

Board's Report

To the Members,

The Directors present their report on the financial performance, business and operations of the Company for the year ended 31st March 2012.

1. Financial Highlights ₹ in Million (except EPS)

Particulars	2011-12	2010-11
Domestic Sales	30,374	27,349
Export Sales & Services	6,725	5,158
Other Operating Income	712	802
Sales and Operating Income	37,811	33,309
Operating Profit	7,968	8,032
Interest and Finance Charges	4,235	2,917
Depreciation and Amortisation	1,007	840
Profit before taxation & exceptional items	2,726	4,275
Provision for Tax		
Deferred Tax (Asset)/Liability	485	200
Current Tax-Provision	(443)	909
MAT Credit	-	201
Profit for the year before Prior Period Expenses	2,684	2,965
Prior Period Items- Income/ (Expenses)	1	12
Profit for the year	2,683	2,953
Profit b/f from the previous year	6,629	4,449
Balance available for appropriation	9,312	7,402
Out of which the Directors have appropriated as under;		
Proposed Dividend	405	386
Dividend Tax	66	64
General Reserve	500	300
Transfer to CRR	-	23
Balance to be carried forward	8,341	6,629
Earnings Per Share (₹)		
Basic	6.62	7.75
Diluted	6.62	7.74

2. Operations

The sales & operating income grew by a little over 14%, even as domestic revenues remained flat at 11.1% YoY, while the exports jumped up by 30.4% YOY. In the domestic revenues the growth was mainly contributed by 11% YOY growth in MIS/SIS, 16% agro processing, 5% Pipes and 127% Green Energy businesses. The 30.4% overall growth in exports was contributed by MIS 62%, PVC Pipe 59.5%, PE Pipe 111%, PVC Sheet 27.8%, Onion 21% and, generally the strong exports trend in 2nd half of Financial Year 2012. The actual losses on account of adverse Rupee Dollar movement is ₹145 million out of total largely notional expense on this account of ₹1,289.3 million. The Finance charges are a little over 10% of Revenues and much above the targeted level of 5% mainly due to delays in receivable collection (subsidy receivables from Government). The remedial steps are discussed else where in the report. The profit for the year is ₹2,683 million a decrease of 9.5% over last years level.

3. Dividend

Sr. No.	Particulars of Dividend	Amount (₹)
1	50% (₹1/- per share) on 38,8586,085 Ordinary Equity Shares of ₹ 2 each.	385,886,085
2	50% (₹1/- per share) on 192,94,304 DVR Equity Shares of ₹ 2 each.	19,294,304
Total		405,180,389

Sr.No.	Particulars	Amount (₹)
3	Dividend Distribution Tax @ 16.2225%	65,730,389
Total		470,910,778

The Directors propose to the Shareholders a Dividend of ₹1 each on Ordinary & DVR Equity Shares involving an outlay of ₹405.18 million to all eligible shareholders and ₹65.73 million as Dividend Distribution Tax for the year ended 31st March 2012.

4. Allotment of DVR Equity Shares and Status of QIP

On receipt of approval from SEBI for relaxation from sub rule (7) of Rule 19, read with clause (b) to sub rule (2) of Rule 19, of the Securities Contract (Regulation) Rules, 1957 the Company fixed a Record date in consultation with the Stock Exchanges and completed the allotment of 19,294,304 DVR Equity Shares of ₹ 2 each by capitalising reserves of ₹ 38.59 million on 10th November 2011.

The Company had procured Shareholders approval for issue of upto 331 lac Ordinary Equity Shares of ₹ 2 each under Qualified Institutional Placement (QIP) programme but the approval lapsed in March 2012 due to uncertain and unfavourable capital market conditions.

5. Capacity Expansion and Capital Expenditure

The Company has been in continuous growth mode and the following table gives the capex incurred for capacity expansion implemented during the year and the resultant capacity addition in Financial Year 2012, as also the revenue growth for last 5 years for each of the segment of business.

Sr. No	Segment name	Unit	Addition in Capacity for FY 2012	Capex Financial Year 2012 (₹ in Mn)	5 Year CAGR% till Financial Year 2012
1	MIS/SIS	Tons	51,410	2,556	39%
2	Piping Systems	Tons	8,350	312	20%
3	Dehydrated Vegetable	Tons	690	154	19%
4	Fruit puree etc	Tons	11,925	44	25%
5	Tissue Culture Plant	No	10,000,000	28	30%
6	Solar (Water Heater System)	Ltr	2,000,000	140	67%

6. Significant Awards, accolades & recognitions

The Company has received several awards on International, National and State level during the Financial Year 2012, however significant ones are:

- **G20 Challenge on inclusive award.** Only 15 global Companies have been awarded for their efforts in inclusive business innovation in their respective fields of business (e.g. Agriculture for Jain irrigation) at G20 Leaders Summit at Cabos in Mexico.
- **New Sustainability Champion Award** at World Economic Forum, Switzerland/ China for Sustainable Development of business. Jain Irrigation was awarded (being one of the 16 Companies selected world over from 1,000 Companies) for sustainable development of business.



- **Inclusive Agri Business Leadership Award** Instituted by International Finance Corporation (World Bank Group) Washington, D.C. The International Finance Corporation selected Jain Irrigation among 200 IFC Clients from across 80 countries . The award criteria was the inclusive business strategy (involving 4.5 million farmers who benefitted from the activities of Jain Irrigation).

Some of the other awards / recognition are as under;

A) Jain Irrigation Systems Limited – List of Awards Financial Year 2012

Award / Recognition name	Instituted by	Given for
Best Water Company - Certificate & Trophy	Water Digest, New Delhi	Outstanding contribution in the field of Water in India
ICC Sustainability Vision Award	Indian Chamber of Commerce	Outstanding contribution in Sustainable Business models and innovations
Municipal & Industrial Division Project of the Year Award	The Plastic Pipe Institute Inc., USA	“For its river runoff diversion pipeline project at the Marhi Mini Hydel Power Plant in India. “
PLEXCONCIL Award Certificate & Trophy	PLEXCONCIL	Top Exporter of PVC Foam Boards / Sheets
PLEXCONCIL Award Certificate & Trophy	PLEXCONCIL	Top Exporter of Pipes & Hoses of Plastics
PLEXCONCIL Award Certificate & Trophy	PLEXCONCIL	Top Exporter of Drip Irrigation Systems
Clean Production Majors Award	Pollution Control Board Andhra Pradesh	Clean production methods
New Sustainability Champion	World Economic Forum, Switzerland	Sustainable Development of business
Inclusive Agri Business Leadership Award	International Finance Corporation (World Bank Group) Washington, D.C.	Jain Irrigation was chosen among 200 IFC clients from 80 countries. The award criteria was the inclusive business strategy (involving 4.5 million farmers who benefitted from the activities of Jain Irrigation).
FMB (Managing Globalisation of the family business) Award	S. P. Jain Institute of Management and Research	Managing Globalisation of the family business
GRIHA Exemplary Performance Award	Green Rating for Integrated Habitat Assessment (GRIHA)	Exemplary Demonstration of Low-Energy Material Application
Corporate Fellowship Certificate, Citation & Trophy	Confederation of Horticulture Associations of India, New Delhi (CHAI)	For commitment to the furtherance of Horticulture Research and Development
Good Green Governance	Srishti Publications(P) Ltd	Outstanding work to generate Biogas and Electricity from Food Processing wastage material
Polymer in Agriculture and Water Conservation Award Certificate, Citation & Trophy	Ministry of Chemicals & Fertilizers Department of Chemicals & Petrochemicals	Outstanding contribution in the Agriculture and Water Conservation
“Green Business Leaders Trophy”	The Financial Express and Emergent Ventures India	Doff hat to sustainable development
G20 Challenge on Inclusive Business Innovation	G20 Development Working Group	Outstanding contribution in the field of Agri Sector

