



Yes, we can!

### **Corporate** Information

#### **27TH ANNUAL GENERAL MEETING**

Date : September 18, 2010

Day : Saturday

Place: Baroda - Godhra Highway, Kalol, District Panchmahal, Pin Code - 389 330, Gujarat, India.

#### **BOARD OF DIRECTORS**

Harish Sheth Chairman & Managing Director

Arun Arora Independent Director
Satish Deshpande Independent Director
Ashok Kumar Jha Independent Director
Pratap Merchant Independent Director

Bhalachandra NaikIndependent DirectorHarshal ShahNon-Executive DirectorUdit ShethExecutive DirectorShvetal VakilExecutive Director

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#### **COMPANY SECRETARY**

Mihir Mehta

#### **AUDITORS**

**M/s. Manesh Mehta & Associates,** Chartered Accountants Vadodara

#### **BANKERS**

Bank of Baroda HDFC Bank

#### **SOLICITORS**

M/s. Wadia Ghandy & Co., Mumbai

#### **REGISTERED OFFICE**

Baroda – Godhra Highway, Kalol, District Panchmahal, Pin Code – 389 330, Gujarat, India. Website: www.setcoauto.com

#### **CORPORATE OFFICE**

2/A, Ground Floor, Film Centre Building, Tardeo Road, Mumbai – 400 034, Maharashtra, India.

#### **PLANTS**

Baroda – Godhra Highway, Kalol, District Panchmahal, Pin Code – 389 330, Gujarat, India.

Plot No. A/196, Phase I, ESIPL, Sitarganj, Village Lalarpatti, District U.S. Nagar, Pin Code – 262 403, Uttarakhand, India.

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

Link Intime India Pvt. Ltd.

C-13, Pannalal Silk Mill Compound, L.B.S. Marg, Bhandup (West), Mumbai - 400 078, Maharashtra, India.

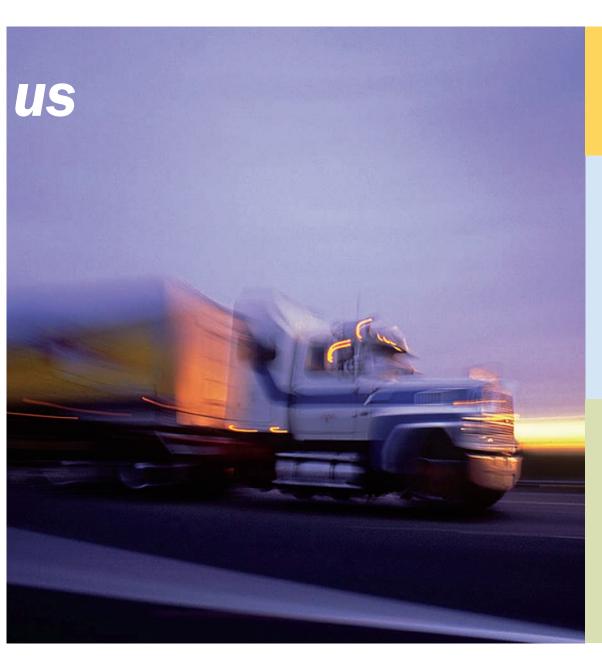
#### **INVESTOR GRIEVANCE E-MAIL ID**

investor.relations@setcoauto.com



Man is made by his belief. As he believes, so he is. ~ Bhagavad Gita

# About us



#### **Global presence**

Corporate office

Mumbai, Maharashtra, India

## Manufacturing facilities

Kalol (Panchmahals), Gujarat, India Sitarganj, Uttaranchal, India Paris, Tennessee, United States of America

Haslingden, Lancashire, United Kingdom

#### **Products portfolio**

Clutch products & Systems

Pressings

Hydraulics (Pressure convertors)

Precision parts

#### **Brands**

The Company sells its clutches under the 'LIPE' brand

#### **People**

520 employees

India -450 employees

United States of America –38 employees
United Kingdom –32 employees

#### Listing

Our shares are listed on the Bombay Stock Exchange (Stock code: 505075). Our market capitalisation as on 30th July, 2010 was Rs. 2292 mn.

# Our

## **Products**



**12"/ 310mm Single**Diaphragm Spring, Push Type Clutch with
Organic Driven Plate



14"/352mm, Single & Twin
Press Steel Cover, Direct Pressure Coil Spring,
Push Type Clutch with Ceramic and Organic Driven Plate



**362mm Single**Diaphragm Spring, Push Type Clutch with
Organic Driven Plate



13"/330mm Single
Push Type Clutch with Ceramic and
Organic Driven Plate



14"/352mm Single & Twin
Press Steel Cover, Direct Pressure Coil Spring,
Pull Type Clutch with Ceramic Driven Plate



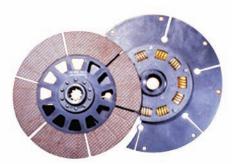
15"/380mm Single & Twin
Direct Pressure Coil Spring, Push and Pull Type Clutch with
Ceramic and Organic Driven Plate



**395mm Single**Push Type Clutch with Organic Driven Plate



**16.5"/420mm Single**Direct Pressure Coil Spring,
Push Type Clutch with Organic Driven Plate



Oil Spray Disk/ Isolators



**400mm Twin**Diaphragm Spring, Pull Type Clutch with
Twin Organic Driven Plate



**17"/430mm Single**Diaphragm Spring, Pull Type Clutch with
Organic Driven Plate

# **Performance**highlights

#### **Operational highlights**

Total production of clutch driven plate increased by

36.5% to 0.49 mn units

Total production of clutch cover assembly increased

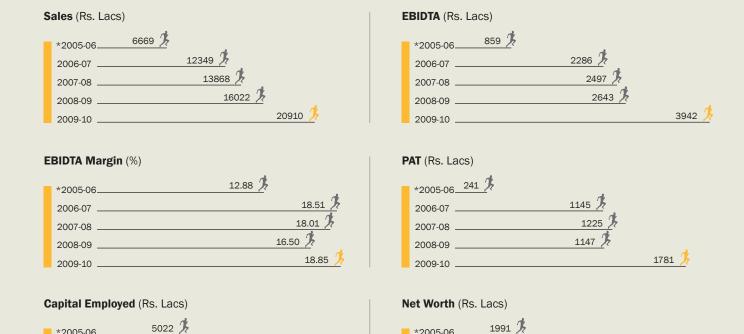
by 42% to 0.22 mn units

Tier-1 supplier to top reputed global MHCV players

#### Financial highlights for 2009-10

- Total revenues increased by 30.5% to Rs.  $2.09\,bn$
- Earnings before interest, depreciation and taxes (EBIDTA) increased by 49% to Rs. 394 MN
- Net profits increased by 55% to Rs. 178 mn
- EPS increased by RS. 7.17 to RS. 20.18
- cash profits increased by 65% to Rs. 259 mn
- EBIDTA margin increased by 235~bps to 18.85%

#### 5 year financial trends (Standalone)



\*2005-06\_

2006-07 \_

2007-08

2008-09 \_

#### **ROCE & RONW** (%)

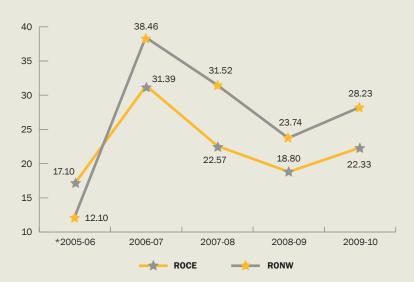
\*2005-06\_

2006-07 \_

2007-08

2008-09 \_

2009-10 \_



10120 💃

14866

6309 🏃

<sup>\*2005-06 -</sup> figures for 9 month period

# Our journey so far...

#### 1982

Incorporated as Gujarat Setco Clutch Limited

#### 1995-96

Commenced exports and international business operations

#### 1999-2000

Crossed Rs. 100 mn turnover mark



#### 2000-01

- Signed a technical collaboration with LIPE UK, a division of Dana Corporation, USA
- Pioneered ceramic metallic clutch technology and offered to Tata Motors as an import substitute

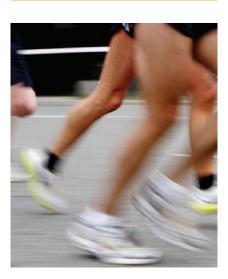


#### 2002-03

Commenced commercial supplies to Eicher Motors

#### 2003-04

Developed the All India Service Network



#### 2004-05

- Crossed Rs. 500 mn turnover mark
- Started Commercial supplies of new age clutches to Ashok Leyland

#### 2005-06

- New Vernon Equity Pvt. Ltd is issued 14.17% fresh equity
- Acquires LIPE Clutch Division (UK) from Dana Corporation (USA)
- Establishes a wholly owned subsidiary Setco Automotive NA Inc. (SANAI) in Paris, Tennessee for distribution
- Name changed to Setco Automotive Limited

#### 2006-07

- Crossed Rs. 1 bn turnover mark
- Acquires US facility from Haldex AB Sweden for \$ 4.9 million through SANAI
- Established SETCO Foundation

#### 2007-08

Set up Assembly operations in Uttarakhand (India)



# 1712

#### 2009-10

- Cross the 2 billion turnover mark
- Commenced operations in Press Shop in Kalol, Gujarat for developing clutches suitable to International vehicle manufacturers such as Volvo and Mercedes

# Chairman's overview Mr. Harish Sheth Chairman & Managing Director

#### Dear Members,

The journey towards attaining excellence is marked by perseverance. On one hand, it offers a demanding terrain to test one's mettle; and on the other hand, it offers freeways to fulfill one's aspirations. However, the rough and the smooth patches are consistent companions, with one always leading to the next. The trait that separates the leader from the crowd is the ability to change gears at an opportune time and adapt quickly to a dynamic environment. Being a leading clutch manufacturer, adapting to change has been smooth and instinctive to us. The proof lies in the numbers – in the last decade, we have grown from a Rs 10 crore company to a Rs 210 crore company. Sales in the last 4 years have grown at a CAGR of 23.8 % whereas profits have increased at CAGR of 53.4%.

#### 2009-10 was an exciting year

While 2008-09 was a year of global recession, 2009-10 was a year of rejuvenation for the Asian economies, mainly on account of infusion of stimulus funds by respective countries. The US recovery was largely driven by fiscal and monetary stimulus and expected to clock a GDP

growth of 2.8% in 2010. The global recovery was largely led by China and India, on account of huge domestic demand and continuous thrust on infrastructure creation, further propelling demand within the core sectors. As per the Central Statistical Organisation's (CSO) advance estimates, the Indian GDP for 2009-10 is expected to grow at 7.2% in 2009-10, with the industrial and the service sectors growing at 8.2% and 8.7% respectively. With the improvement in the manufacturing sector coupled with ongoing infrastructure spends, the commercial vehicles industry posted strong growth during the year, with the sale of M&HCVs having increased by 33.5%. 2009-10 proved to be an exciting year for OEM-led businesses, with the segment registering higher than anticipated growth. The replacement market segment also continued to witness sustained demand. A clutch has an average life of  $2\frac{1}{2}$  - 3 years. With over 1.5 mn commercial vehicles sold during 2004-07, a strong replacement demand started to emerge during the year.

#### Our efforts yielded rewards

Being a preferred supplier to the top OEMs, the buoyant demand also translated into strong volume growth of our Company. OEM sales accounted for 36% of the Company's topline and registered a 64% growth during the year under review (as against a 33.5% growth in M&HCVs during 2009-10). Given our wide reach in key markets, we were able to post 18% growth in the replacement market business with the same accounting for 56% of topline. Overall, our topline increased by 30.5% to Rs. 2.09 bn and EBIDTA improved by 49% to Rs. 394 mn. Our net profits increased by 55% to Rs. 178 mn, while the EPS stood at Rs. 20.18 for the year. Our cost control initiatives, coupled with increased scale of operations were reflected in a 235 bps increase in our EBIDTA margin for the year to 18.85%.

#### The future holds opportunities

The Indian economy is estimated to grow at 8.5% during 2010-11. The growth in new CV sales is expected to remain buoyant in 2010-11 on account of heightened manufacturing activity, buoyant consumption, evolving distribution and service networks, easy availability of finance and road development programmes. The Indian M&HCV sales are expected to grow @ CAGR 15% over 2009-12E. This optimism has also been echoed with the entry of globally reputed automobile manufacturers

in India. At Setco Automotive, we have always believed in satisfying our customers to the best of our abilities. This has not only resulted in robust numbers but also strong customer relationships. Our well developed relationships with the leading OEMs in the country will further enable us to tap the Indian operations of globally-respected players, setting up bases in India. In addition, the sustained demand in the replacement market would also contribute to our performance in the coming years, owing to our wider reach and product quality. Going forward, we aim to further leverage our strengths to improve our market share. We will continue to focus on widening our product portfolio with better products and solutions for our clients.

#### Yes, we can!

Experience has taught us that every downturn leads to an upturn and every upturn poses the risk of a new challenge. We have posted growth consistently. Having grown to a consolidated size of Rs. 2.56 bn, we are consistently revamping our strategies to reach a Rs. 10 bn mark by 2015. In the coming 5 years, we have to grow ~4 times our existing size. The robust growth will be achieved through the following ongoing initiatives:

- Persistent strategy to maintain our leadership in the domestic markets by enhancing our product portfolio and increasing our market share with the global OEMs in India
- To expand product portfolio to cater to new clutch segments. A holistic initiative to utilize the overseas R&D competence to develop new range of products, to strengthen our market share with the global major OEMs while simultaneously decreasing our 'time to market'.
- Develop and utilise the overseas presence in USA and UK to serve as global assembly and supply hubs to the major markets cater to overseas operations of global OEMs and also make inroads into the global replacement market across US, Europe, South east Asia, Middle East and Africa.

Our company has continuously evolved with markets, to not only meet our customer expectations but also work towards delivering stakeholder value. Change is inevitable but our belief is constant - **Yes, we can!** 

#### Harish Sheth,

Chairman & Managing Director









EVERY CHALLENGE DISGUISES AN OPPORTUNITY. EVERY FALL OFFERS A PROSPECT TO CLIMB HIGHER. EVERY RESISTANCE PRESENTS A REASON TO CHART A NEW COURSE. EVERY DEFEAT FUELS THE MOTIVATION TO WIN. LIMITATIONS AND POSSIBILITIES ARE THEREFORE, TWO SIDES OF THE SAME COIN. AS A RESULT, WHAT YOU SEE SOLELY DEPENDS ON WHAT YOU WISH TO SEE. OR IN OTHER WORDS. WHAT YOU SEE REFLECTS WHAT YOU BELIEVE IN.

Nearly three decades ago, when we at Setco Automotive, commenced our journey, all we believed in was 'the power of possibilities'. Then, being a small player, in a product segment dominated by well-established players, survival was not only difficult but was nearing impossible. Till only – we stopped thinking about our survival and focused on emerging as a market leader in the segment. With a goal in sight, every challenge was turned around into an opportunity - through dedication, determination, team-work, innovation, relationships and knowledge. And for the challenges that we couldn't prevail over - they greatly contributed to our learning process, which we as good students never forgot. Amidst uncertainties and hardships, the spirit to excel emanated from three words - Yes, we can!

What followed is a journey spanning close to three decades that not only established our credentials as a leading clutch manufacturer for the M&HCV segment and enabled us to evolve as a dependable partner, but also helped us create an organisation of achievers.

The journey to achieve excellence continues. A flat world offers endless possibilities to grow and to add value across segments through our skill sets. The challenges are evolving too - more frequent and global in nature. From being an Indian company, we have evolved into a multinational company - having presence in key global markets like India, Europe and America.

In the times of change, the one belief that has driven us since inception remains constant. A belief in making things happen. A belief in creating a difference. A belief of adding value. A belief that defines us - Yes, we can!

Yes, we can!



dreams not because of their lack of abilities but because of lack of their commitment to their dreams.

~ Zig Ziglar

AT SETCO AUTOMOTIVE, WE PRIDE OURSELVES IN CREATING WORLD-CLASS QUALITY PRODUCTS. OWING TO OUR PRODUCT QUALITY AND INNOVATION, WE HAVE NOT ONLY WON PRODUCT APPROVALS FROM LARGE, GLOBALLY REPUTED AUTOMOTIVE MANUFACTURERS BUT ALSO HAVE OFFERED CUSTOMISED SOLUTIONS TO OUR CUSTOMERS, EVERY TIME, ON-TIME. OUR RESEARCH AND INNOVATION EXPERTISE RESULTED IN COST-EFFICIENT PRODUCTS THAT FURTHER ADDED TO THE MARGINS OF OUR CLIENTS. THIS MADE US A REPUTED MANUFACTURER IN OUR INDUSTRY.

Over the past number of years we have transformed ourselves from being just one of the suppliers to being a premier clutch supplier to globally reputed OEMs in India. A lot has happened for us to achieve this status in terms of our scale, our range of products and our global presence. Our consistent focus throughout has been on offering products and services of world class standard to our clients.

The Result: Today, we are able to cater to a growing demand from the industry through our production flexibility, process improvements, better efficiency, on-time delivery and higher capacity utilisation. Our unmatched dedication to customer service has enabled us to retain our clients despite industry cycles.

We are the preferred supplier of clutches to reputed CV manufacturing companies in India. We meet over 75% of the total OE requirements. Our ability to ensure customer satisfaction has also made us a choice partner for global players planning their foray into India.

Yes, we can!



# is the best business strategy of all.

~ Michael Leboeuf

WITH THE SUCCESSFUL ESTABLISHMENT OF THE LIPE BRAND IN INDIA, THE CHALLENGE WAS TO CONTINUOUSLY GROW AND IMPROVE. WE HAVE PUT IN PLACE A PROCESS ORIENTED ORGANIZATION THAT ON THE MANUFACTURING SIDE CONSTANTLY IMPROVES AND INNOVATES. WE HAVE ALSO WORKED TOWARDS GETTING CLOSER TO OUR CUSTOMERS. WE TRAIN OUR END-USERS ON HOW TO GET BETTER PRODUCT LIFE, GIVE THEM ON TIME SERVICE AND ACCESS TO US. THIS MODEL ALLOWS US TO SUSTAIN AND GROW WITH GOOD MARKET INTELLIGENCE.

We instilled a multi-pronged approach - of first creating capacities that would give us room to explore new markets and then to further expand presence into newer segments and geographies. The proactive effort to derisk the business model led to our entry into the replacement market for clutches. Clutch being the most abused component, needs to be replaced once in every 2.5 - 3 years on an average. We partnered with our existing OEM clients to cater the replacement markets using their distribution network. We acquired the LIPE brand to add value to our product portfolio. This cost-efficient business model enabled our clients to provide quality spares to the end users and it enabled us to create a sustainable source of revenues. As a result, we were among the very few auto component manufacturers to clock in a growth during 2008-09, one of the most demanding years for the global economy. Replacement market segment accounts for more than 55% of our total

In addition, we also expanded operations into UK and US through inorganic expansion. Our global R&D hubs enable us to implement and introduce global standards of products to our clients. Presence in the global arena also enables us to tap demand across geographies and ensure proximity to the consumer.



the belief that what a group of people can accomplish together is much larger, far greater, and will exceed that which an individual can accomplish alone.

~ Dianne Arias



We have always been a value and ethics based organisation, and this has helped us preserve the soul of a small organisation even though we have achieved the corpus and dimensions of a mid-size corporate. For 80% of our employees, Setco is the first employer.

During the past year, we have dedicated many hours to training and development of the employees across the organisation. Employee satisfaction is intricately woven with performance management to get the best for the organization and its people.

# **Corporate Social Responsibility**











A success of the business is not solely measured by its ability to generate profits, but also its ability to bring a positive change into the lives of its stakeholders. We at Setco have always believed in the power of inclusive growth. As a result, we have always dedicated a part of our efforts and resources in contributing to the key social causes relating to education, healthcare and environment. In order to streamline this process, we contribute 5% of the net profits annually to our CSR activities which are managed by the Setco Foundation.

The Company has laid a lot of emphasis on health and education especially for the rural masses. To take this forward, Setco has established three Anganwadis (Nandghars) in the backward Panchmahal district of Gujarat. These Anganwadis cater to over 240 under privileged children up to the age of six who receive basic education and health checkups. Additionally, pregnant and lactating women from the surrounding region who cannot otherwise afford the same, have access to the medical checkups being provided here as well as special nutrition. Seven more such Anganwadis are presently being planned which will allow us to contribute to the education of over 1000 children.

Setco has also adopted an ITI in Zalod (Gujarat) and undertaken its development and Upgradation with a vision to convert the institute into a self sustainable one which can readily deploy tradesmen of world standard.

We at Setco have always believed that proper empowerment comes from proper education. As a result, the Company also covers the full cost of education of the school going children of the Setco employees. Over the past 6 years, on an average 450 students have taken advantage of this scheme with over 160 students including 57 girls who have gone on to college through the support of the Setco Foundation. Our focus here has been especially on the girl child whose education we promote through a series of incentives as we feel that this will not only change the attitude and life of the child but that of the entire family.

