



Hawkins Cookers Limited

August 25, 2018

BSE Ltd.
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai 400 001

Dear Sirs,

Sub: Annual Report for the year 2017-18.

As required under Regulation 34 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are attaching herewith the Annual Report comprising of the audited financial statements of the Company for the financial year ended March 31, 2018, and the Directors' and Auditors' Reports thereon, which have been duly approved and adopted by the Members of the Company at the 58th Annual General Meeting of the Company held on August 7, 2018.

Thanking you,

Yours faithfully,
for Hawkins Cookers Limited

Mrs. Hutoxi Bhesania
Company Secretary



Hawkins Cookers Limited Annual Report 2017-2018

The Seven Steps To Building A Brand

1. Design & Development of
A Product Widely Needed
By Consumers



2. Mass Manufacture
Of the Product to
High Standards of Quality

CONTINUED ON THE BACK COVER

Financial Performance: A Five-Year Summary in Rs. Crores

(Except Price per Share and Dividend which are in Rupees)

All % Growth figures are over their previous years. 1 Crore = 10 Million.

	<u>2013-14</u>	<u>2014-15</u>	<u>2015-16</u>	<u>2016-17</u>	<u>2017-18</u>
Sales	417	469	487	512	553
% Growth Note 1	7.9	12.5	3.8	5.3	7.9
Profit After Tax	38.13	33.04	40.90	47.42	48.68
% Growth Note 2	12.6	-13.3	23.8	15.9	2.6
Shareholders' Funds/ Net Worth	89.36	90.30	93.40	102.97	108.25
% Growth Note 3	10.4	1.0	3.4	10.2	5.1
Return on Net Worth	43%	37%	44%	46%	45%
Dividend per share of Rs. 10	Rs. 60	Rs. 45	Rs. 60	Rs. 70	Rs. 70
Price per share	Rs. 2795	Rs. 2341	Rs. 2525	Rs. 2932	Rs. 2807
% Growth Note 6	28.9	-16.2	7.9	16.1	-4.3

- Notes:**
1. Sales are shown exclusive of Excise Duty and including Other Operating Income to make them comparable.
 2. Profit After Tax figures are shown exclusive of Actuarial Gain/Loss as per Ind AS.
 3. Shareholders' Funds are the average of each year's opening and closing balances of the Paid-up Capital plus Reserves & Surplus and include the amount of the dividend proposed and the tax thereon as per Ind AS.
 4. Profit After Tax as a percentage of Net Worth.
 5. The dividend for the year 2017-18 is subject to the approval of the Shareholders at the forthcoming AGM.
 6. The average of the daily closing price per share for the three weeks ended June 30 following each financial year.

HAWKINS COOKERS LIMITED ANNUAL REPORT 2017-18

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BOARD OF DIRECTORS

J. M. Mukhi	Shishir K. Diwanji	Gerson da Cunha	Gen. V. N. Sharma (Retd.)
E. A. Kshirsagar	Susan M. Vasudeva	Ravi Kant	
S. Dutta Choudhury	Sudeep Yadav	Brahm Vasudeva	
VICE-CHAIRMAN & CHIEF EXECUTIVE OFFICER	EXECUTIVE DIRECTOR – FINANCE & ADMINISTRATION	CHAIRMAN	

COMPANY SECRETARY

Hutoxi Bhesania

AUDITORS

Kalyaniwalla & Mistry LLP

REGISTERED OFFICE

Maker Tower F 101, Cuffe Parade,
Mumbai 400 005 India
CIN: L28997MH1959PLC011304
Tel: 2218 66 07 Fax: 2218 11 90
email: ho@hawkinscookers.com

SOLICITORS

Crawford Bayley & Co.

REGISTRAR AND SHARE TRANSFER AGENT

Link Intime India Pvt. Ltd.,
C-101, 247 Park, L. B. Shastri Marg,
Vikhroli (West), Mumbai 400 083
Tel: 4918 62 70 Fax: 4918 60 60
email: hawkins.coenq@linkintime.co.in

BANKERS

Dena Bank
Punjab National Bank
The Saraswat Co-operative Bank Limited
Corporation Bank

www.hawkinscookers.com

DIRECTORS' REPORT TO SHAREHOLDERS

We have the honour to present our Fifty-Eighth Annual Report and Audited Statement of Accounts for the year ended March 31, 2018.

2017-18 Operations: Main Results

We are pleased to report good results. Once again, sales are the highest ever. Revenue from operations including excise duty in 2017-18 was Rs. 556.61 crores (up 3.1% over the previous year). The revenues are not comparable since Revenues for the periods up to June 30, 2017, include Excise Duty while Revenues for the periods after June 30, 2017, are exclusive of Goods and Service Tax which subsumed Excise Duty. Therefore, the growth of Revenue from operations on a comparable basis for the year ended March 2018 over the year ended March 2017 is actually 7.9% (Rs. 552.56 crores in 2017-18 versus Rs. 512.28 crores in 2016-17).

This year, profits are also the highest ever. Profit before tax was Rs. 73.81 crores (4.0% higher than the previous year). Net profit after tax was Rs. 48.68 crores (2.6% higher than the previous year).

The net return after tax on the average of the year's opening and closing shareholders' funds/net worth (including the amount of the proposed dividend and the tax thereon) was 45% (previous year: 46%).

As required, the Company has reported its results for the first time under the new accounting standard Ind AS. Previous years' figures have been re-stated as per Ind AS.

Management Discussion and Analysis

We operate in the Kitchenware market consisting of Pressure Cookers and Cookware. The industry structure is quite competitive with both small scale and organized sector units.

In 2017-18, we have successfully moved to the Goods and Service Tax System. This has helped us to gain good growth in dealer sales. Our advertising now continues to generate excellent demand. Our new products have done well. One such product is illustrated on the inside back cover of this Annual Report. We have managed our operations more efficiently and have thus produced record profits even though Aluminium prices have been on the rise. Consequent to the increase in input costs, we have taken a price increase of 4.8% in Pressure Cookers and 4.2% in Cookware effective April 1, 2018.

Our permanent employees as on April 1, 2017, were 728 and as on March 31, 2018, were 676. The morale of our employees at all locations is high. During the course of this year, we have signed three-year wage agreements with the workers in our factories in Thane and Jaunpur. Industrial relations at all our locations were and are normal. We appreciate well the contribution of our employees to the successful working of your Company.

Profit before tax as a percentage of net sales in 2017-18 was 13.3% as against 13.1% in the previous year. Net profit after tax as a percentage of net sales in 2017-18 was 8.7%

as against 8.8% in the previous year. The 0.1% lower profit after tax despite the 0.2% higher profit before tax is because of higher tax in the year under report as compared to the previous year mainly on account of the lower deductibility benefit of Research and Development Expenses in the computation of taxable income (as explained in the section '2017-18 Operations: Other Aspects' hereinbelow).

Cash flow during the year was comfortable. Cash and cash equivalents plus balances with banks on deposit accounts as on March 31, 2018, were Rs. 80.01 crores (previous year: Rs. 60.41 crores). We have plans to utilise these funds appropriately – as will be explained later in our this report.

Control Systems

In our considered judgment, the Company has adequate financial and administrative systems and controls and an effective internal audit function.

Risks and Concerns

All foreseeable risks that the Company may encounter and concerns have been addressed in a documented Risk Management Framework which is reviewed by the Board from time to time.

Threats and Opportunities

Management continues to diligently watch cost increase trends and seeks effective cost controls and necessary adjustment in prices as needed from time to time. The increase in Aluminium prices is a cause for concern. We have dealt well and promptly with the introduction of the Goods and Services Tax (GST). This will benefit the Company in the long run in various ways as much of our competition is adversely affected by GST.

The current and long-term vitality of the demand for our brands augur well for the future of your Company. In Hawkins, through many years of practice, we have come to an understanding of the Seven Steps of Building a Brand. These Seven Steps are featured on the front and back cover of this Annual Report.

Outlook

We believe the outlook for our business is excellent. In this year, we have further strengthened the good reputation we have amongst our consumers, customers and associates and vendors. Our direct distribution in India in 2017-18 has increased by 7.1% to 5,050 dealers over the previous year. We expect to continue to increase our sales and profits.

All forward-looking statements in our report are based on our assessments and judgments exercised in good faith at this time. Of course, actual developments and/or results may differ from our present anticipation.

2017-18 Operations: Other Aspects

The value of exports at Rs. 34.76 crores in 2017-18 was up 2.4% over the previous year. Foreign Exchange used in 2017-18 was Rs. 1.30 crores (Rs. 6.39 crores in the previous year).

As our Research & Development Unit is recognised by the Department of Scientific and Industrial Research, our expenditure on R&D in 2017-18 is eligible for the benefit of deductibility of expenses at the rate of 150% for the purpose of the computation of income tax subject to the necessary approvals by the Department of Scientific and Industrial Research and the Income Tax Department (previous year the benefit of deductibility of R&D expenses was at the rate of 200%). The expenditure on Research & Development in 2017-18 was Rs. 3.70 crores, 9% lower than the previous year. Required details are given in **Appendix I**. Efforts continue in our factories and offices to save energy wherever possible.

The required details of Fixed Deposits taken under Sections 73 and 76 of the Companies Act, 2013, are as follows:

- (a) Amount accepted during the year: Rs. 5.64 crores.
- (b) Amount remained unpaid or unclaimed as at end of the year: Nil.
- (c) Default in repayment of deposits or payment of interest thereon: Nil.

Dividend and Appropriations

We are pleased to recommend Rupees Seventy as dividend per Equity Share of Rs.10 (previous year: Rupees Seventy per Share). Our recommendation takes into account the profitability, the circumstances and the requirements of the business.

Out of the amount available for appropriation of Rs.60.52 crores (previous year: Rs. 58.38 crores), we propose:

- Rs. 2.00 crore transfer to General Reserve (previous year: Rs. 1.00 crore) and
- Rs. 58.52 crores as surplus carried to the Balance Sheet (previous year: Rs. 57.38 crores).

Directors' Responsibility Statement

The Board confirms that:

1. The Directors have taken proper and sufficient care for the maintenance of adequate accounting records in accordance with the provisions of the Companies Act, 2013, for safeguarding the assets of the Company and for preventing and detecting fraud and other irregularities.

2. In the preparation of the Annual Accounts, the applicable accounting standards have been followed and proper explanation given relating to material departures, if any. The Directors have prepared the Annual Accounts on a going-concern basis.

3. The Directors have selected such accounting policies and applied them consistently and made judgments and estimates that are reasonable and prudent so as to give a true and fair view of the state of affairs of the Company at the end of the financial year and of the profit and loss of the Company for that period.

4. Based on the framework of the internal financial controls and compliance systems established and maintained by the Company, the work performed by the Internal, Statutory and Secretarial Auditors, including audit of the internal financial controls over financial reporting by the Statutory Auditors, and the reviews performed by Management and the relevant Board

Committees, including the Audit Committee, the Board is of the opinion that the Company's internal financial controls were adequate and effective during the financial year 2017-18.

5. The Directors have devised proper systems that are adequate and operating effectively to ensure compliance with the provisions of all applicable laws.

Code of Conduct

The Board has formulated a Corporate Governance Code of Conduct for all the Directors of the Board and the Senior Managers of the Company. This Code is available on the website of the Company. All Directors and Senior Management Personnel have affirmed compliance with the Code. A declaration to this effect signed by the Vice-Chairman and Chief Executive Officer of the Company appears elsewhere in this Annual Report.

Sexual Harassment of Women at Workplace (Prevention, Prohibition and Redressal) Act, 2013

As required under the abovementioned Act, we report that in the year 2017-18 no case of sexual harassment of women was filed under the said Act.

Corporate Governance

A separate section on Corporate Governance forms part of our Report. A certificate has been received from the Auditors of the Company regarding compliance of the conditions of Corporate Governance as stipulated under the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. Both appear elsewhere in the Annual Report.

Directors

Mr. Sudeep Yadav retires by rotation as a Director at the 58th AGM of the Company and, being eligible, offers himself for re-appointment for which the Board has resolved to recommend to the shareholders a suitable resolution.

As required by the SEBI (Listing Obligations & Disclosure Requirements) (Amendment) Regulations, 2018, notified on May 9, 2018, Special Resolutions are proposed for your approval at the 58th Annual General Meeting for the continuing from April 1, 2019, of the existing directorships of the following seven Non-Executive Directors who have attained or will attain the age of 75 years during 2019-20: Mr. Brahm Vasudeva, Mr. J. M. Mukhi, Mr. Shishir K. Diwanji, Mr. Gerson da Cunha, General V. N. Sharma (Retd.), Mr. E. A. Kshirsagar and Mr. Ravi Kant.

All the six Independent Directors, namely, Mr. J. M. Mukhi, Mr. Shishir K. Diwanji, Mr. Gerson da Cunha, General V. N. Sharma (Retd.), Mr. E. A. Kshirsagar and Mr. Ravi Kant have given written declarations that they meet the criteria of independence as laid down under Section 149(6) of the Companies Act, 2013.

The Chief Executive Officer made presentations to the Independent Directors to update them on the Company's operations, products and marketing policies, the challenges faced by the Company in 2017-18, how the Company has managed them and the challenges before the Company in 2018-19. Further, all the six Independent Directors also attended a 6-hour Familiarization Program at the

Directors' Report (Continued)

Hawkins Thane factory. The required details of the Independent Directors' Familiarization Programs are available at <http://www.hawkinscookers.com/idfp.pdf>.

Auditors

M/s. Kalyaniwalla & Mistry LLP (Firm Registration No.104607W/W100166), Chartered Accountants, have been appointed as the Statutory Auditors of the Company for an initial term of five years from the conclusion of the 57th Annual General Meeting till the conclusion of the 62nd Annual General Meeting of the Company.

Secretarial Audit

Pursuant to the provisions of Section 204 of the Companies Act, 2013, the Company had appointed M/s. Jayshree Dagli & Associates, Company Secretaries in Practice, to undertake the secretarial audit of the Company for the year 2017-18. The Secretarial Audit Report is annexed as **Appendix II**.

Extract of Annual Return in Form MGT-9 (Section 92(3) of the Companies Act, 2013)

Given in **Appendix III** are the details required as per the following seven sections:

- I. Registration and Other Details
- II. Principal Business Activities of the Company
- III. Particulars of Holding, Subsidiary and Associate Companies
- IV. Shareholding Pattern
- V. Indebtedness
- VI. Remuneration of Directors and Key Managerial Personnel
- VII. Penalties/Punishment/Compounding of Offences

Contracts or Arrangements with Related Parties

All related party transactions during the year were on an arm's length basis and were not material as per the Related Party Transactions Policy of the Company.

Corporate Social Responsibility

The Company has selected an appropriate project called *Improving the Health of Women and Children by Cutting Indoor Air Pollution with Pressure Cooking*. After the successful pilot project conducted by the Company itself in a few villages in Jalna and Ahmednagar districts of Maharashtra in 2016-17, we have decided to implement the said project appropriately scaled up with suitable Implementation Partner(s). The Company has initiated this approach by partnering with Bhagirath Gramvikas Pratishthan (BGP) in implementing the said project in the Sindhudurg district of Maharashtra. The village women were explained how they could reduce their and their children's exposure to Indoor Air Pollution by the use of Pressure Cookers – with live demonstrations and pressure cookers being offered to the villagers by BGP at a 50% discount on the MRP.

However, because of the time taken to identify and implement the said project with a suitable Implementation Partner, we could not spend all of the Rs. 1.17 crores on activities under Corporate Social Responsibility in the year ended March 31, 2018.

We plan to scale up the implementation of the said project in 2018-19 in partnership with the suitably identified and selected Implementation Partner(s) in one or more States of India. The required Annual Report on CSR is given as **Appendix IV**.

Directors' Performance Evaluation

The performance evaluation of each Director of the Board was carried out by the Nomination and Remuneration Committee at its Meeting held on May 30, 2018, as per the criteria set by it earlier. The said criteria are included in the Corporate Governance Report enclosed herewith. The performance evaluation of the non-Independent Directors, the Board as a whole and the Chairman of the Board was carried out by the Independent Directors at their separate meeting held on May 30, 2018. The Board of Directors at its meeting held on May 30, 2018, reviewed the reports of evaluation received from the Nomination and Remuneration Committee and the Independent Directors and also the functioning of the Committees of the Board and carried out the evaluation of the Board as a whole, the Committees of the Board and each Director and found the performance of the Board, the Committees and all the individual Directors to be satisfactory.

Remuneration Policy

On the recommendation of the Nomination and Remuneration Committee, the Board has framed a remuneration policy for all employees of the Company including senior management and the Directors. The remuneration policy of the Company is designed to attract, motivate and retain suitable manpower in a competitive market. The remuneration package for each person is designed keeping a balance between fixed remuneration and profit and performance-linked incentives in order to achieve corporate performance targets. The policy is aligned with the Company's mission, which states: "Our single-minded determination to please customers drives the kind of people we employ and promote, the investments we make and the results we produce." The Remuneration Policy is placed at the Company's website at <http://www.hawkinscookers.com/download/RemunerationPolicy.pdf>. The Board affirms that the remuneration is as per the Remuneration Policy of the Company. Information as per Section 197 of the Companies Act, 2013, is given in **Appendix V**.

Vigil Mechanism

The Company has established a Vigil Mechanism/Whistle Blower Policy for Directors and employees to report genuine concerns or grievances including unethical behaviour, fraud or violation of the Company's Corporate Governance Code of Conduct. The authority for the implementation of the policy rests with the Executive Director-Finance & Administration under the overall supervision of the Audit Committee of the Board.

ON BEHALF OF THE BOARD OF DIRECTORS



Mumbai
June 25, 2018

BRAHM VASUDEVA
CHAIRMAN

Research & Development

Specific areas in which R&D efforts have been carried out: R&D in materials, machines, processes and designs of components and products in order to improve the functioning and durability of products, to produce greater fuel economies and to improve the safety and convenience of the users of the products. Benefits derived as a result: launch of new products plus design and quality improvement/cost reduction in existing products. Future plan of action: we intend to support the R&D Centre and the Test Kitchen to meet corporate objectives for quality improvement, cost reduction, introduction

of new products and consumer service and support. Capital expenditure on R&D: Rs. 0.02 crores (previous year: Rs. 0.14 crores). Recurring expenditure: Rs. 3.68 crores, 0.7% of total turnover (previous year: Rs. 3.92 crores, 0.7%).

Efforts made for technology absorption, adaptation and innovation: the Company has relied upon internal generation. No technology has been imported for the last three years. As on April 1, 2018, there were 42 valid patents and design registrations in force. Benefits derived: as described above.

Appendix II

Secretarial Auditor's Report To the Members of Hawkins Cookers Limited

Our report of even date is to be read along with this letter.

1. Maintenance of secretarial records is the responsibility of the management of the company. Our responsibility is to express an opinion on these secretarial records based on our audit.

2. We have followed the audit practices and processes as were appropriate to obtain reasonable assurance about the correctness of the contents of the Secretarial records. The verification was done on test check basis to ensure that correct facts are reflected in secretarial records. We believe that the processes and practices we followed provide a reasonable basis for our opinion.

3. We have not verified the correctness and appropriateness of financial records and Books of Accounts of the company.

4. Wherever required, we have obtained the Management representation about the compliance of laws, rules and regulations and happening of events etc.

5. The compliance of provisions of corporate and other applicable laws, rules, regulations, standards is the responsibility of management. Our examination was limited to the verification of procedures on test check basis.

6. The Secretarial Audit report is neither an assurance as to the future viability of the company nor of the efficacy or effectiveness with which the management has conducted the affairs of the company.

For JAYSHREE DAGLI & ASSOCIATES
Company Secretaries

Jayshree S. Joshi

Jayshree S. Joshi
F.C.S.1451 C.P.487

30th May, 2018

Form No. MR-3: Secretarial Audit Report for the Financial Year Ended 31st March, 2018

[Pursuant to Section 204(1) of the Companies Act, 2013 and Rule No.9 of the Companies (Appointment and Remuneration of Managerial Personnel) Rules, 2014]

We have conducted the Secretarial Audit of the compliance of applicable statutory provisions and the adherence to good corporate practices by **HAWKINS COOKERS LIMITED** (hereinafter called "the Company"). Secretarial Audit was conducted in a manner that provided us a reasonable basis for evaluating the corporate conducts/statutory compliances and expressing our opinion thereon.

Based on our verification of the Company's books, papers, minutes books, forms and returns filed and

other records maintained by the Company and also the information provided by the Company, its officers, agents and authorized representatives during the conduct of secretarial audit, we hereby report that in our opinion, the Company has, during the audit period covering the financial year ended on 31st March, 2018 complied with the statutory provisions listed hereunder and also that the Company has proper Board-processes and compliance-mechanism in place to the extent, in the manner and subject to the reporting made hereinafter:

Appendix II of the Directors' Report (Continued)

(A) We have examined the books, papers, minutes books, forms and returns filed and other records maintained by **HAWKINS COOKERS LIMITED** ("the Company") for the financial year ended on 31st March, 2018 according to the provisions of:

1. The Companies Act, 2013 (the Act) and the Rules made there under to the extent applicable; and circulars, notifications, clarifications, Removal of Difficulties Orders or such other relevant statutory material issued by Ministry of Corporate Affairs from time to time;

2. The Securities Contracts (Regulation) Act, 1956 ('SCRA') and the Rules made there under;

3. The Depositories Act, 1996 and the Regulations and Bye-laws framed there under;

4. Foreign Exchange Management Act, 1999 and the Rules and Regulations made there under to the extent applicable;

5. The following Regulations and Guidelines prescribed under the Securities and Exchange Board of India Act, 1992 ('SEBI Act'):-

(a) The Securities and Exchange Board of India (Substantial Acquisition of Shares and Takeovers) Regulations, 2011;

(b) The Securities and Exchange Board of India (Prohibition of Insider Trading) Regulations, 2015;

(c) The Securities and Exchange Board of India (Registrars to an Issue and Share Transfer Agents) Regulations, 1993 regarding the Companies Act and dealing with client; and

(d) The Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015.

