to retained earnings whose useful life has exceeded the specified useful life (as per Schedule II of Companies Act 2013) (net of deferred tax) - [Refer note 2.1(a) and note 8]	756,288,508 (17,798,818)	697,008,542
Less: Appropriations Proposed final dividend amount per share Rs. 4.00 (March 31, 2014 Rs 3.50)	(159,980,000)	(139,982,500)
Tax on proposed dividend	(32,568,164)	(23,790,026)
Transfer to general reserve	(200,000,000)	(200,000,000)
Total appropriations	(392,548,164)	(363,772,526)
Net surplus in the statement of profit and loss	1,636,449,833	1,290,508,307
Total reserves and surplus	4,027,234,434	3,481,292,908
5. Deferred tax liabilities (net)		
	March 31, 2015 Rs.	March 31, 2014 Rs.
Deferred tax liabilities		
Fixed assets: Impact of difference between tax depreciation and		
depreciation/ amortization charged for the financial reporting	111,536,985	145,225,403
Gross deferred tax liabilities Deferred tax assets	111,536,985	145,225,403
Impact of expenditure charged to the statement of profit and loss in the current year and earlier years but allowable for tax		
purposes on payment basis	16,963,063	16,873,071
Provision for doubtful debts and advances	9,895,842	9,719,131
Gross deferred tax asset	26,858,905	26,592,202
Net deferred tax liabilities	84,678,080	118,633,201



#### 6. Provisions

Trovicions	Long term	Short term	Long term	Short term
	Marc	ch 31,2015 Rs.	Marc	h 31, 2014 Rs.
Provision for employee benefits				
Provision for gratuity (note 25) Provision for leave benefits	-	3,356,646 36,496,636	- -	18,270,944 35,313,849
	-	39,853,282	-	53,584,793
Other provisions				
Provision for wealth tax Provision for warranties Provision for contingency Proposed dividend Tax on proposed dividend	25,156,986 - - -	222,670 11,906,831 7,500,000 159,980,000 32,568,164	14,574,540 - - -	261,624 8,660,031 7,500,000 139,982,500 23,790,026
	25,156,986	212,177,665	14,574,540	180,194,181
	25,156,986	252,030,947	14,574,540	233,778,974

#### **Provision for warranties**

A provision is recognized for expected warranty claims on products sold during the last one to five years as per warranty period on respective models, based on past experience of level of repairs and returns. Assumption used to calculate the provision for warranties are based on current sales level and current information available about returns based on the warranty period for all products sold. The table below gives information about movement in warranty provision:

, i	March 31, 2015	March 31, 2014
	Rs.	Rs.
At the beginning of the year	23,234,571	20,717,689
Additions during the year	41,728,997	19,320,018
Utilized during the year	27,899,751	16,803,136
Unused amount reversed	-	-
At the end of the year	37,063,817	23,234,571
Current portion	11,906,831	8,660,031
Non-current portion	25,156,986	14,574,540

#### **Provision for contingency**

The Company had received a show-cause notice from Haryana State Pollution Control Board ('HSPCB') in 2009-10 towards contamination of ground water caused due to higher concentration of chromium used by the Company as compared to the minimum expected level. Pursuant to the show cause notice, the management had submitted a time bound remediation plan as per which specified milestones were to be achieved at the end of each quarter till December 2010. A bank guarantee of Rs. 50,000,000 had also been submitted to HSPCB. The management had initiated adequate steps suggested by the experts and had completed the plan within the overall time frame. Against the appeal filed by the Company with Appellate Authority, HSPCB, the case had been decided by the appellate authority on November 4, 2011 and as per the order of the appellate authority, bank guarantee of Rs. 37,500,000 had been released and bank guarantee of Rs. 12,500,000 had been forfeited by HSPCB. The Company had filed a writ petition against the order of the appellate authority before the Hon'ble High Court of Punjab and Haryana, which gave the decision for transfer of the case to National Green Tribunal, New Delhi. Since the matter is sub-judice and pending at Tribunal level, provision of Rs. 7,500,000 (March 31, 2014: Rs. 7,500,000), over and above the amount already forfeited by HSPCB, had been retained towards any contingency, as per management's assessment of the costs to be incurred. The table below gives information about movement in provision:



	March 31, 2015 Rs.	March 31, 2014 Rs.
At the beginning of the year	7,500,000	7,500,000
Additions during the year	-	-
Utilized during the year	-	-
Unused amount reversed  At the end of the year	<b>7,500,000</b>	7,500,000
Current portion	7,500,000	7,500,000
Non-current portion	-	-
7. Other current liabilities		
To the second se	March 31, 2015 Rs.	March 31, 2014 Rs.
Trade payables (including acceptances)		
(note 32 for details of dues to micro and small enterprises)	1,551,831,792	1,656,546,158
Other liabilities		
Interest accrued but not due on cash credit account	33,147	13,202
Investor Education and Protection Fund shall be credited by		
following amount (as and when due): Unpaid dividend	4,987,232	4,488,525
onpaid dividend	4,967,232	4,400,525
Others:		40.440.000
Payable towards capital goods (refer note 39)	4 242 770	46,149,388
Security deposit from customers / others*	4,313,770 47,597	4,738,770 51,578,941
Interest on land cost enhancement payable (note 39)  Book Overdraft	54,607,466	51,576,941
Service tax payable	1,176,274	2,209,141
Sales tax/ VAT payable	15,190,939	21,853,589
Tax Deducted at Source and Tax Collected at Source payable	15,333,076	16,807,056
Cess payable	276,408	196,629
Works Contract Tax payable	82,286	41,797
Provident Fund and Employee State Insurance payable	7,323,447	6,803,464
Other dues	3,207,701	2,992,302
_	106,579,343	157,872,804
_	1,658,411,135	1,814,418,962
*Security deposits are repayable on demand.	1,000,411,100	1.014.410.302

Amount in Rs.



