

# BOARD OF DIRECTORS

DEVINDER KUMAR JAIN NARINDER KUMAR JAIN DARSHAN KUMAR JAIN PANKAJ JAIN MANISH JAIN ARUN JAIN NEERAJ JAIN JOGINDER PAL JAIN MOHAN LAL MANGLA M. P. GUPTA SUNIL JAIN GULSHAN RAI JAIN RISHA JAIN VIJAY KUMAR SOOD

CHAIRMAN CUM MANAGING DIRECTOR MANAGING DIRECTOR WHOLE TIME DIRECTOR WHOLE TIME DIRECTOR WHOLE TIME DIRECTOR WHOLE TIME DIRECTOR DIRECTOR DIRECTOR DIRECTOR DIRECTOR DIRECTOR DIRECTOR DIRECTOR DIRECTOR DIRECTOR

# **BRANCH OFFICES**

- 244, BASTI GUZAN, NEAR BABRIK CHOWK, JALANDHAR-144 002 (PUNJAB)
- SHOP NO. 12 To 15, 32 & 1, LAXMI NARAYAN COMPLEX, PLOT NO. 3 & 3A, SECTOR-12A, KOPERKH AIRNE, NAVI MUMBAI 400 079 (MAHARASHTRA).
- <sup>227</sup> E-8, SECTOR-6, NOIDA 201 301 (U.P.)

# WORKS

1688-2/31, Railway Road Near Railway Station Gurgaon – 122 001 (Haryana)

# AUDITORS

M/S MADAN & ASSOCIATES (Formerly M/s R. N. Bahl & Co.) Chartered Accountants FLAT NO. 1003, 10<sup>TH</sup> FLOOR KAILASH BUILDING, K. G. MARG NEW DELHI – 110 001.

# BANKERS

Bank of India

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# NOTICE

Notice is hereby given that the Thirty-Second Annual General Meeting of the Members of Cosco (India) Limited will be held on Friday, the 30<sup>th</sup> September, 2011 at 10.30 A.M. at Registered Office of the Company at 2/8, Roop Nagar, Delhi – 110 007 to transact the following business: -

# **ORDINARY BUSINESS**

#### Item 1

To receive, consider and adopt the Balance Sheet as at 31<sup>st</sup> March, 2011, Profit and Loss Account for the year ended on that date and the Reports of the Auditors' and Directors' thereon.

## Item 2

To appoint a Director in place of Shri M. P. Gupta, who retires by rotation and, being eligible, offers himself for reappointment.

# Item 3

To appoint a Director in place of Shri Sunil Jain who retires by rotation and, being eligible offers himself for re-appointment. **Item 4** 

To appoint a Director in place of Shri Gulshan Rai Jain who retires by rotation and, being eligible offers himself for reappointment.

## Item 5

To appoint a Director in place of Smt. Risha Jain who retires by rotation and, being eligible offers herself for re-appointment. **Item 6** 

To appoint Auditors to hold office from the conclusion of this Annual General Meeting till the conclusion of the next Annual General Meeting and to fix their remuneration.

## SPECIAL BUSINESS

#### Item 7

To consider and if thought fit to pass with or without modification(s) the following Resolution(s) as Special Resolution(s); "RESOLVED THAT pursuant to the provisions of Section 198, 269, 309, 310 and 311 read with Schedule XIII and all other applicable provisions, if any, of the Companies Act, 1956 (including any statutory modification(s) or re-enactment thereof for the time being in force the approval of the Company, be and is hereby accorded to the reappointment of Shri Manish Jain as Whole time Director of the Company in the whole time employment of the Company for a period of three years with effect from 1<sup>st</sup> October 2011. His remuneration terms and conditions are hereby approved as stated below:

# SECTION - I

i.	Salary	Rs. 85,000/- per month w.e.f 1 <sup>st</sup> April, 2011 for the current year ending 31 <sup>st</sup> March, 2012 and Rs. 95,000/- per month w.e.f. 01.04.2012 with annual increment of Rs. 10,000/- per month.
ii.	Commission	0.75% on sales which is to be calculated as percentage of sales of previous Financial year, Commission shall accrue only on adoption of previous year's Accounts in Annual General Meeting and will be restricted to 80% of the Salary of the relevant year.
-	ECTION-II	
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Shri Manish Jain shall also be eligible to the following perquisites, which shall not be included in ceiling on remuneration specified in section (I) above.

 i. Contribution to Provident Fund, Superannuation or Annuity
 ii. Gratuity
 Contribution to Provident Fund, Superannuation or Annuity Fund to the extent these either singly or put together are not taxable under the Income Tax Act (including any statutory modification(s) or re-enactment thereof).
 Gratuity payable at a rate not exceeding half month's salary for each completed

# SECTION-III

In addition Shri Manish Jain shall be entitled to the following perquisites:

year of service.

i. Furniture & Furnishing

The Company will provide furniture and furnishing for the residential accommodation. 10% of the cost of furniture and furnishing shall be added for calculation of ceiling for managerial remuneration under the Companies Act, 1956. Similarly 10% of the cost shall be considered perquisite for Income Tax Purposes.



ii.	Medical & Hospitalization	Actual Medical expenses including hospitalization for self and dependent members of family.
iii.	Accident Insurance Premium	Annual premium within permissible limit under Income Tax Act and Rules, the Company being beneficiary under the policy.
iv.	Leave Travel Concession	For self and family as permissible in the Income Tax Act and Rules.
V.	Car with Driver	Shall be provided for use for Company's Business.Perquisite value for personal use, if any, shall be as per Income Tax Act and Rules/ other applicable Statutory provisions in force from time to time. In case driver is not provided then the Company shall reimburse the actual expenses incurred by the employee for engaging a driver.
vi.	Telephone(s)	Telephone(s) shall be provided at the residence for the benefit of Company's business, the cost of which shall be borne/paid by the Company. Mobile Phone (s) to be provided for Company's business use.

Explanation: Family means the Spouse, dependent children and dependent parents of the appointee.

RESOLVED FURTHER THAT in the event of inadequacy or absence of Profit in any financial year, the remuneration payable to Shri Manish Jain shall be governed by Section II of Part II of Schedule XIII of the Companies Act, 1956, or any statutory amendment/modification(s) thereof."

RESOLVED FURTHER THAT in the event of any statutory amendment(s) or modification(s) or further liberalization/ revision by the Central Government to Schedule XIII of the Companies Act, 1956 the Board of Directors and/or Committee thereof be and is hereby authorized to vary and/or increase the remuneration including the Salary, perquisites, allowances etc. within such prescribed limits or ceiling without any further Resolution or consent or reference to the members in General Meeting, subject however to the provisions of Section 302 of the Companies Act, 1956 and subject further to the same falling within the powers of the Remuneration Committee and Board.

RESOLVED FURTHER THAT the Board of Directors of the Company be and is hereby authorized to do all such acts, deeds, things and matters as may be necessary to give effect to the above Resolution(s)". **Item 8** 

To consider and if thought fit to pass with or without modification(s) the following Resolution(s) as Special Resolution(s);

"RESOLVED THAT pursuant to the provisions of Section 198, 269, 309, 310 and 311 read with Schedule XIII and all other applicable provisions, if any, of the Companies Act, 1956 (including any statutory modification(s) or re-enactment thereof for the time being in force the approval of the Company, be and is hereby accorded to the reappointment of Shri Pankaj Jain as Whole time Director of the Company in the whole time employment of the Company for a period of three years with effect from 1<sup>st</sup> October 2011. His remuneration terms and conditions are hereby approved as stated below:

# SECTION - I

i.	Salary	Rs. 85,000/- per month w.e.f 1 <sup>st</sup> April, 2011 for the current year ending 31 <sup>st</sup> March, 2012 and Rs. 95,000/- per month w.e.f. 01.04.2012 with annual increment of Rs. 10,000/- per month.
ii.	Commission	0.75% on sales which is to be calculated as percentage of sales of previous Financial year, Commission shall accrue only on adoption of previous year's Accounts in Annual General Meeting and will be restricted to 80% of the Salary of the relevant year
SEC	CTION-II	

Shri Pankaj Jain shall also be eligible to the following perquisites, which shall not be included in ceiling on remuneration specified in section (I) above.

- i. Contribution to Provident Fund, Superannuation or Annuity Contribution to Provident Fund, Superannuation or Annuity Fund to the extent these either singly or put together are not taxable under the Income Tax Act (including any statutory modification(s) or re-enactment thereof).
- ii. Gratuity Gratuity payable at a rate not exceeding half month's salary for each completed year of service.

# SECTION-III

In addition Shri Pankaj Jain shall be entitled to the following perquisites:

i.	Furniture & Furnishing	The Company will provide furniture and furnishing for the residential accommodation. 10% of the cost of furniture and furnishing shall be added for calculation of ceiling for managerial remuneration under the Companies Act, 1956. Similarly 10% of the cost shall be considered perquisite for Income Tax Purposes.	
ii.	Medical & Hospitalization	Actual Medical expenses including hospitalization for self and dependent members of family.	
iii.	Accident Insurance Premium	Annual premium within permissible limit under Income Tax Act and Rules, the Company being beneficiary under the policy.	
iv.	Leave Travel Concession	For self and family as permissible in the Income Tax Act and Rules.	
v.	Car with Driver	Shall be provided for use for Company's Business.Perquisite value for personal use, if any, shall be as per Income Tax Act and Rules/ other applicable Statutory provisions in force from time to time. In case driver is not provided then the Company shall reimburse the actual expenses incurred by the employee for engaging a driver.	
vi.	Telephone(s)	Telephone(s) shall be provided at the residence for the benefit of Company's business, the cost of which shall be borne/paid by the Company. Mobile Phone (s) to be provided for Company's business use.	

Explanation: Family means the Spouse, dependent children and dependent parents of the appointee.

RESOLVED FURTHER THAT in the event of inadequacy or absence of Profit in any financial year, the remuneration payable to Shri Pankaj Jain shall be governed by Section II of Part II of Schedule XIII of the Companies Act, 1956, or any statutory amendment/modification(s) thereof."

RESOLVED FURTHER THAT in the event of any statutory amendment(s) or modification(s) or further liberalization/ revision by the Central Government to Schedule XIII of the Companies Act, 1956 the Board of Directors and/or Committee thereof be and is hereby authorized to vary and/or increase the remuneration including the Salary, perquisites, allowances etc. within such prescribed limits or ceiling without any further Resolution or consent or reference to the members in General Meeting, subject however to the provisions of Section 302 of the Companies Act, 1956 and subject further to the same falling within the powers of the Remuneration Committee and Board.

RESOLVED FURTHER THAT the Board of Directors of the Company be and is hereby authorized to do all such acts, deeds, things and matters as may be necessary to give effect to the above Resolution(s)".

#### Item 9

To consider and if thought fit to pass with or without modification(s) the following Resolution(s) as Special Resolution(s);

"RESOLVED THAT pursuant to the provisions of Section 198, 269, 309, 310 and 311 read with Schedule XIII and all other applicable provisions, if any, of the Companies Act, 1956 (including any statutory modification(s) or re-enactment thereof for the time being in force the approval of the Company, be and is hereby accorded to the reappointment of Shri Neeraj Jain as Whole time Director of the Company in the whole time employment of the Company for a period of three years with effect from 1<sup>st</sup> October 2011. His remuneration terms and conditions are hereby approved as stated below:

#### SECTION - I

i.	Salary	Rs. 85,000/- per month w.e.f 1 <sup>st</sup> April, 2011 for the current year ending 31 <sup>st</sup> March, 2012 and Rs. 95,000/- per month w.e.f. 01.04.2012 with annual increment of Rs. 10,000/- per month.
ii.	Commission	0.75% on sales which is to be calculated as percentage of sales of previous Financial year, Commission shall accrue only on adoption of previous year's Accounts in Annual General Meeting and will be restricted to 80% of the Salary of the relevant year.

# SECTION-II

Shri Neeraj Jain shall also be eligible to the following perquisites, which shall not be included in ceiling on remuneration specified in section (I) above.

i.	Contribution to Provident Fund, Superannuation or Annuity	Contribution to Provident Fund, Superannuation or Annuity Fund to the extent these either singly or put together are not taxable under the Income Tax Act (including any statutory modification(s) or re-enactment thereof).
ii.	Gratuity	Gratuity payable at a rate not exceeding half month's salary for each completed year of service.



# SECTION-III

In addition Shri Neeraj Jain shall be entitled to the following perquisites

i.	Furniture & Furnishing	The Company will provide furniture and furnishing for the residential accommodation. 10% of the cost of furniture and furnishing shall be added for calculation of ceiling for managerial remuneration under the Companies Act, 1956. Similarly 10% of the cost shall be considered perquisite for Income Tax Purposes
ii.	Medical & Hospitalization	Actual Medical expenses including hospitalization for self and dependent members of family.
iii.	Accident Insurance Premium	Annual premium within permissible limit under Income Tax Act and Rules, the Company being beneficiary under the policy.
iv.	Leave Travel Concession	For self and family as permissible in the Income Tax Act and Rules.
V.	Car with Driver	Shall be provided for use for Company's Business. Perquisite value for personal use, if any, shall be as per Income Tax Act and Rules/ other applicable Statutory provisions in force from time to time. In case driver is not provided then the Company shall reimburse the actual expenses incurred by the employee for engaging a driver.
vi.	Telephone(s)	Telephone(s) shall be provided at the residence for the benefit of Company's business, the cost of which shall be borne/paid by the Company. Mobile Phone (s) to be provided for Company's business use.

Explanation: Family means the Spouse, dependent children and dependent parents of the appointee.

RESOLVED FURTHER THAT in the event of inadequacy or absence of Profit in any financial year, the remuneration payable to Shri Neeraj Jain shall be governed by Section II of Part II of Schedule XIII of the Companies Act, 1956, or any statutory amendment/modification(s) thereof."

RESOLVED FURTHER THAT in the event of any statutory amendment(s) or modification(s) or further liberalization/ revision by the Central Government to Schedule XIII of the Companies Act, 1956 the Board of Directors and/or Committee thereof be and is hereby authorized to vary and/or increase the remuneration including the Salary, perquisites, allowances etc. within such prescribed limits or ceiling without any further Resolution or consent or reference to the members in General Meeting, subject however to the provisions of Section 302 of the Companies Act, 1956 and subject further to the same falling within the powers of the Remuneration Committee and Board.

RESOLVED FURTHER THAT the Board of Directors of the Company be and is hereby authorized to do all such acts, deeds, things and matters as may be necessary to give effect to the above Resolution(s)".

## Item 10

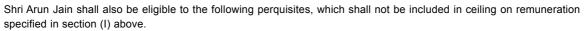
To consider and if thought fit to pass with or without modification(s) the following Resolution(s) as Special Resolution(s);

"RESOLVED THAT pursuant to the provisions of Section 198, 269, 309, 310 and 311 read with Schedule XIII and all other applicable provisions, if any, of the Companies Act, 1956 (including any statutory modification(s) or re-enactment thereof for the time being in force the approval of the Company, be and is hereby accorded to the reappointment of Shri Arun Jain as Whole time Director of the Company in the whole time employment of the Company for a period of three years with effect from 1<sup>st</sup> October 2011. His remuneration, terms and conditions are hereby approved as stated below:

# SECTION - I

i.	Salary	Rs. 85,000/- per month w.e.f 1 <sup>st</sup> April, 2011 for the current year ending 31 <sup>st</sup> March, 2012 and Rs. 95,000/- per month w.e.f. 01.04.2012 with annual increment of Rs. 10,000/- per month.
ii.	Commission	0.75% on sales which is to be calculated as percentage of sales of previous Financial year, Commission shall accrue only on adoption of previous year's Accounts in Annual General Meeting and will be restricted to 80% of the Salary of the relevant year.

# SECTION-II



		(including any statutory modification(s) or re-enactment thereof).	
	Superannuation or Annuity	these either singly or put together are not taxable under the Income Tax Act	
i.	Contribution to Provident Fund,	Contribution to Provident Fund, Superannuation or Annuity Fund to the extent	

ii. Gratuity Gratuity payable at a rate not exceeding half month's salary for each completed year of service.

# SECTION-III

In addition Shri Arun Jain shall be entitled to the following perquisites:

i.	Furniture & Furnishing	The Company will provide furniture and furnishing for the residential accommodation. 10% of the cost of furniture and furnishing shall be added for calculation of ceiling for managerial remuneration under the Companies Act, 1956. Similarly 10% of the cost shall be considered perquisite for Income Tax Purposes.	
ii.	Medical & Hospitalization	Actual Medical expenses including hospitalization for self and dependent members of family.	
iii.	Accident Insurance Premium	Annual premium within permissible limit under Income Tax Act and Rules, the Company being beneficiary under the policy.	
iv.	Leave Travel Concession	For self and family as permissible in the Income Tax Act and Rules.	
V.	Car with Driver	Shall be provided for use for Company's Business. Perquisite value for personal use, if any, shall be as per Income Tax Act and Rules/ other applicable Statutory provisions in force from time to time. In case driver is not provided then the Company shall reimburse the actual expenses incurred by the employee for engaging a driver.	
vi.	Telephone(s)	Telephone(s) shall be provided at the residence for the benefit of Company's business, the cost of which shall be borne/paid by the Company. Mobile Phone (s) to be provided for Company's business use.	

Explanation: Family means the Spouse, dependent children and dependent parents of the appointee.

RESOLVED FURTHER THAT in the event of inadequacy or absence of Profit in any financial year, the remuneration payable to Shri Arun Jain shall be governed by Section II of Part II of Schedule XIII of the Companies Act, 1956, or any statutory amendment/modification(s) thereof."

RESOLVED FURTHER THAT in the event of any statutory amendment(s) or modification(s) or further liberalization/ revision by the Central Government to Schedule XIII of the Companies Act, 1956 the Board of Directors and/or Committee thereof be and is hereby authorized to vary and/or increase the remuneration including the salary, perquisites, allowances etc. within such prescribed limits or ceiling without any further Resolution or consent or reference to the members in General Meeting, subject however to the provisions of Section 302 of the Companies Act, 1956 and subject further to the same falling within the powers of the Remuneration Committee and Board.

RESOLVED FURTHER THAT the Board of Directors of the Company be and is hereby authorized to do all such acts, deeds, things and matters as may be necessary to give effect to the above Resolution(s)".

## NOTES

- A member entitled to attend and vote at the Annual General Meeting may appoint a proxy to attend and vote on a Poll on his behalf. A proxy need not be a member of the Company. Proxies in order to be effective must be received at the office of the Registrar of the Company M/s Skyline Financial Services Pvt. Ltd., D – 153 A, 1<sup>st</sup> Floor, Okhla Industrial Area, Phase – I, New Delhi – 110020. Not less than Forty Eight hours before the commencement of the Annual General Meeting.
- 2. The explanatory statement under section 173 (2) of the Companies Act, 1956 setting out material facts in respect of the business under item Nos. 7, 8, 9 and 10 are annexed hereto.



- All documents referred to in the accompanying Notice are open for inspection at the Registered Office of the Company during office hours on all working days except Sundays between 11.0 A.M. – 1.00 P.M. up to the date of the Annual General Meeting.
- 4. In terms of the Circular No. 2/2011 dated 8<sup>th</sup> February 2011 issued by the Ministry of Corporate Affairs, Government of India, the Balance Sheet, Profit and Loss Account and other documents of the subsidiary company are not required to be attached with Balance Sheet/ Annual Report of the Company. The said Documents/details shall be made available upon request to any member of the Company and will be made available for inspection by any member of the Company at the Registered office of the company on all working days except Sundays between 11.0 A.M. 1.00 P.M. upto the date of Annual General Meeting.
- 5. Register of Members and the Transfer Books for Equity Shares shall remain closed from 26<sup>th</sup> September, 2011 to 30<sup>th</sup> September, 2011 (Both days inclusive) for the purpose of ascertaining the names of Members.
- Please send all correspondence including requests for transfer/transmission/Demat of Shares, change of address etc. to the Registrar and Share Transfer Agents, M/s Skyline Financial Services Pvt. Ltd., D – 153 A, 1<sup>st</sup> Floor, Okhla Industrial Area, Phase – I, New Delhi – 110020. Ph. 26812682, 26812683.
- 7. Members holding shares in more than one folio in identical order of names are requested to write to the Registrar and Share Transfer Agents enclosing their share certificates to enable the Company to consolidate their holdings in one folio to facilitate better service.
- 8. Members seeking any information with regard to accounts or operations are requested to write to the Company latest by 26<sup>th</sup> September, 2011 so as to enable the management to keep the information ready.

#### **Explanatory Statement**

#### Item No. 7.

Shri Manish Jain is a qualified engineer and MBA having business experience of about 18 years. He is managing plant operations and is also actively associated with research and development of new products.

Shri Manish Jain was re-appointed as Whole time Director in the Annual General Meeting of the Shareholders held on 30<sup>th</sup> September, 2008 for a further period of 3 years w.e.f. 1<sup>st</sup> October, 2008. His term will expire on 30<sup>th</sup> September, 2011.

The Board recommends the reappointment of Shri Manish Jain as Whole Time Director of the Company for the further period of 3 years w.e.f. 1<sup>st</sup> October 2011 upon the remuneration, terms & condition as set out in the Resolutions(s) and which Remuneration Committee has approved. The Board recommends the Resolution(s) for your approval. Statement giving information pursuant to the requirements of Section II Para 1(B)(iv) of Schedule XIII to the Companies Act, 1956 for appointment and approval of Managerial Remuneration is attached to this Notice.

Shri Devinder Kumar Jain, Shri Manish Jain and Shri Arun Jain are concerned or interested in the said Resolution(s).

This may be treated as an abstract to the nature of concern or interest of the Directors pursuant to Section 302 of Companies Act, 1956.

#### Item No. 8.

Shri Pankaj Jain is commerce graduate and holding Master Degree in Business Administration and has 18 years experience to his credit in marketing and finance. Shri Pankaj Jain has travelled abroad extensively and thereby enriched with vast experience in the field of export.

Shri Pankaj Jain was re-appointed as Whole time Director in the Annual General Meeting of the Shareholders held on 30<sup>th</sup> September, 2008 for a period of 3 years w.e.f. 1<sup>st</sup> October, 2008. His term will expire on 30<sup>th</sup> September, 2011.

The Board recommends the reappointment of Shri Pankaj Jain as Whole Time Director of the Company for the further period of 3 years w.e.f. 1<sup>st</sup> October 2011 upon the remuneration, terms & condition as set out in the Resolutions(s) and which Remuneration Committee has approved. The Board recommends the Resolution(s) for your approval.

Statement giving information pursuant to the requirements of Section II Para 1(B)(iv) of Schedule XIII to the Companies Act, 1956 for appointment and approval of Managerial Remuneration is attached to this Notice.

Shri Pankaj Jain and Shri Darshan Kumar Jain are concerned or interested in the said Resolution(s).

This may be treated as an abstract to the nature of concern or interest of the Directors pursuant to Section 302 of Companies Act, 1956.



#### Item No. 9.

Shri Neeraj Jain is qualified Engineer and M.B.A. with Master Degree in Polymer Science from U.K. Shri Neeraj Jain is instrumental introducing new product line of Health & Fitness Equipments which contributes significantly to Company's revenue. He has 17 years experience to his credit in looking after imports and procuring of new products.

Shri Neeraj Jain was re-appointed as Whole time Director in the Annual General Meeting of the Shareholders held on 30<sup>th</sup> September, 2008 for a period of 3 years w.e.f. 1<sup>st</sup> October, 2008. His term will expire on 30<sup>th</sup> September, 2011.

The Board recommends the reappointment of Shri Neeraj Jain as Whole Time Director of the Company for the further period of 3 years w.e.f. 1<sup>st</sup> October 2011 upon the remuneration, terms & condition as set out in the Resolutions(s) and which Remuneration Committee has approved. The Board recommends the Resolution(s) for your approval.

Statement giving information pursuant to the requirements of Section II Para 1(B)(iv) of Schedule XIII to the Companies Act, 1956 for appointment and approval of Managerial Remuneration is attached to this Notice.

Shri Neeraj Jain and Shri Narinder Kumar Jain are concerned or interested in the said Resolution(s).

This may be treated as an abstract to the nature of concern or interest of the Directors pursuant to Section 302 of Companies Act, 1956.

# Item No. 10.

Mr. Arun Jain is about 46 years of age having B.E., M. Tech qualification. He has vast experience of more than 19 years industrial Relation & Management and Research & Development of Rubber & Polymer Products. The Directors feel that the experience of Shri Arun Jain will be of immense help to the Company.

