



POCHIRAJU INDUSTRIES LIMITED

POCHIRAJU INDUSTRIES LIMITED

18th ANNUAL REPORT

2012-13



POCHIRAJU INDUSTRIES LIMITED

BOARD OF DIRECTORS	Sri P Sudhakar	Managing Director
	Sri Dr. A Ramaiah	Director
	Sri B V Ramana Reddy	Director
	Sri Dr. K S R Siva Sai	Director
	Sri Dr. S S N Murthy	Director
	Smt. P Sailaja	Director
	Sri SelvamRamaraj	Director
REGISTERED OFFICE	1/102, Sathyamangalam Village, Thumanapalli Post, Hosur Taluk, KrishnagiriDist, Tamil Nadu, PIN – 635 105.	
ADMINSITRATIVE OFFICE	Plot No.7, Phase-II, Alexandria Knowledge Park (Formerly S.P.Biotech Park), Kolthur Village, Shamirpet Mandal, R.R.Dist-500078, Andhra Pradesh.	
BANKERS	Punjab National Bank, Bank Street Branch,Hyderabad-500001	
AUDITORS	M M REDDY & CO., Chartered Accountants, G-8, Amrutha Ville, Opp. Yashodha Hospital, Rajbhavan Road, Somajiguda,Hyderabad-500082	
REGISTRARS AND SHARE TRANSFER AGENT	Aarthi Consultants Pvt. Ltd 1-2-285, Domalguda, Hyderabad – 500 029	
LISTED AT	Bombay Stock Exchange & National Stock Exchange	
COMPLIANCE OFFICER	Sri. P Sudhakar Plot no.7, Phase-II, Alexandria Knowledge Park (Formerly S.P.BiotechPark), Kolthur Village, Shamirpet Mandal, R.R.Dist-500078.	



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POCHIRAJU INDUSTRIES LIMITED

POCHIRAJU INDUSTRIES LIMITED

NOTICE TO MEMBERS

Notice is hereby given that the Eighteenth ANNUAL GENERAL MEETING of POCHIRAJU INDUSTRIES LIMITED will be held at Company's registered office situated at 1/102, Satyamangalam Village, Hosur Taluk, Krishnagiri Dist, Tamil Nadu – 635 105, on Thursday September 26th, 2013 at 11:00 A. M. to transact the following businesses:

ORDINARY BUSINESS:

1. Receive, consider and adopt the audited balance sheet as at 31st March, 2013 and Profit & Loss Account for the year ended on that date together with the Reports of the Board of Directors and Auditors thereon.
2. Appoint a director in place of Dr.K.SivaSai, who retires by rotation and being eligible, offers himself for reappointment.
3. Appoint a director in place of Dr. S.S.N. Murthy, who retires by rotation and being eligible, offers himself for reappointment.
4. Sri SelvamRama Raj retires by rotation at this Annual General Meeting
5. Re-appoint Auditors to hold office from the conclusion of this Annual General Meeting until the conclusion of the next Annual General Meeting of the company and to fix their remuneration.

“RESOLVED THAT M/s. M. M. REDDY & CO, Chartered Accountants be and is hereby reappointed as Auditors to hold office from the conclusion of this meeting until the conclusion of the next Annual General Meeting of the Company at remuneration to be decided by the Audit Committee of the Board in consultation with the Auditors.

Regd. Office:
1/202, Sathyamangalam Village,
Hosur Taluk, Krishnagiri Dist.T.N.—635105.
Place: Hyderabad
Date:14.08.2013

By order of the Board
Pochiraju Industries Limited

Sd/-
P Sudhakar
Managing Director



Notes:

1. A member entitled to attend and vote at the meeting is entitled to appoint a proxy or proxies to attend and vote on a poll instead of himself / herself and the Proxy need not be a member of the Company.
2. Proxies, in order to be effective must be received by the Company not less than 48 hours before the commencement of the meeting.
3. The Register of Members and Share Transfer Books of the Company will be closed from 20st September to 26th September, 2013 (Both the dates inclusive).
4. Members are requested to notify immediately any change in their address to the Share Transfer Agents and in case their shares are held in dematerialized form, this information should be passed on to their respective Depository Participants.
5. Members, who hold shares in de-materialized form, are requested to bring their Client ID and DP IDs for easier identification of attendance at the meeting.
6. Members are requested to kindly bring their copies of the Annual Report to the meeting. As a measure of economy, copies of Annual Report will not be distributed at the AGM.



DIRECTORS' REPORT

Dear Shareholders,

Yours Directors have pleasure in placing before you the Eighteenth Annual Report on the working and progress of the Company along with audited accounts of the company for the financial year ended 31st March, 2013 and the report of the auditors thereon.

FINANCIAL RESULTS

Key aspects of the company's financial performance for the year 2012-13 are tabulated below:

Particulars	2012-13 (Rs. in Lakhs)	2011-12 (Rs. in Lakhs)
Gross Revenue	10885.80	7243.20
Total Expenditure	10197.63	5757.45
Profit before Depreciation and taxation	1220.55	1658.67
Depreciation	532.37	172.92
Profit/(Loss) before tax(PBT)	688.17	1485.75
Less: Provision for Current tax	167.44	0
Profit/(Loss) after tax	520.73	1485.75
Prior Period Items	-	-
Profit / (Loss) after Prior Period Items	520.73	1485.75
Profit Brought Forward from previous year	7118.10	5632.35
Net Profit / (Loss) carried to Balance Sheet	7638.84	7118.10

OPERATIONS

The Company has recorded a turnover of Rs.10885.80 lacs in the current year. The Company earned a Net profit of Rs.520.23 lacs after depreciation and taxes. The amount of Net profit available for appropriation after adjustments for prior period items is Rs. 520.23 lacs and the same is carried to balance sheet. The operations during the year ended on 31st March, 2013 were encouraging. The company has been continuously working on quality up gradation and cost reduction plans.

PUBLIC DEPOSITS

Your Company has not accepted any deposits falling within the meaning of Sec-58A of the Companies Act, 1956 read with the Companies (Acceptance of Deposits) Rules, during the financial year under review.

LISTING

The equity shares of your company are listed on The Bombay Stock Exchange Limited and National Stock Exchange Limited.



MANAGEMENT AND DISCUSSION ANALYSIS

The management discussion and analysis of the financial condition and results of operations of the company for the period under review as required under clause 49 of the listing agreement of the stock exchange, is given as a separate statement forming part of this Annual report.

BUSINESS INNOVATION, EXPANSION AND DIVERSIFICATION

Your company has completed the construction of all the Blocks for Phase I and Phase II of its Bio Pharma Unit at Shamirpet, Hyderabad. Your management is happy to inform you that the unit's R & D Block, Administrative Block and Canteen Block along with the required necessary support services are fully operational. Plant and Machinery and equipment for the production blocks for Phase I are installed and for Phase II is under progress.

The company's agriculture and F & V divisions are having regular operations with steady growth. Presently the company apart from growing its own flowers in the green houses also procuring many varieties of flowers from different farmers all over the country and also its procurement for its F & V division is being done directly from farmers and also on contract farming basis. Taking into consideration the growth potential of this segment both in domestic and overseas and the relative locational and costs advantages your company is contemplating to setup its production bases in African countries such as Kenya, Ethiopia, Ghana, Tanzania etc and also identified large areas of lands for acquisition during the coming financial year.

BANKS AND FINANCIAL INSTITUTIONS

Presently our Bankers are Punjab National Bank for our Biopharma Unit at Shameerpet. We have very good business relationship with our bankers and the bank has been supporting us throughout our business growth plans.

CHANGES IN THE BOARD OF DIRECTORS

In accordance with the Companies Act, 1956 read with Articles of Association of the company the Directors, Dr.K.SivaSai and Dr. S.S.N.Murthy will retire by rotation and are eligible for reappointment. Your Board recommends the re-appointment of the above Directors in the best interest of the company. Sri.Ramaraj Selvam retires by rotation at this annual general meeting.

DIRECTORS RESPONSIBILITY STATEMENT

Pursuant to the provisions of Sec.217 (2AA) of the Companies Act, 1956 the Board of Directors of your Company hereby certifies and confirms that:

- i. In the preparation of the Annual Accounts, the applicable accounting standards have been followed along with proper explanation relating to material departures;



- ii. We have selected such accounting policies and applied them consistently and made judgment and estimates that are reasonable and prudent so as to give a true and fair view of the state of affairs of the Company at the end of the financial year and of the profit or loss account of the company for that period;
- iii. We have taken proper and 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;
- iv. We have prepared the Annual accounts on a going concern basis.

PERSONNEL

As required under the provisions of Section 217(2A) of the Companies Act, 1956 read with Companies (Particulars of employees) Rules, 1975, as amended, the names and other particulars of employee(s) are set out in the annexure of this report.

AUDITORS

M/s M.M. Reddy & Co, Chartered Accountants, Hyderabad, retires at the conclusion of ensuing Annual General Meeting and are eligible for re-appointment. The Board recommends for their reappointment.

CORPORATE GOVERNANCE

As a listed company, necessary measures have been taken to comply with the Listing Agreement of Stock Exchanges. A report on Corporate Governance, along with a certificate of compliance from the Auditors, forms part of this Report as an Annexure.

ACKNOWLEDGEMENTS

Your Directors take this opportunity to thank the customers, shareholders, suppliers, bankers, financial institutions and other business constituents for their consistent support to the Company. The Directors also wish to place on record their appreciation of the hard work, dedication and commitment of the employees. The enthusiasm and unstinting efforts of the employees has enabled the Company to achieve sustained growth in the operational performance during the year under review.

