



ಕರ್ನಾಟಕ ರಾಜ್ಯ ಪಾನೀಯ ನಿಗಮ ನಿಯಮಿತ Karnataka State Beverages Corporation Limited



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REGISTERED OFFICE

"Seethalakshmi Towers" No.78, Mission Road Bangalore - 560 027

AUDITORS

M/s. Karra & Co., Chartered Accountants Bangalore

BANKERS

Canara Bank ICICI Bank IDBI Bank ING Vysya Bank UTI Bank

BOARD OF DIRECTORS

Sriyuths

Sudhakar Rao, IAS Principal Secretary, Finance Department & Chairman, KSBCL (from 01.04.2005 to 14.09.2005)

N. Gokulram, IAS Principal Secretary, Finance Department & Chairman, KSBCL (from 14.09.2005)

R B Agawane, IAS Excise Commissioner & Director, KSBCL (from 01.04.2005 to 14.09.2005)

D N Nayak, IAS Excise Commissioner & Director, KSBCL (from 14.09.2005)

Dr. S Subramanya, IAS Secretary to Government & Director, KSBCL (from 01.04.2005)

R Ramaseshan, IAS Managing Director KSBCL (from 01.04.2005)



Karnataka State Beverages Corporation Limited Bangalore

DIRECTORS' REPORT

The Board of Directors take immense pleasure in presenting the Directors' Report together with audited statement of accounts for the year ended 31st March, 2006.

1. Financial Performance

(Rs. in crores)

| Details | financ | Current financial year 2005-2006 | | ous Il year 2005 |
|-------------------------------|---------|--|---------|------------------------|
| Income | | | | |
| Liquor Operations | 2688.08 | | 2043.37 | |
| Spirit Operations | 288.30 | | 184.83 | |
| Other income | 10.08 | | 10.07 | |
| Total | | 2986.46 | | 2238.27 |
| Expenditure | | | | |
| Cost of sales | 2923.30 | | 2185.95 | |
| Personnel cost | 7.31 | | 6.18 | |
| Other administrative expenses | 8.24 | | 7.53 | |
| Privilege fee | 41.00 | | 32.00 | |
| Total | | 2979.85 | | 2231.66 |
| Earnings before tax | | 6.61 | | 6.61 |
| Prior Year Adjustments | | 0.36 | | 0.07 |
| Income Tax | | 2.48 | | 2.42 |
| Earnings after tax | | 3.77 | | 4.12 |

The turnover of the Corporation during the year increased to Rs.2986.46 crores as against Rs. 2238.27 crores during 2004-05, a growth of 33.43 per cent over the previous year. The privilege fee paid to Government increased significantly to Rs.41 crores, as against Rs.32 crores in 2004-05, an increase of 28.13 per cent. The Corporation recorded a post tax earning of Rs.3.77 crores as against Rs.4.12 crores in the previous year.



2. Business Operations

2.1 Government Policies

Government policies governing IML and spirit canalisation remained the same as in the previous year.

Government have since announced abolition of wholesale licences (CL-1) for sale of liquor with effect from 01.07.2006. Consequently, the Corporation now directly deals with over 7500 retail and other licensees with effect from 01.07.2006, as against 183 wholesale licensees earlier. This has increased the number of transactions handled by the Corporation manifold, though the volume handled may increase only marginally. The Corporation significantly augmented its infrastructure to handle the same.

Government have rationalised the Excise Duty and the declared price ranges for levy of additional excise duty with effect from 01.04.2006. With this measure, government proposes to mobilise an additional revenue of Rs.175 crores in 2006-07.

With a view to create a level playing field in respect of liquor imported from abroad, government have rationalised the special fee payable thereon on par with the additional excise duty levied on local products.

2.2 Canalisation of Liquor

The Corporation continued its basic philosophy of canalising IML, beer and spirit without interfering with the dynamics of a free market. Considering the higher margin charged in respect of liquor imported from abroad and the quantum of imports, levy of penalty on imported stocks not sold up to 90 days has been dispensed with.

During the period ending 31.03.2006, the total quantity of liquor and beer sourced was 142.55 lakh cases and 113.84 lakh cases respectively, valued at Rs.2597.58 crores. About 98.10 per cent of IML and 98.45 per cent of beer was sourced from manufacturers based within the state. The volume of imported stocks, especially foreign brands, was negligible. The Corporation sourced IML and beer from

83 and 13 suppliers respectively and made a payment of Rs.2572.85 crores. In addition to the above Rs.279.85 crores was paid for spirit sourced during the period under review.

The total duty collected, including that on export sales during the financial year 2005-06 was Rs.1512.13 crores as compared to Rs.1220.74 crores for the previous year. The duty collected during the year was in excess of the budget target of Rs.1308 crores. When compared to the previous year, the duty collected during the financial year 2005-06 has increased by about 23.87 per cent.

The sales turnover during the year was Rs.2976.38 crores (IML Rs.2141.22 crores, beer Rs.546.86 crores and spirit Rs.288.30 crores). The volume handled was 144.21 lakh cases of IML, 116.70 lakh cases of beer and 851.28 lakh bulk litres of spirit.

The sales performance of IML of various districts for the financial year 2005-06 reveals an achievement of 103.44 per cent of the target envisaged. Sixteen districts recorded an achievement level of more than 100 per cent of the IML target, whereas the balance eleven districts recorded an achievement level ranging between 94 and 99 per cent. The overall achievement of beer for the financial year 2005-06 is 114.97 per cent with all districts exceeding the given target. As compared to 2004-05, the recorded growth was 27.81 per cent for IML and 32.36 per cent for beer.

The trend of 85 per cent of the sales of IML coming from eleven major suppliers continued during the year.

Sizewise demand of IML in respect of each segment indicates that cheaper brands (declared price between Rs.250 and Rs.449) command a market share of 73.59 per cent, followed by the medium slab (declared price between Rs.450 and Rs.1199) with a share of 23.99 per cent and the premium slab accounts for only 2.43 per cent of the total demand. The demand pattern of various sizes reveals that 180 ml bottles dominate the cheaper segment with 80.09 per cent of the share of the quantity sold. The share of 180 ml pack progressively reduces to 19.10 per cent in medium slab to 0.81 per cent in the



premium slab. The share of 375 ml and 750 ml pack sizes within each slab progressively increases as the price of liquor increases. However, 750 ml pack sizes dominate the premium segment with 12.81 per cent share.

At the aggregate level, 180 ml bottles accounted for about 83 per cent of the volume followed by 750 ml at 9.2 per cent and 375 ml at 6.1 per cent. Other sizes contribute around 1.4 per cent of the overall share. This trend leads one to conclude that 180 ml and 750 ml are the major demand drivers in the cheap and premium segments respectively while 375 ml plays a subordinate role across all segments.

Comparative analysis of sizewise and slabwise demand for the years 2004-05 and 2005-06 reveals that the increase in consumption of IML is contributed mainly by cheaper brands with an overall share of 85 per cent. The medium segment witnessed decline in growth to an extent of 4.58 per cent in the declared price range of Rs.450-649 whereas a growth of 16.18 per cent in declared price between Rs.650-1199 was recorded during the year.

2.3 Canalisation of Spirit

The Corporation continued its spirit canalisation policy with some minor modifications. In order to enable manufacturers of spirit to cater to the requirement of oil companies for blending ethanol with motor spirit, the Corporation allowed such manufacturers to deliver spirit in the premises of oil companies. The Corporation has played an effective role in implementing the national policy with regard to blending of ethanol with motor spirit.

In order to plug leakages, the Corporation has introduced a system of one time locks (OTL) for storage vats, receivers and tankers transporting spirit. In order to effectively monitor movement of vehicles carrying liquor/spirit, the Corporation has proposed a GPS/GSM enabled vehicle tracking system.

During the period, the total volume of rectified spirit handled was 851.28 lakh litres with a turnover of Rs.288.30 crores. Out of the above, 202.69 lakh litres valued at Rs.79.99 crores was imported and 86.39 lakh litres of spirit valued at Rs.34.59 crores was exported. The spirit drawn by distilleries for

captive consumption to manufacture IML and arrack stood at 666.11 lakh litres. The sale of spirit for manufacture of arrack and IML and other purposes stood at 561.33 lakh bulk litres. The details of production reveal a capacity utilisation of 42.32 per cent of the installed capacity during the year. The utilisation details indicate an average yield of 245.62 bulk litres of spirit per MT of molasses.

2.4 Transparency in operations

As in the previous year, the Corporation brought out a compendium containing all its significant policies to facilitate transparent operations. Information relating to sales etc., were made available through the Corporation's website to all concerned.

The Corporation has nominated information officers and an appellate authority under the Right to Information Act, 2005. The Corporation has also made available all relevant details and the manual published by it under the Act in its website. The number of applications received under the Act during the year was NIL.

2.5 Infrastructure

The number of liquor depots in the state at the end of the year stood at 29. The infrastructure in these depots was considerably strengthened to ensure continuous smooth operations.

The Corporation's depots at Bangalore account for about 45 per cent of the total sales volume in the state. In order to rationalise the workload and decongest them, the Corporation has embarked upon establishment of additional depots at Bangalore. In this direction, additional depots have been established at Yeshwanthapur, Hebbal, Kadugondanahalli and Bannerghatta Road. Besides decongesting existing depots, these additional depots handle sale of liquor directly to retail and other licensees. As part of its initiative to have at least a depot in each district headquarters, the Corporation has established a depot at Chamarajanagar, which commenced operations from September, 2005.

Further, the Corporation has acquired 1.5 acres of land from M/s. Karnataka Leather Industries Development Corporation Ltd., (LIDKAR) at Kadugondanahalli at a cost of Rs.7.50 crores. Efforts are on to construct a depot in this land.



The Karnataka State Warehousing Corporation (KSWC) is constructing a depot for the Corporation at Hongasandra, off Hosur Road with financial assistance from the Corporation.

The Corporation has been using Tally Software for its operational, accounting and inventory management functions successfully since its inception. Given its limitations, the Corporation has successfully migrated to an Oracle based software with "Profit Plus" as the front end, both in depots and in the head office.

With a view to meet the expanding operational needs, the Corporation has added additional infrastructure like workstations, personal computers etc., at its Head Office. Also, considering the volume of transactions handled by the depots at Bangalore, these depots have been provided with servers.

2.6 Financial Management

The financial management system put in place continued during the year.

The Corporation has an impeccable record with regard to payment to suppliers with over 99.5 per cent of the amount payable during the year paid on time.

2.7 Human Resources and Staff Welfare

The number of employees increased significantly to 263 as at the end of 2005-06 from 234 as at the end of 2004-05. During the year depot accounting, internal audit, software development, hardware maintenance and security services were outsourced.

With a view to mitigate hardship in case of injury in course of employment to personnel posted in spirit depots, the Corporation has obtained an insurance policy for such personnel.

Towards having a comprehensive set of Cadre and Recruitment rules, the Board of Directors of the Corporation has approved an organisational structure consisting of thirteen cadres. The personnel on deputation have been re-designated in these cadres. Other initiatives in this regard are underway.

Focused workshops at different locations for depot managers were held during the year to enable them to interact with each other and facilitate dissemination of views.

2.8 Future Outlook

The Corporation's success in operations over the years has prompted government to entrust direct sale to retail and other licensees. With its track record in implementing government policies effectively and consistently increase revenue mobilisation the Corporation would play a meaningful role in ushering reforms in this sector.

3. Corporate Governance

3.1 Board of Directors

Sudhakar Rao - Chairman (from 01.04.05 to 14.09.05)

N. Gokulram - Chairman (from 14.09.05)

R.B. Agawane - Director (from 01.04.05 to 14.09.05)

Dr. S. Subramanya - Director (from 01.04.05)

D.N. Nayak - Director (from 14.09.05)

R. Ramaseshan - Managing Director (from 01.04.05)

The Board wishes to place on record its appreciation of the valuable services and advice rendered by them to your Company.

During the year, as per the requirements of the Companies Act, 1956, in order to transact statutory and other business and also to review the business operations of the Company, the Board of Directors met six times.

3.2 General Meetings

The second annual general meeting was held on 19.09.2005 at the Registered Office of the Corporation to consider and adopt the annual accounts relating to the year 2004-05 and fix the remuneration of statutory auditors for the year 2004-05.

4. Directors' Responsibility Statement

As required under section 217 (2AA) of the Companies Act, 1956, your Directors state that -

- in the preparation of Annual Accounts, applicable accounting standards have been followed along with proper explanation relating to material departures;
- (ii) accounting policies have been selected and applied consistently and judgments and estimates have been reasonably and



prudently made when required, 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;

- (iii) proper and sufficient care has been taken for maintenance of adequate accounting records in accordance with the provisions of the Companies Act, 1956, for safeguarding the assets of the Company and for preventing and detecting fraud and other irregularities; and
- (iv) the annual accounts for the financial year have been prepared on a going concern basis.

5. Secretarial Compliance Certificate

Since the paid up share capital of the Company is Rs. 2 crores, a secretarial compliance certificate from a Company Secretary in whole time practice as required under proviso to section 383 A of the Companies Act, is being obtained and the same will be annexed to this report.

6. Particulars of Employees

During the year under review, there were no employees who were in receipt of remuneration in excess of the limits prescribed under Section 217 (2A) of the Companies Act, 1956 read with the Companies (Particulars of employees) Rules, 1975. Hence no information is required to be appended to this report in this regard.

7. Auditors and Auditors' Report

M/s. Karra & Company, Chartered Accountants, Bangalore, have been appointed as Statutory Auditors of your Company for the year 2005-06 by the Comptroller and Auditor General of India. The notes to the accounts referred to in the Auditors' Report are self-explanatory and therefore do not call

for any further comments. The C & AG's comments under Section 619(4) of the Companies Act, 1956 as and when received will be appended to this report.