B) Padmashri Bhavarlal H. Jain - Chairman List of New Awards Financial Year 2012

Award / Recognition name	Instituted by	Given for
Sushila Ram Kadam Smruti Sahacharini Kritadnyata Puraskar Citation & Trophy	Shrinath Education Society, Varangaon, Dist. Jalgaon, Maharashtra	“Significant contribution in Marathi Literature by writing ‘Ti ani Mi’ book”
Lifetime Achievement Award Trophy	Elite Plus Business Services Pvt. Ltd.	“Outstanding contribution to the development of Indian Agriculture”
Jalgaon Ratna	Jalgaon Municipal Corporation, Jalgaon, Maharashtra	“Overall contribution to the upliftment of society in general and the farming community in particular”
Pride of Gujarat-Maharashtra Award	Feelings Multimedia Ltd., Ahmedabad	“Have proved themselves as icons in their respective fields”
Kriyasheel Global Award	Sadguru Mangeshda Kriya Yoga Foundation	For his valuable contribution to the field of Agriculture & Environment
Jivan Gaurav	Bharat Krushak Samaj; Maharashtra	Outstanding contribution in the field of Agri Sector
Man of The Decade	AIPUB, New Delhi	Exceptionally outstanding services rendered to horticultural farmers especially of banana.
Lifetime Achievement Award	Chemicals & Petrochemicals Manufacturers Association of India, CPMA	In recognition of his contribution to Indian Farmers, Farming and to the Plastic Fraternity.

7. Other major developments during FY 2012

- The Company has in last few quarters embarked upon the strategy shift in MIS / SIS business by reducing the dependance on subsidy as sales driver for the business. On the other hand focussed approach is initiated to collect all the subsidy based and other overdue receivables. The strategy may result in change in growth trajectory of MIS/SIS business in FY 2013 but, is expected to yield better results for cash flows.
- During the year the Company together with Coca-Cola University launched Project Unnati to train farmers on Ultra High Density Plantation under a joint capability building program . Project Unnati is set to be a key milestone towards the large scale adoption of Ultra High Density farming Practice (UHDP) leveraging drip irrigation. Introduction of Ultra High Density Plantation will double the average mango yields and hence benefit the farmers and assure steady supplies to the Company. Project Unnati has the potential to improve the livelihoods of more than 50,000 farmers in the next five years. In traditional mango cultivation, trees are allowed to grow as high as possible; they are pruned minimally or not at all. In UHDP, canopy is maintained in such a way to attain maximum light interception and canopy volume per unit area in early years of plantation. This leads in the orchard to attain full potential in 3-4 years. The UHDP would allow 600 trees to be planted in an acre instead of just the conventional 40 trees to an acre.
- On 10th December 2011, in an unfortunate incident, fire broke out at finished product storage area at plastic manufacturing complex in Jalgaon. The fire was brought under control within 2 hours. No casualties were reported and plant and equipment remained safe. A claim under the fire Insurance Coverage Policy has been filed and is under process with insurance provider at present. The amount of loss is not material in context of overall asset size of the Company.

The commercial operation for Alwar plant has started during Financial Year 2012 and it has helped Company to cater to the Northern market which has large potential for products of the Company.

- A unique one-day international symposium on “Building Shared Value in Agribusiness” was organized by our Company and Enterprise Solutions to Poverty (ESP), USA, at Jalgaon on March 12, 2012. Management experts such as Dr. Nitin Nohria, Dean of Harvard Business School (HBS), Dr. Ray Goldberg, an HBS Emeritus and regarded as the father of agri-business programme at HBS and Dr. Kasturi Rangan, who teaches the Base of the Pyramid course at HBS, delivered the keynote addresses at the symposium. Themes discussed at symposium were as follows:

Building innovative aggregation models and distribution systems will be essential to provide efficient, mutually profitable access to inputs, information, advice, finance and markets to many small farmers, using direct engagements of large and small

agribusinesses, competent producer organizations and agro-dealer distribution systems.

Increasing the supply of productivity enhancing inputs bundled with advice and information will be important to increase yields and earnings of farmers who have uneven awareness and receptivity to modern methods.

Accelerating the move from flood to drip irrigation will produce dramatic benefits in increased yields and water conservation and finding solutions for very small farmers.

Increasing mechanization will be needed to respond to the organic consolidation combined with labour shortages occurring in agriculture, as a result of urban migration, agriculture development in states that have been traditional sources of seasonal labour, and unintended consequences of rural poverty subsidies.

Increasing farm family incomes - through value chain operations in higher value commodities as well as agri-solutions and agri-finance are needed if ambitious, more highly educated young people are to be induced to stay in and enter agriculture.

Increasing storage, value chain and other post-harvest solutions are needed to reduce wastage of agricultural produce.

Increasing access to finance and crop/weather insurance need to be combined with inputs, advice and market linkages if productivity and earnings are to increase.

This was historical seminar where large number of senior business leaders from Agri business community across India and Africa had got together to discuss ‘ways to create share value in agri business’ and to help small farmer prosper.

- Since April 2012, the Cost Audit Branch, Ministry of Corporate Affairs, Government of India has notified a certain set of companies for maintenance of Cost Accounting Records and its Audit as per Cost Accounting Record Rules and relevant provision of the Companies Act, 1956. This measure is applicable to the Company for FY 2013 onwards (although not applicable to all the products or units of Company), and is likely to help in cost control and reduction across the Company.

8. Other strategic and major developments post March 2012

- In May 2012 the Company's multi-generation subsidiary signed definitive agreements to acquire balance portion of share capital of Naan Dan Jain Irrigation CS Ltd, Israel from JV shareholder Kibbutz Naan. Naan Dan Jain itself has several operating subsidiaries all over the world together with distribution points across globe. The transaction also opens up markets in various countries for our Company specially in the high potential African continent the eastern European nations and the CIS nations.