Place: Hyderabad
Date: 14.08.2013

For and on behalf of the Board
Pochiraju Industries Limited

Sd/-
P Sudhakar
Managing Director



FORM A

A.	Power and fuel consumption	Current Year	Previous Year
1)	Electricity		
	a)Purchases	437930	270488
	Total Amount (Rs)	32,84,487	2028657
	Average Rate Unit (Rs.)	7.50	7.50
	b) Own Geraration		
	Through Diesel Generation (Unit)	94,64,449	1352652
	Unit Per Liter of Diesel Oil (Nos)	8.01	9.15
	Cost /Unit (Rs.)	13.00	12.00
B.	Consumption per unit of production standards: Electricity		0.25
C.	Foreign exchange earnings and out go	(Rs. In lakhs)	(Rs. In lakhs)
	i) Foreign Exchange earnings (Rs.)	0	0
	ii) Foreign Exchange Used (Rs.)		
	1. Raw Materials	0	5.50
	2. Machinery	0	100.80
FORM B			
From of disclosure of particulars with respect to absorption			
1)	Research and development (Rs.)	205.35	809.38
2)	Technology absorption, adaptation and innovation	0	0
3)	Foreign Exchange Earnings & Outgo	0	
	Earnings (Rs. In Lakhs)	0	0
	Outgo (Rs. In Lakhs)	0	128.18



ANNEXURE TO THE DIRECTORS' REPORT

- a) Information as per section 217(2A) of the companies Act, 1956 read with the Companies (Particulars of Employees) Rules, 1975, and forming part of the Directors' Report for the year March 31, 2013.**

Employed for part of the year with an average salary above Rs.5 Lakh per month.**NIL**



MANAGEMENT DISCUSSION AND ANALYSIS

Management's Discussion and Analysis of Financial Condition and Results of Operation.

Your company is engaged in three core businesses viz. Agriculture, Pharmaceuticals and Bio Pharma.

I. Segment / Product Wise developments and Performance:

The agriculture operations of the company carried under Agri division under the name and style of AGROPIL consists of Floriculture operations, Trading and Marketing soft cut flowers, ornamental plants, foliage, Fruits and Vegetable segment wherein the company is procuring different fruits and vegetables and supplying to major retail chains. The company's 6 hectare floriculture unit is located at Satyamangalam Village in Tamil Nadu, cultivating, processing and exporting cut flower roses under controlled environment using sophisticated greenhouse technology. The company is contemplating to focus trading of its agri products globally and getting many enquiries in this regard.

The Pharma division namely PHARMAPIL is operating in range of pharmaceutical Formulations on a National by outsourcing its formulations from different manufacturers under loan license agreement. The company is also contemplating to set up a state of the art modern multi product bulk API manufacturing unit at Nadikudi, Guntur District, Andhra Pradesh to manufacture some of the latest small volume molecules such as anti-cancer, anti-viral, anti-depression etc.

The implementation of first phase of company's Biopharma unit being setup under the name and style of BIOPIL was completed fully and the company has started its production and is going for expansion of the second phase of the project with an additional capital expenditure of around Rs. 40.00 crores which is under active implementation.



Bio-Pharma Industry – BIOPIL:

Facility:

The company's Biopharma unit Phase I at Shameerpet constructed at a capital cost of Rs. 60.89 crores .

Products:

The Biotech division is focusing on the development of polysaccharide-protein conjugated vaccines for Typhoid, Haemophilus Influenza-B and Pneumococcal diseases. Efforts are under way to outsource bench scale technologies for therapeutic proteins and Monoclonal antibodies Identification of Bulk API suppliers for biopharmaceutical manufacturing is under progress.

Manpower:

The company has recruited a scientific team consisting of Ph.Ds. and post graduates for its ongoing R& D projects and has project, production, admin and other necessary technical and non-technical staff.

RESEARCH AND DEVELOPMENT (R&D) ACTIVITIES:

PIL's R&D centre is actively involved in process development work in the areas of Bio-similar, vaccines & Bulk API's. The centre is equipped with the latest scientific equipments to carry out basic research in the above fields and is recognized by Department of Scientific and Industrial Research , Government of India. The company is also focusing on Agri Biotechnology R & D and is working on the Plant Tissue Culture and Seed Development.

I. Internal Control Systems and their Adequacy

The company has an adequate internal control system commensurate with the size and complexity of the organization. The company has undertaken a comprehensive review of all internal control systems to take care of the needs of the expanding size of the company. The Audit Committee periodically reviews the adequacy of the internal audit functions.

We have been continuously upgrading our production technologies for improving efficiency.

Discussions of financial performance with respect to operational performance.

1. Shareholders Fund:

The company has an authorized capital of Rs.25 Crores comprising of 250 lakhs equity shares of Rs. 10/- each. The company has a paid-up capital of Rs.18.90 Crores .

2. Secured Loan:

The company has an outstanding term loan liability of Rs. 2323.57 lakhs with Punjab National Bank As on 31st March 2013.

3. Fixed Assets:

The balance of Rs.2175.45 lakhs, lying in capital work in progress is towards Phase II expansion and will be capitalized after the completion of expansion.



4. Revenue:

The company has generated net revenues of Rs.10885.80 lakhs with a PAT of Rs. 688.17 lakhs.

II. *Material development in Human Resources / Industrial Relations front including number of people employed:*

There are no material developments in the Human Resources area. The industrial relations have been cordial. The company constantly reviews the man power requirements and has a properly equipped Department to take care of the requirements. The total number of people employed by the company on an average is 90 approximately.

Cautionary Statement:

Statement in the Management Discussion and Analysis describing the company's objectives, projections estimates and expectation may be forward looking statements within the meaning applicable securities laws and regulations. Further the discussion on risks, concerns, opportunities etc are valid only at the time of making statements. A variety of factors known/unknown expected or otherwise may influence the financial results. These statements are not expected to be updated or revised to take care of any changes in the underlying presumptions.



REPORT OF CORPORATE GOVERNANCE.

Company's Philosophy on Code of Governance

Pochiraju Industries Limited is committed to good corporate governance and always strive to improve performance at all levels by adhering to corporate governance practices, such as managing its affairs with diligence, transparency, responsibility and accountability. The Board of Directors of the company believes in good governance and fully supports the principles of Corporate Governance. While striving to achieve the financial targets, the company seeks to follow the business principles and ethics and in all its dealings. The company has been regularly implementing the best practices of corporate governance in order to attain total transparency, accountability and integrity.

The company has designed its system to enhance overall performance and maximize shareholder value in the long run. The company's core philosophy on the code of corporate governance is to ensure:

- Fair and transparent business practices.
- Accountability for performance.
- Compliance of applicable statute
- Transparent and timely disclosure of financial and management information.
- Effective management control and monitoring of executive performance by the Board.
- Adequate representation of professionally qualified non executive and independent Directors on Board.

We have pleasure in reporting that requirement of Stock Exchange Regulations and the provisions of the Listing Agreement, the compliance report on the corporate governance have been complied with in all features and the same is reproduced here under:

1. Board of Directors:

In terms of the Articles of Association of the company, the strength of the board shall not be less than three Directors and not more than twelve Directors.

Composition of Board:

As on 31st March, 2013 the Board comprised seven Directors including Managing Director and five Independent Directors. The Directors bring to the board wide range of experience and skills.



Key information Pertaining to directors as on 31st March, 2013.

	P Sudhakar	B.V.Ramana Reddy	Dr. A Ramaiah	Dr. K Siva Sai	Dr. S S N Murthy	Selvam Rama raj	P Sailaja
Category	Managing Director	Independent Non- Executive Director	Independent Non- Executive Director	Independent Non- Executive Director	Independent Non- Executive Director	Independent Non- Executive Director	Promoter Non – Executive Director
Date of appointment	4 th May, 1995	20 th March, 2006	20 th March, 2006	21 st September, 2007	21 st September, 2007	12 th May, 2012	30 th April, 2007
Directorship in other companies	Nil	Nil	Nil	Nil	Nil	Nil	Nil
Chairmanship /membership in committees of Board of other companies	Nil	Nil	Nil	Nil	Nil	Nil	Nil
No. of Board Meetings	5	5	5	5	5	0	5
Attendance at the last AGM held on September 27, 2012	Yes	Yes	Yes	Yes	Yes	No	Yes
No. of shares held	4389145	Nil	Nil	Nil	Nil	Nil	1,680,619
Date of Ceasing as Director	NA	NA	NA	NA	NA	26 th September 2013	NA

Board Meetings

During the Financial Year 2012-2013, the Board of Directors met 4 times on the following dates:
12-05-2012 27-08-2012, 12-11-2012, 11-02-2013.



2.Audit Committee

The Audit Committee was formed by the Board of Directors. The terms of reference of this committee cover the matters specified in the clause 49 of the Listing Agreement and as may be referred to the committee by the Board of Directors of the company. Audit committee reports to the Board of Director. Our Audit Committee met five times during the financial year on.12-05-2012,27-08-2012, 12-11-2012, 11-02-2013, Statutory Auditors are invitees to the meeting. The composition of Audit Committee and their attendance are tabled below:

Name	Position	Category	Number of meetings attended
Mr. B V Ramana Reddy	Chairman	Independent, non-executive	4
Mr. P Sudhakar	Member	Promoter, executive	4
Mr. Dr. K Siva Sai	Member	Independent, non-executive	4
Mr. Dr. A Ramaiah	Member	Independent, non-executive	4

3.Compensation Committee

The primary responsibilities of the compensation committee are to determine and recommend terms of appointment, salaries / remuneration to Senior Management and executive directors for approval of the Board as well as shareholders. Remuneration policy is to review periodically the remuneration of Managing / Whole time Director and recommend suitable revision to the Board. The committee has met twice on 12-05-2012 , 11-02-2013,The composition of the compensation committee and their attendance are tabled below

Name	Position	Category	Number of meetings attended
Mr. B V Ramana Reddy	Chairman	Independent, non-executive	2
Mr. P Sudhakar	Member	Promoter, executive	2
Mr. Dr. S S N Murthy	Member	Independent, non-executive	2
Mr. Dr. A Ramaiah	Member	Independent, non-executive	2



Details of sitting fees paid to the Non-Executive Directors for attending Board Meetings and Committee meetings and Remuneration paid to Executive Director for the year ended 31.03.2013

Name of the directors	Sitting Fees	Salary	Cont to Provident fund	Total
Mr. P. Sudhakar	N.A.	63,00,000	Nil	63,00,000
Mr. B V Ramana Reddy	Nil	N.A.	N.A.	Nil
Dr. A Ramaiah	Nil	N.A.	N.A.	Nil
Dr. S S N Murthy	Nil	N.A.	N.A.	Nil
Dr. K S R Siva Sai	Nil	N.A.	N.A.	Nil
Smt. P Sailaja	Nil	N.A.	N.A.	Nil

The company does not have any stock option plan or performance linked incentive for the Executive Directors. The appointments are made for a period of five years on the terms and conditions contained in the respective resolutions passed by the members in the General Meetings.

