



**Draft Prospectus Fixed Price Issue** Dated: February 16, 2013

Please read Section 60B of the Companies Act, 1956

# **GCM SECURITIES LIMITED**

Our Company was incorporated as 'GCM Securities Limited' a public limited company under the Companies Act, 1956 pursuant to Certificate of Incorporation dated May 2, 1995 bearing registration number 21-71337 of 1995 issued by the Registrar of Companies, West Bengal. Our Company received the Certificate of Commencement of Business on May 10, 1995 issued by the Registrar of Companies, West Bengal. Our corporate identification number is U67120WB1995PLC071337. For further details of our Company, please refer to the chapters titled 'General Information' and 'History and Certain Corporate Matters' beginning on page numbers 30 and 79, respectively, of the Draft Prospectus.

Registered Office: 3B, Lal Bazar Street, Sir R N M House, 5th Floor, Kolkata - 700 001, West Bengal Tel: +91 33 2248 1053/9908, Fax: +91 33 3028 5807, Website: www.gcmsecuritiesltd.com, E-mail: gcmsecu.kolkata@gmail.com Corporate Office: 805, Raheja Centre, Free Press Journal Marg, Nariman Point, Mumbai - 400 021; Tel: +91 22 3023 5727, Fax: +91 22 3020 1364 Company Secretary and Compliance Officer: Ms. Pooja Bhartia

#### PROMOTERS: Mr. Inder Chand Baid, Mrs Saroj Baid, Mr. Manish Baid, Mr. Samir Baid and Global Capital Market & Infrastructures Limited

PUBLIC ISSUE OF 60,90,000 EQUITY SHARES OF ₹ 10 EACH ("EQUITY SHARES") OF GCM SECURITIES LIMITED (THE "COMPANY OR THE "ISSUER") FOR CASH AT A PRICE OF ₹ 20 PER EQUITY SHARE, INCLUDING A SHARE PREMIUM OF ₹ 10 PER EQUITY SHARE (THE "ISSUE PRICE"), AGGREGATING ₹ 1,218 LACS ("THE ISSUE"), OF WHICH 3,30,000 EQUITY SHARES OF ₹ 10 EACH WILL BE RESERVED FOR SUBSCRIPTION BY THE MARKET MAKERS TO THE ISSUE (THE "MARKET MAKER RESERVATION PORTION "). THE ISSUE LESS MARKET MAKER RESERVATTION PORTION I.E. ISSUE OF 57,60,000 EQUITY SHARES OF ₹ 10 EACH FOR CASH AT A PRICE OF ₹ 20 PER EQUITY SHARE AGGREGATING ₹ 1,152 LACS IS HEREÍNÁFTER REFERED TO AS THE "NET ISSUE". THE ISSUE AND THE NET ISSUE WILL CONSTITUTE 32.07% AND 30.33% RESPECTIVELY OF THE FULLY DILUTED POST ISSUE PAID UP EQUITY SHARE CAPITAL OF OUR COMPANY.

#### THE ISSUE IS BEING IN TERMS OF CHAPTER X-B OF THE SEBI (ICDR) REGULATIONS, 2009 AS AMENDED FROM TIMETO TIME.

For further details please refer the section titled 'Issue Related Information' beginning on page 153 of the Draft Prospectus

All potential investors may participate in the Issue through an Application Supported by Blocked Amount ("ASBA") process providing details about the bank account which will be blocked by the Self Certified Syndicate Banks ("SCSBs") for the same. For details in this regard, specific attention is invited to "Issue Procedure" on page 159 of the Draft Prospectus. In case of delay, if any in refund, our Company shall pay interest on the application money at the rate of 15% per annum for the period of delay.

#### THE FACE VALUE OF THE EQUITY SHARES IS ₹ 10 EACH AND THE ISSUE PRICE OF ₹ 20 IS 2 TIMES OF THE FACE VALUE

#### RISKS IN RELATION TO FIRST ISSUE

This being the first public issue of the Issuer, there has been no formal market for our Equity Shares. The face value of the Equity Shares of our Company is ₹ 10 and the Issue price of ₹ 20 per Equity Share is 2 times of the face value. The Issue Price (as determined by our Company in consultation with the Lead Manager, as stated under the chapter titled 'Basis for the Issue Price' beginning on page 51 of the Draft Prospectus) should not be taken to be indicative of the market price of the Equity Shares after such Equity Shares are listed. No assurance can be given regarding an active and/or sustained trading in the Equity Shares or regarding the price at which the Equity Shares will be traded after listing.

#### GENERAL RISKS

Investments in equity and equity-related securities involve a degree of risk and investors should not invest any funds in this Issue unless they can afford to take the risk of losing their investment. Investors are advised to read the risk factors carefully before taking an investment decision in this Issue. For taking an investment decision, investors must rely on their own examination of the Issuer and this Issue, including the risks involved. The Equity Shares have not been recommended or approved by the Securities and Exchange Board of India ("SEBI"), nor does SEBI guarantee the accuracy or adequacy of the contents of the Draft Prospectus. Specific attention of the investors is invited to the section titled 'Risk Factors' beginning on page 10 of the Draft Prospectus.

#### ISSUER'S ABSOLUTE RESPONSIBILITY

The Issuer, having made all reasonable inquiries, accepts responsibility for and confirms that the Draft Prospectus contains all information with regard to the Issuer and this Issue, which is material in the context of this Issue, that the information contained in the Draft Prospectus is true and correct in all material aspects and is not misleading in any material respect, that the opinions and intentions expressed herein are honestly held and that there are no other facts, the omission of which makes the Draft Prospectus as a whole or any of such information or the expression of any such opinions or intentions, misleading, in any material respect.

#### LISTING

The Equity Shares offered through the Draft Prospectus are proposed to be listed on the BSE SME Platform. In terms of the Chapter XB of the SEBI (ICDR) Regulations, 2009, as amended from time to time, we are not required to obtain an in-principal listing approval for the shares being offered in this issue. However, our Company has received an approval letter dated [•] from BSE for using its name in this offer document for listing of our shares on the SME Platform of BSE. For the purpose of this Issue, the designated Stock Exchange will be the BSE Limited ("BSE").

	REGISTAR TO THE ISSUE	
INVENTURE  MERCHANT BANKER SERVICES PYT. LTD. Enhancing Fortunes. Enriching Lives.	PA	
INVENTURE MERCHANT BANKER SERVICES PRIVATE LIMITED	PURVA SHAREGISTRY (INDIA) PRIVATE LIMITED	
2 <sup>nd</sup> Floor, Viraj Tower, Nr. Andheri Flyover (North End)	No. 9, Shiv Shakti Ind. Estate, Gr. Floor,	
Western Express Highway, Andheri (East)	J. R. Boricha Marg	
Mumbai – 400 069	Lower Parel, Mumbai-400 011	
Tel No.: +91 22 4075 1515; Fax No: +91 22 4075 1552	Tel: +91 22 2301 6761/8261	
Email: sme.ipo@inventuremerchantbanker.com	<b>Fax:</b> +91 22 2301 2517	
Investor Grievance Email: redressal@inventuremerchantbanker.com	Website: www.purvashare.com	
Website: www.inventuregrowth.com	Email: busicomp@vsnl.com	
SEBI Registration No.: INM000012003	SEBI Regn No.: INR000001112	
Contact Person: Saurabh Vijay	Contact Person: Mr. Rajesh Shah	
ISSUE PROGRAMME		

ISSUE OPENS ON:

ISSUE CLOSES ON:

[•]

[•]

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# **SECTION I – GENERAL**

# **DEFINITIONS AND ABBREVIATIONS**

In the Draft Prospectus, unless the context otherwise requires, the terms defined and abbreviations stated hereunder shall have the meanings as assigned therewith as stated in this Section.

# **General Terms**

Term	Description
"GCM Securities Limited", "GCM", "GCM Securities", "We" or "us" or "our Company" or "the Issuer'	Unless the context otherwise requires, refers to GCM Securities Limited, a Company incorporated under the Companies Act, 1956 and having its registered office at 3B, Lal Bazar Street, Sir R N M House, 5th Floor, Kolkata - 700 001, West Bengal

# **Company Related Terms**

Terms	Description
Articles / Articles of Association	Unless the context otherwise requires, requires, refers to the Articles of Association of GCM Securities Limited, as amended from time to time.
Auditors	The Statutory Auditors of our Company, being M/s Bharat D. Sarawgee & Co., Chartered Accountants
Board of Directors / Board	The Board of Directors of GCM Securities Limited, including all duly constituted Committees thereof.
Companies Act	The Companies Act, 1956, as amended from time to time.
Depositories Act	The Depositories Act, 1956, as amended from time to time
Director(s)	Director(s) of GCM Securities Limited unless otherwise specified
Equity Shares	Equity Shares of our Company of Face Value of ₹ 10 each unless otherwise specified in the context thereof
HUF	Hindu Undivided Family
Indian GAAP	Generally Accepted Accounting Principles in India
MOA / Memorandum / Memorandum of Association	Memorandum of Association of GCM Securities Limited
Non Residents	A person resident outside India, as defined under FEMA
NRIs / Non Resident Indians	A person resident outside India, as defined under FEMA
NRIs / Non Resident Indians	A person outside India, as defined under FEMA and who is a citizen of India or a Person of Indian Origin under Foreign Outside India) Regulations, 2000
Person or Persons	Any individual, sole proprietorship, unincorporated association, unincorporated organization, body corporate, corporation, Company, partnership, limited liability Company, joint venture, or trust or any other entity or organization validity constituted and/or incorporated in the jurisdiction in which it exists and operates, as the context requires
Promoters/ Core Promoters	<ol> <li>Mr. Inder Chand Baid,</li> <li>Mrs. Saroj Baid</li> <li>Mr. Manish Baid,</li> <li>Mr. Samir Baid and</li> <li>Global Capital Market &amp; Infrastructures Limited</li> </ol>
Registered and/or Corporate Office	The Registered and Corporate Office of our company which is located at 3B, Lal Bazar Street, Sir R N M House, 5th Floor, Kolkata - 700 001, West Bengal
RoC	Registrar of Companies, West Bengal situated at Kolkata

SEBI	Securities and Exchange Board of India constituted under the SEBI Act, 1992
SEBI Act	Securities and Exchange Board of India Act 1992, as amended from time to time
SEBI (ICDR) Regulations	SEBI (Issue of Capital and Disclosure Requirements) Regulations, 2009 issued by SEBI on August 26, 2009 as amended
SEBI Takeover Regulations	Securities and Exchange Board of India (Substantial Acquisition of Shares and Takeover) Regulations, 1997 and 2011, as amended from time to time depending on the context of the matter being referred to
SICA	Sick Industrial Companies (Special Provisions) Act, 1985
Stock Exchange	Unless the context requires otherwise, refers to, the BSE Limited

# **Issue Related Terms**

Terms	Description
Applicant	Any prospective investor who makes an application for Equity Shares in terms of this Prospectus
Application Form	The Form in terms of which the applicant shall apply for the Equity Shares of our Company
Allotment	Issue of the Equity Shares pursuant to the Issue to the successful applicants
Allottee	The successful applicant to whom the Equity Shares are being / have been issued
Bankers to our Company	ICICI Bank Limited
Bankers to the Issue	[•]
BSE	BSE Limited
Depository	A depository registered with SEBI under the SEBI (Depositories and Participant) Regulations, 1996
Depository Participant	A Depository Participant as defined under the Depositories Act, 1996
Escrow Account	Account opened/to be opened with the Escrow Collection Bank(s) and in whose favour the Applicant (excluding the ASBA Applicant) will issue cheques or drafts in respect of the Application Amount when submitting an Application
Escrow Agreement	Agreement entered / to be entered into amongst our Company, Lead Manager, the Registrar, the Escrow Collection Bank(s) for collection of the Application Amounts and for remitting refunds (if any) of the amounts collected to the Applicants (excluding the ASBA Applicants) on the terms and condition thereof
Escrow Collection Bank(s)	The banks which are clearing members and registered with SEBI as Bankers to the Issue at which bank(s) the Escrow Account of our Company will be opened
IPO	Initial Public Offering
Issue / Issue Size / Public Issue	The Public Issue of 60,90,000 Equity Shares of ₹ 10 each at ₹ 20 (including share premium of ₹ 10) per Equity Share aggregating to ₹ 1,218.00 Lacs by GCM Securities Limited
Issue Price	The price at which the Equity Shares are being issued by our Company under this Prospectus being ₹ 20
LM / Lead Manager	Lead Manager to the Issue, in this case being Inventure Merchant Banker Services Private Limited
Listing Agreement	Unless the context specifies otherwise, this means the SME Equity Listing Agreement to be signed between our company and the SME Platform of BSE.
Net Issue	The Issue (excluding the Market Maker Reservation Portion) of 57,60,000 Equity Shares of ₹ 10 each at ₹ 20 (including share premium of ₹ 10) per Equity Share aggregating to ₹ 1,152.00 Lacs by GCM Securities Limited

Prospectus	The Prospectus, filed with the RoC containing, inter alia, the Issue opening and closing dates and other information
Qualified Institutional Buyers / QIBs	As defined under the SEBI ICDR Regulations, including public financial institutions as specified in Section 4A of the Companies Act, scheduled commercial banks, mutual fund registered with SEBI, FII and sub-account (other than a sub-account which is a foreign corporate or foreign individual) registered with SEBI, multilateral and bilateral development financial institution, venture capital fund registered with SEBI, foreign venture capital investor registered with SEBI, state industrial development corporation, insurance company registered with Insurance Regulatory and Development Authority, provident fund with minimum corpus of ₹ 2,500 Lacs, Pension fund with minimum corpus of ₹ 2,500 Lacs, NIF and insurance funds set up and managed by army, navy or air force of the Union of India, Insurance funds set up and managed by the Department of Posts, India
Refund Account	Account opened / to be opened with a SEBI Registered Banker to the Issue from which the refunds of the whole or part of the Application Amount (excluding to the ASBA Applicants), if any, shall be made
Refund Bank	[•]
Refunds through electronic transfer of funds	Refunds through electronic transfer of funds means refunds through ECS, Direct Credit or RTGS or NEFT or the ASBA process, as applicable
Registrar/ Registrar to the Issue	Registrar to the Issue being Sharepro Services (India) Private Limited
Regulations	Unless the context specifies something else, this means the SEBI (Issue of Capital and Disclosure Requirement) Regulations, 2009 as amended from time to time.
Retail Individual Investors	Individual investors (including HUFs, in the name of Karta and Eligible NRIs) who apply for the Equity Shares of a value of not more than ₹ 2,00,000
SCSB	A Self Certified Syndicate Bank registered with SEBI under the SEBI (Bankers to an Issue) Regulations, 1994 and offers the facility of ASBA, including blocking of bank account. A list of all SCSBs is available at <a href="http://www.sebi.gov.in/pmd/scsb.pdf">http://www.sebi.gov.in/pmd/scsb.pdf</a>
SME Platform of BSE	The SME Platform of BSE for listing of equity shares offered under Chapter X-B of the SEBI (ICDR) Regulations which was approved by SEBI as an SME Exchange on September 27, 2011.
Underwriters	Inventure Merchant Banker Services Private Limited and Bindal Equities Limited
Underwriting Agreement	The Agreement entered into between the Underwriters and our Company dated January 31, 2012
Working Days	All days on which banks in Mumbai are open for business except Sunday and public holiday, provided however during the Application period a working day means all days on which banks in Mumbai are open for business and shall not include a Saturday, Sunday or a public holiday

# **Technical / Industry Related Terms**

Term	Description
CSO	Central Statistical Organisation
GDP	Gross Domestic Product
DEPB	Duty entitlement pass book scheme
EPCG	Export Promotion Capital Goods Scheme
FDI	Foreign Direct Investment
F&O	Futures and Options
FMC	Forward Market Commission
GOI	Government of India
FOB	Free on Board
RONW	Return on Net Worth
SSI	Small Scale Industry

Term	Description
VCF	Venture Capital Funds
SENSEX	Bombay Stock Exchange Sensitive Index
NIFTY	National Stock Exchange Sensitive Index

# **Conventional Terms / General Terms / Abbreviations**

ACS Associate Company Secretary AGM Annual General Meeting AS Accounting Standards as issued by the Institute of Chartered Accountants of India ASBA Applications Supported by Blocked Amount AY Assessment Year BSE BSE Limited (formerly known as Bombay Stock Exchange Limited) CAGR Compounded Annual Growth Rate CDSL Central Depository Services (India) Limited CFO Chief Financial Officer CIN Company Identification Number CIT Commissioner of Income Tax DIN Director Identification Number DP Depository Participant ECS Electronic Clearing System EGM Extraordinary General Meeting EPS Earnings Per Share FEMA Foreign Exchange Management Act, 1999, as amended from time to time, and the regulations framed there under FIIs Foreign Institutional Investors (as defined under Foreign Exchange Management (Transfer or Issue of Security by a Person Resident outside India) Regulations, 2000) registered with SEBI under applicable laws in India FFWAG Father and Natural Guardian FY Fiscal/Financial Year Period of twelve months ended March 31 of that particular year, unless otherwise stated GDP Gross Domestic Product GOFON Government of India HUF Hindu Undivided Family I.T. Act Income Tax Act, 1961, as amended from time to time ICSI Institute of Company Secretaries Of India MAPIN Market Participants and Investors' Integrated Database Merchant Banker as defined under the Securities and Exchange Board of India MOU Memorandum of Understanding NA Not Applicable NAV Net Asset Value NPV Net Present Value NRE Account Non Resident Indians NRO Account Non Resident Indians	Abbreviation	Full Form
AGM Annual General Meeting AS Accounting Standards as issued by the Institute of Chartered Accountants of India ASBA Applications Supported by Blocked Amount AY Assessment Year BSE BSE Limited (formerly known as Bombay Stock Exchange Limited) CAGR Compounded Annual Growth Rate CDSL Central Depository Services (India) Limited CFO Chief Financial Officer CIN Company Identification Number CIT Commissioner of Income Tax DIN Director Identification Number DP Depository Participant ECS Electronic Clearing System EGM Extraordinary General Meeting EPS Earnings Per Share FEMA Foreign Exchange Management Act, 1999, as amended from time to time, and the regulations framed there under FIIs Foreign Institutional Investors (as defined under Foreign Exchange Management (Transfer or Issue of Security by a Person Resident outside India) Regulations, 2000) registered with SEBI under applicable laws in India FY/Fiscal/Financial Year Father and Natural Guardian FY / Fiscal/Financial Year Father and Natural Guardian FY / Fiscal/Financial Year GOP Gross Domestic Product Gol/Government Government of India HUF Hindu Undivided Family I.T. Act Income Tax Act, 1961, as amended from time to time ICSI Institute of Company Secretaries Of India MAPIN Market Participants and Investors' Integrated Database Merchant Banker Merchant Bankers and sedined under the Securities and Exchange Board of India (Merchant Bankers) Regulations, 1992 Mof Ministry of Finance, Government of India MOU Memorandum of Understanding NA Not Applicable NAV Net Asset Value NPV Net Present Value NRE Account Non Resident External Account NRIs Non Resident External Account NSDL National Securities Depository Limited	A/c	Account
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ASBA Applications Supported by Blocked Amount AY Assessment Year BSE BSE Limited (formerly known as Bombay Stock Exchange Limited) CAGR Compounded Annual Growth Rate CDSL Central Depository Services (India) Limited CFO Chief Financial Officer CIN Company Identification Number CIT Commissioner of Income Tax DIN Director Identification Number DP Depository Participant ECS Electronic Clearing System EGM Extraordinary General Meeting EPS Earnings Per Share FEMA Foreign Exchange Management Act, 1999, as amended from time to time, and the regulations framed there under FIIs Foreign Institutional Investors (as defined under Foreign Exchange Management (Transfer or Issue of Security by a Person Resident outside India) Regulations, 2000) registered with SEBI under applicable laws in India FFY / Fiscal/Financial Year Father and Natural Guardian FY / Fiscal/Financial Year Gol/Government Government FUF Hindu Undivided Family I.T. Act Income Tax Act, 1961, as amended from time to time ICSI Institute of Company Secretaries Of India MAPIN Market Participants and Investors' Integrated Database Merchant Banker Merchant Banker as defined under the Securities and Exchange Board of India (Merchant Banker as defined under the Securities and Exchange Board of India MOU Memorandum of Understanding NA Not Applicable NAV Net Asset Value NPV Net Present Value NRIS Non Resident Ordinary Account Non Resident Ordinary Account NSDL National Securities Depository Limited	AGM	Annual General Meeting
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BSE	ASBA	Applications Supported by Blocked Amount
CAGR Compounded Annual Growth Rate CDSL Central Depository Services (India) Limited CFO Chief Financial Officer CIN Company Identification Number CIT Commissioner of Income Tax DIN Director Identification Number DP Depository Participant ECS Electronic Clearing System EGM Extraordinary General Meeting EPS Earnings Per Share FEMA Foreign Exchange Management Act, 1999, as amended from time to time, and the regulations framed there under FIIS Foreign Exchange Management Act, 1999, as amended from time to time, and the regulations framed there under FIIS Foreign Institutional Investors (as defined under Foreign Exchange Management (Transfer or Issue of Security by a Person Resident outside India) Regulations, 2000) registered with SEBI under applicable laws in India FIPB Foreign Investment Promotion Board Father and Natural Guardian FY / Fiscal/Financial Year Period of twelve months ended March 31 of that particular year, unless otherwise stated GDP Gross Domestic Product Gol/Government Government of India HUF Hindu Undivided Family I.T. Act Income Tax Act, 1961, as amended from time to time ICS1 Institute of Company Secretaries Of India MAPIN Market Participants and Investors' Integrated Database Merchant Banker Merchant Banker as defined under the Securities and Exchange Board of India (Morchant Banker as Regulations, 1992 MoF Ministry of Finance, Government of India MOU Memorandum of Understanding NA Not Applicable NAV Net Asset Value NPV Net Present Value NRE Account Non Resident Indians NRO Non Resident Indians NRO NRO Account National Securities Depository Limited	AY	Assessment Year
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NSDL National Securities Depository Limited	NRIs	Non Resident Indians
	NRO Account	Non Resident Ordinary Account
OCB Overseas Corporate Bodies	NSDL	National Securities Depository Limited
	OCB	Overseas Corporate Bodies

p.a.	per annum
P/E Ratio	Price/Earnings Ratio
PAC	Persons Acting in Concert
PAN	Permanent Account Number
PAT	Profit After Tax
QIC	Quarterly Income Certificate
RBI	The Reserve Bank of India
ROE	Return on Equity
RONW	Return on Net Worth
Bn	Billion
₹ or Rs.	Rupees, the official currency of the Republic of India
RTGS	Real Time Gross Settlement
SCRA	Securities Contract (Regulation) Act, 1956, as amended from time to time
SCRR	Securities Contracts (Regulation) Rules, 1957, as amended from time to time.
Sec.	Section
STT	Securities Transaction Tax
US/United States	United States of America
USD/ US\$/\$	United States Dollar, the official currency of the Unites States of America
VCF / Venture Capital Fund	Foreign Venture Capital Funds (as defined under the Securities and Exchange Board of India (Venture Capital Funds) Regulations, 1996) registered with SEBI under applicable laws in India.
Working Days	All days except Saturday, Sunday and any public holiday

#### Notwithstanding the foregoing:

- 1. In the section titled 'Main Provisions of the Articles of Association' beginning on page number 176 of the Draft Prospectus, defined terms shall have the meaning given to such terms in that section;
- 2. In the chapters titled 'Summary of Our Business' and 'Our Business' beginning on page numbers 23 and 70 respectively, of the Draft Prospectus, defined terms shall have the meaning given to such terms in that section;
- 3. In the section titled '*Risk Factors*' beginning on page number 10 of the Draft Prospectus, defined terms shall have the meaning given to such terms in that section;
- 4. In the chapter titled 'Statement of Tax Benefits' beginning on page number 53 of the Draft Prospectus, defined terms shall have the meaning given to such terms in that section;
- 5. In the chapter titled 'Management's Discussion and Analysis of Financial Conditions and Results of Operations' beginning on page number 130 of the Draft Prospectus, defined terms shall have the meaning given to such terms in that section.

#### PRESENTATION OF FINANCIAL, INDUSTRY AND MARKET DATA

#### **Financial Data**

Unless stated otherwise, the financial data in the Draft Prospectus is derived from our audited financial statements for the 6 months period ended September 30, 2012 and Financial years ended March 31, 2012, 2011, 2010, 2009 and 2008 prepared in accordance with Indian GAAP, the Companies Act and restated in accordance with the SEBI ICDR Regulations and the Indian GAAP which are included in the Draft Prospectus, and set out in the section titled 'Financial Information' beginning on page number 112 of the Draft Prospectus. Our Financial Year commences on April 1 and ends on March 31 of the following year, so all references to a particular Financial Year are to the twelvemonth period ended March 31 of that year. In the Draft Prospectus, discrepancies in any table, graphs or charts between the total and the sums of the amounts listed are due to rounding-off.

There are significant differences between Indian GAAP, IFRS and U.S. GAAP. Our Company has not attempted to explain those differences or quantify their impact on the financial data included herein, and the investors should consult their own advisors regarding such differences and their impact on the financial data. Accordingly, the degree to which the restated financial statements included in the Draft Prospectus will provide meaningful information is entirely dependent on the reader's level of familiarity with Indian accounting practices. Any reliance by persons not familiar with Indian accounting practices on the financial disclosures presented in the Draft Prospectus should accordingly be limited.

Any percentage amounts, as set forth in the sections / chapters titled 'Risk Factors', 'Our Business' and 'Management's Discussion and Analysis of Financial Condition and Results of Operations' beginning on page numbers 10, 70 and 130, respectively, of the Draft Prospectus and elsewhere in the Draft Prospectus, unless otherwise indicated, have been calculated on the basis of our restated financial statements prepared in accordance with Indian GAAP, the Companies Act and restated in accordance with the SEBI ICDR Regulations and the Indian GAAP.

#### **Currency and units of presentation**

In the Draft Prospectus, unless the context otherwise requires, all references to;

- 'Rupees' or '₹' or 'Rs.' or 'INR' are to Indian rupees, the official currency of the Republic of India.
- 'US Dollars' or 'US\$' or 'USD' or '\$' are to United States Dollars, the official currency of the United States of America.

All references to the word 'Lakh' or 'Lac', means 'One hundred thousand' and the word 'Million' means 'Ten lacs' and the word 'Crore' means 'Ten Million' and the word 'Billion' means 'One thousand Million'.

#### **Industry and Market Data**

Unless stated otherwise, industry data used throughout the Draft Prospectus has been obtained or derived from industry and government publications, publicly available information and sources. Industry publications generally state that the information contained in those publications has been obtained from sources believed to be reliable but that their accuracy and completeness are not guaranteed and their reliability cannot be assured. Although our Company believes that industry data used in the Draft Prospectus is reliable, it has not been independently verified.

Further, the extent to which the industry and market data presented in the Draft Prospectus is meaningful depends on the reader's familiarity with and understanding of, the methodologies used in compiling such data. There are no standard data gathering methodologies in the industry in which we conduct our business, and methodologies and assumptions may vary widely among different industry sources.

#### FORWARD LOOKING STATEMENTS

All statements contained in the Draft Prospectus that are not statements of historical facts constitute 'forward-looking statements'. All statements regarding our expected financial condition and results of operations, business, objectives, strategies, plans, goals and prospects are forward-looking statements. These forward-looking statements include statements as to our business strategy, our revenue and profitability, planned projects and other matters discussed in the Draft Prospectus regarding matters that are not historical facts. These forward looking statements and any other projections contained in the Draft Prospectus (whether made by us or any third party) are predictions and involve known and unknown risks, uncertainties and other factors that may cause our actual results, performance or achievements to be materially different from any future results, performance or achievements expressed or implied by such forward-looking statements or other projections.

These forward looking statements can generally be identified by words or phrases such as "will", "aim", "will likely result", "believe", "expect", "will continue", "anticipate", "estimate", "intend", "plan", "contemplate", "seek to", "future", "objective", "goal", "project", "should", "will pursue" and similar expressions or variations of such expressions. Important factors that could cause actual results to differ materially from our expectations include but are not limited to:

- general economic and business conditions in the markets in which we operate and in the local, regional and national and international economies;
- our ability to successfully implement strategy, growth and expansion plans and technological initiatives;
- our ability to respond to technological changes;
- our ability to attract and retain qualified personnel;
- the effect of wage pressures, seasonal hiring patterns and the time required to train and productively utilize new employees;
- general social and political conditions in India which have an impact on our business activities or investments;
- potential mergers, acquisitions restructurings and increased competition;
- occurrences of natural disasters or calamities affecting the areas in which we have operations;
- market fluctuations and industry dynamics beyond our control;
- changes in the competition landscape;
- our ability to finance our business growth and obtain financing on favourable terms;
- our ability to manage our growth effectively;
- our ability to compete effectively, particularly in new markets and businesses;
- changes in laws and regulations relating to the industry in which we operate changes in government policies and regulatory actions that apply to or affect our business; and
- developments affecting the Indian economy;
- Any adverse outcome in the legal proceedings in which we are involved.

For a further discussion of factors that could cause our current plans and expectations and actual results to differ, please refer to the chapters titled 'Risk Factors', 'Our Business' and 'Management's Discussion and Analysis of Financial Condition and Results of Operations' beginning on page numbers 10, 70 and 130, respectively of the Draft Prospectus.

Forward looking statements reflects views as of the date of the Draft Prospectus and not a guarantee of future performance. By their nature, certain market risk disclosures are only estimates and could be materially different from what actually occurs in the future. As a result, actual future gains or losses could materially differ from those that have been estimated. Neither our Company / our Directors nor the Lead Manager, nor any of its affiliates have any obligation to update or otherwise revise any statements reflecting circumstances arising after the date hereof or to reflect the occurrence of underlying events, even if the underlying assumptions do not come to fruition. In accordance with SEBI requirements, our Company and the Lead Manager will ensure that investors in India are informed of material developments until such time as the listing and trading permission is granted by the Stock Exchange(s).

#### **SECTION II - RISK FACTORS**

An investment in the Equity Shares involves a high degree of risk. You should carefully consider all the information in the Draft Prospectus, including the risks and uncertainties summarised below, before making an investment in our Equity Shares. The risks described below are relevant to the industries our Company is engaged in, our Company and our Equity Shares. To obtain a complete understanding of our Company, you should read this section in conjunction with the chapters titled 'Our Business' and 'Management's Discussion and Analysis of Financial Condition and Results of Operations' beginning on page numbers 70 and 130, respectively, of the Draft Prospectus as well as the other financial and statistical information contained in the Draft Prospectus. Prior to making an investment decision, prospective investors should carefully consider all of the information contained in the section titled 'Financial Information' beginning on page number 112 of the Draft Prospectus. Unless stated otherwise, the financial data in this section is as per our financial statements prepared in accordance with Indian GAAP.

If any one or more of the following risks as well as other risks and uncertainties discussed in the Draft Prospectus were to occur, our business, financial condition and results of our operation could suffer material adverse effects, and could cause the trading price of our Equity Shares and the value of investment in the Equity Shares to materially decline which could result in the loss of all or part of investment. Prospective investors should pay particular attention to the fact that our Company is incorporated under the laws of India, and is therefore subject to a legal and regulatory environment that may differ in certain respects from that of other countries.

The Draft Prospectus also contains forward looking statements that involve risks and uncertainties. Our actual results could differ materially from those anticipated in these forward-looking statements as a result of many factors, including the considerations described below and elsewhere in the Draft Prospectus.

These risks are not the only ones that our Company face. Our business operations could also be affected by additional factors that are not presently known to us or that we currently consider to be immaterial to our operations. Unless specified or quantified in the relevant risk factors below, we are not in a position to quantify financial or other implication of any risks mentioned herein.

#### Materiality

The Risk factors have been determined on the basis of their materiality. The following factors have been considered for determining the materiality.

- 1. Some events may not be material individually but may be material when considered collectively.
- 2. Some events may have an impact which is qualitative though not quantitative.
- 3. Some events may not be material at present but may have a material impact in the future.

### INTERNAL RISKS

1. Our Company had negative cash flow in recent fiscals, details of which are given below. Sustained negative cash flow could adversely impact our business, financial condition and results of operations.

Cash flow from	Period ended September 30, 2012	March 31, 2012	March 31, 2011	March 31, 2010	March 31, 2009	(7 in lacs) March 31, 2008
Operating activities	157.71	(93.51)	121.17	123.85	(44.85)	23.69
Investing activities	213.16	37.25	(99.86)	3.75	3.24	(0.10)
Financing activities	-	(1.92)	(0.28)	(0.56)	(3.28)	(4.14)

Cash flow of a company is a key indicator to show the extent of cash generated from operations to meet its capital expenditure, pay dividends, repay loans and make new investments without raising finance from external resources. If we are not able to generate sufficient cash flow, it may adversely affect our business and financial operations. For further details please refer to the section titled 'Financial Information' and chapter titled 'Management's Discussion and Analysis of Financial Condition and Results of Operations' beginning on page numbers 112 and 130, respectively, of the Draft Prospectus.

2. The objects of the Issue for which funds are being raised have not been appraised by any bank or financial institution. The deployment of funds in the project is entirely at the discretion of our management and as per the details mentioned in the section titled "Objects of the Issue". Any revision in the estimates may require us to reschedule our project expenditure and may have a bearing on our expected revenues and earnings.

Our funding requirements and the deployment of the proceeds of the Issue are purely based on our management's estimates and have not been appraised by any bank or financial institution. Our Company may have to revise such estimates from time to time and consequently our funding requirements may also change. Our estimates for the project may exceed the value that would have been determined by third party appraisals and may require us to reschedule our project expenditure which may have a bearing on our expected revenues and earnings. Further, the deployment of the funds towards the objects of the Issue is entirely at the discretion of our management and is not subject to monitoring by any external independent agency. However, the deployment of funds is subject to monitoring by our Audit Committee.

3. Our operations are significantly located in the Kolkata region and Mumbai region and failure to expand our operations may restrict our growth and adversely affect our business

Currently, we are carrying our business mainly in the Kolkata region and Mumbai region and hence our major revenues are generated from operations in these regions only. In the event that demand for equity trading activities in general reduces or stops by any reason including political discord or instability or change in policies of State, then our financial condition and operating results may be materially and adversely affected. Geographical and functional expansion of our business domain requires establishment of adequate network. As we seek to diversify our regional focus we may face the risk that our competitors may be better known in other markets, enjoy better relationships with customers. Our lack of exposure in geographical boundaries outside our operating regions could impact our future revenues.

4. Our business requires us to obtain and renew certain registrations, licenses and permits from government and regulatory authorities and the failure to obtain and renew them in a timely manner may adversely affect our business operations.

Our business operations require us to obtain and renew from time to time, certain approvals, licenses, registrations and permits, some of which may expire and for which we may have to make an application for obtaining the approval or its renewal. We will be applying for certain approvals relating to our business. If we fail to maintain such registrations and licenses or comply with applicable conditions, or a regulatory authority claims we have not complied, with these conditions, our certificate of registration for carrying on a particular activity may be suspended and/or cancelled and we will not then be able to carry on such activity.

Further, we may become liable to penal action if our activities are adjudged to be undertaken in the manner not authorized under the applicable law. This could materially and adversely affect our business, financial condition and results of operations. We cannot assure you that we will be able to obtain approvals in respect of such applications or any application made by us in the future. For more information about the licenses required in our business and the licenses and approvals applied for, please refer to sections titled "Government and other Key Approvals" beginning on page 140 of the Draft Prospectus.

5. If we are unable to retain the services of our Key Managerial Personnel, our business and our operating results could be adversely impacted.

We are dependent on our Key Managerial Personnel for setting our strategic direction and managing our businesses. The loss of our key managerial personnel may materially and adversely impact our business, results of operations and financial condition.

6. At present we have no branches and we operate through our registered office and corporate office. We propose to set-up 25 branches in FY2013-14. The fund requirement for the above 25 branches will be met out of the funds to be raised by the Company from the issue of Equity Shares already issued to Promoters and others. However, we have not yet identified lease hold premises for the said 25 new branches. our inability to acquire the premises at the right time and at the stipulated price may delay the expansion or result in an increase in the cost of acquisition; thereby resulting in an increase in the cost or time overrun thus affecting our operations and profitability. Further, we have also not placed orders for office equipments for all 25 branches and delivery of all equipment for all the proposed 25 branches is yet to be taken and we may face time and cost overruns in

relation to the same.

7. Our inability to manage growth could disrupt our business and reduce our profitability.

A principal component of our strategy is to continue to grow by expanding the size and geographical scope of our businesses, as well as the development of our new business streams. This growth strategy will place significant demands on our management, financial and other resources. It will require us to continuously develop and improve our operational, financial and internal controls. Continuous expansion increases the challenges involved in financial management, recruitment, training and retaining high quality human resources, preserving our culture, values and entrepreneurial environment, and developing and improving our internal administrative infrastructure. Any inability on our part to manage such growth could disrupt our business prospects, impact our financial condition and adversely affect our results of operations.

8. We have not made any alternate arrangements for meeting our capital requirements for the Objects of the issue. Further we have not identified any alternate source of financing the 'Objects of the Issue'. Any shortfall in raising / meeting the same could adversely affect our growth plans, operations and financial performance.

As on date, we have not made any alternate arrangements for meeting our capital requirements for the objects of the issue. We meet our capital requirements through our owned funds, internal accruals and debt. Any shortfall in our net owned funds, internal accruals and our inability to raise debt would result in us being unable to meet our capital requirements, which in turn will negatively affect our financial condition and results of operations.

Further we have not identified any alternate source of funding and hence any failure or delay on our part to raise money from this issue or any shortfall in the issue proceeds may delay the implementation schedule and could adversely affect our growth plans. For further details please refer to the chapter titled "Objects of the Issue" beginning on page 48 of the Draft Prospectus.

9. Major fraud, lapses of internal control or system failures could adversely impact the company's business.

Our Company is vulnerable to risk arising from the failure of employees to adhere to approved procedures, system controls, fraud, system failures, information system disruptions, communication systems failure and interception during transmission through external communication channels or networks. Failure to protect fraud or breach in security may adversely affect our Company's operations and financial performance. Our reputation could also be adversely affected by significant fraud committed by our employees, agents, customers or third parties.

10. Exchange has levied penalty in the past and may levy so for default on behalf of the Company in submission of time barring reports to the Exchange and any such heavy default may even hamper business operations of the Company as well.

Following penalties have been levied by exchanges in past three years:

Type of Penalty	FY 2009-10	FY 2010-11	FY 2011-12
Late uploading of Reports	30,700	9,200	5,620
Inspection & Others	Nil	11,554	13,000

Further exchanges may even suspend company's operations for any serious default by the Company.

11. Absence of comprehensive business continuity and disaster recovery plan may lead to a temporary disruption of our operations.

We rely extensively on technology to carry on our business and have invested in customary data centre, network components, application infrastructure and back-up. However, we have not implemented a comprehensive disaster recovery plan which may lead to a temporary disruption in connectivity with the Exchanges and between our data centre and our Business Locations affecting our business and possibly leading to loss of revenue, financial losses and damage to our reputation.

12. Substantial portion of our revenues has been dependent upon our few clients. The loss of any one or more of our major clients would have a material adverse effect on our business operations and profitability.

For the period ended September 30, 2012, we have only 57 HNI Clients. The loss of a significant client or clients would have a material adverse effect on our financial results. We cannot assure you that we can maintain the historical levels of business from these clients or that we will be able to replace these clients in case we lose any of them.

#### 13. Our clients deal in securities and any default by a client could result in substantial losses.

We require clients to deposit a minimum initial margin and then to pay the balance settlement amount by the payin date for the transaction undertaken by us on their behalf. If a client is unableto pay this balance amount before
the pay-in date, we may be required to make the payment onbehalf of the defaulting client, which may affect our
profitability. In case of high market volatility adverse movements in share price, it is possible that clients may
not honour their commitment, and any inability on our part to pay the margins to the Stock Exchanges may be
detrimental to our business, reputation and profitability.

#### 14. We face intense competition in our businesses, which may limit our growth and prospects.

Our Company faces significant competition from other stock brokers. In particular, we compete with other Indian and foreign brokerage houses operating in the markets in which we are present. We compete on the basis of a number of factors, including execution, depth of product and service offerings, innovation, reputation and price. Our competitors may have advantages over us, including, but not limited to:

- Substantially greater financial resources;
- Longer operating history than in certain of our businesses;
- Greater brand recognition among consumers;
- Larger customer bases in and outside India; or
- More diversified operations which allow profits from certain operations to support others with lower profitability.

These competitive pressures may affect our business, and our growth will largely depend on our ability to respond in an effective and timely manner to these competitive pressures.

# 15. Downturns or disruptions in the securities markets could reduce transaction volumes, and could cause a decline in the business and impact our profitability.

Our revenues, level of operations and, consequently, our profitability are dependent on favourable capital market conditions, a conducive regulatory and political environment, investor sentiment, price levels of securities and other factors that affect the volume of stock trading in India and the level of interest in Indian business developments. In recent years, the Indian and world securities markets have fluctuated considerably and a downturn in these markets could adversely affect our operating results. For example, Indian stock markets mirrored the global sentiments with the indices sliding during 2011-12. The BSE Sensex closed at 17,404 on March 30, 2012 compared to the close of 19,445 on March 31, 2011. S&P CNX Nifty, closed at 5,296 on March 30, 2012 compared to close of 5,834 on March 31, 2011. The percent decrease in BSE Sensex recorded as on end-March 2012 over end-March 2011 was at 10.5 percent while that for the S&P CNX Nifty during the same period stood at 9.2 percent. When markets are highly volatile, we run the risk of bad debts and losses and also litigation. Revenues are likely to decline during sustained periods of reduced trading volumes and our profit margins may be adversely affected if we are unable to reduce our expenses at the same pace as the decline in revenues. When trading volume is low, our profitability will be adversely affected because our revenues will be reduced and some of our operating costs are fixed. Decreases in equity prices or decreased trading activity could have an adverse effect on our business, financial condition and operating results.

# 16. Our risk management policies and procedures may leave us exposed to unidentified risks or unanticipated levels of risk which could lead to material losses.

Our risk management techniques and strategies may not be fully effective in mitigating our exposure to risks and may not cover risks that we fail to identify or anticipate. Some methods of risk management are based on the use of observed historical market behavior. We apply statistical and other tools to these observations to arrive at quantifications of our risk exposures. These tools and metrics may fail to predict future risk exposures. Our losses could therefore be significantly greater than those which the historical measures indicate. Our more qualitative approach to managing those risks could prove insufficient, exposing us to material unanticipated losses. Other risk management methods depend on evaluation of information regarding markets, clients or other matters that are

publicly available or otherwise accessible by us. This information may not be accurate, complete, up-to-date or properly evaluated. Management of operational, legal and regulatory risk requires, among other things, policies and procedures to properly record and verify a large number of transactions and events. We cannot assure you that our policies and procedures will effectively and accurately record and verify this information. We seek to monitor and control our risk exposure through a variety of separate but complementary financial, credit, operational and legal reporting systems. Nonetheless, the effectiveness of our ability to manage risk exposure cannot be completely or accurately predicted or fully assured. For example, unexpectedly large or rapid movements or disruptions in one or more markets or other unforeseen developments could have a material adverse effect on our results of operations and financial condition. The consequences of these developments could include losses due to adverse changes in inventory values, decreases in the liquidity of trading positions, higher volatility in systemic risk.

17. Our ability to pay dividends in the future will depend upon future earnings, financial condition, cash flows, working capital requirements and capital expenditures.

We have not paid any dividends since incorporation. Our future ability to pay dividends will depend on our earnings, financial condition and capital requirements. Dividends distributed by us will attract dividend distribution tax at rates applicable from time to time. There can be no assurance that we will generate sufficient income to cover the operating expenses and pay dividends to the shareholders.

Our ability to pay dividends will also depend on our expansion plans. We may be unable to pay dividends in the near or medium term, and the future dividend policy will depend on the capital requirements and financing arrangements for the business plans, financial condition and results of operations.

18. We do not own our Registered Office from which we operate.

We do not own the premises on which our Registered Office is situated. Our Company has taken the registered office on lease basis from Mrs. Saroj Baid, one of our Promoter at the rent of ₹ 6,00,000 per annum. Further we have taken corporate office on lease basis from Cadillac Vanijya Private Limited one of our Promoter Group entity at the rent of ₹ 6,00,000 per annum. We cannot assure you that we will have the right to occupy, these premises in the future, or that we will be able to continue with the uninterrupted use of this property, which may impair our operations and adversely affect our financial condition. Further these agreements are not registered and may not be adequately stamped under Indian law. In the event of any such irregularity, we may not be able to enforce our rights under such agreements in the event of a dispute. For further details of our office premises please refer to the section titled "Our Business Overview" on page 70 of this Prospectus.

19. Our Company has made application for registration of trademark, which is under process of registration. We are unable to assure that the future viability or value of any of our intellectual property or that the steps taken by us to protect the proprietary rights of our Company will be adequate.

We have made application for registration of trademark ' ; and the registration for the said trademark in our name is important to retain our brand equity. If our application for registration is not accepted or if the oppositions filed against our trademark application if any, are successful, we may lose the statutory protection available to us under the Trade Marks Act, 1999 for such trademark. Further, we cannot assure that our pending application would be granted registration or will not be challenged or if granted registration, will not be invalidated or circumvented or will offer us any meaningful protection. Further, the laws of some countries in which we may market our products may not protect our intellectual property rights adequately. We are unable to assure that the future viability or value of any of our intellectual property or that the steps taken by us to protect the proprietary rights of our Company will be adequate.

20. We have made an application for registration of our trademark under the Trade Marks Act. Our ability to use the trademark may be impaired if the same is not registered under our name.

Our Company's business may be affected due to our inability to protect our existing and future intellectual property rights. We have made an application for registration of trademark over our name and logo under the Trade Marks Act and consequently do not enjoy the statutory protections accorded to a trademark registered in India and maynot prohibit the use of such name and logo by anybody by means of statutory protection until it is registered.

21. Future issuances of Equity Shares or future sales of Equity Shares by our Promoters and certain shareholders, or the perception that such sales may occur, may result in a decrease of the market price of our Equity Shares.

In the future, we may issue additional equity securities for financing our capital requirements. In addition, our Promoters and certain shareholders may dispose off their interests in our Equity Shares directly, indirectly or may pledge or encumber their Equity Shares. Any such issuances or sales or the prospect of any such issuances or sales could result in a dilution of shareholders' holding or a negative market perception and potentially in a lower market price of our Equity Shares.

#### 22. We have in the past entered into related party transactions and may continue to do so in the future.

We have entered into transactions with our promoters and our Promoter Group. While we believe that all such transactions have been conducted on an arm's length basis, there can be no assurance that we could not have achieved more favorable terms had such transactions not been entered into with related parties. Furthermore, it is likely that we may enter into related party transactions in the future. There can be no assurance that such transactions, individually or in the aggregate, will not have an adverse effect on our financial condition and results of operations. For further details, please refer to "Annexure XV – Related Party Transactions" of the "Auditors Report" beginning on page 129 of this Prospectus.

# 23. Our insurance cover may be inadequate to fully protect us from all losses and may inturn adversely affect our financial condition.

We maintain such insurance coverage as we believe is customary for our Company. Our insurance policies, however, may not provide adequate coverage in certain circumstances and are subject to certain deductibles, exclusions and limits on coverage. We maintain premises and vehicle insurance coverage. However, we cannot assure you that the terms of our insurance policies will be adequate to cover any damage or loss suffered by us or that such coverage will continue to be available on reasonable terms or will be available in sufficient amounts to cover one or more large claims, or that the insurer will not disclaim coverage as to any future claim. Further, there can be no assurance that any claim under the insurance policies maintained by us will be honoured fully, in part or on time. To the extent that we suffer loss or damage that is not covered by insurance or which exceeds our insurance coverage, our results of operations or cash flow may be affected.

# 24. Some of the Group Companies promoted by our Promoters have incurred losses in the last three years. Sustained financial losses by our Group Companies may not be perceived positively by external parties such as clients, customers, bankers etc, which may affect our credibility and business operations.

The following Group Companies promoted by the Promoters has incurred losses in one or more of the last three years:

			(₹ Lacs)
Name of the Company	FY 2012	FY 2011	FY 2010
GCM Commodities & Derivatives Private	-0.16		-1.21
Limited			
Silverpearl Commercial Private Limited		-0.16	

#### **EXTERNAL RISKS**

# 1. Global economic, political and social conditions may harm our ability to do business, increase our costs and negatively affect our stock price.

Global economic and political factors that are beyond our control, influence forecasts and directly affect performance. These factors include interest rates, rates of economic growth, fiscal and monetary policies of governments, inflation, deflation, foreign exchange fluctuations, consumer credit availability, consumer debt levels, unemployment trends, terrorist threats and activities, worldwide military and domestic disturbances and conflicts, and other matters that influence consumer confidence, spending and tourism. Increasing volatility in financial markets may cause these factors to change with a greater degree of frequency and magnitude.

#### 2. Global recession and market conditions could cause our business to suffer.

The developed economies of the world viz. U.S., Europe, Japan and others are in midst of recovering from recession which is affecting the economic condition and markets of not only these economies but also the economies of the emerging markets like Brazil, Russia, India and China. General business and consumer sentiment

has been adversely affected due to the global slowdown and there cannot be assurance, whether these developed economies will see good economic growth in the near future. Consequently, this has also affected the global stock and commodity markets.

3. Any disruption in the supply of power, IT infrastructure, telecom lines and disruption in internet connectivity could disrupt our business process or subject us to additional costs.

Any disruption in basic infrastructure or the failure of the Government to improve the existing infrastructure facilities could negatively impact our business since we may not be able to provide timely or adequate services to our clients. We do not maintain business interruption insurance and may not be covered for any claims or damages if the supply of power, IT infrastructure, internet connectivity or telecom lines is disrupted. This may result in the loss of a client, impose additional costs on us and have an adverse effect on our business, financial condition and results of operations and could lead to decline in the price of our Equity Shares.

4. Natural calamities and changing weather conditions caused as a result of global warming could have a negative impact on the Indian economy and consequently impact our business and profitability.

Natural calamities such as draughts, floods, and earthquakes could have a negative impact on the Indian economy and may cause suspension, delays or damage to our current projects and operations, which may adversely impact our business and our operating results. India's being a monsoon driven economy, climate change caused due to global warming bringing deficient / untimely monsoons could impact Government policy which in turn would adversely affect our business.

5. Tax rates applicable to Our Company may increase and may have an adverse impact on our business.

Any increase in the tax rates including surcharge and education cess applicable to us may have an adverse impact on our business and results of operations and we can provide no assurance as to the extent of the impact of such changes.

6. Political instability or changes in the Government could adversely affect economic conditions in India generally and our business in particular.

The Government of India has traditionally exercised and continues to exercise a significant influence over many aspects of the economy. Our business, and the market price and liquidity of our Equity Shares, may be affected by interest rates, changes in Government policy, taxation, social and civil unrest and other political, economic or other developments in or affecting India. Since 1991, successive governments have pursued policies of economic liberalization and financial sector reforms. However, there can be no assurance that such policies will be continued in the future. A significant change in India's economic liberalization and deregulation policies could disrupt business and economic conditions in India generally and adversely affect our business, financial condition and results of operations.

7. Civil unrest, acts of violence including terrorism or war involving India and other countries could materially and adversely affect the financial markets and our business.

Any major hostilities involving India or other acts of violence, including civil unrest or similar events that are beyond our control, could have a material adverse effect on India's economy and our business. Terrorist attacks and other acts of violence may adversely affect the Indian stock markets, where our Equity Shares will trade, and the global equity markets generally.

8. There is no guarantee that the Equity Shares issued pursuant to the Issue will be listed on the SME Platform of BSE in a timely manner, or at all.

In accordance with Indian law and practice, permission for listing and trading of the Equity Shares issued pursuant to the Issue will not be granted until after the Equity Shares have been issued and allotted. Approval for listing and trading will require all relevant documents authorizing the issuing of Equity Shares to be submitted. There could be a failure or delay in listing the Equity Shares on the SME Platform of BSE. Any failure or delay in obtaining the approval would restrict your ability to dispose of your Equity Shares.

# 9. The price of our Equity Shares may be volatile, or an active trading market for our Equity Shares may not develop.

Prior to this Issue, there has been no public market for our Equity Shares. Our Company and the Lead Manager have appointed Sherwood Securities Private Limited as Designated Market Maker for the equity shares of our company. However, the trading price of our Equity Shares may fluctuate after this Issue due to a variety of factors, including our results of operations and the performance of our business, competitive conditions, general economic, political and social factors, the performance of the Indian and global economy and significant developments in India's fiscal regime, volatility in the Indian and global securities market, performance of our competitors, the Indian Capital Markets and Finance industry, changes in the estimates of our performance or recommendations by financial analysts and announcements by us or others regarding contracts, acquisitions, strategic partnerships, joint ventures, or capital commitments. In addition, if the stock markets experience a loss of investor confidence, the trading price of our Equity Shares could decline for reasons unrelated to our business, financial condition or operating results. The trading price of our Equity Shares might also decline in reaction to events that affect other companies in our industry even if these events do not directly affect us. Each of these factors, among others, could materially affect the price of our Equity Shares. There can be no assurance that an active trading market for our Equity Shares will develop or be sustained after this Issue, or that the price at which our Equity Shares are initially offered will correspond to the prices at which they will trade in the market subsequent to this Issue. For further details of the obligations and limitations of Market Makers please refer to the chapter titled "General Information" beginning on page 30 of this Prospectus.

# 10. There are restrictions on daily movements in the price of the Equity Shares, which may adversely affect a shareholder's ability to sell, or the price at which it can sell, Equity Shares at a particular point in time.

Following the Issue, we will be subject to a daily "circuit breaker" imposed by BSE, which does not allow transactions beyond specified increases or decreases in the price of the Equity Shares. This circuit breaker operates independently of the index-based, market-wide circuit breakers generally imposed by SEBI on Indian stock exchanges. The percentage limit on our circuit breakers will be set by the stock exchanges based on the historical volatility in the price and trading volume of the Equity Shares.

The BSE may not inform us of the percentage limit of the circuit breaker in effect from time to time and may change it without our knowledge. This circuit breaker will limit the upward and downward movements in the price of the Equity Shares. As a result of this circuit breaker, no assurance can be given regarding your ability to sell your Equity Shares or the price at which you may be able to sell your Equity Shares at any particular time.

#### **PROMINENT NOTES:**

- 1. This is a Public Issue of 60,90,000 Equity Shares of ₹ 10 each at a price of ₹ 20 (including share premium of ₹ 10) per Equity Share aggregating ₹ 1,218.00 Lacs.
- 2. For information on changes in our Company's name, Registered Office and changes in the objects clause of the MOA of our Company, please refer to the chapter titled "History and Certain Corporate Matters" beginning on page 79 of the Prospectus.
- 3. Our Net Worth as at March 31, 2012 was ₹856.11 Lacs and as at September 30, 2012 was ₹1130.07 Lacs.
- 4. The Net Asset Value per Equity Share as at March 31, 2012 was ₹ 25.71 and as at September 30, 2012 was ₹ 33.94.
- 5. Investors may contact the Lead Manager for any complaint pertaining to the Issue. All grievances relating to ASBA may be addressed to the Registrar to the Issue, with a copy to the relevant SCSBs, giving full details such as name, address of the Applicant, number of Equity Shares for which the applied, Application Amounts blocked, ASBA Account number and the Designated Branch of the SCSBs where the ASBA Form has been submitted by the ASBA Applicant.
- 6. The average cost of acquisition per Equity Share by our Promoters is set forth in the table below:

Name of the Promoters	Average cost of acquisition (in ₹)
Mr. Inder Chand Baid	20.76

Mrs. Saroj Baid	17.09
Mr. Manish Baid	16.92
Mr. Samir Baid	16.98
Global Capital Market & Infrastructures Limited	29.38

For further details relating to the allotment of Equity Shares to our Promoter, please refer to the chapter titled "Capital Structure" beginning on page 36 of the Prospectus.

- 7. Our Company its Promoters / Directors, Company's Associates or Group companies have not been prohibited from accessing the Capital Market under any order or direction passed by SEBI. The Promoters, their relatives, Company, group companies, associate companies are not declared as willful defaulters by RBI / Government authorities and there are no violations of securities laws committed in the past or pending against them.
- 8. Investors are advised to refer to the paragraph titled "Basis for Issue Price" beginning on page 51 of this Prospectus.
- 9. The Lead Manager and our Company shall update this Prospectus and keep the investors / public informed of any material changes till listing of the Equity Shares offered in terms of this Prospectus and commencement of trading.
- 10. Investors are free to contact the Lead Manager for any clarification, complaint or information pertaining to the Issue. The Lead Manager and our Company shall make all information available to the public and investors at large and no selective or additional information would be made available for a section of the investors in any manner whatsoever.
- 11. In the event of over-subscription, allotment shall be made as set out in paragraph titled "Basis of Allotment" beginning on page 164 of this Prospectus and shall be made in consultation with the Designated Stock Exchange i.e. BSE. The Registrar to the Issue shall be responsible to ensure that the basis of allotment is finalized in a fair and proper manner as set out therein.
- 12. The Directors / Promoters of our Company have no interest in our Company except to the extent of remuneration and reimbursement of expenses (if applicable) and to the extent of any Equity Shares (of GCM Securities Limited) held by them or their relatives and associates or held by the companies, firms and trusts in which they are interested as director, member, partner, and/or trustee, and to the extent of benefits arising out of such shareholding. For further details please refer to the section titled "Our Management" on page 82 of this Prospectus.
- 13. No loans and advances have been made to any person(s) / companies in which Directors are interested except as stated in the Auditors Report. For details please refer to "Section VI Financial Information" beginning on page 112 of this Prospectus.
- 14. No part of the Issue proceeds will be paid as consideration to Promoters, Directors, Key Managerial Personnel or persons forming part of Promoter Group.
- 15. There has been no financing arrangement whereby the Promoter Group, our Directors and their relatives have financed the purchase, by any other person, of securities of our Company other than in the normal course of the business of the financing entity during the period of six months immediately preceding the date of the Prospectus.
- 16. The details of transaction by our Company are disclosed under "Related Party Transactions" in "Section VI Financial Information" of our Company beginning on page 112 of this Prospectus.
- 17. Since inception, our Company not issued any equity shares by capitalization of reserves.
- 18. Our Company does not have any contingent liabilities outstanding as on September 30, 2012.

#### SECTION III - INTRODUCTION

#### SUMMARY OF OUR INDUSTRY

#### GENERAL MACRO-ECONOMIC ENVIRONMENT

After a robust growth of over 8 percent in the last two years, the Indian economy has slowed down in the year 2011-12 to a modest 6.5 percent. Revised estimates of Central Statistical Organisation (CSO) estimate Gross Domestic Product (GDP) at factor cost at constant (2004-05) prices for FY12 is likely to be ₹ 52,22,515 crore as against ₹ 48,85,954 crore for FY11 of and the growth is expected to be 6.5 percent as compared to 8.4 percent in FY11.

Services sector continued to maintain its momentum with only a minor decrease in growth from 9.2 percent to 8.5 percent, and is expected to boost the overall growth in the economy. Industry and agriculture sectors, on the other hand, have dampened in the current fiscal attributed to both the domestic and global factors. The growth rate for agriculture sector may, however, be treated in synchronous with the trend as it comes to 2.8 percent on a high base of 2010-11(exhibiting 7 percent growth). Industry sector, meanwhile has displayed a dip in its growth with a more than halving of the growth rate to 2.6 percent from an earlier 6.8 percent primarily due to demand and inflationary factors. (Source: SEBI Annual Report, 2011-2012)

#### **Capital Markets**

Indian stock markets mirrored the global sentiments with the indices sliding during 2011-12. The BSE Sensex closed at 17,404 on March 30, 2012 compared to the close of 19,445 on March 31, 2011. S&P CNX Nifty, closed at 5,296 on March 30, 2012 compared to close of 5,834 on March 31, 2011. The percent decrease in BSE Sensex recorded as on end- March 2012 over end-March 2011 was at 10.5 percent while that for the S&P CNX Nifty during the same period stood at 9.2 percent. The market capitalisation of BSE stands at ₹ 62,14,941 crore as of end-March 2012 compared to ₹ 68,39,084 in end-March 2011, while its ratio to GDP stood at 70 percent for 2011-12. The number of demat accounts at the two depositories has risen up sharply and the process of dematerialisation is still in progress. Simultaneously the number of listed companies at both NSE and BSE have risen steadily acting as a strong indicator of favourable market sentiments.

The turnover in the equity derivative segment has risen from ₹ 2,92,48,375 crore in 2010-11 to ₹ 3,21,58,208 crore in 2011-12. The currency derivative segment too has seen a rise in its turnover from being ₹ 76,43,805 crore in 2010-11 to ₹ 98,96,413 crore in 2011-12. The foreign investments in India contributed by the FII and FDI at the end of March 2012 stood at ₹ 13, 39,240 crore up from ₹ 12,52,781 crore at the end of March 2011.

(Source: SEBI Annual Report, 2011-2012)

#### **Primary Market**

During 2011-12, 71 companies accessed the primary market and raised ₹ 48,468 crore through public (55) and rights issues (16) as against 91 companies which raised ₹ 67,609 crore in 2010-11 through public (68) and rights issues (23) (Table 2.1). The weak investment climate led to fall in the number of IPOs and amount raised from new issues market. There were 34 IPOs during 2011-12 as against 53 during 2010-11. The amount raised through IPOs during 2011-12 was considerably lower at ₹ 5,904 crore as compared to ₹ 35,559 crore during 2010-11. Of the amount raised through IPOs and FPOs, ₹ 2,054 crore was through offer for sale by existing shareholders and five issues used this mechanism to raise resources. The share of public issues in the total resource mobilisation increased to 95.1 percent during 2011-12 from 85.9 percent in 2010-11 whereas share of rights issues declined from 14.1 percent in 2010-11 to 4.9 percent in 2011-12. Of the public issues, the share of debt issues was the largest at 73.5 percent during 2011-12, which is one of the highest in the history of Indian securities market. This is a positive sign for the corporate bond markets as firms are increasingly resorting to public issue of debentures for raising resources.

(Source: SEBI Annual Report, 2011-2012)

#### **Indian Secondary Market**

Secondary markets are often referred to as the barometer to a nation's health. The stock prices in the current year have fluctuated owing to its integration with global financial markets which have been equally volatile. Some policy

initiatives have though been taken to revive the confidence in the stock market and encourage small investors to invest as well.

The equity markets continued their declining trend fuelled by the global crisis spillovers and weak macro-economic trends and forecasts. Investment climate in India remained dampened due to a confluence of worsening cyclical and global factors, as well as by concerns about structural impediments. Inflation remained at an elevated level for major part of the year. RBI has raised its policy rates on 13 occasions since March 2010 amounting to an increase of 350 basis points. As a result, inflation has moderated significantly since January 2012. The antiinflationary monetary policy stance has had a dampening effect on investment demand as well as on interest-sensitive components of private consumption. Hardening of interest rates and the sharp depreciation of rupee heavily impacted the corporates. Rupee was one of the most depreciated currencies among major Asian currencies in 2011, partly due to India's current account deficit. In addition, capital flows moderated and turned more volatile fuelled by risk aversion and sharp shifts in risk appetite.

Even though Indian equity markets faced severe pressures during 2011-12, it closed on a positive note. There was a strong pickup in the last quarter led by the rebound in the global equity markets, sustained FII inflows, fall in inflation and softening interest rates.

During 2011-12, the BSE Sensex and S&P CNX Nifty declined by 10.5 percent and 9.2 percent, respectively, over March 31, 2011 (Chart 2.3). The BSE Sensex declined by 2014 points to close at 17,404 on March 30, 2012 compared to 19,445 on March 31, 2011. The S&P CNX Nifty also declined 538 points to close at 5296 at the end of March 2012 over 5834 at the end of March 2011.

BSE Sensex and S&P CNX Nifty reached their maximum on April 6, 2011, when the indices touched the levels of 19811 and 5944 respectively. The lowest level for the financial year was reached on December 20, 2011 when BSE Sensex and S&P CNX Nifty touched 15136 and 4531, respectively.

In tandem with the decline in stock prices in 2011-12, there was a significant decline in turnover and market capitalisation across the board. In the cash segment, the turnover at BSE and NSE declined by 39.6 percent and 21.4 percent respectively during 2011-12 as compared to a rise of 0.5 percent and 30 percent, increase during 2010-11. While derivatives turnover at BSE showed an exponential rise as compared to previous year but NSE gained by 7.2 percent over the previous year. During 2011-12, market capitalisation at BSE witnessed a decline of 9.1 percent and that at NSE witnessed a decline of 9.0 percent. Although there was a decline in P/E ratios over the past year, they still reigned high in comparison with other emerging markets. In spite of the bearish trend in the stock markets and the comparatively high PE ratios, FIIs were bullish on Indian stock markets. Volatility, measured by annualised standard deviation, declined marginally in 2011-12 compared to the previous year.

The downturn witnessed in the stock markets was widespread in all the sectors including mid-cap and small cap. The highest fall in BSE Sensex was observed on September 22, 2011 (4.1 percent), followed by February 27, 2012 (2.7 percent) and November 21, 2011 (2.6 percent). The highest gain of 3.6 percent was observed on August 29, 2011 for BSE Sensex.

(Source: SEBI Annual Report, 2011-2012)

#### **Turnover in Indian Stock Market**

In consonance with the declining trend in equity prices, there was a fall in the trading volumes in stock exchanges in 2011-12. The turnover of all stock exchanges in the cash segment declined by 25.6 percent from ₹ 46,85,034 crore to ₹ 34,84,381 crore in 2011-12 (Table 2.10). BSE and NSE together contributed 99.8 percent of the turnover, of which NSE accounted for 80.7 percent in the total turnover in cash market whereas BSE accounted for 19.2 percent of the total. Apart from NSE and BSE, the only stock exchange which recorded turnover during 2011-12 was Calcutta Stock Exchange. There was hardly any transaction on other stock exchanges. The turnover at BSE and NSE declined by 39.6 percent and 21.4 percent, respectively in 2011-12 over the levels recorded in 2010-11. Month-wise, BSE and NSE together recorded the highest turnover in February 2012 followed by March 2012 and April 2011

Broadening and widening of the geographical reach of the capital market could be observed from the city-wise turnover. About 60.4 percent of the total turnover of NSE and 39.4 percent of BSE was concentrated in Mumbai and Thane, the financial hub of the country. At NSE, Calcutta /Howrah contributed 8.6 percent and Delhi/ Ghaziabad accounted for 8.4 percent of the turnover. On the other hand at BSE, Delhi/ Ghaziabad and Ahmedabad accounted 10.9

percent and 9.5 percent respectively. The top five cities accounted for 85.2 percent of turnover at NSE during 2011-12 compared to 84.8 percent in 2010-11. At BSE, 69.7 percent of turnover is contributed by top five cities.

(Source: SEBI Annual Report, 2011-2012)

#### Market Capitalisation

Market capitalisation is a major indicator that indicates size of the stock market. A higher market capitalisation reflects growing stock market activities and an upward trend in stock markets. The market capitalisation of BSE has been higher than that of NSE in India reflecting large number of shares being listed in BSE. The market capitalisation of BSE declined by 9.1 percent to ₹ 62,14,941 crore in 2011-12 from ₹ 68,39,084 crore at the end of March 2011. On the other hand, at NSE market capitalisation declined by 9.0 percent to ₹ 60,96,518 crore in 2011-12 from ₹ 67,02,616 crore at the end of March 2011. Reflecting fall in stock prices, the market capitalisation of BSE witnessed downturn in every month except in April 2011, November 2011, January 2012 and February 2012, when there was an increase over the previous month. At NSE, market capitalisation increased during the months of April 2011, June 2011, November 2011, January 2012 and February 2012 and February 2012.

(Source: SEBI Annual Report, 2011-2012)

#### **Dematerialisation**

Dematerialisation of securities is a significant milestone which has transformed the market microstructure of Indian securities markets. There are two depositories in India viz., National Securities Depository Limited (NSDL) and Central Depository Services Limited (CDSL). The depositories have set up nation-wide network with proper infrastructure to handle the securities deposited or settled in dematerialised mode in the Indian stock markets. As on March 30, 2012, 9,741 companies have signed up for dematerialisation at NSDL and 8,329 at CDSL (Table 2.24). At NSDL, quantity of dematerialised securities increased by 23.0 percent to 57,98,010 lakh in 2011-12 from 47,13,045 lakh in 2010-11. At CDSL too, the quantity of dematerialised securities increased by 26.4 percent from 10,53,100 lakh in 2010-11 to 13,35,700 lakh in 2011-12. While the quantity of dematerialised

shares increased at the depositories, the quantity and value of shares settled in demat declined, primarily following the market downturn and consequent fall in traded value. The total value of demat settled shares declined by 19.4 percent from  $\stackrel{?}{\stackrel{\checkmark}{}}$  15,47,196 crore in 2010-11 to  $\stackrel{?}{\stackrel{\checkmark}{}}$  12,47,249 crore in 2011-12 at NSDL. The same in case of CDSL declined by 34.0 percent from  $\stackrel{?}{\stackrel{\checkmark}{}}$  4,39,931 crore in 2010-11 to  $\stackrel{?}{\stackrel{\checkmark}{}}$  2,90,572 crore in 2011-12.

(Source: SEBI Annual Report, 2011-2012)

#### DERIVATIVES SEGMENT

The presence and role of derivatives in India, both OTC and exchange traded, has been increasing steadily over the years. These instruments are an important component of the overall financial sector strategy and the broad regulatory objective is to ensure that they are used to their potential in ways that are consistent with both financial development and the contribution of financial markets to economic growth.

The equity derivatives segment is the most active derivatives market in India. During 2011-12, turnover of derivatives market exceeded the all-India cash market turnover by over 11 times (Chart 2.9). Trading in derivatives segment is dominated by NSE, which has a share of more than 99 percent of the total turnover. The total number of contracts traded in the derivative segment of NSE increased by 16.5 percent to 120,50,45,464 in 2011-12 from 103,42,12,062 in 2010-11, whereas, at BSE, the number of contracts traded increased exponentially from 5,623 in 2010-11 to 2,50,55,608 in 2011-12. The value of the contracts traded in the derivative segment of NSE increased by 7.2 percent to ₹ 3,13,49,732 crore in 2011-12 from ₹ 2,92,48,221 crore in 2010-11, whereas the turnover at the derivatives segment of BSE increased exponentially to ₹ 8,08,476 crore in 2011-12 from ₹ 154 crore in 2010-11. The open interest in the derivative segment of NSE declined by 12.5 percent to ₹ 89,049 crore at the end of 2011-12 from ₹ 1,01,816 crore at the end of 2010-11.

#### **Global Secondary Markets**

International comparison indicates that the majority of the indices witnessed major corrections during 2011-12. Global economy was hit by a barrage of shocks during 2011-12 in the form of earthquake and tsunami in Japan, unrest in the Middle East oil producing countries, high oil and commodity prices and downgrading of USA by S&P. Yet again, the

year was unprecedented as it entered a dangerous phase. Intensifying concerns on the deteriorating Euro crisis transmitted market stress across the world posing severe threat to financial stability. Slowdown in global growth, in particular of advanced economies portended, the onset of an imminent recession for the world.

(Source: SEBI Annual Report, 2011-2012)

#### **Prospects**

The overall health of securities markets depends on several factors such as macroeconomic environment, trading and settlement infrastructure, and belief in the integrity of the markets. Among these factors, the latter two continue to be robust with severalforward looking steps being taken by SEBI. The macroeconomic factor has contributed to slightly negative sentiment in the markets. It may however be emphasized that this is more likely to be a temporary phenomenon as the economy shifts from a very high growth path to merely a high growth path. Other factors remaining constant, the securities markets are expected to resume their original trendline. However, SEBI in its endeavour to maintain the integrity of the market and promoting seamless trading, clearing and settlement process in the securities market, has continuously harped on improving the conditions of systemic factors in a persistent manner.

Keeping in view the changing scope and nature of the market structure, SEBI has in the past and in future, will continue to make rules and regulations to preserve and maintain a safe, fair and orderly market to protect the interest of investors, development of the securities market and supervision. Towards achieving the same, SEBI conducts investor awareness and education programme in various parts of the country to make investor an informed investor. SEBI is in constant upgradation of its surveillance mechanism and updates its system to keep pace with the evolving demands of a growing market.

Currently, participation of retail investors in the securities market is insignificant. In view of this, investor assistance and education will continue to be SEBI's priority area in the future. This would help in developing wide and deep markets aimed at increasing base of savvy investors and thus also help in achieving financial inclusion for the investors in the country. Enhancing the retail participation in mutual funds is a challenge, which can contribute not only to the financial inclusion and can play a balancing role vis-a vis potential destabilising effect of varying foreign institutional investments. Introduction of Rajiv Gandhi Equity Saving Scheme proposed in the Union Budget 2012-13 is expected to enhance the retail investor participation directly and through mutual funds.

It is, however, to be emphasised that in a dynamic market like securities market, the robustness of the markets is to be preserved through constant endeavour. SEBI will continue to ensure that the markets remain vibrant, fair and safe. Emerging trends such as relative dominance of derivatives market segment over the cash market segment will require effort and attention on the part of the regulator.

(Source: SEBI Annual Report, 2011-2012)

#### **Registration of Stock Brokers**

During 2011-12, 256 new stock brokers were registered with SEBI in cash segment whereas there were 184 cases of cancellation/surrender of brokership during the year 2011-12 as compared to 531 and 100, respectively in 2010-11. The total number of registered stock brokers as on March 31, 2012, increased to 9,307 from 9,235 in 2010-11.

(Source: SEBI Annual Report, 2011-2012)

#### **SUMMARY OF OUR BUSINESS**

Our Company was incorporated on May 2, 1995 as a Public Limited Company under the name "GCM Securities Limited".