- In July 2012, the NBFC promoted by our Company aptly named Sustainable Agro Commercial Finance Ltd. (SAFL) received registration certificate from RBI to operate. The JV NBFC shall be issuing shares to Jain Family entities, IFC-Washington and our Company shortly as per its business plan/budget. SAFL will be a unique and first Indian NBFC to provide agriculture related loans and provide farmers with wide and diverse range of financing options for almost every need of agricultural activity.

Our Company has decided to promote SAFL with an overall objective of serving the small farmers in comprehensive manner. In FY2013 the NBFC SAFL shall open upto 40 offices in Maharashtra and in second phase over 18 months more offices shall be opened across Andhra Pradesh, Gujarat, Madhya Pradesh, Karnataka, Rajasthan & Tamil Nadu. SAFL will leverage on the existing 3,000 strong dealer/ distributor network of our Company for identifying and originating quality business and these dealerships would also be part of the recovery process. In the initial 2 years SAFL shall concentrate on providing loans to cover MIS/SIS business directly to farmers. In the subsequent years it will extend financing to farm equipment and shall give small agri business loans also. Apart from RBI supervision there will be independent Auditors, Board supervision, to ensure Corporate Governance, transparency and professional management of SAFL.

- During the FY 2012, Company has completed all effective actions to build a 8.5 MW Solar Power Project with funding from internal accruals and infrastructure financing institution. The Company can potentially save over 75% of cost of electricity (assuming captive use and investment linked incentives) as also carbon credits for 21 years at almost ₹ 1 per unit over the project life of 25 years. It is run by photo voltaic panels with a 3 phase inverter without battery. The project is estimated to generate over 14 Million units of electricity annually and is expected to be integrated with grid very soon.
- The Board has approved fund raising by way of preferential issue of Ordinary Equity Shares/ Equity Share Warrants, Foreign Currency Convertible Bonds and External Commercial Borrowings, all aggregating upto \$ 210 mn. 2 subcommittees of Board have been constituted to finalize the terms, amount, other details and issue the notice for the Shareholders General Meeting for approving the same. More details about fund raising shall follow in Notice convening the Shareholders General Meeting very soon.

9. Directors retiring and their background

Retiring Directors

Shri. Atul B. Jain and Shri Ramesh C.A Jain are retiring by rotation and being eligible offer themselves for reappointment at the ensuring AGM.

Atul B. Jain was appointed on 1st September 2009. He is a Commerce Graduate. He joined the management

team in 1992. He was posted in London office and developed the Food Processing/ distribution business in Europe and helped the Company to maintain the plastic exports to Europe. He was appointed CMO of the Company w.e.f. 20th August, 2002. Besides overall marketing management responsibility he has also handled all India marketing function of Drip Irrigation and PVC pipe products, PE and other speciality pipes and fittings all over the world. He has been involved with development of new applications & products in overseas markets for food and plastic divisions.

Ramesh C.A. Jain was appointed on 30th September, 2005. He holds a Bachelor of Arts degree from the University of Rajasthan, a Bachelor of Law degree from the University of Bombay and a post-graduate diploma in Development Administration from the University of Manchester in the United Kingdom. He has 10 years of experience in the industrial development and financial sectors. In 2003, he was Secretary of the Department of Agriculture and Cooperation in the Ministry of Agriculture at New Delhi and was responsible for the formulation and implementation of national policies and programmes for agricultural development. In 2004, before joining the Food and Agriculture Organization of the United Nations as its Country Representative in the Philippines, he held the post of Member Secretary, National Commission on Farmers, established by the Government of India.

10. The operations of subsidiaries

The Mauritius based direct subsidiary of the Company has earned an income of \$ 430,149 and made a net loss of \$ 811,869. Summarised Balance Sheet and the Income statement of the said subsidiary is available elsewhere in the Annual Report. The resources of the subsidiary have been further strengthened by infusion of \$0.450 Million. as loan during the year under review. The Netherlands based direct subsidiary of the Company has earned an income of \$1,068,190 and made a net loss of \$312,860. Summarised Balance Sheet and the Income statement of the said subsidiary is available elsewhere in the Annual Report. The resources of the subsidiary have been further strengthened by infusion of \$5 Million as Equity Capital/ Share premium.

Other Subsidiaries

Information on operations of other subsidiaries, including new acquisitions has been covered in Management Discussion and Analysis in this annual report.

11. Employee Stock Option Plan (ESOP)

The implementation of Employees Stock Options and Shares Plan, 2005 (ESOP-2005) has continued during the year under review. Thus, four lots are issued to eligible employees including whole time directors, and key management personnel. No employee has been issued options entitling such person to subscribe to more than 1% of Ordinary Equity Share capital of the Company.



Details and disclosures in compliance with the Clause 12 of the SEBI (Employee Stock Option Scheme and Employee Stock Purchase Scheme) Guidelines, 1999 are set out in the table below:

Particulars		Lot No.1	Lot No.2	Lot No.3	Lot No.4
A]	Options Granted (on sub divided Ordinary Equity Shares)	25,00,000	25,00,000	25,00,000	25,00,000
B]	Date of Grant	27-Jan-07	04-Jun-07	14-Feb-08	27-Jun-08
C]	Pricing Formula	25% discount on market price on the date preceding the date of grant	10% discount on market price on the date preceding the date the date of grant	10% discount on market price on the date preceding the date the date of grant	10% discount on market price on the date preceding the date the date of grant
D]	Options vested (on sub divided Ordinary Equity Shares)	25,00,000	25,00,000	25,00,000	25,00,000
E]	Options exercised (on sub divided Ordinary Equity Shares)	23,58,050	22,24,625	24,71,250	Nil
F]	The total number of shares arising as a result of exercise of option (on sub divided shares)	23,58,050	22,24,625	24,71,250	Nil
G]	Options lapsed(on sub divided shares)	Nil	Nil	Nil	Nil
H]	Variations in terms of options	None	None	None	None
I]	Money realised by exercise of options (₹ in Million)	145.14	183.96	280.73	Nil
J]	Total Number of options in force (on sub divided Ordinary Equity Shares)	1,41,950	2,75,375	28,750	25,00,000
K]	Employee-wise details of options granted to:				
	i) Senior managerial personnel	3,77,500	2,03,750	4,56,250	4,56,250
	ii) Any other employee who receives a grant in any one year of option amounting to 5% or more of option granted during that year	-	-	-	-
	iii) Identified employees who were granted option, during any year, equal to or exceeding 1% of the issued capital (excluding outstanding warrants and conversions) of the Company at the time of grant	-	-	-	-
L]	Diluted Earnings Per Share (EPS) pursuant to issue of shares on exercise of option calculated in accordance with Accounting Standard (AS) 20 'Earnings per Share'	NA	NA	NA	NA
M]	"Where the Company has calculated the employee Compensation cost using the intrinsic value of the stock options, the difference between the employee compensation cost so computed and the employee compensation cost that shall have been recognized if it had used the fair value of the options, shall be disclosed. The impact of this difference on profits and on EPS of the Company shall also be disclosed (in lacs)	NA	NA	NA	NA
N]	Weighted-average exercise price and weighted- average fair values of options shall be disclosed separately for options whose exercise price either equals or exceeds or is less than the market price of the stock on the grant date.				
	(a) weighted average exercise price ₹	61.552	82.692	113.6	85.8
	(b) weighted average fair value ₹	35.022	34.954	55.4	42.22
O]	A description of the method and significant assumptions used during the year to estimate the fair values Black Scholes Method Black Scholes Method of options, including the following weighted- average information:				
	(1) risk-free interest rate,	7.50%	8%	9%	9%
	(2) expected life, (in years, average)	4	4.5	5	5
	(3) expected volatility, (in months)	6	6	6	6
	(4) expected dividends, and	50% in 2012 and 50% in 2013		50% in 2012 and 50% in 2013	
(5) the price of the underlying share in market at the time of option grant. ₹ per share (on non sub divided Ordinary Equity Shares)	410.35	459.4	630.15	476.2	