Shri Arun Jain was appointed as Whole Time Director by the Board of Directors in the Annual General Meeting of the Shareholders held on 30<sup>th</sup> September, 2009 for a period of 3 years w.e.f. 1<sup>st</sup> May, 2010. His term is due to expire on 30<sup>th</sup> April, 2013. However, it has been proposed that the terms and conditions of his appointment be revised and he be reappointed as Whole Time Director of the Company w.e.f. 1<sup>st</sup> October, 2011 for a period of three years till 30<sup>th</sup> September, 2014 as per the revised terms and conditions.

Statement giving information pursuant to the requirements of Section II Para 1(B)(iv) of Schedule XIII to the Companies Act, 1956 for appointment and approval of Managerial Remuneration is attached to this Notice.

The Board recommends the appointment of Shri Arun Jain as Whole Time Director of the Company for a further period of 3 years w.e.f. 1<sup>st</sup> October, 2011 upon the remuneration, terms & conditions as set out in the Resolution(s) and which the Remuneration Committee has approved. The Board recommends the resolution for your approval.

Shri Arun Jain, Shri Devinder Kumar Jain and Shri Manish Jain are concerned or interested in the said Resolution(s).

This may be treated as an abstract to the nature of concern or interest of the Directors pursuant to Section 302 of Companies Act, 1956.

Registered Office: 2/8, Roop Nagar, Delhi -110007

By order of the Board of Director

Devinder Kumar Jain Chairman cum Managing Director

Place : Delhi Date : 1st September, 2011



Statement forming part of Notice of 32<sup>nd</sup> Annual General Meeting issued to the Shareholders of the Company pursuant to the requirements of Section II Para 1(B) of Schedule XIII to the Companies Act, 1956 for appointment and approval of Managerial Remuneration as per Agenda Items Nos.7, 8, 9 and 10.

# I. General Information:

1.	Nature of industry	The Company manufactures Sports Balls & Sports Ball Bladders and markets Sports Goods and Fitness Equipments & allied items.		
2.	Date or expected date of commencement of commercial production	Existing Company. Already in commercial production.		
3	In case of new companies, expected date of commencement of activities as per project approved by financial institutions appearing in the prospectus	Not Applicable		
4	Financial performance based on given indicators	RESULTS	CURRENT YEAR 5. IN LACS)	PREVIOUS YEAR (RS. IN LACS)
		Income	7000.55	5855.89
		Expenditure	6883.61	5740.35
		Profit before tax & Depreciation	180.44	184.50
		Depreciation	63.49	68.97
		Profit before Tax	116.95	115.53
		Provision for Taxation including Deferred Tax	44.60	68.83
		Profit after taxation	72.35	46.70
		Prior period adjustments Income/(expenditure)	(0.64)	1.97
		Net Profit	71.71	48.67
		Paid up Capital	416.10	416.10
		Reserve & Surplus	1555.27	1483.55
		Secured Term Loans	11.24	12.83
		Working Capital Loans	1062.54	1115.81
		Unsecured Loans/Deposits	1581.21	1474.81
		Investments	715.79	715.93
5	5.1 Export performance	FOB Value of Exports	660.43	488.38
	5.2 Net foreign exchange collaborations	As stated at Sr. No. 6		
6.	Foreign investments of collaborators, if any	Investment in wholly owned Foreign Subsidiary Company * Equivalent to US\$ 12,95,000/-	586.48*	586.48*



# II Information about the appointees :

(i) Shri M.P. Gupta-Independent Non Executive Director

1.	Background details	1.1 Age 71 Years
		1.2 Qualification Post Graduate-Educationist, Former Head and Dean–Faculty of Management Studies (FMS), Delhi University
		1.3 Experience 43 years of experience
2.	Past remuneration	Sitting fees as per rules
3.	Recognition or awards	_
4.	Job profile and his suitability	Vast knowledge in the areas of Business and Management
5.	Remuneration proposed	Sitting fees as per rules
6.	Comparative remuneration profile with respect to industry, size of the Company, profile of the position and person (in case of expatriates the relevant details would be w.r.t. the country of his origin).	No Industry specific comparative data available.
7.	Pecuniary relationship directly or indirectly with the Company, or relationship with the managerial personnel, if any.	Independent Director
(ii)	Shri Sunil Jain - Independent Non Executive Direct	
1.	Background details	1.1Age56 Years1.2QualificationGraduate1.3Experience28 years of experience
2.	Past remuneration	Sitting fees as per rules
3.	Recognition or awards	_
4.	Job profile and his suitability	Well experienced in Industrial Management.
5.	Remuneration proposed	Sitting fees as per rules
6.	Comparative remuneration profile with respect to industry, size of the Company, profile of the position and person (in case of expatriates the relevant details would be w.r.t. the country of his origin).	No Industry specific comparative data available.
7.	Pecuniary relationship directly or indirectly with the Company, or relationship with the managerial personnel, if any.	Independent Director



# (iii) Shri Gulshan Rai Jain - Independent Non Executive Director

1.	Background details	1.1Age61 Years1.2QualificationGraduate1.3Experience33 years of experience	
2.	Past remuneration	Sitting fees as per rules	
3.	Recognition or awards	_	
4.	Job profile and his suitability	Experienced in Running and Management Industry.	
5.	Remuneration proposed	Sitting fees as per rules	
6.	Comparative remuneration profile with respect to industry, size of the Company, profile of the position and person (in case of expatriates the relevant details would be w.r.t. the country of his origin).	No Industry specific comparative data available.	
7.	Pecuniary relationship directly or indirectly with the Company, or relationship with the managerial personnel, if any.	Independent Director	

# (iv) Shri Risha Jain - Independent Non Executive Director

1.	Background details	1.1Age44 Years1.2QualificationChartered Accountant1.3Experience18 years of experience	
2.	Past remuneration	Sitting fees as per rules	
3.	Recognition or awards	_	
4.	Job profile and his suitability	Finance, Accounts and project Work.	
5.	Remuneration proposed	Sitting fees as per rules	
6.	Comparative remuneration profile with respect to industry, size of the Company, profile of the position and person (in case of expatriates the relevant details would be w.r.t. the country of his origin).		
7.	Pecuniary relationship directly or indirectly with the Company, or relationship with the managerial personnel, if any.	Independent Director	



# (v) Shri Manish Jain - Whole Time Director

1.	Background details	1.1Age41 Years1.2QualificationQualified Engineer and MBA1.3Experience18 years of experience	
2.	Past remuneration	Remuneration paid to Shri Manish Jain during 2010–11 has been provided in the report on corporate governance forming part of the Annual Report.	
3.	Recognition or awards	_	
4.	Job profile and his suitability	Managing Plant Operations and Associated with research and Development of New Products.	
5.	Remuneration proposed	As per details given in the main body of the Resolution(s)	
6.	Comparative remuneration profile with respect to industry, size of the Company, profile of the position and person (in case of expatriates the relevant details would be w.r.t. the country of his origin).	No Industry specific comparative data available.	
7.	Pecuniary relationship directly or indirectly with the Company, or relationship with the managerial personnel, if any.	Promoter Director Cum Shareholder of the Company. Related to Shri Devinder Kumar Jain – Chairman cum Managing Director, Shri Arun Jain - Director. Number of Shares held by him in the Company are 91,300 plus 12,700 as Karta H.U.F.	

# (vi) Shri Pankaj Jain - Whole Time Director

1.	Background details	1.1	Age	40 Years
		1.2	Qualification	B. Com and MBA
		1.3	Experience	18 years of experience
2.	Past remuneration	been		to Shri Pankaj Jain during 2010–11 has report on corporate governance forming eport.
3.	Recognition or awards	_		
4.	Job profile and his suitability	Finance and Marketing and developing of new products for International Market.		
5.	Remuneration proposed	As p	er details given	in the main body of the Resolution(s)
6.	Comparative remuneration profile with respect to industry, size of the Company, profile of the position and person (in case of expatriates the relevant details would be w.r.t. the country of his origin).	No Ir	ndustry specific	comparative data available.
7.	Pecuniary relationship directly or indirectly with the Company, or relationship with the managerial personnel, if any.	to Sh Shar	nri Darshan Kum	um Shareholder of the Company. Related ar Jain – Whole Time Director. Number of n the Company are 86,300 plus 17,700 as



(vii) Shri Neeraj Jain - Whole Time Director

•	· •		
1.	Background details	1.1Age39 Years1.2QualificationB.E.M.Sc. (Polymer Science) & MBA1.3Experience17 years of experience	
2.	Past remuneration	Remuneration paid to Shri Neeraj Jain during 2010–11 has been provided in the report on corporate governance forming part of the Annual Report.	
3.	Recognition or awards	_	
4.	Job profile and his suitability	International Trade and Sourcing of new Products	
5.	Remuneration proposed	As per details given in the main body of the Resolution(s)	
6.	Comparative remuneration profile with respect to industry, size of the Company, profile of the position and person (in case of expatriates the relevant details would be w.r.t. the country of his origin).	No Industry specific comparative data available.	
7.	Pecuniary relationship directly or indirectly with the Company, or relationship with the managerial personnel, if any.	Promoter Director Cum Shareholder of the Company. Related to Shri Narinder Kumar Jain – Managing Director. Number of Shares held by him in the Company are 91,500 plus 12,500 as Karta H.U.F.	

(viii) Shri Arun Jain - Whole Time Director

1.	Background details	1.1 Age 46 Years	
		1.2 Qualification B.E., M. Tech	
		1.3 Experience 19 years of experience	
2.	Past remuneration	Remuneration paid to Shri Arun Jain during 2010–11 has been provided in the report on corporate governance forming part of the Annual Report.	
3.	Recognition or awards	_	
4.	Job profile and his suitability	He has vast experience in Industrial Relations & Management and Research & Development of Rubber & Polymer Products	
5.	Remuneration proposed	As per details given in the main body of the Resolution(s)	
6.	Comparative remuneration profile with respect to industry, size of the Company, profile of the position and person (in case of expatriates the relevant details would be w.r.t. the country of his origin).	No Industry specific comparative data available.	
7.	Pecuniary relationship directly or indirectly with the Company, or relationship with the managerial personnel, if any.	Promoter Director Cum Shareholder of the Company. Related to Shri Devinder Kumar Jain – Chairman cum Managing Director and Shri Manish Jain - Director. Number of Shares held by him in the Company are 84,300 plus 500 as Karta of H.U.F.	

III.	Other Information	
1.	Reasons of loss or inadequate profits	<ul> <li>&gt; Increase in prices of Rubber and other input Materials, Fuel Cost and Manpower Cost.</li> <li>&gt; Duplication of the Company's Branded Products by grey market operators.</li> <li>&gt; Competition in Domestic and International Markets.</li> <li>&gt; Increase in Interest Rates.</li> </ul>
2.	Steps taken or proposed to be taken for improvement.	<ul> <li>Taking following measures on continuous basis: - <ol> <li>Focusing on Cost control &amp; Cost cutting measures;</li> <li>Development of new products &amp; designs &amp; product re-engineering;</li> <li>Changing packing to check duplication;</li> <li>Changing packing and strengthening marketing network to capitalize on Cosco Brand name;</li> <li>Focusing on outsourcing some good product ranges from China, Thailand and other countries at competitive prices;</li> <li>Expanding trading of health equipments and allied products as this segment is growing fast;</li> <li>Taking remedial measures against grey market operators who are producing duplicate products by using company's brand;</li> </ol> </li> </ul>
3.	Expected increase in productivity and profit in measurable terms	Barring unforeseen circumstances Sales Turnover during the current year is likely to increase by about 15% and the Company expects to earn about 1% net profits.

# IV. DISCLOSURES :

1.	Remuneration packages of the managerial person	Details of Remuneration package of Shri Manish Jain, Shri Pankaj Jain, Shri Neeraj Jain and Shri Arun Jain requiring Shareholders approval by Special Resolutions is given in the Resolutions vide Agenda items No. 7, 8, 9 and 10.
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**C⊖S**C⊖



# DIRECTORS' REPORT

# Dear Members,

Your Directors have pleasure in submitting their 32<sup>nd</sup> Annual Report together with Annual Accounts for the year ended 31<sup>st</sup> March, 2011.

FINANCIAL RESULTS	CURRENT YEAR (Rs. in Lacs)	PREVIOUS YEAR (Rs. in Lacs)
Sales and Other Income	7000.55	5855.88
Expenditure	6883.61	5740.35
Profit before Tax	116.95	115.53
Provision for Taxation-Current	62.72	47.99
Deferred Tax Provided (Written Back)	(18.12)	20.84
Net Profit After Taxation	72.35	46.70
Prior Period adjustments : Add/(Deduct)		
<ul> <li>Taxation</li> </ul>	1.07	3.13
<ul> <li>Expenses</li> </ul>	(1.71)	(1.16)
Profit after Prior Period adjustments	71.71	48.67
Transfer to General Reserve	71.71	48.67

The company registered sales turnover of Rs. 6893.55 Lacs against previous year's sales turnover of Rs. 5751.86 Lacs – with an increase of about 19.8% over the previous year. The other income during the current year was Rs. 107.00 Lacs (Previous year Rs. 104.03Lacs) showing a marginal increase. The current year's Profit before tax and depreciation amounted to Rs. 180.44 Lacs (Previous year Rs. 184.50 Lacs). After providing for depreciation of Rs. 63.49 Lacs (Previous year Rs. 68.97 Lacs) and Provision/Write Back of taxes as tabulated above, the company earned net Profit of Rs. 72.35 Lacs during the year ended 31.03.2011 (Previous year Rs. 46.70 Lacs).

# PERFORMANCE REVIEW

The company registered growth in sales turnover during the financial year ended 31st March 2011 due to good domestic demand and increase of about 35% in Export Sales.

The Company manufactures/source internationally at competitive prices quality products and develop/source new products on regular basis. The management is focusing on expanding marketing network of health equipments and allied products as this segment is growing fast to capitalize on Cosco Brand name. The Management is continuously taking effective steps to improve operating margins by cost controls and better resource utilization.

Company is taking remedial measures on continuous basis to check the duplication of the Company's branded products and protect 'COSCO' Brand.

## WHOLLY OWNED SUBSIDIARY COMPANY IN SRI LANKA

The Wholly Owned Subsidiary Company M/s Cosco Polymer Lanka Pvt. Ltd has reported loss of INR 225.46 lacs (previous year INR 147.90 lacs). The accumulated loss as on 31.03.2011 is INR 1,547.69 lacs (Previous year Rs.1,296.25 lacs). The business operations of the subsidiary company, which were suspended due to global recession and unfavorable political situations in Sri Lanka, could not be re-started till date due to financial constraints. The management is in active deliberations with the potential collaborators /customers for collaboration or outright sale of the unit to repay/regularize bank loans and discharge other liabilities. The Management is also in discussions with the bankers for concessions, waiver of part of Interest/ loans Liabilities and/or One Time Settlemernt. The Management is of the view that there will be no devolvement of any liability on account of Corporate Guarantee issued by it against the loan given by State Bank of India to its subsidiary having regard to the realizable market value of its assets.

## DIVIDEND

Directors don't recommend any Dividend to plough back internal accruals.



# DIRECTORS' RESPONSIBILITY STATEMENT

The Directors confirm that

- a) in the preparation of the Annual Accounts the applicable Accounting Standards have been followed;
- b) the Directors have applied sound accounting policies and made judgments and estimates that are reasonable and prudent so as to give a true and fair view of the state of affairs of the Company at the end of the financial year and of the profit of the Company for the period;
- c) the Directors have taken sufficient care for the maintenance of adequate accounting records in accordance with the provisions of the Companies Act, 1956 for safeguarding the assets of the Company and for preventing and detecting fraud and other irregularities;
- d) the Directors have prepared the Annual Accounts on a "going concern basis";

# FIXED DEPOSIT:

There are no unclaimed / overdue deposits as on 31st March 2011.

# DIRECTORS

In accordance with the Articles of Association of the Company, Shri M.P.Gupta, Shri Sunil Jain, Shri Gulshan Rai Jain and Smt. Risha Jain retire by rotation as Directors at the ensuing Annual General Meeting and being eligible offer themselves for reappointment. Board recommends their reappointment.

The term of Appointment of Sh. Manish Jain, Sh.Pankaj Jain, Sh. Neeraj Jain as Whole time Directors of the Company expires on 30th September, 2011. The Board recommends their Reappointment for a further period of 3 years w.e.f. 01.10.2011 as per the terms and conditions set out in the Notice of the ensuing Annual General Meeting. The term of Appointment of Sh. Arun Jain as Whole time Directors of the Company expires on 30th April, 2013. The Board recommends his Reappointment for a period of 3 years w.e.f. 01.10.2011 as per the revised terms and conditions set out in the Notice of the ensuing Annual General Meeting.

#### AUDITORS

M/s Madan & Associates (Formerly M/s R. N. Bahl & Co.), Chartered Accountants, the present Auditors of the Company, retire at the conclusion of the forthcoming Annual General Meeting and being eligible, offer themselves for reappointment. The Directors recommend their re-appointment.

The Board also places on record its appreciation of the valuable services rendered by Late Shri R. N. Bahl, Senior Partner of M/s R. N. Bahl & Co., who expired in September, 2010 and deeply condoles his death.

## AUDITORS' REPORT

Clarifications, information and explanations on the reservations/observations, qualifications or adverse remarks contained in the Auditors' Report are annexed hereto as **Annexure-1**. Management has given relevant disclosures in the Financial Statements, Schedules and Notes on Accounts.

# **COMPLIANCE CERIFICATE**

Compliance Certificate as required under section 383(A) of the Companies Act 1956, issued by Shri Akhil Rohatgi, Secretary in Whole Time in Practice, is annexed hereto as **Annexure-2**.

## DEMATERIALISATION OF SHARES

The Company shares are being dealt in dematerialized form.

## LISTING

Your Company is listed with Stock Exchanges at Mumbai and Delhi and Annual Listing fee for the Financial Year 2010-11 and 2011 – 2012 has been paid to them.



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

As required by the Companies (Disclosure of particulars in the Report of Board of directors) Rules 1988 the relevant information and data is given in **Annexure**-'**A**' annexed hereto and form part of this Report.

#### CORPORATE GOVERNANCE.

Your Company has taken adequate steps to ensure that mandatory provisions of 'Corporate Governance' as provided in the listing agreement of the Stock Exchanges with which the Company's shares are listed, are duly complied with.

Report on 'Corporate Governance' along with 'Certificate by Practicing Company Secretary' on compliance with the condition of Corporate Governance under clause 49 of the Listing Agreement is annexed hereto as part of this report as **Annexures – 'B1 & B2'** respectively.

Report on Management Discussion and Analysis is annexed hereto as Annexure -'C' and form part of this report.

### PARTICULARS OF EMPLOYEES

During the year under review none of the employees of the Company is covered under provisions of section 217(2A) of the Companies Act, 1956.

#### INDUSTRIAL RELATIONS

During the year the industrial relations remained cordial at all levels.

#### SUBSIDIARY COMPANY AND CONSOLIDATED FINANCIAL STATEMENTS

Cosco Polymer Lanka (Private) Limited is a Wholly Owned Subsidiary Company of Cosco (India) Limited, which is incorporated in Sri Lanka. Statement pursuant to Section 212 of the Companies Act, 1956 is attached as **Annexure-'D'** with this Report.

The Consolidated Financial Statements of the Company and its Wholly Owned Subsidiary, prepared in accordance with Accounting Standards AS-21 and AS-23 issued by The Institute of Chartered Accountants of India, form part of this Report and Accounts. In terms of the Circular No. 2/2011 dated 8<sup>th</sup> February 2011 issued by the Ministry of Corporate Affairs, Government of India, the Balance Sheet, Profit and Loss Account and other documents of the subsidiary company are not required to be attached with Balance Sheet/Annual report of the Company. The said Documents/details shall be made available upon request to any member of the Company and will be made available for inspection by any member of the Company at the Registered office of the company during working hours upto the date of Annual General Meeting. Statement Pursuant to General Exemption granted under Section 212(8) of The Companies Act, 1956 relating to Subsidiary Company is attached with the Consolidated Accounts.

## ACKNOWLEDGEMENTS

Your involvement as shareholders is greatly valued. Your Directors record their sincere appreciation of the contribution made to the organization by Executives, Staff and Workers of the Company. Your Directors place on record their appreciation for the co-operation received from Bankers, Statutory and Internal Auditors, Government Authorities, Customers, Vendors & Shareholders during the year under review.

Registered Office: 2/8, Roop Nagar, Delhi -110007

By order of the Board of Director

Devinder Kumar Jain Chairman cum Managing Director

Place : Delhi Date : 1st September, 2011

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# ANNEXURE TO DIRECTORS REPORT

# Annexure – "A"

Statement of particulars under section 217(1)(e) of the Companies Act, 1956 forming part of the Directors' Report for the year ended 31st March 2011

# A. CONSERVATION OF ENERGY

Following measures are taken during the year for conservation of energy:-

- (i) Upgradation of hot feed water system of the boiler enabling lower consumption of coal.
- (ii) Installation of CFL and LED instead of normal bulbs thus saving the electricity cost.
- (iii) Continuous upgradation of pipelines of steam/air/ water inside the factory.
- (iv) Use of energy efficient motors and pumps.

Information regarding total energy consumption per unit production as per Form A is not applicable to the Company.

# B. TECHNOLOGY ABSORPTION

# FORM-B

RESEARCH AND DEVELOPMENT (R & D)

- 1. Specific areas in which R & D carried out by the Company :
  - (i) Energy Conservation.
  - (ii) Installation of further more machines for machine stitched balls.
  - (iii) Improvement in rubber mixing process and other manufacturing processes.
- 2. Benefits derived as a result of above R & D :
  - (i) Cost optimization.
  - (ii) Higher productivity of stitched balls.
- 3. Future Plans of Action :
  - (i) Automation in packing and manufacturing process.
  - (ii) Company will take R&D activities to improve quality of products and reduce wastages.
- 4. Expenditure on R & D :

Capital	Nil
Recurring	Rs. 19073
Total	Rs. 19073

Total R&D expenditure as a percentage of total turnover is 0.002 %.

TECHNOLOGY ABSORPTION, ADAPTATION AND INNOVATION

- 1. Better techniques were evaluated and implemented for quality and productivity improvement.
- 2. Benefits derived as a result of above
  - (i) Reduction in energy consumption.
  - (ii) Improvement in process efficiency.
- 3. Imported Technology

C.

(a)	Technology imported	None		
(b)	Year of Import	N.A.		
(c)	Has technology been fully absorbed	N.A.		
(d)	If not fully absorbed;			
	Reasons and future course of action	N.A.		
FOREIGN EXCHANGE EARNINGS AND OUTGO				
(i)	Foreign Exchange earning during the year	Rs. 66042841		

(ii) Foreign Exchange outgo during the year Rs. 195848232







# ANNEXURE TO DIRECTORS' REPORT

# ANNEXURE - 'B1'

# CORPORATE GOVERNANCE REPORT

In compliance with Clause 49 of the Listing Agreements with Stock Exchanges, the Company submits the following report on the matters mentioned in the said clause and practices followed by the Company.

# COMPANY'S PHILOSOPHY ON CODE OF GOVERNANCE.

The Board of Directors and the Management of your Company is committed to

- sound & ethical business practices
- ensure transparency and professionalism in all decisions and transactions of the Company
- build brand value of its products
- good Corporate Governance by conforming to prevalent mandatory guidelines on Corporate Governance.

# **BOARD OF DIRECTORS**

I. Composition: The Board of Directors is headed by Shri Devinder Kumar Jain - Chairman Cum Managing Director. Board consisted of the following Directors as on March 31, 2011, categorized as indicated.

(A)	Promoters Group			DIN
	Shri Devinder Kumar Jain	Chairman Cum Mg. Director	ED	00191539
	Shri Narinder Kumar Jain	Managing Director	ED	00195619
	Shri Darshan Kumar Jain	Whole Time Director	ED	00195789
	Shri Pankaj Jain	Whole Time Director	ED	00190414
	Shri Manish Jain	Whole Time Director	ED	00191593
	Shri Neeraj Jain	Whole Time Director	ED	00190592
	Shri Arun Jain	Whole Time Director	ED	01054316
(B)	Independent			
	Shri Mohan Lal Mangla	Director	NED	00311895
	Shri Joginder Pal Jain	Director	NED	00190482
	Prof. M.P. Gupta	Director	NED	00190550
	Shri Sunil Jain	Director	NED	00387451
	Shri Gulshan Rai Jain	Director	NED	00737177
	Smt. Risha Jain	Director	NED	00311938
	Shri Vijay Kumar Sood	Director	NED	01525607

ED – Executive Director, NED – Non Executive Director

II. Attendance at Board Meetings and last Annual General Meeting and details of membership of Directors in other Boards and Board Committees.