We are currently engaged in the business of equity broking, investing and trading activities. Our Company become the member of National Stock Exchange and started the stock broking operation on the NSE platform after obtaining SEBI Registrarion as Trading Member in October 1995. The company was mainly into retail broking at the time of starting the stock broking operations. Subsequently with the introduction of the Future and option segment into the Indian capital market the company became Self Clearing Member under F & O Segment in the year 2007. Post this development our focus was mainly shifted to HNI clients. In the year 2010 our company further decided to expand its area of activities and decided to take the membership of Bombay Stock Exchange. Currently, our company is member on both capital market segment and F&O segment. The company has been successful to create a niche for itself in the select HNI segment also.

We are currently serving the corporate clients and mainly the high net worth individuals. We intend to expand and increase our presence in the retail segment by setting up of up additional 25 branches in Kolkata, Mumbai, Delhi, Chennai and Bikaner.

Our Company is also engaged in making investment in various companies. We are not bound by pre-defined restrictions in regards to our search for investment opportunities. We invest in companies at various stages. Our management approach can take the form either of driving change or partnership with existing owners. We invest in both quoted and unquoted securities and derivatives with sufficient liquidity. The investment strategies are mostly long-term, and are based on an analysis of investment fundamentals. We also do proprietary investment in tradable securities.

Our Company has raised ₹ 1,914.00 Lacs by issuing 95,70,000 Equity Shares to Promoters, Friends and Other Stretegic Investors. We intend to utilise the above amount on the expansion of our Company incuding the following:

- a. Expansion and Establishments of Branch Offices
- b. Acquiring membership of CDSL
- c. Setting up Merchant Banking Division
- d. Brand Building exercise
- e. Strengthen the Management Team
- f. Other Corporate Purposes

#### SUMMARY OF OUR FINANCIAL INFORMATION

The following tables set forth summary financial information derived from restated financial statements as of and for the financial years ended March 31, 2008, 2009, 2010, 2011 and 2012 and for the 6 months ended September 30, 2012. These financial statements have been prepared in accordance with the Indian GAAP, the Companies Act and the SEBI ICDR Regulations and presented under the section titled "Financial Information" beginning on page number 112 of the Draft Prospectus. The summary financial information presented below should be read in conjunction with the chapter titled "Management's Discussion and Analysis of Financial Conditions and Results of Operations" and "Financial Information" beginning on page numbers 130 and 112, respectively of the Draft Prospectus.

#### **Statement of Assets and Liabilities (As Restated)**

(₹in Lacs)

	Particulars	30.09.12	31.03.12	31.03.11	31.03.10	31.03.09	31.03.08
Α.	Non - Current Assets:						
	Fixed Assets						
	Tangible assets	13.86	16.29	23.64	26.54	40.27	61.68
	Intangible assets	-	-	-	-	-	-
	Total	13.86	16.29	23.64	26.54	40.27	61.68
	Non - current investments	458.83	290.72	290.72	191.07	191.07	191.07
	Deferred tax asset (Net)	-	-	-	-	-	-
	Long-term loans and advances	681.30	464.50	139.50	84.50	84.50	87.50
	Other non-current assets						
	<b>Total Non-Current Assets</b>	1,153.99	771.51	453.86	302.11	315.84	340.26
B.	Current Assets						
	Current Investment						
	Inventories	92.26	257.94	233.81	334.59	361.89	340.98
	Trade receivables	26.53	25.62	31.56	71.17	70.52	82.35
	Cash and bank balances	538.83	167.95	226.14	205.10	78.06	122.95
	Short-term loans and advances	44.89	38.92	61.23	76.57	74.19	142.63
	Other current assets	-	-	2.64	2.64	2.64	2.64
	Total	702.51	490.43	555.37	690.07	587.30	691.54
C.	Total assets $(C = A + B)$	1,856.50	1,261.94	1,009.24	992.18	903.14	1,031.80
D.	Non-current liabilities						
	Long-term borrowings	-	-	-	-	-	-
	Deferred tax liability	4.35	4.51	5.99	6.34	6.43	9.23
	Long-term provisions	-	-	-	-	-	-
	Other long-term liabilities	-	-	-	-	-	-
	Total	4.35	4.51	5.99	6.34	6.43	9.23
E.	Current liabilities						
	Short-term borrowings	-	-	-	-	-	ı
	Trade Payables	570.79	5.89	7.53	148.93	13.62	14.51
	Other current liabilities	91.13	392.58	161.74	2.69	49.13	168.11
	Short-term provisions	60.15	2.85	-	-	-	-
	Total	722.08	401.32	169.27	151.62	62.74	182.62
F.	Total liabilities $(F = D + E)$	726.43	405.83	175.27	157.96	69.17	191.85
	Net Worth (C - F)	1,130.07	856.11	833.97	834.22	833.96	839.95

	Net worth represented by:						
G.	Shareholder's funds						
	Share capital						
	Equity share capital	333.00	333.00	333.00	333.00	333.00	333.00
	Total share capital	333.00	333.00	333.00	333.00	333.00	333.00
H.	Reserves and surplus						
	General reserves	2.45	2.45	2.45	2.45	2.45	2.45
	Net surplus in the statement of profit and loss	302.62	28.66	6.52	6.76	6.51	12.49
	Total reserves and surplus	305.07	31.11	8.97	9.22	8.96	14.95
I.	Share Premium	492.00	492.00	492.00	492.00	492.00	492.00
	Net Worth (G + H + I + J)	1,130.07	856.11	833.97	834.22	833.96	839.95

# **Summary Statement of Profit and Loss, As Restated**

(₹in Lacs)

Particulars	30.09.12	31.03.12	31.03.11	31.03.10	31.03.09	31.03.08
Incomes:						
Revenue from operations	367.38	35.52	23.29	23.18	38.59	69.03
Other income	25.48	37.25	6.42	3.75	3.74	7.46
Total revenue	392.86	72.77	29.71	26.93	42.33	76.49
Expenses:						
Stock exchange and other regulatory expenses	4.22	5.64	9.53	4.26	5.89	3.72
Employee benefit expenses	21.02	16.15	1.01	1.02	2.61	7.14
Other expenses	22.90	9.81	10.21	7.00	16.85	27.22
	48.14	31.59	20.75	12.28	25.35	38.08
Earning before interest, tax, depreciation and amortization (EBITDA)	344.72	41.18	8.96	14.65	16.97	38.41
Depreciation and amortization expenses	2.43	7.35	8.70	13.73	21.92	33.83
Finance cost	-	1.92	0.28	0.56	3.28	4.14
	2.43	9.28	8.98	14.29	25.20	37.97
Restated profit / (loss) before tax	342.29	31.90	(0.02)	0.36	(8.22)	0.44
Tax expenses / (income)						
Current tax	68.48	11.25	0.57	0.19	-	0.05
Deferred tax	(0.16)	(1.48)	(0.35)	(0.09)	(2.80)	(1.46)
Fringe benefit tax	-	=	-	-	0.56	0.74
Total tax expenses	68.32	9.76	0.22	0.10	(2.24)	(0.67)
Restated profit / (loss) after tax	273.97	22.14	(0.25)	0.25	(5.98)	1.11

# **Summary Statement of Cash Flow:**

(₹in Lacs)

Particulars	30.09.12	31.03.12	31.03.11	31.03.10	31.03.09	31.03.08
CASH FLOW FROM OPERATING						
ACTIVITIES						
Restated profit before tax	342.29	31.90	(0.02)	0.36	(8.22)	0.44
Depreciation	2.43	7.35	8.70	13.73	21.92	33.83
Finance Cost	-	1.92	0.28	0.56	3.28	4.14
Net gain on sale of investments	(355.80)					
Loss on sale of fixed assets	-	-	0.82	-	-	_
Interest income	(25.48)	(37.25)	(6.42)	(3.75)	(3.74)	(7.46)
Operating profit before working	(36.56)	3.93	3.36	10.89	13.23	30.95
capital changes	, , ,					
Movement in working capital						
Decrease (Increase) in trade receivables	(0.91)	5.94	39.61	(0.65)	11.83	44.74
Decrease (Increase) in inventories	165.68	(24.13)	100.78	27.30	(20.91)	27.84
Decrease (Increase) in short-term loans	(5.98)	22.31	15.34	(2.38)	68.44	56.89
and advances	, , ,			, ,		
Decrease (Increase) in other current	-	2.64	-	-	-	_
assets						
Increase (Decrease) in trade payables	564.90	(1.64)	(141.40)	135.31	(0.89)	(47.09)
Increase (Decrease) in other current	(301.45)	230.84	159.05	(46.44)	(118.99)	(88.85)
liabilities				, í	,	
Decrease (Increase) in long-term loans	(216.80)	(325.00)	(55.00)	-	3.00	-
and advances						
Increase (Decrease) in short-term	57.30	2.85	-	-	-	-
provisions						
Cash flow from (used in) operations	262.76	(86.19)	118.38	113.15	(57.53)	(6.47)
Direct taxes paid including FBT (net of	68.48	11.25	0.57	0.19	0.56	0.79
refunds)						
Net cash generated / (used in)	157.71	(93.51)	121.17	123.85	(44.85)	23.69
operating activities (A)						
CASH FLOW FROM INVESTING						
ACTIVITIES						
Interest Received	25.48	37.25	6.42	3.75	3.74	7.46
(Purchase) / Sale of fixed assets	-	-	(6.63)	-	(0.50)	(5.12)
Purchase of Investments	(358.10)	-	-	-	-	_
Sale of Investments	545.78	-	(99.65)	-	-	(2.44)
Net cash flow from (used in) investing	213.16	37.25	(99.86)	3.75	3.24	(0.10)
activities (B)						
CASH FLOW FROM FINANCING						
<u>ACTIVITIES</u>						
Proceeds from issue of share capital	-	-	-	-	-	-
(including premium)						
Proceeds from share application money	-	- (1.00)	- (0.20)	- (0.50	- (2.20)	- (4.4.0)
Finance Cost	-	(1.92)	(0.28)	(0.56)	(3.28)	(4.14)
Proceeds from long term borrowing	-	-	-	-	-	-
from banks						
Proceeds from short term borrowing	-	-	-	-	-	-
from banks		(4.00)	(0.20)	(0.50)	(2.20)	/4 4 A
Net cash generated from/ (used in)	-	(1.92)	(0.28)	(0.56)	(3.28)	(4.14)
financing activities (C)	270.00	(50.10)	21.02	127.04	(44.00)	10.45
Increase / (Decrease) in cash & cash	370.88	(58.18)	21.03	127.04	(44.89)	19.45
equivalent (A+B+C)						

Cash and cash equivalents at the	167.95	226.14	205.10	78.06	122.95	103.50
beginning of the year / Period						
Cash and cash equivalents at the end	538.83	167.95	226.14	205.10	78.06	122.95
of the year/ Period						

# Notes:

- 1. The above Cash Flow Statement has been prepared under the "Indirect Method" as set out in Accounting Standard -3 'Cash Flow Statement'.
- 2. Previous year's figures have been regrouped / rearranged /recasted wherever necessary to make them comparable with those of current year.

#### THE ISSUE

# Present Issue in terms of the Draft Prospectus:

Issue Details	
Equity Shares offered	60,90,000 Equity Shares of ₹ 10 each
Of which:	
Reserved for Market Makers	3,30,000 Equity Shares of ₹ 10 each
Net Issue to the Public	57,60,000 Equity Shares of ₹ 10 each
Equity Shares outstanding prior to the Issue	1,29,00,000 Equity Shares of ₹ 10 each
Equity Shares outstanding after the Issue	1,89,90,000 Equity Shares of ₹ 10 each
Use of Proceeds	For further details please refer chapter titled "Objects of the Issue" beginning on page number 48 of the Draft Prospectus for information on use of Issue Proceeds

#### <u>Notes</u>

- 1. This Issue is being made in terms of Chapter XB of the SEBI (ICDR) Regulations, 2009, as amended from time to time. For further details please refer to section titled 'Issue related Information' beginning on page 153 of the Draft Prospectus.
- 2. The Issue has been authorized by the Board of Directors vide a resolution passed at its meeting held on January 01, 2013 and by the shareholders of our Company vide a special resolution passed pursuant to section 81(1A) of the Companies Act at the EGM held on January 30, 2013.

#### **GENERAL INFORMATION**

Our Company was incorporated as 'GCM Securities Limited' a public limited company under the Companies Act, 1956 pursuant to Certificate of Incorporation dated May 2, 1995 bearing registration number 21-71337 of 1995 issued by the Registrar of Companies, West Bengal. Our Company received the Certificate of Commencement of Business on May 10, 1995 issued by the Registrar of Companies, West Bengal. Our corporate identification number is U67120WB1995PLC071337.

#### **Registered Office of our Company**

#### **GCM Securities Limited**

3B, Lal Bazar Street, Sir R N M House, 5th Floor, Kolkata - 700 001, West Bengal

**Tel:** +91 33 2248 1053/9908 **Fax:** +91 33 3028 5807

**Email:** gcmsecu.kolkata@gmail.com **Website:** www.gcmsecuritiesltd.com

#### **Corporate Office:**

805, Raheja Centre, Free Press Journal Marg,

Nariman Point, Mumbai – 400 021;

**Tel**: +91 22 3023 5727, **Fax**: +91 22 3020 1364

Email: gcmsecu.kolkata@gmail.com Website: www.gcmsecuritiesltd.com

For details of change in the name and Registered Office of our Company, please refer to the chapter titled "History and Certain Corporate Matters" beginning on page number 79 of the Draft Prospectus.

#### Address of the RoC

#### Registrar of Companies, West Bengal

Nizam Palace, 2<sup>nd</sup> MSO Building, 2<sup>nd</sup> Floor, 234/4 A.J.C.B Road, Kolkata - 700 020

#### Name of the Stock Exchange where proposed to be listed

Our Company proposed to list its Equity Shares on the SME Platform of BSE Limited.

#### **Issue Programme**

Issue Opens on: [●]
Issue Closes on: [●]

# **Our Board of Directors**

The following table sets out details regarding our Board as on the date of the Draft Prospectus:

Sr. Name and Designation	Age	DIN	Address
No.	(in years)		
1. Mr. Inder Chand Baid Chairman	63	00235263	1801-1802, Sky Flama, A wing, China Mills Compound, Dosti Flamingoes, Near Sewree Naka, T.J. Road, Sewree, Parel, Mumbai - 400 015

Sr. No.	Name and Designation	Age (in years)	DIN	Address
2.	Mr. Manish Baid Managing Director	36	00239347	1801-1802, Sky Flama, A wing, China Mills Compound, Dosti Flamingoes, Near Sewree Naka, T.J. Road, Sewree, Parel, Mumbai - 400 015
3.	Mr. Samir Baid Director	34	00243521	7B, Tirumala, 35, Ballygunj Park, Kolkata, West Bengal -700 019
4.	Mr. Amitabh Shukla Independent Director	52	00978503	35-Q, Raja Naba Krishna Street Kolkata, West Bengal - 700005
5.	Mr. Ashok Bothra Independent Director	47	01734863	A-2/302 Tirupati Darshan Balaji Nagar, Station Road, Bhayandar (W) Thane, Maharashtra - 401101
6.	Mr. Alok Kumar Das Independent Director	50	00243572	20 Chanchal Sarani, P O Santoshpur, Kolkata West Bengal - 700075

For detailed profile of our Chairman and Managing Director and other Directors, refer to chapters titled "Our Management" and "Our Promoters and Promoter Group" on page 82 and 94 respectively of the Draft Prospectus.

#### **Company Secretary and Compliance Officer**

#### Ms. Pooja Bhartia GCM Securities Limited

3B, Lal Bazar Street, Sir R N M House, 5th Floor, Kolkata - 700 001,

West Bengal

Tel: +91 33 2248 1053/9908 Fax: +91 33 3028 5807

**Email:** gcmsecu.kolkata@gmail.com **Website:** www.gcmsecuritiesltd.com

Investors may contact our Company Secretary and Compliance Officer and/or the Registrar to the Issue, Purva Sharegistry (India) Private Limited and / or the Lead Manager, i.e., Inventure Merchant Banker Services Private Limited, in case of any pre-Issue or post-Issue related problems, such as non-receipt of letters of allottent, credit of allotted Equity Shares in the respective beneficiary account or refund orders, etc.

All grievances relating to the ASBA process may be addressed to the Registrar to the Issue, with a copy to the relevant SCSB or the Syndicate / Sub – Syndicate Members to whom the Bid was submitted (at ASBA Bidding Locations), giving full details such as name, address of the applicant, number of Equity Shares applied for, Bid Amount blocked, ASBA Account number and the Designated Branch of the relevant SCSBs or details of the Syndicate / Sub – Syndicate Members to whom the Bid was submitted (at ASBA Bidding Locations) where the ASBA Form was submitted by the ASBA Bidder.

# Lead Manager to the Issue

#### **Inventure Merchant Banker Services Private Limited**

2<sup>nd</sup> Floor, Viraj Tower, Nr. Andheri Flyover (North End) Western Express Highway, Andheri (East), Mumbai – 400 069

**Tel No**: +91 22 4075 1515

Fax No: +91 22 4075 1552

Email: gcm.smeipo@inventuremerchantbanker.com

Investor Grievance Email: redressal@inventuremerchantbanker.com

**Website**: www.inventuregrowth.com **SEBI Registration No**: INM000012003 **Contact Person**: Mr. Saurabh Vijay

#### Registrar to the Issue

#### Purva Sharegistry (India) Private Limited

No. 9, Gr. Floor, Shiv Shakti Ind. Estate,

J. R. Boricha Marg, Lower Parel,

Mumbai-400 011

Tel: +91 22 2301 6761/8261 Fax: +91 22 2301 2517 Website: www.purvashare.com Email: busicomp@vsnl.com SEBI Regn No. INR000001112 Contact Person: Mr. Rajesh Shah

#### Legal Counsel to the Issue

#### Mrs. Madhuri V. Gaikwad

Advocate

B-36/301, Sanjeevani, Gokuldham, Goregoan (E), Mumbai-400063

**Tel:** +91 9819111678

Email: advgaikwadmv@gmail.com

# Bankers to our Company

#### **ICICI Bank Limited**

20, R. N. Mukherjee Road Rasoi Court, Kolkata-700 001 **Tel:** 033-4402 6724 / 23 **Fax:** 033-4407 5581

Email: p.om@icicibank.com Website: www.icicibank.com Contact Person: Mr. Om Prakash

#### Statutory Auditors of our Company (Peer Review certified)

#### Bharat D. Sarawgee & Co.,

Chartered Accountants 32-A, Chittaranjan Avenue, Trust House, 2nd Floor, Kolkata-700 001

Tel: +91 33 2212 2517 Fax: +91 22 2212 2538 Membership No: 061505

FRN: 326264E

# Bankers to the Issue/Escrow Collection Banks

[•]

#### Refund Bankers to the Issue

[•]

#### Self Certified Syndicate Banks (SCSB's)

The list of Designated Branches that have been notified by SEBI to act as SCSB for the ASBA process is provided on <a href="http://www.sebi.gov.in/pmd/scsb.html">http://www.sebi.gov.in/pmd/scsb.html</a>. For more information on the Designated Branches collecting ASBA Forms, see the above mentioned SEBI link.

#### Statement of Responsibility of the Lead Manager/ Statement of inter se allocation of responsibilities

Since Inventure Merchant Banker Services Private Limited is the sole Lead Manager to this Issue, a statement of inter se allocation of responsibilities amongst Lead Managers is not required.

#### **Credit Rating**

This being an issue of Equity Shares, there is no requirement of credit rating for the Issue.

#### **IPO Grading**

Since the issue is being made in terms of Chapter XB of the SEBI (ICDR) Regulations, there is no requirement of appointing an IPO Grading agency.

#### **Brokers to the Issue**

All members of the recognized stock exchanges would be eligible to act as Brokers to the Issue.

#### **Expert Opinion**

Except for the report which will be provided by (a) statutory auditors' reports on the restated financial statements; and (b) statement of tax benefits by the statutory auditors, (a copy of the said report and statement of tax benefits has been included in the Prospectus), we have not obtained any other expert opinions.

#### **Trustees**

This is being an issue of Equity Shares, the appointment of trustee is not required.

#### **Appraisal and Monitoring Agency**

The objects of the Issue have not been appraised by any agency. The Objects of the Issue and means of finance, therefore, are based on internal estimates of our Company. As the net proceeds of the Issue will be less than ₹ 50,000 Lacs, under the sub-regulation (1) of Regulation 16 of SEBI (ICDR) Regulations, 2009 it is not required that a monitoring agency be appointed by our Company.

However, as per the Clause 52 of the SME Listing Agreement to be entered into with the Stock Exchanges upon listing of the Equity Shares and in accordance with the corporate governance requirements, the Audit Committee of our Company would be monitoring the utilization of the Issue Proceeds.

#### **Underwriting Agreement**

This Issue less is 100% Underwritten. The Underwriting agreement is dated January 31, 2013. Pursuant to the terms of the Underwriting Agreement, the obligations of the Underwriters are several and are subject to certain conditions specified therein. The Underwriters have indicated their intention to underwrite the following number of specified securities being offered through this Issue:

Details of the Underwriter	No. of shares underwritten	Amount Underwritten (₹ in Lacs)	% of the Total Issue Size Underwritten
Inventure Merchant Banker Services Private Limited	9,18,000	183.60	15.07%
2 <sup>nd</sup> Floor, Viraj Tower, Nr. Andheri Flyover (North End)			
Western Express Highway,			
Andheri (East), Mumbai – 400 069			
Tel No: +91 22 4075 1515			

Fax No: +91 22 4075 1552			
Email: gcm.smeipo@inventuremerchantbanker.com			
Investor Grievance Email:			
redressal@inventuremerchantbanker.com			
Website: www.inventuregrowth.com			
SEBI Registration No: INM000012003			
Bindal Equities Ltd.	51,72,000	1,034.40	84.93%
206, B, Vaishno Chambers,			
6, Brabourne Road,			
Kolkata – 700001			
<b>Tel:</b> +91 33 3022 2316			
Email: sureshsaraf@bindalgroup.in			
SEBI Registration No: INB011460632			
Total	60,90,000	1,218.00	100.00%

In the opinion of our Board of Directors (based on a certificate given by the Underwriter), the resources of the above mentioned Underwriters are sufficient to enable them to discharge the underwriting obligations in full. The abovementioned Underwriters are registered with SEBI under Section 12(1) of the SEBI Act or registered as brokers with the Stock Exchanges.

#### **Details of the Market Making Arrangement for this Issue**

Our Company and the Lead Manager have entered into a tripartite agreement dated January 31, 2013, with the following Market Maker, duly registered with BSE Limited to fulfill the obligations of Market Making:

#### Bindal Equities Ltd.

206, B, Vaishno Chambers, 6, Brabourne Road, Kolkata – 700001 **Tel:** +91 33 3022 2316

Email: sureshsaraf@bindalgroup.in SEBI Registration No: INB011460632

The Market Maker shall fulfill the applicable obligations and conditions as specified in the SEBI (ICDR) Regulations, and its amendments from time to time and the circulars issued by the BSE and SEBI regarding this matter from time to time.

Following is a summary of the key details pertaining to the Market Making arrangement:

- 1) The Market Maker(s) (individually or jointly) shall be required to provide a 2-way quote for 75% of the time in a day. The same shall be monitored by the stock exchange. Further, the Market Maker(s) shall inform the exchange in advance for each and every black out period when the quotes are not being offered by the Market Maker(s).
- 2) The minimum depth of the quote shall be ₹ 1,00,000. However, the investors with holdings of value less than ₹ 1,00,000 shall be allowed to offer their holding to the Market Maker(s) (individually or jointly) in that scrip provided that he sells his entire holding in that scrip in one lot along with a declaration to the effect to the selling broker.
- 3) Execution of the order at the quoted price and quantity must be guaranteed by the Market Maker(s), for the quotes given by him.
- 4) There would not be more than five Market Makers for a script at any point of time and the Market Makers may compete with other Market Makers for better quotes to the investors.
- 5) On the first day of the listing, there will be pre-opening session (call auction) and there after the trading will happen as per the equity market hours. The circuits will apply from the first day of the listing on the discovered price during the pre-open call auction.
- 6) The Marker maker may also be present in the opening call auction, but there is no obligation on him to do so.

- 7) There will be special circumstances under which the Market Maker may be allowed to withdraw temporarily/fully from the market for instance due to system problems, any other problems. All controllable reasons require prior approval from the Exchange, while *force-majeure* will be applicable for non controllable reasons. The decision of the Exchange for deciding controllable and non-controllable reasons would be final.
- 8) The Market Maker(s) shall have the right to terminate said arrangement by giving a three months notice or on mutually acceptable terms to the Merchant Banker, who shall then be responsible to appoint a replacement Market Maker(s).

In case of termination of the above mentioned Market Making agreement prior to the completion of the compulsory Market Making period, it shall be the responsibility of the Lead Manager to arrange for another Market Maker in replacement during the term of the notice period being served by the Market Maker but prior to the date of releasing the existing Market Maker from its duties in order to ensure compliance with the requirements of regulation 106V of the SEBI (ICDR) Regulations, 2009. Further our Company and the Lead Manager reserve the right to appoint other Market Makers either as a replacement of the current Market Maker or as an additional Market Maker subject to the total number of Designated Market Makers does not exceed five or as specified by the relevant laws and regulations applicable at that particulars point of time. The Market Making Agreement is available for inspection at our registered office from 11.00 a.m. to 5.00 p.m. on working days.

#

- 9) Risk containment measures and monitoring for Market Makers: BSE SME Exchange will have all margins which are applicable on the BSE Main Board viz., Mark-to-Market, Value-At-Risk (VAR) Margin, Extreme Loss Margin, Special Margins and Base Minimum Capital etc. BSE can impose any other margins as deemed necessary from time-to-time.
- 10) **Punitive Action in case of default by Market Makers:** BSE SME Exchange will monitor the obligations on a real time basis and punitive action will be initiated for any exceptions and/or non-compliances. Penalties / fines may be imposed by the Exchange on the Market Maker, in case he is not able to provide the desired liquidity in a particular security as per the specified guidelines. These penalties / fines will be set by the Exchange from time to time. The Exchange will impose a penalty on the Market Maker in case he is not present in the market (offering two way quotes) for at least 75% of the time. The nature of the penalty will be monetary as well as suspension in market making activities / trading membership.

The Department of Surveillance and Supervision of the Exchange would decide and publish the penalties / fines / suspension for any type of misconduct/ manipulation/ other irregularities by the Market Maker from time to time.

- 11) **Price Band and Spreads:** SEBI Circular bearing reference no: CIR/MRD/DP/ 02/2012 dated January 20, 2012, has laid down that for issue size up to ₹250 crores, the applicable price bands for the first day shall be:
  - i. In case equilibrium price is discovered in the Call Auction, the price band in the normal trading session shall be 5% of the equilibrium price.
  - ii. In case equilibrium price is not discovered in the Call Auction, the price band in the normal trading session shall be 5% of the issue price.

Additionally, the trading shall take place in TFT segment for first 10 days from commencement of trading. The following spread will be applicable on the BSE SME Exchange/ Platform.

#

Sr. No.	Market Price Slab (in ₹)	Proposed spread (in % to sale price)
1	Up to 50	9
2	50 to 75	8
3	75 to 100	6
4	Above 100	5

# **CAPITAL STRUCTURE**

The Equity Share capital of our Company, as on the date of the Draft Prospectus and after giving effect to the Issue is set forth below:

No.	Particulars	Amount (	in Lacs)
		Aggregate nominal value	Aggregate value at Issue Price
A.	Authorised Share Capital		
	2,00,00,000 Equity Shares of ₹ 10 each	2,000.00	
В.	Issued, Subscribed and Paid-Up Share Capital before the Issue		
	1,29,00,000 Equity Shares of ₹ 10 each	1,290.00	
С.	Present Issue in terms of the Draft Prospectus <sup>(a)</sup>		
	Public Issue of 60,90,000 Equity Shares at a Issue price of ₹ 20 per Equity Share	609.00	1,218.00
	Which comprises:		
	a) Reservation for Market Maker(s) - 3,30,000 Equity Shares of ₹ 10 each reserved as Market Maker portion at a price of ₹ 20 per Equity Share	33.00	66.00
	b) Net Issue to the Public of 57,60,000 Equity Shares of ₹ 10 each at a price of ₹ 20 per Equity Share	576.00	1,152.00
	Of the Net Issue to the Public		
	- 28,80,000 Equity Shares of ₹ 10 each at a price of ₹ 20 per Equity Share shall be available for allocation for Investors applying for a value of upto ₹ 2 lacs	288.00	576.00
	- 28,80,000 Equity Shares of ₹ 10 each at a price of ₹ 20 per Equity Share shall be available for allocation for Investors applying for a value above ₹ 2 lacs	288.00	576.00
D.	Issued, Subscribed and Paid-up Share Capital after the Issue		
	1,89,90,000 Equity Shares of ₹ 10 each	1,899.00	
Ε.	Securities Premium Account		
	Before the Issue		1,449.00
	After the Issue		2,058.00

The Issue has been authorised by the Board of Directors vide a resolution passed at its meeting held on January 1, 2013, and by the shareholders of our Company vide a special resolution passed pursuant to section 81(1A) of the Companies Act at the EGM held on January 30, 2013.

# NOTES TO THE CAPITAL STRUCTURE

# 1. Details of increase in authorised Share Capital:

Since the incorporation of our Company, the authorised share capital of our Company has been altered in the manner set forth below:

Particulars	s of Change	Date of Shareholders' Meeting	AGM/EGM
From	To		
₹ 1,50,00,000 consisting of 15,00,000 Equit	y shares of ₹ 10 each.	On incorporation	-

Particula	ars of Change	Date of Shareholders' Meeting	AGM/EGM
From	To		
₹ 1,50,00,000 consisting of 15,00,000	₹ 2,10,00,000 consisting of 21,00,000	March 25, 1996	EGM
Equity shares of ₹ 10 each.	Equity shares of ₹ 10 each.		
₹ 2,10,00,000 consisting of 21,00,000	₹ 3,33,00,000 consisting of 33,30,000	September 2, 2005	EGM
Equity shares of ₹ 10 each.	Equity shares of ₹ 10 each.		
₹ 3,33,00,000 consisting of 33,30,000	₹ 20,00,00,000 consisting of 2,00,00,000	November 22, 2012	EGM
Equity shares of ₹ 10 each.	Equity shares of ₹ 10 each.		

# 2. History of Equity Share Capital of our Company

Date of Allotment / Fully Paid-up	No. of Equity Shares allotted	Face value	Issue Price	Nature of consideration	Nature of Allotment	Cumulative number of Equity	Cumulative Paid -up Capital	Cumulative Securities premium
		(₹)	(₹)			Shares	(₹)	(₹)
May 2, 1995	700	10	10	Cash	Subscription to Memorandum of Association	700	7,000	Nil
May 23, 1995	12,49,300	10	10	Cash	Further Allotment to Promoters	12,50,000	1,25,00,000	Nil
March 28, 1996	8,50,000	10	10	Cash	Further Allotment to Promoters & Others	21,00,000	2,10,00,000	Nil
September 12, 2005	12,30,000	10	50	Cash	Further Allotment to Promoters	33,30,000	3,33,00,000	4,92,00,000
February 5, 2013	45,60,000	10	20	Cash	Further Allotment to Promoters	78,90,000	7,89,00,000	9,48,00,000
February 11, 2013	7,08,000	10	20	Cash	Further Allotment to Others	85,98,000	8,59,80,000	10,18,80,000
February 12, 2013	7,32,000	10	20	Cash	Further Allotment to Others	93,30,000	9,33,00,000	10,92,00,000
February 13, 2013	7,38,000	10	20	Cash	Further Allotment to Others	1,00,68,000	10,06,80,000	11,65,80,000
February 14, 2013	7,44,000	10	20	Cash	Further Allotment to Others	1,08,12,000	10,81,20,000	12,40,20,000
February 15, 2013	10,56,000	10	20	Cash	Further Allotment to Others	1,18,68,000	11,86,80,000	13,45,80,000
February 16, 2013	10,32,000	10	20	Cash	Further Allotment to Others	1,29,00,000	12,90,00,000	14,49,00,000

# 3. Equity Shares issued for consideration other than cash by our Company.

Our Company has not issued any Equity Shares for consideration other than cash.

# 4. Details of Promoters' contribution and Lock-in

The Equity Shares held by the Promoters were acquired / allotted in the following manner:

# Details of build-up of shareholding of the Promoters and lock-in

Date of Allotment / acquisition / transaction and when made fully paid up	Nature of acquisition (Allotment/ transfer)	Number of Equity Shares	Face Value per Equity Share (in ₹)	Issue/T ransfer price per Equity Share (in ₹)	Consideration (cash/other than cash)	% of pre issue capital	% of post issue capital	Lock-in Period
Mr. Inder Chand Baid								
May 2, 1995	Subscription to Memorandum	100	10	10	Cash	0.00%	0.00%	
May 23, 1995	Further Allotment	2,97,100	10	10	Cash	2.30%	1.56%	
March 28, 1996	Further Allotment	1,09,500	10	10	Cash	0.85%	0.58%	
August 10, 2001	Sold to Mrs. Saroj Baid	-2,38,400	10	10	Cash	-1.85%	-1.26%	
September 12, 2005	Further Allotment	80,000	10	50	Cash	0.62%	0.42%	
February 5, 2013	Further Allotment	700000	10	20	Cash	5.43%	3.69%	
	Sub-total	9,48,300				7.35%	4.99%	3 Years
Mr. Manish Baid								
May 2, 1995	Subscription to Memorandum	100	10	10	Cash	0.00%	0.00%	
May 23, 1995	Further Allotment	1,10,000	10	10	Cash	0.85%	0.58%	
March 28, 1996	Further Allotment	1,25,000	10	10	Cash	0.97%	0.66%	
November 30, 1997	Purchased from Global Capital Markets Limited	75,000	10	10		0.58%	0.39%	
August 10, 2001	Purchased from Sudhi Ranjan Sen Gupta	1,05,500	10	10	Cash	0.82%	0.56%	
August 10, 2001	Purchased from Baid Brothers Private Limited	22,000	10	10	Cash	0.17%	0.12%	
August 10, 2001	Purchased from Baid Finex Services Private Limited	72,200	10	10	Cash	0.56%	0.38%	
August 10, 2001	Purchased from Silver Shine Finvest Private Limited	80,000	10	10	Cash	0.62%	0.42%	
August 10, 2001	Purchased from Goldy Finvest Private Limited	70,000	10	10	Cash	0.54%	0.37%	
September 12, 2005	Further Allotment	80,000	10	50	Cash	0.62%	0.42%	

February 5, 2013	Further Allotment	6,25,000	10	20	Cash	4.84%	3.29%	
	Sub-total	13,64,800				10.58%	7.19%	1 Year
Mr. Samir Baid								
May 23, 1995	Further Allotment	1,10,000	10	10	Cash	0.85%	0.58%	
March 28, 1996	Further Allotment	1,00,000	10	10	Cash	0.78%	0.53%	
November 30, 1997	Purchased from Global Capital Markets Limited	87,500	10	10		0.68%	0.46%	
August 10, 2001	Purchased from Global Capital Markets Limited	2,97,000	10	10	Cash	2.30%	1.56%	
August 10, 2001	Purchased from Baid Brothers Private Limited	53,000	10	10	Cash	0.41%	0.28%	
September 12, 2005	Further Allotment	80,000	10	50	Cash	0.62%	0.42%	
February 5, 2013	Further Allotment	6,20,000	10	20	Cash	4.81%	3.26%	
	Sub-total	13,47,500				10.45%	7.10%	1 Year
Mrs. Saroj Baid								
May 2, 1995	Subscription to Memorandum	100	10	10	Cash	0.00%	0.00%	
May 23, 1995	Further Allotment	1,70,000	10	10	Cash	1.32%	0.90%	
March 28, 1996	Further Allotment	50,000	10	10	Cash	0.39%	0.26%	
November 30, 1997	Purchased from Global Capital Markets Limited	75,000	10	10		0.58%	0.39%	
August 10, 2001	Purchased from Inder Chand Baid	2,38,400	10	10	Cash	1.85%	1.26%	
August 10, 2001	Purchased from Sudhi Ranjan Sen Gupta	100	10	10	Cash	0.00%	0.00%	
August 10, 2001	Purchased from Sagar Jain	100	10	10	Cash	0.00%	0.00%	
August 10, 2001	Purchased from Global Capital Markets Limited	90,400	10	10	Cash	0.70%	0.48%	
September 12, 2005	Further Allotment	80,000	10	50	Cash	0.62%	0.42%	
February 5, 2013	Further Allotment	6,15,000	10	20	Cash	4.77%	3.24%	
	Sub-total	13,19,100				10.23%	6.95%	1 Year
Global Capital Market &								

Infractures Limited								
May 23, 1995	Further Allotment	3,75,000	10	10	Cash	2.91%	1.97%	
March 28, 1996	Further Allotment	2,50,000	10	10	Cash	1.94%	1.32%	
November 30, 1997	Sold to Saroj Baid	-75,000	10	10	Cash	-0.58%	-0.39%	
November 30, 1997	Sold to Manish Baid	-75,000	10	10	Cash	-0.58%	-0.39%	
November 30, 1997	Sold to Samir Baid	-87,500	10	10	Cash	-0.68%	-0.46%	
August 10, 2001	Sold to Saroj Baid	-90,400	10	10	Cash	-0.70%	-0.48%	
August 10, 2001	Sold to Samir Baid	-2,97,000	10	10	Cash	-2.30%	-1.56%	
September 12, 2005	Further Allotment	9,10,000	10	50	Cash	7.05%	4.79%	
February 5, 2013	Further Allotment	20,00,000	10	20	Cash	15.50%	10.53%	
	Sub-total	29,10,100				22.56%	15.32%	3 Years
	Grand Total	78,89,800				61.161%	41.55%	

As per clause (a) sub-regulation (1) Regulation 32 of the SEBI ICDR Regulations and in terms of the aforesaid table, an aggregate of 20% of the post-Issue Equity Share Capital of our Company shall be locked in by our Promoters for a period of three (3) years from the date of Allotment ("minimum Promoters' contribution").

The Promoters' contribution has been brought in to the extent of not less than the specified minimum amount and has been contributed by the persons defined as Promoter under the SEBI ICDR Regulations. Our Company has obtained written consents from our Promoters for the lock-in of 38,58,4000 Equity Shares for a period of three years from the date of Allotment in the Issue.

The balance pre-Issue Equity Share capital of our Company, *i.e.* 90,41,600 Equity Shares shall be locked in for a period of one year from the date of Allotment in the Issue. Equity Shares offered by the Promoters for the minimum Promoters' contribution are not subject to pledge. Lock-in period shall commence from the date of Allotment of Equity Shares in the Issue.

We confirm that the minimum Promoters' contribution of 20% which is subject to lock-in for three years does not consist of:

- a) Equity Shares acquired during the preceding three years for consideration other than cash and revaluation of assets or capitalisation of intangible assets;
- b) Equity Shares acquired during the preceding three years resulting from a bonus issue by utilisation of revaluation reserves or unrealised profits of the issuer or from bonus issue against equity shares which are ineligible for minimum Promoters' contribution;
- c) Equity Shares acquired by Promoters during the preceding one year at a price lower than the price at which equity shares are being offered to public in the Issue; or equity shares pledged with any creditor.

Further, our Company has not been formed by the conversion of a partnership firm into a company and no Equity Shares have been allotted pursuant to any scheme approved under Section 391-394 of the Companies Act, 1956.

The share certificates for the Equity Shares in physical form, which are subject to lock-in, shall carry the inscription 'non-transferable' and the non-transferability details shall be informed to the depositories.

# Equity Shares locked-in for one year

In addition to 20% of the post-Issue shareholding of our Company locked-in for three years as the minimum Promoters' contribution, the balance Pre-Issue Paid-up Equity Share Capital *i.e.* 90,41,600 Equity Shares, would be locked-in for a period of one year from the date of Allotment in the proposed Initial Public Offering. Further, such lock-in of the Equity Shares would be created as per the bye laws of the Depositories.

# Other requirements in respect of 'lock-in'

In terms of Regulation 40 of the SEBI ICDR Regulations, the Equity Shares held by persons other than the Promoters' prior to the Issue may be transferred to any other person holding the Equity Shares which are locked-in as per Regulation 37 of the SEBI ICDR Regulations, subject to continuation of the lock-in in the hands of the transferees for the remaining period and compliance with the Takeover Code as applicable.

In terms of Regulation 40 of the SEBI ICDR Regulations, the Equity Shares held by our Promoters which are locked in as per the provisions of Regulation 36 of the SEBI ICDR Regulations, may be transferred to and amongst Promoters / members of the Promoter Group or to a new promoter or persons in control of our Company, subject to continuation of lock-in in the hands of transferees for the remaining period and compliance of Takeover Code, as applicable.

In terms of Regulation 39 of the SEBI ICDR Regulations, the locked-in Equity Shares held by our Promoters can be pledged only with any scheduled commercial banks or public financial institutions as collateral security for loans granted by such banks or financial institutions, subject to the following:

- If the specified securities are locked-in in terms of sub-regulation (a) of Regulation 36 of the SEBI ICDR Regulations, the loan has been granted by such bank or institution for the purpose of financing one or more of the objects of the issue and the pledge of specified securities is one of the terms of sanction of the loan;
- If the specified securities are locked-in in terms of sub-regulation (b) of Regulation 36 of the SEBI ICDR Regulations and the pledge of specified securities is one of the terms of sanction of the loan.

# 5. Our shareholding pattern

(a) The table below represents the shareholding pattern of our Company in accordance with clause 35 of the Listing Agreement, as on the date of the Draft Prospectus:

Cate gory code	Category of shareholder	No. of shareho lders	Total no. of shares	No. of shares held in demateria	Total shareholding as a % of total number of shares		Shares pledged or otherwise encumbered	
				lized form	As a % of (A+B)	As a % of (A+B+ C)	No. of shares	As a % of shareh olding
(A)	Promoter and Promoter Group							
1	Indian							
(a)	Individuals/ Hindu Undivided Family / Nominee of Promoter	6	49,79,900	24,19,700	38.60	38.60	Nil	Nil
(b)	Central Government/ State Government(s)	Nil	Nil	Nil	Nil	Nil	Nil	Nil
(c)	Bodies Corporate	1	29,10,100	9,10,100	22.56	22.56	Nil	Nil
(d)	Financial Institutions/ Banks	Nil	Nil	Nil	Nil	Nil	Nil	Nil
(e)	Any Other (specify)	Nil	Nil	Nil	Nil	Nil	Nil	Nil
	Sub-Total (A)(1)	7	78,90,000	33,29,800	61.16	61.16	Nil	Nil
2	Foreign							
(a)	Individuals (Non-Resident Individuals/ Foreign Individuals)	Nil	Nil	Nil	Nil	Nil	Nil	Nil
(b)	Promoter Companies	Nil	Nil	Nil	Nil	Nil	Nil	Nil
(c)	Institutions	Nil	Nil	Nil	Nil	Nil	Nil	Nil
(d)	Any Other (specify)	Nil	Nil	Nil	Nil	Nil	Nil	Nil
	Sub-Total (A)(2)	Nil	Nil	Nil	Nil	Nil	Nil	Nil
	Total Shareholding of Promoter and	7	78,90,000	33,29,800	61.16	61.16	Nil	Nil

Cate gory code	Category of shareholder	No. of shareho lders	Total no. of shares	No. of shares held in demateria	To sharehol % of number	ding as a total	Shares pledged or otherwise encumbered	
				lized form	As a % of (A+B)	As a % of (A+B+ C)	No. of shares	As a % of shareh olding
	Promoter Group $(A)=(A)(1)+(A)(2)$							
<b>(B)</b>	Public shareholding							
1	Institutions							
(a)	Mutual Funds/ UTI	Nil	Nil	Nil	Nil	Nil	Nil	Nil
(b)	Financial Institutions/ Banks	Nil	Nil	Nil	Nil	Nil	Nil	Nil
(c)	Central Government/ State Government(s)	Nil	Nil	Nil	Nil	Nil	Nil	Nil
(d)	Venture Capital Funds	Nil	Nil	Nil	Nil	Nil	Nil	Nil
(e)	Insurance Companies	Nil	Nil	Nil	Nil	Nil	Nil	Nil
(f)	Foreign Institutional Investors	Nil	Nil	Nil	Nil	Nil	Nil	Nil
(g)	Foreign Venture Capital Investors	Nil	Nil	Nil	Nil	Nil	Nil	Nil
(h)	Foreign Bodies Corporate	Nil	Nil	Nil	Nil	Nil	Nil	Nil
	Sub-Total (B)(1)	Nil	Nil	Nil	Nil	Nil	Nil	Nil
2	Non-institutions							
(a)	Bodies Corporate	2	4,08,000	Nil	3.16	3.16	Nil	Nil
(b)	Individuals							
	i. Individual shareholders holding nominal share capital up to Rs. 1 lakh.	13	78,000	Nil	0.60	0.60	Nil	Nil
	<ul><li>ii. Individual shareholders holding nominal share capital in excess of Rs.</li><li>1 lakh.</li></ul>	230	45,12,000	Nil	34.98	34.98	Nil	Nil
(c)	Any Other							
	1. NRI	Nil	Nil	Nil	Nil	Nil	Nil	Nil
	2. Directors & Relatives	Nil	Nil	Nil	Nil	Nil	Nil	Nil
	3. Foreign Company	Nil	Nil	Nil	Nil	Nil	Nil	Nil
	4. Trust	1	12,000	Nil	0.09	0.09	Nil	Nil
	Sub-Total (B)(2)	Nil	Nil	Nil	Nil	Nil	Nil	Nil
	Total Public Shareholding (B) = (B)(1)+(B)(2)	246	50,10,000	Nil	38.84	38.84	Nil	Nil
	TOTAL (A)+(B)	253	1,29,00,000	33,29,800	100.00	100.00	Nil	Nil
(C)	Shares held by Custodians and against which Depository Receipts have been issued							
(a)	Promoter and Promoter group	Nil	Nil	Nil	Nil	Nil	Nil	Nil
(b)	Public	Nil	Nil	Nil	Nil	Nil	Nil	Nil
	GRAND TOTAL (A)+(B)+(C)	253	1,29,00,000	33,29,800	100.00	100.00	Nil	Nil

In terms of SEBI circular bearing no. Cir/ISD/3/2011 dated June 17, 2011 and SEBI circular bearing no. SEBI/Cir/ISD/05/2011, dated September 30, 2011, our Company shall ensure that the Equity Shares held by the Promoters / members of the Promoter Group shall be dematerialised prior to filing the Prospectus with the RoC.

Our Company will file the shareholding pattern of our Company, in the form prescribed under clause 35 of the Listing Agreement, one day prior to the listing of Equity Shares. The shareholding pattern will be uploaded on the website of Stock Exchanges before commencement of trading of such Equity Shares.

(b) The table below represents the holding of partly paid-up shares / outstanding convertible securities / warrants in our Company:

Partly paid-up shares	No. of partly paid-up shares	As a % of total no. of partly paid- up Shares	As a % of total no. of shares of our Company
Held by promoter/promoter	NIL	-	<del>-</del>
Group			
Held by public	NIL	-	-
Total	NIL	-	-

Outstanding convertible securities	No. of outstanding Securities	As a % of total no. of outstanding convertible securities	As a % of total no. of shares of our Company, assuming full conversion of the convertible securities
Held by promoter/promoter Group	NIL	-	-
Held by public	NIL	-	-
Total	NIL	-	-
Warrants	No. of warrants	As a % of total no. of warrants	As a % of total no. of shares of our Company, assuming full conversion of Warrants
Held by promoter/promoter Group	NIL	-	-
Held by public	NIL	-	-
Total	NIL	-	-
Total paid-up capital of our Company, assuming full conversion of warrants and convertible securities			

(c) Following are the details of the holding of securities (including shares, warrants, convertible securities) of persons belonging to the category "Promoter and Promoter Group"

Sr	Name of the shareholder	Details of Shares held		Encun	Encumbered shares (*)			Details of warrants		Details of convertible securities	
		No. of Shares held	As a % of grand total	No.	As a % of total numb er of Encu mbere d shares	As a % of grand total	Numbe r of warran ts held	As a % of total number of warran ts of the same Class	Number of convertib le securities held	As a % of total number of converti ble securiti es of the same class	underlying shares assuming full conversion of warrants and convertible securities) as a % of diluted share capital
	Promoter										
1.	Mr. Inder Chand Baid	9,48,300	7.35	Nil	Nil	Nil	Nil	Nil	Nil	Nil	
2.	Mr. Manish Baid	13,64,800	10.58	Nil	Nil	Nil	Nil	Nil	Nil	Nil	
3.	Mrs. Saroi Baid	13,19,100	10.23								
4.	Mr. Samir Baid	13,47,500	10.45								
5.	Global Capital Market & Infrastructures Limited	29,10,100	22.56								
	Promoter Group	100	0.001	Nil	Nil	Nil	NI:1	NT:1	Nil	NI:1	
6.	Mr. Bhudmal Chhajer	100	0.001	NII	NII	INII	Nil	Nil	INII	Nil	
7.	Mr. Naresh Chhajer	100	0.001	Nil	Nil	Nil	Nil	Nil	Nil	Nil	
TOT	AL	78,90,000	61.163	Nil	Nil	Nil	Nil	Nil	Nil	Nil	

 $<sup>(*) \</sup>textit{ The term "encumbrance" has the same meaning as assigned to it in regulation 28(3) of the SAST \textit{Regulations}, 2011.$ 

<sup>(</sup>d) Following are the details of the holding of securities (including shares, warrants, convertible securities) of persons belonging to the category "Public" and holding more than 1% of the total number of shares

Sr. No.	Name of the shareholder	Details of S held	Details of Shares held Encumbered shares (*) Details of warrants		warrants	Details of convertible securities		Total shares (including			
		No. of Shares held	As a % of grand total (A) + (B) + (C)	No.	As a percenta ge	As a % of grand total (A) + (B) + (C) of sub-clause (I)(a)	Numbe r of warran ts held	As a % total number of warran ts of the same class	Numbe r of convert ible securiti es held	As a % total numbe r of conver tible securit ies of the same class	underlying shares assuming full conversion of warrants and convertible securities) as a % of diluted share capital
(I)	(II)	(III)	(IV)	(V)	(VI) = (V) / (III)* 100	(VII)	(VIII)	(IX)	(X)	(XI)	(XII)
1.	Sidhivinayak Broking Ltd.	3,84,000	2.98%	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil
	Rita N Mehta	1,44,000	1.12%	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil
TOT	AL	5,28,000	4.09%	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil

<sup>\*</sup> The term 'encumbrance' has the same meaning as assigned to it in regulation 28(3) of the SAST Regulations, 2011.

(e) Following are the details of the holding of securities (including shares, warrants, convertible securities) of persons belonging to the category "Public" and holding more than 5% of the total number of shares

Sr.	Name of the	Details of S			mbered shar		Details of		Details of		Total
No.	shareholder	held							convertible securities		shares (including
		No. of Shares held	As a % of grand total (A) + (B) + (C)	No.	As a percenta ge	As a % of grand total (A) + (B) + (C) of sub-clause (I)(a)	Numbe r of warran ts held	As a % total number of warran ts of the same class	Numbe r of convert ible securiti es held	As a % total numbe r of conver tible securit ies of the same class	underlyin g shares assuming full conversio n of warrants and convertibl e securities) as a % of diluted share capital
(I)	(II)	(III)	(IV)	(V)	(VI) = (V) / (III)* 100	(VII)	(VIII)	(IX)	(X)	(XI)	(XII)
1.	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil
TOT	AL	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil

<sup>\*</sup> The term 'encumbrance' has the same meaning as assigned to it in regulation 28(3) of the SAST Regulations, 2011.

- (f) There are no Equity Shares against which depository receipts have been issued.
- (g) Other than the Equity Shares, there are is no other class of securities issued by our Company.

# 6. The shareholding pattern of our Promoters and Promoter Group before and after the Issue is set forth below:

Sr. No	Particulars	Pre Iss	sue	Post Issue	
		No. of Shares	% Holding	No. of Shares	% Holding
a)	Promoters	78,89,800	61.161%	78,89,800	41.55%
	Mr. Inder Chand Baid	9,48,300	7.35%	9,48,300	4.99%
	Mr. Manish Baid	13,64,800	10.58%	13,64,800	7.19%
	Mr. Samir Baid	13,47,500	10.45%	13,47,500	7.10%
	Mrs. Saroj Baid	13,19,100	10.23%	13,19,100	6.95%
	Global Capital Market & Infrastructures Limited	29,10,100	22.56%	29,10,100	15.32%
b)	Immediate Relatives of the Promoters	200	0.002%	200	0.001%
	Mr. Bhudmal Chhajer	100	0.001%	100	0.001%
	Mr. Naresh Chhajer	100	0.001%	100	0.001%
c)	Companies in which 10% or more of the share capital is held by the promoter / an immediate relative of the promoter / a firm or HUF in which the promoter or any one of their immediate relatives is a member				
d)	Companies in which Company mentioned in c. above holds 10% or more of the share capital				
e)	HUF or firm in which the aggregate share of the promoter and his immediate relatives is equal to or more than 10% of the total				
f)	All persons whose shareholding is aggregated for the purpose of disclosing in the prospectus as "Shareholding of the promoter group"				
	Total	78,90,000	61.163%	78,90,000	41.55%

- 7. Our Company has not revalued its assets since inception and has not issued any Equity Shares (including bonus shares) by capitalizing any revaluation reserves.
- 8. Our Company does not have any Employee Stock Option Scheme / Employee Stock Purchase Plan for our employees and we do not intend to allot any shares to our employees under Employee Stock Option Scheme / Employee Stock Purchase Plan from the proposed issue. As and when, options are granted to our employees under the Employee Stock Option Scheme, our Company shall comply with the SEBI (Employee Stock Option Scheme and Employees Stock Purchase Plan) Guidelines 1999.
- 9. Our Company has not issued any Equity Shares during a period of one year preceding the date of the Draft Prospectus at a price lower than the Issue price.
- 10. There will be no further issue of capital, whether by way of issue of bonus shares, preferential allotment, rights issue or in any other manner during the period commencing from the date of the Draft Prospectus until the Equity Shares have been listed. Further, our Company presently does not have any intention or proposal to alter our capital structure for a period of six months from the date of opening of this Issue, by way of split / consolidation of the denomination of Equity Shares or further issue of Equity Shares (including issue of securities convertible into exchangeable, directly or indirectly, for our Equity Shares) whether preferential or otherwise, except that if we

enter into acquisition(s) or joint venture(s), we may consider additional capital to fund such activities or to use Equity Shares as a currency for acquisition or participation in such joint ventures.

- 11. During the past six months immediately preceding the date of filing Draft Prospectus, there are no transactions in our Equity Shares, which have been purchased/(sold) by our Promoters, their relatives and associates, persons in Promoter Group [as defined under sub clause (zb) sub regulation (1) Regulation 2 of SEBI (ICDR) Regulations] or the directors of the company which is a promoter of the Company and/or the Directors of the Company.
- 12. The members of the Promoter Group, our Directors or the relatives of our Directors have not financed the purchase by any other person of securities of our Company, other than in the normal course of the business of the financing entity, during the six months preceding the date of filing of the Draft Prospectus.
- 13. Our Company, our Promoters, our Directors and the Lead Manager to this Issue have not entered into any buy-back, standby or similar arrangements with any person for purchase of our Equity Shares issued by our Company through the Draft Prospectus.
- 14. There are no safety net arrangements for this public issue.
- 15. An oversubscription to the extent of 10% of the Issue can be retained for the purposes of rounding off to the minimum allotment lot and multiple of one share thereafter, while finalizing the Basis of Allotment. Consequently, the actual allotment may go up by a maximum of 10% of the Issue as a result of which, the post-issue paid up capital after the Issue would also increase by the excess amount of allotment so made. In such an event, the Equity Shares held by the Promoters and subject to lock- in shall be suitably increased so as to ensure that 20% of the Post Issue paid-up capital is locked in for 3 years.
- 16. As on the date of filing of the Draft Prospectus, there are no outstanding warrants, options or rights to convert debentures, loans or other financial instruments into our Equity Shares.
- 17. All the Equity Shares of our Company are fully paid up as on the date of the Draft Prospectus. Further, since the entire money in respect of the Issue is being called on application, all the successful applicants will be issued fully paid-up equity shares.
- 18. As per RBI regulations, OCBs are not allowed to participate in this Issue.

# 19. Particulars of top ten shareholders:

(a) Particulars of the top ten shareholders as on the date of the Draft Prospectus:

Sr. No.	Name of shareholder	No. of Shares	% of then Issued Capital
1.	Global Capital Market & Infrastructures Limited	29,10,100	22.56%
2.	Mr. Manish Baid	13,64,800	10.58%
3.	Mr. Samir Baid	13,47,500	10.45%
4.	Mrs. Saroj Baid	13,19,100	10.23%
5.	Mr. Inder Chand Baid	9,48,300	7.35%
6.	Sidhivinayak Broking Ltd.	3,84,000	2.98%
7.	Mrs. Rita N Mehta	1,44,000	1.12%
8.	Mr. Navin Kumar Gupta	1,20,000	0.93%
9.	Mr. Narinderpal Gupta	96,000	0.74%
10.	Mr. Narendrapal Gupta HUF	96,000	0.74%
	Total	87,29,800	67.67%

(b) Particulars of top ten shareholders ten days prior to the date of the Draft Prospectus:

Sr. No	Name of shareholder	No. of Shares	% of then Issued Capital
1.	Global Capital Market & Infrastructures Limited	29,10,100	36.88%
2.	Mr. Manish Baid	13,64,800	17.30%

3.	Mr. Samir Baid	13,47,500	17.08%
4.	Mrs. Saroj Baid	13,19,100	16.72%
5.	Mr. Inder Chand Baid	9,48,300	12.02%
6.	Mr. Bhudmal Chhajer	100	0.001%
7.	Mr. Naresh Chhajer	100	0.001%
	Total	78,90,000	100.00%

(c) Particulars of the top ten shareholders two years prior to the date of the Draft Prospectus

Sr. No	Name of shareholder	No. of Shares	% of the then Issued Capital
1.	Global Capital Market & Infrastructures Limited	9,10,100	27.33%
2.	Mr. Manish Baid	7,39,800	22.22%
3.	Mr. Samir Baid	7,27,500	21.85%
4.	Mrs. Saroj Baid	7,04,100	21.14%
5.	Mr. Inder Chand Baid	2,48,300	7.46%
6.	Mr. Bhudmal Chhajer	100	0.003%
7.	Mr. Naresh Chhajer	100	0.003%
	Total	33,30,000	100.00%

- 20. Our Company has not raised any bridge loan against the proceeds of this Issue. However, depending on business requirements, we might consider raising bridge financing facilities, pending receipt of the Net Proceeds.
- 21. Our Company undertakes that at any given time, there shall be only one denomination for our Equity Shares, unless otherwise permitted by law.
- 22. Our Company shall comply with such accounting and disclosure norms as specified by SEBI from time to time.
- 23. An Applicant cannot make an application for more than the number of Equity Shares being issued through this Issue, subject to the maximum limit of investment prescribed under relevant laws applicable to each category of investors.
- 24. No payment, direct or indirect in the nature of discount, commission, allowance or otherwise shall be made either by us or our Promoters to the persons who receive allotments, if any, in this Issue.
- 25. We have 253 shareholders as on the date of filing of the Draft Prospectus.
- 26. Our Promoters and the members of our Promoter Group will not participate in this Issue.
- 27. Our Company has not made any public issue since its incorporation.
- 28. Neither the Lead Manager, nor their associates hold any Equity Shares of our Company as on the date of the Draft Prospectus.
- 29. Our Company shall ensure that transactions in the Equity Shares by the Promoters and the Promoter Group between the date of filing the Draft Prospectus and the Issue Closing Date shall be reported to the Stock Exchanges within twenty-four hours of such transaction.
- 30. For the details of transactions by our Company with our Promoter Group, Group Companies during the last five Fiscals i.e. 2008, 2009, 2010, 2011 and 2012 and for half year ended September 30, 2012, please refer to paragraph titled "Statement of Transactions with Related Parties, as Restated" in the chapter titled 'Financial Information' beginning on page number 112 of the Draft Prospectus.
- 31. None of our Directors or Key Managerial Personnel holds Equity Shares in our Company, except as stated in the chapter titled "Our Management" beginning on page number 82 of the Draft Prospectus.

### **OBJECTS OF THE ISSUE**

The objects of the Issue are:

- 1. Augmenting long term working capital and
- 2. Meeting Public Issue Expenses

The other Objects of the Issue also include creating a public trading market for the Equity Shares of our Company by listing them on BSE. We believe that the listing of our Equity Shares will enhance our visibility and brand name and enable us to avail of future growth opportunities.

The main object clause of Memorandum of Association of our Company enables us to undertake the existing activities and the activities for which the funds are being raised by us through the present Issue. Further, we confirm that the activities which we have been carrying out till date are in accordance with the object clause of our Memorandum of Association.

# **Cost of Project and Means of Finance**

The Cost of Project and Means of Finance as estimated by our management are given below:

# **Cost of Project**

(₹in lacs)

Sr. No.	Particulars	Amount
A.	Additional Margin Requirements	1,158.00
В.	Public Issue Expenses	60.00
	Total	1,218.00

#### **Means of Finance**

(₹in lacs)

Sr. No.	Particulars	Amount
A.	Proceeds from Initial Public Offer	1,218.00
	Total	1,218.00

We propose to meet the requirement of funds for the stated objects of the Issue from the Net Proceeds. Hence, no amount is required to be raised through means other than the Issue Proceeds. Accordingly, the requirements under Regulation 4 (2) (g) of the SEBI ICDR Regulations and Clause VII C of Part A of Schedule VIII of the SEBI ICDR Regulations (which requires firm arrangements of finance through verifiable means for 75% of the stated means of finance, excluding the Issue Proceeds and existing identifiable internal accruals) are not applicable.

Our fund requirements and deployment thereof are based on the estimates of our management and have not been appraised by any bank or financial institution or independent third party entity. These are based on current circumstances of our business and are subject to change in light of changes in external circumstances or costs, or in our financial condition, business or strategy, as discussed further below and also detailed under the section 'Our Business' beginning on page 70 of the Draft Prospectus. Our management, in response to the dynamic nature of the industry, will have the discretion to revise its business plan from time to time and consequently our funding requirement and deployment of funds may also change. This may also include rescheduling the proposed utilization of Proceeds and increasing or decreasing expenditure for a particular object vis-à-vis the utilization of Proceeds. In case of a shortfall in the Net Proceeds, our management may explore a range of options which include utilisation of our internal accruals, debt or equity financing. Our management expects that such alternate arrangements would be available to fund any such shortfall.

# Variation in fund requirements and Surplus / Shortfall of Net Proceeds

Whilst we intend to utilise the Issue Proceeds in the manner provided above, in the event of a surplus, we will use such surplus towards general corporate purposes including meeting future growth requirements. In case of any variations in the actual utilization of funds earmarked for the above activities, increased fund deployment for a particular activity may be financed by surplus funds, if any, available in any other object for which funds are being raised in the Issue, subject to applicable law. In the event of any shortfall in the Issue Proceeds, our Company will bridge the fund

requirements from internal accruals, debt or equity financing. In the event that estimated utilization out of the Net Proceeds in a Fiscal is not completely met, the same shall be utilized in the next Fiscal.No part of the issue proceeds will be paid as consideration to Promoter, Promoter Group, Group Entities, directors, Key Managerial Personnel and associates.

# DETAILED BREAK UP OF THE PROJECT COST

### (A) Augmenting long term working capital

Net Proceeds will be used towards maintaining adequate levels of margin with the stock exchanges. The margin requirements with the stock exchanges are determined by the stock exchanges on the basis of trading volumes, market volatility and to extent of open interests in respect of equity index/ stock futures. Such margin requirements comprise of "initial margin" representing initial margin paid and "margin deposits", representing additional margin over and above the initial margin, for entering into contracts for equity index/ stock futures, which are released on final settlement and/or squaring up of underlying contracts. Further, equity index/ stock futures are marked-to-market on a daily basis, in which case, "mark-to-market margin" is required to be provided, representing the net amount paid or received on the basis of movement in the prices of index/ stock futures till the balance sheet date. While the initial margin and the margin deposits with the stock exchanges/ professional clearing members, can be created by way of deposit of either stock or bank guarantees or fixed deposits with banks or cash, however, the marked-to-market margin is typically created by way of deposit of cash. In addition, we are also required to maintain additional daily margin with exchanges, based on the total outstanding position of the trades undertaken on the exchange till settlement. These margin requirements are determined by the exchanges based on the volatility of stocks and are applicable to all brokers. We intend to utilise part of the Issue proceeds will be used to fund our long term working capital requirement which comprises margins to be placed with the Stock Exchanges.

# Margin maintained with stock exchanges

(₹ in Lacs)

Type of Margin	FY 2009-10	FY 2010-11	FY 2011-12
Initial Margin	108	118	118
Additional margin	NIL	55	380
Bank Guarantee	25	25	25
Total (Rs. In Lacs)	133	198	523

Our Company meets its margin requirements through cash deposits maintained with the exchanges, bank guarantees, and collateral in the form of fixed deposits or shares provided by our Company or sometimes by our Promoters.

With the increase in our Traded Volumes as above and with the proposed expansion of business by setting up of additional branches, our trading volumes will increase. With the proposed expansion in the branch network and the growth plan envisaged as detailed under the section 'Our Business' beginning on page 70 of the Draft Prospectus; we expect our Trading Volumes to increase leading to additional margin capital requirements for our Company. Based on the estimated business volumes, we expect our incremental requirements for margin money to be funded out of the proposed IPO to the extent of ₹ 1,158 Lacs. This capital infusion out of the Issue will enable us to strengthen our balance sheet and undertake more business in equities, derivatives and commodities markets.

# (B) Public Issue Expenses

The expenses of this Issue include, among others, underwriting and management fees, selling commission, printing and distribution expenses, legal fees, advertising expenses and listing fees. The estimated Issue expenses are as follows:

Sr. No.	Particulars	Amount (₹ in Lacs)
1	Payment to Merchant Banker including fees and reimbursements of Market Making	45.00
1.	Fees, selling commissions, brokerages, payment to other intermediaries such as Legal Advisors, Registrars, Bankers etc and other out of pocket expenses.	45.00
2.	Printing & Stationery and Postage Expenses	5.00
3.	Marketing and Advertisement Expenses	5.00
4.	Regulatory fees and other expenses	5.00
	Total	60.00

# Schedule of implementation

Working capital is towards margin money required to be deposited with the exchanges or F&O clearing members in the form of cash, bank deposits, bank guarantees, approved securities etc. The same shall be utilised during FY 2014.

# **Deployment of Funds in the Project**

Our Company has incurred the following expenditure on the project till February 7, 2013. The same has been certified by our statutory auditors Bharat D. Sarawgee & Co, Chartered Accountants *vide* their certificate dated February 8, 2013.

(₹ in Lacs)

Sr. No.	Particulars	Amount Deployed till February 7, 2013
1	Public Issue Expenses	7.74
	Total	7.74

The above funds were deployed from the Company's internal accruals.

# Details of balance fund deployment

(₹ in Lacs)

Sr.	Particulars	<b>Expenses Already</b>	FY 2013	FY 2014	Total
No.		Incurred			
1	Augmenting long term working capital	0.00	0.00	1,158.00	1,158.00
2	Public Issue Expenses	7.74	52.26	0.00	60.00
		7.74	52.26	1,158.00	1,218.00

# **Appraisal Report**

None of the objects for which the Issue Proceeds will be utilised have been financially appraised by any financial institutions/banks.

# **Bridge Financing Facilities**

We have currently not raised any bridge loans against the Net Proceeds.

# **Interim Use of Funds**

The management, in accordance with the approval of the Board of Directors, will have the flexibility in deploying the Issue Proceeds. Pending utilization for the purposes described above, we intend to invest the Issue Proceeds in interest/dividend bearing liquid instruments including money market mutual funds and deposits with banks for the necessary duration. Such investments would be in accordance with all applicable laws and investment policies approved by our Board from time to time. Our Company confirms that pending utilization of the Issue Proceeds; it shall not use the funds for any investments in the equity markets.

# Monitoring of Issue proceeds

As the size of the Issue will not exceed ₹ 50,000 Lacs, the appointment of Monitoring Agency would not be required as per Regulation 16 of the SEBI ICDR Regulations. Our Board will monitor the utilization of the proceeds of the Issue. Our Company will disclose the details of the utilization of the Issue proceeds, including interim use, under a separate head in our financial statement specifying the purpose for which such proceeds have been utilized or otherwise disclosed as per the disclosure requirements of our listing agreements with the Stock Exchanges. The statement shall be certified by our Statutory Auditors.

Further, we will furnish to the Stock Exchanges on a quarterly basis, a statement indicating material deviations, if any, in the use of proceeds from the objects stated in the Draft Prospectus. Further, this information shall be furnished to the Stock Exchanges along with the interim or annual financial results submitted under clause 41 of the Listing Agreement and shall be published in the newspapers simultaneously with the interim or annual financial results, after placing it before the Audit Committee. No part of the proceeds of this issue will be paid as consideration to our Promoters, Directors, Key Managerial Personnel or group concerns/companies promoted by our Promoters.

# **BASIS FOR ISSUE PRICE**

The Issue Price is determined by our Company in consultation with the Lead Manager. The financial data presented in this section are based on our Company's restated financial statements. Investors should also refer to the sections titled 'Risk Factors' and 'Financial Information' on pages 10 and 112, respectively, of the Draft Prospectus to get a more informed view before making the investment decision.

### Qualitative Factors

For details of Qualitative factors please refer to the paragraph "Our Competitive Strengths" in the chapter titled "Our Business" beginning on page 70 of the Draft Prospectus.

### Quantitative Factors

# 1. Basic & Diluted Earnings Per Share (EPS):

Period	Basic and Diluted EPS (₹)	Weightage
Fiscal 2012	0.66	3
Fiscal 2011	-0.01	2
Fiscal 2010	0.01	1
Weighted Average	0.33	

# 2. Price to Earnings (P/E) ratio in relation to Issue Price of ₹ 20:

Pa	rticulars	P/E at the Issue Price (₹ 20)	
b.	Based on 2011-12 EPS of ₹ 0.66	30.09	
c.	Based on weighted average EPS of ₹ 0.33	60.39	

Industry P/E	
<ul> <li>Highest – Stampede Capital</li> </ul>	92.9
<ul> <li>Lowest – HB Stock Holdings</li> </ul>	1.3
<ul> <li>Average - Finance and Investmets</li> </ul>	15.1

Source: Capital Market, Vol XXVII/25, Feb 04 –Feb 17, 2013

### 3. Return on Net Worth

Period	Return on Net Worth (%)	Weights
Year ended March 31, 2012	2.59%	3
Year ended March 31, 2011	-0.03%	2
Year ended March 31, 2010	0.03%	1
Weighted Average	1.29%	

# 4. Minimum Return on increased Net Worth required to maintain pre-Issue EPS.

The minimum return on increased net worth required maintaining pre-Issue EPS for the Fiscal 2012:

- A) Based on Basic and Diluted EPS of ₹ 0.66
  - a. At the Issue Price of ₹ 20: 2.94 % based on restated financial statements.
- B) Based on Weighted Average EPS of ₹ .0.33
  - a. At the Issue Price of ₹ 20: 1.48 % based on restated financial statements.

# 5. Net Asset Value per Equity Share

• As of March 31, 2012,	₹ 25.71
• NAV per Equity Share after the Issue is	₹ 22.44

• Issue Price per Equity Share is

₹ 20.00

# 6. Comparison of Accounting Ratios

Particulars	Face Value (₹)	EPS - TTM (₹)#	P/E Ratio	RONW (%)	NAV (₹)
BNK Capital	10	3.0	6.8	7.6	38.5
Frontline Sec.	10	3.8	7.9	9.5	36.5
India Infoline	2	2.3	35.9	4.4	43.4
DB (International) Stock Brokers	2	1.6	59.6	9.1	7.7
GCM Securities Limited*	10	0.66	30.09	2.59	25.71

Source: Capital Market, Vol XXVII/25, Feb 04 –Feb 17, 2013

The peer group identified is broadly based on the service lines that we are into, but their scale of operations is not comparable to us.

The face value of Equity Shares of our Company is ₹ 10 per Equity Share and the Issue price is 2 times the face value.

The Issue Price of ₹ 20 is determined by our Company, in consultation with the Lead Manager is justified based on the above accounting ratios. For further details, please refer to the section titled 'Risk Factors', and chapters titled 'Our Business' and 'Financial Information' beginning on page numbers 10, 70 and 112, respectively of the Draft Prospectus.

<sup>\*</sup>Based on March 31, 2012 restated financial statements.

<sup>#</sup> Standalone

# STATEMENT OF TAX BENEFITS

To, The Board of Directors GCM Securities Limited

Dear Sirs,

Sub: Statement of possible tax benefits available to the Company and its shareholders on proposed Public Issue of Shares under the existing tax laws

We hereby confirm that the enclosed Annexure, prepared by GCM Securities Limited ('the Company'), states the possible tax benefits available to the Company and the shareholders of the Company under the Income-tax Act, 1961 ('IT Act') and the Wealth Tax Act, 1957, presently in force in India. Several of these benefits are dependent on the Company or its shareholders fulfilling the conditions prescribed under the relevant tax laws. Hence, the ability of the Company or its shareholders to derive the tax benefits is dependent upon fulfilling such conditions which, based on business imperatives which the Company may face in the future, the Company may or may not fulfill.

The benefits discussed in the Annexure are not exhaustive and the preparation of the contents stated is the responsibility of the Company's management. We are informed that this statement is only intended to provide general information to the investors and hence is neither designed nor intended to be a substitute for professional tax advice. In view of the individual nature of the tax consequences, the changing tax laws, each investor is advised to consult his or her own tax consultant with respect to the specific tax implications arising out of their participation in the issue. Our confirmation is based on the information, explanations and representations obtained from the Company and on the basis of our understanding of the business activities and operations of the Company and the interpretation of the current tax laws in force in India. We do not express any opinion or provide any assurance whether:

- •The Company or its shareholders will continue to obtain these benefits in future; or
- •The Conditions prescribed for availing the benefits have been or would be met.