# Board of Directors' profiles



#### Mr. Harish Sheth, Chairman & Managing Director

Mr. Sheth is the founder of Setco Automotive. A core visionary of the Company, Mr. Sheth has been instrumental in transforming the Company from a single product/single location to a multiple product/multi location Company, catering towards a remarkable presence for the Company in the international market as well. Mr. Sheth has a Bachelors degree in Mechanical Engineering from the University of Michigan, Ann Arbor and an MBA (Finance) from the Columbia University, New York.



#### Mr. Arun Arora, Independent Director

Mr. Arora has been Executive Chairman with Edvance Learning Private Limited and Edvance Pre-Schools Private Limited. He is also the former CEO of Economic Times and President, Bennett & Coleman. Mr. Arora also holds an Advanced Management Programme Degree from the Harvard Business School.



#### Mr. Satish Deshpande, Independent Director

Mr. Deshpande has been a consultant with the Tata Economic Consultancy and is associated with various manufacturing industries in various renowned capacities, inclusive of a CEO of an export oriented engineering company. Presently Mr. Deshpande functions as the Vice President and advisor with New Vernon Advisory Services Private Limited, Mumbai for Equity investment opportunities in India. A guest lecturer with Symbiosis Institute of Management - Pune, he also holds a Green Belt – Six Sigma from General Electric Power Systems USA. Mr. Deshpande holds Management degrees from the prestigious IIM, Ahmedabad as well as ISB Hyderabad.



#### Mr. Ashok Kumar Jha, IAS (Retired), Independent Director

Mr. Jha is an IAS officer from the AP cadre. He retired as the Finance Secretary, Ministry of Finance, Government of India. He has also served extensively in the Ministry of Economic Affairs. Post retirement, he joined the industry as President of Hyundai Motors. Mr. Jha is a graduate from St. Stephen's college in Economics and holds a Masters degree from the Delhi school of Economics. He also holds a Masters Degree in Development Economics from the Australian National University, Canberra.



Mr. Pratap Merchant, Independent Director

Mr. Merchant is a former General Manager of Dena Bank. He retired as the Executive Director of the Bank of Baroda. Mr. Merchant is a commerce graduate and CAIIB - I by profession.



Mr. B. L. Naik, Independent Director

Mr. Naik has been associated with the Bank of Baroda in various capacities as the Branch head, Regional head, Zonal Head as well as the General Manager. He is a CAIIB by profession.



Mr. Harshal Shah. Director

Mr. Shah is the CEO of Reliance Technology Ventures Ltd and has a rich experience of 14 years of playing diverse roles while being associated with known brand as IBM Global Strategy (USA), Northstar Global Partners (USA), Infostakes, Inc. (USA and India), and Accenture (USA, Singapore and Hong Kong). Mr. Shah is an MBA from the Wharton School of Business. He is also a Truman Gray Scholar from MIT and MIT Sloan School of Management from which he earned two Bachelors' degrees: in Management, and Electrical Engineering & Computer Science.



Mr. Udit Sheth, Executive Director

Mr. Sheth started his career at Setco in 2002. A strategist by temperament, he has been responsible for Strategy and Business Development for Group Information Technology and the Joint Ventures of the Company. A key member within the M&A team, he has contributed to the Company's U.K. and USA acquisitions. Mr. Sheth is a Bachelor of Finance and MIS from Purdue University.



Mr. Shvetal Vakil, Executive Director

Mr. Vakil has over 38 years of diverse experience ranging from Greenfield projects, setting up JVs, strategizing M&As etc. In his career path, Mr. Vakil has also been associated with Hindustan Unilever wherein he was extensively involved with the setting up of the export business of Agri Products of the Company. He has also been the Director & Vice President in Bunge India Pvt. Ltd., an American Transnational & Global Leader in Veg. Oils and Oilseeds. Mr. Vakil holds a Bachelors' degree from Mumbai University and has also pursued an Advanced Management Programme from IIM, Ahmedabad.

# Management discussion and analysis

#### **ECONOMY OVERVIEW**

Stimulus packages announced by various nations kick started the revival of the global economy towards end 2009. Emerging economies such as India and China bounced back much faster. They lead the recovery from the front, on account of huge domestic demand and a continued thrust on infrastructure creation, thus further propelling demand within the core sectors.

As per the advance estimates of GDP for 2009-10 released by the Central Statistical Organisation (CSO), the Indian economy is estimated to have grown at 7.2% in 2009-10, with the industrial and the service sectors growing at 8.2% and 8.7% respectively, mainly driven by: rising per-capita income, urbanization, favorable demographics, declining household size and increasing job security. Barring any problems caused by the country's fiscal vulnerability, growth is expected to strengthen in subsequent years, as it will continue to reap the benefits of ongoing economic opening and gradual improvements in infrastructure.

Inflation was one of the biggest economic challenges during 2009-10. The initial inflationary pressure was predominantly conditioned by rising food and fuel prices, reflecting the impact of a deficient monsoon on agricultural output and the increase in international crude prices. With weekly food price inflation on a year on year base, reached to a maximum of 19.95% for the week ending 5 December 2009, inflationary pressures threatened the economic growth during the last two quarters in 2009-10.

#### **INDUSTRY OVERVIEW**

The Commercial Vehicle industry recovered with a strong sales growth in second half of 2009-10. The Recovery in the commercial vehicle industry was mainly on account of improved liquidity, improving economic activity as reflected by an increase in industry production, favourable impact of Government supported stimulus package and overall improvement in the financing environment. Following the severe demand contraction in Q3FY09 triggered by the liquidity crisis and weakness of economic activity, especially in the M&HCV category, the auto industry recovered substantially in FY10 and grew robustly at 40.2% over

previous year. Robust growth was seen in the third and fourth quarter as sales volumes grew at 97.11% and 84.39% y-o-y respectively. In the recent months, the growth has also been stronger supported by some pre-buying ahead of the expected change in emission norms.

### Key growth drivers in coming years INCREASING FREIGHT CAPACITY

Due to the upsurge in economic activities and strong momentum in GDP growth, freight capacity is expected to increase at a healthy rate. Generally, freight capacity growth is 1.25-1.5 times of the GDP growth. This high growth in freight capacity will create strong demand for CVs in the system.

#### BAN ON OVERLOADING

Enforcement of the ban on overloading by Supreme Court will significantly enhance the demand for trucks in the system.

#### LEGISLATIVE MEASURES TO PROPEL REPLACEMENT DEMAND

Legislative pressure on banning 15-year old trucks is likely to trigger the replacement boom. Transport associations have introduced Voluntary Retirement Scheme for old trucks. If these old trucks are to be replaced, it will create additional replacement demand for 1.1 mn CVs.

### MASSIVE INVESTMENTS IN THE ROADS AND HIGHWAYS SECTOR TO SUPPORT GROWTH

Government investments in the roads and highways sector is expected to support growth in the commercial vehicle industry. According to the NHAI, India's road network is nearly 3.3mn kilometers. Approximately 65% of freight and 85% of passenger traffic is carried by the road network. Such massive investments will be positive for the overall demand.

Given the above factors, the MHCV Segment is likely to witness a major increase in demand going forward with sales expected to double over the next five years. This in term should help surge in our sales.

#### **COMPANY OVERVIEW**

#### **About the Company**

Established in 1982 by Mr. Harish Sheth, an entrepreneur,



**Government investments in the** roads and highways sector is expected to support growth in the commercial vehicle industry.



Setco Automotive Limited has since emerged as a leading Indian auto component company and one among the top five manufacturers of clutches for M&HCV in the world. Headquartered in Mumbai, the company has manufacturing presence across four locations, including 2 in India and one each in UK and USA. The company sells its clutches under the renowned 'LIPE' brand.

#### Corporate highlights 2009-10

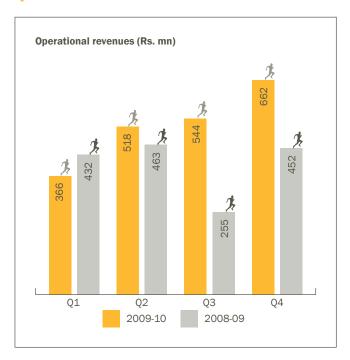
- The company crossed the Rs. 2 bn turnover mark
- Total production of clutch driven plates increased by 36.5% to 0.49 mn units
- · Total production of clutch cover assemblies increased by 42%% to 0.22 mn units
- Commenced operations in Press Shop in Kalol, Gujarat
- Total operational revenues increased by 30.5% from Rs.1.60 bn in 2008-09 to Rs. 2.09 bn in 2009-10
- EBIDTA increased by 49% from Rs. 264 mn in 2008-09 to Rs. 394 mn in 2009-10

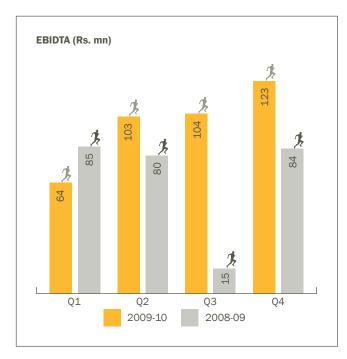
- Net profits increased by 55% from Rs. 114 mn in 2008-09 to Rs. 178 mn in 2009-10
- EPS increased by 55% from Rs. 13.01 in 2008-09 to Rs. 20.18 in 2009-10

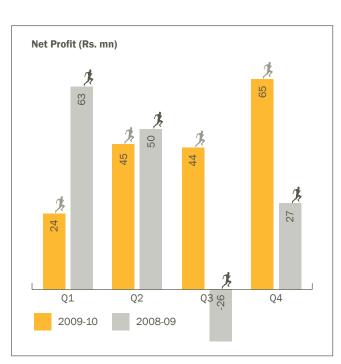
#### Major developments during the year

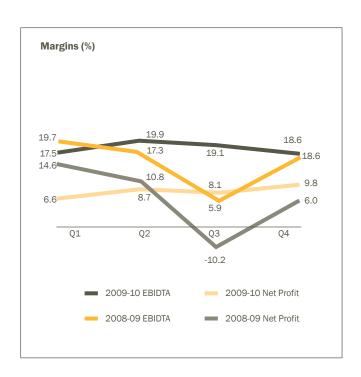
The year 2009-10 was a year of resurgence for the Indian economy. The results of the stimulus packages to Indian infrastructure became visible in terms of revived demand for commercial vehicles and construction equipment across industries. Being a preferred supplier to top M&HCV manufacturers in India, the company witnessed accelerated demand from the industry third quarter onwards, translating into substantial growth for the company during the year under review. 2009-10 was a year of firsts at Setco. The company not only recorded its highest revenues since its inception; it also recorded its highest production and EBIDTA during the year under review.

#### **QUARTERLY PERFORMANCE**

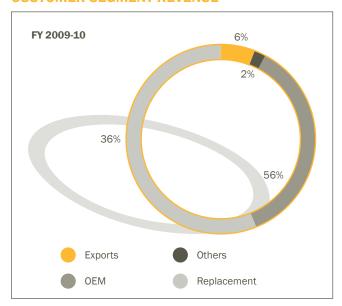


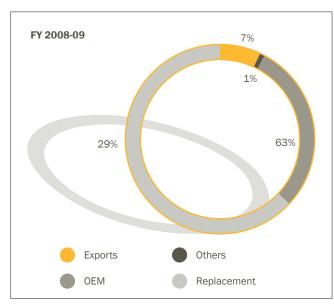






#### **CUSTOMER-SEGMENT REVENUE**





The company's growth was largely driven by the OEM segment that accounted for 36% of the total revenues during 2009-10 (against 29% during 2008-09). However, though the replacement sales increased by 18%, its share in the total sales decreased to 56% of the total sales in 2009-10 against 63% in 2008-09.



The company has been approved as the sole clutch provider for Tata's **World Truck series which were** launched in May, 2009.



#### **OEM** segment

Being a preferred manufacturer to the largest M&HCV manufacturers in India like Tata Motors, Ashok Leyland, Volvo Eicher and AMW, the company benefited substantially in the wake of the accelerated demand from the Original Equipment Manufacturer (OEM) segment. The M&HCV segment during the year witnessed strong growth in wake of ongoing thrust on infrastructure, revival of the consumer's purchasing power, increased demand of goods and services across the country and judicial changes resulting in mandatory vehicle replacement. While the Indian OEMs contributed to the company's growth in terms of sustained demand; the company was also benefited from forging strong relationships with global OEMs setting up bases in India. During the year, the company has been approved as the sole clutch provider for Tata's World Truck series which were launched in May, 2009.

With the sustained growth in the economy, India has been witnessing a large influx of global automotive players, setting up operational units to tap into growth in the region. Being a preferred supplier having a relevant scale, the company is also witnessing increased attraction from these global players. During the year under review, the company was also approved as a supplier to world-renowned auto makers setting up base for manufacturing of MHCV in India.

#### **Replacement or After-market segment**

Automotive clutches have an average replacement cycle of 2 years. In recent years, with the influx of superior technology and increased quality consciousness, the demand for branded clutches in the replacement market has witnessed an increase. The company has expanded its share in the replacement market considerably by partnering with OEMs to leverage their distribution networks, leading to wider reach and higher revenues at optimised costs. This partnership with the OEMs has resulted in a win-win proposition for the company as well as the OEMs. While the company gets continuous access to the market at optimised costs, the OEMs offer superior clutches as replacement spares to their existing customer base, resulting in better vehicle efficiency.

#### **Exports**

The company currently addresses the replacement markets in overseas markets like UK, US, Middle East and Africa through the distribution network of its OEM partners. The company's total exports during 2009-10 accounted for 6% of the topline.

#### **Expansion plans**

During early 2009-10, the company completed its expansion programme by commissioning operations in the press shop at Kalol unit. This has brought in substantial operational efficiencies, quality improvement and reduction in outsourcing cost. During 2010-11, the company proposes to undertake a programme phased over the next two years, for debottlenecking the capacities and achieving higher efficiencies in its units. This apart the Company also proposes to focus on enhancing its R & D, investing designing and testing capabilities. The Company also proposes to set up a unit in an SEZ to cater to the growing export demand. The proposed expansion programme is for Rs. 700 mn and will be completed by 2012-13.

#### **SWOT ANALYSIS**

#### **Strengths**

- The largest manufacturer of new-technology MHCV clutches in India and among the top five in the world
- Two decades of proven expertise and focus
- · Competence to offer and develop wide range of automotive clutches
- Qualified management team duly supported by dedicated
- A well-defined and scalable organization structure, capable of supporting surging growth
- Preferred supplier to a world-renowned clientele
- Continuous innovation and quality control
- · Manufactures at optimised costs

#### Weakness

• Operates in a business segment largely driven by economic environment of a country. Any slowdown in economy can result in stretched margins



The industrial relations were cordial and the management thoroughly acknowledges the support from the employees at all levels.



#### **Opportunities**

- With the Indian economy expected to increase by 8%, demand for M&HCV are expected to increase substantially
- Strong demand for passenger CVs
- Large inflow of global auto majors in to India for setting up operations
- Substantial cost advantage in India is expected to translate into increased global in-sourcing of auto components including clutches
- Access to Hydraulic technology for exploiting Indian market opportunities

#### **Threats**

- · Dependence on CV industry
- · Probable competition from overseas players

#### **HUMAN RESOURCES**

The Company recognizes that its employees are its principal assets and that its continued growth is dependent upon the ability to attract and retain quality people. The Company has established a full-fledged Human Resources Department which is entrusted with the responsibility of retaining and developing the skills of all its employees. The Company employed 521 people as on 31.03.2010. The Company also recognises the importance of providing training and development opportunities to its people to enhance their skills and

experiences, which in turn enables the Company to achieve its business objectives. The industrial relations were cordial and the management thoroughly acknowledges the support from the employees at all levels.

#### **INTERNAL CONTROL SYSTEM**

The Company has an adequate system of internal controls to safeguard and protect from loss, unauthorised use or disposition of its assets. All transactions are properly authorised, recorded and reported to the management. The Company is following all the Accounting Standards for properly maintaining the books of accounts and reporting of financial statements. The Company has an Internal Audit Team and has also appointed external Internal Auditors to review various areas of the operations of the Company. The audit reports are reviewed by the management and the Audit Committee of the Board periodically.

#### **OUTLOOK 2010-11**

The Indian economy is expected to grow @7.5% in 2010-11, auguring well for the Indian commercial vehicle industry. The company has already undertaken the effort to evolve from an existing automotive clutch company into an automotive systems company. The company is working on expanding its product range in hydraulics and pressings thereby catering to new OEMs and replacement markets going forward.

### Risk

### Management

#### **ECONOMY RISK**

Any slowdown in the economy is expected to translate into lower demand for M&HCVs

#### **Risk mitigation**

- The economic slowdown will impact the business from the OEM segment only
- The company's revenues from replacement or aftermarket segments account for 56%
- · A clutch has an average life of 2 years
- Of the six million commercial vehicles currently plying on Indian roads, ~1/3rd were produced in the last decade and use technology clutches, thereby presenting a huge opportunity for the company

#### **TECHNOLOGY OBSOLESCENCE RISK**

In an ever evolving automotive component scenario, a company has to be quick to respond to technology changes. Any delay could lead to a loss in market share.

#### **Risk mitigation**

- The company has consistently invested in the technological upgradation in all its units.
- The company has invested in state-of-the art R&D centres in UK and USA to ensure faster development of new products and absorption of new technology
- Constant R&D initiatives, in-house product development and extensive training programmes have enabled the company to offer qualitatively superior products.

#### **COMPETITION RISK**

The company is a leading player in the segment that has been traditionally dominated by both the established domestic as well as foreign players.

#### **Risk mitigation**

 The company has emerged as a leader in automotive clutches for M&HCVs on account of its superior product quality and impeccable service standards

- Being situated in India, the company ensures a cost advantage along with the best in class quality for its customers
- Its ability and technological expertise in offering quick service and cost-effective solutions has also made it a preferred supplier to even the world class companies establishing their operations in India

#### **FINANCIAL RISKS**

The required bank credit may not be available for the company's working capital intensive business. As a result of tight liquidity and selective lending by the banks, the applicable interest rates may be higher. Further, volatile currency movements, depreciation of rupee in particular, may adversely affect the operations of the company

#### **Risk mitigation**

- The company has longstanding relationship with bankers and has established credibility with them.
- Although the company has overseas operations, currently it doesn't have any substantial foreign trade transactions.

#### **HUMAN RESOURCE RISK**

In a knowledge-led business, any attrition at the key managerial level is injurious to the company's profitability

#### **Risk mitigation**

- The company has created a successful and scalable business model by putting people first
- The company ensures a progressive career path for each of its employees
- High levels of interdepartmental and intra-departmental transparency allows speedy resolution of the employees' concerns
- Continuous efforts for training and development of all personnel across departments
- The attrition rate in the Company is amongst the lowest in the industry.

# Directors' Report

#### Dear Members,

Your Directors have pleasure in presenting this Twenty Seventh Directors' Report together with the audited Annual Accounts of the Company for the financial year ended March 31, 2010.

#### **FINANCIAL PERFORMANCE**

Your Company outperformed industry expectations during the Financial Year 2009-10 with net sales increased by 30.5% from Rs. 1,602.2 Mn in the previous year to Rs. 2,091.0 Mn, the Net Profit after Tax increased by 55.14% from Rs. 114.7 Mn in the previous year to Rs. 178.1 Mn and Earning Per Share increased by 55.1% at Rs. 20.18 from that of Rs. 13.01 in previous year.

The highlights of the financial position for the year under review as compared to the corresponding period in the previous year are given below:

(Rs. in Mn)

Particulars	Stand	Standalone		Consolidated	
	2009-10	2008-09	2009-10	2008-09	
Net Sales	2,091.03	1,602.18	2,558.52	2,320.03	
Operating Profit	394.18	264.30	395.25	327.59	
Profit before Taxation	246.29	142.30	197.25	165.91	
Profit after Taxation	178.06	114.75	143.14	133.22	

#### **DIVIDEND**

With the robust performance of the Company, your Directors recommend Dividend at 30 % (Rs. 3/- per Equity Share of Rs. 10/- each) for the year ended March 31, 2010 increased from 25 % (Rs 2.5 per share) in the previous year. The Dividend distribution would result in cash outflow of Rs. 30.9 Mn (including Dividend Distribution Tax).

#### **OPERATIONS AND FINANCE**

Your directors have analysed the Company's Operations and Finances. A detailed report has been provided in the attached Management Discussion and Analysis.

#### **FIXED DEPOSITS**

Your Company has not accepted any fixed deposits and as such no amount of interest and principal fixed deposit was outstanding as on the balance sheet date.

#### **AUTOMOTIVE INDUSTRY**

Despite the global slowdown, the Indian Industry managed to

come out of it relatively unscathed. Various measures taken by the government and the central monetary agency helped the Indian economy to reverse the trend particularly from the 2nd half of 2009-2010 with economic recovery becoming more visible from the third quarter of the year. However, rising inflation on account of the increase in the price of food products was a cause of concern. The increase in interest rates to control the rise in inflation as well as the appreciation of the Rupee, particularly from last quarter of the year were some of the worrying issues.