# (A) Details of Board Meetings held during the year 2010-11

Date of Meetings	Board Strength	No. of Directors Present
April 30, 2010	14	10
May 17, 2010	14	10
July 31, 2010	14	13
August 28, 2010	14	14
October 30, 2010	14	13
January 31, 2011	14	12
February 28, 2011	14	10
March 08, 2011	14	11



# (B) Directors' Attendance Record and Directorships held:

Name of the Director	No. of Board Meetings Attended	Whether attended last AGM held on 30 <sup>th</sup> Sept. 2010	No. of Directorship held in other Public Limited Companies	No. of Committee position held in other Public Limited Companies as a Chairman	No. of Committee position held in other Public Limitec Companies as a Member
Shri Devinder Kumar Jain	8	Yes	1	Nil	Nil
Shri Narinder Kumar Jain	7	Yes	1	Nil	Nil
Shri Darshan Kumar Jain	8	Yes	1	Nil	Nil
Shri Pankaj Jain	7	Yes	Nil	Nil	Nil
Shri Manish Jain	7	Yes	Nil	Nil	Nil
Shri Neeraj Jain	7	Yes	Nil	Nil	Nil
Shri Arun Jain	7	No	Nil	Nil	Nil
Shri Mohan Lal Mangla	6	No	Nil	Nil	Nil
Shri Joginder Pal Jain	5	No	Nil	Nil	Nil
Prof. M. P. Gupta	6	Yes	Nil	Nil	Nil
Shri Gulshan Rai Jain	6	No	Nil	Nil	Nil
Shri Sunil Jain	7	No	Nil	Nil	Nil
Smt. Risha Jain	6	No	Nil	Nil	Nil
Shri Vijay Kumar Sood	6	Yes	Nil	Nil	Nil

III. Information in respect of appointment of new Directors & re-appointment of existing Directors.

Details of Directors seeking appointment/re-appointment at the forthcoming Annual General Meeting in pursuance
of Clause 49 of the Listing Agreement.

SI. No.	Name of Director	Brief Resume	Expertise in specific functional areas	Directorship in other Companies
1.	Shri Manish Jain	Aged about 41 years. Qualified Engineer and MBA with about 18 years Experience.	Managing Plant Operations & Production and Associated with research and Development of new Products.	Cosco Polymer Industries Pvt. Ltd. Cosco International Pvt. Ltd.
2	Shri Pankaj Jain	Aged about 40 years. B. Com and MBA. About 18 years experience.	Finance and Marketing and developing of new products for International Market.	Cosco Polymer Industries Pvt. Ltd.
3	Shri Neeraj Jain	Aged about 39 years. B.E.(Polymer Science) About 17 years experience.	International Trade and Sourcing of new products	Cosco Polymer Industries Pvt. Ltd. Cosco International Pvt. Ltd.
4	Shri Arun Jain	Aged about 46 years. B.E., M. Tech. About 19 years experience	Industrial Relations & Management of Production and Research & Development of Rubber & Polymer Products.	Cosco Polymer Lanka (Pvt.) Ltd. Cosco Polymer Industries Pvt. Ltd.
5	Shri M.P. Gupta Jain	Aged about 71 years. Post Graduate- Educationist, Former Head and Dean of Delhi School of Management Studies. About 43 Years Experience.	Vast Knowledge in the areas of Business and Management.	Nil



SI. No.	Name of Director	Brief Resume	Expertise in specific functional areas	Directorship in other Companies
6.	Shri Sunil Jain	Aged about 56 years. Graduate. About 28 Years Experience.	Industrial Management.	H.B. Velvet (Pvt.) Ltd.
7.	Shri Gulshan Rai Jain	Aged about 61 years. Graduate. About 33 years experience.		Jainson Rubber Pvt. Ltd.
8.	Shri Risha Jain	Aged about 44 years. Chartered Accountant. About 18 years experience.	Finance, Accounts and Project Work.	Nil

(Refer also statement forming part of Notice of 32<sup>nd</sup> Annual General Meeting issued to the Shareholders of the Company) **Details of Directors appointed/re-appointed in the last Annual General Meeting held on 30th September 2010**.

SI. No.	Name of Director	Brief Resume	Expertise in specific functional areas	Directorship in other Companies
1.	Shri Arun Jain	J	Industrial Relations & Management and Research & Development of Rubber & Polymer Products.	Cosco Polymer Lanka (Pvt.) Ltd. Cosco Polymer Industries Pvt. Ltd.
2.	Shri Pankaj Jain	Aged about 40 years. B. Com and MBA. About 18 years experience.	Finance and Marketing and developing of new products for International Market.	Cosco Polymer Industries Pvt. Ltd.
3.	Shri Mohan Lal Mangla	Aged about 71 years. Law Graduate and Advocate. About 46 years experience.	Vast legal experience including Intellectual Property Rights	Nil
4.	Shri Joginder Pal Jain	Aged about 72 years. Chartered Accountant. About 41 years experience.	Finance, Taxation, Audit & Company Law matters.	Nil

# CODE OF CONDUCT

The Board has laid down a Code of Conduct for the Directors and Senior Management of the Company. All the Board Members and Senior Management personnel have affirmed their compliance with the Code. The Code of Conduct is available on the Company's website viz. www.cosco.in. A declaration to this effect signed by the CEO of your Company forms a part of this Report.

# Declaration

As provided under clause 49 of the Listing Agreement with the Stock Exchanges, the Board Members and the Senior Management personnel of the Company have affirmed compliance with the Code of Conduct formulated by the Board of Directors of the Company for the year ended 31<sup>st</sup> March, 2011.

Registered Office: 2/8, Roop Nagar, Delhi -110007

By order of the Board of Director

Devinder Kumar Jain Chairman cum Managing Director

Place : Delhi Date : 1st September, 2011

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# **BOARD COMMITTEES**

The Board of Directors has constituted the following committees with adequate delegation of powers.

# 1. AUDIT COMMITTEE

Independent Directors

The composition of the Audit Committee is as follows :

- Smt. Risha Jain Chairperson
- Prof. M.P. Gupta
- Shri Joginder Pal Jain
- Shri Sunil Jain

The members of the Audit Committee are well experienced in the field of finance, accounts and management. Two members of the Committee including the Chairperson are Chartered Accountants. The powers and terms of reference of the committee are as contained in Clause 49 of the Listing Agreement with the Stock Exchanges and Section 292A of the Companies Act, 1956.

The Meetings of the Committee during the year were held on 30<sup>th</sup> April, 2010, 31<sup>st</sup> July, 2010, 28<sup>th</sup> August, 2010, 30<sup>th</sup> October, 2010 & 31<sup>st</sup> January, 2011.

# (B) Details of Meetings of Audit Committees held during the year 2010-11

Name of the Member	No. of Meetings held	No. of Meetings attended
Smt. Risha Jain	5	5
Shri Joginder Pal Jain	5	3
Prof. M. P. Gupta	5	4
Shri Sunil Jain	5	3

# 2. REMUNERATION COMMITTEE

Independent Directors

The Remuneration Committee consists of following Directors.

— Shri Mohan Lal Mangla – Chairman

- Shri Gulshan Rai Jain
  - Shri Sunil Jain

The terms of reference of the committee are as contained in Clause 49 of the Listing Agreement with the Stock Exchanges and as specified in schedule XIII of the Companies Act, 1956.

The Meetings of the committee was held on 5<sup>th</sup> April, 2010. The Remuneration Committee approved the remuneration of all the Executive Directors.

The appointment and remuneration of all the Executive Directors have been fixed in terms of Resolutions passed by members in General Meetings.

Remuneration paid to the Executive Directors during the financial year ended 31.03.2011 is given below:

Name	Designation	Salary	Commission	PF	Medical Exp.	Car Perks**	Other Con perks Per (No. of	
Shri Devinder Kumar Jain	Chairman Cum Mg. Director	1,140,000	864,000	9360	88,229	39600	Refer Note	3
Shri Darshan Kumar Jain	Whole Time Director	1,140,000	864,000	9360	149,068	39600	Refer Note	3
Shri Narinder Kumar Jain	Managing Director	1,140,000	864,000	9360	29,046	39600	Refer Note	3
Shri Arun Jain	Whole Time Director	960,000	720,000	9360	109,655	39600	Refer Note	3
Shri Manish Jain	Whole Time Director	960,000	720,000	9360	37,984	32400	Refer Note	3
Shri Pankaj Jain	Whole Time Director	960,000	720,000	9360	33,624	32400	Refer Note	3
Shri Neeraj Jain	Whole Time Director	960,000	720,000	9360	44,786	32400	Refer Note	3

\*\* Car with Driver partly for personal use valued as per Income Tax Rules.

# Note :- Other Perks and Allowances

In addition following Perks and Allowances were permissible / allowed to all the Directors:

i) Gratuity and Leave encashment as per actuarial valuation

ii) Telephones provided for official use. For Telephone installed at the residence, expenses recovered for personal long distance calls @ 5% of the Bill.



Prof. M.P. Gupta

Shri Vijay Kumar Sood

The sitting fees paid to Non Executive Directors for the year ended on 31st March 2011 are as follows:								
Shri Mohan Lal Mangla	:	Rs. 3000/-	Shri Sunil Jain		:	Rs. 3500/-		
Shri Joginder Pal Jain	:	Rs. 2500/-	Shri Gulshan Rai Jain		:	Rs. 3000/-		
Prof. M.P. Gupta	:	Rs. 3000/-	Smt Risha Jain		:	Rs. 3000/-		
Shri Vijay Kumar Sood : Rs. 3000/-								
Detail of Shareholding of Non-Executive Directors								
Name No. of Equity Shares held Name No. of Equity Shares held								
Shri Mohan Lal Mangla	:	500	Shri Sunil Jain	:		_		
Shri Joginder Pal Jain	:	100	Shri Gulshan Rai Jain	:		2,000		

Smt Risha Jain

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# 3. SHAREHOLDERS/INVESTORS GRIEVANCE COMMITTEE

The Committee consists of following Directors.

:

Shri Sunil Jain	-	—	Chairman – Non Executive Director
Shri Darshan Kumar Jain		—	Executive Director
Shri Pankaj Jain		_	Executive Director
Shri Neeraj Jain		_	Executive Director

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Shri Pankaj Jain, Director acted as Compliance officer.

The terms of reference of the committee are as specified in Clause 49 of the Listing Agreement with the Stock Exchanges. The Meetings of the Committee were normally held three times in a month during the year 2010–11.

The Committee is looking after the work of Share Transfer/Transmission/Split/ Consolidation of Shares and Investors grievances. Any two of the above are authorized to consider and approve the Share Transfer/Transmission/Split/ Consolidation of Shares.

Total No. of Complaints received during the year	:	Nil
No. of unsolved complaints to the satisfaction of Shareholders	:	Nil
No. of transfers pending for registration for more than 30 days	:	Nil
GENERAL BODY MEETINGS		

(I) Details of location and time of holding the last three AGMs.

Year	Location	Date & Time
29 <sup>th</sup> AGM – 2008	2/8, Roop Nagar, Delhi- 110 007	30 <sup>th</sup> September, 2008 – 10.30 A.M.
30 <sup>th</sup> AGM – 2009	2/8, Roop Nagar, Delhi- 110 007	30 <sup>th</sup> September, 2009 – 10.30 A.M.
31 <sup>th</sup> AGM – 2010	2/8, Roop Nagar, Delhi- 110 007	30 <sup>th</sup> September, 2010 – 10.30 A.M.

(a) No other Shareholder's Meeting was held in the last three years.

(b) Some Special Resolutions were approved at the above meetings. There has been no use of Postal Ballot so far.

#### Unclaimed Dividends

As per the provisions of Section 205A read with Section 205C of the Companies Act, 1956, the Dividends declared which remained unpaid or unclaimed for a period of 7 years have already been transferred to Investor Education and Protection Fund of the Central Government as reported in earlier years. The Company has not declared any dividend for the financial years from 2000-01 and onward.

#### Disclosures

# Related party disclosure

Related party disclosures are given at Note No. 16 of Schedule 'S' in relation to Notes on Accounts to Financial Statements of the Company. The transactions with the related parties were not in conflict with the interests of the Company at large.

The Company has complied with the requirements of the regulatory authorities on capital markets. There have been no instances of non compliance on matters related to capital markets and no penalties or strictures have been imposed on the Company by the Stock Exchanges, SEBI or any other statutory authority during the last three years.

# **CEO/CFO** Certification

A Certificate from Chairman cum Managing Director and Finance Head as per the requirements of clause 49. V of the Listing Agreement with the Stock Exchanges was placed before the Board regarding the Financial Statements of the Company, Specified Transactions, Internal Controls, Significant Changes, if any, in Accounting Policies, for the year ended 31<sup>st</sup> March, 2011.

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# Means of Communication

The Quarterly, Half Yearly and Annual Results are regularly submitted to Stock Exchanges and are published in daily news-papers - Pioneer (English) and Veer Arjun (Hindi). The Quarterly, Half Yearly Results were not sent to household of Shareholders.

The Company has not displayed any official news release on the Company's website. No presentations were made to any institutional investors or analysts.

### **Management Discussion & Analysis**

Management Discussion & Analysis forms part of the Annual Report.

GE	NERAL SHAREHOLDER INFORMATION	
a)	32 <sup>nd</sup> Annual General Meeting	
	Date and Time	: 30 <sup>th</sup> September, 2011 – 10.30 AM
	Venue	: 2/8, Roop Nagar, Delhi –110 007.
b)	Financial Calendar	
	Financial Year	: 1st April to 31st March
	For the year ended 31st March 2011, the quarterly	/ results were announced as under:-
	1st Quarter ended 30th June 2010	: 31 <sup>st</sup> July 2010
	2nd Quarter ended 30th September 2010	: 30 <sup>th</sup> October 2010
	3rd Quarter ended 31st December 2010	: 31 <sup>st</sup> January 2011
	4th Quarter ended 31st March 2011	: 30 <sup>th</sup> April 2011
For	the year ending 31st March 2012, the schedule of	announcement of results is as under:-
	1st Quarter ended 30th June 2011	: 31 <sup>st</sup> July 2011 – already announced
	2nd Quarter ending 30th September 2011	: Last week of October 2011
	3rd Quarter ending 31st December 2011	: Last week of January 2012
	4th Quarter ended 31st March 2012	: Last week of April 2012
C)	Book Closure Date	
	From 26 <sup>th</sup> September 2011 to 30 <sup>th</sup> September 201	1 (both days inclusive)
d)	Dividend Payment Date	: Dividend not declared.
e)	Listing of Equity Shares	: Delhi and Mumbai
	The listing fee has been paid up to date, to both the	ne Stock Exchanges
f)	(i) Stock Code	: Mumbai Stock Exchange : 30545
		Delhi Stock Exchange : 3177
	(ii) Demat ISIN Numbers in NSDL & CDSI	-

(ii) Demat ISIN Numbers in NSDL & CDSL Equity Shares - INE 949B01018

Stock Market Price Data: High low quotations on the Bombay Stock Exchanges during each month for the year 2010-2011 & performance in comparison to BSE Index :

	MARKET	PRICE*	BSE INDEX**	
Month	High (Rs.)	Low (Rs.)	High	Low
April, 2010	31.35	27.00	18,048	17,277
May, 2010	34.90	29.00	17,537	15,960
June, 2010	39.50	29.50	17,920	16,318
July, 2009	49.90	37.25	18,238	17,396
August, 2010	68.25	46.55	18,475	17,820
September, 2010	58.85	49.70	20,268	18,027
October, 2010	56.95	49.50	20,855	19,769
November, 2010	55.20	45.25	21,109	18,955
December, 2010	55.40	46.00	20,552	19,075
January, 2011	59.00	46.60	20,665	18,038
February, 2011	55.20	39.25	18,691	17,296
March, 2011	62.00	38.00	19,575	17,792



Cat Code	Category of Shareholder	No of Share Holders	Total No. of Shares	No of Shares Held in Demat Form	As a Pe	hareholding ercentage of ber of Shares % of (A+B+C
• •	hareholding of Promoter and Pro	moter Group				
1						
``	a) Individuals/HUF	22	1,672,800	0	40.20	40.20
(1	b) Central Government/State			0	0.00	0.00
1.	Government(s)	1	1 447 000	0	0.00	0.00
	<ul><li>c) Bodies Corporate</li><li>d) Financial Institutions/Banks</li></ul>	I	1,447,000	0 0	34.78 0.00	34.78 0.00
	e) Any Others (Specify)			0	0.00	0.00
	Sub Total A (1)	23	3,119,800	0	74.98	74.98
2	.,	20	0,110,000	•	14.00	14.00
	a) Individuals (Non-Residents					
(•	Individuals/Foreign Ind.)	0	0	0	0.00	0.00
(t	b) Bodies Corporate	0	0	0	0.00	0.00
	c) Institutions	0		0	0.00	0.00
(c	d) Any Others (Specify)	0	0	0	0.00	0.00
S	Sub Total A (2)	0	0	0	0.00	0.00
Holdir	ng of Promoter and Promoter Gro	up				
A=A(1	)+A(2)	23	3,119,800	0	74.98	74.98
(B) <b>P</b>	Public Shareholding					
1						
``	a) Mutual Funds/UTI	0	0	0	0.00	0.00
	b) Financial Institutions/Banks	0	0	0	0.00	0.00
(0	c) Central Government/State	0	0	0	0.00	0.00
1	Government(s) d) Venture Capital Funds	0 0	0 0	0 0	0.00 0.00	0.00
	e) Insurance Companies	0	0	0	0.00	0.00 0.00
(t		0	0	0	0.00	0.00
(1	Foreign Venture Capital	0	0	0 0	0.00	0.00
(0	g) Investors	0	0	Ő	0.00	0.00
	n) Any Others (Specify)	Ő	0 0	0	0.00	0.00
S	Sub Total B (1)	0	0	0	0.00	0.00
B)2 N	Ion Institutions					
໌ (ຄ	a) Bodies Corporate	54	246,776	244,876	5.93	5.93
(t	b) Individuals					
	<ol> <li>Individual Shareholders Holdir</li> </ol>					
	Share Capital Upto Rs.1 lakh	1,629	448,071	349,815	10.77	10.77
	ii) Individual Shareholders					
	Holding Nominal Share Capital in Exces of Rs.1	l lakh 16	294,364	294,364	7.07	7.07
((	c) Any Other (NRI)	6	51,989	51,989	1.25	1.25
	Clearing House	0	0	0	0.00	0.00
S	Sub Total B(2)	1,705	1,041,200	941,044	25.02	25.02
Total I	Public Shareholding B=B(1)+B(2)	1,705	1,041,200	941,044	25.02	25.02
Sub T	otal of A+B	1,728	4,161,000	941,044	100.00	100.00
	hares held by custodians and again					
	hich depository receipts have been		0	0	0	0



#### Dematerialization of Shares and liquidity

The Shares of the Company are traded in Demat mode. The Company has entered into an agreement with National Securities Depository Limited and Central Depository Services (India) Ltd. The shares of the Company were dematerialized w.e.f. 27th November 2000. Approx. 22.62% of the Equity Shares of the Company have been dematerialized as on March 31<sup>st</sup> 2011.

# **REGISTRAR AND TRANSFER AGENTS**

Securities Transfer work in respect of both physical and Demat segment are handled by the Registrar and Share Transfer Agents (R & TA) of the Company for all aspects of investor servicing relating to shares. The Share Transfers were approved by the Shareholders/Investors Grievance Committee of the Company.

#### Plant Location:

The Factory is situated at : 1688-2/31, Railway Road, Near Railway Station, Gurgaon-122001 (Haryana) Phones: 91-124-2251781, 2251782, 2251783 Email: gurgaon@cosco.in

#### Address for Correspondence :

For Share Transfer/Demat of Share or any other query relating to Shares: M/s Skyline Financial Services Pvt. Ltd D-153 A, 1<sup>st</sup> Floor, Okhla Industrial Area, Phase – I, New Delhi – 110020. Ph. 26812682, 26812683.

# Status of compliances of Non mandatory requirements

- 1. The Board: The Company is headed by an Executive Chairman cum Managing Director.
- 2. Remuneration Committee: The Company has constituted Remuneration Committee details whereof are given herein above in this report.

The Company has not adopted the non-mandatory requirements of Clause 49 of the Listing Agreement except as stated hereinabove.

# ANNEXURE TO DIRECTORS' REPORT ANNEXURE – 'B2'

# CERTIFICATE BY PRACTICING COMPANY SECRETARY ON COMPLIANCE WITH THE CONDITIONS OF CORPORATE GOVERNANCE UNDER CLAUSE 49 OF THE LISTING AGREEMENT(S)

TO THE MEMBERS OF COSCO INDIA LIMITED

- 1. We have examined the compliance of conditions of corporate governance by Cosco India Ltd., for the year ended on 31.3.2011, as stipulated in Clause 49 of the Listing Agreement of the said company with stock exchange(s).
- 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, Company has complied with the conditions of Corporate Governance as stipulated in the abovementioned 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 AKHIL ROHATGI & CO. Companies Secretaries

Place : New Delhi Date : 1<sup>st</sup> September, 2011 (AKHIL ROHATGI) Company Secretary in Practice C.P. No. 2317



# ANNEXURE TO DIRECTORS' REPORT ANNEXURE - 'C'

# MANAGEMENT DISCUSSION AND ANALYSIS (MD & A)

This may be read in conjunction with the Directors' Report

#### Economic Scenario

India is second fast growing economy of the world after China. The Indian economy is slated to grow by over 8% during 2011-12 despite challenging times. Other Developing economies are likely to grow by 6% and the Developed economies by about 2%. The major segments of the Indian Economy viz Agriculture, Industrial and Service Sectors have reported growth trend during 2010-11. Global economies are facing slowdown in economic growth over the last few years.

## Industry structure and developments

Sports Goods Industry is getting more competitive with the International Trade Liberalisation and Free Trade Agreements. Indian Sports Goods manufacturers need conducive business environment to be cost effective and efficient producers to cope with strong challenge posed by foreign players both in the Domestic and International Markets. India's Exports of Sports Goods and Toys increased from Rs. 548 Crores during 2009-10 to Rs. 611 Crores in 2010-11, registering growth of about 11% as per data of the Sports Goods Export Promotion Council. India's contribution to total word import of these items is less than 1%.

Growth potential of Indian Sports Goods & Toys industry is still untapped by the Indian industry.

The Indian Sports Goods & Toys Industry is striving hard to be on growth path. Govt. of India through progressive policy initiatives is lending its support to Sports.

The Company manufactures mainly Sports Balls and Sports Ball Bladders and is marketing vide range of various Sports Goods and Fitness Equipments under 'Cosco Brand'. The products manufactured/traded by the company conform to International Standards. There has been consistent rise in the material costs over the past few years. The main raw materials/inputs for manufactured products are rubber, rubber chemicals, felt, yarn and fuel etc. The Company on continuous basis upgrades the quality of its products with in-house R & D.

# **Opportunities & Threats, Risks and Concerns:**

The Company has network of branches, distributors and about 800 authorized dealers in India and is one of the leading and most organized Indian Company in Sports Industry. It has strong 'Cosco' Brand. The company has immense potential to leverage upon its brand, accreditation and quality to increase sales and profitability. The company is expanding its marketing network of Health and Fitness Goods. The company is also exploring new markets for export. The Company has got ISO 9001:2000 accreditation and is also registered under ISO 14001:1996 – for implementing an Environmental Management System and OHSAS 18001:1999 - for implementing Occupational Health & Safety Management System. Increasing popularity of sports among masses and awareness about Health & Fitness offers good market opportunity.

The Sports Industry in India is facing stiff challenge from international brands and cost competitive products offered by producers from nations like China, Vietnam, Thailand, Bangladesh etc. The company has tie ups and arrangements with international reputed manufacturers /suppliers to meet the challenges.

Budgetary allocations for Development of Sports in India have been quite less compared to the expenditure on sports by developed countries. Underdevelopment of Sport due to Inadequate infrastructure and Anarchical labour laws still pose as major bottlenecks for the Company and Sports Goods Industry.

## Segment-wise product-wise performance

The Company's products segments are classified broadly into two segments viz

- Own manufactured products viz Sports Balls & Sports Ball Bladders
- Traded Goods viz Fitness Equipments and other sports goods.

The segment wise performance and relevant information is given in Notes on Accounts to the Financial Statements (**Refer Note No. 19 of Schedule 'S'** relating to Notes on Accounts to the Financial Statements)

## Outlook

Demand of sports and fitness goods is growing gradually as awareness towards sports, health and fitness among people is increasing. Allocations on Sports have gone up by government, semi government and private sector. The company see promising future of Sports in India due to increase in spending and creation of Sports related infrastructure.