4. Shareholders& Investors Grievance Committee:

The Shareholders'/Investors' Grievance Committee is responsible for resolving investor's complaints pertaining to share transfers, non receipt of annual reports, issue of duplicate share certificates, transmission of shares and other related complaints. The Chairman of the Committee is an independent non executive director.

The Shareholders/Investors Grievance Committee is constituted with the following members:

Name	Position
Dr. A Ramaiah Independent, Non – Executive.	Chairman
Mr. P Sudhakar Managing Director	Compliance Officer
Mr. B. V. Ramana Reddy	Member



The status on the shareholder queries and complaints we received during the financial year, and our response to the complaints and the current status of pending queries if any, is Tabulated below:

Description	Received	Replied	Pending
Non receipt of Securities	0	0	0
Non receipt of Annual Reports	10	10	0
SEBI / Stock Exchange Complaints	2	2	0
Others	0	0	0

5.Information on General Body Meetings:

The last 3 Annual General Meetings were held as under:

Financial Year	Date	Time	Venue
2011-12	27-09-2012	11.30 A.M.	1/102, Sathyamangalam Village, Hosurtaluk, KrishnagiriDist, Tamil Nadu – 635 105.
2010-11	29.09.2011	11.30AM.	1/102, Sathyamangalam Village, Hosurtaluk, KrishnagiriDist, Tamil Nadu – 635 105.
2009-10	28.09.2010	11.00AM.	1/102, Sathyamangalam Village, Hosurtaluk, KrishnagiriDist, Tamil Nadu – 635 105.
2008–09	26.09.2009	3.00 P.M	1/102, Sathyamangalam Village, Hosurtaluk, KrishnagiriDist, Tamil Nadu – 635 105.

6. Disclosures

i) The Company has complied with the requirements of the Stock Exchange and SEBI on matters related to Capital Markets, as applicable. There are no penalties, strictures imposed on the Company by Stock Exchange or SEBI or other authority on any non-compliance of laws related to capital markets, during last three years;

ii) Your board has laid down a code of conduct covering the ethical requirement to be complied with covering all the Board members and Senior Management Personnel of the company. Information of compliance with the code is received from them on an annual basis.

7. Means of Communication:

We have established procedures to disseminate, in a planned manner, relevant information to our shareholders, analysts, employees and the society at large.

Our quarterly results are published in widely circulated national newspapers such as The Financial Express and the local daily Thina Bhoomi, Tamil Nadu. The Quarterly Results, Shareholding Pattern and Annual Report of the Company are also posted on BSE & NSEs' website.



Apart from this, we also intimate the stock exchange of material information on any latest developments.

8. General Shareholder Information:

i) Annual Generals Meeting

Date : 26-09-2013

Time : 11.00 A.M.

Venue : 1/102, Satyamangalam Village, Hosur Taluk, Krishnagiri Dist, T N – 635 105.

ii) Financial Calendar: 1st April, 2012 to 31st March, 2013.

Financial Reporting for 2012-2013 (tentative schedule)

The first quarter results	Before 15.08.2012
The second quarter results	Before 15.11.2012
The third quarter results	Before 15.02.2012
The Fourth quarter results	Before 15.05.2013

iii) Book Closure : 20.09.2013 to 26.09.2013 (both dates inclusive).

iv) Listing on Stock Exchanges(ISIN : INE332G01032):

Sl. No.	Equity Shares	Stock Codes
1	National Stock Exchange of (India) Limited	POCHIRAJU
2	Bombay Stock Exchange Limited	532803

The Company has paid Annual Listing Fees for the year 2012-13.



v) **Market Price Data**

BOMBAY STOCK EXCHANGE LIMITED PRICE TRADED – POCHIRAJU							
2012 –13	Monthly Volume	HIGH			LOW		
		Date	Price (Rs.)	Volume	Date	Price (Rs.)	Volume
April	3,71,591	20/04/2012	18.05	35,197	12/04/2012	13.05	5,622
May	1,80,369	14/05/2012	16.40	32,516	23/05/2012	11.55	6,373
June	1,21,096	25/06/2012	14.50	15,113	06/06/2012	11.00	7,024
July	3,62,704	19/07/2012	15.75	30,324	27/07/2012	12.20	17,197
August	1,43,166	30/08/2012	15.45	4,021	01/08/2012	12.10	1,856
September	4,00,586	28/09/2012	16.25	1,18,417	14/09/2012	12.00	9,408
October	3,33,905	03/10/2012	16.95	23,995	10/10/2012	12.10	4,537
November	1,87,976	08/11/2012	16.00	2108	26/11/2012	11.70	13,333
December	2,52,417	18/12/2012	15.00	14,024	28/12/2012	12.45	15,638
January	1,80,887	16/01/2013	13.78	12,750	17/01/2013	10.30	1147
February	3,39,779	21/02/2013	12.79	14,261	27/02/2013	9.00	1,29,327
March	2,95,239	06/03/2013	10.00	9,223	26/03/2013	6.88	8,041

NATIONAL STOCK EXCHANGE OF (INDIA) LIMITED PRICE TRADED – POCHIRAJU (532803)							
2012 – 13	Monthly Volume	HIGH			LOW		
		Date	Price (Rs.)	Volume	Date	Price (Rs.)	Volume
April	6,41,432	20/04/2012	17.95	57,072	02/04/2012	13.00	12,236
May	2,72,329	02/05/2012	16.40	15,522	31/05/2012	13.10	4,875
June	1,66,739	14/06/2012	15.90	4,595	22/06/2012	12.70	3,887
July	5,81,298	13/07/2012	17.10	15,997	30/07/2012	12.30	7,714
August	2,46,630	07/08/2012	14.25	20,253	28/08/2012	12.55	7,002
September	6,50,613	28/09/2012	16.25	4,02,682	06/09/2012	10.30	9,235
October	5,97,934	01/10/2012	16.80	2,52,273	31/10/2012	13.40	5,381
November	2,22,089	13/11/2012	14.85	10,706	29/11/2012	12.15	13,775
December	3,06,632	18/12/2012	15.00	28,035	03/12/2012	12.65	38,306
January	1,67,093	02/01/2013	13.70	9,792	30/01/2013	11.90	3,883
February	4,17,081	04/02/2013	12.00	5,321	27/02/2013	9.05	1,53,381
March	3,73,691	06/03/2013	9.60	10,161	26/03/2013	6.60	26,393



vi) Registrars and Transfer Agents

(for shares held in both physical and Dematerialized form)

M/s Aarthi Consultants Private Limited

H. No. 1-2-285, Domalguda,

Hyderabad – 500 029 Andhra Pradesh, India.

Phone: 040 - 27642217/27638111/27634445 Fax: 040 – 27632184

Web: www.aarthiconsultants.com

vii) Share Transfer System:

Your Board has delegated the power of share transfer to its Registrar and Share Transfer Agents for processing of share transfers to Aarthi Consultants Pvt. Ltd, Registrars of the Company at the address given above. The turnaround time for completion of transfer of shares in physical form is generally less than 7 days from the date of receipt, if the documents are clear in all respects. We have internally fixed turnaround times for closing the queries/complaints within 7 days of receipt from the shareholders.

Address for correspondence: All correspondence relating to the shares of the Company should be addressed to Registrars & transfer Agents at the address given below:

M/s Aarthi Consultants Private Limited

H. No. 1-2-285, Domalguda, Hyderabad – 500 029 Andhra Pradesh, India.

Phone: 040 - 27642217/27638111/27634445 Fax: 040 – 27632184

Shareholders' grievance can also be sent through e-mail to the following designated e-mail id: info@arthiconsultantsy.com quoting the Company name Pochiraju Industries Limited.

viii) Dematerialization of shares: The Company's shares are dematerialized on National Securities Depositories Limited (NSDL) and Central Depository Services (India) Limited.



ix) Shareholding Pattern As On 31-03-2013

Category	% of shareholding	No. of shares held as on 31.03.2013
Promoters	33.44	6322392
Individuals	57.96	10958309
Domestic Companies	7.23	1366953
FIs, Mutual Funds and Banks	1.37	259021
Total	100.00	18906675

Distribution of Shareholding as on 31st March, 2013

Sl. No	Category	Holders	Holders %	Shares	Amount	Amount %
1	1 - 5000	10299	78.97	2008512	20085120	10.62
2	5001 - 10000	1379	10.57	1195262	11952620	6.32
3	10001 - 20000	594	4.55	953039	9530390	5.04
4	20001 - 30000	227	1.74	586336	5863360	3.1
5	30001 - 40000	126	0.97	454236	4542360	2.4
6	40001 - 50000	95	0.73	456259	4562590	2.41
7	50001 - 100000	173	1.33	1247027	12470270	6.6
8	100001 & Above	148	1.13	12006004	120060040	63.5
	Total:	13041	100	18906675	189066750	100



AUDITORS CERTIFICATE ON CORPORATE GOVERNANCE

The company has obtained a certificate from the Auditors of the Company regarding compliances of conditions of Corporate Governance as stipulated in the Listing Agreement with the Stock Exchanges. The said Corporate Governance is as under:

CERTIFICATE

To

The Members of POCHIRAJU INDUSTRIES LIMITED

We have examined the compliance of conditions of Corporate Governance by POCHIRAJU INDUSTRIES LIMITED, for the period of 12 months ended on 31st March 2013, as stipulated in clause 49 of the Listing Agreement of the said Company with stock exchanges of India.

