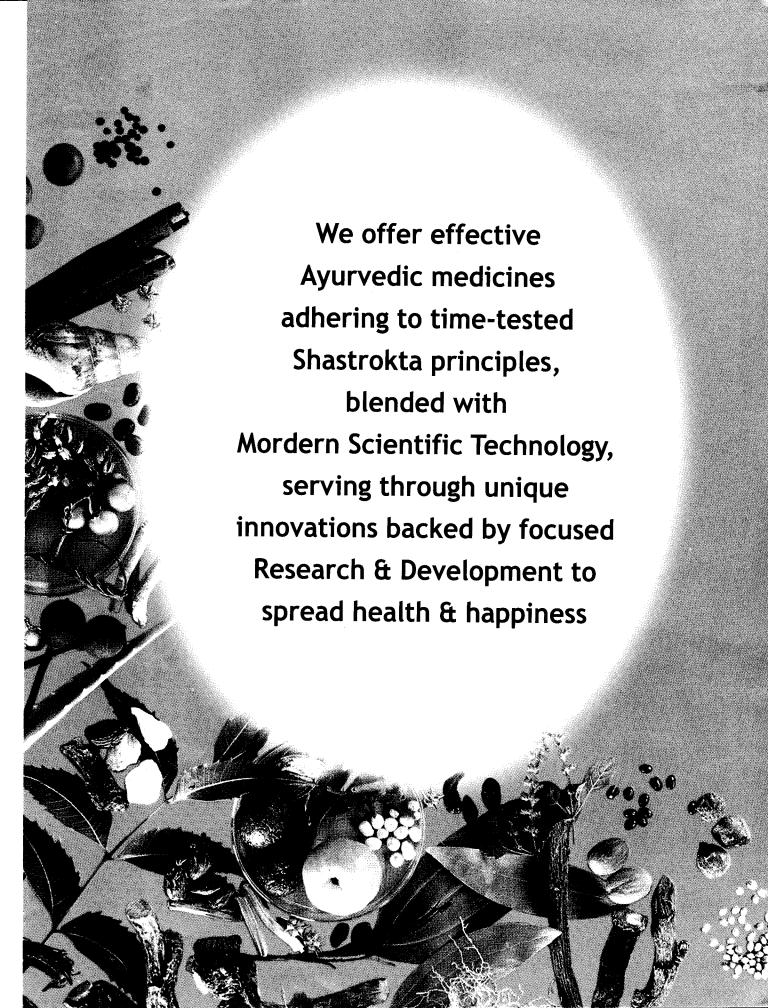


# 24<sup>th</sup> Annual Report 2008-2009







## SANDU PHARMACEUTICALS LIMITED

#### **DIRECTORS:**

Shri B. G. Sandu : Chairman Shri Dilip R. Salgaocar : Director Dr. Madan L. Kapre : Director Shri Shashank B. Sandu : Director

Shri Umesh B. Sandu : Managing Director &

Company Secretary

#### **AUDITORS:**

M/s. Joshi Joshi & Co. Chartered Accountants Fort, Mumbai - 400 023.

#### **BANKERS:**

Axis Bank Ltd. Vardhaman Chambers Premises Co-op. Society Ltd, Plot No. 84, Sector-17, Vashi, Navi Mumbai - 400 705.

#### **REGISTERED OFFICE:**

Plot No. 25, 26, 29 & 30, Pilerne Industrial Estate, Marra Bardez, Goa - 403 511.

#### 24th ANNUAL GENERAL MEETING

DATE: Wednesday, 30th Sept., 2009

**TIME** : 9.00 a.m.

**VENUE**: Plot No. 25, 26, 29 & 30,

Pilerne Indl. Estate, Marra, Bardez, Goa - 403 511.

ISIN NUMBER: INE 751D01014 (DEMAT)

#### **REGISTRAR & SHARE TRANSFER AGENTS:**

M/s. Sharex Dynamic (India) Pvt. Ltd. Unit 1, Luthra Industrial Premises, Andheri Kurla Road, Safed Pool, Andheri (East), Mumbai 400 072.

Tel: 022-2851 5606

E-mail: sharexindia@vsnl.com

#### **ADVOCATES & SOLICITORS:**

M/s. Madekar & Co. 84, Engineer House, 1st Floor, Mumbai Samachar Marg, Fort. Mumbai - 400 023.

#### **CORPORATE OFFICE:**

Sandu Nagar, D. K. Sandu Marg, Chembur, Mumbai - 400 071.

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#### NOTICE

The TWENTY-FOURTH Annual General Meeting of SANDU PHARMACEUTICALS LIMITED will be held at Plot No. 25,26,29 & 30, Pilerne Industrial Estate, Marra, Bardez, Goa – 403 511 on Wednesday, 30th September, 2009 at 9.00 a.m. to transact the following business:

#### **ORDINARY BUSINESS:**

- To receive, consider and adopt the Director's Report, Auditors Report, Audited Profit & Loss Account for the year ended 31st March, 2009 and Balance Sheet as at that date.
- To appoint a director in place of Shri. Dilip Salgaoncar who being longest in office retires by rotation in accordance with Article 129 of the Articles of Association of the Company and being eligible offers himself for reappointment.
- To reappoint the Auditors who shall hold office from the conclusion of this Annual General Meeting until the conclusion of the next Annual General Meeting and to fix their remuneration.

#### SPECIAL BUSINESS:

4. To consider and if thought fit to pass with or without modification, the following resolution as Special Resolution:

"RESOLVED THAT pursuant to the provisions of Section 198, 269, 309, 311, 314 and other applicable provision, if any of the Companies Act, 1956 the consent of the Company be and is hereby accorded to Shri. Umesh B. Sandu, the Managing Director of the Company, being reappointed for a period of five years from 1st April, 2009 on the remuneration and upon the terms and conditions as detailed in the explanatory statement attached hereto subject to the overall ceiling of the total managerial remuneration for each year as provided under Section 309 of the Companies Act, 1956.

RESOLVED FURTHER THAT the Board of Directors of the Company be and is hereby authorized to enter into an agreement with the Managing Director.

RESOLVED FURHTER THAT Shri. Umesh B. Sandu shall not be liable to retire by rotation."

By Order of the Board of Directors

#### Sd/-

#### AMIT PATTEKAR

Officer - Legal & Secretarial Compliance

Place: Mumbai Date: 31st July, 2009

#### NOTES:

- a) A Member entitled to attend and vote at the meeting is entitled to appoint proxy to attend and vote instead of himself and a proxy need not be a member of the Company. A proxy form is attached herewith.
- b) The proxy form duly signed and completed in all respect should be lodged with the Company at its Registered Office at least 48 hrs. before the commencement of the Annual General Meeting.
- c) The Register of Members and the Share Transfer Books of the Company will remain closed from Tuesday 15th September, 2009 to Wednesday, 30th September, 2009 (both days inclusive.)

- d) The Member / Proxies should bring their attendance slip duly completed for attending the meeting.
- e) The Members are requested to bring their copies of the Annual Reports to the Annual General Meeting as no separate copies will be distributed at the Annual General Meeting as a measure of Economy.
- f) The Members desiring any information as regards the Accounts are requested to send their queries only at the Registered Office of the Company so as to reach the Registered Office at least 7 days in advance of the date of Annual General Meeting so as to enable the Company to keep the information ready.
- g) Equity Shares of the Company have been activated by dematerilisation with National Securities Depository Limited (NSDL) and Central Depository Services (India) Limited (CDSL). The ISIN number allotted by both the depositories is INE 751D01014.
- h) The Equity Shares of the Company are presently listed at the Bombay Stock Exchange Limited.

#### ANNEXURE TO THE NOTICE :-

Explanatory statement pursuant to Section 173(2) of the Companies Act, 1956:-

Item No. 4

Shri. Umesh B. Sandu was appointed as the Managing Director of the Company as per the provisions of Section 198,269,309,311,314 and other applicable provisions, if any, of the Companies Act, 1956. The Board of Directors have at their meeting held on 31st January, 2009 reappointed Shri. Umesh B. Sandu as Managing Director of the Company at the remuneration & the terms and conditions which are as under:

- a) Salary:- Rs. 1,00,000/- 1,25,000/- 1,50,000/- 1,75,000/- 2,05,000/- p.m.
- b) Other Benefits: other benefits and perquisites are restricted to Rs. 8.75 lacs p.a. for the year 2009-10, Rs. 11 lacs p.a. for the year 2010-2011, Rs. 13.15 lacs p.a. for the year 2011-2012, Rs. 15.50 lacs p.a. for the year 2012-2013 and Rs. 18 lacs p.a. for the year 2013-2014 and not more than the above perquisites at any point of time and subject to minor modification if any to comply with the existing Tax Laws.
- In addition to the above Shri. Umesh B. Sandu will be entitled to membership of two clubs not being life membership.
- d) The above remuneration shall be payable as minimum remuneration, Shri. Umesh B. Sandu will not be liable to retire by rotation and will not be eligible for sitting fees.