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#### Threats

- 1. Increasing financial costs due to frequent upward revision of interest rates by bank.
- 2. Infringement of Company's Brand and Trade mark by grey market operators.
- 3. Erosion of purchasing power due to Rising Inflation.
- 4. Stiff challenge provided by the international brands.
- 5. Rising trend in prices of Rubber, a major Raw Material over the last few years.
- 6. High energy cost due to high international oil prices and inadequate state power supply.

# Internal control systems and their adequacy

Your Company has in place adequate internal control systems and procedures commensurate with size and nature of its business. The internal control systems provide for policies, guidelines, authorizations and approval procedures. The Company has appointed Internal Auditors who conduct Internal Audit periodically. The company is gradually enhancing the scope of Internal Audit to include Branches and physical verification of Assets and Stocks. Audit Committee reviews Internal Audit Reports and adequacy of internal controls for ensuring checks and balances and that internal control systems are properly followed.

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

The relevant information is given in the Directors' Report under headings Financial Results and Performance Review.

# Material developments in Human Resources/Industrial Relations front

The thrust of the Company is to create responsive and market driven organization. The Management believes in trust, transparency and teamwork. The management believes that Human Resources is the driving force towards progress of the Company and regards it as its most valuable asset. The Company seeks to motivate and provide opportunities to its personnel to grow with the organization. The relations with employees remained cordial and satisfactory.

# ANNEXURE TO DIRECTORS' REPORT

# Annexure – 'D'

# Statement pursuant to Section 212 of the Companies Act, 1956, relating to Company's Interest in Subsidiary Companies

1.	Nar	me of	the Company	Cosco Polymer Lanka (Private) Ltd (Incorporated in Sri Lanka)
2.	The	e Fina	ancial year of the subsidiary Company ended on	31.03.2011
3.	Dat	te fro	m which they became subsidiary Company	30.11.2002
4.	a.	nor	mber of shares held by Cosco (India) Limited with its ninees in the subsidiary at the end of the financial year	1298553 * ordinary shares of face value of Sri Lankan Rs. 100/- each fully paid up.*
		of t	he subsidiary Company.	*Includes 3 ordinary shares of face value of Sri Lankan Rs. 100/- each fully paid up held through Nominees
	b.		ent of interest of holding Company at the end of the incial year of the subsidiary Company.	100%
5.			aggregate amount of the subsidiary Company profit/ far as it concerns the members of the holding Company	Sri lankan Rs. 384805238/- equivalent to INR 1547.69 Lacs (Loss)
	a.	No	t dealt with in the holding Company's account	
		i)	For the financial year ended 31st March, 2011	Sri lankan Rs.56057193/- equivalent to INR 225.46 Lacs (Loss)
		ii)	For the previous financial years of the subsidiary Company since it became the holding Company's subsidiary.	Sri lankan Rs. 328748045/- equivalent to INR 1322.23 Lacs (Loss)
	b.	Dea	alt with in the holding Company's accounts.	
		i)	For the financial year ended 31 <sup>st</sup> March, 2010	NIL
		ii)	For the previous financial year of the subsidiary	NIL

For the previous financial year of the subsidiary Company since it became the holding Company's subsidiary.

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# Annexure-1 Clarifications, information and explanations on the reservations/observations, qualifications or adverse remarks contained in the Auditors Report

Para Ref. No. of Auditors Report	Reservations/observations, qualifications or adverse remarks contained in the Auditors Report	Board of Directors' clarifications, information and explanations
Para 1 (i)	Note No. 5 Reference is invited to Note No. 5 of Notes on Accounts regarding valuation of slow moving / non moving stocks of Rs. 92.53 Lacs. Management has informed, on the basis of internal technical / commercial evaluation of these stocks, these are usable / salable. Management has further represented that these stocks have been valued at cost and realizable value in respect of these stocks will not be less than cost. We have relied upon the management as the matter is technical & subjective and therefore are unable to quantify the provision of loss if any.	As stated in the Note No. 5 of Notes on Accounts (Schedule S), part of these stocks have been consumed / sold during the subsequent year. The efforts are being made to use / dispose of the balance stocks. The management did internal technical / commercial evaluation of major items of these stocks during the year under audit and is of the view that these stocks are useable / saleable. Having regard to the technical and commercially evaluation and movement of stocks in the subsequent year, the management is of the view that the realizable value of these stocks will not be less than the value stated in the financial statements. The Auditors have relied upon the management as the matter is technical and subjective and expressed inability to quantify loss. Since , these stocks are usable/ saleable at the stated values being in good marketable condition, management foresee no loss and hence no provision of loss is to be made.
Para 1 (ii)	Note No. 26 Reg. Investments in immovable properties amounting to Rs. 1,26,24,129/- made in earlier years for which builder / developer has not made allocation of the property till date. In view of the long over due of the amount/ non allocation of property, we are unable to comment upon the recoverability of the amount	As stated in the note no. 26 of Notes on Accounts (Schedule S), Investments include advance for Immovable Properties aggregating Rs.1,26,24,129/- in respect of which neither formal agreements have been executed nor any allocation / earmarking of the property has been made till date by the Builder/Developer. However the company has received balance confirmation from the party in the earlier year. The management is pursuing for execution of agreement / title documents or alternatively for refund of amount advanced and exploring the alternate possibility for specific performance of the contract.As such the Amount is considered good for recovery.
Para 1 (iii)	Note No. 29 Company's exposure in the wholly owned subsidiary as at 31.03.2011 is (a) Investment in the Equity shares Rs. 5,86,47,778/- (b) Loans & Advances Rs. 2,84,88,445/- and (c) Sundry Debtors Rs. 31,71,132/ The subsidiary company's operations have been suspended and in view of the same operational viability of the subsidiary Company is under pressure. The management has represented that operations of subsidiary company could not be started in view of financial constraints and is exploring options of collaborations/outright sale of unit to repay bank loans and discharge other liabilities. Management is optimistic that the net realizable value of the assets of subsidiary will not be less than the amount due from it. Management has also represented that it is in discussion	As stated in the note no. 29 of Notes on Accounts (Schedule S), The business operations of the subsidiary company, which were suspended last year due to global recession and unfavourable political situations in Sri Lanka, could not be re-started till date due to financial constraints. The Management is exploring options of collaborations/outright sale of the Unit to repay bank loans and discharge other liabilities.Management is of the view that the exposure of the company in the wholly owned subsidiary as at 31.03.2011 in the form of (a) Investment in the Equity shares Rs. 5,86,47,778/-(b) Loans & Advances Rs. 2,84,88,445/- and (c) Sundry Debtors Rs. 31,71,132/- is protected considerably by the net realizable value of the assets of the subsidiary company. The Management is in discussion with Bankers for concessions and one time settlement of Loans and interest due to the Bank and is of the view

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	with Bankers for concessions and one time settlement and therefore quantum of provisions can't be ascertained at this stage. Considering the facts and representations of company and in view of the uncertainty, we are unable to quantify the provisions for non recovery of investments/debtors/loans and advances amounting in aggregate to Rs.9.03 crores. Similarly we are unable to quantify the provisions of devolvement of any liability on account of corporate guarantee of Rs.8.87 crores.	that there will be no devolvement of any liability on account of Corporate Guarantee for Rs.8,87,21,250/- issued by it against the loans given by State Bank of India to subsidiary having regard to the realisable market value of the Assets of the Subsidiary Company. Accordingly, quantum of provisions, if any, can't be ascertained at this stage.
Para 1 (iv)	Inventories as at 31.03.11 includes repairable health & fitness & other equipment valued at cost less 60% at Rs.15,72,484/-; old models of fitness equipment valued at cost less 60% at Rs.3,06,729/-; spares in respect of health equipment valued at sale price minus average margin of profit of 70% at Rs.35,72,633/- and synthetic panel sets valued at Rs.95,49,756/-(as estimated by management). Management has certified that these stocks have been valued at fair prices and net realizable value in respect of these stocks would not be less than the price at which they are valued. In absence of complete information about disposal of these stocks and other particulars, we have relied upon the Certificate of the Management and therefore are unable to comment on the same.	As stated in the Auditors' Report , these stocks have been valued at fair prices and net realizable value in respect of these stocks would not be less than the price at which they are valued. The repairable health & fitness equipments are being repaired. Old models are being sold gradually. Regarding spares in respect of health equipments, we have multiple models and variants in this product segment and we have to maintain reasonable level of spares for post sale service. Synthetic panel sets shall be consumed /sold in due course.
Para 2 (f)	In our opinion and to the best of our information and according to the explanation given to us, the said accounts read together with notes thereon and Accounting Policies and subject to remarks in sub para (i) to (iv) as mentioned above and subject to non provision of accumulated loss of Rs.1547.69 lacs (Rs.1296.25 Lacs) including current year loss of Rs.225.46 lacs (Rs.147.90 lacs) in wholly owned subsidiary (note no.29)and non provision of Rs126.24 lacs(Rs.126.24 lacs) being investment in property(note no.26) ; and possible devolvement of any liability on account of corporate guarantee of Rs.8.87 crores.	Auditors' remarks in sub para (i) to (iv) have been dealt in above paragraphs. The status of company's exposure in the subsidiary and devolvement of any liability on account of corporate guarantee has been dealt hereinabove w.r.t. para1(iii) of Auditors' Report. Having regard to the market/ realizable value of the Assets of the Subsidiary Company as stated hereinabove, no provision has been made in respect of accumulated losses and for devolvement of any liability on account of corporate guarantee of Rs.8.87 crores
Para 2 (g)	We further report that had the remarks given by us in para (f) above regarding losses of subsidiary company and sub para (ii) of para 1 reg. investment in property been considered, loss (other than loss on account of devolvement of corporate guarantee)for the year, against reported figure of profit of Rs.71.71 lacs (Rs.48.67 lacs), would have been Rs.279.99 lacs (Rs.99.23 lacs) excluding earlier years accumulated losses of subsidiary company; however including earlier years accumulated losses of subsidiary company, the loss would have been Rs.1602.22 lacs (Rs.1247.58 lacs)and the overall reserves & surplus would have been Rs.(-)118.66 lacs (Rs.187.31 lacs) against the reported figure of Rs.1555.27 lacs (Rs.1483.56 lacs).	The resultant figures stated by Auditors are pursuant to their observations and remarks dealt hereinabove.



Para (vii) of Annexure to Auditors' Report	Company has appointed External Firm of Chartered Accountants as Internal Auditors. Internal Audit has issued Audit Reports in respect of Factory and Head Office on quarterly basis. We have gone through the scope of work, Audit Reports and compliance thereof. In our opinion the Internal Audit's scope of work needs to be enhanced to report on Internal controls / checks operating in the organization, participation in the physical verification of Fixed Assets and to cover branches, to make it commensurate with the size and nature of company's business.	Regarding Auditors' observation and opinion for enhancing Internal Audit's scope of work, the company is gradually enhancing the scope of Internal Audit. Management shall endeavor to further enhance the scope of Internal Audit. The Company has adequate internal control systems and procedures commensurate with size and nature of its business and these are being monitored by the management.
Para (x) of Annexure to Auditors' Report	Considering our remarks in para (i to iv) of main report and para (xv) of this annexure, we are unable to comment on the networth of the company.	Auditors remarks in sub-para (i to iv) of Para 1 of the main report have been suitably responded hereinabove and remarks in para (xv) of Annexure to Auditors' Report explained in the following paragraph. Management is of the view that the stated net worth of the company as per audited balance sheet as on 31.03.2011 shall not be affected.
Para (xv) of Annexure to Auditors' Report	The company has given guarantee of US \$ 20.05 Lacs (20.05 Lacs) equivalent to INR of Rs.887.21 lacs (Rs.900.04 lacs) to State bank of India Colombo in respect of loans granted by the Bank to Company's subsidiary. <i>In view of the continued sufferings of losses</i> <i>and suspension of operations, subsidiary company's</i> <i>viability as a going concern is under pressure. Company</i> <i>has informed that the realizable value of fixed assets</i> <i>is more than the secured debt of wholly owned</i> <i>subsidiary and therefore company does not foresee</i> <i>any liability on that Account. We have relied upon the</i> <i>representation of the management and therefore are</i> <i>unable to comment upon whether there would be any</i> <i>devolvement of liability on the company due to issuance</i> <i>of guarantee.</i>	Management is in discussion with Bankers for concessions and one time settlement of Loans and interest due to the Bank and is of the view that there will be no devolvement of any liability on account of Corporate Guarantee for Rs.8,87,21,250/- issued by it against the loans given by State Bank of India to subsidiary having regard to the realisable market value of the Assets of the Subsidiary Company, which is expected to be more than the secured Debt of wholly owned subsidiary.



# Annexure-2 Compliance Certificate under section 383(A) of the Companies Act 1956

To, The Members COSCO (INDIA) LIMITED. 2/8. Roop Nagar, Delhi-110 007.

We have examined the registers, records, books and papers of COSCO (INDIA) LIMITED as required to be maintained under the Companies Act, 1956 (the Act) and the rules made thereunder and also the provision contained in the Memorandum and Articles of Association of the Company for the financial year ended on 31<sup>st</sup> March, 2011. In our opinion and to the best of our information and according to the examinations carried out by us and explanations furnished to us by the Company, its officers and agents, we certify that in respect of the aforesaid financial year:

- 1. The Company has kept and maintained all registers as stated in Annexure 'A' to this certificate, as per the provisions and the rules made thereunder and all entries therein have been duly recorded.
- 2. The Company has duly filed the forms and returns as stated in Annexure 'B' to this certificate, with the Registrar of Companies within the time prescribed under the Act and the rules made thereunder. The Company was not required to file any forms or returns to the Regional Director, Central Government and Company Law Board.
- 3. The Company has a paid up capital of Rs. 4,16,10,000/-(Rupees Four Crores Sixteen Lacs Ten Thousand Only).
- 4. The Board of Directors duly met eight times on 30.04.2010, 17.05.2010, 31.07.2010, 28.08.2010, 30.10.2010, 31.01.2011, 28.02.2011 and 08.03.2011 in respect of which meetings proper notices were given and the proceedings were properly recorded and signed in the Minutes Book maintained for the purpose.
- 5. The Company closed its Register of Members from 25<sup>th</sup> September, 2010 to 30<sup>th</sup> September, 2010 (both days inclusive) and necessary compliance of Section 154 of the Act has been made.
- The Annual General Meeting for the financial year ended on 31<sup>st</sup> March, 2010 was held on 30.09.2010 after giving due notice to the members of the Company and resolutions passed thereat were duly recorded in Minutes Book maintained for the purpose.
- 7. No Extra Ordinary Meeting was held during the financial year.
- 8. The Company has not advanced any loans to its directors or persons or firms or companies referred to under Section 295 of the Act.
- 9. The Company has not entered into any contracts falling within the purview of Section 297 of the Act.
- 10. The Company has made necessary entries in the register maintained under Section 301 of the Act.
- 11. As there were no instances falling within the purview of Section 314 of the Act, the Company has not obtained any approvals from the Board of directors, members or Central Government, as the case may be.
- 12. The Company has not issued any duplicate certificates during the financial year.
- 13. i) The Company has delivered all the share certificates on lodgment thereof for transfer/transmission or any other purpose in accordance with the provisions of Act during the financial year.
  - ii) The company has not deposited any amount in a separate Bank Account as no dividend was declared during the financial year.
  - iii) The Company has not posted warrants to any member of the Company as no dividend was declared during the financial year.
  - iv) There has not been any unpaid dividend, application money due for refund, matured deposits, matured debentures and the interest accrued thereon which have remained unclaimed or unpaid for a period of seven years.



- 14. The Board of Directors of the Company is duly constituted. There was no appointment of additional directors, alternate directors or casual directors during the financial year.
- 15. The Company has not appointed any Managing Director/Whole-time Director/Manager during the financial year.
- 16. The Company has not appointed any sole selling agent during the financial year.
- 17. The Company was not required to obtain any approvals of the Central Government, Company Law Board, Regional Director, Registrar of Companies and/or such authorities prescribed under the various provisions of the Act.
- 18. The Directors have disclosed their interest in other firms/companies to the Board of Directors pursuant to the provisions of the Act and the rules made thereunder.
- 19. The Company has not issued any shares, debentures or other securities during the financial year.
- 20. The Company has not bought back any shares during the financial year.
- 21. There was no redemption of preference shares or debentures during the financial year as no such securities were issued by the Company.
- 22. There were no transactions necessitating the Company to keep in abeyance rights to dividend, rights shares and bonus shares pending registration of transfer of shares during the financial year.
- 23. The company has not invited/accepted any deposits falling within the purview of Section 58A during the financial year. However, The Company has taken loans from Directors and Companies during the financial year 2010-11. In our opinion, these loans are exempted under rule 2(b)(ix) and 2(b)(iv) of the Companies (Acceptance of Deposits) Rules 1975 and as such are exempted borrowings and not considered as deposits.
- 24. The amount borrowed by the Company from directors, members, financial institutions, banks and other during the financial year is within the borrowing limits of the Company.
- 25. The Company has made loans and investments, or given guarantees or provided securities to other bodies corporate in compliance with the provisions of the Act and has made necessary entries in the register kept for the purpose.
- 26. The Company has not altered the provisions of the Memorandum of Association with respect to situation of the Company's registered office from one state to another during the year under scrutiny.
- 27. The Company has not altered the provisions of the Memorandum of Association with respect to the objects of the Company during the year under scrutiny.
- 28. The Company has not altered the provisions of the Memorandum of Association with respect to name of the Company during the year under scrutiny.
- 29. The Company has not altered the provisions of the Memorandum of Association with respect to share capital of the Company during the year under scrutiny.
- 30. The Company has not altered its Articles of Association during the financial year.
- 31. There was no prosecution initiated against or show cause notices received by the Company and no fines or penalties or any other punishment was imposed on the Company during the financial year, for offences under the Act.
- 32. The Company has not received any money as security from its employees during the financial year.
- The Company has deposited both employee's and employer's contribution to Provident Fund with prescribed authorities pursuant to Section 418 of the Act.

For AKHIL ROHATGI & CO. Companies Secretaries

Place : New Delhi Date : 1<sup>st</sup> September, 2011 (AKHIL ROHATGI) (Company Secretary in Practice) C.P. No. 2317 F.C.S. No. 1600



# Annexure 2A

# **REGISTERS MAINTAINED BY THE COMPANY**

- a) Register of Members under Section 150
- b) Minutes Book of Meetings of Shareholders, Board of Directors, Audit Committee, Remuneration Committee and Shareholders/Investors Grievance Committee.
- c) Register of Contract in which Directors are interested u/s 301.
- d) Register of Directors, Managing Director, Manager and Secretary under Section 303
- e) Register of Directors' Shareholdings under Section 307
- f) Register of Charges.
- g) Register of Investments
- h) Register of Allotment of shares.
- i) Register of Director's Attendance
- j) Register of Shareholder's Attendance

# Annexure 2B

# FORMS, RETURNS AND DOCUMENTS FILED BY THE COMPANY DURING THE FINANCIAL YEAR ENDING ON 31<sup>st</sup> MARCH, 2011.

- (a) Annual Returns in Form No. 20B.
- (b) Balance sheet, etc., under Section 220 in Form No. 23AC & ACA.
- (c) Compliance Certificate in Form No. 66.



# AUDITORS' REPORT

#### The Members, Cosco (India) Ltd.

We have audited the Balance Sheet of **Cosco (India) Ltd.** as at 31<sup>st</sup> March, 2011 and also the Profit & 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 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 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 statements presentation. We believe that our audit provides a reasonable basis for our opinion.

# We report that :-

1. As required by the Companies (Auditors' Report) Order, 2003, issued by the Central Government 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 & 5 of the Said Order.

## Attention of the Members is drawn to the following:

- (i) Note No. 5 Regarding valuation of slow moving / non moving stocks of Rs. 92.53 Lakh. Management has informed, on the basis of internal technical / commercial evaluation of these stocks, these are usable/salable. Management has further represented that these stocks have been valued at cost and realizable value in respect of these stocks will not be less than cost. We have relied upon the management as the matter is technical & subjective and therefore are unable to quantify the provision of loss if any.
- (ii) Note No. 26 Reg. Investments in immovable properties amounting to Rs. 1,26,24,129/- made in earlier years for which builder / developer has not made allocation of the property till date. In view of the long over due of the amount/ non allocation of property, we are unable to comment upon the recoverability of the amount.
- (iii) Note No. 29 Company's exposure in the wholly owned subsidiary as at 31.03.2011 is (a) Investment in the Equity shares Rs. 5,86,47,778/- (b) Loans & Advances Rs. 2,84,88,445/- and (c) Sundry Debtors Rs. 31,71,132/-. The subsidiary company's operations have been suspended and in view of the same operational viability of the subsidiary Company is under pressure. The management has represented that operations of subsidiary company could not be started in view of financial constraints and is exploring options of collaborations/outright sale of unit to repay bank loans and discharge other liabilities. Management is optimistic that the net realizable value of the assets of subsidiary will not be less than the amount due from it. Management has also represented that it is in discussion with Bankers for concessions and one time settlement and therefore quantum of provisions can't be ascertained at this stage.

Considering the facts and representations of company and in view of the uncertainty, we are unable to quantify the provisions for non recovery of investments/debtors/loans and advances amounting in aggregate to Rs.9.03 crores. Similarly we are unable to quantify the provisions of devolvement of any liability on account of corporate guarantee of Rs.8.87 crores.

(iv) Inventories as at 31.03.11 includes repairable health & fitness & other equipment valued at cost less 60% at Rs.15,72,484/-; old models of fitness equipment valued at cost less 60% at Rs.3,06,729/-; spares in respect of health equipment valued at sale price minus average margin of profit of 70% at Rs.35,72,633/- and synthetic panel sets valued at Rs.95,49,756/-(as estimated by management). Management has certified that these stocks have been valued at fair prices and net realizable value in respect of these stocks would not be less than the price at which they are valued. In absence of complete information about disposal of these stocks and other particulars, we have relied upon the Certificate of the Management and therefore are unable to comment on the same.



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- 2. Further to our comments in the annexure referred to in the paragraph 1 above.
- (a) We have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purpose of our audit.
- (b) In our opinion, proper books of account as required by law have been kept by the Company so far, as appears from our examination of the 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 A/c. 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) We have been informed by the Company that none of the Directors is disqualified as on 31.3.2011 from being appointed as director under clause (g) of sub section (1) of section 274 of the Companies Act, 1956.
- (f) In our opinion and to the best of our information and according to the explanation given to us, the said accounts read together with notes thereon and Accounting Policies and subject to remarks in sub para (i) to (iv) as mentioned above and subject to non provision of accumulated loss of Rs.1547.69 lacs (Rs.1296.25 Lacs) including current year loss of Rs.225.46 lacs (Rs.147.90 lacs) in wholly owned subsidiary (note no.29) and non provision of Rs126.24 lacs(Rs.126.24 lacs) being investment in property(note no.26); and possible devolvement of any liability on account of corporate guarantee of Rs.8.87 crores.

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 case of the Balance Sheet, of the state of affairs of the company as at 31st March, 2011 and
- (ii) In case of the Profit & Loss Account, of the profit of the company 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.
- (g) We further report that had the remarks given by us in para (f) above regarding losses of subsidiary company and sub para (ii) of para 1 reg. investment in property been considered, loss (other than loss on account of devolvement of corporate guarantee) for the year, against reported figure of profit of Rs.71.71 lacs (Rs.48.67 lacs), would have been Rs.279.99 lacs (Rs.99.23 lacs) excluding earlier years accumulated losses of subsidiary company; however including earlier years accumulated losses of subsidiary company, the loss would have been Rs.1602.22 lacs (Rs.1247.58 lacs) and the overall reserves & surplus would have been Rs.(-)118.66 lacs (Rs.187.31 lacs) against the reported figure of Rs.1555.27 lacs (Rs.1483.56 lacs).