6. Based on the nature of business activities of the Company, the following specific Acts/Laws/Rules/Regulations are applicable to the Company:

(a) Environment (Protection) Act, 1981

(b) Air (Prevention and Control of Pollution) Act, 1981

(c) Water (Prevention and Control of Pollution) Act, 1974

(d) Hazardous Wastes (Management and Handling) Rules, 1989

(e) Labour Laws to the extent applicable

(B) We have also examined compliance with the applicable clauses of the Secretarial Standards for Board Meetings (SS – 1) and for General Meetings (SS – 2).

It may please be noted that the compliance of applicable financial laws including Direct and Indirect Tax Laws; maintenance of Financial Records and Books of Accounts etc. by the Company has not been reviewed by us for the purpose of this Audit since the same has been subject matter of review by the Statutory Auditors and/or other designated professionals. Further, we have also relied upon the certificates/reports/legal opinions, as the case may be, issued by the Statutory Auditors and/or other designated professionals, wherever applicable.

During the year under review, the Company has complied with the provisions of the Acts, Rules, Regulations, Guidelines, Standards, etc. as mentioned above.

During the year under review, the provisions of the following Regulations (as enumerated in the prescribed format of Form MR - 3) were not applicable to the Company:

(i) The Securities and Exchange Board of India (Delisting of Equity Shares) Regulations, 2009;

(ii) The Securities and Exchange Board of India (Buyback of Securities) Regulations, 1998;

(iii) The Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2009;

(iv) The Securities and Exchange Board of India (Issue and Listing of Debt Securities) Regulations, 2008;

(v) The Securities and Exchange Board of India (Employee Stock Option Scheme and Employee Stock Purchase Scheme) Guidelines, 1999 and The Securities and Exchange Board of India (Share Based Employee Benefits), Regulations, 2014.

We further report that

The Board of Directors of the Company is duly constituted with proper balance of Executive Directors, Non-Executive Directors and Independent Directors. There was no change in the composition of the Board of Directors during the year under review.

Adequate notice had been given to all Directors to schedule the Board Meetings, agenda and detailed notes on agenda were sent at least seven days in advance and in cases where shorter notice/s were given for Committee Meetings, at least one Independent Director was present at such meeting/s and that the system exists for seeking and obtaining further information and clarifications on the agenda items before the Meeting and for meaningful participation at the Meeting.

Unanimous decisions were carried through as there were no cases of dissent of any Director in respect of any decision and was accordingly captured and recorded as part of the minutes.

We further report that there are adequate systems and processes in place in the Company commensurate with the size and operations of the company to monitor and ensure compliance with applicable laws, rules, regulations and guidelines referred to herein above.

We further report that the Company had no specific events/actions having major bearing on the Company's affairs in pursuance of the above referred laws, rules, regulations, guidelines, standards, etc.

For JAYSHREE DAGLI & ASSOCIATES
Company Secretaries
Unique Code: S1995MH013400

Jayshree S. Joshi

Place: Mumbai
30th May, 2018

Jayshree S. Joshi
F.C.S.1451 C.P.487

Form No. MGT-9

Extract of Annual Return as on the financial year ended on March 31, 2018
[Pursuant to Section 92(3) of the Companies Act, 2013, and
Rule 12(1) of the Companies (Management and Administration) Rules, 2014]

I. REGISTRATION AND OTHER DETAILS:

- i. CIN: L28997MH1959PLC011304
ii. Registration Date: February 25, 1959
iii. Name of the Company: Hawkins Cookers Limited
iv. Category/Sub-Category of the Company: Company limited by shares/Indian Non-Government Company
v. Address of the Registered office and contact details: Maker Tower F101, Cuffe Parade, Mumbai-400005
Tel: 022 - 22186607/22181605
vi. Whether listed company: Yes
vii. Name, Address and Contact details of Registrar and Transfer Agent: Link Intime India Pvt. Ltd., C-101, 247 Park, L.B.S. Marg, Vikhroli West, Mumbai 400083.
Tel: 022 - 49186270/49186000

II. PRINCIPAL BUSINESS ACTIVITIES OF THE COMPANY

Business activities contributing 10 % or more of the total turnover of the Company:

S. No.	Name and Description of Main Products/Services	NIC Code of the Product/Service	% of Total Turnover of the Company
1	Pressure Cooker	28997	80
2	Cookware	51392	17

III. PARTICULARS OF HOLDING, SUBSIDIARY AND ASSOCIATE COMPANIES: NIL.**IV. SHARE HOLDING PATTERN (Equity Share Capital Break-up as percentage of Total Equity)****(i) Category-wise Share Holding**

Category of Shareholders	No. of Shares held at the beginning of the year				No. of Shares held at the end of the year				% Change during the year
	Demat	Physical	Total	% of Total	Demat	Physical	Total	% of Total	
A. Promoters									
(1) Indian: Individuals	25,78,904	Nil	25,78,904	48.77	25,78,904	Nil	25,78,904	48.77	0.00
(2) Foreign: NRI-Individuals	3,83,932	Nil	3,83,932	7.26	3,83,932	Nil	3,83,932	7.26	0.00
Total Shareholding of Promoter & Promoter Group	29,62,836	Nil	29,62,836	56.03	29,62,836	Nil	29,62,836	56.03	0.00
B. Public Shareholding									
(1) Institutions									
a. Mutual Funds	6,37,552	Nil	6,37,552	12.06	6,30,247	Nil	6,30,247	11.92	-0.14
b. Banks/Financial Institutions	12,055	291	12,346	0.23	12,055	247	12,302	0.23	0.00
c. Foreign Portfolio Investors	16,296	Nil	16,296	0.31	16,437	Nil	16,437	0.31	0.00
d. Alternate Investment Funds	Nil	Nil	Nil	Nil	60,843	Nil	60,843	1.15	1.15
Sub Total	6,65,903	291	6,66,194	12.60	7,19,582	247	7,19,829	13.61	1.01
(2) Non-Institutions									
a. Indian Bodies Corporate	1,60,397	836	1,61,233	3.05	1,67,517	745	1,68,262	3.18	0.13
b. Individuals									
i. Individual shareholders holding nominal share capital up to Rs. 1 lakh	8,68,728	2,17,608	10,86,336	20.54	8,50,969	1,73,258	10,24,227	19.37	-1.17
ii. Individual shareholders holding nominal share capital in excess of Rs. 1 lakh	2,27,212	13,300	2,40,512	4.55	2,24,302	Nil	2,24,302	4.24	-0.31
c. Clearing Members	6,678	Nil	6,678	0.13	4,719	Nil	4,719	0.09	-0.04
d. NRI	88,091	300	88,391	1.67	76,486	Nil	76,486	1.45	-0.22
e. Trusts	414	Nil	414	0.01	314	Nil	314	0.01	0.00
f. HUF	74,669	Nil	74,669	1.41	70,758	Nil	70,758	1.34	-0.07
g. Investor Education and Protection Fund	Nil	Nil	Nil	Nil	36,082	Nil	36,082	0.68	0.68
h. Foreign Portfolio Investor	552	Nil	552	0.01	Nil	Nil	Nil	Nil	-0.01
Sub Total	14,26,741	2,32,044	16,58,785	31.37	14,31,147	1,74,003	16,05,150	30.36	-1.01
Total Public Shareholding	20,92,644	2,32,335	23,24,979	43.97	21,50,729	1,74,250	23,24,979	43.97	0.00
Grand Total (A+B)	50,55,480	2,32,335	52,87,815	100.00	51,13,565	1,74,250	52,87,815	100.00	0.00

Appendix III of the Directors' Report (Continued)

(ii) Shareholding of Promoters

S. No.	Shareholder's Name	Shareholding at the beginning of the year			Shareholding at the end of the year			% Change in Share holding during the year
		No. of Shares	% of total Shares of the Company	% of Shares Pledged/encumbered to total Shares	No. of Shares	% of total Shares of the Company	% of Shares Pledged/encumbered to total Shares	
1	Brahm Vasudeva	18,29,032	34.59	0.00	18,28,732	34.58	0.00	-0.02
2	Neil Vasudeva	3,80,032	7.19	0.00	3,80,032	7.19	0.00	0.00
3	Nikhil Vasudeva	3,80,032	7.19	0.00	3,80,032	7.19	0.00	0.00
4	Gitanjali V. Nevatia	1,21,792	2.30	0.00	1,21,792	2.30	0.00	0.00
5	Gayatri S. Yadav	1,21,738	2.30	0.00	1,21,738	2.30	0.00	0.00
6	Anuradha S. Khandelwal	1,21,494	2.30	0.00	1,21,494	2.30	0.00	0.00
7	Sanjana Khandelwal	2,516	0.05	0.00	2,616	0.05	0.00	3.97
8	Margot Amrit Vasudeva	1,600	0.03	0.00	1,600	0.03	0.00	0.00
9	Adya Khandelwal	1,500	0.03	0.00	1,600	0.03	0.00	6.67
10	Angelina Pallavi Vasudeva	1,400	0.03	0.00	1,400	0.03	0.00	0.00
11	Valentine Jaya Vasudeva	900	0.02	0.00	900	0.02	0.00	0.00
12	Varun Hans Vasudeva	800	0.02	0.00	900	0.02	0.00	12.50
	Total	29,62,836	56.03	0.00	29,62,836	56.03	0.00	0.00

(iii) Change in Promoters' Shareholding: No change.

(iv) Shareholding Pattern of top ten Shareholders (other than Directors and Promoters)

S. No.	For Each of the Top 10 Shareholders	Shareholding at the beginning of the year		Date	Increase in share holding	Reason	Cumulative Shareholding during the year	
		No. of Shares	% of total				No. of Shares	% of total
1	SBI Emerging Businesses Fund	2,30,000	4.35	01-04-2017	-	-	2,30,000	4.35
				22-09-2017	20,000	Acquired	2,50,000	4.73
				31-03-2018	-	-	2,50,000	4.73
2	SBI Magnum Balanced Fund	1,14,126	2.16	01-04-2017	-	-	1,14,126	2.16
				22-09-2017	-1,14,126	Disposed	0	0.00
				31-03-2018	-	-	0	0.00
3	Catamaran Advisors LLP	1,10,986	2.10	01-04-2017	-	-	1,10,986	2.10
				21-07-2017	4,967	Acquired	1,15,953	2.19
				31-03-2018	-	-	1,15,953	2.19
4	Kotak Emerging Equity Scheme	1,01,042	1.91	01-04-2017	-	-	1,01,042	1.91
				07-04-2017	2,951	Acquired	1,03,993	1.97
				21-04-2017	2,472	Acquired	1,06,465	2.01
				28-04-2017	3,503	Acquired	1,09,968	2.08
				12-05-2017	255	Acquired	1,10,223	2.08
				26-05-2017	294	Acquired	1,10,517	2.09
				16-06-2017	1,020	Acquired	1,11,537	2.11
				25-08-2017	975	Acquired	1,12,512	2.13
				01-09-2017	1,500	Acquired	1,14,012	2.16
				20-10-2017	438	Acquired	1,14,450	2.16
				10-11-2017	4,759	Acquired	1,19,209	2.25
				17-11-2017	2,500	Acquired	1,21,709	2.30
				02-02-2018	311	Acquired	1,22,020	2.31
				23-02-2018	14,500	Acquired	1,36,520	2.58
				31-03-2018	-	-	1,36,520	2.58

S. No.	For Each of the Top 10 Shareholders	Shareholding at the beginning of the year		Date	Increase in share holding	Reason	Cumulative Shareholding during the year	
		No. of Shares	% of total				No. of Shares	% of total
5	SBI Small And Midcap Fund	95,619	1.81	01-04-2017	–	–	95,619	1.81
				22-09-2017	44,381	Acquired	1,40,000	2.65
				26-01-2018	–10,000	Disposed	1,30,000	2.46
				31-03-2018	–	–	1,30,000	2.46
6	Kotak Midcap	39,203	0.74	01-04-2017	–	–	39,203	0.74
				16-06-2017	696	Acquired	39,899	0.75
				10-11-2017	2,000	Acquired	41,899	0.79
				29-12-2017	3,633	Acquired	45,532	0.86
				05-01-2018	3,777	Acquired	49,309	0.93
				12-01-2018	4,639	Acquired	53,948	1.02
				09-02-2018	187	Acquired	54,135	1.02
				23-02-2018	–14,500	Disposed	39,635	0.75
				31-03-2018	–	–	39,635	0.75
7	Megh Ishwer Manseta	36,250	0.69	01-04-2017	–	–	36,250	0.69
				31-03-2018	–	–	36,250	0.69
8	Dolly Khanna	36,124	0.68	01-04-2017	–	–	36,124	0.68
				31-03-2018	–	–	36,124	0.68
9	SBI FMCG Fund	28,300	0.54	01-04-2017	–	–	28,300	0.54
				22-09-2017	5,000	Acquired	33,300	0.63
				26-01-2018	17,000	Acquired	50,300	0.95
				31-03-2017	–	–	50,300	0.95
10	Vikram Venture Capital Pvt. Ltd.	25,000	0.47	01-04-2017	–	–	25,000	0.47
				31-03-2018	–	–	25,000	0.47

Note: The above information is based on the weekly beneficiary position received from the Depositories.

(v) Shareholding of Directors and Key Managerial Personnel:

S. No.	For Each of the Directors and KMP	Shareholding at the beginning of the year		Date	Increase in share holding	Reason	Cumulative Shareholding during the year	
		No. of shares	% of total				No. of shares	% of total
1	Brahm Vasudeva (Director)	18,29,032	34.59	01-04-2017	–	–	18,29,032	34.59
				30-05-2017	–100	Gift	18,28,932	34.59
				05-02-2018	–100	Gift	18,28,832	34.59
				19-03-2018	–100	Gift	18,28,732	34.58
				31-03-2018	–	–	18,28,732	34.58
2	J. M. Mukhi (Director)	5,345	0.10	01-04-2017	–	–	5,345	0.10
				31-03-2018	–	–	5,345	0.10
3	Shishir K. Diwanji (Director)	2,475	0.05	01-04-2017	–	–	2,475	0.05
				06-02-2018	2,625	Acquired*	5,100	0.10
				31-03-2018	–	–	5,100	0.10
4	Subhadip Dutta Choudhury (Vice-Chairman and Managing Director)	50	0.00	01-04-2017	–	–	50	0.00
				31-03-2018	–	–	50	0.00
5	Sudeep Yadav (Executive Director-Finance & Administration and CFO)	101	0.00	01-04-2017	–	–	101	0.00
				31-03-2018	–	–	101	0.00

* Acquired from K. M. Diwanji HUF, in which Mr. Shishir K. Diwanji was the Karta, consequent to its dissolution.

V. INDEBTEDNESS (of the Company including interest outstanding/accrued but not due for payment)

Rs. lakhs

	Secured Loans	Unsecured Loans	Deposits	Total Indebtedness
Indebtedness at the beginning of the financial year				
i) Principal Amount	Nil	Nil	27,33.19	27,33.19
ii) Interest due but not paid	Nil	Nil	Nil	Nil
iii) Interest accrued but not due	Nil	Nil	3,69.47	3,69.47
Total (i + ii + iii)	Nil	Nil	31,02.66	31,02.66
Change in Indebtedness during the financial year				
Addition	Nil	Nil	7,51.43	7,51.43
Reduction	Nil	Nil	-11,70.08	-11,70.08
Net Change	Nil	Nil	-4,18.66	-4,18.66
Indebtedness at the end of the financial year				
i) Principal Amount	Nil	Nil	25,09.21	25,09.21
ii) Interest due but not paid	Nil	Nil	Nil	Nil
iii) Interest accrued but not due	Nil	Nil	1,74.79	1,74.79
Total (i + ii + iii)	Nil	Nil	26,84.00	26,84.00

VI. REMUNERATION OF DIRECTORS AND KEY MANAGERIAL PERSONNEL

A. Remuneration to Managing Director and Whole Time Director:

Rs. lakhs

S. No.	Particulars of Remuneration	Name of MD/WTD		Total Amount
		Subhadip Dutta Choudhury	Sudeep Yadav	
1	Gross salary			
	(a) Salary as per provisions contained in Section 17(1) of the Income Tax Act, 1961	64.07	77.52	1,41.59
	(b) Value of perquisites under Section 17(2) of the Income Tax Act, 1961	17.63	1.20	18.83
	(c) Profits in lieu of salary under Section 17(3) of the Income Tax Act, 1961	Nil	Nil	Nil
2	Commission (calculated as a % of profit)	2,28.17	1,52.11	3,80.28
Total (A)		3,09.86	2,30.84	5,40.71
Ceiling as per the Companies Act, 2013				7,60.56

B. Remuneration to other directors:

Rs. lakhs

Particulars of Remuneration	Name of Directors						Total
Independent Directors	J. M. Mukhi	Shishir K. Diwanji	Gerson da Cunha	Gen.V. N. Sharma (Retd.)	E. A. Kshirsagar	Ravi Kant	
Board/Committee meetings attendance fee	0.75	6.50	6.50	3.50	3.25	2.25	22.75
Commission	9.50	9.50	9.50	9.50	9.50	9.50	57.00
Total (1)	10.25	16.00	16.00	13.00	12.75	11.75	79.75
Non Executive Directors	Brahm Vasudeva			Susan M. Vasudeva			
Board/Committee meetings attendance fee	2.25			2.00			4.25
Commission	9.50			9.50			19.00
Other: Fee for Advisory Services	8.80			Nil			8.80
Total (2)	20.55			11.50			32.05
Total (B)=(1 + 2)							1,11.80

Total Managerial Remuneration (A+B)*	6,52.51
Overall Ceiling for Directors' Remuneration as per the Companies Act, 2013	8,36.62

* Includes Rs. 35.80 lakhs of fees which are not subject to the Overall Ceiling as per the Companies Act, 2013.

C. Remuneration to Key Managerial Personnel other than Whole Time Directors:

S. No.	Particulars of Remuneration of the Company Secretary	Rs. lakhs
1	Gross salary	
	(a) Salary as per provisions contained in Section 17(1) of the Income Tax Act, 1961	26.36
	(b) Value of perquisites under Section 17(2) of the Income Tax Act, 1961	1.37
	(c) Profits in lieu of salary under Section 17(3) of the Income tax Act, 1961	Nil
2	Profit Performance Incentive	37.50
	Total	65.23

VII. PENALTIES / PUNISHMENT/ COMPOUNDING OF OFFENCES: NIL.**Appendix IV****Annual Report on Corporate Social Responsibility**

- Brief outline of the Company's CSR Policy: The primary product of Hawkins Cookers Limited, the pressure cooker, is a fuel and time saving device which benefits the users and the environment. We should focus on areas like rural development, women's and children's health and nutrition, conservation of forests and soil and water, mid-day meals for school children and such activities where our expertise and products will help us ensure that we make a real difference.
- Composition of the CSR Committee: Mr. Gerson da Cunha, Independent Director, Chairman; Mr. Subhadip Dutta Choudhury, Vice-Chairman & Chief Executive Officer; Mr. Sudeep Yadav, Executive Director-Finance & Administration.
- Average net profit of the Company for last three financial years: Rs. 58.58 crores.
- Required CSR Expenditure: Rs. 1.17 crores.
- Details of CSR spend for the financial year: Amount spent for the financial year: Rs. 2.07 lakhs; Amount unspent: Rs. 1.15 crores; Project identified: 'Improving the Health of Women and Children by Cutting Indoor Air Pollution with Pressure Cooking'. After the successful pilot project conducted by the Company itself in a few villages of Maharashtra in 2016-17, the Company has started implementing the said project in 2017-18 in partnership with Bhagirath Gramvikas Pratishthan (BGP), an NGO, in the Sindhudurg district of Maharashtra, and has incurred an expenditure of Rs. 2.00 lakhs on the said Project. The Company has further incurred an expenditure of Rs. 7 thousand directly on the said Project.
- The implementation and monitoring of the CSR Policy is in compliance with the CSR objectives and Policy of the Company.