Meanwhile, the OEM segment recorded robust growth in M&HCV segment, especially in the second half, with production and sales during 2009-2010 increasing by 30% and 34% respectively YoY. The Aftermarket segment also registered steady growth during the year. As a part of this upward trend, the auto and auto component sectors have also seen a major improvement in their markets. The international market is yet to really bounce back into shape, however with strong internal demand, the automobile industry is expected to continue to do







well, with the auto component industry also receiving its due share in this growing market.

#### **BOARD OF DIRECTORS**

The composition of Board of Directors is a combination of Independent and Non Independent Directors, constituted in compliance of Companies Act, 1956, Listing Agreement with the Stock Exchange and the best practices in Corporate Governance. The Board functions either as full Board or through various committees, namely, Audit Committee, Shareholders' / Investors Grievance Committee and Remuneration Committee.

#### **DIRECTORS**

#### **Appointment of Director under Section 260**

The Board at its meeting held on January 22, 2010 appointed Mr. Ashok Kumar Jha as an Additional Director of the Company. In accordance with Section 260 of the Companies Act, 1956 and Article 173 of Articles of Association, Mr. Ashok Kumar Jha holds office up to the date of forthcoming Annual General Meeting of the Company. The Company has received notice under section 257 of the Companies Act, 1956 from a shareholder proposing Mr. Ashok Kumar Jha be appointed as a Director.

#### **Reappointment of Directors by Rotation**

In terms of the provisions of the Companies Act, 1956 and the Articles of Association of the Company, Mr. Arun Arora and Mr. Bhalachandra L. Naik, Directors of the Company retire by rotation at the ensuing Annual General Meeting and being eligible, offers themselves for re-appointment.

#### **AUDITORS**

M/s. Manesh Mehta & Associates, Chartered Accountants, the Statutory Auditors of the Company will be retiring at the ensuing Annual General Meeting. M/s. Manesh Mehta & Associates have confirmed their eligibility and willingness to accept office as Statutory Auditors for Financial Year 2010-2011.

#### **COMMENTS ON AUDITORS REMARKS**

In compliance of Section 217 (3) of the Companies Act, 1956, your directors report that the notes to the Accounts in Schedule 18 and the Directors Responsibility Statement in this report are self explanatory as regards to their comments on the Auditors remarks and should be taken accordingly.

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

Your Directors, in compliance of Section 217 (2AA) of the Companies Act, 1956, and to the best of their knowledge and belief, hereby confirm that:

- (i) In the preparation of the annual accounts, the applicable accounting standards have been consistently followed by the Company as stated in the Significant Accounting Policies and Notes to the Accounts, Schedules 17 and 18 alongwith proper explanation relating to material departures wherever necessary.
- (ii) Selected accounting policies were applied consistently and the Directors made judgment and estimates that are reasonable and prudent so as to give a true and fair view of the state of affairs of the Company at the end of the financial year, 31st March 2010 and the profit of the Company for the year ended on that date.
- (iii) Proper and sufficient care has 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.
- (iv) The annual accounts have been prepared on a going concern basis.

#### **Corporate Governance:**

Your Company is committed to observing the best Corporate Governance practices and ensuring all compliances with the requirement of Clause 49 of the Listing Agreement relating to Corporate Governance.

The Company has complied with all the norms and disclosures

### **Directors' Report**

as per the provisions of the Clause 49 of the Listing Agreement with Stock Exchange. The Management Discussion and Analysis Report and the Corporate Governance Report along with Auditors' Certificate thereon form part of this Report.

The Company has adopted the 'Setco Automotive Limited Code of Conduct for Prevention of Insider Trading', which enlightens the Company's commitment to transparency and fairness in dealing with all stakeholders and in ensuring adherence to all laws and regulations.

#### **Particulars of Employees:**

The information relating to the particulars of employees as required pursuant to Section 217 (2A) of the Companies Act, 1956 read with Companies (Particulars of Employees) Rules, 1975, as amended, are to be set out as Annexure to this Directors' Report. However, as per Section 219(1)(b)(iv) of the Act, the Directors' Report is circulated to all members excluding the above information about the employees. Any shareholder interested in obtaining a copy of said information may write to the Company Secretary at the Company's Registered Office.

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

- A. Conversation of Energy: The operations of the Company are not energy – intensive. However, the Company takes necessary steps wherever applicable, to conserve energy. To this extent, employees and operators are regularly educated about saving energy.
- B. Technology Absorption: The Company's product i.e. clutches for commercial vehicles are manufactured under the proprietary technology and heritage 'Lipe' Brand. The Company's maximum requirements for producing clutches are procured indigenously. However, certain critical components are continued to be imported in order to offer better quality to customers and at a competitive price.
- Foreign Exchange Earnings and Outgo: Details of foreign exchange earnings and outgo during the financial year

2009-2010 are set out in Note 21 of Schedule 18 of the Annual Accounts.

#### **QUALITY STANDARD ACCREDITATION**

Your Company is ISO 9002 as well as TS 16949 certified in line with the global requirements of the automotive sector by Bureau Veritas Certification (formerly BVQI). Your Company expects to soon receive certification for Environmental Management System (EMS) (ISO 14001) as well as Occupational Health and Safety Standards (OHSAS 18001).

#### **EMPLOYEES RELATIONS**

The industrial relations during the period under review remained cordial. Company has received full cooperation from its employees at all levels during the year. The effort made by them in achieving all round improvements in operations and management is commendable and your company sincerely appreciates their contribution.

#### **Human Resources:**

Setco believes that its employees are its true assets. Special care is taken in continuously providing training to the employees at all levels to develop and improve their skills and ensure greater productivity. Such trainings are arranged in-house as well as by deputing the employees for specialised courses. The management takes care in allocating a special budget to training while formulating its yearly budget.

During the year, the management's move to reward employees who provided innovative ways and means on cost effectiveness and process improvement etc received immense response from the operators and employees at the operating level. Through this manner the company was able to improve the process control and increase cost effectiveness without any compromise on quality. The exercise also helped to develop a sense of "Participative Management".

**Declaration under Section 212 of the Companies Act 1956**The statement pursuant to Section 212 of the Companies Act,

1956 containing details of the Company's subsidiaries viz. Setco Automotive (UK) Ltd., (SAUL), Setco Automotive (NA), Inc, (SANAI), WEW Holdings Limited, is provided in this Annual Report.

The Company was exempted from attaching the copy of the Balance Sheet, Profit & Loss Account, Directors' Report, Auditors' Report of the subsidiaries with the Balance Sheet of the Company in the preceding financial years. A similar application for exemption in the current financial year was also made to Ministry of Corporate Affairs and the approval is awaited. Any member interested in obtaining the above may write to The Company Secretary and upon receipt of such request, these documents will be made available.

The summary of financial performances of subsidiaries has been separately furnished forming part of this Annual Report.

#### **CORPORATE SOCIAL RESPONSIBILITY (CSR)**

In addition to setting up and running the 3 Anganwadis set up last year, the company is working on constructing 7 more Anganwadis. Over 240 Children from economically backward classes avail the facilities offered by Anganwadis. At an average 48 pregnant women who cannot otherwise afford, special health checkups and dietary supplements are also provided here. Nearly 40 women from this area attend vocational classes here to develop skills such as stitching.

To create awareness about the Environment, Setco, on World Environment Day, undertook a tree plantation drive this year with the children from the Anganwadi.

The Company's employees, in a bid to give something back to the Society, participated in Blood Donation Drive. 184 employees donated blood at the event which was organised under the banner of Red Cross Society.

As a part of our effort to encourage education, we provide scholarships for the children of all employees with special incentives for girls.

The ITI in Zalod (Gujarat) that was adopted by the company meanwhile continues to remain a priority with the company. This project was taken up with the aim of providing quality technical education in order to create gainful employment opportunities for youth from this economically backward tribal region.

In a bid to take its focus on education to the next level, a blueprint is being worked out for setting up a school and a sports complex to cater to classes upto 12th standard specially targeting children from underprivileged backgrounds.

#### **ACKNOWLEDGEMENTS**

The Directors express their deep sense of gratitude to the Company's bankers and associated financial institutions. Their unstinted and continued support has great values for the Company in achieving the success it has recorded.

The Directors also like to thank the Company's stakeholders, supply chain partners and other business associates for their continued co-operation and support and look forward for the current year and in the coming years as well.

The Directors would also like to place on record, the dedication and contribution made by employees at all levels, who through their dedication and hard work have enabled the Company to post a remarkable performance year after year and look forward to their support in future as well.

> For and on behalf of the Board Sd/-**Harish Sheth** Chairman and Managing Director

Mumbai August 12, 2010

## 

### **Governance Report**

#### 1. PHILOSOPHY:

The Company's philosophy on Corporate Governance is established on transparency and accountability.

The Company is committed to good corporate governance and ensures transparency in all its operations, timely disclosures and accurate dissemination of information, thereby enhancing shareholders value without compromising the compliance with laws and regulations.

The Company observes Corporate Governance that goes beyond adherence of regulatory requirements.

The Company has complied with norms and disclosures as required under the provisions of Clause 49 of the Listing Agreement.

#### 2. BOARD OF DIRECTORS

#### (i) Composition of the Board

The composition of Board of Directors is in conformity with Clause 49 of the Listing Agreement. The Board comprises 9 Directors of which 5 (Five) Directors are Independent, 1 (One) Director is Non Executive and 3 (Three) Directors are Executive.

The Composition of Board and category of Directors are as follows:

Category	Name of the Director		
<b>Executive Directors</b>			
Promoters Directors	Mr. Harish Sheth		
	Mr. Udit Sheth		
Non Promoter Director	Mr. Shvetal Vakil		
Non Executive Directors			
<ul> <li>Independent</li> </ul>	Mr. Arun Arora		
	Mr. Pratap Merchant		
	Mr. Satish Deshpande		
	Mr. Ashok Kumar Jha		
	Mr. Bhalachandra Naik		
Non Independent	Mr. Harshal Shah		

Mr. Harshal Shah, Non Executive Director is related to Mr. Harish Sheth and Mr. Udit Sheth.

As prescribed under Clause 49 of the Listing Agreement, None of the Directors is a member of more than ten Committees nor is any of them, a chairman of more than five committees in which they are members.

(ii) The dates of Board Meetings, record of attendance, directorships of public limited companies & Membership / Chairmanship are as follows:

Board Meetings / Procedure

During the financial year, the Board Meetings were held on May 12, 2009, May 30, 2009, June 26, 2009, July 30, 2009, August 17, 2009, October 30, 2009 and January 22, 2010.

Proper notices for the Board / Committee meeting were sent to the Directors / Committee members. Further, detailed agenda were also sent to all the Directors / Committee Members for each Board / Committee Meetings enabling them to deliberate on issues and provide their suggestions/contributions during the meeting.

The Chairman and Managing Director briefs the Board at every meeting on the overall performance of the Company, reviews business plans, annual budgets including capex plans, compliance reports under various statutes, including adoption of quarterly results, details of investor grievances and major legal issued.

The Board also reviews periodic compliance certificate issued by the Executive Director of the Company regarding compliance of various laws, rules & regulations as may be applicable to business of the Company from time to time.







Name of the Director	No. of Board Meetings Attended	Attendance at the AGM	No. of Directorship of Public Limited Companies @	No. of Membership in Committees#	No. of Chairmanship in Committees#
Mr. Harish Sheth	7	Present	1	1	-
Mr. Pratap Merchant	7	Present	4	4	2
Mr. Arun Arora	7	Absent	1	1	-
Mr. Satish Deshpande	7	Absent	1	2	1
Mr. Udit Sheth	5	Absent	1	-	-
Mr. Shvetal Vakil	7	Present	2	-	-
Mr. Ashok Kumar Jha*	-	-	3	-	-
Mr. Bhalachandra Naik	7	Absent	1	-	-
Mr. Harshal Shah	4	Absent	1	2	-

<sup>@</sup> Including Directorship of Setco Automotive Limited.

#### (iii) Details of Directors seeking appointment / re-appointment at the Annual General Meeting

Mr. Arun Arora and Mr. Bhalachandra Naik retire by rotation and being eligible offer themselves for re-appointment.

Mr. Ashok Kumar Jha was appointed as Additional Director of the Company. In terms of Section 260 of the Companies Act, 1956, Mr. Ashok Kumar Jha holds office upto the date of Annual General Meeting of the Company. Notice under section 257 of the Companies Act, 1956 has been received from a member proposing Mr. Ashok Kumar Jha as a Director, liable to retire by rotation.

The brief resumes of directors seeking appointment / re-appointment is annexed to this Report.

## **COMMITTEES OF BOARD OF DIRECTORS**

As on March 31, 2010, the Board has three Committees viz. Audit Committee, Shareholders' / Investor's Grievance Committee and Remuneration Committee. The composition of committees is in accordance with the Companies Act, 1956 and the Listing Agreement.

#### **Audit Committee:**

The composition of Audit Committee is in accordance with the Companies Act, 1956 and Clause 49 of the Listing Agreement which prescribes that two-third of members of Audit Committee shall be independent Directors and the Chairman of the Audit Committee shall be Independent Director.

The Committee met 6 times during the financial year 2009-10 viz. May 15, 2009, May 30, 2009, June 26, 2009, July 30, 2009, October 30, 2009 and January 22, 2010. The detailed constitution and attendance at meetings of the Committee which were held during the year are as follows:

Name of the Director	Category	Position	No. of meetings held	No. of meetings attended
Mr. Pratap Merchant	Independent Director	Chairman	6	6
Mr. Satish Deshpande	Independent Director	Member	6	6
Mr. Harshal Shah	Non Executive Director	Member	6	3

<sup>#</sup> Committees considered are Audit Committee and Shareholders' / Investor's Grievance Committee including that of Setco Automotive Limited.

<sup>\*</sup> Mr. Ashok Kumar Jha was appointed as Additional Director w.e.f. January 22, 2010.

The Chairman of the Audit Committee attended the Annual General Meeting of the Company held during the year under review.

The terms of reference of the Audit Committee are in accordance with Section 292A of the Companies Act, 1956 and Clause 49 of the Listing Agreement. Broadly, the Committee overviews financial reporting and information dissemination process to ensure that the financial statements are true, fair, sufficient and credible. In addition, the Committee reviews internal audit reports of the independent internal auditors of the Company, recommends appointment and scope of internal auditors and appointment of statutory auditors and recommends their remuneration to the Board. Audit Committee also reviews quarterly, half yearly and annual financial statements before submission to the Board.

#### **Shareholders' / Investor's Grievance Committee:**

The Shareholders' / Investor's Grievance Committee comprises of 4 Directors, of which two are independent Directors, one non executive director and one executive director. The Chairman of the committee is an Independent Director.

The committee met 4 times during the financial year 2009-10 viz. May 12, 2009, July 30, 2009, October 30, 2009 and January 22, 2010. The detailed constitution and attendance at meetings of the committee is as under:

Name of the Director	Category	Position	No. of meetings held	No. of meetings attended
Mr. Satish Deshpande	Independent Director	Chairman	4	4
Mr. Arun Arora	Independent Director	Member	4	4
Mr. Harshal Shah	Non Executive Director	Member	4	3
Mr. Harish Sheth	Executive Director	Member	4	4

 $The \ Committee \ looks \ after \ redress al \ of \ complaints \ received \ from \ the \ Investor \ / \ shareholders \ on \ any \ issue.$ 

Name & Designation of Compliance Officer(s):

- 1. Mr. Mihir Mehta, Company Secretary
- 2. Mr. Kalpesh Shah, Manager

The status of investor grievances received during the financial year 2009-10 is as follows:

No. of Complaints pending at the beginning	01
No. of Complaints / queries received	196
No. of complaints resolved	197
No. of complaints pending as on March 31, 2010	Nil

## **Remuneration Committee:**

The Remuneration Committee was constituted to consider / review the managerial remuneration.

The remuneration committee comprises of three Directors all of them are independent. The composition of Remuneration Committee is in accordance with Clause 49 of the Listing Agreement and the Companies Act, 1956.

The committee met 3 times during the financial year 2009-10 viz. June 26, 2009, August 17, 2009 and October 30, 2009. The detailed constitution and attendance at meetings of the committee is as under:

Name of the Director	Category	Position	No. of meetings held	No. of meetings attended
Mr. Pratap Merchant	Independent Director	Chairman	3	3
Mr. Satish Deshpande	Independent Director	Member	3	3
Mr. Arun Arora	Independent Director	Member	3	3

The terms of reference of remuneration committee is to determine remuneration packages for executive Directors, appointment / re-appointment of the Executive Directors, remuneration payable to relatives of Directors and such other matters as may be referred to by the Board from time to time.

The Remuneration Committee considers recommending remuneration for the managerial personnel taking in account qualification, experience, performance, current market trend and such other relevant factors.

The non executive Directors are paid sitting fees as per the provisions of the Companies Act, 1956 and Articles of Association of the Company for attending the Board / Committee meetings.

The members of the Company at the 26th Annual General Meeting held on September 24, 2009 approved commission of upto 1% of profits payable to Non Executive Directors of the Company and authorised the Board to determine such commission.

The detailed information for Directors' remuneration / commission for financial year 2009-10 is as follows:

(Amount in Rs. Lacs)

Name of the Director	Category	Salary, allowances and perquisites	Contribution to Provident and Other Fund	Commission	Sitting Fees	Total
Mr. Harish Sheth	Chairman and Managing Director	60.00	7.20	77.64	-	144.84
Mr. Udit Sheth	Executive Director	47.00	5.04	-	-	52.04
Mr. Shvetal Vakil	Executive Director	57.00	4.32	-	-	61.32
Mr. Arun Arora	Independent Director	-	-	5.20	1.05	6.25
Mr. Pratap Merchant	Independent Director	-	-	5.20	1.10	6.30
Mr. Satish Deshpande	Independent Director	-	-	5.20	1.30	6.50
Mr. Harshal Shah	Non Executive Director	-	-	5.20	-	5.20
Mr. Ashok Kumar Jha	Independent Director	-	-	1.30	-	1.30
Mr. Bhalachandra Naik	Independent Director	-	-	5.20	0.70	5.90

Mr. Harshal Shah, Non Executive Director being relative of Mr. Harish Sheth and Mr. Udit Sheth, Executive Directors, is not paid any sitting fees. The Company has no stock options plans.

The details of Equity Shares held by Non Executive / Independent Directors as at March 31, 2010:

Name of the Director	No. of Equity Shares held
Mr. Arun Arora	14,300
Mr. Satish Deshpande	Nil
Mr. Ashok Kumar Jha	Nil
Mr. Pratap Merchant	4,750
Mr. Bhalachandra L. Naik	1,200
Mr. Harshal Shah	50,000

#### **Means of Communication:**

The Company publishes its quarterly, half-yearly and yearly financial results in leading English and Gujarati newspapers. The results are also posted on Company's website viz. www.setcoauto.com.

The Company also sends half-yearly performance to its shareholders and stakeholders.

All price sensitive information are immediately informed to Stock Exchange before the same is communicated to general public through press releases, if any.

#### **Details of Non compliance with Capital Markets**

The Company has complied with all the requirements of regulatory authorities on matters relating to capital markets and no penalties / strictures have been imposed on the Company by the Stock Exchange or SEBI.

#### Compliances with Mandatory / Non Mandatory requirements of the Listing Agreement:

The Company has complied with all the mandatory requirements of the listing agreement and adopted part of the non mandatory requirements like constitution of Remuneration Committee to review remuneration payable to managerial personnel and communication of half yearly results to the shareholders.

#### **Disclosure of materially significant Related Party Transactions:**

The Company did not enter into any materially significant transactions with Promoters, Directors or the Managements, their subsidiaries or relatives etc., which were in conflict with the interest of the Company. Details of Related Party Transactions are provided in Note 17 of Schedule 18 of the Annual Accounts.

## **Management Discussion and Analysis Report**

Management Discussion and Analysis Report forms part of this Annual Report.

#### **Risk Management**

The Company has adopted Effective Risk Assessment and Risk Mitigation Policy, which is reviewed by the Board of Directors periodically.

#### **General Body Meetings**

i. Details of last three Annual General Meetings held:

Financial Year	Financial Year Venue		Time
2006-2007 Baroda – Godhra Highway, Kalol, District – Panchmahal, Pin Code – 389 330, Gujarat.		Thursday, September 20, 2007	3.00 p.m.
2007-2008	Baroda – Godhra Highway, Kalol, District – Panchmahal, Pin Code – 389 330, Gujarat.	Tuesday, August 19, 2008	3.00 p.m.
2008-2009	Baroda – Godhra Highway, Kalol, District – Panchmahal, Pin Code – 389 330, Gujarat.	Thursday, September 24, 2009	3.00 p.m.

## ii. Special Resolutions passed during the last three years

Date of AGM	Section	Particulars of Special Resolution
September 20, 2007	Section 372A of the Companies Act, 1956	To make investments in joint ventures / subsidiaries
August 19, 2008	-	To delist Company's Equity Shares from Ahmedabad Stock Exchange
September 24, 2009	1. Section 297 of the Companies Act, 1956.	To accord sanction to the Company to enter into arrangement with M/s. Western Engineering Works, a firm in which Directors are interested.
	2. Section 295 and Section 372A of the Companies Act, 1956.	To accord sanction to Board to make investments / provide loans to Companies in which Directors are interested.
	3. 3. Section 198 and Section 309 of the Companies Act, 1956	To pay commission upto 1 (One) percent to Non Executive Directors of the Company

iii. There were no resolutions passed through the Postal Ballot during the Financial Year 2009-10. None of the businesses proposed to be transacted at the ensuing Annual General Meeting require passing of resolution through postal ballot.