The contents of the annexure are based on information, explanations and representations obtained from the Company and on the basis of our understanding of the business activities and operations of the Company. No assurance is given that the revenue authorities / courts will concur with the views expressed herein. The views are based on the existing provisions of law and its interpretation, which are subject to change from time to time. We would not assume responsibility to update the view, consequence to such change. We shall not be liable GCM Securities Limited for any claims, liabilities or expenses relating to this assignment except to the extent of fees relating to this assignment, as finally judicially determined to have resulted primarily from bad faith of intentional misconduct.

Thanking you, Yours faithfully, For Bharat D. Sarawgee & Co., Chartered Accountants FRN: 326264E

Bharat D. Sarawgee Partner Membership No: 061505 Place: Kolkata

Date:31/12/12

# **ANNEXURE**

# STATEMENT OF POSSIBLE TAX BENEFITS AVAILABLE TO OUR COMPANY AND ITS SHAREHOLDERS

# A) SPECIAL TAX BENEFITS AVAILABLE TO OUR COMPANY AND ITS SHAREHOLDERS

# I. Special Benefits available to our Company

There are no special tax benefits available to our Company.

# II. Special Benefits available to the Shareholders of our Company

There are no special tax benefits available to the Equity Shareholders.

# B) OTHER GENERAL TAX BENEFITS TO THE COMPANY AND ITS SHAREHOLDERS

The following tax benefits shall be available to the Company and its Shareholders under Direct tax law **Under the Income-Tax Act**, 1961 (,the Act'):

# I. Benefits available to the Company

### 1. Depreciation

As per the provisions of Section 32 of the Act, the Company is eligible to claim depreciation on tangible and specified intangible assets as explained in the said section and the relevant Income Tax rules there under. In accordance with and subject to the conditions specified in Section 32(1) (iia) of the Act, the Company is entitled to an additional depreciation allowance of 20% of the cost of new machines acquired and put to use during a year.

#### 2. Dividend Income

Dividend income, if any, received by the Company from its investment in shares of another domestic Company will be exempt from tax under Section 10(34) read with Section 115-O of the Income Tax Act, 1961.

# 3. Income from Mutual Funds / Units

As per section 10(35) of the Act, the following income shall be exempt in the hands of the Company: Income received in respect of the units of a Mutual Fund specified under clause (23D) of section 10; or Income received in respect of units from the Administrator of the specified undertaking; or Income received in respect of units from the specified company.

However, this exemption does not apply to any income arising from transfer of units of the Administrator of the specified undertaking or of the specified company or of a mutual fund, as the case may be.

For this purpose (i), Administrator' mean the Administrator as referred to in section 2(a) of the Unit Trust of India (Transfer of Undertaking and Repeal) Act, 2002 and (ii), Specified Company' means a company as referred to in section 2(h) of the said Act.

# 1. Income from Long Term Capital Gain

As per section 10(38) of the Act, long term capital gains arising to the Company from the transfer of a long-term capital asset, being an equity share in a company or a unit of an equity oriented fund where such transaction is chargeable to securities transaction tax would not be liable to tax in the hands of the Company.

For this purpose, ,Equity Oriented Fund' means a fund –

- (i) Where the investible funds are invested by way of equity shares in domestic companies to the extent of more than sixty five percent of the total proceeds of such funds; and
- (ii) Which has been set up under a scheme of a Mutual Fund specified under section 10(23D) of the Act.

As per section 115JB, the Company will not be able to reduce the income to which the provisions of section 10(38) of the Act apply while calculating ,book profits' under the provisions of section 115JB of the Act and will be required to pay Minimum Alternative Tax as follows-

Book Profit	A.Y2011-12	A.Y2012-13
If book profit is less than or equal to Rs. 1 Crore	18.54%	19.055%
If book profit is more than Rs. 1 Crore	19.93%	20.01%

- 5. Section 14A of the Act restricts claim for deduction of expenses incurred in relation to incomes which do not form part of the total income under the Act. Thus, any expenditure incurred to earn tax exempt income is not tax deductible.
- **6.**As per the provisions of Section 112 of the Income Tax Act, 1961, long-term capital gains as computed above that are not exempt under Section 10(38) of the Income Tax Act, 1961 would be subject to tax at a rate of 20 percent (plus applicable surcharge plus education cess plus secondary and higher education cess). However, as per the provision to Section 112(1), if the tax on long-term capital gains resulting on transfer of listed securities or units, calculated at the rate of 20 percent with indexation benefit exceeds the tax on long-term capital gains computed at the rate of 10 percent without indexation benefit, then such gains are chargeable to tax at a concessional rate of 10 percent (plus applicable surcharge plus education cess plus secondary and higher education cess).
- 7.As per section 54EC of the Act and subject to the conditions and to the extent specified therein, long-term capital gains (in cases not covered under section 10(38) of the Act) arising on the transfer of a long-term capital asset will be exempt from capital gains tax if the capital gains are invested in a ,long term specified asset' within a period of 6 months after the date of such transfer. However, if the assessee transfers or converts the long term specified asset into money within a period of three years from the date of their acquisition, the amount of capital gains exempted earlier would become chargeable to tax as long-term capital gains in the year in which the long term specified asset is transferred or converted into money.

A ,long term specified asset' means any bond, redeemable after three years and issued on or after the 1st day of April 2006:

- (i)by the National Highways Authority of India constituted under section 3 of the National Highways Authority of India Act, 1988, and notified by the Central Government in the Official Gazette for the purposes of this section; or
- (ii) By the Rural Electrification Corporation Limited, a company formed and registered under the Companies Act, 1956, and notified by the Central Government in the Official Gazette for the purposes of this section.
- **8.** As per section 111A of the Act, short-term capital gains arising to the Company from the sale of equity share or a unit of an equity oriented fund transacted through a recognized stock exchange in India, where such transaction is chargeable to securities transaction tax, will be taxable at the rate of 15% (plus applicable surcharge plus education cess plus secondary and higher education cess)

# 9. Preliminary Expenses

Under Section 35D of the Act, the company will be entitled to the deduction equal to 1/5th of the Preliminary expenditure of the nature specified in the said section, including expenditure incurred on present issue, such as Brokerage and other charges by way of amortization over a period of 5 successive years, subject to stipulated limits.

# 10. Credit for Minimum Alternate Taxes (MAT)

Under Section 115JAA (2A) of the Income Tax Act, 1961, tax credit shall be allowed in respect of any tax paid (MAT) under Section 115JB of the Income Tax Act, 1961 for any Assessment Year commencing on or after April 1, 2006. Credit eligible for carry forward is the difference between MAT paid and the tax computed as per the normal provisions of the Income Tax Act, 1961. Such MAT credit shall not be available for set-off beyond 10 years immediately succeeding the year in which the MAT credit initially arose.

# II. Benefits to the Resident Shareholders of the Company under the Income-Tax Act, 1961:

- 1. As per section 10(34) of the Act, any income by way of dividends referred to in Section 115-O (i.e. dividends declared, distributed or paid on or after 1 April 2003) received on the shares of the Company is exempt from tax in the hands of the shareholders.
- 2. Section 48 of the Act, which prescribes the mode of computation of capital gains, provides for deduction of cost of acquisition/improvement and expenses incurred in connection with the transfer of a capital asset, from the sale consideration to arrive at the amount of capital gains. However, in respect of long-term capital gains, it offers a benefit

by permitting substitution of cost of acquisition / improvement with the indexed cost of acquisition / improvement, which adjusts the cost of acquisition / improvement by a cost inflation index as prescribed from time to time.

- **3.** Under Section 10(38) of the Income Tax Act, 1961, long-term capital gains arising to a shareholder on transfer of equity shares in the company would be exempt from tax where the sale transaction has been entered into on a recognized stock exchange of India and is liable to STT. However, the long-term capital gain of a shareholder being company shall be subject to income tax computation on book profit under section 115JB of the Income Tax, 1961.
- **4.** Section 14A of the Act restricts claim for deduction of expenses incurred in relation to incomes which do not form part of the total income under the Act. Thus, any expenditure incurred to earn tax exempt income is not tax deductible.
- **5.** As per section 112 of the Act, if the shares of the company are listed on a recognized stock exchange, taxable long-term capital gains, if any, on sale of the shares of the Company (in cases not covered under section 10(38) of the Act) would be charged to tax at the rate of 20% (plus applicable surcharge plus education cess plus secondary and higher education cess) after considering indexation benefits or at 10% (plus applicable surcharge plus education cess plus secondary and higher education cess) without indexation benefits, whichever is less.
- 6. As per section 54EC of the Act and subject to the conditions and to the extent specified therein, long-term capital gains (in cases not covered under section 10(38) of the Act) arising on the transfer of a long-term capital asset will be exempt from capital gains tax if the capital gains are invested in a ,long-term specified asset' within a period of 6 months after the date of such transfer. If only part of capital gain is so reinvested, the exemption shall be allowed proportionately provided that the investment made in the long-term specified asset during any financial year does not exceed fifty Lac rupees. In such a case, the cost of such long-term specified asset will not qualify for deduction under section 80C of the Act. However, if the assessee transfers or converts the long-term specified asset into money within a period of three years from the date of their acquisition, the amount of capital gains exempted earlier would become chargeable to tax as long-term capital gains in the year in which the long-term specified asset is transferred or converted into money. A ,long-term specified asset' means any bond, redeemable after three years and issued on or after the 1st day of April 2006: (i) by the National Highways Authority of India constituted under section 3 of the National Highways Authority of India Act, 1988, and notified by the Central Government in the Official Gazette for the purposes of this section; or (ii) By the Rural Electrification Corporation Limited, a company formed and registered under the Companies Act, 1956, and notified by the Central Government in the Official Gazette for the purposes of this section.
- 7. Under Section 54F of the Income Tax Act, 1961 and subject to the conditions specified therein, long-term capital gains (other than those exempt from tax under Section 10(38) of the Income Tax Act, 1961) arising to an individual or a Hindu Undivided Family ('HUF') on transfer of shares of the company will be exempt from capital gains tax subject to certain conditions, if the net consideration from transfer of such shares are used for purchase of residential house property within a period of 1 year before or 2 years after the date on which the transfer took place or for construction of residential house property within a period of 3 years after the date of such transfer.
- **8.** Under Section 111A of the Income Tax Act, 1961 and other relevant provisions of the Income Tax Act, 1961, short-term capital gains (i.e., if shares are held for a period not exceeding 12 months) arising on transfer of equity share in the company would be taxable at a rate of 15 percent (plus applicable surcharge plus education cess plus secondary and higher education cess) where such transaction of sale is entered on a recognized stock exchange in India and is liable to STT. Short-term capital gains arising from transfer of shares in a Company, other than those covered by Section 111A of the Income Tax Act, 1961, would be subject to tax as calculated under the normal provisions of the Income Tax Act, 1961.
- 9. As per section 36(1)(xv) of the Act, the securities transaction tax paid by the shareholder in respect of taxable securities transactions entered in the course of the business will be eligible for deduction from the income chargeable under the head —Profits and Gains of Business or Profession if income arising from taxable securities transaction is included in such income.

# III. Non-Resident Indians/Non-Resident Shareholders (Other than FIIs and Foreign Venture Capital Investors)

1. Dividend income, if any, received by the Company from its investment in shares of another domestic company will be exempt from tax under Section 10(34) read with Section 115-O of the Income Tax Act, 1961. Income, if any, received on units of a Mutual Funds specified under Section 10(23D) of the Income Tax Act, 1961 will also be exempt from tax under Section 10(35) of the Income Tax Act, 1961, received on the shares of the Company is exempt from tax.

- 2. As per section 10(38) of the Act, long-term capital gains arising to the shareholders from the transfer of a long-term capital asset being an equity share in the Company, where such transaction is chargeable to securities transaction tax would not be liable to tax in the hands of the shareholder.
- 3. Section 14A of the Act restricts claim for deduction of expenses incurred in relation to incomes which do not form part of the total income under the Act. Thus, any expenditure incurred to earn tax exempt income is not tax deductible.
- 4. As per section 54EC of the Act and subject to the conditions and to the extent specified therein, long-term capital gains (in cases not covered under section 10(38) of the Act) arising on the transfer of a long-term capital asset will be exempt from capital gains tax if the capital gains are invested in a ,long-term specified asset' within a period of 6 months after the date of such transfer. If only part of capital gain is so reinvested, the exemption shall be allowed proportionately provided that the investment made in the long-term specified asset during any financial year does not exceed fifty Lac rupees. In such a case, the cost of such long-term specified asset will not qualify for deduction under section 80C of the Act. However, if the assessee transfers or converts the long-term specified asset into money within a period of three years from the date of their acquisition, the amount of capital gains exempted earlier would become chargeable to tax as long-term capital gains in the year in which the long-term specified asset is transferred or converted into money.

A ,longterm specified asset' means any bond, redeemable after three years and issued on or after the 1st day of April 2006: (i) by the National Highways Authority of India constituted under section 3 of the National Highways Authority of India Act, 1988, and notified by the Central Government in the Official Gazette for the purposes of this section; or (ii) By the Rural Electrification Corporation Limited, a company formed and registered under the Companies Act, 1956, and notified by the Central Government in the Official Gazette for the purposes of this section.

- 5. Under Section 54F of the Income Tax Act, 1961 and subject to the conditions specified therein, long-term capital gains (other than those exempt from tax under Section 10(38) of the Income Tax Act, 1961) arising to an individual or a Hindu Undivided Family ('HUF') on transfer of shares of the Company will be exempt from capital gains tax subject to certain conditions, if the net consideration from transfer of such shares are used for purchase of residential house property within a period of 1 year before or 2 years after the date on which the transfer took place or for construction of residential house property within a period of 3 years after the date of such transfer.
- 6. Under Section 111A of the Income Tax Act, 1961 and other relevant provisions of the Income Tax Act, 1961, short-term capital gains (i.e., if shares are held for a period not exceeding 12 months) arising on transfer of equity share in the Company would be taxable at a rate of 15 percent (plus applicable surcharge plus education cess plus secondary and higher education cess) where such transaction of sale is entered on a recognized stock exchange in India and is liable to STT. Short-term capital gains arising from transfer of shares in a company, other than those covered by Section 111A of the Income Tax Act, 1961, would be subject to tax as calculated under the normal provisions of the Income Tax Act, 1961
- 7. Under section 115-C (e) of the Act, the Non-Resident Indian shareholder has an option to be governed by the provisions of Chapter XIIA of the Act viz. ,Special Provisions Relating to Certain Incomes of Non-Residents' which are as follows:
- (i) As per provisions of section 115D read with section 115E of the Act, where shares in the Company are acquired or subscribed to in convertible foreign exchange by a Non-Resident Indian, capital gains arising to the non-resident on transfer of shares held for a period exceeding 12 months, shall (in cases not covered under section 10(38) of the Act) be concessionally taxed at the flat rate of 10% (plus applicable surcharge plus education cess plus secondary and higher education cess) (without indexation benefit but with protection against foreign exchange fluctuation). (ii) As per section 115F of the Act, long-term capital gains (in cases not covered under section 10(38) of the Act) arising to a Non-Resident Indian from the transfer of shares of the company subscribed to in convertible foreign exchange shall be exempt from income tax, if the net consideration is reinvested in specified assets within six months from the date of transfer. If only part of the net consideration is so reinvested, the exemption shall be proportionately reduced. The amount so exempted shall be chargeable to tax subsequently, if the specified assets are transferred or converted into money within three years from the date of their acquisition. (iii) As per section 115G of the Act, Non-Resident Indians are not obliged to file a return of income under section 139(1) of the Act, if their only source of income is income from specified investments or long-term capital gains earned on transfer of such investments or both, provided tax has been deducted at source from such income as per the provisions of Chapter XVII-B of the Act. (iv) As per section 115H of the Act, where the Non-Resident Indian becomes assessable as a resident in India, he may furnish a declaration in writing to the Assessing Officer, along with his return of income for the assessment year in which he is first assessable

as a Resident, under section 139 of the Act to the effect that the provisions of the Chapter XII-A shall continue to apply to him in relation to such investment income derived from the specified assets for that year and subsequent assessment years until such assets are converted into money. (v) As per section 115-I of the Act, a Non-Resident Indian may elect not to be governed by the provision of Chapter XII-A for any assessment year by furnishing his return of income for that assessment year under section 139 of the Act, declaring therein that the provisions of Chapter XIIA shall not apply to him for that assessment year and accordingly his total income for that assessment year will be computed in accordance the other provisions of the Act.

8. The tax rates and consequent taxation mentioned above shall be further subject to any benefits available under the Tax Treaty, if any, between India and the country in which the non-resident has fiscal domicile. As per the provisions of section 90(2) of the Act, the provisions of the Act would prevail over the provisions of the Tax Treaty to the extent they are more beneficial to the non-resident.

### IV. Foreign Institutional Investors (FIIs)

- 1. Dividend income, if any, received by the Company from its investment in shares of another domestic company will be exempt from tax under Section 10(34) read with Section 115-O of the Income Tax Act, 1961. Income, if any, received on units of a Mutual Funds specified under Section 10(23D) of the Income Tax Act, 1961 will also be exempt from tax under Section 10(35) of the Income Tax Act, 1961 received on the shares of the Company is exempt from tax.
- 2. As per section 10(38) of the Act, long-term capital gains arising to the FIIs from the transfer of a long-term capital asset being an equity share in the Company or a unit of equity oriented fund where such transaction is chargeable to securities transaction tax would not be liable to tax in the hands of the FIIs.
- 3.As per section 115AD of the Act, FIIs will be taxed on the capital gains that are not exempt under the section 10(38) of the Act at the following rates:

Nature of Income	Tax Rate (%)
Long Term Capital Gain	10%
Short-Term Capital Gain (Referred to Section 111A)	15%
Short-Term Capital Gain (other than under section 111A)	30%

The above tax rates have to be increased by the applicable surcharge, education cess, and secondary and higher education cess.

- 4. In case of long-term capital gains, (in cases not covered under section 10(38) of the Act), the tax is levied on the capital gains computed without considering the cost indexation and without considering foreign exchange fluctuation.
- 5. As per section 54EC of the Act and subject to the conditions and to the extent specified therein, long-term capital gains (in cases not covered under section 10(38) of the Act) arising on the transfer of a long-term capital asset will be exempt from capital gains tax if the capital gains are invested in a ,long-term specified asset' within a period of 6 months after the date of such transfer. If only part of capital gain is so reinvested, the exemption shall be allowed proportionately provided that the investment made in the long-term specified asset during any financial year does not exceed fifty Lac rupees. In such a case, the cost of such long-term specified asset will not qualify for deduction under section 80C of the Act. However, if the assessee transfers or converts the long-term specified asset into money within a period of three years from the date of their acquisition, the amount of capital gains exempted earlier would become chargeable to tax as long-term capital gains in the year in which the long-term specified asset is transferred or converted into money.

A ,long-term specified asset' means any bond, redeemable after three years and issued on or after the 1st day of April 2006: (i) by the National Highways Authority of India constituted under section 3 of the National Highways Authority of India Act, 1988, and notified by the Central Government in the Official Gazette for the purposes of this section; or (ii) By the Rural Electrification Corporation Limited, a company formed and registered under the Companies Act, 1956, and notified by the Central Government in the Official Gazette for the purposes of this section.

6. The tax rates and consequent taxation mentioned above shall be further subject to any benefits available under the Tax Treaty, if any, between India and the country in which the FII has fiscal domicile. As per the provisions of section 90(2) of the Act, the provisions of the Act would prevail over the provisions of the Tax Treaty to the extent they are more beneficial to the FII.

7. However, where the equity shares form a part of its stock-in-trade, any income realized in the disposition of such equity shares may be treated as business profits, taxable in accordance with the DTAA between India and the country of tax residence of the FII. The nature of the equity shares held by the FII is usually determined on the basis of the substantial nature of the transactions, the manner of maintaining books of account, the magnitude of purchases, sales and the ratio between purchases and sales and the holding etc. If the income realized from the disposition of equity shares is chargeable to tax in India as business income, FII's could claim, STT paid on purchase/sale of equity shares as allowable business expenditure. Business profits may be subject to applicable Tax Laws.

# V. Venture Capital Companies/Funds

1. Under Section 10(23FB) of the Income Tax Act, 1961, any income of Venture Capital company / funds (set up to raise funds for investment in venture capital undertaking notified in this behalf) registered with the Securities and Exchange Board of India would be exempt from income tax, subject to conditions specified therein. As per Section 115U of the Income Tax Act, 1961, any income derived by a person from his investment in venture capital companies / funds would be taxable in the hands of the person making an investment in the same manner as if it were the income received by such person had the investments been made directly in the venture capital undertaking.

### VI. Mutual Funds

1. As per Section 10(23D) of the Act, any income of Mutual Funds registered under the Securities and Exchange Board of India Act, 1992 or Regulations made there under, Mutual Funds set up by public sector banks or public financial institutions and Mutual Funds authorized by the Reserve Bank of India would be exempt from income tax, subject to such conditions as the Central Government may by notification in the Official Gazette specify in this behalf.

# Under the Wealth Tax Act, 1957 Benefits to shareholders of the Company

Shares of the Company held by the shareholder will not be treated as an asset within the meaning of section 2 (ea) of Wealth Tax Act, 1957. Hence the shares are not liable to Wealth Tax.

# **Tax Treaty Benefits**

An investor has an option to be governed by the provisions of the Income Tax Act, 1967 or the provisions of a Tax Treaty that India has entered into with another country of which the investor is a tax resident, whichever is more beneficial.

### Notes:

The above Statement of Possible Direct Tax Benefits sets out the provisions of law in a summary manner only and is not a complete analysis or listing of all potential tax consequences of the purchase, ownership and disposal of equity shares;

The above Statement of Possible Direct Tax Benefits sets out the possible tax benefits available to the Company and its shareholders under the current tax laws presently in force in India as amended from time to time. Several of these benefits are dependent on the Company or its shareholders fulfilling the conditions prescribed under the relevant tax laws:

This Statement is only intended to provide general information to the investors and is neither designed nor intended to be a substitute for professional tax advice. In view of the individual nature of the tax consequences, the changing tax laws, each investor is advised to consult his or her own tax consultant with respect to the specific tax implications arising out of their participation in the issue;

In respect of non-residents, the tax rates and the consequent taxation mentioned above shall be further subject to any benefits available under the Double Taxation Avoidance Agreement, if any, between India and the country in which the non-resident has fiscal domicile; and

The stated benefits will be available only to the sole/first named holder in case the shares are held by joint shareholders.

### SECTION IV - ABOUT THE COMPANY

# **INDUSTRY OVERVIEW**

# GENERAL MACRO-ECONOMIC ENVIRONMENT

After a robust growth of over 8 percent in the last two years, the Indian economy has slowed down in the year 2011-12 to a modest 6.5 percent. Revised estimates of Central Statistical Organisation (CSO) estimate Gross Domestic Product (GDP) at factor cost at constant (2004-05) prices for FY12 is likely to be ₹ 52,22,515 crore as against ₹ 48,85,954 crore for FY11 of and the growth is expected to be 6.5 percent as compared to 8.4 percent in FY11.

Services sector continued to maintain its momentum with only a minor decrease in growth from 9.2 percent to 8.5 percent, and is expected to boost the overall growth in the economy. Industry and agriculture sectors, on the other hand, have dampened in the current fiscal attributed to both the domestic and global factors. The growth rate for agriculture sector may, however, be treated in synchronous with the trend as it comes to 2.8 percent on a high base of 2010-11(exhibiting 7 percent growth). Industry sector, meanwhile has displayed a dip in its growth with a more than halving of the growth rate to 2.6 percent from an earlier 6.8 percent primarily due to demand and inflationary factors.

(Source: SEBI Annual Report, 2011-2012)

# **Savings and Investments:**

The latest data of CSO points to a decrease in India's Gross Domestic Savings as a percentage of GDP at market prices from 33.8 percent in 2009-10 to 32.3 percent in 2010-11. The decrease came primarily on the back of reduced Private corporate savings from 8.2 percent in 2009-10 to 7.9 percent in 2010-11 as also the Household savings in financial assets moving from 12.9 percent in 2009-10 to 10 percent in 2010-11, which may be attributed to the inflationary pressures that loomed over the economy for most of the year. The household savings in physical assets though increased marginally from 12.4 percent in 2009-10 to 12.8 percent in 2010-11, along with a substantial increase in the Public sectorsavings from 0.18 percent in 2009-10 to 1.7 percent in 2010-11 due to fiscal consolidation. The investment too has seen a dwindling trend in both the private and public sector.

It may be noted here that Indian households have the highest savings rates in the world with the annual household saving nearly quadrupling in the last decade. While the share of physical assets has outweighed financial assets in most of the years, it is to be noted that the fall in 2010-11 household savings (as a percent of GDP at market prices) to 22.8 percent from 25.4 percent in 2009-10 is primarily reflected in the reduction in share of financial assets with the share of physical assets being nearly constant.

In other words, when the globalenvironment is turbulent, as also witnessed during the slowdown of 2008, investments in physical assets like gold and real estate remain stable or incremental while that in the financial assets record a slump. We may hence deduce that for financial savings to increase the macro-economic scenarios needs to be favourable. The savings-investment gap in terms of percent of GDP has nearly been the same at 2.7 percent in 2010-11 as that of 2.8 percentin 2009-10. The gap as a percent of GDP has though increased in recent years (1.3 percent in 2007-08) on account of the increased reliance on the foreign inflows (savings) to finance our investment requirements. The trend as in 2010-11 though exhibits a slight narrowing of this trend. The savings- investment gap in public sector has moved from 9 percent in 2009-10 to 7.1 percent in 2010-11 while in private sector it stands at 5.8 percent in 2010-11 as compared to 8.5 percent in 2009-10.

(Source: SEBI Annual Report, 2011-2012)

# Capital Markets

Indian stock markets mirrored the global sentiments with the indices sliding during 2011-12. The BSE Sensex closed at 17,404 on March 30, 2012 compared to the close of 19,445 on March 31, 2011. S&P CNX Nifty, closed at 5,296 on March 30, 2012 compared to close of 5,834 on March 31, 2011. The percent decrease in BSE Sensex recorded as on end- March 2012 over end-March 2011 was at 10.5 percent while that for the S&P CNX Nifty during the same period stood at 9.2 percent. The market capitalisation of BSE stands at ₹ 62,14,941 crore as of end-March 2012 compared to ₹ 68,39,084 in end-March 2011, while its ratio to GDP stood at 70 percent for 2011-12. The number of demat accounts at the two depositories has risen up sharply and the process of dematerialisation is still in progress. Simultaneously the

number of listed companies at both NSE and BSE have risen steadily acting as a strong indicator of favourable market sentiments.

Year	Demat Quantity (Millions of Shares)		
	NSDL	CDSL	
2008-09	2,82,870	70,820	
2009-10	3,51,138	77,950	
2010-11	4,71,304	1,05,310	
2011-12	5,79,801	1,33,570	

Year	No. of companies listed		
	NSE	BSE	
2008-09	1,432	4929	
2009-10	1,470	4975	
2010-11	1,574	5067	
2011-12\$	1,646	5133	

Source: NSE and BSE

Note: Indicates as on last day of March 12

Source: NSDL and CSDL

Year	Turnover (₹ crore)			
	Cash Segment(All India)	Equity Derivatives (NSE+BSE)	Currency Derivatives (NSE+MCX+USE)	Interest Rate Derivatives (NSE)
2009-10	55,16,833	1,76,63,899	37,27,262	2,975
2010-11	46,82,437	2,92,48,375	76,43,805	62
2011-12	34,78,391	3,21,58,208	98,96,413	3,959

Source: Exchanges

The foreign investments in India contributed by the FII and FDI at the end of March 2012 stood at ₹ 13, 39,240 crore up from ₹ 12,52,781 crore at the end of March 2011. Assets under custody of custodians are shown in table below:

Year	FIIS/SAs	Foreign Depositories	FDI Investments	Foreign Venture Capital Investments
2009-10	9,00,869	1,56,616	1,45,555	17,604
2010-11	11,06,550	1,85,931	1,46,231	24,002
2011-12	11,07,399	1,43,370	2,31,841	35,041

Source: SEBI

Note: As on last trading day of respective financial year (Source: SEBI Annual Report, 2011-2012)

# **Primary Market**

Primary market is a major and prominent source of fund raising for corporates and governments. A healthy and efficient primary market is crucial to the capital markets and mirrors the underlying strength of an economy that further provides a favourable investment opportunity to the investors. Indian primary market has seen a slackening of the activity in the current fiscal year partly reflected by the global sentiments and partly by domestic factors. Fewer companies have raised capital backed by the fear of failure in turbulent markets. A total of ₹ 12, 857 crore of equity capital has been raised during 2011-12 through 51 issues, compared with ₹ 58, 157 crore raised through 81 issues in 2010-11. Certain reforms in policies have been undertaken to build up the investor confidence further.

The primary market activities were subdued during 2011-12. Weak macroeconomic and investment environment slackened expansion plans of corporates. This was exacerbated by the negative returns from the previously listed IPOs and declining trend in equity markets. In consonance with dampened returns, the lukewarm investor response for the existing primary market issues adversely affected investor and promoter sentiments. Resource mobilisation by companies through IPOs and FPOs was substantially lower in 2011-12 compared to the previous years.

During 2011-12, 71 companies accessed the primary market and raised ₹ 48,468 crore through public (55) and rights issues (16) as against 91 companies which raised ₹ 67,609 crore in 2010-11 through public (68) and rights issues (23) (Table 2.1). The weak investment climate led to fall in the number of IPOs and amount raised from new issues market. There were 34 IPOs during 2011-12 as against 53 during 2010-11. The amount raised through IPOs during 2011-12 was considerably lower at ₹ 5,904 crore as compared to ₹ 35,559 crore during 2010-11. Of the amount raised through IPOs and FPOs, ₹ 2,054 crore was through offer for sale by existing shareholders and five issues used this mechanism to raise resources. The share of public issues in the total resource mobilisation increased to 95.1 percent during 2011-12 from 85.9 percent in 2010-11 whereas share of rights issues declined from 14.1 percent in 2010-11 to 4.9 percent in 2011-12. Of the public issues, the share of debt issues was the largest at 73.5 percent during 2011-12, which is one of the highest in the history of Indian securities market. This is a positive sign for the corporate bond markets as firms are increasingly resorting to public issue of debentures for raising resources. Table below shows Resource Mobilisation through Public and Rights Issues:

Particulars	2010	0-11	201	1-12	Percentage share in total amount		
	No. of issues	Amount (₹ crore)	No. of issues	Amount (₹ crore)	2010-11	2011-12	
1	2	3	4	5	6	7	
1. Public Issues (i)+(ii)	68	58,105	55	46,093	85.9	95.1	
(i) Public Issues	58	48,654	35	10,482	72.0	21.6	
(Equity/ PCD /FCD)							
of which							
IPOs	53	35,559	34	5,904	52.6	12.2	
FPOs	5	13,095	1	4,578	19.4	9.4	
(ii) Public Issues (Bond / NCD)	10	9,451	20	35,611	14.0	73.5	
2. Rights Issues	23	9,503	16	2,375	14.1	4.9	
Total Equity Issues (1(i)+2)	81	58,157	51	12,857	86.0	26.5	
Total Equity and Bond (1+2)	91	67,609	71	48,468	100.0	100.0	
Memo Items: Offer for Sale	12	19,036	5	2,054	28.2	4.2	

(Source: SEBI Annual Report, 2011-2012)

### **Indian Secondary Market**

Secondary markets are often referred to as the barometer to a nation's health. The stock prices in the current year have fluctuated owing to its integration with global financial markets which have been equally volatile. Some policy initiatives have though been taken to revive the confidence in the stock market and encourage small investors to invest as well.

The equity markets continued their declining trend fuelled by the global crisis spillovers and weak macro-economic trends and forecasts. Investment climate in India remained dampened due to a confluence of worsening cyclical and global factors, as well as by concerns about structural impediments. Inflation remained at an elevated level for major part of the year. RBI has raised its policy rates on 13 occasions since March 2010 amounting to an increase of 350 basis points. As a result, inflation has moderated significantly since January 2012. The antiinflationary monetary policy stance has had a dampening effect on investment demand as well as on interest-sensitive components of private consumption. Hardening of interest rates and the sharp depreciation of rupee heavily impacted the corporates. Rupee was one of the most depreciated currencies among major Asian currencies in 2011, partly due to India's current account

deficit. In addition, capital flows moderated and turned more volatile fuelled by risk aversion and sharp shifts in risk appetite.

Even though Indian equity markets faced severe pressures during 2011-12, it closed on a positive note. There was a strong pickup in the last quarter led by the rebound in the global equity markets, sustained FII inflows, fall in inflation and softening interest rates.

During 2011-12, the BSE Sensex and S&P CNX Nifty declined by 10.5 percent and 9.2 percent, respectively, over March 31, 2011 (Chart 2.3). The BSE Sensex declined by 2014 points to close at 17,404 on March 30, 2012 compared to 19,445 on March 31, 2011. The S&P CNX Nifty also declined 538 points to close at 5296 at the end of March 2012 over 5834 at the end of March 2011.

BSE Sensex and S&P CNX Nifty reached their maximum on April 6, 2011, when the indices touched the levels of 19811 and 5944 respectively. The lowest level for the financial year was reached on December 20, 2011 when BSE Sensex and S&P CNX Nifty touched 15136 and 4531, respectively.

In tandem with the decline in stock prices in 2011-12, there was a significant decline in turnover and market capitalisation across the board. In the cash segment, the turnover at BSE and NSE declined by 39.6 percent and 21.4 percent respectively during 2011-12 as compared to a rise of 0.5 percent and 30 percent, increase during 2010-11. While derivatives turnover at BSE showed an exponential rise as compared to previous year but NSE gained by 7.2 percent over the previous year. During 2011-12, market capitalisation at BSE witnessed a decline of 9.1 percent and that at NSE witnessed a decline of 9.0 percent. Although there was a decline in P/E ratios over the past year, they still reigned high in comparison with other emerging markets. In spite of the bearish trend in the stock markets and the comparatively high PE ratios, FIIs were bullish on Indian stock markets. Volatility, measured by annualised standard deviation, declined marginally in 2011-12 compared to the previous year.

The downturn witnessed in the stock markets was widespread in all the sectors including mid-cap and small cap. The highest fall in BSE Sensex was observed on September 22, 2011 (4.1 percent), followed by February 27, 2012 (2.7 percent) and November 21, 2011 (2.6 percent). The highest gain of 3.6 percent was observed on August 29, 2011 for BSE Sensex.

(Source: SEBI Annual Report, 2011-2012)

# **Turnover in Indian Stock Market**

In consonance with the declining trend in equity prices, there was a fall in the trading volumes in stock exchanges in 2011-12. The turnover of all stock exchanges in the cash segment declined by 25.6 percent from ₹ 46,85,034 crore to ₹ 34,84,381 crore in 2011-12 (Table 2.10). BSE and NSE together contributed 99.8 percent of the turnover, of which NSE accounted for 80.7 percent in the total turnover in cash market whereas BSE accounted for 19.2 percent of the total. Apart from NSE and BSE, the only stock exchange which recorded turnover during 2011-12 was Calcutta Stock Exchange. There was hardly any transaction on other stock exchanges. The turnover at BSE and NSE declined by 39.6 percent and 21.4 percent, respectively in 2011-12 over the levels recorded in 2010-11. Month-wise, BSE and NSE together recorded the highest turnover in February 2012 followed by March 2012 and April 2011

Broadening and widening of the geographical reach of the capital market could be observed from the city-wise turnover. About 60.4 percent of the total turnover of NSE and 39.4 percent of BSE was concentrated in Mumbai and Thane, the financial hub of the country. At NSE, Calcutta /Howrah contributed 8.6 percent and Delhi/ Ghaziabad accounted for 8.4 percent of the turnover. On the other hand at BSE, Delhi/ Ghaziabad and Ahmedabad accounted 10.9 percent and 9.5 percent respectively. The top five cities accounted for 85.2 percent of turnover at NSE during 2011-12 compared to 84.8 percent in 2010-11. At BSE, 69.7 percent of turnover is contributed by top five cities.

(Source: SEBI Annual Report, 2011-2012)

# **Market Capitalisation**

Market capitalisation is a major indicator that indicates size of the stock market. A higher market capitalisation reflects growing stock market activities and an upward trend in stock markets. The market capitalisation of BSE has been higher than that of NSE in India reflecting large number of shares being listed in BSE. The market capitalisation of BSE declined by 9.1 percent to ₹ 62,14,941 crore in 2011-12 from ₹ 68,39,084 crore at the end of March 2011. On the

other hand, at NSE market capitalisation declined by 9.0 percent to ₹ 60,96,518 crore in 2011-12 from ₹ 67,02,616 crore at the end of March 2011. Reflecting fall in stock prices, the market capitalisation of BSE witnessed downturn in every month except in April 2011, November 2011, January 2012 and February 2012, when there was an increase over the previous month. At NSE, market capitalisation increased during the months of April 2011, June 2011, November 2011, January 2012 and February 2012.

**Major Indicators of Indian Stock Markets** 

	Item	2008-09	2010-11	2011-12	Percentage Variation over the Previous Year			
					2010-11	2011-12		
	1	2	2	3	4	5		
A.	Indices							
	BSE Sensex							
	Year-end	9709	19445	17404	100.3	-10.5		
	Average	12366	18605	17423	50.5	-6.4		
	S&P CNX Nifty							
	Year-end	3021	5834	5296	93.1	-9.2		
	Average	3731	5584	5243	49.7	-6.1		
	S&P CNX 500							
	Year-end	2295	4626	4222	101.6	-8.7		
	Average	2951	4578	4186	55.1	-8.6		
B.	Annualised Volatility (percent	)						
	BSE Sensex	43.58	21.1	20.2	-51.5	-4.2		
	S&P CNX Nifty	41.54	21.4	20.4	-48.6	-4.4		
C.	Total Turnover (₹ crore)							
	Cash Segment (All-India)	38,52,097	46,82,437	34,84,381	21.6	-25.6		
	of which							
	BSE	11,00,074	11,05,027	6,67,498	0.5	-39.6		
	NSE	27,52,023	35,77,410	28,10,892	30.0	-21.4		
	Equity Derivatives Segment	1,10,22,257	2,92,48,375	3,21,58,208	165.4	9.9		
	of which							
	BSE	11,775	154	8,08,476	-98.7	*		
	NSE	1,10,10,482	2,92,48,221	3,13,49,732	165.6	7.2		
D.	Market Capitalisation (₹ crore	)						
	BSE	30,86,075	68,39,083	62,14,941	121.6	-9.1		
	NSE	28,96,194	67,02,616	60,96,518	131.4	-9.0		
E.	P/E Ratio							
	BSE Sensex	13.65	21.2	17.8	54.9	-15.9		
	S&P CNX Nifty	14.3	22.1	18.7	54.8	-15.5		
	S&P CNX 500	13.13	20.2	18.3	53.6	-9.1		

<sup>\*</sup> indicates an exponential growth rate for BSE due to lower base.

Source: BSE and NSE

City-wise Turnover of Top 20 Cities in Cash Segment during 2011-12

	BSE		N	NSE	
City	Turnover (₹ crore)	Percentage Share in CashTurnover	City	Turnover (₹ crore)	Percentage Share in Cash Turnover
1	2	3	4	4 5	
Mumbai / Thane	2,63,275	39.4	Mumbai / Thane	16,98,837	60.4
Delhi/Ghaziabad	72,707	10.9	Calcutta / Howrah	2,41,552	8.6
Ahmedabad	63,130	9.5	Delhi/Ghaziabad	2,36,551	8.4
Calcutta / Howrah	33,381	5.0	Ahmedabad	1,71,378	6.1
Rajkot	32,891	4.9	Cochin/Ernakulam/Parur/	47,370	1.7
Baroda	12,733	1.9	Kalamserry/Alwaye Hyderabad/ Secunderabad/Kukatpally	39,968	1.4
Ghaziabad	6,325	0.9	Rajkot	39,693	1.4
Jaipur	6,136	0.9	Chennai	39,162	1.4
Pune	4,073	0.6	Bangalore	13,605	0.5
Indore	2,898	0.4	Baroda	11,836	0.4
Chennai	2,551	0.4	Indore	11,804	0.4
Hyderabad/ Secunderabad/ Kukatpally	2,137	0.3	Jaipur	9,937	0.4
Bangalore	2,009	0.3	Pune	6,477	0.2
Ludhiana	1,015	0.2	Coimbatore	6,394	0.2
Cochin/Ernakulam/ Parur/Kalamserry/ Alwaye	949	0.1	Kanpur	3,784	0.1
Gurgaon	692	0.1	Ludhiana	2,413	0.1
Chandigarh/Mohali/ Panchkula	451	0.1	Patna	642	0.0
Coimbatore	416	0.1	Guwahati	147	0.0
Gajuwaka/ Vishakapatanam	109	0.0	Mangalore	92	0.0
Noida	50	0.0	Bhubaneshwar	18	0.0
Others	1,59,570	23.9	Others	2,29,234	8.2
Total	6,67,498	100.0		28,10,894	100.0

Source: BSE and NSE

(Source: SEBI Annual Report, 2011-2012)

### **Dematerialisation**

Dematerialisation of securities is a significant milestone which has transformed the market microstructure of Indian securities markets. There are two depositories in India viz., National Securities Depository Limited (NSDL) and Central Depository Services Limited (CDSL). The depositories have set up nation-wide network with proper infrastructure to handle the securities deposited or settled in dematerialised mode in the Indian stock markets. As on March 30, 2012, 9,741 companies have signed up for dematerialisation at NSDL and 8,329 at CDSL (Table 2.24). At NSDL, quantity of dematerialised securities increased by 23.0 percent to 57,98,010 lakh in 2011-12 from 47,13,045 lakh in 2010-11. At CDSL too, the quantity of dematerialised securities increased by 26.4 percent from 10,53,100 lakh in 2010-11 to 13,35,700 lakh in 2011-12. While the quantity of dematerialised shares increased at the depositories, the quantity and value of shares settled in demat declined, primarily following the market downturn and consequent fall in traded value. The total value of demat settled shares declined by 19.4 percent from ₹ 15,47,196 crore in 2010-11 to ₹ 12,47,249 crore in 2011-12 at NSDL. The same in case of CDSL declined by 34.0 percent from ₹ 4,39,931 crore in 2010-11 to ₹ 2,90,572 crore in 2011-12.

Apart from the equity shares, dematerialisation facility is also offered for other instruments like commercial paper and bonds. The total dematerialised value of the commercial papers increased at both NSDL and CDSL (Table 2.25). At NSDL, dematerialised value of commercial paper rose from ₹ 80,312 crore in 2010-11 to ₹ 90,019 crore in 2011-12. However, the dematerialised value of commercial paper at CDSL declined from ₹ 1,324 crore in 2010-11 to ₹ 1,299 crore in 2011-12. The number of active instruments and dematerialised value of debentures/bonds increased at NSDL in 2011-12 over 2010-11. In CDSL, even though number of active instruments under debentures/ bonds declined, the demat value increased in 2011-12. Depository participants as a class of intermediary form the backbone of the dematerialised framework in Indian securities market. The geographical coverage of depository participants (DPs) of NSDL and CDSL widened in 2011-12. The DP locations for NSDL were available at 1,554 cities in 2011-12 as compared to 1,422 cities in 2010-11 (Table 2.26). The number of DP locations improved considerably for CDSL also from 1,572 in 2010-11 to 2,104 in 2011-12.

(Source: SEBI Annual Report, 2011-2012)

### **DERIVATIVES SEGMENT**

The presence and role of derivatives in India, both OTC and exchange traded, has been increasing steadily over the years. These instruments are an important component of the overall financial sector strategy and the broad regulatory objective is to ensure that they are used to their potential in ways that are consistent with both financial development and the contribution of financial markets to economic growth.

The equity derivatives segment is the most active derivatives market in India. During 2011-12, turnover of derivatives market exceeded the all-India cash market turnover by over 11 times (Chart 2.9). Trading in derivatives segment is dominated by NSE, which has a share of more than 99 percent of the total turnover. The total number of contracts traded in the derivative segment of NSE increased by 16.5 percent to 120,50,45,464 in 2011-12 from 103,42,12,062 in 2010-11, whereas, at BSE, the number of contracts traded increased exponentially from 5,623 in 2010-11 to 2,50,55,608 in 2011-12. The value of the contracts traded in the derivative segment of NSE increased by 7.2 percent to ₹ 3,13,49,732 crore in 2011-12 from ₹ 2,92,48,221 crore in 2010-11, whereas the turnover at the derivatives segment of BSE increased exponentially to ₹ 8,08,476 crore in 2011-12 from ₹ 154 crore in 2010-11. The open interest in the derivative segment of NSE declined by 12.5 percent to ₹ 89,049 crore at the end of 2011-12 from ₹ 1,01,816 crore at the end of 2010-11.

Currency futures trading commenced in India on August 29, 2008 at NSE. Later, MCX-SX and BSE were also granted permission on October 7, 2008 and October 8, 2008 respectively to start trading in currency derivatives. Subsequently, BSE has stopped its operations in the currency derivatives segment from April 7, 2010. On the other hand, the third exchange, USE started the currency futures trading on September 20, 2010. Even though initially only USD-INR futures were traded, currency futures segment was expanded with the introduction of EURO: INR, GBP: INR and JPY: INR. A new product, currency options was introduced at NSE and USE from October 29, 2010. The currency options was introduced on only USD-INR pair. During 2011-12, total turnover was the highest at NSE (₹ 46,74,990 crore) followed by MCX-SX (₹ 37,32,446 crore) and USE (₹ 14,88,978 crore). The product-wise share in currency derivatives volume shows that USD-INR futures dominated the currency futures market with an average share of 82.0 percent followed by USD-INR options at 13.7 percent and Euro-INR futures at 2.7 percent.

Trading in ten year notional coupon bearing Government of India (GoI) bond futures started at NSE on August 31, 2009. Further, interest rate futures on 91 day Government of India (GoI) treasury bills (T-bills) started at NSE on July 4, 2011. The trends in turnover and open interest in Interest Rate Derivatives (Ten Year Notional coupon and 91 day T-bill bearing GoI bond futures) at NSE is depicted in Table 2.36. During 2011-12, the total turnover in the interest rate derivatives segment was ₹ 3,959 crore compared to ₹ 62 crore in 2010-11.

(Source: SEBI Annual Report, 2011-2012)

# FOREIGN INSTITUTIONAL INVESTMENT

Foreign capital flows are indispensable to growth of emerging market economies to finance the capital needed for excess of investment over the domestic savings. They help in developing nascent financial markets and overall financial development. Foreign institutional investment is an important component in the capital flows available to a country to pursue its trajectory of economic growth. Foreign Institutional investment brings in a flow of non debt creating foreign inflows into any market. Since 1992 when FIIs were allowed to invest in the country, FII flows into India has increased manifold. The gross purchases of debt and equity by FIIs declined by 7.2 percent to ₹ 9,21,285 crore in 2011-12 from ₹

9,92,599 crore in 2010-11 (Table 2.51). The combined gross sales by FIIs declined by 2.2 percent to ₹ 8,27,562 crore from ₹ 8,46,161 crore during the same period in previous year. The total net inflow of FII was ₹ 93,725 crore in 2011-12 compared to ₹ 1,46,438 crore in 2010-11. During 2011-12, there was a net inflow in the equity segment by FIIs amounting to ₹ 43,738 crore (Table 2.52). The debt segment also witnessed a positive net inflow of ₹ 49,988 crore. Month-wise, the net FII inflow was the highest in equity segment during the last quarter of 2011-12 particularly in February 2012 (₹ 25,212 crore) followed by January 2012 (₹ 10,358 crore) and March 2012 (₹ 8,381 crore). In the equity segment, FII investment was negative in for three months viz., August 2011 (₹ 10,834 crore), May 2011(₹ 6,614 crore) and

November 2011 (₹ 4,198 crore). In the debt segment, inflow was the highest in December 2011 (₹ 21,775 crore) followed by January 2012 (₹ 15,971 crore) and February 2012 (₹ 10,016 crore). Net investment by FII increased from December 2011 and reached the highest in February 2012. The cumulative investment by FIIs at acquisition cost, which was USD 121.6 billion at the end of March 2011, increased to USD 140.5 billion at the end of March 2012.

(Source: SEBI Annual Report, 2011-2012)

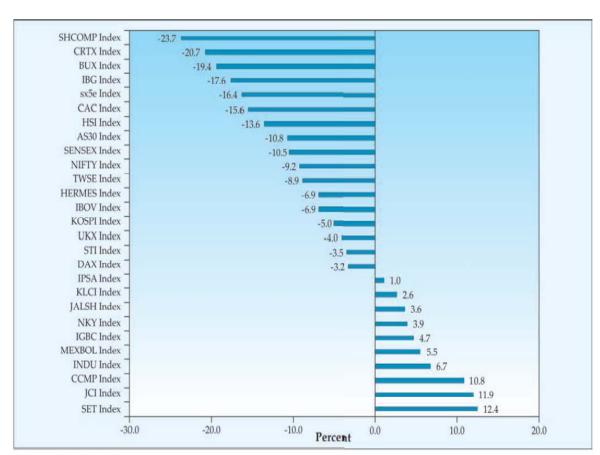
### **Venture Capital Funds and Foreign Venture Capital Investors**

The cumulative net investments by venture capital funds (VCFs) and foreign venture capital investors (FVCIs) was ₹58,936 crore as on March 31, 2012 compared to ₹52,688 crore as on March 31, 2011. Of the total investments, ₹39,492 crore was invested by FVCIs and ₹28,839 crore was by VCFs.

### **Global Secondary Markets**

International comparison indicates that the majority of the indices witnessed major corrections during 2011-12. Global economy was hit by a barrage of shocks during 2011-12 in the form of earthquake and tsunami in Japan, unrest in the Middle East oil producing countries, high oil and commodity prices and downgrading of USA by S&P. Yet again, the year was unprecedented as it entered a dangerous phase. Intensifying concerns on the deteriorating Euro crisis transmitted market stress across the world posing severe threat to financial stability. Slowdown in global growth, in particular of advanced economies portended, the onset of an imminent recession for the world.

Emerging economies and their stock markets could not remain immune to these developments. The uncertainties in the financial markets, changing risk appetite, slowdown in exports due to low growth in US and Euro area, consequences of de-leveraging in the Euro area and hugely volatile capital flows intensified the risks for the emerging markets. However, owing to a vast set of collective policy actions in the Euro area, fiscal adjustments plans, and infusion of fiscal discipline, outlook has improved since the beginning of 2012. The recent growth statistics of USA has also shown improvements. As a result there has been a rebound in the equity markets towards the end of 2011-12. Among the emerging markets the annual return on a point-to-point basis was the highest in Thailand (12.4 percent), followed by Indonesia (11.9 percent) and Mexico (5.5 percent). India's stock return was negative as BSE Sensex and S&P CNX Nifty registered a decline of 10.5 percent and 9.2 percent respectively. Of the developed markets, only gain was recorded by USA (10.8 percent) and Japan (3.9 percent). Ironically, both countries had faced crises of historic dimensions during the year. The highest decline, among various markets was witnessed in China (23.7 percent) followed by Russia (20.7 percent) and Hungary (19.4 percent).



### Year-on-Year Return of International Indices

Source: Bloomberg Services

(Source: SEBI Annual Report, 2011-2012)

# **Prospects**

The overall health of securities markets depends on several factors such as macroeconomic environment, trading and settlement infrastructure, and belief in the integrity of the markets. Among these factors, the latter two continue to be robust with severalforward looking steps being taken by SEBI. The macroeconomic factor has contributed to slightly negative sentiment in the markets. It may however be emphasized that this is more likely to be a temporary phenomenon as the economy shifts from a very high growth path to merely a high growth path. Other factors remaining constant, the securities markets are expected to resume their original trendline. However, SEBI in its endeavour to maintain the integrity of the market and promoting seamless trading, clearing and settlement process in the securities market, has continuously harped on improving the conditions of systemic factors in a persistent manner.

Keeping in view the changing scope and nature of the market structure, SEBI has in the past and in future, will continue to make rules and regulations to preserve and maintain a safe, fair and orderly market to protect the interest of investors, development of the securities market and supervision. Towards achieving the same, SEBI conducts investor awareness and education programme in various parts of the country to make investor an informed investor. SEBI is in constant upgradation of its surveillance mechanism and updates its system to keep pace with the evolving demands of a growing market.

Currently, participation of retail investors in the securities market is insignificant. In view of this, investor assistance and education will continue to be SEBI's priority area in the future. This would help in developing wide and deep markets aimed at increasing base of savvy investors and thus also help in achieving financial inclusion for the investors in the country. Enhancing the retail participation in mutual funds is a challenge, which can contribute not only to the financial inclusion and can play a balancing role vis-a vis potential destabilising effect of varying foreign institutional

investments. Introduction of Rajiv Gandhi Equity Saving Scheme proposed in the Union Budget 2012-13 is expected to enhance the retail investor participation directly and through mutual funds.

It is, however, to be emphasised that in a dynamic market like securities market, the robustness of the markets is to be preserved through constant endeavour. SEBI will continue to ensure that the markets remain vibrant, fair and safe. Emerging trends such as relative dominance of derivatives market segment over the cash market segment will require effort and attention on the part of the regulator.

# **Registration of Stock Brokers**

During 2011-12, 256 new stock brokers were registered with SEBI in cash segment whereas there were 184 cases of cancellation/surrender of brokership during the year 2011-12 as compared to 531 and 100, respectively in 2010-11. The total number of registered stock brokers as on March 31, 2012, increased to 9,307 from 9,235 in 2010-11

# Classification of Stock Brokers in Cash Segment on the Basis of Ownership

S.	Stock	Proprietorship				Partnership			Corporate **				Total		
No.	Exchange	2	011	2	2012	2011		2012		2011		2012		2011	2012
		Nos.	Percent	Nos.	Percent	Nos.	Percent	Nos.	Percent	Nos.	Percent	Nos.	Percent	Nos.	Nos.
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
1	Ahmedabad	137	41.14	137	40.29	19	5.71	21	6.18	177	53.15	182	53.53	333	340
2	Bangalore	135	50.00	134	49.08	4	1.48	6	2.20	131	48.52	133	48.72	270	273
3	BSE	183	14.07	181	13.15	31	2.38	30	2.18	1087	83.55	1,164	84.59	1,301	1,376
4	Bhubaneswar	196	91.16	195	91.12	0	0.00	0	0.00	19	8.84	19	8.88	215	214
5	Calcutta	656	72.81	644	72.20	44	4.88	43	4.82	201	22.31	204	22.87	901	892
6	Cochin	351	79.59	350	79.37	9	2.04	9	2.04	81	18.37	82	18.59	441	441
7	Coimbatore	88	64.71	88	64.71	0	0.00	0	0.00	48	35.29	48	35.29	136	136
8	Delhi	181	37.63	190	38.23	32	6.65	32	6.44	268	55.72	275	55.33	481	497
9	Gauhati	93	95.88	90	95.74	1	1.03	1	1.06	3	3.09	3	3.19	97	94
10	ISE	566	60.02	552	60.20	29	3.08	28	3.05	348	36.90	336	36.64	943	917
11	Jaipur	457	95.01	447	94.90	6	1.25	6	1.27	18	3.74	18	3.82	481	471
12	Ludhiana	216	70.36	215	70.26	2	0.65	2	0.65	89	28.99	89	29.08	307	306
13	MPSE	160	78.82	162	77.88	1	0.49	1	0.48	42	20.69	45	21.63	203	208
14	Madras	112	53.08	112	51.85	14	6.64	14	6.48	85	40.28	90	41.67	211	216
15	NSE	73	5.26	72	5.06	77	5.54	80	5.62	1,239	89.20	1,269	89.18	1,389	1,423
16	OTCEI	147	20.97	145	20.98	18	2.57	18	2.60	536	76.46	528	76.41	701	691
17	Pune	124	67.03	123	67.58	7	3.78	7	3.85	54	29.19	52	28.57	185	182
18	UPSE	252	76.83	244	76.97	3	0.91	3	0.95	73	22.26	70	22.08	328	317
19	Vadodara	245	78.53	245	78.27	3	0.01	3	0.96	64	20.51	65	20.77	312	313

<sup>\*</sup> As on March 31 of the respective year.

(Source: SEBI Annual Report, 2011-2012)

<sup>\*\*</sup> The categories of Financial Institutions and Composite Corporate are clubbed within the category of corporate broker. Note: Percent is to the total number of brokers in the respective exchanges

### **OUR BUSINESS**

The following information is qualified in its entirety by, and should be read together with, the more detailed financial and other information included in the Draft Prospectus, including the information contained in the section titled 'Risk Factors', beginning on page number 10 of the Draft Prospectus.

This section should be read in conjunction with, and is qualified in its entirety by, the more detailed information about our Company and its financial statements, including the notes thereto, in the sections titled 'Risk Factors' and 'Financial Information' and chapter titled 'Management Discussion and Analysis of Financial Condition and Results of Operations' beginning on page numbers 10, 112 and 130, respectively, of the Draft Prospectus.

Unless the context otherwise requires, in relation to business operations, in this section of the Draft Prospectus, all references to "we", "us", "our" and "our Company" are to GCM Securities Limited and Group Entities as the case may be.

#### Overview

Our Company was incorporated on May 2, 1995 as a Public Limited Company under the name "GCM Securities Limited".

We are currently engaged in the business of equity broking, investing and trading activities. Our Company become the member of National Stock Exchange and started the stock broking operation on the NSE platform after obtaining SEBI Registrarion as Trading Member in October 1995. The company was mainly into retail broking at the time of starting the stock broking operations. Subsequently with the introduction of the Future and option segment into the Indian capital market the company became Self Clearing Member under F & O Segment in the year 2007. Post this development our focus was mainly shifted to HNI clients. In the year 2010 our company further decided to expand its area of activities and decided to take the membership of Bombay Stock Exchange. Currently, our company is member on both capital market segment and F&O segment. The company has been successful to create a niche for itself in the select HNI segment also.

The company is providing broking services in Equity and Future & Options segment. We have membership in the cash and future and options segments of both BSE and NSE.

We are currently serving the corporate clients and mainly the high net worth individuals. We intend to expand and increase our presence in the retail segment by setting up of up additional 25 branches in Kolkata, Mumbai, Delhi, Chennai and Bikaner.

Post the launch of SME Platform by BSE, our Company has sensed the opportunity and hence we have got our selves registered as Market Maker with BSE SME. Further we have also applied for membership to MCX Stock Exchange Limited vide our letter dated September 11, 2012 and the same is under process.

Our Company is also engaged in making investment in various companies. We are not bound by pre-defined restrictions in regards to our search for investment opportunities. We invest in companies at various stages. Our management approach can take the form either of driving change or partnership with existing owners. We invest in both quoted and unquoted securities and derivatives with sufficient liquidity. The investment strategies are mostly long-term, and are based on an analysis of investment fundamentals. We also do proprietary investment in tradable securities.

# **Further Expansion Plans of Our Company**

Our Company has raised ₹ 1,914.00 Lacs by issuing 95,70,000 Equity Shares of face value of ₹ 10 each at a issue price of ₹ 20 per equity share to Promoters, Friends and Other Strategic Investors. We intend to utilise the above amount on the expansion of the business of our Company incuding the following:

# a. Expansion and Establishments of Branch Offices

Our entire business is currently being undertaken from our registered office situated at Kolkata and corporate office situated at at Mumbai. All the back office and support functions are carried out from this office only.

We believe that our branches will play an important role in customer targeting and acquisition and customer service. We plan to set up 25 branches in 5 cities across India for our broking business. The cities will include Kolkata, Mumbai, Delhi, Chennai and Bikaner. On each new branch we will incur outlay towards furniture and fixtures, computers, connectivity (including VSAT for our broking branches), rent deposit, glow sign boards, etc. Typically, these branches would be about 1,000 sq. ft in size. Some branches will be smaller and there would be larger branches like Area offices and Branch offices. We are yet to identify suitable location for the proposed office spaces. As a result, we have not entered into any lease or license arrangements for establishment of any of these offices. We have not entered into any definitive arrangements for establishing any of these offices. These offices will enable us to expand our presence in retail segment and shall also enable us to identify new clients in different regions and offer our services to them. We have already taken one office at 505, Raheja Centre, Free Press Journal Marg, Nariman Point, Mumbai – 400 021 on leave and licence basis in Mumbai on February 15, 2013 for one of the proposed branch in Mumbai.

# b. Acquiring membership of CDSL

Being broker taking a depository license will make our clients very comfortable to operate their account. They won't be required to open up trading account and DP account separately at different places, which will definitely help us to improve our services for existing clients and also help us in capturing new clients.

# c. Setting up Merchant Banking Division

Opening up of new listing platform in the form of SME segment can be taken as a great opportunity for merchant bankers and underwrites. It is great platform for small and medium enterprises to raise funds from market and enhance their business. As the number of enterprises will show their interest for raising fund through this platform, we see huge scope in undertaking merchant banking and underwriting activities for all types of public issues. Hence we also plan to set up a subsidiary in this regard and take Merchant Banking Licence from SEBI in the same. We also plan to have a separate office and infrastructure for the same.

# d. Brand Building exercise

We intend to undertake various brand building activities for the services we provide to corporate and individuals. We intend to advertise our products and services through various mediums including television, radio, web promotion and SMS marketing, advertisements in magazines and local newspapers. Apart from marketing our services through traditional means, we also intend to market our products and services over the internet by various methods such as Search Engine Optimization (SEO), online brand management, banner promotions on various popular websites, mass mailing (emails), POP displays etc. We believe it is essential for our Company to focus on increasing the brand visibility for our Company and the services that we provide to our clients. This will enhance our visibility, which we intend to convert into business opportunity for us.

# e. Strengthen the Management Team

With the proposed expansion plan in place we also plan to strengthen our management team and its competencies by hiring new qualified professionals and undertaking training programmes for the development of the existing management team. We believe that our ability to grow depends to a significant extent on our ability to attract and retain the best talent in the market place. The key elements of our human resource strategy include:

- Objectively set performance based fixed and variable reward and recognition mechanism
- Work culture designed and evolved around the principles of ownership and accountability. The company has granted ESOPs to key employees
- Creating a second line support for all key positions through employee career planning process
- Regular on and off site training programs for skill enhancement.

Our Company intends to deploy part of the above proceeds towards other corporate purposes, including but not restricted to strategic initiatives, organic growth opportunities strengthening of our marketing capabilities, meeting exigencies and contingencies which our Company in the ordinary course of business may not foresee, or any other purposes as approved by our Board of Directors.

#### Location

We operate from the following premises:

Type of Facility	Location
Registered Office	3B, Lal Bazar Street, Sir R N M House, 5th Floor, Kolkata - 700 001, West Bengal
Corporate Office	805, Raheja Centre, Free Press Journal Marg, Nariman Point, Mumbai – 400 021
Proposed Branch	505, Raheja Centre, Free Press Journal Marg, Nariman Point, Mumbai – 400 021

Our Company is expanding by setting up additional 25 branches in Kolkata, Mumbai, Delhi, Chennai and Bikaner. For further details please refer to the section titled 'Objects of the Issue on page 48 of the Draft Prospectus.

# **Our Competitive Strengths**

### 1. Experienced and Qualified management team

Our Company is managed by a team of competent personnel having knowledge of core aspects of our Business. Our promoters' viz. Mr. Inder Chand Baid, Mr. manish Baid and Mr. Samir Baid all are Chartered Accountants and are well assisted by our Key Managerial Persons who have helped us to have long term relations with our customers and has also facilitated us to entrench with new customers. We believe that our experience, knowledge and human resources will enable us to drive the business in a successful and profitable manner.

# 2. Strong Risk Management System

We have deployed resources in terms of technology, people and processes to manage our risk management function. We have established general risk management procedures for trading activities, including instruments and strategies, position and trading limits for trading desks, business units and/or individual traders, periodic stress testing and cash flow. We periodically review and modify such procedures, as necessary or appropriate. These procedures cover our internal control system, customer margin requirement and risk management of relationship members.

# 3. Strong relationship with our clients

Our Company believes in maintaining long term relationships with our clients in terms of increased sales. Our dedicated focus on client coverage and our ability to provide timely solutions and faster resolution of customer complaints, if any, has helped us to establish long-term relationships with institutional and high net worth individual clients. This key strength has helped us to receive repeat business from our clients. We also believe that because of our timely trade execution, competitive pricing and customer service, we enjoy goodwill amongst our customers.

# **Our Business Strategy**

# 1. Shifting focus on retail

Currently, participation of retail investors in the securities market is insignificant. In view of this, investor assistance and education will continue to be SEBI's priority area in the future. This would help in developing wide and deep markets aimed at increasing base of savvy investors and thus also help in achieving financial inclusion for the investors in the country. Introduction of Rajiv Gandhi Equity Saving Scheme proposed in the Union Budget 2012-13 is expected to enhance the retail investor participation. Introduction of safety net scheme in the IPOs is further expected to increase the retail participation. Our company is trying to leverage on the aforesaid and will focus on retail as one of the future growth strategy.

# 2. Increase geographical presence

We are currently located in Kolkata in West Bengal. Going forward we plan to establish our presence in the western region and we intend to set up 25 branch offices in major cities. Our emphasis is on expanding the scale of our operations as well as growing our network in Western India, which we believe will provide attractive opportunities to grow our client base and revenues.

### 3. Continue to develop client relationships

We plan to grow our business primarily by growing the number of client relationships, as we believe that increased client relationships will add stability to our business. We seek to build on existing relationships and also focus on bringing into our portfolio more clients. Our Company believes that business is a by-product of relationship. Our Company believes that a long-term client relationship with large clients fetches better dividends. Long-term relations are built on trust and continuous meeting with the requirements of the customers.

#### 4. Competitive Pricing

To remain aggressive and capitalize a good market share, we believe in offering competitive prices to our customers. This helps us to sustain the competition and claim a position of strength in the marketplace.

# 5. Attracting and retaining the highest quality professionals.

In service industry People are the most valuable asset of the company and the reputation of the company will be built up by the management team. The dedication of the employees, professional skill, integrity and technical analytical mind results in success and growth of business. The well informed, technically and professionally qualified employee will help the client to take correct decision and thereby we can retain the clients and increase our clientele through mouth publicity of our company. We have been successful in attracting and retaining key professionals and intend to continue to seek out talent to further enhance and grow our business.

# **Our Major Products, Secvices and Processes**

# **Equity Broking**

Our Company is a member of BSE and NSE for trading in Equity market. We cater to the needs of our clients i.e. corporate, high net worth individuals and retail investors in the secondary market segments (Cash and F&O). We provide personalised trade and execution services along with real time information to our clients. Our trading volumes are as follows:

BSE	Trading Volumes- Cash Equities
	(₹ Crores)
FY 2011-2012	54.208 Crores
Period ended September 30, 2012	94.501 Crores

NSE	Trading Volumes- Cash Equities (₹ Crores)	Trading Volumes – equity derivatives (₹ Crores)
FY 2011-2012	36.646	164.706
Period ended September 30, 2012	2.36	38.02

# **Market Making Services**

With the coming up of BSE SME platform, we saw market making as the new business opportunity. Three years market making is compulsory for IPOs on SME platform. We are registered as the as market maker with the BSE vide their letter no. MCD/GI/HD/ANK/5442/2013 dated January 10, 2013.

# **Proposed Services**

# **Depository Services**

Depository Participant is an agent of the depository and can offer depository related services only after obtaining a certificate of registration from SEBI. We will offer depository facility to our equity trading clients as a part of integrated service offering through CDSL, where our Company proposes to register as depository participant.

#### **Plant and Machineries**

The major plant and machineries required for our business is computers. We have adequate number of computer systems communserate with our current size of operations.

#### **Collaborations**

We have not entered into any technical or other collaboration.

#### **Infrastructure Facilities**

# Risk Management

The global financial crisis has highlighted the need to manage risks regarding new financial instruments such as derivatives, currency futures etc. Our Company is dealing in financial services and hence risk management is of utmost importance. We have deployed resources in terms of technology, people and processes to manage our risk management function. We monitor and control our risk exposure through financial, credit, operational, compliance and legal reporting systems based on mandatory regulatory requirements and as per our business needs. We have risk management procedures for evaluating and managing the market, credit and other risks to which we are exposed, as well as protecting our reputation in the market.

Our risk management system monitors our market exposure on the basis of the total margin collected from clients, the total margin deposited with the exchanges and the lines of credit available from the banks. Our risk management department analyses this data in conjunction with our risk management policies and takes appropriate action where necessary to minimise risk.

For real time risk management software called, 'ODIN' named 'ADMIN' is used. This system can evaluate risks at pretrade and post-trade levels on a dynamic or real time basis. The integrated risk management features allow our risk management team to exercise a high degree of control over the entire process. This assists us in keeping a check over the exposure limit utilized by various clients and also enables us to take action to mitigate risk in due course.

# Compliance

We have in place an independent and comprehensive compliance structure to address compliance and reputation risk. The compliance department reports to the Board of Directors of the Company on matters relating to prevention of Insider trading as specified in the policy. The Compliance department's role is to ensure that the Company operates in accordance with the laws and regulations of the exchanges and regulators. The Compliance officer provides support for each of the businesses. The Compliance department is the main liaison arm of our Company with the regulators and handles all regulatory matters. It also ensures that persons connected to our Company do not profit by dealing in securities on the basis of unpublished price sensitive information.

# Back office and data processing management

The back office for the BSE is based at the Mumbai data centre. The back office for the NSE is based at the Kolkata data centre. We use software named, SharePro supplied by Standard Software Pvt.Ltd. The software has advanced risk management and reporting capabilities and has been designed and developed to cater the transaction volumes of our business. Future Tradex back office software by Cosoha Computers for BSE.

# Technology

We recognise the need to have a sophisticated technology network in place to meet our customer needs as well as to maintain a risk management system. To that end, we have set up a dedicated data centre at our offices at Kolkata and Mumbai. Our technology infrastructure is aimed at ensuring that our trading and information systems are reliable and performance enhancing and that client data are protected. Data back-up is taken on an incremental basis on tape drives and sent to another location. Our system is a complex multi-product/multi-architecture system as per the the needs of our retail, corporate and HNI clients. We have scalable platforms for order management and risk management and also have sophisticated server and network infrastructure.

# **Connectivity Infrastructure**

We have set up a VSAT for our Kolkata office. We have taken leased line connection for data connectivity at our Mumbai and Kolkata offices. We always endeavour to minimise downtime.

Connectivity for our proposed expansions will also be based on leased line basis.

# Manpower

Our Company is committed towards creating an organization that nurtures talent. We provide our employees an open atmosphere with a continuous learning platform that recognizes meritorious performance.

The following is a department-wise break-up of our employees as on January 31, 2012:

Sr. No.	Category	Western Zone	Eastern Zone	Northern Zone	Southern Zone	Total
1	Key Managerial	2	3	-	-	5
2	Assistant	5	7	-	-	12
	Total	7	10			17

Our proposed manpower requirement is as detailed below for our expansion plans and will be through local recruits and acquaintances.

Description	No. of employees
Middle Management	25
Office staff	50
Total	75

# Past Production Figures Industry-wise

The equity broking industry is highly fragmented and is dominated by large number main brokers and sub brokers. For details of the industry data please refer to section titles "Our Industry" beginning on page 60 of the Draft Prospectus.

# Competition

We face the competition in our business from other existing equity brokers. We compete with some of our competitors nationally and with others on a regional, product or business line basis. Many of our competitors have substantially large capital base and resources than we do and offer a broader range of financial products and services. We believe that the principal factors affecting competition in our business include client relationships, reputation, the abilities of employees, market focus and the relative quality and price of the services and products.

# Approach to Marketing and Marketing Set-up

Our top management and key executives enjoy the confidence of several corporate and retail clients and we market us only to a selected setup of clients. We interact with our customers to get the feedback on the quality of services and improve the same as well. We also propose to set up a dedicated marketing team with our proposed expansion.

# **Future Prospects**

The future plans of our Company are in line with the way the industry is thinking and planning ahead. Our Company is trying to increase the geographical areas of operations to cater to the growing market.

### **Capacity and Capacity Utilization**

Our Company operates in a service industry and hence capacity and capacity utilisation is not applicable to us.

# **Export Possibilities & Export Obligation**

Currently, we do not have any outstanding export obligations.

# **Property**

The following table sets forth the location and other details of the leasehold properties of our Company:

Sr. No	Description of Property	Name of Lessor	Agreement Date, Lease period	Amount	Purpose
1.	3B, Lal Bazar Street, Sir R N M House, 5th	Mrs. Saroj Baid	April 1, 2012	Rent of ₹ 6,00,000 per annum	Registered Office
	Floor, Kolkata - 700 001, West Bengal		10 years Period ending March 31, 2021		
2.	805, Raheja Centre, Free Press Journal	Cadillac Vanijya Private	April 1, 2012	Rent of ₹ 6,00,000 per annum	Corporate Office
	Marg, Nariman Point, Mumbai – 400 021	Limited	12 Months		
3.	505, Raheja Centre, Free Press Journal Marg, Nariman Point,	Pressman Realty Limited	February 15, 2013 36 Months	Security Deopsit of ₹ 10,80,000	Proposed Branch Office
	Mumbai – 400 021		-	Monthly Rent of ₹ 1,20,000	

# **Intellectual Property**

Our Company has applied for registration of Trademark "©" in the name of the Company vide its application dated November 27, 2012.

# Insurance

Our Company maintains insurance against various risks inherent in our business activities, including Broker Indemnity Insurance Policy. Overall, we generally maintain insurance covering our assets and operations at levels that we believe to be appropriate for our business. Although, we consider our insurance coverage to be of a type and level that is economically prudent, we cannot assure you that we will be able to maintain insurance at rate which we consider commercially reasonable or that such coverage will be adequate to cover any claims that may arise.