Subhadip Dutta Choudhury
Vice Chairman and Chief Executive Officer



Gerson da Cunha
Chairman of CSR Committee

Appendix V

**Disclosure under Rule 5 of the Companies
(Appointment and Remuneration of Managerial Personnel) Rules, 2014**

**I. Top ten employees in terms of remuneration drawn during the year and
Employees with remuneration drawn during the year of Rs. One crore two lakhs or more**

S. No.	Name	Age	Designation Nature of Duties	Gross Remuneration (Rs.)	Qualification	Experi- ence (Years)	Date of Start of Employment	Last Employment	
								Name of Employer	Position Held
1	Subhadip Dutta Choudhury (Notes 1 & 4)	50	Vice Chairman and Chief Executive Officer	3,09,86,441	B. Tech. Electrical Engineering, IIT, Kharagpur Post Graduate Diploma in Management, IIM, Calcutta	26	18.05.1992	–	–
2	Sudeep Yadav (Notes 2 & 4)	50	Executive Director Finance and Administration	2,30,84,091	B. Tech. Textile Technology, IIT, Delhi Post Graduate Diploma in Management, IIM, Calcutta	26	22.07.2013	Citibank N.A.	Managing Director, Head-India, Citi Transaction Services
3	Tej Paul Sharma	56	Executive Vice President Sales	1,00,54,541	B. Com. St. Xavier's College, Calcutta	36	14.11.1983	Speedo Sales Corporation	Salesman
4	Neil Vasudeva (Note 3)	47	Executive Vice President Marketing	94,20,689	B. A. St. Stephen's College, Delhi Post Graduate Diploma in Business Management, XLRI, Jamshedpur	25	5.11.1997	Reckitt & Colman of India Limited	Product Manager Pest Control
5	J. K. Chakrabarti	58	Senior Vice President Research and Development	91,43,935	B. E. Jadavpur University, Calcutta	36	31.01.1991	Philips India Limited	Assistant Manager R&D
6	Rahul Pathak	41	Senior Vice President Manufacturing Support	79,27,616	B. E. Bharti Vidyapeeth College of Engineering, Mumbai, M. E. – Production Engineering Veermata Jeejabai Technological Institute, Mumbai	17	28.04.2014	Accusonic Controls	CEO
7	K. S. Khera	57	Senior Vice President Personnel	76,08,999	B. Sc. Bareilly College	35	17.03.1992	Agro Tech India Limited	Security Officer
8	Brahmananda Pani	53	Senior Vice President Finance and Accounts	74,63,515	CA, L L B, ICWA, CS, MBA, Xavier Institute of Management, Bhubaneswar	33	9.01.2012	BEM Limited	Dy. General Manager Finance and Accounts
9	G. S. Bhumra	65	Senior Vice President Design and Development	72,59,984	B. E. Maharaja Sayajirao University, Vadodra Post Graduate Diploma in Product Design, IIT, Mumbai	40	13.01.2014	Hitech Plast	Vice President Technology
10	B. S. Sethi	59	Vice President Technical Projects	70,80,245	Diploma in Instrument Technology, Post Diploma in Die and Mould Making, Indo Swiss Training Centre, Chandigarh	37	1.11.1989	Khanna Watches Limited	Assistant Manager R&D

Notes: 1. On contract basis. 2. On contract basis. Relative of Mr. Brahm Vasudeva, Chairman. 3. Relative of Mr. Brahm Vasudeva, Chairman, and Mrs. Susan M. Vasudeva, Director. 4. Mr. Subhadip Dutta Choudhury and Mr. Sudeep Yadav were in receipt of remuneration during the year 2017-18 which in the aggregate was not less than Rupees one crore two lakhs.

II. Details of remuneration of each Director/Company Secretary in 2017-18

Director/Company Secretary	% increase over previous year	Ratio to median remuneration
Directors		
Brahm Vasudeva	0.0%	2.6 : 1
Subhadip Dutta Choudhury, Vice Chairman and Chief Executive Officer	12.2%	69.1 : 1
Sudeep Yadav, Executive Director - Finance & Administration and CFO	16.3%	51.5 : 1
J. M. Mukhi	-4.6%	2.3 : 1
Shishir K. Diwanji	-7.2%	3.6 : 1
Gerson da Cunha	0.0%	3.6 : 1
General V. N. Sharma (Retd.)	-1.9%	2.9 : 1
E. A. Kshirsagar	2.0%	2.8 : 1
Susan M. Vasudeva	2.3%	2.6 : 1
Ravi Kant (Note 1)	14.7%	2.6 : 1
Company Secretary		
Hutoxi Bhesania	37.6%	Not required

Note: 1. Mr. Ravi Kant was appointed as a Director with effect from June 1, 2016.

III. Number of permanent employees on the rolls of the Company: as on 31.3.2018: 676; as on 31.3.2017: 728.

IV. The median annual remuneration of all permanent employees at the end of 2017-18 was Rs. 4.48 lakhs which was a 12.4% increase on the identical figure for 2016-17.

V. Taking into account the total remuneration of all employees of the Company (including temporary employees) in the year 2017-18 and dividing it by the number of such employees as at the end of the year, we arrive at the average remuneration per employee during the said year. When we compare the average remuneration per employee thus derived for 2017-18 with the identical computation for 2016-17, we get the percent increase in 2017-18 over its previous year.

The said comparison for employees other than the two Executive Directors in 2017-18 was an increase of 3.9% and for the Executive Directors was an increase of 13.9%.

The increase of 3.9% for employees other than Executive Directors is also because of the increase in the number of such employees from 1334 as at March 31, 2017, to 1337 as at March 31, 2018.

The increase in the remuneration of Executive Directors is as per the Remuneration Policy of the Company to employ the best available talent and to remunerate them competitively and fairly in line with the performance of the Company.

COMPLIANCE WITH THE CORPORATE GOVERNANCE CODE OF CONDUCT

The Board has formulated The Corporate Governance Code of Conduct for all Directors and Senior Managers of the Company which has been posted on the website of the Company. It is hereby affirmed that all Directors and Senior Managers have complied with The Corporate Governance Code of Conduct framed by the Company and a confirmation to this effect for the year 2017-18 has been obtained from all Directors and Senior Managers. There is no instance of non-compliance.

BY ORDER OF THE BOARD OF DIRECTORS


SUBHADIP DUTTA CHOUDHURY
VICE-CHAIRMAN & CHIEF EXECUTIVE OFFICER

Mumbai
May 30, 2018

INDEPENDENT AUDITOR'S CERTIFICATE ON CORPORATE GOVERNANCE

To the Members of Hawkins Cookers Limited

1. This certificate is issued in accordance with the terms of our engagement letter dated August 18, 2017.
2. This report contains details of compliance of conditions of Corporate Governance by Hawkins Cookers Limited ("the Company") for the year ended March 31, 2018, as stipulated in Regulation 17 to 27, Clauses (b) to (i) of sub-regulation (2) of regulation 46 and paragraphs C, D and E of Schedule V of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements), Regulations, 2015 (The Listing Regulations), which we have initialed for identification purposes only.

Management's Responsibility

3. The compliance of conditions of Corporate Governance is the responsibility of the management, including preparation and maintenance of all relevant supporting records and documents. This responsibility includes the design, implementation and maintenance of internal control and procedures to ensure the compliance with the conditions of the Corporate Governance stipulated in the Listing Regulations.

Auditor's Responsibility

4. Pursuant to the requirements of the Listing Regulations, it is our responsibility to provide a reasonable assurance whether the Company has complied with the conditions of Corporate Governance as stipulated in Regulation 17 to 27, Clauses (b) to (i) of sub-regulation (2) of regulation 46 and paragraphs C, D and E of Schedule V of the Listing Regulations for the year ended March 31, 2018.
5. Our responsibility is limited to procedures and implementation thereof, adopted by the Company for ensuring the compliance of the conditions of Corporate Governance. It is neither an audit nor an expression of opinion on the financial statements of the Company.
6. We have examined the books of account and other relevant records and documents maintained by the Company for the purposes of providing reasonable assurance on the compliance with Corporate Governance requirements by the Company.
7. We have carried out an examination of the relevant records of the Company in accordance with the Guidance Note on Certification of Corporate Governance issued by the Institute of the Chartered Accountants of India (the ICAI), the Standards on Auditing specified under Section 143(10) of the Companies Act 2013, in so far as applicable for the purpose of this certificate and as per the Guidance Note on Reports or Certificates for Special Purposes issued by the ICAI which requires that we comply with the ethical requirements of the Code of Ethics issued by the ICAI.
8. We have complied with the relevant applicable requirements of the Standard on Quality Control (SQC) 1, Quality Control for Firms that Perform Audits and Reviews of Historical Financial Information, and Other Assurance and Related Services Engagements.

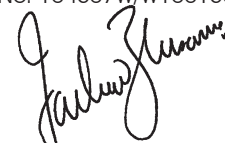
Opinion

9. Based on our examination of the relevant records and according to the information and explanations provided to us and the representations provided by the Management, we certify that the Company has complied with the conditions of Corporate Governance as stipulated in Regulation 17 to 27, Clauses (b) to (i) of sub-regulation (2) of regulation 46 and paragraphs C, D and E of Schedule V of the Listing Regulations during the year ended March 31, 2018.
10. 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 conducted the affairs of the Company.

Restriction on use

11. This certificate has been issued at the request of the Company solely for the purpose to enable the Company to comply with the requirement of the SEBI listing Regulations, and should not be used by any other person or for any other purpose without our prior written consent. Accordingly, we do not accept or assume any liability or any duty of care for any other purpose or to any other person to whom this certificate is shown or into whose hands it may come without our prior consent in writing.

For KALYANIWALLA & MISTRY LLP
Chartered Accountants
Firm Regn. No. 104607W/W100166



FARHAD M. BHESANIA
Partner
Membership No. 127355

Mumbai
June 25, 2018

REPORT ON CORPORATE GOVERNANCE

Company's Philosophy

Hawkins Cookers Limited believes in corporate governance that optimises results in the present and the long-term, duly balancing the expectations of all major stakeholders, consumers, employees, associates and shareholders. It achieves the required results by focusing on technology, management and marketing in the area of durable products for consumers' kitchens. The Company is committed to transparency, fair dealings with all stakeholders and the creation of value on competitive merit.

Board of Directors

As on date, the Board of Directors consists of ten Directors: a Non-Executive Chairman, a Vice-Chairman & Chief Executive Officer, an Executive Director, six Independent Directors and one Non-Executive Director. During the year under report, four Board Meetings were held: on May 25, August 2, November 8, 2017, and February 1, 2018. The Directors' attendance for the said meetings and other details are as follows:

Name & Director Identification Number	Position	Board Meetings Attended	Whether Attended Last AGM	Director of Other Companies	Number of Committee positions in Other Companies (Note 1)
Brahm Vasudeva 00177451	Promoter, Non-Executive Chairman	4	Yes	1	None
Subhadip Dutta Choudhury 00141545	Vice-Chairman & Chief Executive Officer, Executive Director	4	Yes	None	None
Sudeep Yadav (Note 2) 02909892	Executive Director – Finance & Administration	4	Yes	None	None
J. M. Mukhi 00049723	Independent Director	1	No	None	None
Shishir K. Diwanji 00087529	Independent Director	4	Yes	5 (Including one as Chairman)	1 (Chairman)
Gerson da Cunha 00060055	Independent Director	4	Yes	1	None
General V. N. Sharma (Retd.) 00177350	Independent Director	4	Yes	None	None
E. A. Kshirsagar 00121824	Independent Director	4	Yes	5	4 (Including three as Chairman)
Susan M. Vasudeva (Note 3) 06935629	Promoter Group, Non-Executive Director	4	Yes	None	None
Ravi Kant 00016184	Independent Director	4	Yes	3	1

Notes: 1. As required by the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, the Committees considered here are only Audit Committee and Stakeholders' Relationship Committee and membership of Committees of Private Limited Companies, Foreign Companies and Companies under Section 8 of the Companies Act, 2013, is excluded. 2. Mr. Sudeep Yadav is a son-in-law of Mr. Brahm Vasudeva. 3. Mrs. Susan M. Vasudeva is the wife of Mr. Brahm Vasudeva.

Audit Committee

The role of the Audit Committee in the year under report was to oversee the Company's financial reporting process and the disclosure of its financial information to ensure that the financial statements are correct, sufficient and credible; to recommend appointment, remuneration and terms of appointment of the statutory auditors; to approve payment to statutory auditors for any other services rendered by them; to examine and review, with the management, the quarterly and the annual financial statements and the auditors' report thereon before submission to the Board for approval with particular reference to (a) Matters required to be included in the Directors' Responsibility Statement in the Board's Report; (b) changes, if any, in accounting policies and practices and reasons for the same; (c) major accounting entries involving estimates based on the exercise of judgment by management; (d) significant adjustments made in the financial statements arising out of audit findings; (e) compliance with listing and other legal requirements relating to financial statements; (f) required disclosure of any related party transactions; (g) qualifications in the draft audit report.

Corporate Governance Report (Continued)

Further, the Audit Committee is required to review and monitor the statutory auditors' independence and performance and effectiveness of the audit process; to approve related party transactions as per the policy approved by the Board and any subsequent modifications thereof; to evaluate internal financial control and risk management systems; to review, with the management, the performance of statutory and internal auditors and adequacy of the internal control systems; to review the adequacy of internal audit function; to discuss with the internal auditor any significant findings and follow-up thereon; to review the findings of internal auditor into matters where there is suspected fraud or irregularity or a failure of internal control systems of a material nature and reporting the matter to the Board; to discuss with statutory auditors about the nature and scope of audit and post-audit areas of concern; to look into the reasons for substantial defaults in the payment to the depositors, shareholders and creditors; to review the functioning of the Whistle Blower Mechanism; to approve the appointment of the Chief Financial Officer. Minutes of the Audit Committee Meetings are circulated to the Members of the Board, discussed and noted or acted upon, as required.

The Audit Committee, consisting of five Independent Directors, met four times during the year under report and the attendance of Members at the Meetings was as follows:

Name of Director	Number of Meetings Attended
E. A. Kshirsagar, Chairman	4
Shishir K. Diwanji	4
Gerson da Cunha	4
General V. N. Sharma (Retd.)	4
J. M. Mukhi	1

Nomination and Remuneration Committee

The Nomination and Remuneration Committee consists of three Independent Directors and one non-Executive Director: Mr. Shishir K. Diwanji, Chairman, Mr. Gerson da Cunha, General V. N. Sharma (Retd.) and Mr. Brahm Vasudeva. The Nomination and Remuneration Committee in the year under report was charged with the responsibility to formulate the criteria for determining qualifications, positive attributes and independence of a director and to recommend to the Board a policy relating to the remuneration of the directors, key managerial personnel and other employees; to formulate the criteria for evaluation of the Independent Directors and the Board; to devise a policy on Board diversity; to identify persons who are qualified to become Directors and/or who may be appointed as senior management just below the level of Executive Directors in accordance with the criteria laid down and to recommend to the Board their appointment and removal.

The Nomination and Remuneration Committee, met once during the year under report and all the four Members attended the said Meeting.

The Remuneration Policy formulated by the Company has been placed at the Company's website at <http://www.hawkinscookers.com/download/RemunerationPolicy.pdf>.

Criteria for the Evaluation of the Individual Performance of Independent Directors (IDs) recommended by the Nomination and Remuneration Committee and accepted by the Board are as stated hereinbelow:

1. The time and attention the ID is able to give to the business of the Company. **2.** The effectiveness and quality of the advice that the ID is able to contribute towards the functioning of the Board. **3.** The objectivity and quality of the advice the ID is able to contribute to the governance of the Company. **4.** The degree to which the ID is able to convey the concerns and needs of Society.

Criteria for the Evaluation of the Performance of the Board of Directors as a whole recommended by the Nomination and Remuneration Committee and accepted by the Board are as stated hereinbelow:

1. The level to which the Board has maintained and grown the reputation of the Company as well as the physical and financial assets of the Company. **2.** The level to which the Board has developed and maintained good relations with all stakeholders in the Company such as employees, associates, vendors, customers, consumers, investors, shareholders and the government. **3.** The level to which the Board has ensured that the Company is in compliance with all legal requirements.

Directors' Remuneration

The remuneration of the Executive Directors for the year 2017-18 is as per the table below:

Director	Salary	Provident Fund, Superannuation & Gratuity	Perquisites & Allowances	Commission	Total	Contract Period
	Rs. lakhs	Rs. lakhs	Rs. lakhs	Rs. lakhs	Rs. lakhs	
S. Dutta Choudhury	48.00	15.27	18.43	2,28.17	3,09.86	1.10.2016 to 30.9.2019
Sudeep Yadav	40.00	12.72	26.00	1,52.11	2,30.84	1.10.2016 to 30.9.2019

Notes: 1. One Lakh = 1,00,000. 2. The above figures do not include provision for encashable leave as the provision in the accounts for this item based on an actuarial valuation is made for all permanent employees taken together.

As per the contracts entered into by the Company with the Vice-Chairman & Chief Executive Officer and the Executive Director-Finance and Administration, their services may be terminated by either party at three months' notice. There is no provision in their contracts for payment of severance fees.

Benefits extended to Mr. Brahm Vasudeva, Chairman of the Board, for his Advisory Services for the year 2017-18 were Rs. 8.80 lakhs (as per the contracts approved by the Members at the 53rd Annual General Meeting held on July 30, 2013, and by the Board of Directors at its Meeting held on May 19, 2016). In addition, an office has been provided to the Non-Executive Chairman at the registered office of the Company.

During the year 2017-18, the Company paid Sitting fees to the Non-Executive Directors of Rs. 50,000 per Meeting of the Board and Rs. 25,000 per Meeting of the Committees of the Board for attending the Meetings. The Company also reimburses the out-of-pocket expenses incurred by the Directors for attending the Meetings.

The Shareholders have at the AGM of the Company held on August 6, 2015, approved payment of Commission to the Non-Executive Directors within the ceiling of 1% of the Net Profits of the Company as computed under the applicable provisions of the Companies Act, 2013, for each year up to the following five years. For the year 2017-18, the Board has resolved to distribute the said Commission equally within the said ceiling amongst the eight Non-Executive Directors.

Details of the remuneration to the eight Non-Executive Directors for the year 2017-18 are given in the table below:

Director	Commission Payable for the Year 2017-18 Rs. lakhs	Board Meeting Fees Rs. lakhs	Committee Meeting Fees Rs. lakhs	Total Rs. lakhs
Brahm Vasudeva	9.50	2.00	0.25	11.75
J. M. Mukhi	9.50	0.50	0.25	10.25
Shishir K. Diwanji	9.50	2.00	4.50	16.00
Gerson da Cunha	9.50	2.00	4.50	16.00
General V.N. Sharma (Retd.)	9.50	2.00	1.50	13.00
E. A. Kshirsagar	9.50	2.00	1.25	12.75
Susan M. Vasudeva	9.50	2.00	–	11.50
Ravi Kant	9.50	2.00	0.25	11.75
Total	76.00	14.50	12.50	103.00

Shareholding of Non-Executive Directors as at 31.3.2018

Director	Number of Shares Held
Brahm Vasudeva	18,28,732
J. M. Mukhi	5,345
Shishir K. Diwanji	5,100

Corporate Governance Report (Continued)

Stakeholders' Relationship Committee

The Stakeholders' Relationship Committee consists of two Independent Directors, Mr. Shishir K. Diwanji, Chairman, and Mr. Gerson da Cunha and two Executive Directors, Mr. Subhadip Dutta Choudhury and Mr. Sudeep Yadav. Mrs. Hutoxi Bhesania, Company Secretary, is the Compliance Officer. The Committee met twelve times in 2017-18. The number of shareholders' complaints received during the year 2017-18 are 17 (previous year: 34) and all have been satisfactorily resolved within the year.

General Body Meetings

The last three Annual General Meetings were held as under:

Financial Year	Date	Time	Location	Special Resolutions Passed
2014-2015	6.8.2015	4:00 pm	Jai Hind College, 'A' Road, Churchgate, Mumbai 400020	Commission payable to Non-Wholetime Directors in amounts or proportions as may be decided by the Board.
2015-2016	4.8.2016	4:00 pm	Jai Hind College, 'A' Road, Churchgate, Mumbai 400020	None proposed.
2016-2017	2.8.2017	4:00 pm	Patkar Hall, SNT Women's University, Vitthal Das Thackersey Marg, Churchgate, Mumbai 400020	Place of keeping Registers and Annual Returns.

No special resolutions were required to be put through postal ballot in the year 2017-18. No special resolutions on matters requiring postal ballot are placed for shareholders' approval at the 58th Annual General Meeting.

Disclosures

The Related Party Transactions Policy duly approved by the Board of Directors has been placed on the Company's website at <http://www.hawkinscookers.com/Rpt.aspx>. There were no transactions of a material nature during the year 2017-18 with the Promoters, the Directors or the Management or relatives that may have any potential conflict with the interest of the Company at large. Transactions with related parties as per the requirements of Ind AS 24 are disclosed in Point 12 in Note 34 forming part of the financial statements.

There is no instance of non-compliance nor has any penalty or stricture been imposed by BSE Ltd. or SEBI in the year under report. There was one instance of delay in filing the Corporate Governance Report in the year two years previous to the year under report, for the quarter ended December 31, 2015, due to an inadvertent incorrect interpretation of Regulation 15 of the newly-promulgated SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, for which a fine of Rs. 14,885 (including service tax) was paid to BSE Ltd. Apart from the one instance mentioned above, there was no other instance of non-compliance nor has any penalty or stricture been imposed by BSE Ltd. or SEBI or any other statutory authority during the last three years on any matter related to the capital markets.

The details of the establishment of Vigil Mechanism/Whistle Blower Policy have been stated in the Directors' Report. It is affirmed that no person has been denied access to the Chairman of the Audit Committee under the Vigil Mechanism/ Whistle Blower Policy.