The Shareholders and the Board of Directors have approved a new ESOP-2011 with 53,56,000 options through an Employee Trust. The Trustee are independent professionals and shall administer the Scheme under the guidance of Compensation Committee. The Trust has ability to buy the Ordinary and DVR Equity Shares of the Company from the open market, in addition to the grant of options by the Board or its Committee.

12. Director's Responsibility Statement

In accordance with the provisions of Section 217(2AA) of the Companies Act, 1956, your Directors state that:

- i) in the preparation of the annual accounts, the applicable Accounting Standards have been followed except, to the extent indicated in notes;
- ii) the accounting policies are selected and applied consistently and are reasonable; prudent judgments and estimates were made so as to give a true and fair view of the state of affairs of the Company as at 31st March, 2012, and, of the profit of the Company for the year ended 31st March, 2012;
- iii) proper and sufficient care has been taken for the maintenance of adequate accounting records in accordance with the provisions of Companies Act, 1956, for safeguarding the assets of the Company and for preventing and detecting fraud and other irregularities;
- iv) The Directors have prepared the annual accounts for the Financial Year ending 31st March, 2012 on a 'going concern basis'.

13. Material Developments in Human Resource

"TRUST" plays a significant role while working at Jain Irrigation. The Company has an open door and pro-active policy and any associate desirous of addressing his grievance is entertained and is free to approach even the Chairman. This openness helps create an atmosphere of extended family. Resultantly, the operations of all the manufacturing facilities of Jain Irrigation enjoy whole hearted co-operation and the spirit of being "One".

Associate Engagement

The activities for engaging the associates with their families continue to move ahead. Pilgrim tours continued for the Associates above the age of 45 and their parents and grand parents. Total 12 pilgrim tours of 10 days each involved 576 parents and grandparents of 102 Associates. The initiative launched last year to treat the Associates of Jain Irrigation facing infertility problems has resulted in success. From the Associates who opted to be treated last year, 6 cases could see success which has brought lot of joy of our Associates and their families. Our efforts for coaching / training children of our Associates has started taking strong roots as the second batch taking up SSC examinations

also produced 100% results. These efforts start from class 7th and 105 students benefitted from the same. Apart from the academic coaching, a 15 day residential "Personality Development" camp was organized at Anubhuti School for the children of our Associates for the 2nd year wherein eminent speakers from the different faculties had a dialogue with the participating children. 92 children of the Associates benefitted from the program. The practice of providing educational scholarships to the deserving children of Associates on need and merit basis has continued. 432 children of our Associates benefitted with the scholarship. Also special emphasis was given for education for the girl child. The visits of family members of the Associates, to all the locations of the Company giving information about work culture and importance of the job their family member does, is continuing. Total 116 visits involving 4,536 family members of 659 Associates were conducted. This took the total tally to 423 visits covering 18,774 family members of 2,893 Associates, till date.

Additionally this year 611 associates were brought under the umbrella of "Superannuation" benefit. Now the coverage is extended to 3,784 Associates.

Social Involvement

Now, Blood Banks are banking on Jain Irrigation for their requirement of blood during the crucial times. Once again on demand of the blood banks, a Blood donation camp was organised wherein 635 units of blood was collected for various blood banks.

Training

Jain Irrigation took the initiative to meet the academic requirements of students opting for "Agricultural Engineering" by providing them 16 week training which is being made mandatory for them by the University. The students were given one month classroom training followed by field practices on "Survey, Design, Installation and Maintenance" of Micro Irrigation Systems. Then they were exposed to the field operations, giving them the real experience for choosing their field of career, and those who chose the field and proved themselves were subsequently absorbed by the Company converting this mandatory training to a "Win Win" situation.

The training and development activities for all our Associates continued within all our locations.

The location and program wise training details are as under.

Associate Training 2011-12

Sr. No.	Location	In House Facilities			External Institute			Total Duration (Hours)
		No. of Programme	No. of Associates	Duration (Hours)	No. of Programme	No. of Associates	Duration (Hours)	
1	Agri Park	61	462	1785	6	13	259	2,044
2	Plastic Park	443	6,654	21,801	27	124	4,087	25,888
3	Food /Energy Park	135	4762	10,944	18	156	1,267	12,211
4	Orientation	10	398	17,896	-	-	-	17,896
5	Overseas Trg	-	-	-	5	50	4,704	4,704
	Total	649	12,276	52,426	56	343	10,317	62,743

Agricultural Engineers' Training 2011-12

Sr. No.	Location	No. of Programmes	No. of Associates	Duration (Hours)	No. of Programmes	No. of Students	Duration (Hours)	Total Man hours
1	Engineer Training (One month)	11	239	49,712	11	408	84,864	1,34,576
2	Engineer Field Training (Three months)	-	-	-	-	110	57,056	57,056
	Total	11	239	49,712	11	408	1,41,920	1,91,632

Recruitment and Manpower Strength

A new plant was inaugurated at Alwar to service northern states in India. The recruitment drive continued throughout the year, looking for the right people which also included on campus selection for Engineering Graduates from agriculture field all over the country and Walk In interviews at various places. The recruitment was done on the basis of demonstrated and potential ability, compatibility with the organisational culture, merit, openness and fitness, with son of the soil empathy. The permanent employee strength of the Company as on 31st March 2012 reached to 7,645 after net addition of 1,141 associates.