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

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

As required by the Guidance note issued by the Institute of Chartered Accountants of India, we have to state that the Company has certified that as on 31st March 2013 there were no investor grievances remaining unattended/pending for a period exceeding one month.

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

For M M REDDY & CO.,

Firm Registration Number: 010371S

Chartered Accountants

Place: Hyderabad

Date : 14-08-2013

M Madhusudhana Reddy

Partner

Membership No. 213077

Declaration as required under Clause 49 (I)(D)(ii) of the Stock Exchange Listing Agreement:

All Directors and senior management personnel of the Company have affirmed compliance with Pochiraju's Code of Business Conduct and Ethics for the financial year ended March 31, 2013.

Sd/-

PSudhakar

Date: August 14th, 2013

Managing Director



INDEPENDENT AUDITOR'S REPORT

**To the Members of
M/s POCHIRAJU INDUSTRIES LIMITED**

Report on the Financial Statements:

We have audited the accompanying financial statements of M/s **POCHIRAJU INDUSTRIES LIMITED** ("the Company"), which comprise the Balance Sheet as at March 31, 2013, and the Statement of Profit and Loss for the year then ended, and a summary of significant accounting policies and other explanatory information.

Management's Responsibility for the Financial Statements:

Management is responsible for the preparation of these financial statements that give a true and fair view of the financial position and financial performance of the Company in accordance with the Accounting Standards referred to in sub-section (3C) of section 211 of the Companies Act, 1956 ("the Act"). This responsibility includes the design, implementation and maintenance of internal control relevant to the preparation and presentation of the financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility:

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

An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal control relevant to the Company's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of the accounting estimates made by management, as well as evaluating the overall presentation of the financial statements.

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



Opinion:

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

- (a) in the case of the Balance Sheet, of the state of affairs of the Company as at March 31, 2013; and
- (b) in the case of the Profit and Loss Account, of the profit for the year ended on that date.

Report on Other Legal and Regulatory Requirements:

1. As required by the Companies (Auditor's Report) Order, 2003 ("the Order") issued by the Central Government of India in terms of sub-section (4A) of section 227 of the Act, we give in the Annexure a statement on the matters specified in paragraphs 4 and 5 of the Order to the extent applicable to the company.

2. As required by section 227(3) of the Act, we report that:

- a. we have obtained all the information and explanations which to the best of our knowledge and belief were necessary for the 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 those books;
- c. the Balance Sheet, and Statement of Profit and Loss dealt with by this Report are in agreement with the books of account;
- d. in our opinion, the Balance Sheet, and Statement of Profit and Loss comply with the Accounting Standards referred to in subsection(3C) of section 211 of the Companies Act, 1956;
- e. on the basis of written representations received from the directors as on March 31, 2013, and taken on record by the Board of Directors, none of the directors is disqualified as on March 31, 2013, from being appointed as a director in terms of clause (g) of sub-section (1) of section 274 of the Companies Act, 1956.

Date: 14/08/2013

Place: Hyderabad

For **M M REDDY & CO.**

Chartered Accountants

Firm Reg. No. 010371S

(M. Madhusudhana Reddy)

Partner

Membership No. 213077



Annexure to the Auditors' Report (referred to in paragraph 3 of our Report of even date to the Members of POCHIRAJU INDUSTRIES LIMITED for the year ended March 31, 2013)

1. (a) The Company has maintained proper records showing full particulars including quantitative details and situation of fixed assets.
(b) Fixed Assets have been physically verified by the management and, in our opinion, the verification is reasonable having regard to the size of the company and the nature of its assets. There is no discrepancies were noticed on such verification.
(c) No substantial part of fixed assets has been disposed off during the year.
2. As explained to us, inventories have been physically verified by the management at reasonable intervals.
In our opinion and according to the information and explanations given to us, the procedure for physical verification of Inventories followed by the management is reasonable and adequate in relation to the size of the company and the nature of its business .As explained to us, no material discrepancies have been noticed on physical verification of inventories as compared to book records.
3. In our opinion and according to the information and explanations given to us, the company has not granted or not taken any loans secured or unsecured to or from companies, firms or other parties covered in the register maintained under Section 301 of the Companies Act, 1956.
4. In our opinion and according to the information and explanations given to us, there are adequate internal control procedures commensurate with the size of the company and the nature of its business with regard to purchases of inventory, fixed assets and with regard to the sale of goods.
5. (a) Based on the audit procedures applied by us and according to the information and explanations provided by the management, we are of the opinion that there are no transactions that need to be entered into the register maintained U/s. 301.

(b) Where each of such transaction is in excess of Rs 5 lakhs in respect of any party, the transactions have been made at prices which are prima facie reasonable having regard to the prevailing market prices at the relevant time.

(c) In our opinion and according to the information and explanations given to us, the company has not accepted any deposits within the meaning of Sections 58A and 58AA of the Companies



Act, 1956 and the Companies (Acceptance of Deposits) Rules, 1975 with regard to the deposits accepted from the public.

6. In our opinion, the company has an internal audit system commensurate with the size and nature of its business.
7. The Central Government has not prescribed the maintenance of records in pursuance to the Rules made by the Central Government for the maintenance of cost records under Section 209 (1) (d) of the Companies Act, 1956.
8. According to the records of the company, there are no dues to statutory authorities.
 - a) *According to the information and explanations given to us, no undisputed amounts payable in respect of income tax, wealth tax, sales tax, customs duty and excise duty were outstanding, as at 31.03.2013 for a period of more than six months from the date they became payable except in some cases.*
 - b) According to the records of the company, the company has been regular in depositing with appropriate authorities undisputed statutory dues including, Income-Tax, Sales-Tax, Wealth Tax, Service Tax, Custom Duty, Excise Duty and other statutory dues.
9. The Company neither has accumulated losses nor has it incurred any cash losses during the current financial year and in the immediately preceding financial year.
10. In our opinion and according to the information and explanation given to us, the company has not defaulted in repayment of dues to banks and financial institutions.
11. Based on our examination of documents and records, we are of the opinion that the company has not granted any loans and advances on the basis of security by way of pledge of shares, debentures and other securities.
12. Based on our examination of the records and evaluation of the related internal controls, we are of the opinion that proper records have been maintained of the transaction and contracts and timely entries have been made in those records. We also report that the company has not held any shares, securities, debentures and other securities in its own name.
13. In our opinion, the Company is not a chit or a nidhi / mutual benefit fund / society. Therefore, the provisions of clause 4(xiii) of the Order are not applicable to the Company.



POCHIRAJU INDUSTRIES LIMITED

14. The company is not in the business of dealing or trading in shares, securities, debenture and other instruments. Accordingly, the provisions of clause 4(xiv) of the Order are not applicable to the Company.
15. The company has not given any guarantee for loans taken by others from banks or financial institutions.
16. The term loans and working capital loans obtained from the banks have been applied for the purpose for which they were taken.
17. According to the information and explanations given to us and on an overall examination of the Balance Sheet and Cash Flow statement, the funds raised on short term basis have not been used for long term purposes.
18. The company has not made any preferential allotment of shares to parties and companies covered in the register maintained under section 301 of the Companies Act, 1956.
19. During the period covered by our audit report, the company does not have any outstanding debentures during the year.
20. During the year the company has not raised any money through the public issue.
21. Based upon the audit procedures performed and information and explanations given by the management, we report that no fraud on or by the company has been noticed or reported during the course of our audit.

Date: 14/08/2013
Place: Hyderabad

For M M REDDY & CO.
Chartered Accountants
Firm Reg. No. 010371S

(M. Madhusudhana Reddy)
Partner
Membership No. 213077



POCHIRAJU INDUSTRIES LIMITED

PART I-FORM OF BALANCE SHEET POCHIRAJU INDUSTRIES LIMITED Balance Sheet as at 31.03.2013

Particulars	Note No	As on 31/03/2013	As on 31/03/2012
		Rs.	Rs.
I. EQUITY AND LIABILITIES			
(1) Shareholder's Funds			
(a) Share Capital	1	189,066,750	189,066,750
(b) Reserves and Surplus	2	1,039,838,593	987,765,110
(c) Money received against share warrants		11,028,000	11,028,000
	A	1,239,933,343	1,187,859,860
(2) Share application money pending allotment	3	-	-
(3) Non-Current Liabilities			
(a) Long-term borrowings	4	232,357,265	287,830,330
(b) Deferred tax liabilities (Net)	5	16,744,000	-
(c) Other Long term liabilities	6	-	-
(d) Long term provisions	7	-	-
	B	249,101,265	287,830,330
(4) Current Liabilities			
(a) Short-term borrowings	8	-	-
(b) Trade payables	9	2,675,314	2,326,583
(c) Other current liabilities	10	73,642,000	5,660,858
(d) Short-term provisions	11	1,558,365	1,456,934
	C	77,875,679	9,444,375
Total	A+B+C	1,566,910,287	1,485,134,565
III. Assets			
(1) Non-current assets			
(a) Fixed assets			
(i) Tangible assets	12	666,027,965	719,265,117
(ii) Intangible assets	13	42,230,147	42,230,147
(iii) Capital work-in-progress		217,545,305	211,943,000
(iv) Intangible assets under development		-	-
	A	925,803,417	973,438,264
(b) Non-current investments	14	213,278,342	192,743,440
(c) Deferred tax assets (net)	5	-	-
(d) Long term loans and advances	15	1,103,000	1,103,000
(e) Other non-current assets	16	-	-
(f) Long term deposits			
	B	214,381,342	193,846,440
(2) Current assets			
(a) Current investments	17	-	-
(b) Inventories	18	105,866,421	69,528,881
(c) Trade receivables	19	247,514,669	180,332,907
(d) Cash and cash equivalents	20	7,523,521	13,856,947
(e) Short-term loans and advances	21	65,820,917	54,131,126
(f) Other current assets	22	-	-
	C	426,725,528	317,849,861
Total	A+B+C	1,566,910,287	1,485,134,565