8. Acknowledgements

Your Directors would like to place on record the continued support and encouragement extended by

- the Government of Karnataka and other agencies;
- the Excise Commissioner and all staff of the Excise Department which resulted in the excellent performance of the Company;
- the Deputy Commissioners of all districts and other district officials for their assistance;
- the bankers of the Company, namely, Canara Bank, ICICI Bank, IDBI Bank, ING Vysya Bank and UTI Bank;
- the dedicated services rendered by the employees of the Corporation;
- suppliers, wholesalers, manufacturers of spirit and other business associates;
- the Comptroller & Auditor General of India, New Delhi; the Accountant General, Karnataka, Bangalore; the statutory auditors and the secretarial auditor for their guidance and co-operation; and
- the media for publicity and creating awareness amongst the public.

for and on behalf of the Board of Directors

Bangalore 24.07.2006 Sd/-(N. Gokulram) Chairman



KARNATAKA STATE BEVERAGES CORPORATION LIMITED

INFORMATION PURSUANT TO THE COMPANIES (DISCLOSURE OF PARTICULARS IN THE REPORT OF BOARD OF DIRECTORS) RULES, 1988

FORM B

| I) | Research and Development (R&D) | |
|----|--------------------------------|---------|
| | Expenditure on R&D | NIL |

II) Energy conservation, technology absorption, adaptation and innovation

In case of imported technology (imported during the last five years reckoned from the beginning of the financial year), following information may be furnished:

| Technology imported | : | NIL |
|---|---|----------------|
| Year of import | : | Does not arise |
| Has the technology been fully absorbed | : | Does not arise |
| If not fully absorbed, areas where this has not taken place, reasons therefor and future plan of action | : | Does not arise |

III) Foreign Exchange:

a) Foreign exchange earnings .. NIL

b) Foreign exchange outgo .. NIL



ANNUAL ACCOUNTS 2005-06



KARNATAKA STATE BEVERAGES CORPORATION LIMITED SIGNIFICANT ACCOUNTING POLICIES

1. Method of Accounting:

- i) Financial statements have been prepared under the historical cost convention.
- ii) Accrual basis of accounting has been adopted except in the case of penalty income in respect of slow moving stocks from inoperative distilleries, which is accounted on receipt basis.
- iii) Purchase and Sales Policy:

Purchase:

IML: Manufacturer/supplier places an offer to supply liquor based on the demand prevailing in various locations. Thereafter, an Order for Supply is issued to the manufacturer/supplier. Goods so supplied are stacked in the depots of the Corporation and the ownership of these stocks continues to vest with the manufacturer/supplier. Manufacturers/suppliers undertake the responsibility for creating demand for the goods supplied to the Corporation. Price for the supply is paid after the sale of such supply. Stocks lying unsold in the depots of the Corporation attract a penalty, which is collected from manufacturers/suppliers periodically.

Spirit: The Excise Commissioner, Karnataka, authorises the buyers to procure their requirement from a specific supplier. Upon remittance of the sale value of the supply, orders are placed by the Corporation on the supplier so authorised.

Sales:

IML: Stocks are issued to the wholesale licencees after receipt of full value of the goods.

Spirit: Credit sale is permitted for a period of 30 days' time for supply of Ethanol to the companies. The margin on sale of spirit from 01.09.2004 has been waived.

iv) Income recognition:

- Sales: Sales are recognised on invoicing and clearance of the goods from the depots. Sales do not include Inter-depot transfers.
- b) Interest: Interest earned on advance to distilleries and on fixed deposits with Banks are accounted on accrual basis.

2. Fixed Assets and Depreciation:

a) Fixed Assets:

Fixed Assets and leasehold improvements are stated at cost less accumulated depreciation. Intangible assets are recorded at the consideration paid for acquisition.



b) Depreciation:

- i) Depreciation is calculated on straight-line method adopting the rates specified in Companies Act 1956 except in the following cases:
 - Computer software classified as intangible assets, is being written off over a period of three years being the estimated useful life of the asset.
 - Leasehold improvements are written off over the period of the lease.
- ii) Depreciation in respect of additions is charged proportionately for the period from the date of its addition.
- iii) Assets costing Rs.5,000/- or less individually are depreciated fully.

3. Valuation of Inventories

Stocks taken over from MSIL are valued at lower of cost or net realizable value.

4. Personnel

The Corporation has personnel deputed from other State Government Organisations. In respect of these personnel, the Corporation has made remittances towards Leave Salary, Pensions, Provident Fund and ESI Contribution to the respective parent organisations.

5. Deferred Taxation

The timing differences that result between the profit considered for income taxes and the profit as per the financial statements are identified and thereafter a deferred tax liability / asset is recognised. Deferred tax assets are recognised only if there is reasonable certainty that they will be realised.

6. Contingencies & Provisions

Contingent liabilities are provided for if there are reasonable prospects of such liabilities maturing.



KARNATAKA STATE BEVERAGES CORPORATION LIMITED Balance Sheet as at 31st March 2006

| SI. No. | PARTICULARS | SCH No. | Curren | t Year | Previous | s Year |
|------------|-------------------------------------|------------|------------|-----------|-----------|-----------|
| ı | SOURCES OF FUNDS | | | | | |
| | 1. Shareholders' Funds | | | | | |
| | a) Capital | Α | 20000000 | | 20000000 | |
| | b) Reserves & Surplus | В | 81641909 | 101641909 | 43903339 | 63903339 |
| | | | | | | |
| | 2. Loan Funds | | | | | |
| | a) Secured Loans | С | 279526593 | | 133536787 | |
| | b) Unsecured Loans | D | 25319486 | 304846079 | 26977261 | 160514048 |
| | 3. Deferred tax Liability | | | 2013023 | | 1665842 |
| | TOTAL: | | | 408501011 | | 226083229 |
| II | APPLICATION OF FUNDS | | | | | |
| | 4. Fixed Assets | E | | | | |
| | a) Gross Block | | 119671677 | | 30364967 | |
| | b) Less : Depreciation | | 16147183 | | 9878656 | |
| | c) Net Block | | | 103524494 | | 20486311 |
| | 5. Investments | | _ | | _ | |
| | 6. Current Assets, Loans & Advances | | | | | |
| | a) Inventories | | _ | | 5858001 | |
| | b) Sundry Debtors | F | 45918750 | | 3541584 | |
| | c) Cash & Bank Balances | F | 976853909 | | 567790265 | |
| | d) Loans & Advances | G | 210866507 | | 296318829 | |
| | | | 1233639166 | | 873508679 | |



| Less: | | | | | |
|-------------------------------------|---|-----------|-----------|-----------|-----------|
| 7. Current Liabilities & Provisions | н | | | | |
| a) Current Liabilities | | 863984422 | | 614863360 | |
| b) Provisions | | 64678227 | | 53048401 | |
| | | 928662649 | | 667911761 | |
| Net Current Assets | | | 304976517 | | 205596918 |
| Total | | | 408501011 | | 226083229 |

As per our report of even date for Karra & Co Chartered Accountants for and on behalf of Karnataka State Beverages Corporation Limited

Sd/-(R. Sivakumar) Partner M. No. 19834

Sd/-**(R. Ramaseshan)** Managing Director Sd/-(N. Gokulram) Chairman

Place: Bangalore Date: 25.07.2006



KARNATAKA STATE BEVERAGES CORPORATION LIMITED PROFIT AND LOSS ACCOUNT FOR THE PERIOD ENDING 31.03.2006

| PARTICULARS | | SCH No. | Curre | nt Year | Previou | s Year |
|-------------|--|------------|-------------|-------------|-------------|-------------|
| 1. | INCOME | | | | | |
| | a) Sale of IML/BEER | | 26880806406 | | 20433704089 | |
| | b) Sale of Spirit | | 2883011979 | 29763818385 | 1848261532 | 22281965621 |
| 2) | Cost of Sale | | | 29232992968 | | 21859528445 |
| | Gross Margin | | | 530825417 | | 422437176 |
| 3) | Other Income | | | | | |
| | a) Interest on Advance to Distilleries | | 22698040 | | 14521004 | |
| | b) Interest on Bank deposits | | 46722585 | | 32489458 | |
| | c) Miscellaneous receipts | | 336098 | | 473151 | |
| | d) Penalty on slow moving stocks | | 31088732 | 100845455 | 53166720 | 100650333 |
| Tot | al - A | | | 631670872 | | 523087509 |
| EX | PENDITURE | | | | | |
| 4) | Administrative & General Expenses | ı | 135872013 | | 121783531 | |
| 5) | Managerial Remuneration | J | 866829 | | 765145 | |
| 6) | Finance Charges | K | 12461829 | | 8151458 | |
| 7) | Depreciation | | 6268527 | | 5760092 | |
| 8) | Privilege Fee to Govt. of Karnataka | | 410000000 | | 320000000 | |
| 9) | Miscellaneous expenses written off | | _ | | 523247 | |
| | Total - B | | | 565469198 | | 456983473 |



| 10) Profit for the year (A-B) | | 66201674 | 66104036 |
|---|---|----------|----------|
| 11) Previous years adjustments | L | 3562920 | 669905 |
| 12) Profit after previous year adjustments | | 62638754 | 65434131 |
| 13) Less: Provision for tax | | | |
| a) Current Tax | | 24021980 | 22989160 |
| b) Deferred Tax Liability | | 347180 | 1199958 |
| 14) Fringe Benefit Tax | | 531024 | _ |
| 15) Profit after tax | | 37738570 | 41245013 |
| 16) Balance transferred to General Reserve | | 37738570 | 41245013 |
| 17) Earning per share (face value of Rs. 1000/- each) | | | |
| Basic | | 1887 | 2302 |
| 18) Notes to accounts | М | | |
| | | | |

As per our report of even date for Karra & Co Chartered Accountants Sd/-

(R. Sivakumar)

Partner M. No. 19834

for and on behalf of Karnataka State Beverages Corporation Limited

Sd/-**(R. Ramaseshan)** Managing Director Sd/-(N. Gokulram) Chairman

Place: Bangalore Date: 25.07.2006



KARNATAKA STATE BEVERAGES CORPORATION LIMITED CASH FLOW STATEMENT FOR 2005–2006

(Rs. in Lakhs)

| CACHTEC WOLLTENERT FOR 2000 | | |
|--|--------------|---------------|
| | Current Year | Previous Year |
| Cash flows from operating activities | | |
| Net profit before taxation and extraordinary item | 662.02 | 661.04 |
| Adjustments for : | | |
| Depreciation & Misc. expenses written off | 62.69 | 62.83 |
| Interest income | (694.21) | (470.10) |
| Prior period expenses | (35.63) | (6.70) |
| Interest expenses | 124.62 | 81.51 |
| Operating profit before working capital changes | 119.48 | 328.58 |
| Increase / Decrease in sundry debtors | (423.77) | 164.33 |
| Decrease in inventories | 58.58 | 271.70 |
| Increase in sundry creditors | 2,491.21 | 8.19 |
| Decrease in outstanding expenses | (84.73) | (275.00) |
| Increase / Decrease in current assets and advances | 1,008.60 | (1,088.70) |
| Cash generated from operations | 3,169.38 | (590.90) |
| Income taxes paid | 39.19 | 12.35 |
| Fringe benefit tax paid | 5.31 | _ |
| Self Assessment Tax paid | 154.08 | _ |
| Cash flow before extraordinary item | 2,970.80 | (603.25) |
| Extraordinary item | _ | _ |
| Net cash from operating activities | 2,970.80 | (603.25) |
| Cash flow from investing activities | | |
| Purchase of fixed assets | (893.07) | (124.11) |
| Proceeds from sale of equipment | , <u>,</u> | |
| Interest received | 694.21 | 470.10 |
| Dividends received | | |
| Net cash from investing activities | (198.86) | 345.99 |
| Cash flow from financing activities | , , | |
| Proceeds from issuance of share capital | _ | _ |
| Proceeds from long term borrowings | 1,459.90 | 789.06 |
| Repayment of long term borrowings | (16.58) | (8.77) |
| Interest paid | (124.62) | (81.51) |
| Dividends Paid | · · · | |
| Net cash used in financing activities | 1,318.70 | 698.78 |
| Net increase in cash and cash equivalents | 4,090.64 | 441.52 |
| Cash and cash equivalents at beginning of period | 5,677.89 | 5236.37 |
| Cash and cash equivalents at end of period | 9,768.53 | 5,677.89 |

As per our report of even date for Karra & Co.

for and on behalf of Karnataka State Beverages Corporation Limited

Chartered Accountants

Sd/- Sd/- Sd/
(R. Sivakumar) (R. Ramaseshan) (N. Gokulram)
Partner Managing Director Chairman

M. No. 19834

Place: Bangalore Date: 25.07.2006



KARNATAKA STATE BEVERAGES CORPORATION LIMITED SCHEDULE - A

FORMING PART OF BALANCE SHEET AS AT 31ST MARCH 2006

SHARE CAPITAL

| SI. No. | PARTICULARS | CURRENT YEAR | PREVIOUS YEAR |
|------------|--|--------------|---------------|
| | AUTHORISED | | |
| | 50,000 Equity Shares of Rs. 1,000/- each | 50000000 | 50000000 |
| | ISSUED, SUBSCRIBED AND PAID UP | | |
| | 20,000 Equity Shares of Rs. 1,000/- each | 20000000 | 20000000 |
| | | | |
| | | | |
| | Total | 20000000 | 20000000 |



KARNATAKA STATE BEVERAGES CORPORATION LIMITED SCHEDULE - B

FORMING PART OF BALANCE SHEET AS AT 31ST MARCH 2006

RESERVES & SURPLUS

| SI. No. | PARTICULARS | CURRENT YEAR | PREVIOUS YEAR | |
|------------|--|--------------|---------------|--|
| Α | GENERAL RESERVE : | | | |
| | Balance as per last Balance Sheet | 43903339 | 2658326 | |
| | Add : Transferred from Profit and Loss Account | 37738570 | 41245013 | |
| | Depreciation Reserve | _ | _ | |
| | Total | 81641909 | 43903339 | |



KARNATAKA STATE BEVERAGES CORPORATION LIMITED SCHEDULE - C

FORMING PART OF BALANCE SHEET AS AT 31ST MARCH 2006

BORROWINGS - SECURED

| SI. No. | PARTICULARS | CURREN | CURRENT YEAR | | US YEAR |
|------------------|--|--|--------------|--|-----------|
| A B C D | UTI Bank UTI Bank - OD A/C Canara Bank ING-Vysya Bank IDBI Bank - J.P. Nagar | 10532872 — 230120879 38872842 | 279526593 | 8796619 211233 60733831 2763372 61031732 | 133536787 |
| | Total | | 279526593* | | 133536787 |

^{*} All the Borrowings are Secured against Deposits with the Banks amounting to Rs. 47.42 crores.



