

## DIRECTORS' REPORT

### **TO THE MEMBERS OF**

### **INDUJAA MAHILA MILK PRODUCER COMPANY LIMITED**

The Directors are pleased to present before you Second Annual Report on the operations of the Company, together with the Audited Financial Statements for the year ended 31st March, 2020.

The Company was incorporated on 11<sup>th</sup> July, 2018 as a Producer Company under the provisions of Part IXA of the Companies Act in the state of Maharashtra to undertake the business of pooling, purchasing, processing of milk of the members, marketing of the same and to deal in the activities that are of or incidental to any activity related thereto. The Company was operationalised on 9th January 2019.

### **FINANCIAL RESULTS: -**

The summarized Financial Results are as under: -

<b>Particulars</b>	<b>For the year ended on 31<sup>st</sup> March 2020 (₹ in Lakhs)</b>	<b>For the year ended on 31<sup>st</sup> March 2019 (₹ in Lakhs)</b>
Revenue from Operations	1303.68	50.50
Other income	193.28	57.75
Total Income	1496.96	108.25
Expenditure including material cost	1482.98	105.57
Profit Before Prior Period Adjustments & Tax	13.97	2.68
Prior period Adjustments - Income	0.00	0.00
Profit/(loss) for the period before tax	13.97	2.68
Provision for Taxation	2.39	0.52
Profit/(loss) for the period after tax	11.59	2.16

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### **STATE OF THE COMPANY'S AFFAIRS: -**

During the year under review, the total revenue from operations was ₹1496.96 Lakhs and total expenses were 1482.98 Lakhs.

The Profit after tax has increased to ₹11.59 Lakhs, as against ₹ 2.16 Lakhs in previous year.

### **DIVIDEND**

The Board of Directors have recommended limited return (dividend) at the rate of ₹. 7/- per equity share absorbing ₹ 1,73,299/- The Limited Return (dividend) will be paid to those members whose names appear on the Register of Members of the Company as on 31<sup>st</sup> March, 2020.

### **TRANSFER TO GENERAL RESERVE**

Pursuant to provisions of article no 11.10 of Article of Association of the Company read with Section 581ZI of the Companies Act 1956, the Board proposes to transfer ₹ 9.85 Lakh out of the profit after tax of the company for the financial year 2019-20 to the credit of General Reserve in the Balance sheet.

### **REVIEW OF OPERATIONS: -**

**MILK PROCUREMENT:** The Company's milk procurement operations were initiated in Ghatanji, Kalamb, Yavatmal, Kelapur, Darwha, Ner ,Babulgaon, Digras and Pusad tehsils of Yavatmal district. The Company was operationalised on 9th January 2019. Company had covered 206 villages by establishing 188 MPPs of as on 31st March 2020 under 4 BMC locations (Bulk Milk Cooler). During the year, the Company has procured 2729805.54 kgs of raw milk.

By the end of the financial year, the Company had enrolled 4335 members. The members have thus shown their confidence in the working of the Company.

As regards procurement prices, the Company continues to pay competitive prices to its members towards the milk being supplied by them. The Company is continuously endeavouring to maximise milk procurement from its members by enhancing efficiencies and taking cost reduction measures like reduce the logistics cost, better supervision, quality checks and better logistic controls etc.

### **QUALITY INITIATIVE:**

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Bulk Milk Coolers (BMCs) under use are well equipped with the basic testing facilities and instruments for quality testing of raw milk. Towards ensuring and maintaining high quality levels in the operations of the Company, the Company has provided and is continuously providing technical support and trainings to all the concerned with emphasis on hygiene which are directly connected to the quality of milk.

***PRODUCER INSTITUTION BUILDING (PIB):***

PIB strengthen the business through better governance and member centric approach. The efforts are directed to increase member participation in business of the Company resulting in better economies of scale.

The PIB activities differentiate the Producer Company from the other players in the dairy sector mainly through its open and transparent governance systems and members' contribution towards equity in proportion to their patronage.

***MPC's Core Design Principles:***

Core Design Principles were strictly observed. Business dealings were restricted only with members. Active user membership and their participation in business and governance was encouraged through member education and awareness building programmes. It has resulted in most of the active members having fulfilled the matching share capital contribution during the year.