# 8. Tangible assets

	Freehold Land	Buildings	Plant & Machinery	Furniture & Fixtures	Office equipment	Computers	Vehicles	Total
Cost								
At April 01, 2013	527,500,946	712,640,057	2,941,684,419	14,694,869	15,588,364	21,356,913	38,973,868	4,272,439,436
Additions	1	1,870,200	107,400,403	96,636	3,380,287	5,367,636	5,367,636 17,949,914	136,055,076
Disposals	ı	1	27,014,969	ı	5,300	1,332,516	1,332,516 14,167,280	42,520,065
At March 31, 2014	527,500,946	714,510,257	3,022,069,853	14,781,505	18,963,351	25,392,033	25,392,033 42,756,502	4,365,974,447
Additions	1	716,689	74,890,822	628'566	1,374,851	1,333,819	1,246,392	80,558,452
Disposals	7,762,931	1	1	1	492,020		1,749,463	10,004,414
At March 31, 2015	519,738,015	715,226,946	3,096,960,675	15,777,384	19,846,182	26,725,852	42,253,431	4,436,528,485
Depreciation								
At April 01, 2013	1	146,136,441	1,637,019,753	8,064,637	6,077,409	15,752,484	19,896,053	1,832,946,777
Charge for the year	ı	23,809,878	224,995,878	687,673	1,121,453	2,020,963	7,323,073	259,958,918
Disposals	•	•	22,988,578	1	1,253	1,251,121	12,201,184	36,442,136
At March 31, 2014	'	169,946,319	1,839,027,053	8,752,310	7,197,609	16,522,326	15,017,942	2,056,463,559
Adjusted out of Retained earnings	'	1	21,919,728	137,794	3,502,324	1,414,471	26,632	27,000,949
under Note 4 (also refer 2.1(a))								
		77 200 047	040 560 470	0 0 0 0 0	2 574 245	0 560 544	7 075 025	262 262 442
Disposals				3,210,731	3,374,313	4,302,314	1,475,518	1,942,304
At March 31, 2015		197,329,133	2,079,515,954	12,108,895	13,807,462	20,499,311	20,644,891	2,343,905,646
Net Block								
At March 31, 2014	527,500,946 544	544,563,938	1,183,042,800	6,029,195	11,765,742	8,869,707	27,738,560	2,309,510,888
At March 31, 2015	519,738,015 517	517,897,813	1,017,444,721	3,668,489	6,038,720	6,226,541	21,608,540	2,092,622,839

# Notes:

- Infrastructure Development Corporation Limited, is not yet registered in the name of the Company. Deletion to freehold land of Rs. 7,762,931 (March 31, 2014: Rs. Nil) represent price adjustment pursuant to order passed by Hon'ble High Court of Punjab and Haryana (refer note 39). Freehold land costing Rs. 237,735,700 (March 31, 2014: Rs. 245,498,631) alloted to the Company by Haryana State Industrial and
  - Tangible assets having purchase cost of Rs.2,241,483, March 31, 2014: Rs. 28,261,151, (Written down value Rs.299,179 & March 31, 2014: Rs. 4,099,971) were discarded during the year. ۲i



#### 9. Intangible assets

Amount in Rs. **Computer Software** Designs and drawings Total Gross block At April 1, 2013 8,952,866 103,321,965 112,274,831 Purchase 23,650,530 214,230 23,436,300 Deletions At March 31, 2014 9,167,096 126,758,265 135,925,361 Purchase 1,037,052 21,781,500 22,818,552 **Deletions** At March 31, 2015 10,204,148 148,539,765 158,743,913 Amortization 6,582,249 85,512,798 92,095,047 At April 1, 2013 Charge for the year 1,132,330 23,007,646 24,139,976 Deletions At March 31, 2014 7,714,579 108,520,444 116,235,023 Charge for the year 1,017,371 23,308,097 24,325,468 **Deletions** 8,731,950 131,828,541 140,560,491 At March 31,2015 Net Block At March 31, 2014 1,452,517 18,237,821 19,690,338 1,472,198 16,711,224 18,183,422 At March 31, 2015

#### 10. Loans and advances

		Non-current	Current	Non-Current	Current
			31, 2015 s.		31, 2014 Rs.
Capital advances Unsecured, considered good		3,617,204		4,516,324	
	(A)	3,617,204	-	4,516,324	-
Security deposits					
Unsecured, considered good		28,292,105	470,000	27,719,354	470,000
	(B)	28,292,105	470,000	27,719,354	470,000
Advances recoverable in cash or in kind or for value to be received					
Unsecured, Considered good		-	39,794,458	-	36,196,361
Unsecured, Considered doubtful		-	24,213,552	-	24,213,552
		-	64,008,010	-	60,409,913
Less: Provision for doubtful advances		-	(24,213,552)	-	(24,213,552)
	(C)	-	39,794,458	-	36,196,361
Other loans & advances Secured considered good Loan to suppliers (secured by hypothecation of ve	hicle	s) -		_	2,466,666



	Non-currer	nt Current	Non-Current	Current
	Marci	1 31, 2015 Rs.		31, 2014 Rs.
Unsecured, considered good				
Advance income tax/tax deducted at source				
(net of provision for taxation) MAT credit entitlement	347,607,682	-	322,441,263 74,345,434	-
Prepaid expenses	-	14,735,523	-	17,212,746
Loan to employees/suppliers Balances with statutory/government authorities	14,911,615	8,771,719 110,414,667	11,174,153	9,400,638 142,962,239
Unsecured, considered doubtful				
Loan to employees/suppliers	-	489,676	-	498,676
Less : Provision for doubtful advances	362,519,297	134,411,585 (489,676)	407,960,850	172,531,965 (489,676)
	) 362,519,297	133,921,909	407,960,850	172,042,298
Total (A+B+C+D)	394,428,606	174,186,367	440,196,528	208,708,650
Total (A+B+C+D)	394,420,000	174,100,307	440,196,526	208,708,650
Loan and advances include:  Due from a Private Limited Company in which two dierctors of the Company are interested as directors.	s -	2,864,822	-	3,730,547
11. Trade receivables and other assets				
11.1 Trade receivables				
	Non-currer	nt Current	Non-Current	Current
	March	1 31, 2015 Rs.		31, 2014 Rs.
Debts outstanding for a period exceeding six				
months from the date they are due for payment Unsecured, considered good	_	_	_	0.406.746
Unsecured, considered doubtful	_			7.47b./1b
		3,890,861	-	2,426,716 3,890,861
	-	3,890,861 3,890,861	-	3,890,861 <b>6,317,577</b>
Provision for doubtful receivables	-		- - -	3,890,861 <b>6,317,577</b> (3,890,861)
(4	- - A) -	3,890,861		3,890,861 <b>6,317,577</b>
	- - - A) -	3,890,861	- - -	3,890,861 <b>6,317,577</b> (3,890,861)
Other receivables Unsecured, considered good	- - A) - - -	<b>3,890,861</b> (3,890,861)		3,890,861 <b>6,317,577</b> (3,890,861) <b>2,426,716</b>
Other receivables Unsecured, considered good	-	3,890,861 (3,890,861) - 2,033,591,641	-	3,890,861 6,317,577 (3,890,861) 2,426,716 1,766,309,477
Other receivables Unsecured, considered good  Total (A+B)	-	3,890,861 (3,890,861) 2,033,591,641 2,033,591,641	-	3,890,861 <b>6,317,577</b> (3,890,861) <b>2,426,716</b> 1,766,309,477 <b>1,766,309,477</b>
Other receivables Unsecured, considered good  Total (A+B)  11.2 Other assets Unsecured, considered good unless otherwise s	- - - tated	3,890,861 (3,890,861) 2,033,591,641 2,033,591,641		3,890,861 <b>6,317,577</b> (3,890,861) <b>2,426,716</b> 1,766,309,477 <b>1,766,309,477</b>
Other receivables Unsecured, considered good  (I Total (A+B)  11.2 Other assets Unsecured, considered good unless otherwise s Non-current bank balances (note 14)	tated 50,000	3,890,861 (3,890,861) 2,033,591,641 2,033,591,641	-	3,890,861 <b>6,317,577</b> (3,890,861) <b>2,426,716</b> 1,766,309,477 <b>1,766,309,477</b>
Other receivables Unsecured, considered good  (I  Total (A+B)  11.2 Other assets Unsecured, considered good unless otherwise s Non-current bank balances (note 14)  Others	tated 50,000 50,000	3,890,861 (3,890,861) 2,033,591,641 2,033,591,641	50,000 <b>50,000</b>	3,890,861 <b>6,317,577</b> (3,890,861) <b>2,426,716</b> 1,766,309,477 <b>1,766,309,477</b>
Other receivables Unsecured, considered good  (I  Total (A+B)  11.2 Other assets Unsecured, considered good unless otherwise s Non-current bank balances (note 14)	tated 50,000	3,890,861 (3,890,861) 2,033,591,641 2,033,591,641	50,000	3,890,861 <b>6,317,577</b> (3,890,861) <b>2,426,716</b> 1,766,309,477 <b>1,766,309,477</b>
Other receivables Unsecured, considered good  (I Total (A+B)  11.2 Other assets Unsecured, considered good unless otherwise s Non-current bank balances (note 14)  Others Interest accrued but not due on deposit Unbilled revenue	tated 50,000 50,000	3,890,861 (3,890,861) - 2,033,591,641 2,033,591,641 - -	50,000 <b>50,000</b>	3,890,861 6,317,577 (3,890,861) 2,426,716 1,766,309,477 1,768,736,193