The explanatory note together with the Notice should be treated as an abstract under Section 302 of the Companies Act, 1956.

Shri. Umesh B. Sandu, is interested in this resolution. Shri B. G. Sandu and Shri S. B. Sandu are also interested in this resolution. The Board of Directors recommend the passing of the proposed resolution.

By Order of the Board of Directors

Sd/-

#### AMIT PATTEKAR

Officer - Legal & Secretarial Compliance

Place: Mumbai Date: 31st July, 2009

#### Sandu Pharmaceuticals Limited



#### **DIRECTORS REPORT**

Your Directors have pleasure to present **TWENTY - FOURTH** Annual Report on the business and operation of the Company along with the Audited Accounts for the financial year ended 31st March, 2009.

#### FINANCIAL RESULTS:

PARTICULARS	2008-09 (Rs. in Lacs)	2007-2008 (Rs. in Lacs)
Sales & Other Income	1426.61	1348.42
Total Expenditure	1336.12	1268.51
Net Profit/Loss before Tax	90.49	· 79.91
Provision for Taxation	4.20	5.06
Profit/Loss after Tax	86.29	74.85
Balance brought forward	673.01	601.06
Profit/Loss	759.30	675.91
APPROPRIATION		
Prior year Adjustment	-	2.90
Profit carried to Balance Sheet	759.30	673.01

# The Company has commenced its "SANDU AYURVEDIC THEARAPY CENTRE"

This centre is at an excellent location near calangute beach. Within a very short span it has become quite popular & is a sought after centre amongst Foreign & Indian tourist.

As informed earlier the company foresees a great potential in this thearapy centre business & has already started work & would be shortly establishing 25 new centres over a period of 3 years which will give the company lot of visibility plus as a brand it will be quite well known, the company hopes to increase its bottom line substantially with this increased activity. The Company proposes to have business model whereby Franchisee will operate within India as well as abroad, in addition to Company owned centres.

#### **BIO TECHNOLOGY:**

As reported in last year Annual Report, the Company has got encouraging results for the residual, waste products generated after extraction out of the green herbs, root etc. company has already sent its first consignment in this year & hopes to do good business on that count.

#### **OPERATIONAL / FINANCIAL RESULTS:-**

The performance of your Company for the year under review has been satisfactory. During the year Company has achieved a turnover of Rs. 1425.82 Lacs as against Rs. 1346.98 Lacs showing growth of Rs. 78.84 lacs which is around 5.85 % more than the previous year. The profit before tax has gone up by Rs. 10.58 lacs, from 79.91 lacs to Rs. 90.49 lacs which is around 13.24% more than that of the previous year. However the Net Profit after tax has gone up by Rs. 11.44 lacs from Rs. 74.85 lacs to Rs. 86.29 Lacs which is around 15.28% more than that of the previous year.

Your Company is mainly engaged in the manufacture of Ayurvedic Medicines and requires lot of efforts in the research and development of the new products. Your Company has taken effective steps in the research and development of the new products and new modern technology.

#### **MANAGEMENT DISCUSSION AND ANALYSYS:-**

Pursuant to clause 49 (v) (A) & (B) of the Listing Agreement, your Directors wish to report as follows:-

#### (a) Industry Structure & Development :

Company is mainly engaged in the manufacture of Ayurvedic Medicines and comes under the Pharmaceutical Industry. However Pharmaceutical Industry in India is progressing very slowly which affect the Industry as such, we are however optimistic towards stabilisation in the industry in the near future.

#### (b) Opportunities and Threats:

The opportunities are exist in the Ayurvedic Industry and can be achieved through proper research and developments and there is no doubt that the industry will thrive. The Company has good opportunities in the export market and it will also increase in near future. The industry needs to create general appreciation in the minds of the customer regarding Ayurveda which will help to increase the demands for Ayurvedic Products. There is increase in demand for Ayurvedic Products from all the section of the Society. The industry will have to face the acute competition in the regime of WTO and globalisation and liberalasation policies adopted by the government. Also the economic policies of the Government and political situation in the country will also affect the present business of the Company.

#### (c) Segment wise performance:

Segment wise analysis of performance is not applicable to your Company under Accounting Standards 17 because there is only one segment i.e. Pharmaceutical.

#### (d) Outlook:

The outlook for the industry and consequently for your company during the current financial year is reasonably good subject however to the effects of government policies.

#### (e) Risk and concerns:

Domestic and international market conditions would be the only risk which may be faced by the Company. Other risks and concerns related to finance, production, stocks, insurance etc. are being managed adequately and efficiently by your Company.

#### (f) Internal Control Systems and their adequacy:

Your Company has put effective internal control systems into operation and is having regular internal audit mechanism to monitor and review the same under the overall control and supervision of the internal auditor and the audit committee of the directors. These systems have improved substantially and resulted into better management and effective controls. Continuous improvements are implemented in this regard.

# (g) Discussion of Financial performance with respect to operational Performance:

The financial performance with respect to the operational performance during the year under review was satisfactory. The Company was successful in maintaining the profit level only because of the higher volumes & better margins.

# (h) Material Development in Human Resource / Industrial Relations :

Your Company is constantly endeavoring to introduce Human Resource Development activities for overall improvement of its team and induction of professional manpower. Your Company has good industrial relations. Your Company has substantially improved the relationship with all the employees at all the levels which also resulted to achive higher production and intum increase the profitability.

#### (i) Material Financial and Commercial Transaction:

There are no material significant financial and commercial transactions with related parties viz. Promoters, Directors or the Management, their companies / firms or relatives conflicting

with the interest of the Company. The Promoters and the Directors are dealing in the shares of the Company as an when required as per their investment plan.

#### DIVIDEND :-

Your Directors have decided to plough back the entire profits in order to achieve better results in future and do not recommend any dividend during the year under review.

#### DEMATERIALISATION OF SHARES:

The Company has entered into an agreement with the National Securities Depository Limited (NSDL) and Central Depository Services (India) Limited (CDSL) for Dematerisation of shares. With this, the Members have the option to hold their shares in the Company through Demat Mode and the script is under the compulsory demat. The Company had dematerilised 45.329 % of its entire shares and hence members are requested to dematerialise their shares at the earliest..

#### CORPORATE GOVERNANCE

Your Company has taken all the mandatory steps as required in clause clause 49 of the listing agreement. A detail report on Corporate Governance alongwith a certificate from the auditors certifying the compliance is annexed hereto and forms part of the Directors Report.

#### **INSURANCE**

Your Company has taken adequate insurance cover of all its

#### PARTICULARS OF EMPLOYEES

The Company maintained cordial relationship with its employees during the year under review.

For the year under review there are no employees falling under the purview of the section 217(2A) of the Companies Act, 1956 read with Companies (Particulars of Employees) Rules, 1975 as amended up to date.

# CONSERVATION OF ENERGY, RESEARCH AND DEVELOPMENT FTC:-

The particulars as required under the provisions of section 217(2A) of the Companies Act, 1956, and companies (Disclosure of particulars in the Report of the Board of Directors) Rules, 1988 are annexed hereto.

Also as there were no transactions in connection with the import or export of any raw materials or products, hence no inflow or outflow of Foreign Exchange, thereby resulting in the inapplicability of Clause 217 (1) (e) of the Companies Act, 1956.

#### **DIRECTORS**

Shri. Dilip R. Salgaoncar, Director who retires by rotation and being offers himself for re-appointment. As required, brief resume of Director is given under separate section of Corporate Governance. You are requested to consider his reappointment.

#### DIRECTORS RESPONSIBILITY STATEMENT.

The Directors confirm that :-

- (a) in the preparation of annual accounts, the applicable accounting standards have been followed;
- (b) appropriate accounting policies have been selected and applied consistently and judgements and estimates made are reasonable and prudent so as to give a true and fair view of

- the state of affairs of the Company as on 31st March, 2009 and of the profit of the Company for the year ended 31st March, 2009;
- (c) Proper and sufficient care have been taken for the maintenance of adequate accounting records in accordance with the provisions of the Companies Act, 1956 for safeguarding the assets of the Company and for preventing and detecting fraud and other irregularities.
- (d) The annual accounts have been prepared on a going concern basis.

