

August 30, 2012

To

All Shareholders  
Beeyu Overseas Limited

Dear Members

Inadvertently we have not included Management Discussion & Analysis report in the Annual Report circulated to you for the Financial Year 2009-10 and 2010-11.

We enclose herewith Management Discussion & Analysis Report for your reference and records.

Thanking You

Yours truly  
For Beeyu Overseas Limited

Hemant P Thacker  
Director  
Encl:

1. MDAR 2009-10
2. MDAR 2010-11

**MANAGEMENT DISCUSSION AND ANALYSIS**

**A. OUTLOOK**

The global economy in 2010 is showing signs of gradual recovery from the recession triggered by the bursting of the financial bubble in 2008. Slow recovery began in late 2009 and carried into 2010. A wide range of policy interventions have supported demand and reduced uncertainty and systematic risk in financial markets. Nevertheless, international metal, oil and food prices continue to be at below their pre-crisis levels with a resetting of demand at lower levels. The recovery therefore is still tentative and will rely on sustained and co-ordinated efforts by governments and institutions in their near future. The overall recovery will depend on the extent to which household and business sector demand strengthens over the next few quarters.

**B. RISKS & CONCERNS**

The risk identification and assessment process is dynamic and hence the Company has been able to identify, monitor and mitigate the most relevant strategic and operational risks both during the period of accelerated growth as well as through the recessionary phase of the economy we recently witnessed.

**C. INTERNAL CONTROL SYSTEMS**

Your company has instituted adequate control systems commensurate with its size and scale of operation, The Audit Committee periodically reviews such systems with the help of internal and Statutory Auditors and reports to the Board on its inadequacy.

**D. FINANCIAL CONTROLS**

The demand for Company's products during the year was subdued in the first half as a result of the continuing effect of the global financial meltdown. However with the economy recovery clearly visible in the second half of the year, the demand of the Company's products has also witnessed positive growth.

**E. HUMAN RESOURCES**

Human capital continues to be a vital resource for the Company. The Company has a continuous process to monitor individual performance. The Company continued to have cordial and harmonious relations with its employees.

**F. CAUTIONARY STATEMENT**

Statement in the Management Discussion and Analysis describing the Company's objectives, expectations or projections may be forward looking statement within the meaning of applicable securities, law and regulations. Actual results could differ materially from those expressed or implied. Important factors that could make a difference to the Company's operation include global and Indian demand supply conditions, finalized goods prices, changes in Government regulations tax regimes, economic development within India

Place : Kolkata

Date: 26<sup>th</sup> May, 2010

## **G. BUSINESS ENVIRONMENT AND OUTLOOK**

In the financial year 2010-2011, the global economy continued on its path of recovery from the recession of 2008. However this recovery has taken two track approaches with developed economies grappling longer with the wounds of the financial crisis while developing countries have recovered much faster. The outlook for economic growth in India is at 9% for FY 2011-2012 as per the recent economic survey tabled in the Parliament. High crude prices, inflation and monsoon remain as the key risks.

## **H. RISKS & CONCERNS**

The agriculture and plantation largely depends on weather conditions, price of fertilizers, subsidy and other related industry. If the performance of above affects, the industry will also suffers.

## **I. INTERNAL CONTROL SYSTEMS**

The company has well defined control systems and procedures to ensure optimal use of Company's resources and protection thereof, facilitate accurate and speedy compilation of accounts and management information reports and compliance with laws and regulations. The Company has a well defined organization structure, authority levels and internal guidelines and rules for conducting business transactions. Internal/ External auditor's observations and recommendations and adequacy of internal controls are also periodically reviewed by the Audit Committee of the Board of Directors.

## **J. FINANCIAL CONTROLS**

The Company's management is committed to evolve strategy to achieve enhancement in the shareholders value through the adoption of strong fiscal discipline, improvement in operating efficiencies and resource utilization.

## **K. HUMAN RESOURCES**

The Company firmly believes that Human Resources and knowledge capital is vital for business success and creating values for share holders. The Company's philosophy is based on a pluralistic leadership and empowerment model, a performance driven and transparent culture. The Company's endeavor is to create competency based skill enhancement and development. The Company is rationalizing the internal rules, perquisites, entitlements and grades to flatten the organization further.

## **L. CAUTIONARY STATEMENT**

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Place : Kolkata

Date: 30<sup>th</sup> May, 2011