# **KEY REGULATIONS AND POLICIES**

The Issuer engages, in equity debt and derivatives brokerage and related financial services. The legal framework for providing the above financial services and products by us, is set out:

# The Securities and Exchange Board of India Act, 1992

The main legislation governing the activities in relation to the securities markets is the Securities and Exchange Board of India Act, 1992 (the "SEBI Act") and the rules, regulations and notifications framed thereunder. The SEBI Act was enacted to provide for the establishment of SEBI whose function is to protect the interests of investors and to promote the development of, and to regulate, the securities market. The SEBI Act also provides for the registration and regulation of the function of various market intermediaries like the stockbrokers, merchant bankers, portfolio managers, etc. Pursuant to the SEBI Act, SEBI has formulated various rules and regulations to govern the functions and working of these intermediaries. SEBI also issues various circulars, notifications and guidelines from time to time in accordance with the powers vested with it under the SEBI Act. In addition to the SEBI Act, the key activities of the Company are also governed by the following rules, regulations, notifications and circulars:

# **Broking**

The stock broking activities are regulated by the SEBI (Stock-Brokers and Sub-Brokers) Regulations, 1992 ("SEBI Regulations"), the Securities Contracts (Regulation) Act, 1956 ("SCRA"), the Securities Contracts (Regulations) Rules, 1957 ("SCRR") and the bye-laws of the stock exchanges of which it has membership ("bye-laws"). The SEBI Regulations govern the registration and functioning of stockbrokers, sub-brokers and the trading members of the stock exchanges. The regulations prescribe the criteria, standards and the procedure for registration of stockbrokers, sub-brokers and persons seeking to be trading members of stock exchanges. The intermediaries are required to abide by a code of conduct prescribed by these regulations. The penalties for failure to comply with the regulations are also laid down. SEBI has the authority to inspect the books of accounts of the intermediaries and take such appropriate action as it deems fit after giving an opportunity for hearing. The SCRA empowers the Government of India and SEBI to make and amend rules, pursuant to which the SCRR have been made. The SCRA also empowers stock exchanges recognised by SEBI to frame bye-laws to regulate the conduct of their members. The SCRR, *inter alia*, regulates the conditions of eligibility for a stock broker to be admitted to membership of a stock exchange.

# **Other Regulations**

The securities market is governed by the provisions of the SEBI (Prohibition of Insider Trading) Regulations, 1992. The regulations prohibit the dealing by any person or company in securities of any other company when in possession of unpublished price sensitive information of such company. SEBI is empowered to inspect and investigate the books of accounts or other documents of an insider and make appropriate directions, where it deems fit. The regulations also prescribe a model code of conduct to be followed by all companies and organisations associated with the securities markets. Further, the regulations mandate a disclosure of the number of shares or voting rights held by any person who holds in excess of 5% of the shares or voting rights of a listed company. Any change in the aforementioned shareholding / voting rights must be intimated to the SEBI.

# Depositories Act, 1996

One registered as a Depository Participants with CDSL, our Company will also be governed by the Depositories Act, 1996 and the SEBI (Depositories and Participants) Regulations, 1996 and the rules, regulations and bye-laws of CDSL.

# Fit and Proper Person Criteria

The criteria for determination of whether an entity can be registered under any of the above regulations are governed by the SEBI (Criteria for Fit and Proper Person) Regulations, 2004. The Company is also required, as an intermediary, to be registered under the SEBI (Central Database of Market Participants) Regulations, 2003.

# Securities Contract (Regulation) Act, 1956

The SCRA and the Rules framed thereunder also define securities that can be traded in India and also lay down the terms and conditions for trading in such securities. The SCRA and the Rules also provide for recognition and regulation of stock exchanges in India including the BSE of which the Company is a member.

# Stock Exchange Rules, Regulations and Bye-laws

Further, the Company is also regulated by the rules, regulation and by-laws of the stock exchanges where it is registered as a trading member. Hence it is also governed by the rules, regulations and by-laws of the NSE and the BSE, the stock exchanges on which it is a trading member.

# The Companies Act, 1956

The Companies Act deals with issue, allotment and transfer of securities and various aspects relating to company management. It provides for standard of disclosure in public issues of capital, particularly in the fields of company management and projects, information about other listed companies under the same management, and management perception of risk factors. It also regulates underwriting, the use of premium and discounts on issues, rights and bonus issues, payment of interest and dividends, supply of annual report and other information.

The other significant legislations and regulations that generally govern our industry in India are acts such as the Income Tax Act, 1961, Service Tax Rules, 1994, Bombay Shops and Establishment Act, 1948, and such other acts as applicable. For details of government approvals obtained by us, please refer to the chapter titled "Government and Other Approvals" beginning on page number 140 of the Draft Prospectus.

# HISTORY AND CERTAIN CORPORATE MATTERS

# **History of our Company**

Our Company was incorporated on May 2, 1995 as a Public Limited Company under the name "GCM Securities Limited".

We are currently engaged in the business of equity broking. Our Company become the member of National Stock Exchange and started the stock broking operation on the NSE platform after obtaining SEBI Registrarion as Trading Member in October 1995. The company was mainly into retail broking at the time of starting the stock broking operations. Subsequently with the introduction of the Future and option segment into the Indian capital market the company became Self Clearing Member under F & O Segment in the year 2007. Post this development our focus was mainly shifted to HNI clients. In the year 2010 our company further decided expand its area of activities and decided to take the membership of Bombay Stock Exchange. Currently, our company is member on both capital market segment and F&O segment. The company has been successful to create a niche for itself in the select HNI segment also.

The company is providing trading services in Equity and Future & Options segment. We have membership in the cash and future and options segments of both BSE and NSE.

Our current promoters are Mr. Inder Chand Baid, Mrs. Saroj Baid, Mr. Manish Baid, Mr. Samir Baid and Global Capital Market & Infrastructures Limited.

For further details of our Company's activities, services and the growth of our Company, please refer to the chapters titled "Our Business" and "Management's Discussion and Analysis of Financial Conditions and Results of Operations" beginning on page numbers 70 and 130, respectively, of the Draft Prospectus.

The total number of members of our Company as on the date of filing of the Draft Prospectus is 253. For further details, please refer the chapter titled 'Capital Structure' beginning on page number 36 of the Draft Prospectus.

# **Changes in our Registered Office:**

There has been no change in the Registered Office of our Company since incorporation.

# Main Objects of our Company:

The object clauses of the Memorandum of Association of our Company enable us to undertake the activities for which the funds are being raised in the present Issue. Furthermore, the activities of our Company which we have been carrying out until now are in accordance with the objects of the Memorandum. The main objects of our Company are:

- 1.To be a member of any Stock Exchange in India and/or abroad and to carry on business as shares and stock brokers, underwriters, agents and brokers for subscribing to and for the sale and purchase of securities to and for the sale and purchase of securities, stocks, shares, debentures, debenture stock, bonds, units, commercial paper, Government and public securities or other financial instruments or obligations of anybody corporate, authority whether Central, State or Local, Undertaking whether public or private and provisional documents relating thereto; to act as managers to the issue of any of the securities aforesaid and to promote the formation and mobilization of capital.
- 2.To provide financial services, advisory and counseling services and facilities of every description capable of being provided by share and stock brokers, share and stock jobbers, share dealers, investment fund managers and to arrange and sponsor public and private issues or placement of share and loan capital and to negotiate and underwrite such issues, to enter Into financial and technical collaboration arrangements with individuals, firms, banks, investment trusts, merchant banks and companies / corporations including institutions whether in India or abroad, to form syndicates or consortia of managers, agents and purchase in connection with the securities.

### Amendments to the MoA of our Company since Incorporation:

Since incorporation, the following amendments have been made to the MoA of our Company:

Date	Changes
At Incorporation:	15,00,000 equity shares of ₹ 10/-each aggregating to ₹ 1,50,00,000/-

March 25, 1996	Increased from 15,00,000 equity shares of ₹ 10/-each aggregating to ₹ 1,50,00,000/- to 21,00,000 equity shares of ₹ 10/- each aggregating to ₹ 2,10,00,000/-
September 2, 2005	Increased From 21,00,000 equity shares of ₹ 10/-each aggregating to ₹ 2,10,00,000/- lacs to 33,30,000 equity shares of ₹ 10/- each aggregating to ₹ 3,33,00,000/-
November 22, 2012	Increased From 33,30,000 Equity Shares of ₹ 10/- each aggregating to ₹ 3,33,00,000/- to 2,00,00,000 Equity Shares of ₹ 10/- each aggregating to ₹ 20,00,00,000/-

# **Key Events and Milestones:**

The following table sets forth the key events and milestones in the history of our Company, since incorporation:

Year	Event
1995	Incorporation
1995	Trading Membership of NSE
2007	Self Clearing Member under F & O Segment
2010	Trading Membership of BSE
2013	Registered as Market Maker on BSE SME Platform

# **Subsidiaries and Holding Company:**

Our Company is not a subsidiary of any company. Further, as on the date of the Draft Prospectus our Company does not have any subsidiary company.

#### Other declarations and disclosures

Our Company is not a listed entity and its securities have not been refused listing at any time by any recognized stock exchange in India or abroad. Further, Our Company has not made any Public Issue or Rights Issue (as defined in the SEBI ICDR Regulations in the past. No action has been taken against Our Company by any Stock Exchange or by SEBI.

Our Company is not a sick company within the meaning of the term as defined in the Sick Industrial Companies (Special Provisions) Act, 1985. Our Company is not under winding up nor has it received a notice for striking off its name from the relevant Registrar of Companies.

# Fund raising through equity or debt:

For details in relation to our fund raising activities through equity and debt, please refer to the chapters titled 'Financial Information' and 'Capital Structure' beginning on page number 112 and 36, respectively, of the Draft Prospectus.

# Revaluation of assets:

Our Company has not revalued its assets since its incorporation.

# Changes in the activities of Our Company having a material effect

Other than the above, there has been no change in the activities being carried out by our Company during the preceding five years from the date of the Draft Prospectus which may have a material effect on the profits / loss of our Company, including discontinuance of lines of business, loss of agencies or markets and similar factors.

# **Injunctions or Restraining Orders:**

Our Company is not operating under any injunction or restraining order.

# Mergers and acquisitions in the history of our Company

There has been no merger or acquisition of businesses or undertakings in the history of our Company.

# Defaults or Rescheduling of borrowings with financial institutions/banks:

There have been no Defaults or Rescheduling of borrowings with financial institutions/banks.

# Strikes and lock-outs:

Our Company has, since incorporation, not been involved in any labour disputes or disturbances including strikes and lock- outs. As on the date of the Draft Prospectus, our employees are not unionized.

# Time and cost overruns in setting up projects:

As on the date of the Draft Prospectus, there have been no time and cost overruns in any of the projects undertaken by our Company.

# **Shareholders' agreement:**

Our Company does not have any subsisting shareholders' agreement as on the date of the Draft Prospectus.

# **Other Agreements:**

Our Company does not have any other agreement as on the date of the Draft Prospectus.

# **Strategic Partners:**

Our Company does not have any strategic partner(s) as on the date of the Draft Prospectus.

# **Financial Partners:**

As on the date of the Draft Prospectus, apart from the various arrangements with bankers and financial institutions which our Company undertakes in the ordinary course of business, our Company does not have any other financial partners.

# **OUR MANAGEMENT**

As per the Articles of Association of our Company, we are required to have not less than three (3) Directors and not more than twelve (12) Directors on its Board. As on date of the Draft Prospectus, our Board consist of 6 (six) Directors. Mr. Manish Baid is the Managing Director of our Company. Further, in compliance with the requirements of Clause 52 of the SME Equity Listing Agreement, our Board consist of 3 (three) independent Directors.

# The Board of Directors of our Company

The following table sets forth certain details regarding the members of our Company's Board as on the date of the Draft Prospectus:

Sr. No.	Name, Designation, Address, Nationality, Age, Occupation and DIN	Date of Appointment as Director and Term of Office	Other Directorships
1.	Inder Chand Baid S/o Late Mr. Deep Chand Bajaj  Designation: Chairman (Whole-time and Non-Independent)  Address: 1801-1802, Sky Flama, A wing, China Mills Compound, Dosti Flamingoes, Near Sewree Naka, T.J. Road, Sewree, Parel, Mumbai - 400 015  Age: 63 years  Occupation: Business  DIN: 00235263	Date of appointment:  Reappointed as Whole Time Director with effect from January 30, 2013  Term: For a period of three years, liable to retire by rotation.	<ul> <li>Public Limited Companies:</li> <li>Global Capital Market &amp; Infrastructures Ltd.</li> <li>Private Limited Companies:</li> <li>GCM Commodities &amp; Derivatives Pvt. Ltd.</li> <li>Cadillac Vanijya Pvt. Ltd.</li> <li>Silver Pearl Commercial Pvt. Ltd.</li> <li>Chello Commotrade Pvt. Ltd.</li> </ul>
2.	Manish Baid  S/o Mr. Inder Chand Baid  Designation: Managing Director (Executive and Non-Independent)  Address: 1801-1802, Sky Flama, A wing, China Mills Compound, Dosti Flamingoes, Near Sewree Naka, T.J. Road, Sewree, Parel, Mumbai - 400 015  Nationality: Indian  Age: 36 years  Occupation: Business  DIN: 00239347	Date of appointment:  Reappointed as Managing Director with effect from December 7, 2012  Term: For a period of three years.	<ul> <li>Public Limited Companies:</li> <li>Nil.</li> <li>Private Limited Companies:</li> <li>GCM Commodities &amp; Derivatives Pvt. Ltd.</li> <li>Silver Pearl Commercial Pvt. Ltd.</li> <li>Chello Commotrade Pvt. Ltd.</li> <li>Cadillac Vanijya Pvt. Ltd.</li> </ul>
3.	Samir Baid  S/o Mr. Inder Chand Baid  Designation: Whole Time Director (Executive and Non-Independent)	Date of appointment:  Reappointed as Whole Time Director with effect from January 30, 2013  Term: For a period of three	Public Limited Companies:  NIL  Private Limited Companies:  GCM Commodities &

Sr. No.	Name, Designation, Address, Nationality, Age, Occupation and DIN	Date of Appointment as Director and Term of Office	Other Directorships
	Address: 7B, Tirumala, 35, Ballygunj Park, Kolkata, West Bengal -700 019	years, liable to retire by rotation.	Derivatives Pvt. Ltd.  • Silver Pearl Commercial
	Nationality: Indian		Pvt. Ltd. • Chello Commotrade Pvt.
	Age: 34 years		<ul><li>Ltd.</li><li>Cadillac Vanijya Pvt. Ltd.</li></ul>
	Occupation: Service		
	DIN: 00243521		
4.	Amitabh Shukla	Date of appointment: October 25, 2012	Public Limited Companies:
	S/o Mr. Rajendra Prasad Shukla	Term: Liable to retire by	Global Capital Market & Infrastructures Ltd.
	Designation: Director (Non-executive and Independent)	rotation	Private Limited Companies:
	Address: 35-Q, Raja Naba Krishna Street, Kolkata, West Bengal - 700005		• Shukla Consultants Pvt. Ltd
	Nationality: Indian		
	Age: 52 years		
	Occupation: Business		
	DIN: 00978503		
5.	Ashok Bothra	Date of appointment: October	Public Limited Companies:
		22, 2012	
	S/o Mr. Keshrichand Bothra		
	S/o Mr. Keshrichand Bothra  Designation: Director (Non-executive and Independent)	Term: Liable to retire by rotation	Finance Ltd.  • JMD Telefilms Industries Ltd.
	Designation: Director	Term: Liable to retire by	<ul> <li>Finance Ltd.</li> <li>JMD Telefilms Industries Ltd.</li> <li>Anugrah Jewellers Limited</li> <li>Dynamic Portfolio Management &amp; Services Ltd.</li> </ul>
	Designation: Director (Non-executive and Independent)  Address: A-2/302 Tirupati Darshan Balaji Nagar, Station Road, Bhayandar	Term: Liable to retire by	<ul> <li>Finance Ltd.</li> <li>JMD Telefilms Industries Ltd.</li> <li>Anugrah Jewellers Limited</li> <li>Dynamic Portfolio Management &amp; Services Ltd.</li> </ul>
	Designation: Director (Non-executive and Independent)  Address: A-2/302 Tirupati Darshan Balaji Nagar, Station Road, Bhayandar (W) Thane, Maharashtra - 401101	Term: Liable to retire by	Finance Ltd.  JMD Telefilms Industries Ltd.  Anugrah Jewellers Limited  Dynamic Portfolio Management & Services Ltd.  Unisys Softwares &
	Designation: Director (Non-executive and Independent)  Address: A-2/302 Tirupati Darshan Balaji Nagar, Station Road, Bhayandar (W) Thane, Maharashtra - 401101  Nationality: Indian	Term: Liable to retire by	<ul> <li>Finance Ltd.</li> <li>JMD Telefilms Industries Ltd.</li> <li>Anugrah Jewellers Limited</li> <li>Dynamic Portfolio Management &amp; Services Ltd.</li> <li>Unisys Softwares &amp; Holding Industries Ltd.</li> </ul>
	Designation: Director (Non-executive and Independent)  Address: A-2/302 Tirupati Darshan Balaji Nagar, Station Road, Bhayandar (W) Thane, Maharashtra - 401101  Nationality: Indian  Age: 47 years	Term: Liable to retire by	Finance Ltd.  JMD Telefilms Industries Ltd.  Anugrah Jewellers Limited  Dynamic Portfolio Management & Services Ltd.  Unisys Softwares & Holding Industries Ltd.  Private Limited Companies:
	Designation: Director (Non-executive and Independent)  Address: A-2/302 Tirupati Darshan Balaji Nagar, Station Road, Bhayandar (W) Thane, Maharashtra - 401101  Nationality: Indian  Age: 47 years  Occupation: Business	Term: Liable to retire by rotation  Date of appointment: October	Finance Ltd.  JMD Telefilms Industries Ltd.  Anugrah Jewellers Limited  Dynamic Portfolio Management & Services Ltd.  Unisys Softwares & Holding Industries Ltd.  Private Limited Companies:
	Designation: Director (Non-executive and Independent)  Address: A-2/302 Tirupati Darshan Balaji Nagar, Station Road, Bhayandar (W) Thane, Maharashtra - 401101  Nationality: Indian  Age: 47 years  Occupation: Business  DIN: 01734863	Term: Liable to retire by rotation  Date of appointment: October 25, 2012	Finance Ltd.  JMD Telefilms Industries Ltd.  Anugrah Jewellers Limited  Dynamic Portfolio Management & Services Ltd.  Unisys Softwares & Holding Industries Ltd.  Private Limited Companies:  Nil  Public Limited Companies:  Global Capital Market &
6.	Designation: Director (Non-executive and Independent)  Address: A-2/302 Tirupati Darshan Balaji Nagar, Station Road, Bhayandar (W) Thane, Maharashtra - 401101  Nationality: Indian  Age: 47 years  Occupation: Business  DIN: 01734863  Alok Kumar Das	Term: Liable to retire by rotation  Date of appointment: October	Finance Ltd.  JMD Telefilms Industries Ltd.  Anugrah Jewellers Limited  Dynamic Portfolio Management & Services Ltd.  Unisys Softwares & Holding Industries Ltd.  Private Limited Companies:  Nil

Sr. No.	Name, Designation, Address, Nationality, Age, Occupation and DIN	Date of Appointment as Director and Term of Office	Other Directorships
	Santoshpur, Kolkata, West Bengal - 700075		Nil
	Nationality: Indian		
	Age: 50 years		
	Occupation: Business		
	DIN: 00243572		

# Note:

- 1) None of the above mentioned Directors are on the RBI List of willful defaulters as on the date of the Draft Prospectus.
- 2) None of the Promoters, persons forming part of our Promoter Group, our Directors or persons in control of our Company or our Company are debarred by SEBI from accessing the capital market.
- 3) None of the Promoters, Directors or persons in control of our Company, have been or are involved as a promoter, director or person in control of any other company, which is debarred from accessing the capital market under any order or directions made by SEBI or any other regulatory authority.

# Brief Profile of the Directors of our Company

**Mr. Inder Chand Baid**, aged 63 Years, is the Chairman of our Company. He has completed his Bachelors in Commerce from University of Calcutta. He is a Chartered Accountant by Profession and is a Fellow member of the Institute of Chartered Accountants of India. He is having an experience of over 16 Years in Merchant Banking and having an experience of about 30 years in Accounting, Taxation, Company Law, Financial Markets and Capital Market activities.

**Mr. Manish Baid**, aged 36 Years, is the Managing Director of our Company. He has completed his Bachelors in Commerce from University of Calcutta. He is a Chartered Accountant by profession. Further, he is having an experience of over 17 Years in capital markets, accounting and taxation. He has been working in the field of capital markets since 1995.

**Mr. Samir Baid**, aged 34 years, is the Executive Director of our Company. He has completed his Bachelors in Commerce from University of Calcutta. He is a Chartered Accountant by Profession and is a Fellow member of the Institute of Chartered Accountants of India. Further, he is having an experience of over 15 Years in Accounting, Taxation and Company Law as well as of Financial Market activities.

**Mr. Amitabh Shukla**, aged 52 years, is a non-executive independent Director of our Company. He holds a bachelors' degree in commerce and has also completed his LLM from University of Calcutta. He has having and experience of over 20 years in the field of legal advisory. He was appointed as an Independent Director of our Company from October 25, 2012.

**Mr. Ashok Bothra**, aged 47 years, is a non-executive independent Director of our Company. He holds a bachelors' degree Commerce from the University of North Bengal. He has experience of over 20 years in field of accounts, taxation and capital market related activities. He was appointed as an Independent Director of our Company October 22, 2012.

**Mr. Alok Kumar Das**, aged 50 years, is a non-executive independent Director of our Company. He has completed his Bachelors in Commerce from University of Calcutta. He is a Chartered Accountant by Profession. He has been involved in financial activities for over 20 years. He was appointed as an Independent Director of our Company from October 25, 2012.

#### Family relationship between Directors

Other than as mentioned below, none of our Directors are related to each other within the meaning of Section 6 of the Companies Act, 1956:

Mr. Inder Chand Baid - Father of Mr. Manish Baid & Samir Baid

Mr. Manish Baid - Son of Inder Chand Baid & Brother of Samir Baid

Mr. Samir Baid - Son of Inder Chand Baid & Brother of Manish Baid

#### Borrowing power of the Board

The borrowing powers of our Board are regulated by the provisions of the Articles of Association of our Company.

Pursuant to a special resolution passed at the Extra Ordinary General Meeting of our shareholders held on January 30, 2013 our Directors were authorised to borrow money(s) on behalf of our Company in excess of the paid up share capital and the free reserves of our Company from time to time, pursuant to the provisions of Section 293(1)(d) of the Companies Act, subject to an amount not exceeding ₹ 100 crores.

For further details of the provisions of our Articles of Association regarding borrowing powers, please refer to the chapter titled 'Main Provisions of the Articles of Association' beginning on page number 176 of the Draft Prospectus.

# **Terms and Conditions of Employment of the Directors**

# i. Managing Director

# Manish Baid, Managing Director

Manish Baid is the Managing Director of our Company. He was designated as the Managing Director for a term of three years commencing w.e.f. December 07, 2012 *vide* an EGM resolution dated December 7, 2012. The remuneration payable to Manish Baid towards salary (inclusive of perquisites, performance bonus and allowances) in terms of the EGM resolution shall not exceed ₹ 25,000 per month.

# ii. No remuneration is payable to Mr. Inder Chand Baid and Mr. Samir Baid, both Whotetime Directors of Company.

# iii. Independent Directors

Our independent Directors are not entitled to sitting fees of ₹ 2,000 per meeting for attending meetings of the Board, or of any committee of the Board.

# **Shareholding of Directors in our Company**

As per the Articles of Association of our Company, a Director is not required to hold any shares in our Company to qualify him for the office of the Director of our Company. The following table details the shareholding in our Company of our Directors in their personal capacity, as on the date of the Draft Prospectus:

Sr. No.	Name of the Directors	No. of Equity Shares held	% of pre-issue paid-up Equity Share capital in our Company
1.	Inder Chand Baid	9,48,300	7.35%
2.	Manish Baid	13,64,800	10.58%
3.	Samir Baid	13,47,500	10.45%

# Details of current and past directorship(s) in listed companies whose shares have been / were suspended from being traded on the BSE / NSE and reasons for suspension

None of our Directors is / was a Director in any listed company during the last five years before the date of filing this Draft Prospectus, whose shares have been / were suspended from being traded on the Bombay Stock Exchange Ltd (BSE) and National Stock Exchange (NSE) except Mr. Manish Baid who was Director of M/s. NCL Research &

Financial Services Ltd. (NCL) whose trading was suspended by BSE for non-compliances and later was resumed for trading w.e.f. 20<sup>th</sup> July 2010. (However Mr. Manish Baid was appointed as Director after suspension). He has further resigned from the Directorship of NCL with effect from January 6, 2013.

# Details of current and past directorship(s) in listed companies which have been/ were delisted from the stock exchange(s) and reasons for delisting

None of our Directors are currently or have been on the board of directors of a public listed company whose shares have been or were delisted from being traded on any stock exchange.

#### **Interest of Directors**

All of our Directors may be deemed to be interested to the extent of fees payable to them (if any) for attending meetings of the Board or a committee thereof as well as to the extent of remuneration payable to them for their services as Managing Director of our Company and reimbursement of expenses as well as to the extent of commission and other remuneration, if any, payable to them under our Articles of Association. Some of the Directors may be deemed to be interested to the extent of consideration received/paid or any loans or advances provided to any body corporate including companies and firms, and trusts, in which they are interested as directors, members, partners or trustees.

All our Directors may also be deemed to be interested to the extent of Equity Shares, if any, already held by them or their relatives in our Company, or that may be subscribed for and allotted to our non-promoter Directors, out of the present Issue and also to the extent of any dividend payable to them and other distribution in respect of the said Equity Shares.

The Directors may also be regarded as interested in the Equity Shares, if any, held or that may be subscribed by and allocated to the companies, firms and trusts, if any, in which they are interested as directors, members, partners, and/or trustees.

Our Directors may also be regarded interested to the extent of dividend payable to them and other distribution in respect of the Equity Shares, if any, held by them or by the companies/firms/ventures promoted by them or that may be subscribed by or allotted to them and the companies, firms, in which they are interested as Directors, members, partners and Promoters, pursuant to this Issue.

All our Directors may be deemed to be interested in the contracts, agreements/ arrangements entered into or to be entered into by the Company with either the Director himself, other company in which they hold directorship or any partnership firm in which they are partners, as declared in their respective declarations.

Interest in promotion of our Company

Except for Inder Chand Baid, Manish Baid and Samir Baid, being promoters and to the extent to remuneration received/to be received, none of our Directors have any interest in the promotion of our Company.

Interest in the property of our Company

Other than as mentioned below, our Directors have no interest in any property acquired or proposed to be acquired by our Company in the preceding two years from the date of the Draft Prospectus nor do they have any interest in any transaction regarding the acquisition of land, construction of buildings and supply of machinery, etc. with respect to our Company.

Our Company has taken the registered office on lease basis from Mrs. Saroj Baid, one of our Promoter at the rent of ₹ 6,00,000 per annum. Further we have taken corporate office on lease basis from Cadillac Vanijya Private Limited one of our Promoter Group entity at the rent of ₹ 6,00,000 per annum.

*Interest in the business of our Company* 

Further, save and except as stated otherwise in "Statement of Transactions with Related Parties" in the chapter titled "Financial Information" beginning on page number 112 of the Draft Prospectus, our Directors do not have any other interests in our Company as on the date of the Draft Prospectus. Our Directors are not interested in the appointment of Underwriters, Registrar and Bankers to the Issue or any such intermediaries registered with SEBI.

There is no arrangement or understanding with major shareholders, customers, suppliers or others, pursuant to which any of the directors was selected as a director or member of senior management.

#### **Details of Service Contracts**

There are no service contracts entered into with any Directors for provision of benefits or payments of any amount upon termination of employment.

# **Bonus or Profit Sharing Plan for the Directors**

There is no bonus or profit sharing plan for the Directors of our Company.

# **Contingent and Deferred Compensation payable to Directors**

No Director has received or is entitled to any contingent or deferred compensation.

# Changes in the Board for the last three years

Save and except as mentioned below, there had been no change in the Directorship during the last three (3) years:

Name of Director	Date of Appointment	Reason for Change
Inder Chand Baid	January 30, 2013	Change in Designation
Manish Baid	December 7, 2012	Change in Designation
Samir Baid	January 30, 2013	Change in Designation
Ashok Bothra	October 22, 2012	Appointed to broadbase the board
Amitabh Shukla	October 25, 2012	Appointed to broadbase the board
Alok Kumar Das	October 25, 2012	Appointed to broadbase the board

# **Corporate Governance**

The provisions of the listing agreements to be entered into with the Stock Exchanges with respect to corporate governance and the SEBI ICDR Regulations in respect of corporate governance become applicable to our Company at the time of seeking in-principle approval of the Stock Exchanges. Our Company has complied with the corporate governance code in accordance with Clause 52 of such Listing Agreement, particularly those relating to composition of Board of Directors, constitution of committees such as Audit Committee, Remuneration and Shareholder / Investors Grievance Committee. Our Board functions either as a full board or through various committees constituted to oversee specific operational areas. Further, our Company undertakes to take all necessary steps to comply with all the requirements of Clause 52 of the Listing Agreement to be entered into with the Stock Exchanges.

# **Composition of Board of Directors**

The Board of Directors of our Company has an optimum combination of executive and non-executive Directors as envisaged in Clause 52 of the Listing Agreement. Our Board has six Directors out of which three are independent directors in accordance with the requirement of Clause 52 of the Listing Agreement.

In terms of Clause 52 of the Listing Agreement, our Company has constituted the following Committees of the Board:

- 1. Audit Committee
- 2. Remuneration Committee
- 3. Shareholders/Investors Grievance Committee

To enable efficient functioning with regards to the activities relating to this Issue we have constituted an Initial Public Offer (IPO) Committee.

# 1. Audit Committee

The Audit Committee was reconstituted *vide* Board resolution dated October 26, 2012 pursuant to Section 292A of the Companies Act and clause 52 of the Listing Agreement. As on the date of the Draft Prospectus the Audit Committee consists of the following Directors:

Name of the Director	Designation in the Committee	Nature of Directorship
Mr. Alok Kumar Das	Chairman	Non-executive and Independent
Mr. Inder Chand Baid	Member	Executive and Non-independent
Mr. Amitabh Shukla	Member	Non-Executive and Independent

Our Company Secretary, Pooja Bhartia is the secretary of the Audit Committee.

The terms of reference of our Audit Committee are given below:

- 1. Overseeing the Company's financial reporting process and the disclosure of its financial information to ensure that the financial statement is correct, sufficient and credible.
- 2. Recommending to the Board, the appointment, re-appointment and, if required, the replacement or removal of the statutory auditor and the fixation of audit fees.
- 3. Approval of payment to the statutory auditors for any other services rendered by the statutory auditors.
- 4. Appointment, removal and terms of remuneration of internal auditor.
- 5. Reviewing, with the management, the annual financial statements before submission to the Board for approval, with particular reference, but not restricted to:
  - a. Matters required to be included in the Director's Responsibility Statement' to be included in our Board's report in terms of Clause (2AA) of Section 217 of the Companies Act;
  - b. Changes, if any, in accounting policies and practices and reasons for the same;
  - c. Major accounting entries involving estimates based on the exercise of judgment by management;
  - d. Significant adjustments made in the financial statements arising out of audit findings;
  - e. Compliance with listing and other legal requirements relating to the financial statements;
  - f. Disclosure of any related party transactions;
  - g. Qualifications in the draft audit report.
- 6. Reviewing, with the management, the quarterly financial statements before submission to the board of directors for their approval, including such review as may be required for compliance with provisions of the listing agreement entered into with the Stock Exchanges;
- 7. Monitoring the statement of uses/ application of funds raised through an issue (public issue, rights issue, preferential issue, etc.), the statement of funds utilized for purposes other than those stated in the offer document/prospectus/notice and the report submitted by the monitoring agency monitoring the utilisation of proceeds of a public or rights issue, and making appropriate recommendations to the Board to take up steps in this matter;
- 8. Reviewing, with the management, performance of statutory and internal auditors, and adequacy of the internal control systems.
- 9. Reviewing the adequacy of internal audit function, if any, including the structure of the internal audit department, staffing and seniority of the official heading the department, reporting structure, coverage and frequency of internal audit
- 10. Reviewing management letters / letters of internal control weaknesses issued by the statutory auditors;
- 11. Discussing with internal auditors on any significant findings and follow up thereon.
- 12. Reviewing the findings of any internal investigations by the internal auditors into matters where there is suspected fraud or irregularity or a failure of internal control systems of a material nature and reporting the matter to the board.
- 13. Discussion with statutory auditors before the audit commences, about the nature and scope of audit as well as post-audit discussion to ascertain any area of concern.
- 14. To look into the reasons for substantial defaults in the payment to the depositors, debenture holders, shareholders (in case of nonpayment of declared dividends) and creditors.
- 15. To review the functioning of the 'whistle blower' mechanism, when the same is adopted by our Company and is existing.
- 16. Approval of appointment of CFO (i.e., the whole-time Finance Director or any other person heading the finance function or discharging that function) after assessing the qualifications, experience & background, etc. of the candidate
- 17. Carrying out any other function as is mentioned in the terms of reference of the Audit Committee and to carry out any other function statutorily required to be carried out by the Audit Committee as per applicable laws;
- 18. The Audit Committee shall mandatorily review the following information:

- a. Management discussion and analysis of financial information and results of operations;
- Statement of significant related party transactions (as defined by the Audit Committee), submitted by the management;
- c. Management letters / letters of internal control weaknesses issued by the statutory auditors;
- d. Internal audit reports relating to internal control weaknesses; and
- e. The appointment, removal and terms of remuneration of the chief internal auditor shall be subject to review by the Audit Committee.
- 19. Terms of reference, power, quorum and other matters in relation to the Audit Committee will be as per Clause 52 of Listing Agreement

The recommendations of the Audit Committee on any matter relating to financial management, including the audit report, are binding on the Board. If the Board is not in agreement with the recommendations of the Audit Committee, reasons for disagreement shall have to be minuted in the Board Meeting and the same has to be communicated to the shareholders. The chairman of the committee has to attend the Annual General Meetings of our Company to provide clarifications on matters relating to the audit.

The Audit Committee is required to meet at least four times in a year and not more than four months will elapse between two meetings. The quorum will be either two members or one third of the members of the Audit Committee whichever is greater, but there should be a minimum of two independent members present.

#### 2. Remuneration Committee

The constitution of the Remuneration Committee was reconstituted at a meeting of the Board of Directors held on October 26, 2012. As on the date of the Draft Prospectus the Remuneration Committee consists of the following Directors:

Name of the Director	<b>Designation in the Committee</b>	Nature of Directorship
Alok Kumar Das	Chairman	Non-executive and Independent
Amitabh Shukla	Member	Non-executive and Independent
Ashok Bothra	Member	Non- executive and Independent

Our Company Secretary, Pooja Bhartia is the secretary of the Remuneration Committee.

The scope of Remuneration Committee shall include but shall not be restricted to the following:

- 1. to ensure that our Company has formal and transparent procedures for the selection and appointment of new directors to the board and succession plans;
- 2. to develop and implement a plan for identifying and assessing competencies of directors;
- 3. to identify individuals who are qualified to become board members, taking into account a variety of factors, including, but not limited to:
  - a) the range of skills currently represented on the board;
  - b) the skills, expertise, experience (including commercial and/or industry experience) and particular qualities that make individuals suitable to be a director of our Company; and/or
  - c) the individual's understanding of technical, accounting, finance and legal matters;
- 4. to make recommendations for the appointment and removal of directors;
- 5. ensure that our Company has in place a programme for the effective induction of new directors;
- 6. to review, on an ongoing basis, the structure of the board, its committees and their inter relationship;
- 7. to recommend to the Board, the remuneration packages of our Company's Managing / Joint Managing / Deputy Managing / Whole time / Executive Directors, including all elements of remuneration package (i.e. salary, benefits, bonuses, perquisites, commission, incentives, stock options, pension, retirement benefits, details of fixed component and performance linked incentives along with the performance criteria, service contracts, notice period, severance fees etc.);
- 8. to be authorised at its duly constituted meeting to determine on behalf of the Board of Directors and on behalf of the shareholders with agreed terms of reference, our Company's policy on specific remuneration packages for Company's Managing / Joint Managing / Deputy Managing / Whole-time / Executive Directors, including pension rights and any compensation payment;
- 9. to implement, supervise and administer any share or stock option scheme of our Company; and
- 10. to attend to any other responsibility as may be entrusted by the Board within the terms of reference.

The Remuneration Committee is required to meet at least four times in a year and not more than four months will elapse between two meetings. The quorum will be either two members or one third of the members of the Remuneration Committee whichever is greater, but there should be a minimum of two independent members present.

#### 3. Shareholders/ Investors Grievance Committee

The Shareholders/ Investors Grievance Committee has been formed by the Board of Directors at the meeting held on October 26, 2012. As on the date of the Draft Prospectus the Shareholders/ Investors Grievance Committee consists of the following Directors:

Name of the Director	<b>Designation in the Committee</b>	Nature of Directorship
Ashok Bothra	Chairman	Non-executive and Independent
Mr. Alok Kumar Das	Member	Non-executive and Independent
Mr. Manish Baid	Member	Managing Director

Our Company Secretary, Pooja Bhartia is the secretary of the Shareholders/ Investors Grievance Committee.

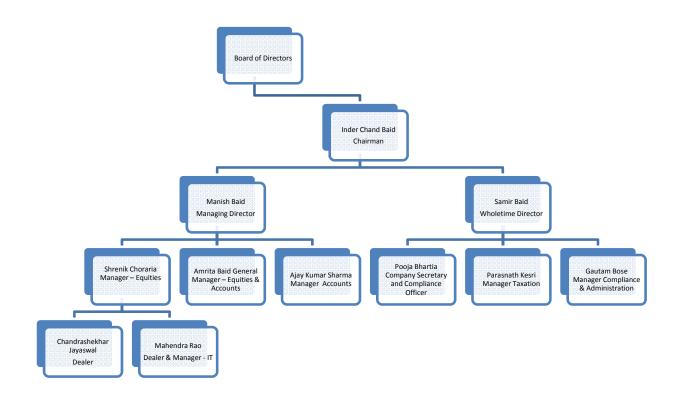
This Committee will address all grievances of Shareholders and Investors in compliance of the provisions of Clause 52 of the Listing Agreements with the Stock Exchanges and its terms of reference include the following:

- 1. Efficient transfer of shares; including review of cases for refusal of transfer / transmission of shares and debentures:
- 2. Redressal of shareholders and investor complaints in relation to transfer of shares, allotment of shares, non-receipts of the refund orders, right entitlement, non-receipt of Annual Reports and other entitlements, non-receipt of declared dividends etc;
- 3. Monitoring transfers, transmissions, dematerialization, re-materialization, splitting and consolidation of shares and other securities issued by our Company, including review of cases for refusal of transfer/ transmission of shares
- 4. Issue of duplicate / split / consolidated share certificates;
- 5. Allotment and listing of shares;
- 6. Review of cases for refusal of transfer / transmission of shares and debentures;
- 7. Reference to statutory and regulatory authorities regarding investor grievances;
- 8. Ensure proper and timely attendance and redressal of investor queries and grievances.
- 9. To do all such acts, things or deeds as may be necessary or incidental to the exercise of all the above powers.

# Policy on Disclosures and Internal Procedure for Prevention of Insider Trading

Our Company undertakes to comply with the provisions of the SEBI (Prohibition of Insider Trading) Regulations, 1992 after listing of our Company's shares on the Stock Exchanges. Our Company Secretary, Jitendra Tiwari, is responsible for setting forth policies, procedures, monitoring and adhering to the rules for the prevention of price sensitive information and in the implementation of the code of conduct under the overall supervision of the Board.

# **Management Organisation Chart**



# **Key Managerial Personnel**

Our Company is managed by our Board of Directors, assisted by qualified professionals, who are permanent employees of our Company. Below are the details of the Key Managerial Personnel of our Company:

Amrita Baid, aged 34 years, is the General Manager – Equities & Accounts of our Company. She has completed her B.Com (H) from Calcutta University and is Chartered Accountant by profession. She joined our Company on November 1, 2011 and is currently overlooks equity trading activities and accounts department of our Company. She has approximately 8 years of experience in the field of accounts and finance and was associated with N.A. Shah & Associates, Chartered Accountants, Mumbai as assistant auditor. She was paid a remuneration of ₹ 1.00 Lacs in the Fiscal 2012 by our Company.

Shrenik Choraria, aged 23 years, is the Manager – Equities of our Company. He has completed his B.Com (H) from Delhi University. He has also completed his BSE's Certification on Central Depository and has also completed various certifications from NSE. He joined our Company on April 1, 2011. At present, he is responsible for managing the equity trading desk at our Mumbai office. He has over 1 year of experience in the field of equity market. He was paid a remuneration of ₹ 2.40 Lacs in the Fiscal 2012 by our Company.

Paras Nath Keshri, aged 52 years, is the Manager – Taxation of our Company. He has completed his B.Com and is a Chartered Accountant by profession. He joined our Company on November 1, 2011. At present, he is responsible for matters related to taxation in our Company. He has over 20 years of experience in the field of accounting and taxation. Prior to joining our company he was having his own practice and also working as tax advisor. He was paid a remuneration of ₹ 1.25 Lacs in the Fiscal 2012 by our Company.

Goutam Bose, aged 31 years, is the Manager – Compliance and Administration of our Company. He has completed his B.Sc. from Kolkata University. He joined our Company on August 17, 2004. At present, he is responsible for stock exchange compliances, liasoning with stock exchanges and also the administration of our company. He has over 6 years of experience in administration and equity market. He was paid a remuneration of ₹ 1.86 Lacs in the Fiscal 2012 by our Company.

**Ajay Kumar Sharma**, aged 39 years, is the Manager – Accounts of our Company. He has completed his B.Com from Mumbai University. At present, he is responsible for finalisation of accounts. He has over 12 years of experience in accounting. Prior to joining our company he has worked with Educomp Solutions Limited and Birla International Private Limited. No remuneration was paid to him in the Fiscal 2012 by our Company as he joined our Company on July 1, 2012.

Mahendra Rao, aged 25 years, is the Dealer and Manager – IT of our Company. He has completed his Diploma in Computer Fundamentals and has also done a course in web designing. He has also completed his Certificate in Capital Market (Dealers) Module and Certificate in Derivatives Market (Dealers) Module from the NSE. He joined our Company on April 1, 2011. At present, he works as a dealer and is responsible for maintaining IT infrastructure in our Company. He has over 4 years of experience and has previously worked with Jeet Group. He was paid a remuneration of ₹ 1.44 Lacs in the Fiscal 2012 by our Company.

Chandrashekhar Jayaswal, aged 25 years, is the Equities Dealer of our Company. He has completed his B.Com from Mumbai University. He has also done Certificate in Derivatives Market (Dealers) Module and Certificate in Capital Market (Dealers) Module from the National Stock Exchange. He joined our Company on February 1, 2012. At present, he is working as dealer and executing trades on our client's behalf. He has over 6 years of experience and has previously worked with MF Global Sify Securities Limited. He was paid a remuneration of ₹ 0.30 Lacs in the Fiscal 2012 by our Company.

**Pooja Bhartiya**, aged 37 years, is the Company Secretary and Compliance officer of our Company. She is a qualified Company Secretary from the Institute of Company Secretaries of India. She has approximately 12 years of experience in legal and secretarial matters. Prior to joining our Company, she was having her own practice. At present, she is responsible for looking after the secretarial matters of our Company. No remuneration was paid to her in the Fiscal 2012 by our Company as she joined our Company in November 30, 2012.

# Notes:

- All of our Key Managerial Personnel mentioned above are on the payrolls of our Company as permanent employees.
- There is no agreement or understanding with major shareholders, customers, suppliers or others pursuant to which any of the above mentioned personnel was selected as a director or member of senior management.
- None of the key managerial personnel, except Mrs. Amrita Baid (Wife of Mr. Manish Baid) & Mr. Shrenik Choraria (Nephew of Mr. Inder Chand Baid & Cousin of Mr. Manish Baid and Mr. Samir Baid) are "related" to the Promoters or Directors of our Company within the meaning of Section 6 of the Companies Act.

# **Details of Service Contracts of our Key Managerial Personnel**

Our key managerial personnel have not entered into any other contractual arrangements with our Company.

# Bonus and/ or Profit Sharing Plan for the Key Managerial Personnel

Our Company does not have any bonus and / or profit sharing plan for the key managerial personnel.

# Contingent and Deferred Compensation payable to Key Managerial Personnel

None of our Key Managerial Personnel has received or is entitled to any contingent or deferred compensation.

# **Shareholding of the Key Managerial Personnel**

None of our Key Managerial Personnel are holding any Equity Shares in our Company as on the date of the Draft Prospectus.

# **Interest of Key Managerial Personnel**

None of our key managerial personnel have any interest in our Company other than to the extent of the remuneration or benefits to which they are entitled to our Company as per their terms of appointment and reimbursement of expenses incurred by them during the ordinary course of business.

# Changes in our Company's Key Managerial Personnel during the last three years

Following have been the changes in the Key Managerial Personnel during the last three years:

Sr. No.	Name	Date of Joining	Date of Leaving	Reason
1.	Ms. Pooja Bhartia	November 30, 2012		Appointment
2.	Mr. Shrenik Choraria	April 1, 2011		Appointment
3.	Mrs. Amrita Baid	November 1, 2011		Appointment
4.	Mr. Paras Nath Keshri	November 1, 2011		Appointment
5.	Mr. Ajay Kumar Sharma	June 1, 2012		Appointment
6.	Mr. Mahendra Rao	April 1, 2011		Appointment
7	Mr. Chandrashekhar	February 1, 2012		Appointment
1.	Jayaswal			

# Scheme of Employee Stock Options or Employee Stock Purchase

Our Company does not have any Employee Stock Option Scheme or other similar scheme giving options in our Equity Shares to our employees.

# **Employees**

As on January 31, 2012, our Company has 17 employees. For details of the Employees/ Manpower of our Company, please refer to the paragraph titled 'Manpower' under the chapter titled 'Our Business' beginning on page number 70 of the Draft Prospectus.

# Loans to Key Managerial Personnel

There are no loans outstanding against the key managerial personnel as on the date of the Draft Prospectus.

#### Payment of Benefits to officers of our Company (non-salary related)

Except for the payment of salaries and perquisites and reimbursement of expenses incurred in the ordinary course of business, and the transactions as enumerated in the chapter titled "Financial Information" and the chapter titled "Our Business" beginning on pages 112 and 70 of the Draft Prospectus, we have not paid/ given any benefit to the officers of our Company, within the two preceding years nor do we intend to make such payment/ give such benefit to any officer as on the date of the Draft Prospectus.

#### **Retirement Benefits**

Except statutory benefits upon termination of their employment in our Company or superannuation, no officer of our Company is entitled to any benefit upon termination of his employment in our Company.

# **OUR PROMOTERS AND PROMOTER GROUP**

# **OUR PROMOTERS**

The Promoters of our Company are:

# Individual Promoter:

- 1. Mr. Inder Chand Baid
- 2. Mrs. Saroj Baid
- 3. Mr. Manish Baid
- 4. Mr. Samir Baid

#### Corporate Promoters:

5. Global Capital Market & Infrastructures Limited

# Brief profile of our Promoters is as under:



Mr. Inder Chand Baid, aged 63 Years, is the Chairman of our Company. He has completed his Bachelors in Commerce from University of Calcutta. He is a Chartered Accountant by Profession and is a Fellow member of the Institute of Chartered Accountants of India. He is having an experience of over 16 Years in Merchant Banking and having an experience of about 30 years in Accounting, Taxation, Company Law, Financial Markets and Capital Market activities. He guides our Company through his experience and is instrumental in preparing our growth starategies.

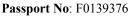
Passport No: F0139374

**Driving License**: Not available **Voters ID**: Not available **PAN**: ACXPB4769Q

**Address**: 1801-1802, Sky Flama, A wing, China Mills Compound, Dosti Flamingoes, Near Sewree Naka, T.J. Road, Sewree, Parel, Mumbai - 400 015

For further details relating to Inder Chand Baid, including terms of appointment as our Managing Director and other directorships, please refer to the chapter titled "Our Management" beginning on page number 82 of the Draft Prospectus.

**Mrs. Saroj Baid** aged 55 years is one of the promoters of our Company. She is a housewife and She is doing activities of trading and investment in Shares and Securities.



**Driving License**: Not Available **Voters ID**: Not Available **PAN**: AEDPB3177Q

**Address**: 1801-1802, Sky Flama, A wing, China Mills Compound, Dosti Flamingoes, Near Sewree Naka, T.J. Road, Sewree, Parel, Mumbai - 400 015

For further details relating to Samir Baid, please refer to the chapter titled "Our Management" beginning on page number 82 of the Draft Prospectus.





**Mr. Manish Baid**, aged 36 Years, is the Managing Director of our Company. He has completed his Bachelors in Commerce from University of Calcutta. He is a Chartered Accountant by profession. Further, he is having an experience of over 17 Years in capital markets, accounting and taxation. He has been working in the field of capital markets since 1995. He looks after the day to day business and operations of our Company.

Passport No: E8310560

**Driving License**: WB-011992589498

**Voters ID**: Not Available **PAN**: ADWPB8817D

**Address**: 1801-1802, Sky Flama, A wing, China Mills Compound, Dosti Flamingoes, Near Sewree Naka, T.J. Road, Sewree, Parel, Mumbai - 400 015

For further details relating to Manish Baid, please refer to the chapter titled "Our Management" beginning on page number 82 of the Draft Prospectus.



**Mr. Samir Baid**, aged 34 years, is the Executive Director of our Company. He has completed his Bachelors in Commerce from University of Calcutta. He is a Chartered Accountant by Profession and is a Fellow member of the Institute of Chartered Accountants of India. Further, he is having an experience of over 15 Years in Accounting, Taxation and Company Law as well as of Financial Market activities. He is responsible for accounting and finance function in our Company.

**Passport No**: J8190353

**Driving License**: WB-012006406992

**Voters ID**: Not Available **PAN**: AEIPB5692K

Address: 7B, Tirumala, 35, Ballygunj Park, Kolkata, West Bengal -700 019

For further details relating to Samir Baid, please refer to the chapter titled "Our Management" beginning on page number 82 of the Draft Prospectus.

#### **Declaration**

Our Company hereby confirms that the personal details of our Individual Promoters viz., Permanent Account Number, Passport Number, and Bank Account Number will be submitted to BSE, at the time of filing this Draft Prospectus with them

# **Our Corporate Promoters**

# Global Capital Market & Infrastructures Limited (GCMIL)

GCMIL was incorporated as Baid & Company Private Limited under the Companies Act, 1956 vide the certificate of incorporation dated February 20, 1989 issued by the Registrar of Companies, West Bengal, Kolkata. The Company was converted into a public limited company and the name was changed to Baid & Company Limited vide Certificate of Incorporation dated June 13, 1994. The name of the Company was changed to Global Capital Markets Limited vide Certificate of Incorporation dated June 28, 1994. The name of the Company was further changed to Global Capital Market & Infrastructures Limited vide Certificate of Incorporation dated July 15, 2010 issued by the Registrar of Companies, West Bengal, Kolkata. The Corporate Identification Number of the Company is L51109WB1989PLC046292. Currently, the equity shares of GCMIL are listed on BSE and CSE

The registered office of GCMIL is situated at Sir R. N. M. House, 3B, Lal Bazar (5th Floor, Block-2) Kolkata - 700 001.

The equity shares of GCMIL were listed in the years 1995. The company made the initial public issue of 40,00,000 equity shares of ₹ 10 each for cash at par aggregating ₹ 400.00 Lacs in March 1995. The issue was made to fund the expansion of the business of the Company.

#### **Stock Market Data**

The Equity Shares of GCMIL are listed on the BSE and the CSE.

The details of the highest and lowest price on the BSE during the preceding six months are as follows:

Month	High (₹)	Low (₹)	High (₹)	Low (₹)		
	Actua	l Price	Price Adjusted for consolidation			
Jan-13	219.90#	18.3	219.9	183		
Dec-12	19.12	14.06	191.2	140.6		
Nov-12	16.8	10.48	168	104.8		
Oct-12	16.8	10.48	168	104.8		
Sep-12	14.78	12.3	147.8	123		
Aug-12	16.39	11.6	163.9	116		

#Global Capital Markets Ltd has consolidated the face value of Equity Shares of the Company of the face value of Re. 1/- (₹ One) each to the face value of ₹ 10/- (₹ Ten) each in January 2013.

The market capitalisation of GCMIL on BSE based on the closing price of ₹ 203.50 per equity share on February 5, 2013 was ₹ 506 Crore.

There is no trading in the Equity Shares of GCMIL on CSE.

# **Main Objects**

The main objects of as per Memorandum of Association are as under:

- 1. To carry on any business of buyers, sellers, suppliers, traders, merchants, importers, exporters, indentors, brokers, agents, assemblers, packers, stockist, distributors and dealers of and in hardware & stores, spare and accessories, commercial natural-and man-made fibres textiles of all kinds, all types of yarn, jute and jute products, chemicals, building materials, vehicle parts, automobile, parts, machine parts, industrial components, plastics and electronic parts & devices, bullion, precious stone works of art, antique, curious jewellery and ornaments and in all kinds of machinery and accessories.
- 2. To carry, acquire by purchase, lease, exchange, hire or otherwise estates, lands, hereditaments, buildings, workshops, office accommodations, factories, easements, forests, orchards, gardens, farms, or other Interests In real estate & to sell, let, lease, Sub- lease or otherwise dispose of and to grant rights over any real property belonging to the Company, To construct, let out, furnish and carry on all or arty of the functions of proprietors of flats, masionettes, dewelling houses, shops, affairs, clubs and for these purposes prepare building sites, and to construct, reconstruct repair, pull down, alter, improve; decorate, furnish and maintain flats, masionettes, dewelling houses, shops, offices, buildings, works and sanitary conveniences of all kinds and to set apart land for pleasure gardens and recreations ground or otherwise improve the land or any part thereof.
- 3. To construct thereon buildings flats, rooms, houses, and to manage or let, the same or any part thereof for any period whether belonging to the Company or not, and at such rent and on such terms and conditions as, the Company shall think fit, proper and convenient, and to collect rents and income, 'drainage,' water and electric charges, and charges for the supply to tenants and occupiers and others light, heat and drainage and charges for the refreshments, attendants, messengers and for equipping waiting-rooms, reading rooms, meeting rooms; 'providing thereon lavatories, bathhouses, laundry, conveniences, to install electric conveniences, garages, recreation facilities and other amenities, from time to time, as and when the Company shall consider, desirable, or to arrange such management, letting and advantages as aforesaid by employing any persons, firms or company to carry out and furnish the same on such terms as the Company may think fit, proper and expedient.

- 4. To carry on the business of investment company and to invest In and acquire and hold or otherwise deal In shares, stocks, debentures, bonds, obligations and securities Issued or guaranteed by any company constituted or carrying on business in India or elsewhere and debentures, stocks, bonds obligations and securities issued or guaranteed by any Government, State dominion, Sovereign ruler, public body or authority, municipal local or otherwise, whether In India or elsewhere.
- 5. Subject to the provision of the Act and direction Issued by Reserve Bank of India, to carry on any business of financiers, producers and distributors and exhibitors, money lenders, sahukars, trustees, real estate agents, builders, underwriters, merchant bankers, guarantors, hire purchase dealers, investors, promoters and brokers; and dealers of and In shares stocks, debentures, securities, bonds, 'Obligations, claims, licenses and charges, land, building, houses, easements. negotiable instruments, decrees, concerns, warehouses, property, and rights of all kinds, agricultural land, farms gardens lates, showroom, office, residential units, ships and godowns, business of insurance agents, trust company safe deposit company and such other business and to receive on deposit or borrow and raise money provided that the company shall not carry on the business of banking as defined under the Banking Companies Act, 1949.
- 6. To act as portfolio and asset managers and/or Consultants, Registrars, Issue, Managers, sub-under writers to undertake the work of factoring, discounting and rediscounting and to arrange and or co-ordinate document and negotiation of bills and other c9m.merclal papers, foreign exchange dealers, forex advisory services and foreign money exchanging business and maintaining branches aboard as per rules of Reserve Bank of India and as permitted under the Foreign Exchange Regulation Act, 1973.
- 7. To carry on the business of generating, selling, transferring distributing, supplying either directly or through others, electricity for the use In Industries, domestic or any other purpose and also feed to the grids of electricity boards or other-power grids using coal, lignite, petroleum products or any other substance, wind' energy, solar energy, wave energy tidal energy, hydro energy, 'unclear energy or any other form of energy.
- 8. To provide all types of engineering facilities including construction, technical Constancy and architectural services related to the use, application of all kinds of power energy operation and maintenance of all kinds of power generation, transmission and distribution and its related products.
- 9. To own, establish, create, maintain, provide, build, operate ports, roads, highways, railways, bridges express ways, fly-over, telecommunication facilities including satellite communication, cellular telephones, paging telephones, networks, LANS WANS and other means of communication.

# **Current Nature of Activities**

GCMIL is a RBI registered non banking financial company having Reg. No. B-05.02114 dated September 24, 2010. GCMIL is presently engaged in the business of investment in shares and securities and of providing loans and advances.

# **Board of Directors**

Currently, the Board of Directors of GCMIL consists of:

Sr. No.	Name	Designation
1.	Mr. Inder Chand Baid	Director
2.	Mr. Laxmi Narayan Sharma	Director
3.	Mr. Alok Kr Das	Independent Director
4.	Mr. Amitabh Shukla	Independent Director

# **Shareholding Pattern**

As on February 5, 2013, the shareholding pattern of GCMIL is as follows

Categ		No of	No of Total	No of Shares	as a %	reholding of total of shares	Shares pledged or otherwise encumbered	
-ory Code	Category of Shareholder	Share holders	Number of Shares	held in demate- rialized form	As a percent age of (A+B)1	As a percent age of (A+B+	Number of shares	As a percent age
(I)	(II)	(III)	(IV)	(V)	(VI)	(VII)	(VIII)	(IX)= (VIII)/ (IV)*10 0
(A)	Promoter and Promoter Group							
(A)	INDIAN							
(a)	Indian Individuals/ Hindu Undivided Family	2	1133477	1133477	4.553	4.553	0	0.000
(1)	Central Government/ State		0	0	0.000	0.000	0	
(b)	Government(s)  Body Corporates	2	0 111900	100000	0.000	0.000	0	
(d)	Financial Institutions / Banks	0	0	100000	0.450	0.450	0	
(e)	Any Other	0	0	0	0.000	0.000	0	
( c )	Sub Total (A)(1)	4	1245377	1233477	5.003	5.003	0	0.000
(2)	Foreign		1243077	1200477	3.005	3.002		0.000
a	Individuals (Non Resident Individuals / Foreign Individuals)	0	0	0	0.000	0.000	0	
b	<b>Bodies Corporate</b>	0	0	0	0.000	0.000	0	
С	Institutions	0	0	0			0	
d	Qualified Foregian Investors							
e	Any Other	0	0	0		0.000	0	
ļ.,	Sub Total (A)(2)	0	0	0	0.000	0.000	0	0.000
	Total Shareholding of Promoter Promoter Group A= (A)(1) + (A)(2)	4	1245377	1233477	5.003	5.003	0	0.000
(B)	Public Shareholding							
(1)	Institutions						N.A	N.A
a	Mutual Funds & UTI	2	94160	0	0.378	0.378		
b	Financial Institutions / Banks	0	0	0	0.000	0.000		
c	Central Government /State Government(s).	0	0	0	0.000	0.000		
d	Venture Capital Funds	0	0	0	0.000	0.000		
e	Insurance Companies	0	0	0	0.000	0.000		
f	Foreign Institutional Investors (SEBI-registered)	0	0	0	0.000	0.000		
g	Foreign Venture Capital Investors	0	0	0	0.000	0.000		
h	Qualified Foregian Investors							
i	Others			· 	0.000	0.000		
	Sub Total (B) (1)	2	94160	0	0.378	0.378	0	0.000
(2)	Non Institutions						N.A	N.A
a	<b>Bodies Corporate</b>	340	7427402	7418402	29.837	29.837		
b	i) Individuals shareholders holding nominal sharecapital up to ₹ 1 Lakh	12884	7462957	6465880	29.980	29.980		

	ii) Individuals shareholders holding nominal sharecapital excess of ₹ 1 Lakh	381	8663604	8513604	34.803	34.803		
c	Qualified Foregian Investors							
d	Any Others				0.000	0.000		
	Sub Total (B) (2)	13605	23553963	22397886	94.619	94.619	0	0.000
	Total Public Shareholding $B = (B)(1) + (B)(2)$	13607	23648123	22397886	94.997	94.997	0	0.000
	Total Public Shareholding (A)+(B)	13611	24893500	23631363	100.000	100.000	0	0.000
( C)	Shares held by Custodians and against which Depository Receipts have been issued					0.000		
	Grand Total (A) +(B)+(C)	13611	24893500	23631363	100.000	100.000	0	0.000

(I)( b ) Statement showing holding of securities (including shares, warrants, convertible securities) of persons belonging to the category "Promoter and Promoter Group"

UCIOII	reionging to the category Promoter and Promoter Group										
		Details of Shares held		Encumbered shares (*)			Details of warrants		Details of convertible securities		Total shares (including
Sr. No.	Name Of the ShareHolder	Number	As a % of grand total (A)+(B)+( C)	Numb er	As a percentag e	As a % of grand total (A)+(B)+( C) of sub- clause (I)(a)	Number of warrants held	As a % total	of converti ble	As a % total number of converti ble securitie s of the same class	underlying shares assuming full conversion of warrants and convertible securities) as a % of diluted share capital
(I)	(II)	(III)	(IV)	(V)	(VI)=(V)/ (III) * 100	(VII)	(VIII)	(IX)	(X)	(XI)	(XII)
1	INDER CHAND BAID	1081477	4.344%		0.000%	0.000%		0.000%		0.000	4.344%
2	MANISH BAID	52000	0.209%		0.000%	0.000%		0.000%		0.000	0.209%
3	GCM SECURITIES LTD	111900	0.450%		0.000%	0.000%		0.000%		0.000	0.450%
	Total:	1245377	5.003%	0	0.000%	0.000%	0	0.000%	0	0.000 %	5.003%

Following are the details of the holding of securities (including shares, warrants, convertible securities) of persons belonging to the category "Public" and holding more than 1% of the total number of shares.

		Details of Shares held		Details of warrants		Details of convertible securities		Total shares (including underlyin g shares	
Sr. No.	Name Of the ShareHolder	No of Shares held	Shares as a percentage of total number of shares {i.e., Grand Total (A)+(B)+(C) indicated in Statement at para (I)(a) above}	warrant warrant		Number of total number of convertibl e securities held same class		assuming full conversio n of warrants and convertibl e securities) as a % of diluted share capital	
								-	
1	SAIKAT TRADELINK PVT LTD	527149	2.118%		0.000%		0.000%	2.118%	
2	KOHINOOR VINCOME PVT LTD	543315	2.183%		0.000%		0.000%	2.183%	
3	SWAPANPURI TRADELINK PVT LTD	507505	2.039%		0.000%		0.000%	2.039%	
4	JOYGURU COMMOTRADE PVT LTD	383798	1.542%		0.000%		0.000%	1.542%	
5	ROCKERS TRADELINK PVT LTD	350030	1.406%		0.000%		0.000%	1.406%	
6	ANKUSKA VANIJYA PVT LTD	354320	1.423%		0.000%		0.000%	1.423%	
7	LARICA TRADING PVT LTD	259012	1.040%		0.000%		0.000%	1.040%	
	Total:	2925129	11.751%		0.000 %		0.000%	11.751%	

(h) Following are the details of the holding of securities (including shares, warrants, convertible securities) of persons belonging to the category "Public" and holding more than 5% of the total number of shares

Sr. No.	Name of the shareholder	Details of S held	Shares	Encu	Encumbered shares (*)		Details of warrants		Details of convertible securities		Total shares (including
		No. of Shares held	As a % of grand total (A) + (B) + (C)	No.	As a percenta ge	As a % of grand total (A) + (B) + (C) of sub-clause (I)(a)	Numbe r of warran ts held	As a % total number of warran ts of the same class	Numbe r of convert ible securiti es held	As a % total numbe r of conver tible securit ies of the same class	underlyin g shares assuming full conversio n of warrants and convertibl e securities) as a % of diluted share capital
(I)	(II)	(III)	(IV)	(V)	(VI) = (V) / (III)* 100	(VII)	(VIII)	(IX)	(X)	(XI)	(XII)
1.	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil
TOT	AL	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil	Nil

<sup>\*</sup> The term 'encumbrance' has the same meaning as assigned to it in regulation 28(3) of the SAST Regulations, 2011.

#### **Promoters of GCMIL**

The current promoters of GCMIL are Mr. Inder Chand Baid and Mr. Manish Baid.

#### **Audited Financial Information**

(₹ In Lacs)

Particulars	For the period ended March 31			
	2012	2011	2010	
Authorised Capital	3,000.00	3,000.00	2,400.00	
Equity Capital	2,489.35	2,489.35	2,369.85	
Share Application Money Pending Allotment	0.00	0.00	0.00	
Reserves and Surplus	1,564.71	1,472.62	222.51	
P&L Dr. Balance	0.00	0.00	0.00	
Misc. Expenditure to the extent not written off	0.00	0.00	32.92	
Total Income	1,920.26	1,340.01	135.22	
Profit / (Loss) after tax	97.62	70.03	27.08	
Earnings per share (₹)	0.04	0.03	0.11	
Net Asset Value Per Share (₹)	1.63	1.59	10.80	
Face Value	1.00	1.00	10.00	

#### Other disclosures:

The equity shares of GCMIL are listed on BSE and CSE. No action has been taken against the company by any Stock Exchange or SEBI. However the trading in equity shares of GCMIL was suspended from October 2005 and the suspension was revoked and trading was commenced again w.e.f. July 16, 2007.

GCMIL is not sick company within the meaning of Sick Industrial Companies (Special Provisions) Act, 1985 and is not under the Board for Industrial and Financial Reconstruction. Further GCMIL is not under winding up, neither does it have a negative net – worth.

There are no defaults in meeting any statutory/bank/institutional dues. No proceedings have been initiated for economic offences against GCMIL.

We hereby confirm that the Permanent Account Number, Bank Account Number, Company Registration Number and the addresses of the Registrar of Companies where GCMIL is registered will be submitted to BSE at the time of filing the Draft Prospectus with them.

Our Promoters and the members of our Promoter Group have not been debarred from accessing the capital markets under any order or direction passed by SEBI or any other regulatory or governmental authority. None of our Promoters was or also is a promoter, director or person in control of any other company which is debarred from accessing the capital market under any order or directions made by the SEBI.

Further, neither our Promoters, the relatives of our Promoters (as defined under the Companies Act) nor our Group Companies have been declared as a willful defaulter by the RBI or any other government authority and there are no violations of securities laws committed by our Promoters in the past and no proceedings for violation of securities laws are pending against him.

# INTEREST OF PROMOTERS

Interest in promotion of our Company

Our Promoters are interested in the promotion of our Company in their capacity as a shareholder of our Company and influencing significant control over the management and policy decisions of our Company.

Interest in the property of our Company

Our Promoters do not have any interest in any property acquired by or proposed to be acquired by our Company two years prior to filing of the Draft Prospectus.

However, Our Company has taken the registered office on lease basis from Mrs. Saroj Baid, one of our Promoter at the rent of ₹ 6,00,000 per annum. Further we have taken corporate office on lease basis from Cadillac Vanijya Private Limited one of our Promoter Group entity at the rent of ₹ 6,00,000 per annum.

Interest as member of our Company

Our Promoters jointly hold 78,89,800 Equity Shares aggregating to 99.997% each of pre-Issue Equity Share Capital in our Company and are therefore interested to the extent of their respective shareholding and the dividend declared, if any, by our Company. Except to the extent of their respective shareholding in our Company and benefits provided to Mr. Manish Baid and as given in the chapter titled "Our Management" beginning on page number 82 of the Draft Prospectus, our Promoters hold no other interest in our Company.

Interest as a creditor of our Company

As on the date of the Draft Prospectus our Company has not availed any secured loan from the Promoters of our Company.

*Interest as Director of our Company* 

Except as stated in the "Statement of Related Party Transactions" beginning on page number 129 of the Draft Prospectus, our Promoters / Directors, may be deemed to be interested to the extent of fees, if any, payable to them for attending meetings of our Board or Committees thereof as well as to the extent of remuneration and/or reimbursement of expenses payable to them for services rendered to us in accordance with the provisions of the Companies Act and in terms of our AoA.

Interest in transactions involving acquisition of land

Our Promoters is not currently interested in any transaction with our Company involving acquisition of land, construction of building or supply of any machinery.

### Other Ventures of our Promoters

Save and except as disclosed in the chapters titled 'Our Group Entities' beginning on page 105 of the Draft Prospectus, there are no other ventures of our Promoters in which they have business interests/other interests.

# **Related Party Transactions**

For details of related party transactions entered into by our Company, please refer to "Statement of Related Party Transactions", as Restated appearing as Annexure XV on page number 129 of the section titled "Financial Information" beginning on page number 112 of the Draft Prospectus.

# **Our Promoter Group:**

Our Promoters and Promoter Group in terms of Regulation 2(1)(za) and 2(1)(zb) of the SEBI (ICDR) Regulations is as under:

# i. Natural Persons who form part of our Promoter Group:

The following natural persons being the immediate relatives of our Promoters in terms of the SEBI (ICDR) Regulations form part of our Promoter Group:

Relationship	Inder Chand Baid	Saroj Baid	Manish Baid	Samir Baid
Father	Late Deep Chand Baid	Late Poonam Chand Choraria	Inder Chand Baid	Inder Chand Baid
Mother	Late Birdhi devi Baid	Shanti Devi	Saroj Baid	Saroj Baid

		Choraria		
Spouse	Saroj Baid	Inder Chand Baid	Amrita Baid	Shilpa Baid
Brother	Bhikam Chand Baid, Manak Chand Baid, Mohanlal Baid, Mool Chand Baid	Sushil, Choraria & Dharam Chand Choraria,	Samir Baid	Manish Baid
Brother's wife	Dhuri Devi Baid, Maina Devi Baid, Ratna Devi Baid, Leela Devi Baid	Leela Choraria, Manju Choraria	Shilpa Baid	Amrita Baid
Sister	Roopa Devi Chajjer	Chanda devi Baid, Sumita Hinger, Jayshree Gang, Rajshree Banthia	N.a.	N.a.
Sister's Husband	Budhmal Chhajer	Bimal Singh Baid, Jhabar mal Hinger, Binod Gang, Jinendra Banthia	N.a.	N.a.
Son	Manish Baid, Samir Baid	Manish Baid, Samir Baid	Saumya Baid	N.a.
Daughter	N.a.	N.a.	N.a.	Nityapriya Baid, Navyapriya Baid
Spouse's father	Late Poonam Chand Choraria	Late Deep Chand Baid	Surendra Kanoi	Vijay Kumar Choudhary
Spouse's mother	Shanti Devi Choraria	Late Birdhi Devi Baid	Shakuntala Kanoi	Asha Choudhary
Spouse's brother	Dharamchand Choraria, Sushilchoraria	Bhikam Chand Baid, Manak Chand Baid, Mohanlal Baid, Mool Chand Baid	N.A.	Aayush Choudhary
Spouse's sister	Chanda Devi Baid, Sumita Hinger, Jayshree Gang, Rajshree Banthia	Roopa Devi Chajjer	Namrata Kanoi	Garima Agarwal

# ii. Entities forming part of the Promoter Group

# i. Companies

- GCM Commodities & Derivatives Pvt. Ltd.
- Cadillac Vanijya Pvt. Ltd.
- Chello Commotrade Pvt. Ltd.
- Silver Pearl Commercial Pvt. Ltd.

# ii. Hindu Undivided Family

Sr. No.	Name of the HUFs	Karta
1.	I.C. Baid & Sons HUF	Inder Chand Baid
2.	Manish Baid & Sons HUF	Manish Baid
3.	Samir Baid & Sons HUF	Samir Baid

# iii. Partnership Firms: Nil

# iv. Proprietary Concerns: Nil

# Relationship of Promoters with our Directors

Mr. Inder Chand Baid - Husband of Saroj Baid & Father of Mr. Manish Baid & Samir Baid Mrs. Saroj Baid - Wife of Mr. Inder Chand Baid and Mother of Manish Baid & Samir Baid.

Mr. Manish Baid - Son of Inder Chand Baid & Saroj Baid & Brother of Samir Baid Mr. Samir Baid - Son of Inder Chand Baid & Saroj Baid & Brother of Manish Baid

# **Changes in our Promoters**

There has been no change in the promoters of our Company since incorporation.

# **OUR GROUP ENTITIES**

As on the date of the Draft Prospectus, following entities that are promoted by our Promoters (including companies under the same management pursuant to Section 370 (1B) of the Companies Act) form part of our Group Entities and thus, are our Group Companies as defined under SEBI ICDR Regulations:

The equity shares of none of our Group Companies as are listed on any stock exchange and they have not made any public or rights issue of securities in the preceding three years. Further, unless otherwise stated none of our Group Companies is a sick company under the meaning of Sick Industrial Companies (Special Provisions) Act, 1985 ("SICA") and none of them is under winding up. Further no application has been made, in respect of any of the Group Companies, to the Registrar of Companies for striking off their names. Additionally, none of our Group Companies have become defunct in the five years preceding the filing of the Draft Prospectus.

# 1. Group Companies

# A. GCM Commodities & Derivatives Private Limited (GCDPL)

# **Corporate Information**

GCDPL was incorporated on April 26, 2005 as a private limited company under the Companies Act, 1956 and registered with the Registrar of Companies, West Bengal, Kolkata. The CIN of GCDPL is U74999WB2005PTC102819. The registered office of GCDPL is situated at Sir R. N. M. House, 3B, Lal Bazar (5th Floor, Block-2) Kolkata - 700 001. GCDPL is an investment company.