## **General Shareholder Information:**

(i) 27th Annual General Meeting

Day & date Saturday, September 18, 2010			
Time	3.00 P.M.		
Venue	Baroda - Godhra Highway, Kalol, District - Panchmahal, Pin Code - 389 330, Gujarat.		

(i) Financial Year April 1, 2009 - March 31, 2010 (ii) Dates of Book Closure August 9, 2010 - August 10, 2010 (iii) Dividend Payment Date On or after September 19, 2010. The Bombay Stock Exchange Limited

(iv) Listing on Stock Exchange Stock Code 505075

Demat ISIN in NSDL & CDSL INE878E01013

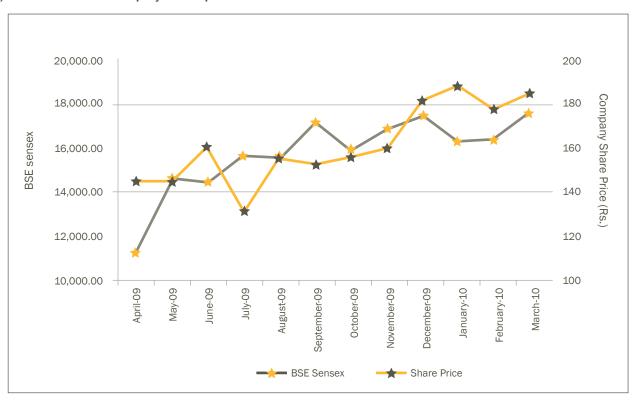
(v) Financial Calendar:

The Board of Director of the Company approves unaudited results for each quarter within such number of days as may be prescribed under Listing Agreement from time to time.

## (vii) Market Price Data for Financial Year 2009-10:

Month	Share P	rice	BSE Sensex
Month	High Price	Low Price	Adj. Close
April, 09	145.00	123.55	11,403.25
May, 09	144.70	125.00	14,625.25
June, 09	160.00	130.00	14,493.84
July, 09	132.00	115.00	15,670.31
August, 09	155.10	120.00	15,666.64
September, 09	152.75	135.00	17,126.84
October, 09	156.00	142.10	15,896.28
November, 09	160.00	143.00	16,926.22
December, 09	181.25	147.00	17,464.81
January, 10	188.00	157.00	16,357.96
February, 10	177.85	169.00	16,429.55
March, 10	184.75	155.10	17,527.77

# (viii) Performance of the Company's share price to BSE Sensex:



#### (ix) Registrar and Share Transfer Agents:

Link Intime India Private Limited Unit: Setco Automotive Limited C-13, Pannalal Silk Mill Compound L.B.S. Marg, Bhandup (West) Mumbai 400 078

#### (x) Share Transfer System:

The Company has appointed Link Intime India Private Limited as the Company's Registrar and Share Transfer Agents to handle demat and physical share transfers and other share related activities of the Company.

The members are advised to correspondent all their applications, grievances, requests relating to physical share transfers to Company's Registrar and Share Transfer Agents. The Company ensures that the Registrar process all the requests received from shareholders within three weeks from the date of receipt and timely update the Company on action status.

The shares held in dematerialised form are electronically traded in the depository and the Registrar & Share Transfer Agents receives from Depositories, periodical details of beneficiary holdings to update their records and registers.

The Shareholders / Investor's Grievance Committee of Board of Directors of the Company at its meetings held every quarter take note of status of investor's grievances / correspondences received during the quarter and also ratify transfers effected during the quarter.

#### (xi) Distribution of Shareholding as on March 31, 2010:

	Distribution of Shareholding				
No of Charge	Share	holders	Shares	Held	
No. of Shares	No.	%	Shares	%	
Upto 500	5,015	95.18%	432,389	4.90%	
500 - 1000	97	1.84%	78,395	0.89%	
1001 - 2000	50	0.95%	77,528	0.88%	
2001 - 3000	26	0.49%	65,793	0.75%	
3001 - 4000	12	0.23%	42,485	0.48%	
4001 - 5000	18	0.34%	87,075	0.99%	
5001 - 10000	18	0.34%	148,455	1.68%	
10001 & above	33	0.63%	7,889,760	89.43%	
	5,269	100.00%	8,821,880	100.00%	

#### (xii) Dematerialisation and Liquidity:

As on March 31, 2010, 96.06% of Equity Shares (i.e. 8474652 Equity Shares) were held in dematerialised form and the rest in physical form. The equity shares of the Company are permitted to be traded only in dematerialised form.

The Company from time to time advocates its equity shareholders possessing shares in physical form to have the same dematted for their benefit.

#### (xiii) Outstanding GDRs / ADRs / Warrants or any Convertible Instruments:

There were no outstanding GDRs / ADRs / Warrants or any convertible instruments as at March 31, 2010.

#### (xiv) Plant Locations:

Gujarat: Baroda - Godhra Highway, Kalol, District Panchmahal, Pin Code 389 330, Gujarat.

**Uttarakhand:** Plot No. 196/A Phase 1, Eldeco Sidcul Industrial Park (E.S.I.P), Village Lalarpatti, P.O. Sia Camp, Udham Singh Nagar, Pin Code – 262 403, Uttarakhand.

#### (xv) Address for correspondence:

The members are requested to write to Link Intime India Private Limited for any query related to share transfers, dematerialization, transmissions, change of address, non receipt of divided or any other related queries.

The address of Link Intime India Private Limited is as follows:

Unit: Setco Automotive Limited

C-13, Pannalal Silk Mill Compound

L.B.S. Marg, Bhandup (West)

Mumbai 400 078

The members can also send their grievances, if any, to the Company Secretary at the Corporate Office of the Company at 2/A, Ground Floor, Film Centre Building, Tardeo Road, Mumbai – 400 034 or email at <a href="mailto:investor.relations@setcoauto.com">investor.relations@setcoauto.com</a>.

#### **Other Useful Information for Shareholders**

Due dates for Transfer of Unclaimed Dividend to Investor Education and Protection Fund (IEPF) are as under:

Financial Year	Date of declaration of Dividend	Due date to transfer to IEPF
Interim Dividend 2006-07	01.11.2006	01.12.2013
Final Dividend 2006-07	20.09.2007	20.10.2014
Final Dividend 2007-08	19.08.2008	19.09.2015
Final Dividend 2008-09	24.09.2009	24.10.2016

Shareholders who have not yet encashed their interim / final dividend warrants for the previous years may approach with non-cashed dividend warrants in their hands to the Company, at its Corporate Office for revalidation / issue of duplicate dividend warrants. It may be noted that any amount remaining unclaimed for a period of 7 years from the date of transfer to unpaid dividend account shall be transferred to the Investor Education & Protection Fund as required under Section 205-C of the Companies Act, 1956.

#### **Code of Conduct:**

Pursuant to Clause 49 of the Listing Agreement, the Board of Directors has laid down a 'Code of Conduct' for all Board and Senior Management Members and they have affirmed compliance with the Code of Conduct of the Company for the Financial Year 2009-10.

The declaration pursuant to Clause 49((1)(D) of the Listing Agreement stating that all the Board Members and Senior Management Members have affirmed their compliance with the said code of conduct for the year ended March 31, 2010 is annexed to this Report.

The Code of conduct is also placed on company's website.

## **Insider Trading:**

The Company has also Code of Conduct for Prevention of Insider Trading as required under SEBI (Prohibition of Insider Trading) Regulations, 1992. The Directors and Senior Management affirmed compliance of the said Code.

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

The Auditors Certificate certifying the Company's compliance with the requirements of Corporate Governance in terms of Clause 49 of the Listing Agreement is attached and forms part of this Annual Report.

#### **ANNEXURE**

#### Certificate pursuant to Clause 49(1)(D):

To

The members of

#### **Setco Automotive Limited**

I, Harish K. Sheth, Chairman and Managing Director of Setco Automotive Limited, hereby confirm, pursuant to Clause 49(1)(D) of the Listing Agreement, that the Board of Directors has laid down code of conduct for all Board and Senior Management Members of the Company and the said code has also been posted on the Company's website.

I further confirm that all the Board members and senior management personnel have affirmed their compliance with the said code of conduct for the year ended March 31, 2010.

#### Harish K. Sheth

Chairman & Managing Director

#### **ANNEXURE**

#### **Statutory Auditors Certificate for Corporate Governance**

To

The members of

# **Setco Automotive Limited**

Vadodara Godhra Highway,

Kalol - 389 330.

- 1. We have examined the compliance of conditions of corporate governance by Setco Automotive Limited for the year ended on March 31, 2010 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.
- 3. In our opinion and to the best of our information and according to the explanations given to us, we certify that the company has broadly complied with conditions of Corporate Governance as stipulated in the above mentioned Listing Agreement.
- 4. We 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 Manesh Mehta & Associates

**Chartered Accountants** 

(M. P. MEHTA)

Partner

(M. No. 36032)

Place: Vadodara

Date: August 12, 2010

## **CERTIFICATION UNDER CLAUSE 49 OF THE LISTING AGREEMENT**

We, Harish K. Sheth, Chairman and Managing Director and Vinay Shahane, Associate Vice President - Finance, designated as Chief Financial Officer of Setco Automotive Limited hereby certify that: -

- (a) We have reviewed financial statements of the Company for the year ended March 31, 2010 and that to the best of our knowledge and belief:-
  - (i) these statements do not contain any materially untrue statement or omit any material fact or contain statements that might be misleading;
  - (ii) 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) There are, to the best of our knowledge and belief, no transactions entered into by the Company during the quarter, which are fraudulent, illegal or violative of the company's code of conduct.
- (c) We accept the responsibility for establishing and maintaining internal controls for financial reporting and that we have evaluated the effectiveness of the internal control systems of the company pertaining to financial reporting and we have disclosed to the auditors and the Audit Committee, deficiencies in the design or operation of such internal controls, if any, of which we are aware and the steps we have taken or propose to take to rectify these deficiencies.
- (d) We have indicated to the auditors and the Audit committee:
  - (i) significant changes in internal control over financial reporting during the year;
  - (ii) significant changes in accounting policies during the year and that the same have been disclosed in the notes to the financial statements; and
  - (iii) there were no instances of significant fraud.

Date: August 12, 2010 **Harish K. Sheth Vinay Shahane** 

Place: Mumbai Chairman & Managing Director Associate Vice President - Finance

# **ANNEXURE**

The details of Directors seeking appointment  $\/$  re-appointment is as follows:

Name of the Director	Mr. Arun Arora
Date of Birth	August 8, 1945
Qualifications	B.Com., Advanced Management Programme Degree from the Harvard Business School
Specialised Expertise	Setting up new businesses, Strategy, Understanding of Media accross platforms, Mentoring and leading human capital
No. of Shares held in the Company	14,300
Directorships in other Companies	1. Worldwide Media Private Limited
	2. Edvance Learning Private Limited
	3. Edvance Online Private Limited
	4. Edvance Pre-School Private Limited
	5. SE TransStadia Private Limited
Committee positions held*	Member: Shareholders' & Investor Grievance Committee
Name of the Director	Mr. Bhalachandra L. Naik
Date of Birth	October 19, 1941
Qualifications	B. Com., CAIIB and AIBI
Specialised Expertise	Finance Operations
No. of Shares held in the Company	1,100
Directorships in other Companies	Nil
Committee positions held*	Member: Audit Committee
	·

Name of the Director	Mr. Ashok Kumar Jha
Date of Birth	April 18, 1947
Qualifications	Graduation from St. Stephen's College in Economics and Masters from the Delhi School of Economics. Masters Degree in Development Economics from the Australian National University, Canberra
Specialised Expertise	IAS officer from the AP cadre. He retired as the Finance Secretary, Ministry of Finance, Government of India. He has also served extensively in the Ministry of Economic Affairs. Post retirement, he joined the industry as President of Hyunda Motors
No. of Shares held in the Company	Nil
Directorships in other Companies	1. MCX Stock Exchange Ltd.
	2. HSBC Asset Management (India) Private Limited.
	3. S V Creditline Private Limited.
	4. Great Eastern Energy Corporation Limited
Committee positions held*	Member: Audit Committee

<sup>\*</sup>Committees considered are Audit Committee and Shareholders' / Investor's Grievance Committee including that of Setco Automotive Limited.

# **Standalone Financial**

Statements



To,

#### The Shareholders Of

#### **SETCO AUTOMOTIVE LIMITED**

- 1. We have audited the attached Balance Sheet of Setco Automotive Limited as at 31st March, 2010 and also 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. Our responsibility is to express an opinion on these financial statements.
- 2. We conducted our audit in accordance with auditing standards generally accepted in India. Those standards require that we plan & perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.
- 3. As required by the Companies (Auditor's Report) Order, 2003 as amended by the Companies (Auditor's Report) (Amendment) Order, 2004, issued by the Central Government of India in terms of Section 227 (4A) of the Companies Act, 1956, we enclose in the Annexure, a statement on the matters specified in paragraphs 4 and 5 of the said Order.
- 4. Further to our comments in the Annexure referred to in paragraph 3 above, we report that:
  - a) We have obtained all the information and explanations, which to the best of our knowledge and belief were necessary for the purposes of our audit;
  - b) In our opinion, proper books of account as required by law have been kept by the Company so far as appears from our examination of those books:
  - c) The Balance Sheet, Profit & Loss Account and Cash Flow Statement dealt with by this report are in agreement with the books of account:
  - d) In our opinion, the Balance Sheet, Profit & Loss Account and Cash Flow Statement dealt with by this report comply with the accounting standards referred to in sub-section (3C) of section 211 of the Companies Act, 1956;
  - e) Central Government has yet not notified the rules relating to the levy & collection of cess from Companies in terms of section 441A of the Companies Act, 1956. We are, therefore, not reporting on this matter as required by section 227 (3) (g) of the Companies Act, 1956.
  - f) On the basis of the written representations received from the directors as on 31st March, 2010 and taken on record by the Board of Directors, we report that none of the directors is disqualified as on 31st March, 2010 from being appointed as a director in terms of clause (g) of sub-section (1) of section 274 of the Companies Act, 1956.
  - g) Sundry debit & credit balances are subject to reconciliation and/or confirmation (Refer Note 13 of Schedule 18 "Notes forming part of Accounts")
  - h) Attention is invited to Accounting Policy No. 7(i) in Schedule 17 "Significant Accounting Policies" and Note No. 10 in Schedule 18 "Notes forming part of Accounts" for the change in accounting policy made during the year in revenue recognition and its ultimate impact on the Profits and Reserves & Surplus of the company. The current year's profits and Reserves & Surplus are lower by Rs. 40,61,284/- on account of the said change.
  - i) in our opinion and to the best of our information and according to the explanations given to us, the said financial statements, read with the Significant Accounting Policies and Notes forming part of Accounts, give the information required by the Companies Act, 1956 in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India:
    - (i) In the case of the Balance Sheet, of the state of affairs of the Company as at 31st March, 2010
    - (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 Cash Flow Statement, of the cash flows for the year ended on that date.

#### For MANESH MEHTA & ASSOCIATES

Chartered Accountants (Firm Registration No.: 115832W)

(M.P.MEHTA)

Partner (M. No. 36032)

Place: Mumbai Date: 28/06/2010



(Referred to in paragraph 3 of our report of even date)

- 1. In respect of its fixed assets:
  - a) The Company has maintained proper records showing particulars and situation of fixed assets. However, same is required to be refined with the newly implemented SAP computerized system.
  - b) As per the information and explanations given to us, there is a phased program of physical verification of fixed assets as adopted by the Company, which in our opinion, is reasonable having regard to the size of the company and the nature of the assets. As informed, no material discrepancies were noticed on such verification.
  - c) In our opinion and according to the information & explanations given to us, no substantial part of the fixed assets has been disposed off during the year and hence, going concern status of the company is not affected.
- 2. In respect of its inventories:
  - a) According to the information and explanations given to us, inventories were physically verified during the year by the management at reasonable intervals.
  - b) According to the information and explanations given to us, the procedures of physical verification of inventories followed by the management are reasonable and adequate in relation to size of the Company and the nature of its business
  - c) In our opinion and according to the information and explanations given to us, the Company has maintained proper records of its inventories. No material discrepancies were noticed on physical verification of inventory.
- According to the information and explanations given to us, the Company has neither granted nor taken any loans to/ from Companies, firms or other parties covered in the Register maintained under Section 301 of the Companies Act, 1956.
- 4. In our opinion and according to the information and explanations given to us, there is adequate internal control system commensurate with the size of the Company and the nature of its business, with regard to purchase of inventory, fixed assets, sale of goods and services. We have not observed any continuing failure to correct major weaknesses in such internal controls.
- 5. According to the information and explanations given to us, we are of the opinion that particulars of contracts or arrangements that need to be entered in the Register maintained in pursuance of Section 301 of the Companies Act, 1956, have been so entered. In our opinion and according to the information & explanations given to us, the transactions made in pursuance of such contracts or arrangements exceeding the value of Rupees five lacs have been made at prices which are reasonable having regard to the prevailing market prices at the relevant times.
- 6. The Company has not accepted any deposits from the public under section 58A and 58AA of the Companies Act, 1956 and the rules framed there under.
- 7. In our opinion, the Company has an adequate internal audit system commensurate with the size and the nature of its
- 8. According to the information and explanations given to us, the maintenance of cost records has not been prescribed by the Central Government under section 209 (1) (d) of the companies Act, 1956.
- 9. According to the information and explanations given to us and on the basis of our examination of books of account:
  - a) The Company has been generally regular in depositing undisputed statutory dues including Provident Fund and Employees State Insurance with appropriate authorities though there have been few instances of delay in deposition in respect of Professional Tax, Service Tax, Sales Tax, TCS, etc. However, there have been frequent delays during the year in depositing Tax deducted at Source. According to the information and explanations given to us, there are no undisputed items outstanding for more than six months as of 31st March, 2010.



b) According to the information and explanations given to us, there were no disputed amounts remaining unpaid in respect of Sales Tax, Excise duty, Service Tax and Custom Duty except following amounts in respect of income tax:

Sr. No.	Name of the Statue	Assessment Year	Amount (Rs.)	Forum where dispute is pending
1	Income Tax Act, 1961	2006-07	3,02,265/-	Commissioner of Income Tax (Appeals), Baroda
2	Income Tax Act, 1961	2007-08	10,83, 490/-	Commissioner of Income Tax (Appeals), Baroda

- 10. The company does not have accumulated losses as at 31.03.2010. The company has not incurred cash losses during the current year and the immediately preceding financial year.
- 11. In our opinion and according to the information & explanations given to us, Company has not defaulted in repayment of dues with regard to loans obtained from banks. The company has not taken any other loan from any financial institution nor issued any debentures.
- 12. The Company has given guarantees for loans taken by its subsidiaries from banks. In our opinion and according to the information and explanations given to us, the terms and conditions of the said guarantees are not, prima facie, prejudicial to the interest of the company.
- 13. In our opinion and according to the information and explanations given to us, the term loans availed by the Company during the year were, prima facie, applied for the purposes for which the loans were obtained.
- 14. According to the information and explanations given to us and based on our examination of the balance sheet on an overall basis, we report that no funds raised on short-term basis have been used for long-term investment.
- 15. The Company has not made any preferential allotment of shares to parties or companies covered in the register maintained under section 301 of the Companies Act, 1956 during the year and accordingly, the question of whether the price at which the shares have been issued is prejudicial to the interest of the company does not arise.
- 16. The Company has not issued any debentures during the year and accordingly, the question of creating security in respect thereof does not arise.
- 17. The company has not raised any money from public issue during the year and in the recent past and accordingly, the question of disclosing the end use of money raised by public issue does not arise.
- 18. To the best of our knowledge and belief and according to the information and explanations given to us, no fraud on or by the Company was noticed or reported during the year.
- 19. In our opinion and as per the information and explanations given to us, the nature of the Company's business/activities during the year is such that clauses (xii), (xiii) and (xiv) of the Companies (Auditor's Report) Order, 2003 are not applicable.