14. Corporate Social Responsibility & Sustainability Report

Creating Shared Value

Corporate Social responsibility is imbibed and part of our corporate strategy as we work for 'creating shared values' from the inception of our business. For example, drip irrigation not only solves the water food- energy issues also but brings prosperity to the farmers. Most of the farmers we work with are generally having small land holding. These farmers are based at the bottom of pyramid as per the definition of classical economics, but to work with them and bring prosperity in their life is more than CSR to us. Thus, our strategy of CSR is integrated, interwoven and inter-related to our business for creating sustainable society of future. The rural development work is carried out through the group entities Gandhi Research Foundation [GRF] (S. 25 Company under the Companies Act 1956) and Bhavarlal and Kantabai Jain Multipurpose Foundation [BKJMF] (A registered public charitable trust), both recognized for benefit of S. 80G of the Income Tax Act, 1961 and rules made thereunder. During the year under review the above institutions have been given donations of ₹ 12 Million and ₹ 6 Million respectively to meet their objectives. Beside this, our work on CSR is given in the following paragraphs.

Gandhi Research Foundation

As part of our rural development initiative, Gandhi having emerged as our role model, we decided to preserve for posterity the timeless ideology of the Father of the Nation. The resulting initiative is the Gandhi Research Foundation – GRF The "Gandhi Teerth" is established at Jain Hills. Ex-President of India, Smt. Pratibhatai Patil dedicated it to humanity in March 2012. Activities of GRF are listed as below:

'Khoj Gandhiji Ki' Museum : A thematic, state-of-art, interactive multimedia museum conceived and commissioned to disseminate Gandhiji's life; lessons and ideology, as also the saga of Indian independence movement.

GRI (Gandhi International Research Institute) :

The academic arm of GRF which will award Certificate, M. Phil, Diploma, PhD, Degree, Post-doctoral, Masters, Research, facilitate part-time research in Gandhian studies. Academic collaboration have already been signed with the Gujarat Vidyapeeth, Ahmedabad, North Maharashtra University, Jalgaon and Cytes University, Mexico for the purpose of conducting joint teaching and research activities from the next academic session. Scholarships are being provided to needy students.

GRF Think Tank: A consortium of scholars who will deliberate on contemporary issues. It can independently study and opine on public policy matters such as peace, ahimsa etc.

Gandhiana: Collection, classification, indexing and synopsis of publications by and on Gandhiji.

Gandhi Archives : Preservation of archival publications related to Gandhiji and the Indian Freedom Struggle.

Gandhinomics: Rural Development/Outreach Programmes based on Gandhian ideology.

Gandhi Vichar Sanskar Pariksha: GRF conducts Gandhi Sanskar Pariksha every year. The objective of conducting this examination is to familiarize school and college student with Gandhian thoughts. The participating students are provided with study material and books on Gandhiji at concessional rate. This exam was conducted over 961 centres in all district of Maharashtra & Belgaum district of Karnataka and more than 1,50,000 students have participated from different schools and colleges.

Activities of Anubhuti

It is a matter of pleasure to report that 'Anubhuti' has been doing well in the co- curricular as well as extracurricular domains such as dramatics and sports at the inter-school level. The students of 'Anubhuti' also bring out a monthly newsletter named 'Anupam'.

Sustainability Report

Our second Sustainability Report for the reporting year 2011 is ready. This report covers all the information, process and materiality related to Economic, Environment and Social aspects of the organization in the year 2009-10 and 2010-11. This report covers all the operations in India, USA, UK, Switzerland and Turkey. The first sustainability report was published for the year 2008-09 and was limited to Jalgaon facilities. The present report has covered the stakeholder engagement process and policy for sustainable future. The organisational support for the CSR activities for village development, support for development of sports and sportsmen are also reflected in the upcoming sustainability report. The activities of 2011-12 and 2012-13, including NanDanJain facilities will be covered in sustainability report 2013. The current report 2011 is prepared as per the GRI standard and food sector supplement is added in this report. This report will follow the 25th Annual Report.

15. Environment, Health and Safety performance

The following steps have been initiated during the year 2011-12

At Plastic Park

- Jain Irrigation Systems Ltd. is re-certified for integrated management system with integration of ISO 14001, OHSAS 18001 & ISO 9001 Management Systems for its Jalgaon plant and continuation for Hyderabad & Udumalpet Plants. Initial preparation has been done for implementation of integrated management system at Alwar plant.
- Rain water harvesting is done from factory open area as well as from roof top of buildings. Separate pond of 35 Million litres capacity is made for the same and also rain water from roof top of buildings is used for recharging of wells through suitable rain water harvesting structure.
- Certification process for Energy management System & Green House Gas Management systems has started. Energy audit is also planned for Jalgaon plants.
- Fire hydrant system at Plastic Park, Jalgaon has been made fully operational covering additional 6 acres of manufacturing facility.
- Substantial reduction in noise levels (90 to 81 dB) in PVC pipe production is achieved by introduction of latest technology cutter for pipe cutting.
- Air Compressor with Variable Frequency drives has increased life of oil as well as reduction of energy consumption that made them more environment friendly with less waste generation.
- Emergency preparedness plan is revised with the help of National Safety Council for better preparedness to meet emergency situations.

More details about energy and resource conservation are given in Para 20 of the report.

16. Internal Controls and Management Information Systems

ERP

The Company has already implemented the transition to a single software platform. By consolidating IT systems, SAP has enabled simplified and standardized work processes across all facets of Company's' complex and diversified businesses, while enhancing the Company's customer service culture and driving operating efficiencies.

Internal Controls

SAP implementation allowed a number of strategies to implement internal control in the business application through process mapping, segregation of duties, authorisations. Independent of the SAP functionality and control check, your Company is proactively identifying the areas for further improvement which shall remain an ongoing process.

Future

The Company has plan to integrate its IT infrastructure by rolling out SAP at foreign subsidiaries to further streamline Manufacturing, Supply Chain, local and global reporting, analysis in a common enterprise wide format. It will provide better collaboration with our worldwide units, transparency and efficiency for global operations.

17. Fixed Deposits

The Company, during the year under review, has not accepted nor renewed any deposits from public, under the Companies (Acceptance of Deposits) Rules, 1975. The Company had no unclaimed / overdue deposits as on 31st March, 2012.

18. Auditors

The Auditors, M/s. Haribhakti and Company, Chartered Accountants, Mumbai have furnished a Certificate under Section 224(1B) of the Companies Act, 1956 that their proposed re appointment, if made, will be in accordance with the said provision of the Companies Act, 1956. The Audit Committee has recommended that M/s. Haribhakti and Company, a firm of Chartered Accountants, Mumbai be reappointed as Statutory Auditors. The Shareholders may reappoint the Statutory Auditors as per AGM Notice attached separately.

19. Particulars of Employees

As per provisions of Section 217 (2A) of the Companies Act, 1956 only six of the persons in employment of the Company have drawn remuneration in excess of ₹ 500,000/- per month, during the year under review or part thereof as per details in the Annexure to this report.

20. Particulars of energy conservation, technology absorption, research and development, foreign exchange earnings and outgo.