# **Capital Structure and Shareholding Pattern**

The authorized share capital of GCDPL is ₹ 129.15 Lacs divided into 12,91,500 equity shares of ₹ 10 each and paid-up share capital of GCDPL is ₹ 129.15 divided into 12,91,500 equity shares of ₹ 10 each. The shareholding pattern of GCDPL is as follows:

Sr.	Name of Shareholders	Number of Shares	Percentage of
No.			shareholding
1.	Inder Chand Baid	1,95,000	15.10%
2.	Saroj Baid	1,95,000	15.10%
3.	Manish Baid	1,40,000	10.84%
4.	Samir Baid	1,40,000	10.84%
5.	Agradooti Vanijya Pvt.Ltd.	1,48,900	11.53%
6.	Blue Lagoon Vanijya Pvt.Ltd.	35,000	2.71%
7.	Jackson Investments Limited	1,35,600	10.50%
8.	Risorgimento Industrial Co.Ltd.	1,54,000	11.92%
9.	Samriddhi Commotrade Pvt.Ltd.	38,000	2.94%
10.	Sprint Vanijya Pvt.Ltd.	1,10,000	8.52%
	Total	12,91,500	100.00%

#### **Board of Directors**

Mr. Inder Chand Baid, Mrs. Saroj Baid, Mr. Manish Baid & Mr. Samir Baid

# Financial Information

(₹in lacs, except per share data)

Particulars	For the period ended March 31			
	2012	2011	2010	
Authorised Capital	129.15	129.15	117.15	
Equity Capital	129.15	129.15	117.15	
Share Application Money Pending Allotment	0.00	0.00	0.00	

Reserves and Surplus	276.97	277.13	249.68
P&L Dr. Balance	0.00	0.00	0.00
Misc. Expenditure to the extent not written off	0.00	1.07	1.18
Total Income	13.80	13.15	2.85
Profit / (Loss) after tax	-0.16	3.45	-1.21
Earnings per share (₹)	-0.01	0.27	-0.10
Net Asset Value Per Share (₹)	31.45	31.38	31.21
Face Value	10.00	10.00	10.00

# B. Cadillac Vanijya Private Limited (CVPL)

# **Corporate Information**

CVPL was incorporated on March 13, 2010 as a private limited company under the Companies Act, 1956 and registered with the Registrar of Companies, West Bengal, Kolkata. The CIN of CVPL is U52100WB2010PTC143529. The registered office of CVPL is situated at Sir R. N. M. House, 3B, Lal Bazar (5th Floor, Block-2) Kolkata - 700 001. CVPL is engaged in financial activities.

# **Capital Structure and Shareholding Pattern**

The authorized share capital of CVPL is ₹ 15.00 Lacs divided into 1,50,000 equity shares of ₹ 10 each and paid-up share capital of CVPL is ₹ 10.60 Lacs divided into 1,06,000 equity shares of ₹ 10 each. The shareholding pattern of CVPL is as follows:

Sr.	Name of Shareholders	Number of Shares	Percentage of
No.	I 1 01 1D 1	24.000	shareholding
1.	Inder Chand Baid	24,000	22.64
2.	Manish Baid	24,000	22.64
3.	Saroj Baid	24,000	22.64
4.	Samir Baid	24,000	22.64
5.	Amalesh Sadhu	5,000	4.72
6.	Nirmal Kumar Poddar	5,000	4.72
	Total	1,06,000	100.00

# **Board of Directors**

Mr. Inder Chand Baid, Mr. Manish Baid & Mr. Samir Baid

# **Financial Information**

(₹in lacs, except per share data)

Particulars	For the period ended March 31		
	2012	2011	
Authorised Capital	15.00	15.00	
Equity Capital	10.60	10.60	
Share Application Money Pending Allotment	0.00	0.00	
Reserves and Surplus	230.66	230.56	
P&L Dr. Balance	0.00	0.00	
Misc. Expenditure to the extent not written off	0.00	0.15	

Total Income	2.96	1.91
Profit / (Loss) after tax	0.09	0.16
Earnings per share (₹)	0.08	0.15
Net Asset Value Per Share (₹)	227.60	227.37
Face Value	10.00	10.00

# C. Chello Commtrade Private Limited (CCPL)

# **Corporate Information**

CCPL was incorporated on May 14, 2010 as a private limited company under the Companies Act, 1956 and registered with the Registrar of Companies, Maharashtra, Mumbai. The CIN of CCPL is U74900MH2010PTC203240. The registered office of CCPL is situated at 805, Raheja Centre, 214, Free Press Journal Marg, Nariman Point, Mumbai-400021. CCPL is engaged in financial activities.

# **Capital Structure and Shareholding Pattern**

The authorized share capital of CCPL is ₹ 81.00 Lacs divided into 8,10,000 equity shares of ₹ 10 each and paid-up share capital of CCPL is ₹ 80.02 Lacs divided into 800200 equity shares of ₹ 10 each. The shareholding pattern of CCPL is as follows:

Sr.	Name of Shareholders	Number of Shares	Percentage of
No.			shareholding
1.	Inder Chand Baid	2,00,050	25.00
2.	Manish Baid	2,00,050	25.00
3.	Saroj Baid	2,00,050	25.00
4.	Samir Baid	2,00,050	25.00
	Total	8,00,200	100.00

# **Board of Directors**

Mr. Inder Chand Baid, Mr. Manish Baid & Mr. Samir Baid

# **Financial Information**

(₹in lacs, except per share data)

Particulars	For the period ended March 31	
	2012	2011
Authorised Capital	81.00	38.00
Equity Capital	80.02	36.40
Reserves and Surplus	316.08	141.66
Misc. Expenditure to the extent not written off	0.00	0.18
Total Income	0.68	0.58
Profit / (Loss) after tax	0.07	0.06
Earnings per share (₹)	0.01	0.02
Net Asset Value Per Share (₹)	49.50	48.87
Face Value	10.00	10.00

# D. Silverpearl Commercial Private Limited (SCPL)

# **Corporate Information**

SCPL was incorporated on January 31, 2011 as a private limited company under the Companies Act, 1956 and registered with the Registrar of Companies, West Bengal, Kolkata. The CIN of SCPL is U52190WB2011PTC158193. The registered office of SCPL is situated at Sir R. N. M. House, 3B, Lal Bazar (5th Floor, Block-2) Kolkata - 700 001. SCPL is engaged in financial and trading activities.

# **Capital Structure and Shareholding Pattern**

The authorized share capital of SCPL is ₹ 21.00 Lacs divided into 2,10,000 equity shares of ₹ 10 each and paid-up share capital of SCPL is ₹ 19.00 Lacs divided into 1,90,000 equity shares of ₹ 10 each. The shareholding pattern of SCPL is as follows:

Sr. No.	Name of Shareholders	Number of Shares	Percentage of shareholding
•	Inder Chand Baid	47,500	25.00
•	Manish Baid	47,500	25.00
•	Saroj Baid	47,500	25.00
•	Samir Baid	47,500	25.00
	Total	1,90,000	100.00

#### **Board of Directors**

Mr. Inder Chand Baid, Mrs. Saroj Baid, Mr. Manish Baid & Mr. Samir Baid

# **Financial Information**

(₹in lacs, except per share data)

Equity Capital  Reserves and Surplus  P&L Dr. Balance  Misc. Expenditure to the extent not written off  Cotal Income  Profit / (Loss) after tax  Earnings per share (₹)  Net Asset Value Per Share (₹)	For the period ended March			
	2012	2011		
Authorised Capital	21.00	5.00		
Equity Capital	19.00	5.00		
Reserves and Surplus	71.97	15.92		
P&L Dr. Balance	0.00	0.00		
Misc. Expenditure to the extent not written off	0.00	0.20		
Total Income	0.33	0.00		
Profit / (Loss) after tax	0.05	-0.08		
Earnings per share (₹)	0.03	-0.16		
Net Asset Value Per Share (₹)	47.88	41.44		
Face Value	10.00	10.00		

# 2. HUFs

# I C Baid & Sons HUF

Mr. Inder Chand Baid is the karta of I C Baid & Sons HUF.

#### **Financial Information**

(₹in Lacs)

Particulars		For the period ended March 31					
rarticulars	2012	2011	2010				
Total Income	2.61	5.14	3.91				
Profit	2.60	5.14	3.75				
Capital A/c	20.41	17.97	13.26				

#### Manish Baid & Sons HUF

Mr. Manish Baid is the karta of I C Baid & Sons HUF.

#### **Financial Information**

(₹in Lacs)

Doutionland	F	For the period ended March 31					
Particulars	2012	2011	2010				
Total Income	2.43	4.75	4.15				
Profit	2.43	4.75	3.82				
Capital A/c	13.88	11.71	7.48				

# Manish Baid & Sons HUF

Mr. Manish Baid is the karta of I C Baid & Sons HUF.

# **Financial Information**

(₹in Lacs)

Particulars		For the period ended March 31				
rarticulars	2012	2011	2010			
Total Income	2.63	4.81	3.90			
Profit	2.63	4.81	3.80			
Capital A/c	14.20	11.79	7.46			

# Companies / Firms from which the Promoters have disassociated themselves in last 3 (three) years

Our Promoters were the promoters of following companies:

- Beau Mont Tradecom Private Limited
- Cadillac Vanijya Private Limited
- Viacom Trade & Commerce Private Limited

The above Companies were promoted by our Promoters in June 2011, to acquire certain properties. However since the property deals could not materialise, our Promoters sold these Companies in March 2012.

# **Negative Net Worth**

None of our Group Entities have negative net worth as on the date of the Draft Prospectus.

# Related Party Transactions and sales and purchases between our Company and Group Entities

For details of related party transactions entered into by our Company, please refer to "Statement of Related Party Transactions", as Restated appearing as Annexure XV on page number 129 of the section titled "Financial Information" beginning on page number 112 of the Draft Prospectus.

# **Common Pursuits**

The Promoters / any member of Promoter Group do not have interest in any venture that is involved in any activities similar to those conducted by our Company.

# **Other Confirmations**

Business interest of Group Entities in our Company

Except as disclosed under "Statement of Related Party Transactions", as Restated appearing as Annexure XV on page number 129 of the section titled "Financial Information" beginning on page number 112 of the Draft Prospectus and under the paragraph titled 'Other Agreements' under the chapter titled 'History and Certain Corporate Matters" beginning on page number 79 of the Draft Prospectus, none of our Group Entities / Subsidiary / associate companies have business interests in our Company.

Interest in sales and purchases

Except as disclosed under "Statement of Related Party Transactions", as Restated appearing as Annexure XV on page number 129 of the section titled "Financial Information" beginning on page number 112 of the Draft Prospectus, there have been no sales and purchases between us and our Group Entities, Subsidiary and associate companies, when such sales or purchases exceed in value in the aggregate 10% of the total sales or purchases of our Company. However our Promoters and certain Promoter Group entities have been executing share trading transactions through our Company, or Company being their broker on normal brokerage.

Interest in promotion of Our Company

None of our Group Entities were interested in the promotion of our Company.

*Interest in the property of Our Company* 

Our Group Entities do not have any interest in any property acquired by or proposed to be acquired by our Company two years prior to filing of the Draft Prospectus. Howeverm we have taken corporate office on lease basis from Cadillac Vanijya Private Limited one of our Promoter Group entity at the rent of ₹ 6,00,000 per annum.

Interest in the transaction involving acquisition of land

None of our Group Entities were interested in any transaction with our Company involving acquisition of land, construction of building or supply of any machinery.

Further, our Group Entities have confirmed that they have not been detained as willful defaulters by the RBI or any other governmental authority and there are no violations of securities laws committed by them in the past or currently pending against them. None of our Group entities has been (i) prohibited from accessing the capital market under any order or direction passed by SEBI or any other authority or (ii) refused listing of any of the securities issued by such entity by any stock exchange, in India or abroad.

# Litigation

For details relating to legal proceedings involving the Promoters and our Group Entities, please refer to the chapter titled 'Outstanding Litigations and Material Developments' beginning on page number 138 of the Draft Prospectus.

# Payment or Benefit to our Group Entities

Except as stated in the "Statement of Related Party Transactions", as Restated appearing as Annexure XV on page number 129 of the section titled "Financial Information" beginning on page number 112 of the Draft Prospectus, there has been no payment of benefits to our Group Entities during the two years prior to the filing of the Draft Prospectus.

# **DIVIDEND POLICY**

Under the Companies Act, our Company can pay dividends upon a recommendation by our Board of Directors and approval by a majority of the shareholders at the Annual General Meeting. The shareholders of our Company have the right to decrease not to increase the amount of dividend recommended by the Board of Directors. The dividends may be paid out of profits of our Company in the year in which the dividend is declared or out of the undistributed profits or reserves of previous fiscal years or out of both. The Articles of Association of our Company also gives the discretion to our Board of Directors to declare and pay interim dividends.

The declaration and payment of dividend will be recommended by our Board of Directors and approved by the shareholders of our Company at their discretion and will depend on a number of factors, including the results of operations, earnings, capital requirements and surplus, general financial conditions, contractual restrictions, applicable Indian legal restrictions and other factors considered relevant by our Board of Directors.

Our Company has no formal dividend policy. The amounts paid as dividends in the past are not necessarily indicative of our Company's dividend policy or dividend amounts, if any, in the future. Investors are cautioned not to rely on past dividends as an indication of the future performance of our Company or for an investment in the Equity Shares. Our Company has not declared any dividends in last 5 fiscal years.

#### SECTION V – FINANCIAL INFORMATION

# FINANCIAL INFORMATION

# **Auditors Report**

To,
The Board of Directors,
GCM Securities Limited,
3B, Lal Bazar Street,
Kolkatta, West Bengal – 700 001

Dear Sirs,

- 1. We have examined the financial information of **GCM Securities Limited** ('the Company') as at March 31, 2008, 2009, 2010, 2011, 2012 and for the period of six months ended September 30, 2012 annexed to this report for the purpose of inclusion in the offer document prepared by the company in connection with its proposed Initial Public Offer (IPO), as approved by the Board of Directors of the Company & Audit Committee of Board of Directors, which has been prepared in accordance with requirements of:
  - a) Paragraph B of Part II of Schedule II to the Companies Act, 1956 ('the Act') and amendments thereof;
  - b) The Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2009, and related clarifications and the amendments made thereto from time to time ('the SEBI Guidelines'); and
  - c) The Guidance Note on the Reports in Company Prospectuses (Revised) and Guidance Note on audit Reports / Certificates on Financial information in Offer Documents Issued by the Institute of Chartered Accountants of India (ICAI) and
  - d) In terms of our engagement agreed upon with you in accordance with our Engagement letter.
- 2. The Company proposes to make an IPO as offer for fresh issue together with offer for sale by investors of equity shares of ₹ 10 each at such premium, arrived at by the 100% book building process (referred to as "Issue"), as may be decided by the Board of Directors of the Company.

# **Financial Information as per Audited Financial Statements:**

- 3. We have examined the accompanying 'Restated Statement of adjusted Profits and Losses' (Annexure II) for the financial years ended March 31, 2008, 2009, 2010, 2011, 2012 and for the period of six months ended September 30, 2012 and the 'Restated Statement of adjusted assets and liabilities' (Annexure I) as on those dates, forming Part of the 'Financial Information' dealt with this Report, detailed below, which are the responsibility of the Company's management, have been extracted from the financial statements for each of the financial years ended 31st March 2008, 2009, 2010, 2011, 2012 and for the period of six months ended on September 30, 2012.
- 4. The Management of the Company is responsible for the preparation of the restated Financial Statements from the audited financial statements for the financial years ended on March 31, 2008, 2009, 2010, 2011, 2012 and for the period of six months ended on September 30, 2012.
- 5. The financial information for the above periods was examined to the extent practicable, for the purpose of audit of financial information in accordance with the Engagement Standards issued by the Institute of Chartered Accountants of India (ICAI). Those standards require that we plan and perform the audit to obtain reasonable assurance, whether the financial information under examination is free of material misstatement. We have reported on the financial information on the basis information and explanations provided by the management and records produced to us and such other tests and procedures, which in our opinion, were necessary for our reporting. These procedures included comparison of the attached financial information of the company with the respective audited financial statements.
- 6. In accordance with the requirements of Paragraph B Part II of Schedule II of the Act, the SEBI Guidelines and the

Engagement Letter, we further report that:

- a) The Restated Statement of Assets and Liabilities of the Company as at March 31, 2008, 2009, 2010, 2011, 2012 and for the period of six months ended on September 30, 2012 examined by us, as set out in Annexure 1 to this report are after making such adjustments and regrouping as in our opinion were appropriate and more fully described in Significant Accounting Policies, Notes on adjustments and Notes to accounts set out in Annexure 4.
- b) The Restated Statement of Profit or Loss of the Company for the years ended March 31, 2008, 2009, 2010, 2011, 2012 and for the period of six months ended on September 30, 2012 examined by us, as set out in Annexure 2 to this report are after making such adjustments and regrouping as in our opinion were appropriate and more fully described in Significant Accounting Policies, Notes on adjustments and Notes to accounts set out in Annexure 4.
- c) The Restated Statement of Cash flows of the Company for the years ended March 31, 2008, 2009, 2010, 2011, 2012 and for the period of six months ended on September 30, 2012 examined by us, as set out in Annexure 3 to this report are after making such adjustments and regrouping as in our opinion were appropriate and more fully described in Significant Accounting Policies, Notes on adjustments and Notes to accounts set out in Annexure 4.
- d) Based on our examination and the reliance placed on the reports of the auditors, as referred to in paragraph 3, further we report that:
  - i. The restated profits have been arrived at after making such adjustments and regroupings as, in our opinion, are appropriate and more fully described in the notes appearing in Annexure 4 B to this report;
  - ii. The adjustments for any material amounts has been made in the respective financial years to which they relate;
  - iii. There are neither Extra-ordinary items nor Auditor's qualification that need to be disclosed separately in the Restated Summary Statements requiring adjustments;
  - iv. Restated Financial Statements has been prepared in accordance with the adhered accounting policies adopted by the management;
  - v. There was no change in accounting policies, which needs to be disclosed in the Restated Summary Statements. The accounting policies which have not been stated explicitly by the management in the financial statements for the previous year ended on March 31, 2008, 2009, 2010, 2011 and 2012 does not have material impact. The auditors of above financial statements have not qualified their opinion based on the omission of these policies;
  - vi. Operating Income of the company consist of revenue from Capital Market Activities (Trading, Broking, Investing and other related activities). The profit/loss from trading activities is taken on net of sale/purchase basis.
  - vii. The management had not classified Investments, Deposits and Reserves & Surplus in terms of Schedule VI for the year ended on March 31, 2012. However in preparation of restated statements these items are disclosed in terms of Schedule VI which does not lead to material impact on financial position of the company.
  - viii. The Share Premium account was grouped with Reserves & Surplus in the financial statements for the year ended on March 31, 2008, 2009, 2010, 2011 and 2012. However the same has been properly reflected in the restated financial statements prepared by the management.

- ix. The company has not declared any dividend for the period covered under restatement.
- 7. We have not audited any financial information statements of the company as of any date or for any period subsequent to September, 30 2012. Accordingly, we express no opinion on the financial position, results of operations or cash flow of the company as of any date or for any period subsequent to September 30, 2012.

#### Other Financial Information:

- 8. We have also examined the following other restated financial information related to the Company for the years ended March 31, 2008, 2009, 2010, 2011, 2012 and for the period of six months ended on September 30, 2012 set out in the following annexures prepared by the Management and approved by the Board of Directors for the purpose of inclusion in Offer Document.
  - i. Restated Statement of Cash Flow appearing in 'Annexure III' to this report;
  - ii. Significant Accounting Policies & Notes to Adjustments in Restated Financial Statements 'Annexure IV' to this report;
- iii. Restated Statement of Reserves & Surplus as appearing in 'Annexure V' to this report;
- iv. Restated Statement of Non Current Investments as appearing in 'Annexure VI 'to this report;
- v. Restated Statement of Sundry Receivables as appearing in 'Annexure VII 'to this report;
- vi. Restated Statement of Long Term Loans and Advances as appearing in 'Annexure VIII' to this report;
- vii. Restated Statement of Short Term Loans and Advances and other current assets as appearing in 'Annexure IX' to this report;
- viii. Restated statement of Revenue as appearing in 'Annexure X' to this report;
- ix. Restated statement of Other Income as appearing in 'Annexure XI' to this report;
- x. Restated Statement of Accounting Ratios as appearing in 'Annexure XII' to this report;
- xi. Restated Statement of Tax Shelter as appearing in 'Annexure XIII' to this report;
- xii. Capitalization Statement as appearing in 'Annexure XIV' to this report;
- xiii. Details of transactions with the Related Parties as appearing in 'Annexure XV' to this report;
- 9. In our opinion, the "Financial information as per Audited Financial Statements" and "Other Financial Information" mentioned above contained in Annexure 1 to 21 of this report have been prepared in accordance with Part II of Schedule II to the Act, the SEBI Guidelines and the Guidance Note on the reports in Company Prospectuses (Revised) issued by the Institute of Chartered Accountants of India (ICAI) and other regulation.
- 10. Consequently the financial information has been prepared after making such regroupings and adjustments as were, in our opinion, considered appropriate to comply with the same. As result of these regroupings and adjustments, the amount reported in the financial information may not necessarily be same as those appearing in the respective audited financial statements for the relevant years / period.
- 11. This report is intended solely for your information and for inclusion in the Offer Document in connection with the proposed public issue of the Company. Our report should not be used, referred to, or distributed for any other purpose without our prior written consent.
- 12. We have no responsibility to update our report for events and circumstances occurring after the date of the report.
- 13. This report should not be in any way be constructed as a re-issuance or redrafting of any of the previous audit reports issued by other firms of Chartered Accountants, nor should this report be constructed as a new opinion on any of the financial statements referred to herein.

For Bharat D. Sarawgee & Co. Chartered Accountant Firm Registration Number: 326264E

Bharat D. Sarawgee & Co.

Partner

Membership Number: 061505

Place: Kolkata

**Date: January 31, 2013** 

Annexure - I
Statement of Assets and Liabilities (As Restated)

	Dant'anlana	20.00.12	21 02 12	21 02 11	21 02 10		(₹in Lacs) 31.03.08
	Particulars	30.09.12	31.03.12	31.03.11	31.03.10	31.03.09	31.03.08
A.	Non - Current Assets:						
	Fixed Assets	12.06	16.20	22.64	26.54	40.27	(1.60
	Tangible assets	13.86	16.29	23.64	26.54	40.27	61.68
	Intangible assets	-	-	-	-	-	-
	Total	13.86	16.29	23.64	26.54	40.27	61.68
	Non - current investments	458.83	290.72	290.72	191.07	191.07	191.07
	Deferred tax asset (Net)	-	-	-	-	-	-
	Long-term loans and advances	681.30	464.50	139.50	84.50	84.50	87.50
	Other non-current assets						
	Total Non-Current Assets	1,153.99	771.51	453.86	302.11	315.84	340.26
B.	Current Assets						
	Current Investment						
	Inventories	92.26	257.94	233.81	334.59	361.89	340.98
	Trade receivables	26.53	25.62	31.56	71.17	70.52	82.35
	Cash and bank balances	538.83	167.95	226.14	205.10	78.06	122.95
	Short-term loans and advances	44.89	38.92	61.23	76.57	74.19	142.63
	Other current assets	-	ı	2.64	2.64	2.64	2.64
	Total	702.51	490.43	555.37	690.07	587.30	691.54
C.	Total assets $(C = A + B)$	1,856.50	1,261.94	1,009.24	992.18	903.14	1,031.80
D.	Non-current liabilities						
	Long-term borrowings	-	-	-	-	-	-
	Deferred tax liability	4.35	4.51	5.99	6.34	6.43	9.23
	Long-term provisions	-	1	ı	-	-	ı
	Other long-term liabilities	-	ı	ı	-	-	ı
	Total	4.35	4.51	5.99	6.34	6.43	9.23
E.	Current liabilities						
	Short-term borrowings	-	-	-	-	-	-
	Trade Payables	570.79	5.89	7.53	148.93	13.62	14.51
	Other current liabilities	91.13	392.58	161.74	2.69	49.13	168.11
	Short-term provisions	60.15	2.85	-	-	-	-
	Total	722.08	401.32	169.27	151.62	62.74	182.62
F.	Total liabilities $(F = D + E)$	726.43	405.83	175.27	157.96	69.17	191.85
	Net Worth (C - F)	1,130.07	856.11	833.97	834.22	833.96	839.95
	Net worth represented by:						
G.	Shareholder's funds						
	Share capital						
	Equity share capital	333.00	333.00	333.00	333.00	333.00	333.00
	Total share capital	333.00	333.00	333.00	333.00	333.00	333.00

H.	Reserves and surplus						
	General reserves	2.45	2.45	2.45	2.45	2.45	2.45
	Net surplus in the statement of profit and loss	302.62	28.66	6.52	6.76	6.51	12.49
	Total reserves and surplus	305.07	31.11	8.97	9.22	8.96	14.95
I.	Share Premium	492.00	492.00	492.00	492.00	492.00	492.00
	Net Worth (G + H + I + J)	1,130.07	856.11	833.97	834.22	833.96	839.95

**Annexure - II**Summary Statement of Profit and Loss, As Restated

Particulars	30.09.12	31.03.12	31.03.11	31.03.10	31.03.09	31.03.08
Incomes:						
Revenue from operations	367.38	35.52	23.29	23.18	38.59	69.03
Other income	25.48	37.25	6.42	3.75	3.74	7.46
Total revenue	392.86	72.77	29.71	26.93	42.33	76.49
Expenses:						
Stock exchange and other regulatory expenses	4.22	5.64	9.53	4.26	5.89	3.72
Employee benefit expenses	21.02	16.15	1.01	1.02	2.61	7.14
Other expenses	22.90	9.81	10.21	7.00	16.85	27.22
	48.14	31.59	20.75	12.28	25.35	38.08
Earning before interest, tax, depreciation and amortization (EBITDA)	344.72	41.18	8.96	14.65	16.97	38.41
Depreciation and amortization expenses	2.43	7.35	8.70	13.73	21.92	33.83
Finance cost	-	1.92	0.28	0.56	3.28	4.14
	2.43	9.28	8.98	14.29	25.20	37.97
Restated profit / (loss) before tax	342.29	31.90	(0.02)	0.36	(8.22)	0.44
Tax expenses / (income)						
Current tax	68.48	11.25	0.57	0.19	=	0.05
Deferred tax	(0.16)	(1.48)	(0.35)	(0.09)	(2.80)	(1.46)
Fringe benefit tax	-	-	-	-	0.56	0.74
Total tax expenses	68.32	9.76	0.22	0.10	(2.24)	(0.67)
Restated profit / (loss) after tax	273.97	22.14	(0.25)	0.25	(5.98)	1.11

Annexure - III

Summary Statement of Cash Flow:

						(₹in Lacs)
Particulars	30.09.12	31.03.12	31.03.11	31.03.10	31.03.09	31.03.08
CASH FLOW FROM OPERATING						
<u>ACTIVITIES</u>						
Restated profit before tax	342.29	31.90	(0.02)	0.36	(8.22)	0.44
Depreciation	2.43	7.35	8.70	13.73	21.92	33.83
Finance Cost	-	1.92	0.28	0.56	3.28	4.14
Net gain on sale of investments	(355.80)					
Loss on sale of fixed assets	-	-	0.82	-	-	-
Interest income	(25.48)	(37.25)	(6.42)	(3.75)	(3.74)	(7.46)
Operating profit before working	(36.56)	3.93	3.36	10.89	13.23	30.95
capital changes						
Movement in working capital	/2.21			(4		
Decrease (Increase) in trade receivables	(0.91)	5.94	39.61	(0.65)	11.83	44.74
Decrease (Increase) in inventories	165.68	(24.13)	100.78	27.30	(20.91)	27.84
Decrease (Increase) in short-term loans and advances	(5.98)	22.31	15.34	(2.38)	68.44	56.89
Decrease (Increase) in other current	-	2.64	-	-	-	=
assets						
Increase (Decrease) in trade payables	564.90	(1.64)	(141.40)	135.31	(0.89)	(47.09)
Increase (Decrease) in other current liabilities	(301.45)	230.84	159.05	(46.44)	(118.99)	(88.85)
Decrease (Increase) in long-term loans and advances	(216.80)	(325.00)	(55.00)	-	3.00	-
Increase (Decrease) in short-term provisions	57.30	2.85	-	-	-	-
Cash flow from (used in) operations	262.76	(86.19)	118.38	113.15	(57.53)	(6.47)
Direct taxes paid including FBT (net of	68.48	11.25	0.57	0.19	0.56	0.79
refunds)						
Net cash generated / (used in)	157.71	(93.51)	121.17	123.85	(44.85)	23.69
operating activities (A)		` ′				
CASH FLOW FROM INVESTING						
<u>ACTIVITIES</u>						
Interest Received	25.48	37.25	6.42	3.75	3.74	7.46
(Purchase) / Sale of fixed assets	-	-	(6.63)	-	(0.50)	(5.12)
Purchase of Investments	(358.10)	-	-	-	-	-
Sale of Investments	545.78	-	(99.65)	-	-	(2.44)
Net cash flow from (used in)	213.16	37.25	(99.86)	3.75	3.24	(0.10)
investing activities (B)						
CASH FLOW FROM FINANCING						
ACTIVITIES  Dragged of from increase of charge conited						
Proceeds from issue of share capital	-	-	-	-	-	-
(including premium)						
Proceeds from share application money	-	(1.02)	(0.20)	(0.56)	(2.20)	(4.14)
Finance Cost	-	(1.92)	(0.28)	(0.56)	(3.28)	(4.14)
Proceeds from long term borrowing from banks	-	-	-	-	-	-
Proceeds from short term borrowing	-	-	-	-	-	-
from banks						
Net cash generated from/ (used in)	-	(1.92)	(0.28)	(0.56)	(3.28)	(4.14)
financing activities (C)		·			•	
Increase / (Decrease) in cash & cash	370.88	(58.18)	21.03	127.04	(44.89)	19.45
equivalent (A+B+C)						

Cash and cash equivalents at the	167.95	226.14	205.10	78.06	122.95	103.50
beginning of the year / Period						
Cash and cash equivalents at the end	538.83	167.95	226.14	205.10	78.06	122.95
of the year/ Period						

# Notes:

- The above Cash Flow Statement has been prepared under the "Indirect Method" as set out in Accounting Standard -3 'Cash Flow Statement'.
   Previous year's figures have been regrouped / rearranged /recasted wherever necessary to make them comparable with those of current year.

#### Annexure - IV

Notes to the restated Consolidated summary statement of assets and liabilities, Statement of profits and loss and cash flow for the year ended March 31, 2008, 2009, 2010, 2011, 2012 and period of six months ended September 30, 2012.

# A. Company Information

The company is incorporated on 10<sup>th</sup> May, 1995 at Kolkata, West Bengal, India. It is a Public limited company by its shares. The company operates in Capital Market. The activities of the company include broking, trading, investing in shares & other securities and other related activities of capital market.

#### **B.** Significant Accounting Policies

# 1. Basis of Preparation of Financial Statements

The accounts have been prepared to comply in all material aspects with applicable accounting principles in India, the applicable Accounting Standards notified under Section 211(3c) of the Companies Act, 1956 and the relevant provisions thereof.

All assets and liabilities have been classified as current or non-current as per the Company's normal operating cycle and other criteria set out in Revised Schedule VI to the Companies Act, 1956.

Based on the nature of products and the time between acquisition of assets for processing and their realisation in cash and cash equivalents, the Company has ascertained its operating cycle as 12 months for the purpose of current / non-current classification of assets and liabilities.

# 2. Use of Estimates

The preparation of the financial statements in conformity with the generally accepted principles requires the management to make estimates and assumptions that effect the reported amount of assets, liabilities, revenues and expenses and disclosure of contingent assets and liabilities. The estimates and assumptions used in the accompanying financial statements are based upon management's evaluation of the relevant facts and circumstances as of the date of the financial statements. Actual results may differ from that estimates and assumptions used in preparing the accompanying financial statements. Any differences of actual results to such estimates are recognized in the period in which the results are known / materialized.

# 3. Fixed Assets & Depreciation

Fixed Assets are stated at cost less accumulated depreciation thereon. Subsequent expenditures related to an item of fixed asset are added to its book value only if they increase the future benefits from the existing asset beyond its previously assessed standard of performance.

Items of fixed assets that have been retired from active use and are held for disposal are stated at the lower of their book value and net realisable value and are shown separately in the financial statements under Other Current Assets. Losses arising from the retirement of, and gains or losses arising from disposal of fixed assets which are carried at cost are recognised in the profit and loss account.

The cost of fixed assets comprises purchase price and any attributable cost of bringing the assets to its working condition for its intended use. The Company provides pro-rata depreciation from the date on which assets is acquired / put to use. Depreciation is provided on the Writtrn Down value method over the estimated useful lives of the assets or the rates prescribed under Schedule XIV of the Companies Act, 1956, whichever is higher. In respect of assets sold, prorata depreciation is provided up to the date on which assets is sold. On all assets depreciation has been provided using the Written Down Value method at the rates specified in Schedule XIV to the Companies Act, 1956.

# 4. Intangible Assets & Amortisation

Intangibles assets are stated at cost less accumulated amortisation. These are being amortised over the estimated useful life, as determined by the management. Leasehold land is amortised over the primary period of the lease.

# 5. Revenue Recognition

Revenue is recognized to the extent it is probable that the economic benefits will flow to the Company and the revenue can be reliably measured. The following specific recognition criteria must also be met before revenue is recognized.

- a) Income is recognized on accrual basis from brokerage earned on secondary market operations on trade date.
- b) Income from arbitrage comprises profit / loss on sale of securities held as stock-in-trade and profit / loss on equity derivative instruments is accounted as per following;
- i) Profit / loss on sale of securities is determined based on the FIFO cost of the securities sold.
- ii) Profit / loss on arbitrage transactions is accounted for as explained below:

Initial and additional margin paid over and above initial margin for entering into contracts for Equity Index / Stock Futures / Currency Futures and or Equity Index / Stock Options / Currency Options, which are released on final settlement / squaring-up of underlying contracts are disclosed under "Other current assets". Mark-to-market margin-Equity Index / Stock Futures / Currency Futures representing the amounts paid in respect of mark to market margin is disclosed under "Other current assets".

"Equity Index / Stock Option / Currency Option Premium Account" represents premium paid or received for buying or selling the Options, respectively.

On final settlement or squaring up of contracts for Equity Index / Stock Futures / Currency Future, the realized profit or loss after adjusting the unrealized loss already accounted, if any, is recognized in the Statement of Profit and Loss. On settlement or squaring up of Equity Index / Stock Options / Currency Option, before expiry, the premium prevailing in "Equity Index / Stock Option / Currency Option Premium Account" on that date is recognized in the Statement of Profit and Loss.

As at the Balance Sheet date, the Mark to Market / Unrealised Profit / (Loss) on all outstanding arbitrage portfolio comprising of Securities and Equity / Currency Derivatives positions is determined on scrip basis with net unrealized losses on scrip basis being recognized in the Statement of Profit and Loss and the net unrealized gains on scrip basis are ignored.

# 6. Other Income Recognition

Interest on investments is booked on a time proportion basis taking into account the amounts invested and the rate of interest.

Dividend income on investments is accounted for when the right to receive the payment is established.

#### 7. Purchase

Purchase is recognized on passing of ownership in share based on broker's purchase note.

#### 8. Expenditure

Expenses are accounted for on accrual basis and provision is made for all known losses and liabilities.

#### 9. Investments

Current investments are stated at the lower of cost and fair value. Long-term investments are stated at cost. A provision for diminution is made to recognise a decline, other than temporary, in the value of long-term investments. Investments are classified into current and long-term investments.

Investments that are readily realisable and are intended to be held for not more than one year from the date on which such investments are made, are classified as current investments. All other investments are classified as non current investments.

#### 10. Impairment of Assets

An asset is treated as impaired when the carrying cost of assets exceeds its recoverable value. An impairment loss is charged to Statement of Profit and Loss in the year in which an asset is identified as impaired. The impairment loss recognized in prior accounting period is reversed if there is a change in the estimated recoverable value.

#### 11. Borrowing Costs

Borrowing cost attributable to acquisition, construction and production of qualifying assets is capitalized as part of cost of such assets. Qualifying assets are the assets which takes substantial period of time to become ready for intended use or sale. All other borrowing costs are charged to statement of Profit & loss.

# 12. Taxation

Provision for current Income Tax is made on the taxable income using the applicable tax rates and tax laws. Deferred tax assets or liabilities arising on account of timing differences between book and tax profits, which are capable of reversal in one or more subsequent years is recognized using tax rate and tax laws that have been enacted or subsequently enacted. Deferred tax asset in respect of unabsorbed depreciation and carry forward losses are not recognized unless there is sufficient assurance that there will be sufficient future taxable income available to realize such losses.

# 13. Lease

The company bifurcate its lease contract into Operating and Finance lease, as per AS -19. Operating Lease is a agreement in which a significant portion of the risks and rewards of ownership are retained by the lessor. In finance lease significant portion of the risks and rewards are transferred to leasee. Lease Rentals in respect of operating lease arrangements are charged to the Statement of Profit & Loss.

# 14. Earnings per Share

Basic earning per share is calculated by dividing the net profit for the period attributable to equity shareholders by the weighted average number of equity shares outstanding during the period.

The weighted average number of equity shares outstanding during the period and for all periods presented is adjusted for events, such as bonus shares, other than the conversion of potential equity shares, that have changed the number of equity shares outstanding, without a corresponding change in resources. For the purpose of calculating diluted earnings per share, the net profit for the period attributable to equity shareholders and the weighted average number of shares outstanding during the period is adjusted for the effects of all dilutive potential equity shares.

# 15. Stock in Trade

Shares are valued at cost or market value, whichever is lower. The comparison of Cost and Market value is done separately for each category of Shares.

Units of Mutual Funds are valued at cost or market value whichever is lower. Net asset value of units declared by mutual funds is considered as market value for non-exchange traded Mutual Funds.

# 16. Contingent Liabilities & Provisions

A provision is recognised when there is a present obligation as a result of a past event, it is probable that an outflow of resources will be required to settle the obligation and in respect of which reliable estimate can be made. Provision is not discounted to its present value and is determined based on the best estimate required to settle the obligation at the year end date.

These are reviewed at each year end date and adjusted to reflect the best current estimate.

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

#### 17. Segment reporting

The company operates in capital market which is only identifiable reporting segment under AS-17 Segment Reporting issued by the Institute of Chartered Accountants of India.

# 18. Foreign Currency Transactions

Foreign currency transactions are accounted for at the exchange rates prevailing at the date of the transaction. The year end balances in the payable/receivable account are reported on the basis of closing exchange rate of respective currency. Gains and losses resulting from the settlement of such transactions in foreign currencies are recognised in the profit and loss account on realization date. Forward exchange contracts outstanding as at the year end on account of firm commitment transactions are marked to market and the losses, if any are recognized in the profit and loss account and gains are ignored in accordance with the Announcement of the Institute of Chartered Accountants of India on 'Accounting for Derivatives' issued in March 2008.

Note: The Company has informed to us that they had followed above accounting policies consistently from its incorporation. The company merely not disclosed them in earlier year's financial statements. The company has disclosed these policies in their financial statements for the period ended September 30, 2012 in light of improved business performance. The non disclosure does not carry any material impact on the financial position of the company for any of the previous year.

# C Notes to Accounts

1. There are no Micro and small Enterprises, to whom the company owes dues. This information as required to be disclosed under Micro, Small and Medium Enterprises Development Act, 2006 has been determined to the extent such parties have been identified on the basis of the information available with the Company.

#### 2. Deferred Tax Asset/Liabilities

Deferred Tax Liabilities - Depreciation

Particulars	30.09.12	31.03.12	31.03.11	31.03.10	31.03.09	31.03.08
Opening	4.51	5.99	6.34	6.43	9.23	10.69
Addition/Deletion	(0.16)	(1.48)	(0.35)	(0.09)	(2.80)	(1.46)
Closing	4.35	4.51	5.99	6.34	6.43	9.23

# 3. Director's Remuneration

Particulars	30.09.12	31.03.12	31.03.11	31.03.10	31.03.09	31.03.08
Remuneration	₹ 0.12	NIL	NIL	NIL	NIL	NIL
Total	₹ 0.12	NIL	NIL	NIL	NIL	NIL

# 4. Auditor's Remuneration

Particulars	30.09.12	31.03.12	31.03.11	31.03.10	31.03.09	31.03.08
Audit fees & Other Matters	NIL	₹ 0.08	₹ 0.26	₹ 0.18	₹ 0.29	₹ 0.18
Total	NIL	₹ 0.08	₹ 0.26	₹ 0.18	₹ 0.29	₹ 0.18

# 5. Related party Disclosure

Key Management Personnel: Inder Chand Baid (Director)

Manish Baid (Director) Samir Baid (Director)

Promoter: Saroj Baid

Group Company: Cadillac Vanijya Private Limited

Transaction with Key Management Personnel:

Remuneration ₹ 0.12 for the period ended on September 30, 2012

Rent Paid to Mrs. Saroj Baid & Others: ₹ 3.00 for the period ended on September 30, 2012

Rent Paid to M/s. Cadillac Vanijya Private Limited: ₹ 3.00 for the period ended on September 30, 2012

Amount paid to Relatives of Directors( Salary Shrenik Choraria ) : ₹ 1.20 Lacs for the period ended on September 30, 2012

Amount paid to Relatives of Directors( Salary Amrita Baid ) :  $\stackrel{?}{\stackrel{?}{$\sim}}$  1.20 Lacs for the period ended on September 30, 2012

Annexure - V
RESTATED STATEMENT OF RESERVES & SURPLUS

Particulars	30.09.12	31.03.12	31.03.11	31.03.10	31.03.09	31.03.08
General Reserves (A)	2.45	2.45	2.45	2.45	2.45	2.45
Profit / (Loss) Brought Forward	28.66	6.52	6.76	6.51	12.49	11.39
Add: Profit / (Loss) for the Year	273.97	22.14	(0.25)	0.25	(5.98)	1.11
Profit / (Loss) Carried Forward (B)	302.62	28.66	6.52	6.76	6.51	12.49
Share Premium ( C )	492.00	492.00	492.00	492.00	492.00	492.00
Reserves & Surplus (A+B+C)	797.07	523.11	500.97	501.22	500.96	506.95

# Annexure - VI RESTATED STATEMENT OF NON-CURRENT INVESTMENTS

(₹							
Particulars	30.09.12	31.03.12	31.03.11	31.03.10	31.03.09	31.03.08	
Quoted:							
Global Capital Markets Ltd.	0.15	0.15	0.15	0.15	0.15	0.15	
NCL Recearch & Financial Services Ltd.	0.05	2.44	2.44	2.44	2.44	2.44	
Coal India Ltd.	0.05	0.05	0.05	-	-	-	
Khoobsurat Ltd.	0.88	0.88	0.88	0.88	0.88	0.88	
Tuni Textile Mills Ltd.	457.70	99.60	99.60	-	-	-	
Total (A)	458.83	103.12	103.12	3.47	3.47	3.47	
Unquoted:							
Biswarup Trading Pvt. Ltd.	-	30.00	30.00	30.00	30.00	30.00	
Red Orchid Vinimoy Pvt. Ltd.	-	75.50	75.50	75.50	75.50	75.50	
Zenon India Pvt. Ltd.	-	20.00	20.00	20.00	20.00	20.00	
Sarbamangalam Fintex (P) Ltd.	-	1.00	1.00	1.00	1.00	1.00	
Muveran Trading Co. Pvt. Ltd.	-	7.00	7.00	7.00	7.00	7.00	
Prithvi Vinimay (P) Ltd.	-	54.10	54.10	54.10	54.10	54.10	
Total (B)	-	187.60	187.60	187.60	187.60	187.60	
Total (A+B)	458.83	290.72	290.72	191.07	191.07	191.07	

# Annexure - VII

# RESTATED STATEMENT OF SUNDRY RECEIVABLES

(₹in Lacs)

Particulars	30.09.12	31.03.12	31.03.11	31.03.10	31.03.09	31.03.08
(A) Less than six months						
Considered good	0.98	25.62	31.56	59.55	58.75	70.57
Others	-	-	-	-	-	-
(B) More than six months						
Considered good	25.55	-	-	11.61	11.78	11.78
Others	-	-	-	-	-	-
Total	26.53	25.62	31.56	71.17	70.52	82.35

# Annexure - VIII

# RESTATED STATEMENT OF LONG TERM LOANS AND ADVANCES

(₹In Lacs)

Particulars	30.09.12	31.03.12	31.03.11	31.03.10	31.03.09	31.03.08
Deposits with Exchanges	681.30	464.50	139.50	84.50	84.50	87.50
Total	681.30	464.50	139.50	84.50	84.50	87.50

# Annexure - IX

# RESTATED STATEMENT OF SHORT TERM LOANS AND ADVANCES AND OTHER CURRENT ASSETS

(₹In Lacs)

Particulars	30.09.12	31.03.12	31.03.11	31.03.10	31.03.09	31.03.08
Other Current Assets	-	-	2.64	2.64	2.64	2.64
Short term loans and advances	44.89	38.92	61.23	76.57	74.19	142.63
Total	44.89	38.92	63.87	79.21	76.83	145.27

# Annexure - X

# RESTATED STATEMENT OF REVENUE

(₹in Lacs)

Particulars	30.09.12	31.03.12	31.03.11	31.03.10	31.03.09	31.03.08
Revenue from Capital Market Operations						
Brokerages	11.58	35.52	23.29	23.18	38.59	69.03
Sales of Long Term Investments	355.80	-	-	-	-	-
Total	367.38	35.52	23.29	23.18	38.59	69.03

# Annexure - XI

# RESTATED STATEMENT OF OTHER INCOME

Particulars	30.09.12	31.03.12	31.03.11	31.03.10	31.03.09	31.03.08
Interest	25.48	37.25	6.42	3.75	3.74	7.46
Total	25.48	37.25	6.42	3.75	3.74	7.46

# Annexure - XII

# RESTATED STATEMENT OF ACCOUNTING RATIOS

(₹in Lacs)

Particulars	30.09.12	31.03.12	31.03.11	31.03.10	31.03.09	31.03.08
Networth (A)	1,130.07	856.11	833.97	834.22	833.96	839.95
Net Profit after extraordinary items and after Tax ( C)	273.97	22.14	(0.25)	0.25	(5.98)	1.11
No. of Shares outstanding at the end [F.V ₹.10] (D)	33,30,000	33,30,000	33,30,000	33,30,000	33,30,000	33,30,000
Weighted average number of shares outstanding [F.V ₹ 10](E)	33,30,000	33,30,000	33,30,000	33,30,000	33,30,000	33,30,000
Earnings per Share before Extraordinary Items (EPS) (B /E) (₹)	8.23	0.66	(0.01)	0.01	(0.18)	0.03
Return on Networth (C/A)	24.24%	2.59%	-0.03%	0.03%	-0.72%	0.13%
Net Assets Value per Share (A/D)	33.94	25.71	25.04	25.05	25.04	25.22

# Annexure - XIII

# RESTATED STATEMENT OF TAX SHELTERS

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Particulars	30.09.12	31.03.12	31.03.11	31.03.10	31.03.09	31.03.08
Restated Profit before tax	342.29	31.90	(0.02)	0.36	(8.22)	0.44
Income Tax Rate	0.32	0.31	0.31	0.31	0.31	0.31
Tax thereon at the above rate (A)	111.06	9.86	(0.01)	0.11	(2.54)	0.14
Timing Differences						
Difference between Tax Depreciation and Book Depreciation	0.54	4.50	1.06	0.27	8.49	4.42
Loss on sale of Fixed Assets (Extra Ordinary Item)	-	-	0.82	-	-	-
Total Timing Differences	0.54	4.50	1.87	0.27	8.49	4.42
Tax Saving to the extent of Tax Rate (B)	0.17	1.39	0.58	0.08	2.62	1.36
Net Adjustments						
Exempted Income	(355.80)	-	-	-	-	-
Set off of Business Losses / Unabsorbed	-	-	-	-	(0.26)	(4.86)
Total Net Adjustments	(355.80)	-	-	-	(0.26)	(4.86)
Tax Saving to the extent of Tax Rate (C)	(115.44)	-	-	-	(0.08)	(1.50)
Tax Payable $D = [A + B + C]$	(4.21)	11.25	0.57	0.19	0.00	-
Tax Payable on items chargeable at special rates [E]	-	-	-	-	-	-
Total Tax Payable [F=D+E]	(4.21)	11.25	0.57	0.19	0.00	-
Tax Rebates [G]	-	-	-	-	-	-
Net Tax Payable [H=F-G]	(4.21)	11.25	0.57	0.19	0.00	-
Tax Payable under MAT (115JB of Income Tax Act, 1961) [I]	70.89	5.90	0.14	0.05	-	0.05
Net Tax Payable [Higher of H & I]	70.89	11.25	0.57	0.19	0.00	0.05

# Annexure - XIV

# **CAPITALIZATION STATEMENT**

(₹in Lacs)

Particulars	Pre-issue as at 31.03.2012	Post Issue#
Borrowing		
Short - Term Debt	-	-
Long - Term Debt	-	-
Total Debt	-	-
Shareholders' Funds		
Share Capital		
- Equity	333.00	-
Less: Calls - in – arrears	-	-
- Preference	-	-
Reserves & Surplus	797.07	-
Less: Miscellaneous Expenditure not written off	-	
Total Shareholders' Funds	1,130.07	-
Long - Term Debt / Shareholders Fund	-	

<sup>#</sup> Post Issue Figures will be finalised at the time of finalising the prospectus.

# Annexure - XV

# Related party disclosure in accordance with AS - 18

The company has entered into following related party transactions during financial year ended March 31, 2008, 2009, 2010, 2011, 2012 and for the period ended September 30, 2012. Such parties and transactions are identified as per accounting standard 18 issued by Institute of Chartered Accountants of India.

Particulars	30.09.12	31.03.12	31.03.11	31.03.10	31.03.09	31.03.08		
Transactions with Related Parties (₹ in Lacs)								
REVENUE ITEMS								
Debits (A)	-	-	-	-	-	-		
Demat Charges	-	-	-	-	-	-		
Remuneration to Dierectors	0.12	-	-	-	-	-		
Lease Charges	6.00	-	-	-	-	-		
Salary (Shernik and Amrita Baid	2.40	3.40	-	-	-	-		

In addition to above there have been share trading transations executed through GCM Securites Limited Member of BSE & NSE by the Promoters & Promoter group entities as their broker.

# Annexure - XVI

# RESTATED STATEMENT OF CONTINGENT LIABILITIES

There are no Congtigent Liabilities for the perid covered under Audit.

# MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITIONS AND RESULTS OF OPERATIONS

You should read the following discussion of our financial condition and results of operations together with our restated financial statements included in the Draft Prospectus. You should also read the section entitled "Risk Factors" beginning on page 10, which discusses a number of factors, risks and contingencies that could affect our financial condition and results of operations. The following discussion relates to our Company and, is based on our restated financial statements, which have been prepared in accordance with Indian GAAP, the Companies Act and the SEBI Regulations. Portions of the following discussion are also based on internally prepared statistical information and on other sources. Our fiscal year ends on March 31 of each year, so all references to a particular fiscal year ("Fiscal Year") are to the twelve-month period ended March 31 of that year.

#### **Business Overview**

Our Company was incorporated on May 2, 1995 as a Public Limited Company under the name "GCM Securities Limited".

We are currently engaged in the business of equity broking, investing and trading activities. Our Company become the member of National Stock Exchange and started the stock broking operation on the NSE platform after obtaining SEBI Registrarion as Trading Member in October 1995. The company was mainly into retail broking at the time of starting the stock broking operations. Subsequently with the introduction of the Future and option segment into the Indian capital market the company became Self Clearing Member under F & O Segment in the year 2007. Post this development our focus was mainly shifted to HNI clients. In the year 2010 our company further decided to expand its area of activities and decided to take the membership of Bombay Stock Exchange. Currently, our company is member on both capital market segment and F&O segment. The company has been successful to create a niche for itself in the select HNI segment also.

We are currently serving the corporate clients and mainly the high net worth individuals. We intend to expand and increase our presence in the retail segment by setting up of up additional 25 branches in Kolkata, Mumbai, Delhi, Chennai and Bikaner.

Our Company is also engaged in making investment in various companies. We are not bound by pre-defined restrictions in regards to our search for investment opportunities. We invest in companies at various stages. Our management approach can take the form either of driving change or partnership with existing owners. We invest in both quoted and unquoted securities and derivatives with sufficient liquidity. The investment strategies are mostly long-term, and are based on an analysis of investment fundamentals. We also do proprietary investment in tradable securities.

Our Company has raised ₹ 1,914.00 Lacs by issuing 95,70,000 Equity Shares to Promoters, Friends and Other Stretegic Investors. We intend to utilise the above amount on the expansion of our Company incuding the following:

- a. Expansion and Establishments of Branch Offices
- b. Acquiring membership of CDSL
- c. Setting up Merchant Banking Division
- d. Brand Building exercise
- e. Strengthen the Management Team
- f. Other Corporate Purposes

# Significant developments subsequent to the last financial year:

After the date of last financial year i.e. March 31, 2012, the Directors of our Company confirm that, there have not been any significant material developments.

# **Discussion on Results of Operation:**

The following discussion on results of operations should be read in conjunction with the Audited Financial Results of our Company for the years ended March 31, 2008, 2009, 2010, 2011, 2012 and six months period ended September 30, 2012.

#### **Key factors affecting the results of operation:**

Our Company's future results of operations could be affected potentially by the following factors:

# Competition

Our Company faces significant competition from other brokerage houses operating in the markets in India in which it operates. Some of these firms have greater resources and/or a more widely recognised brand than we have, which may give them a competitive advantage. Our ability to grow revenues will depend on demand for our products and services in preference to those of its competitors.

#### Growth in the Indian economy

General economic conditions in India have a significant impact on our results of operations. The Indian economy has grown rapidly over the past decade and is expected to continue to grow in the future. We believes growth in the overall economy has driven, and will drive, the underlying demand for investment products and services both in terms of the availability of capital for investment and the availability of such products and services.

# Stock market trends

A significant portion of our revenues is derived from equity broking. Revenues, level of operations and, consequently, profitability are dependent on favourable capital market conditions and other factors that affect the volume of stock trading in India. In recent years, the Indian and world securities markets have fluctuated considerably and the volumes have declined.

# Regulatory developments

Our Company is regulated by the Companies Act and some of its activities are subject to supervision and regulation by statutory and regulatory authorities including the SEBI, RBI, CDSL, NSDL and the exchanges. It is therefore subject to changes in Indian law, as well as to changes in regulation and government policies and accounting principles.

# **Discussion on Results of Operation:**

The following discussion on results of operations should be read in conjunction with the audited financial results of our Company for the years ended 31<sup>st</sup> March, 2008, 2009, 2010, 2011, 2012 and six months period ended September 30, 2012.

# **OUR SIGNIFICANT ACCOUNTING POLICIES**

For Significant accounting policies please refer Significant Accounting Policies, "Annexure IV" beginning under Chapter titled "Auditors' Report and Financial Information of our Company" beginning on page 112 of the Draft Prospectus.

# RESULTS OF OUR OPERATION

# For the Three Months Ended September 30, 2012

(₹ Lacs)

Particulars	Amount	% to Total
		Income
Revenue from Operations	367.38	
Other Income	25.48	
Total Income	392.86	
Stock exchange and other regulatory expenses	4.22	1.08%
Employee benefit expenses	21.02	5.35%
Other expenses	22.90	5.83%

Total Expenditure	48.14	12.25%
Profit Before Interest, Depreciation and Tax	344.72	87.75%
Depreciation	2.43	0.62%
Profit Before Interest and Tax	342.29	87.13%
Financial Charges	0.00	0.00%
Profit before Taxation	342.29	87.13%
Provision for Taxation	68.32	17.39%
Profit After Tax but Before Extra ordinary Items	273.97	69.74%

# **Revenue from Operations**

We recorded gross revenue of ₹ 367.38 Lacs which includes brokerage income of ₹ 11.58 Lacs and ₹ 355.80 Lacs from profit on sale of long term investments. Our Company has been investing in the equity shares of other companies based on our own internal assessment.

We had other income of ₹25.48 Lacs which consists of interest income.

# **Operating Expenses**

The total operating expenditure aggregated to ₹ 48.14 Lacs which was 12.25% of the total incomes.

Stock exchange and other regulatory expenses stood at ₹ 4.22 Lacs which was 8.78% of the total operating expenses and 1.08% of the total income.

Employee benefit expenses stood at ₹ 21.02 Lacs which was 43.66% of the total operating expenses and 5.35% of the total income.

Other Expenses stood at ₹ 22.90 Lacs which was 47.57% of the total operating expenses and 5.83% of the total income.

# **Depreciation**

We incurred Depreciation cost of ₹ 2.43 Lacs, which is 0.62% of our total income.

# **Financial Charges**

Our company did not incurred any financial charges for the six months period ended September 30, 2012.

# **Profits**

Our profits for the period ended September 30, 2012 mainly consists of profits from sale of long term investments. Our PBIDT stood at ₹ 344.72 Lacs for the six months period ended September 30, 2012 with the PBIDT margin of 87.75%. We recorded PBT of ₹ 342.29 Lacs and PBT margin stood at 87.13%. We recorded Net Profit of ₹ 273.97 Lacs. Our Net Profit Margin stood at 69.74%.

# Results of Operations for the FY 2009, 2010, 2011 and 2012

(₹ Lacs)

Particulars	31-Mar-12	31-Mar-11	31-Mar-10	31-Mar-09
Income				
Revenue from operations	35.52	23.29	23.18	38.59
<b>Total Operating Income</b>	35.52	23.29	23.18	38.59
Increase/Decrease (%)	52.50%	0.50%	-39.94%	
Other Income	37.25	6.42	3.75	3.74
Total Income	72.77	29.71	26.93	42.33
	144.96%	10.33%	-36.38%	
Expenditure				
Stock exchange and other regulatory expenses	5.64	9.53	4.26	5.89

Increase/Decrease (%)	-40.85%	123.48%	-27.65%	
% to Total Income	7.74%	32.07%	15.83%	13.92%
70 to Total medile	7.7170	32.0770	13.0370	13.7270
<b>Employee Benefit Expenses</b>	16.15	1.01	1.02	2.61
Increase/Decrease (%)	*	-1.00%	-61.02%	
% to Total Income	22.19%	3.40%	3.78%	6.17%
Other Expenses	9.81	10.21	7.00	16.85
Increase/Decrease (%)	-3.95%	45.89%	-58.46%	10000
% to Total Income	13.48%	34.37%	25.99%	39.80%
Total Expenditure	31.59	20.75	12.28	25.35
Increase/Decrease (%)	52.28%	68.94%	-51.56%	23.33
% to Total Income	43.41%	69.84%	45.61%	59.90%
PBIDT	41.18	8.96	14.65	16.97
Increase/Decrease (%)	359.55%	-38.82%	-13.71%	
% to Total Income	56.59%	30.16%	54.39%	40.10%
Depreciation	7.35	8.70	13.73	21.92
Increase/Decrease (%)	-15.47%	-36.62%	-37.37%	
% to Total Income	10.11%	29.29%	50.99%	51.79%
Profit Before Interest and Tax	33.82	0.26	0.92	(4.95)
Increase/Decrease (%)	*	-71.68%	118.53%	()
% to Total Income	46.48%	0.87%	3.40%	-11.69%
Litary 4 8 Einen in Change	1.02	0.20	0.50	2.20
Interest & Financial Charges	1.92	0.28	0.56	3.28
Increase/Decrease (%) % to Total Income	2.64%	-49.95% 0.94%	-82.90% 2.08%	7.74%
70 to Total income	2.04/0	0.9470	2.0070	7.7470
Profit before Taxation	31.90	(0.02)	0.36	(8.22)
Increase/Decrease (%)	*	-105.81%	104.34%	
% to Total Income	43.83%	-0.07%	1.32%	-19.43%
Tax Effect	9.76	0.22	0.10	(2.24)
Increase/Decrease (%)	*	114.98%	104.66%	()
% to Total Income	13.41%	0.76%	0.39%	-5.29%
Duo 64 A 64 au Tarr	22.14	(0.25)	0.25	(F 00)
Profit After Tax	22.14	(0.25)	0.25	(5.98)
Increase/Decrease (%)	·	-197.36%	104.21%	1 / 1 20 /
% to Total Income	30.42%	-0.83%	0.94%	-14.13%

<sup>\*</sup> Not Meaningful

# **COMPARISON OF FY 2012WITH FY 2011:**

# **Total Operating Income**

The Total operating income for the FY 2012 is ₹ 35.52 Lacs as compared to ₹ 23.29 Lacs during the FY 2011 showing increase of 52.50%. Our operating income consists of brokerage income. Increase in operating income was mainly due to increase in trading volume.

# **Total Income**

The Total income for the FY 2012 is ₹ 72.77 Lacs as compared to ₹ 29.71 Lacs during the FY 2011. Interest income for FY 2012 is ₹ 37.25 Lacs as compared to ₹ 6.42 Lacs during the FY 2011.

# **Expenditure:**

# Stock exchange and other regulatory expenses

Stock exchange and other regulatory expenses decreased to ₹ 5.64 Lacs for FY 2012 from ₹ 9.53 Lacs for FY 2011 showing a decrease of 40.85%. The Stock exchange and other regulatory expenses was 7.74% of total income during FY 2012 as against that of 32.07% during FY 2011.

# **Employee Benefit Expenses**

Employee Benefit Expenses increased from ₹ 1.01 Lacs for FY 2011 to ₹ 16.15 Lacs for FY 2012. This increase was mainly due to increase in salaries and wages and addition of new exployees during FY 2012. Employee Benefit Expenses stood at 3.40% and 22.19% of Total income for FY 2011 and FY 2012 respectively.

# **Other Expenses**

Other Expenses decreased from ₹ 10.21 Lacs for FY 2011 to ₹ 9.81 Lacs for FY 2012 showing a decrease of 3.95%. This decrease was mainly due to decrease in insurance, repairs and maintenance expenses amongst others. Other Expenses stood at 34.37% and 13.48% of Total income for FY 2011 and FY 2012 respectively.

# Profit before Depreciation, Interest and Tax (PBDIT)

PBDIT increased from ₹ 8.96 Lacs for FY 2011 to ₹ 41.18 Lacs for FY 2012, mainly on account of increase in volume of sales and increase in interest income. During FY 2012, our Company recorded PBDIT of 56.59% of the Total income as against 30.16% during FY 2011. The increase in PBDIT margin was mainly due to increase in interest income.

# **Depreciation**

Depreciation on fixed assets was 10.11% of Total income during FY 2012 as compared to 29.29% during FY 2011. The total depreciation during FY 2011 was ₹ 8.70 Lacs and during FY 2012 it was ₹ 7.35 Lacs. There was no addition to the gross block during FY 2012.

# **Financial Charges**

There is no interest expenditure since our Company is not having any secured or unsecured borrowings. Financial Charges include bank charges which increased from ₹ 0.28 Lacs for FY 2011 to ₹ 1.92 Lacs for the FY 2012.

# Profit after Tax and restatement adjustment (PAT)

PAT for the FY 2012 stood at ₹ 22.14 Lacs as against the loss of ₹ 0.25 Lacs in FY 2012. This increase was mainly due to increase brokerage income of our Company and increase in interest income. During FY 2012, our Company recorded PAT margin of 30.42% as against loss margin of 0.83% for FY 2011.

# **COMPARISON OF FY 2011WITH FY 2010:**

# **Total Operating Income**

The Total operating income for the FY 2011 is ₹23.29 Lacs as compared to ₹23.18 Lacs during the FY 2010 showing increase of 0.50%. Our operating income consists of brokerage income.

# **Total Income**

The Total income for the FY 2011 is ₹ 29.71 Lacs as compared to ₹ 26.93 Lacs during the FY 2010. Interest income for FY 2011 is ₹ 6.42 Lacs as compared to ₹ 3.75 Lacs during the FY 2010.

#### **Expenditure:**

# Stock exchange and other regulatory expenses

Stock exchange and other regulatory expenses increased to  $\stackrel{?}{_{\sim}}$  9.53 Lacs for FY 2011 from  $\stackrel{?}{_{\sim}}$  4.26 Lacs for FY 2010 showing increase of 123.48%. The Stock exchange and other regulatory expenses was 32.07% of total income during FY 2011 as against that of 15.83% during FY 2010.

# **Employee Benefit Expenses**

Employee Benefit Expenses was ₹ 1.02 Lacs for FY 2010 and ₹ 1.01 Lacs for FY 2011. Employee Benefit Expenses stood at 3.78% and 3.40% of Total income for FY 2010 and FY 2011 respectively.

# **Other Expenses**

Other Expenses increased from ₹ 7.00 Lacs for FY 2010 to ₹ 10.21 Lacs for FY 2011 showing a increase of 45.89%. This increase was mainly due to increase in travelling, printing & stationery, general charges, rent expenses amongst others. Other Expenses stood at 25.99% and 34.37% of Total income for FY 2010 and FY 2011 respectively.

# Profit before Depreciation, Interest and Tax (PBDIT)

PBDIT decreased from ₹ 14.65 Lacs for FY 2010 to ₹ 8.96 Lacs for FY 2011, mainly on account of increase in Stock exchange and other regulatory expenses and other expenses as detailed above. During FY 2011, our Company recorded PBDIT of 30.16% of the Total income as against 54.39% during FY 2010.

# **Depreciation**

Depreciation on fixed assets was 29.29% of Total income during FY 2011 as compared to 50.99% during FY 2010. The total depreciation during FY 2010 was ₹ 13.73 Lacs and during FY 2011 it was ₹ 8.70 Lacs.

# **Financial Charges**

There is no interest expenditure since our Company is not having any secured or unsecured borrowings. Financial Charges include bank charges which increased from ₹ 0.56 Lacs for FY 2010 to ₹ 0.28 Lacs for the FY 2011.

# Profit after Tax and restatement adjustment (PAT)

PAT for the FY 2010 stood at ₹ 0.25 Lacs and during FY 2011 we incurred the loss of ₹ 0.25 Lacs. This decrease was mainly on account of increase in Stock exchange and other regulatory expenses and other expenses as detailed above. During FY 2010, our Company recorded PAT margin of 0.94% as against loss margin of 0.83% for FY 2011.

# **COMPARISON OF FY 2010WITH FY 2009:**

# **Total Operating Income**

The Total operating income for the FY 2010 is ₹ 23.18 Lacs as compared to ₹ 38.59 Lacs during the FY 2009 showing decrease of 39.94%. Our operating income consists of brokerage income.

# **Total Income**

The Total income for the FY 2010 is ₹ 26.93 Lacs as compared to ₹ 29.71 Lacs during the FY 2009. Interest income for FY 2010 is ₹ 3.75 Lacs as compared to ₹ 3.74 Lacs during the FY 2009.

#### **Expenditure:**

# Stock exchange and other regulatory expenses

Stock exchange and other regulatory expenses decreased to ₹ 4.26 Lacs for FY 2010 from ₹ 5.89 Lacs for FY 2009 showing decrease of 27.65%. The Stock exchange and other regulatory expenses was 15.83% of total income during FY 2010 as against that of 113.92% during FY 2009.

# **Employee Benefit Expenses**

Employee Benefit Expenses was ₹ 2.61 Lacs for FY 2009 and ₹ 1.02 Lacs for FY 2010. Employee Benefit Expenses stood at 6.17% and 3.78% of Total income for FY 2009 and FY 2010 respectively.

#### **Other Expenses**

Other Expenses decreased from ₹ 16.85 Lacs for FY 2009 to ₹ 7.00 Lacs for FY 2010 showing a decrease of 58.46%. This decrease was mainly due to increase in commission, maintenance, telephone, travelling, printing & stationery, rent expenses amongst others. Other Expenses stood at 39.80% and 25.99% of Total income for FY 2009 and FY 2010 respectively.

# Profit before Depreciation, Interest and Tax (PBDIT)

PBDIT decreased from ₹ 16.97 Lacs for FY 2009 to ₹ 14.65 Lacs for FY 2010, mainly on account of decrease in brokerage revenues. During FY 2010, our Company recorded PBDIT of 54.39% of the Total income as against 40.10% during FY 2009.

# **Depreciation**

Depreciation on fixed assets was 50.99% of Total income during FY 2010 as compared to 51.79% during FY 2009. The total depreciation during FY 2009 was ₹ 21.92 Lacs and during FY 2010 it was ₹ 13.73 Lacs.

# **Financial Charges**

There is no interest expenditure since our Company is not having any secured or unsecured borrowings. Financial Charges include bank charges which increased from ₹ 3.28 Lacs for FY 2009 to ₹ 0.56 Lacs for the FY 2010.

# Profit after Tax and restatement adjustment (PAT)

PAT for the FY 2010 stood at ₹ 0.25 Lacs and during FY 2009 we incurred the loss of ₹ 5.98 Lacs. During FY 2010, our Company recorded PAT margin of 0.94% as against loss margin of -14.13% for FY 2010.

# **Related Party Transactions**

For further information please refer "Annexure XV" beginning on page 129 under Chapter titled "Auditors' Report and Financial Information of our Company" beginning on page 112 of the Draft Prospectus.

# **Financial Market Risks**

We are exposed to financial market risks from changes in borrowing costs, interest rates and inflation.

#### **Interest Rate Risk**

Our Company is not currently exposed any major interest rate risks. However, any future borrowings may result into the same.

# **Effect of Inflation**

We are affected by inflation as it has an impact on the operating cost, staff costs etc. In line with changing inflation rates, we rework our margins so as to absorb the inflationary impact.

# FACTORS THAT MAY AFFECT THE RESULTS OF THE OPERATIONS:

# 1. Unusual or infrequent events or transactions

To our knowledge there have been no unusual or infrequent events or transactions that have taken place during the last three years.

# 2. Significant economic changes that materially affected or are likely to affect income from continuing operations.

Our business has been subject, and we expect it to continue to be subject, to significant economic changes arising from the trends identified above in 'Factors Affecting our Results of Operations' and the uncertainties described in the section entitled 'Risk Factors' beginning on page 10 of the Draft Prospectus. To our knowledge, except as we have described in the Draft Prospectus, there are no known factors which we expect to bring about significant economic changes.

3. Known trends or uncertainties that have had or are expected to have a material adverse impact on sales, revenue or income from continuing operations.

Apart from the risks as disclosed under Section titled "Risk Factors" beginning on page 10 in the Draft Prospectus, in our opinion there are no other known trends or uncertainties that have had or are expected to have a material adverse impact on revenue or income from continuing operations.

4. Future changes in relationship between costs and revenues, in case of events such as future increase in labour or material costs or prices that will cause a material change are known.

Our Company's future costs and revenues will be determined by demand/supply situation, government policies and prices quoted by service providers.

5. Extent to which material increases in net sales or revenue are due to increased sales volume, introduction of new products or services or increased sales prices.

Increases in revenues are by and large linked to increases in volume of business.

6. Total turnover of each major industry segment in which the issuer company operated.

For details on the total turnover of the industry please refer to Chapter titled "Industry Overview" beginning on page 60 of the Draft Prospectus.

7. Status of any publicly announced new products or business segment.

Our Company has not announced any new product and segment.

8. The extent to which business is seasonal.

Our Company's business is not seasonal in nature.

9. Any significant dependence on a single or few suppliers or customers.

For the period ended September 30, 2012, we have only 57 HNI Clients. The loss of a significant client or clients would have a material adverse effect on our financial results. We cannot assure you that we can maintain the historical levels of business from these clients or that we will be able to replace these clients in case we lose any of them.

# 10. Competitive conditions.

Competitive conditions are as described under the *Chapters titled "Industry Overview" and "Business Overview" beginning on pages 60 and 70, respectively of the Draft Prospectus.* 

#### SECTION VI – LEGAL AND OTHER INFORMATION

# **OUTSTANDING LITIGATIONS AND MATERIAL DEVELOPMENTS**

# I. Litigations involving our Company

A. Against our Company

NIL

Income Tax related matters

NIL

B. By our Company
NIL

# II. Litigations involving our Directors / Promoters

A. Against our Directors / Promoters

Nil

B. By our Directors / Promoters

Nil

# III. Litigations involving our Group Entities

A. Against our Group Entities: Nil

B. By our Group Entities: Nil

# IV. Other litigations involving any other entities which may have a material adverse effect on our Company

There is no outstanding litigation, suits, criminal or civil prosecutions, statutory or legal proceedings including those for economic offences, tax liabilities, prosecution under any enactment in respect of Schedule XIII of the Companies Act, show cause notices or legal notices pending against any company whose outcome could affect the operation or finances of our Company or have a material adverse effect on the position of our Company.

# V. Potential Litigations

There are no potential litigations against our Company, our Promoters, our Directors, our Subsidiary or our Group Entities that we are currently aware of or in connection with which, we have received notice.

# VI. Details of the past penalties imposed on our Company / Directors

As on the date of the Draft Prospectus, except as mentioned below, no penalties have been imposed on our Company or any of our Directors:

Following penalties have been levied by exchanges in past three years:

Type of Penalty	FY 2009-10	FY 2010-11	FY 2011-12
Late uploading of Reports	30,700	9,200	5,620
Inspection & Others	Nil	11,554	13,000

# VII. Amounts owed to small scale undertakings or any other creditors

There are no outstanding dues above ₹ 1,00,000 to small scale undertaking(s) or any other creditors by our Company, for more than 30 days, except in the ordinary course of business.

# VIII. Material developments occurring after last balance sheet date, that is, September 30, 2012

Except as disclosed in the section titled "Management's Discussion and Analysis of Financial Condition and Results of Operations of our Company" beginning on page number 130 of the Draft Prospectus, in the opinion of our Board, there have not arisen, since the date of the last financial statements disclosed in the Draft Prospectus, any circumstances that materially or adversely affect or are likely to affect our profitability or its ability to pay its material liabilities within the next 12 months.

#### GOVERNMENT AND OTHER APPROVALS

In view of the licenses / permissions / approvals / no-objections / certifications / registrations, (collectively "Authorisations") listed below, our Company can undertake this Issue and our current business activities and to the best of our knowledge, no further approvals from any governmental or regulatory authority or any other entity are required to undertake this Issue or continue our business activities. Unless otherwise stated, these approvals are all valid as of the date of the Draft Prospectus.

It must be distinctly understood that, in granting these approvals, the GoI, the RBI or any other authority does not take any responsibility for our financial soundness or for the correctness of any of the statements made or opinions expressed in this behalf. For further details in connection with the regulatory and legal framework within which we operate, please refer to the chapter titled "Key Regulations and Policies" beginning on page number 77 of the Draft Prospectus.