12. Current investments



300,000,000

300,000,000

300,919,177

680,000,000

March 31, 2015 March 31, 2014

Current investments (valued at lower of cost and fair value, unless stated otherwise)	March 31, 2015 Rs.	March 31, 2014 Rs.
Unquoted mutual funds		
Nil (March 31, 2014: 119,238.675) units of Rs. 1,000/- each fully	-	150,000,000
paid-up of Morgan Stanley Liquid Fund-Growth Plan		
Nil (March 31, 2014: 102,448.618) units of Rs. 1,000 each	-	150,000,000
fully paid-up of Baroda Pioneer Liquid Fund - Plan A Growth		
1,02,978.061 (March 31, 2014: Nil) units of Rs. 1,000/- each fully	350,000,000	-
paid-up of Reliance Liquid Fund- Treasury Plan- Growth Option		
17,304,454.284 (March 31, 2014: Nil) units of Rs. 10/- each fully	330,000,000	-
paid-up of Sundaram Ultra Short-Term Fund Regular Growth		

Aggregate amount of unquoted investments

680,000,000

Net assets value of above investment

681,973,201

#### 13. Inventories (valued at lower of cost and net realisable value)

Rs. Raw materials and components [Including stock in transit: 426,094,729 270,638,209 Rs.197,257,888 (March 31, 2014: Rs. 96,388,359)] Work in progress (refer note 18) 77,316,851 90,610,211 Finished goods (refer note 18) 99,660,416 87,682,805 Stores and spares [Including stock in transit: Rs. 2,953,158 48,539,486 57,875,819 (March 31, 2014: Rs.5,667,227)] Scrap 347,380 372,614 665,252,222 493,886,298

#### 14. Cash and bank balances

THI GUOTI WHA BAHN BAHN BAHN BAHN BAHN BAHN BAHN BA	Non-current	Current	Non-Current	Current
	March 3	•		31, 2014
		5.		.3.
Cash and cash equivalents Balances with banks:				
On current accounts	_	6,376,626	-	9,002,124
On cash credit accounts	-	3,568,744	-	139,199,437
On unpaid dividend accounts	-	4,987,232	-	4,488,525
Cheques on hand	-	-	-	2,222,956
Cash on hand	-	708,511	-	656,251
	-	15,641,113	-	155,569,293
Other bank balances:				
Deposits with original maturity for more than 12 months Margin money deposit	50,000	-	50,000	-
Margin money deposit	50,000	-	50,000	-
Amount disclosed under non-current assets (note 11.2)	(50,000)	-	(50,000)	-
		15,641,113		155,569,293

Fixed deposit receipt of Rs.50,000 (March 31, 2014: Rs. 50,000) has been pledged with VAT authorities.



#### 15. Revenue from operations

•	March 31, 2015 Rs.	March 31, 2014 Rs.
Revenue from operations		
Sale of products:		
Finished goods	17,588,629,878	17,093,964,475
Other operating revenue:		
Scrap Sales	249,619,119	252,686,401
Revenue from operations (gross)	17,838,248,997	17,346,650,876
Less : Excise duty #	1,408,581,633	1,366,919,652
Revenue from operations (net)	16,429,667,364	15,979,731,224

# In accordance with explanations below Para 10 of Notified Accounting Standard 9 - Revenue Recognition, excise duty on sales amounting to Rs.1,408,581,633 (March 31, 2014: Rs.1,366,919,652) has been reduced from sales in the statement of profit and loss and excise duty on variation of opening and closing stock of finished goods and scrap amounting to Rs. 3,569,389 (March 31, 2014: Rs. 2,245,117) has been considered as (income)/ expense in note 20 of the financial statements.

Details of product sold	March 31, 2015 Rs.	March 31, 2014 Rs.
Finished goods sold		
Shock absorbers	15,265,507,006	15,507,254,684
Struts	1,800,126,064	1,092,138,334
Window balancer	89,438,519	92,564,693
Other components	433,558,289	402,006,764
	17,588,629,878	17,093,964,475
16. Other Income	March 31, 2015 Rs.	March 31, 2014 Rs.
Interest income on :		
Bank deposits	8,237	4,375
Income-tax refunds	12,489,895	28,393,541
Loans to employees	622,086	561,856
Others	2,685,305	2,370,336
Net gain on sale of current investments	34,584,776	23,267,459
Profit on disposal of tangible assets (net)	193,321	-
Exchange differences (net)	28,186,106	-
Liabilities no longer required written back (net)	1,530,320	2,129,031
Miscellaneous income	1,155,855	4,063,185
	81,455,901	60,789,783
17. Cost of raw materials and components consumed	March 31, 2015	March 31, 2014
	Rs.	Rs.
Inventory at the beginning of the year	270,638,209	232,535,774
Add: Purchases during the year	12,299,935,052	11,981,113,977
	12,570,573,261	12,213,649,751
Less: Inventory at the end of the year	426,094,729	270,638,209
Cost of raw materials and components consumed	12,144,478,532	11,943,011,542