For MADAN & ASSOCIATES Chartered Accountants Firm's Registration No.000185N

> (C.A. M.K. Madan) M.No. 082214 Proprietor

Place : New Delhi Date : 1<sup>st</sup> September, 2011



## ANNEXURE REFERRED TO IN PARAGRAPH 1 OF THE AUDITORS' REPORT TO THE MEMBERS OF COSCO (INDIA) LTD. ON THE ACCOUNTS FOR THE YEAR ENDED MARCH 31, 2011

- (i) (a) The company is maintaining proper records showing full particulars including quantitative details and situation of fixed assets.
  - (b) As informed, the company has a programme of physical verification of all major fixed assets over a period 2-3 years and as per programme, dies, computers & printers, Moulds and Machinery purchased in last three years at Factory were physically verified during the year.
  - (c) Since there is no disposal of substantial part of fixed assets during the year, paragraph 4 (i) (c) of the Companies (Auditors' Report) Order,2003 (hereinafter referred to as the Order) is not applicable.
- (ii) (a) The inventories have been physically verified by the management at close of the year.
  - (b) In our opinion and according to the information and explanations given to us, the procedures of physical verification of inventories followed by the management are reasonable and adequate in relation to the size of the company and the nature of its business.
  - (c) On the basis of our examination of the records of inventory, we are of the opinion that the company is maintaining proper records of inventory. According to the information and explanations given to us, no material discrepancies were noticed on physical verification between the physical stock and the book records.
- (iii) (a) The company has taken loans from companies, Directors and others (shareholders/Directors' relatives) as per interest rates stated in note no. 28 of Notes on Accounts (schedule S). The other terms and conditions of loans are not stipulated. In our opinion the rates of interest are not prima facie prejudicial to the interest of the company. Total no. of parties from whom loans are taken is 9 and the amount outstanding at the year end is Rs.1581.21 lacs. The maximum amount outstanding during the year was Rs 1852.67 lacs. Company has advanced interest free loan to its wholly owned subsidiary and a sum of Rs.284.88 lacs was outstanding at year end.
  - (b) As stated in para(iii) (a) above, the terms of repayment are not specified. Of the interest outstanding at the beginning of the year of Rs. 225.99 lacs, Company has paid Rs.152.69 lacs during the year.
  - (c) In view of the comments in para (iii) (a) & (b) above, the requirements of para 4 (iii) (d) of the order are not applicable.
- (iv) In our opinion and according to the information and explanations given to us there are adequate internal control procedures commensurate with the size of the company and the nature of its business for the purchase of inventory and fixed assets and for the sale of goods. We have not observed any continuing failure to correct major weaknesses in internal controls.
- (v) (a) To the best of our knowledge and belief and according to the information and explanation given to us, we are of the opinion that the transactions that need to be entered in the register maintained under section 301 of the Companies Act, 1956 have been so entered.
  - (b) The company has not entered into transactions exceeding value of Rs.5 lacs each with the parties listed in the register under section 301 of the Companies Act, 1956.
- (vi) The Company has not received public deposits during the year.
- (vii) Company has appointed External Firm of Chartered Accountants as Internal Auditors. Internal Audit has issued Audit Reports in respect of Factory on quarterly basis. We have gone through the scope of work, Audit Reports and compliance thereof. In our opinion the Internal Audit's scope of work needs to be enhanced to report on Internal controls / checks operating in the organization, participation in the physical verification of Fixed Assets and to cover branches/Head Office to make it commensurate with the size and nature of company's business.
- (viii) The Central Government has not prescribed the maintenance of cost records under section 209 (1) (d) of the Companies Act, 1956 in respect of any of the products of the company.



- (ix) (a) According to the information and explanations given to us and according to the records of the company, the company is generally regular in depositing with appropriate authorities undisputed statutory dues including provident fund, investor education and protection fund, employees' state insurance, income tax, tax deducted at source, tax collected at source, professional tax, sales tax, custom duty, excise duty, service tax, octori charges, property tax, water tax, license fees, works contract tax, cess and other material statutory dues applicable to it.
  - (b) According to the information and explanations given to us, no undisputed amounts in respect of the statutory dues referred to above were outstanding as at March 31, 2011 for a period of more than six months from the date they became payable.

According to the information and explanations given to us, there is no disputed liability outstanding in respect of statutory dues comprising of Sales tax/ income tax / Custom duty / Wealth tax / Cess as at March 31, 2011.

- (x) Considering our remarks in para (i to iv) of main report and para (xv) of this annexure, we are unable to comment on the net worth of the company.
- (xi) As per information given to us, company has not defaulted in repayment of dues to a financial institution or bank or debenture holder.
- (xii) Since the company has not granted any loans or advances on the basis of security by way of pledge of shares, debentures and other securities, paragraph 4 (xii) of the Order is not applicable.
- (xiii) As the company is not a nidhi/mutual benefit fund/society, paragraph 4 (xiii) of the Order is not applicable.
- (xiv) The Company has made inter-corporate investments in its wholly owned subsidiary company in Sri Lanka and made investments/traded in shares of other bodies corporate in earlier year. The company has categorized the investments of shares in other bodies corporate as long term and current investments.
- (xv) The company has given guarantee of US \$ 20.05 Lacs (20.05 Lacs) equivalent to INR of Rs.887.21 lacs (Rs.900.04 lacs) to State bank of India Colombo in respect of loans granted by the Bank to Company's subsidiary. In view of the continued sufferings of losses and suspension of operations, subsidiary company's viability as a going concern is under pressure. Company has informed that the realizable value of fixed assets is more than the secured debt of wholly owned subsidiary and therefore company does not foresee any liability on that Account. We have relied upon the representation of the management and therefore are unable to comment upon whether there would be any devolvement of liability on the company due to issuance of guarantee.
- (xvi) During the year the company has not raised term loans.
- (xvii) According to the information and explanations given to us and on an overall examination of the balance sheet of the company, no funds raised on short term basis have been used for long term investments.
- (xviii) According to the information and explanations given to us, the company has not made any preferential allotment of shares during the year to parties and companies covered in the register maintained under section 301 of the Act.
- (xix) Since the company has not issued any debentures during the year, paragraph 4 (xix) of the Order is not applicable.
- (xx) Since the company has not raised any money during the year by way of public issue, paragraph 4(xx) of the Order is not applicable.
- (xxi) Based upon the audit procedures performed and the information and explanations given by the management, we report that no fraud on or by the company has been noticed or reported during the year.

For MADAN & ASSOCIATES Chartered Accountants Firm's Registration No.000185N

> (C.A. M.K. Madan) M.No. 082214 Proprietor

Place : New Delhi Date : 1<sup>st</sup> September, 2011

## <u>C@SC@</u>

		RCH, 2011	ST MA	ANCE SHEET AS AT 31	BALA
(Amount in Rupee AS A 31 <sup>s⊤</sup> MARC 20′	AS AT 31 <sup>st</sup> MARCH, 2011	S	HEDULE	SCH	
				SOURCES OF FUNDS	I.
				SHAREHOLDERS' FUNDS	
41,610,000		41,610,000	Α	(a) Share Capital	
148,355,505 189,965,50	197,136,780	155,526,780	в	(b) Reserves & Surplus	
				Loan Funds	
112,863,801		107,378,091	С	(a) Secured	
147,480,671 260,344,47	265,499,291	158,121,200	D	(b) Unsecured	
1,459,02	-			Deferred Tax Liability (Net)	
				(Refer Note 17 of Schedule S	
451,769,00	462,636,071				
				APPLICATION OF FUNDS	II.
			Е	Fixed Assets :	
180,610,921		183,779,379		(a) Gross Block	
141,071,753		145,981,249		(b) Less: Depreciation	
39,539,168		37,798,130		(c) Net Block	
492,149 40,031,3	37,944,681	146,551	s	(d) Capital Work in Progress	
71,592,73	71,579,245		F	Investments	
	353,425			Deferred Tax Asset (Net)	
			S)	(Refer Note 17 of Schedule S	
				Current Assets,	
				Loans & Advances :	
263,481,621		288,097,172	G	(a) Inventories	
92,833,254		97,551,071	н	(b) Sundry Debtors	
6,123,947		7,123,961	I	(c) Cash & Bank Balances	
68,825,025		60,780,667	J	(d) Loans and Advances	
431,263,847		453,552,871		LESS :	
				Current Liabilities &	
				Provisions :	
83,118,381		84,002,779	к	(a) Liabilities	
8,000,517		16,791,372	L	(b) Provisions	
91,118,898		100,794,151			
340,144,94	352,758,720			Net Current Assets	
451,769,00	462,636,071				

Note : Schedules 'A' to 'L' and 'S' (Notes on Accounts) form an integral part of this Balance Sheet. This is the Balance Sheet referred to in our report of even date attached.

## FOR MADAN & ASSOCIATES

CHARTERED ACCOUNTANTS FIRM'S REGISTRATION NO. : 000185N

## FOR AND ON BEHALF OF BOARD OF DIRECTORS

**D.K. JAIN** Chairman-cum-Mg. Director N.K. JAIN Mg. Director

(M.K. MADAN) Proprietor M.No. 82214

PLACE : New Delhi DATED : 1st September, 2011.



LIN	JI I.					
			SCHEDULES	FOR THE YEAR ENDED		nt in Rupees) R THE YEAR ENDED
		OME :		31.03.2011		31.03.2010
I.		Sales		689,355,084		575,185,578
	• •	Other Income	м	10,700,405		10,403,254
	(0)					
				700,055,489		585,588,832
н.	EXF	PENDITURE :				
	a)	Purchase of Traded Goods		255,648,115		179,386,296
	b)	Raw Materials Consumed	N	186,676,173		142,876,673
	c)	Salary, Wages & Benefits	0	79,614,099		67,928,328
	d)	Manufacturing, Administration and Selling	Р	149,702,283		125,879,301
	e)	Interest & Bank Charges	Q	29,012,106		27,362,322
	f)	Depreciation		6,349,187		6,896,832
				707,001,963		550,329,752
	g)	(Increase)/Decrease in Finished Goods and Work in Progress	R	(18,641,437)		23,705,489
				688,360,526		574,035,241
III.	PRO	OFIT BEFORE TAXATION		11,694,963		11,553,591
IV.	PRO	OVISION FOR TAXATION : CURF	RENT TAX 6,272,5	63	4,799,452	
		DEFE	RRED TAX (1,812,45	50) 4,460,113	2,084,039	6,883,491
۷.	PRO	OFIT AFTER TAXATION		7,234,850		4,670,100
VI.	PRI	OR PERIOD ADJUSTMENTS AD	D / (DEDUCT)			
	i)	Taxation		107,728		313,032
	ii)	Expenses		(171,303)		(116,203)
	,	•				
VII.	PRC	OFIT AFTER PRIOR PERIOD ADJU	ISTMENTS	7,171,275		4,866,929
		PROPRIATIONS				
	Trai	nsferred to : General Reserve		7,171,275		4,866,929
	Basi	c and Diluted Earning per share Rs. (R	efer Note No. 18 in Sch	edule S) 1.72		1.17
		ninal Value per share (in Rs.)		10.00		10.00
				10100		

PROFIT & LOSS ACCOUNT FOR THE YEAR ENDED 31<sup>ST</sup> MARCH, 2011

Note : Schedules 'M' to 'R' and 'S' (Notes on Accounts) form an integral part of this Profit & Loss Account.

This is the Profit & Loss Account referred to in our report of even date attached.

## FOR MADAN & ASSOCIATES

## FOR AND ON BEHALF OF BOARD OF DIRECTORS

CHARTERED ACCOUNTANTS FIRM'S REGISTRATION NO. : 000185N

(M.K. MADAN) Proprietor M.No. 82214

D.K. JAIN Chairman-cum-Mg. Director

N.K. JAIN Mg. Director

PLACE : New Delhi DATED : 1st September, 2011.

# <u>C</u>⊜SC⊖

SCHEDULES TO ACCOUNTS

50				(Amo	ount in Rupees)
A.		ARE CAPITAL THORISED :	As at 31st March, 2011	3	As at 1st March, 2010
	100	,00,000 Equity Shares of Rs. 10/- each	100,000,000		100,000,000
	41,6 (inc	UED & SUBSCRIBED : 61,000 Equity Shares of Rs. 10/- each ludes 19,20,000 Nos. Equity Shares allotted as fully paid ires by capitalisation of Rs. 192 Lacs from General Rese			41,610,000
В.	RE	SERVES & SURPLUS	As at 01.04.2010 Rs.	Additions/ (Deductions) Rs.	As at 31.03.2011 Rs.
	Sha	re Premium Account	31,230,000	_	31,230,000
	Ger	neral Reserve	108,625,505	7,171,275	115,796,780
	Pro	fit & Loss Account	8,500,000	-	8,500,000
			148,355,505	7,171,275	155,526,780
	Pre	vious Year	143,488,576	4,866,929	148,355,505
C.	SEC	CURED LOANS			
(i)	wo	RKING CAPITAL LOANS			
()	Fro	m Banks			
	Rup	bee Loans	92,881,236		102,022,336
	For	eign Currency Loans	13,372,764		9,558,680
	inclı finis	cured against hypothecation of all moveable properties uding plant & machinery, stocks of raw materials, semi- hed goods and manufactured goods and all book debts, and claims receivables.)			
	•	e loans are collaterally secured against equitable mortgage actory land/building and guaranteed by Executive Directors.)			
(ii)	(Se	<b>er Loans</b> cured against hypothecation of Vehicles) payable within one year Rs. 11.24 lacs)	1,124,091		1,282,785
D.		SECURED LOANS	107,378,091		112,863,801
2.	a)	Deposits from			
	i)	Companies	46,637,564		56,467,564
	íi)	Directors	111,483,636		85,613,107
	b)	From Bank	-		5,400,000
	•		158,121,200		147,480,671
			<u> </u>		<u> </u>

## E. FIXED ASSETS

(Amount in Rupees)

S.	Block of Assets	Gross Block	Additions	Deductions	Gross Block	Depreciation	tion Net Block		
No.		as at	During the	During the	As at	upto	As at	As at	
		1.04.2010	Year	Year	31.03.2011	31.03.2011	31.03.2011	31.03.2010	
1.	Land	557,634	_	_	557,634	_	557,634	557,634	
2.	Buildings	40,653,263	—	_	40,653,263	28,175,432	12,477,831	13,502,854	
3.	Furniture & Fittings	6,931,753	52,628	—	6,984,381	5,874,556	1,109,825	1,346,921	
4.	Plant and Machinery	123,767,116	2,911,247	131,904	126,546,459	107,117,935	19,428,524	20,467,336	
5.	Vehicles	8,701,155	1,830,380	1,493,893	9,037,642	4,813,326	4,224,316	3,664,423	
		180,610,921	4,794,255	1,625,797	183,779,379	145,981,249	37,798,130	39,539,168	
6.	Capital work in progress (Including advance on Capital Account Rs. 51251/- Previous Year Rs. 313013/-)	_	_	_	_	_	146,551	492,149	
	TOTAL	180,610,921	4,794,255	1,625,797	183,779,379	145,981,249	37,944,681	40,031,317	
	PREVIOUS YEAR	178,134,535	4,221,411	1,745,025	180,610,921	141,071,753	40,031,317		

## <u>C@ŚC@</u>

	31s	AS AT at March, 2011		unt in Rupees) AS AT 1st March, 2010
F. INVESTMENTS LONG TERM INVESTMENTS (AT COST) Government and other securities Unquoted (N 6 years National Savings Certificate	on Trade)	5,000	-	5,000
In Ordinary Shares of Wholly owned Subsidiary Comp	any			
Unquoted fully paid up (Trade)				
(12,98,553) 12,98,553 Cosco Polymer Lanka (Private) Lto of 100 Sri Lankan Rs. each	J.,	58,647,928		58,647,928
CURRENT INVESTMENTS				
Other Investments (Non Trade)				
In Equity Shares-Quoted, fully paid-up				
(5,000) 5,000 Antarctica Ltd. of Re. 1/- each	5,000		5,000	
(4,750) 4,750 Marksans Pharma Ltd. of Re. 1/- each	94,226		94,226	
	99,226		99,226	
Less : Provision for Diminution in Investment	87,038	12,188	73,546	25,680
In Mutual Fund - Unquoted				
(11,319.211) 11,319.211 units UTI Master Share Unit Scheme (Growth)	of Rs. 10/- each	290,000		290,000
Immovable Properties (Advance Payment)		12,624,129		12,624,129
		71,579,245		71,592,737
Aggregate Cost of Quoted Investments		99,226		99,226
Aggregate Market Value of Quoted Investments		12,188		25,680
G. INVENTORIES				
(As taken, valued and certified by the Management)				
<ol> <li>Stores &amp; Spares [Including in transit Rs. 6,502/- (Previous Year Rs. 248,260/-)]</li> </ol>		10,865,975		8,527,704
2. Stock-in-Trade :				
<ul><li>(a) Raw Materials</li><li>[Including in Transit Rs. 21,01,900/-</li><li>(Previous Year Rs. 18,52,833/-)]</li></ul>	34,778,363		31,142,520	
(c) Finished Goods	183,273,659		167,395,770	
	218,052,022		198,538,290	
Less : Provision for Non Moving Stocks	203,663	217,848,359	203,663	198,334,627
3. Work in Progress		59,382,838		56,619,290
		288,097,172		263,481,621

					<u> </u>
		31s	AS AT t March, 2011	,	nt in Rupees) AS AT st March, 2010
(UNSECI 1. Deb exce a) (	<b>DEBTORS</b> JRED) ts outstandng for a period eeding six months : Considered good* Considered doubtful	5,483,760 2,370,183			
	ovision for Doubtful Debts er debts considered good*	7,853,943 2,370,183	5,483,760 92,067,311	7,179,224 518,449	6,660,775 86,172,479
			97,551,071		92,833,254

\*Includes amount of Rs. 31,71,131/- (Previous year Rs. 32,16,996/-) due from subsidiary company, Cosco Polymer Lanka (Private) Ltd. and maximum balance outstanding during the year is Rs. 32,16,996/- (Previous year Rs. 32,16,996/-).

I.	CASH & BANK BALANCES				
	1. Cash in hand (Including Imprest Accounts)		2,368,740		1,587,528
	2. Bank Balances with Scheduled Banks				
	In Current Accounts		4,755,221		4,536,419
			7,123,961		6,123,947
J.	LOANS AND ADVANCES				
	(Unsecured and considered good)				
	Advance to Subsidiary Company*		28,488,445		28,948,160
	Advances recoverable in cash or in kind				
	or for value to be received				
	a) Considered good	21,596,400		35,378,544	
	b) Considered doubtful			74,117	
		21,596,400		35,452,661	
	Less : Provision for Doubtful Advances	-	21,596,400	74,117	35,378,544
	Security Deposits		2,176,812		1,793,162
	Advance Tax Paid		8,519,010		2,705,159
			60,780,667		68,825,025

\*During the year, maximum balance outstanding from Cosco Polymer Lanka (Private) Limited, a wholly owned subsidiary company is Rs. 2,89,48,160/- (Previous Year Rs. 3,14,78,740/-).

## K. CURRENT LIABILITIES

Sundry Creditors	43,614,734	40,909,477
Other Liabilities	37,060,542	38,954,640
Interest Accrued But Not Due	73,003	97,264
Security Deposits from Customers	3,254,500	3,157,000
	84,002,779	83,118,381
L. PROVISIONS		
For Income Tax & Wealth Tax	10,877,870	4,799,452
For Leave Encashment & Gratuity	5,913,502	3,201,065
	16,791,372	8,000,517

## <u>C@ŚC@</u>

	End	For the Year ed 31.03.2011	,	t in Rupees) For the Year d 31.03.2010
M. OTHER INCOME				
Interest received		30,860		45,974
Miscellaneous Income		2,117,201		2,620,328
Export Incentives		8,552,344		7,736,952
		10,700,405		10,403,254
N. MATERIALS CONSUMED				
Opening Stock		31,142,520		34,322,567
Add : Purchase		190,312,016		139,696,626
		221,454,536		174,019,193
Less : Closing Stock		34,778,363		31,142,520
		186,676,173		142,876,673
O. SALARIES, WAGES AND BENEFITS				
Directors' Remuneration		15,289,989		12,358,286
Wages		36,509,666		31,720,823
Salary		12,825,526		11,110,799
Bonus	D 05 500()	1,825,241		2,126,955
Provident & Other funds (Includes for Directo	ors Rs. 65,520/-)	7,618,046		6,651,967
Gratuity Fund Compensation		1,150,355		491,764
Welfare Expenses		1,130,336 3,264,940		1,078,002 2,389,732
(Includes Rs. 492,392/- towards medical exp	enses reimbursed			
to Directors, Previous Year Rs. 573,816/-)		79,614,099		67,928,328
P. MANUFACTURING, ADMINISTRATION & S	ELLING			
Power & Fuel		25,691,555		22,181,826
Balls Stitching Charges		17,218,021		14,141,493
Valve Cutting Charges		4,491,776		4,986,829
Transportation & Forwarding		6,516,429		5,201,826
Stores Consumed		20,030,461		15,663,611
Repairs & Maintenance :	0.0=4.404			
Plant & Machinery & Mould	6,971,401		5,675,819	
Building	870,724	44 44 4 000	1,415,391	40.004.004
Others	3,572,758	11,414,883	3,512,794	10,604,004
Rent, Rates & Taxes		4,250,013		4,277,934
Insurance Shipping		1,167,056 1,830,605		1,211,233 1,755,687
Packing		6,775,450		5,909,925
Export Commission		314,469		335,508
Advertisement & Publicity		2,866,349		1,684,860
Sales Promotion		3,361,722		2,412,893
Travelling & Conveyance		3,751,717		3,150,219
(Includes Directors' Travelling Rs. 247,569/-		-,,		-, · <b>J</b> · <b>J</b>
Previous Year Rs. 178,531/-)		0 747 700		0.400.04-
Legal & Professional Fees		2,717,530		2,422,217
Postage, Telegram & Telephone		1,965,158		1,957,368

				C	<b>ЊCO</b>
		E	For the Year inded 31.03.2011	,	unt in Rupees) For the Year ded 31.03.2010
0.	Auditors' Remuneration & Expenses : (Including Service Tax & Education Cess) For Audit For Tax Representation For Other Services Out of Pocket Expenses Commission Against Sales Special Discount Foreign Tour Expenses (Including Directors' Expenses Rs. 982,4 Previous Year Rs. 923,402/-) Directors' Sitting Fees Bad & Doubtful Debts Provision Miscellaneous Expenses	273,544 110,300 128,716 29,323	i	167,656 110,300 82,980 56,412	417,348 2,296,516 7,096,702 923,402 21,000 210,055 17,016,845 125,879,301
ч.	Unsecured Loans Banks Others Bank Charges		12,823,172 13,779,391 10,074 2,399,469 29,012,106		12,826,137 12,855,573 2,293 1,678,319 27,362,322
R.	(INCREASE) / DECREASE IN FINISHED GOODS AND WORK IN PROGRESS Opening Stocks Finished Goods Work in Progress Closing Stocks Finished Goods Work in Progress	167,395,770 56,619,290 183,273,659 59,382,838	224,015,060 242,656,497 (18,641,437)	201,232,455 46,488,094 167,395,770 56,619,290	247,720,549 224,015,060 23,705,489
-					

## S. NOTES ON ACCOUNTS

## Annexed to and forming part of the Statement of Accounts for the year ended on 31.03.2011.

## 1. SIGNIFICANT ACCOUNTING POLICIES

The Significant Accounting Policies followed by the Company are as stated below :

## A. GENERAL

The Financial Statements are prepared on Mercantile Basis of Accounting following the Historical Cost Convention and the Principle of going concern.

## B. FIXED ASSETS

Fixed Assets including capital work in progress are stated at cost (net of grants received) including Taxes, Duties, Freight and other incidental expenses incurred in relation to acquisition and installation of the same. Depreciation has been provided on pro-rata basis (completed months of use) by Written Down value Method at the rate and manner prescribed in Schedule XIV of the Companies Act, 1956.

## C. INVENTORIES

(1) The inventories other than work-in-progress have been valued at the lower of cost and the net realisable value, cost means weighted average cost determined on FIFO basis.

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- (2) The Company is engaged in the manufacturing and trading of various products. The cost of conversion has been worked out for all the products on the basis of weighted average cost derived by preparing the manufacturing account wherein 50% of the fixed production overheads are allocated to the units of production having regard to capacity utilisation which is reviewed after three years and accordingly allocation of overheads is made. For trading goods, cost means direct cost.
- (3) The net realisable value in respect of each category of products has been determined on the basis of list price less the necessary estimated cost to make the sale.
- (4) Work-in-progress is valued at direct cost plus cost of conversion (weighted average cost). The indirect expenses have been allocated on the proportionate basis of raw material lying in work-in-progress to total raw material consumed.
- (5) The net realisable value of finished goods in respect of export surplus balls has been determined consistently as under :-

a) Stock lying for less than two years

,	, 0		
b) Sto	ck lying for more tha	n two years but less than five years	List price less 25%
c) Sto	ck lying for more tha	n five years	List price less 40%

As a result, the inventories have been written down by Rs. 8.54 lacs (previous year Rs. 26 lacs) to its net realisable value.

List price

## D. RETIREMENT BENEFITS

## a) Defined Contribution Plans

Contributions paid / payable to defined contribution plans comprising of provident fund and pension fund are charged on accrual basis.