# A. Corporate / General Authorisations

Sr. No.	Authorisation granted	Issuing Authority	Registration No./Reference No./License No.	Applicable Act/ Regulation	Date of Issue	Valid upto
1.	Certificate of Incorporation in the name of 'GCM Securities Limited'	Registrar of Companies, West Bengal	21-71337 of 1995	Companies Act, 1956	May 2, 1995	Valid until cancelled
2.	Certificate of Commenceme nt of Business	Registrar of Companies, West Bengal	21-71337	Companies Act, 1956	May 10, 1995	Valid until cancelled

# B. Issue Related Authorisations

- 1. Our Board of Directors has, pursuant to a resolution passed at its meeting held on January 01, 2013, authorised the Issue subject to the approval by the shareholders of our Company under Section 81 (1A) of the Companies Act, such other authorities as may be necessary.
- 2. The shareholders of our Company have authorised the Issue, pursuant to a special resolution under Section 81(1A) of the Companies Act, passed at their EGM held on January 30, 2013.
- 3. Our Company has obtained approval dated [●] from the BSE.

# C. Tax Related Authorisations

Sr. No.	Authorization granted	Issuing Authority	Registration No./Reference No./License No.	Date of Issue	Validity
1.	Permanent Account Number	Income Tax Department, GoI	AABCG1469K		Valid until cancellation
2.	Tax Deduction Account Number	Income Tax Department, GoI	CALG04206G		Valid until cancellation
3.	Service Tax Code under Service Tax Rules, 1994	Office of the Assistant Commissioner Service Tax	AABCG1469KST001	January 11, 2008	Valid until cancellation

# D. Business Related Certifications

Our Company has received the following significant government and other approvals pertaining to our business:

Sr. No.	Authorization granted	Issuing Authority	Registration No./Reference No./License No.	Applicable Act/ Regulation	Date of Issue	Valid upto
1.	Certificate of Registration as Trading Member of BSE	Securities & Exchange Board of India	INF010793439	SEBI (Stock Brokers and Sub- Brokers), Regulations, 1992	September 20, 2010	Valid Until Cancellation
2.	Certificate of Registration as Multiple Member of BSE	Securities & Exchange Board of India	INB010793439	SEBI (Stock Brokers and Sub- Brokers), Regulations, 1992	September 20, 2010	Valid Until Cancellation
3.	BSE membership Code	Bombay Stock Exchange Limited	6250			Valid Until Cancellation
4.	Certificate of Registration as Trading Member NSE	Securities & Exchange Board of India	INB230793439	SEBI (Stock Brokers and Sub- Brokers), Regulations, 1992	October 6, 1995	Valid Until Cancellation
5.	Certificate of Registration as Self Clearing Member of NSE	Securities & Exchange Board of India	INF230793439	SEBI (Stock Brokers and Sub- Brokers), Regulations, 1992	June 21, 2007	Valid Until Cancellation
6.	NSE Membership Code	The National Stock Exchange of India Limited	7934			Valid Until Cancellation
7.	Registration Certificate of Establishment	Inspector, Bombay Shops and Establishments Act, 1948	760289245 / Commercial II	Bombay Shops and Establishments Act, 1948	February 6, 2013	December 16, 2016

- E. Approvals applied for but not yet received/Renewals made in the usual course of business:NIL
- 1. Application for renewal have been made under the Bombay Shops and Establishments Act for our corporate office located at 805, Raheja Centre, Free Press Journal Marg, Nariman Point, Mumbai 400 021, Maharashtra.
- F. Material licenses / approvals for which our Company is yet to apply / Statutory Approvals/Licenses required for the proposed expansion
- Permission from stock exchanges for setting up of opening new branches.
- Registration under Shops and Establishments Act for new branches.
- Service Tax Registration

#### OTHER REGULATORY AND STATUTORY DISCLOSURES

# **Authority for the Issue**

The Issue has been authorised by a resolution of the Board of Directors passed at their meeting held on January 1, 2013, subject to the approval of shareholders of our Company through a special resolution to be passed pursuant to Section 81 (1A) of the Companies Act.

The shareholders of our Company have authorised the Issue by a special resolution passed pursuant to Section 81(1A) of the Companies Act at the EGM of our Company held on January 30, 2012.

We have also obtained all necessary contractual approvals required for this Issue. For further details, refer to the chapter titled "Government and Other Approvals" beginning on page number 140 of the Draft Prospectus.

We have received approval from BSE *vide* their letter dated [•] to use the name of BSE in the Draft Prospectus for listing of our Equity Shares on SME Platform of BSE. BSE is the Designated Stock Exchange.

# **Prohibition by SEBI**

Our Company, Directors, Promoters, members of the Promoter Group and Group Entities, have not been prohibited from accessing or operating in the capital markets or restrained from buying, selling or dealing in securities under any order or direction passed by SEBI or any other regulatory or governmental authority.

The companies, with which Promoters, Directors or persons in control of our Company were or are associated as promoters, directors or persons in control of any other company have not been prohibited from accessing or operating in capital markets under any order or direction passed by SEBI or any other regulatory or governmental authority. Further, none of our Directors are associated with any entities which are engaged in securities market related business and are registered with SEBI for the same.

# Prohibition by RBI or Governmental authority

Our Company, our Promoters or their relatives (as defined under the Companies Act) and our Group Entities have confirmed that they have not been detained as willful defaulters by the RBI or any other government authority and there are no violations of securities laws committed by them in the past or are pending against them.

Our Directors have not been declared as wilful defaulter by RBI or any other government authority and there have been no violation of securities laws committed by them in the past or no such proceedings are pending against our Company or them.

# **ELIGIBILITY FOR THIS ISSUE**

Our Company is an "Unlisted Issuer" in terms of the SEBI (ICDR) Regulations; and this Issue is an "Initial Public Offer" in terms of the SEBI (ICDR) Regulations.

Our Company is eligible for the Issue in accordance with Regulation 106(M)(2) and other provisions of Chapter XB of the SEBI (ICDR) Regulations, as we are an Issuer whose post-issue face value capital is more than ten Crore Rupees and upto twenty five crore ruprees and we may hence issue shares to the public and propose to list the same on the Small and Medium Enterprise Exchange ("SME Exchange", in this case being the SME Platform of BSE).

# We confirm that:

- a) In accordance with Regulation 106(P) of the SEBI (ICDR) Regulations, this Issue has been hundred percent underwritten and that the Lead Manager to the Issue has underwritten 15% of the Total Issue Size. For further details pertaining to said underwriting please refer to "General Information Underwriting" on page 33 of the Draft Prospectus.
- b) In accordance with Regulation 106(R) of the SEBI (ICDR) Regulations, we shall ensure that the total number of proposed allottees in the Issue is greater than or equal to fifty, otherwise, the entire application

money will be refunded forthwith. If such money is not repaid within eight days from the date our Company becomes liable to repay it, then our Company and every officer in default shall, on and from expiry of eight days, be liable to repay such application money, with interest as prescribed under Section 73 of the Companies Act.

- c) In accordance with Regulation 106(O) the SEBI (ICDR) Regulations, we have not filed any Draft Offer Document with SEBI nor has SEBI issued any observations on our Offer Document. Also, we shall ensure that our Lead Manager submits the copy of Prospectus along with a Due Diligence Certificate including additional confirmations as required to SEBI at the time of filing the Prospectus with Stock Exchange and the Registrar of Companies.
- d) In accordance with Regulation 106(V) of the SEBI (ICDR) Regulations, we have entered into an agreement with the Lead Manager and Market Maker to ensure compulsory Market Making for a minimum period of three years from the date of listing of equity shares offered in this Issue. For further details of the arrangement of market making please refer to the section titled "General Information Details of the Market Making Arrangements for this Issue" on page 34 of the Draft Prospectus.

We further confirm that we shall be complying with all the other requirements as laid down for such an Issue under Chapter X-B of SEBI (ICDR) Regulations, as amended from time to time and subsequent circulars and guidelines issued by SEBI and the Stock Exchange.

As per Regulation 106(M)(3) of SEBI (ICDR) Regulations, 2009, the provisions of Regulations 6(1), 6(2), 6(3), Regulation 7, Regulation 8, Regulation 9, Regulation 10, Regulation 25, Regulation 26, Regulation 27 and Subregulation (1) of Regulation 49 of SEBI (ICDR) Regulations, 2009 shall not apply to us in this Issue.

# **BSE ELIGIBILITY NORMS:**

1. Net Tangible assets of at least ₹1 crore as per the latest audited financial results

Our Company has Net Tangible Assets of ₹ 1 crore as per the latest financial results. Our Net Tangible Assets for the year ended March 31, 2012 and September 30, 2012 are disclosed as under:

(₹ lacs)

Particulars	30-Sep-12	31-Mar-12
Fixed Assets (Net)	13.86	16.29
Intangible Assets	0.00	0.00
Current Assets, Loans & Advances	702.51	490.43
Investments	458.83	290.72
Less: Current Liabilities & provisions	722.08	401.32
Net Tangible Assets*	453.12	396.12

2. Net worth (excluding revaluation reserves) of at least ₹ 1 crore as per the latest audited financial results

Our Company satisfies the above criteria. Our Net Worth as per the restated financial statements is as under:

(₹ lacs)

Particulars	30-Sep-12	31-Mar-12
Net Worth	1,130.07	856.11

3. Track record of distributable profits in terms of sec. 205 of Companies Act, 1956 for at least two years out of immediately preceding three financial years and each financial year has to be a period of at least 12 months. Extraordinary income will not be considered for the purpose of calculating distributable profits. Otherwise, the Net Worth shall be at least ₹3 Crores.

Our Company has distributable profits in terms of sec. 205 of Companies Act, 1956, as detailed below: (₹ lacs)

Particulars	31-Mar-12	31-Mar-11	31-Mar-10
Net Profit as per P&L Account	22.14	(0.25)	0.25

## 4. Other Requirements

The post-issue paid up capital of the company shall be at least  $\overline{\xi}$ 1 crore.

Our Company currently has a paid up capital in excess of ₹ 1 crore, and the Post Issue Capital shall be ₹ 18.99 crores.

The company shall mandatorily facilitate trading in demat securities and enter into an agreement with both the depositories.

Our Company has entered into tripartite agreements with CDSL and NSDL along with our Registrar for facilitating trading in dematerialized mode. Also the Equity Shares allotted through this Issue will be in dematerialized mode.

Companies shall mandatorily have a website.

Our Company has a live and operational website: www.gcmsecuritiesltd.com

- 5. Certificate from the applicant company / promoting companies stating the following:
  - a. The Company has not been referred to the Board for Industrial and Financial Reconstruction (BIFR).

Our Company has not been referred to the Board for Industrial and Financial Reconstruction (BIFR).

b. There is no winding up petition against the company that has been accepted by a court.

There is no winding up petition against our Company that has been accepted by a court.

## DISCLAIMER CLAUSE OF SEBI

IT IS TO BE DISTINCTLY UNDERSTOOD THAT SUBMISSION OF THE OFFER DOCUMENT TO SEBI SHOULD NOT, IN ANY WAY, BE DEEMED OR CONSTRUED TO MEAN THAT THE SAME HAS BEEN CLEARED OR APPROVED BY SEBI. SEBI DOES NOT TAKE ANY RESPONSIBILITY EITHER FOR THE FINANCIAL SOUNDNESS OF ANY SCHEME OR THE PROJECT FOR WHICH THIS ISSUE IS PROPOSED TO BE MADE OR FOR THE CORRECTNESS OF THE STATEMENTS MADE OR OPINIONS EXPRESSED IN THE OFFER DOCUMENT. THE LEAD MANAGER, INVENTURE MERCHANT BANKER SERVICES PRIVATE LIMITED HAVE CERTIFIED THAT THE DISCLOSURES MADE IN THE OFFER DOCUMENT ARE GENERALLY ADEQUATE AND ARE IN CONFORMITY WITH THE SEBI (ISSUE OF CAPITAL AND DISCLOSURE REQUIREMENTS) REGULATIONS, 2009, AS FOR THE TIME BEING IN FORCE. THIS REQUIREMENT IS TO FACILITATE INVESTORS TO TAKE AN INFORMED DECISION FOR MAKING AN INVESTMENT IN THE PROPOSED ISSUE.

IT SHOULD ALSO BE CLEARLY UNDERSTOOD THAT WHILE THE COMPANY IS PRIMARILY RESPONSIBLE FOR THE CORRECTNESS, ADEQUACY AND DISCLOSURE OF ALL RELEVANT INFORMATION IN THE DRAFT PROSPECTUS, THE LEAD MANAGER, INVENTURE MERCHANT BANKER SERVICES PRIVATE LIMITED, ARE EXPECTED TO EXERCISE DUE DILIGENCE TO ENSURE THAT THE COMPANY DISCHARGES ITS RESPONSIBILITY ADEQUATELY IN THIS BEHALF AND TOWARDS THIS PURPOSE, THE LEAD MANAGER, INVENTURE MERCHANT BANKER SERVICES PRIVATE LIMITED, HAVE FURNISHED TO SEBI A DUE DILIGENCE CERTIFICATE DATED FEBRUARY 16, 2013 WHICH READS AS FOLLOWS:

WE, THE LEAD MANAGER TO THE ABOVE MENTIONED FORTHCOMING ISSUE, STATE AND CONFIRM AS FOLLOWS:

- 1. WE HAVE EXAMINED VARIOUS DOCUMENTS INCLUDING THOSE RELATING TO LITIGATION LIKE COMMERCIAL DISPUTES, PATENT DISPUTES, DISPUTES WITH COLLABORATORS, ETC. AND OTHER MATERIAL IN CONNECTION WITH THE FINALISATION OF THE OFFER DOCUMENT PERTAINING TO THE SAID ISSUE.
- 2. ON THE BASIS OF SUCH EXAMINATION AND THE DISCUSSIONS WITH THE COMPANY, ITS DIRECTORS AND OTHER OFFICERS, OTHER AGENCIES, INDEPENDENT VERIFICATION OF THE STATEMENTS CONCERNING THE OBJECTS OF THE ISSUE, PRICE JUSTIFICATION AND THE CONTENTS OF THE DOCUMENTS AND OTHER PAPERS FURNISHED BY THE COMPANY, WE CONFIRM THAT:
- a) THE OFFER DOCUMENT FILED WITH SEBI IS IN CONFORMITY WITH THE DOCUMENTS, MATERIALS AND PAPERS RELEVANT TO THE ISSUE;
- b) ALL THE LEGAL REQUIREMENTS RELATING TO THE ISSUE AS ALSO THE REGULATIONS, GUIDELINES, INSTRUCTIONS, ETC. FRAMED / ISSUED BY SEBI, THE CENTRAL GOVERNMENT, AND ANY OTHER COMPETENT AUTHORITY IN THIS BEHALF HAVE BEEN DULY COMPLIED WITH; AND
- c) THE DISCLOSURES MADE IN THE OFFER DOCUMENT ARE TRUE, FAIR AND ADEQUATE TO ENABLE THE INVESTORS TO MAKE A WELL INFORMED DECISION AS TO THE INVESTMENT IN THE PROPOSED ISSUE AND SUCH DISCLOSURES ARE IN ACCORDANCE WITH THE REQUIREMENTS OF THE COMPANIES ACT, 1956, THE SECURITIES EXCHANGE BOARD OF INDIA (ISSUE OF CAPITAL AND DISCLOSURE REQUIREMENTS) REGULATIONS, 2009 AND OTHER APPLICABLE LEGAL REQUIREMENTS.
- 3. WE CONFIRM THAT BESIDES OURSELVES, ALL THE INTERMEDIARIES NAMED IN THE OFFER DOCUMENT ARE REGISTERED WITH SEBI AND THAT TILL DATE SUCH REGISTRATION IS VALID.
- 4. WE HAVE SATISFIED OURSELVES ABOUT THE CAPABILITY OF THE UNDERWRITERS TO FULFIL THEIR UNDERWRITING COMMITMENTS.
- 5. WE CERTIFY THAT WRITTEN CONSENT FROM PROMOTERS HAS BEEN OBTAINED FOR INCLUSION OF THEIR EQUITY SHARES AS PART OF THE PROMOTERS' CONTRIBUTION SUBJECT TO LOCK-IN AND THE EQUITY SHARES PROPOSED TO FORM PART OF PROMOTER'S CONTRIBUTION SUBJECT TO LOCK-IN, SHALL NOT BE DISPOSED / SOLD / TRANSFERRED BY THE PROMOTERS DURING THE PERIOD STARTING FROM THE DATE OF FILING THE DRAFT PROSPECTUS WITH SEBI TILL THE DATE OF COMMENCEMENT OF LOCK-IN PERIOD AS STATED IN THE OFFER DOCUMENT.
- 6. WE CERTIFY THAT REGULATION 33 OF THE SECURITIES AND EXCHANGE BOARD OF INDIA (ISSUE OF CAPITAL AND DISCLOSURE REQUIREMENTS) REGULATIONS, 2009, WHICH RELATES TO EQUITY SHARES INELIGIBLE FOR COMPUTATION OF PROMOTERS CONTRIBUTION, HAS BEEN DULY COMPLIED WITH AND APPROPRIATE DISCLOSURES AS TO COMPLIANCE WITH THE SAID REGULATION HAVE BEEN MADE IN THE OFFER DOCUMENT.
- 7. WE UNDERTAKE THAT SUB-REGULATION (4) OF REGULATION 32 AND CLAUSE (C) AND (D) OF SUB-REGULATION (2) OF REGULATION 8 OF THE SECURITIES AND EXCHANGE BOARD OF INDIA (ISSUE OF CAPITAL AND DISCLOSURE REQUIREMENTS) REGULATIONS, 2009 SHALL BE COMPLIED WITH. WE CONFIRM THAT ARRANGEMENTS HAVE BEEN MADE TO ENSURE THAT PROMOTERS' CONTRIBUTION SHALL BE RECEIVED AT LEAST ONE DAY BEFORE THE OPENING OF THE ISSUE. WE UNDERTAKE THAT AUDITORS' CERTIFICATE TO THIS EFFECT SHALL BE DULY SUBMITTED TO SEBI. WE FURTHER CONFIRM THAT ARRANGEMENTS HAVE BEEN MADE TO ENSURE THAT PROMOTERS' CONTRIBUTION SHALL BE KEPT IN AN ESCROW ACCOUNT WITH

- A SCHEDULED COMMERCIAL BANK AND SHALL BE RELEASED TO THE COMPANY ALONG WITH THE PROCEEDS OF THE PUBLIC ISSUE. NOT APPLICABLE
- 8. WE CERTIFY THAT THE PROPOSED ACTIVITIES OF THE COMPANY FOR WHICH THE FUNDS ARE BEING RAISED IN THE PRESENT ISSUE FALL WITHIN THE 'MAIN OBJECTS' LISTED IN THE OBJECT CLAUSE OF THE MEMORANDUM OF ASSOCIATION OF THE COMPANY AND THAT THE ACTIVITIES WHICH HAVE BEEN CARRIED OUT UNTIL NOW ARE VALID IN TERMS OF THE OBJECT CLAUSE OF ITS MEMORANDUM OF ASSOCIATION.
- 9. WE CONFIRM THAT NECESSARY ARRANGEMENTS HAVE BEEN MADE TO ENSURE THAT THE MONEYS RECEIVED PURSUANT TO THE ISSUE ARE KEPT IN A SEPARATE BANK ACCOUNT AS PER THE PROVISIONS OF SUB-SECTION (3) OF SECTION 73 OF THE COMPANIES ACT, 1956 AND THAT SUCH MONEYS SHALL BE RELEASED BY THE SAID BANK ONLY AFTER PERMISSION IS OBTAINED FROM ALL THE STOCK EXCHANGES MENTIONED IN THE OFFER DOCUMENT. WE FURTHER CONFIRM THAT THE AGREEMENT ENTERED INTO BETWEEN THE BANKERS TO THE ISSUE AND THE COMPANY SPECIFICALLY CONTAINS THIS CONDITION. NOTED FOR COMPLIANCE
- 10. WE CERTIFY THAT A DISCLOSURE HAS BEEN MADE IN THE OFFER DOCUMENT THAT THE INVESTORS SHALL BE GIVEN AN OPTION TO GET THE SHARES IN DEMAT OR PHYSICAL MODE NOT APPLICABLE AS THE ISSUE SIZE IS MORE THAN ₹ 1,000 LACS, HENCE UNDER SECTION 68B OF THE COMPANIES ACT, THE ALLOTMENT WILL BE MADE ONLY IN DEMAT FORM.
- 11. WE CERTIFY THAT ALL THE APPLICABLE DISCLOSURES MANDATED IN THE SECURITIES AND EXCHANGE BOARD OF INDIA (ISSUE OF CAPITAL AND DISCLOSURE REQUIREMENTS) REGULATIONS, 2009 HAVE BEEN MADE IN ADDITION TO DISCLOSURES WHICH, IN OUR VIEW, ARE FAIR AND ADEQUATE TO ENABLE THE INVESTOR TO MAKE A WELL INFORMED DECISION.
- 12. WE CERTIFY THAT THE FOLLOWING DISCLOSURES HAVE BEEN MADE IN THE OFFER DOCUMENT:
  - (A) AN UNDERTAKING FROM THE COMPANY THAT AT ANY GIVEN TIME, THERE SHALL BE ONLY ONE DENOMINATION FOR THE EQUITY SHARES OF THE COMPANY; AND
  - (B) AN UNDERTAKING FROM THE COMPANY THAT IT SHALL COMPLY WITH SUCH DISCLOSURE AND ACCOUNTING NORMS SPECIFIED BY SEBI FROM TIME TO TIME.
- 13. WE UNDERTAKE TO COMPLY WITH THE REGULATIONS PERTAINING TO ADVERTISEMENT IN TERMS OF THE SECURITIES AND EXCHANGE BOARD OF INDIA (ISSUE OF CAPITAL AND DISCLOSURE REQUIREMENTS) REGULATIONS, 2009 WHILE MAKING THE ISSUE.
- 14. WE ENCLOSE A NOTE EXPLAINING HOW THE PROCESS OF DUE DILIGENCE HAS BEEN EXERCISED BY US IN VIEW OF THE NATURE OF CURRENT BUSINESS BACKGROUND OF THE COMPANY, SITUATION AT WHICH THE PROPOSED BUSINESS STANDS, THE RISK FACTORS, PROMOTERS' EXPERIENCE, ETC.
- 15. WE ENCLOSE A CHECKLIST CONFIRMING REGULATION-WISE COMPLIANCE WITH THE APPLICABLE PROVISIONS OF THE SECURITIES AND EXCHANGE BOARD OF INDIA (ISSUE OF CAPITAL AND DISCLOSURE REQUIREMENTS) REGULATIONS, 2009, CONTAINING DETAILS SUCH AS THE REGULATION NUMBER, ITS TEXT, THE STATUS OF COMPLIANCE, PAGE NUMBER OF THE OFFER DOCUMENT WHERE THE REGULATION HAS BEEN COMPLIED WITH AND OUR COMMENTS, IF ANY.
- 16. WE ENCLOSE STATEMENT ON 'PRICE INFORMATION OF PAST ISSUES HANDLED BY UNICON CAPITAL SERVICES PRIVATE LIMITED, AS PER FORMAT SPECIFIED BY THE BOARD THROUGH CIRCULAR BEARING REFERENCE CIR/MIRSD/1/2012 DATED

**JANUARY 10, 2012.** 

17. WE CERTIFY THAT PROFITS FROM RELATED PARTY TRANSACTIONS HAVE ARISEN FROM LEGITIMATE BUSINESS TRANSACTIONS.

ADDITIONAL CONFIRMATIONS/ CERTIFICATION TO BE GIVEN BY LEAD MANAGER IN DUE DILIGENCE CERTIFICATE TO BE GIVEN ALONG WITH OFFER DOCUMENT REGARDING SME EXCHANGE

- 1. WE CONFIRM THAT NONE OF THE INTERMEDIARIES NAMED IN THE OFFER DOCUMET HAVE BEEN DEBARRED FROM FUNCTIONING BY ANY REGULATORY AUTHORITY.
- 2. WE CONFIRM THAT ALL THE MATERIAL DISCLOSURES IN RESPECT OF THE ISSUER HAVE BEEN MADE IN PROSPECTUS AND CERTIFY THAT ANY MATERIAL DEVELOPMENT IN THE ISSUER OR RELATING TO THE ISSUE UP TO THE COMMENCEMENT OF LISTING AND TRADING OF THE SPECIFIED SECURITIES OFFERED THROUGH THIS ISSUE SHALL BE INFORMED THROUGH PUBLIC NOTICES/ADVERTISEMENTS IN ALL THOSE NEWSPAPERS IN WHICH PRE-ISSUE ADVERTISEMENT AND ADVERTISEMENT FOR OPENING OR CLOSURE OF THE ISSUE HAVE BEEN GIVEN.
- 3. WE CONFIRM THAT THE ABRIDGED PROSPECTUS CONTAINS ALL THE DISCLOSURES AS SPECIFIED IN THE SECURITIES AND EXCHANGE BOARD OF INDIA (ISSUE OF CAPITAL AND DISCLOSURE REQUIREMENTS) REGULATIONS, 2009.
- 4. WE CONFIRM THAT AGREEMENTS HAVE BEEN ENTERED INTO WITH THE DEPOSITORIES FOR DEMATERIALISATION OF THE SPECIFIED SECURITIES OF THE ISSUER.
- 5. WE CERTIFY THAT AS PER THE REQUIREMENTS OF FIRST PROVISO TO SUBREGULATION (4) OF REGULATION 32 OF SECURITIES AND EXCHANGE BOARD OF INDIA (ISSUE OF CAPITAL AND DISCLOSURE REQUIREMENTS) REGULATIONS, 2009, THE CASH FLOW STATEMENT HAS BEEN PREPARED AND DISCLOSED IN THE PROSPECTUS. NOT APPLICABLE
- 6. WE CONFIRM THAT UNDERWRITING AND MARKET MAKING ARRANGEMENTS AS PER REQUIREMENTS OF REGULATION 110[106P] AND 111[106V] OF THE SECURITIES AND EXCHANGE BOARD OF INDIA (ISSUE OF CAPITAL AND DISCLOSURE REQUIREMENTS) REGULATIONS, 2009, HAVE BEEN MADE.

THE FILING OF THE DRAFT PROSPECTUS DOES NOT, HOWEVER, ABSOLVE OUR COMPANY FROM ANY LIABILITIES UNDER SECTION 63 OR SECTION 68 OF THE COMPANIES ACT OR FROM THE REQUIREMENT OF OBTAINING SUCH STATUTORY AND/OR OTHER CLEARANCES AS MAY BE REQUIRED FOR THE PURPOSE OF THE PROPOSED ISSUE. SEBI FURTHER RESERVES THE RIGHT TO TAKE UP AT ANY POINT OF TIME, WITH THE LEAD MANAGER, ANY IRREGULARITIES OR LAPSES IN THE DRAFT PROSPECTUS.

All legal requirements pertaining to this Issue will be complied with at the time of filing of the Prospectus with the Registrar of Companies, Maharashtra at Mumbai, in terms of Section 56, Section 60 and Section 60(B) of the Companies Act.

# Disclaimer Statement from our Company and the Lead Manager

Our Company, our Directors and the Lead Manager accept no responsibility for statements made otherwise than in the Draft Prospectus or in the advertisements or any other material issued by or at instance of our Company and anyone placing reliance on any other source of information, including our website, www.gcmsecuritiesltd.com, would be doing so at his or her own risk.

#### Caution

The Lead Manager accepts no responsibility, save to the limited extent as provided in the Agreement for Issue Management entered into among the Lead Manager and our Company dated January 31, 2013, the Underwriting Agreement dated January 31, 2013 entered into among the Underwriters and our Company and the Market Making Agreement dated January 31, 2012 entered into among the Lead Manager and our Company.

Our Company and the Lead Manager shall make all information available to the public and investors at large and no selective or additional information would be available for a section of the investors in any manner whatsoever including at road show presentations, in research or sales reports or at collection centers, *etc*.

The Lead Manager and its associates and affiliates may engage in transactions with and perform services for, our Company and associates of our Company in the ordinary course of business & have engaged, and may in future engage in the provision of financial services for which they have received, and may in future receive, compensation.

Investors who apply in this Issue will be required to confirm and will be deemed to have represented to our Company and the Underwriter and their respective directors, officers, agents, affiliates and representatives that they are eligible under all applicable laws, rules, regulations, guidelines and approvals to acquire Equity Shares and will not offer, sell, pledge or transfer the Equity Shares to any person who is not eligible under applicable laws, rules, regulations, guidelines and approvals to acquire Equity Shares. Our Company and the Lead Manager and their respective directors, officers, agents, affiliates and representatives accept no responsibility or liability for advising any investor on whether such investor is eligible to acquire Equity Shares.

## Price Information and the track record of the past Issues handled by the Lead Manager

For details regarding the price information and the track record of the past Issues handaled by the Lead Manager to the Issue as specified in Circular reference CIR/MIRSD/1/2012 dated January 10, 2012 issued by the SEBI, please refer to 'Annexure A' to the Draft Prospectus and the website of the Lead Manager at <a href="https://www.inventuregrowth.com">www.inventuregrowth.com</a>

## **Disclaimer in Respect of Jurisdiction**

This Issue is being made in India to persons resident in India (including Indian nationals resident in India who are not minors, HUFs, companies, corporate bodies and societies registered under the applicable laws in India and authorised to invest in shares, Indian Mutual Funds registered with SEBI, Indian financial institutions, commercial banks, regional rural banks, co-operative banks (subject to RBI permission), or trusts under applicable trust law and who are authorised under their constitution to hold and invest in shares, public financial institutions as specified in Section 4A of the Companies Act, VCFs, state industrial development corporations, insurance companies registered with Insurance Regulatory and Development Authority, provident funds (subject to applicable law) with minimum corpus of ₹ 2,500 lacs, pension funds with minimum corpus of ₹ 2,500 lacs and the National Investment Fund, and permitted non-residents including FIIs, Eligible NRIs, QFIs, multilateral and bilateral development financial institutions, FVCIs and eligible foreign investors, provided that they are eligible under all applicable laws and regulations to hold Equity Shares of the Company the Draft Prospectus does not, however, constitute an invitation to purchase shares offered hereby in any jurisdiction other than India to any person to whom it is unlawful to make an offer or invitation in such jurisdiction. Any person into whose possession the Draft Prospectus comes is required to inform himself or herself about, and to observe, any such restrictions. Any dispute arising out of this Issue will be subject to the jurisdiction of appropriate court(s) in Kolkata only.

No action has been, or will be, taken to permit a public offering in any jurisdiction where action would be required for that purpose, except that the Draft Prospectus has been filed with BSE for its observations and BSE shall give its observations in due course. Accordingly, the Equity Shares represented hereby may not be offered or sold, directly or indirectly, and the Draft Prospectus may not be distributed, in any jurisdiction, except in accordance with the legal requirements applicable in such jurisdiction. Neither the delivery of the Draft Prospectus nor any sale hereunder shall, under any circumstances, create any implication that there has been no change in the affairs of our Company since the date hereof or that the information contained herein is correct as of any time subsequent to this date.

The Equity Shares have not been, and will not be, registered, listed or otherwise qualified in any other jurisdiction outside India and may not be offered or sold, and applications may not be made by persons in any such jurisdiction, except in compliance with the applicable laws of such jurisdiction.

Further, each applicant where required agrees that such applicant will not sell or transfer any Equity Shares or create any economic interest therein, including any off-shore derivative instruments, such as participatory notes, issued against the Equity Shares or any similar security, other than pursuant to an exemption from, or in a transaction not subject to, the registration requirements of the Securities Act and in compliance with applicable laws and legislations in each jurisdiction, including India.

## Disclaimer Clause of the Bombay Stock Exchange Limited

As required, a copy of the Draft Prospectus shall be submitted to BSE. The Disclaimer Clause as intimated by BSE to us, post scrutiny of the Draft Prospectus, shall be included in the Prospectus prior to the RoC filing.

## **Filing**

The Draft Prospectus shall not be filed with SEBI, nor will SEBI issue any observation on the Offer Document in term of Regulation 106(M)(3). However, a copy of the Prospectus shall be filed with SEBI at the Corporate Finance Department at their Eastern Regional Office situated at: L&T Chambers, 3<sup>rd</sup> Floor, 16 Camac Street, Kolkata - 700 017. A copy of the Prospectus, along with the documents required to be filed under Section 60B of the Companies Act, will be delivered to the RoC situated at Nizam Palace, 2<sup>nd</sup> MSO Building, 2<sup>nd</sup> Floor, 234/4 A.J.C.B. Road, Kolkata-700 020, West Bengal, India.

## Listing

The Equity Shares issued through the Draft Prospectus are proposed to be listed on the SME platform of BSE Limited. In-principle approval for listing of the Equity Shares of our Company from BSE has been received *vide* its letter dated [●]. BSE will be the Designated Stock Exchange with which the basis of allotment will be finalized.

If the permissions to deal in and for an official quotation of the Equity Shares is not granted by BSE, our Company will forthwith repay, without interest, all moneys received from the applicants in pursuance of the Prospectus. If such money is not repaid within eight days after our Company becomes liable to repay it then our Company and every Director of our Company who is an officer in default shall, on and from such expiry of eight days, be liable to repay the money, with interest at the rate of 15% p.a. on application money, as prescribed under Section 73 of the Companies Act.

Our Company shall ensure that all steps for the completion of the necessary formalities for listing and commencement of trading at the SME platform of BSE mentioned above are taken within 12 Working Days of the Issue Closing Date.

# **Impersonation**

Attention of the Applicants is specifically drawn to the provisions of sub-section (1) of Section 68 A of the Companies Act, which is reproduced below:

"Any person who:

- a. makes in a fictitious name, an application to a company for acquiring or subscribing for, any shares therein, or
- b. otherwise induces a company to allot, or register any transfer of shares therein to him, or any other person in a fictitious name, shall be punishable with imprisonment for a term which may extend to five years."

## **Consents**

We have obtained consents in writing of our Directors, Company Secretary and Compliance Officer, the Lead Manager, the legal counsel to the Issue, the Bankers to our Company, the Registrar to the Issue. We will obtain

consents in writing of the Market Maker(s), Refund Bank(s) and the Banker(s) to the Issue / Escrow Collection Bank(s) to act in their respective capacities. These consents will be filed along with a copy of the Prospectus with the RoC as required under Sections 60 and 60B of the Companies Act.

In accordance with the Companies Act and the SEBI Regulations, Bharat D. Sarawgee & Co, Chartered Accountants our statutory auditors have agreed to provide their respective written consents for inclusion of their name, report on financial statements and report relating to the possible general and special tax benefits, as applicable, accruing to our Company and its shareholders, in the Draft Prospectus in the form and context in which they appear in the Draft Prospectus.

Further, such consent and report will not be withdrawn up to the time of delivery of the Prospectus for registration with the RoC.

## **Expert Opinion**

Except for (a) Statutory Auditors' reports on the restated financial statements; and (b) Statement of Tax Benefits by the statutory auditors, M/s Bharat D. Sarawgee & Co., Chartered Accountants (a copy of the said report and statement of tax benefits has been included in the Draft Prospectus), we have not obtained any other expert opinions.

## **Issue Related Expenses**

The total expenses of the Issue are estimated to be approximately ₹ 60.00 lacs. The expenses of the Issue include, among others, underwriting and Issue management fees, Market Making fees, selling commission, printing and distribution expenses, legal fees, statutory advertisement expenses and listing fees. The estimated issue expenses are as under:

(₹ in lacs)

Sr. No.	Particulars	Amount (₹ in Lacs)
1.	Payment to Merchant Banker including fees and reimbursements of Market Making Fees, selling commissions, brokerages, payment to other intermediaries such as Legal Advisors, Registrars, Bankers etc and other out of pocket expenses.	45.00
2.	Printing & Stationery and Postage Expenses	5.00
3.	Marketing and Advertisement Expenses	5.00
4.	Regulatory fees and other expenses	5.00
	Total	60.00

## **Details of Fees Payable**

## Fees Payable to the Lead Manager

The total fees payable to the Lead Manager will be as per the Memorandum of Understanding dated January 31, 2013 executed between our Company and the Lead Manager, the copy of which is available for inspection at our Registered Office.

## Fees Payable to the Registrar to the Issue

The fees payable to the Registrar to the Issue will be as per the Agreement signed by our Company and the Registrar to the Issue dated December 24, 2012, a copy of which is available for inspection at our Registered Office.

The Registrar to the Issue will be reimbursed for all out-of-pocket expenses including cost of stationery, postage, stamp duty and communication expenses. Adequate funds will be provided by the Company to the Registrar to the Issue to enable them to send refund orders or allotment advice by registered post/ speed post/ under certificate of posting.

### Fees Payable to Others

The total fees payable to the Legal Advisor, Auditor, Credit Rating Agency and Advertiser, *etc.* will be as per the terms of their respective engagement letters.

## Underwriting Commission, Brokerage and Selling Commission on Previous Issues

We have not made any previous public issues. Therefore, no sum has been paid or is payable as commission or brokerage for subscribing to or procuring for, or agreeing to procure subscription for any of the Equity Shares of the Company since its inception.

# Previous Rights and Public Issues during the Last Five Years

We have not made any previous rights and/or public issues during the last five years, and are an "Unlisted Issuer" in terms of the SEBI ICDR Regulations and this Issue is an "Initial Public Offering" in terms of the SEBI ICDR Regulations.

#### Previous Issues of Shares otherwise than for Cash

Our Company has not issued any Equity Shares for consideration otherwise than for cash.

## **Commission and Brokerage on Previous Issues**

Since this is the initial public offer of the Equity Shares by our Company, no sum has been paid or has been payable as commission or brokerage for subscribing to or procuring or agreeing to procure subscription for any of our Equity Shares since our inception.

Particulars in regard to our Company and other listed companies under the same management within the meaning of Section 370 (1B) of the Companies Act which made any capital issue during the last three years:

None of our Group Entities have made any capital issue during the last three years.

## Performance vis-à-vis objects

Our Company is an "Unlisted Issuer" in terms of the SEBI ICDR Regulations, and this Issue is an "Initial Public Offering" in terms of the SEBI ICDR Regulations. Therefore, data regarding promise versus performance is not applicable to us.

None of the Group Entities has made public issue of equity shares during the period of ten years immediately preceding the date of filing draft offer document with the BSE. However, our Promoter Company Global Capital Market & Infrastructures Limited came with its maiden IPO in the year 1995.

# Outstanding debentures, bonds, redeemable preference shares and other instruments issued by our Company

As on the date of the Draft Prospectus, our Company has no outstanding debentures, bonds or redeemable preference shares.

## **Option to Subscribe**

Equity Shares being offered through the Draft Prospectus can be applied for in dematerialized form only.

## **Stock Market Data for our Equity Shares**

Our Company is an "Unlisted Issuer" in terms of the SEBI ICDR Regulations, and this Issue is an "Initial Public Offering" in terms of the SEBI ICDR Regulations. Thus there is no stock market data available for the Equity Shares of our Company.

## **Mechanism for Redressal of Investor Grievances**

The Memorandum of Understanding between the Registrar and us will provide for retention of records with the Registrar for a period of at least one year from the last date of dispatch of the letters of allotment, demat credit and refund orders to enable the investors to approach the Registrar to this Issue for redressal of their grievances.

All grievances relating to this Issue may be addressed to the Registrar with a copy to the Company Secretary and Compliance Officer, giving full details such as the name, address of the applicant, number of Equity Shares applied for, amount paid on application and the bank branch or collection centre where the application was submitted.

All grievances relating to the ASBA process may be addressed to the SCSB, giving full details such as name, address of the applicant, number of Equity Shares applied for, amount paid on application and the Designated Branch or the collection centre of the SCSB where the Bid-cum-Application Form was submitted by the ASBA Bidders.

## Disposal of Investor Grievances by our Company

Our Company or the Registrar to the Issue or the SCSB in case of ASBA Bidders shall redress routine investor grievances. We estimate that the average time required by us or the Registrar to this Issue for the redressal of routine investor grievances will be 12 Working Days from the date of receipt of the complaint. In case of non-routine complaints and complaints where external agencies are involved, we will seek to redress these complaints as expeditiously as possible.

We have constituted the Shareholders/ Investors Grievance Committee of the Board *vide* resolution passed at the Board Meeting held on October 26, 2012. For further details, please refer to the chapter titled "Our Management" beginning on page number 82 of the Draft Prospectus.

Our Company has appointed Pooja Bhartia as the Company Secretary and Compliance Officer and he may be contacted at the following address. :

## **GCM Securities Limited**

3B, Lal Bazar Street, Sir R N M House, 5th Floor, Kolkata - 700 001, West Bengal **Tel:** +91 33 2248 1053/9908

Fax: +91 33 2248 1053/9908

Email: gcmsecu.kolkata@gmail.com Website: www.gcmsecuritiesltd.com

Investors can contact the Company Secretary and Compliance Officer or the Registrar in case of any pre-Issue or post-Issue related problems such as non-receipt of letters of allocation, credit of allotted Equity Shares in the respective beneficiary account or refund orders, *etc*.

# Changes in Auditors during the last three financial years

There have been no changes in the statutoruy auditors of our Company in the past three years, except that M/s. Bharat D, Sarwgee &Co., Chartered Accountants, were appointed the statutory auditors of our Company in place of the retiring statutory auditors M/s. Mitra Debmallick & Co., Chartered Accountants w.e.f. FY 2011, who has expressed their inability to continue as the statutory auditor due to preoccupation.

## **Capitalisation of Reserves or Profits**

Save and except as stated in the chapter titled "Capital Structure" beginning on page number 36 of the Draft Prospectus, our Company has not capitalized its reserves or profits at any time since inception.

## Revaluation of assets

Our Company has not revalued its assets since incorporation.

#### SECTION VII - ISSUE RELATED INFORMATION

#### TERMS OF THE ISSUE

The Equity Shares being offered are subject to the provisions of the Companies Act, SEBI (ICDR) Regulations, 2009 our Memorandum and Articles of Association, the terms of the Draft Prospectus, Prospectus, Application Form, the Revision Form, the Confirmation of Allocation Note and other terms and conditions as may be incorporated in the allotment advices and other documents/certificates that may be executed in respect of the Issue. The Equity Shares shall also be subject to laws as applicable, guidelines, notifications and regulations relating to the issue of capital and listing and trading of securities issued from time to time by SEBI, the Government of India, the Stock Exchanges, the RBI, RoC and/or other authorities, as in force on the date of the Issue and to the extent applicable.

## **Ranking of Equity Shares**

The Equity Shares being issued in the Issue shall be subject to the provisions of the Companies Act and the Memorandum and Articles of Association and shall rank *pari-passu* with the existing Equity Shares of our Company including rights in respect of dividend. The Allottees in receipt of Allotment of Equity Shares under this Issue will be entitled to dividends and other corporate benefits, if any, declared by our Company after the date of Allotment. For further details, please refer to the section titled "Main Provisions of Articles of Association" beginning on page number 176 of the Draft Prospectus.

#### Mode of Payment of Dividend

The declaration and payment of dividend will be as per the provisions of Companies Act and recommended by the Board of Directors and the Shareholders at their discretion and will depend on a number of factors, including but not limited to earnings, capital requirements and overall financial condition of our Company. We shall pay dividend, if declared, to our Shareholders as per the provisions of the Companies Act and our Articles of Association.

# Face Value and Issue Price per Share

The face value of the Equity Shares is ₹ 10 each and the Issue Price is ₹ 20 per Equity Share.

The Issue Price is determined by our Company in consultation with the Lead Manager and is justified under the section titled "Basis for Issue Price" beginning on page 51 of the Draft Prospectus. At any given point of time there shall be only one denomination for the Equity Shares.

# **Compliance with SEBI ICDR Regulations**

Our Company shall comply with all requirements of the SEBI ICDR Regulations. Our Company shall comply with all disclosure and accounting norms as specified by SEBI from time to time.

### **Rights of the Equity Shareholders**

Subject to applicable laws, rules, regulations and guidelines and the Articles of Association, the Equity shareholders shall have the following rights:

- Right to receive dividend, if declared;
- Right to attend general meetings and exercise voting rights, unless prohibited by law;
- Right to vote on a poll either in person or by proxy;
- Right to receive offer for rights shares and be allotted bonus shares, if announced;
- Right to receive surplus on liquidation subject to any statutory and preferential claim being satisfied;
- Right of free transferability subject to applicable law, including any RBI rules and regulations; and
- Such other rights, as may be available to a shareholder of a listed public limited company under the Companies Act, the terms of the listing agreements with the Stock Exchange(s) and the Memorandum and Articles of Association of our Company.

For a detailed description of the main provisions of the Articles of Association relating to voting rights, dividend, forfeiture and lien and/or consolidation/splitting, please refer to the section titled "Main Provisions of Articles of Association" beginning on page number 176 of the Draft Prospectus.

# Minimum Application Value, Market Lot and Trading Lot

In terms of Section 68B of the Companies Act, the Equity Shares shall be Allotted only in dematerialised form. As per the existing SEBI ICDR Regulations, the trading of the Equity Shares shall only be in dematerialised form for all investors.

The trading of the Equity Shares will happen in the minimum contract size of 6,000 Equity Shares and the same may be modified by BSE from time to time by giving prior notice to investors at large. Allocation and allotment of Equity Shares through this Offer will be done in multiples of 6,000 Equity Share subject to a minimum allotment of 6,000 Equity Shares to the successful applicants in terms of the SEBI circular No. CIR/MRD/DSA/06/2012 dated February 21, 2012.

Allocation and allotment of Equity Shares through this Offer will be done in multiples of 6,000 Equity Share subject to a minimum allotment of 6,000 Equity Shares to the successful applicants.

#### **Minimum Number of Allottees**

The minimum number of allottees in this Issue shall be 50 shareholders. In case the minimum number of prospective allottees is less than 50, no allotment will be made pursuant to this Issue and the monies collected shall be refunded within 15 days of closure of issue.

#### Jurisdiction

Exclusive jurisdiction for the purpose of this Issue is with the competent courts/authorities in Kolkata.

## Joint Holders

Where two or more persons are registered as the holders of any Equity Shares, they shall be deemed to hold the same as joint – tenants with benefits of survivorship.

# **Nomination Facility to Investor**

In accordance with Section 109A of the Companies Act, the sole or first Bidder, along with other joint Bidders, may nominate any one person in whom, in the event of the death of sole Bidder or in case of joint Bidders, death of all the Bidders, as the case may be, the Equity Shares Allotted, if any, shall vest. A person, being a nominee, entitled to the Equity Shares by reason of the death of the original holder(s), shall in accordance with Section 109A of the Companies Act, be entitled to the same advantages to which he or she would be entitled if he or she were the registered holder of the Equity Share(s). Where the nominee is a minor, the holder(s) may make a nomination to appoint, in the prescribed manner, any person to become entitled to Equity Share(s) in the event of his or her death during the minority. A nomination shall stand rescinded upon a sale of Equity Share(s) by the person nominating. A buyer will be entitled to make a fresh nomination in the manner prescribed. Fresh nomination can be made only on the prescribed form available on request at our Registered Office or to the registrar and transfer agents of our Company.

In accordance with Section 109B of the Companies Act, any person who becomes a nominee by virtue of the provisions of Section 109A of the Companies Act, shall upon the production of such evidence as may be required by the Board, elect either:

- a) to register himself or herself as the holder of the Equity Shares; or
- b) to make such transfer of the Equity Shares, as the deceased holder could have made.

Further, the Board may at any time give notice requiring any nominee to choose either to be registered himself or herself or to transfer the Equity Shares, and if the notice is not complied with within a period of ninety days, the Board may thereafter withhold payment of all dividends, bonuses or other moneys payable in respect of the Equity Shares, until the requirements of the notice have been complied with.

Since the Allotment of Equity Shares in the Issue will be made only in dematerialized mode there is no need to make a separate nomination with our Company. Nominations registered with respective depository participant of the applicant would prevail. If the investor wants to change the nomination, they are requested to inform their respective depository participant.

## **Minimum Subscription**

This Issue is not restricted to any minimum subscription level. This Issue is 100% underwritten.

If our Company does not receive the 100% subscription of the offer through the Offer Document including devolvement of Underwriters, if any, within sixty (60) days from the date of closure of the issue, our Company shall forthwith refund the entire subscription amount received. If there is a delay beyond eight days, after our Company becomes liable to pay the amount, our Company shall pay interest as prescribed under Section 73 of the Companies Act.

The minimum number of allottees in this Issue shall be 50 shareholders. In case the minimum number of prospective allottees is less than 50, no allotment will be made pursuant to this Issue and the monies collected shall be refunded within 15 days of closure of issue.

The Equity Shares have not been and will not be registered, listed or otherwise qualified in any other jurisdiction outside India and may not be offered or sold, and applications may not be made by persons in any such jurisdiction, except in compliance with the applicable laws of such jurisdiction.

## Arrangements for Disposal of Odd Lots

The trading of the equity shares will happen in the minimum contract size of 6,000 shares in terms of the SEBI circular No. CIR/MRD/DSA/06/2012 dated February 21, 2012. However, the market maker shall buy the entire shareholding of a shareholder in one lot, where value of such shareholding is less than the minimum contract size allowed for trading on the SME Platform of BSE.

# Application by Eligible NRIs, FIIs registered with SEBI, VCFs registered with SEBI and QFIs

It is to be understood that there is no reservation for Eligible NRIs or FIIs registered with SEBI or VCFs or QFIs. Such Eligible NRIs, QFIs, FIIs registered with SEBI will be treated on the same basis with other categories for the purpose of Allocation.

# As per the extant policy of the Government of India, OCBs cannot participate in this Issue.

The current provisions of the Foreign Exchange Management (Transfer or Issue of Security by a Person Resident outside India) Regulations, 2000, provides a general permission for the NRIs, FIIs and foreign venture capital investors registered with SEBI to invest in shares of Indian companies by way of subscription in an IPO. However, such investments would be subject to other investment restrictions under the Foreign Exchange Management (Transfer or Issue of Security by a Person Resident outside India) Regulations, 2000, RBI and/or SEBI regulations as may be applicable to such investors.

The Allotment of the Equity Shares to Non-Residents shall be subject to the conditions, if any, as may be prescribed by the Government of India/RBI while granting such approvals.

# Restrictions, if any on Transfer and Transmission of Equity Shares

Except for lock-in of the pre-Issue Equity Shares and Promoters' minimum contribution in the Issue as detailed in the chapter "Capital Structure" beginning on page number 36 of the Draft Prospectus, and except as provided in the Articles of Association, there are no restrictions on transfers of Equity Shares. There are no restrictions on transmission of shares and on their consolidation / splitting except as provided in the Articles of Association. For details please refer to the section titled "Main Provisions of the Articles of Association" beginning on page number 176 of the Draft Prospectus.

## Option to receive Equity Shares in Dematerialized Form

Investors should note that Allotment of Equity Shares to all successful Applicants will only be in the dematerialized form. Applicants will not have the option of getting Allotment of the Equity Shares in physical form. The Equity Shares on Allotment shall be traded only in the dematerialized segment of the Stock Exchanges.

## Migration to Main Board

Our Company may migrate to the main board of BSE from the SME Platform on a later date subject to the following:

a) If the Paid up Capital of the company is likely to increase above ₹ 25 crores by virtue of any further issue of capital by way of rights, preferential issue, bonus issue etc. (which has been approved by a special resolution through postal ballot wherein the votes cast by the shareholders other than the promoters in favour of the proposal amount to at least two times the number of votes cast by shareholders other than promoter shareholders against the proposal and for which the company has obtained in-principal approval from the main board), we shall have to apply to BSE for listing our shares on its Main Board subject to the fulfillment of the eligibility criteria for listing of specified securities laid down by the Main Board.

OR

b) If the Paid up Capital of the company is more than ₹ 10 crores but below ₹ 25 crores, we may still apply for migration to the main board if the same has been approved by a special resolution through postal ballot wherein the votes cast by the shareholders other than the promoters in favour of the proposal amount to at least two times the number of votes cast by shareholders other than promoter shareholders against the proposal.

# **Market Making**

The shares offered though this issue are proposed to be listed on the SME Platform of BSE, wherein the Lead Manager to this Issue shall ensure compulsory Market Making through the registered Market Makers of the SME Platform for a minimum period of three years from the date of listing of shares offered though this Prospectus. For further details of the agreement entered into between the Company, the Lead Manager and the Market Maker please see "General Information – Details of the Market Making Arrangements for this Issue" beginning on page 34 of the Draft Prospectus.

## **New Financial Instruments**

The Issuer Company is not issuing any new financial instruments through this Issue.

#### **Issue Program:**

**Bidding / Issue Period:** 

ISSUE OPENS ON	[•]
ISSUE CLOSES ON	[•]

Applications and revisions to the same will be accepted only between 10.00 a.m. and 5.00 p.m. (Indian Standard Time) during the Issue Period at the Application Centres mentioned in the Application Form, or in the case of ASBA Applicants, at the Designated Bank Branches. Applications will be accepted only on Working Days, i.e., Monday to Friday (excluding any public holiday).

The above information is given for the benefit of the Applicants. The Applicants are advised to make their own enquiries about the limits applicable to them. Our Company and the Lead Manager do not accept any responsibility for the completeness and accuracy of the information stated hereinabove. Our Company and the Lead Manager are not liable to inform the investors of any amendments or modifications or changes in applicable laws or regulations, which may occur after the date of the Draft Prospectus. Applicants are advised to make their independent investigations and ensure that the number of Equity Shares Bid for do not exceed the applicable limits under laws or regulations.

## **ISSUE STRUCTURE**

This Issue is being made in terms of Regulation 106(M)(1) of Chapter XB of SEBI (ICDR) Regulations, 2009, as amended from time to time, whereby, an issuer whose post issue paid up capital does not exceed ₹ 10 crores, shall issue shares to the public and propose to list the same on the Small and Medium Enterprise Exchange ("SME Exchange", in this case being the SME Platform of BSE). For further details regarding the salient features and terms of such an issue please refer chapter titled "Terms of the Issue" and "Issue Procedure" on page 153 and 159 of this Prospectus.

Particulars	Net Issue to Public^	Market Maker reservation portion
Number of Equity Shares*	57,60,000 Equity Shares	3,30,000 Equity Shares
Percentage of Issue Size available for allocation	94.58% of the Issue Size	5.42% of the Issue Size
available for anotation	30.33% of the Post Issue Paid up Capital	1.74% of the Post Issue Paid up Capital
Basis of Allotment/Allocation if respective category is oversubscribed	Proportionate subject to minimum allotment of 6,000 Equity Shares and Further allotment in multiples of 6,000 Equity Shares each.	Firm Allotment
	For further details please refer to the section titled "Issue Procedure–Basis of Allotment" on page 164 of the Draft Prospectus.	
Mode of Application	For QIB and NII Applicants the application must be made compulsorily through ASBA mode.	Through ASBA mode
	Retail Individual Applicants may apply through the ASBA or the Physical Form.	
Minimum Application Size	For QIB and NII:	3,30,000 Equity Shares
	Such number of Equity Shares in multiples of 6,000 Equity Shares such that the Application Value exceeds ₹ 2,00,000	
	For Retail Individuals:	
	6,000 Equity Shares	
Maximum Bid	For QIB and NII:	3,30,000 Equity Shares
	Such number of Equity Shares in multiples of 6,000 Equity Shares such that the Application Size does not exceed 57,60,000 Equity Shares	
	For Retail Individuals:	
	6,000 Equity Shares so that the Application Value does not exceed ₹ 2,00,000	
Mode of Allotment	Compulsorily in dematerialized mode	Compulsorily in dematerialized mode
Trading Lot	6,000 Equity Shares	6,000 Equity Shares, However the Market Makers may accept odd lots if any in the market as required under the SEBI (ICDR) Regulations, 2009.
Terms of payment	Entire Application Amount shall be payable Form.	
	In case of ASBA Applicants, the SCSBs shall	ll be authorized to block such funds in the

Particulars	Net Issue to Public^	Market Maker reservation portion
	bank account of the Applicant that are specified in the ASBA Application Form.	

^50 % of the shares offered in the Net Issue to Public portion are reserved for applications whose value is below ₹2,00,000 and the balance 50 % of the shares are reserved for applications whose value is above ₹2,00,000.

## Withdrawal of the Issue

In accordance with the SEBI ICDR Regulations, our Company, in consultation with Lead Manager, reserves the right not to proceed with this Issue at any time after the Issue Opening Date, but before our Board meeting for Allotment, without assigning reasons thereof. If our Company withdraws the Issue after the Issue Closing Date, we will give reason thereof within two days by way of a public notice which shall be published in the same newspapers where the pre-Issue advertisements were published.

Further, the Stock Exchanges shall be informed promptly in this regard and the Lead Manager, through the Registrar to the Issue, shall notify the SCSBs to unblock the Bank Accounts of the ASBA Applicants within one Working Day from the date of receipt of such notification. In case our Company withdraws the Issue after the Issue Closing Date and subsequently decides to undertake a public offering of Equity Shares, our Company will file a fresh offer document with the stock exchange where the Equity Shares may be proposed to be listed.

Notwithstanding the foregoing, the Issue is also subject to obtaining the final listing and trading approvals of the Stock Exchange, which the Company shall apply for after Allotment. In terms of the SEBI Regulations, QIB Applicants shall not be allowed to withdraw their Application after the Issue Closing Date.

## **Issue Programme**

ISSUE OPENS ON	[•]
ISSUE CLOSES ON	[•]

Applications and any revisions to the same will be accepted only between 10.00 a.m. and 5.00 p.m. (Indian Standard Time) during the Issue Period at the Application Centers mentioned in the Application Form, or in the case of ASBA Applicants, at the Designated Bank Branches except that on the Issue Closing Date applications will be accepted only between 10.00 a.m. and 3.00 p.m. (Indian Standard Time). Applications will be accepted only on Working Days, i.e., Monday to Friday (excluding any public holiday).

## ISSUE PROCEDURE

#### **Fixed Price Issue Procedure**

The Issue is being made under Regulation 106(M)(2) of Chapter XB of SEBI (Issue of Capital and Disclosure Requirements) Regulations, 2009 via Fixed Price Process.

Applicants are required to submit their Applications to the Selected Branches / Offices of the Escrow Bankers to the Issue who shall duly submit to them the Registrar of the Issue. In case of QIB Applicants, the Company in consultation with the Lead Manager may reject Applications at the time of acceptance of Application Form provided that the reasons for such rejection shall be provided to such Applicant in writing.

In case of Non Institutional Applicants and Retail Individual Applicants, our Company would have a right to reject the Applications only on technical grounds.

Investors should note that the Equity Shares will be allotted to all successful Applicants only in dematerialized form. Applicants will not have the option of being Allotted Equity Shares in physical form. The Equity Shares on Allotment shall be traded only in the dematerialized segment of the Stock Exchange.

# **Application Form**

Applicants shall only use the specified Application Form for the purpose of making an Application in terms of this Prospectus. Upon completing and submitting the Application Form to the Bankers, the Applicant is deemed to have authorized our Company to make the necessary changes in the Prospectus and the Application Form as would be required for filing the Prospectus with the RoC and as would be required by RoC after such filing, without prior or subsequent notice of such changes to the Applicant.

ASBA Applicants shall submit an Application Form either in physical or electronic form to the SCSB's authorizing blocking funds that are available in the bank account specified in the Application Form used by ASBA applicants. Upon completing and submitting the Application Form for ASBA Applicants to the SCSB, the ASBA Applicant is deemed to have authorized our Company to make the necessary changes in the Prospectus and the ASBA as would be required for filing the Prospectus with the RoC and as would be required by RoC after such filing, without prior or subsequent notice of such changes to the ASBA Applicant.

The prescribed color of the Application Form for various categories is as follows:

Category	Color
Indian Public / NRI's applying on a non-repatriation basis (ASBA and Non-ASBA)	White
Non-Residents including eligible NRI's, FIIs, FVCIs, etc. applying on a repatriation basis (ASBA and Non-ASBA)	Blue

In accordance with the SEBI (ICDR) Regulations, 2009 in public issues w.e.f. May 1, 2010 all the investors can apply through ASBA process and w.e.f May 02, 2011, the Non-Institutional applicants and the QIB Applicants have to compulsorily apply through the ASBA Process.

# Who can apply?

- 1. Indian nationals resident in India who are not minors in single or joint names (not more than three);
- 2. Hindu Undivided Families or HUFs, in the individual name of the Karta. The Applicant should specify that the Application is being made in the name of the HUF in the Application Form as follows: "Name of Sole or First Applicant: XYZ Hindu Undivided Family applying through XYZ, where XYZ is the name of the Karta". Applications by HUFs would be considered at par with those from individuals;
- 3. Companies, corporate bodies and societies registered under the applicable laws in India and authorized to invest in equity shares;
- 4. Mutual Funds registered with SEBI;

- 5. Eligible NRIs on a repatriation basis or on a non repatriation basis subject to applicable laws. NRIs other than eligible NRIs are not eligible to participate in this issue;
- 6. Indian Financial Institutions, commercial banks (excluding foreign banks), regional rural banks, co operative banks (subject to RBI regulations and the SEBI Regulations, as applicable);
- 7. FIIs registered with SEBI;
- 8. Venture Capital Funds registered with SEBI;
- 9. State Industrial Development Corporations;
- Trusts/societies registered under the Societies Registration Act, 1860, as amended, or under any other law relating to trusts/societies and who are authorized under their constitution to hold and invest in equity shares;
- 11. Scientific and/or industrial research organizations authorized to invest in equity shares;
- 12. Insurance Companies registered with Insurance Regulatory and Development Authority;
- 13. Provident Funds with minimum corpus of ₹ 250 million and who are authorized under their constitution to hold and invest in equity shares:
- 14. Pension Funds with minimum corpus of ₹ 250 million and who are authorized under their constitution to hold and invest in equity shares;
- 15. Foreign Venture Capital Investors registered with SEBI;
- 16. Multilateral and bilateral development financial institutions;
- 17. National Investment Fund; and

# Applications not to be made by:

- a. Minors
- b. Partnership firms or their nominations
- c. Foreign Nationals (except NRIs)
- d. Overseas Corporate Bodies

# Participation by Associates of LM

Except for the Underwriting Obligations, the Lead Manager shall not be allowed to subscribe to this Issue in any manner. However, associates and affiliates of the LM may subscribe to or purchase Equity Shares in the Issue, where the allocation is on a proportionate basis.

# **Availability of Prospectus and Application Forms**

The Memorandum Form 2A containing the salient features of the Prospectus together with the Application Forms and copies of the Prospectus may be obtained from the Registered Office of our Company, Lead Manager to the Issue, Registrar to the Issue and the collection Centres of the Bankers to the Issue, as mentioned in the Application Form. The application forms may also be downloaded from the website of BSE Limited i.e. <a href="https://www.bseindia.com">www.bseindia.com</a>.

# Option to Subscribe in the Issue

a. Investors will have the option of getting the allotment of specified securities either in physical form or in dematerialization form.

- b. The equity shares, on allotment, shall be traded on stock exchange in demat segment only.
- c. A single application from any investor shall not exceed the investment limit/minimum number of specified securities that can be held by him/her/it under the relevant regulations/statutory guidelines.

# Application by Indian Public including eligible NRIs applying on Non Repatriation

Application must be made only in the names of individuals, Limited Companies or Statutory Corporations/institutions and NOT in the names of Minors, Foreign Nationals, Non Residents (except for those applying on non repatriation), trusts, (unless the Trust is registered under the Societies Registration Act, 1860 or any other applicable Trust laws and is authorized under its constitution to hold shares and debentures in a Company), Hindu Undivided Families, partnership firms or their nominees. In case of HUF's application shall be made by the Karta of the HUF. An applicant in the Net Public Category cannot make an application for that number of securities exceeding the number of securities offered to the public.

## **Application by Mutual Funds**

As per the current regulations, the following restrictions are applicable for investments by mutual funds:

No mutual fund scheme shall invest more than 10% of its net asset value in the Equity Shares or equity related instruments of any Company provided that the limit of 10% shall not be applicable for investments in index funds or sector or industry specific funds. No mutual fund under all its schemes should own more than 10% of any Company's paid up share capital carrying voting rights.

In case of a Mutual Fund, a separate Application can be made in respect of each scheme of the Mutual Fund registered with SEBI and such Applications in respect of more than one scheme of the Mutual Fund will not be treated as multiple Applications provided that the Applications clearly indicate the scheme concerned for which the Application has been made.

## Applications by Eligible NRIs/FII's on Repatriation Basis

Application Forms have been made available for Eligible NRIs at our registered Office.

Eligible NRI applicants may please note that only such applications as are accompanied by payment in free foreign exchange shall be considered for Allotment. The Eligible NRIs who intend to make payment through Non Resident Ordinary (NRO) accounts shall use the form meant for Resident Indians.

Under the Foreign Exchange Management Act, 1999 (FEMA) general permission is granted to the companies vide notification no. FEMA/20/2000 RB dated 03/05/2000 to issue securities to NRI's subject to the terms and conditions stipulated therein. The Companies are required to file the declaration in the prescribed form to the concerned Regional Office of RBI within 30 days from the date of issue of shares for allotment to NRI's on repatriation basis.

Allotment of Equity Shares to Non Resident Indians shall be subject to the prevailing Reserve Bank of India Guidelines. Sale proceeds of such investments in Equity Shares will be allowed to be repatriated along with the income thereon subject to permission of the RBI and subject to the Indian Tax Laws and regulations and any other applicable laws.

The Company does not require approvals from FIPB or RBI for the Transfer of Equity Shares in the issue to eligible NRI's, FII's, Foreign Venture Capital Investors registered with SEBI and multilateral and bilateral development financial institutions.

## As per the current regulations, the following restrictions are applicable for investments by FIIs:

The issue of Equity Shares to a single FII should not exceed 10% of our post Issue issued capital. In respect of an FII investing in our equity shares on behalf of its sub accounts, the investment on behalf of each sub account shall not exceed 10% of our total issued capital or 5% of our total issued capital in case such sub account is a foreign corporate or an individual.

In accordance with the foreign investment limits, the aggregate FII holding in our Company cannot exceed 24% of our total issued capital. With the approval of the board and the shareholders by way of a special resolution,

the aggregate FII holding can go up to 100%. However, as on this date, no such resolution has been recommended to the shareholders of the Company for adoption.

Subject to compliance with all applicable Indian laws, rules, regulations, guidelines and approvals in terms of regulation 15A(1) of the Securities Exchange Board of India (Foreign Institutional Investors) Regulations 1995, as amended, an FII may issue, deal or hold, off shore derivative instruments such as participatory notes, equity linked notes or any other similar instruments against underlying securities listed or proposed to be listed in any stock exchange in India only in favour of those entities which are regulated by any relevant regulatory authorities in the countries of their incorporation or establishment subject to compliance of "Know Your Client" requirements. An FII shall also ensure that no further downstream issue or transfer of any instrument referred to hereinabove is made to any person other than a regulated entity.

In case of FII's in NRI/FII Portion, number of Equity Shares applied shall not exceed issue size.

## Applications by SEBI registered Venture Capital Funds and Foreign Venture Capital Investors

As per the current regulations, the following restrictions are applicable for SEBI Registered Venture Capital Funds and Foreign Venture Capital Investors:

The SEBI (Venture Capital) Regulations, 1996 and the SEBI (Foreign Venture Capital Investor) Regulations, 2000 prescribe investment restrictions on venture capital funds and foreign venture capital investors registered with SEBI.

Accordingly, whilst the holding by any individual venture capital fund registered with SEBI in one Company should not exceed 25% of the corpus of the venture capital fund, a Foreign Venture Capital Investor can invest its entire funds committed for investments into India in one Company. Further, Venture Capital Funds and Foreign Venture Capital Investors can invest only up to 33.33% of the investible funds by way of subscription to an initial public offer.

The above information is given for the benefit of the Applicants. The Company and the LM are not liable for any amendments or modification or changes in applicable laws or regulations, which may occur after the date of this Prospectus. Applicants are advised to make their independent investigations and ensure that the number of Equity Shares applied for do not exceed the applicable limits under laws or regulations.

## MAXIMUM AND MINIMUM APPLICATION SIZE

# (a) For Retail Individual Applicants

The Application must be for a 6,000 Equity Shares so as to ensure that the Application Price payable by the Applicant does not exceed  $\stackrel{?}{\sim} 2,00,000$ . In case of revision of Applications, the Retail Individual Applicants have to ensure that the Application Price does not exceed  $\stackrel{?}{\sim} 2,00,000$ .

# (b) For Other Applicants (Non Institutional Applicants and QIBs):

The Application must be for a minimum of such number of Equity Shares such that the Application Amount exceeds ₹ 200,000 and in multiples of 6,000 Equity Shares thereafter. An Application cannot be submitted for more than the Issue Size. However, the maximum Application by a QIB investor should not exceed the investment limits prescribed for them by applicable laws. Under existing SEBI Regulations, a QIB Applicant cannot withdraw its Application after the Issue Closing Date and is required to pay 100% QIB Margin upon submission of Application.

In case of revision in Applications, the Non Institutional Applicants, who are individuals, have to ensure that the Application Amount is greater than ₹ 2,00,000 for being considered for allocation in the Non Institutional Portion.

Applicants are advised to ensure that any single Application from them does not exceed the investment limits or maximum number of Equity Shares that can be held by them under applicable law or regulation or as specified in this Prospectus.

## **Applications under Power of Attorney**

In case of Applications made pursuant to a power of attorney or by limited companies, corporate bodies, registered societies, a certified copy of the power of attorney or the relevant resolution or authority, as the case may be, along with a certified copy of the Memorandum of Association and Articles of Association and/ or bye laws must be lodged along with the Application Form. Failing this, the Company reserves the right to accept or reject any Application in whole or in part, in either case, without assigning any reason thereof.

In case of Applications made pursuant to a power of attorney by FIIs, a certified copy of the power of attorney or the relevant resolution or authority, as the case may be, along with a certified copy of their SEBI registration certificate must be lodged along with the Application Form. Failing this, the Company reserves the right to accept or reject any Application in whole or in part, in either case, without assigning any reason thereof.

In case of Applications made pursuant to a power of attorney by Mutual Funds, a certified copy of the power of attorney or the relevant resolution or authority, as the case may be, along with the certified copy of their SEBI registration certificate must be lodged along with the Application Form. Failing this, the Company reserves the right to accept or reject any Application in whole or in part, in either case, without assigning any reason thereof.

In case of Applications made by insurance companies registered with the Insurance Regulatory and Development Authority, a certified copy of certificate of registration issued by Insurance Regulatory and Development Authority must be lodged along with the Application Form. Failing this, the Company reserves the right to accept or reject any Application in whole or in part, in either case, without assigning any reason thereof.

In case of Applications made by provident funds with minimum corpus of ₹25 crore (subject to applicable law) and pension funds with minimum corpus of ₹25 crore, a certified copy of certificate from a chartered accountant certifying the corpus of the provident fund/ pension fund must be lodged along with the Application Form. Failing this, the Company reserves the right to accept or reject any Application in whole or in part, in either case, without assigning any reason thereof.

The Company in its absolute discretion, reserve the right to relax the above condition of simultaneous lodging of the power of attorney along with the Application Form, subject to such terms and conditions that the Company and the LM may deem fit.

# **Information for the Applicants:**

- a) Our Company will file the Prospectus with the RoC at least 3 (three) days before the Issue Opening Date.
- b) The LM will circulate copies of the Prospectus along with the Application Form to potential investors.
- c) Any investor (who is eligible to invest in our Equity Shares) who would like to obtain the Prospectus and/ or the Application Form can obtain the same from our registered office or from the corporate office of the LM.
- d) Applicants who are interested in subscribing for the Equity Shares should approach the LM or their authorized agent(s) to register their Applications.
- e) Applications made in the Name of Minors and/or their nominees shall not be accepted.
- f) Applicants are requested to mention the application form number on the reverse of the instrument to avoid misuse of instrument submitted along with the application for shares. Applicants are advised in their own interest, to indicate the name of the bank and the savings or current a/c no in the application form. In case of refund, the refund order will indicate these details after the name of the payee. The refund order will be sent directly to the payee's address.

## **Instructions for Completing the Application Form**

The Applications should be submitted on the prescribed Application Form and in BLOCK LETTERS in ENGLISH only in accordance with the instructions contained herein and in the Application Form. Applications not so made are liable to be rejected. ASBA Application Forms should bear the stamp of the SCSB's. ASBA Application Forms, which do not bear the stamp of the SCSB, will be rejected.

Applicants residing at places where the designated branches of the Banker to the Issue are not located may submit/mail their applications at their sole risk along with Demand Draft payable at Mumbai.

## Applicant's Depository Account and Bank Details

Applicants should note that on the basis of name of the Applicants, Depository Participant's name, Depository Participant Identification number and Beneficiary Account Number provided by them in the Application Form, the Registrar to the Issue will obtain from the Depository the demographic details including address, Applicants bank account details, MICR code and occupation (hereinafter referred to as 'Demographic Details'). These Bank Account details would be used for giving refunds to the Applicants. Hence, Applicants are advised to immediately update their Bank Account details as appearing on the records of the depository participant. Please note that failure to do so could result in delays in dispatch/ credit of refunds to Applicants at the Applicants sole risk and neither the LM or the Registrar or the Escrow Collection Banks or the SCSB nor the Company shall have any responsibility and undertake any liability for the same. Hence, Applicants should carefully fill in their Depository Account details in the Application Form.

These Demographic Details would be used for all correspondence with the Applicants including mailing of the CANs / Allocation Advice and printing of Bank particulars on the refund orders or for refunds through electronic transfer of funds, as applicable. The Demographic Details given by Applicants in the Application Form would not be used for any other purpose by the Registrar to the Issue.

By signing the Application Form, the Applicant would be deemed to have authorized the depositories to provide, upon request, to the Registrar to the Issue, the required Demographic Details as available on its records.