Details of raw material and components consumed	March 31, 2015 Rs.	March 31, 2014 Rs.
Fork pipe	1,842,589,676	1,827,586,503
Bottom case	2,686,939,766	2,499,746,753
Main spring cushion	1,728,118,628	1,399,022,289
Oil seal	742,368,648	745,849,277
Dust seal	135,215,999	142,809,712
Other materials and components	5,009,245,815	5,327,997,008
	12,144,478,532	11,943,011,542
Details of inventory	March 31, 2015	March 31, 2014
Daw materials and components	Rs.	Rs.
Raw materials and components Fork pipe	4,742,670	4,265,992
Bottom case	192,345,483	82,251,478
Main spring cushion	7,061,774	6,333,830
Oil seal	43,888,981	36,181,258
Dust seal	1,257,899	1,069,183
Other materials and components	176,797,922	140,536,468
Carlo materials and composition	426,094,729	270,638,209
18. (Increase)/Decrease in inventories	420,004,120	
	March 31, 2015	March 31, 2014
	Rs.	Rs
Inventories at the beginning of the year		
Work-in-Progress	77,316,851	82,160,289
Finished goods	87,682,805	28,278,763
Scrap	372,614	341,518
	165,372,270	110,780,570
Inventories at the end of the year		
Work-in-progress	90,610,211	77,316,851
Finished goods	99,660,416	87,682,805
Scrap	347,380	372,614
·	190,618,007	165,372,270
	(25,245,737)	(54,591,700)
Details of inventory	March 31, 2015	March 31, 2014
Details of inventory	Rs.	Rs.
Work-in-Progress		
Shock absorbers	85,402,773	72,605,578
Struts	4,930,292	3,200,976
Window balancer	277,146	1,510,297
	90,610,211	77,316,851
Finished goods		
•	05 000 070	70.000.044
Shock absorbers	85,329,973	78,986,311
Struts Window balancer	13,686,845 643,598	8,491,316 205,178
vviiluow palaticet		205,178
	99,660,416	87,682,805



19. Employee benefits expense	March 31, 2015 Rs.	March 31, 2014 Rs.
Salaries, wages and bonus	792,462,799	754,998,635
Contribution to provident and other funds	31,436,084	29,254,458
Gratuity expense (note 25)	8,401,700	23,899,364
Contribution to superannuation fund	5,561,841	4,233,996
Staff welfare expenses	86,399,992	68,051,365
	924,262,416	880,437,818
20. Other expenses	March 31, 2015 Rs.	March 31, 2014 Rs.
Consumption of stores and spares	477,903,809	498,247,540
Job work expenses	248,548,710	244,702,360
Differential excise duty on opening and closing inventories	3,569,389	2,245,117
Power and fuel	559,660,953	576,494,340
Freight and forwarding charges	63,115,459	58,727,640
Rent	2,392,500	2,307,750
Hire charges	486,000	369,000
Rates and taxes	13,154,965	13,130,356
Insurance	16,397,229	14,860,461
Repairs and maintenance:	-,,	,,
Plant and machinery	132,670,118	133,065,754
Buildings	17,787,385	8,728,630
Others	25,853,850	31,599,423
Advertising and sales promotion	1,539,831	1,457,891
Cash discounts	651,999	30,864,650
Royalty	416,325,036	411,949,297
Technician fee	1,271,940	3,384,482
Warranty expense	41,728,997	19,320,018
Legal and professional fees	14,383,722	16,659,415
Travelling and conveyance	37,599,973	36,334,786
Communication costs	4,646,106	4,236,364
Printing and stationery	2,794,242	3,356,964
Directors' sitting fees	2,000,000	940,000
Payment to statutory auditors' (Refer details below)	3,806,050	3,676,791
Donations and contributions to charitable institutions	1,391,092	415,259
Bad debts	1,653,264	-
Bank charges	1,740,705	1,591,474
Exchange differences (net)	-	12,556,481
Loss on disposal of tangible and intangible assets (net)	-	2,253,808
CSR Expenditure (Refer Note 38)	2,833,032	-
Miscellaneous expenses	24,262,157	25,201,769
<b>5</b>	2,120,168,513	2,158,677,820
Payment to statutory auditor As auditors':		
Audit fee	2,200,000	2,000,000
Tax audit fee	300,000	300,000
Limited review	900,000	900,000
In other capacity:	300,000	300,000
Other services (Certification etc.)	235,000	280,000
Reimbursement of expences	171,050	196,791
	3,806,050	3,676,791



21. Depreciation and amortization expense		
	March 31, 2015 Rs.	March 31, 2014 Rs.
Depreciation of tangible assets Amortisation of intangible assets	262,383,442 24,325,468	259,958,918 24,139,974
	286,708,910	284,098,892
22. Finance costs	March 31, 2015 Rs.	March 31, 2014 Rs.
Interest expense [including interest on income tax of Rs. 566,585 (March 31, 2014: Rs. 66,713)]	4,453,828	25,219,948
Amortization of borrowing costs	-	1,811,826
-	4,453,828	27,031,774
23. Exceptional item	March 31, 2015 Rs.	March 31, 2014 Rs.
Interest expense written back being no longer payable (Refer note 39)	6,774,393	-
	6,774,393	-
24. Earning per share (EPS)	March 31, 2015	March 31, 2014
Net profit as per statement of profit and loss (Rs.) Weighted average number of equity shares for	756,288,508	697,008,542
calculating basic and diluted EPS	39,995,000	39,995,000
Nominal value per share (Rs.)	2.00	2.00
Basic and Diluted earnings per share (Rs.)	18.91	17.43

#### 25. Gratuity

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

The following tables summarise the components of net benefit expense recognized in the statement of profit and loss and the funded status and amounts recognized in the balance sheet for the gratuity plan.

#### Statement of profit and loss

Net employee benefit expense recognized in employee cost:

	March 31, 2015	March 31, 2014
	Rs.	Rs.
Current service cost	7,960,687	7,424,390
Interest cost on benefit obligation	8,927,540	5,633,738
Expected return on plan assets	(6,473,916)	(5,529,097)
Net actuarial (gain) / loss recognized in the year	(2,012,611)	16,370,333
Net benefit expense	8,401,700	23,899,364
Actual return on plan assets	8,251,386	6,261,141



#### **Balance Sheet**

Benefit asset/ liability

	March 31, 2015	March 31, 2014
	Rs.	Rs.
Defined benefit obligation	(113,670,420)	(99,194,889)
Fair value of plan assets	110,313,774	80,923,945
	(3,356,646)	(18,270,944)
Less : Unrecognized past service cost	-	-
Plan liability	(3,356,646)	(18,270,944)

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

	March 31, 2015	March 31, 2014
	Rs.	Rs.
Opening defined benefit obligation	99,194,889	70,421,727
Interest Cost	8,927,540	5,633,738
Current Service Cost	7,960,687	7,424,390
Benefits paid	(2,177,555)	(1,387,343)
Actuarial losses on obligation	(235,141)	17,102,377
Closing defined benefit obligation	113,670,420	99,194,889

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

	March 31, 2015	March 31, 2014
	Rs.	Rs.
Opening fair value of plan assets	80,923,945	69,113,707
Expected return	6,473,916	5,529,097
Contributions by employer	23,315,998	6,936,440
Benefits paid	(2,177,555)	(1,387,343)
Actuarial gains	1,777,470	732,044
Closing fair value of plan assets	110,313,774	80,923,945

The Company expects to contribute Rs. 10,602,764 (March 31, 2014: Rs. 11,064,117) to gratuity fund in the year 2015-16.