#### **AUDITORS**

The notes to the accounts are referred to in the Auditors report are self-explanatory and therefore do not call for any further comments. M/s Joshi Joshi & Company, Chartered Accountants, Mumbai hold office until the conclusion of the ensuing Annual General Meeting and being eligible offers themselves for re-appointment. The certificate from the auditor has been received to the effect that the reappointment if made would be within the prescribed limits under Section 224 (1B) of The Companies Act, 1956.

You are requested to consider their appointment.

#### **ACKNOWLEDGEMENT:**

The Board of Directors places on record its sincere appreciation for the wholehearted and continued devotion and a sense of commitment extended by the employees at all levels which has been a source of strength and inspiration to the Company and acknowledge their contribution towards sustained progress and performance of your Company.

The Board also wishes to place on record their gratitude to its shareholders and Bankers - Axis Bank Ltd., Bombay Stock Exchange Limited, NSDL, CDSL for their continued support to the Company and the trust and confidence placed by them.

ON BEHALF THE BOARD OF DIRECTORS

Place : Mumbai B. G. SANDU
Dated : 31st July, 2009 Chairman

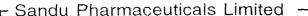
#### ANNEXURE TO DIRECTORS REPORT

STATEMENT CONTAINING PARTICULARS PURSUANT TO COMPANIES (DISCLOSURE OF PARTICULARS IN THE REPORT OF BOARD OF DIRECTORS) RULES, 1988 AND FORMING PART OF THE DIRECTOR'S REPORT.

#### CONSERVATION OF ENERGY :-

The required data with regard to conservation of energy as applicable to our industry is furnished below.

	•	For the	For the
		Year ended	'Year ended
		31.03.2009	31.3.2008
1.	ELECTRICITY		
	Purchased (units)	186474	148399
	Total Amount Rs.	972141	794633
	Rate/Units in Rs.	5.21	5.35
2.	FUEL CONSUMED		
	Quantity	51215	66596
	Total Amount	1579071	1827369
	Rate per litre	30.83	27.44





#### CORPORATE GOVERNANCE REPORT

#### COMPANY'S PHILOSOPHY ON CODE OF GOVERNANCE :-

Your Company believes in adopting best corporate governance practices and envisages the attainment of the highest levels of transparency, accountability and ethics, in all facets of its operations. Company recognizes the rights and interests of its stakeholders and is committed to protect the same. Company considers that all its operations and actions must serve the underlying goal of increasing employee and customer satisfaction and enhancing overall shareholder value together with fair treatment to its stakeholders.

#### BOARD OF DIRECTORS

#### Composition:

The Board of Directors consists of 5 Directors. The composition and category of Directors is as follows:

Category	Name of the Directors		
Promoter/Executive Director	Shri. Umesh B. Sandu		
Promoter/Non Executive Directors	Shri. B. G. Sandu Shri. Shashank B. Sandu		
Independent Directors	Shri. Dilip Salgaoncar Dr. Madan L. Kapre		

As per clause 49 of the Listing agreement, if the Chairman is executive, at least half of the board should consist of non executive independent directors. This provision is adequetly complied by your Company and achieved desired level of independence of Board. All non executive directors are persons of eminence, and bring a wide range of expertise and experience to the Board.

#### **Board Procedure**

During the financial year 2008-09 the Board met 4 times on the following dates, namely 30.04.2008, 31.07.2008, 31.10.2008 and 31.01.2009. The maximum time gap between any two meetings was not more than three calendar months as compared to the mandated requirement of not more than four months in clause 49.

#### Attendance record of Directors

The details of attendance of Directors out of a total of 4 Board meetings held during the financial year 2008-09 and at the last Annual General Meeting held on 30th September, 2008, also the number of other directorship and Chairmanship / Membership of Committees of each Director in various Companies are depicted hereunder:

Name of Director			•		
			Committee Chairmanship		
Shri. Bhaskar G. Sandu	4	Yes	NIL	NIL	NIL
Dr. Madan L. Kapre	2	Yes	NIL	NIL	NIL
Shri. Dilip Salgaoncar	2	Yes	2	NIL	NIL
Shri, Shashank B. Sandu	4	Yes	8	NIL	NIL
Shri, Umesh B, Sandu	4	Yes	9	NIL	NIL

None of the Director is a member of more than 10 committees or act as a Chairman of more than 5 committees as required under clause 49 of the Listing Agreement.

#### AUDIT COMMITTEE

The Audit Committee is constituted according to Section 292A of the Companies Act, 1956 and clause 49 of the listing agreement. The scope and term of reference of the audit committee is reviewed and presently are in conformity with clause 49 of the listing agreement and section 292A of the Companies Act, 1956. The scope includes review of quarterly, half-yearly and annual financial results of the Company and submitting the observations thereon to the Board of Directors, review of annual budgets, interaction with Statutory auditors on the annual accounts and other accounting matters, major accounting policies and practices, compliance with accounting standards, review of adequacy and efficacy of internal control system, cost control measures, statutory compliance in various functional areas.

The present audit committee comprises of three non executive member directors (all of whom are independent) namely, Shri. Dilip Salgoncar, Shri. Bhaskar G. Sandu, Shri. Shashank B. Sandu and Shri. Umesh B. Sandu who is executive director.

During the year under review 3 meetings were held as against minimum requirement of 3 meetings one of which was before finalisation of accounts. The meetings were held on 30.04.2008, 31.07.2008 and 31.01.2009.

Name of Directors	No. of Meetings attended
Shri. B.G. Sandu	3
Shri. Dilip R. Salgaonkar	2
Shri. Shashank B. Sandu	. 3
Shri. Umesh B. Sandu	3

#### REMUNERATION COMMITTEE:

The Remuneration Committee consist of Shri. Bhaskar G. Sandu, Shri. Dilip R. Salgaoncar and Shri. Umesh B. Sandu. The remuneration committee is responsible for determining the compensation payable to the Managing director and Whole-time directors based on industry practice and performance of the individuals. The remuneration committee makes regular appraisal of their performance. The Company does not have any stock options.

#### SHAREHOLDERS' AND INVESTORS' GRIEVANCE COMMITTEE :-

The Shareholders' and Investors Grievance committee was consistuted comprising of Shri. Bhaskar G. Sandu, Dr. Madan L. Kapre and Shri. Umesh B. Sandu to specifically look into the redressing of shareholder and investors complaints on matters relating to transfer of shares, non receipt of annual report, non receipt of declared dividends etc. During the year under review, 10 compliants were received from Shareholders / investors, which were replied / resolved to the satisfaction of the shareholders / investors. All physical transfers as well as requests for dematerilisation / rematerilisation are processed in fortnightly cycles. The work relating to dematerilisation and / or rematerilisation is handled under the arrangements made with the connectivity by Sharex (India) Limited with the National Securities Depository Limited and Central Depository Services (India) Limited. The Committee met once during the year under

#### MANAGEMENT DISCUSSION AND ANALYSIS

Management discussion and analysis report as required under the Listing Agreement with the Stock Exchange is forming part of the directors Report.

#### NOTE ON DIRECTORS RE-APPOINTMENT

Shri. Dilip R. Salgaocar retires by rotation at the ensuring Annual General Meeting. He is eligible for reappointment Shri. Dilip R. Salgaocar is Director of the Company since the year 1996. Shri. Dilip R. Salgaocar is B.E. Chemical Engineer and has expertise production. He is also the Managing Director of Geno Pharmaceuticals Ltd.

#### **GENERAL BODY MEETINGS**

The Company convenes Annual General Meetings generally within 6 months of close of the Financial Year. The details of the Annual General Meeting held in last three years are as under:-

YEAR	DAY, DATE AND TIME	VENUE
2005-2006	21th AGM held on 30th September, 2006 at 9.00 a.m.	At the Registered Office of the Company at Plot No. 25, 26, 29 & 30, Pilerne Indl. Estate, Marra, Bardez, Goa 403 511
2006-2007	22st AGM held on 30th September, 2007 at 9.00 a.m.	At the Registered Office of the Company at Plot No. 25, 26, 29 & 30, Pilerne Industrial Estate, Marra, Bardez, Goa - 403 511
2007-2008	23 <sup>nd</sup> AGM held on 29 <sup>th</sup> September, 2008 at 9.00 a.m.	At the Registered Office of the Company at Plot No. 25, 26, 29 & 30, Pilerne Industrial Estate, Marra, Bardez, Goa - 403 511

- (a) In addition to Annual General Meeting Company holds Extra Ordinary General Meetings of the shareholders as and when need arises
- (b) In ensuing 24th Annual General Meeting, no resolutions are proposed to be passed by postal Ballots.