The details of the familiarization programs for the Independent Directors are available at <http://www.hawkinscookers.com/idfp.pdf>.

The Company is in compliance with all the applicable requirements of the Listing Agreement with BSE Ltd. and SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

The principal commodity used by the Company is aluminium. The globally accepted benchmark for aluminium prices is the price quoted on the London Metal Exchange. The monthly average of the LME quotations in April 2017 was US \$ 1,931 per tonne and in March 2018 was US \$ 2,077 per tonne. In the year 2017-18, the highest monthly average of the LME quotations was 10.5% higher than the average of the said averages for April 2017 and March 2018 and the lowest monthly average was 5.8% lower than the said average of the opening and closing month of the year. The Company does not undertake any commodity hedging activity.

Means of Communication

During the year, quarterly results were approved by the Board of Directors and submitted to BSE Ltd. in terms of the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. Quarterly results and all other mandated Notices are published as required in prominent local daily newspapers, namely, *The Economic Times* and *Maharashtra Times*. The results are displayed on the Company's website www.hawkinscookers.com. No official news releases have been issued by the Company and no presentations have been made to institutional investors or to analysts. Management Discussion and Analysis is stated in the Directors' Report.

Shareholder Information

The Annual General Meeting is to be held on Tuesday, August 7, 2018, at 4:00 pm at Rama Watumull Auditorium, Kishinchand Chellaram College, Dinshaw Wacha Road, Churchgate, Mumbai 400020.

The Financial Calendar in the year 2018-19 is as follows:

May 30:	Approval of Annual Results of 2017-18
July 14:	Mailing of Annual Report
August 1 to August 7:	Dates of Book Closure
August 7:	Approval of First Quarter Results
August 7:	Annual General Meeting
By September 6:	Payment of Dividend of Rs.70 per share (Subject to approval of the shareholders).
By November 14:	Approval of Second Quarter Results
By February 14:	Approval of Third Quarter Results

Stock Market Price data for the year 2017-2018

The equity shares of the Company are listed on BSE Ltd., P. J. Towers, Dalal Street, Mumbai – 400001. Stock Code: 508486. The annual listing fees for the year 2018-19, as applicable, have been paid to BSE Ltd.

Month	Company Stock Prices Rs.		BSE Sensex	
	High	Low	High	Low
April	3151	2853	30184	29241
May	3131	2775	31255	29804
June	3066	2880	31523	30681
July	3170	2907	32673	31017
August	3088	2610	32686	31128
September	2855	2605	32524	31082
October	2799	2627	33340	31440
November	3050	2675	33866	32684
December	3290	2793	34138	32565
January	3245	2990	36444	33703
February	3100	2750	36257	33483
March	2889	2731	34279	32484

The Company's Registrar and Share Transfer Agent (RTA) is Link Intime India Pvt. Ltd (registered office at C-101, 247 Park, L.B.S. Marg, Vikhroli West, Mumbai 400083). The RTA acknowledges and executes transfer of shares, arranges for issue of dividend, processes dematerialisation and rematerialisation of shares, receives and deals with complaints from investors under the supervision and control of the Company.

The Company's shares are traded on BSE Ltd. in dematerialised mode. Shares in physical mode which are lodged for transfer with the Company or the RTA are processed and returned to the shareholders within the stipulated 15 days.

As on March 31, 2018, 96.70% of the Company's total shares representing 51,13,565 shares were held in dematerialised mode and the balance 1,74,250 shares (3.30%) were held in physical mode.

Distribution of Shares as on March 31, 2018

By Size of Holding of the Shareholders.

Holding	Shareholders		Shares	
	Number	%	Number	%
1 to 1,000	12,018	98.64	8,57,390	16.21
1,001 to 5,000	120	0.98	2,52,898	4.78
5,001 to 10,000	13	0.11	84,624	1.60
Above 10,000	33	0.27	40,92,903	77.40
Total	12,184	100.00	52,87,815	100.00

By Category of Shareholders.

Category	Number of Shares	Shareholding
Promoters	29,62,836	56.03%
Individuals and Others	14,97,731	28.32%
Mutual Funds	6,30,247	11.92%
Bodies Corporate	1,68,262	3.18%
Foreign Portfolio Investors	16,437	0.31%
Banks/Financial Institutions	12,302	0.23%
Total	52,87,815	100.00%

Certain figures in certain tables that appear in this report apparently do not add up because of rounding off but are wholly accurate in themselves.

In 2017-18, the Company's exports were all on advance payment or Letters of Credit at sight. Therefore, the foreign exchange risk was minimal. The Company undertook no hedging activity.

The Company's plants are located at Thane (Maharashtra), Hoshiarpur (Punjab) and in Satharia, Jaunpur District (UP).

Address for Communication: The Company's registered office is situated at Maker Tower F101, Cuffe Parade, Mumbai 400005. Shareholders holding shares in dematerialised mode should address their correspondence regarding change of address/bank details to their respective Depository Participant. Shareholders holding physical shares should address their correspondence to the Company's Registrar and Share Transfer Agent, Link Intime India Pvt. Ltd. at the address given in this report hereinabove or to the Company.

INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF HAWKINS COOKERS LIMITED

Report on the Ind AS Financial Statements

We have audited the accompanying Ind AS financial statements of **HAWKINS COOKERS LIMITED** ("the Company"), which comprise the Balance Sheet as at March 31, 2018, the Statement of Profit and Loss (including Other Comprehensive Income), the Statement of Cash Flows and the Statement of Changes in Equity for the year then ended, and a summary of the significant accounting policies and other explanatory information.

Management's Responsibility for the Ind AS Financial Statements

The Company's Board of Directors is responsible for the matters stated in Section 134(5) of the Companies Act, 2013 ("the Act") with respect to the preparation of these Ind AS financial statements that give a true and fair view of the state of affairs (financial position), profit (financial performance including other comprehensive income), cash flows and the changes in equity of the Company in accordance with the accounting principles generally accepted in India, including the Indian Accounting Standards (Ind AS) prescribed under section 133 of the Act.

This responsibility also includes maintenance of adequate accounting records in accordance with the provisions of the Act for safeguarding the assets of the Company and for preventing and detecting frauds and other irregularities; selection and application of appropriate accounting policies; making judgments and estimates that are reasonable and prudent; and design, implementation and maintenance of adequate internal financial controls, that were operating effectively for ensuring the accuracy and completeness of the accounting records, relevant to the preparation and presentation of the Ind AS 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 Ind AS financial statements based on our audit.

We have taken into account the provisions of the Act, the accounting and auditing standards and matters which are required to be included in the audit report under the provisions of the Act and the Rules made thereunder.

We conducted our audit of the Ind AS financial statements in accordance with the Standards on Auditing specified under Section 143(10) of the Act. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the Ind AS financial statements are free from material misstatement.

An audit involves performing procedures to obtain audit evidence about the amounts and the disclosures in the Ind AS financial statements. The procedures selected

depend on the auditor's judgment, including the assessment of the risks of material misstatement of the Ind AS financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal financial control relevant to the Company's preparation of the Ind AS financial statements that give a true and fair view in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of the accounting policies used and the reasonableness of the accounting estimates made by the Company's Directors as well as evaluating the overall presentation of the Ind AS financial statements.

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

Opinion

In our opinion and to the best of our information and according to the explanations given to us, the aforesaid Ind AS 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 including the Ind AS, of the state of affairs (financial position) of the Company as at March 31, 2018, and its profit (financial performance including other comprehensive income), its cash flows and the changes in equity for the year ended on that date.

Other Matter

The comparative financial information of the Company for the year ended March 31, 2017, and the transition date opening Balance Sheet as at April 01, 2016 included in these Ind AS Financial Statements, are based on the previously issued statutory Financial Statements prepared in accordance with the Accounting Standards specified under Section 133 of the Companies Act, 2013, read with Rule 7 of the Companies (Accounts) Rules, 2014 ('previous GAAP') audited by the predecessor auditor whose reports for the year ended March 31, 2017 and March 31, 2016, dated May 25, 2017 and May 19, 2016 respectively expressed an unmodified opinion on those Financial Statements, as adjusted for the differences in accounting principles adopted by the Company on transition to the Ind AS, which have been approved by the Company's Board of Directors and audited by us.

Our opinion is not modified in respect of this matter.

Report on Other Legal and Regulatory Requirements

1. As required by the Companies (Auditor's Report) Order, 2016 ("the Order") issued by the Central Government in terms of Section 143(11) of the Act, we give in the "Annexure A", a statement on the matters specified in the paragraph 3 and 4 of the Order.

Independent Auditor's Report (Continued)

2. As required by Section 143(3) of the Act, we report that:

a) We have sought and obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purposes of our audit.

b) In our opinion, proper books of account as required by law have been kept by the Company so far as it appears from our examination of those books.

c) The Balance Sheet, the Statement of Profit and Loss (including Other Comprehensive Income), the Statement of Cash Flows and the Statement of Changes in Equity dealt with by this Report are in agreement with the books of account.

d) In our opinion, the aforesaid Ind AS Financial Statements comply with the Indian Accounting Standards (Ind AS) specified under Section 133 of the Act, read with relevant rules issued thereunder.

e) On the basis of the written representations received from the Directors of the Company as on March 31, 2018, and taken on record by the Board of Directors, none of the Directors of the Company is disqualified as on March 31, 2018, from being appointed as a director in terms of Section 164 (2) of the Act.

f) With respect to the adequacy of the internal financial controls over financial reporting of the Company and the operating effectiveness of such controls, refer to our separate report in "Annexure B".


g) With respect to the other matters to be included in the Auditor's Report in accordance with Rule 11 of the Companies (Audit and Auditors) Rules, 2014, in our opinion and to the best of our information and according to the explanations given to us:

i. The Company has disclosed the impact of pending litigations on its financial position in its Ind AS Financial Statements – Refer Note 34 2(a) to the Ind AS Financial Statements.

ii. The Company did not have any long-term contracts including derivative contracts during the year ended March 31, 2018, for which there were material foreseeable losses.

iii. There has been no delay in transferring amounts, required to be transferred, to the Investor Education and Protection Fund by the Company.

For KALYANIWALLA & MISTRY LLP
Chartered Accountants
Firm Regn. No. 104607W/W100166



Daraius Z. Fraser
Partner

Membership No. 42454

Mumbai
May 30, 2018

ANNEXURE "A" TO THE INDEPENDENT AUDITOR'S REPORT

(Referred to in paragraph 1 'Report on Other Legal and Regulatory Requirements' in our Independent Auditor's Report to the Members of the Company on the Ind AS Financial Statements for the year ended March 31, 2018.)

Statement on Matters specified in paragraphs 3 & 4 of the Companies (Auditor's Report) Order, 2016:

i. Fixed Assets:

(a) The Company has maintained proper records showing full particulars, including quantitative details and situation of fixed assets.

(b) As explained to us, the Company has a programme for physical verification of fixed assets at periodic intervals. In our opinion, the period of verification is reasonable having regard to the size of the company and the nature of its assets. The discrepancies noticed on such verification are not material and have been properly dealt with in the books of account.

(c) According to the information and explanations given to us and the records examined by us and based on the examination of the registered sale deed provided to us, we report that, the title deeds, comprising all the immovable properties of land and buildings which are freehold, are held in the name of the Company (formerly known as

Pressure Cookers & Appliances Limited) as at the balance sheet date except the following:

Particulars of the Land	Gross Block (as at March 31, 2018)	Net Block (as at March 31, 2018)	Remarks
Freehold Land located at Hoshiarpur admeasuring 20 Acres	Rs.2 Lakhs	Rs.2 Lakhs	The possession of land has been given to the Company by the Government of Punjab, as per the agreement; the conveyance of which is yet to be finalized.

In respect of the immovable properties of land that have been taken on lease and disclosed as fixed assets in the financial statements, the lease agreements are in the name of the Company (formerly known as Pressure Cookers & Appliances Limited), where the Company is the lessee in the agreement except the following:

Particulars of the Land	Gross Block (as at March 31, 2018)	Net Block (as at March 31, 2018)	Remarks
Leasehold Land located at Jaunpur (Satharia) Plot no. A1, A2, A14, A15 admeasuring 24,282 square metres	Rs.0.83 Lakh	Rs.0.57 Lakh	The registered lease deed is in the name of M/s PCA Engineers Limited, the erstwhile Company that was merged with the Company under Section 391 to 394 of the Companies Act, 1956 in terms of the approval of the Honourable High Court of Bombay. The Company has applied to UP State Industries Development Corporation Limited for transfer of the lease in the name of the Company.

ii. The Management has conducted physical verification of inventory at reasonable intervals. The discrepancies noticed on physical verification were not material in relation to the operations of the Company and the same have been properly dealt with in the books of account.

iii. The Company has not granted any loans, secured or unsecured, to companies, firms, Limited Liability Partnerships or other parties covered in the register maintained under

section 189 of the Act. Therefore the provisions of sub-clauses (a), (b) and (c) of paragraph 3(iii) of the Order are not applicable.

iv. In our opinion and according to the information given to us the Company has not advanced any loans to the persons covered under Section 185 or given any loans, guarantees or securities or made any investments as per the provisions of Section 186 of the Act.

v. In our opinion and according to the information and explanations given to us, the Company has complied with the directives issued by the Reserve Bank of India and the provisions of Section 73 to 76 or any other relevant provisions of the Act and the rules framed thereunder, as amended, with regard to the deposits accepted from the public. According to the information and explanations given to us, no order has been passed by the Company Law Board or the National Company Law Tribunal or the Reserve Bank of India or any Court or any other Tribunal.

vi. The maintenance of cost records has not been specified by the Central Government under section 148(1) of the Act.

vii. (a) According to the information and explanations given to us and on the basis of the records examined by us, the Company is generally regular in depositing undisputed statutory dues including Provident Fund, Employees' State Insurance, Income Tax, Sales Tax, Service Tax, Duty of Customs, Duty of Excise, Value Added Tax, Cess and any other statutory dues with the appropriate authorities, wherever applicable. We have been informed that there are no undisputed dues which have remained outstanding as at March 31, 2018.

Continued on next page.

Independent Auditor's Report (Continued)

(b) According to the information and explanation given to us there are no dues outstanding of Income Tax, Sales Tax, Service Tax, Duty of Customs, Duty of Excise, Value added tax, Goods and Services Tax on account of any dispute other than the following:

Name of the Statute	Nature of Dues	Financial Year (F.Y.) to which the amount relates	Amount involved (Rs. In lakhs)	Amount paid (Rs. In lakhs)	Amount unpaid (Rs. In lakhs)	Forum where Dispute is Pending
Income Tax Act, 1961	Wealth Tax	2004-2005	0.10	–	0.10	Commissioner of Income Tax (Appeals)
	Tax deducted at Source and Interest thereon.	2008-2009 and 2010-2011	0.56	–	0.56	Commissioner of Income Tax (Appeals)
Sales Tax, Value Added Tax, Central Sales Tax, Goods and Service Tax and Purchase Tax	Sales Tax, Value Added Tax, Central Sales Tax, Goods and Service Tax & Purchase Tax	2006 to 2008, 2010-2011 and 2012 to 2015	38.31	3.87	34.44	Appellate Authority – upto Commissioner's level
		2005-2006	26.69	6.68	20.01	Patna High Court
		2009 to 2011 and 2013-2014	166.33	6.85	159.48	Joint Commissioner of Sales Tax
		1987-1988 2000-2001 and 2005-2006 to 2010-2011	78.41	77.31	1.10	Assistant Commissioner of Taxes
		2010-2011 and 2017-2018	5.57	–	5.57	Additional Commissioner
		1999 to 2006 and 2007 to 2009	50.25	0.39	49.86	Commercial Tax Tribunal
Central Excise Act, 1944 and Finance Act, 1994	Excise Duty, Service Tax and Penalties	2011-2012 to 2015-2016	47.88	2.85	45.02	Commissioner of Central Excise Appeals
		1981-1984 and 2002-2015	1,304.83	52.37	1,252.45	Customs, Excise and Service Tax Appellate Tribunal

viii. According to the information and explanations given to us and based on the documents and records produced before us, there have been no defaults in the repayment of dues to banks. The Company does not have loans or borrowings from financial institutions and government. The Company has not issued any debentures.

ix. According to the information and explanations given to us, the Company has neither raised money through initial public offer or further public offer (including debt instruments) nor taken any term loans during the year.

x. During the course of our examination of the books of account and records of the Company, and according to the information and explanation given to us and representations made by the Management, no material fraud by, or on the Company by its officers or employees, has been noticed or reported during the year.

xi. According to the information and explanations given to us and based on our examination of the records of the Company, the Company has paid/ provided managerial remuneration in accordance with the requisite approvals mandated by the provisions of section 197 read with Schedule V to the Act.

xii. In our opinion and according to the information and explanations given to us, the Company is not a Nidhi Company.

xiii. According to the information and explanations given to us and based on our examination of the records of the

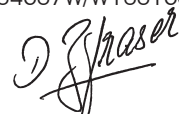
Company, transactions with related parties are in compliance with Section 177 and 188 of the Act, where applicable, and details of such transactions have been disclosed in the Ind AS Financial Statements as required by the applicable accounting standards.

xiv. According to the information and explanations given to us and based on our examination of the records of the Company, the Company has not made any preferential allotment or private placement of shares or fully or partly convertible debentures during the year.

xv. According to the information and explanations given to us and based on our examination of the records of the Company, the Company has not entered into non-cash transactions with the Directors or persons connected with him. Hence the provisions of Section 192 of the Act are not applicable.

xvi. The Company is not required to be registered under Section 45-IA of the Reserve Bank of India Act, 1934. Hence the provisions of Section 192 of the Act are not applicable.

For KALYANIWALLA & MISTRY LLP
Chartered Accountants
Firm Regn. No. 104607W/W100166



Daraius Z. Fraser
Partner
Membership No. 42454

Mumbai
May 30, 2018

ANNEXURE "B" TO THE INDEPENDENT AUDITOR'S REPORT

(Referred to in Paragraph 2(f) 'Report on Other Legal and Regulatory Requirements' in our Independent Auditor's Report to the members of the Company on the Ind AS financial statements for the year ended March 31, 2018.)
Report on the Internal Financial Controls under Clause (i) of Sub-section 3 of Section 143 of the Companies Act, 2013 ("the Act")

We have audited the internal financial controls over financial reporting of **HAWKINS COOKERS LIMITED** ("the Company") as of March 31, 2018, in conjunction with our audit of the Ind AS financial statements of the Company for the year ended on that date.

Management's Responsibility for Internal Financial Controls

The Company's management is responsible for establishing and maintaining internal financial controls based on the internal control over financial reporting criteria established by the Company considering the essential components of internal control stated in the Guidance Note on Audit of Internal Financial Controls over Financial Reporting (the "Guidance Note") issued by the Institute of Chartered Accountants of India (ICAI). These responsibilities include the design, implementation and maintenance of adequate internal financial controls that were operating effectively for ensuring the orderly and efficient conduct of its business, including adherence to company's policies, the safeguarding of its assets, the prevention and detection of frauds and errors, the accuracy and completeness of the accounting records, and the timely preparation of reliable financial information, as required under the Act.

Auditors' Responsibility

Our responsibility is to express an opinion on the Company's internal financial controls over financial reporting based on our audit. We conducted our audit in accordance with the Guidance Note and the Standards on Auditing, issued by ICAI and deemed to be prescribed under section 143(10) of the Act, to the extent applicable to an audit of internal financial controls, both applicable to an audit of Internal Financial Controls and, both issued by the ICAI. Those Standards and the Guidance Note require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether adequate internal financial controls over financial reporting was established and maintained and if such controls operated effectively in all material respects.

Our audit involves performing procedures to obtain audit evidence about the adequacy of the internal financial controls system over financial reporting and their operating effectiveness. Our audit of internal financial controls over financial reporting included obtaining an understanding of internal financial controls over financial reporting, assessing the risk that a material weakness exists, and testing and evaluating the design and operating effectiveness of internal control based on the assessed risk. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the Ind AS financial statements, whether due to fraud or error.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion on the Company's internal financial controls system over financial reporting.

Meaning of Internal Financial Controls over Financial Reporting

A Company's internal financial control over financial reporting is a process designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of Ind AS financial statements for external purposes in accordance with generally accepted accounting principles. A company's internal financial control over financial reporting includes those policies and procedures that (1) pertain to the maintenance of records that, in reasonable detail, accurately and fairly reflect the transactions and dispositions of the assets of the company; (2) provide reasonable assurance that transactions are recorded as necessary to permit preparation of Ind AS financial statements in accordance with generally accepted accounting principles, and that receipts and expenditures of the company are being made only in accordance with authorizations of management and directors of the company; and (3) provide reasonable assurance regarding prevention or timely detection of unauthorized acquisition, use, or disposition of the company's assets that could have a material effect on the Ind AS financial statements.

Inherent Limitations of Internal Financial Controls over Financial Reporting

Because of the inherent limitations of internal financial controls over financial reporting, including the possibility of collusion or improper management override of controls, material misstatements due to error or fraud may occur and not be detected. Also, projections of any evaluation of the internal financial controls over financial reporting to future periods are subject to the risk that the internal financial control over financial reporting may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

Opinion

In our opinion, the Company has, in all material respects, an adequate internal financial controls system over financial reporting and such internal financial controls over financial reporting were operating effectively as at March 31, 2018, based on the internal control over financial reporting criteria established by the Company considering the essential components of internal control stated in the "Guidance Note on Audit of Internal Financial Controls Over Financial Reporting" issued by the Institute of Chartered Accountants of India.