KARNATAKA STATE BEVERAGES CORPORATION LIMITED SCHEDULE - D

FORMING PART OF BALANCE SHEET AS AT 31ST MARCH 2006

BORROWINGS - UNSECURED

| SI. No. | PARTICULARS | CURRENT YEAR | PREVIOUS YEAR |
|------------|---|--------------|---------------|
| A | GOVERNMENT LOANS Government of Karnataka | 25319486 | 26977261 |
| | TOTAL | 25319486 | 26977261 |



KARNATAKA STATE BEVERAGES CORPORATION LIMITED SCHEDULE - E FORMING PART OF BALANCE SHEET AS AT 31st MARCH 2006

FIXED ASSETS

| | | | GROSS BLOCK | BLOCK | | DEPREC | DEPRECIATION / AMORTISATION | AMORTI | SATION | NET BLOCK | -ock |
|--------------|--------------------------|-------------------------|-------------|-----------|---------------------|---------------------|-----------------------------|-----------|-----------------------------|-----------------------------|-----------------------------|
| Si. No. | Particulars | As at 1st April 2005 | Additions | Deletions | As at 31.03.2006 | Up to 31.03.2005 | For the Year | Deletions | As at 31st March 2006 | As at 31st March 2006 | As at 31st March 2005 |
| - | 2 | е | 4 | 2 | 9 | 7 | 80 | 6 | 10 | - | 12 |
| - | 1. Land | I | 82531525 | I | 82531525 | I | I | I | I | 82531525 | l |
| 2. | Office Equipments | 2425432 | 187866 | I | 2613298 | 466164 | 151647 | I | 617811 | 1995487 | 1959268 |
| က | Computer Equipments | 13737371 | 2389696 | I | 16127067 | 2352339 | 2347693 | I | 4700032 | 11427035 | 11385032 |
| 4. | Furniture and Fixtures | 6266879 | 1835627 | I | 8402506 | 2920663 | 931187 | I | 3851850 | 4550656 | 3646216 |
| 5. | Fire Fighting Equipments | 478125 | 23120 | I | 501245 | 245559 | 23153 | I | 268712 | 232533 | 232566 |
| 9. | Handling Equipments | 1441520 | 146500 | I | 1588020 | 561103 | 93636 | I | 654739 | 933281 | 880417 |
| 7. | 7. Vehicles | 673420 | I | I | 673420 | 107092 | 63975 | I | 171067 | 502353 | 566328 |
| œ. | Computer Software | 2639878 | 536400 | 1 | 3176278 | 1624176 | 1058760 | I | 2682936 | 493342 | 1015702 |
| .0 | Lease hold Improvements | 2402342 | 1655976 | I | 4058318 | 1601560 | 1598476 | I | 3200036 | 858282 | 800782 |
| | Total | 30364967 | 89306710 | I | 119671677 | 9878656 | 6268527 | I | 16147183 | 103524494 | 20486311 |



KARNATAKA STATE BEVERAGES CORPORATION LIMITED SCHEDULE - F

FORMING PART OF BALANCE SHEET AS AT 31ST MARCH 2006

CURRENT ASSETS - SUNDRY DEBTORS & CASH AND BANK BALANCES

| SI. | PARTICULARS | CURREN | IT YEAR | PREVIO | US YEAR |
|-----|--|-----------|-----------|-----------|-----------|
| A | SUNDRY DEBTORS, UNSECURED AND CONSIDERED GOOD | | | | |
| | Amount receivable from buyers of spirit and others | | | | |
| | a) More than six months | _ | | _ | |
| | b) Less than six months | 45918750 | 45918750 | 3541584 | 3541584 |
| | | | | | |
| В | CASH AND BANK BALANCES | | | | |
| | Cash on Hand | 178933 | | 159780 | |
| | Cash In Transit | 7620 | | 9200 | |
| | Cash at Bank | 302284636 | | 67439445 | |
| | Deposits | | | | |
| | Fixed Deposits | 370000100 | | 400000000 | |
| | Flexi Deposit | 304240140 | | 100177897 | |
| | Canara Bank (Confiscated Liquor Account) | 142480 | 976853909 | 3943 | 567790265 |



KARNATAKA STATE BEVERAGES CORPORATION LIMITED SCHEDULE - G

FORMING PART OF BALANCE SHEET AS AT 31ST MARCH 2006

CURRENT ASSETS - LOANS AND ADVANCES

| SI. No. | PARTICULARS | CURREN | IT YEAR | PREVIO | US YEAR |
|------------|--|----------|-----------|----------|-----------|
| | Advances recoverable in cash or in kind or for | | | | |
| | value to be received - considered good | | | | |
| Α | Interest Accrued & Not Due | | 12737569 | | 9354669 |
| | Leave Salary Recoverable Account | 804371 | | 28077 | |
| | Sundries Recoverable from Staff | 12546 | | _ | |
| | Sundries Recoverable from Others | 208820 | 1025737 | 440180 | 468257 |
| В | Advance Income Tax | | 40793732 | | 21677807 |
| | Self Assement Tax | | 15408016 | | |
| C. | UNSECURED ADVANCES : | | | | |
| | Advance Privilege Fee to GOK | _ | | 1077600 | |
| | Advance Emergent | _ | | 5000 | |
| | Advance to staff - Pay | 221569 | | 259928 | |
| | Advance Medical | _ | | 52883 | |
| | Advance - Travelling | _ | | 4908 | |
| | Advance - Festival | 37775 | | _ | |
| | Rent Deposit | 15550796 | 15810140 | 11589916 | 12990235 |
| D. | SECURED ADVANCES: | | | | |
| | Advance to Distilleries | | 113913270 | | 251576670 |
| E. | <u>DEPOSITS</u> | | | | |
| | Deposit Paid | 10890000 | | 600 | |
| | Telephone Deposit | 253603 | 11143603 | 242603 | 243203 |
| F. | Prepaid Expenses | | 34440 | | 7988 |
| | TOTAL | | 210866507 | | 296318829 |



KARNATAKA STATE BEVERAGES CORPORATION LIMITED SCHEDULE - H

FORMING PART OF BALANCE SHEET AS AT 31ST MARCH 2006

CURRENT LIABILITIES AND PROVISIONS

| SI. | DARTICUI ARC | OUDDES | IT VEAD | DDE1///0 | (Ami. in Rs.) |
|-----|---|-----------|-----------|-----------|---------------|
| No. | PARTICULARS | CURREN | IT YEAR | PREVIO | US YEAR |
| Α | CURRENT LIABILITIES : | | | | |
| | Sundry Creditors - Distilleries | 724180561 | | 585344744 | |
| | Sundry Creditors - RS Distilleries | 94786337 | | _ | |
| | Sundry Creditors - Others | 8030382 | | 5814956 | |
| | Sundry Creditors - Others (RS) | 34744627 | 861741907 | 12424300 | 603584001 |
| | GOK-EXCISE (CONFISCATED LIQUOR) | 142480 | | 3943 | |
| | Miscellaneous Deposit | 11462 | | 37877 | |
| | Earnest Money Deposit | 2000 | | _ | |
| | Deposits received from Suppliers and others | 1656020 | | 1014332 | |
| | Security Deposit - Distillery | _ | | 9038628 | |
| | Receipts on behalf of Others | 430553 | 2242515 | 1184579 | 11279359 |
| | | | 863984422 | | 614863360 |
| В | PROVISIONS: | | | | |
| | Rent and Hire charges | 4331904 | | 5307241 | |
| | Establishment expenses | 4859373 | | 7819612 | |
| | Others | 257618 | | 729300 | |
| | Provision for Taxation | 48032469 | | 24010489 | |
| | TDS | 235627 | | 1064654 | |
| | Education cess - payable | _ | | 26448 | |
| | TCS payable - Depots | 6961236 | | 13111092 | |
| | Cess payable - Depots | _ | | 729322 | |
| | TCS payable | _ | 64678227 | 250243 | 53048401 |
| | TOTAL | | 928662649 | | 667911761 |



KARNATAKA STATE BEVERAGES CORPORATION LIMITED SCHEDULE - I

FORMING PART OF PROFIT AND LOSS ACCOUNT FOR THE PERIOD ENDED 31ST MARCH 2006

ADMINISTRATIVE AND GENERAL EXPENSES

| SI. No. | PARTICULARS | CURREN | IT YEAR | PREVIO | US YEAR |
|------------|---|----------|----------|----------|----------|
| | ESTABLISHMENT EXPENSES | | | | |
| 1 | Salaries and Wages | 34197639 | | 31991753 | |
| 2 | Salary and Wages (RS) | 10626852 | | 4391558 | |
| 3 | Exgratia | _ | | 1988462 | |
| 4 | Incentive | 950517 | | 128000 | |
| 5 | Employer's contribution to Provident Fund | 3827050 | | 3443250 | |
| 6 | Employers contribution to ESI | 24211 | | 58307 | |
| 7 | Travelling Expenses | 1775576 | | 1387541 | |
| 8 | Conveyance Expenses | 816337 | | 544617 | |
| 9 | Staff Training Expenses | 13300 | | _ | |
| 10 | Data Entry Operators Expenses | 4650631 | | 3021409 | |
| 11 | Entertainment Expenses | 1033966 | | 1044559 | |
| 12 | Reimbursement of Medical Expenses | 1779487 | | 1294272 | |
| 13 | Reimbursement of Telephone Expenses | 205430 | | 180373 | |
| 14 | Reimbursement of Fuel Expenses | 252336 | | 35613 | |
| 15 | Expenses on Security | 6003487 | | 6222015 | |
| 16 | Expenses on Security (RS) | 4450185 | | 2874728 | |
| 17 | Leave Salary Contribution | 2269245 | | 1972126 | |
| 18 | Pension Contribution | 233869 | | 445755 | |
| 19 | Delegation to Conferences | 6000 | | _ | |
| 20 | Accident Insurance Staff | 27936 | | _ | |
| 21 | Administrative Charges - PF | 217 | | _ | |
| 22 | Gratuity Contribution | _ | 73144271 | 781136 | 61805472 |



| | GENERAL EXPENSES | | | | |
|----|---|----------|----------|----------|----------|
| 23 | Rent | 33534476 | | 29758733 | |
| 24 | Rates and Taxes | 19931 | | 58633 | |
| 25 | Books and Periodicals | 89874 | | 55614 | |
| 26 | Computer Consumables | 817018 | | 944204 | |
| 27 | Entertainment Expenses | 213568 | | 214161 | |
| 28 | Electricity Charges | 1713808 | | 1573761 | |
| 29 | Printing and Stationery | 1687706 | | 3034438 | |
| 30 | Postage and Courier | 295813 | | 346091 | |
| 31 | Telephone Expenses | 2783338 | | 3029692 | |
| 32 | Hire Charges | 743076 | | 998197 | |
| 33 | Water Charges | 334204 | | 248547 | |
| 34 | Donations | _ | | 55000 | |
| 35 | Housekeeping Expenses | 649556 | | 579626 | |
| 36 | Office Expenses | 931305 | | 918772 | |
| 37 | Expenses to Auditors | 118200 | | 59613 | |
| 38 | Statutory Auditors Remuneration | 137750 | | 137750 | |
| 39 | Tax Audit Fees | 27550 | | 27550 | |
| 40 | Out of Pocket Expenses - Statutory Auditors | 10000 | | 25000 | |
| 41 | Internal Audit Fees | 1824000 | | 1595096 | |
| 42 | Advertisement and Publicity | 126888 | | 205731 | |
| 43 | Professional and Legal Charges | 4586660 | | 7664471 | |
| 44 | Insurance - Cash in Transit | _ | | 1102 | |
| 45 | Insurance on Stock at Depots | 6585261 | | 2988613 | |
| 46 | Insurance on Vehicles & Machinery | 15417 | | 7403 | |
| 47 | Insurance on Computer Equipment | 83862 | | 15968 | |
| 48 | Insurance - Others | 1420 | | 47725 | |
| 49 | Miscellaneous Expenses | 29107 | | 56306 | |
| 50 | Consultancy Charges | 1656235 | | 1116561 | |
| | | | 59016023 | | 55764357 |



| | MAINTENANCE EXPENSES | | | | |
|----|---|---------|-----------|---------|-----------|
| 51 | Repairs and Maintenance of Buildings | 179617 | | 293530 | |
| 52 | Repairs and Maintenance of Computer Equipment | 215278 | | 31394 | |
| 53 | Repairs and Maintenance of Furniture and Fixtures | 31039 | | 37319 | |
| 54 | Repairs and Maintenance of Office Equipment | 239340 | | 117925 | |
| 55 | Repairs and Maintenance of others | 50385 | | 18389 | |
| 56 | Repairs and Maintenance of Motor Vehicles | 96266 | | 80451 | |
| | | | 811926 | | 579007 |
| | <u>OTHERS</u> | | | | |
| 57 | Development Expenses | _ | | _ | |
| 58 | Data Processing Charges | 1047538 | | 964457 | |
| 59 | Packing, Forwarding and Freight | 1549168 | | 1692903 | |
| 60 | Discount Allowed | _ | | 494945 | |
| 61 | Expenses on Board Meeting | 4747 | | 2350 | |
| 62 | Expenses on Depot Managers Meeting | 87480 | | 129421 | |
| 63 | Expenses on Destruction of Sedimented Stocks | 50 | | 12549 | |
| 64 | Depot Damages | 210810 | | 338070 | |
| | | | 2899793 | | 3634695 |
| | TOTAL | | 135872013 | | 121783531 |



KARNATAKA STATE BEVERAGES CORPORATION LIMITED SCHEDULE - J

FORMING PART OF PROFIT AND LOSS ACCOUNT FOR THE PERIOD ENDED 31ST MARCH 2006

MANAGERIAL REMUNERATION

| SI. No. | PARTICULARS | CURREN | IT YEAR | PREVIO | US YEAR |
|------------|-----------------------------------|--------|---------|--------|---------|
| Α | WHOLETIME DIRECTORS (MD) | | | | |
| | Salary and Allowances | 556311 | | 522580 | |
| | Exgratia | _ | | 10000 | |
| | Travelling Expenses | 101475 | | 122135 | |
| | Reimbursement of Medical Expenses | 44162 | | 15304 | |
| | Leave Salary Contribution | 43285 | | 42554 | |
| | Pension Contribution | 106176 | 851409 | 51072 | 763645 |
| В | OTHER DIRECTORS | | | | |
| | TA and Conveyance Allowance | 11420 | | _ | |
| | Sitting Fees | 4000 | 15420 | 1500 | 1500 |
| | TOTAL | | 866829 | | 765145 |



KARNATAKA STATE BEVERAGES CORPORATION LIMITED SCHEDULE - K

FORMING PART OF PROFIT AND LOSS ACCOUNT FOR THE PERIOD ENDED 31ST MARCH 2006

FINANCE CHARGES

| SI. No. | PARTICULARS | CURRENT YEAR | PREVIOUS YEAR |
|------------|-------------------------------|--------------|---------------|
| 1 | Interest paid on Overdraft | 12142074 | 6901111 |
| 2 | Bank charges | 249955 | 2048 |
| 3 | Expenses on availment of loan | _ | _ |
| 4 | Interest paid | 69800 | _ |
| 5. | Interest paid to MSIL | _ | 1248298 |
| | GRAND TOTAL | 12461829 | 8151458 |



KARNATAKA STATE BEVERAGES CORPORATION LIMITED SCHEDULE - L

FORMING PART OF PROFIT AND LOSS ACCOUNT FOR THE PERIOD ENDED 31ST MARCH 2006

PREVIOUS YEARS ADJUSTMENTS

| SI. No. | PARTICULARS | CURRENT YEAR | PREVIOUS YEAR |
|------------|---|--------------|---------------|
| 1 | Expenses pertaining to previous years | 8095551 | 1514253 |
| 2 | Withdrawal of Income pertaining to previous years | 295920 | _ |
| 3 | Withdrawal of Expenses pertaining to previous years | 4828551 | 844348 |
| | GRAND TOTAL | 3562920 | 669905 |