#### DISCLOSURES-

- (i) There are no materially significant transactions with the related parties viz. Promoters, Directors or the Management, their Subsidiaries or relatives conflicting with the Company's interest.
- (ii) There re no pecuniary relationship or transactions of non-executive director's vis-à-vis the Company.
- (iii) No penalties or strictures have been imposed on the Company by Stock Exchange or SEBI or any statutory authority on any matter related to capital markets.

#### **MEANS OF COMMUNICATION**

The quarterly, half yearly financial results of the Company are sent to the Stock Exchanges immediately after they are approved by the Board and these are published in newspapers having all India coverage as required in the Listing Agreement.

#### Sandu Pharmaceuticals Limited



#### **GENERAL SHAREHOLDER INFORMATION**

- Registered Office
- **Work Location**
- **Share Transfer Agent**

- : Plot No.25,26,29 & 30, Pilerne Indl. Estate, Marra, Bardez, Goa 403 511.
- Corporate Office & Address for correspondence : Sandu Nagar, D.K. Sandu Marg, Chembur, Mumbai 400 071.
  - : Plot No. 25, 26, 29 & 30, Pilerne Indl. Estate, Marra, Bardez, Goa 403 511.
  - : Sharex Dynamic (India) Private Limited, Unit 1, Luthra Industrial Premises. Andheri Kurla Road, Safed Pool, Andheri (East), Mumbai - 400 072.
- Annual General Meeting (Day, Date, Time & Venue): Tuesday, 30th September, 2009 at 9.00 a.m. at Plot No. 25, 26, 29 & 30.
  - Pilerne Indl. Estate, Marra, Bardez, Goa 403 511.

- **Book Closure**
- **Dividend Payment Date**
- Listing on Stock Exchanges
- Name of the Stock Exchange
  - The Stock Exchange, Mumbai

- : Monday, 15th September, 2009 to Thursday 30th September, 2009.
- : Not Applicable.
- : The Company's Equity Shares are listed on:
- Stock Code SAND 524703 **SANDUPHA**

**Listing Fees** 

: Company has paid Listing Fees for the financial year 2009-2010 to The Bombay Stock Exchange Ltd.

#### Market Price Data:

Month	Month's High Price (Rs.)	Month's Low Price (Rs.)	Month	Month's High Price (Rs.)	Month's Low Price (Rs.)
April, 2008	14.00	11.30	October, 2008	11.50	07.00
May, 2008	13.50	11.00	November, 2008	09.92	06.14
June, 2008	12.54	10.36	December, 2008	10.15	07.00
July, 2008	14.45	11.00	January, 2009	09.48	07.50
August, 2008	13.69	11.75	February, 2009	09.58	07.25
September, 2008	13.35	09.76	March, 2009	08.54	06.90

#### Distribution of Shareholding as on 30th June, 2009

Distribution	No. of Shareholders	% of Shareholders	Total Shares	% to Total
1-500	11,202	90.64	1,605,206	22.67
501-1000	583	4.72	504,412	7.12
1001-5000	500	4.05	1,150,607	16.25
5001-10000	37	0.30	261,803	. 3.70
10001-100000	31	0.25	782,799	11.05
100001 & Above	6.	0.05	2,776,173	39.21
TOTAL	12,359	100	7,081,000	100

#### Shareholding pattern :-

Category	Shares	Percentage of Shareholding
1. Promoters		
A) Indian	Í	
1) Individual	315,700	4.459
2) Bodies Corporate	900,860	12.722
B) Foreign	1,914,000	27.030
2. Institutional Investors	500	0.007
3. Public & Others	3,949,940	55.782
TOTAL	7,081,000	100.00

#### Dematerialisation of Shares:

Nearly 45.329% of total Equity Share Capital is held in dematerialised form with NSDL/CDSL.

#### Demat ISIN numbers in NSDL & CDSL for Equity Shares:

ISIN No.: INE 751D01014

#### Share Transfer System:

Shares sent for transfer in physical form are registered and returned by our Registrar and Share Transfer Agent in appx. 20-25 days of receipt of the documents, provided documents received are found in order. Shares under objections are returned within 15-20 days. The Share Transfer Committee meets generally on fortnightly basis to consider the transfer proposals.

#### Financial Calendar: (tentative)

Results for quarter ending 30th June, 2009

Results for quarter ending 30th September, 2009

Results for quarter ending 31st December, 2009

Results for quarter ending 31st March, 2010

Last week of July, 2009

Last week of October, 2009

Last week of January, 2010

Last week of April, 2010

#### **DECLARATION**

I hereby declare that all the Directors and Senior Management personnel have as on 31st March, 2009 affirmed compliance of their respective Codes on Conduct adopted by the company and confirmation to that effect has been given by each of them.

Place: Mumbai

B. G. Sandu

Dated: 31st July, 2009

Chairman

#### **CERTIFICATE**

To

The Members of

#### SANDU PHARMACEUTICALS LIMITED

I have examined the compliance of conditions of Corporate Governance by Sandu Pharmaceuticals Limited, for the year ended on 31st March, 2009, as stipulated in clause 49 of the Listing Agreement of the said Company with the Stock Exchanges.

The Compliance of conditions of Corporate Governance is the responsibility of the management. My examination was limited to procedures and implementation thereof, adopted by the the Company for ensuing 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 my opinion and to the best of our information and according to the explanation given to us, I certify that the Company has complied with the conditions of Corporate Governance as stipulated in the above mentioned Listing Agreement.

I state that no investor grievance is pending for a period exceeding one month against the Company as per the records maintained by the Shareholders/ Investors Grievance Committee.

I 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 JOSHI JOSHI & CO.

Place: Mumbai

Date: 31st July, 2009

Chartered Accountants

M. M. JOSHI Proprietor

M. No. 42466 of 89

#### Sandu Pharmaceuticals Limited



#### **AUDITORS REPORT**

To

The Member of

#### SANDU PHARMACEUTICALS LIMITED

I have audited the attached Balance Sheet of Sandu Pharmaceuticals Limited as at 31st March 2009,the Profit and Loss Account and the Cash Flow Statement of the Company for the year ended on that date, Annexed thereto:-

- These financial statements are the responsibility of the Company's management. My responsibility is to express an opinion on these financial statements based on my audit.
- 2. I conducted my audit in accordance with auditing standards generally accepted in India. Those standards require that I plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit also includes (a) examining, on a test basis, evidence to support the financial statement amounts and disclosures in the financial statements (b) assessing the accounting principles used in the preparation of financial statements (c) assessing significant estimates made by the management in the preparation of financial statements and (d) Evaluating overall financial statement presentation. I believe that my audit provides a reasonable basis for my opinion.
- As required by the Companies (Auditor's Report) Order, 2003, issued by the Central Government in terms of Section 227 (4A) of the Companies Act, 1956, I give in the Annexure, a statement on the matters specified in paragraphs 4 & 5 of the said Order.
- Further to my comments in the Annexure referred to in paragraph 3 above, I report that:
  - a) I have obtained all the information and explanations which to the best of my knowledge and belief were necessary for the purpose of my Audit.
  - b) In my opinion proper books of account as required by taw have been kept by the Company so far, as appears from my examination of the books.
  - c) The Balance Sheet, the Profit and Loss Account and the Cash Flow Statement dealt with by the report is in agreement with the Books of Accounts and comply with the Accounting Standards referred to in sub section (3C) of section 211 of the Companies Act, 1956.
  - d) On the basis of the representations received from the Directors and the Company I report that none of the Directors are disqualified as on 31-3-2008 from being appointed as a Director of the Company as per section 274 (1) (g) of the Companies Act, 1956.
  - e) In my opinion and to the best of my information and according to the explanations given to me the said account give the information as required by the Companies Act, 1956 in the manner so required and give a true and fair view:
    - (i) In the case of the Balance sheet of the State of affairs of the company as at 31st March, 2009;
    - (ii) In the case of Profit and Loss Account of the Profit for the year ended on that date; and
    - (iii) In the case of the Cash Flow Statement, of the cash flows of the Company for the year ended on that date.

JOSHI JOSHI & CO. Chartered Accountants

Place: Mumbai Date: 31st July, 2009 By the hands of M. M. JOSHI Proprietor M. No. 42466 of 89

# ANNEXURE TO THE REPORT OF THE AUDITORS TO THE MEMBER OF SANDU PHARMACEUTICALS LIMITED ON THE ACCOUNTS FOR THE YEAR ENDED 31<sup>ST</sup> MARCH, 2009.