Summary of Significant Accounting Policies

The accompanying Notes are an Integral Part of the Financial Statements

AS PER OUR REPORT OF EVEN DATE

For M M REDDY & CO.,

Firm Registration Number : 0103715

Chartered Accountants

Sd/-

M Madhusudhana Reddy

Partner

Membership No. 213077

Place : Hyderabad

Date : 14-08-2013

For and behalf of Board
For POCHIRAJU INDUSTRIES LIMITED

Sd/-

P.Sudhakar

Managing Director

Sd/-

Director



POCHIRAJU INDUSTRIES LIMITED

PART II-FORM OF STATEMENT OF PROFIT AND LOSS

POCHIRAJU INDUSTRIES LIMITED

STATEMENT OF PROFIT AND LOSS

Profit and Loss statement for the year ended 31st March, 2013

Particulars	Note No	As on 31/03/2013	As on 31/03/2012
		Rs.	Rs.
I. Revenue from operations	23	1,088,580,324	724,320,514
II. Other Income	24	-	-
III. Total Revenue (I +II)		1,088,580,324	724,320,514
<u>IV. Expenses:</u>			
Cost of materials consumed	25	696,195,307	432,375,759
Changes in inventories of finished goods, work-in-progress and Stock-in-Trade	26	(45,477,667)	5,023,498
Employee benefit expense	27	41,044,986	28,803,435
Other operating expenses	28	105,031,687	24,803,796
Administrative Expenses	29	38,110,163	19,289,447
Financial costs	30	47,961,326	629,141
Depreciation and amortization expense	12 & 13	53,237,152	17,292,113
Research and Development expenditure	31	24,705,928	28,729,044
Selling Expenses	32	58,953,959	18,799,102
Total Expenses		1,019,762,841	575,745,335
V. Profit before exceptional and extraordinary items and tax (III - IV)		68,817,483	148,575,179
VI. Exceptional Items		-	-
VII. Profit before extraordinary items and tax (V - VI)		68,817,483	148,575,179
VIII. Extraordinary Items		-	-
IX. Profit before tax (VII - VIII)		68,817,483	148,575,179
X. Tax expense:			
(1) Current tax		-	-
(2) Deferred tax		16,744,000	-
XI. Profit(Loss) from the period from continuing operations (IX - X)		52,073,483	148,575,179
XII. Profit/(Loss) from discontinuing operations		-	-
XIII. Tax expense of discounting operations		-	-
XIV. Profit/(Loss) from Discontinuing operations (XII - XIII)		-	-
XV. Profit/(Loss) for the period (XI + XIV)		52,073,483	148,575,179
XVI. Earning per equity share:			
(1) Basic		2.75	7.86
(2) Diluted		2.75	7.86

Summary of Significant Accounting Policies

The accompanying Notes are an Integral Part of the Financial Statements

AS PER OUR REPORT OF EVEN DATE

For M M REDDY & CO.,

Firm Registration Number : 010371S

Chartered Accountants

Sd/-

M Madhusudhana Reddy

Partner

Membership No. 213077

Place : Hyderabad

Date : 14-08-2013

For and behalf of Board
For POCHIRAJU INDUSTRIES LIMITED

Sd/-

P.Sudhakar

Managing Director

Sd/-

P.Sailaja

Director



POCHIRAJU INDUSTRIES LIMITED

PARTIII-FORM OF CASHFLOW STATEMENT FOR THE YEAR ENDED 31ST MARCH 2013

PARTICULARS	As on 31/03/2013	As on 31/03/2012
Net profit before tax	68,817,483	148,575,179
ADD: Depreciation	53,237,152	17,292,113
ADD: Misc. Expenses	-	-
ADD: Interest	47,961,326	629,141
Less: Interest received	-	-
Operating Profit	170,015,961	166,496,433
Increase in inventories	(36,337,540)	5,022,761
Increase in debtors	(67,181,762)	(26,348,432)
Increase in loan & advances	(11,689,791)	(12,141,266)
Increase/Decrease in current liabilities	68,431,304	1,000,364
Cash generated from operations	123,238,172	134,029,860
less: Tax expense	-	-
Less: Interest paid	47,961,326	629,141
Cash from operations	75,276,846	133,400,719
Increase in Investments	(20,534,902)	-
Add: Misc. Income	-	-
Add: Additions to Fixed Assets	(5,602,305)	(315,198,625)
Add: Decrease Fixed Deposits	-	3,173,920
Add: Interest Received	-	-
Net Cash Used in Investing	(26,137,207)	(312,024,705)
Receipts from share capital	-	10,800,500
Receipts from new borrowings	(55,473,065)	155,275,161
Net Cash Used Financing Activity	(55,473,065)	166,075,661
Net cash Flow	(6,333,426)	(12,548,326)
Opening Balance	13,856,947	26,405,272
Net cash Flow	(6,333,426)	(12,548,326)
Cash and Cash Equivalents	7,523,521	13,856,947

The accompanying Notes are an Integral Part of the Financial Statements

AS PER OUR REPORT OF EVEN DATE

For M M REDDY & CO.,

Chartered Accountants

Firm Registration Number : 010371S

Sd/-

M Madhusudhana Reddy

Partner

Membership No. 213077

Place : Hyderabad

Date : 14-08-2013

For and behalf of Board

For POCHIRAJU INDUSTRIES LIMITED

Sd/-

P.Sudhakar

Managing Director

Sd/-

P.Sailaja

Director



NOTES ON ACCOUNTS

- a) SIGNIFICANT ACCOUNTING POLICIES AND NOTES ON ACCOUNTS FORMING PART OF THE ACCOUNTS FOR THE YEAR ENDED 31ST MARCH, 2013.

a) Basis of Accounting

The accounts are prepared under the Historical Cost Convention. The Company adopts the accrual basis in the preparation of accounts in accordance with the Accounting standards referred to in Section 211(3C) of the Companies Act 1956.

b) Basis of preparation

The financial statements of the Company have been prepared in accordance with generally accepted accounting principles in India (Indian GAAP). The Company has prepared these financial statements to comply in all material aspects with the accounting standards notified under the Companies (Accounting Standard) Rules, 2006, (as amended) and the relevant provisions of the Companies act, 1956,. The financial statements have been prepared on accrual basis and under the historical cost convention. The accounting policies adopted in preparation of financial statements are consistent with those of previous year.

c) Revenue recognition

Sale of goods is recognized on transfer of property to the buyers for consideration. Interest on deployment of surplus funds is recognized using the time proportion method, based on interest rates implicit in the transaction.

d) Fixed Assets

- i) Fixed Assets are stated at cost of acquisition inclusive of duties (net of Cenvat), taxes, incidental expenses, erection/ commissioning expenses etc. upto the time asset is ready for its intended use.
- ii) Capital Work in progress is stated at the expenditure incurred upto the date of the Balance Sheet including capital advances.
- iii) The carrying amounts of assets are reviewed at each Balance Sheet date to determine if there is any indication of Impairment based on external/ internal factors. An impairment loss is recognized wherever the carrying amount of the asset exceeds its recoverable amount which represents the greater of the net selling price of assets and their ' value in use'. The estimated future cash flows are discounted to their present value of the weighted average cost of capital.

e) Depreciation

Depreciation on the Assets has been provided on straight-line methods at the rates and in the manner specified in schedule-XIV of the Companies Act, 1956. Depreciation on impaired assets is calculated on its residual value, if any, on a systematic basis over its remaining useful life. Planting material is written off over a period of 5 years equally.



f) Investments

Long term investments, if any, are stated and carried at cost. However, unutilized issue proceeds are invested in fixed deposits with the company's bankers.

g) Non-current assets

Expenditure incurred for public issue, pre-operative expenses, market development expenditure and expenditure on research and development will be amortized in over a period of 5 years in equal installments from the year of start of commercial production.

h) Foreign Currency Transactions

Foreign Exchange Transactions are recorded at the exchange rates prevailing on the date of transaction and any exchange differences arising on foreign transactions are recognized as income or expense in the year in which they arise.

i) Borrowing costs:

Borrowing costs are charged to profit and loss account except in cases where the borrowings are directly attributable to the acquisition, construction or production of a qualifying asset.

j) Retirement Benefits:

As regards to provident fund benefits, the company makes the stipulated contribution in respect of certain class of employees to regional provident fund authority under which the company's liability is limited to the extent of contribution. Gratuity and leave encashment has been provided based on the actuarial valuation.

k) Taxation:

Current Income tax is measured at the amount expected to be paid to the tax authorities in accordance with the Indian Income Tax Act 1961.

l) Earnings per share:

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

m) Expenditure during construction period:

The expenditure incidental to the expansion/ new projects is allocated to Fixed Assets in the year of commencement of commercial production. Interest on Loans raised for the expansion/ diversification project is set off against interest earned on unutilized Public issue funds.

n) Raw materials, stores and spare parts, packing materials, finished goods and work in progress are valued at lower of cost and Net realizable value (as certified by the management).

o) Deferred Tax Liability:-

The income from Agro based operations of the company comprises Horticulture and Nursery operations, which is exempted from Income Tax. Hence, Accounting Standard on deferred Tax Liability is not applicable in so far as it relates to the income from its agro based operations. However, for its Bio tech and Pharmaceutical operations, differed liability/ asset can be recognized once the diversification projects are completed.



POCHIRAJU INDUSTRIES LIMITED

Notes to Accounts

(All amounts in Indian Rupees except for share data or otherwise stated)

NOTE NO. 1: SHARE CAPITAL

Particulars	As at 31 March, 2013		As at 31 March, 2012	
	Number of shares	Rs.	Number of shares	Rs.
(a) Authorized Equity shares of Rs.10 each with voting rights	25,000,000	250,000,000	25,000,000	250,000,000
(b) Issued Equity shares of Rs.10 each with voting rights	18,906,675	189,066,750	18,906,675	189,066,750
(c) Subscribed and fully paid up Equity shares of Rs.10 each fully paid up with voting rights	18,906,675	189,066,750	18,906,675	189,066,750

- a) Reconciliation of the shares outstanding at the beginning and at the end of the reporting period

Equity Shares				
At the beginning of the reporting period	18,906,675	189,066,750	18,906,675	189,066,750
Issued during the period	-	-	-	-
Outstanding at the end of the reporting period	18,906,675	189,066,750	18,906,675	189,066,750

- b) Details of the shareholders holding more than 5% shares in the company

Name of the shareholder	As at 31 March, 2013		As at 31 March, 2012	
	Number of shares	% Shareholding	Number of shares	% Shareholding
Mr. P. Sudhakar	4,389,145	23.21	4,389,145	23.21
Mrs. P. Sailaja	1,680,619	8.89	1,680,619	8.89

- c) The company has only one class of equity shares having a face value of Rs.10/- each. Each shareholder is eligible for one vote per share held.