For MANESH MEHTA & ASSOCIATES

Chartered Accountants
(Firm Registration No.: 115832W)
(M.P.MEHTA)

Partner (M. No. 36032)

Place: Mumbai Date: 28/06/2010



					Rupe
		Schedule		As at 31.03.2010	As 31.03.20
I. SC	OURCES OF FUNDS :				
1.	Shareholders' Funds				
	a. Share Capital	1	88,218,800		88,218,8
	b. Reserves and Surplus	2	545,121,381		399,465,2
				633,340,181	487,684,0
2.	Loan Funds				
	a. Secured Loans	3	752,060,387		683,883,2
	b. Unsecured Loans	4	62,750,000		57,396,2
				814,810,387	741,279,4
3.	Deferred Tax Liabilities			40,836,000	22,222,0
Total				1,488,986,568	1,251,185,
II. AF	PPLICATION OF FUNDS:				
1.	Fixed Assets				
	a. Gross Block	5	896,063,710		521,714,
	b. Less: Depreciation		204,656,554		143,000,
	c. Net Block		691,407,156		378,714,6
	d. Capital Work in Progress		-		276,594,
				691,407,156	655,308,
2.	Investments	6		197,651,683	118,789,9
3.	Current Assets, Loans and Advances	7			
	a. Inventories		250,819,603		141,715,
	b. Sundry Debtors		352,828,685		299,245,
	c. Cash and Bank Balances		18,658,240		22,648,
	d. Loans & Advances		211,835,319		170,746,
			834,141,847		634,356,
	Less: Current Liabilities and Provisions	8			
	a. Liabilities		187,139,639		124,205,
	b. Provisions		49,434,776		37,621,
			236,574,415		161,827,
	Net Current Assets			597,567,432	472,529,
4.	Miscellaneous Expenditure (to the extent not written off or adjusted)	9		2,360,297	4,557,
Total				1,488,986,568	1,251,185,
Signific	ant Accounting Policies	17			
Notes o	on Accounts	18			

As per our report of even date attached

For Manesh Mehta & Associates

**Harish Sheth** Chairman and Managing Director For and on behalf of the Board

**Udit Sheth** Executive Director

Shvetal Vakil Executive Director

Manesh P. Mehta

Partner

Satish Deshpande

Ashok Kumar Jha Director

Director

Bhalachandra Naik Pratap Merchant

Vinay Shahane

Associate Vice President, Finance

Mihir Mehta Company Secretary

Place : Mumbai Place : Mumbai Date: June 28, 2010 Date: June 28, 2010

			Rupees
	Schedule	Year ended 31.03.2010	Year ended 31.03.2009
INCOME		31.03.2010	31.03.2009
Sales (Including Excise & Sales Tax)		2,258,505,714	1,728,647,047
Less : Excise Duty		111,311,472	95,209,207
Sales Tax		34,152,626	31,252,893
Sales lax		2,113,041,616	1,602,184,947
Less : Sales in Transit (Refer Note No.10 of Schedule 18)		22,008,212	1,002,104,341
Less : Sales III II alisit (Relei Note No.10 of Schedule 16)		2,091,033,404	1,602,184,947
Other Income	10	10,558,007	12,166,217
Increase/(Decrease) in Stocks	11	52,574,218	(3,964,409)
increase/ (Decrease) in Stocks	11	2,154,165,629	1,610,386,755
EXPENDITURE		2,134,103,029	1,010,380,733
Raw Materials, Components Consumed & Goods Traded	12	1,267,417,967	964,366,641
Personnel Expenses	13	137,154,805	102,526,199
Other Expenses	14	344,556,459	274,767,846
R & D Expenses	14	8,661,664	2,229,256
Miscellaneous Expenditure Amortised	15	2,196,898	2,196,903
wiscellarieous Experiulture Amortiseu	13		
Profit Before Depreciation, Interest, Exceptional/		1,759,987,793	1,346,086,845
Extra Ordinary Items & Tax		394,177,836	264,299,910
Depreciation	5	62,198,982	29,997,267
Interest & Financial Charges	16	85,687,809	65,466,019
		147,886,791	95,463,286
Profit Before Exceptional/Extra Ordinary Items & Tax		246,291,045	168,836,624
Less: Exceptional/Extra ordinary Items (Refer Note 6 of Schedule 18)		-	26,539,956
Profit for the year before tax		246,291,045	142,296,668
Less: Deferred Tax Adjustments		18,614,000	12,444,000
Provision for Fringe Benefit Tax		-	1,981,000
Provision for Corporate Tax		41,857,000	10,960,360
Tax Adjustment for Earlier Year		7,763,598	2,164,690
Profit Available for Appropriations		178,056,447	114,746,618
APPROPRIATIONS			
Proposed Dividend		26,465,640	22,054,700
Corporate Tax on Dividend		4,395,612	3,748,200
Transferred to General Reserve		17,805,645	11,474,662
Balance Profit		129,389,550	77,469,056
Profit Brought Forward from Previous Year		224,751,560	147,282,504
Profit Carried to Balance Sheet		354,141,110	224,751,560
Earning per share (See Note 23 of Schedule 18)			
Nominal value per share (Rupees)		10	10
Basic and Diluted Earning per share (After Exceptional / Extra ordinary Items)		20.18	13.01
Basic and Diluted Earning per share (Before Exceptional / Extra ordinary Items)		20.18	16.02
Significant Accounting Policies	17		
Notes on Accounts	18		

As per our report of even date attached

For Manesh Mehta & Associates

Manesh P. Mehta

**Harish Sheth** Chairman and Managing Director Satish Deshpande

Director

Vinay Shahane

Associate Vice President, Finance

Place : Mumbai Place: Mumbai Date: June 28, 2010 Date: June 28, 2010 For and on behalf of the Board

**Udit Sheth** Executive Director Ashok Kumar Jha Director

Executive Director Bhalachandra Naik Director

Director Mihir Mehta Company Secretary

**Shvetal Vakil** 

**Pratap Merchant** 



			Rupee
		As at 31.03.2010	As a 31.03.200
SCHEDULE: 1		31.03.2010	31.03.200
Share Capital			
Authorised :			
2,00,00,000 (2,00,00,000) Equity Shares of Rs. 10 each		200,000,000	200,000,00
Issued, Subscribed & Paid -up:		200,000,000	200,000,00
8821880 (8821880) Equity Shares of Rs.10 each	*	88,218,800	88,218,80
5021500 (5021500) Equity Shares of No.10 Cath		88,218,800	88,218,80
* Of the Equity Shares issued and paid up 2,20,000 shares of R	Rs 10/- each have	00,220,000	00,220,00
been issued against loans and arrears of interest due to the pro			
SCHEDULE: 2			
Reserves and Surplus			
1. Capital Reserve			
On forfeiture of Shares		21,000	21,00
2. Securities Premium		137,500,000	137,500,00
(On 12,50,000 shares @ Rs.110/- per share)			
3. General Reserve			
Opening Balance	37,192,655		23,705,53
Add: Gratuity Adjustment (Transitional Adjustment)	-		12,45
Transferred from Cash Subsidy A/c.	-		2,000,00
Transferred from Profit & Loss A/c.	17,805,645		11,474,66
·	54,998,300		37,192,65
Less: Compensated Absences Adjustment *	1,539,029		
		53,459,271	37,192,65
4. Profit & Loss Account		354,141,110	224,751,56
		545,121,381	399,465,21
* (Refer Note No.11(i) of Schedule 18)		ı	
SCHEDULE: 3			
Secured Loans			
From Banks			
1. Term Loans		334,291,449	408,150,81
Working Capital Facilities		417,768,938	275,732,40
(Refer Note No.07(i) of Schedule 18 for security and other deta	ails)		
		752,060,387	683,883,21
SCHEDULE: 4			
Unsecured Loans			
From Banks			
Bank of Baroda	50,000,000		
From Others			
Tata Capital Ltd.	12,750,000		57,005,01
Interest Accrued and Due	-		391,23
(Refer Note No.07(ii) of Schedule 18 for terms and other details)	)		
		62,750,000	57,396,24

# Schedule forming part of the Balance Sheet (Contd.)

# SCHEDULE: 5 Fixed Assets

											Kupees
	PARTICULARS		S00	ST			DEPRECIATION	IATION		NET BLOCK	LOCK
		Cost as on	Additions	Adjustment	Cost as on	Up to	Additions	Adjustment	Up to	As on	As on
		01.04.2009	tor the year	tor the year	31.03.2010	01.04.2009	tor the year	tor the year	31.03.2010	31.03.2010	31.03.2009
V	Tangible Assets										
01	Land	30,678,838	25,927,872	•	56,606,710	ı		•		56,606,710	30,678,838
02	Building	61,131,858	121,461,502	1	182,593,360	7,273,461	5,816,030	•	13,089,491	169,503,869	53,858,397
03	Plant & Machinery	279,546,811	221,791,183	337,453	501,000,541	101,114,610	41,971,416	337,453	142,748,572	358,251,969	178,432,201
04	Furniture & Fixtures	17,795,017	1,668,581	1	19,463,598	2,255,258	1,156,797	1	3,412,055	16,051,543	15,539,759
05	Office Equipments	5,396,131	131,166	-	5,527,297	913,750	259,054		1,172,804	4,354,493	4,482,381
90	Pollution Equipments	277,500	1	•	277,500	42,123	13,181	-	55,304	222,196	235,377
07	Computers	9,269,363	2,759,830	•	12,029,193	3,558,537	1,527,601		5,086,138	6,943,055	5,710,826
80	Electric Fittings	25,174,034	170,151	•	25,344,185	1,251,755	1,198,695	-	2,450,450	22,893,735	23,922,279
60	Vehicle	10,604,758	1	852,109	9,752,649	2,177,107	904,601	205,259	2,876,449	6,876,200	8,427,651
g	Sub Total (Tangible Assets)	439,874,310	373,910,285	1,189,562	812,595,033	118,586,601	52,847,375	542,712	170,891,263	641,703,770	321,287,709
	Intangible Assets				1						
01	Goodwill	1,961,719	1	-	1,961,719	1,961,719		-	1,961,719	•	1
01	Product Developement	47,687,348	8,563,750	-	56,251,098	18,177,670	3,577,986		21,755,656	34,495,442	29,509,678
03	Technical Know how	2,775,310	•	•	2,775,310	2,775,310		•	2,775,310	•	1
02	Computer Software	28,852,275	4,274,541	11,210,254	21,916,562	1,223,054	5,641,112		6,864,166	15,052,396	27,629,221
03	Web Site Development	563,988	•	•	563,988	275,931	132,509		408,440	155,548	288,057
qn	Sub Total (Intangible Assets)	81,840,640	12,838,291	11,210,254	83,468,677	24,413,684	9,351,607	•	33,765,291	49,703,386	57,426,956
<u>ra</u>	Grand Total (A + B)	521,714,950	386,748,576	12,399,816	896,063,710	143,000,285	62,198,982	542,712	204,656,554	691,407,156	378,714,665
re/	Previous Year:	(407,271,156)	(114,685,491)	(241,696)	(521,714,951)	(113,244,715)	(29,997,267)	(241,696)	(143,000,286)	(378,714,665)	
0	Capital Work in Progress										
01	Press Tools in Process	760,438	•	760,438	1					•	760,438
02	Press Shop in Progress	275,833,715	•	275,833,715	•	•	•		•	•	275,833,715
Fota	Total C	276,594,153	•	276,594,153	•	1	1	•	1	1	276,594,153

Note: (1) Depreciation on assets, other than Intangible Assets, is computed on Straight Line Method (SLM) in accordance with provisions of Section 205(2)(b) of the Companies Act 1956. Depreciation on Plant & Machineries (including Tools - Finished) include Extra Shift Depreciation. Intangible assets are amortised as per accounting policy adopted by the Company.

(2) Depreciation on additions during the year on pro-rata basis.



				Rupee
			As at 31.03.2010	As a 31.03.200
SCHE	DULE: 6			
Investm	nents (Unquoted & Long Term)			
	Equity Shares of Rs. 25/- each fully paid up of lol Urban Co. op. Bank Ltd. (At Cost)		250	25
ii) Sha	are Application Money in Associate Concern		10,000,000	
iii) 8,0	00,000 Equity Shares of £ $1$ each fully paid up of foreign su	ubsidiary (At Cost)	64,840,000	64,840,00
,	30 11% Non Cumulative Redeemable Preference Shares \$ 1500 each fully paid up of foreign subsidiary		72,051,900	
	28,788 (1,08,200) Equity Shares of MUR 100 each ly paid up of Wholly owned foreign subsidiary (At Cost)		19,080,525	15,854,70
	15,014 (2,52,158) 0% Redeemable Preference Shares of N ch fully paid up of wholly owned foreign subsidiary (At Cost		31,679,008	38,095,000
			197,651,683	118,789,950
SCHE	DULE: 7			
Current	t Assets, Loans and Advances			
1. Cui	rrent Assets :			
i)	Inventories:			
	Raw Materials, Components	117,379,733		66,337,67
	Stores and Packing Materials	10,484,436		4,996,282
	Work-in-Process	71,777,898		54,979,043
	Finished Goods	33,719,273		15,353,553
	Sales in Transit (Refer Note No.10 of Schedule 18)	17,115,393		
	Scrap	342,870		48,620
			250,819,603	141,715,17
ii)	Sundry Debtors:			
	(Unsecured, considered good unless otherwise stated)			
	Debts (outstanding for a period exceeding six months)	26,113,128		38,186,84
	Other Debts	326,715,557		261,059,113
			352,828,685	299,245,95
	[Net of Bills discounted through Bank Rs.11,42,795 (Rs.56,63,272)]			
iii)	Cash and Bank Balances:			
	Cash on hand	1,385,652		1,735,57
	Balance with Scheduled Banks:			
	In Current Accounts	11,790,831		15,788,460
	In Fixed Deposits	5,481,757		5,124,498
			18,658,240	22,648,530

					Rupees
				As at 31.03.2010	As at 31.03.2009
SC	HEI	DULE: 7 (Contd.)			
<b>2</b> )	Loa	ans and Advances:			
	(Un	secured, considered good unless otherwise stated)			
		vances ecoverable in cash or in kind or for value to be received)			
	a.	Subsidiaries	31,204,484		28,688,281
	b.	Others	166,348,612		124,192,137
	C.	Gratuity	266,529		(1,283,498)
		Sundry Deposits	8,920,525		9,113,865
		Balance with Central Excise	3,972,771		9,897,771
		Deduction of Tax At source	1,122,398		138,395
				211,835,319	170,746,951
				834,141,847	634,356,611
SC	HE	DULE: 8			
		Liabilities and Provisions			
<u> </u>	Cui	rrent Liabilities			
	a.	Sundry Creditors :			
		For Goods	146,288,237		86,492,084
		For expenses	17,752,386		19,901,305
	b.	Other Liabilities	23,099,016		17,812,500
		(Refer Note No.12 of Schedule 18)		187,139,639	124,205,889
2.	Pro	ovisions			
	For	Compensated Absences	1,716,524		-
	For	Taxation (Net)	16,857,000		11,818,313
	For	Dividend	26,465,640		22,054,700
	For	Tax on Dividend	4,395,612		3,748,200
				49,434,776	37,621,213
				236,574,415	161,827,102
		DULE: 9			
		aneous Expenditure extent not written off or adjusted)			
i)	Cor	mpany Formation Expenses		-	176,601
ii)	Sha	are Issue Expenses		1,850,297	3,700,599
iii)	Fee	es for Increase in Authorised Share Capital		510,000	680,000
				2,360,297	4,557,200



			Rupee
		Year ended 31.03.2010	Year ende 31.03.200
SCHEDULE: 10		02.00.2020	02.00.200
Other Income			
Profit on Sale of Fixed Assets		3,811	161,20
Rent (TDS Rs.661800)		6,000,000	
Interest (TDS Rs.102966, P.Y.Rs.127732)		1,103,998	1,154,27
Miscellaneous Income		2,291,295	47,86
Insurance Claim Received		412,791	275,55
Foreign Exchange Flucutation Gain		746,112	10,527,32
		10,558,007	12,166,21
SCHEDULE: 11			
Increase in Stocks			
Stocks at Commencement			
Finished Goods	15,353,553		16,472,99
Work-in-Process	54,979,043		57,028,03
Scrap	48,620		844,59
		70,381,216	74,345,62
Stock at Close			
Finished Goods	33,719,273		15,353,55
Sales in Transit (Refer Note No.10 of Schedule 18)	17,115,393		
Work -in-Process	71,777,898		54,979,04
Scrap	342,870		48,62
		122,955,434	70,381,21
		52,574,218	(3,964,40
SCHEDULE: 12			
Raw Material, Components Consumed & Goods Traded			
a) Raw Material and Components Consumed			
Opening Stock	66,337,675		120,898,12
Add : Purchases during the year ( Net of Returns)	1,296,308,377		919,656,28
		1,362,646,052	1,040,554,40
Less: Closing Stock		117,379,733	66,337,67
		1,245,266,319	974,216,72
Less: Sales of Scrap		23,889,416	28,442,38
Total - (a)		1,221,376,903	945,774,34
b) Cost of Goods Traded		46,041,064	18,592,29
Total - (a + b)		1,267,417,967	964,366,64
SCHEDULE: 13			
Personnel Expenses			
Salaries and Wages		121,279,765	87,417,38
Contribution to Provident Fund and other Funds		8,711,258	7,114,04
Welfare and Other Expenses		7,163,782	7,994,77
·		137,154,805	102,526,19

tharges wings 48,209,342 pital Facilities 34,329,609 3,148,858	26,495,749 34,434,396 4,535,874
wings 48,209,342	
_	<b>A</b>
No. order	
2,196,898	2,196,903
thorised Share Capital 170,000	170,000
1,850,300	1,850,300
xpenses 176,598	176,603
diture Amortised	
although Association of	
344,556,459	274,767,846
d Goods Stock 2,170,095	540,656
g Expenses 45,314,424	34,157,408
and other Expenses on Sales 39,230,761	42,462,387
romotion 43,822,790	32,113,663
s 451,039	507,904
n off (Net) 1,731,344	2,624,582
13,500,197	10,766,532
996,753	548,500
415,000	370,000
nd Membership 37,626	59,663
ses 3,158,519	3,245,196
1,750,709	1,180,089
nuneration 562,000	618,380
Charges 20,969,520	16,872,546
18,616,992	19,113,796
4,774,344	5,349,195
2,567,860	1,627,823
-	21,039
19,269,009	9,300,105
3,460,496	1,501,652
7,170,518	4,823,321
1,513,853	942,924
nce to Machinery 1,151,653	2,337,753
31,382,445	22,961,525
21,392,519	14,150,726
26,322,018	20,049,664
umed 32,823,975	26,520,817
	00 700 0:-
Year ended 31.03.2010	Year ended 31.03.2009
31.0	03.2010



## **SCHEDULE: 17**

#### **Significant Accounting Policies**

#### 1. General

The Financial Statements are prepared under historical cost convention on accrual basis and they are in consonance with generally accepted accounting principles in India and applicable Accounting Standards notified u/s 211 (3C) of the Companies Act, 1956. Effect of deviations, if any from the accounting standards vis-a-vis the treatment consistently adopted is disclosed in the accounts, wherever relevant and material.

#### 2. Use of Estimates

The preparation of financial statements in conformity with generally accepted accounting principles requires management to make estimates and assumptions that affect the reported amounts of assets and liabilities and disclosure of contingent liabilities at the date of the financial statements and the results of operations during the reporting period. Although these estimates are based upon management's best knowledge of current events and actions, actual results could differ from these estimates.

#### 3. Fixed Assets / Intangible Assets

- Fixed assets are stated at cost of acquisition / construction. The cost of fixed assets includes direct / indirect apportioned expenses incurred for the purpose of acquiring fixed assets, net of cenvat credit on qualifying assets. Press Tools and such type of machinery items developed in house are capitalized at direct cost plus overheads and standing charges.
- ii) Pre- operative expenses, comprising revenue expenses incurred up to the date of commencement of production are apportioned to fixed assets.
- iii) Expenditure (including technical know-how) incurred on product development yielding future economic benefits is recognized as internally generated Intangible Asset as per Accounting Standard 26 on "Intangible Assets".

#### 4. Depreciation/Amortization

- i) Depreciation is charged on straight-line method (SLM), at the rates and in the manner prescribed in Schedule XIV of the Companies Act, 1956. Depreciation on additions during the year to fixed assets is charged on pro-rata basis.
- ii) Intangible Assets are amortized as follows:
  - (a) Product Development: over a period of ten years after commencement of commercial production of relevant item.
  - (b) Computer Software: over a period of three years from the date it is operationalized.
  - (c) Website Development: over a period of three years.

## 5. Investments

Investments are stated at cost.

#### 6. Inventories

Inventories are valued in accordance with Accounting Standard (AS)-2 at lower of cost (exclusive of taxes and cenvat credits availed on inputs) and net realizable value. It is on FIFO basis in respect of raw material stocks at Sitarganj Unit and on weighted average basis in respect of stocks at other Units. Finished goods and Work-in-Progress are valued at aggregate cost determined, comprising material cost and manufacturing overheads. Finished Goods include Excise Duty. Scrap is valued at realizable value.

#### 7. Impairment of Assets

Impairment of assets is recognized when there is an indication of impairment. On such indication, the recoverable amount of asset is estimated and if such estimation is less than its book value, the book value is reduced to its recoverable amount.



#### 8. Revenue Recognition

- (i) Sales and services are accounted for on dispatch of products from the works and which are followed by transfer of risk and reward to the customers upto the time the financial statements of the Company are adopted.
- (ii) Insurance Claims are accounted as and when admitted.
- (iii) Other income is accounted on accrual basis except when the realization of such income is uncertain.