As required by the Companies (Auditor's Report)Order, 2003 issued by the Central Government of India in terms of Section 227(4 -A) of the Companies Act 1956, I enclose in the Annexure a statement of the matters specified in paragraphs 4 and 5 of the said order to the extent applicable and based on such checks as I considered appropriate.

- a) Records of Fixed Assets giving full particulars including quantitative details & situation thereof are maintained by the Company.
  - b) I have been informed that the Management has carried out physical verification of its fixed assets during the year and no discrepancies were noticed.
  - Disposal of the Fixed Assets not being substantial part, hence not affected the going concern.
- a) I have been informed that Management has carried out physical verification of stock of Finished Goods, stores, Spares and Raw Material at various intervals during the year. In my opinion, the frequency of verification is reasonable.
  - b) In my opinion the procedures for physical verification of stock of materials followed by the Management are reasonable and adequate in relation to the size of the company and the nature of business.

- According to the information and explanations given to me, no material discrepancies have been noticed on physical verification of a stocks as compared to book records.
- a) The Company has neither granted nor taken any loans secured or unsecured to/from companies, firms or other parties covered in the Register maintained under section 301 of the Companies Act,1956.
  - b) As mentioned above, since the Company has neither granted nor taken any loans secured or unsecured to/from companies, firms or other parties covered in the Register maintained under section 301 of the Companies Act, 1956, the question of the rate of Interest & other terms & condition being prima facia prejudicial to the interest of the company doesn't arise.
- c) & d) Since Company has neither borrowed nor lent any amount to parties covered u/s 301 of the Companies Act, 1956, the question of regular payment/repayment or taking reasonable steps of recovery does not arise.
- 4. In my opinion, there are adequate internal control procedure which commensurate with the size of the company and its business for the purchase of raw materials, plant and machinery, equipment and other assets and with regard to the sale of goods.
- 5. a)&b) In my opinion and according to the information and explanations given to me, the transactions of purchases/sale of goods/services in pursuance of contracts or arrangement required to be entered in the Register maintained under Section 301 and aggregating during the year to Rs. 500000/-or more have been so entered and are made at prices having regard to prevailing market prices for such goods.
- During the year under review the company has not accepted any deposit from the public attracting the provisions of Section 58A of the companies Act, 1956.
- In my opinion, the company has a internal audit system, Commensurate with the size of the Company and the nature of its business.
- I have been informed that since the turnover is below the prescribed limit, maintenance of cost records is not compulsory.
- 9. In my opinion the Company is regular in depositing undisputed statutory dues including Employees Provident Fund, Investor Education & Protection Fund, Employees State Insurance dues, Income Tax, Sales Tax and Excise Duty with the appropriate authorities and there are no arrears of outstanding statutory dues as at the last day of the financial year concerned for a period of more than six months from the date they become payable.
- 10. The Company has no accumulated losses. The Company has not incurred cash losses in the financial year under report and in the financial year immediately preceding such financial year.
- 11. According to the information and explanation given to me the company has not defaulted in repayment of dues to Financial Institutions & Banks.
- 12. The Company has not granted Loans & Advances on the basis of security by way of pledge of shares/debentures or other securities and as such question of adequacy of documentation and record maintenance does not arise.
- 13. The Company is not a chit fund, nidhi or mutual benefit society, hence the requirement of item XIII of para 4 of the order is not applicable to the Company.
- 14. The Company does not deal in trade securities, debentures or other investments, hence the requirements of item no.XIV of the para 4 of the order is not applicable.
- 15. The Company has not given any guarantee for loans taken by others from bank or financial institutions.
- 16. I have been informed that the term loans has been applied for the purpose for which they were obtained
- 17. As per information and explanation given to me the funds raised on short term basis have not been used for long term investment or vice - versa.
- 18. During the year the Company has not made any preferential allotment of shares to parties and companies covered in the Register maintained under section 301 of The Companies Act, 1956
- 19. The Company has not issued any debenture, hence the requirement of item no. XIX of para 4 of the order is not applicable.
- 20. The year under review money was not raised by public issue, hence the requirement of item no.XX of para 4 of the order is not applicable.
- According to the information and explanation given to me fraud on/or by the Company has not been noticed or reported during the year.

JOSHI JOSHI & CO.
Chartered Accountants

By the hands of M. M. JOSHI Proprietor M. No. 42466 of 89

Place: Mumbai Date: 31st July, 2009

### BALANCE SHEET AS AT 31st MARCH, 2009

		SCHEDULE	AS AT 31 <sup>st</sup> March, 2009 Rupees	AS AT 31 <sup>ST</sup> MARCH, 2008 RUPEES
A. S	DURCES OF FUNDS:			
1)	SHARE HOLDERS' FUNDS			
	a) Share Capital	Α	70,810,000	70,810,000
	c) Reserves & surplus	8	78,530,693	69,901,701
2)	LOAN FUNDS			
	a) Secured loans	C	25,255,751	24,105,78
3)	DEFERRED TAX LIABILITIES (NET)		4,830,982	5,095,766
	TOTAL		179,427,426	169,913,248
3. AF	PPLICATION OF FUNDS:			
). AI (1		D		
''	a) Gross block	,	84,552,343	83,773,298
	b) Less: Depreciation		28,431,549	25,233,99
	b) Less. Depreciation			23,233,33
	c) Net block		56,120,794	58,539,307
	d) Capital work-in-Progress		9,801,256	9,801,256
2)	INVESTMENTS (At Cost)	E	3,639,071	2,387,013
3)	CURRENT ASSETS, LOANS & ADVANCES			
	a) Inventory	F	26,494,994	21,612,906
	b) Sundry Debtors	G	85,667,483	74,492,375
	c) Cash & Bank Balances	Н	1,344,384	1,099,131
	d) Loan & Advances	I	13,490,471	11,253,550
			126,997,332	108,457,962
	LESS: CURRENT LIABILITIES			
	a) Current Liabilities	J	12,798,884	6,543,338
	b) Provisions	K	4,662,275	3,389,218
			17,461,159	9,932,556
	NET CURRENT ASSETS		109,536,173	98,525,406
4)	MISCELLANEOUS EXPENDITURE (to the extent not w/off)	L	330,132	660,266
	TOTAL .		179,427,426	169,913,248

SIGNIFICANT ACCOUNTING POLICIES AND NOTES ON ACCOUNTS

As per my report attached to the Balance Sheet

On Behalf of the Board

JOSHI JOSHI & CO Chartered Accountants By the hands of B. G. SANDU Chairman DILIP R. SALGAOCAR

Director

M. M. JOSHI

Proprietor

M. No.: 42466 of 89

UMESH B. SANDU

Managing Director & Company Secretary

MUMBAI, 31st July, 2009



### - Sandu Pharmaceuticals Limited

### PROFIT & LOSS ACCOUNT FOR THE YEAR ENDED 31st MARCH, 2009

	SCHEDULE	AS AT 31 <sup>ST</sup> MARCH, 2009 RUPEES	AS AT 31 <sup>ST</sup> MARCH, 2008 RUPEES
,	<del></del>		
		142,582,407	134,697,579
	М	78,800	144,433
•	N	4,259,484	(413,777)
J		146,920,691	134,428,235
	_	25 005 045	00 100 050
	0	35,805,315	29,499,656
	P	4,565,387	3,966,125
Expenses	Q	8,132,509	7,002,540
ises	R	7,803,479	7,214,995
es	S	74,565,039	72,309,458
penses	~	3,802,197	3,339,880
	D	3,197,557	3,104,217
		137,871,483	126,436,871
	• .	9,049,208	7,991,364
	• •	• •	
		685,000	650,000
		(264,784)	(144,372)
		8,628,992	7,485,736
on of earlier years	•	0	289,703
		67,301,701	60,105,668
et .		75,930,693	67,301,701

SIGNIFICANT ACCOUNTING POLICIES AND NOTES ON ACCOUNTS

As per my report attached to the Balance Sheet

On Behalf of the Board

JOSHI JOSHI & CO Chartered Accountants By the hands of B. G. SANDU Chairman DILIP R. SALGAOCAR