KARNATAKA STATE BEVERAGES CORPORATION LIMITED SCHEDULE - M

FORMING PART OF 2005-2006 ACCOUNTS

NOTES ON ACCOUNTS

- 1. Claims against the Company not acknowledged as debt
 - (i) A demand has been received on the income of penalty on slow moving stocks (demurrage charges) from the Commissioner of Service Tax for payment of service tax amounting to Rs.65,47,829/- together with applicable interest under Section 75 of the Finance Act, 1994; penalty under Section 77 of the Finance Act, 1994, and Rs.1,00,00,000/- under Section 78 of the Finance Act, 1994 in case of failure to discharge the liability. The Company has been legally advised that the said order could be contested in the court of law as the demand is untenable. Accordingly, an appeal has been filed against the order of the Commissioner of Service Tax. Hence, no provision for the liability in the books of accounts is considered necessary. In the year 2005-06, the Company has recovered an amount of Rs.310.88 lakhs towards penalty on slow moving stocks.
 - (ii) A notice received from the Assistant Commissioner of Commercial Taxes (Intelligence), Mangalore has advised the Company to pay Rs. 18.44 lakhs towards sales tax in respect of empty bottles returned by wholesalers attached to Mangalore Depot to breweries for the financial years 2003-04, 2004-05 and 2005-06, on the ground that sale of empty bottles is liable for multi point levy under the Karnataka Sales Tax Act, 1957. In the year 2005-06, the amount credited to the wholesale licencees' accounts towards value of empty bottles returned to the breweries as per the credit notes furnished by the breweries is Rs.19.80 crores. As per the legal opinion obtained based on the entries made in the Company's books of accounts which are purely financial in nature, the Company has been advised that the transaction in question does not tantamount to a sale and hence does not constitute a liability against the Company. As such, the Company has been advised that it is not liable to pay any sales tax in this regard. Hence, no provision for the liability in the books of accounts is considered necessary.

2. MSIL Stocks

- (i) Government of Karnataka has directed that loss on account of reduced selling prices consequent to reduction in duties on the stocks taken over from MSIL shall be borne by them, vide Government Order No. FD 14 PES 2004 dated 27.03.2004. Accordingly, loss on sales of MSIL stocks at reduced prices amounting to Rs.0.07 crores (previous year Rs.0.73 crores) for a quantity of 2063 CBs (previous year 15759 CBs) has been debited to MSIL.
- (ii) A quantity of 1518 CBs of Khoday India brands (previous year 1803 CBs of McDowell brands valued at Rs.0.12 crores) belonging to MSIL stock valued at Rs.0.24 crores has been issued to the manufacturers for re-distillation purposes as per Excise Commissioner Order No. ECD 59 REV 2005 dated 20.08.2005.
- (iii) A quantity of 92 CBs (previous year 4211 CBs valued at Rs.0.11 crores) of MSIL stocks valued Rs.0.004 crores declared unfit for human consumption has been destroyed and the same has been debited to MSIL account.



3. Following are inventory particulars:

I. IML & Beer:

| SI. | Particulars | Quantit | y (CBs) | Value (Rs. | in crores) |
|-----|-----------------|---------------|--------------|---------------|--------------|
| No. | | Previous Year | Current Year | Previous Year | Current Year |
| 1. | Opening Stock | 26993 | 5477 | 3.30 | 0.59 |
| 2. | Purchases | 20078322 | 26088749 | 1998.64 | 2634.83 |
| 3. | Sales | 20099510 | 26092186 | 2043.37 | 2688.08 |
| 4. | Shortage/Damage | 328 | 249 | 0.03 | 0.02 |
| 5. | Closing Stock | 5477 | 1791 | 0.59 | _ |

Stocks of 1791 CBs represents stock taken over from MSIL at the inception of the Corporation and are considered to have no realizable value as on 31st March 2006.

II. Spirit:

| SI. No. | Particulars | Quantity (BLs) | | Value (Rs. in crores) | |
|------------|---------------|----------------|--------------|-----------------------|--------------|
| | | Previous Year | Current Year | Previous Year | Current Year |
| 1. | Opening Stock | Nil | Nil | Nil | Nil |
| 2. | Purchases | 50945780 | 85164050 | 184.63 | 288.30 |
| 3. | Sales | 50945780 | 85164050 | 184.63 | 288.30 |
| 4. | Closing Stock | Nil | Nil | Nil | Nil |

- 4. Letters seeking confirmation of balances as on 31.03.2006 in respect of Sundry Creditors and Advance to Distilleries have been sent and their response is awaited.
- 5. There are no earnings and/or outgo in foreign exchange.



6. Particulars of Deferred Tax Liability / (Asset):

(Rs. in lakhs)

| Timing Difference on account of | Current year | Previous year |
|--|--------------|---------------|
| Opening Balance (DTL) | 16.66 | 4.67 |
| Depreciation (Deferred Tax Liability) | 2.59 | 13.35 |
| Preliminary and pre-operative Expenses written off (DTL) | 0.51 | (1.36) |
| Deductions permissible under the IT Act, 1961 | 0.37 | _ |
| Net Deferred Tax Liability | 20.13 | 16.66 |

- 7. There are no dues beyond 30 days to small scale industries.
- 8. Related Party Disclosure:

Key Management Personnel:

Managing Director – Remuneration: Rs.8,51,409/- (previous year Rs.7,63,645/-)

9. Previous year's figures have been regrouped / recast / rearranged wherever found necessary.

As per our report of even date for Karra & Co.
Chartered Accountants
Sd/-

(R. Sivakumar)
Partner
M No. 19834

for and on behalf of Karnataka State Beverages Corporation Limited Signatories to Accounting Policies and Schedules "A" to "M"

Sd/-(R. Ramaseshan) Managing Director Sd/-(N. Gokulram) Chairman

Place: Bangalore Date: 25.07.2006



| BALANCE SHEET ABSTRACT AND COMPANY'S GENERAL BUSINESS PROFILE | | | | | | | | | | |
|---|---|-------------------------------------|--------------------|-----------------|--|--|--|--|--|--|
| (PURSUANT TO PART-IV OF SCHEDULE-VI TO THE COMPANIES ACT, 1956) | | | | | | | | | | |
| | Registration Details | | | | | | | | | |
| | Registration No. | 3 2 0 3 3 | State Co | ode 0 8 | | | | | | |
| | Balance Sheet Date | 3 1 0 3 2 | 0 0 6 | | | | | | | |
| I | Capital Raised during the year (Amount in Rs. Thousands) | | | | | | | | | |
| | Public Issue | N I L | Right Issue | N I L | | | | | | |
| | Bonus Issue | N I L | Private Placement | N I L | | | | | | |
| II | Position of Mobilisat | tion and Deployment of Funds (Amoun | t in Rs.Thousands) | | | | | | | |
| | Total Liabilities | 4 0 8 5 0 1 | Total Assets | 4 0 8 5 0 1 | | | | | | |
| | Source of Funds | | | | | | | | | |
| | | | | | | | | | | |
| | Paid-up Capital | 2 0 0 0 0 | Reserves & Surplus | 8 1 6 4 1 | | | | | | |
| | Secured Loans | 2 7 9 5 2 6 | Unsecured Loans | 2 5 3 1 9 | | | | | | |
| | Deferred Tax Liability | 2 0 1 3 | | | | | | | | |
| | Application of Funds | | | | | | | | | |
| | Net Fixed Asset | 1 0 3 5 2 4 | Investments | N I L | | | | | | |
| | Net Current Assets | 3 0 4 9 7 6 | | | | | | | | |
| V | Performance of Comp | pany (Amount in Rs.Thousands) | | | | | | | | |
| | Turn Over | 2 9 8 6 4 6 6 4 | Total Expenditure | 2 9 8 0 2 0 2 5 | | | | | | |
| | Profit Before Tax | 6 2 6 3 9 | Profit After Tax | 3 7 7 3 8 | | | | | | |
| | Earnings per share in I | Rs. 1 8 8 7 | Dividend Rate % | NIL | | | | | | |
| V | Generic Names of Three Principal Products/Services of Company | | | | | | | | | |
| | Item code No. | N I L | | | | | | | | |
| | Product Description | I M L / B E E R / | S P I R I T | | | | | | | |



KARRA & CO., CHARTERED ACCOUNTANTS No. 27, II Floor, Anand Chambers, Elephant Rock Road, Jayanagar III Block, Bangalore – 560 011 Ph. – 26651762 / 26539240

To
The Shareholders
Karnataka State Beverages Corporation Limited
No.78, Seethalakshmi Towers,
Mission Road, Bangalore - 560 027.

AUDITORS' REPORT

We have audited the attached Balance Sheet of **Karnataka State Beverages Corporation Limited** (**The Company**) as at 31st March 2006, the Profit and Loss Account and Cash Flow Statement of the Company for the year ended on that date annexed here to. These financial statements are the responsibility of the company's management. Our responsibility is to express an opinion on these financial statements based on our audit.

We conducted our audit in accordance with auditing standards generally accepted in India. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material mis-statements. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by the management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.

As required by the Companies (Auditor's Report) Order, 2003 issued by the Central Government of India in terms of Section 227(4A) and 4(D) and of the Companies Act 1956, we enclose in the Annexure, a statement on the matters specified in the paragraph 4 and 5 of the said order.

Further to our comments in the Annexure referred to above, we report that:

- 1. We have obtained all the information and explanations which, to the best of our knowledge and belief, were necessary for the purpose of our audit.
- 2. In our opinion, proper books of account, as required by law have been kept by the company so far as appears from our examination of those books.
- 3. The Balance Sheet, Profit and Loss Account and Cash Flow Statement dealt with by this report are in agreement with the books of account.
- 4. In our opinion, the Balance Sheet, the Profit and Loss Account and the Cash Flow Statement dealt with by this report comply with the Accounting Standards referred to in Sub-section (3C) of Section 211 of the Companies Act, 1956.



- 5. On the basis of the written representations received from the directors, we report that none of the directors is disqualified as on 31st March 2006 from being appointed as a Director in terms of Section 274(1)(g) of the Companies Act, 1956.
- 6. Subject to *Note No. 04 in Notes on accounts pertaining to non confirmation of balances of sundry creditors and Advances to Distilleries*,

In our opinion and to the best of our information and according to the explanations given to us, the said accounts give the information required by the Companies Act, 1956, in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India:

- a. in the case of Balance Sheet, of the state of affairs of the Company as at 31st March 2006;
- b. in the case of Profit and Loss Account of the Profit for the year ended on that date; and
- c. in the case of the Cash Flow Statement, of the Cash flows for the year ended on that date.

for KARRA & Co., Chartered Accountants Sd/-R. Sivakumar Partner

M. No. 19834

Place: Bangalore Date: 25.07.2006



ANNEXURE TO THE AUDITORS' REPORT

Referred to in the Auditors' report to the Members of Karnataka State Beverages Corporation Limited for the year ended 31st March 2006.

1. FIXED ASSETS:

- (a) The company is maintaining proper records showing full particulars, including quantitative details and situation of fixed assets;
- (b) These fixed assets have been physically verified by the management. No material discrepancies were noticed on such verification.
- (c) During the year, the company has not disposed off a substantial part of its fixed assets.

2. **INVENTORIES:**

- (a) Physical verification of inventory has been conducted at reasonable intervals by the management.
- (b) The procedures of physical verification of inventory followed by the management are reasonable and adequate in relation to the size of the company and the nature of its business.
- (c) The company is maintaining proper records of inventory. No material discrepancies were noticed on physical verification. Such discrepancies as were noticed have been properly dealt with in the books of account;

3. TRANSACTION WITH PARTIES UNDER SECTION 301 OF THE COMPANIES ACT, 1956.

- (a) The Company has not granted any loans, secured or unsecured to/from companies, firms or other parties covered in the register maintained under Section 301 of the Act.
- (b) The Company has not taken any loans, secured or unsecured to/from companies, firms or other parties covered in the register maintained under Section 301 of the Act.
- (c) As the Company has neither granted nor taken any loans, secured or unsecured to / from companies, firms or other parties covered in the register maintained under Section 301 of the Act, points 4 (iii)(b) to (d) are not applicable.
- 4. In our opinion and as per the information and explanations furnished to us, there is an adequate internal control procedure commensurate with the size of the company and the nature of its business, for the purchase of inventory and fixed assets and for the sale of goods & services. During the course of our audit, we have not observed any continuing failure to correct major weaknesses in internal controls.



- 5. There are no contracts or arrangements referred to in Section 301 of the Act. In view of the fact that there are no contracts or arrangements that need to be entered into a register in pursuance of section 301 of the Act, point 5(b) is not applicable.
- 6. The company has not accepted deposits from the public and consequently, the directives issued by the Reserve Bank of India and the provisions of sections 58A, 58 AA or any other relevant provisions of the Companies Act, and the rules framed thereunder are not applicable.
- 7. In our opinion, the Company has an internal audit system commensurate with its size and nature of its business.
- 8. The maintenance of cost records has not been prescribed by the Central Government under clause (d) of subsection (1) of Section 209 of the Act.

9. STATUTORY DUES:

- (a) As per information and explanations furnished to us and on the basis of our examination of the books of accounts, the Company has personnel deputed from other state government organizations, in respect of whom all statutory payments with regard to Provident Fund and Employees' State Insurance, have been made to the parent organizations. The company is generally regular in depositing undisputed statutory dues relating to Income-Tax, Wealth-Tax, Custom Duty, Excise Duty, Cess and other statutory dues with the appropriate authorities. According to the information and explanations given to us, no undisputed amounts payable in respect of dues of Income-Tax, Custom Duty, Wealth Tax, Excise Duty, Cess, were in arrears as at 31.3.2006 for a period of more than six months from the date they became payable.
- (b) There are no disputed dues of Sales Tax, Income Tax, Custom Duty, Wealth Tax, Excise Duty, Cess, as on 31st March 2006 which have not been deposited. However, the Company has since received a notice on 28.10.2005 for Rs.18.44 lakhs towards Sales Tax in respect of empty bottles returned by wholesalers attached to Mangalore Depot to breweries for the financial years 2003-04 to 2005-06. Please also refer Note No.1(ii) of the Notes on Accounts.
- (c) A demand has been received for a sum of Rs.65.48 lakhs together with applicable interest and penalty of Rs.1 crore from the Commissioner of Service Tax, Bangalore. The company has preferred an appeal against the Order. Please refer to Note No. 1(i) of the Notes on Accounts.
- 10. The Company has been registered for a period less than five years. There are no accumulated losses and, the Company has not incurred cash losses during the financial year covered by our audit and in the immediately preceding financial year.
- 11. The Company has not defaulted in repayment of dues to a Financial Institution or bank or debenture holders.
- 12. The Company has not granted any loans and advances on the basis of security by way of pledge of shares, debentures and other securities.