Appropriate mechanism is being initiated for member communication and grievance redressal through constitution of informal groups of members at village level who meet on periodic basis for two-way communication between members and the Company, thereby, addressing the member grievances. The employees are also imparted behavioural and motivational training for managing business operations efficiently and achieve economy of scale required to ensure viability and self-sustenance at the earliest.

***Training & Capacity Building Programs:***

Members were imparted training on various awareness programs related to dairying so that they understand their roles and responsibilities. The training programs from time to time are organized covering members, potential members, Board members and employees. Major training programs conducted during the year 2019-20 were:

S. No.	Training Programmes	Nos. of Training Programmes Conducted	No. of Participants trained
1.	Yearly Orientation Programme for Board of Directors	01	08
2.	Sahayak Orientation Programme	07	130
3.	Yearly Orientation Programme for field staff	01	34
4.	Producer Awareness Programme	66	1172
5.	Motivation Programme for Assistants	1	55
6.	Team Building & Leadership Development	1	24
7.	Rural Youth Awareness Programme	1	35
8.	School Students Awareness Programme	2	9
9.	Training of BMC/MCC staff on O&M	2	18
10.	Dairy Management Training	56	1459

**MATERIAL CHANGES AFTER CLOSURE OF FINANCIAL YEAR: -**

There are no material changes or commitments affecting the financial position of the Company which have occurred after March 31, 2020 till the date of this report. There are no significant and material orders passed by the Regulators and Courts that would impact the going concern status of the Company and its future operations

**CHANGE IN NATURE OF BUSINESS: -**

There is no change in the nature of business of company during the year under review.

**SHARE CAPITAL AND MEMBERSHIP: -**

As at March 31, 2020, the paid-up share capital was ₹ 2475700, comprising of 4123 members on Register of Members of the Company. After 31<sup>st</sup> March, 2020, Company has allotted 2560 shares to 617 new members and 7964 shares to 1787 existing members. Therefore, the total number of members as on date of this report stands at 4740 members and paid up share capital amount at Rs 35,28,100.

**VOTING RIGHTS AND ATTENDANCE AT AGM: -**

Those milk producers, who were members as on date of this report shall be entitled to attend the AGM. The voting rights shall be based on a single vote irrespective of quantity of milk supplied and number of days for which it was poured.

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**BOARD OF DIRECTORS: -**

During the year under review, Smt. Smt Nita Tukaram Patangarai and Smt Vaishali Sudarshan Mahanur were appointed as an additional director of the Company w.e.f. 17<sup>th</sup> June, 2020.

In terms of Article 9.6 of the Articles of Association of the Company, Smt Vandana Sanjay Ingale retires at the ensuing Annual General Meeting and being eligible offered herself for appointment.

In terms of Article 9.6 of the Articles of Association of the Company, Smt Sima Dhammapal Fulzele retires at the ensuing Annual General Meeting and being ineligible doesn't offered herself for appointment.

**TRAINING OF BOARD MEMBERS: -**

During the report period, the directors have been imparted training on business model of the Company and training in leadership as well as for their awareness, for their responsibilities, duties and their capacity building.

**DIRECTORS' RESPONSIBILITY STATEMENT: -**

As required under Section 217 of the Companies Act, 1956 ('Act'), Directors confirm that:

- a) in the preparation of annual accounts, the applicable accounting standards have been followed by the Company;
- b) the directors have selected such accounting policies and applied them consistently and made judgments and estimates that were reasonable and prudent so as to give a true and fair view of the state of affairs of the Company as on 31<sup>st</sup> March, 2020 and of the profit of the Company for the period ended on that date.
- c) the directors have taken proper and sufficient care for the maintenance of adequate accounting records in accordance with the provisions of this Act for safeguarding the assets of the Company and for preventing and detecting fraud and other irregularities; and

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d) the directors have prepared the annual accounts on a going concern basis.

**AUDITORS: -**

The Statutory Auditors of the Company, M/s. S N Dhawan & Co., Chartered Accountants, retire at the ensuing third AGM, and have confirmed their eligibility and willingness to accept office, if re-appointed.