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

	March 31, 2015	March 31, 2014
	%	%
Investments with insurer	100	100

The overall expected rate of return on assets is determined based on the market prices prevailing on that date, applicable to the period over which the obligation is to be settled. There has been significant change in expected rate of return on assets due to the improved debt market scenario.

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

	March 31, 2015	March 31, 2014
	%	%
Discount rate	8.00	8.00
Expected rate of return on assets	8.00	8.00
Increase in compensation cost	7.00	7.00
Employee turnover		
-upto 30 years	3.00	3.00
-above 30 years but upto 44 years	2.00	2.00
-above 44 years	1.00	1.00

#### Note:

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.



#### Amount for the current and previous four years are as follows:

	March 31, 2015	March 31, 2014	March 31, 2013	March 31, 2012	March 31, 2011
	Rs.	Rs.	Rs.	Rs.	Rs.
Defined benefit obligation	113,670,420	99,194,889	70,421,727	60,685,370	53,307,149
Fair value of plan assets	110,313,774	80,923,945	69,113,707	58,157,751	30,716,476
Deficit	3,356,646	18,270,944	1,308,020	2,527,619	22,590,673
Experience adjustments on plan liabilities	(8,126,164)	17,106,581	(253,554)	(98,498)	(9,873,231)
Experience adjustments on plan assets	1,777,470	732,044	953,953	2,082,083	68,924

#### **Defined Contribution Plan:**

	March 31, 2015	March 31, 2014
Contribution to Provident Fund (Rs.)	28,802,706	26,798,003
Contribution to Superannuation Fund (Rs.)	5,561,841	4,233,996

#### 26. Leases

#### Operating lease: Company as lessee

The Company has taken various residential properties under operating lease agreements. These are cancellable leases and are renewable by mutual consent on mutually agreed terms. There is no escalation clause in the lease agreement. There are no restrictions imposed by lease arrangements. There are no subleases.

	 March 31, 2015 Rs.	March 31, 2014 Rs.
Lease payments for the year	2,392,500	2,307,750

#### 27. Segment Information

Based on the guiding principles given in Accounting Standard on 'Segmental Reporting' (AS-17), notified under the Companies Account Rules, 2014, the Company's primary business segment is manufacturing of auto components for two-wheeler and four-wheeler industry. The business comprises manufacturing and selling of various auto components, viz, front fork, shock absorbers, struts, gas springs and window balancers, having similar risks and rewards because of similar nature of these items. The Company operates only in India i.e. only one business and geographical segment and thus, no further disclosures are required to be made as per Accounting Standard (AS-17).

#### 28. Related party disclosures

#### (i) Names of related parties and related party relationship

- (a) Key management personnel and their relatives
  - Mr. Yogesh Chander Munjal Managing Director
  - Mr. Isao Ito Joint Managing Director
  - Mrs. Nidhi Kapoor Daughter of Mr. Yogesh Chander Munjal
- (b) Enterprise with significant influence over the Company
  - Showa Corporation, Japan
- (c) Enterprises owned or significantly influenced by key management personnel and their relatives
  - Dayanand Munjal Investments Private Limited
  - Majestic Auto Limited
  - Shivam Autotech Limited
- (d) Additional related parties as per Companies Act 2013, with whom transactions have taken during the year Key managerial personnel
  - Mr. Mahesh Chand Taneja Chief Financial Officer (till February 28, 2014)
  - Mr. Pankaj Gupta- Chief Financial Officer & Company Secretary\* (w.e.f. March 1, 2014)
  - Mr. Saurabh Agrawal- Company Secretary (w.e.f February 6, 2015)

Enterprises in which Director is a member/partner

- Sunbeam Auto Private Limited
- Munjal Castings (Partnership firm)
- \* Resigned from the post of Company Secretary effective February 6, 2015



(Amount in Rs.) Related party transactions
(ii) The following table provides the total value of transactions that have been entered into with related parties for the relevant financial year:

Enterprise	Enterprises with significant influence	ificant influence	Kev management	lement	Enterprises over wh	s with significant influence Key management Enterprises over which Directors and their		Total
	over the Company	mpany	personnel & their relatives	ir relatives	relatives have si	relatives have significant influence	•	
•	2014-15	2013-14	2014-15	2013-14	2014-15	2013-14	2014-15	2013-14
Transactions during the year:								
Sale of goods								
Majestic Auto Limited	•	•	•	•	•	347,827	•	347,827
Showa Corporation, Japan	564,065	1,221,193	•	•	•	•	564,065	1,221,193
	564,065	1,221,193	•	•		347,827	564,065	1,569,020
Purchase of goods								
Majestic Auto Limited	1	•	•	•	6,533,199	3,953,253	6,533,199	3,953,253
Shivam Autotech Limited	•	•	•	•	137,451,008	118,264,837	137,451,008	118,264,837
Showa Corporation, Japan	380,548,484	313,834,150	•	•	•	•	380,548,484	313,834,150
Sunbeam Auto Private Limited Minial Castinus					1,408,528,075	1,768,596,179	1,408,528,075	1,768,596,179
	380,548,484	313,834,150	•		1,573,184,079	1,895,709,737	1,953,732,563	2,209,543,887
Royalty paid/payable Showa Corporation Japan	960 368 917	702 070 117			•		416 325 036	411 949 297
	416.325.036	411 949 297		,	•		416 325 036	411 949 297
		016001						
Purchase of intangible assets Design & drawing fees Showa Corporation, Japan	21,781,500	23,436,300	,		,		21,781,500	23,436,300
	21,781,500	23,436,300	•			-	21,781,500	23,436,300
Technician fee paid/payable Showa Corporation, Japan	1,271,940	3,384,482	•	٠		•	1,271,940	3,384,482
	1,271,940	3,384,482		-		•	1,271,940	3,384,482
<u>Interest expense paid/payable</u> Showa Corporation, Japan	1,002,738	1,035,726	1	•	•	•	1,002,738	1,035,726
	1,002,738	1,035,726	•	•	•	-	1,002,738	1,035,726
Travelling and conveyance expense paid/payble Showa Corporation, Japan	1,993,418	2,634,824					1,993,418	2,634,824
	1,993,418	2,634,824	•	•	•		1,993,418	2,634,824
<u>Legal and professional fees</u> <u>paid/payble</u> Showa Corporation, Japan	95,756			,		-	90,756	1
	90,756	-				-	90,756	-
Staff welfare expense paid/payble Showa Corporation, Japan	17,028	•	•	,	•	•	17,028	•
	17,028	•	•		1	•	17,028	•