NOTE NO. 2 : RESERVES AND SURPLUS

S. No.	Particulars	As on 31/03/2013	As on 31/03/2012
		Rs.	Rs.
I	RESERVES AND SURPLUS		
	a) Securities Premium Reserve		
	As at the commencement of the year	275,955,000	260,842,500
	Add: Additions during the year	-	15,112,500
	Less: Utilized during the year	-	-
		275,955,000	275,955,000
	h) Surplus :		
	i) Opening Balance - Profit and Loss Account	711,810,110	563,234,931
	Add: Transfer from Profit & Loss Account	52,073,483	148,575,179
	Less: Transfer To General Reserve	-	-
	Less: Dividend	-	-
	Less: Bonus shares	-	-
	Less: Transfer to/from reserves.	-	-
		763,883,593	711,810,110
II	A Reserve specifically represented by earmarked investments	-	-
III	Negative balance of reserves and surplus account	-	-
	Total Reserves and Surplus	1,039,838,593	987,765,110

NOTE NO. 3 : SHARE APPLICATION MONEY PENDING ALLOTMENT

S.No.	Particulars	As on 31/03/2013	As on 31/03/2012
		Rs.	Rs.
I	Share Application Money	-	-
	Notes:		
	Period of Delay in the allotment of shares if any along with the reasons to be stated		
		-	-



NOTE NO. 4 : LONG TERM BORROWINGS

S.No.	Particulars	As on 31/03/2013	As on 31/03/2012
		Rs.	Rs.
I	Long Term borrowings		
	a) Bonds/debentures		
	Secured	-	-
	Unsecured	-	-
	b) Term loans:		
	From banks:		
	Secured Loan	232,357,265	287,830,330
	(Term loans from Punjab National Bank is secured by way of hypothecation of Biopharma Unit situated at Shameerpet Hyderabad and Second charge on the company's Floriculture Assets like Land, Buildings and other Fixed Assets and further secured by personal guarantee of the managing director)*1		
	Total long term borrowings	232,357,265	287,830,330

Security Details

*1. Term Loan from Bank is Secured by equitable mortgagage of land and buildings of Bio Pharma unit situated at PLOT No.7 Phase II Alexandria Knowledge park KOLTHOOR (vill) SHAMIRPET (M) R.R.(Dist). The same is further secured by first charge on the floriculture assets of the company situated at 1/102, satyamangalam village, Hosur Tq., Krishnagiri Dist., Tamil Nadu and personal guarantee from promoter directors. The Loan is repayable quaterly over a period of 5 years with an initial moratorium of 18 months. The Loan carried interest @17.50 p.a. presently.

NOTE NO. 5 : DEFERRED TAX LIABILITY (NET)

S. No.	Particulars	As on 31/03/2013	As on 31/03/2012
		Rs.	Rs.
	Deferred Tax Liability	16,744,000	-

NOTE NO. 6 : OTHER LONG TERM LIABILITES

S. No.	Particulars	As on 31/03/2013	As on 31/03/2012
		Rs.	Rs.
	Total other long term liabilities	-	-



NOTE NO. 7 : LONG TERM PROVISIONS

S. No.	Particulars	As on 31/03/2013	As on 31/03/2012
		Rs.	Rs.
	Total Long Term Provisions	-	-

NOTE NO. 8 : SHORT TERM BORROWINGS.

S. No.	Particulars	As on 31/03/2013	As on 31/03/2012
		Rs.	Rs.
	Total short term borrowings	-	-

NOTE NO. 9 : TRADE PAYABLES

S. No.	Particulars	As on 31/03/2013	As on 31/03/2012
		Rs.	Rs.
I	a) Trade Payables	-	-
	b) Sundry creditors	2,136,587	1,811,754
	b) Expenses Payable	538,727	514,829
	Total Trade Payables	2,675,314	2,326,583

NOTE NO. 10 : OTHER CURRENT LIABILITES

S. No.	Particulars	As on 31/03/2013	As on 31/03/2012
		Rs.	Rs.
	Term Loan Payable	73,642,000	5,625,000
	Interest accrued but not due on term loan	-	35,858
	Total other current liabilities	73,642,000	5,660,858

NOTE NO. 11 : SHORT TERM PROVISIONS

S. No.	Particulars	As on 31/03/2013	As on 31/03/2012
		Rs.	Rs.
I	a) Provisions for employee benefits	-	-
	Provision for gratuity	-	1,456,934
	b) Others		
	Statutory Liabilities	-	-
	Provision for Income Tax	-	-
	Other Provisions	1,558,365	-
	Total short term provisions	1,558,365	1,456,934

POCHIRAJU INDUSTRIES LIMITED

Notes to Accounts

(All amounts in Indian Rupees except for share data or otherwise stated)

Note Number : 12,13 & 14 FIXED ASSETS

Floriculture:-														
Sl. No.	Particulars	Gross Block						Rate of Depreciation	Depreciation/Amortization				Net Block as on 31.03.2013	Net Block as on 31.03.2012
		As on 01.04.2012	Additions during the year	Additions through Business acquisitions	Capitalised during the year	Sale / Deletions during the year	As on 31.03.2013		Dep. As on 01.04.2012	Dep. For the year 2012-2013	Impairment Loss / Reversal of Impairment Loss for the Year	Total Depreciation		
		Rs.	Rs.	Rs.	Rs.	Rs.	Rs.		Rs.	Rs.	Rs.	Rs.	Rs.	Rs.
1	Land & Developments	15,763,957	-	-	-	-	15,763,957	0.00%	-	-	-	-	15,763,957	15,763,957
2	Buildings	33,095,944	-	-	-	-	33,095,944	3.34%	4,394,081	1,105,405	-	5,499,486	27,596,458	29,807,268
3	Irrigation	19,163,688	-	-	-	-	19,163,688	4.75%	3,841,847	910,275	-	4,752,122	14,411,566	10,433,976
4	Misc. Fixed Assets	6,937,995	-	-	-	-	6,937,995	4.75%	2,241,402	329,555	-	2,570,957	4,367,038	1,267,330
5	Green House	47,129,286	-	-	-	-	47,129,286	4.75%	17,232,896	2,238,641	-	19,471,537	27,657,749	24,756,143
6	Planting Materials	116,305,394	-	-	-	-	116,305,394	20.00%	80,807,606	23,261,079	-	104,068,685	12,236,709	3,872,000
7	Electricals	7,662,217	-	-	-	-	7,662,217	4.75%	1,437,748	363,955	-	1,801,703	5,860,514	903,165
8	Cold Chain Facilities	10,864,998	-	-	-	-	10,864,998	4.75%	2,125,615	516,087	-	2,641,702	8,223,296	4,042,928
9	Office Equipment	2,560,375	-	-	-	-	2,560,375	4.75%	218,033	121,618	-	339,651	2,220,724	397,721
10	Furniture & Fittings	5,595,109	-	-	-	-	5,595,109	4.75%	787,161	265,768	-	1,052,929	4,542,180	1,980,164
11	Computers	1,175,107	-	-	-	-	1,175,107	16.21%	572,417	190,485	-	762,902	412,205	793,175
12	Capital Work in Progress	-	-	-	-	-	-	0.00%	-	-	-	-	-	75,869,550
	Total(A)	266,254,070	-	-	-	-	266,254,070		113,658,806	29,302,867		142,961,673	123,292,397	169,887,377
Bio-Pharma:-														
Sl. No.	Particulars	Gross Block						Rate of Depreciation	Depreciation/Amortization				Net Block as on 31.03.2013	Net Block as on 31.03.2012
		As on 01.04.2012	Additions during the year	Additions through Business acquisitions	Capitalised during the year	Sale / Deletions during the year	As on 31.03.2013		Dep. As on 01.04.2012	Dep. For the year 2012-2013	Impairment Loss / Reversal of Impairment Loss for the Year	Total Depreciation		
		Rs.	Rs.	Rs.	Rs.	Rs.	Rs.		Rs.	Rs.	Rs.	Rs.	Rs.	Rs.
1	Land and Development	54,031,830	-	-	-	-	54,031,830	0.00%	-	-	-	-	54,031,830	-
2	Buildig and civil works	171,752,158	-	-	-	-	171,752,158	3.34%	-	5,736,522	-	5,736,522	166,015,636	-
3	Plant and machinery	286,813,070	-	-	-	-	286,813,070	4.75%	-	15,629,305	-	15,629,305	271,183,765	-
4	Technical knowhow and	42,230,147	-	-	-	-	42,230,147	0.00%	-	-	-	-	42,230,147	-
5	Electricals and accessories	28,922,670	-	-	-	-	28,922,670	4.75%	-	1,373,827	-	1,373,827	27,548,843	-
6	Miscellaneous assets	25,150,125	-	-	-	-	25,150,125	4.75%	-	1,194,631	-	1,194,631	23,955,494	-
7	Capital Work in Progress	211,943,000	5,602,305	-	-	-	217,545,305	0.00%	-	-	-	-	217,545,305	505,644,375
	Total(B)	820,843,000	5,602,305	-	-	-	826,445,305	17.59%	-	23,934,285	-	23,934,285	802,511,020	505,644,375
	Total(A+B)	1,087,097,070	5,602,305	-	-	-	1,092,699,375	0	113,658,806	53,237,152	-	166,895,958	925,803,417	675,531,752
	Previous year	186,384,520	79,869,550	-	-	-	266,254,070		79,074,580	17,292,113	-	96,366,693	169,887,377	107,309,940