A) Energy Conservation

Plastic Park

Installation of two chilling plants of capacity 200 Ton of TR each in drip line has resulted in substantial saving of water through prevention of evaporation besides an energy saving of 8% compared to old system.

Changes made in the concentration of blend batches in PVC Sheet resulted in reduction of energy consumption of 43% in pigment preparation.

- Auto feeding system of material established in various machines has avoided manual loading operation, enhancing safety of operation. 15 silos for raw material storage are installed for drip tube plant. This has substantially reduced generation of packing material wastage.
- Additional machines of runner less Moulds are installed for inline emitters which has totally eliminated wastage generation.
- Plastic Park uses solar pumps for its entire demo operations and development works, promotes renewable energy uses.
- Tree plantation is a regular activity and the 50% of the factory area is having green cover of trees and lawn area. The tree plantation is also done outside the factory area on road side.
- New Generation chilling plants in dripline manufacturing unit are more environmental friendly eliminating usage of F22, an Ozone depleting gas.
- Installation of 132 KV substation directly form national grid has eliminated the power interruptions thereby reducing waste.
- Continued efforts of installation of Variable Frequency drives, servomotors and rationalization of pumps and various other measures, in all the plastic divisions has achieved a total energy saving of 10,99,000 Kwh during 2011-12.

Food Park

For improving the existing processes of energy / resource conservation and quality of existing products, following have been carried out

- Improvement in the microbiology quality of Onion Products.
- Improvement in ripening of Mango with the use of hot water system.
- Improvement of color of Onion products.
- By-products made out of waste generated.
- Solid waste being used to generate 1.7 megawatt of electricity.
- Digested solid waste after biogas generation is being sold as soil conditioner.
- Dried Mango seeds being used as fuel in boiler.

Energy Park

- Energy saving is achieved by replacement of conventional metal halide fittings with electronic ballast 4x55 Watt Compact Fluorescent tube light fittings. This will reduce the power consumption by 10,000 KWH per year.

We have taken various measures for energy conservation at Green Energy Division.

- We have replaced all the mercury lamps by energy efficient CFL lamp.
- As a step forward, we have started replacing the remaining fluorescent tubes & lamps with LED luminaries in our different establishments
- Anubhuti Green Energy Project (BIOGAS): In line with Anubhuti School's Green philosophy we have commissioned 120 kW biogas plant as Green Energy Project at Anubhuti school campus. The biogas generation in this plant is approximately 2000 m³/day. Some portion of biogas is utilized for cooking daily meals of Anubhuti students and staff at School Canteen. The remaining portion of biogas is utilized for the generation of electricity. The generated electricity is utilized in Anubhuti School campus. Also, 2 MT/day Bio-fertilizer is produced from this plant.

B) Resource Conservation

Plastic Park

Installation of material storage Silos: Procurement of bulk packed material has resulted in substantial reduction 40 small bags per ton of material sourced. During Financial Year 2011-12 the Company has reduced generation of 6,26,010 small Polyethylene bags, giving benefits of eliminating material transportation in house.

In sprinkler products, the T-Joints, Elbow joint & service saddles are on-designed to single components, thereby eliminating three separately molded components, three molding operations and three assembly welding process.

Introduction of Excel and Turbo line, Super series Emitter's has yielded polymer saving in product for the same amount of water discharge.

- In house development of blowing agent in PVC Sheet has eliminated import of 150 tons of chemical per year saving foreign exchange.
- Efforts towards addition of high speed all electric injection molding machines, rationalization of pumps and compressors has yielded substantial saving in energy, polymer material and consumables besides conservation of water.

Food Park

Biochemical Profile of various Agro-based wastes:

Physical, Chemical and Proximate including macro & micro nutrient analysis of 24 various Agro based waste will be carried out. The expected outcome;

- Determination of concentration of organics in a various waste that can be an-aerobically converted to CH₄.
- Evaluate potential efficiency of anaerobic process for a specific waste
- Measure residual organic material amenable to further anaerobic treatment.
- Standardized and optimized protocol for isolation of Methanogens.
- Identification of isolated methanogenic in vivo / in vitro cultures
- Library of Methanogenic microbes.
- Library of Non-Methanogenic microbes.
- Substrate specific microbial consortium will be available for enhancement of methane content in biogas.
- Developed inoculums for anaerobic digestion of complex Organic wastes.
- Biogas having more than 60% of absolute Methane.
- Combinations of Waste Ratios with co-digestion substrates for biogas production.

Energy Park

- Owing to the 132KV, 50MW substation commissioning and integration with the National Grid, the frequency of power failures has substantially reduced, giving benefits of elimination of waste generation due to power failure and recycling need.

C) Technology Absorption

Plastic Park

- In Drip line introduction of Plant Management System for analysis of historical data, data logging has improved functionality of general operations of the line.
- Manufacturing Technology of "Logos Filters" is taken from USA, "M/s. Claude Laval Incorporation" for production of state of the art filters in India.
- Manufacturing technology of sand separators under license from "M/s. Claude Laval Incorporation" USA, has been successfully absorbed for state of the art filter manufacture.
- Upgraded version of plant management system has been installed in the Drip line plant, for all machines which has resulted in improved functionality and productivity.

Food Park

In Food Processing, we undertake innovation in the following 3 categories of activities:

- New product development.
- Improving existing processes & quality of existing products.
- By-products can be made out of waste generated.

Under new product development, the Company has identified 5 focus fruits and vegetables. Following new products have been developed and introduced to customers

- Fried Onions;
- Clarified Juices and Concentrate of Mango, Banana, Guava and Papaya;

- Blended puree products;
- Sweetened pulps and dehydrated products for the retail market.

Energy Park

- Solar application R&D equipped with advanced instruments required for electronics R&D has been fully absorbed/ developed.
- We have introduced lacquer coating technique for electronic PCBs manufactured by us. These PCBs are used in the Solar Appliances manufactured by us. This coating is done on both sides of the PCB to ensure no atmospheric contact of tracks & components. This will eliminate / significantly reduce oxidation & ensure longer life of the electronic components as well as the Solar Appliances.
- Belt Press Filter: A belt press filter of 15 m³/hr capacity has been procured and installed for the efficient solid liquid separation of digested slurry from biogas power plant. The recovered solid fraction is utilized for making Bio-fertilizer while the liquid fraction is utilized for mixing with raw material for biogas power plant and for irrigation purpose in Company premises.
- Developed Solar Nano Pumps for Agri field as well as household application. This new product is a perennial energy saving in agriculture as well as household applications.

Agri Park & Tissue Culture

At R&D laboratory centre few new sophisticated instruments viz. Real-time Polymerase Chain Reaction (PCR), ultra low temperature fridge were added.

