



Hemant Kumar Bohra
Chairman and Managing Director

Dear Shareholders , Ladies & Gentlemen

On behalf of the Bohra Industries Limited Board of Directors, Its my pleasure to welcome you this afternoon to the 21st Annual General Meeting. Thank you for your presence here today, and for your continued support and goodwill that is critical to the success of our company. I hope you have read our 2016-17 Annual Report which reflect our operational and financial performance. We are pleased with our operational and financial management, sustainability initiatives and governance practices in 2016-17. All of these elements made it a successful year, despite the external challenges we continued to face in many of our markets.

I am please to inform you all that your company has come out with its IPO offer 45,72,000 equity Shares of face value of Rs. 10 each fully paid of the company for cash at price of Rs. 55/- per Equity Share (including a share premium of Rs. 45 per equity share) aggregating Rs. 25,14,60,000/- to the Public. Issue opened from Thursday, March 23, 2017 to Monday, March 27, 2017. The overall issue was oversubscribed by 3.23 times. After the Issue the total no. of Equity Shares were 1, 52,41,013 of face value of Rs. 10/- each.

Company's Shares were listed on the EMERGE platform of NSE and Company believes that the listing of equity shares will enhance the Company's Image, Brand Name and create a public market for our Equity shares in India.

During fiscal 2016-17, we recorded below Financials-

Revenues – 101.80 Crores

Profit before Depreciation and tax is Rs 6.98 Crores as compared to last year which was Rs 6.90 Crores which translate to 6.88% as compared to 6.13%.

Our company's performance in the last fiscal illustrates the opportunities and challenges facing our industry. Strong governance and transparent reporting are critical to the creation of longterm value. Our CFO Mr. Nand Kishore Goyal and his management team have articulated a strategy to reengineer the business of our company and have set themselves a target to achieve Rs 200 Crores in revenues by year 2020 with a 30% operating margin. While these are aggressive and ambitious goals, the Board strongly believes that these are eminently achievable through game changing initiatives. This will of course not so easy. These goals have to be viewed in the context of significant external and internal challenges. Markets are volatile, business models are changing rapidly, new capabilities need to be built and the organization needs to adapt with great agility. However, the start of the journey has been very encouraging, as evidenced by the performance during the last fiscal year, both in quantitative and qualitative terms. With focused energy, creativity and discipline many new initiatives are beginning to show tangible results.

I, Hemant Kumar Bohra Chairman of the Board is completely aligned with the management team on these longer term goals, and I would like to take this opportunity to pledge to you that we will pursue them on a foundation of the highest standards of governance and ethics. These are aspects that our company has always valued, and been known for. Respect for the laws of the land, fairness to the interests of all our stakeholders and a commitment to uphold our core values drive the deliberations and decisions of the Board. These are factors that significantly influence your company's business and her perspective and participation will add value to our deliberations at the Board.

With the growing demand of fertilizers the Bohra Industries Limited is planning to expand its existing capacities of Single Super Phosphate from 400 MT to 1000 MT per day and Granulated Single Super Phosphate capacity expansion from 200 TPD to 300 TPD. Company also diversify into new products like Triple Super Phosphate fertilizer, Food Grade Phosphoric Acid, NPK fertilizers. On behalf of the company, I am glad to inform/announce you all, that company has added two more products Single Super Phosphate Boronated & Zincated Single Super Phosphate in addition to the above products. Your Company believes in expansion & diversification; as we believe members, management, board, employees (stakeholders) are the real strength for achieving the goal with aligiltiy i.e. Rs. 200 Crore in revenues and 30% Operating margin.

During the Year Mr. Chandra Prakash Agarwal has been re-appointed as Independent Director and Mr. Deepak Babel re-designated as professional Non- Executive director of the company, liable to retire by rotation. Mrs. Sandhya Bhatia Kumar appointed as Woman Independent Director of the Company, With these reappointments, I would like to thanks all the Board members for their valuable guidance and support which will be available to the company in future too.

During the FY 2016-17, outflow of Foreign exchange equivalent to Rs 14.87 Lakhs, in respect of expenses incurred on Foreign Travel by employees.

Our historic success would not have been possible without the unstinted support and cooperation of all stakeholders and on behalf of the Board and on my own behalf I would like to place on record my deep sense of gratitude to each and every one of you.

Before I conclude, I would also like to thank other stakeholders –our clients, vendors and partners – for their trust and support. I thank to our Bankers for their continued support. Also I thank the governments, ministries and departments of various states that we operate in, for their continued support. And of course, I look forward to your continued support and best wishes.

On behalf of the Board, I would also like to take this opportunity to thank all employees throughout Bohra Industries Limited for their tremendous efforts,
2016-2017 21st Annual General Meeting: Chairman



passion and resilience in delivering results in what continues to be a very volatile environment. It is their commitment and focus that enables our substantial progress.