	oral value of flaffsact	Ous mar nave		to with relate	a parties for the ref	evani illianciai year.	₹	(Amount in RS.)
	Enterprises with significant influence	icant influence	Key management	ement	Enterprises over which Directors and their	th Directors and their		Total
	over the Company	pany	personnel & their relatives	ir relatives	relatives have sig	relatives have significant influence	•	
	2014-15	2013-14	2014-15	2013-14	2014-15	2013-14	2014-15	2013-14
Dividend Proposed								
Showa Corporation, Japan	41,600,000	36,400,000	•	•	•		41,600,000	36,400,000
Dayanand Munjal Investment Pvt. Ltd.	1	•	•	•	62,400,000	54,600,000	62,400,000	54,600,000
Nidhi Kapoor	-	•	16,000	14,000		-	16,000	14,000
	41,600,000	36,4000,000	16,000	14,000	62,400,000	54,600,000	104,016,000	91,014,000
Employee Benefits for Key Management								
Personnel (Salary, Commission and								
contributions to Provident								
Fund and Superannuation fund)								
Mr. Yogesh Chander Munjal		•	43,823,927	39,444,649	•	•	43,823,927	39,444,649
Mr. Tetsuo Terada	1	•	•	1,517,763	•	,	•	1,517,763
Mr. Isao Ito	1	•	24,918,489	17,705,040	•	1	24,918,489	17,705,040
Mr. Mahesh Chand Taneja		•	•	2,994,764	•	•	•	2,994,764
Mr. Pankaj Gupta	•	•	2,492,080	2,089,985	•	•	2,492,080	2,089,985
Mr. Saurabh Agrawal		•	59,390		-	-	59,390	
		•	71,293,886	63,752,201	-		71,293,886	63,752,201

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Trade payables								
Majestic Auto Limited	•	•	1	•	1,143,852	530,600	1,143,852	530,600
Shivam Autotech Ltd.	1	•	•	•	19,270,217	16,311,005	19,270,217	16,311,005
Showa Corporation, Japan	330,442,979	357,664,028	1	•	•		330,442,979	357,664,028
Sunbeam Auto Private Limited	1	•		•	54,986,447	131,745,270	54,986,447	131,745,270
Munjal Castings	1	•	1	•	2,926,615	1,195,468	2,926,615	1,195,468
Mr. Yogesh Chander Munjal		•	12,357,419	8,643,647	•		12,357,419	8,643,647
Mr. Tetsuo Terada	1	•	1	567,134	•	•	1	567,134
Mr. Isao Ito	1	•	12,047,419	7,925,083	•	•	12,047,419	7,925,083
Mr. Pankaj Gupta		•	43,245	46,643	•		43,245	46,643
Mr. Saurabh Agrawal	•	•	25,315	•	•	•	25,315	•
	330,442,979	357,664,028	24,473,398	17,182,507	78,327,131	149,782,343	433,243,508	524,628,878
Trade receivables								
Showa Corporation, Japan	61,210	52,979	•	•	•	•	61,210	52,979
	61,210	52,979	1	-	•	-	61,210	52,979
Advances recoverable in cash								
or kind or for value to be received								
Sunbeam Auto Private Limited	1	•	•	•	2,864,822	3,730,547	2,864,822	3,730,547
				•	2,864,822	3,730,547	2,864,822	3,730,547

- Notes:(i) The remuneration to the key managerial personnel does not include the provisions made for gratuity and leave benefits, as they are determined on an actuarial basis for the Company as a whole.
  (ii) No amount has been written off or written back in the year in respect of debts due from/to above related parties.



#### 29. Capital and other commitments

At March 31, 2015, the estimated amount of contracts remaining to be executed on capital account and not provided for is Rs.38,147,834 (March 31, 2014: Rs.10,626,508).

#### 30. Contingent Liabilities

	March 31, 2015	March 31, 2014
	Rs.	Rs.
Demands raised by Income Tax Authorities, being disputed by the Company	678,305,272	511,889,281
Show cause notices / demands issued by Excise Authorities, being disputed by the Company	307,168,848	301,976,335
Demand raised by Employees State Insurance Recovery Officer, being disputed by the Company	4,365,036	4,365,036

#### (a) Demands raised by Income Tax Authorities:

- i) In respect of Assessment Year 1998-99, allowability of certain expenses like foreign technician expenses, design and drawing fees were pending under appeal before ITAT. The issue has been set aside by ITAT and sent back to the Assessing Officer to follow the order of earlier years. The total amount involved is Rs. 298,942 (March 31, 2014: Rs. 298,942).
- ii) In respect of Assessment Years 1999-00, allowability of certain expenses like foreign technician expenses, design and drawing fees were pending under appeal before ITAT. The issue has been set aside by ITAT and the Assessing Officer has given effect of the order of ITAT and reassessed the demand as Rs. Nil. The total amount involved is Rs. Nil (March 31, 2014: Rs. 74,345).
- iii) In respect of Assessment Years 2003-04, allowability of prior period expenses of Assessment year 2004-05 allowed by ITAT as deduction in Assessment year 2003-04 has not been allowed by the Assessing Officer on the ground that assessed income cannot be less than returned income. The amount involved is Rs. 3,653,248 (March 31, 2014: Rs.Nil).
- iv) In respect of Assessment Year 2006-07, certain adjustments were made to the transaction values by tax authorities based on arm's length price of international transactions entered with associated enterprises and on account of disallowance of royalty and technical fee. The matter has been set aside by the ITAT and sent back to the assessing officer with the direction to decide the issue afresh by way of speaking order in accordance with law. The amount involved is Rs.92,272,211 (March 31, 2014: Rs.92,272,211).
- v) In respect of Assessment Year 2007-08, certain adjustments were made to the transaction values by tax authorities based on arm's length price of international transactions entered with associated enterprises and on account of disallowance of royalty and technical fee. The matter has been set aside by the ITAT and sent back to the assessing officer with the direction to decide the issue afresh by way of speaking order in accordance with law. The amount involved is Rs.103,112,323 (March 31, 2014: Rs.103,112,323) including interest.
- vi) In respect of Assessment Year 2008-09, certain adjustments were made to the transaction values by the tax authorities based on arm's length price of international transactions entered with associated enterprises and on account of disallowance of royalty and technical fee. The matter has been set aside by the ITAT and sent back to the assessing officer with the direction to decide the issue afresh by way of speaking order in accordance with law. The amount involved is Rs. 99,266,894 (March 31, 2014: Rs. 99,266,894) including interest.
- vii) In respect of Assessment Year 2009-10, certain adjustments were made to the transaction values by the tax authorities based on arm's length price of international transactions entered with associated enterprises and on account of disallowance of royalty and technical fee. The matter is pending before ITAT. The amount involved is Rs. 125,175,660 (March 31, 2014: Rs 125,175,660) including interest.
- viii) In respect of Assessment Year 2010-11, certain adjustments were made to the transaction values by the tax authorities based on arm's length price of international transactions entered with associated enterprises and on account of disallowance of royalty and technical fee. The matter is pending before ITAT. The amount involved is Rs. 138,590,560, including interest (March 31, 2014: Rs 91,688,906, excluding interest).
- ix) In respect of Assessment Year 2011-12, certain adjustments were made to the transaction values by the tax authorities based on arm's length price of international transactions entered with associated enterprises and on account of disallowance of royalty, technical fee. The Company has filed an objection against the draft assessment order before Dispute Resolution Panel ('DRP') and the same is currently pending disposal. The amount of disallowances is Rs.341,086,891, on which income tax amounts to Rs. 115,935,434 (March 31, 2014: Rs. Nil) (excluding interest, penalty etc).