D) Research and Development

Plastic Park

- CPVC Pipe recipe developed. Trials are conducted and tooling is obtained for application of hot water CPVC Pipes with more than 110°C Vicate softening temperature.
- Bi-Pipe developed in HDPE has opened new era for Geo Thermal Applications.
- New Sprinkler outlet assembly developed, facilitates direct supply to the sprinkler stand unit using the hollow leg of stand. This is more farmer friendly and reduced number of components and given easy mobility.
- During FY 2011-12 nearly 190 new elements are developed. This has extended the range of existing products and added new treatment for some products.
- Continuing the efforts towards higher productivity 7 high precision and (high speed) low cycle time Moulds were developed amounting increase of productivity by 1200%.
- Drip Line : Design and development of Excel emitters has eliminated the marks on thin wall tubing, thereby improving the quality of product.
- New products developed, Turbo Line Super series and Excel have improved filtration, clogging resistance and reduced the coefficient of variation.
- Disc elements in filtration system are indigenously developed thereby elimination of import.
- Range of Air Release Valves is extended to 2".
- New design filter candle is developed using hot runner moulding process has improved the quality of production.

- Product range of PVC Sheets extended, by introducing 4 new (Color) products to cater for domestic market.
- Disc elements in filtration system are indigenously developed thereby eliminating the need for import.

Food Park

- Isolation and characterization (Microbial, biochemical & molecular) of Methanogens from available in house waste sources.
- Isolation and characterization (Microbial, biochemical & molecular) of Non-Methanogens form available in house waste sources.
- Preparation of library of isolated cultures.
- Study of substrate specificity with Methanogens.
- Augmentation of methane with isolated culture.
- Optimization of HRT[Hydraulic Retention Time] at pilot scale.
- Optimization of pH at pilot scale.
- 'BMP', Biochemical Methane Potential of various substrates.
- Biochemical Profile of various Agro-based wastes

Isolation and characterization (Microbial, biochemical & molecular) of Methanogens from available in house waste sources:

- In the anaerobic digestion, consortium of bacteria includes aero-tolerant (facultative) anaerobes and strict (obligate) anaerobes. As operational conditions change, concomitantly bacterial species and population also change. These changes are responsible for changes in the types and quantities of substrates which in turn significantly influence the activity of methane-forming bacteria and overall efficiency of the digestion.
- Till date 5 methanogenic strains have been isolated in pure form from anaerobic digestion of MP, BP, Pomegranate Shell and PMC (lab scale). Out of 5, two are from PMC and one each from others.

Isolation and characterization (Microbial, biochemical & molecular) of Non-Methanogens form available in house waste sources:

- 10 non-methanogenic strains supportive to Methanogens have been isolated in pure form.
- Out of ten, 1 was sent outside lab and reported as Propionebacterium acnes. We have submitted the sequence of this isolate to NCBI (National Centre for Biotechnology Information) and they have accepted this as NEW GENOME SEQUENCE (Accession No. JN937118).

Preparation of library of isolated cultures:

A thorough research will be conducted on molecular characterization of efficient Methanogens & Non Methanogens which after 16s RNA profiling will be included in Library for further research.

Study of substrate specificity with Methanogens:

Till date Methanogens are known to utilize single 'C carbon compounds but we are doing experiments to see Utilization of other C carbon compounds like Tri Methyl Amine Methanol Acetate , Di Methyl Sulphide, H₂CO₂ etc..to check substrate specificity.

Augmentation of methane with isolated culture:

Methanogens which are highly efficient in terms of Methane Production will be utilized to enhance absolute Methane.

Optimization of HRT[Hydraulic Retention Time] at pilot scale:

For Optimization of HRT various experiments will be conducted for 15,18,20 & 22 Days to establish optimum HRT for maximum Biogas production with VFA utilization.

Optimization of pH at pilot scale:

For Optimization of pH various experiments will be conducted for pH 5,5.5,6 & 6.5 to establish optimum pH for maximum VFA production.

'BMP', Biochemical Methane Potential of various substrates:

The Methane Potential is the volume of methane biogas produced during anaerobic degradation in the presence of bacteria of a sample initially introduced, expressed under Normal conditions of Temperature and Pressure, in all 24 different agro based substrate BMP will be determined.

Energy Park

- We have improved our solar energy based luminaries for more efficiency and reliability by operations from micro controller.
- The development of 600W, 1800W and 4000W BLDC Solar pump controller with data logger is completed. Production line is set for manufacturing these controllers in house.
- The development of data logger that will provide information on cell phone by SMS to user as well as to Quality Assurance department.
- Development of Off Grid solar power packs has been started.
- Developed Solar Nano pumps for agri field as well as household application. This new product is a perennial energy saving in agriculture as well as household applications.
- Jain Solar Photovoltaic Modules were developed as per International Standards. National & International Testing Laboratories like Underwriter Laboratories Inc. USA, have tested these modules in their facilities and certified.

Sr. No.	Standard No.	Name of Standard	Test Certificate Date	Testing Lab
1	IEC-61215 (ed. 2)	Crystalline Silicon Terrestrial Photovoltaic (PV) Modules – Design qualification and type approval	16/ 12/ 2011	Under writers Laboratories Inc. (UL), USA
2	IEC-61730	Photovoltaic (PV) module safety qualification	10/ 01/ 2012	Under writers Laboratories Inc. (UL), USA
3	IEC-61701	Salt mist corrosion testing of photovoltaic (PV) modules	17/ 01/ 2012	Underwriters Laboratories (UL), India
4	Mechanical Load Test at 5400 Pa as per IEC-61215 (ed. 2)	Mechanical Load Test at 5400 Pa as per IEC-61215 (ed. 2)	13/ 02/ 2012	Underwriters Laboratories (UL), India

Energy Monitoring System For Solar Power Packs :

This is a standalone system designed to monitor all the performance parameters of Solar power packs & send data to Jain server through GPRS. Also data can be downloaded in to pen drive in Excel format & can be viewed on local PC.

USB Data Logger For Solar Street Light Monitoring: This system is designed to monitor performance parameters of installed Solar Street Lights. The system is useful to determine the charging-discharging profile of battery and ON- OFF time of Solar Street Light. The data can be downloaded into the pen drive in Excel format.

LED luminaries: Different LED luminaries such as garden lights, single & dual LED path lights, dome lights, down lights, LED ceiling lights, tube lights and wall washers were developed. The main objective was to provide energy efficient lighting solutions.

Pilot Scale R&D plant: A 2,000 litres capacity pilot scale R&D plant has been designed and commissioned at 1.7 MW biogas Power Plant site. It is small replica prototype of 1.7 MW Plant. The main purpose of this pilot scale plant is to study feasibility of various substrates for biogas generation. Also, to study the various combinations of available substrates for optimizing biogas generation in existing power plant.