#### 9. Foreign Currency Transactions

Transactions in foreign currencies are recorded at the exchange rates prevailing on the date of the transaction.

Monetary assets and liabilities denominated in foreign currency are restated at year end exchange rates. Non monetary Items (Investments) denominated in foreign currency are stated using the exchange rate on the date of transaction.

Exchange differences arising on settlement of transactions and on restatement of monetary items are recognized as income or expense in the year in which they arise, except in respect of the liabilities for acquisition of fixed assets, where such exchange difference is adjusted in the carrying cost of fixed assets.

#### 10. Cenvat Credit

Cenvat credit available on the material inputs is adjusted against consumption. Cenvat credit available on capital goods is adjusted against cost of fixed assets. Cenvat credit remaining unutilized is shown as receivables in Loans and Advances.

#### **11** Miscellaneous Expenditure

- (i) Company Formation expenses are amortized over a period of -6- years.
- (ii) Share Issue Expenses are amortized over a period of -5- years.
- (iii) Fees for Increase in Authorized Share Capital is amortized over a period of -5- years.

#### 12. R & D Expenses

All expenses with respect to new designs, improvements in designs, manufacturing processes, quality assurance, product life and efficacies and associated administrative expenses of Research and Development Department, etc are grouped under the head "R & D Expenses" & charged to Profit and Loss account.

#### 13. Selling/ Marketing expenses

- (i) Warranty is extended on products sold. Warranty expenses are accrued / accounted as and when claim is accepted.
- (ii) Commission, Discount and other expenses payable on sales are recognized on determination of amount payable in accordance with arrangements / contracts with the parties.

#### 14. Employee Benefits

#### i) Short Term Employee Benefits

Short term employee benefits are recognized as an expense at the undiscounted amounts in the profit and loss account of year in which the related services are rendered.

#### ii) Defined Contribution Plans

Provident Fund & ESIC are defined contribution schemes established under a State Plan. The contributions to the schemes are charged to the profit and loss account in the year when the contributions become due.



#### iii) Defined Benefit Plans

The company has a defined benefit gratuity plan. Every employee who has completed five years or more of service gets a gratuity on post employment at 15 days salary (last drawn salary) for each completed year of services as per the rules of the company. The aforesaid liability is provided for on the basis of an actuarial valuation made using Project Unit Credit Method at the end of the financial year. The scheme is funded with an insurance company in the form of a qualifying insurance policy.

Actuarial gains/losses are recognized in profit and loss account in the year in which they arise.

## iv) Compensated Absences

Employees are entitled to accumulate leave subject to certain limits for future encashment. The liability in respect of leave encashment is provided for on the basis of actuarial valuation made at the end of the financial year using Project unit credit method. The said liability is not funded.

#### 15. Borrowing Costs

Borrowing cost that are attributable to the acquisition, construction or production of qualifying assets are capitalized as a part of cost of such assets. All other borrowing costs are recognized as expense in the period in which they are incurred.

#### 16. Taxes on Income

Deferred tax is recognized on timing differences; being the difference between taxable incomes and accounting income that originate in one period and are capable of reversal in one or more subsequent periods. Deferred tax assets are recognized only to the extent there is virtual certainty of its realization.

#### 17. Provisions and Contingent liabilities

- i) Provisions in respect of present obligations arising out of past events are made in the accounts when reliable estimates can be made of the amount of the obligation.
- ii) Contingent liabilities are disclosed by way of a note to the Financial Statements, after careful evaluation by the management of the facts and legal aspects of the matter involved.

## **SCHEDULE: 18**

#### Notes forming part of Accounts for the year ended 31st March 2010

- 1. The figures of previous year are reclassified/regrouped / restated for consistent presentation, wherever necessary.
- 2. Figures in brackets represent previous year's figures.
- 3. The Company has repaid its entire term liabilities to Financial Institutions. The additional claim, if any, on final reconciliation and confirmation by financial institutions will be considered as and when communicated.
- 4. During the year under audit, the Company's wholly owned subsidiary (WEW Holding Limited Mauritius) disinvested its 100% stake in Setco Global Gmbh- Austria. The said disinvestment has no major impact on the operations of the Company. On such disinvestment, Setco Global Gmbh has now ceased to be the Company's step subsidiary. The Company is in the process of necessary compliances with relevant authorities and in the opinion of the management, Company does not expect any material liability on account of disinvestment.
- 5. The company has purchased the land and factory buildings situated at village Alindra, Taluka Kalol. The company has paid Rs 259.28 lacs towards full price consideration and other incidental expenses including stamp duty etc. for the land and buildings. Possession of the land and buildings is also given to the Company by the concerned authorities. Execution of Conveyance Deed is in progress with Revenue Authorities. In the opinion of management, Company has a clear and marketable title to the land, and hence, the price consideration paid is capitalised and disclosed in Block of Fixed Assets in Schedule 5 of the Balance Sheet.



- 6. Exceptional/ Extraordinary items charged to profit & loss account for the year include:
  - i) An old excise Duty matter, contested in Gujarat High court / Supreme Court adjudicated during the year of Rs. NIL (Rs. 14,271,256.)
  - ii) Loss Rs.NIL (Rs. 122, 68,700) in respect of Derivative transaction on account of adverse foreign exchange fluctuation.
- 7. i) Secured Credit facilities are from Bank of Baroda & HDFC Bank Limited. They are secured on pari passu basis as under:
  - a) Term Loans are secured by first charge by way of equitable mortgage of immovable properties and hypothecation of movable properties and the second charge on stocks and book debts present and future.
  - b) Cash Credits are secured by first charge by way of hypothecation of stocks, stores and components etc. and book debts and the second charge by way of equitable mortgage of immovable properties and hypothecation of movable properties present and future.
  - ii) Unsecured loan from Tata Capital Limited is guaranteed by pledge of shares of SAL held by Shri Harish Sheth, the Chairman & Managing Director and by his personal guarantee.
- 8. Deferred tax arising on account of timing differences have been recognized as per Accounting Standards (AS) 22. The major components thereof are as under:

		Rs. Lacs
Particulars	31.03.2010	31.03.2009
Difference in WDV of Fixed Assets as per books and as per income tax	1229.36	653.79
Deferred Tax liability	408.36	222.22
Total provision made as per Profit and Loss account	186.14	124.44

Note: The Deferred tax liabilities are computed on the basis of set-off / adjustments and tax liability based on income for the financial year 2009-2010 (Assessment Year 2010-2011) as per Income Tax Act 1961.

#### 9. Contingent Liabilities

- i) Estimated amount of contracts remaining to be executed on capital account and not provided for Rs. 10,394,134 (Rs. 16,260,508)
- ii) Guarantees given by the bank on behalf of the Company Rs. 1,773,000 (Rs. 1,773,000)
- iii) Guarantee given to ICICI Bank Limited, U.K. For ultimate subsidiary credit facilities Rs. 157,573,000 (Rs.168,958,000) (£ 2.3 million)
- iv) Guarantee given to Bank of Baroda, New York, USA for ultimate subsidiary credit facilities Rs.272,412,800 (Rs.307,363,650) (\$ 5.995 million)
- v) Bills Receivable discounted with the Bank and not matured Rs. 1,142,795 (Rs. 5,663,272)
- vi) Warranty is extended on products sold, undertaking to repair or replace the items that fail during the warranty period. The warranty expenses are accrued / accounted as and when claim are accepted.
- vii) Income Tax demand under dispute of Rs. 2,785,755 (Rs. 7,02,265)
- 10. The Products dispatched from the factory, which remained in transit in respect of which the risk and reward have not been transferred till the date of adoption of this financial statements amounts to Rs. 220.08 lacs. With a view to reflect the true and correct position of revenue the said amount is reduced from the total turn-over during the year and the stock value thereof of Rs. 171.15 lacs is shown under the head "Sales in Transit" in Schedule 7 under the head "Inventories".

Earlier Company was recognizing sales on despatches from works without having regard to transfer of risk & rewards to the customers. Rs. 1465.50 lacs is the amount of products dispatched during the year whose risk & rewards have been transferred by the time of adoption of these accounts. This change is adopted with a view to consider commercial prudence, past consistent practices of major customers and to present realistic position of revenue. The profit recognized / realized on such sales is Rs.385.70 lacs.



11. Disclosure pursuant to AS - 15 (Revised) 'Employee Benefits'

#### i) Transitional Obligations

During the year, company has adopted Accounting Standard (AS) – 15 "Employee Benefits" (Revised 2005) in respect of accounting for compensated absences. Consequent to its first time adoption, transitional liability difference of Rs. 1,539,029 /- has been adjusted against the opening balance of General Reserve. The current year liability of Rs. 177, 495/- is charged to Profit & Loss Account. This aggregate liability has been worked out by actuarial valuation using project unit credit method.

## ii) Defined Contribution Plans

An amount of Rs. 8,711,258 (Rs.7,114,046) (Provident Fund & ESIC) is recognized as an expense and included in schedule 13 under the head "Personnel Expenses".

# iii) Defined Benefit Plans

Contribution to Gratuity Fund

#### **CHANGES IN BENEFIT OBLIGATION**

	0	Б.
	Current Year	Previous year
Opening defined benefits obligation	7,775,788	6,132,034
Interest Cost	622,063	490,563
Current Service Cost	976,861	817,925
Benefit Paid	(58,227)	(39,361)
Actuarial (Gain)/Loss on obligation	1,218,911	374,627
Closing defined benefit obligation	10,535,396	7,775,788

#### **Fair Value of Plan Assets**

	Current Year	Previous year
Opening fair value of plan assets	6,492,290	656,579
Expected Return on Plan assets	782,761	460,038
Contributions made by the employer during the year	3,585,081	5,415,034
Benefit Paid	(58,227)	(39,361)
Actuarial Gain/(Loss) on Plan assets	-	-
Closing fair value of plan assets	10,801,905	6,492,290

# **Amount Recognised in the Balance Sheet**

	Current Year	Previous year
Defined Benefit Plan - Gratuity (Funded)		
Present value of funded obligation	(10,535,396)	(6,492,290)
Present value of non-funded obligation (*)	-	( 1,283,498)
Total Obligation	(10,535,396)	(7,775,788)
Fair Value of Plan Assets at the end of the year	10,801,905	6,492,290
Net Asset /(Liability) included under Schedule "7" – Loans & Advances	266,509	(1,283,498)

(\*) Since funded



#### **Expenses Recognised in the Profit & Loss Account**

	Current Year	Previous year
Current Service Cost	976,861	817,925
Interest Cost on Benefit obligation	622,063	490,563
Expected Return on Plan Assets	(782,761)	(460,038)
Net actuarial (Gain) or Loss recognized during the year	1,218,911	374,627
Amount Included in Schedule "13" -Personnel Expenses	2,035,074	1,223,077

#### **Balance Sheet Reconciliation**

	Current Year	Previous year
Opening Net Liability	1,283,498	5,487,910
Transition Liability / (Asset)- adjusted in General Reserve at the beginning of the year	-	(12,455)
Expense as above	2,035,074	1,223,077
Contributions made during the year	(3,585,081)	(5,415,034)
Amount recognized in Balance Sheet	(266,509)	1,283,498

#### **The Principal Actuarial Assumption at the Balance Sheet Date**

	Current Year	Previous year
Mortality Table - LIC		1994-96 (Ultimate)
Discount rate	8%	8%
Estimated future salary growth	7%	7%
Expected rate of return on plan assets	9%	9%
Valuation Method	Projected Unit Credit Method	-

- 12. The Company has not received information from suppliers or service providers, whether they are covered under Micro, Small and Medium Enterprises (Development) Act, 2006 and hence, it has not been possible to give the required information relating to such suppliers and amounts unpaid, if any, as at year end.
- 13. In the previous year, the Company has initiated the process of obtaining balance confirmations in respect of sundry debtors / sundry creditors. Such balance confirmations are under reconciliation process. Necessary adjustments, if any, will be accounted when the same is reconciled. In respect of other debit / credit balances, balance confirmations have not been obtained, and therefore, are subject to reconciliation and adjustment, if any.
- 14. In the absence of notification specifying the effective date and the applicable rate and amount of cess to be levied towards a fund to be established for rehabilitation and revival of Sick Industrial Units in terms of section 441 A of the Companies Act, 1956 as inserted by the Companies (Second Amendment) Act, 2003, no provision is made for the cess in the accounts for the year.
- 15. During the year, valuation of inventories is carried out on weighted average basis for all units other than Sitarganj unit on account of implementation of SAP computerized system. Profit for the year are higher by Rs. 2.33 lacs on account of this change.



SCHEDI	II E -	18	(Contd.)
JUHEDU		10	(COITEU.)

3.

i) Salary & Allowances

**Non-Executive Directors** 

i) Commission

**Total** 

ii) Contribution to Provident Fund

	Rs. in lac			
SI.No.		Current Year	Previous year	
1.	Chairman & Managing Director			
	i) Salary	6,000,000	6,000,000	
	ii) Contribution to Provident Fund	720,000	720,000	
	iii) Commission	7,763,736	1,600,000	
2.	Executive Directors			

10,400,000

936,000

2,752,747 **28,572,483**  5,310,000

14,188,000

558,000

Managerial Remuneration: (Included under Salaries & Wages in Schedule No. 13)

# Total managerial remuneration Rs. 28,572,483 (Rs. 14,188,000). ii) Computation of Net Profit under section 349 of the Companies Act 1956.

Current Year	
Current Vear	
Current rear	
1780.56	A. Net Profit as per Profit & Loss Account
621.99	Add: B: 1. Provision for Depreciation as per Profit & Loss Account
285.72	2. Remuneration to Directors
4.15	Directors Sitting Fees
418.57	4. Provision for Corporate Tax
186.14	5. Provision for Deferred Tax
-	6. Provision for Fringe Benefits
77.64	7. Tax Adjustment for Earlier Years
1594.21	Sub Total B
3374.77	Sub Total (A + B)
621.99	Less: C: 1. Depreciation under Section 350 of Companies Act 1956
0.04	2. Profit on sale of Assets as per books
622.03	Sub Total C
2752.74	Net Profit as per Section 349 of the Companies Act 1956
275.27	Maximum Permissible Managerial Remuneration @ 10% is
	Maximum Permissible Remuneration including commission to
137.64	i) Chairman & Managing Director is 5% of Rs. 2752.74
137.64	ii) Two Executive Directors is 5% of Rs. 2752.74
27.53	iii) Non-Executive Directors is 1% of Rs. 2752.74
21.99 35.72 4.15 4.15 4.15 4.15 4.17 77.64 94.21 74.77 21.99 0.04 22.03 52.74 75.27 37.64	62 28 41 18 159 337 62 275 27

## 17. Related Party information

i) Names of related parties and nature of relationship:

Shri Harish Sheth, Managing Director of the Company is interested in Setco Engineering Private Limited (formerly Setco Auto Private Limited), SE Transstadia Private Limited, Transstadia (Ahmedabad) Private Limited, Western Engineering Works as director / partner, whereas one of his relatives is a partner in Gujarat Engineering Company. Mr. Shvetal Vakil is Executive Director of the Company.

Mr. Udit Sheth – the Executive Director is a relative of the Managing Director and also interested as Director in SE Transstadia Private Limited and Transstadia (Ahmedabad) Private Limited and as partner in the firm of Western Engineering Works.



Mrs. Urja Harshal Shah (President – Corporate office) & Mr. Harshal J. Shah (Director) are relatives of Mr. Harish K. Sheth and Mr. Udit H. Sheth the Managing & Executive Director respectively.

#### List of Subsidiaries:

- Setco Automotive (UK) Limited, UK
- Setco Automotive (NA) Inc., USA
- WEW Holdings Limited, Mauritius

#### List of Associate Concerns:

- SE Transstadia Private Limited
- Transstadia (Ahmedabad) Private Limited
- Setco Engineering Private Limited

#### ii) Transactions with Related Parties

Nature of Transaction		Current Year	Previous year
INGI	are or mansaction	(Rs.)	(Rs.)
A)	Transaction with Wholly Owned Subsidiary		
	Export	69,154,551	83,517,652
	Royalty	15,882,959	27,936,013
	Import	7,887,478	_
	Expenditure including Capital items	30,419,154	7,029,090
	Interest Income	499,840	557,480
	Outstanding at Year End		
	Investment	187,651,433	118,789,700
	Advances	31,204,484	28,688,281
	Amount Receivable	54,773,083	70,170,591
	Amount Payable	15,197,986	7,239,781
B)	Transaction with Associate Concerns		
	Purchase & Job work Out sourcing Expense	15,464,464	12,769,561
	Investment-Share Application Money	10,000,000	-
	Rent	6,000,000	
	Marketing Commission	22,054,748	19,311,420
	Outstanding at Year End		
	Amount Receivable	978,934	1,604,381
C)	Transaction with Key Management Personnel and their relatives		
	Managerial Remuneration		
	(Excluding Commission to Non-Executive Directors)	25,819,736	14,188,000
	Leave and License Fees	225,000	900,000
	Others (Relative)	108,000	
	Outstanding at Year End	-	-
	Amount payable	7,856,436	1,528,903

In terms of approval by the Central Government u/s 297 of the Companies Act, 1956 commission is payable to a firm (in which the directors are interested) on OE and SPD sales achieved @2% (1.5%) based on the sales figures reported in the audited accounts. Commission payable in respect of sales during the period 2008-2009 has been accounted during the year under review. Advance of Rs.368.07 lacs (Rs.200.99 Lacs) due from the firm represents amount paid towards expenses during the year to be adjusted against commission to be determined on approval of accounts for the year ended 31st March, 2010 as per consistent policy followed from year to year.



<b>SCHEDULE: 1</b>	<b>.8</b> (Contd.)
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18. Loans and Advances in the nature of loans given to Subsidiaries and Associates in terms of clause 32 of listing agreement.

1					Rupees
SI. No.	Name of the Company	As at 31.03.2010	As at 31.03.2009	Maximum Balance during the year 31.03.2010	Maximum Balance during the year 31.03.2009
1	Setco Automotive (UK) Limited UK (Subsidiary)	14,026,690	10,895,508	14,026,690	17,876,544
2	Setco Automotive (NA) Inc., USA (Subsidiary)	16,517,358	9,725,653	16,517,358	9,725,653
3	WEW Holdings Limited, Mauritius (Subsidiary)	660,436	708,120	660,436	708,120
4	Setco Global GMBH, Austria (Subsidiary)	-	7,359,000	18,757,495	73,59,000

19. Segment Information:

The Company is operating only in one business segment viz. Auto Components.

20. Remuneration to Auditors for other services:

	Current Year	Previous year
	(Rs.)	(Rs.)
Tax Audit & other services	4,38,000	3,38,000
21. Transaction in Foreign Currency.		

		Current Year (Rs.)	Previous year (Rs.)
i)	Value of Components Imports on CIF Basis	480,673,164	314,228,479
ii)	Expenditure in Foreign Currency		
	a. Travelling Expenses	2,525,060	3,413,118
	b. Royalty	15,882,959	27,936,013
	c. Technical Fees	85,63,750	
	d. Market Research Expenses	22,216,995	
iii)	Earnings in Foreign Currency		
	a. Export on FOB Basis	113,999,603	116,267,138

# 22. Quantitative Information: (As certified by the Management)

i) Details of Capacity and Production

1)	Botano or Capacity and Production		
	Class of Goods	Installed Capacity	Production
		(Num	pers)
	Clutch Driven Plate	550,000	491,459
		(550,000)	(360,153)
	Clutch Cover Assembly	300,000	224,124
		(300,000)	(157,941)
	Other Components		5,900,193
			(1,627,838)



ii) Consumption

(b)

a) Raw Material & Components

	Sr.	Particulars		Curre	nt Year	Previous Year	
	No.			Quantity	Value (Rs.)	Quantity	Value (Rs.)
	1	Steel Strips	Kgs.	65,04,430	278,227,216	3,595,307	180,419,726
	2	Springs	Nos.	10,763,981	128,894,327	8,023,244	79,190,543
	3	Ceramic Buttons	Nos.	6,001,240	460,583,774	4,961,566	324,227,515
	4	Castings	Nos.	347,439	188,346,391	383,877	172,418,955
	5	Other Component/Realization			189,214,611		217,959,988
					1,245,266,319		974,216,727
	Less	: Sales of scrap			23,889,416		28,442,385
	Total	(a)			1,221,376,903		945,774,342
b)	Cost	of Traded Goods			46,041,064		18,592,299
	Total	(a + b)			1,267,417,967		964,366,641

- c) Stores & Tools Rs. 32,823,975 (Rs.26, 520,817) all indigenous.
- d) The Consumption of Raw Material & Components includes consumption of Imported Components Rs.46,34,68,813 (Rs. 35,14,48,898), which is 37.95% (36.44%) in total consumption.