#### (b) Show cause/demand notices issued by Excise Authorities:

- (i) The Excise authorities had issued Show Cause Notices (SCN's) on the Company proposing to levy Service tax on royalty payments amounting to Rs. 157,284,357 (March 31, 2014: Rs. 157,284,357) as recipient of services under reverse charge mechanism on the royalty paid for such import of services during the period from September 10, 2004 to March 31, 2010. In an order passed by the Commissioner (Adjudication), Service Tax during an earlier year against the above show cause notices, service tax demand of Rs. 87,561,221 has been confirmed and balance demand has been dropped. In addition, penalty of Rs. 122,561,221 (March 31, 2014: Rs. 122,561,221) has also been levied. The Company has paid Rs. 63,406,462 against the above demand as per its computation alongwith interest under protest and has filed appeal before CESTAT which is pending for disposal.
- (ii) The Excise authorities have issued show cause/ demand notices (SCN's) on the Company for wrong availment of service tax credit and cenvat aggregating to Rs. 24,346,580 (March 31, 2014: Rs 21,368,034). The Company has filed reply against the above show cause/ demand notices and has protested the same.
- (iii) The Excise authorities have issued show cause/demand notices (SCN's) on the Company for wrong calculation of education cess and higher education cess aggregating to Rs. 2,976,690 (March 31, 2014: Rs. 762,723). The Company has filed reply against the above show cause/demand notices and has protested the same.

#### (c) Demands raised by Employee State Insurance Recovery Officer:

Contingent liabilities in respect of demands raised by the Employee State Insurance Recovery Officer represents amount demanded from the Company due to lack of records for the period 1994 to 1998 on the basis of inspections carried out at the Company premises. The demand has been stayed by Hon'ble Judge, Employee Insurance Court, Gurgaon.

Based on favourable decisions in similar cases, legal opinion taken by the Company, discussions with the solicitors, etc., the Company believes that there is fair chance of decisions in its favour in respect of all the items listed in (a) (i) and (iii) to (ix), (b) (i) to (iii) and (c) above and hence, no provision is considered necessary against the same at this stage.

#### 31. Derivative Instruments and unhedged foreign currency exposure

#### Particulars of unhedged foreign currency exposure as at the reporting date

Particulars	Mar	ch 31, 2015	March 31	, 2014
	Amount in Rs.	Foreign currency	Amount in Rs.	Foreign currency
Trade receivables				
USD	301,035	4,742	297,618	4,967
JPY	61,210	114,240	52,979	91,076
THB	-	-	266,268	143,680
Advances				
SGD	48,048	1,050	-	-
THB	-	-	570,811	308,680
Trade payables & payable				
towards capital goods				
USD	41,173,379	625,330	40,538,335	679,348
JPY	161,179,210	303,045,675	175,958,706	291,243,307
EURO	4,986,041	71,675	4,962,159	60,027
THB	19,850,549	10,146,030	6,793,833	3,663,433

#### 32. Details of dues to micro and small enterprises as defined under the MSMED Act, 2006

	March 31, 2015	March 31, 2014
	Rs.	Rs.
The principal amount and the interest due thereon remaining unpaid to any supplier as at the end of each accounting year Principal amount due to micro and small enterprises Interest due on above	274,086,733	232,731,934
	274,086,733	232,731,934



The amount of interest paid by the buyer in terms of Section 16 of the MSMED Act 2006 along with the amounts of the payment made to the supplier beyond the appointed day during each accounting year.	•	1
The amount of interest due and payable for the period of delay in making payment (which have been paid but beyond the appointed day during the year) but without adding the interest specified under the MSMED Act 2006	-	-
The amount of interest accrued and remaining unpaid at the end of each accounting year	-	-
The amount of further interest remaining due and payable even in the succeeding years, until such date when the interest dues as above are actually paid to the small enterprise for the purpose of disallowance as a deductible expenditure under Section 23 of the MSMED Act 2006.	-	-

#### 33. Value of imports calculated on CIF basis (excluding material in transit)

	March 31, 2015 Rs.	March 31, 2014 Rs.
Raw materials and components Stores and spares Capital Goods	1,206,154,574 40,929,609	1 1
	1,247,084,183	1,004,330,314

#### 34. Expenditure in foreign currency (on accrual basis)

	March 31, 2015	March 31, 2014
	Rs.	Rs.
Technician fee	1,271,940	3,384,482
Royalty	416,325,036	411,949,297
Travelling and conveyance	2,438,953	4,544,705
Interest expense	1,002,738	1,035,726
Design and drawings (considered as intangible asset)	21,781,500	23,436,300
Miscellaneous expenses	107,784	2,214,024
	442,927,951	446,564,534

#### 35. Imported and indigenous raw materials, stores and spares consumed

	% of total consumption		Value in Rs.	
	March 31, 2015	March 31, 2014	March 31, 2015	March 31, 2014
Raw materials and components				
Imported	11%	9%	1,310,253,460	1,029,546,605
Indigenously obtained	89%	91%	10,834,225,072	10,913,464,937
	100%	100%	12,144,478,532	11,943,011,542
Stores and spares				
Imported	10%	16%	46,457,214	81,678,615
Indigenously obtained	90%	84%	431,446,595	416,568,925
	100%	100%	477,903,809	498,247,540



#### 36. Net dividend remitted in foreign exchange

Year of remittance (ending on)	March 31, 2015	March 31, 2014
Period to which it relates Number of non-resident shareholders	2013-14 1	2012-13
Number of equity shares held on which dividend was due	10,400,000	10,400,000
Amount remitted (in Rs.)	36,400,000	31,200,000
Amount remitted (in USD)	599,572	461,880

#### 37. Earnings in foreign currency (on accrual basis)

	March 31, 2015 Rs.	March 31, 2014 Rs.
Exports at F.O.B. value	4,633,370	6,842,794

#### 38. Corporate social responsibility expenditure

Amount

(a) Gross amount required to be spent by the Company during the year

Rs. 15,600,086

(b) Amount spent during the year on:

Particulars	In Cash (Rs.)	Yet to be paid in cash (Rs.)	Total (Rs.)
Construction/Acquisition of any asset	-	-	-
On any other purpose (Renovation and			
repair of a school in village Sarhaul,			
Gurgaon, Haryana)	2,833,032	-	2,833,032

- 39. During the quarter ended September 30, 2012, the Company had received demand notice of Rs. 2,160.53 lakhs (including interest upto 30.09.2012) from Haryana State Industrial and Infrastructure Development Corporation Limited (HSIIDC) towards payment of enhanced compensation for Company's Manesar land. During the year, the Hon'ble High Court, Punjab & Haryana (HC), in its decision against the writ petition filed against HSIIDC has reduced the demand. Considering HSIIDC has accepted the basis of enhanced compensation as decided by the Hon'ble Court, the Company in accordance with the HC order has recomputed the liability and has reduced Rs. 77.62 lacs from Manesar land cost capitalized in earlier years and further, has written back interest liability of Rs. 67.74 lacs (disclosed as an exceptional item) in these financial statements.
- **40.** Previous year figures have been regrouped and/or rearranged wherever necessary to conform to this year's classification.