For KALYANIWALLA & MISTRY LLP
Chartered Accountants
Firm Regn. No. 104607W/W100166



Daraius Z. Fraser
Partner

Mumbai
May 30, 2018

Membership No. 42454

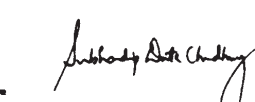
BALANCE SHEET AS AT MARCH 31, 2018

	Note No.	As at March 31, 2018		As at March 31, 2017		As at April 1, 2016	
		Rs. Lakhs	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs
ASSETS							
NON-CURRENT ASSETS							
Property, Plant and Equipment	2	23,16.70		21,83.29		21,95.04	
Capital Work-in-Progress	2	1,04.55		1,17.23		1,13.13	
Financial Assets							
Investments	3	0.25		0.25		0.25	
Other non-current financial assets	4	1,10.60		1,07.93		1,08.41	
Non-current tax assets (net)	5	14.75		3,37.35		4,81.52	
Deferred tax assets (net)	6	1,42.08		1,38.18		2.12	
Other non-current assets	7	3,22.74	30,11.67	3,01.37	31,85.60	2,03.89	31,04.36
CURRENT ASSETS							
Inventories	8	66,92.48		82,75.41		83,22.57	
Financial Assets							
Trade receivables	9	47,14.27		46,34.70		45,08.84	
Cash and cash equivalents	10	8,03.12		3,89.11		2,71.57	
Other bank balances	11	79,10.04		61,27.02		47,13.07	
Other current financial assets	12	2,36.48		2,02.57		1,86.38	
Other current assets	13	11,84.22	215,40.60	7,30.46	203,59.27	5,73.47	185,75.89
TOTAL ASSETS			245,52.28		235,44.87		216,80.26
EQUITY AND LIABILITIES							
EQUITY							
Equity Share Capital	14	5,28.78		5,28.78		5,28.78	
Other Equity	15	104,53.28	109,82.06	101,38.88	106,67.67	93,96.63	99,25.41
LIABILITIES							
NON-CURRENT LIABILITIES							
Financial Liabilities							
Borrowings	16	13,82.42		8,87.41		19,09.96	
Provisions	17	4,32.27	18,14.69	4,10.69	12,98.10	2,87.51	21,97.47
CURRENT LIABILITIES							
Financial Liabilities							
Borrowings	18	4,24.38		6,23.58		12,29.03	
Trade payables	19	52,12.81		39,26.70		34,47.15	
Other current financial liabilities	20	36,98.78		43,72.28		25,71.99	
Other current liabilities	21	22,20.50		23,91.04		20,86.29	
Provisions	22	1,33.84		1,21.93		80.02	
Current Tax Liabilities (net)	23	65.21	117,55.52	1,43.57	115,79.10	1,42.90	95,57.37
TOTAL EQUITY AND LIABILITIES			245,52.28		235,44.87		216,80.26

See accompanying notes 1 to 34 forming part of the financial statements.

As per our report of even date
For KALYANIWALLA & MISTRY LLP
Chartered Accountants
Firm Registration No.: 104607W/W100166


Brahm Vasudeva
Chairman
DIN:00177451

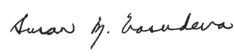

S. Dutta Choudhury
Vice-Chairman &
Chief Executive Officer
DIN:00141545


E. A. Kshirsagar
Director
DIN:00121824


S. K. Diwanji
Director
DIN:00087529


Ravi Kant
Director
DIN:00016184


Daraius Z. Fraser
Partner
Membership No.: 42454
Mumbai: May 30, 2018


Susan M. Vasudeva
Director
DIN:06935629

Gen. V. N. Sharma (Retd.)
Director
DIN:00177350

Gerson da Cunha
Director
DIN:00060055


Sudeep Yadav
Executive Director-
Finance & Administration
DIN:02909892


Hutoxi Bhesania
Company Secretary

STATEMENT OF PROFIT AND LOSS FOR THE YEAR ENDED MARCH 31, 2018

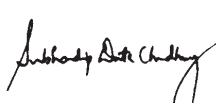
	Note No.	For the year ended March 31, 2018		For the year ended March 31, 2017	
		Rs. Lakhs	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs
Income:					
Revenue from operations (net)	24	556,61.24		539,82.88	
Other Income	25	11,08.87		4,47.86	
Total Income			567,70.11		544,30.73
Expenses:					
Cost of materials consumed	26	183,67.21		163,40.44	
Purchases of Stock-in-Trade		60,66.58		54,78.27	
Changes in inventories of Finished Goods, } Stock-in-Trade and Work-in-Progress }	27	16,17.32		1,25.77	
Excise Duty		4,04.93		27,80.39	
Employee benefits expense	28	76,08.66		72,59.45	
Finance costs	29	4,14.39		4,28.37	
Depreciation and amortization expense	2	3,65.58		3,46.53	
Other expenses	30	145,44.25		145,74.43	
Total Expenses			493,88.92		473,33.64
Profit before tax			73,81.19		70,97.10
Tax expense:					
Current tax	31(a)	24,64.34		23,94.99	
Deferred tax	31(b)	48.98	25,13.33	—40.09	23,54.91
Profit for the year (A)			48,67.86		47,42.19
Other Comprehensive Income					
Items that will not be reclassified to Profit or Loss					
Actuarial Gain/—Loss on Defined Benefit Plans		—1,51.35		—2,77.33	
Tax Effect on the above	31(b)	52.89	—98.46	95.98	—1,81.35
Items that will be reclassified to Profit or Loss			NIL		NIL
Total Other Comprehensive Income for the year (B)			—98.46		—1,81.35
Total Comprehensive Income for the year (A+B)			47,69.40		45,60.84
Earning Per Share (face value Rs. 10 each)					
Basic and Diluted - (in Rupees)	32		92.06		89.68

See accompanying notes 1 to 34 forming part of the financial statements.


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Director
DIN:00087529


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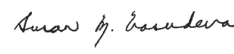
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Daraius Z. Fraser
Partner
Membership No.: 42454
Mumbai: May 30, 2018

STATEMENT OF CHANGES IN EQUITY FOR THE YEAR ENDED MARCH 31, 2018

A. Equity Share Capital

Particulars	Balance Rs. Lakhs
As at April 1, 2016	5,28.78
Changes in the equity share capital during the year	NIL
As at March 31, 2017	5,28.78
Changes in the equity share capital during the year	NIL
As at March 31, 2018	5,28.78

B. Other Equity

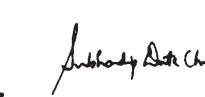
Particulars	Reserves and Surplus			
	Securities Premium Account Rs. Lakhs	General Reserve Rs. Lakhs	Retained Earnings Rs. Lakhs	Total Rs. Lakhs
Balances as at April 1, 2016	2,49.25	40,52.09	50,95.30	93,96.63
Current year profits			47,42.19	47,42.19
Actuarial gain/—loss on defined benefit plans net of tax			—1,81.35	—1,81.35
Dividend on equity shares for the year 2015-16			—38,18.59	—38,18.59
Transfer to General Reserve			—1,00.00	—1,00.00
Transfer from Retained Earnings		1,00.00		1,00.00
Balances as at March 31, 2017	2,49.25	41,52.09	57,37.55	101,38.88

Particulars	Reserves and Surplus			
	Securities Premium Account Rs. Lakhs	General Reserve Rs. Lakhs	Retained Earnings Rs. Lakhs	Total Rs. Lakhs
Balances as at April 1, 2017	2,49.25	41,52.09	57,37.55	101,38.88
Current year profits			48,67.86	48,67.86
Actuarial gain/—loss on defined benefit plans net of tax			—98.46	—98.46
Dividend on equity shares for the year 2016-17			—44,55.00	—44,55.00
Transfer to General Reserve			—2,00.00	—2,00.00
Transfer from Retained Earnings		2,00.00		2,00.00
Balances as at March 31, 2018	2,49.25	43,52.09	58,51.95	104,53.28

See accompanying notes 1 to 34 forming part of the financial statements.

As per our report of even date
For KALYANIWALLA & MISTRY LLP
Chartered Accountants
Firm Registration No.: 104607W/W100166


Brahm Vasudeva
Chairman
DIN:00177451

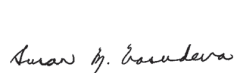

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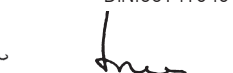

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Director
DIN:00060055


Sudeep Yadav
Executive Director-
Finance & Administration
DIN:02909892


Hutoxi Bhesania
Company Secretary

STATEMENT OF CASH FLOWS FOR THE YEAR ENDED MARCH 31, 2018

	For the year ended March 31, 2018 Rs. Lakhs	For the year ended March 31, 2017 Rs. Lakhs
A. Cash Flow from Operating Activities:		
Profit before tax	73,81.19	70,97.10
Adjustments for :		
Depreciation and amortization expense	3,65.58	3,46.53
Profit on sale of property, plant and equipment (net)	—4,14.23	—2.29
Interest income	—6,53.63	—3,85.50
Dividend income	—0.08	—0.04
Finance costs	4,14.39	4,28.37
Provision for compensated absences	33.49	1,65.09
Effect of Other Comprehensive Income items	—1,51.35	—2,77.33
Operating profit before working capital changes	69,75.37	73,71.93
Changes in working capital		
Adjustments for —increase/decrease in operating assets		
Inventories	15,82.93	47.16
Trade receivables	—79.58	—1,25.86
Other current financial assets	16.75	16.12
Other current assets	—4,53.76	—1,56.99
Other non-current financial assets	—2.67	0.48
Other non-current assets	—14.73	—65.41
Adjustments for increase/—decrease in operating liabilities		
Trade payables	12,86.12	4,79.55
Other current financial liabilities	3.21	4,35.89
Other current liabilities	—1,70.54	3,04.75
Cash generated from operations	91,43.10	83,07.62
Income taxes paid (net)	—22,20.10	—22,50.19
Net Cash Flow from Operating Activities	A 69,23.00	60,57.43
B. Cash Flow from Investing Activities:		
Purchase of property, plant and equipment (including capital advances)	—5,10.29	—3,83.79
Sale of property, plant and equipment	4,31.57	15.17
Increase in fixed deposits with banks	—17,83.01	—14,13.95
Interest received	6,02.97	3,53.19
Dividend received	0.08	0.04
Net Cash used in Investing Activities	B —12,58.70	—14,29.35
C. Cash Flow from Financing Activities:		
Finance costs paid	—6,09.07	—2,46.47
Dividend paid (including tax on dividend)	—44,17.24	—37,92.15
Proceeds from public deposits	6,54.44	2,16.20
Repayment of public deposits	—8,78.42	—1,10.15
Net Cash used in Financing Activities	C —52,50.30	—39,32.58
Net Increase/—Decrease in Cash and Cash Equivalents	A + B + C 4,14.00	6,95.51
Cash and cash equivalents at the commencement of the year (Note 10)	D 3,89.11	—3,06.39
Cash and cash equivalents as at the end of the year (Note 10)	E 8,03.12	3,89.11
Net Increase/—Decrease in Cash and Cash Equivalents	E - D 4,14.00	6,95.51

Cash and cash equivalents as at April 1, 2016, are net of Bank overdrafts of Rs. 577.97 Lakhs (refer note 18).

See accompanying notes 1 to 34 forming part of the financial statements.

Signatures to
Cash Flow Statement

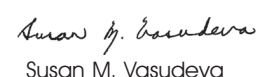

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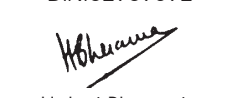

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Hutoxi Bhesania
Company Secretary

Mumbai: May 30, 2018

As per our report of even date
For KALYANIWALLA & MISTRY LLP
Chartered Accountants
Firm Registration No.: 104607W/W100166


Daraius Z. Fraser
Partner

Membership No.: 42454

Mumbai: May 30, 2018

NOTES FORMING PART OF THE FINANCIAL STATEMENTS

NOTE 1

Basis of Accounting, Preparation of Financial Statements and Accounting Policies

1.1 Corporate Information

Hawkins Cookers Limited (the "Company") is a public limited Company domiciled and incorporated in India having its registered office at F 101, Maker Tower, Cuffe Parade, Mumbai - 400 005. The Company's shares are listed since 1978 and traded on the BSE. The Company is engaged in the manufacture, trading and sale of kitchenware.

The financial statements of the Company for the year ended March 31, 2018, were approved by the Board of Directors and authorised for issue on May 30, 2018.

1.2 Basis of Preparation and Presentation

The financial statements of the Company have been prepared in accordance with the Indian Accounting Standards ("Ind AS") as notified by the Ministry of Corporate Affairs pursuant to Section 133 of the Companies Act, 2013 ("Act"), the Companies (Indian Accounting Standards) Rules, 2015, as amended, and other applicable provisions of the Act.

The financial statements of the Company for the year ended March 31, 2018, are the first financials prepared in compliance with Ind AS recognition and measurement principles and Ind AS 101, First Time Adoption of Indian Accounting Standards. The date of transition to Ind AS is April 1, 2016. The financial statements upto the year ended March 31, 2017, were prepared in accordance with the accounting standards notified under the Companies (Accounting Standards) Rules, 2006 (as amended), and other applicable provisions of the Act, considered as the "Previous GAAP". The financial statements for the year ended March 31, 2017, and opening Balance Sheet as at April 1, 2016, have been restated in accordance with the Ind AS recognition and measurement principles. Reconciliations and explanations of the effect of transition from previous GAAP to Ind AS on the Company's Equity, Total Comprehensive Income and Cash Flows are provided in Note 34(13).

The Balance Sheet, Statement of Profit and Loss and Statement of Changes in Equity have been prepared and presented in the format prescribed in the Division II of the Schedule III to the Companies Act, 2013. Statement of Cash Flows has been prepared and presented as per the requirements of Ind AS 7 Statement of Cash Flows. The disclosure requirements with respect to the items in the Balance Sheet and Statement of Profit and Loss Account are presented by way of notes forming part of financial statements.

The Company has considered a period of twelve months as the operating cycle for classification of assets and liabilities as current and non-current.

1.3 Basis of Measurement

These financial statements have been prepared based on accrual and going concern principles following the historical cost conventions except for those financial assets and liabilities that are measured at fair value.

1.4 Functional and Presentation Currency

These financial statements are presented in Indian Rupees, which is the Company's functional currency, being the currency of the primary economic environment in which the Company operates. All amounts have been rounded off to the nearest Lakhs, unless otherwise indicated. Certain figures apparently do not add up because of rounding off but are wholly accurate in themselves.

1.5 Key Estimates & Assumptions

In preparing these Ind AS compliant financial statements, the Management has made judgements, estimates and assumptions that affect the application of accounting policies and the reported amounts of assets, liabilities (including contingent liabilities), income and expenses. The Management believes that the estimates used in the preparation of the financial statements are prudent and reasonable and a continuous evaluation is done on the estimation and judgements based on historical experience and other factors.

Actual results may differ from these estimates. The areas involving critical estimates or judgements are as follows:

- a. Useful life and residual value of property, plant and equipment [refer accounting policy 1.8(a)].
- b. Impairment of property, plant and equipment [refer accounting policy 1.8(b)].
- c. Recognition and measurement of defined benefit obligations [refer Note 1.8(j)].
- d. Recognition of deferred tax assets [refer accounting policy 1.8(n)].
- e. Fair Value measurement of Financial Instruments [refer Note 1.6].
- f. Provisions and contingent liabilities [refer accounting policy 1.8(g)].
- g. Allowances for Inventory [refer accounting policy 1.8(c)].
- h. Allowances for doubtful debts [refer accounting policy 1.8(d)].

1.6 Measurement of Fair Values

The Company's accounting policies and disclosures require financial instruments to be measured at fair values. The Company has an established control framework with respect to the measurement of fair values. The Company uses valuation techniques that are appropriate in the circumstances and for which sufficient data is available to measure fair value maximising the use of relevant observable inputs and minimising the use of unobservable inputs.

Fair values are categorised into different levels in a fair value hierarchy based on the inputs used in the valuation techniques as follows:

Level 1: Quoted prices for identical instruments in an active market;

Level 2: Directly or indirectly observable market inputs, other than Level 1 inputs; and

Level 3: Inputs which are not based on observable market data.

If the inputs used to measure the fair value of an asset or liability fall into different levels of the fair value hierarchy, then the fair value measurement is categorised in its entirety in the same level of the fair value hierarchy of the lowest level input that is significant to the entire measurement.

The Company recognises transfers between levels of the fair value hierarchy at the end of the reporting period during which the change has occurred.

1.7 Standards issued but not yet effective

On March 28, 2018, the Ministry of Corporate Affairs (MCA) has notified the Companies (Indian Accounting Standards) Amendment Rules, 2018, containing Appendix B to Ind AS 21, foreign currency transactions and advance consideration and Ind AS 115, Revenue from Contract with Customers. The effective date for adoption of these standards is financial periods beginning on or after April 1, 2018. The Company is currently evaluating the effect of the above amendment.

1.8 Accounting Policies**a. Property, Plant and Equipment (PPE)****Recognition and Measurement**

PPE is recognised when it is probable that future economic benefits associated with the item will flow to the Company and the cost of the item can be measured reliably. PPE other than freehold land is stated at original cost including import duties, non-refundable purchase taxes and any directly attributable costs of bringing the asset to its working condition for its intended use, net of tax/duty credits availed, if any, after deducting rebates and trade discounts, less accumulated depreciation and accumulated impairment losses, if any. If significant parts of an item of PPE have different useful lives, then they are accounted for as separate items (major components) of PPE. Freehold land is carried at original and historical cost and not depreciated. PPE is derecognised from the financial statements either on disposal or when no economic benefits are expected from its use or disposal. Gains or losses arising from disposal are recognised in the Statement of Profit and Loss in the year of occurrence.

Self-generated PPE is capitalised at cost attributable to bringing the assets to a working condition for its intended use. PPE which are not ready for intended use as of the balance sheet date are disclosed as "Capital Work-in-Progress". Advances paid towards the acquisition of PPE outstanding at each reporting date are classified as capital advances under "Other Non Current Assets".

Subsequent Expenditure

Subsequent costs are included in the asset's carrying amount or recognised as a separate asset, as appropriate, only when it is probable that future economic benefits associated with the item will flow to the Company and the cost of the item can be measured reliably. All other repairs and maintenance are charged to the Statement of Profit and Loss during the period in which they are incurred.

Depreciation & Amortisation

Depreciation on PPE for the year has been provided on all assets on Straight Line Method, *pro rata* to the period of use, as per the useful lives prescribed in Schedule II to the Companies Act, 2013, except leasehold land which is amortised equally over the lease period. Assets costing less than Rs.5,000 are depreciated at 100% in the year of acquisition.

First Time Adoption of Ind AS

The Company has opted to measure all its PPE at the Previous GAAP carrying amounts as deemed cost on the date of transition to Ind AS.

b. Impairment of Non Financial Assets

The carrying value of assets or cash generating units at each balance sheet date is reviewed for impairment if any indication of impairment exists. If the carrying amount of the assets exceed the estimated recoverable amount, an impairment is recognised for such excess amount. The impairment loss is recognised as an expense in the Statement of Profit and Loss.

c. Inventories

Inventories are valued at the lower of cost and net realisable value (NRV). Raw Materials are valued at the lower of weighted average cost and NRV. Inventory other than Raw Materials namely Packing Material, Stores & Spares and Stock-in-Trade are valued at the lower of First-In, First-Out cost and NRV. Work-in-Progress and Finished Goods include costs of conversion and an appropriate share of production overheads based on normal production capacity. Cost of inventories include all costs of purchases and other related costs incurred in bringing the inventories to their present location and condition and excise duty, if applicable. Slow, non-moving, obsolete and defective inventories identified are duly provided for and valued at NRV.

d. Financial Instruments**Initial Recognition and Measurement of Financial Assets and Financial Liabilities**

The Company recognises a financial asset or a financial liability in its balance sheet when the Company becomes party to the contractual provisions of the financial instrument. All financial assets and financial liabilities are initially measured at fair value, except for trade receivables which are measured at their transaction price if the trade receivables do not contain a significant financing component. Transaction costs that are directly attributable to the acquisition or issue of financial assets and financial liabilities are added to or deducted from, as the case may be, the fair value of such assets or liabilities on initial recognition. Transaction costs directly attributable to the acquisition of financial assets or financial liabilities at fair value through profit or loss are recognised immediately in the Statement of Profit and Loss.

Subsequent Measurement of Financial Assets

Financial assets are subsequently measured at amortised cost as these are held within a business model whose objective is to hold the asset in order to collect contractual cash flows and the contractual terms of the financial asset give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding.

Derecognition of Financial Assets

The Company derecognises a financial asset when the contractual rights to the cash flows from the financial asset expire.