# iii) (a) Sales and Stocks of Finished Goods

	Openi	Opening Stock		Closing Stock		Sales	
	Qty.	Value	Qty.	Qty.	Value	Qty.	Value
	(Nos.)	(Rs.)	(Nos.)	(Nos.)	(Rs.)	(Nos.)	(Rs.)
Clutch Driven Plate	11,823	9,097,165	491,459	15,998	17,508,038	487,284	1,092,529,612
	(11,894)	(8,475,597)	(360,153)	(11,823)	(9,097,165)	(362,266)	(842,805,692)
Clutch Cover Assy.	4,245	2,734,699	224,124	5,311	7,769,048	223,058	874,188,876
	(4,551)	(3,952,196)	(157,941)	(4,245)	(2,734,699)	(158,409)	(643,907,216)
Others Components	-	3,521,689	-	-	8,442,187	-	245,612,948
	-	(4,045,197)	-	-	(3,521,689)	-	(223,430,948)
Total (a)	16,068	15,353,553	715,583	21,309	33,719,273	710,342	2,212,331,436
	(16,445)	(16,472,990)	(518,094)	(16,068)	(15,353,553)	(520,675)	(1,710,143,856)
Trading item	-	-	-	-	-	-	46,174,278
	-	-	-	-	-	-	(18,503,191)
Total (a + b)	16,068	15,353,553	715,583	21,309	33,719,273	710,342	2,258,505,714
	(16,445)	(16,472,990)	(518,094)	(16,068)	(15,353,553)	(520,675)	(1,728,647,047)

<sup>\*</sup> Inclusive of Nos. 122(192) clutch plates and 97 Nos.(88) cover assemblies distributed as free Samples.

# 23. Determination of Profits & Capital for computation of EPS:

		(Rs. In lacs)
Particulars	Current Year	Previous Year
Profit available to Equity Shareholder after Tax before Extra Ordinary Items	1780.56	1412.87
Less : Adjustment of Extra Ordinary Items	-	265.40
Profit available to Equity Shareholder after Extra Ordinary items	1780.56	1147.47
No. of Equity Shares of Rs. 10/- each		
Basic & Diluted	8,821,880	8,821,880
Earnings Per Share in Rs. :		
Basic & Diluted		
i) Before Extra Ordinary Items	20.18	16.02
ii) After Extra Ordinary Items	20.18	13.01



24. Additional information pursuant to part IV of Schedule VI to the Companies Act, 1956, in terms of Notification No. GSR 388 (E), dated 15th May, 1995, issued by the Ministry of Law, Justice and Company Affairs, Department of Company Affairs.

Balance Sheet Abstract and Company's General Business Profile

Bal	ance Sheet Abstract and Company's Ge	eneral Business Pr	ofile		
I.	Registration Details				
	Registration No.		5203 State Code: 04		
	Balance Sheet Date		31.03.2010		
II.	Capital raised during the year.		(Amount in Rs. Thousands)		
	Public Issue		Nil		
	Rights Issue		Nil		
	Bonus Issue		Nil		
	Private Placement		Nil		
III.	Position of Mobilization and Develop	ment of funds. (/	Amount in Rs. Thousands)		
	Total Liabilities	1,488,987	Total Assets	1,488,987	
	Sources of Funds		Application of Funds		
	Paid-up Capital	88,219	Net Fixed Assets	691,407	
	Reserves & Surplus	545,121	Investment	197,652	
	Secured Loans	752,060	Net Current Asset	597,567	
	Unsecured Loan	62,750	Misc. expenditure	2,360	
	Deferred Tax Liabilities	40,836			
IV.	Performance of Company				
	Total Revenue	2,154,166	Total Expenditure	1,907,875	
	Profit Before Tax	246,291	Deferred/Fringe benefit/Corporate Tax	68,235	
	Profit After Tax	178,056			
			Proposed Dividend (final) Rate	30%	
			Earning Per Share	20.18	
V.	Generic Names of Three Principal Products / Services of Company				
	(as per Monetary terms)				

As per our report of even date attached For Manesh Mehta & Associates

Item Code (ITC Code) No.

Product Description

**Manesh P. Mehta**Partner

**Harish Sheth**Chairman and Managing Director

Satish Deshpande
Director

For and on behalf of the Board

Udit Sheth
Executive Director
Ashok Kumar Jha

Director

870893 00

Clutch Driven Plate
 Clutch Cover Assembly

Bhalachandra Naik

Director

Pratap Merchant

Director

Shvetal Vakil

Executive Director

Ita Naik

Pratan Merchan

Vinay Shahane

Associate Vice President, Finance

Mihir Mehta Company Secretary

Place : Mumbai Place : Mumbai Date : June 28, 2010 Date : June 28, 2010

			Rupees
		2009-2010	2008-2009
4	CASH FLOW FROM OPERATING ACTIVITIES		
	Net Profit before tax	246,291,045	142,296,668
	Adjustment for		
	Depreciation	62,198,982	29,997,267
	Miscellaneous Expenses Written off	2,196,898	2,196,903
	(Profit) / Loss on Sale of Assets	(3,811)	(161,200)
	Interest Expense	85,687,809	65,466,019
	Interest Income	(1,103,998)	(1,154,278)
	Fringe benefit tax & Corporate tax	(49,620,598)	(15,106,050)
	Operating Profit / (Loss) before Working Capital Changes	345,646,327	223,535,329
	Sundry Debtors	(53,582,728)	(27,215,523)
	Inventories	(109,104,431)	57,343,134
	Loans and Advances	(40,104,365)	(45,625,140)
	Current Creditors	57,647,234	(14,142,619)
	Other Liabilities	17,100,079	(396,181)
	Gratuity Adjustment	-	12,455
	Compensated Absences Adjustment	(1,539,029)	-
	Cash Flow Generated from Operations	216,063,087	193,511,455
	Direct Taxes (Tax deducted at Source)	(984,003)	(9,682)
	Cash Flow from Asset - Misc.exps.	-	3,225,734
	Net Cash Flow from Operating Activities	215,079,084	196,727,507
8.	CASH FLOW FROM INVESTING ACTIVITIES		
	Purchase of fixed Assets	(96,126,565)	(204,418,877)
	Intangible Asset	(1,628,037)	(13,658,940)
	Profit/( Loss) on sale of fixed assets	3,811	161,200
	Adjustment in Depreciation Reserve	(542,712)	(241,696)
	Interest received	1,103,998	1,154,278
	Decrease/(Increase) in Investment	(78,861,733)	-
	Net Cash used in Investing Activities	(176,051,238)	(217,004,035)
<b>)</b> .	CASH FLOW FROM FINANCING ACTIVITIES		
	Proceeds from Cash Credit	142,036,537	52,077,443
	Proceed from term loans	93,873,430	146,887,692
	Repayment of Borrowings	(162,379,042)	(71,139,173)
	Interest paid	(85,687,809)	(65,466,019)
	Dividend & Dividend Distribution Tax	(30,861,252)	(25,802,900)
	Net cash flow from Financing Activities	(43,018,136)	36,557,043
let	increase in Cash and Cash equivalents (A+B+C)	(3,990,290)	16,280,515
ре	ning Cash and Cash equivalents	22,648,530	6,368,015
Clos	ing Cash and Cash equivalents	18,658,240	22,648,530

### Notes:

- The above Cash Flow Statement has been prepared under the "Indirect method" as set out in the Accounting Standard 3 On Cash Flow Statements, issued by the Institute of Chartered Accountants of India.
- Previous years figures have been regrouped / restated / reclassified whereever necessary.

  Cash and Cash Equivalents includes cash on hand and deposit accounts held with scheduled banks.

As per our report of even date attached

Manesh P. Mehta

**Harish Sheth** Chairman and Managing Director Satish Deshpande Director

**Udit Sheth** Executive Director **Ashok Kumar Jha** Director

For and on behalf of the Board **Shvetal Vakil** Executive Director **Pratap Merchant Bhalachandra Naik** Director Director Mihir Mehta

Company Secretary

Vinay Shahane
Associate Vice President, Finance

Place : Mumbai Place: Mumbai Date: June 28, 2010 Date: June 28, 2010

# **Consolidated Financial**

Statements



To,

The Board of Directors of

### **SETCO AUTOMOTIVE LIMITED**

- We have audited the attached Consolidated Balance Sheet of SETCO AUTOMOTIVE LIMITED ("the Company") and
  its subsidiaries (the Company and its Subsidiaries constitute "the Group") as at 31st March 2010 and also the
  Consolidated Profit and Loss Account and Consolidated Cash Flow Statement for the year ended on that date annexed
  thereto.
- 2. These consolidated financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are prepared in all material aspects in accordance with an identified financial reporting framework and are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.
- 3. We did not audit the financial statements of the subsidiaries, whose financial statements reflect total assets of Rs. 5904.36 lacs, total revenues of Rs. 5708.76 lacs and cash inflows of Rs. 153.14 lacs. These financial statements have been audited by other auditors whose reports have been furnished to us by the Company, and our opinion is based solely on the reports of other auditors.
- 4. We report that the consolidated financial statements have been prepared by the Company in accordance with the requirements of Accounting Standard 21, "Consolidated Financial Statements", notified under section 211 (3C) of the Companies act, 1956; except as regards:
  - Non-ascertainment & Non-elimination of unrealized profits, if any in respect of stocks lying with subsidiaries (Refer Note 4(ii) of Schedule 16)
- 5. Attention is invited to Accounting Policy No. 7(i) in Schedule 15 "Significant Accounting Policies" and Note No. 4(i) in Schedule 16 "Notes forming part of Consolidated Financial Statements" for the change in accounting policy made during the year in revenue recognition and its ultimate impact on the Profits and Reserves & Surplus of the company. The current year's profits and Reserves & Surplus are lower by Rs. 40,61,284/- on account of the said change.
- 6. Subject to Para 4, the effect of which could not be ascertained and based on our audit and on consideration of reports of other auditors on separate financial statements of subsidiaries, and to the best of our information and according to explanations given to us, we are of the opinion that, the consolidated financial statements give a true and fair view in conformity with the accounting principles generally accepted in India:
  - a. in the case of the consolidated Balance Sheet, of the state of affairs of the Group as at 31st March, 2010;
  - b. in the case of the consolidated Profit and Loss Account, of the consolidated results of the operations of the Group for the year ended on that date;
  - c. in the case of consolidated Cash Flow Statement, of the consolidated cash flows of the Group for the year ended on that date.

For MANESH MEHTA & ASSOCIATES

Chartered Accountants
(Firm Registration No.: 115832W)

(M.P.MEHTA)

Partner

(M. No. 36032)

Place: Mumbai Date: 28/06/2010



					Rup
		Schedule		As at 31.03.2010	A: 31.03.20
I. SC	OURCES OF FUNDS :				
1.	Shareholders' Funds				
	a. Share Capital	1	88,218,800		88,218,8
	b. Reserves and Surplus	2	578,659,478		484,913,
				666,878,278	573,132,
2.	Loan Funds				
	a. Secured Loans	3	1,080,712,291		1,067,224,
	b. Unsecured Loans	4	89,800,107		89,668,
				1,170,512,399	1,156,893,
3.	Deferred Tax Liabilities			31,402,726	25,151,
Total				1,868,793,402	1,755,176,
II. AF	PPLICATION OF FUNDS:				
1.	Fixed Assets				
	a. Gross Block	5	1,193,367,482		838,531,
	b. Less: Depreciation		255,683,487		180,505,
	c. Net Block		937,683,995		658,026,
	d. Capital Work in Progress		-		276,594,
				937,683,995	934,620,
2.	Investments	6		10,000,250	
3.	<b>Current Assets, Loans and Advances</b>	7			
	a. Inventories		600,206,017		537,241,
	b. Sundry Debtors		363,405,925		347,029,
	c. Cash and Bank Balances		23,122,715		11,799,
	d. Loans & Advances		188,337,587		151,410,
			1,175,072,245		1,047,481,
	Less: Current Liabilities and Provisions	8			
	a. Liabilities		206,888,609		192,461,
	b. Provisions		49,434,776		39,021,
			256,323,385		231,482,
	Net Current Assets			918,748,860	815,998,
4.	Miscellaneous Expenditure (to the extent not written off or adjusted)	9		2,360,297	4,557,
Total				1,868,793,402	1,755,176,
Signific	cant Accounting Policies	15			
Notes o	on Accounts	16			

As per our report of even date attached

For Manesh Mehta & Associates

**Harish Sheth** Chairman and Managing Director For and on behalf of the Board

**Udit Sheth** Executive Director

Shvetal Vakil Executive Director

Manesh P. Mehta Satish Deshpande Partner

Ashok Kumar Jha Director

Director

Bhalachandra Naik Pratap Merchant

Vinay Shahane Associate Vice President, Finance

Mihir Mehta Company Secretary

Place : Mumbai Place : Mumbai

Date: June 28, 2010

Date: June 28, 2010

			Rupees
	Schedule	Year ended 31.03.2010	Year ended 31.03.2009
INCOME			<del></del>
Sales (Including Excise & Sales Tax)		2,725,993,481	2,446,493,222
Less: Excise Duty & Sales Tax		145,464,098	126,462,100
2000 1 270100 2 44, 44 24.00 14.		2,580,529,383	2,320,031,122
Less : Sales in Transit (Refer Note No.4(i) of Schedule 16)		22,008,212	-
2000 Founds in Hamilton (Hamilton Hamilton)		2,558,521,171	2,320,031,122
Other Income	10	23,789,915	12,135,442
Increase/(Decrease) in Stocks		52,574,218	(3,964,409)
11010000/ (200.0000) 0.00		2,634,885,304	2,328,202,155
EXPENDITURE		2,00 1,000,00 .	_,0_0,_0_,_0
Raw Materials, Components Consumed & Goods Traded		1,470,510,657	1,276,174,877
Personnel Expenses	11	305,036,745	342,708,695
Other Expenses	12	436,548,376	364,839,456
R & D Expenses		8,967,266	2,492,278
Miscellaneous Expenditure Amortised	13	18,574,501	14,401,724
MISCEllatieous Experiulture Amortisca	10	2,239,637,546	2,000,617,030
Profit Before Depreciation, Interest, Exceptional/			
Extra Ordinary Items & Tax		395,247,759	327,585,125
Depreciation		84,076,914	43,782,177
Interest & Financial Charges	14	113,916,170	91,351,898
		197,993,084	135,134,075
Profit Before Exceptional/Extra Ordinary Items & Tax		197,254,675	192,451,050
Less: Exceptional/Extra ordinary Items		-	26,539,956
(Refer Note 7 of Schedule 16)		407.054.675	
Profit for the year before tax		197,254,675	165,911,094
Less: Deferred Tax Adjustments		6,335,029	11,439,370
Provision for Fringe Benefit Tax			1,981,000
Provision for Corporate Tax		40,018,053	17,104,253
Tax Adjustment for Earlier Year		7,763,598	2,164,690
Profit Available for Appropriations		143,137,995	133,221,780
APPROPRIATIONS			
Proposed Dividend		26,465,640	22,054,700
Corporate Tax on Dividend		4,395,612	3,748,200
Transferred to General Reserve		17,805,645	11,474,662
Balance Profit		94,471,098	95,944,218
Profit Brought Forward from Previous Year		281,081,059	185,136,841
Profit Carried to Balance Sheet		375,552,157	281,081,059
Earning per share			
Nominal value per share (Rupees)		10	10
Basic and Diluted Earning per share (After Exceptional / Extra ordinary Items)		16.23	15.10
Basic and Diluted Earning per share			
(Before Exceptional / Extra ordinary Items)		16.23	18.11
	15		
Significant Accounting Policies  Notes on Accounts	16		
Notes on Accounts	10		

As per our report of even date attached

For Manesh Mehta & Associates

Manesh P. Mehta

**Harish Sheth** 

Chairman and Managing Director
Satish Deshpande

Director Vinay Shahane

For and on behalf of the Board

Udit Sheth
Executive Director
Ashok Kumar Jha

Director

Shvetal Vakil Executive Director

Bhalachandra Naik

Director

Pratap Merchant
Director

Mihir Mehta Company Secretary

Associate Vice President, Finance

Place : Mumbai Place : Mumbai Date : June 28, 2010 Date : June 28, 2010



			Rupe
		As at 31.03.2010	As 31.03.20
SCHEDULE: 1		01.00.2010	01.00.20
Share Capital			
Authorised :			
2,00,00,000 (2,00,00,000)Equity Shares of Rs. 10 each		200,000,000	200,000,0
Issued, Subscribed & Paid -up:		200,000,000	200,000,0
8821880 (8821880) Equity Shares of Rs.10 each		88,218,800	88,218,8
8821880 (8821880) Equity Shares of NS.10 each		88,218,800	88,218,8
* Of the Equity Shares issued and paid up 2,20,000 shares of Rs. 2	10 / 220h havo	30,210,300	00,210,0
been issued against loans and arrears of interest due to the promo	•		
SCHEDULE: 2			
Reserves and Surplus			
1. Capital Reserve			
i) On forfeiture of Shares		21,000	21,0
ii) On subsidiary acquisition		17,137,708	19,588,6
2. Securities Premium (On 12,50,000 shares @ Rs.110/- per sha	are)	137,500,000	137,500,0
3. General Reserve			
Opening Balance		37,114,649	23,627,
Add: Gratuity Adjustment (Transitional Adjustment)		-	12,4
Add: Transferred from Cash Subsidy A/c.		-	2,000,0
Add: Transferred from Profit & Loss A/c.		17,805,645	11,474,6
Less: Compensated Absences Adjustment		1,539,029	
		53,381,265	37,114,6
4. Foreign Currency Translation Reserve		(4,932,653)	9,608,0
5. Profit & Loss Account		375,552,158	281,081,0
		578,659,478	484,913,
SCHEDULE: 3			
Secured Loans			
From Banks			
1. Term Loans		398,882,687	517,570,8
2. Working Capital Facilities		681,829,604	549,653,6
(Refer Note No.6(i) of Schedule 16 for security and other details)			
		1,080,712,291	1,067,224,
SCHEDULE: 4			
Unsecured Loans			
From Banks			
	50,000,000		
Bank of Baroda			
Bank of Baroda From Others			57,005,0
From Others	12,750.000		
From Others Tata Capital Ltd.	12,750,000 27,050,107		
From Others Tata Capital Ltd. Roxburgh Capital	12,750,000 27,050,107		32,272,6
From Others Tata Capital Ltd.			32,272,6



# Schedule forming part of the Consolidated Balance Sheet (Contd.)

SCHEDULE: 5

Fixed Assets

PARTICULARS		GROSS	BLOCK			DEPRECIATION	ATION		NET BLOCK	LOCK
	Cost as on 01.04.2009	Additions for the year	Adjustment for the year	Cost as on 31.03.2010	Up to 01.04.2009	Additions for the year	Adjustment for the year	Up to 31.03.2010	As on 31.03.2010	As on 31.03.2009
A Tangible Assets										
01 Land	55,433,747	25,927,872	1,887,995	79,473,624	•			1	79,473,624	55,433,747
02 Building	139,896,002	121,461,502	6,513,167	254,844,337	13,880,453	9,037,819	561,009	22,357,264	232,487,073	126,015,548
03 Plant & Machinery	351,446,188	222,217,247	9,921,283	563,742,152	128,644,616	51,693,349	6,385,546	173,952,419	389,789,733	222,801,572
04 Furniture & Fixtures	17,795,017	1,668,581		19,463,598	2,255,258	1,156,797	-	3,412,055	16,051,543	15,539,759
05 Office Equipments	9,223,461	131,166	560,628	8,793,999	2,087,488	725,726	123,938	2,689,276	6,104,723	7,135,973
06 Vehicles	12,521,468	308,295	1,059,036	11,770,727	2,421,971	1,265,412	(93,151)	3,780,533	7,990,194	10,099,498
07 Pollution Equipments	277,500	•		277,500	42,123	13,181	1	55,304	222,196	235,377
08 Computers	14,264,018	15,275,975	312,303	29,227,691	5,507,691	4,974,434	115,699	10,366,426	18,861,265	8,756,328
09 Electric Fittings	25,174,034	170,151		25,344,185	1,251,755	1,198,695	•	2,450,450	22,893,735	23,922,279
Sub Total (Tangible Assets)	626,031,436	387,160,789	20,254,413	992,937,812	156,091,355	70,065,413	7,093,041	219,063,727	773,874,085	469,940,081
B Intangible Assets				•						
i) Product Developement	47,687,348	8,563,750	•	56,251,098	18,177,670	3,577,986	-	21,755,656	34,495,442	29,509,678
ii) Technical Know how	25,117,630	•	1,241,240	23,876,390	2,775,310	•	•	2,775,310	21,101,080	22,342,320
iii) Computer Software	28,852,275	16,263,791	11,210,254	33,905,812	1,223,054	8,495,581	•	9,718,635	24,187,177	27,629,221
iv) Web Site Development	563,988	1		563,988	275,931	132,509		408,440	155,548	288,057
v) Goodwill	66,943,355	•	6,861,564	60,081,792	1,961,719	1		1,961,719	58,120,073	64,981,636
vi) Startup Costs	43,335,652	•	17,585,062	25,750,590		1		1	25,750,590	43,335,652
Sub Total (Intangile Assets)	212,500,248	24,827,541	36,898,119	200,429,670	24,413,684	12,206,076	•	36,619,760	163,809,910	188,086,564
Grand Total (A + B)	838,531,684	411,988,330	57,152,532	1,193,367,482	180,505,039	82,271,489	7,093,041	255,683,487	937,683,995	658,026,645
C Capital Work in Progress										
01 Press Tools in Process	760,438	•	760,438	1		1	1	1	•	760,438
02 Press Shop in Progress	275,833,715	•	275,833,715	•	•		-	•	•	275,833,715
Total C	276,594,153	•	276,594,153	•	•	•	•	•	•	276,594,153
Grand Total (A + B + C)	1,115,125,837	411,988,330	333,746,685	1,193,367,482	180,505,039	82,271,489	7,093,041	255,683,487	937,683,995	934,620,798