NOTE NO. 14 : OTHER NON- CURRENT INVESTMENTS:

S. No.	Particulars	As on 31/03/2013	As on 31/03/2012
		Rs.	Rs.
	Total Current Investments	-	-

NOTE NO. 15 : LONG TERM LOANS AND ADVANCES

S. No.	Particulars	As on 31/03/2013	As on 31/03/2012
		Rs.	Rs.
I	Long - term loans and advances:		
	Security Deposit		
	Secured	1,103,000	1,103,000
	Unsecured	-	-
	Doubtful	-	-
	Total Long term loans & advances	1,103,000	1,103,000
	Less : Provision for Doubtful Debts	-	-
	Total Long term loans & advances(net)	1,103,000	1,103,000

NOTE NO.16 : OTHER NON - CURRENT ASSETS

S. No.	Particulars	As on 31/03/2013	As on 31/03/2012
		Rs.	Rs.
	Public Issue Expenses.	61,343,858	61,343,858
	Preliminary & Pre-operative Expenses	40,427,750	40,427,750
	Market Development Expenses	10,034,250	10,034,250
	Research & Development Expenditure *2	23,599,902	23,599,902
		135,405,760	135,405,760
	Research and Development expenditure of capital nature	57,337,680	49,283,000
	Add: Incurred during the year *3	20,534,902	8,054,680
		77,872,582	57,337,680
	Total Non Current Assets	213,278,342	192,743,440

*2 Research and Development Expenditure of Rs. 2,35,99,902 consists of R & D Revenue expenditure of Rs. 100.21 Lakhs during the financial year 2010-11 and Rs. 135.79 lakhs during the financial year 2011-12 spent on product development of Bio-pharma Division and eligible under Section 35(2)(b) of Income Tax Act 1961 shown separately.

*3 The R & D Expenditure of Rs.7,78,72,582 consists of capital equipment procured for R & D and is net of Rs. 50.00 Lakhs received from DSIR as grant towards approved project for development of liquid rebies vaccine.



NOTE NO. 18 : INVENTORIES

S. No.	Particulars	As on 31/03/2013	As on 31/03/2012
		Rs.	Rs.
I	Inventories :		
	a) Raw materials	42,494,267	51,634,394
	Sub Total	42,494,267	51,634,394
	b) Finished goods	63,372,154	17,894,487
	Sub Total	63,372,154	17,894,487
	Total Inventories	105,866,421	69,528,881

NOTE NO. 19 : TRADE RECEIVABLES

S. No.	Particulars	As on 31/03/2013	As on 31/03/2012
		Rs.	Rs.
I	Outstanding for a period exceeding six months from the date they are due for payment		
	Secured, Considered Good	-	-
	Unsecured, Considered Good	5,450,417	5,450,417
	Doubtful	-	-
		5,450,417	5,450,417
	Other Receivables:		
	Secured, Considered Good	-	-
	Unsecured, Considered Good	242,064,252	174,882,490
	Doubtful	-	-
		242,064,252	174,882,490
	Total trade receivable	247,514,669	180,332,907
	Less : Allowance for bad & doubtful debts	-	-
	Total Trade Receivables(net)	247,514,669	180,332,907

NOTE NO. 20 : CASH AND BANK BALANCES

S. No.	Particulars	As on 31/03/2013	As on 31/03/2012
		Rs.	Rs.
I	Cash and cash equivalents :		
	a) Balances with banks :		
	1) On Current Accounts	7,197,807	9,306,742
	2) Margin Money	-	-
	3) Bank deposits with more than 12 months maturity	-	-
	3) Un Paid Dividend Account	-	-
	b) Cheques, Draft on hand	-	-
	c) Cash on hand	325,714	4,550,205
	d) Others	-	-
	Total Cash and Cash Equivalents	7,523,521	13,856,947



NOTE NO. 21 : SHORT TERM LOANS AND ADVANCES

S. No.	Particulars	As on 31/03/2013	As on 31/03/2012
		Rs.	Rs.
	Other Receivables		
	Secured	-	-
	Unsecured	65,820,917	54,131,126
	Doubtful	-	-
	Total short term loans & advances	65,820,917	54,131,126
	Less : Provision for Doubtful Debts	-	-
	Total short term loans & advances(net)	65,820,917	54,131,126

NOTE NO.22 : OTHER CURRENT ASSETS

S. No.	Particulars	As on 31/03/2013	As on 31/03/2012
		Rs.	Rs.
	Other Current Assets	-	-



POCHIRAJU INDUSTRIES LIMITED
NOTES TO STATEMENT OF PROFIT & LOSS

NOTE 23: REVENUE FROM OPERATIONS

S. No.	Particulars	As on 31/03/2013	As on 31/03/2012
		Rs.	Rs.
(i)	Revenue from operations in respect of non-finance company		
	a) Sales		
	Domestic Sales	1,088,580,324	724,320,514
	Export Sales	-	-
		1,088,580,324	724,320,514
(ii)	Other operating revenues	-	-
	Total Revenue from Operations	1,088,580,324	724,320,514

NOTE NO. 24 : OTHER INCOME

S. No.	Particulars	As on 31/03/2013	As on 31/03/2012
		Rs.	Rs.
	Other Income	-	-
		-	-

NOTE NO. 25 : COST OF MATERIALS CONSUMED

S. No.	Particulars	As on 31/03/2013	As on 31/03/2012
		Rs.	Rs.
	Inventory at the beginning of the year	33,851,274	47,547,382
I	Add: Production/Purchase		
	Purchases	128,540,108	45,451,863
	Nursery Materials	216,298,218	129,305,023
	Flowers	242,875,741	172,747,224
	Fruits and vegetables	111,095,100	71,175,541
		698,809,167	418,679,651
		732,660,441	466,227,033
	Less: inventory at the end of the year	36,465,134	33,851,274
		696,195,307	432,375,759



NOTE NO. 26: CHANGE IN INVENTORIES & WIP.

S. No.	Particulars	As on 31/03/2013	As on 31/03/2012
		Rs.	Rs.
I	Finished Goods		
	Finished goods at the beginning of the year	17,894,487	22,917,985
	Less : Finished goods at the end of the year	63,372,154	17,894,487
	(Increase) / Decrease in Inventories	(45,477,667)	5,023,498

NOTE NO. 27 : EMLOYEE BENEFIT EXPENSES (AGGREGATE EXPENDITURE)

S. No.	Particulars	As on 31/03/2013	As on 31/03/2012
		Rs.	Rs.
I	(a) Salaries & Wages	32,359,067	24,254,652
	(b) Contribution to Provident & Other Funds	1,165,294	291,598
	(c) Staff Welfare Expenses	7,520,626	2,800,251
	(d) Provision for gratuity		1,456,934
	Total Employee Benefit Expenses	41,044,986	28,803,435

NOTE NO. 28 : OTHER OPERATING EXPENSES

S. No.	Particulars	As on 31/03/2013	As on 31/03/2012
		Rs.	Rs.
I	(a) Carriage inwards	215,655	-
	(b) Labour wages	71,660,468	17,914,572
	(c) Electricity charges	3,284,487	2,028,657
	(d) Power & fuel	9,364,449	1,352,652
	(e) Repairs and maintenance	7,041,390	1,690,253
	(f) Job work charges	4,074,840	338,659
	(g) Factory maintenance	1,543,144	450,625
	(h) Other Manufacturing expenses	7,847,253	1,028,378
	Total Other Expenses	105,031,687	24,803,796



NOTE NO. 29 : ADMINSTRATIVE EXPENSES

S. No.	Particulars	As on 31/03/2013	As on 31/03/2012
		Rs.	Rs.
I	Meeting & Conference Expenses	533,866	134,526
	Bank charges.	392,560	356,651
	Book & Periodicals	311,878	91,041
	Computer Maintenance	239,547	149,200
	Conveyance.	2,145,728	550,671
	Custodial Fee	358,829	86,979
	Annual issuer fee	167,184	44,703
	D-mat Charges	281,398	120,699
	Directors Remuneration.	3,150,000	3,150,000
	Filing Fee	350,000	150,000
	Insurance	1,025,650	836,746
	Legal Expenses	415,655	-
	Licenses & taxes	553,050	301,450
	Listing Fee	253,269	119,976
	Membership & Subscriptions	582,248	320,879
	Miscellaneous Expenses	982,838	587,423
	Office Expenses	1,504,422	535,247
	Annual maintenance charges	156,987	20,846
	Advertisement expenses	2,141,916	76,463
	Postage	475,415	183,256
	Printing & Stationary	384,481	117,741
	Printing Statutory	726,052	350,025
	Professional Charges	2,735,661	1,694,998
	Pooja Expenses	77,036	51,258
	Rates & Taxes	487,712	191,438
	Rent	1,508,326	916,660
	Repairs & Maintenance	1,590,764	725,773
	Security Charges	1,058,698	705,129
	Payment to auditors(*)	250,000	250,000
	Telephone & communication Charges	635,615	389,657
	Travelling Expenses Foreign & Domestic	7,689,577	3,921,654
	Service charges	838,955	425,148
	Vehicle Maintenance	899,953	465,732
	Vehicles Hire Charges	3,204,892	1,267,478
	Total Administrative Expenses	38,110,163	19,289,447



NOTE NO. 30 : FINANCE COST

S. No.	Particulars	As on 31/03/2013	As on 31/03/2012
		Rs.	Rs.
I	(a) Interest Expenses :		
	- Interest on Cash Credit	-	-
	- Interest on Car Loan	-	-
	- Interest on term loan 1	-	-
	- Interest on term loan 2	47,961,326	629,141
	- Loan processing Charges & Bank Charges	-	-
	(b) Other Borrowing costs	-	-
	(c) Applicable net gain/loss on foreign currency translations & transactions	-	-
	Total Finance Cost	47,961,326	629,141