Impairment of Financial Assets

The Company recognises twelve month expected credit losses for the financial assets, except trade receivables, if at the reporting date the credit risk of the financial asset has not increased significantly since its initial recognition. The expected credit losses are measured as lifetime expected credit losses if at the reporting date the credit risk on financial asset increases significantly since its initial recognition. For trade receivables the Company applies a 'simplified approach' which requires expected lifetime losses to be recognised from initial recognition of the receivables. The Company uses historical default rates to determine impairment loss of trade receivables. At every reporting date these historical default rates are reviewed and changes in the forward looking estimates are analysed.

Subsequent Measurement of Financial Liabilities

Financial liabilities are subsequently measured at amortised cost using the effective interest rate (EIR) method.

Derecognition of Financial Liabilities

A financial liability is derecognised when the obligation specified in the contract is discharged, cancelled or expires.

e. Cash and Cash Equivalents

Cash and cash equivalents include cash-in-hand, cash-at-bank in Current Accounts and Term Deposits with the banks with original maturity less than three months which are readily convertible into cash and which are subject to insignificant risk of change in value. For the purpose of the Statement of Cash Flows, cash and cash equivalents consist of cash and short-term deposits, as defined above, net of outstanding bank overdrafts as they are considered an integral part of the Company's cash management.

f. Share Capital

Ordinary shares are classified as equity. Incremental costs directly attributable to issuance of new ordinary shares are recognised as a deduction from equity, net of any tax effects.

g. Provisions and Contingent Liabilities

Provisions are recognised when the Company has a present obligation (legal or constructive) as a result of a past event and it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and a reliable estimate can be made of the amount of the obligation. Provisions are measured at the best estimate of the expenditure required to settle the present obligation at the Balance Sheet date. If the effect of the time value of money is material, provisions are determined by discounting the expected future cash flows specific to the liability, using a current pre-tax rate that reflects the current market assessment of the time value of money and risks specific to the obligation. The unwinding of the discount is recognised as finance cost.

Contingent liabilities are disclosed in the notes to the financial statements when there is a possible obligation arising from past events, the existence of which will be confirmed only by the occurrence or non-occurrence of one or more uncertain future events not wholly within the control of the Company or a present obligation that arises from past events where it is either not probable that an outflow of resources will be required to settle the obligation or a reliable estimate of the amount cannot be made.

Provisions and Contingent Liabilities are reviewed at each Balance Sheet date and adjusted to reflect the current best estimates.

h. Leases

Assets taken on lease under which all the risks and rewards of ownership are effectively retained by the lessor are classified as operating leases. Lease payments under operating leases are recognised as expenses in the Statement of Profit and Loss on accrual basis on a straight line basis in accordance with the respective lease agreements.

Leases are classified as finance leases whenever the terms of the lease transfer substantially all the risks and rewards incidental to ownership to the lessee.

i. Revenue Recognition

Revenue from the sale of goods is recognised when all the significant risks and rewards of ownership in the goods are transferred to the buyer as per the terms of the contract, which generally coincides with the dispatch of goods to the customers or delivery of the goods to the transporter, there is no continuing managerial involvement to a degree usually associated with ownership of the goods and the amount of revenue can be measured reliably, the Company retains no effective control of the goods sold and it is probable that the economic benefits associated with the transaction will flow to the Company and also the cost associated with the transaction can be measured reliably.

Revenue is measured at the fair value of the consideration received or receivable after deduction of trade discounts, volume rebates and taxes and duties collected on behalf of the government which are levied on sales such as Goods and Service Tax, Value Added Tax etc. and inclusive of excise duty.

Interest income is recognized on accrual basis using the EIR method.

Dividend income on investments is recognised when the right to receive dividend is established, it is probable that the economic benefits associated with the dividend will flow to the Company and the amount of dividend can be measured reliably.

Duty benefits against exports are accounted for on accrual basis, when the right to receive them as per the terms of the entitlement is established in respect of the exports made.

j. Employee Benefits

Post Employment Benefits

Defined Contribution Plan:

Contributions to the Provident Fund, Superannuation Fund, Deposit-linked and Employee State Insurance are charged to the Statement of Profit and Loss as incurred.

Defined Benefit Plan:

Liability towards Gratuity Fund is determined by an independent actuary, using the Projected Unit Credit Method. Obligation is measured at the present value of estimated future cash flows using a discount rate that is determined by reference to the market yields as at the Balance Sheet date on Government Bonds where the currency and terms of the Government Bonds are consistent with the currency and estimated terms of the defined benefit obligation.

Provident Fund:

The Company's Provident Fund operates under exemption granted under Section 17(1)(a) of the Employees' Provident Funds and Miscellaneous Provisions Act, 1952. Conditions for the exemption stipulate that the employer shall make good deficiency, if any, in the rate of return declared by the Trust as compared to the interest rate declared by EPFO.

Remeasurement, comprising actuarial gains and losses, the return on plan assets (excluding amounts included in net interest on the net defined benefit liability or asset) and any change in the effect of asset ceiling (wherever applicable) is recognised in other comprehensive income and is reflected in retained earnings and the same is not eligible to be reclassified to profit or loss subsequently. Defined benefit employee costs comprising current service cost, past service cost and gains or losses on settlements are recognised in the Statement of Profit and Loss as employee benefits expense.

When the benefits of a plan have changed or when a plan is curtailed, the resulting change in benefit that relates to past service or the gain or loss on curtailment is recognised immediately in the Statement of Profit and Loss. The Company recognises gains or losses on the settlement of a defined benefit plan when the settlement occurs.

In case of funded plans, the fair value of the plan assets is reduced from the gross obligation under the defined benefit plans to recognise the obligation on a net basis.

Long Term Employee Benefits

The Company's net obligation in respect of long term employee benefits being long term compensated absences is the amount of future benefits that employees have earned in return for their service in the current and prior periods. The liability is determined by an independent actuary, using the Projected Unit Credit Method. Actuarial gains and losses are recognised immediately as income or expense in the Statement of Profit and Loss. Obligation is measured at the present value of estimated future cash flows using a discount rate that is determined by reference to the market yields at the Balance Sheet date on Government Bonds where the currency and terms of the Government Bonds are consistent with the currency and estimated terms of the defined benefit obligation.

k. Research and Development Expenditure

Revenue expenditure on research and development is charged under the respective heads of accounts in the Statement of Profit and Loss in the year in which it is incurred. Capital expenditure on research and development is included as part of the relevant Fixed Assets.

l. Borrowing Costs

Borrowing costs consist of interest and other costs that an entity incurs in connection with the borrowing of funds and is measured with reference to the EIR applicable to the respective borrowings. Interest and other borrowing costs attributable to qualifying assets are capitalised. Borrowing costs are expensed in the period in which they occur.

m. Foreign Currency Translations and Transactions

Foreign currency transactions are translated into the functional currency using the exchange rates on the dates of the transactions. Foreign exchange gain and loss arising from the settlement of these transactions, and from the translation of monetary assets and liabilities at the reporting date exchange rates are recognised in the Statement of Profit and Loss. Non-monetary items that are measured based on historical cost in a foreign currency are translated at the exchange rate on the date of the transaction. The Company has not entered into any foreign exchange forward contracts during the year.

n. Taxes on Income

Income tax expense/income comprises of current income tax expense/income and deferred tax expense/income. It is recognised in the Statement of Profit and Loss except to the extent it relates to the items directly recognised in Other Comprehensive Income or in Equity.

Current tax is the expected income tax payable/(recoverable) in respect of the taxable profit/(tax loss) for the year and any adjustment to the tax payable or receivable in respect of previous years. It is measured using the tax rates and tax laws that have been enacted or substantively enacted by the end of the reporting period.

Deferred tax is recognised in respect of temporary differences between the carrying values of assets and liabilities for financial reporting purposes and the amount used for tax purposes.

A deferred tax liability/asset is recognised based on the expected manner of realisation or settlement of the carrying amount of assets and liabilities, using tax rates enacted, or substantively enacted, by the end of the reporting period. Deferred tax assets are recognised only to the extent that it is probable that future taxable profits will be available against which the asset can be utilised. Deferred tax assets are reviewed at each reporting date and reduced to the extent that it is no longer probable that the related tax benefit will be realised.

Current tax assets and current tax liabilities are offset when there is a legally enforceable right to set off the recognised amounts and there is an intention to settle the asset and the liability on a net basis or to realise the asset and settle the liability simultaneously. Deferred tax assets and deferred tax liabilities are offset when there is a legally enforceable right to set off current tax assets against current tax liabilities and the deferred tax assets and the deferred tax liabilities relate to income taxes levied by the same taxation authority.

o. Earnings Per Share

Basic earnings per share is calculated by dividing profit or loss attributable to ordinary equity holders by the weighted average number of ordinary shares outstanding during the year. For the purpose of calculating diluted earnings per share, the net profit or loss for the period attributable to equity shareholders and the weighted average number of shares outstanding during the period are adjusted for the effect of all dilutive potential equity shares.

p. Segment Information

Operating segments are reported in a manner consistent with the internal reporting provided to the Chief Operating Decision Maker (CODM). The CODM has identified a single reporting segment namely manufacturing, trading and sale of Kitchenware.

NOTE 2
Property, Plant & Equipment and Capital Work-in-Progress

(Figures in Rs. Lakhs)	GROSS BLOCK			DEPRECIATION			NET BLOCK		
	As at April 1, 2017	Additions	Disposals	As at March 31, 2018	As at April 1, 2017	Depreciation/ Amortization	Disposals	As at March 31, 2018	As at March 31, 2017
Property, Plant and Equipment									
Land Leasehold	1.93 (1.93)	NIL (NIL)	NIL (NIL)	1.93 (1.93)	0.03 (NIL)	0.03 (0.03)	NIL (NIL)	0.06 (0.03)	1.87 1.90
Land Freehold	2.00 (2.00)	NIL (NIL)	NIL (NIL)	2.00 (2.00)	NIL (NIL)	NIL (NIL)	NIL (NIL)	NIL (NIL)	2.00 2.00
Buildings*	3,86.75 (3,70.78)	18.22 (15.97)	0.75 (NIL)	4,04.22 (3,86.75)	17.19 (NIL)	17.62 (17.19)	0.08 (NIL)	34.73 (17.19)	3,69.49 3,69.56
Plant & Equipment	18,86.38 (16,23.75)	3,62.41 (2,73.22)	10.97 (10.59)	22,37.82 (18,86.38)	2,67.98 (NIL)	2,84.50 (2,69.45)	2.28 (1.47)	5,50.20 (2,67.98)	16,87.62 16,18.40
Furniture & Fixtures	31.98 (28.72)	7.88 (3.26)	1.60 (NIL)	38.26 (31.98)	3.02 (NIL)	3.60 (3.02)	0.23 (NIL)	6.39 (3.02)	28.96 28.96
Vehicles	86.82 (88.84)	73.47 (NIL)	10.71 (2.02)	1,49.58 (86.82)	16.64 (NIL)	18.40 (17.04)	4.61 (0.40)	30.43 (16.64)	70.18 70.18
Office Equipment	1,24.53 (79.02)	54.36 (55.17)	0.81 (9.66)	1,78.08 (1,24.53)	32.24 (NIL)	41.43 (39.80)	0.29 (7.56)	73.38 (32.24)	92.29 92.29
TOTAL	25,20.39 (21,95.04)	5,16.34 (3,47.62)	24.84 (22.27)	30,11.89 (25,20.39)	3,37.10 (NIL)	3,65.58 (3,46.53)	7.49 (9.43)	6,95.19 (3,37.10)	21,83.29 21,83.29
Capital Work-in-Progress								1,04.55	1,17.23

* Include shares in Co-operative Societies.

Previous year's figures are given in brackets.

NOTE 3

	As at March 31, 2018 Rs. Lakhs	As at March 31, 2017 Rs. Lakhs	As at April 1, 2016 Rs. Lakhs
Non-Current Investments			
Investments in equity instruments (at fair value through profit or loss):			
Unquoted and Non-Trade			
Shares in Saraswat Co-op. Bank Ltd. (2,500 Shares of Rs. 10 each fully paid up)	<u>0.25</u>	<u>0.25</u>	<u>0.25</u>

NOTE 4

	As at March 31, 2018 Rs. Lakhs	As at March 31, 2017 Rs. Lakhs	As at April 1, 2016 Rs. Lakhs
Other Non-Current Financial Assets (Unsecured and considered good)			
Security Deposits	<u>1,10.60</u>	<u>1,07.93</u>	<u>1,08.41</u>

NOTE 5

	As at March 31, 2018 Rs. Lakhs	As at March 31, 2017 Rs. Lakhs	As at April 1, 2016 Rs. Lakhs
Non-Current Tax Assets (net)			
Excess taxation payments	<u>14.75</u>	<u>3,37.35</u>	<u>4,81.52</u>

NOTE 6

	As at March 31, 2018 Rs. Lakhs Rs. Lakhs		As at March 31, 2017 Rs. Lakhs Rs. Lakhs		As at April 1, 2016 Rs. Lakhs Rs. Lakhs	
Deferred Tax Assets (net)						
Deferred Tax Assets						
On employee separation and retirement	3,67.71		3,24.50		2,01.81	
On provision for debts considered uncertain of recovery	1.21		1.23		1.23	
On other timing differences	<u>42.50</u>	<u>4,11.42</u>	<u>52.87</u>	<u>3,78.61</u>	<u>47.45</u>	<u>2,50.49</u>
Less: Deferred Tax Liabilities						
Difference between book balance and tax balance of fixed asset		<u>2,69.33</u>		<u>2,40.43</u>		<u>2,48.38</u>
Deferred Tax Asset (net)		<u>1,42.08</u>		<u>1,38.18</u>		<u>2.12</u>

NOTE 7

	As at March 31, 2018 Rs. Lakhs Rs. Lakhs		As at March 31, 2017 Rs. Lakhs Rs. Lakhs		As at April 1, 2016 Rs. Lakhs Rs. Lakhs	
Other Non-Current Assets						
Capital advances	52.60		45.97		13.89	
Deposits	2,67.45		2,54.59		1,88.76	
Others	<u>2.69</u>	<u>3,22.74</u>	<u>0.81</u>	<u>3,01.37</u>	<u>1.24</u>	<u>2,03.89</u>

NOTES FORMING PART OF THE FINANCIAL STATEMENTS (continued)

NOTE 8

Inventories (at lower of cost and net realisable value)	As at March 31, 2018		As at March 31, 2017		As at April 1, 2016	
	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs
Raw Materials:						
Aluminium	12,20.98		12,46.50		10,69.46	
Others	7,47.38	19,68.36	7,13.96	19,60.46	8,01.31	18,70.77
Work-in-Progress:						
Pressure Cookers	19,61.97		16,37.18		20,38.32	
Others	75.63	20,37.61	1.95	16,39.13	2.00	20,40.32
Finished Goods:						
Pressure Cookers	14,36.98		33,68.76		29,54.10	
Others	1,34.91	15,71.89	1,59.81	35,28.57	2,34.12	31,88.22
Stock-in-Trade		8,39.14		8,98.25		9,63.18
Stores & Spares		90.03		84.77		92.36
Packing Materials		1,85.45		1,64.22		1,67.71
		66,92.48		82,75.41		83,22.57

Note: Inventories are hypothecated against fund and non fund facilities sanctioned by the banks.

NOTE 9

Trade Receivables (Unsecured)	As at March 31, 2018		As at March 31, 2017		As at April 1, 2016	
	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs
Considered good	47,14.27		46,34.70		45,08.84	
Considered uncertain of recovery	0.86		0.96		0.96	
	47,15.13		46,35.66		45,09.80	
Less: Allowance for bad and doubtful debts	0.86	47,14.27	0.96	46,34.70	0.96	45,08.84

Note: Trade receivables are hypothecated against fund and non fund facilities sanctioned by the banks.

NOTE 10

Cash and Cash Equivalents	As at March 31, 2018		As at March 31, 2017		As at April 1, 2016	
	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs
Balances with banks - on current accounts	5,03.81		3,88.51		2,69.84	
Balances with banks - on deposit accounts	2,99.00		NIL		NIL	
Cash on hand	0.31	8,03.12	0.61	3,89.11	1.74	2,71.57

NOTE 11

Other bank balances	As at March 31, 2018		As at March 31, 2017		As at April 1, 2016	
	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs
Balances with banks - on deposit accounts		71,98.05		56,52.05		44,54.02
Earmarked balances with banks						
For unpaid dividends	2,77.31		2,39.55		2,13.12	
For public deposits	2,98.00		1,99.00		9.51	
Margin money deposits	1,36.68	7,11.99	36.42	4,74.97	36.42	2,59.05
		79,10.04		61,27.02		47,13.07

NOTE 12

Other Current Financial Assets (Unsecured and considered good)	As at March 31, 2018		As at March 31, 2017		As at April 1, 2016	
	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs
Interest receivable	2,03.28		1,52.62		1,20.31	
Export benefits receivable	8.64		22.97		39.71	
Other receivables	24.56	2,36.48	26.99	2,02.57	26.36	1,86.38

NOTE 13

Other Current Assets (Unsecured and considered good)	As at March 31, 2018		As at March 31, 2017		As at April 1, 2016	
	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs
Cenvat/Service tax/VAT/GST etc. recoverable	6,06.22		2,39.36		2,52.35	
Prepaid expenses	59.34		76.20		47.38	
Other advances	5,18.66	11,84.22	4,14.89	7,30.46	2,73.73	5,73.47

NOTE 14

Equity Share Capital	As at March 31, 2018		As at March 31, 2017		As at April 1, 2016	
	Rs. Lakhs		Rs. Lakhs		Rs. Lakhs	
AUTHORISED						
1,00,00,000 (March 31, 2017: 1,00,00,000, April 1, 2016: 1,00,00,000) Equity Shares of Rs. 10 each		10,00.00		10,00.00		10,00.00
ISSUED, SUBSCRIBED AND PAID UP						
52,87,815 (March 31, 2017: 52,87,815, April 1, 2016: 52,87,815) Equity Shares of Rs. 10 each, fully paid up. No change in the current year and previous year.		5,28.78		5,28.78		5,28.78

The Company has one class of Equity Shares having a par value of Rs. 10 per share. Each shareholder is eligible for one vote per share held. The dividend proposed by the Board of Directors is subject to the approval of the shareholders in the ensuing Annual General Meeting, except in case of interim dividend. In the event of liquidation, the equity shareholders are eligible to receive the remaining assets of the Company after distribution of all preferential amounts, in proportion to their shareholding.

Shareholders holding more than 5 percent Equity Shares

- Mr. Brahm Vasudeva: 18,28,732 (34.58%) [March 31, 2017: 18,29,032 (34.59%), April 1, 2016: 18,29,632 (34.60%)] Equity Shares
- Mr. Neil Vasudeva: 3,80,032 (7.19%) [March 31, 2017: 3,80,032 (7.19%), April 1, 2016: 3,80,032 (7.19%)] Equity Shares
- Mr. Nikhil Vasudeva: 3,80,032 (7.19%) [March 31, 2017: 3,80,032 (7.19%), April 1, 2016: 3,80,032 (7.19%)] Equity Shares

NOTES FORMING PART OF THE FINANCIAL STATEMENTS (continued)

NOTE 15

Other Equity	As at March 31, 2018		As at March 31, 2017		As at April 1, 2016	
	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs
A. Summary of Other Equity						
Securities Premium Reserve	2,49.25		2,49.25		2,49.25	
General Reserve	43,52.09		41,52.09		40,52.09	
Retained Earnings	58,51.95	104,53.28	57,37.55	101,38.88	50,95.30	93,96.63
B. Nature and purpose of reserves						
1. Securities Premium Reserve: The amount received in excess of face value of the equity shares is recognised in Securities Premium Reserve.						
2. General Reserve: The Company had transferred a portion of the Net Profit of the Company 'before declaring dividend' to General Reserve pursuant to the then applicable provisions of the Companies Act, 1956. A similar practice is continued even though it is not mandatory under the Companies Act, 2013.						
3. Retained Earnings: Retained earnings are the profits that the Company has earned till date, less any transfers to General Reserve, Dividends or other distributions paid to shareholders.						

NOTE 16

Long Term Borrowings (Unsecured)	As at March 31, 2018		As at March 31, 2017		As at April 1, 2016	
	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs
Fixed Deposits:						
From Related Parties	3,05.00		95.00		2,50.00	
From Others	10,77.42	13,82.42	7,92.41	8,87.41	16,59.96	19,09.96

Note: Tenure of long term fixed deposits ranges from 1 year to 3 years and interest rate ranges from 10.25% to 11.75%.