## b) Defined Benefit Plan

Gratuity for employees who have completed two years of service other than Directors in the whole time employment of the Company below 60 years of age is fully covered under the Group Gratuity scheme of Life Insurance Corporation of India. The amount paid to the trust has been charged to Profit & Loss Account. In respect of Directors, gratuity is provided during the year on actuarial valuation basis, subject to maximum limit of Rs.10 lacs (previous year Rs.3.5 lacs) per director as per the Payment of Gratuity Act, 1972.

## c) Other Long term employee benefits

Other long term employee benefits comprise of leave encashment which is provided for based on the actuarial valuation carried out in accordance with revised AS 15 as at the end of the year.

## E. FOREIGN EXCHANGE TRANSACTIONS

Transactions in Foreign Currency including investments made in wholly owned subsidiary abroad are recorded at the exchange rate as on the date of transaction. For all foreign currency liabilities and monetary assets are stated at the exchange rate prevailing as at the date of Balance Sheet or at the contracted rate and the difference taken to Profit & Loss Account as exchange fluctuation loss or gain except in respect of liabilities, if any, for acquisition of fixed assets, in which case such exchange difference is adjusted in the carrying cost of the respective fixed assets.

## F. INVESTMENT

Investments are classified into current and long term investments. Current investments are stated at lower of cost or fair market value. Long Term Investments are valued at cost. Provision is made for diminution in value to recognise decline if any other than that of temporary nature, in value of Long Term Investments except for investment in wholly owned subsidiary.

## G. REVENUE / EXPENDITURE

The Company is following mercantile system of accounting but certain items, i.e., over due Bank Interest on export and domestic sales realisation, insurance claims and interest in respect of import under usance LC other than Buyer's Credit are accounted for on actual / receipt basis.

## H. EXPORT SALES

Export Sales are accounted for on the basis of date of shipment irrespective of the date of invoice as per Impex Policy. BORROWING EXPENDITURE

### I. BORROWING EXPENDITURE Borrowing costs that are attributable to acquisition / d

Borrowing costs that are attributable to acquisition / construction of qualifying assets within the meaning of AS-16 issued by The Institute of Chartered Accountants of India are capitalised as a part of total cost of such assets. All other borrowing costs are charged to revenue. During the year Rs.nil (previous year Rs.nil) has been capitalised.



2.	CON	NTIN	GENT LIABILITIES NOT PROVIDED FOR	IN RESPECT	OF		
					As at 31.03.2011 Rs.		As at 31.03.2010 Rs.
	(i)		ers of Credit for purchase of v Materials, Stores & Spares		37,366,860		30,316,937
	(ii)		arantee		57,500,800		50,510,957
	(11)	(a)	To Sales Tax Authorities:-				
		(u)	for group concerns		100,000		100,000
			for others		527,303		527,303
		(b)	To State Electricity Board:- for others	Not A	Ascertainable	Not	Ascertainable
		(C)	To Others		5,132,099		5,132,099
		(d)	To Bank on behalf of Cosco Polymer Lan	ika	88,721,250		90,004,450
			Pvt. Ltd., wholly owned subisidiary compa to secure fund based & non-fund based I	, î	SD 20,05,000)	(U	SD 20,05,000)
	(iii)	Cas	ses against the Company in Labour Court &	<u>k</u>			
		Hig	h Court by ex-employees		3,684,721		3,297,056
3.	(i)	MA	NAGERIAL REMUNERATION				
		Sala	aries		7,260,000		6,840,000
		Cor	nmission		5,472,000		5,472,000
		Cor	tribution to Provident & Other Funds		65,520		65,520
		Per	quisites (as per Income Tax Act, 1961)		642,992		724,415
		Gra	tuity		2,557,989		46,286
					15,998,501		13,148,221
	(ii)		nputation of Profits in accordance with Sec of The Companies Act, 1956.	tion			
		Net	Profit as per Profit & Loss A/c		7,234,850		4,670,100
	ADD	):					
		(i)	Depreciation charged in account	6,349,187		6,896,832	
		(ii)	Provision for Taxation	4,460,113		6,883,491	
		(iii)	Managerial Remuneration	15,998,501		13,148,221	
		(iv)	Provision for Doubtful Debts & Advances	2,065,619	28,873,420	284,172	27,212,716
					36,108,270		31,882,816
	LES	-					
		• •	Profit on Sale of Assets	104,023		829,545	
		(ii)	Depreciation in accordance with Section 350 of The Companies Act,1956	6,349,187		6,896,832	
		(jiji)	Provisions Written Back	0,349,187 378,180	6,831,390	417,232	8,143,609
Net	Prof	• •	nder Section 198 Of The Companies Act,		29,276,880		23,739,207
			s' Remuneration @ 10% of Profits		2,927,688		2,373,921

The Company has paid within the limits prescribed under Schedule XIII of the Companies Act,1956 in case of inadequacy of profits. The remuneration of the directors has been approved by the remuneration committee in its meeting held on 5th April, 2010.

4. In the opinion of the board, the current assets, loans and advances have a value on realisation in the ordinary course of business at least equal to the amount at which they are stated.



5. The following Slow moving and Non-moving stocks have been identified by the management.

0	0 0				
			ving Stocks n Lacs)	Non-Moving ( <b>Rs. in</b> )	
		Current Year	Previous Year	Current Year F	Previous Year
Raw Materials		1.90	19.60	58.86	41.36
Store & Spares		1.74	3.20	14.49	15.28
Traded Goods		0.64	4.39	14.90	3.50
Finished Goods (own)		-	-	-	21.86

Part of above stocks have been consumed / sold during the subsequent year. The efforts are being made to use/ dispose of the balance stocks. The management has technically and commercially evaluated these stocks internally and is of the view that these stocks are useable / saleable. Having regard to the technical and commercially evaluation and movement of stocks in the subsequent year, the management is of the view that the realisable value of these stocks will not be less than the value stated in the financial statements.

6. Sundry Creditors include amount due to Small Scale Industrial Undertakings Rs.109.73 lacs (Previous Year Rs.106.63 lacs) in terms of section 22 of the Micro, Small and Medium Enterprises Development Act, 2006, the outstanding to these enterprises are required to be disclosed. However, these enterprises are required to be registered under the Act. In the absence of the information about registration of the Enterprises under the above Act, the required information could not be furnished.

The names of the Small Scale Industrial Undertakings so far ascertained having outstanding more than thirty days from the company are given below:

Abhishek Enterprises, Ajit Pershad Jai Pal Jain & Co., D.P.Packaging Industries, Lexpo Overseas, Paras Cotton Industries, Premier Legguard Works, S.S Printers, Star Engineering Works, Speciality Organics Pvt.Ltd., Throu Flex House Division.

The above information regarding small scale undertakings has been determined to the extent such parties are identified on the basis of information available with the Company, which has been relied upon by the Auditors.

## 7. CAPACITIES AND PRODUCTION

### a) Licenced Capacity

No licence is required for the products manufactured by the Company.

b)	Installed Capacity*	
_	(On Single Shift Basis)	
Pro	ducts	Qty. (Lac pcs. p.a)
i)	Rubber Moulded Sports Balls	98.10
ii)	Synthetic Sports Balls & Components	7.50
iii)	Sports Balls Butyl Bladders	15.00
iv)	Latex Bladders valve fixing for sports balls	45.00
V)	Latex Bladders Body for sports balls	30.00

\*As certified by the Management and not verified by the auditors being a technical matter.

### c) Actual Production **Current Year** Previous Year Unit Qty. Qty. Products Rubber Moulded Sports Balls Pcs. 3,514,054 2 877 809 i) ii) Synthetic Sports Balls & Components Pcs. 997,982 844,586 Latex Bladders for sports balls 2,609,260 2,373,929 iii) Pcs. 8. TURNOVER -**Current Year** Previous Year Qty (Pcs.) Value (Rs.) Value (Rs.) Qty (Pcs.) Products Rubber Moulded Sports Balls 4,254,190 176,185,961 3,441,258 143,751,842 i) ii) Synthetic Sports Balls & Components 1,067,304 139,881,833 803,361 114,504,833 41,945,422 iii) Latex Bladders for Sports Balls 2,867,523 55,288,342 2,693,583 317,998,948 274,983,481 iv) Others (includes trading goods) 689,355,084 575,185,578

(Quantitative figures included sales replacements, free samples and condemns).



Qty. 0,185 4,498 6,455	Value (Rs.) 60,970,178 26,378,001 9,363,355 24,324,856 479,489 21,360,794 142,876,673
0,185 4,498 6,455	60,970,178 26,378,001 9,363,355 24,324,856 479,489 21,360,794
4,498 6,455	26,378,001 9,363,355 24,324,856 479,489 21,360,794
-	24,324,856 479,489 21,360,794
-	479,489 21,360,794
-	21,360,794
%	
%	142,876,673
%	
%	
	Rs.
10	14,506,643
	128,370,030
50	120,070,000
1	198,030
	37,818,505
55	07,010,000
	10,531,065
	-
	145,573,768
	184,441
	48,837,676
	10,001,010
	9,710,889
	597,316
	309,163
	_
	1,955,477
	124,605
	176,201
	133,672,669
	-
	722,850
	144,238
	-
	701,914
	617,808
	148,733,130
	79,938,691
	99,447,605
	179,386,296
	10 90 1 99

(Quantitative detail is not given due to multiplicity of the items involved)

Particulars		culars Current Year Closing		Current Year Opening/ Previous Year Closing		Previous Year Opening	
		Qty. Nos.	Value Rs.	Qty. Nos.	Value Rs.	Qty. Nos.	Value Rs.
i)	Rubber Moulded Sports Balls	662,654	29,713,616	1,402,790	35,908,678	1,966,239	53,513,544
ii)	Syn. Sports Balls & Components	466,875	32,654,244	536,197	42,784,356	494,972	39,422,092
iii)	Sports Ball Butyl Bladders			31,075	539,700	31,075	539,868
iv)	Latex Bladders for Sports Balls	1,089,912	24,326,950	1,348,175	22,140,606	1,667,829	28,424,149
v)	Others (Includes Trading goods)		96,578,849		66,022,430		79,332,801
			183,273,659		167,395,770		201,232,454

## 16. RELATED PARTY DISCLOSURE

As per Accounting Standard 18 issued by the Institute of Chartered Accountants of India the disclosure of transactions with the related parties as defined in the Accounting Standard are given below :

## (i) List of Parties

## Wholly owned subsidiary Company

1. Cosco Polymer Lanka (P) Ltd.

## Companies under the same Management

- 1. Cosco Polymer Industries (P) Ltd.
- 2. Navendu Investment Co. (P) Ltd.
- 3. Cosco International (P) Ltd.
- 4. Radha Phool Fin-Investments (P) Ltd.
- 5. DDN Polymers (P) Ltd.
- 6. Vijay Vallabh Securities Ltd.
- **Key Management Personnel**
- 1. Devinder Kumar Jain
- 2. Narinder Kumar Jain
- 3. Darshan Kumar Jain
- 4. Pankaj Jain
- 5. Manish Jain
- Neeraj Jain 6.
- 7. Arun Jain

## **Relatives of Key Management Personnel**

1.	Devinder Kumar Jain	HUI
2.	Darshan Kumar Jain	HUI
3.	Narinder Kumar Jain	HUI
4.	Pankaj Jain	HUI
5.	Manish Jain	HUI
6.	Neeraj Jain	HUI
7.	Arun Jain	HUI
8.	Prabha Jain	

9. Veena Jain

Chairman Cum. Managing Director Managing Director Whole Time Director

JF JF JF JF JF JF JF



(ii) Disclosure of transactions between the company and related parties and the status of outstanding balance as on 31st March 2011 :

	2010-11 (Rs.)	2009-10 (Rs.)
Vholly owned subsidiary company		
Contribution towards		
nvestment in Ordinary Share Capital (through nominee)	150	150
nvestment in Ordinary Share Capital	58,647,778	58,647,778
12,98,550 ordinary shares of SLR 100/-		
mounting to USD 12,95,000)		
Corporate Guarantee (to secure fund based &		
on-fund based limits from Bank aggregating to	88,721,250	90,004,450
ISD 20,05,000) (Previous Year USD 20,05,000)	(US \$ 1=44.25)	(US \$ 1=44.89)
alance amount receivable at the year end against sales	3,171,132	3,216,996
	(US \$ 71664.01)	(US \$ 71664.01)
alance amount receivable at the year end	19,011,569	19,471,284
	(US \$ 429640)	(US \$ 429640)
mount receivable on account of expenses	9,476,876	9,476,876
companies under the same Management		
nter Corporate Deposits		
Received during the year	NIL	4,500,000
Repaid during the year	9,830,000	4,331,843
Dutstanding at the year end	46,637,564	56,467,564
nterest paid/credited	4,254,796	4,563,700
ale of Goods	NIL	261,572
Guarantee	100,000	100,000
ales Advance received outstanding at the year end (Cr.)	54,714	54,714
ease Rent	600,000	600,000
ey Management Personnel		
Remuneration	Refer Note No. 3 of N	lotes to the Accounts
Rent	76,716	76,716
Deposit		
Received during the year	47,240,000	10,058
Repaid during the year	21,369,471	6,424,693
Dutstanding at the year end	111,483,636	85,613,107
nterest Paid/Credited	8,568,376	8,262,437
Yey Management Personnel's Relatives		
Rent	87,684	87,684



(iii)	As required by the amendment to Clause 32 of the Listing Agreement vide SEBI Circula 10th January, 2003, the following disclosure is made :	ar No. 2/2003 dated
	1. Loans and advances in the nature of loans to subsidiary company	Rs. Nil
	2. Loans and advances in the nature of loans to associates	Rs. Nil
	<ol> <li>Loans and advances in the nature of loans where there is no repayment schedule or no interest or interest below Section 372A of the Companies Act, 1956</li> </ol>	Rs. Nil
	4. Loans and advances in the nature of loans to firms/companies in which directors are interested	Rs. Nil
	5. Investments by the Loanee in the shares of the Company as on 31st March, 2011	Rs. Nil

17. The Deferred Tax Asset/(Liability) (net) comprise of the following :

А.	SHA	ARE CAPITAL	<u>31s</u>	As at t March, 2011	31:	As at st March, 2010
	a)	Deferred Tax Assets				
		Related to other timing differences		1,937,802		490,426
	b)	Deferred Tax Liability				
		i) Related to fiscal allowance on fixed assests	1,584,377		1,689,878	
		ii) Related to other timing differences		1,584,377	259,574	1,949,452
				353,425		(1,459,026)
18.	Earı	ning per Share :-				
	(i)	Net Profit After Tax		7,171,275		4,866,929
	(ii)	Weighted Average No. of Equity Share for Basic / Diluted EPS (Nos.)		4,161,000		4,161,000
	(iii)	Nominal Value of Equity Per Share		10		10
	(iv)	Basic Earning per Share		1.72		1.17
	(v)	Diluted Earning per Share		1.72		1.17

### 19. Segment Information :

The company has identified two segments viz. Own Manufactured Products and Traded Goods. Segments have been identified and reported taking into account nature of products and services, the differing risk and returns and the internal business reporting systems. The accounting policies adopted for segment reporting are in line with the accounting policy of the company with following additional policies for segment reporting :

- a) Expenses have been identified to a segment on the basis of sale of the respective segment to the total sale of the company. Revenue and expenses which relate to enterprise as a whole and are not allocable to a segment on resonable basis have been disclosed as "Unallocable".
- b) Segment assets and segment liabilities represent assets and liabilities in respective segments. Investments, tax related assets and other assets and liabilities that cannot be allocated to a segment on reasonable basis have been disclosed as "Unallocable".

Sr.	Particulars	Own Manufac	tured Products	Traded	Goods	Unallo	ocable	Tot	tal
No.		For the Yea	ar Ended on	For the Yea	r Ended on	For the Yea	r Ended on	For the Yea	r Ended on
		31 <sup>st</sup> Mar., 2011	31 <sup>st</sup> Mar., 2010	31 <sup>st</sup> Mar., 2011	31 <sup>st</sup> Mar., 2010	31 <sup>st</sup> Mar., 2011	31 <sup>st</sup> Mar., 2010	31 <sup>st</sup> Mar., 2011	31 <sup>st</sup> Mar., 2010
1.	Segment Revenue								
	Sales	376,501,128	303,618,408	312,853,956	271,567,170			689,355,084	575,185,578
	Other Income	9,752,626	8,875,555	843,373	696,632			10,595,999	9,572,187
	Total	386,253,754	312,493,963	313,697,329	272,263,802			699,951,083	584,757,765
2.	Segment Results								
	Profit/(Loss) Before Interest & Tax	(1,235,910)	624,534	41,838,573	37,460,312			40,602,663	38,084,846
	Less : Interest Expense	15,845,376	14,443,520	13,166,730	12,918,802			29,012,106	27,362,322
	Add : Interest/Dividend/Other Income					104,406	831,067	104,406	831,067
	Total Profit/(Loss) Before Tax	(17,081,284)	(13,818,986)	28,671,841	24,541,510	104,406	831,067	11,694,963	11,553,591
	Less Tax								
	Current Tax					6,272,563	4,799,452	6,272,563	4,799,452
	Deferred Tax					(1,812,450)	2,084,039	(1,812,450)	2,084,039
	Net Profit After Tax							7,234,850	4,670,100
3.	Other Information								
	A. Segment Assets	298,279,269	283,824,939	156,437,034	126,145,648	108,713,919	132,917,314	563,430,222	542,887,901
	B. Segment Liabilities	68,445,209	60,832,120	32,275,939	30,189,514	73,003	97,264	100,794,151	91,118,898
	Capital Expenditure	3,289,444	2,617,180	1,159,213	991,850			4,448,657	3,609,030
	Depreciation	5,317,732	5,856,409	1,031,455	1,040,423			6,349,187	6,896,832
	C. Working Capital (A–B)	229,834,060	222,992,819	124,161,095	95,956,134	108,640,916	132,820,050	462,636,071	451,769,003

### i) Primary Segment Information

## <u>C⊜SC⊜</u>

	ondary Segment Information	) Sec
Year		,
2010-2011		
	•	1.
633,801,160	– Within India	
66,149,923	– Outside India	
699,951,083	Total Revenue	
	Segment Assets	2.
469,650,658	– Within India	
93,779,564	- Outside India	
563,430,222	Total Assets	
	Segment Liabilities	3.
100,794,151	– Within India	
_	– Outside India	
100,794,151	Total Liabilities	
	Capital Expenditure	4.
4,448,657	– Within India	
_	– Outside India	
4,448,657	Total Expenditure	
	2010-2011 633,801,160 66,149,923 699,951,083 469,650,658 93,779,564 563,430,222 100,794,151  100,794,151 4,448,657 	2010-2011Segment Revenue- Within India633,801,160- Outside India66,149,923Total Revenue699,951,083Segment Assets- Within India469,650,658- Outside India93,779,564Total Assets563,430,222Segment Liabilities93,794,151- Outside India100,794,151- Outside India-Total Liabilities100,794,151- Outside India-Within India4,448,657- Outside India-

20. No investments are purchased and sold during the year.

21. The Company has taken certain plant & machinery on lease from a company under the same management and this machinery as per technical opinion obtained by the company is of immovable nature and permanently attached to the earth. The Company's future lease rentals under the operating lease arrangements as at the year end are as under

	31.03.2011	31.03.2010
Future Lease Rentals		
Within 1 year	600,000	600,000
Over 1 year but less than 5 years	600,000	600,000
Amount Charged to Profit & Loss A/C (as part of rent)	600,000	600,000

The lease term contain an option given to Company to renew the lease or purchase the equipments.

### 22. EMPLOYEE BENEFITS

As per Accounting Standard AS-15 (Revised), the disclosures of Employee benefits as defined in the Accounting Standard are given below:-

## **Defined Contribution Plans**

The Company makes contribution towards provident fund and pension fund. These funds are administered by Government of India. Under the schemes; the Company is required to contribute a specified percentage of salary to the retirement benefit schemes to fund the benefit. Contribution to Defined Contribution Plan, recognised as expense for the year are as under:-

Year Ended	Year Ended
March 31, 2011	March 31, 2010
Rs.	Rs.
1,634,555	1,430,009
3,283,483	2,867,653
	March 31, 2011 Rs. 1,634,555

## Defined Benefit Plan

## Gratuity

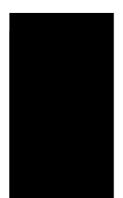
The Company provides the gratuity benefit to its employees through annual contributions to a Gratuity trust which in turn contributes to Life Insurance Corporation of India which administers the plan and determines the contributions required to be paid by the trust. The present value of obligation is determined based on actuarial valuation using the Projected Unit Credit Method.

Pro		Gratuity	(Funded)
		Year Ended	Year Ended
		March 31, 2011	March 31, 2010
		Rs.	Rs.
Ι.	Change in the benefit obligation		
	Defined benefit obligation at beginning of the year	7,906,165	6,888,486
	Current service cost	591,468	512,645
	Interest cost	632,493	551,079
	Benefits paid	246,476	116,996
	Actuarial (Gain) / Loss on obligations	252,996	70,951
	Defined benefit obligation at the end of the year	8,630,654	7,906,165
П.	Change in plan assets		
	Fair value of plan assets at the beginning of the year	9,076,462	6,859,868
	Expected return on plan assets	822,348	642,911
	Employer Contribution	403,169	1,690,679
	Benefits paid	246,476	116,996
	Fair value of plan assets at the year end	10,055,503	9,076,462
	Actual return on plan assets	822,348	642,911
Ш.	Reconciliation of fair value of assets and obligations		
	Fair value of plan assets at the end of the year	10,055,503	9,076,462
	Present value of obligation at the end of the year	8,630,654	7,906,165
	Funded Status	1,424,849	1,170,297
	Net Asset / (Liability)	1,424,849	1,170,297
IV.	Expenses recognised during the year		
	Current Service Cost	591,468	512,645
	Interest Cost	632,493	551,079
	Expected return on plan assets	822,348	642,911
	Net actuarial (Gain) / Loss	(252,996)	70,951
	Expenses charged to Profit & Loss Account	1,150,355	491,764
ν.	Actuarial Assumptions		
	Discount Rate	8% p.a	8% p.a
	Salary Escalation	6% p.a	6% p.a
	Expected return on plan assets	8% p.a	8% p.a
	The management of funds is entrusted with Life Insurance Cor	poration of India. The detail	of investments made

The management of funds is entrusted with Life Insurance Corporation of India. The detail of investments made by them are not available. Contribution to Gratuity Fund of Rs.11,50,355/- includes Rs.148,617/- as expenses determined by the Actuary for the year.

## Leave Encashment

It is an unfunded defined benefit plan for which the obligation is recognised on actuarial valuation basis. A sum of Rs.154,448/- has been provided by charge to current year's profit.





- 23. The amount of net exchange difference (profit) in respect of transactions other than fixed assets included in the Profit & Loss Account for the year is Rs.4,27,840/- [previous year Rs.4,23,168/-].
- 24. Minimum Bonus provision under The Payment of Bonus Act, 1965 for the year has been made on estimated basis and any adjustment on account of final liability will be made in the subsequent year. Bonus charged to Profit & Loss Account includes Rs.4000/- relating to previous year.
- 25. No provision has been made for leave encashment in respect of directors as it is decided that actual leave will be granted.
- **26.** Investments include advance for Immovable Properties aggregating Rs.1,26,24,129/- in respect of which neither formal agreements have been executed nor any allocation / earmarking of the property has been made till date by the Builder/Developer. However the company has received balance confirmation from the party in the earlier year. The management is pursuing for execution of agreement / title documents or alternatively for refund of amount advanced and exploring the alternate possibility for specific performance of the contract.
- **27.** The National Saving Certificate of Rs. 5,000/- shown as investment is in the name of a Director of the Company and the same is with the Sales Tax Authorities, Mumbai.
- 28. The company has taken loans from Companies, directors & others (related persons) during the year, carrying differential interest rates viz.
  - @ 6% per annum (previous year 6%), the minimum permissible u/s 372A of the Companies Act, 1956, on existing inter-corporate loans taken at the specified rates;
  - @ 10% p.a on inter-corporate loans (previous year 9%), from Cosco Polymer Industries P. Ltd., taken during current year;
  - @ 10% per annum (previous year 9%) on loans taken from Directors.
- 29. During the year Cosco Polymer Lanka Pvt. Ltd., the Wholly Owned Subsidiary Company (WOS), has reported loss of Rs.225.46 lacs (previous year Rs.147.90 lacs). The accumulated loss as on 31.03.2011 is Rs.1547.69 lacs (previous year Rs.1296.25 lacs reconverted at Rs.1322.23 lacs). The business operations of the subsidiary company, which were suspended due to global recession and unfavourable political situations in Sri Lanka, could not be restarted till date due to financial constraints. The Management is exploring options of collaboration or outright sale of the unit to repay / regularize bank loans and discharge other liabilities. The Management is of the view that there will be no devolvement of any liability on account of Corporate Guarantee for Rs.8,87,21,250/- issued by it against the loans given by State Bank of India to its subsidiary having regard to the realisable market value of its assets. The Management is in discussion with bankers of the Subsidiary Company for concessions and one time settlement of Loans and interest due to the Bank.