Agri Park & Tissue Culture

- In tissue Culture a new protocol has been developed for the production of citrus which we intend to process down the line. This will be a major event for us as we aim to produce elite planting material which can be ultimately given to growers on contract. This will help us in obtaining quality produce for processing.
- Isolation of methane producing micro organisms (methanogens) : This lab has isolated one of the methanogenic strain (Methanosarcina mazzie). As on date, world-wide, only 18 strains of methanogenic bacteria have been identified and only two are present in India. We have one of them and the search for the other is in progress. Five non-methogenic strains which are in association with methanogens have been isolated in pure form and we have sent them for 16s RNA profiling. Till date, 24 substrates complete with biochemical profile including biochemical methane potential (BMP) have been completed.
- Studies on Erwinia : Our microbiology lab has been successful in identifying and characterizing soft rot causing bacteria in tissue culture banana which is one of the main cause of mortality of TC banana plants (Erwinia chrysanthami).
- Study of molecular mechanism of flowering: Banana improvement through conventional means is very laborious and time consuming and with the intervention of modern bio-technological approaches, this task becomes relatively easier, as we know its crop biology. We have been successful in cloning the FT genes such as FT1, and Terminal Flower (TFL). Functional expression studies are in progress to ascertain as to who among these are crucial for flowering.
- Banana : Year 2011-12 was a remarkable and revolutionary year for Jain Tissue Culture Banana production centre, one for selling highest tissue culture banana saplings in the world i.e. 30.05 million against the target of 30.0 million saplings and second

for introducing a new concept of micro-propagation that offers number of advantages not only for organization but also to the farmers who are direct customers of the product. It is worth mentioning here that the research team has completed their commercial trials with plants produced through new technology that offered farmer a better survival of the saplings after transplantation in the field and almost 20-30% more yield than the earlier planting material. As a result the organization has received unlimited enquiries for the saplings produced through new technology and tremendous response for the booking of the saplings well in advance. The saplings produced with new technology are tolerant to abiotic stresses as a result farmer can now plant the sapling even in the summer (off-season) which was not an ideal season for banana plantation earlier. The off-season plantation offers farmer better returns to its produce because of the unavailability of the fruits in the market and also help to save water minimum by 30%.

- The new technology offers advantages of maximum utilization of man, machine and space to the organization a critical factor earlier because of the limitation of the technology and seasonal demand of the product. This allows organization to set a sale target of 60.0 million saplings for the year 2012-13 which will create its own record in banana tissue culture business. The technology will help to reduce the cost of production and will allow organization to enhance the production. Considering the future plan of expansion, the organization has started mechanizing the activities where in the first phase the robotic transplanting lines are introduced for post laboratory operations that would be the first of its kind in the country for tissue culture business. The mechanization will allow saving tremendous manpower along with improvement in the quality of the product because of machine control.
- Pomegranate : Jain Tissue Culture is popular in farming community for Banana. However, since last couple of years the farmers from other group of crops are also availing the advantages of this technology that include Pomegranate. This was the fifth year after commercializing tissue culture Pomegranate saplings. The activity which was initiated by selling 0.24 million plants in the year 2007-08 is supposed to touch to 5.5 million by the year 2012-13. Farmers are excited with the performance of the Jain Tissue Culture Pomegranate saplings. They receive disease free saplings that they noticed further in the field too and obtained more yield against the conventional planting material.
- Strawberry : Strawberry is one among the important commercial crop even though it is being cultivated on very small area in the country. Presently, the planting material is imported on regular basis in most parts of the country where strawberry is grown. The research team of the Company is working on number of crops for propagating it through tissue culture that are commercially important, strawberry is one among them. The progress of the research work indicates that strawberry would be added in commercial propagation in next couple of years.

R & D Expenditure

(₹ in Million)

Sr. No.	Particulars	2011-12	2010-11
a.	Capital Expenditure	269.51	197.38
b.	Revenue Expenditure	180.61	102.88
	Total	450.12	300.26
c.	% of Revenue	1.19%	0.90%

Foreign Exchange Earnings and Outgo (₹ in Million)

Sr. No.	C.I.F. Value of Imports, Expenditure and Earnings of Foreign Currency	2011-12	2010-11
a.	C.I.F. Value of Imports Raw Materials, Components and Stores and Spares and Capital Goods	6,288.91	7,781.15
	Total	6,288.91	7,781.15
	Expenditure in Foreign Currency (on Cash basis)		
	i) Interest and Finance Charges	450.94	246.07
	ii) Discount/Commission on Export Sales	21.48	2.58
	iii) Export Selling / Market Development	15.69	8.08
	iv) Travelling Expenses	24.73	16.36
	v) Law & Legal/ Professional Consultancy Expenses	31.93	28.95
	vi) Testing Quality & other Charges	90.37	8.62
	Total	635.14	310.66
	Earnings in Foreign Currency		
c.	FOB Value of Exports	6,348.29	4,920.47
	Interest and Other Income	-	-

21. Acknowledgement

The Directors take this opportunity to place on record their appreciation of whole hearted support received from all stakeholders, customers and the various departments of Central and State Governments, Financial Institutions, Bankers, the Dealers and Suppliers of the Company. The Directors wish to place on record their sense of appreciation for the devoted services of all the associates of the Company.

by order of the Board

Sd/-
Anil B. Jain

Mumbai, 14 August 2012

Managing Director

Annexure to Board's Report - 2011-12

Statement of Particulars of employees pursuant to the provisions of Section 217(2A) of the Companies Act, 1956 read with Companies (Particulars of Employees) Rules, 1975, as amended upto date.

Sr. No.	Name of Employee	Total Experience (Years)	Designation	Remuneration Gross (₹)	Qualification	Commencement of Employment with Company	Particular of last Employment	Last Post	Employer	No. of Yrs. (Previous Employment)	Covered Under ₹500,000 plus Category w.e.f.
1	Shri Ashok B Jain	29	Vice Chairman	52,127,140	B.Com	12.01.1987	Own Business	Partner	Jain Brothers Industries	4	01.04.2010
2	Shri Anil B Jain	27	Managing Director	53,176,498	B.Com., LLB	12.01.1987	Own Business	Partner	Jain Brothers Industries	2	01.04.2010
3	Shri Ajit B Jain	27	Jt. Managing Director	52,127,140	B.E.	11.01.1985	-	-	-	-	01.04.2010
4	Shri Atul B Jain	20	Jt. Managing Director	52,127,140	B.Com	01.01.1991	-	-	-	-	01.04.2010
5	Shri R Swaminathan	39	Director - Technical	7,370,790	B Tech (Chem)	15.06.1982	Service	Plant Manager	Flavours & Essence P.Ltd.	2.5	01.10.2010
6	Shri Manoj L Lodha	14	President -Banking & Finance	6,007,584	CA	05.11.1998	-	-	-	-	01.06.2010

1] Shri Ashok B. Jain, Shri Anil B. Jain, Shri Ajit B. Jain and Shri Atul B. Jain are related to each other as brothers and sons of Chairman Shri B H Jain.

2] Remuneration includes perquisites and commission