- 13. The Company is not a chit fund / nidhi / mutual benefit fund / society. Hence, the provisions of clause 4(xiii) of the CARO, 2003 are not applicable.
- 14. The Company is not dealing or trading in shares, securities and debentures and other investments.
- 15. The Company has not given any guarantee for loans taken by others from bank or financial institutions.
- 16. The Company has not obtained any term loan during the period under audit.
- 17. According to the Cash Flow Statement and other records examined by us and information and explanation given to us, on an overall basis, funds raised on short term basis have prima facie not been used for long term investment and vice versa.
- 18. The Company has not made any preferential allotment of shares to parties and companies covered in the Register maintained under Section 301 of the Act.
- 19. The Company has not issued debentures hence no security or charge has been created.
- 20. No money has been raised by public issues by the Company.
- 21. To the best of our knowledge and belief and according to the information and explanations given to us, no fraud on or by the company has been noticed or reported during the year.

for KARRA & Co., Chartered Accountants Sd/-R. Sivakumar Partner M. No. 19834

Place: Bangalore Date: 25.07.2006



Indian Audit and Accounts Department

Office of the Principal Accountant General (Audit) I, Karnataka, 'C' Block, New Building, P.B. No. 5398,

Bangalore - 560 001. Ph: 22269591 / Fax: 080-22380014

E-mail: pragkar@vsnl.com

CAW/CA-I/2006-07/K-262(6)/58

28 August 2006

Tο

The Managing Director Karnataka State Beverages Corporation Limited, No.78, Sitalaxmi Towers, Mission Road, Bangalore - 560 027.

Sir,

Sub: Comments of the Comptroller & Auditor General of India under Section 619(4) of the Companies Act, 1956 on the accounts of Karnataka State Beverages Corporation Limited, Bangalore for the year ended 31st March 2006.

I forward herewith Nil Comments under Section 619(4) of the Companies Act, 1956 on the accounts of **Karnataka State Beverages Corporation Limited**, **Bangalore** for the year ended **31st March 2006**.

- 2. In this connection a reference is invited to letter of Director Karnataka State Bureau of Public Enterprises in No. DPAR (BPE) 25 MEA 84 dated: 7th January 1985 and its enclosures. The Supplementary Report referred to therein in respect of your Company is enclosed, which may please be published as an Annexure to the Directors' Report as suggested by the Government, in their letter cited above.
- 3. A copy of the proceedings of the Annual General Meeting adopting the certified accounts, Auditors' Report thereon and the Comments of the Comptroller and Auditor General of India may be forwarded to this office immediately after the conclusion of the Annual General Meeting. Six copies of the printed Annual Reports may also be sent to this office.
- 4. Receipt of the letter and the enclosures may please be acknowledged.

Yours faithfully,
Sd/(C. GOPINATHAN)
ACCOUNTANT GENERAL
(CIVIL & COMMERCIAL AUDIT)
KARNATAKA, BANGALORE



COMMENTS OF THE COMPTROLLER AND AUDITOR GENERAL OF INDIA UNDER SECTION 619 (4) OF THE COMPANIES ACT, 1956 ON THE ACCOUNTS OF KARNATAKA STATE BEVERAGES CORPORATION LIMITED, BANGALORE FOR THE YEAR ENDED 31st MARCH 2006.

"I have to state that the Comptroller and Auditor General of India has no comments upon or supplement to the Auditors' Report under Section 619 (4) of the Companies Act, 1956 on the accounts of **Karnataka State Beverages Corporation Limited, Bangalore** for the year ended 31st March 2006".

Sd/(C. GOPINATHAN)
ACCOUNTANT GENERAL
(CIVIL & COMMERCIAL AUDIT)
KARNATAKA, BANGALORE

Bangalore

Dated: 28 August 2006



FINANCIAL REVIEW ON THE ACCOUNTS OF KARNATAKA STATE BEVERAGES CORPORATION LIMITED, BANGALORE FOR THE THREE YEARS ENDED 31st MARCH 2006.

1. Financial Position

The following table summarises the Financial Position of the Company at the end of each of the three years ending 31st March 2006.

(Rupees in lakhs)

| | | (Tapeco III lattic) | | | |
|----|--|---------------------|---------|---------|--|
| | | 2003-04* | 2004-05 | 2005-0 | |
| | Liabilities | | | | |
| a) | Paid-up capital (including share deposit / share application money pending allotment / share suspense / share advance) | 200.00 | 200.00 | 200.0 | |
| b) | Reserves and Surplus | 26.58 | 439.03 | 816.4 | |
| c) | Borrowings | 824.86 | 1605.14 | 3048.4 | |
| d) | Deferred Tax Liability | 4.66 | 16.66 | 20. | |
| e) | Current Liabilities and Provisions (including interest accrued and due on loans) | 6510.58 | 6679.12 | 9286.6 | |
| | TOTAL | 7566.68 | 8939.95 | 13371.6 | |
| f) | Gross Block | 179.54 | 303.65 | 1196. | |
| g) | Less : Depreciation | 41.19 | 98.79 | 161.4 | |
| h) | Net Block | 138.35 | 204.86 | 1035.2 | |
| i) | Capital work-in-progress | 0.00 | 0.00 | 0.0 | |
| j) | Investments | 0.00 | 0.00 | 0.0 | |
| k) | Current Assets, Loans and Advances | 7423.09 | 8735.09 | 12336.3 | |
| l) | Miscellaneous Expenditure | 5.23 | 0.00 | 0.0 | |
| | TOTAL | 7566.67 | 8939.95 | 13371.0 | |
| | Capital Employed | 1068.15 | 2288.36 | 4107.7 | |
| | Net Worth | 221.35 | 639.03 | 1016.4 | |

^{*} the figures relate to the period from June, 2003 (date of formation of the Company) to 31st March 2004.

NOTE

Capital employed represents net fixed Assets plus capital work-in-progress plus working capital. Net worth represents paid up capital plus reserves and surplus less intangible assets.

2. CAPITAL STRUCTURE

The debt equity ratio of the Company was 1.4:1 both in 2003-04 and 2004-05 and 1.3:1 in 2005-06.

3. RESERVES AND SURPLUS

The reserves and surplus accumulated upto 31st March 2006 was Rs.816.42 lakh as against Rs.439.03 lakh as on 31st March 2005 and Rs.26.58 lakh as on 31st March 2004. The reserves and surplus comprised of profit and



loss account surplus and represented 6.1 per cent of total liabilities during 2005-06 as against 4.9 per cent during 2004-05 and 0.4 per cent during 2003-04. The reserves and surplus was equivalent to 408.2 per cent of equity capital during 2005-06 as against 219.5 per cent during 2004-05 and 13.3 per cent during 2003-04.

4. LIQUIDITY AND SOLVENCY

- a) The percentage of current assets, loans and advances to total net assets decreased from 98.1 per cent in 2003-04 to 97.7 per cent in 2004-05 and to 92.3 per cent in 2005-06.
- b) The percentage of current assets, loans and advances to current liabilities (including provisions) increased from 114.0 per cent in 2003-04 to 130.8 per cent in 2004-05 and 132.8 percent in 2005-06.
- c) The percentage of quick assets [sundry debtors, loans and advances (excluding prepaid expenses and advance Income Tax), deposits and cash and bank balances] to current liabilities (excluding provisions) increased from 107.6 per cent in 2003-04 to 132.0 per cent in 2004-05 and 135.8 per cent in 2005-06.

5. WORKING CAPITAL

The working capital of the Company was Rs.3072.45 lakh as on 31st March 2006 as against Rs.2083.50 lakh as on 31st March 2005 and Rs.-929.80 lakh as on 31st March 2004. The working capital was equivalent to 0.1 months' turnover in all the three years ending 31st March 2006.

6. SOURCES AND USES OF FUNDS

Funds of Rs.676.80 lakh from Internal Sources (Reserves and Surplus, Depreciation, Provisions and Deferred Tax Liability) and Rs.3817.57 lakh from External Sources (Borrowings and Current Liabilities) generated during the year were utilised as follows:

Gross Fixed Assets including Capital work-in-progress 893.07
Current Assets, Loans and Advances 3601.3
TOTAL 4494.37

7. WORKING RESULTS

The working results of the Company for the three years ending 31st March 2006 is tabulated below:

(Rs. in Lakhs)

| | 2003-04 | 2004-05 | 2005-06 |
|------------------------------------|---------|---------|---------|
| Profit (+)/Loss(-) for the year | 41.46 | 661.04 | 662.02 |
| Prior period adjustments (Net) | 0 | -6.70 | -35.63 |
| Profit (+)/Loss(-) before Tax | 41.46 | 654.34 | 626.39 |
| Tax Provision | 14.87 | 241.89 | 249.00 |
| Profit (+)/Loss(-) after Tax | 26.59 | 412.45 | 377.39 |
| Percentage of Profit before Tax to | | | |
| Sales | 0.0 | 0.3 | 0.2 |
| Gross Fixed Assets | 23.1 | 215.5 | 52.3 |
| Capital Employed | 3.9 | 28.6 | 15.2 |
| Percentage of Profit after Tax to | | | |
| Net Worth | 12.0 | 64.5 | 37.1 |
| Equity Capital | 13.3 | 206.2 | 188.7 |
| Capital Employed | 2.5 | 18.0 | 9.2 |
| | | | |



8. COST OF TRENDS

The table below indicates the percentage of cost of sales to sales for the three years upto 31st March 2006.

| Sales | 130699.72 | 222819.66 | 297638.18 |
|--|-----------|-----------|-----------|
| Less Profit/Add Loss for the year before prior period adjustment | 41.46 | 661.04 | 662.02 |
| Cost of Sales | 130658.26 | 222158.62 | 296976.16 |
| Percentage of Cost of Sales to Sales | 100.0 | 99.7 | 99.8 |

9. SUNDRY DEBTORS AND TURNOVER

The following table indicates the value of book debts and sales for the three years ending 31st March 2006.

(Rs. In Lakh)

| As on 31st March | Debts | considered | Total book Debts | Sales | Percentage of Debtors to Sales | Sundry Debtors in terms of months' sales |
|------------------------|--------|------------|------------------------|-----------|--------------------------------------|--|
| | Good | Doubtful | | | | |
| 2004 | 121.06 | 0.00 | 121.06 | 130699.72 | 0.1 | 0.0 |
| 2005 | 35.42 | 0.00 | 35.42 | 222819.66 | 0.0 | 0.0 |
| 2006 | 459.19 | 0.00 | 459.19 | 297638.18 | 0.2 | 0.0 |

Sd/(C. GOPINATHAN)
ACCOUNTANT GENERAL
(CIVIL & COMMERCIAL AUDIT)
KARNATAKA, BANGALORE

Bangalore

Dated: 28 August 2006



COMPLIANCE CERTIFICATE



FORM [SEE RULE 3] COMPLIANCE CERTIFICATE

The Members
Karnataka State Beverages Corporation Ltd
(A Government of Karnataka Undertaking)
Seetha Lakshmi Towers
No.78, Mission Road
BANGALORE 560 027

In connection with issue of a **SECRETARIAL COMPLIANCE CERTIFICATE** pursuant to Sec. 383A proviso of the Companies Act 1956 (as amended) in respect of **KARNATAKA STATE BEVERAGES CORPORATION LIMITED**I wish to state as under: -

A) KARNATAKA STATE BEVERAGES CORPORATION LIMITED

- (A Government of Karnataka Undertaking) incorporated under the Companies Act, 1956 vide Certification of Incorporation Number issued by the ROC Karnataka dated 02.06.2003 Co.No.08/32033.
- B) I have verified the records maintained by the Company under the provisions of The Companies Act 1956 from <u>01.04.2005 to 31.03.2006</u> and certify that the Company has complied with the various provisions of the said Act properly.
- C) The Authorised Capital of the Company is **Rs.5,00,00,000** (Rupees Five Crores) divided into 50,000 (Fifty Thousand) Equity Shares of Rs.1000/- (Rupees Thousand) each. The Issued, subscribed and Paid-up Capital of the Company is **Rs.2,00,00,000** (Two Crores) divided into 20,000 (Twenty Thousand) Equity Shares of Rs.1000/- each.

I have examined the registers, records, books and papers of **KARNATAKA STATE BEVERAGES CORPORATION LIMITED (A Government of Karnataka Undertaking)** (the Company) as required to be maintained under the Companies Act, 1956, (the Act) and the rules made thereunder and also the provisions contained in the Memorandum and Articles of Association of the Company for the financial period ended on **31st March, 2006.**

In my opinion and to the best of my information and according to the examinations carried out by me and explanations furnished to me by the Company, its officers and agents, I certify that in respect of the aforesaid financial period: -

01. MAINTENANCE OF REGISTERS

The Company has maintained the Registers that are to be maintained by a Government Company under the Companies Act, 1956.