NOTE 17

Long Term Provisions	As at March 31, 2018		As at March 31, 2017		As at April 1, 2016	
	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs
Provision for employee benefits (Compensated Absences)		4,32.27		4,10.69		2,87.51

NOTE 18

Short Term Borrowings	As at March 31, 2018		As at March 31, 2017		As at April 1, 2016	
	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs
Bank Overdraft (Secured)		NIL		NIL		5,77.97
Fixed Deposits (Unsecured)						
From Related Parties	3,77.63		5,72.63		5,44.63	
From Others	46.75	4,24.38	50.95	6,23.58	1,06.43	6,51.06
		4,24.38		6,23.58		12,29.03

NOTE 19

Trade Payables	As at March 31, 2018		As at March 31, 2017		As at April 1, 2016	
	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs
Micro enterprises and small enterprises (refer Notes 19.1 & 19.2 below)	2,16.88		2,75.60		37.07	
Other than micro enterprises and small enterprises	49,95.93	52,12.81	36,51.09	39,26.70	34,10.08	34,47.15

Notes

19.1. Dues to micro and small enterprises

a. Principal and interest amount remaining unpaid	NIL		NIL		NIL	
b. Interest paid by the Company in terms of Section 16 of the Micro, Small and Medium Enterprises Development Act, 2006, along with the amount of the payment made to the supplier beyond the appointed day during the year	NIL			NIL		NIL
c. Interest due and payable for the period of delay in making payment (which have been paid but beyond the appointed day during the period) but without adding interest specified under the Micro, Small and Medium Enterprises Development Act, 2006	NIL			NIL		NIL
d. Interest accrued and remaining unpaid at the end of the year	NIL			NIL		NIL
e. Interest remaining due and payable even in succeeding years, until such date when the interest dues as above are actually paid to the small enterprises	NIL			NIL		NIL

19.2. The identification of vendors as a "Supplier" under the Micro, Small and Medium Enterprises Development Act, 2006, has been done on the basis of the information to the extent provided by the vendors to the Company. This has been relied upon by the auditors.

NOTE 20

Other Current Financial Liabilities	As at March 31, 2018		As at March 31, 2017		As at April 1, 2016	
	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs
Current maturities of long term debt						
Fixed Deposits:						
From Related Parties	10.00		2,40.00		50.00	
From Others	6,92.41	7,02.41	9,82.20	12,22.20	16.12	66.12
Interest accrued but not due on borrowings		1,74.79		3,69.47		1,87.57
Unclaimed Dividends (refer note below)		2,77.31		2,39.55		2,13.12
Other payables:						
Employee Benefits	17,19.07		17,68.20		15,86.18	
Gratuity Liability	4,86.17		4,49.43		2,15.57	
Trade and Security Deposits	3,39.02	25,44.27	3,23.43	25,41.06	3,03.43	21,05.18
		36,98.78		43,72.28		25,71.99

Note: All amounts due to be transferred to Investor Education and Protection Fund have been duly transferred by the Company.

NOTES FORMING PART OF THE FINANCIAL STATEMENTS (continued)

NOTE 21

	As at March 31, 2018		As at March 31, 2017		As at April 1, 2016	
Other Current Liabilities	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs
Provision for schemes and discounts to dealers	13,86.80		11,26.98		10,99.52	
Statutory dues	3,30.01		7,52.07		6,03.06	
Advance payments from customers	5,03.68	22,20.50	5,11.99	23,91.04	3,83.71	20,86.29

NOTE 22

	As at March 31, 2018	As at March 31, 2017	As at April 1, 2016
Provisions - Current	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs
Provision for employee benefits (Compensated Absences)	1,33.84	1,21.93	80.02

NOTE 23

	As at March 31, 2018	As at March 31, 2017	As at April 1, 2016
Current Tax Liabilities (net)	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs
Provision for Tax	65.21	1,43.57	1,42.90

NOTE 24

	For the year ended March 31, 2018		For the year ended March 31, 2017	
Revenue from Operations	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs
Sale of Products		549,82.30		532,15.70
Other operating revenues:				
Sale of Scrap	4,06.65		5,10.49	
Export Benefits, Incentives etc.	2,72.29	6,78.94	2,56.69	7,67.18
		556,61.24		539,82.88

NOTE 25

	For the year ended March 31, 2018		For the year ended March 31, 2017	
Other Income	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs
Interest Income	6,53.63		3,85.50	
Dividend Income	0.08		0.04	
Other Non Operating Income	4,55.17	11,08.87	62.32	4,47.86

NOTE 26

	For the year ended March 31, 2018		For the year ended March 31, 2017	
Cost of Materials Consumed	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs
Aluminium	97,69.82		89,02.58	
Packaging	27,13.31		25,40.57	
Others	58,84.08	183,67.21	48,97.29	163,40.44

NOTE 27

Changes in Inventories of Finished Goods, Stock-in-Trade and Work-in-Progress	For the year ended March 31, 2018		For the year ended March 31, 2017	
	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs
Opening Stock				
Work-in-Progress	16,39.13		20,40.32	
Finished Goods	35,28.57		31,88.22	
Stock-in-Trade	8,98.25	60,65.95	9,63.18	61,91.72
Closing Stock				
Work-in-Progress	20,37.61		16,39.13	
Finished Goods	15,71.89		35,28.57	
Stock-in-Trade	8,39.14	44,48.63	8,98.25	60,65.95
Change		16,17.32		1,25.77

NOTE 28

Employee Benefits Expense	For the year ended March 31, 2018		For the year ended March 31, 2017	
	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs
Salaries, Wages and Bonus	67,27.12		64,03.00	
Contribution to Provident Fund and Other Funds	5,89.32		5,80.33	
Staff Welfare Expenses	2,92.22	76,08.66	2,76.11	72,59.45

NOTE 29

Finance Costs	For the year ended March 31, 2018		For the year ended March 31, 2017	
	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs
Interest Expense	4,08.30		4,22.05	
Other Borrowing costs	6.10	4,14.39	6.32	4,28.37

NOTE 30

Other Expenses	For the year ended March 31, 2018		For the year ended March 31, 2017	
	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs
Packing and Forwarding Charges	38,57.66		35,01.19	
Sub-contracting	36,40.31		36,73.71	
Advertising	26,07.94		26,61.01	
Power and Fuel	8,44.67		8,71.25	
Commission	6,19.33		4,81.40	
Repairs and Maintenance - Buildings	3,82.25		2,82.02	
Consumption of Stores, Spares and Tools	3,31.01		3,77.63	
Repairs and Maintenance - Plant and Machinery	2,98.17		2,79.58	
Dealer Conference expenses	2,06.00		8,58.88	
Rent	1,19.35		1,05.99	
Rates and Taxes	71.87		124.08	
Insurance	18.61		18.31	
CSR Expenses	2.07		0.86	
Miscellaneous Expenses	15,45.01	145,44.25	13,38.51	145,74.43

NOTE 31

Income Tax	For the year ended March 31, 2018		For the year ended March 31, 2017	
	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs
a. Components of Income Tax Expense				
Tax expense recognised in the Statement of Profit and Loss				
Current Tax				
Current tax for current year	24,70.00		23,85.00	
Prior Years' tax adjustments	<u>—5.66</u>	24,64.34	<u>9.99</u>	23,94.99
Deferred tax [Refer note 31(b)]		<u>48.98</u>		<u>—40.09</u>
		25,13.33		23,54.91
Tax expense recognised in Other Comprehensive Income				
Deferred tax on actuarial loss on defined benefit plans		<u>—52.89</u>		<u>—95.98</u>
		<u>24,60.44</u>		<u>22,58.93</u>
b. Reconciliation of Deferred Tax Assets/Liabilities (net)				
Opening balance of Deferred Tax Assets (net)		1,38.18		2.12
Credit/—Debit in the Statement of Profit and Loss during the year:				
Deferred Tax Assets:				
On employee separation and retirement	<u>—9.68</u>		26.72	
On provision for debts considered uncertain of recovery	<u>—0.02</u>		NIL	
On other timing differences	<u>—10.37</u>		5.42	
Deferred Tax Liabilities:				
Difference between book balance and tax balance of fixed asset	<u>—28.91</u>		<u>7.95</u>	
Total Credit/—Debit in the Statement of Profit and Loss		<u>—48.98</u>		40.09
Credit/—Debit in Other Comprehensive Income during the year:				
Deferred Tax Assets:				
On employee separation and retirement		<u>52.89</u>		<u>95.98</u>
Closing balance of Deferred Tax Assets (net)		<u>1,42.08</u>		<u>1,38.18</u>
c. Reconciliation of Effective Tax Rate				
Profit before tax		73,81.19		70,97.10
Corporate tax rate as per the Income Tax Act, 1961		34.61%		34.61%
Tax on Accounting Profit		25,54.48		24,56.16
Difference due to:				
Weighted average deduction on R&D expenses	<u>—63.97</u>		<u>—1,45.54</u>	
Prior year tax expenses	<u>—5.66</u>		<u>9.99</u>	
Tax effect due to timing difference of other items	<u>—47.97</u>		<u>30.87</u>	
Expenses not deductible for income tax purposes	<u>0.75</u>		<u>0.36</u>	
Others	<u>26.71</u>	<u>—90.14</u>	<u>43.15</u>	<u>—61.17</u>
Total tax expense recognised during the year		<u>24,64.34</u>		<u>23,94.99</u>

NOTE 32

		For the year ended March 31, 2018 Rs. Lakhs	For the year ended March 31, 2017 Rs. Lakhs
Earnings Per Share			
Profit after taxation attributable to equity shareholders	(a)	48,67.86	47,42.19
Weighted average number of Ordinary Shares outstanding	(b)	52,87,815	52,87,815
Earnings per share (face value Rs. 10)			
– Basic and Diluted - (in Rupees)	(a)/(b)	92.06	89.68

NOTE 33

		For the year ended March 31, 2018 Rs. Lakhs	For the year ended March 31, 2017 Rs. Lakhs
Auditors' Remuneration (excluding Service Tax/Goods and Service Tax)			
Audit Fees		23.70	25.75
Fees for other services		9.25	9.50
Reimbursement of out-of-pocket expenses		NIL	NIL

NOTE 34

Other Notes Forming Part of the Financial Statements

- The Board has recommended a dividend of Rs. 70 per equity share of paid-up and face value of Rs. 10 each (previous year Rs. 70 per equity share of paid-up and face value of Rs. 10 each) which, if approved by the shareholders, shall amount to Rs. 37,01.47 Lakhs (previous year Rs. 37,01.47 Lakhs). As required by Ind AS 10, the dividend proposed by the Board but not yet declared by the Company has not been deducted from the reserves and surplus in the year ended March 31, 2018.
- Contingent Liabilities and Capital Commitments**
 - Claims against the Company not acknowledged as debts are Rs. 18,37.32 Lakhs [(March 31, 2017: Rs. 18,38.54 Lakhs), (April 1, 2016: Rs. 17,95.14 Lakhs)]. These comprise:
 - Excise Duty, V.A.T./Sales Tax and other claims disputed by the Company relating to issues of applicability, classification etc. aggregating to Rs. 18,36.66 Lakhs [(March 31, 2017: Rs. 18,36.96 Lakhs), (April 1, 2016: Rs. 17,93.42 Lakhs)].
 - Income Tax claims disputed by the Company relating to allowability of certain expenses, payment of taxes deducted at source etc. aggregating to Rs. 0.66 Lakhs [(March 31, 2017: Rs. 1.58 Lakhs), (April 1, 2016: Rs. 1.72 Lakhs)].
 - Estimated amount of contracts remaining to be executed on capital account not provided for is Rs. 1,02.78 Lakhs [(March 31, 2017: Rs. 13.60 Lakhs), (April 1, 2016: Rs. 19.68 Lakhs)].
- Segment Information**

The Company operates in a single segment, manufacture, trading and sale of Kitchenware.

The revenues from customers attributed to the Company's country of domicile amount to Rs. 515,05.90 Lakhs (previous year: Rs. 498,20.59 Lakhs) and revenues attributed to all foreign countries amount to Rs. 34,76.40 Lakhs (previous year: Rs. 33,95.11 Lakhs).

During the year one customer (previous year: one customer) of the Company contributed to more than 10% of the total revenues amounting to Rs. 56,78.27 Lakhs (previous year: Rs. 74,87.81 Lakhs).
- Corporate Social Responsibility Expenditure**

The Company has incurred revenue expenses of Rs. 2.07 Lakhs (previous year revenue expenses: Rs. 0.86 Lakhs) towards CSR activities, of which Rs. 2.00 Lakhs (previous year: NIL) are yet to be paid. The required CSR expenditure of the Company is Rs. 1,17.15 Lakhs (previous year: Rs. 1,09.71 Lakhs).
- The possession of 20 acres of land has been given to the Company by the Government of Punjab, as per the agreement, the conveyance of which has yet to be finalised.

NOTE 34 (continued)

6. Foreign Exchange Translations

The net gain on foreign exchange translations credited to the Statement of Profit and Loss is Rs. 15.26 Lakhs (previous year: gain credited Rs. 24.82 Lakhs).

7. Research and Development Costs

Research and Development costs debited to the Statement of Profit and Loss is Rs. 3,67.60 Lakhs (previous year: Rs. 3,91.87 Lakhs). Research and Development expenditure of capital nature is Rs. 2.06 Lakhs (previous year: Rs. 14.33 Lakhs).

8. Financial Instruments – Fair Values and Risk Management
(a) Accounting Classifications and Fair Values

Carrying amounts and fair values of financial assets and financial liabilities, including their levels in the fair value hierarchy, are presented below. It does not include the fair value information for financial assets and financial liabilities not measured at fair value if the carrying amount is a reasonable approximation of fair value.

Rs. Lakhs

	Carrying Values/Fair Values				Fair value Hierarchy			
	Fair Value through Profit and Loss	Fair Value through OCI	Amortised Cost	Total	Level 1	Level 2	Level 3	Total
March 31, 2018								
Non-Current Investments	0.25	NIL	NIL	0.25	NIL	NIL	0.25	0.25
March 31, 2017								
Non-Current Investments	0.25	NIL	NIL	0.25	NIL	NIL	0.25	0.25
April 1, 2016								
Non-Current Investments	0.25	NIL	NIL	0.25	NIL	NIL	0.25	0.25

Note: Other Non-current Financial Assets (being Security deposits) and Current Financial Assets (being Trade receivables, Cash and cash equivalents, Other bank balances and Other financial assets) are all valued at amortised cost since the business model of the Company is to hold the assets in order to collect contractual cash flows. All Non-current financial liabilities (being Borrowings) and Current Financial Liabilities (being Borrowings, Trade Payables and Other Financial Liabilities) are valued at amortised cost.

(b) Measurement of Fair Values

The fair values of financial instruments have been classified into three categories depending on the inputs used in the valuation technique. The hierarchy gives the highest priority to quoted prices in active markets for identical assets or liabilities (Level 1 measurements) and lowest priority to unobservable inputs (Level 3 measurements).

Fair Value Hierarchy

Level 1: Quoted prices for identical instruments in an active market;

Level 2: Directly or indirectly observable market inputs, other than Level 1 inputs; and

Level 3: Inputs which are not based on observable market data.

9. Financial Risk Management

The Company's business activities are exposed to a variety of financial risks, namely Market Risk, Credit Risk and Liquidity Risk. The Company has a well established Risk Management Policy which has been duly approved by the Board of Directors. The Risk Management Policy has been established to identify and analyse the risks faced by the Company as well as controls for mitigation of those risks. A periodical review of the changes in market conditions is also carried out to assess the impact of such changes on the Company and to revise the policies, if required.

(a) Management of Credit Risk

Credit risk refers to the risk that one party to a financial instrument will cause a financial loss for the other party by failing to discharge an obligation. The Company is primarily exposed to credit risk from its trade receivables and investments in the form of term deposits with banks.

The Company's credit risk exposure towards trade receivables is very low as majority of its sales is on advance payment basis. Customer credit period ranges from 30 days to 60 days. Credit can be extended only to those customers who have been approved by the Company only upto a predefined approved credit limit. The Credit limit is decided after assessing the credit worthiness of the customers based on the past trends and as per the established policies and procedures of the Company. The Company's customer base is widely distributed and the Company does not have concentration of credit risk in the hands of a few customers. Outstanding customer receivables are regularly monitored by the Company to ensure proper attention and focus on realisation. The historical experience of credit risk in collecting receivables is very low. Trade receivables are considered to be a single class of financial assets.

NOTE 34 (continued)

The Company invests surplus funds in fixed interest bearing term deposits with the nationalised banks.

The Company's maximum exposure towards the credit risk is the carrying value of each class of financial assets amounting to Rs. 137,74.75 Lakhs, Rs. 114,61.58 Lakhs and Rs. 97,88.52 Lakhs as at March 31, 2018, March 31, 2017 and April 1, 2016, respectively, being the carrying amount of current account balances with the scheduled banks, term deposits with scheduled banks, trade receivables and other financial assets.

(b) Management of Liquidity Risk

The liquidity risk is the risk that the Company will encounter difficulty in meeting obligations associated with the financial liabilities that are settled by delivering cash or other financial assets. Management of liquidity risk ensures that it has sufficient funds to meet its liabilities when due without incurring unacceptable losses.

The Company manages liquidity risk by maintaining sufficient cash and cash equivalents in the form of fixed interest rate bearing term deposits with the scheduled banks and also through an adequate amount of committed credit and overdraft facilities from a consortium of banks. The Company generates sufficient cash flows from operations which are used to service the financial liabilities occurring on a day to day basis. Shortfall, if any, is supported by the said committed credit facilities available to the Company from the banks.

Liquidity risk exposure

The following are the remaining contractual maturities of financial liabilities at the reporting date.

Rs. Lakhs

Non-derivative financial Liabilities	March 31, 2018			March 31, 2017			April 1, 2016		
	< 1 Year	> 1 Year	Total	< 1 Year	> 1 Year	Total	< 1 Year	> 1 Year	Total
Borrowings	11,26.79	13,82.42	25,09.21	18,45.78	8,87.41	27,33.19	12,95.15	19,09.96	32,05.11
Trade Payables	52,12.81	—	52,12.81	39,26.70	—	39,26.70	34,47.15	—	34,47.15
Interest accrued but not due on borrowings	1,74.79	—	1,74.79	3,69.47	—	3,69.47	1,87.57	—	1,87.57
Unclaimed Dividends	2,77.31	—	2,77.31	2,39.55	—	2,39.55	2,13.12	—	2,13.12
Employee Benefits	17,19.07	—	17,19.07	17,68.20	—	17,68.20	15,86.18	—	15,86.18
Gratuity Liability	4,86.17	—	4,86.17	4,49.43	—	4,49.43	2,15.57	—	2,15.57
Trade and Security Deposits received	3,39.02	—	3,39.02	3,23.43	—	3,23.43	3,03.43	—	3,03.43
Total	93,35.97	13,82.42	107,18.39	89,22.56	8,87.41	98,09.97	72,48.16	19,09.96	91,58.12

The Company has not entered into any Forward Exchange Contracts (or other derivative instruments) as at the end of the year.

(c) Management of Market Risk

Market risk is the risk that the fair value of future cash flows of a financial instrument will fluctuate because of changes in market conditions. These changes may result from changes in the Foreign Currency exchange rates and in interest rates.

I. Currency Risk

Currency risk is the risk that the fair value of a financial instrument will fluctuate because of changes in foreign currency exchange rates. The Company has very minimal exposure towards foreign currency fluctuation on account of advances received from the foreign customers before the shipment of the goods. Production/delivery of goods is closely monitored to mitigate the said foreign currency risk.

Foreign currency exposures in respect of Export receivables/payables are tabulated below:

	March 31, 2018			March 31, 2017			April 1, 2016		
	INR (Lakhs)	USD	EURO	INR (Lakhs)	USD	EURO	INR (Lakhs)	USD	EURO
Export payables (advances from customers)	19.17	29,320	126	44.67	68,136	1,089	16.65	24,773	416
Export receivables	19.08	29,590	NIL	0.83	1,219	62	0.71	1,012	62

The Company has not entered into any Forward Exchange Contract (or other derivative instruments) as at the end of the year.

Sensitivity analysis

This analysis assumes that all the other variables remain constant and ignores any impact of forecast sales and purchases. An analysis of strengthening or weakening of the INR against the foreign currencies which the Company is exposed to as at the balance sheet date is as follows:

NOTE 34 (continued)

A 4% strengthening of INR against the currencies to which Company is exposed would have led to an approximately additional Rs. 294 gain in the Statement of Profit and Loss for the year 2017-18 (previous year: Rs. 1.75 Lakhs loss). A 4% weakening in INR against these currencies would have led to an equal but opposite impact in the Statement of Profit and Loss.

II. Interest Rate Risk

Interest rate risk is the risk that the fair value or future cash flows of a financial instrument will fluctuate because of changes in Market interest rates. The Company does not have any exposure to interest rate risks since all its borrowing and investments are fixed interest bearing.

III. Price Risk

Price risk is the risk that the fair value of a financial instrument will fluctuate because of changes in market value of investments. The Company does not have any material investments in the form of shares, mutual funds, etc.

10. Capital Management

The Company manages its capital structure so as to ensure that all strategic as well as day to day capital requirements are met with the maximum focus on increasing the shareholders' wealth. The Management and the Board of Directors of the Company monitor the return on capital and the level of dividends to shareholders taking into account the Company's profitability, circumstances and requirements of the business. The Management of the Company ensures that there is sufficient liquidity to meet the Company's short term and long term financial liabilities without any shortfalls or delays. The Company maintains sufficient levels of investments in the form of term deposits with scheduled banks. The Company also raises funds from the public and its shareholders in the form of fixed deposits of upto three years tenure as per the applicable laws, as an alternative source to bank borrowings, in order to meet its working capital needs.

11. Employee Benefits

(a) Defined contribution plan

The Company's defined contribution plans include Provident Fund, Superannuation Fund, Deposit-linked and Employee State Insurance. Contribution to these funds are recognised as an expense in the Statement of Profit and Loss under the line item employee benefit expenses. The Company has recognised an expense of Rs. 4,77.79 Lakhs during the year (previous year Rs. 4,63.06 Lakhs) towards contribution to defined contribution plans.