## **BASIS OF ALLOTMENT**

Allotment will be made in consultation with SME Platform of BSE (The Designated Stock Exchange). In the event of oversubscription, the allotment will be made on a proportionate basis in marketable lots as set forth here:

- 1. The total number of Shares to be allocated to each category as a whole shall be arrived at on a proportionate basis i.e. the total number of Shares applied for in that category multiplied by the inverse of the over subscription ratio (number of applicants in the category x number of Shares applied for).
- 2. The number of Shares to be allocated to the successful applicants will be arrived at on a proportionate basis in marketable lots (i.e. Total number of Shares applied for into the inverse of the over subscription ratio).
- 3. For applications where the proportionate allotment works out to less than 6,000 equity shares the allotment will be made as follows:
  - a) Each successful applicant shall be allotted 6,000 equity shares; and
  - b) The successful applicants out of the total applicants for that category shall be determined by the drawal of lots in such a manner that the total number of Shares allotted in that category is equal to the number of Shares worked out as per (2) above.
- 4. If the proportionate allotment to an applicant works out to a number that is not a multiple of 6,000 equity shares, the applicant would be allotted Shares by rounding off to the lower nearest multiple of 6,000 equity shares subject to a minimum allotment of 6,000 equity shares.
- 5. If the Shares allotted on a proportionate basis to any category is more than the Shares allotted to the applicants in that category, the balance available Shares for allocation shall be first adjusted against any category, where the allotted Shares are not sufficient for proportionate allotment to the successful applicants in that category, the balance Shares, if any, remaining after such adjustment will be added to the category comprising of applicants applying for the minimum number of Shares. If as a result of the process of rounding off to the lower nearest multiple of 6,000 equity shares, results in the actual allotment being higher than the shares offered, the final allotment may be higher at the sole discretion of the Board of Directors, upto 110% of the size of the offer specified under the Capital Structure mentioned in this Prospectus.

- 6. The above proportionate allotment of shares in an Issue that is oversubscribed shall be subject to the reservation for small individual applicants as described below
  - a) A minimum of 50% of the net offer of shares to the Public shall initially be made available for allotment to retail individual investors as the case may be.
  - b) The balance net offer of shares to the public shall be made available for allotment to a) individual applicants other than retails individual investors and b) other investors, including Corporate Bodies/ Institutions irrespective of number of shares applied for.
  - The unsubscribed portion of the net offer to any one of the categories specified in (a) or (b) shall/may be made available for allocation to applicants in the other category, if so required.

However, if the retail individual investor category is entitled to more than fifty per cent. on proportionate basis, the retail individual investors shall be allocated that higher percentage.

'Retail Individual Investor' means an investor who applies for shares of value of not more than ₹ 2,00,000/. Investors may note that in case of over subscription allotment shall be on proportionate basis and will be finalized in consultation with SME Platform of BSE.

The Executive Director / Managing Director of the SME Platform of BSE, Designated Stock Exchange in addition to Lead Merchant Banker and Registrar to the Public Issue shall be responsible to ensure that the basis of allotment is finalized in a fair and proper manner in accordance with the SEBI (ICDR) Regulations, 2009.

#### **REFUNDS:**

In case of Applicants receiving refunds through electronic transfer of funds, delivery of refund orders/allocation advice/ CANs may get delayed if the same once sent to the address obtained from the depositories are returned undelivered. In such an event, the address and other details given by the Applicant in the Application Form would be used only to ensure dispatch of refund orders. Please note that any such delay shall be at the Applicants sole risk and neither the Company, the Registrar, Escrow Collection Bank(s) nor the LM shall be liable to compensate the Applicant for any losses caused to the Applicant due to any such delay or liable to pay any interest for such delay.

In case no corresponding record is available with the Depositories, which matches three parameters, namely, names of the Applicants (including the order of names of joint holders), the Depository Participant's identity (DP ID) and the beneficiary's identity, then such Applications are liable to be rejected.

The Company in its absolute discretion, reserves the right to permit the holder of the power of attorney to request the Registrar that for the purpose of printing particulars on the refund order and mailing of the refund order/ CANs/ allocation advice/ refunds through electronic transfer of funds, the Demographic Details given on the Application Form should be used (and not those obtained from the Depository of the Applicant). In such cases, the Registrar shall use Demographic Details as given in the Application Form instead of those obtained from the depositories.

Refunds, dividends and other distributions, if any, will be payable in Indian Rupees only and net of bank charges and/ or commission. In case of Applicants who remit money through Indian Rupee drafts purchased abroad, such payments in Indian Rupees will be converted into US Dollars or any other freely convertible currency as may be permitted by the RBI at the rate of exchange prevailing at the time of remittance and will be dispatched by registered post or if the Applicants so desire, will be credited to their NRE accounts, details of which should be furnished in the space provided for this purpose in the Application Form. The Company will not be responsible for loss, if any, incurred by the Applicant on account of conversion of foreign currency.

As per the RBI regulations, OCBs are not permitted to participate in the Issue.

There is no reservation for Non Residents, NRIs, FIIs and foreign venture capital funds and all Non Residents, NRI, FII and Foreign Venture Capital Funds applicants will be treated on the same basis with other categories for the purpose of allocation.

## TERMS OF PAYMENT / PAYMENT INSTRUCTIONS

The entire issue price of ₹20 per share is payable on application. In case of allotment of lesser number of Equity shares than the number applied, The Company shall refund the excess amount paid on Application to the Applicants.

Payments should be made by cheque, or demand draft drawn on any Bank (including a Co operative Bank), which is situated at, and is a member of or sub member of the bankers' clearing house located at the centre where the Application Form is submitted. Outstation cheques/ bank drafts drawn on banks not participating in the clearing process will not be accepted and applications accompanied by such cheques or bank drafts are liable to be rejected.

Cash/ Stockinvest/ Money Orders/ Postal orders will not be accepted.

A separate Cheque or Bank Draft should accompany each application form. Applicants should write the Share Application Number on the back of the Cheque /Draft. Outstation Cheques will not be accepted and applications accompanied by such cheques drawn on outstation banks are liable for rejection. Money Orders / Postal Notes will not be accepted.

Each Applicant shall draw a cheque or demand draft for the amount payable on the Application and/ or on allocation/ Allotment as per the following terms:

- 1. The payment instruments for payment into the Escrow Account should be drawn in favour of:
  - Indian Public including eligible NRIs applying on non repatriation basis: "GCM Public Issue R".
  - In case of Non Resident Retail Applicants applying on repatriation basis: "GCM Public Issue NR"
- 2. In case of Application by NRIs applying on repatriation basis, the payments must be made through Indian Rupee drafts purchased abroad or cheques or bank drafts, for the amount payable on application remitted through normal banking channels or out of funds held in Non Resident External (NRE) Accounts or Foreign Currency Non Resident (FCNR) Accounts, maintained with banks authorized to deal in foreign exchange in India, along with documentary evidence in support of the remittance. Payment will not be accepted out of Non Resident Ordinary (NRO) Account of Non Resident Applicant applying on a repatriation basis. Payment by drafts should be accompanied by bank certificate confirming that the draft has been issued by debiting to NRE Account or FCNR Account.
- 3. Where an Applicant has been allocated a lesser number of Equity Shares than the Applicant has applied for, the excess amount, if any, paid on Application, after adjustment towards the balance amount payable by the Pay In Date on the Equity Shares allocated will be refunded to the Applicant from the Refund Account.
- 4. On the Designated Date and no later than 15 days from the Issue Closing Date, the Escrow Collection Bank shall also refund all amounts payable to unsuccessful Applicants and also the excess amount paid on Application, if any, after adjusting for allocation / Allotment to the Applicants.

# Payment by Stock invest

In terms of the Reserve Bank of India Circular No. DBOD No. FSC BC 42/24.47.00/2003 04 dated November 5, 2003; the option to use the stock invest instrument in lieu of cheques or bank drafts for payment of Application money has been withdrawn. Hence, payment through stock invest would not be accepted in this Issue.

## **GENERAL INSTRUCTIONS**

## Do's:

- Check if you are eligible to apply;
- Read all the instructions carefully and complete the applicable Application Form;
- Ensure that the details about Depository Participant and Beneficiary Account are correct as Allotment of Equity Shares will be in the dematerialized form only;

- Each of the Applicants should mention their Permanent Account Number (PAN) allotted under the Income Tax Act, 1961;
- Ensure that the Demographic Details (as defined herein below) are updated, true and correct in all respects;
- Ensure that the name(s) given in the Application Form is exactly the same as the name(s) in which the beneficiary account is held with the Depository Participant.

#### Don'ts:

- Do not apply for lower than the minimum Application size;
- Do not apply at a Price Different from the Price Mentioned herein or in the Application Form
- Do not apply on another Application Form after you have submitted an Application to the Bankers of the Issue.
- Do not pay the Application Price in cash, by money order or by postal order or by stock invest;
- Do not send Application Forms by post; instead submit the same to the Selected Branches / Offices of the Banker to the Issue.
- Do not fill up the Application Form such that the Equity Shares applied for exceeds the Issue Size and/ or investment limit or maximum number of Equity Shares that can be held under the applicable laws or regulations or maximum amount permissible under the applicable regulations;
- Do not submit the GIR number instead of the PAN as the Application is liable to be rejected on this ground.

## OTHER INSTRUCTIONS

## Joint Applications in the case of Individuals

Applications may be made in single or joint names (not more than three). In the case of joint Applications, all payments will be made out in favour of the Applicant whose name appears first in the Application Form or Revision Form. All communications will be addressed to the First Applicant and will be dispatched to his or her address as per the Demographic Details received from the Depository.

## Multiple Applications

An Applicant should submit only one Application (and not more than one) for the total number of Equity Shares required. Two or more Applications will be deemed to be multiple Applications if the sole or First Applicant is one and the same.

In this regard, the procedures which would be followed by the Registrar to the Issue to detect multiple applications are given below:

All applications are electronically strung on first name, address (1st line) and applicant's status. Further, these applications are electronically matched for common first name and address and if matched, these are checked manually for age, signature and father/ husband's name to determine if they are multiple applications

- Applications which do not qualify as multiple applications as per above procedure are further checked for common DP ID/ beneficiary ID. In case of applications with common DP ID/ beneficiary ID, are manually checked to eliminate possibility of data entry error to determine if they are multiple applications.
- ii. Applications which do not qualify as multiple applications as per above procedure are further checked for common PAN. All such matched applications with common PAN are manually checked to eliminate possibility of data capture error to determine if they are multiple applications.

No separate applications for demat and physical is to be made. If such applications are made, the applications for physical shares will be treated as multiple applications and rejected accordingly.

In case of a mutual fund, a separate Application can be made in respect of each scheme of the mutual fund registered with SEBI and such Applications in respect of more than one scheme of the mutual fund will not be treated as multiple Applications provided that the Applications clearly indicate the scheme concerned for which the Application has been made.

In cases where there are more than 20 valid applications having a common address, such shares will be kept in abeyance, post allotment and released on confirmation of "know your client" norms by the depositories. The Company reserves the right to reject, in our absolute discretion, all or any multiple Applications in any or all categories.

#### **Permanent Account Number or PAN**

Pursuant to the circular MRD/DoP/Circ 05/2007 dated April 27, 2007, SEBI has mandated Permanent Account Number ("PAN") to be the sole identification number for all participants transacting in the securities market, irrespective of the amount of the transaction w.e.f. July 2, 2007. Each of the Applicants should mention his/her PAN allotted under the IT Act. Applications without this information will be considered incomplete and are liable to be rejected. It is to be specifically noted that Applicants should not submit the GIR number instead of the PAN, as the Application is liable to be rejected on this ground.

#### RIGHT TO REJECT APPLICATIONS

In case of QIB Applicants, the Company in consultation with the LM may reject Applications provided that the reasons for rejecting the same shall be provided to such Applicant in writing. In case of Non Institutional Applicants, Retail Individual Applicants who applied, the Company has a right to reject Applications based on technical grounds.

# **Grounds for Rejections**

Applicants are advised to note that Applications are liable to be rejected inter alia on the following technical grounds:

- Amount paid does not tally with the amount payable for the highest value of Equity Shares applied for;
- In case of partnership firms, Equity Shares may be registered in the names of the individual partners and no firm as such shall be entitled to apply;
- Application by persons not competent to contract under the Indian Contract Act, 1872 including minors, insane persons;
- PAN not mentioned in the Application Form;
- GIR number furnished instead of PAN:
- Applications for lower number of Equity Shares than specified for that category of investors;
- Applications at a price other than the Fixed Price of The Issue;
- Applications for number of Equity Shares which are not in multiples of 6,000;
- Category not ticked;
- Multiple Applications as defined in this Prospectus;
- In case of Application under power of attorney or by limited companies, corporate, trust etc., where relevant documents are not submitted;
- Applications accompanied by Stock invest/ money order/ postal order/ cash;
- Signature of sole Applicant is missing;
- Application Forms are not delivered by the Applicant within the time prescribed as per the Application Forms, Issue Opening Date advertisement and the Prospectus and as per the instructions in the Prospectus and the Application Forms;
- In case no corresponding record is available with the Depositories that matches three parameters namely, names of the Applicants (including the order of names of joint holders), the Depository Participant's identity (DP ID) and the beneficiary's account number;
- Applications for amounts greater than the maximum permissible amounts prescribed by the regulations;
- Applications where clear funds are not available in the Escrow Account as per the final certificate from the Escrow Collection Bank(s);
- Applications by OCBs;
- Applications by US persons other than in reliance on Regulation S or "qualified institutional buyers" as defined in Rule 144A under the Securities Act;
- Applications not duly signed by the sole;
- Applications by any persons outside India if not in compliance with applicable foreign and Indian laws;
- Applications that do not comply with the securities laws of their respective jurisdictions are liable to be rejected;

- Applications by persons prohibited from buying, selling or dealing in the shares directly or indirectly by SEBI or any other regulatory authority;
- Applications by persons who are not eligible to acquire Equity Shares of the Company in terms of all applicable laws, rules, regulations, guidelines, and approvals;
- Applications or revisions thereof by QIB Applicants, Non Institutional Applicants where the Application Amount is in excess of ₹ 2,00,000, received after 5.00 pm on the Issue Closing Date;

## **Impersonation**

Attention of the applicants is specifically drawn to the provisions of sub section (1) of Section 68A of the Companies Act, which is reproduced below:

## "Any person who:

- (a) Makes in a fictitious name, an application to a Company for acquiring or subscribing for, any shares therein, or
- (b) Otherwise induces a Company to allot, or register any transfer of shares therein to him, or any other person in a fictitious name, shall be punishable with imprisonment for a term which may extend to five years."

## **Signing of Underwriting Agreement**

*Vide* an Underwriting agreement dated January 31, 2013 this issue is 100% Underwritten.

## Filing of the Prospectus with the RoC

The Company will file a copy of the Prospectus with the RoC in terms of Section 56 and Section 60 of the Companies Act.

#### **Pre-Issue Advertisement**

Subject to Section 66 of the Companies Act, the Company shall, after registering the Prospectus with the RoC, publish a pre-Issue advertisement, in the form prescribed by the SEBI Regulations, in one widely circulated English language national daily newspaper; one widely circulated Hindi language national daily newspaper and one Marathi newspaper with wide circulation.

## **Designated Date and Allotment of Equity Shares**

The Company will issue and dispatch letters of allotment/ securities certificates and/ or letters of regret along with refund order or credit the allotted securities to the respective beneficiary accounts, if any within a period of 12 days of the Issue Closing Date.

In case the Company issues Letters of allotment, the corresponding Security Certificates will be kept ready within three months from the date of allotment thereof or such extended time as may be approved by the Company Law Board under Section 113 of the Companies Act, 1956 or other applicable provisions, if any. Allottees are requested to preserve such Letters of Allotment, which would be exchanged later for the Security Certificates.

After the funds are transferred from the Escrow Account to the Public Issue Account on the Designated Date, the Company would ensure the credit to the successful Applicants depository account. Allotment of the Equity Shares to the allottees shall be within two working days of the date of Allotment

Investors are advised to instruct their Depository Participant to accept the Equity Shares that may be allocated/ Allotted to them pursuant to this Issue.

Applicants to whom refunds are made through electronic transfer of funds will be sent a letter intimating them about the mode of credit of refund within 15 days of closure of Issue.

The Company will provide adequate funds required for dispatch of refund orders or allotment advice to the Registrar to the Issue.

Refunds will be made by cheques, pay orders or demand drafts drawn on a bank appointed by us, as Refund Banker and payable at par at places where applications are received. Bank charges, if any, for encashing such cheques, pay orders or demand drafts at other centres will be payable by the Applicants.

#### **PAYMENT OF REFUND**

Applicants must note that on the basis of name of the Applicants, Depository Participant's name, DP ID, Beneficiary Account number provided by them in the Application Form, the Registrar will obtain, from the Depositories, the Applicants' bank account details, including the nine digit Magnetic Ink Character Recognition ("MICR") code as appearing on a cheque leaf. Hence Applicants are advised to immediately update their bank account details as appearing on the records of the Depository Participant. Please note that failure to do so could result in delays in dispatch of refund order or refunds through electronic transfer of funds, as applicable, and any such delay shall be at the Applicants' sole risk and neither the Company, the Registrar, Escrow Collection Bank(s), Bankers to the Issue nor the LM shall be liable to compensate the Applicants for any losses caused to the Applicant due to any such delay or liable to pay any interest for such delay.

## Mode of making refunds

The payment of refund, if any, would be done through various modes as given hereunder:

- 1) *ECS* (*Electronic Clearing System*) Payment of refund would be done through ECS for applicants having an account at any of the centres where such facility has been made available. This mode of payment of refunds would be subject to availability of complete bank account details including the MICR code as appearing on a cheque leaf, from the Depositories. The payment of refunds is mandatory for applicants having a bank account at any of such centres, except where the applicant, being eligible, opts to receive refund through NEFT, direct credit or RTGS.
- 2) *Direct Credit* Applicants having bank accounts with the Refund Banker(s), as mentioned in the Application Form, shall be eligible to receive refunds through direct credit. Charges, if any, levied by the Refund Bank(s) for the same would be borne by the Company.
- 3) RTGS (Real Time Gross Settlement) Applicants having a bank account at any of the centres where such facility has been made available and whose refund amount exceeds ₹ 10.00 Lacs, have the option to receive refund through RTGS. Such eligible applicants who indicate their preference to receive refund through RTGS are required to provide the IFSC code in the application Form. In the event the same is not provided, refund shall be made through ECS. Charges, if any, levied by the Refund Bank(s) for the same would be borne by the Company. Charges, if any, levied by the applicant's bank receiving the credit would be borne by the applicant
- 4) NEFT (National Electronic Fund Transfer) Payment of refund shall be undertaken through NEFT wherever the applicants' bank has been assigned the Indian Financial System Code (IFSC), which can be linked to a Magnetic Ink Character Recognition (MICR), if any, available to that particular bank branch. IFSC Code will be obtained from the website of RBI as on a date immediately prior to the date of payment of refund, duly mapped with MICR numbers. Wherever the applicants have registered their nine digit MICR number and their bank account number while opening and operating the demat account, the same will be duly mapped with the IFSC Code of that particular bank branch and the payment of refund will be made to the applicants through this method. The process flow in respect of refunds by way of NEFT is at an evolving stage and hence use of NEFT is subject to operational feasibility, cost and process efficiency.
- 5) For all other applicants, including those who have not updated their bank particulars with the MICR code, the refund orders will be through Speed Post/ Registered Post. Such refunds will be made by cheques, pay orders or demand drafts drawn on the Escrow Collection Banks and payable at par at places where Applications are received. Bank charges, if any, for cashing such cheques, pay orders or demand drafts at other centres will be payable by the Applicants.

# DISPOSAL OF APPLICATIONS AND APPLICATION MONEYS AND INTEREST IN CASE OF DELAY

The Company shall ensure the dispatch of Allotment advice, refund orders (except for Applicants who receive refunds through electronic transfer of funds) and give benefit to the beneficiary account with Depository Participants and submit the documents pertaining to the Allotment to the Stock Exchange within two working days of date of Allotment of Equity Shares.

In case of applicants who receive refunds through ECS, direct credit or RTGS, the refund instructions will be given to the clearing system within 15 days from the Issue Closing Date. A suitable communication shall be sent to the Applicants receiving refunds through this mode within 15 days of Issue Closing Date, giving details of the bank where refunds shall be credited along with amount and expected date of electronic credit of refund.

The Company shall use best efforts to ensure that all steps for completion of the necessary formalities for listing and commencement of trading at SME Platform of BSE where the Equity Shares are proposed to be listed are taken within seven working days of Allotment.

In accordance with the Companies Act, the requirements of the Stock Exchange and the SEBI Regulations, the Company further undertakes that:

- 1) Allotment of Equity Shares shall be made within 12 (twelve) days of the Issue Closing Date;
- 2) Dispatch of refund orders or in a case where the refund or portion thereof is made in electronic manner, the refund instructions are given to the clearing system within 15 (fifteen) days of the Issue Closing Date would be ensured; and
- 3) The Company shall pay interest at 15% p.a. for any delay beyond the 12 (twelve) days time period as mentioned above, if Allotment is not made and refund orders are not dispatched or if, in a case where the refund or portion thereof is made in electronic manner, the refund instructions have not been given to the clearing system in the disclosed manner and/ or demat credits are not made to investors within the 15 (fifteen) days time.

# UNDERTAKINGS BY OUR COMPANY

The Company undertakes the following:

- 1) That the complaints received in respect of this Issue shall be attended to by us expeditiously;
- 2) That all steps will be taken for the completion of the necessary formalities for listing and commencement of trading at the Stock Exchange where the Equity Shares are proposed to be listed within seven working days of finalization of the basis of Allotment;
- 3) That funds required for making refunds to unsuccessful applicants as per the mode(s) disclosed shall be made available to the Registrar to the Issue by the Issuer;
- 4) That where refunds are made through electronic transfer of funds, a suitable communication shall be sent to the applicant within 15 days of the Issue Closing Date, as the case may be, giving details of the bank where refunds shall be credited along with amount and expected date of electronic credit of refund;
- 5) That the certificates of the securities/ refund orders to the non resident Indians shall be dispatched within specified time; and
- 6) That no further issue of Equity Shares shall be made till the Equity Shares offered through this Prospectus are listed or until the Application monies are refunded on account of non listing, under subscription etc.
- 7) That adequate arrangements shall be made to collect all Applications Supported by Blocked Amount and to consider them similar to non-ASBA applications while finalizing the basis of allotment

## UTILIZATION OF ISSUE PROCEEDS

Our Board certifies that:

- 1) All monies received out of the Issue shall be credited/ transferred to a separate bank account other than the bank account referred to in sub section (3) of Section 73 of the Companies Act;
- 2) details of all monies utilised out of the issue referred to in subitem(1) shall be disclosed and continue to be disclosed till the time any part of the issue proceeds remains unutilised under an appropriate separate head in the balance-sheet of the issuer indicating the purpose for which such monies had been utilised; and
- 3) details of all unutilised monies out of the issue of specified securities referred to in sub-item (1) shall be disclosed under an appropriate separate head in the balance sheet of the issuer indicating the form in which such unutilised monies have been invested; and
- 4) Our Company shall comply with the requirements of Clause 52 of the SME Listing Agreement in relation to the disclosure and monitoring of the utilisation of the proceeds of the Issue.

Our Company shall not have recourse to the Issue Proceeds until the approval for listing and trading of the Equity Shares from the Stock Exchange where listing is sought has been received.

## WITHDRAWAL OF THE ISSUE

Our Company, in consultation with the LM reserves the right not to proceed with the Issue at anytime, including after the Issue Closing Date but before the Board meeting for Allotment, without assigning any reason. Notwithstanding the foregoing, the Issue is also subject to obtaining the final listing and trading approvals of the Stock Exchange, which the Company shall apply for after Allotment. In terms of the SEBI Regulations, QIB Applicants shall not be allowed to withdraw their Application after the Issue Closing Date.

## EQUITY SHARES IN DEMATERIALISED FORM WITH NSDL OR CDSL

To enable all shareholders of the Company to have their shareholding in electronic form, the Company had signed the following tripartite agreements with the Depositories and the Registrar and Share Transfer Agent:

- (a) Agreement dated December 3, 2012 between NSDL, the Company and the Registrar to the Issue;
- (b) Agreement dated December 6, 2012 between CDSL, the Company and the Registrar to the Issue;

The Company's shares bear an ISIN No. INE168O01018

- An Applicant applying for Equity Shares must have at least one beneficiary account with either of the Depository Participants of either NSDL or CDSL prior to making the Application.
- The Applicant must necessarily fill in the details (including the Beneficiary Account Number and Depository Participant's identification number) appearing in the Application Form or Revision Form.
- Allotment to a successful Applicant will be credited in electronic form directly to the beneficiary account (with the Depository Participant) of the Applicant.
- Names in the Application Form or Revision Form should be identical to those appearing in the account details in the Depository. In case of joint holders, the names should necessarily be in the same sequence as they appear in the account details in the Depository.
- If incomplete or incorrect details are given under the heading 'Applicants Depository Account Details' in the Application Form or Revision Form, it is liable to be rejected.
- The Applicant is responsible for the correctness of his or her Demographic Details given in the Application Form vis-à-vis those with his or her Depository Participant.
- Equity Shares in electronic form can be traded only on the stock exchanges having electronic connectivity with NSDL and CDSL. The Stock Exchange where our Equity Shares are proposed to be listed have electronic connectivity with CDSL and NSDL.
- The trading of the Equity Shares of the Company would be in dematerialized form only for all investors.

## **COMMUNICATIONS**

All future communications in connection with Applications made in this Issue should be addressed to the Registrar to the Issue quoting the full name of the sole or First Applicant, Application Form number, Applicants Depository Account Details, number of Equity Shares applied for, date of Application form, name and address of the Banker to the Issue where the Application was submitted and cheque or draft number and issuing bank thereof and a copy of the acknowledgement slip.

Investors can contact the Compliance Officer or the Registrar to the Issue in case of any pre Issue or post Issue related problems such as non receipt of letters of allottment, credit of allotted shares in the respective beneficiary accounts, refund orders etc.

# ISSUE PROCEDURE FOR ASBA (APPLICATION SUPPORTED BY BLOCKED ACCOUNT) APPLICANTS

This section is for the information of investors proposing to subscribe to the Issue through the ASBA process. Our Company and the LM are not liable for any amendments, modifications, or changes in applicable laws or regulations, which may occur after the date of this Prospectus. ASBA Applicants are advised to make their independent investigations and to ensure that the ASBA Application Form is correctly filled up, as described in this section.

The lists of banks that have been notified by SEBI to act as SCSB (Self Certified Syndicate Banks) for the ASBA Process are provided on http://www.sebi.gov.in. For details on designated branches of SCSB collecting the Application Form, please refer the above mentioned SEBI link.

#### **ASBA Process**

A Resident Retail Individual Investor shall submit his Application through an Application Form, either in physical or electronic mode, to the SCSB with whom the bank account of the ASBA Applicant or bank account utilized by the ASBA Applicant ("ASBA Account") is maintained. The SCSB shall block an amount equal to the Application Amount in the bank account specified in the ASBA

Application Form, physical or electronic, on the basis of an authorization to this effect given by the account holder at the time of submitting the Application.

The Application Amount shall remain blocked in the aforesaid ASBA Account until finalization of the Basis of Allotment in the Issue and consequent transfer of the Application Amount against the allocated shares to the ASBA Public Issue Account, or until withdrawal/failure of the Issue or until withdrawal/rejection of the ASBA Application, as the case may be.

The ASBA data shall thereafter be uploaded by the SCSB in the electronic IPO system of the Stock Exchange. Once the Basis of Allotment is finalized, the Registrar to the Issue shall send an appropriate request to the Controlling Branch of the SCSB for unblocking the relevant bank accounts and for transferring the amount allocable to the successful ASBA Applicants to the ASBA Public Issue Account.

In case of withdrawal/failure of the Issue, the blocked amount shall be unblocked on receipt of such information from the LM.

ASBA Applicants are required to submit their Applications, either in physical or electronic mode. In case of application in physical mode, the ASBA Applicant shall submit the ASBA Application Form at the Designated Branch of the SCSB. In case of application in electronic form, the ASBA Applicant shall submit the Application Form either through the internet banking facility available with the SCSB, or such other electronically enabled mechanism for applying and blocking funds in the ASBA account held with SCSB, and accordingly registering such Applications.

## Who can apply?

In accordance with the SEBI (ICDR) Regulations, 2009 in public issues w.e.f. May 1, 2010 all the investors can apply through ASBA process and w.e.f May 02, 2011, the Non-Institutional applicants and the QIB Applicants have to compulsorily apply through the ASBA Process.

## **Mode of Payment**

Upon submission of an Application Form with the SCSB, whether in physical or electronic mode, each ASBA Applicant shall be deemed to have agreed to block the entire Application Amount and authorized the Designated Branch of the SCSB to block the Application Amount, in the bank account maintained with the SCSB.

Application Amount paid in cash, by money order or by postal order or by stockinvest, or ASBA Application Form accompanied by cash, draft, money order, postal order or any mode of payment other than blocked amounts in the SCSB bank accounts, shall not be accepted.

After verifying that sufficient funds are available in the ASBA Account, the SCSB shall block an amount equivalent to the Application Amount mentioned in the ASBA Application Form till the Designated Date.

On the Designated Date, the SCSBs shall transfer the amounts allocable to the ASBA Applicants from the respective ASBA Account, in terms of the SEBI Regulations, into the ASBA Public Issue Account. The balance amount, if any against the said Application in the ASBA Accounts shall then be unblocked by the SCSBs on the basis of the instructions issued in this regard by the Registrar to the Issue.

The entire Application Amount, as per the Application Form submitted by the respective ASBA Applicants, would be required to be blocked in the respective ASBA Accounts until finalization of the Basis of Allotment in the Issue and consequent transfer of the Application Amount against allocated shares to the ASBA Public Issue Account, or until withdrawal/failure of the Issue or until rejection of the ASBA Application, as the case may be.

# **Unblocking of ASBA Account**

On the basis of instructions from the Registrar to the Issue, the SCSBs shall transfer the requisite amount against each successful ASBA Applicant to the ASBA Public Issue Account and shall unblock excess amount, if any in the ASBA Account. However, the Application Amount may be unblocked in the ASBA Account prior to receipt of intimation from the Registrar to the Issue by the Controlling Branch of the SCSB regarding finalization of the Basis of Allotment in the Issue, in the event of withdrawal/failure of the Issue or rejection of the ASBA Application, as the case may be.

# Interest in Case of Delay in Despatch of Allotment Letters or Refund Orders/instruction to Self Certified Syndicate Banks by the Registrar in Case of Public Issues

The issuer agrees that as far as possible allotment of securities offered to the public shall be made within fifteen days of the closure of public issue. The issuer further agrees that it shall pay interest at the rate of fifteen per cent. per annum if the allotment letters or refund orders have not been despatched to the applicants or if, in a case where the refund or portion thereof is made in electronic manner, the refund instructions have not been given to the clearing system in the disclosed manner within fifteen days from the date of the closure of the issue. However applications received after the closure of issue in fulfilment of underwriting obligations to meet the minimum subscription requirement, shall not be entitled for the said interest.

## RESTRICTIONS ON FOREIGN OWNERSHIP OF INDIAN SECURITIES

Foreign investment in Indian securities is regulated primarily by the FEMA and the policy prescribed by the Department of Industrial Policy and Promotion, Government of India through circular 2 of 2011 with effect from October 1, 2011 ("FDI Policy"). While the FDI Policy prescribes the limits and the conditions subject to which foreign investment can be made in different sectors of the Indian economy, FEMA regulates the precise manner in which such investment may be made. Under the FDI Policy, unless specifically restricted, foreign investment is freely permitted in all sectors of Indian economy up to any extent and without any prior approvals, but the foreign investor is required to follow certain prescribed procedures for making such investment. The Government bodies responsible for granting foreign investment approvals are FIPB and the RBI.

In terms of the Consolidated FDI policy (effective from April 10, 2012), issued by the Department of Industrial Policy and Promotion, 100% foreign direct investment in the Company is permitted.

## Subscription by foreign investors (NRIs/FIIs)

FIIs are permitted to subscribe to shares of an Indian company in a public offer without the prior approval of the RBI, so long as the price of the equity shares to be issued is not less than the price at which the equity shares are issued to residents.

The transfer of shares between an Indian resident and a non-resident does not require the prior approval of the FIPB or the RBI, provided that (i) the activities of the investee company are under the automatic route under the FDI Policy and transfer does not attract the provisions of the SEBI (Substantial Acquisition of Shares and Takeovers) Regulations, 1997 (ii) the non-resident shareholding is within the sectoral limits under the FDI Policy; and (iii) the pricing is in accordance with the guidelines prescribed by SEBI/RBI.

As per the existing policy of the Government of India, OCBs cannot participate in this Issue.

The Equity Shares have not been and will not be registered, listed or otherwise qualified in any other jurisdiction outside India and may not be offered or sold, and Bids may not be made by persons in any such jurisdiction, except in compliance with the applicable laws of such jurisdiction.

The above information is given for the benefit of the Applicants. Our Company and the Lead Manager are not liable for any amendments or modification or changes in applicable laws or regulations, which may occur after the date of the Draft Prospectus. Applicants are advised to make their independent investigations and ensure that the number of Equity Shares Bid for do not exceed the applicable limits under laws or regulations.

## SECTION VIII - MAIN PROVISIONS OF THE ARTICLES OF ASSOCIATION

Pursuant to Schedule II of the Companies Act and the SEBI ICDR Regulations, the main provisions of the Articles of Association relating to voting rights, dividend, lien, forfeiture, restrictions on transfer and transmission of Equity Shares or debentures and/or on their consolidation/splitting are detailed below. Please note that the each provision herein below is numbered as per the corresponding article number in the Articles of Association. Certain defined terms used in the Articles of Association are set forth below. All other defined terms used in this section have the meaning given to them in the Articles of Association.

The Authorised capital of our Company is ₹ 20,00,00,000 divided into ₹ 2,00,00,000 Equity Shares of ₹ 10 each.

## ARTICLES OF ASSOCIATION

Title of Article	Article Number and contents
	1.
Table "A" not to apply	The regulations contained in Table "A" in the First Schedule of the Companies Act, 1956 shall
but company to be	not apply to this Company, but these Articles for the management of the Company and for the
governed by these	observance of the Members thereof and their representatives shall subject to any exercise
Articles	of the statutory powers of the Company with reference to the repeal of, alteration of, or
	addition to, its regulations/Articles by Special Resolution, as prescribed by the Companies Act
	1956 be such as are contained in these Articles.

## INTERPRETATION

Title of Article	Article Number and contents
Interpretation	2.
Clause	In the interpretation of these Articles the following expressions shall have the following meanings unless repugnant to the subject or context:
the Act	(a) "the Act" means the Companies Act, 1956 and includes any statutory modification or re- enactment thereof for the time being in force.
these Articles	(b) "these Articles" means Articles of Association for the time being in force or as may be altered from time to time vide Special Resolution.
Auditors	(c)"Auditors" means and includes those persons appointed as such for the time being of the Company.
Board or Board of Directors	(d) "Board" or "Board of Directors" means the Board of Directors of the Company or the Directors of the Company collectively.
Capital	(e) "Capital" means the share capital for the time being raised or authorised to be raised for the purpose of the Company.
Chairman	(f) "The Chairman" means the Chairman of the Board of Directors, for the time being, of the Company.
Charge	(g) "Charge" includes a mortgage.
Company	(h) The "Company" shall mean GCM SECURITIES Limited.
Debenture	(i) "Debenture" includes debenture stock, bonds and any other securities of the Company, whether constituting a charge on the assets of the Company or not.
Directors	(j) "Directors" means the Board of Directors for the time being of the Company or as the case may be, the Directors assembled at a Board, or acting under a circular resolution under the Articles.
Director	(ja) "Director" includes any person occupying the position of a director, by whatever name called including any member of the Board of Directors.
Dividend	(k) "Dividend" includes bonus unless otherwise stated.
Executor or Administrator	(l) "Executor" or "Administrator" means a person who has obtained a probate or letter of administration, as the case may be from a Court of competent jurisdiction and shall include a holder of a Succession Certificate authorising the holder thereof to negotiate or transfer the Share or Shares of the deceased Member and shall also include the holder of a Certificate granted by the Administrator General under section 31 of the Administrator General Act, 1963.
Gender	(m) Words importing the masculine gender shall be deemed to include the feminine gender and vice versa.
In writing and written	(n) "In Writing" and "Written" includes printing lithography and other modes of representing or reproducing words in a visible form.
Legal Representative	(o) "Legal Representative" means a person who in law represents the estate of a deceased Member.

Title of Article	Article Number and contents
Marginal Notes	(p) The marginal notes hereto shall not affect the construction thereof.
Members	(q) "Members" means the duly registered holders, from time to time of the Shares of the Company and includes the subscribers to the Memorandum of the Company.
Board Meeting or Meeting of Board	(r) "Board Meeting" or "Meeting of Board" means meeting of the Board of Directors held pursuant to the provisions of the Act and Article 193 to Article 196 of these Articles.
Annual General Meeting	(s) "Annual General Meeting" means a General Meeting of the Members held in accordance with the provision of section 166 of the Act and includes any adjourned holding thereof.
Extra-Ordinary General Meeting	(t) "Extra-Ordinary General Meeting" means an extraordinary General Meeting of the Members duly called and constituted in accordance with the provisions of Section 169 of the Act, and any adjourned holding thereof.
General Meeting	(u) "General Meeting" means the Annual General Meeting and / or Extra- Ordinary General Meeting as the case maybe.
Memorandum	(v) "Memorandum" means the Memorandum of Association of the Company as originally framed and/or altered from time to time.
Month	(w) "Month" means a calendar month.
Office	(x) "Office" means the registered office for the time being of the Company.
Ordinary Resolution	(y) "Ordinary Resolution" shall have the meanings assigned to it by Section 189(1) of the Act.
Paid Up	(z) "Paid-up" includes capital credited as paid up.
Person	(aa) "Person" shall be deemed to include corporations, artificial persons, companies, associations of persons, society and firms as well as individuals.
Proxy	(ab) "Proxy" means any other person appointed by a Member of the Company, who is entitled to attend and vote at a General Meeting of the Company, to attend and vote instead of himself and as more particularly mentioned under Section 176 of the Act.
Public Holiday	(ac) "Public Holiday" means public holiday within the meaning of the Negotiable Instruments Act, 1881 provided that no date declared by the Central Government to be a public holiday shall be deemed to be such a holiday in relation to any meeting unless the declaration was notified before the issue of the notice convening such meeting.
The Register of Members	(ad) "The Register of Members" means the Register of Members to be kept pursuant to Section 150 of the Act
The Registrar	(ae) "The Registrar" means the Registrar, or an Additional, a Joint, a Deputy or an Assistant Registrar, of the State in which the Registered Office of the Company is for the time being situated, having the duty of registering companies under the Act.
Seal	(af) "Seal" means the common seal for the time being of the Company.
Secretary	(ag) "Secretary" means any individual possessing the prescribed qualifications under the Companies (Secretary's Qualification) Rules, 1975 appointed by the Board to perform the duties of a Secretary.
Shares	(ah) "Shares" means share in the share capital of the Company and includes stock where a distinction between stocks and share is expressed or implied.
Special Resolution	(ai) "Special Resolution" shall have the meanings assigned to it by Section 189(2) of the Act.
The Statutes	(aj) "The Statutes" means the Companies Act, 1956 and every other Act for the time being in force affecting the Company.
Year	(ak) "Financial Year" shall have the meaning assigned thereto by Section 2(17) of the Act.
Singular Number	(al) Words importing the Singular number include where the context admits or requires the plural number and vice versa.
These presents	(am) "These presents" means the Memorandum of Association and the Articles of Association as originally framed or as altered from time to time.
Variation	(an) "Variation" shall include abrogation; and "vary" shall include abrogate.
Expressions in the Act to bear the same meaning in Articles	(ao) Save as aforesaid any words and expressions contained in these Articles shall bear the same meanings as in the Act or any statutory modifications thereof for the time being in force.

# CAPITAL AND INCREASE AND REDUCTION OF CAPITAL

Title of Article	Article Number and contents
	3.
Share Capital	The authorised share capital of the Company shall be as per paragraph 5 of the Memorandum of
	Association of the Company with power to increase or reduce the share capital and to divide the shares in
	the capital for the time being into several classes and to attach thereto respectively such preferential, or
	such other rights, privileges or conditions as may be determined in accordance with the regulations of the

Title of Article	Article Number and contents
	Company and to vary, modify, abrogate any such rights, privileges of conditions in such manner as may be provided by the regulations of the Company and consolidate, sub-divide the shares and issue shares of higher or lower denomination.
	Further, the Company may from time to time by Ordinary Resolution increase its authorised share capital by such sum and to be divided into Shares of such amount as may be specified in the resolution.
Increase of capital by the Company how carried into effect	4. The Company may in General Meeting from time to time by Ordinary Resolution increase its capital by creation of new Shares which may be unclassified and may be classified at the time of issue in one or more classes and of such amount or amounts as may be deemed expedient. The new Shares shall be issued upon such terms and conditions and with such rights and privileges annexed thereto as the resolution shall prescribe and in particular, such Shares may be issued with a preferential or qualified right to dividends and in the distribution of assets of the Company and with a right of voting at General Meeting of the Company in conformity with Section 87 of the Act. Whenever the capital of the Company has been increased under the provisions of this Article the Directors shall comply with the provisions of Section 97 of the Act.
New Capital same as existing capital	5. Except so far as otherwise provided by the conditions of issue or by these Presents, any capital raised by the creation of new Shares shall be considered as part of the existing capital, and shall be subject to the provisions herein contained, with reference to the payment of calls and installments, forfeiture, lien, surrender, transfer and transmission, voting and otherwise.
Non Voting Shares	6. The Board shall have the power to issue a part of authorised capital by way of non-voting Shares at price(s) premium, dividends, eligibility, volume, quantum, proportion and other terms and conditions as they deem fit, subject however to provisions of law, rules, regulations, notifications and enforceable guidelines for the time being in force.
Redeemable Preference Shares	7. Subject to the provisions of Section 80 of the Act, the Company shall have the power to issue preference shares which are or at the option of the Company, liable to be redeemed and the resolution authorising such issue shall prescribe the manner, terms and conditions of redemption.
Voting rights of preference shares	8. The holder of Preference Shares shall have a right to vote only on Resolutions, which directly affect the rights attached to his Preference Shares.
Provisions to apply on issue of Redeemable Preference Shares	9. On the issue of redeemable preference shares under the provisions of Article 7 hereof, the following provisions-shall take effect:  (a) No such Shares shall be redeemed except out of profits of which would otherwise be available for dividend or out of proceeds of a fresh issue of shares made for the purpose of the redemption.  (b) No such Shares shall be redeemed unless they are fully paid.  (c) The premium, if any payable on redemption shall have been provided for out of the profits of the Company or out of the Company's security premium account, before the Shares are redeemed.  (d) Where any such Shares are redeemed otherwise then out of the proceeds of a fresh issue, there shall out of profits which would otherwise have been available for dividend, be transferred to a reserve fund, to be called "the Capital Redemption Reserve Account", a sum equal to the nominal amount of the Shares redeemed, and the provisions of the Act relating to the reduction of the share capital of the Company shall, except as provided in Section 80 of the Act apply as if the Capital Redemption Reserve Account were paid-up share capital of the Company.  (e) Subject to the provisions of Section 80 of the Act. The redemption of preference shares hereunder may be effected in accordance with the terms and conditions of their issue and in the absence of any specific terms and conditions in that behalf, in such manner as the Directors may
Reduction of capital	think fit.  10. The Company may (subject to the provisions of section 100 to 105, both inclusive, and other
D. 1 2	applicable provisions, if any, of the Act) from time to time by Special Resolution reduce (a) the share capital; (b) any capital redemption reserve account; or (c) any security premium account. in any manner for the time being, authorised by law and in particular capital may be paid off on the footing that it may be called up again or otherwise. This Article is not to derogate from any power the Company would have, if it were omitted.  11.
Purchase of own Shares	The Company shall have power, subject to and in accordance with all applicable provisions of

Title of Article	Article Number and contents
	the Act, to purchase any of its own fully paid Shares whether or not they are redeemable and
	may make a payment out of capital in respect of such purchase.
	12.
Sub-division	Subject to the provisions of Section 94 and other applicable provisions of the Act, the
consolidation and	Company in General Meeting may, from time to time, sub-divide or consolidate its Shares,
cancellation of Shares	or any of them and the resolution whereby any Share is sub-divided may determine that, as
	between the holders of the Shares resulting from such sub-divisions, one or more of such
	Shares shall have some preference or special advantage as regards dividend, capital or
	otherwise over or as compared with the other(s). Subject as aforesaid, the Company in General
	Meeting may also cancel shares which have not been taken or agreed to be taken by any person
	and diminish the amount of its share capital by the amount of the Shares so cancelled.

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Title of Article	Article Number and contents
	13.
Modification of rights	Whenever the capital, by reason of the issue of preference shares or otherwise, is divided into different classes of Shares, all or any of the rights and privileges attached to each class may, subject to the provisions of Sections 106 and 107 of the Act, be varied with the consent in writing of the holders of not less than three-fourth of the issued capital of that class or with the sanction of a Special Resolution passed at a separate General Meeting of the holders of Shares of that class, and all the provisions hereafter contained as to General Meeting shall <i>mutatis mutandis</i> apply to every such Meeting. This Article is not to derogate from any power the Company would have if this Article was omitted.  The rights conferred upon the holders of the Shares (including preference shares, if any) of any class issued with preferred or other rights or privileges shall, unless otherwise expressly provided by the terms of the issue of Shares of that class, be deemed not to be varied by the creation or issue of further Shares ranking <i>pari passu</i> therewith.

# SHARES, CERTIFICATES AND DEMATERIALISATION

Title of Article	Article Number and contents
	14.
Restriction on	The Board of Directors shall observe the restrictions on allotment of Shares to the public
allotment and return of	contained in Sections 69 and 70 of the Act, and shall cause to be made the returns as to
allotment	allotment provided for in Section 75 of the Act.
different	
Further issue of shares	(1) Where at any time after the expiry of two years from the formation of the Company or at any time after the expiry of one year from the allotment of Shares in the Company made for the first time after its formation, whichever is earlier, it is proposed to increase the subscribed capital of the Company by allotment of further Shares then:  (a) Such further Shares shall be offered to the persons who, at the date of the offer, are holders of the equity shares of the Company, in proportion, as nearly as circumstances admit, to the capital paid-up on those Shares at that date;  (b) The offer aforesaid shall be made by a notice specifying the number of Shares offered and limiting a time not being less than fifteen days from the date of the offer and the offer, if not accepted, will be deemed to have been declined;  (c) The offer aforesaid shall be deemed to include a right exercisable by the person concerned to renounce the Shares offered to him or any of them in favour of any other person and the notice referred to in sub-clause (b) shall contain a statement of this right;  (d) After the expiry of the time specified in the notice aforesaid, or on receipt of earlier intimation from the person to whom such notice is given that he declines to accept the Shares offered, the Board of Directors may dispose of them in such manner as they think most beneficial to the Company.  (2) Notwithstanding anything contained in sub-clause (1), the further Shares aforesaid may be offered to any person(s) (whether or not those persons include the persons referred to in clause (a) sub-clause (1) hereof) in any manner whatsoever.
	(a) If a Special Resolution to that effect is passed by the Company in General Meeting; or
	(b) Where no such Special Resolution is passed, if the votes cast (whether on a show of hands or on a poll as the case may be) in favour of the proposal contained in the resolution moved in that General Meeting (including the casting vote, if any, of the Chairman) by Members who, being entitled to do so, vote in person, or where proxies are allowed, by proxy, exceed the votes, if any, cast against the proposal by Members, so entitled

Title of Article	Article Number and contents
	and voting and the Central Government is satisfied, on an application made by the Board of Directors in this behalf, that the proposal is most beneficial to the Company.
	(3) Nothing in sub-clause (c) of (l) hereof shall be deemed;
	(a) To extend the time within which the offer should be accepted; or
	(b) To authorise any person to exercise the right of renunciation for a second time, on the
	ground that the person in whose favour the renunciation was first made has declined to take the Shares comprised in the renunciation.
	(4) Nothing in this Article shall apply to the increase of the subscribed capital of the Company caused by the exercise of an option attached to the debentures issued by the Company:
	(i) To convert such debentures or loans into Shares in the Company; or
	(ii) To subscribe for Shares in the Company
	PROVIDED THAT the terms of issue of such debentures or the terms of such loans include a term providing for such option and such term:
	(a) Either has been approved by the Central Government before the issue of the debentures or
	the raising of the loans or is in conformity with the Rules, if any, made by that government in this behalf; and
	(b) In the case of debentures or loans or other than debentures issued to, or loans obtained from
	government or any institution specified by the Central Government in this behalf, has also been
	approved by a Special Resolution passed by the Company in the General Meeting before the issue of the loans.
Shares at the disposal	16. (1) Subject to the provisions of Section 81 of the Act and these Articles, the Shares in
of the Directors	the capital of the Company for the time being shall be under the control of the Directors
or the Briestons	who may issue, allot or otherwise dispose of the same or any of them to such person, in
	such proportion and on such terms and conditions and either at a premium or at par or
	(subject to the compliance with the provision of Section 79 of the Act) at a discount and
	at such time as they may from time to time think fit and with sanction of the Company in
	the General Meeting to give to any person or persons the option or right to call for any
	Shares either at par or premium during such time and for such consideration as the Directors think fit, and may issue and allot Shares in the capital of the Company on
	payment in full or part of any property sold and transferred or for any services rendered
	to the Company in the conduct of its business and any Shares which may so be allotted
	may be issued as fully paid up Shares and if so issued, shall be deemed to be fully paid
	Shares. Provided that option or right to call for Shares shall not be given to any person
	or persons without the sanction of the Company in the General Meeting.
	(2) Subject to the provisions of section 81(1A) of the Act, Securities and Exchange
	Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2009, provision of these articles and such other rules, procedures, Regulations and Guidelines
	as may be applicable any preferential issue of equity shares/warrants/fully convertible
	debentures/partially convertible debentures or any other financial instruments by the
	company which would be converted into or exchanged with equity shares at a later date
	shall be under the control of the Board which may allot or otherwise dispose of the same
	to such persons on such terms and conditions and at such times either at par or at a
	premium and for such consideration as the Board thinks fit.  16A
Power to offer	(i) Without prejudice to the generality of the powers of the Board under Article
Shares/options to	16 or in any other Article of these Articles, the Board or any Committee thereof duly
acquire Shares	constituted may, subject to the applicable provisions of the Act, rules notified thereunder
	and any other applicable laws, rules and regulations, at any point of time, offer existing
	or further Shares (consequent to increase of share capital) of the Company, or options to
	acquire such Shares at any point of time, whether such options are granted by way of
	warrants or in any other manner (subject to such consents and permissions as may be required) to its employees, including Directors (whether whole-time or not), whether at
	par, at discount or at a premium, for cash or for consideration other than cash, or any
	combination thereof as may be permitted by law for the time being in force.
	(ii) In addition to the powers of the Board under Article 16A(i), the Board may
	also allot the Shares referred to in Article 16A(i) to any trust, whose principal objects
	would inter alia include further transferring such Shares to the Company's employees
	[including by way of options, as referred to in Article 16A(i)] in accordance with the
	directions of the Board or any Committee thereof duly constituted for this purpose. The Board may make such provision of moneys for the purposes of such trust, as it deems fit.
	(iii) The Board, or any Committee thereof duly authorised for this purpose, may do
	all such acts, deeds, things, etc. as may be necessary or expedient for the purposes of
	achieving the objectives set out in Articles 16A(i) and (ii) above.

Title of Article	Article Number and contents
Application of premium received on Shares	17. (1) where the Company issues Shares at a premium whether for cash or otherwise, a sum equal to the aggregate amount or value of the premium on these Shares shall be transferred to an account, to be called "the security premium account" and the provisions of the Act relating to the reduction of the share capital of the Company shall except as provided in this Article, apply as if the security premium account were paid up share capital of the Company.
	(2) The security premium account may, notwithstanding anything in clause (I) thereof be applied by the Company:  (a) In paying up unissued Shares of the Company, to be issued to the Members of the Company as fully paid bonus;  (b) In writing off the preliminary expenses of the Company;  (c) In writing off the expenses of or the commission paid or discount allowed or any issue of Shares or debentures of the Company; or  (d) In providing for the premium payable on the redemption of any redeemable preference shares or of any debentures of the Company.
Power also to Company in General Meeting to issue Shares	In addition to and without derogating from the powers for that purpose conferred on the Board under these Articles, the Company in General Meeting may, subject to the provisions of Section 81 of the Act, determine that any Shares (whether forming part of the original capital or of any increased capital of the Company) shall be offered to such persons (whether Members or not) in such proportion and on such terms and conditions and either (subject to compliance with the provisions of Sections 78 and 79 of the Act) at a premium or at par or at a discount as such General Meeting shall determine and with full power to give any person (whether a Member or not) the option or right to call for or buy allotted Shares of any class of the Company either (subject to compliance with the provisions of Sections 78 and 79 of the Act) at a premium or at par or at a discount, such option being exercisable at such times and for such consideration as may be directed by such General Meeting or the Company in General Meeting may make any other provision whatsoever for the issue, allotment, or disposal of any Shares.
Power of General Meeting to authorize Board to offer Shares/Options to employees	Without prejudice to the generality of the powers of the General Meeting under Article 18 or in any other Article of these Articles, the General Meeting may, subject to the applicable provisions of the Act, rules notified thereunder and any other applicable laws, rules and regulations, determine, or give the right to the Board or any Committee thereof to determine, that any existing or further Shares (consequent to increase of share capital) of the Company, or options to acquire such Shares at any point of time, whether such options are granted by way of warrants or in any other manner (subject to such consents and permissions as may be required) be allotted/granted to its employees, including Directors (whether whole-time or not), whether at par, at discount or a premium, for cash or for consideration other than cash, or any combination thereof as may be permitted by law for the time being in force. The General Meeting may also approve any Scheme/Plan/ other writing, as may be set out before it, for the aforesaid purpose In addition to the powers contained in Article 18A(i), the General Meeting may authorise the Board or any Committee thereof to exercise all such powers and do all such things as may be necessary or expedient to achieve the objectives of any Scheme/Plan/other writing approved under the aforesaid Article.
Shares at a discount	The Company may issue at a discount Shares in the Company of a class already issued, if the following conditions are fulfilled, namely:  (a) The issue of the Shares at discount is authorised by resolution passed by the Company in the General Meeting and sanctioned by the Company Law Board;  (b) The resolution specifies the maximum rate of discount (not exceeding ten percent or such higher percentage as the Company Law Board may permit in any special case) at which the Shares are to be issued; and  (c) The Shares to be issued at a discount are issued within two months after the date in which the issue is sanctioned by the Company Law Board or within such extended time as the Company Law Board may allow.
Installments of Shares to be duly paid	If by the conditions of any allotment of any Shares the whole or any part of the amount or issued price thereof shall, be payable by installments, every such installment shall when due, be paid to the Company by the person who for the time being and from time to time shall be the registered holder of the Shares or his legal representatives, and shall for the purposes of these Articles be deemed to be payable on the date fixed for payment and in case of non-payment the provisions of these Articles as to payment of interest and

Title of Article	Article Number and contents
	expenses forfeiture and like and all the other relevant provisions of the Articles shall apply as if such installments were a call duly made notified as hereby provided.
The Board may issue Shares as fully paid-up	21. Subject to the provisions of the Act and these Articles, the Board may allot and issue Shares in the Capital of the Company as payment for any property purchased or acquired or for services rendered to the Company in the conduct of its business or in satisfaction of any other lawful consideration. Shares which may be so issued may be issued as fully paid-up or partly paid up Shares.
Acceptance of Shares	Any application signed by or on behalf of an applicant for Share(s) in the Company, followed by an allotment of any Share therein, shall be an acceptance of Share(s) within the meaning of these Articles, and every person who thus or otherwise accepts any Shares and whose name is therefore placed on the Register of Members shall for the purpose of this Article, be a Member.
Deposit and call etc., to be debt payable	The money, if any which the Board of Directors shall on the allotment of any Shares being made by them, require or direct to be paid by way of deposit, call or otherwise, in respect of any Shares allotted by them shall immediately on the inscription of the name of the allottee in the Register of Members as the holder of such Shares, become a debt due to and recoverable by the Company from the allottee thereof, and shall be paid by him accordingly.
Liability of Members	24. Every Member, or his heirs, executors or administrators to the extent of his assets which come to their hands, shall be liable to pay to the Company the portion of the capital represented by his Share which may, for the time being, remain unpaid thereon in such amounts at such time or times and in such manner as the Board of Directors shall, from time to time, in accordance with the Company's requirements require or fix for the payment thereof.
Dematerialisation	25.(A) Definitions
of securities	<b>Beneficial Owner</b> "Beneficial Owner" means a person whose name is recorded as such with a Depository.
	<b>SEBI</b> "SEBI" means the Securities and Exchange Board of India as established under section 3 of Securities and Exchange Board of India Act, 1992.
	<b>Bye-Laws</b> "Bye-Laws" mean bye-laws made by a depository under Section 26 of the Depositories Act, 1996;
	<b>Depositories Act</b> "Depositories Act" means the Depositories Act, 1996 including any statutory modifications or re-enactment thereof for the time being in force;
	<b>Depository</b> "Depository" means a company formed and registered under the Companies Act, 1956 and which has been granted a certificate of registration under sub-section (1A) of Section 12 of the Securities and Exchange Board of India Act, 1992;
	<b>Record</b> "Record" includes the records maintained in the form of books or stored in a computer or in such other form as may be determined by the regulations made by SEBI;
	Regulations "Regulations" mean the regulations made by SEBI;
	Security/ Securities "Security" means such security/ securities as may be specified by SEBI.

Title of Article	Article Number and contents
Dematerialisation of securities	25.(B) Either on the Company or on the investor exercising an option to hold his securities with a depository in a dematerialised form, the Company shall enter into an agreement with the depository to enable the investor to dematerialise the Securities, in which event the rights and obligations of the parties concerned shall be governed by the Depositories Act.
Options to receive security certificates or hold securities with depository	25.(C) Every person subscribing to securities offered by the Company shall have the option to receive the Security certificates or hold securities with a depository. Where a person opts to hold a Security with a depository, the Company shall intimate such depository the details of allotment of the Security, and on receipt of such information the depository shall enter in its record the name of the allotted as the Beneficial Owner of that Security.
Securities in depositories to be in fungible form	25.(D) All Securities held by a Depository shall be dematerialised and shall be in a fungible form; nothing contained in Sections 153, 153A, 153B, 187B, 187C and 372 of the Act shall apply to a Depository in respect of the Securities held by it on behalf of the Beneficial Owners.
Rights of depositories and beneficial owners	25.(E) (1) Notwithstanding anything to the contrary contained in the Articles, a Depository shall be deemed to be a registered owner for the purposes of effecting transfer of ownership of Security on behalf of the Beneficial Owner;
	(2) Save as otherwise provided in (1) above, the Depository as a registered owner shall not have any voting rights or any other rights in respect of Securities held by it;
	(3) Every person holding equity share capital of the Company and whose name is entered as Beneficial Owner in the Records of the Depository shall be deemed to be a Member of the Company. The Beneficial Owner shall be entitled to all the rights and benefits and be subjected to all the liabilities in respect of the Securities held by a Depository.
Depository To Furnish Information	25.(F)  Every Depository shall furnish to the Company information about the transfer of Securities in the name of the Beneficial Owner at such intervals and in such manner as may be specified by the bye-laws and the Company in that behalf.
Service of documents	25.(G) Notwithstanding anything in the Act or these Articles to the contrary, where securities are held in a depository, the records of the beneficial ownership may be served by such depository on the Company by means of electronics mode or by delivery of floppies or discs.
Option to opt out in respect of any security	25.(H) If a Beneficial Owner seeks to opt out of a Depository in respect of any Security, the Beneficial Owner shall inform the Depository accordingly. The Depository shall on receipt of information as above make appropriate entries in its Records and shall inform the Company. The Company shall, within thirty (30) days of the receipt of intimation from the depository and on fulfillment of such conditions and on payment of such fees as may be specified by the regulations, issue the certificate of securities to the Beneficial Owner or the transferee as the case may be.
Sections 83 and 108 of the Act not to apply	25.(I) Notwithstanding anything to the contrary contained in the Articles, (1) Section 83 of the Act shall not apply to the Shares held with a Depository; (2) Section 108 of the Act shall not apply to transfer of Security effected by the transferor and the transferee both of whom are entered as Beneficial Owners in the Records of a Depository.

Title of Article	Article Number and contents
Share certificate	26. (a) Every Member or allotee of Shares is entitled, without payment, to receive one certificate for all the Shares of the same class registered in his name.
	(b) Any two or more joint allottees or holders of Shares shall, for the purpose of this Article, be treated as a single Member and the certificate of any Share which may be the subject of joint ownership may be delivered to any one of such joint owners, on behalf of all of them.
	(c) The Board may, from time to time, subject to the provisions of the Act and these Articles sub-divide/consolidate Share Certificates.
Limitation of time for issue of certificates	26A.  Every Member shall be entitled, without payment to one or more certificates in marketable lots, for all the shares of each class or denomination registered in his name, or if the directors so approve (upon paying such fee as the Directors so time determine) to several certificates, each for one or more of such shares and the Company shall complete and have ready for delivery such certificates within three months from the date of allotment, unless the conditions of issue thereof otherwise provide, or within two months of the receipt of application of registration of transfer, transmission, subdivision, consolidation or renewal of any of its Shares as the case may be. Every certificate of Shares shall be under the seal of the company and shall specify the number and distinctive numbers of Shares in respect of which it is issued and amount paid-up thereon and shall be in such form as the directors may prescribe and approve, provided that in respect of a Share or Shares held jointly by several persons, the Company shall not be bound to issue more than one certificate and delivery of a certificate of Shares to one or several joint holders shall be a sufficient delivery to all such holder.
Renewal of share certificates	No certificate of any Share or Shares shall be issued either in exchange for those, which are sub-divided or consolidated or in replacement of those which are defaced, torn or old, decrepit, worn out, or where the pages on the reverse for recording transfer have been duly utilised unless the certificate in lieu of which it is issued is surrendered to the Company.  PROVIDED THAT no fee shall be charged for issue of new certificate in replacement of those which are old, decrepit or worn out or where the pages on the
	reverse for recording transfer have been fully utilized.
Issue of new certificate in place of one defaced, lost or destroyed	28. If any certificate be worn out, defaced, mutilated or torn or if there be no further space on the back thereof for endorsement of transfer, then upon production and surrender thereof to the Company, a new Certificate may be issued in lieu thereof, and if any certificate lost or destroyed then upon proof thereof to the satisfaction of the Company and on execution of such indemnity as the company deem adequate, being given, a new certificate in lieu thereof shall be given to the party entitled to such lost or destroyed Certificate. Every certificate under the article shall be issued without payment of fees if the Directors so decide, or on payment of such fees (not exceeding Rs.2/- for each certificate) as the Directors shall prescribe. Provided that no fee shall be charged for issue of new Certificates in replacement of those which are old, defaced or worn out or where there is no further space on the back thereof for endorsement of transfer.
	Provided that notwithstanding what is stated above the Directors shall comply with such rules or regulations or requirements of any Stock Exchange or the rules made under the Act or rules made under Securities Contracts (Regulation) Act, 1956 or any other Act, or rules applicable thereof in this behalf.  The provision of this Article shall <i>mutatis mutandis</i> apply to Debentures of the Company.

Title of Article	Article Number and contents
The first name joint holder deemed sole holder	If any Share(s) stands in the name of two or more persons, the person first named in the Register of Members shall, as regards receipt of dividends or bonus or service of notice and all or any other matters connected with Company except voting at Meetings and the transfer of the Shares be deemed the sole holder thereof but the joint holders of a Share shall severally as well as jointly be liable for the payment of all incidents thereof according to the Company's Articles.
Issue of Shares without Voting Rights	30. In the event it is permitted by law to issue shares without voting rights attached to them, the Directors may issue such share upon such terms and conditions and with such rights and privileges annexed thereto as thought fit and as may be permitted by law.
Buy-Back of Shares and Securities	31. Notwithstanding anything contained in these articles, in the event it is permitted by law for a company to purchase its own shares or securities, the Board of Directors may, when and if thought fit, buy back, such of the Company's own shares or securities as it may think necessary, subject to such limits, upon such terms and conditions, and subject to such approvals, provision of section 77 and SEBI (Buy back of Shares) Regulations as may be permitted by law.
Employees Stock Options Scheme/ Plan	32. The Directors shall have the power to offer , issue and allot Equity Shares in or Debentures (Whether fully/ partly convertible or not into Equity Shares) of the Company with or without Equity Warrants to such of the Officers, Employees, Workers of the Company or of its Subsidiary and / or Associate Companies or Managing and Whole Time Directors of the Company (hereinafter in this Article collectively referred to as "the Employees") as may be selected by them or by the trustees of such trust as may be set up for the benefit of the Employees in accordance with the terms and conditions of the Scheme, trust, plan or proposal that may be formulated , created, instituted or set up by the Board of Directors or the Committee thereof in that behalf on such terms and conditions as the Board may in its discretion deem fit.
Sweat Equity	33. Subject to the provisions of the Act (including any statutory modification or re- enactment thereof, for the time being in force), shares of the Company may be issued at a discount or for consideration other than cash to Directors or employees who provide know-how to the Company or create an intellectual property right or other value addition.
Postal Ballot	34. The Company may pass such resolution by postal ballot in the manner prescribed by Section 192A of the Act and such other applicable provisions of the Act and any future amendments or re-enactment thereof. Notwithstanding anything contained in the provisions of the Act, the Company shall in the case of a resolution relating to such business, as the Central Government may, by notification, declare to be conducted only by postal ballot, get such resolution passed by means of postal ballot instead of transacting such business in a general meeting of the Company.
Company not bound to recognize any interest in Shares other than of registered holder	Except as ordered by a Court of competent jurisdiction or as by law required, the Company shall not be bound to recognise, even when having notice thereof any equitable, contingent, future or partial interest in any Share, or (except only as is by these Articles otherwise expressly provided) any right in respect of a Share other than an absolute right thereto, in accordance with these Articles, in the person from time to time registered as holder thereof but the Board shall be at liberty at their sole discretion to register any Share in the joint names of any two or more persons (but not exceeding 4 persons) or the survivor or survivors of them.
Trust recognised	(a) Except as ordered, by a Court of competent jurisdiction or as by law required, the Company shall not be bound to recognise, even when having notice thereof, any equitable, contingent, future or partial interest in any Share, or (except only as is by these Articles otherwise expressly provided) any right in respect of a Share other than an absolute right thereto, in accordance with these Articles, in the person from time to time registered as holder thereof but the Board shall be at liberty at their sole discretion to register any Share in the joint names of any two or more persons (but not exceeding 4

Title of Article	Article Number and contents
	persons) or the survivor or survivors of them.
	(b) Shares may be registered in the name of an incorporated Company or other body corporate but not in the name of a minor or of a person of unsound mind (except in case where they are fully paid) or in the name of any firm or partnership.
Declaration by person not holding beneficial interest in any Shares	(1) Notwithstanding anything herein contained a person whose name is at any time entered in Register of Member of the Company as the holder of a Share in the Company, but who does not hold the beneficial interest in such Shares, shall, if so required by the Act within such time and in such forms as may be prescribed, make declaration to the Company specifying the name and other particulars of the person or persons who hold the beneficial interest in such Share in the manner provided in the Act  2) A person who holds a beneficial interest in a Share or a class of Shares of the Company, shall if so required by the Act, within the time prescribed, after his becoming such beneficial owner, make a declaration to the Company specifying the nature of his interest, particulars of the person in whose name the Shares stand in the Register of Members of the Company and such other particulars as may be prescribed as provided in the Act  (3) Whenever there is a change in the beneficial interest in a Share referred to above, the beneficial owner shall, of so required by the Act, within the time prescribed, from the date of such change, make a declaration to the Company in such form and containing such particulars as may be prescribed in the Act  (4) Not withstanding anything contained in the Act and Articles 35 and 36 hereof, where any declaration referred to above is made to the Company, the Company shall, if so required by the Act, make a note of such declaration in the Register of Members and file within the time prescribed from the date of receipt of the declaration a return in the prescribed form with the Register with regard to such declaration.
Funds of Company not to be applied in purchase of Shares of the Company	38.  No funds of the Company shall except as provided by Section 77 of the Act, be employed in the purchase of its own Shares, unless the consequent reduction of capital is effected and sanction in pursuance of Sections 78, 80 and 100 to 105 of the Act and these Articles or in giving either directly or indirectly and whether by means of a loan, guarantee, the provision of security or otherwise, any financial assistance for the purpose of or in connection with a purchase or subscription made or to be made by any person of or for any Share in the Company in its holding Company.

# UNDERWRITING AND BROKERAGE

Title of Article	Article Number and contents
	39.
Commission may be paid	Subject to the provisions of Section 76 of the Act, the Company may at anytime pay commission to any person in consideration of his subscribing or agreeing to subscribe (whether absolutely or conditionally) for any Shares in or debentures of the Company but so that the commission shall not exceed in the case of the Shares five percent of the price at which the Shares are issued and in the case of debentures two and half percent of the price at which the debenture are issued. Such commission may be satisfied by payment of cash or by allotment of fully or partly paid Shares or debentures as the case may be or partly in one way and partly in the other.
	40.
Brokerage	The Company may on any issue of Shares or Debentures or on deposits pay such brokerage as may be reasonable and lawful.
	41.
Commission to be	Where the Company has paid any sum by way of commission in respect of any Shares or
included in the annual	Debentures or allowed any sums by way of discount in respect to any Shares or
return	Debentures, such statement thereof shall be made in the annual return as required by Part I of Schedule V to the Act.

# INTEREST OUT OF CAPITAL

Title of Article	Article Number and contents
Interest and of conital	42.
Interest out of capital	Where any Shares are issued for the purpose of raising money to defray the expenses of the construction of any work or building, or the provisions of any plant which cannot be

Title of Article	Article Number and contents
	made profitable for lengthy period, the Company may pay interest on so much of that
	share capital as is for the time being paid-up, for the period at the rate and subject to the
	conditions and restrictions provided by Section 208 of the Act and may charge the same
	to capital as part of the cost of construction of the work or building or the provisions of
	the plant.

# DEBENTURES

Title of Article	Article Number and contents
Title of Article  Debentures with voting rights not to be issued	43.  (a) The Company shall not issue any debentures carrying voting rights at any Meeting of the Company whether generally or in respect of particular classes of business.  (b) The Company shall have power to reissue redeemed debentures in certain cases in accordance with Section 121 of the Act.  (c) Payments of certain debts out of assets subject to floating charge in priority to claims under the charge may be made in accordance with the provisions of Section 123 of the Act.  (d) Certain charges (which expression includes mortgage) mentioned in Section 125 of the Act, shall be void against the Liquidator or creditor unless registered as provided in Section 125 of the Act.  (e) A contract with the Company to take up and pay debentures of the Company may be enforced by a decree for specific performance.  (f) Unless the conditions of issue thereof otherwise provide, the Company shall (subject to the provisions of Section 113 of the Act) within three months after the allotment of its debentures or
	(g) The Company shall comply with the provisions of Section 118 of the Act, as regards supply of copies of debenture Trust Deed and inspection thereof.  (h) The Company shall comply with the provisions of Section 124 to 145 (inclusive) of the Act as regards registration of charges.

## CALLS

Title of Article	Article Number and contents
Directors may make calls	44.  (a) Subject to the provisions of Section 91 of the Act, the Board of Directors may from time to time by a resolution passed at a meeting of a Board (and not by a circular resolution)make such calls as it thinks fit upon the Members in respect of all moneys unpaid on the Shares or by way of premium, held by them respectively and not by conditions of allotment thereof made payable at fixed time and each Member shall pay the amount of every call so made on him to person or persons and at the times and places appointed by the Board of Directors. A call may be made payable by installments. A call may be postponed or revoked as the Board may determine. No call shall be made payable within less than one month from the date fixed for the payment of the last preceding call.  (b) The joint holders of a Share shall be jointly and severally liable to pay all calls in respect thereof.
Notice of call when to be given	45. Not less than <b>fourteen days</b> notice in writing of any call shall be given by the Company specifying the time and place of payment and the person or persons to whom such call shall be paid.
Call deemed to have been made	46. A call shall be deemed to have been made at the time when the resolution authorising such call was passed at a meeting of the Board of Directors and may be made payable by the Members of such date or at the discretion of the Directors on such subsequent date as shall be fixed by the Board of Directors.
Directors may extend time	47.  The Board of Directors may, from time to time at its discretion, extend the time fixed for the payment of any call and may extended such time to call or any of the Members, the Board of Directors may deem fairly entitled to such extension but no Member shall be entitled to such extension as of right except as a matter of grace and favour.

Title of Article	Article Number and contents
Amount payable at fixed time or by installments to be treated as calls	48.  If by the terms of issue of any Share or otherwise any amount is made payable at any fixed time or by installments at fixed time (whether on account of the amount of the Share or by way of premium) every such amount or installment shall be payable as if it were a call duly made by the Directors and of which due notice has been given and all the provisions herein contained in respect of calls shall apply to such amount or installment accordingly.
When interest on call or installment payable	If the sum payable in respect of any call or installment is not paid on or before the day appointed for the payment thereof, the holder for the time being or allottee of the Share in respect of which the call shall have been made or the installment shall be due, shall pay interest on the same at such rate not exceeding eighteen percent per annum as Directors shall fix from the day appointed for the payment thereof upto the time of actual payment but the Directors may waive payment of such interest wholly or in part.
Evidence in action by Company against share holder	On the trial of hearing of any action or suit brought by the Company against any Member or his Legal Representatives for the recovery of any money claimed to be due to the Company in respect of his Shares, it shall be sufficient to prove that the name of the Member in respect of whose Shares the money is sought to be recovered is entered on the Register of Members as the holder or as one of the holders at or subsequent to the date at which the money sought to be recovered is alleged to have become due on the Shares in respect of which the money is sought to be recovered, that the resolution making the call is duly recorded in the minute book and the notice of such call was duly given to the Member or his legal representatives sued in pursuance of these Articles and it shall not be necessary to prove the appointment of Directors who made such call, nor that a quorum of Directors was present at the Board meeting at which any call was made nor that the meeting at which any call was made was duly convened or constituted nor any other matter whatsoever but the proof of the matters aforesaid shall be conclusive evidence of the debt.
Payment in anticipation of calls may carry interest	The Directors may, if they think fit, subject to the provisions of Section 92 of the Act, agree to and receive from any Member willing to advance the same whole or any part of the moneys due upon the shares held by him beyond the sums actually called for, and upon the amount so paid or satisfied in advance, or so much thereof as from time to time exceeds the amount of the calls then made upon the shares in respect of which such advance has been made, the Company may pay interest at such rate, as the member paying such sum in advance and the Directors agree upon provided that money paid in advance of calls shall not confer a right to participate in profits or dividend. The Directors may at any time repay the amount so advanced.
	The Members shall not be entitled to any voting rights in respect of the moneys so paid by him until the same would but for such payment, become presently payable.
	The provisions of these Articles shall <i>mutatis mutandis</i> apply to the calls on Debentures of the Company.