STATUTORY REGISTERS

| SI. No. | Name of the Register | Ref to Sec. | Remarks |
|---------|---|---|--|
| 01. | Register of Investments Register of Investments in shares or securities not held in Company's Name. | 49(7)&(8) 49 | Maintained . The Company has not made any investments in shares and securities and therefore no entries are made in the said register. |
| 02. | Register of Deposits Return of deposits filed with ROC | 58A Companies Acceptance of Dep. Rules 1975 | Maintained. No entries are made in the said register as the Company has not accepted any public deposits. |
| 03. | Register of Buyback of shares | 77A | Maintained. No entries are made as the Company has not resorted to any buy back of shares. |
| 04. | Register of shareholders of differential rights and index of members with differential rights | 86 and Co. issue of share certificates with differential voting rights Rules 2001 | The Company has not issued any shares with differential rights |
| 05. | Copy of every instrument creating any charge requiring registration | 136 | Maintained |
| 06. | Register of charges Copies of instruments creating charge | 143 (1) | Maintained. |
| 07. | Register of members | 150(1) | Maintained. Proper and requisite entries are made in the said register. |
| 08. | Register of Index of members if members exceed fifty | 151(1) | As total members do not exceed fifty the register is not maintained. |
| 09. | Register of Debenture holders | 152(1) | Maintained and no entries are made as the Company has not issued any debentures. |
| 10. | Register of Index of debenture holders in case the Company is having more than fifty debenture holders. | 152(2) | Not maintained as the Company has not issued any debentures |



| 11. | Register and index of beneficial owners (members and debenture holders maintained by depository). | 152A | The Company has not issued any shares under demat form |
|-----|--|-----------------|--|
| 12. | Foreign Register of members and debenture holders | 157(1) 158 | The Company has not opted to keep a foreign Register of members. |
| 13. | Copies of annual returns prepared under Sec. 159/160 together with copies of certificates and documents required to be annexed thereto under Sec. 160 and 161. | 163(1) | Maintained |
| 14. | Minute Books of Board Meetings and Committees | 193(1) | Maintained. The Company has opted to maintain the minutes in loose leaf and has taken sufficient precaution to bound the sheets periodically. |
| 15. | Minute Books of proceedings of General Meetings | 193(1) & 196(1) | The Company has kept the minutes of the general meetings in loose leaf and has taken sufficient precaution to bound them periodically |
| 16. | Books of accounts and the other Cost records etc., | 209(1) | Maintained. The Act has not prescribed any cost audit in respect of the business of the Company. |
| 17. | Register of contracts with directors, companies and firms in which Directors are interested. | 301(1)/(5) | The Company has not entered into any contract which falls within purview of Sec 297. |
| 18. | Register of Managing Directors, Manager, Secretary and Directors | 303(1)/304(1) | Maintained. Proper entries are made in the Register. As the Company's paid up capital does not exceed Rs. 2,00,00,000/-, there is no need to appoint a Qualified Full Time Company Secretary in terms of Sec. 383A Companies Act 1956. |
| 19. | Register of Directors shareholdings | 307(1)/(5) | Maintained. |
| 20. | Register of Investments or loans made | 372A | Maintained. As the Company is a private limited company provisions of Sec.372A do not apply. |
| 21. | Place of keeping and inspection of Statutory registers | 163 | The registers are kept at the Registered Office at Karnataka State Beverages Corporation Ltd., (A Government of Karnataka Undertaking) Seetha Lakshmi Towers, No.78, Mission Road BANGALORE 560 027. |



NON STATUTORY REGISTERS

| SI. No. | Name of the Register | Ref to Sec. | Remarks |
|---------|--|--|---|
| 01. | Director's Attendance Register | | The signatures of the directors attending the meetings are obtained in the Register maintained. |
| 02. | Register of share transfers | | Maintained. |
| 03. | Register of duplicate share certificates | Rule 7 of Issue of Share Certificate | Maintained. Necessary entries are made. |
| 04. | Share application and allotment book | | Maintained. Necessary entries are made. |
| 05. | Share warrants | | The Company has not issued any share warrants. |
| 06. | Register of beneficial interest | 187(C) | Maintained. |
| 07. | Register of legal representation such as probates, letters of administration | | Maintained. |
| 08. | Register of Fixed Assets | The Company's (Auditors' Report) Order 2003. | Maintained |

02. FILING OF RETURNS

During the year under report, the Company has filed returns and forms that are to be filed under various sections with Registrar of Companies.

03. ADEQUACY OF CAPITAL AND MINIMUM NUMBER OF MEMBERS

During the year under report

- (i) The Company has not invited public to subscribe for its shares or debentures.
- (ii) The Company has not invited or accepted any deposits from persons including members, directors or their relatives.

04. BOARD MEETINGS (Sec.285)

The Company has duly complied with the provisions of Section 285, 286, 287, 288 and 289 of the Companies Act. The Company has held Board Meetings during the year under report as under:-

| Board Meeting No. | Dates | No of Meetings in a year | |
|--------------------------|------------|--------------------------|--|
| 9th | 25.06.2005 | | |
| 10th | 08.08.2005 | | |
| 11th | 19.09.2005 | SIX | |
| 12th | 17.11.2005 | | |
| 13th | 28.01.2006 | | |
| 14th | 25.03.2006 | | |



05. CLOSURE OF REGISTER OF MEMBERS (Sec.154)

The Company has not closed the Register of members during the year under report.

06. ANNUAL GENERAL MEETINGS (Sec.166/210)

The Company has duly complied with the provisions of Section 166 and 171 to 186 of the Companies Act, 1956. The second AGM for the year 2004-2005 was held on 19.09.2005 (to consider the accounts for the year 2004-05).

07. EXTRAORDINARY GENERAL MEETINGS (Sec.165)

During the year under report, the Company has not held any EGM.

08. LOANS TO DIRECTORS (Sec. 295)

The Company has not given any Loans to Directors.

09. CONTRACTS IN WHICH DIRECTORS ARE INTERESTED (Sec. 297)

The Company has not entered into contracts in which director/s is/are interested.

10. MAINTENANCE OF REGISTER OF CONTRACTS (Sec. 301)

The Company has maintained the Register and no entries need to be made in the said register as the Company has not entered into any contracts.

11. APPROVALS (U/S 314)

Passing of resolutions or obtaining approvals under Section 314 do not apply to the Company as no director or relative of director has been appointed to the Office or place of profit.

12. ISSUE OF DUPLICATE SHARE CERTIFICATES (Under Issue of Share Certificate Rules 1960)

The Company has issued fresh certificates in lieu of defaced certificates with the approval of the Board of Directors.

13. DELIVERY OF SHARE CERTIFICATES, DEPOSIT OF DIVIDEND AMOUNT, POSTING OF DIVIDEND WARRANTS, TRANSFER OF UNPAID DIVIDEND TO INVESTORS EDUCATION AND PROTECTION FUND AND MEETING THE REQUIREMENTS OF SEC. 217 REGARDING DIRECTORS' REPORT:

DELIVERY OF SHARE CERTIFICATES (Sec. 113)

(a) During the year the Company has not made allotment of shares.

DEPOSIT OF DIVIDEND AMOUNT, POSTING OF DIVIDEND WARRANTS, TRANSFER OF UNPAID DIVIDEND TO INVESTORS EDUCATION AND PROTECTION FUND (Sec. 205)

(b) The Company has not declared interim/final dividend for the year 2004-2005.

MEETING THE REQUIREMENTS OF SEC. 217 REGARDING DIRECTORS' REPORT (Sec. 217)

(c) The Company has complied with the provisions of Section 217 regarding Directors Report.



14. APPOINTMENT OF DIRECTORS

During the year the following are the Directors of the Company:-

| Name of the Director | Date of Appointment | Date of Ceasing | Remarks |
|------------------------|--------------------------|-----------------|---|
| Sri R. Ramaseshan, IAS | 02.06.2003 04.06.2003 | _ | Director Appointed as Managing Director |
| Sri Sudhakar Rao, IAS | 23.12.2004 | 14.09.2005 | Director & Chairman |
| Sri N. Gokulram, IAS | 14.09.2005 | _ | Director & Chairman |
| Sri R.B. Agawane, IAS | 22.07.2004 | 14.09.2005 | Director |
| Sri D.N. Nayak, IAS | 14.09.2005 | _ | Director |
| Dr. Subramanya, IAS | 26.11.2004 | _ | Director |

15. APPOINTMENT OF MANAGING DIRECTOR, WHOLETIME DIRECTOR, MANAGER (Sec. 269 and Articles of Association of the Company)

During the year under the report, the Company has not appointed any Whole Time Director or Managing Director.

16. APPOINTMENT OF SOLE SELLING AGENTS (Sec. 294 AA)

The Company has not appointed selling agents.

17. APPROVAL REQUIRED BY VARIOUS AUTHORITIES

There was no event, which required obtaining approval from various statutory authorities.

18. DISCLOSURE OF INTEREST BY DIRECTORS (Sec. 299)

The Company has obtained Form 24AA - Disclosure of interest by Director from all the Directors and the same has been placed before the Board Meeting and necessary entries have been made in the Register of Directors maintained for the purpose.

19. ISSUE OF SHARE CERTIFICATES, DEBENTURES, OTHER SECURITIES DURING THE FINANCIAL YEAR: (Sec. 113)

During the year under report, no allotment was made and therefore the requirement for issue of Share Certificate and other securities did not arise.

20. BUY BACK OF SHARES (Sec. 77A)

The Company has not bought back any shares during the year under report.

21. REDEMPTION OF PREFERENCE SHARES AND DEBENTURES (Sec. 80)

The Company has not issued any preference shares or debentures and therefore the redemption of the same do not arise.



22. KEEPING IN ABEYANCE RIGHTS TO DIVIDEND, RIGHT SHARES, BONUS SHARES, PENDING REGISTRATION OF TRANSFERS (Sec. 205)

There is no such event or occasion during the year under report.

23. ACCEPTANCE OF THE DEPOSITS (Sec. 58A read with Acceptance of Deposit Rules 1975)

The Company has not accepted any deposits from the public.

24. BOARD'S POWERS TO BORROW (Sec. 292)

During the year under report the Company has not borrowed any funds from banks/financial institutions.

25. INTER-CORPORATE LOANS AND INVESTMENTS (Sec. 372A)

The Company has not made any inter-corporate loans or investments.

26. ALTERATION OF MEMORANDUM - RELATING TO SHIFTING OF REGISTERED OFFICE FROM ONE STATE TO ANOTHER STATE (Sec. 17)

The Company during the year has not altered its Memorandum of Association relating to Clause II of MOA.

27. ALTERATION OF OBJECTS CLAUSE OF MOA (Sec. 17)

The Company has not altered its Memorandum of Association relating to Clause III of MOA.

28. CHANGE OF NAME OF THE COMPANY (Sec. 21)

During the year the Company has not changed its name.

29. ALTERATION OF SHARE CAPITAL (Sec. 94)

During the year under the report the Company has not altered its Authorized Capital of the Company.

30. ALTERATION OF ARTICLES OF ASSOCIATION (Sec. 31)

During the year the Company has not altered the Articles of Association.

31. PROSECUTIONS, FINES AND PENALTIES

As informed by the Company during the year under report no prosecutions have been launched nor the Company has paid any fines or penalties.

32. EMPLOYEES' SECURITIES (Sec. 417)

The Company has not obtained any security from the employees.

33. DEPOSIT OF PROVIDENT FUND (Sec. 418)

The Company has been regular in depositing the Provident Fund dues with appropriate Government Authorities and does not have a Provident Fund Scheme falling under Sec. 418 of the Companies Act 1956.



34. GENERAL

This Certificate is issued based on the information that were made available at the time of verification of the records and clarifications furnished for queries raised by us and inspection of the documents, files, book, registers and other relevant papers made available for verification.

Signature : Sd/-

Name of Company Secretary: M R GOPINATH

Company Secretary

C. P. No.: 1030/FCS 3812

Date: 24.07.2006 Bangalore



ANNEXURE - A

TO

COMPLIANCE CERTIFICATE KARNATAKA STATE BEVERAGES CORPORATION LIMITED REGISTERS MAINTAINED BY THE COMPANY:

| SI. No. | Name of the register | Sec. |
|---------|--|---|
| 01. | Register of Investments Register of Investments in shares or securities not held in Company's Name. | 49(7)&(8) 49 |
| 02. | Register of Deposits Return of deposits filed with ROC | 58A Company's Acceptance of Deposit Rules 1975 |
| 03. | Register of Buyback of shares | 77A |
| 04. | Register of shareholders of differential rights and index of Members with differential rights | 86 and Co. issue of share certificates with differential voting rights Rules 2001 |
| 05. | Copy of every instrument creating any charge requiring registration | 136 |
| 06. | Register of charges Copies of instruments creating charge | 143 (1) |
| 07. | Register of members | 150(1) |
| 08. | Copies of annual returns prepared under Sec. 159/160 together with copies of certificates and documents required to be annexed thereto under Sec. 160 and 161. | 163(1) |
| 09. | Minute Books of Board Meetings and Committees | 193(1) |
| 10. | Minute Books of Proceedings of General Meetings | 193(1) & 196(1) |
| 11. | Books of accounts and the other Cost records etc. | 209(1) |
| 12. | Register of contracts with directors, companies and firms in which Directors are interested. | 301(1)/(5) |
| 13. | Register of Managing Directors, Manager, Secretary and Directors | 303(1)/304(1) |
| 14. | Register of Directors' shareholdings | 307(1)/(5) |
| 15. | Register of Investments or loans made | 372A |
| _ | | |



ANNEXURE-B

Forms and Returns as filed by the Company, during the financial year ended **31.03.2006** with Registrar of Companies

| SI.No. | Forms | Purpose |
|--------|------------------------|--|
| 01. | Annual Report | U/s 220 for Balance Sheet |
| 02. | Annual Return | U/s 159 of the Companies Act, 1956. |
| 03. | Secretarial Compliance | Proviso to Sec.383A of the Companies |
| | Certificate | Act,1956. |
| 04. | Form.32/14.09.2005 | For Appointment & Ceasing of Directors |

With Regional Director

Nil

With Central Government or other authorities

Nil



TRENDS & PERFORMANCE HIGHLIGHTS 2005-06



KARNATAKA STATE BEVERAGES CORPORATION LIMITED MONTH WISE ABSTRACT OF SALES PERFORMANCE FROM APRIL'05 TO MARCH '06

Qty: in CBs Value: Rs.in lakhs

| | II | ИL | BEER | | TOTAL VALUE |
|-------|----------|-----------|----------|----------|-------------|
| MONTH | QTY | VALUE | QTY | VALUE | TOTAL VALUE |
| APR | 1034274 | 15184.85 | 1150342 | 5344.76 | 20529.61 |
| MAY | 1135208 | 16656.55 | 1238082 | 5760.28 | 22416.82 |
| JUN | 1132101 | 16701.29 | 975679 | 4531.70 | 21232.99 |
| JUL | 1111873 | 16524.29 | 780124 | 3639.96 | 20164.25 |
| AUG | 1157793 | 17081.04 | 670831 | 3108.58 | 20189.62 |
| SEP | 1141583 | 16896.63 | 774275 | 3581.42 | 20478.05 |
| ОСТ | 1251459 | 18597.16 | 845920 | 3913.32 | 22510.48 |
| NOV | 1173428 | 17454.91 | 768238 | 3560.63 | 21015.54 |
| DEC | 1409963 | 21390.33 | 987217 | 4562.63 | 25952.96 |
| JAN | 1206979 | 17711.51 | 930975 | 4467.91 | 22179.42 |
| FEB | 1153724 | 17036.41 | 994011 | 4696.64 | 21733.05 |
| MAR | 1512435 | 22886.91 | 1553983 | 7518.35 | 30405.26 |
| TOTAL | 14420820 | 214121.88 | 11669676 | 54686.19 | 268808.06 |