(b) Defined benefit plan - Gratuity

I. Plan characteristics

Nature of Benefits: The Company operates a defined benefit final salary gratuity plan. The gratuity benefits payable to the employees are based on the employee's service and last drawn salary at the time of leaving.

Regulatory Framework: There are no minimum funding requirements for a gratuity plan in India. The trustees of the gratuity fund have a fiduciary responsibility to act according to the provisions of the trust deed and rules. Besides this if the Company is covered by the Payment of Gratuity Act, 1972, then the Company is bound to pay the statutory minimum gratuity as prescribed under this Act.

Governance of the Plan: The Company has setup irrevocable trust fund to finance the plan liability. The trustees of the trust fund are responsible for the overall governance of the plan.

Inherent Risks: The plan is of a final salary defined benefit in nature which is sponsored by the Company and hence it underwrites all the risks pertaining to the plan. In particular, there is a risk for the Company that any adverse salary growth or demographic experience or inadequate returns on underlying plan assets can result in an increase in cost of providing these benefits to employees in future. Since the benefits are lump sum in nature the plan is not subject to any longevity risks.

		Gratuity (Funded)		
		March 31, 2018	March 31, 2017	April 1, 2016
		Rs. Lakhs	Rs. Lakhs	Rs. Lakhs
II.	Net Asset/—Liability recognised in the Balance Sheet			
	1. Present Value of Defined Benefit Obligation as at year end	20,52.53	19,81.39	16,58.12
	2. Fair value of plan assets as at year end	15,66.35	15,31.97	14,42.55
	3. Net funded obligation	—4,86.17	—4,49.43	—2,15.57
	4. Net defined benefit Liability recognised in the balance sheet at the year end	—4,86.17	—4,49.43	—2,15.57
III.	Expense recognised in the Statement of Profit and Loss for the year ended			
	1. Current Service Cost	83.42	1,09.01	
	2. Interest on net defined benefit liability	19.60	10.96	
	3. Total expense	1,03.02	1,19.98	

NOTE 34 (continued)

		Gratuity (Funded)	
		March 31, 2018	March 31, 2017
		Rs. Lakhs	Rs. Lakhs
IV.	Amount recognised in other comprehensive income for the year ended		
1.	Actuarial Loss arising from change in financial assumptions	27.15	1,42.68
2.	Actuarial Loss arising from change in demographic assumptions	10.46	NIL
3.	Actuarial Loss arising from change in experience changes	1,34.81	1,57.95
4.	Expected Return on plan assets	—21.08	—23.29
5.	Total expense	1,51.35	2,77.33
V.	Change in the present value of obligation during the year ended		
1.	Present Value of Defined Benefit Obligation at the beginning of the year	19,81.39	16,58.12
2.	Current Service Cost	83.42	1,09.01
3.	Interest on defined benefit obligation	1,14.56	1,04.94
4.	Actuarial Loss arising from change in financial assumptions	27.15	1,42.68
5.	Actuarial Loss arising from change in demographic assumptions	10.46	NIL
6.	Actuarial Loss arising from change in experience changes	1,34.81	1,57.95
7.	Benefit payments	—2,99.27	—1,91.31
8.	Present Value of Defined Benefit Obligation at the end of the year	20,52.53	19,81.39
VI.	Change in Fair Value of Assets during the year ended		
1.	Fair value of plan assets at the beginning of the year	15,31.97	14,42.55
2.	Contributions by employer	1,73.17	1,63.45
3.	Interest on plan assets	94.97	93.98
4.	Actual return on plan assets less interest on plan assets	21.08	23.29
5.	Actual benefits paid	—2,54.83	—1,91.31
6.	Fair value of plan assets at the end of the year	15,66.35	15,31.97
VII.	The major categories of plan assets as a percentage of total plan and risk thereof		
	Funded with Life Insurance Corporation of India (LIC)	100%	100%

Risk exposure of plan assets cannot be determined as Company's investment is in traditional plan of LIC for which the underlying assets are not known to the policy holders.

		Gratuity (Funded)		
		March 31, 2018	March 31, 2017	April 1, 2016
VIII.	Actuarial assumptions			
1.	Discount Rate	7.70%	7.00%	7.80%
2.	Salary Escalation	6.00%	5.00%	4.00%
3.	In-service mortality	IALM (2006-08) ultimate	IALM (2006-08) ultimate	IALM (2006-08) ultimate
4.	Turnover rate	1% to 11% as per age	1% to 4% as per age	1% to 4% as per age

The estimate of future salary increase considered in the actuarial valuation takes into account historical trends, future expectations, inflation, seniority, promotion and other relevant factors.

IX. Sensitivity analysis: The sensitivity of the overall plan obligations to changes in the key assumptions are as follows:

		March 31, 2018		March 31, 2017	
		Increase	Decrease	Increase	Decrease
Discount rate 0.50 %		—2.05%	2.16%	—2.14%	2.26%
Salary escalation rate 0.50 %		2.18%	—2.10%	2.29%	—2.19%

These sensitivities have been calculated to show the movement in the defined benefit obligation in isolation and assuming there are no other changes in the market conditions at the accounting date. There have been no changes from the previous periods in the methods and assumptions used in preparing the sensitivity analysis.

NOTE 34 (continued)

- X. Funding arrangements and funding policy: The money contributed by the Company to the fund to finance the liabilities of the plan has to be invested. The trustees of the plan have outsourced the investment management of the fund to an insurance company. The insurance company in turn manages these funds and the asset allocation which is within the permissible limits prescribed in the insurance regulations. Due to the restrictions in the type of investments that can be held by the fund, it is not possible to explicitly follow an asset-liability matching strategy to manage risk actively. There is no compulsion on the part of the Company to fully pre-fund the liability of the Plan. The Company's philosophy is to fund the benefits based on its own liquidity and tax position as well as level of under funding of the plan.
- XI. Expected contribution for the next year is Rs. 2,50 Lakhs.
- XII. Projected plan cash flow: The table below shows the expected cash flow profile of the benefits to be paid to the current membership of the plan based on the past service of the employees as at the valuation date:

	Gratuity (Funded)	
	March 31, 2018	March 31, 2017
	Rs. Lakhs	Rs. Lakhs
Maturity Profile		
Expected Benefits for year 1	7,58.55	6,00.63
Expected Benefits for year 2	3,10.69	3,83.57
Expected Benefits for year 3	2,13.27	2,19.91
Expected Benefits for year 4	1,94.06	1,97.77
Expected Benefits for year 5	1,77.13	1,47.58
Expected Benefits for year 6	1,40.58	1,47.02
Expected Benefits for year 7	1,25.37	1,14.26
Expected Benefits for year 8	1,88.93	1,02.15
Expected Benefits for year 9	86.64	1,53.77
Expected Benefits for year 10 and above	9,30.59	8,13.50
XIII. The weighted average duration for payment of above cash flows	4.21 Years	4.40 Years

12. Related Party Disclosures

1. Related Parties

(a) Individual having control and relatives:

Mr. Brahm Vasudeva (DIN: 00177451)

Chairman, Non-Executive Director

and relatives:

Mr. Neil Vasudeva

Mr. Nikhil Vasudeva

Mrs. Anuradha S. Khandelwal

Ms. Gitanjali V. Nevatia

Mrs. Gayatri S. Yadav*

Mrs. Susan M. Vasudeva (DIN: 06935629)

Non-Executive Director

(b) Key Management Personnel and their relatives:

(i) Executive Directors and their relatives

Mr. S. Dutta Choudhury (DIN: 00141545)

Vice-Chairman & Chief Executive Officer

Mr. Sudeep Yadav (DIN: 02909892)

Executive Director-Finance & Administration

and relatives:

Mrs. Sonya Dutta Choudhury

Mrs. Gayatri S. Yadav*

(ii) Independent Directors and their relatives:

Mr. J. M. Mukhi (DIN: 00049723)

Non-Executive Independent Director

Mr. Shishir K. Diwanji (DIN: 00087529)

Non-Executive Independent Director

Mr. Gerson da Cunha (DIN: 00060055)

Non-Executive Independent Director

Gen.V. N. Sharma (Retd.) (DIN: 00177350)

Non-Executive Independent Director

Mr. E. A. Kshirsagar (DIN: 00121824)

Non-Executive Independent Director

Mr. Ravi Kant (DIN: 00016184)

Non-Executive Independent Director

and relatives:

Mr. Jai Diwanji

Mr. Apurva Diwanji

K.M. Diwanji (HUF)

(c) Employees' post-employment benefit plan

Hawkins Cookers Limited Employees Provident Fund

* Disclosure of Related Party Transactions and Outstanding balances shown under the heading

'Individual having control and relatives' and not under the heading of 'Key Management Personnel and relatives'.

NOTE 34 (continued)

2. Disclosure of transactions between the Company and Related Parties and the Status of outstanding balances as at March 31, 2018 (Previous year's figures given in brackets)

	Key Management Personnel and their relatives		
	Individual having control and relatives	Executive Directors and their relatives	Independent Directors and their relatives
	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs
(i) Remuneration			
Short term employee benefits	88.22 (72.85)	5,12.71 (4,50.24)	NIL (NIL)
Post employment benefits	6.10 (4.93)	27.99 (24.49)	NIL (NIL)
Total Remuneration	94.32 (77.79)	5,40.71 (4,74.74)	NIL (NIL)
(ii) Non Executive Directors' Fees and Commission	23.25 (22.99)	NIL (NIL)	79.75 (79.98)
(iii) Benefits provided to the Non-Executive Chairman, as Advisor	8.80 (6.79)	NIL (NIL)	NIL (NIL)
(iv) Dividend paid	20,67.81 (17,72.77)	0.18 (0.15)	28.94 (24.81)
(v) Fixed deposits accepted	NIL (NIL)	NIL (NIL)	90.00 (83.00)
(vi) Interest paid on Fixed deposits	67.85 (65.89)	10.08 (22.81)	28.07 (16.46)
(vii) Fixed deposits repaid	1,10.00 (NIL)	1,95.00 (NIL)	NIL (20.00)
(viii) Sale of fixed assets	NIL (NIL)	4,25.00 (NIL)	NIL (NIL)
Balances as at year end			
Fixed Deposits (Unsecured)			
March 31, 2018	4,07.63	NIL	2,85.00
March 31, 2017	(5,17.63)	(1,95.00)	(1,95.00)
April 1, 2016	(5,17.63)	(1,95.00)	(1,32.00)

Transactions between the Company and Hawkins Cookers Limited Employees Provident Fund and the Status of outstanding balances as at March 31, 2018 (Previous year's figures given in brackets)

During the year the Company has contributed Rs. 4,14.36 Lakhs (previous year: Rs. 3,58.09 Lakhs) to Hawkins Cookers Limited Employees Provident Fund towards the Company's and the employees' contribution. Balance payable to Trust as at March 31, 2018: Rs. 43.03 Lakhs (March 31, 2017: Rs. 38.48 Lakhs, April 1, 2016: Rs. 30.83 Lakhs).

13. First Time Adoption of Ind AS

The financial statements of the Company for the year ended March 31, 2018, are the first financials prepared in compliance with Ind AS recognition and measurement principles. The date of transition to Ind AS is April 1, 2016. The financial statements upto the year ended March 31, 2017, were prepared in accordance with the accounting standards notified under the Companies (Accounting Standards) Rules, 2006, and other relevant provisions of the Act, considered as the "Previous GAAP". The financial statements for the year ended March 31, 2017, and opening Balance Sheet as at April 1, 2016, have been restated in accordance with the Ind AS recognition and measurement principles.

The adoption of Ind AS has been carried out in accordance with Ind AS 101, First-time Adoption of Indian Accounting Standards. Ind AS 101 requires that all Ind AS standards and interpretations that are issued and effective for the first Ind AS financial statements be applied retrospectively and consistently for all financial years presented except exemptions availed by the company. Accordingly, the Company has prepared financial statements which comply with Ind AS for the year ended March 31, 2018, together with the comparative information as at and for the year ended March 31, 2017, and the opening Ind AS Balance Sheet as at April 1, 2016, the date of transition to Ind AS.

NOTE 34 (continued)

In preparing these Ind AS financial statements, the Company has availed certain exemptions and exceptions in accordance with Ind AS 101, as explained below:

a. Optional exemptions from retrospective application

i. Deemed cost for property, plant and equipment and intangible assets

The Company has elected to measure all its property, plant and equipment and intangible assets at the previous GAAP carrying amounts as its deemed cost on the date of transition to Ind AS.

b. Mandatory Exceptions from retrospective application

i. Estimates

The Company has assessed the estimates made under the Previous GAAP financial statements, and concluded that there is no necessity to revise the estimates under Ind AS, as there is no objective evidence of any error in those estimates. However, estimates that are required under Ind AS but were not required under Previous GAAP are made by the Company for the relevant reporting dates reflecting conditions existing as at that date.

ii. Classification and measurement of financial assets

The Company has classified and measured the financial assets on the basis of the facts and circumstances that exist at the date of transition to Ind AS.

c. Transition to Ind AS - Reconciliations

The following reconciliations provide the explanations and quantification of the differences arising from the transition from Previous GAAP to Ind AS in accordance with Ind AS 101:

Previous GAAP figures have been reclassified/regrouped wherever necessary to conform with financial statements prepared under Ind AS.

i. Reconciliation of Equity as at April 1, 2016, and March 31, 2017

	Note No.	As at April 1, 2016			As at March 31, 2017		
		Previous GAAP	Ind AS Adjustments	Ind AS	Previous GAAP	Ind AS Adjustments	Ind AS
		Rs. Lakhs	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs
ASSETS							
NON-CURRENT ASSETS							
Property, Plant and Equipment		21,95.04	—	21,95.04	21,83.29	—	21,83.29
Capital work-in-progress		1,13.13	—	1,13.13	1,17.23	—	1,17.23
Financial Assets							
Investments		0.25	—	0.25	0.25	—	0.25
Other non-current financial assets		1,08.41	—	1,08.41	1,07.93	—	1,07.93
Non-current tax assets (net)		4,81.52	—	4,81.52	3,37.35	—	3,37.35
Deferred tax assets (net)		2.12	—	2.12	1,38.18	—	1,38.18
Other non-current assets		2,03.89	—	2,03.89	3,01.37	—	3,01.37
CURRENT ASSETS							
Inventories		83,22.57	—	83,22.57	82,75.41	—	82,75.41
Financial Assets							
Trade receivables		45,08.84	—	45,08.84	46,34.70	—	46,34.70
Cash and cash equivalents		2,71.57	—	2,71.57	3,89.11	—	3,89.11
Other bank balances		47,13.07	—	47,13.07	61,27.02	—	61,27.02
Other current financial assets		1,86.38	—	1,86.38	2,02.57	—	2,02.57
Other current assets		5,73.47	—	5,73.47	7,30.46	—	7,30.46
TOTAL ASSETS		216,80.26	—	216,80.26	235,44.87	—	235,44.87

NOTE 34 (continued)

i. Reconciliation of Equity as at April 1, 2016, and March 31, 2017 (continued)

	Note No.	As at April 1, 2016			As at March 31, 2017		
		Previous GAAP	Ind AS Adjustments	Ind AS	Previous GAAP	Ind AS Adjustments	Ind AS
		Rs. Lakhs	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs	Rs. Lakhs
EQUITY AND LIABILITIES							
EQUITY							
Equity Share capital		5,28.78	—	5,28.78	5,28.78	—	5,28.78
Other Equity	a	55,78.04	38,18.59	93,96.63	101,38.88	—	101,38.88
LIABILITIES							
NON-CURRENT LIABILITIES							
Financial Liabilities							
Borrowings		19,09.96	—	19,09.96	8,87.41	—	8,87.41
Provisions		2,87.51	—	2,87.51	4,10.69	—	4,10.69
CURRENT LIABILITIES							
Financial Liabilities							
Borrowings		12,29.03	—	12,29.03	6,23.58	—	6,23.58
Trade payables		34,47.15	—	34,47.15	39,26.70	—	39,26.70
Other current financial liabilities		25,71.99	—	25,71.99	43,72.28	—	43,72.28
Other current liabilities		20,86.29	—	20,86.29	23,91.04	—	23,91.04
Provisions	a	38,98.61	—38,18.59	80.02	1,21.93	—	1,21.93
Current Tax Liabilities (net)		1,42.90	—	1,42.90	1,43.57	—	1,43.57
TOTAL EQUITY AND LIABILITIES		216,80.26	—	216,80.26	235,44.87	—	235,44.87

Note:

- a. Under Previous GAAP, prior to financial year 2016-17, proposed dividends and related dividend distribution tax was recognised as a provision in the year to which they relate, irrespective of when they are declared. Under Ind AS, dividends and related dividend distribution tax are recognised as a liability in the year in which it is approved by the shareholders in the Annual General Meeting of the Company.

ii. Reconciliation of Total Comprehensive Income

	Note No.	For the year ended March 31, 2017		
		Previous GAAP	Ind AS Adjustments	Ind AS
		Rs. Lakhs	Rs. Lakhs	Rs. Lakhs
Income:				
Revenue from operations (net)	a,b	578,61.36	—38,78.48	539,82.88
Other Income		4,47.86	—	4,47.86
Total Income		583,09.22	—38,78.48	544,30.73
Expenses:				
Cost of materials consumed		163,40.44	—	163,40.44
Purchases of Stock-in-Trade		54,78.27	—	54,78.27
Changes in inventories of finished goods, Stock-in-Trade and Work-in-Progress }		1,25.77	—	1,25.77
Excise Duty	b,d	—	27,80.39	27,80.39
Employee benefits expense	c	75,36.78	—2,77.33	72,59.45
Finance costs		4,28.37	—	4,28.37
Depreciation and amortization expense		3,46.53	—	3,46.53
Other expenses	a,d	212,33.30	—66,58.87	145,74.43
Total Expenses		514,89.45	—41,55.82	473,33.64
Profit before tax		68,19.77	2,77.33	70,97.10

NOTE 34 (continued)

ii. Reconciliation of Total Comprehensive Income (Continued)

	Note No.	For the year ended March 31, 2017		
		Previous GAAP	Ind AS Adjustments	Ind AS
		Rs. Lakhs	Rs. Lakhs	Rs. Lakhs
Tax expense:				
Current tax		23,94.99	—	23,94.99
Deferred tax		—1,36.06	95.98	—40.09
Profit for the period (A)		45,60.84	1,81.35	47,42.19
Other Comprehensive Income				
Items that will not be reclassified to Profit or Loss				
Actuarial Gain/Loss on Defined Benefit Plans	c	—	—2,77.33	—2,77.33
Tax Effect on the above	e	—	95.98	95.98
		—	—1,81.35	—1,81.35
Items that will be reclassified to Profit or Loss		—	—	—
Total Other Comprehensive Income for the period (B)		—	—1,81.35	—1,81.35
Total Comprehensive Income for the period (A+B)		45,60.84	—	45,60.84

Notes:

- Under Previous GAAP, revenue was recognised net of trade discounts, sales taxes, value added tax and excise duty. Under Ind AS, revenue is recognised at the fair value of the consideration received or receivable, after deduction of any trade discounts, volume rebates and any taxes or duties collected on behalf of the government such as goods and service tax, sales tax and value added tax except excise duty. Discounts amounting to Rs. 66,33.35 Lakhs which were grouped in the line item "Other Expenses" under Previous GAAP have been netted off from revenue under Ind AS. Thus, sale of goods under Ind AS has decreased with a corresponding decrease in expenses.
- Under Previous GAAP, excise duty on sales amounting to Rs. 27,54.87 Lakhs was netted off from revenue. However, under Ind AS, excise duty is included in sale of goods and is separately shown as expense on the face of Statement of Profit and Loss. Thus, sale of goods under Ind AS has increased with a corresponding increase in expenses.
- Under Previous GAAP, the actuarial gain/—loss of defined benefit plans had been recognised in Statement of Profit and Loss under the line item "Employee benefit expenses". Under Ind AS, the remeasurement gain/—loss on net defined benefit plans is recognised in "Other Comprehensive Income".
- Excise duty on inventory amounting to Rs. 25.52 Lakhs which was previously grouped under the line item "Other Expenses" has been shown under the line item "Excise Duty" on the face of the Statement of Profit and Loss.
- Tax pertaining to the actuarial gain/—loss of defined benefit plans has been taken to Other Comprehensive Income.

iii. Reconciliation of Statement of Cash Flows

There were no material differences between the Statement of Cash Flows presented under Ind AS and the Previous GAAP.

- Previous years' figures have been regrouped wherever necessary to conform to this year's classification. All the values have been stated in Rs. Lakhs unless otherwise indicated.

Signatures to Notes 1 to 34 forming part of the financial statements

				
Brahm Vasudeva Chairman DIN:00177451	S. Dutta Choudhury Vice-Chairman & Chief Executive Officer DIN:00141545	E. A. Kshirsagar Director DIN:00121824	S. K. Diwanji Director DIN:00087529	Ravi Kant Director DIN:00016184
				
Susan M. Vasudeva Director DIN:06935629	Gen. V. N. Sharma (Retd.) Director DIN:00177350	Gerson da Cunha Director DIN:00060055	Sudeep Yadav Executive Director- Finance & Administration DIN:02909892	Hutoxi Bhesania Company Secretary

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Consumers
Talking to Consumers**



And

**7. The Brand is Well on its Way
To Becoming Iconic !!!**