The Management is also of the view that investments in the WOS amounting Rs.586.48 Lacs (previous year Rs.586.48 lacs), Receivables Rs. 31,71,132/- (previous year Rs.32,16,996/-) due from WOS and Advances of Rs.2,84,88,445/- (Previous Year Rs.2,89,48,160/-) given to the WOS, which includes Rs.1,90,11,569/- (previous year Rs.1,94,71,284/-) on account of Advance against Supplies and Rs.94,76,876/- (previous year Rs.94,76,876/-) recoverable on account of expenses incurred on their behalf, are protected considerably by net realizable market value of the Assets of the Subsidiary Company and that the provision for losses, if any, on account of these Investments / Advances can't be ascertained at this stage and accordingly, the same shall be provided / written off upon quantification in the subsequent year/s.

- **30.** As per Accounting Standard 21 on "Consolidated Financial Statements" issued by the Institute of Chartered Accountants of India, the company has presented consolidated financial statements separately in this annual report.
- **31.** No impairment loss is recognised as on 31.03.2011 since the present value of estimated future cash flows over a period of five years exceeds the carrying value of assets of the Company's cash generating units.
- **32.** The possession of land, belonging to the company, bearing Khasra No.420, total area measuring 1 bigha, 19 biswas and 3 biswansi situated at village Gurgaon is in dispute and company has filed a suit for getting possession of the same.



- **33.** Loans & Advances include Rs.14,79,268/- (previous year Rs.76,67,584/-) as Additional Custom Duty Recoverable as per Notification No.102/2007 Customs dated 14/09/2007, being refund of 4% special additional duty paid on import of goods for trading, accordingly the income has increased to that extent. The company has regularly received the claim amount from time to time.
- **34.** Other income includes Rs.15,50,000/- towards value of license granted by DGFT subsequent to the date of Balance Sheet, on account of exports made during the year under Product Focus Scheme. Income being in the nature of Export Incentive has been accounted for in terms of AS-9 issued by ICAI.
- 35. Misc. Income includes Bonus Provision Written Back Rs.16,632/- (previous year Rs 5,025/-).
- 36. House Tax Assessment Notice dated 15.07.2010 received from Municipal Corporation Gurgaon (MCG) during 2009-2010 assessed the annual house tax at Rs. 7,77,089/- on the proposed assessment of annual value, which was objected by the company for difference in rate of land, type of construction and age of building in the assessment notice. Accordingly as per our assessment the liability of Rs.4,44,854/- towards house tax was provided as on 31.03.2010 for the period 01.07.2008 to 31.03.2010 as against Rs 13,95,906/- as per MCG assessment. Since no fresh demand has been raised as yet by MCG against objections raised by the company, therefore house tax liability for the year has not been provided for.
- **37.** Capital Work in Progress includes a sum of Rs.95,300/-in respect of ETP under construction which shall be completed in the following year.
- 38. Loans & Advances include Rs.19,060/- recoverable from directors on account of expenses.
- **39.** Previous year figures have been regrouped / rearranged wherever considered necessary to make them comparable with those of current year figure.
- 40. Figures have been rounded off to nearest rupee.

Signatures to Schedules A to S

**D.K.JAIN** Chairman-cum-Mg. Director N.K.JAIN Mg. Director

PLACE : Delhi DATED : 1st September, 2011.

## <u>C@SC@</u>

CASH FLOW STATEMENT FROM 1<sup>ST</sup> APRIL, 2010 TO 31<sup>ST</sup> MARCH, 2011 ANNEXED TO THE BALANCE SHEET AS ON 31.03.2011.

	INEXED TO THE BREANCE SHEET AS ON STUDIED IN		
		2010-2011	2009-2010
Α.	CASH FLOW FROM OPERATING ACTIVITIES		
	Net Profit before tax and extra ordinary items	38,299,691	36,692,310
	Adjustments for :	6 240 497	6 906 933
	Depreciation	6,349,187	6,896,832
		44,648,878	43,589,142
	Adjustments for :	(1 7 17 0 10)	(10 505 070)
	(Increase)/Decrease in Trade and Other Receivables	(4,717,816)	(18,585,078)
	(Increase)/Decrease in Inventories	(24,615,551)	26,372,095
	(Increase)/Decrease in Loans and Advances (Decrease)/Increase in Trade Payables	7,690,933 2,705,257	(10,492,619) 2,235,627
	(Decrease)/Increase in Other Current Liabilities	183,954	3,760,517
	Cash Generated From Operations	25,895,655	46,879,684
	Less : Interest Paid	26,602,563	25,681,710
	Direct Taxes Paid	4,460,113	6,883,491
	Cash Flow Before Extra Ordinary Items	(5,167,021)	14,314,483
	Extra Ordinary Items	(171,303)	(116,203)
	Net Cash From Operating Activities	(5,338,324)	14,198,280
В.	CASH FLOW FROM INVESTING ACTIVITIES		
	Purchase Of Fixed Assets	(4,448,657)	(3,609,030)
	Sale of Fixed Assets	274,300	1,056,136
	Interest Received	30,860	45,974
	Net Cash Flow from / (Used in) Investing Activities	(4,143,497)	(2,506,920)
C.	CASH FLOW FROM FINANCING ACTIVITIES		
	Proceeds From Long Term Borrowings/ Loans	47,999,687	5,619,618
	Repayment / Adjustments of Long Term Borrowings / Loans	37,517,852	18,052,491
	Net Cash flow from Financing activities	10,481,835	(12,432,873)
	Increase in Cash and Cash Equivalents (A+B+C)	1,000,014	(741,513)
	Opening Balance of Cash and Cash Equivalents	6,123,947	6,865,460
	Closing Balance of Cash and Cash Equivalents	7,123,961	6,123,947
No	ies :		
Ca	sh and cash equivalent include :		
	Cash in hand	2,368,740	1,587,528
	With Scheduled Banks		
	On Current Accounts (including accounts with overdraft facility)	4,755,221	4,536,419
		7,123,961	6,123,947
٨٥	ner our report of even date		

As per our report of even date.

## FOR MADAN & ASSOCIATES

(M.K. MADAN)

Proprietor

M.No. 82214

CHARTERED ACCOUNTANTS FIRM'S REGISTRATION NO. : 000185N FOR AND ON BEHALF OF BOARD OF DIRECTORS

**D.K. JAIN** Chairman-cum-Mg. Director

N.K. JAIN Mg. Director

PLACE : New Delhi DATED : 1st September, 2011.







## BALANCE SHEET ABSTRACT AND COMPANY'S GENERAL BUSINESS PROFILE

Statement showing particulars as described in the amendment to Schedule VI to the Companies Act, 1956, vide Notification No. G.S.R. 368(E) dated May 15, 1995.

I.	REGISTRATION DETAILSa)Registration No./ CINb)State Codec)Balance Sheet Date	L25199DL 198OPLCO10173 55 31.03.2011
II.	<b>CAPITAL RAISED DURING THE YEAR</b> Public Issue Rights Issue Bonus Issue Private Placement	- - - -
III.	POSITION OF MOBILISATION AND DEPLOYMENT OF FUNDS Total Liabilities Total Assets	(Amount in Rs.) 462,636,071 462,636,071
	Sources of Funds Paid-up Capital Reserves and Surplus Secured Loan Unsecured Loans	41,610,000 155,526,780 107,378,091 158,121,200
	Application of Funds Net Fixed Assets (Incl. Capital Work in progress) Investments Net Currents Assets	37,944,681 71,579,245 352,758,720
IV.	PERFORMANCE OF COMPANY Turnover (Net Sales and other income) Total Expenditure Profit before Tax Profit after Tax Profit after prior period adjustments Earning per Share Dividend	700,055,489 688,360,526 11,694,963 7,234,850 7,171,275 1.72
V.	GENERIC NAMES OF THREE PRINCIPAL PRODUCTS / SERVICES OF T (as per monetary terms)	HE COMPANY
	- Item Code No. (NIC Code)	3854

	Product Description	Lawn Tennis Balls and Moulded Sports Balls
-	Item Code No. (NIC Code) Product Description	3859 Inflatable Sports Balls Synthetic Sports Balls
-	Item Code No. (NIC Code) Product Description	3129 Sports Balls Butyl/Latex Bladders

### AUDITORS' REPORT

The Board of Directors Cosco (India) Ltd., 2/8, Roop Nagar, Delhi

We have examined the attached Consolidated Balance Sheet of **Cosco (India) Ltd.** and its subsidiary as at 31-03-2011, the Consolidated Profit & Loss Account and also the Consolidated Cash Flow Statement for the year then ended.

The Financial statements are the responsibility of Cosco (India) Ltd's management. Our responsibility is to express an opinion on these financial statements based on our Audit. We conducted our audit in accordance with generally accepted auditing standards in India. These standards require that we plan and perform the audit to obtain reasonable assurance whether the financial statements are prepared, in all material respects, in accordance with the identified financial reporting framework and are free from material mis-statements. 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 statements. We believe our audit provides a reasonable basis of our opinion.

We did not audit the financial statements of the subsidiary Cosco Polymer Lanka (Private) Ltd., whose financial statements reflect total assets of Rs. 362.46 lacs (Rs.575.68 lacs) as at 31.03.2011 and total turnover of Rs. Nil (Rs.Nil) for the year then ended. These financial statements have been prepared and presented in accordance with Sri Lanka Accounting standards and audited by other auditors' whose report has been furnished to us, and in our opinion, in so far as it relates to the amounts included in respect of the subsidiary, is based solely on the report of the other auditors'.

We report that the Consolidated Financial Statements have been prepared by the Company in accordance with the requirements of Accounting Standard (AS) 21, Consolidated Financial Statements, issued by the Institute of Chartered Accountants of India and on the basis of the separate audited financial statements of Cosco (India) Ltd. and its subsidiary, included in the Consolidated Financial Statements.

Based on our audit and on consideration of reports of other Auditor, and to the best of our information and according to explanation given to us, we are of the opinion that *subject to note no.7 regarding non provision of slow/non moving stocks Note No. 14 reg. investments in the immovable properties; and regarding valuation of inventories of repairable health & fitness equipment of Rs. 15.72 Lacs; old models of fitness equipment of Rs. 3.07 Lacs and spares in respect of health equipment of Rs. 35.73 Lacs and synthetic panels of Rs 95.50 Lacs for which we have relied upon management and read with the following remarks of subsidiary Auditors/Accounting Policies of subsidiary company* 

- 1. Since the company is not in operation no evidence was available to substantiate the recoverability of the carrying value of property plant and equipment.
- 2. The accompanying financial statements have been prepared assuming that the company will continue as a going concern. The company has discontinued its operations due to loss of its key customers and suffered recurring losses from operations over the past several years that raise substantial doubt about its ability to continue as a going concern. The financial statements do not include any adjustments that might result from the outcome of this uncertainty.
  - (a) the Consolidated Balance Sheet gives a true and fair view in conformity with the accounting principles generally accepted in India of the consolidated state of affairs of Cosco (India) Ltd. and its subsidiary as at 31.03.11
  - (b) the Consolidated Profit & Loss Account gives a true and fair view of the consolidated results of operations of Cosco (India) Ltd. and its subsidiary for the year ended on that date; and
  - (c) in case of Consolidated Cash Flow Statement, of the consolidated cash flow of the company and its subsidiary for the year then

For Madan & Associates Chartered Accountants

Firm's Registration No.000185N

(C.A. M.K. Madan) M.No. 082214 Proprietor

PLACE : New Delhi DATED : 1st September, 2011.





CONSOLIDATED BALANCE				(Am	nount in Rupees)
SC	HEDULI	28	AS AT 31 <sup>s⊤</sup> MARCH,		AS AT 31 <sup>sт</sup> MARCH,
			2011		2010
I. SOURCES OF FUNDS Share Holders' Funds					
(a) Share Capital	Α	41,610,000		41,610,000	
(b) Reserves & Surplus	в	(1,696,762)	39,913,238	15,888,035	57,498,035
Loan Funds	-				
(a) Secured	С	194,918,471		198,172,290	
(b) Unsecured	D	158,121,200	353,039,671	147,480,671	345,652,961
Deferred Tax Liability (Net) (Refer Note 9 of Schedule S)					1,459,026
· · · · · · · · · · · · · · · · · · ·			392,952,909		404,610,022
II. APPLICATION OF FUNDS	_				
Fixed Assets :	Е				
(a) Gross Block		254,980,137		250,385,059	
(b) Less: Depreciation		184,011,458		172,886,029	
(c) Net Block		70,968,679		77,499,030	
(d) Goodwill Arising on Consol		6,420,126		7,445,983	
(e) Capital Work in Progress	6	146,551	77,535,356	492,149	85,437,162
Investments	F		12,931,317		12,944,809
Deferred Tax Asset (Net)			353,425		-
(Refer Note 9 of Schedule S)					
Current Assets,					
Loans & Advances :					
(a) Inventories	G	288,097,172		279,708,313	
(b) Sundry Debtors	н	94,760,019		89,616,258	
(c) Cash & Bank Balances	I	7,138,314		6,137,356	
(d) Loans and Advances	J	33,543,155		41,533,998	
Less : Current Liabilities & Provisions :		423,538,660		416,995,925	
(a) Liabilities	к	104,614,477		102,767,357	
(b) Provisions	L	16,791,372		8,000,517	
		121,405,849		110,767,874	
Net Current Assets			302,132,811		306,228,051
			392,952,909		404,610,022

CONSOLIDATED BALANCE SHEET AS AT 31ST MARCH, 2011

Note : Schedules 'A' to 'L' and 'S (Notes on Accounts) form an integral part of this Balance Sheet.

This is the Balance Sheet referred to in our report of even date attached.

### FOR MADAN & ASSOCIATES CHARTERED ACCOUNTANTS

FIRM'S REGISTRATION NO. : 000185N

FOR AND ON BEHALF OF BOARD OF DIRECTORS

**D.K. JAIN** Chairman-cum-Mg. Director N.K. JAIN Mg. Director

(M.K. MADAN) Proprietor M.No. 82214

PLACE : New Delhi DATED : 1st September, 2011.

## <u>C@SC@</u>

		SCHEDULES	FOR THE YEAR ENDED 31.03.2011	(Amount in Rupees) FOR THE YEAR ENDED 31.03.2010
I.	INCOME :			
	(a) Sales		689,355,084	575,185,578
	(b) Other Income	М	12,437,633	24,438,939
			701,792,717	599,624,517
II.	EXPENDITURE :			
	(a) Purchase of Traded Goods		255,648,115	179,386,296
	(b) Raw Materials Consumed	Ν	186,461,062	142,876,674
	(c) Salary, Wages & Benefits	0	79,614,099	67,928,328
	(d) Manufacturing, Administration	_		100.050.001
	and Selling	P	166,611,703	126,350,884
	(e) Interest & Bank Charges	Q	32,794,912	32,794,912
	<ul><li>(f) Depreciation</li><li>(g) Miscellaneous Expenditure writte</li></ul>	n off	33,415,855 11,927,705	13,490,055 1,870,613
	(g) Miscellaneous Expenditure writte			
		- · -	733,678,539	564,697,762
	(h) (Increase)/Decrease in Finished and Work-in-Progress	Goods R	(18,824,713)	24,754,107
			714,853,826	589,451,869
III.	PROFIT/(LOSS) BEFORE TAXATION		(13,061,109)	10,172,648
IV.	PROVISION FOR TAXATION : CUR	-, , -		4,799,452
	DEFE	RRED TAX (1,812,450	0) 4,460,113	2,084,039 6,883,491
۷.	PROFIT/(LOSS) AFTER TAXATION		(17,521,222)	3,289,157
VI.	PRIOR PERIOD ADJUSTMENTS AD	D / (DEDUCT)		
	(i) Taxation	<b>λ</b>	107,728	313,032
	(ii) Expenses		(171,303)	(116,203)
VII.	PROFIT/(LOSS) AFTER PRIOR PER	IOD ADJUSTMENTS	(17,584,797)	3,485,986
	APPROPRIATIONS			
	Transferred to : General Reserve		(17,584,797)	3,485,986
	Basic and Diluted Earnings per share Rs	. (Refer Note No. 10 in Sc	hedule S) (4.23)	0.84
	0 1	(	, , ,	
	Nominal Value per share (in Rs.)		10.00	10.00

CONSOLIDATED PROFIT & LOSS ACCOUNT FOR THE YEAR ENDED 31<sup>ST</sup> MARCH, 2011

Note : Schedules 'M' to 'R' and 'S' (Notes on Accounts) form an integral part of this Profit & Loss Account.

This is the Profit & Loss Account referred to in our report of even date attached.

FOR MADAN & ASSOCIATES CHARTERED ACCOUNTANTS FIRM'S REGISTRATION NO. : 000185N

## FOR AND ON BEHALF OF BOARD OF DIRECTORS

(M.K. MADAN) Proprietor M.No. 82214

**D.K. JAIN** Chairman-cum-Mg. Director N.K. JAIN Mg. Director

PLACE : New Delhi DATED : 1st September, 2011.



## SCHEDULES FORMING PART OF THE CONSOLIDATED BALANCE SHEET

А.	SHARE CAPITAL		As at 31st March, 2011	(Amount in Rupees) As at 31st March, 2010
	Authorised :			
	100,00,000 Equity Shares of Rs. 10/- each		100,000,000	100,000,000
	Issued & Subscribed :			
	41,61,000 Equity Shares of Rs. 10/- each			
	(Includes 19,20,000 Nos. Equity Shares allotted as fu	lly paid up Bonus	41,610,000	41,610,000
	Shares by capitalisation of Rs. 192 Lacs from Genera	al Reserve)		
В.	RESERVES & SURPLUS			
		AS AT 01.04.2010 Rs.	ADDITIONS/ (DEDUCTIONS) Rs.	AS AT 31.03.2011 Rs.
	Share Premium Account	31,230,000	_	31,230,000
	General Reserve	(23,841,965)	(17,584,797)	(41,426,762)
	Profit & Loss Account	8,500,000	_	8,500,000
		15,888,035	(17,584,797)	(1,696,762)
	Previous Year	12,402,049	3,485,986	15,888,035
C.	SECURED LOANS			
	(i) WORKING CAPITAL LOANS			
	From Banks			
	Rupees Loans		92,881,236	102,022,336
	Foreign Currency Loans		13,372,764	9,558,680
	(Secured against hypothecation of all moveable proper including plant & machinery, stocks of raw materials, semi-finished goods and manufactured goods and all book debts, bills and claims receivables.)	erties		
	(The loans are collaterally secured against equitable mortgage of factory land/building and guaranteed by Executive Directors)			
	State Bank of India, Colombo			
	Bank Overdraft (Secured by primary mortgage over stock in trad and other movables)	le	66,160,248	63,650,355



		(/ As at <u>31st March, 2011</u>	Amount in Rupees) As at 3 <u>1st March, 2010</u>
(ii)	TERM LOAN		
	State Bank of India, Colombo		
	Term Loan No. 1	8,436,089	8,545,782
	(Repayable within one year Rs. 53.28 lacs)		
	(Secured against primary mortgage over leasehold land, building and immovable plant and machinery)		
	Term Loan No. 2	5,928,769	6,005,860
	(Repayable within one year Rs. 26.64 lacs)		
	(Secured against territory mortgage over leasehold land, building and immovable plant and machinery)		
	Term Loan No. 3	7,015,274	7,106,492
	(Repayable within one year Rs. 26.64 lacs)		
	(Secured against territory mortgage over leasehold land, building and immovable plant and machinery)		
(iii)	OTHER LOANS	1,124,091	1,282,785
	(Secured against hypothecation of Vehicles) (Repayable within one year Rs. 11.24 lacs)		
		194,918,471	198,172,290
D.	UNSECURED LOANS		
	a) Deposits from		
	i) Companies	46,637,564	56,467,564
	ii) Directors	111,483,636	85,613,107
	b) From Bank		5,400,000
		158,121,200	147,480,671

## E. FIXED ASSETS

(Amount in Rupees)

S.	Block of Assets	Gross Block	Additions	Deductions	Gross Block	Depreciation	Net Block	
No.		as at	During the	During the	As at	upto	As at	As at
		1.04.2010	Year	Year	31.03.2011	31.03.2011	31.03.2011	31.03.2010
1.	Land – Free Hold	557,634	_	_	557,634	_	557,634	327,331
	<ul> <li>Lease Hold</li> </ul>	2,009,038	40,252	_	2,049,290	_	2,049,290	2,239,341
2.	Buildings	58,576,526	359,102	_	58,935,628	58,935,628 33,557,892		27,045,542
3.	Furniture & Fittings	7,961,977	76,477	—	8,038,454	7,088,753	949,701	1,186,797
4.	Plant and Machinery	172,227,288	3,907,622	131,904	176,003,006	138,193,005	37,810,001	43,035,596
5.	Vehicles	9,052,596	1,837,422	1,493,893	9,396,125	5,171,808	4,224,317	3,664,423
6.	Capital Work-in-Progress (Including advance on Capital Account Rs. 51,251/-) (Previous Year Rs. 313,013/-)		6,220,875	1,625,797	254,980,137	184,011,458	70,968,679 146,551	77,499,030 492,149
	TOTAL	250,385,059	6,220,875	1,625,797	254,980,137	184,011,458	71,115,230	77,991,179
	PREVIOUS YEAR	256,071,107	4,221,411	9,907,459	250,385,059	172,886,029	77,991,179	

\* Addition includes Rs.14,26,620/- (previous year, deduction included Rs.81,62,431/-) as exchange rate difference on consolidation.