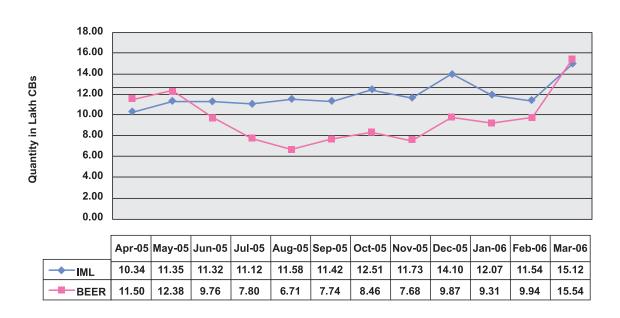
KARNATAKA STATE BEVERAGES CORPORATION LIMITED DEPOTWISE SALE OF IML & BEER FOR THE PERIOD APRIL '05 TO MARCH '06

QTY: in CBs VALUE: Rs in Lakhs

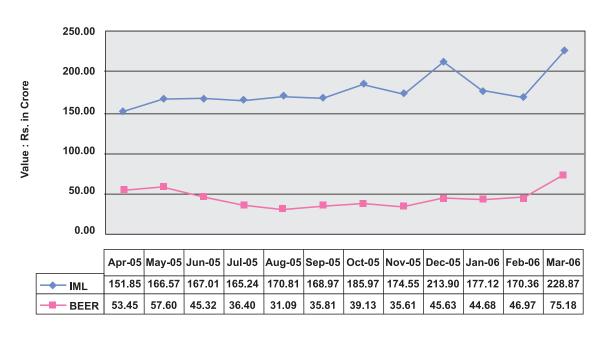
| | IM | L | В | EER | | Value |
|----------------|----------|-----------|----------|----------|-------------|--------|
| DEPOT | Qty | Value | Qty | Value | TOTAL VALUE | in % |
| MYSORE ROAD | 1869351 | 30113.04 | 1592697 | 7425.79 | 37538.83 | 13.96 |
| PLATFORM ROAD | 1796654 | 28053.57 | 1336025 | 6232.14 | 34285.71 | 12.75 |
| PEENYA | 1658449 | 23983.52 | 1393717 | 6445.02 | 30428.55 | 11.32 |
| YESHWANTHPUR | 806261 | 12353.78 | 586662 | 2729.24 | 15083.02 | 5.61 |
| MANGALORE | 720095 | 10260.94 | 728113 | 3284.56 | 13545.50 | 5.04 |
| MYSORE | 745159 | 11137.95 | 446519 | 2038.45 | 13176.40 | 4.90 |
| BELGAUM | 631046 | 8747.64 | 475523 | 2331.77 | 11079.41 | 4.12 |
| BELLARY | 470944 | 6904.04 | 466775 | 2240.41 | 9144.45 | 3.40 |
| BANGARPET | 449774 | 6523.98 | 366100 | 1719.06 | 8243.04 | 3.07 |
| GULBARGA | 416218 | 6060.82 | 441774 | 2169.42 | 8230.24 | 3.06 |
| UDUPI | 446083 | 6128.94 | 418740 | 1914.43 | 8043.36 | 2.99 |
| TUMKUR | 429948 | 6192.55 | 250422 | 1157.62 | 7350.17 | 2.73 |
| HASSAN | 389406 | 5964.77 | 230006 | 1035.57 | 7000.34 | 2.60 |
| HUBLI | 348380 | 5145.16 | 320014 | 1554.91 | 6700.07 | 2.49 |
| SHIMOGA | 312150 | 4531.18 | 219493 | 1004.54 | 5535.73 | 2.06 |
| DAVANGERE | 280064 | 3998.75 | 195795 | 924.10 | 4922.85 | 1.83 |
| RAICHUR | 253635 | 3696.25 | 248171 | 1191.21 | 4887.45 | 1.82 |
| CHICKMAGALUR | 292645 | 4131.72 | 148597 | 664.19 | 4795.90 | 1.78 |
| BAGALKOTE | 268572 | 3652.92 | 209785 | 1033.41 | 4686.34 | 1.74 |
| MANDYA | 237908 | 3632.60 | 174820 | 791.10 | 4423.69 | 1.65 |
| KUSHALNAGAR | 245889 | 3705.99 | 153512 | 683.56 | 4389.55 | 1.63 |
| BIJAPUR | 228250 | 3227.83 | 219299 | 1084.91 | 4312.75 | 1.60 |
| CHITRADURGA | 219999 | 3297.88 | 162177 | 767.00 | 4064.88 | 1.51 |
| BIDAR | 166764 | 2500.06 | 213117 | 1052.44 | 3552.50 | 1.32 |
| SIRSI | 169040 | 2404.08 | 234381 | 1110.60 | 3514.67 | 1.31 |
| HAVERI | 190394 | 2586.15 | 134414 | 646.45 | 3232.60 | 1.20 |
| KOPPAL | 148080 | 2025.31 | 156537 | 756.33 | 2781.64 | 1.03 |
| GADAG | 143228 | 1964.33 | 114331 | 548.56 | 2512.89 | 0.93 |
| CHAMARAJANAGAR | 86432 | 1196.15 | 32160 | 149.40 | 1345.56 | 0.50 |
| TOTAL | 14420820 | 214121.88 | 11669676 | 54686.19 | 268808.06 | 100.00 |



KARNATAKA STATE BEVERAGES CORPORATION LIMITED MONTHWISE IML & BEER SALES PERFORMANCE FROM APRIL 2005 TO MARCH 2006 (QUANTITY IN LAKH CBs)



KARNATAKA STATE BEVERAGES CORPORATION LIMITED MONTHWISE IML & BEER SALES PERFORMANCE FROM APRIL 2005 TO MARCH 2006 (VALUE: RS. IN CRORE)





BAND WISE IML SALES ANALYSIS FOR THE PERIOD APRIL 2005 TO MARCH 2006 KARNATAKA STATE BEVERAGES CORPORATION LIMITED

Quantity in CBs

Size wise share within the slab

| O.F. | SLAB 2 | SLAB 250-399 | SLAB 400-449 | 00-449 | SLAB 4 | SLAB 450-649 | SLAB 6 | SLAB 650-1199 | SLAB Above 1200 | ove 1200 | Total | Ir |
|--------|---------|----------------------|--------------|---------|---------|--------------|---------|-----------------|-----------------|----------|----------|---------|
| OIZE | Qty | % | Qty | % | Qty | % | Qty | % | Qty | % | Qty | % |
| 180 ml | 8690296 | 8690296 91.65% | 941278 | 83.23% | 1243648 | 73.55% | 1054215 | 59.64% | 97267 | 27.81% | 12026704 | 83.40% |
| 375 ml | 279094 | 2.94% | 101776 | %00.6 | 215784 | 12.76% | 237995 | 13.46% | 43575 | 12.46% | 878224 | %60.9 |
| 750 ml | 512160 | 5.40% | 87909 | 7.77% | 231481 | 13.69% | 320876 | 18.15% | 169368 | 48.42% | 1321794 | 9.17% |
| OTHERS | 0 | 0.00% | 0 | 0.00% | 0 | 0.00% | 154530 | 8.74% | 39568 | 11.31% | 194099 | 1.35% |
| TOTAL | 9481550 | 9481550 100.00% 1130 | 1130963 | 100.00% | 1690912 | 100.00% | | 1767617 100.00% | 349778 | 100.00% | 14420820 | 100.00% |

Size wise share across the slab

| 0 | SLAB 2 | SLAB 250-399 | SLAB 400-449 | 00-449 | SLAB 450-649 | 50-649 | SLAB 650-1199 | 50-1199 | SLAB Above 1200 | ve 1200 | Total | al |
|--------|---------|----------------|--------------|--------|---------------|--------|----------------|---------|-----------------|---------|------------------------|-----------------|
| OISO | Qty | % | Qty | % | Qty | % | Qty | % | Qty | % | Qty | % |
| 180 ml | 8690296 | 72.26% | 941278 | 7.83% | 1243648 | 10.34% | 1054215 | 8.77% | 97267 | 0.81% | 12026704 | 100.00% |
| 375 ml | 279094 | 31.78% | 101776 | 11.59% | 215784 | 24.57% | 237995 | 27.10% | 43575 | 4.96% | 878224 | 100.00% |
| 750 ml | 512160 | 38.75% | 87909 | 6.65% | 231481 | 17.51% | 320876 | 24.28% | 169368 | 12.81% | 1321794 | 1321794 100.00% |
| OTHERS | 0 | 0.00% | 0 | 0.00% | 0 | 0.00% | 154530 | 79.61% | 39568 | 20.39% | 194099 | 100.00% |
| TOTAL | 9481550 | 65.75% 1130963 | 1130963 | 7.84% | 7.84% 1690912 | 11.73% | 11.73% 1767617 | 12.26% | 349778 | 2.43% | 2.43% 14420820 100.00% | 100.00% |



KARNATAKA STATE BEVERAGES CORPORATION LIMITED

TOP 30 IML BRANDS CONTRIBUTING 75% MARKET SHARE FOR THE PERIOD APRIL '05 TO MARCH '06

| SI. No. | IML BRAND | Value in % |
|---------|---|------------|
| 1 | ORIGINAL CHOICE DELUXE WHISKY | 11.10 |
| 2 | MC DOWELLS NO. 1 RESERVE WHISKY | 7.50 |
| 3 | OLD MONK VERY OLD VATTED XXX RUM | 7.23 |
| 4 | NO. 1 MC DOWELLS SELECT GRAPE BRANDY | 5.18 |
| 5 | RAJA WHISKY | 3.96 |
| 6 | HAYWARDS CHEERS WHISKY | 3.92 |
| 7 | MC DOWELLS NO. 1 CELEBRATION DELUXE XXX RUM | 3.76 |
| 8 | SEAGRAM'S ROYAL STAG DELUXE WHISKY | 2.61 |
| 9 | WINDSOR DELUXE WHISKY | 2.48 |
| 10 | BAGPIPER DELUXE WHISKY | 2.23 |
| 11 | GILBEY'S GREEN LABEL WHISKY | 2.17 |
| 12 | DIRECTOR SPECIAL BLACK DELUXE WHISKY | 2.14 |
| 13 | DIRECTORS SPECIAL WHISKY | 1.95 |
| 14 | HAYWARDS O T WHISKY | 1.91 |
| 15 | AMRUTS SILVER CUP BRANDY | 1.83 |
| 16 | KHODAYS XXX RUM | 1.64 |
| 17 | MANSION HOUSE FRENCH BRANDY | 1.57 |
| 18 | MYSORE LANCER WHISKY | 1.55 |
| 19 | BONNIE SCOT SPECIAL MALTED WHISKY | 1.35 |
| 20 | U S WHISKY | 1.16 |



| 21 | ROYAL GOLD CUP EXTRA SMOOTH WHISKY | 1.14 |
|----|---|------|
| 22 | SEAGRAM'S IMPERIAL BLUE SUPERIOR GRAIN WHISKY | 0.95 |
| 23 | AMRUT PRESTIGE FINE WHISKY | 0.91 |
| 24 | HERCULES DELUXE 3 X RUM | 0.90 |
| 25 | ROYAL LANCER WHISKY | 0.84 |
| 26 | RAJA XXX RUM | 0.75 |
| 27 | WELLINGTON WHISKY | 0.72 |
| 28 | ORIGINAL CHOICE GRAPE BRANDY | 0.66 |
| 29 | ORIGINAL CHOICE DRY GIN | 0.64 |
| 30 | AMRUT XXX RUM | 0.60 |

TOP 10 BEER BRANDS CONTRIBUTING 95% MARKET SHARE FOR THE PERIOD FROM APRIL '05 TO MARCH '06

| SI. No. | BEER BRAND | Value in % |
|---------|--|------------|
| 1 | KING FISHER PREMIUM LAGER BEER | 24.83 |
| 2 | KNOCK OUT HIGH PUNCH STRONG BEER | 24.81 |
| 3 | UB EXPORT LAGER BEER | 18.64 |
| 4 | KING FISHER STRONG PREMIUM BEER | 9.68 |
| 5 | KING FISHER STRONG BEER | 9.23 |
| 6 | KING FISHER PREMIUM LAGER BEER - CANS | 1.75 |
| 7 | KING FISHER STRONG PREMIUM BEER - CANS | 1.74 |
| 8 | FOSTERS LAGER BEER | 1.74 |
| 9 | HAYWARDS 5000 SUPER STRONG BEER | 1.63 |
| 10 | KING FISHER SUPER STRONG PREMIUM BEER | 1.50 |



KARNATAKA STATE BEVERAGES CORPORATION LIMITED

MANUFACTURER WISE IML SALES FROM APRIL '05 TO MARCH '06

Quantity : in CBs Value : Rs. In Lakhs

| Manufacturer | Quantity | Value | Value in % |
|---|----------|----------|------------|
| DOMESTIC IML/WINE/FENNY | | | |
| KARNATAKA BREWERIES & DISTILLERIES (P) LTD., (0080) | 1815897 | 34983.58 | 16.34 |
| PAMPASAR DISTILLERY LIMITED (0029) | 1732136 | 27868.18 | 13.02 |
| JOHN DISTILLERY, BANGALORE (0067) | 2357058 | 27307.77 | 12.75 |
| GEMINI DISTILLERIES PVT. LTD. (0092) | 1102647 | 18360.55 | 8.58 |
| J P DISTILLERIES, BANGALORE (0063) | 1347333 | 15769.85 | 7.37 |
| SHASHI DISTILLERIES PRIVATE LTD (0097) | 1273732 | 14768.10 | 6.90 |
| MCDOWELL & CO. LTD., BANGALORE (0020) | 804440 | 14010.12 | 6.54 |
| UGAR SUGAR WORKS LTD. (0034) | 574370 | 9396.09 | 4.39 |
| AMRUT DISTILLERIES LIMITED (0009) | 565539 | 6672.88 | 3.12 |
| KHODAY R C A INDUSTRIES (0001) | 337315 | 6052.64 | 2.83 |
| SHASHI DISTILLERIES, BANGALORE (0055) | 497948 | 5785.05 | 2.70 |
| SARVADA DISTILLERIES (0021) | 289542 | 3375.47 | 1.58 |
| B T & F C PRIVATE LIMITED (0062) | 226020 | 3242.94 | 1.51 |
| VORIAN DISTILLERIES INC. (0014) | 275844 | 3195.70 | 1.49 |
| SREE VENKATESWARA DISTILLERIES (0060) | 209194 | 2778.21 | 1.30 |
| S P R GROUP HOLDING P. LTD.,(0032) | 189844 | 2227.46 | 1.04 |
| YEZDI DISTILLERIES (0026) | 160588 | 1861.49 | 0.87 |
| BACARDI MARTINI (I) LTD. (0057) | 32388 | 1301.73 | 0.61 |
| APPOLLO ALCHOBEV (0022) | 100130 | 1160.86 | 0.54 |
| KHODAY INDIA LTD. (0003) | 23489 | 975.84 | 0.46 |
| KHODAY BREWERIES LTD. (0002) | 35119 | 738.74 | 0.35 |
| SAMSONS DISTILLERIES PVT. LTD. (0072) | 65395 | 733.11 | 0.34 |
| AMRUT DISTILLERIES (0037) | 38101 | 440.82 | 0.21 |
| GROVER VINEYARDS P. LTD. (0079) | 10276 | 288.18 | 0.13 |
| AMRUT DISTILLERIES LTD (0037) | 21062 | 243.69 | 0.11 |
| CHAMUNDI WINERIES DISTILLERY (0066) | 16904 | 197.35 | 0.09 |
| KALBURGI DISTILLERY LTD. (0031) | 13012 | 154.97 | 0.07 |