As per our report of even date

For S.R.Batliboi & Co. LLP For and on behalf of the Board of Directors of Munjal Showa Limited Chartered Accountants

Firm Registration No.: 301003E

per Sanjay VijYogesh Chander MunjalKrishan Chand SethiVinod Kumar AgrawalPartnerManaging DirectorDirectorDirectorMembership No. 95169DIN 00003491DIN 00004471DIN 00004463

Membership No. A36163

Membership No. 95169

DIN 00003491

DIN 00004471

DIN 00004463

Place: Gurgaon

Pankaj Gupta
Chief Financial Officer

Company Secretary





NOTES	



Registered Office: 9-11, Maruti Industrial Area, Sector-18, Gurgaon -122015, CIN: L34101HR1985PLC020934 Web: <a href="www.munjalshowa.net">www.munjalshowa.net</a>, Email: msladmin@munjalshowa.net, Tel: +91124 4783000/4783100

#### **ATTENDANCE SLIP**

DP ID	). Client ID No./ Folio No	
No. o	f Share(s) held:	
	e of the Member/ proxy (IN BLOCK LETTERS) ess of the member	
Wedr	eby record my presence at the 30 <sup>th</sup> ANNUAL GENERAL MEETING of the Munjal Shnesday the 26 <sup>th</sup> day of August' 2015 at 9-11, Maruti Industrial Area, Sector-18, Gurgao.00 A.M.	
Notes	-	the member/ Proxy
i) ii)	Please complete this attendance slip and hand it over at the entrance of the modern of	•
Reg	Munjal Showa Limited  pistered Office: 9-11, Maruti Industrial Area, Sector-18, Gurgaon -122015, CIN: L341011  Web: www.munjalshowa.net, Email: msladmin@munjalshowa.net, Tel: +91124 4783	
	Form No. MGT-11 PROXY FORM	
	uant to section 105(6) of Companies Act, 2013 and Rule 19(3) of Companies (Mana ion] Rules, 2014	gement and Admin-
N	ame of the Member(s):	
R	egistered Address:	
-	-mail ID:Folio No. / DP ID and Client ID:	
I/We,	being the Member(s) of shares of the above mentioned Compa	ny, hereby appoint
Name	e:E-mail ID	
Addre	ess: Signature:	or failing him/her



# Name: \_\_\_\_\_\_ E-mail ID\_\_\_\_\_\_ Address: \_\_\_\_\_ Signature: \_\_\_\_\_\_ as my/our proxy to attend and vote, in case of a poll, for me/us and on my/our behalf at the 30<sup>th</sup> Annual General Meeting of the Company, to be held on Wednesday the 26th day of August' 2015 at 11:00 A.M at the

as my/our proxy to attend and vote, in case of a poll, for me/us and on my/our behalf at the 30<sup>th</sup> Annual General Meeting of the Company, to be held on Wednesday the 26th day of August' 2015 at 11:00 A.M at the Registered Office of the Company and at any adjournment thereof in respect of such resolutions and in such manner as are indicated below:

Reso. No.	Description	For*	Against
As Ordina	ary Resolution		
1	Adoption of Annual Accounts and Reports thereon for the Financial Year March 31st, 2015.		
2	·	+	
2	Declaration of Dividend		
3	Appoint Mr. Ashok Kumar Munjal (DIN 00003843), as Director liable to retires by rotation.		
4	Ratification of Appointment of M/s S. R. Batliboi & CO. LLP, As Statutory Auditors of the Company to hold office from the conclusion of this Annual General Meeting (AGM) till the conclusion of the thirty-first AGM of the Company to be held in the year 2016 and to fix their remuneration.		
5	Appointment of Mr. Matsui Masanao (DIN 00340218) as Director of the Compa	ny	
6	Variation in the Terms of Appointment of Mr. Isao Ito-Joint Managing Directo	r	
As Specia	al Resolution	·	•
7	Variation in the Terms of Appointment of Mr. Yogesh Chander Munjal- Managing Director		
Signed this	day of2015		
	Signature	Affix Reveni	

#### Notes:

- 1. Please put a 'X in the Box in the appropriate column against the respective resolutions. If you leave the 'For' or 'Against' column blank against any or all the resolutions, your Proxy will be entitled to vote in the manner as he/she thinks appropriate.
- 2. A Proxy need not be Member of the Company. Pursuant to the provisions of section 105 of Companies act, 2013, a person can act as proxy on behalf of not more than fifty members and holding in aggregate not more than 10 percent of the total Share Capital of the Company. Members holding more than 10 percent of the total Share Capital of the Company may appoint a single person as proxy, who shall not act a proxy for any other Member.
- 3. This form of Proxy, to be effective, should be deposited at the Registered Office of the Company at Munjal Showa Limited, 9-11, Maruti Industrial Area, Gurgaon-122015 not later than FORTY-EIGHT hours before the commencement of aforesaid meeting.

Stamp



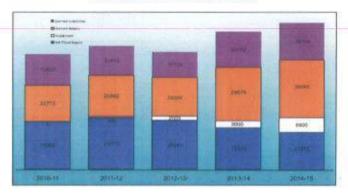


#### MUNJAL SHOWA LIMITED

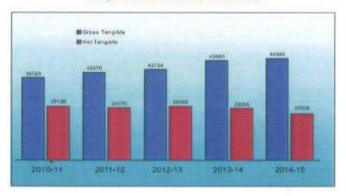
Sales (Rs. In Lacs)

#### MUNJAL SHOWA LIMITED

Application of Funds (Rs. In Lacs)

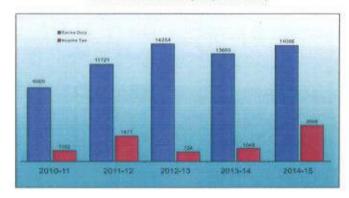


# MUNJAL SHOWA LIMITED Tangible Fixed Assets (Rs. In Lacs)

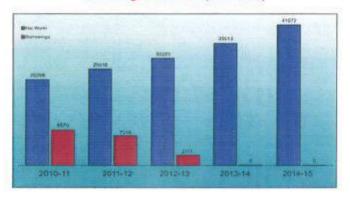


#### MUNJAL SHOWA LIMITED

Contribution to Exchequer (Rs. In Lacs)



# MUNJAL SHOWA LIMITED Borrowings & Net Worth (Rs. In Lacs)



**Gurgaon Plant** 











**Haridwar Plant** 

# **Munjal Showa Limited**

9-11, Maruti Industrial Area, Sector-18, Gurgaon-122015 (Harayana) Phone : 0124-4783000, 4783100, Fax : 0124-2341359

> E-mail: msladmin@munjalshowa.net Website: http://www.munjalshowa.net CIN: L34101HR1985PLC020934