Director

M. M. JOSHI

Proprietor

M. No.: 42466 of 89

MUMBAI, 31st July, 2009

UMESH B. SANDU

Managing Director & Company Secretary

### CASH FLOW SATEMENT FOR THE YEAR ENDED 31st MARCH, 2009

	Rs. in lac 2008-2009		Rs. in lacs 2007-2008	
CASH FLOW FROM OPERATING ACTIVITIES:				
Net Profit Before Tax and Extraordinary Items	90.49		79.91	
Adjustments for:				
Depreciation	31.97		31.04	
Interest Income	(0.09)		(0.58)	
Investments	(12.52)		(23.72)	
Preliminary and deferred revenue expenditure	3.30 38.02		3.30	
Interest Expenditure	(0.70)		33.40	
Dividend			(0.86)	
Operating Profit before Working Capital changes	150.47		122.49	
Adjustments for:			(0.4 = 0.1	
Trade and other receivables	(134.12)		(84.58)	
Inventories	(48.82)		(17.87)	
Trade Payables	78.69		29.77	
Cash Generated from operations	46.22		49.81	
Interest Paid	(38.02)		(33.40)	
Direct Taxes Paid	(10.25)		(10.00)	
Cash Flow before Extraordinary Items	(2.06)		6.42	
Extraordinary Items	0.00		(2.89)	
,	(2.06)	(2.06)	3.53	3.53
Net Cash from Operating Activities	(2.06)	(2.06)	3.53	3.53
CASH FLOW FROM INVESTING ACTIVITIES				
Increase in Fixed Assets/Capital Expenditure	(7.79)		(28.54)	
Sale of Fixed Assets	0.00		0.00	
Acquisition of Companies	0.00		0.00	
Preliminary and public Issue expenditure	0.00		0.00	
Purchase of Investments	0.00		0.00	
Sale of Investments	0.00		0.00	
Interest Received	0.09		0.58	
Dividend Received	0.70		0.86	
Net Cash used in Investing Activities	(7.00)	(7.00)	(27.10)	(27.10)
CASH FLOW FROM FINANCING ACTIVITIES			<del>=</del>	
Proceeds from Issue of Share Capital	0.00		0.00	
Proceeds from Long Term Borrowing	0.00		(1.62)	
Proceeds from Short Term Borrowing	11.50		15.42	
Investment Subsidy from State Government	0.00		0.00	
Repayment of Finance Lease Liabilities	0.00		0.00	
Dividend Paid	0.00		0.00	
Net Cash used in Financing Activities	11.51	11.51	13.80	13.80
Net Increase/(Decrease) in Cash and Cash Equivalents	2.45		(9.77)	
Cash and Cash Equivalents(Opening Balance)	10.99		20.76	
Cash and Cash Equivalents(Closing Balance)	13.44		10.99	
	2.45		(9.77)	
NOTE: 1. Figures in brackets represent cash outflows.			<u></u>	

For and on behalf of the Board

B. G. SANDU MUMBAI, 31st July, 2009 Chairman

DILIP R. SALGAOCAR

Director

UMESH B. SANDU

Managing Director & Company Secretary

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

I have examined the attached Cash Flow Statement of Sandu Pharmaceuticals Limited for the year ended 31st March, 2009. The statement has been prepared by the Company in accordance with the requirements of the lisiting agreements of the various stock exchanges and is based on and is in agreement with the corresponding Profit and Loss Account and the Balance Sheet of the Company covered by my report of even date to the Members of the Company.

JOSHI JOSHI & CO. Chartered Accountants

> By the hands of M. M. JOSHI

Proprietor M. No.: 42466 of 89



# Sandu Pharmaceuticals Limited ————

### SCHEDULES TO AND FORMING PART OF THE BALANCE

		AS AT 31 <sup>ST</sup> MARCH, 2009 RUPEES	AS AT 31 <sup>ST</sup> MARCH, 2008 RUPEES
SCHEDULE "A" AUTHORISED CAPITAL 8,000,000 Equity shares of 10/- each		80,000,000	80,000,000
TOTAL		80,000,000	80,000,000
ISSUED, SUBSCRIBED & PAID-UP CAPITAL 7081000 Equity shares of Rs. 10/- each fully paid-up.		70,810,000	70,810,000
TOTAL		70,810,000	70,810,000
SCHEDULE "B" RESERVE & SURPLUS Capital Reserve (Investment Subsidy from State Government of Goa)		2,600,000	2,600,000
Surplus i.e., balance in Profit and Loss Account: As per last Balance Sheet Add: Transferred from Profit and Loss Account	67,301,701 8,628,992		
		75,930,693	67,301,701
TOTAL		78,530,693	69,901,701
SCHEDULE "C" SECURED LOANS Bank Overdraft From Axis Bank [Secured by hypothecation stocks, Debtors & personal guarantee of Directors]		25,255,751	0
Bank Overdraft From Dena Bank [Secured by hypothecation stocks, Debtors & personal guarantee of Directors]		0	24,105,781
TOTAL		25,255,751	24,105,781

SCHEDULE "D" FIXED ASSETS

POSITION AS ON 31st MARCH, 2009

	1	GROSS	BLOCK			DEPRI	ECIATION		NET	BLOCK
ASSETS	At Cost As On 01.04.2008	Addition during	Deletion during	Total As On 31.03.2009	Upto 01.04.2008	For The Year	Deletion during the year	Total upto 31.03.2009	As At 31.03.2009	As At 31.03.2008
	Rupees	the year Rupees	the year Rupees	Rupees	Rupees	Rupees	Rupees	Rupees	Rupees	Rupees
LAND(lease hold)	1,495,978	0	0	1,495,978	0	0	0	0	1,495,978	1,495,978
SITE DEVELOPMENT	4,123,551	0	0	4,123,551	0	0	0	0	4,123,551	4,123,551
BUILDINGS	38,486,731	0	860,288	37,626,443	11,002,406	1,256,723	19,287	12,239,842	25,386,601	27,484,325
PLANT & MACHINERY	25,271,658	1,306,103	0	26,577,761	8,910,267	1,281,313	0	10,191,580	16,386,181	16,361,391
ELECTRICAL INSTALLATION	2,191,239	24,904	0	2,216,143	940,988	104,754	0	1,045,742	1,170,401	1,250,251
TOOLS AND DYES	240,707	0	0	249,707	107,778	11,861	0	119,639	130,068	141,929
FURNITURE & FIXTURES	861,472	214,886	0	1,076,358	546,248	62,859	0	609,107	467,251	315,224
OFFICE EQUIPMENTS	1,081,880	39,380	0	1,121,260	408,576	52,216	0	460,792	660,468	673,304
COMPUTERS	1,143,232	54,060	0	1,197,292	918,754	59,475	0	978,229	219,063	224,478
VEHICLES	895,551	0	0	895,551	450,912	85,077	0	535,989	359,562	444,639
MANUFACTURUNG EQUIPMENT	46,809	0	ď	46,809	20,201	2,223	0	22,424	24,385	26,608
TOTAL	75,847,808	1,639,333	, 860,288	76,626,853	23,306,130	2,916,501	19,287	26,203,344	50,423,509	52,541,678
FIXED ASSETS FOR UNIT NO. II										
BUILDING	5,159,070	. 0	0	5,159,070	1,023,982	172,313	0	1,196,295	3,962,775	4,135,088
PLANT & MACHINERY	2,598,520	0	0	2,598,520	740,580	123,430	0	864,010	1,734,510	1,857,940
COMPUTERS	167,900	0	0	167,900	163,300	4,600	0	167, <del>9</del> 00	0	4,600
TOTAL	7,925,490	0	0	7,925,490	1,927,862	300,343	0	2,228,205	5,697,285	5,997,628
GRAND TOTAL	83,773,298	1,639,333	860,288	84,552,343	25,233,992	3,216,844	19,287	28,431,549	56,120,794	58,539,306
PREVIOUS YEAR	80,919,159	2,854,139	0	83,773,298	22,129,774	3,104,217	0	25,233,991	58,539,306	58,789,385
CAPITAL W.I.P (including unsecured Capital Advances)									9,801,256	9,801,256

# SCHEDULES ANNEXED TO AND FORMING PART OF THE BALANCE SHEET AND PROFIT & LOSS ACCOUNT

	AS AT 31 <sup>ST</sup> MARCH, 2009 RUPEES	AS A 31 <sup>ST</sup> MARCH, 200 RUPEE:
SCHEDULE "E"		
NVESTMENTS		
Quoted At Cost		
(Market Value Rs. 31,42,138/-)	3,628,571	2,376,51
Unquoted, Non-Trade, At Cost	10,500	10,50
TOTAL	3,639,071	2,387,01
SCHEDULE "F"		•
NVENTORY		
Raw & Packing material	8,523,367	7,900,76
Work in Process	6,562,985	4,243,68
Finished Goods	11,338,817	9,188,27
Others	69,825	280,18
TOTAL	26,494,994	21,612,90
SCHEDULE "G"		
SUNDRY DEBTORS		
[Unsecured, considered good in which Directors are interested]		*
a) Due over six months	16,843,736	15,796,61
b) Others	68,823,747	58,695,76
TOTAL	85,667,483	74,492,37
SCHEDULE "H"		
CASH & BANK BALANCES		
Cash on hand	1,192,506	874,46
Balances with scheduled Banks on Deposit Accounts	151,878	224,66
	-	**
TOTAL	1,344,384	1,099,13
SCHEDULE "I"		
OANS & ADVANCES		
(UNSECURED CONSIDERED GOOD)		
Security Deposit	278,779	249,97
Advance income tax	4,382,207	3,357,20
Other Advances	6,451,620	5,252,08
Prepaid Expenses	50,551	66,97
Loans to companies	2,327,314	2,327,31
TOTAL	13,490,471	11,253,55
CHEDULE "J"		•
CURRENT LIABILITIES		
Sundry creditors	8,622,387	4,439,162
Other Liabilities	4,176,497	2,104,170
TOTAL	12,798,884	6,543,338
	• • •	, ,