: Adjustments during the year include impact of foreign exchange fluctuation of Ks.49,412,641 (Previous Year Ks.29,174,01



			Rupe
		As at 31.03.2010	As 31.03.200
SCHEDULE: 6			
Investments (Unquoted & Long Term)			
i) 10 Equity Shares of Rs. 25/- each fully paid up of Kalol Urban	Co. op.	250	25
Bank Ltd. (At Cost)			
ii) Share Application Money in Associate Concern		10,000,000	
		10,000,250	2
SCHEDULE: 7			
Current Assets , Loans and Advances			
1. Current Assets :			
i) Inventories		600,206,017	537,241,43
ii) Sundry Debtors (Unsecured)		363,405,925	347,029,9
iii) Cash and Bank Balances:			
Cash on hand	1,943,085		2,248,3
Balance with Scheduled Banks:			
In Current Accounts	15,697,874		4,426,3
In Fixed Deposits	5,481,757		5,124,4
		23,122,715	11,799,2
2. Loans and Advances: (Unsecured)			
Advances	166,615,141		124,192,1
(Recoverable in cash or in kind or for value to be received)			
Sundry Deposits  Balance with Central Excise	16,627,277 3,972,771		17,182,1
Deduction of Tax At source	1,122,398		9,897,7
Deduction of Tax At Source	1,122,390	188,337,587	151,410,4
		1,175,072,245	1,047,481,0
		1,113,012,243	1,047,461,0.
SCHEDULE: 8			
Current Liabilities and Provisions			
i) Sundry Creditors :			
For Goods		170,207,161	130,268,8
For expenses		17,752,386	43,096,4
ii) Other Liabilities		18,929,063	19,095,9
iii) Provisions			
For Compensated Absences		1,716,524	
For Taxation (Net)		16,857,000	13,218,3
For Dividend		26,465,640	22,054,7
For Tax on Dividend		4,395,612	3,748,20
		256,323,385	231,482,4

		Rupees
	As at 31.03.2010	As at 31.03.2009
SCHEDULE: 9		
Miscellaneous Expenditure (To the extent not written off or adjusted)		
i) Company Formation Expenses	-	176,601
ii) Share Issue Expenses	1,850,297	3,700,599
iii) Fees for Increase in Authorised Share Capital	510,000	680,000
	2,360,297	4,557,200
		Rupees
	Year ended 31.03.2010	Year ended 31.03.2009
SCHEDULE: 10		
Other Income		
Profit on Sale of Fixed Assets	2,458,230	(83,027)
Rent	6,000,000	-
Interest	621,548	596,798
Miscellaneous Income	4,469,457	11,346,114
Royalty Income	9,526,250	-
Insurance Claim Received	412,791	275,557
Profit on disposal of investment	301,639	-
	23,789,915	12,135,442
SCHEDULE: 11		
Personnel Expenses		
Salaries and Wages	236,320,547	250,744,269
Contribution to Provident Fund and other Funds	59,496,194	83,969,655
Welfare and Other Expenses	9,220,004	7,994,771
	305,036,745	342,708,695



		Ruj
	Year ended 31.03.2010	Year er 31.03.2
SCHEDULE: 12		
Other Expenses		
Stores and Tools Consumed	42,121,474	43,364
Carriage Inward	39,630,948	45,321
Power and Fuel	31,389,459	32,039
Jobwork Charges	31,382,445	22,961
Repairs and Maintenance to Machinery	3,734,619	9,804
Repairs to Building	2,022,049	1,583
Others Repairs	7,170,518	4,943
Factory Expenses	8,044,040	7,388
Rent	19,269,009	9,300
Rates and Taxes	4,308,898	4,712
Insurance	7,607,264	7,166
Conveyance	7,590,456	11,615
Travelling Expenses	23,521,052	32,136
Legal and Professional Charges	27,926,789	23,426
Statutory Auditors' Remuneration	1,374,246	1,262
Printing and Stationary & Computer Expenses	4,417,039	8,154
Communication Expenses	6,699,182	7,853
Books, Subscription and Membership	37,626	59
Directors' Sitting Fees	415,000	370
Office Expenses	2,769,540	998
General Expenses	16,474,617	13,157
Sundry Balance Written off (Net)	3,133,760	3,491
Foreign Exchange Fluctuation	1,006,642	(28,721
Marketing and Sales Promotion	41,430,263	13,446
Advertisment Expenses	2,320,959	3,497
Discount, Commisison and other Expenses on Sales	41,219,964	41,352
Packing and Forwarding Expenses	57,360,422	43,611
Excise Duty on Finished Goods Stock	2,170,095	540
	436,548,376	364,839
SCHEDULE: 13		
Miscellaneous Expenditure Amortised		
Company Formation Expenses	16,554,201	12,381
Share Issue Expenses	1,850,300	1,850
Fees for Increase in Authorised Share Capital	170,000	170
	18,574,501	14,401
SCHEDULE: 14		
Interest & Financial Charges		
Interest on Term Borrowings	75,156,149	18,173
Interest on Working Capital Facilities	34,329,609	63,439
Bank Charges	3,988,702	5,022
Interest on Inter corporate deposits	(34,590)	
Interest to Others	476,300	4,715
	113,916,170	91,351



## **SCHEDULE: 15**

### **Significant Accounting Policies**

### 1. Basis for preparation of consolidated financial statements

The consolidated financial statements have been prepared on accrual basis in accordance with generally accepted accounting principles and applicable Accounting Standards notified u/s 211 (3C) of the Companies Act, 1956 and comply with the Accounting Standard (AS 21) – Consolidated Financial Statements, subject to Note No.4 (i) and 4(ii) of Schedule 16.

### 2. Fixed Assets

The Fixed Assets are valued at cost including taxes, duties (net of tax credits) and direct/ indirect expenses incurred/ apportioned thereto. Press Tools and such other types of assets which are developed in house are capitalized at direct cost plus overheads and standing charges.

### 3. Depreciation

The depreciation on fixed assets is provided on Straight Line methods at the rates permissible under applicable local laws or at such rates so as to write off the value of assets over their useful life.

Intangible assets are amortized over specified periods depending upon production agreement period, useful commercial lives and likely economic benefits, as the case may be.

### 4. Impairment of Assets

Impairment of assets is recognized when there is an indication of impairment. On such indication, the recoverable amount of asset is estimated and if such estimation is less than the book value, the book value is reduced to its recoverable amount.

### 5. Inventories

Inventories are valued at the lower of cost (exclusive of taxes/ duties availed on its input) and net realizable value. It is on FIFO basis in respect of raw material stocks at Sitarganj Unit and on weighted average basis in respect of stocks at other units. Finished goods and work-in-progress are valued at aggregate cost determined, comprising material cost and apportioned overheads/ duties as applicable. Scrap is valued at realizable value.

### 6. Investments

Investments are valued at cost.

### 7. Revenue Recognition

- i) Sales and services are accounted for on dispatch of products from the works and which are followed by transfer of risk and reward to the customers up to the time the financial statements of the company are adopted.
- ii) Insurance claims are accounted as when admitted.
- iii) Other income is accounted on accrual basis except when realization of such income is uncertain.

### 8. Foreign Exchange

Transactions in foreign currency are recorded at the exchange rates prevailing on the date of transaction. Monetary assets and liabilities denominated in foreign currencies are restated at year-end exchange rates. Non-monetary items (investment) denominated in foreign currencies are stated using the exchange rate at the date of transaction. Exchange differences arising on settlement of transactions and on restatement of monetary items are recognized as income or expense in the years in which they arise, except in respect of the liabilities for acquisition of fixed assets, where such exchange difference is adjusted in carrying cost of fixed assets. Exchanges differences arising on translation of monetary and non-monetary items referred to above being part of non-integral operations are accumulated in foreign currency translation reserve and is recognized as income on expense in the year in which such items are disposed off.



## **SCHEDULE: 15** (Contd.)

### 9. Selling / Marketing expenses

- i) Warranty is extended on products sold. Warranty expenses are accrued/accounted as and when claim is accepted.
- ii) Commission, Discount and other expenses payable on sales are recognized on determination of amounts payable in accordance with arrangements / contracts with the parties.

### 10. Employee Benefits

### i) Short Term Employee Benefits

Short term employee benefits are recognized as an expense at the undiscounted amounts in the profit and loss account of year in which the related services are rendered.

### ii) Defined Contribution Plans

Provident Fund & ESIC are defined contribution schemes established under a State Plan. The contributions to the schemes are charged to the profit and loss account in the year when the contributions become due.

### iii) Defined Benefit Plans

The company has a defined benefit gratuity plan. Every employee who has completed five years or more of service gets a gratuity on post employment at 15 days salary (last drawn salary) for each completed year of services as per the rules of the company. The aforesaid liability is provided for on the basis of an actuarial valuation made using Project Unit Credit Method at the end of the financial year. The scheme is funded with an insurance company in the form of a qualifying insurance policy.

Actuarial gains/losses are recognized in profit and loss account in the year in which they arise.

### iv) Compensated Absences

Employees are entitled to accumulate leave subject to certain limits for future encashment. The liability in respect of leave encashment is provided on the basis of actuarial valuation made at the end of the financial year using Project Unit credit method. The said liability is not funded.

### 11. Miscellaneous Expenditure

- i) Company formation expenses are amortized over a period of 6 years
- ii) Share issue expenses are amortized over a period of 5 years.
- iii) Fees for Increase in Authorized Share Capital is amortized over a period of 5 years.

### **12.** Taxes on Income

Deferred tax is recognized on timing differences; being the difference between taxable income and accounting income that originate in one period and are capable of reversal in one or more subsequent periods. Deferred tax assets are recognized only to the extent there is a virtual certainty of its realization.

### 13. Provisions and Contingent Liabilities

- i) Provisions in respect of present obligations arising out of past events are made in the accounts when reliable estimates can be made of the amount of the obligations.
- ii) Contingent liabilities are disclosed by way of notes to financial statements, after careful evaluation by the management of the facts and the legal aspects of the matter involved.

### 14. Borrowing Costs.

Borrowing Costs that are attributable to the acquisition, construction or production of qualifying assets are capitalized as a part of cost of such assets. All other borrowing costs are recognized as expense in the period in which they are incurred.

### 15. R & D Expenses

All expenses with respect to new designs, improvements in designs, manufacturing processes, quality assurance, Product Life and efficacies and associated administrative expenses of Research and Development Department, etc. are grouped under the head "R & D Expenses" and charged to Profit and Loss account.



### **SCHEDULE: 16**

### Notes forming part of consolidated financial statement

- 1. The consolidated financial statements are based on the audited accounts of the parent company and the audited accounts of the wholly owned / step down subsidiaries of the same reporting date.
  - While consolidating the accounts, to the extent possible line by line additions are carried out for like items of assets, liabilities, income and expenses. All significant intra-group balances and transactions have been eliminated in consolidation.

The consolidated financial statements have been prepared using uniform accounting policies for like transactions and other events in similar circumstances and are presented to the extent possible in the same manner as the parent company's separate financial statement.

### Details of Subsidiaries

Na	mes of Subsidiaries with country of incorporation	Percentage of Voting Power	Financial Year
i.	Setco Automotive (UK) Limited - UK (SAUL)	20% by Setco Automotive Ltd. 80% by WEW Holding Limited	April to March
ii.	Setco Automotive (N.A.) [Incorporation - U.S.A.(SANAI)] (Wholly owned Subsidiary of Setco Automotive (UK) Ltd.)	100%	April to March
iii.	WEW Holding Limited [Mauritius (WEW)] (Wholly owned subsidiary of Setco Automotive Ltd. India)	100%	April to March

- 3. During the year under audit, the Company's wholly owned subsidiary (WEW Holding Limited Mauritius) disinvested its 100% stake in Setco Global Gmbh- Austria. The said disinvestment has no major impact on the operations of the Company and group. On such disinvestment, Setco Global Gmbh has now ceased to be the Company's step subsidiary. The Company is in the process of necessary compliances with relevant Indian authorities and in the opinion of the management, Company does not expect any material liability on account of disinvestment.
- 4. i) The Products dispatched from the factory, which remained in transit in respect of which the risk and reward have not been transferred till the date of adoption of this financial statements amounts to Rs. 220.08 lacs. With a view to reflect the true and correct position of revenue, the said amount is reduced from the total turn-over during the year and the stock value thereof of Rs. 171.15 lacs is shown under the head "Sales in Transit" in Schedule 7 under the head "Inventories".
  - Earlier Company was recognizing sales on dispatches from works without having regard to transfer of risk & rewards to the customers. Rs. 1465.50 lacs is the amount of products dispatched during the year whose risk & rewards have been transferred by the time of adoption of these accounts. This change is adopted with a view to consider commercial prudence, past consistent practices of major customers and to present realistic position of revenue. The profit recognized / realized on such sales is Rs.385.70 lacs.
  - ii) In the absence of information in accounts of subsidiaries about the stocks on hand out of inter-company transactions, the unrealised Profit on such stocks, if any, is unascertained.
- Impact of variations in accounting policies followed by respective subsidiaries in compliance of local regulations relating to amortization of some intangible assets, treatment of foreign exchange fluctuations have not been considered in this consolidation being unascertained.



## SCHEDULE: 16 (Contd.)

- 6. i) Secured Credit facilities are from Bank of Baroda and HDFC Bank Limited. They are secured on Pari-Passu basis as under:
  - a) Term Loans are secured by first charge by way of equitable mortgage of immovable properties and hypothecation of movable properties and the second charge on stocks and book debts present and future.
  - b) Cash Credits are secured by first charge by way of hypothecation of stocks, stores and components etc. and book debts and the second charge by way of equitable mortgage of immovable properties and hypothecation of movable properties present and future.
  - i) Unsecured loan from Tata Capital Limited is guaranteed by & pledge of shares of SAL held by Mr. Harish Sheth, the Chairman and Managing Director and by his personal guarantee.
- 7. Exceptional / Extraordinary items charged to Profit & Loss account for the year include:
  - i) An old Excise Duty matter, contested in Gujarat High court / Supreme Court adjudicated during the year of Rs. NIL (Rs. 14,271,256)
  - Loss Rs. NIL (Rs. 122,68,700) in respect of Derivative Transaction on account of adverse foreign exchange fluctuation.

### 8. Contingent Liabilities

- i) Estimated amount of contracts remaining to be executed on capital account and not provided for 10,394,134 (Rs. 16,260,508)
- ii) Guarantees given by the bank on behalf of the Company Rs. 1,773,000 (Rs. 1,773,000)
- iii) Guarantee given to ICICI Bank Limited, U.K. for ultimate subsidiary's credit facilities Rs. 157,573,000 (Rs.168, 958,000) (£ 2.3 million).
- iv) Guarantee given to Bank of Baroda, New York, USA for ultimate subsidiary's credit facilities. Rs. 272,412,800 (Rs. 307,363,650) (\$ 5.995 million )
- v) Bills Receivable discounted with the Bank and not matured Rs. 1,142,795 (Rs. 5,663,272)
- vi) Warranty is extended on products sold, undertaking to repair or replace the items that fail during the warranty period. The warranty expenses are accrued / accounted as and when claim are accepted.
- vii) Income tax demand under dispute of Rs.2,785,755 (Rs. 702,265).

			Rupees
		31.03.2010	31.03.2009
A	CASH FLOW FROM OPERATING ACTIVITIES		
	Net Profit before tax	197,254,675	165,911,094
	Adjustments for		
	Depreciation (Net of exchange fluctuation difference)	82,271,489	44,261,369
	Miscellaneous Expenses written off	18,574,501	14,401,724
	Interest Expenses	113,916,170	91,351,898
	Interest Income	(621,548)	(596,798)
	Corporate and Fringe Benefit Tax	(47,781,651)	(21,249,943)
	Operating Profit/ (Loss) before working Capital Changes	363,613,636	294,079,344
	Working Capital Changes		- //-
	Sundry Debtors	(16,375,952)	(362,469)
	Inventories	(62,964,584)	(11,485,527)
	Loans & Advances	(36,927,182)	(50,279,593)
	Sundry Creditors & Other Current Liabilities	24,840,908	(55,782,844)
	Compensated Absence Adjustment	(1,539,029)	-
	Gratuity adjustment	-	12,455
	Working Capital Changes	(92,965,839)	(117,897,978)
	Cash Flow Generated from Operations	270,647,797	176,181,366
	Miscellaneous Expenses	(16,377,598)	(8,979,087)
	Net Cash Flow from Operating activities	254,270,199	167,202,279
	CASH FLOW FROM INVESTING ACTIVITIES		
-	Purchase of Fixed Assets	(60,615,094)	(243,589,932)
	Sale Proceeds of Fixed Assets	650,661	1,099,655
	Intangible Assets	(24,827,541)	(35,451,987)
	Interest Received	621,548	596,798
	Adjustment Depreciation Reserve	(542,712)	(362,555)
	(Increase) / Decrease in Investment	(10,000,000)	2,513,824
	Net Cash used in Investing Activities	(94,713,138)	(275,194,198)
	CASH FLOW FROM FINANCING ACTIVITIES	(= 1,1==,===)	(=: =,== :,== =)
_	Change in Capital Reserve due to exchange fluctuation	(2,450,921)	(3,321,561)
	Proceeds from Cash Credit	132,175,944	144,032,786
	Proceeds from Term Loans	93,873,430	212,882,118
	Repayment of Borowings	(207,207,875)	(139,816,558)
	Inter Corporate Loan	(5,222,584)	(3,395,198)
	Interest Paid	(113,916,170)	(91,351,898)
	Dividend and Dividend DistributionTax	(30,861,252)	(25,802,900)
	Deferred Tax Movement	(83,423)	617,333
	Net Cash Flow from Financing Activities	(133,692,852)	93,844,121
	IMPACT OF EXCHANGE FLUCTUATION ON THE CASHFLOW	(14,540,698)	14,469,173
•	Movement in Cash and Cash equivalents (A+B+C+D)	11,323,510	321,375
	Opening Cash and Cash equivalents		
_		11,799,205	11,477,830
	Closing Cash and Cash equivalents	23,122,715	11,799,205

- Note:

  1 The above Cashflow Statement has been prepared under the "Indirect method" as set out in the Accounting Standard-3 on Cash Flow Statements notified under section 211 (3C) of the Companies Act, 1956.

  2 Cash and Cash Equivalents includes Cash on hand and deposit accounts held with banks.

As per our report of even date attached For Manesh Mehta & Associates

Manesh P. Mehta

Place : Mumbai

Date: June 28, 2010

**Harish Sheth** Chairman and Managing Director Director

For and on behalf of the Board **Udit Sheth** Executive Director **Ashok Kumar Jha** Director

**Shvetal Vakil** Executive Director Bhalachandra Naik **Pratap Merchant** Director Mihir Mehta

Company Secretary

Director

Vinay Shahane

Date: June 28, 2010

Associate Vice President, Finance

Place: Mumbai



Particulars	Setco Auto (UK) I		Setco Aut (NA) Inc.		WEW Holdi Mauritiu	
	£000	Rs. Cr.	\$000	Rs. Cr.	£000	Rs. Cr
1 Capital	1440	9.87	3045	13.84	638	4.37
2 Reserves	827	5.66	(440)	(2.00)	(5)	(0.03
3 Total Assets	4840	33.16	9460	42.99	648	4.4
4 Total Liabilities	4840	33.16	9460	42.99	648	4.4
5 Investments	769	5.27	-	-	640	4.39
6 Turnover	3096	23.59	6569	31.15	-	
7 Profit before Tax	(123)	(0.94)	(895)	(4.24)	11	0.08
8 Profit after Tax	(99)	(0.76)	(637)	(3.02)	11	0.0
9 Proposed Dividend	-	-	-	-	-	

Note : Exchange Rates (a) (Average Rate)  $\,$  £ @ Rs. 76.21, \$ @ Rs.47.42  $\,$ 

(b) (Closing Rate)  $\pm$  @ Rs. 68.51,  $\pm$  @ Rs.45.44

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### **Forward-looking Statements**

The report contains forward-looking statements that involve risks and uncertainties. When used in this discussion, the words like 'plans', 'expects', 'anticipates', 'believes', 'intends', 'estimates', or other similar expressions as they relate to Company or its business are intended to identify such forward-looking statements. Forward-looking statements are based on certain assumptions and expectations of future events. The Company's actual results, performance or achievements could differ materially from those expressed or implied in such forward-looking statements. The Company undertakes no obligation or responsibility to publicly amend, update, modify or revise any forward-looking statements, on the basis of any new information, future event, subsequent development or otherwise.