The Board of Directors recommend the re-appointment of M/s. S N Dhawan & Co., Chartered Accountants, as the Statutory Auditors of the Company at the ensuing third AGM.

**INTERNAL CONTROL SYSTEM AND AUDIT: -**

The Company has in place the proper and adequate internal control system, which ensures that all assets are safeguarded and protected and the transactions are authorized, recorded and reported correctly. The internal audit of accounts is conducted regularly by the external firm of Chartered Accountants viz., M/s. Ray & Ray, Chartered Accountants. The Internal Auditors independently evaluate the adequacy of internal controls and carryout the audit.

**HUMAN RESOURCE: -**

People are the assets and have been instrumental in driving the Company's performance. Their passion, commitment, sense of ownership and team work has enabled the Company to achieve growth. The Company has always striven to offer a positive, supportive, open and high-performance work culture and environment where innovation is encouraged, performance is recognised and employees are motivated to realise their true potential.

**INFORMATION TECHNOLOGY: -**

Information technologies provides support to various functions of the Company and help in making the system streamlined and online. The key focus of IT is to provide appropriate technologies to improve efficiency in operations, enable informed decision making and thereby to increase revenue.IT interventions in our Company are making the systems streamlined and online.

**PARTICULARS OF EMPLOYEES: -**

During the year under report, none of the employees of the Company were in receipt of remuneration equal to or exceeding limit as prescribed under the Companies Act.

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**SAFETY AND HEALTH: -**

Your Company provides a safe and healthy workplace for its employees. There is always focus on the health and safety of employees, especially those physically handling the milk. Regular medical check-ups and necessary training is provided to employees.

**ENERGY CONSERVATION, TECHNOLOGY ABSORPTION & FOREIGN EXCHANGE EARNINGS AND OUTGO: -**

Particulars required to be furnished pursuant to Section 217(1)(e) of the Companies Act, 1956 read with the Companies (Disclosure of Particulars in the Report of Board of Directors) Rules, 1988:

(i) Part A and B of the Rules pertaining to Conservation of energy and Technology absorption are presently not applicable to the Company.

(ii) Foreign Exchange earnings and outgo: Earnings – Nil; Outgo - Nil.

**MEETINGS: -**

During the financial year 2019-20, Four (4) meetings of Board of Directors of the Company were duly convened and held on 25.06.2019, 30.07.2019, 27.11.2019, & 19.03.2020.

**PARTICULARS OF LOANS, GUARANTEES & INVESTMENTS: -**

The Company has not given any loans, guarantees and investments as per Companies Act, 1956 during the financial year 2019-20. . The company has made investments in form of Fixed Deposits of Rs. 27,00,000/- (Twenty Seven Lakhs Only) during 2019-20 having original maturity more than 3 months.

**PARTICULARS OF CONTRACTS OR ARRANGEMENTS WITH RELATED PARTIES: -**

All the contracts or arrangements with related parties are made on arm's length basis. The details of contracts or arrangements appears at notes forming part of the Financial Statement for the year ended 31<sup>st</sup> March 2020.

**RISK MANAGEMENT POLICY: -**

Internal Auditors in their reports give their risk assessment on various issues and these reports are put up to the Board.

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**DEPOSITS: -**

No disclosure or reporting was required in respect of the details relating to deposits covered under provisions of the Act as there were no deposits during the financial year 2019-20.

**INTERNAL FINANCIAL CONTROL: -**

Pursuant to the applicable provision of the Companies Act, the Company has adequate internal financial control systems in place.

**ACKNOWLEDGEMENT: -**

The Board of Directors would like to express their sincere thanks and appreciation for the contributions and support extended by the Members of the Company, Business Associates and Bankers for their continued support during the year.

Your Directors also take this opportunity to place on record their sincere thanks to DHANII Foundation and NDDDB Dairy Services for providing encouragement and continuous support.

The Board also places on record its appreciation for the enthusiastic co-operation, hard work and dedication of all the employees of the company and all concerned without which it would not have been possible to achieve all round progress and growth of the Company.

**For and on behalf of the Board of Directors**

**Date:** 07.09.2020

**Place:** Yavatmal

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Vandana Sanjay Ingale

DIN: 08176791