# Sandu Pharmaceuticals Limited —————



# SCHEDULES ANNEXED TO AND FORMING PART OF THE BALANCE SHEET AND PROFIT & LOSS ACCOUNT

	AS AT	AS AT
	31 <sup>ST</sup> MARCH, 2009 RUPEES	31 <sup>ST</sup> MARCH, 2008 RUPEES
SCHEDULE "K"		
PROVISIONS		
Provision for income Tax(A.Y.2006-07)	825,000	825,000
Provision for income Tax(A.Y.2007-08)	950,000	950,000
Provision for income Tax(A.Y.2008-09)	650,000	650,000
Provision for income Tax(A.Y.2009-10)	685,000	•
Provision for Gratuity	1,552,275	964,21
TOTAL	4,662,275	3,389,218
SCHEDULE "L"		
MISCELLANEOUS EXPENDITURE		
(To the extent not writen off or adjusted)		
Public issue Expenses	330,132	660,26
TOTAL	330,132	660,26
SCHEDULE "M" OTHER INCOME		
Interest on Bank Fixed Deposit (T.D.S. Rs. NIL) (P.Y. Rs. 11,970/-)	8,547	58,133
Miscellaneous Income	70,253	86,300
TOTAL	78,800	144,433
SCHEDULE "N"		
NCREASE/(DECREASE)IN STOCK		
Closing stock - work in process	6,562,985	4,243,689
Closing stock - finished Goods	11,338,817	. 9,188,274
Closing stock - Others	69,825	280,180
	17,971,627	13,712,143
Less: Opening stock - work in process	4,243,689	2,444,358
Less: Opeining stock - finished Goods	9,188,274	11,501,086
Less: Opeining stock - Others	280,180	180,476
Increase in Stock	4,259,484	(413,777)
SCHEDULE "O"		
COST OF GOODS SOLD		
Opening stock	7,900,763	5,700;109
Add: Purchases	36,427,919	31,700,108
Less: Closing Stock	44,328,682 8,523,367	37,400,419 7,900,763
TOTAL	35,805,315	29,499,656
SCHEDULE "P"		
PERSONNEL EXPENSES		•
Salaries & allowances to Staff	2,941,212	2,498,177
Salaries & allowances to Directors Staff Welfare Expenses	739,925 884,250	675,777 792 171
	4774-477-487-414-41-41-41-41-41-41-41-41-41-41-41-41	<u>792,171</u>
TOTAL	4,565,387	, 3,966,125

# SCHEDULES ANNEXED TO AND FORMING PART OF THE BALANCE SHEET AND PROFIT & LOSS ACCOUNT

	AS AT 31 <sup>st</sup> MARCH, 2009 RUPEES	AS AT 31 <sup>ST</sup> MARCH, 2008 RUPEES
SCHEDULE "Q"		
OPERATIONAL & MANUFACTURING EXPENSES		
Freight Charges	1,493,509	1,374,650
Excise Duty	179,973	.365,984
Fuel & Electricity Charges	2,551,212	2,622,002
Repairs & Maintenance	3,299,688	2,029,040
Manufacturing & General Expenses	608,127	610,864
TOTAL	8,132,509	7,002,540
SCHEDULE "R" ADMINISTRATIVE & OTHERS EXPENSES		
Professional Fees	938,997	688,239
	930,997	000,233
Auditor's Remuneration		
a) Audit Fees	32,500	32,500
b) Tax Audit Fees	12,500	12,500
c) Service Tax	4,635	5,562
Printing & stationery	235,643	163,444
Rent, Rates & Taxes	970,717	692,572
Travelling & Conveyance	1,539,092	832,408
Miscellaneous Expenses	4,069,395	4,787,770
TOTAL	7,803,479	<b>7,214,99</b> 5
SCHEDULE "S"		
SELLING & DISTRIBUTION EXPENSES		
Discounts, Commissions & Claims	72,713,406	70,005,568
Advertisement & Publicity	41,474	45,024
Carriage Outwards	1,650,200	1,868,416
Business Promotion expenses	159,959	390,450
	74,565,039	72,309,458

#### SCHEDULE "T"

#### NOTES FORMING PART OF THE ACCOUNT

#### 1. SIGNIFICANT ACCOUNTING POLICIES:

#### a) Basis of Accounting:

The company follows the mercantile system of accounting and recognises income and expenditure on accrual basis. The accompanying finanancial statements have been prepared under historical cost convention in accordance with generally accepted accounting principles and provisions of the Companies Act, 1956 and the applicable accounting standards issued by The Institute of Chartered Accountants of India.

#### b) Fixed Assets:

Fixed Assets other than leasehold land are valued at cost less accumulated depreciation and leasehold land is stated at cost. Capital work in progress is stated at cost.

#### c) Depreciation:

Depreciation on fixed assets has been provided on straight line method at the rates specified in schedule XIV to the companies Act, 1956.

#### d) Inventories:

The Stock of packing material and raw material have been valued at cost. Stock of finished goods are valued at cost or market price which ever is lower. Stock of work-in-progress is valued at cost.





#### e) Investments:

Investments are valued at cost. The details are as follows:-

INVESTMENT (QUOTED)	2008 - 2	2009	2007 - 200	)8
· .	No. of Shares	Amount	No. of Shares	Amount
IN SHARES				
Kerala Ayurveda Ltd.	276	2,760	500	5,000
Powergrid	1650	257,636	3150	432,242
Tata Chemicals Ltd.	1750	587,055	1250	424,863
Indian Hotels Ltd.	3443	428,742	. 3042	424,328
Gujarat State Fertilizers & Chemicals Ltd.	NIL	NIL	500	118,680
NTPC	300	64,800	300	64,800
PTC	500	61,500	500	61,500
Nagarjuna Fertilizers Ltd.	500	20,100	500	20,100
Goa Carbon Ltd.	4000	545,978	NIL	NIL
IN MUTUAL FUNDS		1		1
HDFC Mutual Fund -Equity Fund Dividend Payout	7736	350,000	5817	275,000
UTI Mutual Fund -Infrastructure Fund Payout	13638	325,000	11456	275,000
Reliance Mutual Fund- Vision Fund Dividend Plan	6441	350,000	4735	275,000
Reliance Mutual Fund- Equity Regular Savings	6454	125,000	NIL	NIL
Magnum Global Fund-SBI-Dividend Plan	2449	62,500	NIL	NIL
Sunderam BNP Paribas Mutual-Select Midcap Fund	120	25,000	NIL	NIL
DSP Merrill Lynch Mutual Fund-T.I.G.E.R. Fund	3517	125,000	NIL	NIL
Franklin Templeton Investment-High Growth Fund	14472	125,000	NIL	NIL
Franklin Templeton Investment-Prima Plus Dividend	2748	75,000	NIL	NIL
IDFC Premier Equity Fund-Growth	2997	50,000	NIL	NIL
Kotak Opportunities - Growth	389	12,500	NIL	NIL
HDFC Mutual Fund -Top 200 Fund-Growth	181	25,000	NIL	NIL
TOTAL		3,618,571		2,376,513
INVESTMENT (UNQUOTED)				
In Shares .	10405	20,500	405	10,500
TOTAL		20,500		10,500

Expenses on issue of equity shares amounting to Rs.33,30,133/- have been amortised over a period of ten years, and accordingly one tenth of the same i.e. Rs.3,30,133/- have been charged to profit and loss account during the year and classified under the head Miscellaneous Expenses and the balance amount of Rs.3,30,132/- have been carried forward to be written off in 1 year.