| Manufacturer | Quantity | Value | Value in % |
|--|----------|-----------|------------|
| SOMARASA DISTILLERIES (0071) | 12197 | 141.26 | 0.07 |
| KARNATAKA BREWERIES & DISTILLERIES (P) LTD. (0005) | 8431 | 128.33 | 0.06 |
| HERITAGE GRAPE WINERY PVT. LTD. (0096) | 7566 | 67.28 | 0.03 |
| A J DISTILLERIES (0064) | 2594 | 29.55 | 0.01 |
| GREENFIELD DISTILLERIES (0069) | 2162 | 25.16 | 0.01 |
| KHODAY BREWERIES LTD (0002) | 222 | 4.67 | 0.00 |
| NETRAVATI DISTILLERIS PVT. LTD. (0095) | 385 | 4.62 | 0.00 |
| SRI VENKATESHWARA DISTILLERIES (0082) | 280 | 3.02 | 0.00 |
| RAVINDRA & COMPANY LIMITED (0083) | 221 | 2.44 | 0.00 |
| SAINATH DISTILLERIES PVT LTD (0090) | 41 | 0.45 | 0.00 |
| SREE BALAJI ENTERPRISES (0053) | 17 | 0.27 | 0.00 |
| M/S. WILSON DISTILLERIES PVT. LTD. (0093) | 3 | 0.03 | 0.00 |
| DOMESTIC IML/WINE/FENNY - TOTAL | 14149439 | 204298.48 | 95.42 |
| | | | |
| FOREIGN IML/WINE/LIQUOR | | | |
| BRINDCO SALES LTD. (0308) | 2084 | 288.30 | 0.13 |
| SUNTAN TRADING COMPANY PVT. LTD. (0318) | 654 | 139.07 | 0.06 |
| SONARYS CO-BRANDS PVT. LTD. (0320) | 1226 | 103.83 | 0.05 |
| SAMANT SOMA WINES LTD. (0319) | 1069 | 75.27 | 0.04 |
| MOET-HENNESSY INDIA PRIVATE LIMITED (0301) | 256 | 55.49 | 0.03 |
| MOHAN BROTHERS (P) LTD. (MOET) (0325) | 345 | 51.38 | 0.02 |
| ASPRI SPIRITS PVT. LTD. (0337) | 359 | 46.29 | 0.02 |
| BRINDCO SALES LTD. (BROWN) (0332) | 170 | 40.79 | 0.02 |
| MUNJRAL BROTHERS (DISTRIBUTION) PVT. LTD. (0339) | 305 | 38.07 | 0.02 |
| BRINDCO SALES LIMITED (STCPL) (0321) | 246 | 28.56 | 0.01 |
| RADICO KAITHAN LTD. (0304) | 284 | 25.41 | 0.01 |
| GLOBAL TAX FREE TRADERS INC. (0334) | 372 | 22.68 | 0.01 |
| BRINDCO SALES LIMITED (SEAGRAM) (0323) | 113 | 18.20 | 0.01 |
| SONARYS CO-BRANDS PVT. LTD. (0329) | 236 | 16.70 | 0.01 |
| MOHAN BROTHERS PVT. LTD. (0330) | 92 | 14.15 | 0.01 |
| KHODAY INDIA LTD. IMP DVN. (HENKELL & SOH) (0303) | 210 | 10.11 | 0.00 |



| Manufacturer | Quantity | Value | Value in % |
|---|----------|---------|------------|
| MOHAN BROTHERS (MOET) NEW DELHI (0331) | 65 | 10.01 | 0.00 |
| ECHIDNA WINE TRADERS (0333) | 71 | 8.47 | 0.00 |
| BAUMGARTEN & WALLIA PVT. LTD. | 90 | 7.59 | 0.00 |
| AGENCIES INTERNATIONAL IMPEX (0309) | 63 | 6.64 | 0.00 |
| ASPRI SPIRITS PVT. LTD. (0341) | 66 | 5.35 | 0.00 |
| SOVEREIGN IMPEX PVT. LTD. (0314) | 55 | 4.60 | 0.00 |
| SRI LAKSHMI VENKATESWARA ENTERPRISES (0327) | 43 | 3.41 | 0.00 |
| PROCSYS HOSPITALITY PRIVATE LIMITED (0338) | 23 | 1.58 | 0.00 |
| AMRUT DISTILLERIES (FOREIGN) (0310) | 16 | 0.98 | 0.00 |
| SHAW WALLACE DISTILLERIES LTD. (0328) | 22 | 0.94 | 0.00 |
| RAVI KUMAR DIST. LTD. (0302) | 8 | 0.74 | 0.00 |
| FOREIGN IML/WINE/LIQUOR - TOTAL | 8541 | 1024.61 | 0.48 |
| | | | |
| IMPORT IML / WINE / FENNY | | | |
| KONKANA AGRO MARINE INDUSTRIES PVT. LTD. (0143) | 31940 | 1618.17 | 0.76 |
| SEAGRAMS DISTILLERIES LTD. NASIK (0137) | 31815 | 1478.09 | 0.69 |
| ASSOCIATED ALCOHOLS BREWERIES LTD. (0141) | 37928 | 1371.10 | 0.64 |
| ALLIED DOMECQ SPIRITS & WINE (I) PVT. LTD. (0134) | 14811 | 1205.59 | 0.56 |
| GWALIOR DISTILLERIES LTD., GWALIOR (0142) | 26745 | 618.06 | 0.29 |
| CHAMPAGNE INDAGE LTD. (0140) | 16519 | 513.01 | 0.24 |
| MCDOWELL & CO. LTD. (IMPORT) (0104) | 13250 | 424.83 | 0.20 |
| SEAGRAM INDIA (P) LTD. (0151) | 7863 | 397.17 | 0.19 |
| GEMINI DISTILLERIES (GOA) PRIVATE LIMITED (0158) | 47878 | 346.56 | 0.16 |
| NASHIK VINTNERS LIMITED (0152) | 7233 | 284.97 | 0.13 |
| UNITED DIST INDIA LTD. (0129) | 2032 | 222.44 | 0.10 |
| JOHN DISTILLERY LTD., GOA (0139) | 13114 | 119.61 | 0.06 |
| SANKALP WINERY PVT. LTD. (0148) | 969 | 32.32 | 0.02 |
| VINBROS & CO. (0110) | 1355 | 27.20 | 0.01 |
| SHAIV DISTILLERIES LTD. (0145) | 1198 | 24.82 | 0.01 |
| NAVEEN DISTILLERY (0102) | 1926 | 20.90 | 0.01 |
| KESARVAL SPRINGS DISTILLERS (P) LTD. (0157) | 2007 | 17.07 | 0.01 |
| N.D. WINES PVT. LTD. (0147) | 185 | 10.72 | 0.01 |



| Manufacturer | Quantity | Value | Value in % |
|--|----------|---------|------------|
| NITA INDUSTRIES (0153) | 633 | 7.64 | 0.00 |
| INDOGRAPE WINERIES PVT. LTD. (0155) | 537 | 5.73 | 0.00 |
| SHAW WALLACE DISTILLERIES LIMITED (0146) | 182 | 5.41 | 0.00 |
| GREEN VALLEY CIDER PVT. LTD. (0161) | 467 | 5.19 | 0.00 |
| WHYTEHALL INDIA LIMITED (0144) | 227 | 5.09 | 0.00 |
| OCEANKING DISTILLERS (0160) | 474 | 4.14 | 0.00 |
| RENAISSANCE WINERY PVT. LTD. (0163) | 90 | 3.83 | 0.00 |
| V.M. AGROSOFT WINES (0150) | 130 | 3.40 | 0.00 |
| FLAMINGO WINES COMPANY PVT. LTD. (0159) | 84 | 3.04 | 0.00 |
| SPRING FIELDS (INDIA) DISTILLERIES, GOA (0154) | 285 | 3.04 | 0.00 |
| THE UNITED AGENCIES LIMITED (0135) | 330 | 2.89 | 0.00 |
| NATIONAL INDUSTRIAL CORPORATION LTD. (0156) | 102 | 2.50 | 0.00 |
| BARAMATI GRAPE INDUSTRIES LIMITED (0116) | 229 | 1.81 | 0.00 |
| SEAGRAM MANUFACTURING LIMITED (0127) | 39 | 1.62 | 0.00 |
| ASSOCIATES WINES PVT. LTD. (0162) | 148 | 1.27 | 0.00 |
| INTL DISTILLERIES (INDIA) P. LTD. (0126) | 64 | 0.55 | 0.00 |
| TILAK NAGAR INDUSTRIES LTD (0115) | 17 | 0.49 | 0.00 |
| M/S. KHEMANI DISTILLERIES (P) LTD. (0138) | 4 | 0.13 | 0.00 |
| MAHARASTRA DISTILLERIES LTD. (0106) | 5 | 0.12 | 0.00 |
| SAMANT SOMA WINE LTD. (0138) | 2 | 0.08 | 0.00 |
| WHYTE & MACKAY (INDIA) PVT. LTD. (0132) | 7 | 0.06 | 0.00 |
| INDAGE (INDIA) LIMITED (0107) | 16 | 0.02 | 0.00 |
| IMPORT IML / WINE / FENNY TOTAL | 262840 | 8790.69 | 4.11 |



KARNATAKA STATE BEVERAGES CORPORATION LIMITED MANUFACTURER WISE BEER SALES FROM APRIL '05 TO MARCH '06

Quantity : in CBs Value : Rs. In Lakhs

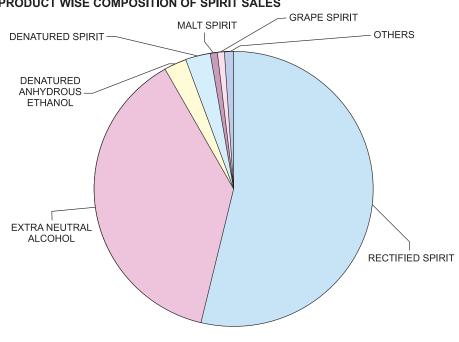
| Manufacturer | Quantity | Value | Value in % |
|--|----------|----------|------------|
| DOMESTIC BEER | | | |
| KARNATAKA BREWERIES & DISTILLERIES (P) LTD. (0206) | 5593796 | 25273.77 | 46.22 |
| MYSORE BREWERIES LTD (0207) | 3185616 | 15512.09 | 28.37 |
| MANGALORE BREWERIES (0208) | 2691527 | 12800.90 | 23.41 |
| KHODAY BREWERIES LIMITED (0204) | 20681 | 101.44 | 0.19 |
| H. DASAPPA & SONS PVT. LTD. (0203) | 1056 | 4.38 | 0.01 |
| DOMESTIC BEER - TOTAL | 11492675 | 53692.58 | 98.18 |
| FOREIGN BEER | | | |
| BRINDCO SALES LTD. (BEER) (0351) | 843 | 17.20 | 0.03 |
| MOHAN BROS. (P) LTD. (ASIA) (0359) | 373 | 9.61 | 0.02 |
| SONARY'S CO-BRANDS PVT. LTD. (0357) | 285 | 6.55 | 0.01 |
| ASIA PECIFIC BREWERIES (INDIA) PVT. LTD. (0355) | 150 | 4.32 | 0.01 |
| SONARYS CO-BRANDS PVT. LTD. (0360) | 170 | 2.45 | 0.00 |
| AGENCIES INTERNATIONAL (IMPEX DVN.) (0361) | 143 | 2.30 | 0.00 |
| MOHAN BROS PVT. LTD. (0358) | 100 | 1.55 | 0.00 |
| GLOBAL TAX FREE TRADERS INC. (0362) | 17 | 0.29 | 0.00 |
| RADICO KHAITAN LIMITED (BEER) (0352) | 3 | 0.09 | 0.00 |
| FOREIGN BEER - TOTAL | 2084 | 44.37 | 0.08 |
| | | | |
| IMPORT BEER | | | |
| FOSTER'S INDIA LIMITED, AURANGABAD (0281) | 174916 | 949.24 | 1.74 |
| IMPORT BEER - TOTAL | 174916 | 949.24 | 1.74 |



KARNATAKA STATE BEVERAGES CORPORATION LIMITED PRODUCT WISE SPIRIT SALES FOR THE PERIOD APRIL '05 TO MARCH '06

| PARTICULARS | Quantity : in Lakh BL | Value : Rs. In Lakhs |
|-----------------------------|-----------------------|----------------------|
| RECTIFIED SPIRIT | 459.04 | 10993.76 |
| EXTRA NEUTRAL ALCOHOL | 322.15 | 9063.37 |
| DENATURED ANHYDROUS ETHANOL | 23.97 | 450.25 |
| DENATURED SPIRIT | 22.87 | 477.45 |
| MALT SPIRIT | 7.48 | 1408.55 |
| GRAPE SPIRIT | 7.19 | 1173.39 |
| OTHERS | 8.93 | 1244.26 |
| TOTAL | 851.64 | 24811.03 |
| Add : Duties and Taxes | | 4019.65 |
| Total | | 28830.68 |

PRODUCT WISE COMPOSITION OF SPIRIT SALES



□ RECTIFIED SPIRIT □ DENATURED ANHYDROUS ETHANOL ■ MALT SPIRIT

OTHERS

□ EXTRA NEUTRAL ALCOHOL ■ DENATURED SPIRIT ☐ GRAPE SPIRIT



ಕರ್ನಾಟಕ ರಾಜ್ಯ ಪಾನೀಯ ನಿಗಮ ನಿಯಮಿತ (ಕರ್ನಾಟಕ ಸರ್ಕಾರದ ಒಂದು ಉದ್ದಿಮೆ) ಸೀತಾಲಕ್ಷ್ಮಿ ಟವರ್ಸ್ಸ್, ನಂ. 78, ಮಿಷನ್ ರಸ್ತೆ, ಬೆಂಗಳೂರು – 560 027 ದೂರವಾಣಿ : 2248 3636 / 44 ಫ್ಯಾಕ್ಸ್: 2248 3645

Karnataka State Beverages Corporation Limited
(A Government of Karnataka Undertaking)
Seethalakshmi Towers, No. 78, Mission Road, Bangalore - 560 027
Phone: 2248 3636 / 44 Fax: 2248 3645

Annual Report