					As at	(Amo	unt in Rupees) As at
				31st	March, 2011	31:	st March, 2010
F.	INV	EST	MENTS				
	LO	NG T	ERM INVESTMENTS (AT COST)				
			nent and other securities Unquoted (No	on Trade)			
	6 ye	ears	National Savings Certificate		5,000		5,000
	CUI	RREI	NT INVESTMENTS				
	Oth	er In	vestments (Non Trade)				
	In E	quit	y Shares-Quoted, fully paid-up				
(5,0	00) 5	5,000	Antarctica Ltd. of Re. 1/- each	5,000		5,000	
(4,7	50) 4	1,750	Marksans Pharma Ltd. of Rs. 1/- each	94,226		94,226	
				99,226		99,226	
	Les	s : P	rovision for Diminution in Investment	87,038	12,188	73,546	25,680
	In N	/lutua	al Fund - Unquoted				
(11,3	19.21	1) 11,	319.211 units UTI Master Share Unit Scheme (Growt	h) of Rs. 10/- each	290,000		290,000
	Imn	nova	ble Properties (Advance Payment)		12,624,129		12,624,129
					12,931,317		12,944,809
	Agg	grega	te cost of Quoted Investments		99,226		99,226
	Agg	grega	te Market Value of Quoted Investments		12,188		25,680
G.	INV	ENT	ORIES				
	(As	take	n, valued and certified by the Managemer	nt)			
	1.		res & Spare Parts Iuding in Transit Rs. 6,502/-				
		•	evious Year Rs. 248,260/-)]		10,865,975		9,288,952
	2.	Sto	ck-in-Trade				
		(a)	Raw Materials [Including in Transit Rs. 21,01,900/- (Previous Year Rs. 18,52,833/-)]	34,778,363		37,460,396	
		(b)	Finished Goods	183,273,659		167,562,510	
				218,052,022		205,022,906	
			Less : Provision for Non Moving Stocks	203,663	217,848,359	203,663	204,819,243
	3.	Wo	rk in Progress		59,382,838		65,600,118
					288,097,172		279,708,313

				C	<b>⊜</b> 5C0
		31s	AS AT t March, 2011		Int in Rupees) AS AT st March, 2010
н.	SUNDRY DEBTORS				
	UNSECURED				
	<ol> <li>Debts outstandng for a period exceeding six months :</li> </ol>				
	a) Considered good	5,483,760		6,660,775	
	b) Considered doubtful	2,370,183		518,449	
		7,853,943		7,179,224	
	Less : Provision for Doubtful Debts	2,370,183	5,483,760	518,449	6,660,775
	2. Other Debts Considered good		89,276,259		82,955,483
			94,760,019		89,616,258
I.	CASH & BANK BALANCES				
	1. Cash in hand (Including Imprest Accounts)		2,369,451		1,587,562
	2. Bank Balances with Scheduled Banks				
	In Current & Savings Accounts		4,768,863		4,549,794
			7,138,314		6,137,356
J.	LOANS AND ADVANCES				
	(Unsecured and considered good)				
	Advances recoverable in cash or in kind or for value to be received				
	a) Considered good	22,530,600		36,725,166	
	b) Considered doubtful			74,117	
		22,530,600		36,799,283	
	Less : Provision for Doubtful Advances		22,530,600	74,117	36,725,166
	Security Deposits		2,493,545		2,103,673
	Advance Tax Paid		8,519,010		2,705,159
			33,543,155		41,533,998
Κ.	CURRENT LIABILITIES				
	Sundry Creditors		55,124,336		52,462,449
	Other Liabilities		46,162,638		47,050,644
	Interest Accrued But Not Due		73,003		97,264
	Security Deposits from Customers		3,254,500		3,157,000
			104,614,477		102,767,357
L.	PROVISIONS				
	For Income Tax & Wealth Tax		10,877,870		4,799,452
	For Leave Encashment & Gratuity		5,913,502		3,201,065
			16,791,372		8,000,517

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		F	OR THE YEAR		UNT IN RUPERS)
		31:	ENDED st March, 2011	31:	ENDED st March, 2010
Μ.					45.074
	Interest received Miscellaneous Income		30,860 3,854,429		45,974 16,656,013
	Export Incentives		3,854,429 8,552,344		7,736,952
	Export incentives				
			12,437,633		24,438,939
Ν.	MATERIALS CONSUMED				
	Opening Stock		37,460,396		41,389,343
	Add : Purchase		190,442,908		138,947,727
			227,903,304		180,337,070
	Less : Stocks written off		6,663,879		
			221,239,425		180,337,070
	Less : Closing Stock		34,778,363		37,460,396
			186,461,062		142,876,674
Ο.	SALARY, WAGES & BENEFITS				112,010,011
	Directors' Remuneration		15,289,989		12,358,286
	Wages		36,509,666		31,720,823
	Salary		12,825,526		11,110,799
	Bonus		1,825,241		2,126,955
	Provident & Other funds (Includes for Directors	s Rs. 65,520/-)	7,618,046		6,651,967
	Gratuity Fund		1,150,355		491,764
	Compensation Welfare Expenses		1,130,336 3,264,940		1,078,002 2,389,732
	(Includes Rs. 492,392/- towards medical expen	ses	5,204,540		2,009,702
	reimbursed to Directors, Previous year Rs. 573		79,614,099		67,928,328
Р.	MANUFACTURING, ADMINISTRATION & SEL				
••	Power & Fuel		25,691,555		22,181,826
	Balls Stitching Charges		17,218,021		14,141,493
	Valve Cutting Charges		4,491,776		4,986,829
	Transportation & Forwarding		6,516,429		5,201,826
	Stores & Spares Consumed		20,030,461		15,663,611
	Repairs & Maintenance : Plant & Machinery & Mould	6,971,401		5,675,819	
	Building	870,724		1,415,391	
	Others	3,572,758	11,414,883	3,836,307	10,927,517
	Rent, Rates &Taxes		4,258,320		4,277,934
	Insurance		1,273,340		1,343,369
	Shipping		1,830,605		1,755,687
	Packing		6,775,450		5,909,925
	Export Commission		314,469		335,508
	Advertisement & Publicity Sales Promotion		2,866,349		1,684,860
	Travelling & Conveyance		3,361,722 3,751,717		2,412,893 3,150,219
	(Including Directors' Travelling Rs. 247,569/-		5,751,717		0,100,210
	Previous Year Rs. 178,531/-)				
	Legal & Professional Fees		2,721,451		2,422,217
	Postage, Telegram & Telephone		1,965,158		1,957,368
	Auditors' Remuneration & Expenses :				
	(including Service Tax & Education Cess)	004 000		400 500	
	For Audit	291,930 110 300		183,590 110,300	
	For Tax Representation For Other Services	110,300 128,716		82,980	
	Out of Pocket Expenses	29,323	560,269	56,412	433,282
			,		.00,202
					60



			· ·	ount in Rupees)
		For the year ended		the year ended
		31st March, 2011	3	1st March, 2010
Commission Against Sales		2,588,279		2,296,516
Special Discount		8,850,469		7,096,702
Foreign Tour Expenses		1,279,076		923,402
(Including Directors' Expenses Rs Previous Year Rs. 923,402/-)	. 982,444/-			
Directors' Sitting Fees		21,000		21,000
Bad & Doubtful Debts Provision		2,065,619		210,055
Stocks Written off		17,138,110		-
Miscellaneous Expenses		19,627,175		17,016,845
		166,611,703		126,350,884
Q. INTEREST & BANK CHARGESS				
Unsecured Loans		12,823,172		12,826,137
Banks		14,717,091		14,165,481
Others		10,074		2,293
Bank Charges		5,865,518		5,801,001
		33,415,855		32,794,912
R. (INCREASE) / DECREASE IN FIN GOODS AND WORK IN PROGRE				
Opening Stocks				
Finished Goods	167,562,510		201,418,309	
Work in Progress	65,600,118	233,162,628	56,498,426	257,916,735
Less : Stocks written off		9,330,844		
		223,831,784		257,916,735
Closing Stocks				
Finished Goods	183,273,659		167,562,510	
Work in Progress	59,382,838	242,656,497	65,600,118	233,162,628
		(18,824,713)		24,754,107
		(,		,,

## S. NOTES ON ACCOUNTS

## SIGNIFICANT ACCOUNTING POLICIES TO THE CONSOLIDATED BALANCE SHEET AND PROFIT AND LOSS ACCOUNT 1. Principles of Consolidation

The consolidated financial statements relate to Cosco (India) Limited (the Company) and its subsidiary company. The consolidated financial statements have been prepared on the following basis :-

- (i) The financial statements of the Company and its subsidiary company are combined on a line-by-line basis by adding together the book values of like items of assets, liabilities, income and expenses after fully eliminating intra-group balances and intra-group transactions resulting in unrealised profits or losses in accordance with Accounting Standard AS-21 'Consolidated Financial Statements' issued by the Institute of Chartered Accountants of India.
- (ii) All assets and liabilities of the foreign subsidiary are converted at rate prevailing at the end of the year. Any exchange difference arising on consolidation is recognised in the profit and loss account except in cases where these relate to acquisition of fixed assets in which case they are adjusted to the carrying cost of such assets.
- (iii) The difference between the cost of investment in the subsidiary company over its net assets is recognised in the financial statements as Goodwill or Capital Reserve as the case may be.
- (iv) As far as possible, the consolidated financial statements are prepared using uniform accounting policies for like transactions and other events in similar circumstances.

## 2. Other Significant accounting policies

These are set out under "Signifiacant Accounting Policies" as given in the Unconsolidated Financial Statements of Cosco (India) Limited and its subsidiary company.

3. The subsidiary company considered in the financial statements is :

Name of the subsidiary	Country of Incorporation	Proportion of ownership Interest
Cosco Polymer Lanka (Private) Limited	Sri Lanka	100%



AS AT 31st March, 2010 Rs.	AS AT 31st March, 2011 Rs.			
	ESPECT OF	NTINGENT LIABILITIES NOT PROVIDED FOR IN R	CON	4.
		Letters of Credit for purchase of	(i)	
30,316,937	37,366,860	Raw Materials, Stores & Spares		
		Guarantee	(ii)	
		(a) To Sales Tax Authorities:-		
100,000	100,000	for group concerns		
527,303	527,303	for others		
		(b) To State Electricity Board:-		
Not Ascertainable	Not Ascertainable	for others		
5,132,099	5,132,099	(c) To Others		
3,297,056	3,684,721	Cases against the Company in Labour Court & High Court by ex-employees	(iii)	
		MANAGERIAL REMUNERATION	(i)	5.
6,840,000	7,260,000	Salaries		
5,472,000	5,472,000	Commission		
65,520	65,520	Contribution to Provident & Other Funds		
724,415	642,992	Perquisites (as per Income tax Act,1961)		
46,286	2,557,989	Gratuity		
13,148,221	15,998,501			

6. In the opinion of the board, the current assets, loans and advances have a value on realisation in the ordinary course of business at least equal to the amount at which they are stated.

7. The following Slow moving and non-moving stocks have been identified by the management.

		ving Stocks n Lacs)	Non-Moving Stocks (Rs. in Lacs)		
	Current Year	Previous Year	Current Year	Previous Year	
Raw Materials	1.90	19.60	58.86	41.36	
Store & Spares	1.74	3.20	14.49	15.28	
Traded Goods	0.64	4.39	14.90	3.50	
Finished Goods (own)	-	_	-	21.86	

Part of above stocks have been consumed / sold during the subsequent year. The efforts are being made to use/ dispose of the balance stocks. The management has technically and commercially evaluated these stocks internally and is of the view that these stocks are useable / saleable. Having regard to the technical and commercially evaluation and movement of stocks in the subsequent year, the management is of the view that the realisable value of these stocks will not be less than the value stated in the financial statements.



## 8. RELATED PARTY DISCLOSURE

As per Accounting Standard 18 issued by the Institute of Chartered Accountants of India the disclosure of transactions with the related parties as defined in the Accounting Standard are given below :

## (i) List of Parties

## Companies under the same Management

- 1. Cosco Polymer Industries (P) Ltd.
- 2. Navendu Investment Co. (P) Ltd.
- 3. Cosco International (P) Ltd.
- 4. Radha Phool Fin-Investments (P) Ltd.
- 5. DDN Polymers (P) Ltd.
- 6. Vijay Vallabh Securities Ltd.

## Key Management Personnel

- 1. Devinder Kumar Jain
- 2. Narinder Kumar Jain
- 3. Darshan Kumar Jain
- 4. Pankaj Jain
- 5. Manish Jain
- 6. Neeraj Jain
- 7. Arun Jain

## **Relatives of Key Management Personnel**

- 1. Devinder Kumar Jain
- 2. Darshan Kumar Jain
- 3. Narinder Kumar Jain
- 4. Pankaj Jain
- 5. Manish Jain
- 6. Neeraj Jain
- 7. Arun Jain
- 8. Prabha Jain
- 9. Veena Jain

Managing Director Whole Time Director

Chairman Cum. Managing Director

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(ii) Disclosure of transactions between the company and related parties and the status of outstanding balance as on 31st March 2011 :

	as on Sist March 2011 :		Amount 20	in Rs. 10-11	Amount in Rs. 2009-10
	Companies under the same Management				
	Inter Corporate Deposits				
	Received during the year			Nil	4,500,000
	Repaid during the year		9,83	80,000	4,331,843
	Outstanding at the year end		46,63	87,564	56,467,564
	Interest paid/credited		4,25	54,796	4,563,700
	Sale of Goods			Nil	261,572
	Guarantee		10	0,000	100,000
	Sales Advance received outstanding at the year	end (Cr.)	ŧ	54,714	54,714
	Lease Rent		60	00,000	600,000
	Key Management Personnel				
	Remuneration		Refer Note N	o. 5 of Notes	to the Accounts
	Rent		7	6,716	76,716
	Deposits				
	Received during the year		47,24	10,000	10,058
	Repaid during the year		21,36	69,471	6,424,693
	Outstanding at the year end		111,48	3,636	85,613,107
	Interest Paid/Credited		8,56	68,376	8,262,437
	Key Management Personnels Relatives				
	Rent		8	87,684	87,684
(iii)	As required by the amendment to Clause 32 of 10th January, 2003, the following disclosure is	s made :	-	BI Circular N	
	1. Loans and advances in the nature of loans to	-	ompany		Nil
	2. Loans and advances in the nature of loans to				Nil
	<ol> <li>Loans and advances in the nature of loans w schedule or no interest or interest below Sec</li> </ol>	tion 372A of t	the Companies Ac		Nil
	<ol> <li>Loans and advances in the nature of loans to are interested</li> </ol>	o mms/compa	nies in which direc	ctors	Nil
	5. Investments by the Loanee in the shares of t	he Company	as on 31 <sup>st</sup> March	2011	Nil
	5. Investments by the Loanee in the shares of t	ne company		2011	INII
9.	The Deferred Tax Asset/(Liability) (net) comprise	of the followi	ng :		
	a) Deferred Tax Assets Related to other timing differences		1,937,802		490,426
	b) Deferred Tax Liability				
	i) Related to fiscal allowance on fixed assets	1,584,377		1,689,878	
	ii) Related to other timing differences		1,584,377	259,574	1,949,452
			353,425		(1,459,026)
10.	Earning per Share :-				
	(i) Net Profit/(Loss) After Tax		(17,584,797)		3,485,986
	(ii) Weighted Average No. of Equity Share		• • • •		
	for Basic / Diluted EPS (Nos.)		4,161,000		4,161,000
	(iii) Nominal Value of Equity Per Share		10		10
	(iv) Basic Earning per Share		(4.23)		0.84
	(v) Diluted Earning per Share		(4.23)		0.84
			. ,		

### 11. Segment Information :

The company has identified two segments viz. Own Manufactured Products and Traded Goods. Segments have been identified and reported taking into account nature of products and services, the differing risk and returns and the internal business reporting systems. The accounting policies adopted for segment reporting are in line with the accounting policy of the company with following additional policies for segment reporting :

- a) Expenses have been identified to a segment on the basis of sale of the respective segment to the total sale of the company. Revenue and expenses which relate to enterprise as a whole and are not allocable to a segment on reasonable basis have been disclosed as "Unallocable".
- b) Segment assets and segment liabilities represent assets and liabilities in respective segments. Investments, tax related assets and other assets and liabilities that cannot be allocated to a segment on reasonable basis have been disclosed as "Unallocable".

Sr.	Particulars	Own Manufact	ured Products	Traded	Goods	Unallo	ocable	Tot	tal
No.		For the Yea	r Ended on	For the Yea	r Ended on	For the Year Ended on		For the Year Ended on	
		31 <sup>st</sup> Mar., 2011	31 <sup>st</sup> Mar., 2010	31 <sup>st</sup> Mar., 2011	31 <sup>st</sup> Mar., 2010	31 <sup>st</sup> Mar., 2011	31 <sup>st</sup> Mar., 2010	31 <sup>st</sup> Mar., 2011	31 <sup>st</sup> Mar., 2010
1.	Segment Revenue								
ĺ	Sales	376,501,128	303,618,409	312,853,956	271,567,170			689,355,084	575,185,579
	Other Income	11,489,854	16,265,227	843,373	7,342,645			12,333,227	23,607,872
	Total	387,990,982	319,883,636	313,697,329	278,909,815			701,688,311	598,793,451
2.	Segment Results								
I	Profit/(Loss) Before Interest & Tax	(21,588,231)	3,236,346	41,838,571	40,770,759			20,250,340	44,007,105
	Less Misc. Expense		1,870,613						1,870,613
	Less : Interest Expense	20,249,125	17,311,175	13,166,730	15,483,736			33,415,855	32,794,911
Ĩ	Add : Interest/Dividend/Other Income					104,406	831,067	104,406	831,067
Ĩ	Total Profit/(Loss) Before Tax	(41,837,356)	(15,945,442)	28,671,841	25,287,023	104,406	831,067	(13,061,109)	10,172,648
Ĩ	Less Tax								
Ĩ	Current Tax					6,272,563	4,799,452	6,272,563	4,799,452
Ĩ	Deferred Tax					(1,812,450)	2,084,039	(1,812,450)	2,084,039
	Net Profit/(Loss) After Tax							(17,521,222)	3,289,157
3.	Other Information								
	A. Segment Assets	309,694,488	334,794,497	156,389,744	126,145,648	48,274,526	54,437,751	514,358,758	515,377,896
	B. Segment Liabilities	89,056,907	74,708,913	32,275,939	35,961,697	73,003	97,264	121,405,849	110,767,874
	Capital Expenditure	4,716,064	2,617,180	1,159,213	991,850			5,875,277	3,609,030
	Depreciation	10,896,248	9,336,718	1,031,457	1,040,423			11,927,705	10,377,141
	C. Working Capital (A-B)	220,637,581	260,085,584	124,113,805	90,183,951	48,201,523	54,340,487	392,952,909	404,610,022

### i) Primary Segment Information

## <u>€85C8</u>

(ii)	Secondary Segment Information	Year 2010-2011	Year 2009-2010
	1. Segment Revenue		
	– Within India	635,538,388	549,858,786
	<ul> <li>Outside India</li> </ul>	66,149,923	48,934,665
	Total Revenue	701,688,311	598,793,451
:	2. Segment Assets		
	– Within India	479,549,039	449,927,943
	<ul> <li>Outside India</li> </ul>	34,809,719	65,449,953
	Total Assets	514,358,758	515,377,896
:	3. Segment Liabilities		
	– Within India	109,896,247	99,214,902
	<ul> <li>Outside India</li> </ul>	11,509,602	11,552,972
	Total Liabilities	121,405,849	110,767,874
	4. Capital Expenditure		
	– Within India	5,875,277	3,609,030
	<ul> <li>Outside India</li> </ul>	-	-
	Total Expenditure	5,875,277	3,609,030

12. No investments are purchased and sold during the year.

- **13.** Minimum Bonus provision under The Payment of Bonus Act,1965 for the year has been made on estimated basis and any adjustment on account of final liability will be made in the subsequent year. Bonus charged to Profit & Loss Account includes Rs.4000/- relating to previous year.
- 14. Investments include advance for Immovable Properties aggregating Rs.1,26,24,129/- in respect of which neither formal agreements have been executed nor any allocation / earmarking of the property has been made till date by the Builder/ Developer. However the company has received balance confirmation from the party in the earlier year. The management is pursuing for execution of agreement / title documents or alternatively for refund of amount advanced and exploring the alternate possibility for specific performance of the contract.
- **15.** The National Saving Certificate of Rs.5,000/- shown as investment is in the name of a Director of the Company and the same is with the Sales Tax Authorities, Mumbai.
- 16. The company has taken loans from Companies, directors & others (related persons) during the year, carrying differential interest rates viz.
  - @ 6% per annum (previous year 6%), the minimum permissible u/s 372A of the Companies Act, 1956, on existing inter-corporate loans taken at the specified rates;
  - @ 10% p.a on inter-corporate loans (previous year 9%), from Cosco Polymer Industries P. Ltd., taken during current year;
  - @ 10% per annum (previous year 9%) on loans taken from Directors.
- **17.** No impairment loss is recognised as on 31.03.2011 since the present value of estimated future cash flows over a period of five years exceeds the carrying value of assets of the Company's cash generating units.
- **18.** The possession of land, belonging to the company, bearing Khasra No.420, total area measuring 1 bigha, 19 biswas and 3 biswansi situated at village Gurgaon is in dispute and company has filed a suit for getting possession of the same.



- 19. Loans & Advances include Rs.14,79,268/- (previous year Rs.76,67,584/-) as Additional Custom Duty Recoverable as per Notification No.102/2007 Customs dated 14/09/2007, being refund of 4% special additional duty paid on import of goods for trading, accordingly the income has increased to that extent. The company has regularly received the claim amount from time to time.
- **20.** Other income includes Rs.15,50,000/- towards value of license granted by DGFT subsequent to the date of Balance Sheet, on account of exports made during the year under Product Focus Scheme. Income being in the nature of Export Incentive has been accounted for in terms of AS-9 issued by ICAI.
- 21. Misc. Income includes Bonus Provision Written Back Rs.16,632/- (previous year Rs 5,025/-).
- 22. House Tax Assessment Notice dated 15.07.2010 received from Municipal Corporation Gurgaon (MCG) during 2009-2010 assessed the annual house tax at Rs. 7,77,089/- on the proposed assessment of annual value, which was objected by the company for difference in rate of land, type of construction and age of building in the assessment notice. Accordingly as per our assessment the liability of Rs.4,44,854/- towards house tax was provided as on 31.03.2010 for the period 01.07.2008 to 31.03.2010 as against Rs 13,95,906/- as per MCG assessment. Since no fresh demand has been raised as yet by MCG against objections raised by the company, therefore house tax liability for the year has not been provided for.
- **23.** Capital Work in Progress includes a sum of Rs. 95,300/- in respect of ETP under construction which shall be completed in the following year.
- 24. Loans & Advances include Rs.19,060/- recoverable from directors on account of expenses.
- **25.** Previous year figures have been regrouped / rearranged wherever considered necessary to make them comparable with those of current year figure.
- 26. Figures have been rounded off to nearest rupee.

## Signatures to Schedules A to S

D.K.JAIN Chairman-cum-Mg. Director N.K.JAIN Mg. Director

PLACE : New Delhi DATED : 1st September, 2011.



CONSOLIDATED CASH FLOW STATEMENT FROM 1<sup>ST</sup> APRIL, 2010 TO 31<sup>ST</sup> MARCH, 2011 ANNEXED TO THE BALANCE SHET AS ON 31.03.2011

		2010–2011 Rs.	2009–2010 Rs.
Α.	Cash Flow From Operating Activities		10.
	Net Profit before tax and extra ordinary items Adjustments for :	14,481,319	36,621,275
	Depreciation	11,927,705	13,490,055
	Misc. Expenditure written off	-	1,870,613
		26,409,024	51,981,943
	Adjustments for :		
	(Increase)/Decrease in Trade and Other Receivables	(5,143,761)	(18,503,388)
	(Increase)/Decrease in Inventories	(8,388,859)	28,264,318
	(Increase)/Decrease in Loans and Advances	7,637,418	(12,685,490)
	(Decrease)/Increase in Trade Payables (Decrease)/Increase in Other Current Liabilities	2,661,887 3,699,939	4,056,027 9,445,493
	Cash Generated From Operations	26,875,648	62,558,903
	Less : Interest Paid	27,540,263	26,991,618
	Direct Taxes Paid	4,460,113	6,883,491
	Cash Flow Before Extra Ordinary Items	(5,124,728)	28,683,794
	Extra Ordinary Items	(171,303)	96,570
	Net Cash From Operating Activities	(5,296,031)	28,780,364
В.	CASH FLOW FROM INVESTING ACTIVITES		
	Purchase of Fixed Assets	(4,849,420)	(9,478,489)
	Sale of Fixed Assets	911,715	6,327,391
	Interest Received	30,860	45,974
	Net Cash Flow from / (Used in) Investing Activities	(3,906,845)	(3,105,124)
C.	CASH FLOW FROM FINANCING ACTIVITIES		
	Proceeds From Long Term Borrowings / Loans	47,999,687	5,619,618
	Repayment/Adjustment of Long Term Borrowings/Loans	37,795,853	32,169,204
	Net Cash Flow from Financing Activities	10,203,834	(26,549,586)
	Increase in Cash and Cash Equivalents (A+B+C)	1,000,958	(874,346)
	Opening Balance of Cash and Cash Equivalents	6,137,356	7,011,702
	Closing Balance of Cash and Cash Equivalents	7,138,314	6,137,356
	TES :		
Cas	h and Cash Equivalent Include :		
	Cash in hand	2,369,451	1,587,562
	With Scheduled Banks		
	On Current Accounts (including accounts with overdraft facility)	4,768,863	4,549,794
Δοι	per our report of even date.	7,138,314	6,137,356
A9			

FOR AND ON BEHALF OF BOARD OF DIRECTORS

CHARTERED ACCOUNTANTS FIRM'S REGISTRATION NO. : 000185N

 (M.K. MADAN)
 D.K. JAIN
 N.K. JAIN

 Proprietor
 Chairman-cum-Mg. Director
 Mg. Director

 M.No. 82214
 PLACE : New Delhi
 Mg. Director

PLACE : New Delhi DATED : 1st September, 2011.

FOR MADAN & ASSOCIATES



Statement Pursuant to General Exemption granted under section 212 (8) of the Companies Act, 1956 relating to Subsidiary Company

Particulars	Name of the Subsidiary Company		
	Cosco Polymer	Lanka (Pvt.) Ltd.	
	SLR	INR	
Share Capital	129,855,300	52,227,802	
Reserves	(384,805,238)	(154,768,667)	
Total Assets	90,120,187	36,246,339	
Total Liabilities	345,070,125	138,787,204	
Investments other than Investment in Subsidiary	_	-	
Turnover	_	-	
Profit / (Loss) Before Taxation	(56,057,193)	(22,546,203)	
Provision For Taxation	_	_	
Profit / (Loss) After Taxation	(56,057,193)	(22,546,203)	
Proposed Dividend	_	_	

Conversion Rate : 1 SLR = 0.4022 INR

## FOR AND ON BEHALF OF BOARD OF DIRECTORS

**D.K.JAIN** Chairman-cum-Mg. Director N.K.JAIN Mg. Director

PLACE : New Delhi DATED : 1st September, 2011.