NOTE NO. 31 : RESEARCH AND DEVELOPMENT EXPENDITURE

S. No.	Particulars	As on 31/03/2013	As on 31/03/2012
		Rs.	Rs.
	Research & Development exp of prior period written off		
	Consumables	-	3,564,586
	Glassware	-	3,762,243
	Utilities	-	6,333,259
	Manpower	-	9,941,581
	Research & Development expenses for current year	24,705,928	5,127,375
	Total Other expenses	24,705,928	28,729,044

NOTE NO. 32 SELLING EXPENSE

S. No.	Particulars	As on 31/03/2013	As on 31/03/2012
		Rs.	Rs.
	Selling expenses:		
	Packing material consumed		
	Opening stock	5,808,727	4,086,275
	Add: Purchases	23,533,151	5,086,927
		29,341,878	9,173,202
	Less: closing stock	6,029,133	5,808,727
	Consumption of packing materials	23,312,745	10,720,574
	Freight	8,710,848	4,132,578
	Sales promotion	5,413,081	940,237
	Other selling expenses	21,517,285	3,005,713
	Total Selling Expenses	58,953,959	18,799,102

**Note:33****PARTICULARS****31.03.2013****31.03.2012**

a) Capital Commitments

Estimated amount of contracts remaining to be Executed on Capital Account and not provided for (net of advances)

Nil

Nil

b) Contingent Liabilities not provided for

Nil

Nil

c) **DUES TO SSI:**

There are no dues to SSI units in respect of sundry creditors as required to be disclosed in accordance with section 211 read with part 1 of schedule VI of the Companies Act, 1956.

d) Managing Director Remuneration

Rs.31,50,000

Rs.31,50,000

e) Information pursuant to the provisions of part II of Schedule V of the Companies Act, 1956.

PARTICULARS**31.03.2013****31.03.2012**

a) Licensed and installed capacity and production

1) Licensed Capacity

120.00 lakhs

120.00 lakhs

2) Installed Capacity

120.00 lakhs

120.00 lakhs

3) Production

118.50
lakhs

118.55 lakhs

b) CIF value of Imports

Nil

106.30 Lakhs

c) Expenditure in Foreign Currency

Foreign Travel

Nil

21.88 Lakhs

d) Earnings in Foreign Currency

Nil

Nil

e) Remittances made in foreign Currency

in respect of dividends (Net of Taxes)

Nil

Nil

f) Auditor's Remuneration

- Audit Fee

Rs.1,50,000

Rs.1,50,000

- Tax Audit fees

Rs.50,000

Rs.50,000

- Certification work

Rs.50,000

Rs.50,000



f) **Managerial remuneration:**

The computation of net profit in accordance with the provisions of section 349 of the Companies Act, 1956:

Particulars	Year ended 31-3-2013	Year ended 31-03-2012
Net profit as per profit and Loss account	68817483	148575179
Add:		
Directors sitting fees	-	-
Managerial remuneration	3150000	3,150,000
Commission paid to non executive directors	-	
Depreciation	53237152	17292113
Loss on sale of fixed assets	-	-
Provision for doubtful debts and advances	-	-
	12520463 5	172167292
Less:		-
Depreciation u/s 350	53237152	17292113
Net profit as per section 198/ 349 of the companies Act, 1956	71967483	154875179
Maximum permissible remuneration to Managing director as per Section 198/309	3598374	7743759
Maximum permissible remuneration to Non executive director as per Section 198/309	N A	NA

g) Segment information	2012-13	2011-12
Segment Revenue	Rs. in lacs	Rs. in lacs
Floriculture	10009.23	7243.20
Pharma& Bio Pharma	876.57	--



Total	10885.80	7243.20
Segment Result		
(Profit before tax and interest net of interest income)		
Floriculture	1329.51	1485.75
Pharma& Bio Pharma	-161.72	--
Total	1167.79	1485.75
Add interest income (net)	-479.41	-6.29
Profit Before Tax	688.18	1479.46
Capital Employed		
(Segment Assets-Segment liabilities)		
Floriculture	5441.50	4591.49
Pharma	635.22	635.22
Bio Pharma	9593.30	9624.29
Total	15669.10	14851



	<u>2012-13</u>		<u>2011-12</u>	
<u>Opening Stocks</u>	<u>Quantity</u>	<u>Value</u>	<u>Quantity</u>	<u>Value</u>
FLORI DIVISION				Rs. in lacs
a) Fertilizers	94.78 MT	41.87	99.25 MT	43.97
b) Pesticides	-----	20.18	---	24.68
c) Packing Materials	86.55MT	58.08	71.25MT	40.86
d)Nursery		396.20	---	406.83
e) Finished Goods				
Flowers	3.36 Lac stems	17.18	3.23 lakh stems	16.14
f) Fruits & vegetables	-----	161.76	-----	213.03
PHARMA DIVISION				
a)Tablets	--	---	-----	
b)Raw Material	--	---		
c)Packing Material	---	---		
<u>Closing Stocks</u>				
FLORI DIVISION				Rs. in lacs
a) Fertilizers	135.25MT	62.81	94.78 MT	41.87
b) Pesticides		33.84	-----	20.18
c) Packing Materials	87.50MT	60.29	86.55MT	58.08
d) Nursery items		228.00		396.20
e) Finished Goods				
Flowers	3.21 lac stems	16.68	3.36 Lac stems	17.18
f) Fruits&veg&flowers		417.04	-----	161.76
PHARMA DIVISION				
a)Raw Material		220.00	--	
b)Packing Material			--	
c)Tablets		20.00	-----	

	<u>2012-13</u>		<u>2011-12</u>	
<u>Sales</u>	stems in lacs	Rs. in lacs	stems in lacs	Rs. in lacs
FLORI DIVISION				
a) Export Sales (Deemed)			--	--
b) Nursery & flowers		6591.77	--	4591.11
c) Fruits & vegetables		3417.46	--	2652.09
d)Pharma& Bio Pharmadivision		876.57	--	--



h) Information regarding stocks

NOTE: Since the items of Nursery and other flowers are of many varieties it is not practically possible to give quantity details.

CONSUMPTION OF RAW MATERIALS

	<u>2012-13</u>		<u>2011-12</u>	
<u>FLORI DIVISION</u>		449.16		Rs. in lacs
a) Fertilizers		112.59		324.27
b) Pesticides		90.81	--	85.40
c) Packing Materials		356.03		55.14
Value of imported and indigenous raw materials etc. and percentage of the Total Consumption.				
Imported	Nil		Nil	
Indigenous	100%		100%	
<u>PHARMA DIVISION</u>	<u>2012-13</u>		<u>2011-12</u>	
		<u>Rs. in Lacs</u>		
Raw Material	0	0		
Consumables	0	0		
Packing Material				

i) **RELATED PARTY DISCLOSURES:**

Transaction with related parties pursuant to AS-18 for the financial year 2012-13

Sl. No.	Name of the party	Nature of transaction	Amount Rs. in lacs
1	Shri P. Sudhakar	Remuneration	31.50



POCHIRAJU INDUSTRIES LIMITED

j) EARNINGS PER SHARE

	2012-13	2011-12
Profit after tax (as per profit and loss A/c)	Rs520.73 Lakhs	Rs. 1485.75 Lakhs
No. of Equity shares	18906675	18906675
Earnings per share (in Rs.)	Rs. 2.75	Rs. 7.86
Nominal value Rs. 10 per share		

- k) In the opinion of the management, 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, unless specifically mentioned otherwise and provisions for all known liabilities have been made.
- l) Sundry Debtors, sundry creditors, other liabilities, loans and advances, advances from customers etc., are subject to confirmation.
- m) The figures are rounded to the nearest rupee and previous year's figures have been re-arranged/re-grouped wherever necessary to confirm to the current year's classification.
- n) Information pursuant to the provisions of part IV of Schedule of the Companies Act, 1956. Balance Sheet Abstract and Company's General Business Profile:

For M M REDDY & CO.,
Firm Registration Number : 010371S
Chartered Accountants

For and behalf of Board
For POCHIRAJU INDUSTRIES LIMITED

M Madhusudhana Reddy
Partner
Membership No. 213077

Place : Hyderabad
Date : 14-08-2013

Sd/-
P.Sudhakar
Managing Director

Sd/-
P.Sailaja
Director



POCHIRAJU INDUSTRIES LIMITED

POCHIRAJU INDUSTRIES LIMITED

1/102, Satyamangalam Village, Thummanapalli Post, Hosur (Tq) Krishnagiri (Dt), T N – 635 105

ATTENDANCE SLIP

I hereby record my/our presence at the 18th Annual General Meeting of the Company at the registered office on 26th September 2013 at 11.00 A.M.

Name of the Shareholder/ Proxy* No. of Shares Held: _____

FOLIO No.	DP ID:	CLIENT ID:
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Signature of the Shareholder/Proxy*	
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Notes:

1. Shareholder/Proxy holder wishing to attend the meeting must bring the Admission Slip and hand over at the entrance duly signed.
2. **No gifts / Coupons will be distributed at the Annual General Meeting.**
3. Shareholder/Proxy should bring his/her copy of the Annual Report.



POCHIRAJU INDUSTRIES LIMITED

Reg. Off: 1/102. Satyamangalam Village, Thummanapalli Post, Hosur (Tq) Krishnagiri (Dt), T N 635105

PROXY FORM

FOLIO No.	DP ID:	CLIENT ID:
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I/We _____ of _____ in the _____ District of _____ being a member(s) of the above named company, hereby appoint Mr./Mrs./Ms _____ in the _____ District of _____ as my/our Proxy to attend and vote for me /us on my/ our behalf at the 18th Annual General Meeting of the Company to be held at Registered office of the company at 11.00 A.M on Thursday, 26.09.2013 and at any adjournment thereof.

Signed this-----day of -----2013

Address-----

No. of shares: _____ Signature: _____

Note: The proxy in order to be effective must reach duly filled and signed in at least 48 (forty-eight) hours before the time of holding the aforesaid meeting. A proxy need not be a member.

Affix
Re.1/-
Revenue
Stamp