- 2. Balance of sundry debtors, creditors and loans to the companies are subject to confirmation.
- 3. As regards to compliance of provision relating to the dues to the Small Scale Industries in terms to the companies (Amendment) Act, 1998, the Company has not received from any parties claim to be Small Scale Industries. Hence, the said information not given.
- 4. In the opinion of the Board of Directors, the current assets and loans and advances, have value on realisation in the ordinary course
- 5. The Company is in Pharmaceuticals Business and considering the organisational structure of the company and its internal financial reporting, the company has only one reporatble segment i.e. Pharmaceuticals considering the requiements of Accounting Standards on "Accounting Standard on Segment Reporting" (AS-17) issued by The Institutute of Chartered Accountants of India. Accordingly the financial details as required under the standard are reflected in respect of the said segment in Profit and Loss Account and Balance Sheet.
- 6. Further, adjustment for deferred tax assets for the year (net), Rs.2,64,784/ has been charged to the Profit & Loss Account. The break up of the year end position is as follows:

	As at March 31, 2009 (Rs. in Lacs)	As at March 31, 2008 (Rs. in Lacs)
Deferred Tax Liabilities		
Opening Balance	50.96	52.40
Depreciation	(2.65)	(1.44)
Total Deferred Tax Liabilities	48.31	50.96

#### 7. Managerial remuneration:

Profit and Loss Account includes remuneration paid to Shri Umesh B. Sandu, Managing Director and Company Secretary of the Company and the detail of the same are as follows:

Remuneration: Rs 7,39,925/- P.A.

And the same are in accordance with Schedule XIII of the companies Act, 1956.

#### 8. Related Parties:

#### a. Name of related parties and description of relationship

Related parties where control exists: Sandu Brothers Pvt. Ltd.

(ii) Key management personnel: Mr. Umesh B.Sandu - Managing Director

#### b. Transactions with related parties:

Nature of Transaction	Related Parties where control exist	Key Management Personnel	TOTAL
Purchase of goods	3,952,573	-	3,952,573
Sale of goods	142,582,407	•	142,582,407
Receiving of services	60,000	739,925	799,925

#### c. Amount outstanding from (to) related parties as at 31st March, 2009:

Nature of Transaction	Related Parties where control exist	Key Management Personnel	TOTAL
Receivable	85,667,483	-	85,667,483

#### 9. Contingent Liabilities:

Estimated amount of contracts remaining to be executed on Capital Account and not provided for Net of advances Rs. NIL (Previous year Rs. NIL)

10. Previous years figures are regrouped and re-arranged wherever necessary to confrom to this year's classification.

#### 11. Earning per share is calculated as follows:

	2009	2008
a. Net Profit After Tax	8,628,992	7,196,033
b. Number of equity shares	7,081,000	7,081,000
c. Nominal value of equity share (In Rs.)	10	10
d. Basic & Diluted Earning per Share (In Rs.)	1.22	1.02

### 12. The additional information pursuant to para 3(ii) (a), 3(ii) (b) and 4D of part of the schedule VI to the companies Act, 1956 is as below:

#### A. RAW MATERIALS AND PACKING MATERIALS CONSUMED

Particulars	200	2008-2009		2007-2008	
	Quantity in Kgs.	Value Rs.	Quantity in Kgs.	Value Rs.	
Imported Indigeneous,	NIL	NIL	NIL	NIL	
Crude Drugs	617,245	11,390,458	549,274	10,164,802	
Sugar	184,190	3,335,930	160,400	1,885,920	
Others	0	21,078,927	0	17,448,934	
TOTAL		35,805,315		29,499,656	

#### **B. FINISHED GOODS**

	200	2008-2009		2007-2008	
	Dry Medicines in Kgs.	Liquid Medicines in Ltrs.	Dry Medicines in Kgs.	Liquid Medicines in Ltrs.	
Opening Stock  Add: Production	2,148.82 88,472.59	28,061.45 578,134.00	6,425.48 53,669.80	55,314.55 591,300.00	
Less: Sales	90,621.41 87,029.85	606,195.45 465,514.35	60,095.28 57,946.46	646,614.55 618,553.10	
Closing Stock	3,591.56	140,681.10	2,148.82	28,061.45	
Sales Value	16,446,618	126,135,789	15,537,118	119,160,461	

#### OTHER INFORMATION

a. Expenditure in foreign currency

As per my report attached to the Balance Sheet

F.O.B. Value of Exports

b. Expenditure in foreign

On Behalf of the Board

2008-2009

NIL

NIL

NIL

JOSHI JOSHI & CO Chartered Accountants By the hands of

B. G. SANDU Chairman

**DILIP R. SALGAOCAR** Director

2007-2008

NIL

NIL

NIL

M. M. JOSHI Proprietor

M. No.: 42466 of 89

MUMBAI, 31st July, 2009

**UMESH B. SANDU** Managing Director & Company Secretary

# - Sandu Pharmaceuticals Limited ----



# INFORMATION AS PER PART IV OF SCHEDULE VI OF THE COMPANIES ACT, 1956 FOR THE YEAR ENDED 31st MARCH, 2009

			•	
	Registration Details:			
	Registration No. :	1 5 8 7	State Code: 2 4	
	Balance Sheet Date :	3 1 - 0 3 - 2 0 0 9		
		Date Month Year		
l.	Capital raised during the Yea	ar (Amount in Rs. Thousands):		
	Public Issue	N I L	Right Issue	NIL
	Bonus Issue	N 1 L	Private Placement	NIL
H.	Position of Mobilisation and	Deployment of Funds (Amount in R	Rs.Thousands)	
	Total Liabilities	1 7 9 4 2 7 . 4 3	Total Assets	1 7 9 4 2 7 . 4 3
		e e e e e e e e e e e e e e e e e e e		
	Sources of Funds			
	Paid-up Capital	7 0 8 1 0 . 0 0	Reserves & Surplus	7 8 5 3 0 . 6 9
	Secured Loans	2 5 2 5 5 . 7 5	Unsecured Loans	N I L
	Deferred Tax Liability (Net)	4 8 3 0 . 9 8		
	Application of Funds			
	Net Fixed Assets	6 5 9 2 2 . 0 5	Investments	3 6 3 9 . 0 7
	Net Current Assets	109536.17	Misc. Expenditure	330.13
	Accumulated Losses	NIL	The content of the co	
V.	Performance of Company (Ar	nount in Rs. Thousands)	e e	*
	Turnover	<del></del>	Total Expenditure	1 3 3 6 1 1 . 9 9
	+ - Profit / Loss Before Tax		+ Profit / Loss After Tax	8 6 2 8 . 9 9
	Earning per share in Rs.	1 . 2 1	Dividend @%	
	Earling per snate in the.		DIVIDEND & /0	
,	Ganaria Names of Three Prin	cipal Products/Services of Compan	w (Ae nor monetary terms)	
•			y (As per monetary terms).	
	Item Code No. 1 (ITC Code)	3 0 0 3 9 0 - 0 1	·	
	Product Description	AYURVEDICM	EDICINES	

# SANDU PHARMACEUTICALS LTD.



Registered Office: Plot No. 25, 26, 29 & 30, Pilerne Industrial Estate, Marra, Bardez, Goa - 403 511.

#### **ATTENDANCE SLIP**

(Please present this slip at the entrance of the Meeting Venue)

Regd. Folio No/DPID No./Client	t ID No	No. of Share	es		
I hereby record my presence at September, 2009 at 9.00 a.m. a					
Full Name of Member (In Block	Letters)				
Full Name of Proxy (In Block Le	etters)				
Member's / Proxy's Signature-	4				
Note : To be signed and handed	over at the Meeting Vent				
		r Here - — — — — — — — —			
	lear	Here - — — — — — — — —			
	•	CEUTICALS LTD. rne Industrial Estate, Marra, Barder	z, Goa - 403 511.		
	PROXY	FORM			
Regd. Folio No/DPID No./Client	ID No	No. of Share	es		
I/We					
of	in the distric of				
appoint		- , ,			
of					
or failing him					
of	in the distr	ict of			
as my / our proxy to vote for the Company held on <b>Wednesday</b> Marra, Bardez, Goa - 403 511.					
Signed this	day of	200	99.		
			Please		

affix Revenue Stamp

**Note :** The Proxy Form duly completed should be deposited at the Registered Office of the Company mentioned above not later than 48 (Forty Eight) hours before the time fixed for holding the Meeting.





# **Book-Post**

# Sandu Ayurvedic Spa and Wellness Center





If undelivered please return to:

SANDU PHARMACEUTICALS LTD.

Registered office:

Plot No. 25, 26, 29 & 30,

Pilern Industrial Estate,

Marra, Bardez, Goa - 403 511