# LIEN

Title of Article	Article Number and contents
Partial payment not to preclude forfeiture	Neither the receipt by the Company of a portion of any money which shall, from time to time be due from any Member to the Company in respect of his Shares, either by way of principal or interest, or any indulgence granted by the Company in respect of the payment of such money, shall preclude the Company from thereafter proceeding to enforce a forfeiture of such Shares as hereinafter provided.
Company's lien on Shares/ Debentures	The Company shall have first and paramount lien upon all Shares/ Debentures (other than fully paid up Shares/ Debentures) registered in the name of each Member (whether solely or jointly with others) and upon the proceeds of sale thereof, for all moneys (whether presently payable or not) called or payable at a fixed time in respect of such Shares/ Debentures and no equitable interest in any Share shall be created except upon the footing and condition that this Article will have full effect and such lien shall extend to all dividends and bonuses from time to time declared in respect of such Shares/ Debentures; Unless otherwise agreed the registration of a transfer of Shares/ Debentures shall operate as a waiver of the Company's lien if any, on such Shares/Debentures. The Directors may at any time declare any Shares/ Debentures wholly or in part exempt from the provisions of this Article. Further, the fully paid shares shall be free from

Title of Article	Article Number and contents
	all lien and that in the case of partly paid shares the Issuer's lien shall be restricted to moneys
	called or payable at a fixed time in respect of such shares;
	54.
As to enforcing lien by	The Company may sell, in such manner as the Board thinks fit, any Shares on which the
sale	Company has lien for the purpose of enforcing the same PROVIDED THAT no sale shall be made:-
	(a) Unless a sum in respect of which the lien exists is presently payable; or
	(b) Until the expiration of fourteen days after a notice in writing stating and demanding payment of such part of the amount in respect of which the lien exists as is /presently payable has been given to the registered holder for the time being of the Share or the person entitled thereto by reason of his death or insolvency.  For the purpose of such sale the Board may cause to be issued a duplicate certificate in respect of
	such Shares and may authorise one of their members to execute a transfer there from behalf of and in the name of such Members
	(c) The purchaser shall not be bound to see the application of the purchase money, nor shall his title to the Shares be affected by any irregularity, or invalidity in the proceedings in reference to the sale.
Application of proceeds	55.
of sale	(a) The net proceeds of any such sale shall be received by the Company and applied in or towards satisfaction of such part of the amount in respect of which the lien exists as is presently payable, and
	(b) The residue if any, after adjusting costs and expenses if any incurred shall be paid to the person entitled to the Shares at the date of the sale (subject to a like lien for sums not presently payable as existed on the Shares before the sale).

#### FORFEITURE OF SHARES

Title of Article	Article Number and contents
If money payable on Shares not paid notice to be given	56. If any Member fails to pay the whole or any part of any call or any installments of a call on or before the day appointed for the payment of the same or any such extension thereof, the Board of Directors may, at any time thereafter, during such time as the call for installment remains unpaid, give notice to him requiring him to pay the same together with any interest that may have accrued and all expenses that may have been incurred by the Company by reason of such non-payment.
Sum payable on allotment to be deemed a call	57. For the purposes of the provisions of these Articles relating to forfeiture of Shares, the sum payable upon allotment in respect of a share shall be deemed to be a call payable upon such Share on the day of allotment.
Form of notice	58.  The notice shall name a day, (not being less than fourteen days from the day of the notice) and a place or places on and at which such call in installment and such interest thereon at such rate not exceeding eighteen percent per annum as the Directors may determine and expenses as aforesaid are to be paid. The notice shall also state that in the event of the non-payment at or before the time and at the place appointed, Shares in respect of which the call was made or installment is payable will be liable to be forfeited.
In default of payment Shares to be forfeited	59.  If the requirements of any such notice as aforesaid are not complied with, any Share or Shares in respect of which such notice has been given may at any time thereafter before payment of all calls or installments, interests and expenses due in respect thereof, be forfeited by a resolution of the Board of Directors to that effect. Such forfeiture shall include all dividends declared or any other moneys payable in respect of the forfeited Shares and not actually paid before the forfeiture.
Notice of forfeiture to a Member	60. When any Share shall have been so forfeited, notice of the forfeiture shall be given to the Member in whose name it stood immediately prior to the forfeiture, and an entry of the forfeiture, with the date thereof, shall forthwith be made in the Register of Members, but no forfeiture shall be in any manner invalidated by any omission or neglect to give such notice or to make any such entry as aforesaid.
Forfeited Shares to be the property of the Company and may be sold etc.	Any Share so forfeited, shall be deemed to be the property of the Company and may be sold, re-allotted or otherwise disposed of, either to the original holder or to any other person, upon such terms and in such manner as the Board of Directors shall think fit.
Member still liable for	Any Member whose Shares have been forfeited shall notwithstanding the forfeiture, be

Title of Article	Article Number and contents
money owning at the time of forfeiture and interest	liable to pay and shall forthwith pay to the Company on demand all calls, installments, interest and expenses owing upon or in respect of such Shares at the time of the forfeiture together with interest thereon from the time of the forfeiture until payment, at such rate not exceeding eighteen percent per annum as the Board of Directors may determine and the Board of Directors may enforce the payment of such moneys or any part thereof, if it thinks fit, but shall not be under any obligation to do so.
Effects of forfeiture	63. The forfeiture of a Share shall involve the extinction at the time of the forfeiture, of all interest in and all claims and demand against the Company in respect of the Share and all other rights incidental to the Share, except only such of those rights as by these Articles are expressly saved.
Power to annul forfeiture	64. The Board of Directors may at any time before any Share so forfeited shall have been sold, re-allotted or otherwise disposed of, annul the forfeiture thereof upon such conditions as it thinks fit.
Declaration of forfeiture	(a) A duly verified declaration in writing that the declarant is a Director, the Managing Director or the Manager or the Secretary of the Company, and that Share in the Company has been duly forfeited in accordance with these Articles, on a date stated in the declaration, shall be conclusive evidence of the facts therein stated as against all persons claiming to be entitled to the Share.
	(b) The Company may receive the consideration, if any, given for the Share on any sale, reallotment or other disposal thereof and may execute a transfer of the Share in favour of the person to whom the Share is sold or disposed off.
	(c) The person to whom such Share is sold, re-allotted or disposed of shall thereupon be registered as the holder of the Share.
	(d) Any such purchaser or allotee shall not (unless by express agreement) be liable to pay calls, amounts, installments, interests and expenses owing to the Company prior to such purchase or allotment nor shall be entitled (unless by express agreement) to any of the dividends, interests or bonuses accrued or which might have accrued upon the Share before the time of completing such purchase or before such allotment.
	(e) Such purchaser or allottee shall not be bound to see to the application of the purchase money, if any, nor shall his title to the Share be effected by the irregularity or invalidity in the proceedings in reference to the forfeiture, sale re-allotment or other disposal of the Shares.
Provisions of these articles as to forfeiture to apply in case of nonpayment of any sum.	66. The provisions of these Articles as to forfeiture shall apply in the case of non-payment of any sum which by the terms of issue of a Share becomes payable at a fixed time, whether on account of the nominal value of Share or by way of premium, as if the same had been payable by virtue of a call duly made and notified.
Cancellation of shares certificates in respect of forfeited Shares	Upon sale, re-allotment or other disposal under the provisions of these Articles, the certificate or certificates originally issued in respect of the said Shares shall (unless the same shall on demand by the Company have been previously surrendered to it by the defaulting Member) stand cancelled and become null and void and of no effect and the Directors shall be entitled to issue a new certificate or certificates in respect of the said Shares to the person or persons entitled thereto.
Evidence of forfeiture	68. The declaration as mentioned in Article 65(a) of these Articles shall be conclusive evidence of the facts therein stated as against all persons claiming to be entitled to the Share.
Validity of sale	69. Upon any sale after forfeiture or for enforcing a lien in purported exercise of the powers hereinbefore given, the Board may appoint some person to execute an instrument of transfer of the Shares sold and cause the purchaser's name to be entered in the Register of Members in respect of the Shares sold, and the purchasers shall not be bound to see to the regularity of the proceedings or to the application of the purchase money, and after his name has been entered in the Register of Members in respect of such Shares, the validity of the sale shall not be impeached by any person and the remedy of any person aggrieved by the sale shall be in damages only and against the Company exclusively.

Title of Article	Article Number and contents
Surrender of Shares	The Directors may subject to the provisions of the Act, accept a surrender or any share from
	any Member desirous of surrendering on such terms and conditions as they think fit.

## TRANSFER AND TRANSMISSION OF SHARES

Title of Article	Article Number and contents
No transfers to minors etc.	71.  No Share which is partly paid-up or on which any sum of money is due shall in any circumstances be transferred to any minor, insolvent or person of unsound mind.
Instrument of transfer	72. The instrument of transfer shall be in writing and all provisions of Section 108 of the Companies Act, 1956 and statutory modification thereof for the time being shall be duly complied with in respect of all transfer of shares and registration thereof. Further, a common transfer from shall be used.
Application for transfer	(a) An application for registration of a transfer of the Shares in the Company may be either by the transferor or the transferee.  (b) Where the application is made by the transferor and relates to partly paid Shares, the transfer shall not be registered unless the Company gives notice of the application to the transferee and the transferee makes no objection to the transfer within two weeks from the receipt of the notice (c) For the purposes of clause (b) above notice to the transferee shall be deemed to have been duly given if it is dispatched by prepaid registered post to the transferee at the address, given in the instrument of transfer and shall be deemed to have been duly delivered at the time at which it would have been delivered in the ordinary course of post.
Execution of transfer	74. The instrument of transfer of any Share shall be duly stamped and executed by or on behalf of both the transferor and the transferee and shall be witnessed. The transferor shall be deemed to remain the holder of such Share until the name of the transferee shall have been entered in the Register of Members in respect thereof. The requirements of provisions of Section 108 of the Companies Act, 1956 and any statutory modification thereof for the time being shall be duly complied with.
Transfer by legal representatives	A transfer of Share in the Company of a deceased Member thereof made by his legal representative shall, although the legal representative is not himself a Member be as valid as if he had been a Member at the time of the execution of the instrument of transfer.
Register of Members etc when closed	76. The Board of Directors shall have power on giving not less than seven days previous notice by advertisement in some newspaper circulating in the district in which the registered office of the Company is situated to close the Register of Members and/or the Register of debentures holders at such time or times and for such period or periods, not exceeding thirty days at a time, and not exceeding in the aggregate forty five days at a time, and not exceeding in the aggregate forty five days in each year as it may seem expedient to the Board.
Directors may refuse to register transfer	77. Subject to the provisions of Section 111A, these Articles and other applicable provisions of the Act or any other law for the time being in force, the Board may refuse whether in pursuance of any power of the company under these Articles or otherwise to register the transfer of, or the transmission by operation of law of the right to, any Shares or interest of a Member in or Debentures of the Company. The Company shall within one month from the date on which the instrument of transfer, or the intimation of such transmission, as the case may be, was delivered to Company, send notice of the refusal to the transferee and the transferor or to the person giving intimation of such transmission, as the case may be, giving reasons for such refusal. Provided that the registration of a transfer shall not be refused on the ground of the transferor being either alone or jointly with any other person or persons indebted to the Company on any account whatsoever except where the Company has a lien on partly paid up Shares.
Death of one or more joint holders of Shares	78. In case of the death of any one or more of the persons named in the Register of Members as the joint holders of any Share, the survivor or survivors shall be the only persons recognised by the Company as having any title or interest in such Share, but nothing herein contained shall be taken to release the estate of a deceased joint holder from any liability on Shares held by him with any other person.
Titles of Shares of	79. The Executors or Administrators of a deceased Member or holders of a Succession Certificate or

Title of Article	Article Number and contents
deceased Member	the Legal Representatives in respect of the Shares of a deceased Member (not being one of two or more joint holders) shall be the only persons recognized by the Company as having any title to the Shares registered in the name of such Members, and the Company shall not be bound to recognize such Executors or Administrators or holders of Succession Certificate or the Legal Representative unless such Executors or Administrators or Legal Representative shall have first obtained Probate or Letters of Administration or Succession Certificate as the case may be from a duly constituted Court in the Union of India provided that in any case where the Board of Directors in its absolute discretion thinks it, the Board upon such terms as to indemnity or otherwise as the Directors may deem proper dispense with production of Probate or Letters of Administration or Succession Certificate and register Shares standing in the name of a deceased Member, as a Member. However, provisions of this Article are subject to Sections 109A and 109B of the Companies Act.
Notice of application when to be given	Where, in case of partly paid Shares, an application for registration is made by the transferor, the Company shall give notice of the application to the transferee in accordance with the provisions of Section 110 of the Act.
Registration of persons entitled to Shares otherwise than by transfer (Transmission Clause)	81. Subject to the provisions of the Act and Article 78 hereto, any person becoming entitled to Share in consequence of the death, lunacy, bankruptcy insolvency of any Member or by any lawful means other than by a transfer in accordance with these Articles may, with the consent of the Board (which it shall not be under any obligation to give), upon producing such evidence that he sustains the character in respect of which he proposes to act under this Article or of such title as the Board thinks sufficient, either be registered himself as the holder of the Share or elect to have some person nominated by him and approved by the Board registered as such holder; provided nevertheless, that if such person shall elect to have his nominee registered as a holder, he shall execute an instrument of transfer in accordance with the provisions herein contained, and until he does so, he shall not be freed from any liability in respect of the Shares. This clause is hereinafter referred to as the "Transmission Clause".
Refusal to register nominee	82. Subject to the provisions of the Act and these Articles, the Directors shall have the same right to refuse to register a person entitled by transmission to any Share of his nominee as if he were the transferee named in an ordinary transfer presented for registration.
Person entitled may receive dividend without being registered as a Member	A person entitled to a Share by transmission shall subject to the right of the Directors to retain dividends or money as is herein provided, be entitled to receive and may give a discharge for any dividends or other moneys payable in respect of the Share.
No fee on transfer or transmissions	84.  No fee shall be charged for registration of transfer, transmission, Probate, Succession Certificate & Letters of Administration, Certificate of Death or Marriage, Power of Attorney or other similar document.
Transfer to be presented with evidence of title	85. Every instrument of transfer shall be presented to the Company duly stamped for registration accompanied by such evidence as the Board may require to prove the title of the transferor, his right to transfer the Shares and generally under and subject to such conditions and regulations as the Board may, from time to time prescribe, and every registered instrument of transfer shall remain in the custody of the Company until destroyed by order of the Board.
Company not liable for disregard of a notice prohibiting registration of transfer	86.  The Company shall incur no liability or responsibility whatsoever in consequence of its registering or giving effect to any transfer of Shares made or purporting to be made by any apparent legal owner thereof (as shown or appearing in the Register of Members) to the prejudice of persons having or claiming any equitable right, title or interest to or in the said Shares, notwithstanding that the Company may have had notice of such equitable right, title or interest or notice prohibiting registration of such transfer, and may have entered such notice, or referred thereto, in any book of the Company, and the Company shall not be bound to be required to regard or attend to give effect to any notice which may be given to it of any equitable right, title or interest or be under any liability whatsoever for refusing or neglecting to do so, though it may have been entered or referred to in some book of the Company, but the Company shall nevertheless be at liberty to regard and attend to any such notice and give effect thereto if the Board shall so think fit.

#### SHARE WARRANTS

Title of Article	Article Number and contents
	87.

Title of Article	Article Number and contents
Power to issue share warrants	The Company may issue warrants subject to and in accordance with provisions of Sections 114 and 115 of the Act and accordingly the Board may in its discretion with respect to any Share which is fully paid upon application in writing signed by the persons registered as holder of the Share, and authenticated by such evidence(if any) as the Board may, from time to time, require as to the identity of the persons signing the application and on receiving the certificate (if any) of the Share, and the amount of the stamp duty on the warrant and such fee as the Board may, from time to time, require, issue a share warrant.
Deposit of share warrants	88.  (a) The bearer of a share warrant may at any time deposit the warrant at the Office of the Company, and so long as the warrant remains so deposited, the depositor shall have the same right of signing a requisition for call in a meeting of the Company, and of attending and voting and exercising the other privileges of a Member at any meeting held after the expiry of two clear days from the time of deposit, as if his name were inserted in the Register of Members as the holder of the Share included in the deposit warrant  (b) Not more than one person shall be recognized as depositor of the Share warrant  (c) The Company shall, on two day's written notice, return the deposited share warrant to the depositor
Privileges and disabilities of the holders of share warrant	(a) Subject as herein otherwise expressly provided, no person, being a bearer of a share warrant, shall sign a requisition for calling a meeting of the Company or attend or vote or exercise any other privileges of a Member at a meeting of the Company, or be entitled to receive any notice from the Company.  (b) The bearer of a share warrant shall be entitled in all other respects to the same privileges and advantages as if he were named in the Register of Members as the holder of the Share included in the warrant, and he shall be a Member of the Company.
Issue of new share warrant coupons	90. The Board may, from time to time, make bye-laws as to terms on which (if it shall think fit), a new share warrant or coupon may be issued by way of renewal in case of defacement, loss or destruction.

## CONVERSION OF SHARES INTO STOCK AND RECONVERSION

Title of Article	Article Number and contents
	91.
Share may be	The Company may, by Ordinary Resolution:
converted into stock	(a) convert any fully paid up Share into stock, and
	(b) reconvert any stock into fully paid-up Shares.
	92.
Transfer of stock	The several holders of such stock may transfer there respective interest therein or any part thereof
	in the same manner and subject to the same regulations under which the stock arose might before
	the conversion, have been transferred, or as near thereto as circumstances admit.
	PROVIDED THAT the Board may, form time to time, fix the minimum amount of stock
	transferable, so however that such minimum shall not exceed the nominal amount of the Shares
	from which stock arose.
B: 1. C. 11 11	93.
Right of stock holders	The holders of stock shall, according to the amount of stock held by them, have the same right,
	privileges and advantages as regards dividends, voting at meeting of the Company, and other
	matters, as if they held them Shares from which the stock arose; but no such privilege or
	advantage (except participation in the dividends and profits of the Company and in the assets on
	winding up) shall be conferred by an amount of stock which would not, if existing in Shares, have conferred those privileges or advantages.
_	94.
Regulation applicable	Such of the regulations of the Company as are applicable to the paid up Shares shall apply to
to stock and share	stock and the words "Share" and "Share holder" in these regulations shall include "stock" and
warrant	"stock holder" respectively.

# BORROWING POWERS

Title of Article	Article Number and contents
	95.
Power to borrow	Subject to the provisions of Sections 58A, 292 & 293(1)(d) of the Act and these Articles, the
	Board of Directors may, from time to time at its discretion by a resolution passed at a meeting of
	the Board, borrow, accept deposits from Members either in advance of calls or otherwise and
	generally raise or borrow or secure the payment of any such sum or sums of money for the
	purposes of the Company from any source. PROVIDED THAT, where the moneys to be

Title of Article	Article Number and contents
	borrowed together with the moneys already borrowed (apart from temporary loans obtained from the Company's bankers in the ordinary course of business) exceed the aggregate of the paid up capital of the Company and its free reserves (not being reserves set apart for any specific purpose) the Board of Directors shall not borrow such money without the sanction of the Company in General Meeting. No debts incurred by the Company in excess of the limit imposed by this Article shall be valid or effectual unless the lender proves that he advanced the loan in good faith and without knowledge that the limit imposed by this Article had been exceeded.
The payment or repayment of moneys borrowed	96. The payment or repayment of moneys borrowed as aforesaid may be secured in such manner and upon such terms and conditions in all respects as the Board of Directors may think fit, and in particular in pursuance of a resolution passed at a meeting of the Board (and not by circular resolution) by the issue of bonds, debentures or debentures stock of the Company, charged upon all or any part of the property of the Company, (both present and future), including its un-called capital for the time being and the debentures and the debenture stock and other securities may be made assignable free from any equities between the Company and the person to whom the same may be issued.
Bonds, Debentures, etc. to be subject to control of Directors	97. Any bonds, debentures, debenture-stock or other securities issued or to be issued by the Company shall be under the control of the Directors who may issue them upon such terms and condition and in such manner and for such consideration as they shall consider to be for the benefit of the Company.
Terms of issue of Debentures	98.  Any Debentures, Debenture-stock or other securities may be issued at a discount, premium or otherwise and may be issued on condition that they shall be convertible into Shares of any denomination, and with any privileges and conditions as to redemption, surrender, drawing, allotment of Shares, attending (but not voting) at the General Meeting, appointment of Directors and otherwise; However, Debentures with the right to conversion into or allotment of Shares shall be issued only with the consent of the Company in the General Meeting by a Special Resolution.
Mortgage of uncalled capital	99.  If any uncalled capital of the Company is included in or charged by mortgage or other security, the Directors may, subject to the provisions of the Act and these Articles, make calls on the Members in respect of such uncalled capital in trust for the person in whose favour such mortgage or security has been executed.

## **MEETING OF MEMBERS**

Title of Article	Article Number and contents
Statutory meeting	The statutory meeting shall be held in accordance with the provisions of Section 165 of the Act within a period of not less than one month and not more than six months from the date on which the Company shall be entitled to commence business and the provisions related to the Statutory Report shall be complied with.
Annual General Meeting	The Company shall in each year hold a General Meeting as its Annual General Meeting in addition to any other Meeting in that year. All General Meetings other than Annual General Meetings shall be called Extra-ordinary General Meetings. An Annual General Meeting of the Company shall be held within six months after the expiry of each financial year, provided that not more than fifteen months shall lapse between the date of one Annual General Meeting and that of next. Nothing contained in the foregoing provisions shall be taken as affecting the right conferred upon the Register under the provisions of Section 166 (1) of the Act to extend the time with which any Annual General Meeting may be held. Every Annual General Meeting shall be called at a time during business hours, on a day that is not a public holiday, and shall be held at the office of the Company or at some other place within the city in which the Registered Office of the Company is situated as the Board may determine and the notices calling the Meeting shall specify as the Annual General Meeting. Then company may in any one Annual General Meeting fix the time for its subsequent Annual General Meeting. Every Member of the Company shall be entitled to attend, either in person or by proxy and the Auditors of the Company, shall have the right to attend and be heard at any General Meeting which he attends on any part of the business which concerns him as an Auditor. At every Annual General Meeting of the Company there shall be laid on the table the Director's Report and audited statement of accounts, the Proxy Register with proxies and the Register of Director's Shareholding, which Registers shall remain open and accessible during the continuance of the Meeting. The Board shall cause to be prepared the annual list of Members, summary of share capital, balance sheet and profit and loss account and

Title of Article	Article Number and contents
	forward the same to the Registrar in accordance with Sections 159, 161 and 220 of the Act.
Report statement and registers to be laid before the Annual General Meeting	The Company shall in every Annual General Meeting in addition to any other Report or Statement lay on the table the Director's Report and audited statement of accounts, Auditor's Report (if not already incorporated in the audited statement of accounts), the Proxy Register with proxies and the Register of Director's Shareholdings, which Registers shall remain open and accessible during the continuance of the Meeting.
Extra-Ordinary General Meeting	All General Meeting other than Annual General Meeting shall be called Extra-Ordinary General Meeting.
Requisitionists' meeting	(1) Subject to the provisions of Section 188 of the Act, the Directors shall on the requisition in writing of such number of Members as is hereinafter specified and (unless the General Meeting otherwise resolves) at the expense of the requisitionists:  (a) Give to the Members of the Company entitled to receive notice of the next Annual General Meeting, notice of any resolution which may properly be moved and is intended to be moved at that meeting.  (b) Circulate to the Members entitled to have notice of any General Meeting sent to them, any statement of not more than one thousand words with respect to the matter referred to in any proposed resolution or any business to be dealt with at that Meeting.  (2) The number of Members necessary for a requisition under clause (1) hereof shall be (a) Such number of Members necessary for a requisition under clause (1) hereof shall be (a) Such number of Members necessary for a requisition relates; or  (b) not less than one hundred Members having the rights aforesaid and holding Shares in the Company on which there has been paid up an aggregate sum of not less than Rupees one lac in all.  (3) Notice of any such resolution shall be given and any such statement shall be circulated, to Members of the Company pentitled to have notice of the Meeting sent to them by serving a copy of the resolution or statement to each Member in any manner permitted by the Act for service of notice of the Meeting and notice of any such resolution shall be given to any other Member of the Company by giving notice of the general effect of the resolution in any manner permitted by the Act for service of meeting of the Company. The copy of the resolution shall be served, or notice of the Heeting and notice of meeting of the Company. The copy of the resolution shall be served, or notice of the Heeting sent in the same time as notice of the Meeting and where it is not practicable for it to be served or given at the time it shall be served or given as soon as practicable thereafter.  (4) The Company sha
Extra-Ordinary General Meeting by Board and by requisition	(a) The Directors may, whenever they think fit, convene an Extra-Ordinary General Meeting and they shall on requisition of the Members as herein provided, forthwith proceed to convene Extra-Ordinary General Meeting of the Company.
Contents of requisition,	106. (1) In case of requisition the following provisions shall have effect:

Title of Article	Article Number and contents
and number of	(a) The requisition shall set out the matter for the purpose of which the Meeting is to be called
requisitionists required	and shall be signed by the requisitionists and shall be deposited at the Registered Office of the
and the conduct of Meeting	Company.  (b) The requisition may consist of several documents in like form each signed by one or more
	requisitionists.
	(c) The number of Members entitled to requisition a Meeting in regard to any matter shall be such number as hold at the date of the deposit of the requisition, not less than one-tenth of such of the paid-up share capital of the Company as that date carried the right of voting in regard to that motter.
	that matter.  (d) Where two or more distinct matters are specified in the requisition, the provisions of subclause (3) shall apply separately in regard to such matter, and the requisition shall accordingly be valid only in respect of those matters in regard to which the conditions specified in that clause are fulfilled.
	(e) If the Board does not within twenty-one days from the date of the deposit of a valid requisition in regard to any matters, proceed, duly to call a Meeting for the consideration of those matters on a day not later than forty-five days from the date of the deposit of the requisition, the Meeting may be called:
	(i) By the requisitionists themselves; or (ii) by such of the requisitionists as represent either a majority in value of the paid up share capital held by all of them or not less than one tenth of the paid-up share capital of the Company as is referred to in sub clauses (c) of clause (I) which ever is less. PROVIDED THAT for the purpose of this sub-clause, the Board shall, in the case of a Meeting at which a resolution is to be proposed as a Special Resolution, be deemed not to have duly convened the Meeting if they do not give such notice thereof as is required by sub-section (2) of Section 189 of the Act. (2) A meeting called under sub-clause (c) of clause (1) by requisitionists or any of them:
	(a) shall be called in the same manner as, nearly as possible, as that in which meeting is to be called by the Board; but (b) shall not be held after the expiration of three months from the date of deposit of the requisition. PROVIDED THAT nothing in sub-clause (b) shall be deemed to prevent a Meeting duly commenced before the expiry of the period of three months aforesaid, from adjourning to some days after the expiry of that
	period. (3) Where two or more Persons hold any Shares in the Company jointly; a requisition or a notice calling a Meeting signed by one or some only of them shall, for the purpose of this Article, have the same force and effect as if it has been signed by all of them.
	(4) Any reasonable expenses incurred by the requisitionists by reason of the failure of the Board to duly to call a Meeting shall be repaid to the requisitionists by the Company; and any sum repaid shall be retained by the Company out of any sums due or to become due from the Company by way of fees or other remuneration for their services to such of the Directors as were in default.
Length of notice of Meeting	107. (1) A General Meeting of the Company may be called by giving not less than twenty-one days notice in writing.
and the same of th	(2) A General Meeting may be called after giving shorter notice than that specified in clause (1) hereof, if consent is accorded thereto:  (i) In the case of Annual General Meeting by all the Members entitled to vote thereat; and
	(ii) In the case of any other Meeting, by Members of the Company holding not less than ninety-five percent of such part of the paid up share capital of the Company as gives a right to vote at
	the Meeting.  PROVIDED THAT where any Members of the Company are entitled to vote only on some resolution, or resolutions to be moved at a Meeting and not on the others, those Members shall be taken into account for the purposes of this clause in respect of the former resolutions and not in respect of the later.
Contents and manner of service of notice	108 (1) Every notice of a Meeting of the Company shall specify the place and the day and hour of the Meeting and shall contain a statement of the business to be transacted thereat. (2) Subject to the provisions of the Act notice of every General Meeting shall be given; (a) to every Member of the Company, in any manner authorised by sub-sections (1) to (4) Section 53 of the Act;
	(b) to the persons entitled to a Share in consequence of the death, or insolvency of a Member, by sending it through post in a prepaid letter addressed to them by name or by the title of representative of the deceased, or assignees of the insolvent, or by like description, at the address, if any in India supplied for ,the purpose by the persons claiming to be so entitled or until such an address has been so supplied, by giving the notice in any manner in which it might have been given if the death or insolvency had not occurred; and

Title of Article	Article Number and contents
	(c) to the Auditor or Auditors for the time being of the Company in any manner authorised by Section 53 of the Act in the case of Members of the Company.
	PROVIDED THAT, where the notice of a Meeting is given by advertising the same in a newspaper circulating in the neighborhood of Registered Office of the Company under subsection (3) of Section 53 of the Act, the statement of material facts referred to in Section 173 of the Act need not be annexed to the notice as required by that Section, but it shall be mentioned in the advertisement that the statement has been forwarded to the Members of the Company.
	(3)Every notice convening a Meeting of the Company shall state with reasonable prominence that a Member entitled to attend and vote at the Meeting is entitled to appoint one or more proxies to attend and vote instead of himself and that a proxy need not be a Member of the Company.
0 1 1 1	109.
Special and ordinary business and	(1)(a) In the case of an Annual General Meeting all business to be transacted at the Meeting shall be deemed special, with the exception of business relating to
explanatory statement	(i) the consideration of the accounts, balance sheet the reports of the Board of Directors and
explanatory statement	Auditors;
	(ii) the declaration of dividend;
	(iii) the appointment of Directors in the place, of those retiring; and
	(iv) the appointment of, and the fixing of the remuneration of the Auditors, and
	(b) In the case of any other meeting, all business shall be deemed special.
	(2) Where any items of business to be transacted at the Meeting of the Company are deemed to be special as aforesaid, there shall be annexed to the notice of the Meeting a statement setting out all material facts concerning each such item, of business, including in particular the nature of the concern or interest, if any, therein of every Director.
	PROVIDED THAT, where any such item of special business at the Meeting of the Company
	relates to or affects, any other company, the extent of shareholding interest in that other company of every Director of the Company shall also be set out in the statement, if the extent of such shareholding interest is not less than twenty percent of the paid up-share capital of the other company.
	(3) Where any item of business consists of the according of approval to any document by the Meeting, the time and place where the document can be inspected shall be specified in the statement aforesaid.
	110.
Omission to give notice	The accidental omission to give such notice as aforesaid to or non-receipt thereof by, any
not to invalidate	Member or other person to whom it should be given, shall not invalidate the proceedings of any
proceedings	such Meeting.

## MEETING OF MEMBERS

Title of Article	Article Number and contents
	111.
Notice of business to	No General Meeting, Annual or Extra-Ordinary shall be competent to enter upon, discuss or
be given	transact any business which has not been mentioned in the notice or notices convening the
	Meeting.
	112.
Quorum	Five Members entitled to vote and present in person shall be quorum for General Meeting and no
	business shall be transacted at the General Meeting unless the quorum requisite is present at the
	commencement of the Meeting. A body corporate being a Member shall be deemed to be
	personally present if it is represented in accordance with Section 187 of the Act. The President of
	India or the Governor of a State being a Member of the Company shall be deemed to be
	personally present if it is presented in accordance with Section 187 of the Act.
	113.
If quorum not present	If within half an hour from the time appointed for holding a Meeting of the Company, a quorum is
when Meeting to be	not present, the Meeting, if called by or upon the requisition of the Members shall stand
dissolved and when to	dissolved and in any other case the Meeting shall stand, adjourned to the same day in the next
be adjourned	week or if that day is a public holiday until the next succeeding day which is not a public holiday,
	at the same time and place or to such other day and at such other time and place as the Board may
	determine. If at the adjournment meeting also, a quorum is not present within half an hour from
	the time appointed for holding the Meeting, the Members present shall be a quorum and may
	transact the business for which the Meeting was called.
	114.
Resolution passed at	Where a resolution is passed at an adjourned Meeting of the Company, the resolution for all

Title of Article	Article Number and contents
adjourned Meeting	purposes is treated as having been passed on the date on which it was in fact passed and shall not be deemed to have been passed on any earlier date.
Chairman of General Meeting.	At every General Meeting the Chair shall be taken by the Chairman of the Board of Directors. If at any Meeting, the Chairman of the Board of Directors is not present within ten minutes after the time appointed for holding the Meeting or though present, is unwilling to act as Chairman, the Vice Chairman of the Board of Directors would act as Chairman of the Meeting and if Vice Chairman of the Board of Directors is not present or, though present, is unwilling to act as Chairman, the Directors present may choose one of themselves to be a Chairman, and in default or their doing so or if no Directors shall be present and willing to take the Chair, then the Members present shall choose one of themselves, being a Member entitled to vote, to be Chairman.
Act for resolution sufficiently done or passed by Ordinary Resolution unless otherwise required.	Any act or resolution which, under the provisions of these Articles or of the Act, is permitted or required to be done or passed by the Company in General Meeting shall be sufficiently done so or passed if effected by an Ordinary Resolution unless either the Act or the Articles specifically require such act to be done or resolution be passed by a Special Resolution.
Business confined to election of Chairman whilst the Chair is vacant	116. No business shall be discussed at any General Meeting except the election of a Chairman whilst the Chair is vacant.
Chairman may adjourn Meeting	<ul> <li>(a) The Chairman may with the consent of Meeting at which a quorum is present and shall if so directed by the Meeting adjourn the Meeting from time to time and from place to place.</li> <li>(b) No business shall be transacted at any adjourned Meeting other than the business left unfinished at the Meeting from which the adjournment took place.</li> <li>(c) When a Meeting is adjourned for thirty days or more notice of the adjourned Meeting shall be given as in the case of an original Meeting.</li> <li>(d) Save as aforesaid, it shall not be necessary to give any notice of an adjournment of or of the business to be transacted at any adjourned Meeting.</li> </ul>
How questions are decided at Meetings	118. Every question submitted to a General Meeting shall be decided in the first instance by a show of hands unless the poll is demanded as provided in these Articles.
Chairman's declaration of result of voting on show of hands	A declaration by the Chairman of the Meeting that on a show of hands, a resolution has or has not been carried either unanimously or by a particular majority, and an entry to that effect in the book containing the minutes of the proceeding of the Company's General Meeting shall be conclusive evidence of the fact, without proof of the number or proportion of votes cast in favour of or against such resolution.
Demand of poll	Before or on the declaration of the result of the voting on any resolution on a show of hands a poll may be ordered to be taken by the Chairman of the Meeting on his own motion and shall be ordered to be taken by him on a demand made in that behalf by any Member or Members present in person or by proxy and holding Shares in the Company which confer a power to vote on the resolution not being less than one-tenth of the total voting power in respect of the resolution, or on which an aggregate sum of not less than fifty thousand rupees has been paid up. The demand for a poll may be withdrawn at any time by the Person or Persons who made the demand.
Time of taking poll	A poll demanded on a question of adjournment or election of a Chairman shall be taken forthwith.  A poll demanded on any other question shall be taken at such time not being later than forty-eight hours from the time when the demand was made and in such manner and place as the Chairman of the Meeting may direct and the result of the poll shall be deemed to be the decision of the Meeting on the resolution on which the poll was taken.
Chairman's casting vote	In the case of equality of votes the Chairman shall both on a show of hands and on a poll (if any) have a casting vote in addition to the vote or votes to which he may be entitled as a Member.
Appointment of scrutineers	Where a poll is to be taken, the Chairman of the Meeting shall appoint two scrutineers to scrutinise the vote given on the poll and to report thereon to him. One of the scrutineers so appointed shall always be a Member (not being an officer or employee of the Company) present at the Meeting, provided such a Member is available and willing to be appointed. The Chairman

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	shall have power, at any time before the result of the poll is declared, to remove a scrutineer from
	office and fill vacancies in the office of the scrutineer arising from such removal or from any
	other cause.
	124.
Demand for poll not to	The demand for a poll shall not prevent transaction of other business (except on the question of
prevent transaction of	the election of the Chairman and of an adjournment) other than the question on which the poll has
other business	been demanded.
	125.
Special notice	Where by any provision contained in the Act or in these Articles, special notice is required for any resolution notice of the intention to move the resolution shall be given to the Company not less than fourteen days before the Meeting at which it is to be moved, exclusive of the day which the notice is served or deemed to be served on the day of the Meeting. The Company shall immediately after the notice of the intention to move any such resolution has been received by it, give its Members notice of the resolution in the same manner as it gives notice of the Meeting, or if that is not practicable shall give them notice thereof, either by advertisement in a newspaper having an appropriate circulation or in any other mode allowed by these presents not less than seven days before the Meeting.

## VOTES OF MEMBERS

e whole or a part of the amount remaining unpaid on any Share held by
t of that amount has been called up, shall not be entitled to any voting moneys so paid by him until the same would but for such payment become
ercise any voting rights in respect of any Shares registered in his name of other sums presently payable by him have not been paid or in regard to has exercised any right of lien.
ons of Article 126, every Member of the Company holding any equity share entitled to vote shall, on a show of hands when present in person (or a body corporate tative duly authorised) have one vote and on a poll, when present in person porate by a duly authorised representative), or by an agent duly authorised orney or by proxy, his voting right shall be in proportion to his share of the e capital of the Company. Provided however, if any preference shareany meeting of the Company, (save as provided in clause (b) of sub-187) he shall have a right to vote only on resolutions before the Meeting the rights attached to his preference shares. A Member is not prohibited voting rights on the ground that he has not held his Shares or interest in specified period preceding the date on which the vote is taken.
and mind, or in respect of whom order has been made by any Court n lunacy, may vote, whether on a show of hands or on a poll, by his egal guardian and any such committee or guardian may, on a poll, vote
ered holders of any Shares, one of such persons may vote at any Meeting gent duly authorised under a Power of Attorney or by proxy in respect of were solely entitled thereto but the proxy so appointed shall not have any Meeting, and if more than one of such joint holders be present at any nally or by agent or by proxy, that one of the said persons so present is higher on the Register of Members shall alone be entitled to speak and such Shares, but the other holder(s) shall be entitled to vote in preference by an agent duly authorised under a Power of Attorney or by proxy of such person present by agent or proxy stands first or higher in the is in respect of such Shares. Several executors or administrators of a whose name Shares stand shall for the purpose of these Articles be thereof.
porate (whether a company within the meaning of the Act or not) may, or creditor of the Company (including a holder of Debentures)

Title of Article	Article Number and contents
	authorise such person as it thinks fit by a resolution of its Board of Directors or other governing body, to act as its representative at any Meeting of the Company or any class of shareholders of the Company or at any meeting of the creditors of the Company or Debentureholders of the Company. A person authorised by resolutions aforesaid shall be entitled to exercise the same rights and powers (including the right to vote by proxy) on behalf of the body corporate which he represents as that body could exercise if it were an individual Member, shareholder, creditor or holder of Debentures of the Company. The production of a copy of the resolution referred to above certified by a Director or the Secretary of such body corporate before the commencement of the Meeting shall be accepted by the Company as sufficient evidence of the validity of the said representatives' appointment and his right to vote thereat.  (b) Where the President of India or the Governor of a State is a Member of the Company, the President or as the case may be the Governor may appoint such person as he thinks fit to act as his representative at any Meeting of the Company or at any meeting of any class of shareholders of the Company and such a person shall be entitled to exercise the same rights and powers, including the right to vote by proxy, as the President, or as the case may
Votes in respects of deceased or insolvent Members	be, the Governor could exercise as a Member of the Company.  132.  Any person entitled under the Transmission Article to transfer any Shares may vote at any General Meeting in respect thereof in the same manner as if he was the registered holder of such Shares; provided that at least forty-eight hours before the time of holding the Meeting or adjourned Meeting, as the case may be, at which he proposes to vote, he shall satisfy the Directors of the right to transfer such Shares and give such indemnity (if any) as the Directors may require unless the Directors shall have previously admitted his right to vote at such Meeting in respect thereof.
Voting in person or by proxy	133. Subject to the provisions of these Articles, votes may be given either personally or by proxy. A body corporate being a Member may vote either by a proxy or by a representative duly authorised in accordance with Section 187 of the Act.
Rights of Members to use votes differently	On a poll taken at a Meeting of the Company a Member entitled to more than one vote or his proxy, or other persons entitled to vote for him, as the case may be, need not, if he votes, use all his votes or cast in the same way all the votes he uses
Proxies	Any Member of the Company entitled to attend and vote at a Meeting of the Company, shall be entitled to appoint another person (whether a Member or not) as his proxy to attend and vote instead of himself PROVIDED ALWAYS that a proxy so appointed shall not have any right what so ever to speak at the Meeting. Every notice convening a Meeting of the Company shall state that a Member entitled to attend and vote is entitled to appoint one or more proxies to attend and vote instead of himself, and that a proxy need not be a Member of the Company.
Proxy either for specified meeting or for a period	An instrument of proxy may appoint a proxy either for the purposes of a particular Meeting specified in the instrument and any adjournment thereof or it may appoint a proxy for the purpose of every Meeting to be held before a date specified in the instrument and every adjournment of any such Meeting.
No proxy to vote on a show of hands	No proxy shall be entitled to vote by a show of hands.
Instrument of proxy when to be deposited	The instrument appointing a proxy and the Power of Attorney or authority (if any) under which it is signed or a notarially certified copy of that Power of Attorney or authority, shall be deposited at the Registered Office of the Company at least forty-eight hours before the time for holding the Meeting at which the person named in the instrument purposes to vote and in default the instrument of proxy shall not be treated as valid.
Form of Proxy	Every instrument of proxy whether for a specified Meeting or otherwise shall, as nearly as circumstances will admit, be in any of the forms set out in Schedule IX to the Act, and signed by the appointer or his attorney duly authorised in writing or if the appointer is a body corporate, be under its seal or be signed by any officer or attorney duly authorised by it.
Validity of votes given by proxy notwithstanding revocation of authority	A vote given in accordance with the terms of an instrument of proxy shall be valid notwithstanding the previous death or insanity of the principal, or revocation of the proxy or of any Power of Attorney under which such proxy was signed, or the transfer of the Share in respect of which the vote is given, provided that no intimation in writing of the death, insanity, revocation or transfer shall have been received by the Company at the Registered Office

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	before the commencement of the Meeting or adjourned Meeting at which the proxy is used provided nevertheless that the Chairman of any Meeting shall be entitled to require such evidence as he may in his discretion think fit of the due execution of an instrument of proxy and of the same not having been revoked.
	141.
Time for objection to vote	No objection shall be made to the qualification of any voter or to the validity of a vote except at the Meeting or adjourned Meeting at which the vote objected to is given or tendered, and every vote, whether given personally or by proxy, not disallowed at such Meeting, shall be valid for all proposes and such objection made in due time shall be referred to the Chairman of the Meeting.
	142.
Chairman of any Meeting to be the judge of Validity of any value	The Chairman of any Meeting shall be the sole judge of the validity of every vote tendered at such Meeting. The Chairman present at the taking of a poll shall be the sole judge of the validity of every vote tendered at such poll. The decision of the Chairman shall be final and conclusive.
	143.
Custody of Instrument	If any such instrument of appointment is confined to the object of appointing at attorney or proxy for voting at Meetings of the Company, it shall remain permanently or for such time as the Directors may determine, in the custody of the Company. If such instrument embraces other objects, a copy thereof examined with the original shall be delivered to the Company to remain in the custody of the Company.

# DIRECTORS

Title of Article	Article Number and contents
Number of Directors	144. Until otherwise determined by a General Meeting of the Company and subject to the provisions of Section 252 of the Act, the number of Directors shall not be less than three and not more than twelve.
Directors	144A. As the date of adoption of these Articles the following are the Directors of the Company:  1. Mr. Inder Chand Baid 2. Mr. Manish Baid 3. Mr. Samir Baid 4. Mr. Amitabh Shukla 5. Mr. Ashok Bothra 6. Mr. Alok Kumar Das
Appointment of Directors	The appointment of Directors of the Company shall be in accordance with the provisions of the Act and these Articles, to the extent applicable.
Debenture Directors	Any Trust Deed for securing Debentures may if so arranged, provide for the appointment, from time to time by the Trustees thereof or by the holders of Debentures, of some person to be a Director of the Company and may empower such Trustees or holder of Debentures, from time to time, to remove and re-appoint any Director so appointed. The Director appointed under this Article is herein referred to as "Debenture Director" and the term "Debenture Director" means the Director for the time being in office under this Article. The Debenture Director shall not be liable to retire by rotation or be removed by the Company. The Trust Deed may contain such ancillary provisions as may be agreed between the Company and the Trustees and all such provisions shall have effect notwithstanding any of the other provisions contained herein.
Nominee Director or Corporation Director	a) Notwithstanding anything to the contrary contained in these Articles, so long as any moneys remain owing by the Company to any Finance Corporation or Credit Corporation or to any Financing company or body, (which corporation or body is hereinafter in this Article referred to as "the corporation") out of any loans granted or to be granted by them to the Company or so long as the corporation continue to hold Debentures in the Company by direct subscription or private placement, or so long as the Corporation holds Shares in the Company as a result of underwriting or direct subscription or so long as any liability of the Company arising out of any guarantee furnished by the Corporation on behalf of the Company remains outstanding, the Corporation shall have a right to appoint from time to time any person or persons as a Director, whole time or non-whole time (which Director or Directors is/are hereinafter referred to as "Nominee Director(s)") on the Board of the Company and to remove from such office any persons so appointed and to appoint any person or persons in

Title of Article	Article Number and contents
	his/ their places. b) The Board of Directors of the Company shall have no power to remove from office the Nominee Director(s). Such Nominee Director(s) shall not be required to hold any Share qualification in the Company. Further Nominee Director shall not be liable to retirement by rotation of Directors. Subject as aforesaid, the Nominee Directors(s) shall be entitled to the same rights and privileges and be subject to the obligations as any other Director of the Company.
	c) The Nominee Director(s) so appointed shall hold the said office only so long as any moneys remain owing by the Company to the Corporation and the Nominee Director/s so appointed in exercise of the said power, shall <i>ipso facto</i> vacate such office immediately on the moneys owing by the Company to the Corporation being paid off d) The Nominee Director(s) appointed under this Article shall be entitled to receive all notices of and attend all General Meetings, Board Meetings and all the Meetings of the Committee of which the Nominee Director(s) is/are Member(s) as also the minutes of such Meetings. The Corporation shall also be entitled to receive all such notices and minutes. e) The sitting fees in relation to such Nominee Director(s) shall also accrue to the Corporation and the same shall accordingly be paid by the Company directly to the Corporation. Any other fees, commission, moneys or remuneration in any form is payable to the Nominee Director of the Company, such fees, commission, moneys and remuneration in relation to such Nominee Director(s) shall accrue to the Corporation and the same shall accordingly be paid by the Company directly to the Corporation. Any expenses that may be incurred by the Corporation or such Nominee Director(s), in connection with their appointment or Directorship, shall also be paid or reimbursed by the Company to the Corporation or as the case may be to such Nominee Director/s provided that if any such Nominee Director/s is/are an officer(s) of the Corporation.
	Provided also that in the event of the Nominee Director(s) being appointed as Whole-time Director(s); such Nominee Director/s shall exercise such power and duties as may be approved by the lenders and have such rights as are usually exercised or available to a whole-time Director in the management of the affairs of Company. Such Nominee Director shall be entitled to receive such remuneration, fees, commission and moneys as may be approved by the Corporation(s) nominated by him.
Special Director	148. The Company shall subject to the provisions of the Act, be entitled to agree with any person, firm or corporations that he or it shall have the right to appoint him or its nominee or nominees on the Board of Directors of the Company upon such terms and conditions as the Company may deem fit.
	Such nominee and their successors in office appointed under this Article shall be called "Special Director" of the Company.
	The Special Directors appointed under this Article shall be entitled to receive all notices of and attend all General Metting, Board Meeting and meetings of the committee of which the Special Director/s is/are members/s as also the minutes of such meetings. Such Special Directors shall not be required to hold any qualification shares nor be liable to retire by rotation.
	The Special Directors appointed hereof shall be entitled to hold office until requested to retire by the Person, firm or corporation which may have appointed him/them and not will be liable to retire by rotation. As and when the Special Director vacates office whether upon request as aforesaid or by death, resignation or otherwise, the Person, firm corporation who are orwhich appointed such Director may appoint any other Director in his place. A Special Director may, at any time, by notice in writing to the Company resign his office. Subject as aforesaid a Special Director shall be entitled to the same rights and privileges and be subject to the same obligations as may other Director of the Company
Limit on number of retaining Directors	149. The provisions of Articles 146, 147,148 and 149 are subject to the provisions of Section 256 of the Act and number of such Directors appointed under Article 147 shall not exceed in the aggregate one third of the total number of Directors for the time being in office.
Alternate Director	The Board may appoint, an Alternate Director recommended for such appointment by the Director (hereinafter in this Article called "the Original Director") to act for him during his absence for a period of not less than three months from the State in which the meetings of the Board are ordinarily held. Every such Alternate Director shall, subject to his giving to the Company an address in India at which notice may be served on him, be entitled to notice of

Title of Article	Article Number and contents
	meetings of Directors and to attend and vote as a Director and be counted for the purposes of a quorum and generally at such Meetings to have and exercise all the powers and duties and authorities of the Original Director. The Alternate Director appointed under this Article shall vacate office as and when the Original Director returns to the State in which the meetings of the Board are ordinarily held and if the term of office of the Original Director is determined before he returns to as aforesaid, any provisions in the Act or in these Articles for automatic reappointment of retiring Director in default of another appointment shall apply to the Original Director and not the Alternate Director.
Directors may fill in vacancies	The Directors shall have power at any time and from time to time to appoint any person to be a Director to fill a casual vacancy. Such casual vacancy shall be filled by the Board of Directors at a meeting of the Board. Any person so appointed shall hold office only upto the date to which the Director in whose place he is appointed would have held office, if it had not been vacated as aforesaid. However, he shall then be eligible for re-election.
Additional Directors	The Directors shall have the power at any time and from time to time to appoint any other person to be a Director as an addition to the Board ("Additional Director") so that the total number of Directors shall not at any time exceed the maximum fixed by these Articles. Any person so appointed as an Additional Director to the Board shall hold his office only upto the date of the next Annual General Meeting and shall be eligible for election at such Meeting.
Qualification shares	153. A Director need not hold any qualification shares.
Directors' sitting fees	The fees payable to a Director for attending each Board meeting shall be such sum as may be fixed by the Board of Directors not exceeding such sum as may be prescribed by the Central Government for each of the meetings of the Board or a Committee thereof and adjournments thereto attended by him. The Directors, subject to the sanction of the Central Government (if any required) may be paid such higher fees as the Company in General Meeting shall from time to time determine.
Extra remuneration to Directors for special work	Subject to the provisions of Sections 198, 309, 310, 311 and 314 of the Act, if any Director, being willing shall be called upon to perform extra services (which expression shall include work done by a Director as a Member of any Committee formed by the Directors or in relation to signing share certificate) or to make special exertions in going or residing or residing out of his usual place of residence or otherwise for any of the purposes of the Company, the Company may remunerate the Director so doing either by a fixed sum or otherwise as may be determined by the Director, and such remuneration may be either in addition to or in substitution for his share in the remuneration herein provided.  Subject to the provisions of the Act, a Director who is neither in the whole time employment nor
	a Managing Director may be paid remuneration either:  i) by way of monthly, quarterly or annual payment with the approval of the Central Government; or  ii) by way of commission if the Company by a Special Resolution authorised
	such payment.
Traveling expenses incurred by Directors on Company's business	The Board of Directors may subject to the limitations provided by the Act allow and pay to any Director who attends a meeting of the Board of Directors or any Committee thereof or General Meeting of the Company or in connection with the business of the Company at a place other than his usual place of residence, for the purpose of attending a Meeting such sum as the Board may consider fair compensation for traveling, hotel, and other incidental expenses properly incurred by him in addition to his fees for attending such Meeting as above specified.
Director may act notwithstanding vacancy	The continuing Director or Directors may act notwithstanding any vacancy in their body, but if and so long as their number is reduced below the quorum fixed by these Articles for a meeting of the Board, the Director or Directors may act for the purpose of increasing the number, of Directors or that fixed for the quorum or for summoning a General Meeting of the Company but for no other purposes.
Board resolution necessary for certain contracts	158. (1) Subject to the provisions of Section 297 of the Act, except with the consent of the Board of Directors of the Company, a Director of the Company or his relative, a firm in which such a Director or relative is partner, any other partner in such a firm or a private company of which the Director is a member or director, shall not enter into any contract with the Company. (a) For the sale, purchase or supply of goods, materials or services; or (b) for underwriting the subscription of any Share in or debentures of the Company;

Title of Article	Article Number and contents
	(c) nothing contained in clause (a) of sub-clause (1) shall affect:-
	(i) the purchase of goods and materials from the Company, or the sale of goods and materials to the Company by any Director, relative, firm, partner or private company as aforesaid for cash at
	prevailing market prices; or (ii) any contract or contracts between the Company on one side and any such Director, relative, firm, partner or private company on the other for sale, purchase or supply of any goods, materials and services in which either the Company, or the Director, relative, firm, partner or private company, as the case may be regularly trades or does business, PROVIDED THAT such contract or contracts do not relate to goods and materials the value of which, or services the cost of which, exceeds five thousand rupees in the aggregate in any year comprised in the period of the contract
	or contracts;  (2) Notwithstanding any contained in sub-clause(1) hereof, a Director, relative, firm partner or private company as aforesaid may, in circumstances of urgent necessity, enter without obtaining the consent of the Board, into any contract with the Company for the sale, purchase or supply of any goods, materials or services even if the value of such goods or cost of such services exceeds rupees five thousand in the aggregate in any year comprised in the period of the contract; but in such a case the consent of the Board shall be obtained at a Meeting within three months of the date on which the contract was entered into.  (3)Every consent of the Board required under this Article shall be accorded by a resolution passed at a meeting of the Board required under clause (1) and the same shall not be deemed to
	have been given within the meaning of that clause unless the consent is accorded before the contract is entered into or within three months of the data on which was entered into.  (4) If consent is not accorded to any contract under this Article, anything done in pursuance of the contract will be voidable at the option of the Board.  (5) The Directors, so contracting or being so interested shall not be liable to the Company for any
	profit realised by any such contract or the fiduciary relation thereby established.  159.
Disclosure to the Members of Directors' interest in contract appointing Managers, Managing Director or	When the Company:- (a) enters into a contract for the appointment of a Managing Director or Wholetime Director in which contract any Director of the Company is whether directly or indirectly, concerned or interested; or
Wholetime Director	(b) varies any such contract already in existence and in which a Director is concerned or interested as aforesaid, the provisions of Section 302 of the Act shall be complied with.
Directors of interest	(a) A Director of the Company who is in any way, whether directly or indirectly concerned or interested in a contract entered into or to be entered into by or on behalf of the Company shall disclose the nature of his concern or interest at a meeting of the Board in the manner provided in Section 299 (2) of the Act.
General notice of disclosure	(b) A general notice, given to the Board by the Director to the effect that he is a director or is a member of a specified body corporate or is a member of a specified firm under Sections 299(3)(a) shall expire at the end of the financial year in which it shall be given but may be renewed for a further period of one financial year at a time by fresh notice given in the last month of the financial year in which it would have otherwise expired. No such general notice and no renewal thereof shall be of effect unless, either it is given at a meeting of the Board or the Director concerned takes reasonable steps to secure that is brought up and read at the first meeting of the Board after it is given.
Directors and Managing Director may contract with Company	Subject to the provisions of the Act the Directors (including a Managing Director and Whole time Director) shall not be disqualified by reason of his or their office as such from holding office under the Company or from contracting with the Company either as vendor, purchaser, lender, agent, broker, lessor or lessee or otherwise, nor shall any such contract or any contracts or arrangement entered into by or on behalf of the Company with any Director or with any company or partnership of or in which any Director shall be a member or otherwise interested be avoided nor shall any Director so contracting be liable to account to the Company for any profit realized by such contract or arrangement by reason only of such Director holding that office or of the fiduciary relation thereby established, but it is declared that the nature of his interest shall be disclosed as provided by Section 299 of the Act and in this respect all the provisions of Section 300 and 301 of the Act shall be duly observed and complied with.
Disqualification of the Director	A person shall not be capable of being appointed Director of the Company if:- (a) he has been found to be of unsound mind by a Court of competent jurisdiction and the finding is in force; (b) he is an undischarged insolvent; (c) he has applied to be adjudged an insolvent and his application is pending; (d) he has been convicted by a Court of any offence involving moral turpitude sentenced in

Title of Article	Article Number and contents
	respect thereof to imprisonment for not less than six months and a period of five years has not
	elapsed form the date of expiry of the sentence;
	(e) he has not paid any call in respect of Shares of the Company held by him whether alone or
	jointly with others and six months have lapsed from the last day fixed for the payment of the call;
	or
	(f) an order disqualifying him for appointment as Director has been passed by a Court in
	pursuance of Section 203 of the Act and is in force; unless the leave of the Court has been
	obtained for his appointment in pursuance of that Section.
	163.
Vacation of office by	The office of Director shall become vacant if:-
Directors	(a) he is found to be of unsound mind by a Court of competent jurisdiction; or
	(b) he applies to be adjudged an insolvent; or
	(c) he is adjudged an insolvent; or
	(d) he is convicted by a Court of any offence involving moral turpitude and sentenced in respect
	thereof to imprisonment for less than six months; or
	(e) he fails to pay any call in respect of Shares of the Company held by him, whether alone or jointly with others within six months from the last date fixed for the payment of the call unless
	the Central Government, by a notification in the Official Gazette removes the disqualification
	incurred by such failure; or
	(f) absents himself from three consecutive meetings of the Board of Directors, or from all
	meetings of the Board for a continuous period of three months, whichever is longer, without
	obtaining leave of absence from the Board; or
	(g) he(whether by himself or by any person for his benefit or on his account or any firm in which
	he is a partner or any private company of which he is a director), accepts a loan, or any guarantee
	or security for a loan, from the Company in contravention of Section 295 of the Act; or
	(h) he being in any way whether directly or indirectly concerned or interested in a contract or
	arrangement or proposed contract or arrangement, entered into or to be entered into by or on
	behalf of the Company fails to disclose the nature of his concern or interest at a meeting of the
	Board of Directors as required by Section 299 of the Act; or
	(i) he becomes disqualified by an order of the Court under Section 203 of the Act; or
	(j) he is removed by an Ordinary Resolution of the Company before the expiry of his period of
	notice; or
	(k) if by notice in writing to the Company, he resigns his office, or
	(l) having been appointed as a Director by virtue of his holding any office or other employment in
77 .: C CC 1	the Company, he ceases to hold such office or other employment in the Company.
Vacation of office by	164.
Directors (contd.)	Notwithstanding anything contained in sub-clauses (c), (d) and (i) of Article 162hereof, the
	disqualification referred to in these clauses shall not take effect:  (a) for thirty days from the date of the adjudication, sentence or order;
	(b) where any appeal or petition is preferred within thirty days aforesaid against the adjudication,
	sentence or conviction resulting in the sentence or order until the expiry of seven days from the
	date on which such appeal or petition is disposed of; or
	(c) where within the seven days aforesaid, any further appeal or petition is preferred in respect of
	the adjudication, sentence, conviction or order, and the appeal or petition, if allowed, would
	result in the removal of the disqualification, until such further appeal or petition is disposed of.
	165.
Removal of Directors	(a) The Company may subject to the provisions of Section 284 and other applicable provisions of
	the Act and these Articles by Ordinary Resolution remove any Director not being a Director
	appointed by the Central Government in pursuance of Section 408 of the Act before the expiry of
	his period of office.
	(b) Special Notice as provided by these Articles or Section 190 of the Act; shall be required of
	any resolution to remove a Director under the Article or to appoint some other person in place of
	a Director so removed at the Meeting at which he is removed.
	(c) On receipt of notice of a resolution to remove a Director under this Article; the Company shall
	forthwith send a copy; thereof to the Director concerned and the Director (whether or not he is a
	Member of a Company) shall be entitled to be heard on the resolution at the Meeting.
	(d) where notice is given of a resolution to remove a Director under this Article and the Director
	concerned makes with respect thereto representations in writing to the Company (not exceeding
	reasonable length) and requests their notification to Members of the Company, the Company
	shall, unless the representations are, received by it too late for it to do so:  (i) in the notice of the resolution given to the Members of the Company state the fact of the
	(i) in the notice of the resolution given to the Members of the Company state the fact of the
	representations having been made, and  (ii) send a copy of the representations to every Member of the Company to whom notice of the
	(ii) send a copy of the representations to every Member of the Company to whom notice of the Meeting is sent(before or after the representations by the Company) and if a copy of the
	representations is not sent as aforesaid because they were received too late\ or because of the
	Company's default the Director may (without prejudice to his right to be heard orally) require
	1 Company's actaunt the Director may (without prejudice to this right to be heard orally) require

Title of Article	Article Number and contents
Interested Directors not to participate or vote in Board's proceedings	that the representation shall be read out at the Meeting; provided that copies of the representation need not be sent or read out at the Meeting if on the application, either of the Company or of any other person who claims to be aggrieved by the Court is satisfied that the rights concerned by this sub-clause are being abused to secure needless publicity for defamatory matter.  (e) A vacancy created by the removal of the Director under this Article may, if he had been appointed by the Company in General Meeting or by the Board, in pursuance of Article 153 or Section 262 of the Act be filled by the: appointment of another Director in his place by the Meeting at which he is removed, provided special notice of the intended appointment has been given under Article 163 hereof. A Director so appointed shall hold office until the date upto which his predecessor would have held office if he had not been removed as aforesaid.  (f) If the vacancy is not filled under sub-clause(e), it may be filled as a casual vacancy in accordance with the provisions, in so far as they are applicable of Article 153 or Section 162 of the Act, and all the provisions of that Article and Section shall apply accordingly  (g) A Director who was removed from office under this Article shall not be re-appointed as a Director by the Board of Directors.  (h) Nothing contained in this Article shall be taken:-  (i) as depriving a person removed hereunder of any compensation of damages payable to him in respect of the termination of his appointment as Director, or  (ii) as derogating from any power to remove a Director which may exist apart form this Article.  166.  No Director shall as a Director take part in the discussion of or vote on any contract arrangement or proceedings entered into or to be entered into by or on behalf of the Company, if he is in any way, whether directly or indirectly, concerned or interested in such contract or arrangement, not shall his presence count for the purpose of forming a quorum at the time of any such discussion o
Director may be director of companies promoted by the Company	A Director may be or become a director of any company promoted by the Company, or in which it may be interested as a vendor, shareholder, or otherwise and no such Director shall be accountable for any benefit received as director or shareholder of such company except in so far Section 309(6) or Section 314 of the Act may be applicable.
Appointment of Sole Selling Agents	a) The appointment, re-appointment and extension of the term of a sole selling agent, shall be regulated in accordance with the provisions of Section 294 of the Act and any Rules or Notifications issued by the competent authority in accordance with that Section and the Directors and/or the Company in General Meeting may make the appointment, re-appointment or extension of the term of office in accordance with and subject to the provisions of the said Section and such rules or notifications, if any, as may be applicable. b) The payment of any compensation to a sole selling agent shall be subject to the provisions of Section 294A of the Act.

# ROTATION AND APPOINTMENT OF DIRECTORS

Title of Article	Article Number and contents
	169.
Rotation of Directors	Not less than two third of the total number of Directors shall (a) be persons whose period of the
	office is liable to termination by retirement by rotation and (b) save as otherwise expressly provided
	in the Articles be appointed by the Company in General Meeting.
	170.
Retirement of	Subject to the provisions of Articles 148 and 150, the non-retiring Directors should be
Directors	appointed by the Board for such period or periods as it may in its discretion deem appropriate.
	171.
Retiring Directors	Subject to the provisions of Section 256 of the Act and Articles 146 to 153, at every Annual General

Title of Article	Article Number and contents
	Meeting of the Company, one-third or such of the Directors for the time being as are liable to retire by rotation; or if their number is not three or a multiple of three the number nearest to one-third shall retire from office. The Debenture Directors, Nominee Directors, Corporation Directors, Managing Directors if any, subject to Article 184, shall not be taken into account in determining the number of Directors to retire by rotation. In these Articles a "Retiring Director" means a Director retiring by rotation.  172.
Appointment of Technical or Executive Directors	a) The Board of Directors shall have the right from time to time to appoint any person or persons as Technical Director or Executive Director/s and remove any such persons from time to time without assigning any reason whatsoever. A Technical Director or Executive Director shall not be required to hold any qualification shares.
	b) Subject to the provisions of Section 262 of the Act, if the office of any Director appointed by the Company in General Meeting vacated before his term of office will expire in the normal course, the resulting casual vacancy may in default of and subject to any regulation in the Articles of the Company be filled by the Board of Directors at the meeting of the Board and the Director so appointed shall hold office only up to the date up to which the Director in whose place he is appointed would have held office if had not been vacated as aforesaid.
Ascertainment of Directors retiring by rotation and filling of vacancies	173. Subject to Section 288 (5) of the Act, the Directors retiring by rotation under Article 174 at every Annual General Meeting shall be those, who have been longest in office since their last appointment, but as between those who became Directors on the same day, those who are to retire shall in default of and subject to any agreement amongst themselves be determined by the lot.
Eligibility for re- election	174. A retiring Director shall be eligible for re-election and shall act as a Director throughout and till the conclusion of the Meeting at which he retires.
Company to fill vacancies	175. Subject to Sections 258, 259 and 294 of the Act, the Company at the General Meeting, at which a Director retires in manner aforesaid, may fill up the vacancy by appointing the retiring Director or some other person thereto.
Provision in default of appointment	176.  (a) If the place of retiring Director is not so filled up and the Meeting has not expressly resolved not to fill the vacancy, the Meeting shall stand adjourned till the same day in the next week, at the same time and place, or if that day is a public holiday, till the next succeeding day which is not a public holiday, at the same time and place.  (b) If at the adjourned Meeting also, the place of the retiring Director is not filled up and the Meeting also has not expressly resolved not to fill the vacancy, the retiring Director shall be deemed to have been re-appointed at the adjourned Meeting, unless:  (i) at that Meeting or the previous Meeting a resolution for the re-appointment of such Director has been put to the Meeting and lost.  (ii) the retiring Director has by a notice in writing addressed to the Company or its Board of Directors expressed his unwillingness to be so re-appointed.  (iii) he is not qualified or is disqualified for appointment  (iv) a resolution, whether Special or Ordinary is required for his appointment or re-appointment by virtue of any provisions of the Act, or  (v) the provision of the sub-section (2) of section 263 of the Act is applicable to the case.
Company may increase or reduce the number of Directors or remove any Director	177. Subject to the provisions of Section 252, 255 and 259 of the Act, the Company may by Ordinary Resolution from time to time, increase or reduce the number of Directors and may alter qualifications.
Appointment of Directors to be voted individually	(a) No motion, at any General Meeting of the Company shall be made for the appointment of two or more persons as Directors of the Company by a single resolution unless a resolution that it shall be so made has been first agreed to by the Meeting without any vote being given against it.  (b) A resolution moved in contravention of clause (a) hereof shall be void, whether or not objection was taken at the time of its being so moved, provided where a resolution so moved has passed no provisions or the automatic re-appointment of retiring Directors in default of another appointment as therein before provided shall apply.  (c) For the purposes of this Article, a motion for approving a person's appointment, or for nominating a person for appointment, shall be treated as a motion for his appointment.
Notice of candidature for	179. (1) No person not being a retiring Director shall be eligible for election to the office of Director at any General Meeting unless he or some other Member intending to propose him has given at least

Title of Article	Article Number and contents
office of Directors	fourteen days notice in writing under his hand signifying his candidature for the office of a Director
except in certain	or the intention of such person to propose him as Director for that office as the case may be, along
cases	with a deposit of five hundred rupees which shall be refunded to such person or, as the case may be,
	to such Member, if the person succeeds in getting elected as a Director.
	(2) The Company shall inform its Members of the candidature of the person for the office of
	Director or the intention, of a Member to propose such person as candidate for that office by serving
	individual notices on the Members not less than seven days before the Meeting provided that it shall
	not be necessary for the Company to serve individual notices upon the Members as aforesaid if the
	Company advertises such candidature or intention not less than seven days before the Meeting in at
	least two newspapers circulating in the place where the registered office of the Company is located
	of which one is published in the English language and the other in the regional language of that
	place.
	(3) Every person (other than Director retiring by rotation or otherwise or person who has left at the office of the Company a notice under Section 257 of the
	Act signifying his candidature for the office of a Director) proposed as a candidate for the office a
	Director shall sign and file with the Company his consent in writing to act as a Director, if
	appointed.
	(4) A person other than a Director appointed after retirement by rotation or immediately on the
	expiry of his term of office, or an Additional or Alternate Director or a person filling a casual
	vacancy in the office of a Director under Section 252 of the Act ,appointed as a Director re-
	appointed as an additional or alternate Director immediately on the expiry of his term of office shall
	not act as a Director of the Company unless he has within thirty days of his appointment signed and
	filled with the Registrar his consent in writing to act as such Director.
	180.
Disclosure by	Every Director and every person deemed to be Director of the Company by virtue of sub-section
Directors of their	(10) of Section 307 of the Act shall give notice to the Company of such matters relating to himself
holdings of their	as may be necessary for the purpose of enabling the Company to comply with the provisions of that
Shares and	Section. Any such notice shall be given in writing and if it is not given at a meeting of the Board the
debentures of the	person giving the notice shall take all reasonable steps to secure that it is brought up and read
Company	at the next meeting of the Board after it is given.
	181.
Votes of Body	A body corporate, whether a company within the meaning of the Act or not, which is a member of
Corporate	the Company, may by resolution of its Board of Directors or other governing body, authorize such
	person as it thinks fit to act as its representative at any meeting of the company or at any meeting of
	any class of members of the company and the persons so authorized shall be entitled to exercise the
	same rights and poser (including the right to vote by proxy) on behalf of the body corporate which
	he represents as that body could exercise as if it were as individual member of the company and the
	production of a copy of the Minutes of such resolution certified by a director or the copy of the
	Minutes of such resolution certified by a Director or the or the Secretary of such body corporate as
	being a true copy of the Minutes of such resolution shall be accepted as sufficient evidence of the
	validity of the said representative's appointment and of his right to vote.
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#### MANAGING DIRECTOR

Title of Article	Article Number and contents
	182.
Powers to appoint	(1) Subject to the provisions of the Act, the Board may from time to time appoint one or
Managing Director	more of their body to the office of Managing Directors for such period and or such terms it may
	think fit and subject to the terms of any agreement entered into with him may revoke such
	appointment, in making such appointment(s) the Board shall ensure compliance with the
	requirements of law and seek and obtain such approvals as are prescribed by the Act.
	(2) Subject to the provisions of the Act and these Articles, the Managing Directors or
	Managing Director shall not while he or they continue to hold that office be subject to retirement
	by rotation but he or they shall subject to the provisions of any contract between him and them and
	the Company, be subject to same provisions as to resignation and removal as the other Directors of
	the Company and he or they shall ipso-facto and immediately cease to be Managing Director or
	Managing Directors if he or they cease to hold the office of the Director for any cause.
	183.
Remuneration of	The Managing Director or Managing Directors may be paid remuneration either by way of
Managing Director	monthly payment or a specified percentage of the net profit of the Company or partly by one way
	and partly by other or any other mode not expressly prohibited by the Act.
	184.
Certain persons not to	The Company shall not appoint or employ or continue the appointment or employement of a
be appointed	person as its Managing Director or Whole-time Director who-
Managing Director(s)	(a) is an undischarged insolvent or has at any time been adjudged an insolvent;

Title of Article	Article Number and contents
	(b) suspends, or has at any time suspended payment to his creditors, or makes, or has at any
	time made, a composition with them;
	(c) is or has at any time been convicted by a court of an offence involving moral turpitude
Powers of Managing Director	The Director may from time to time entrust to and confer upon a Managing Director or Wholetime Director for the time being such of the powers exercisable under these provisions by the Directors, as they may think fit, and may confer such powers for such time and to be exercised for such objects and purposes, and upon such terms and conditions and with such restrictions as they think expedient, and they may confer such powers, either collaterally with, or to the exclusion of and in substitution for, all or any of the powers of the Directors in that behalf and from time to time, revoke, withdraw, alter, or vary all or any of such powers.
	The Company's General Meeting may also from time to time appoint any Managing Director or Managing Directors or Wholetime Director or Wholetime Directors of the Company and may exercise all the powers referred to in these Articles.
	Receipts signed by the Managing Director for any moneys, goods or property received in the usual course of business of the Company or for any money, goods, or property lent to or belonging to the Company shall be an official discharge on behalf of and against the Company for the money, funds or property which in such receipts shall be acknowledged to be received and the persons paying such moneys shall not be bound to see to the application or be answerable for any misapplication thereof. The Managing Director shall also have the power to sign and accept and endorse cheques on behalf of the Company.
	The Managing Director shall be entitled to sub-delegate (with the sanction of the Directors where necessary) all or any of the powers, authorities and discretions for the time being vested in him in particular from time to time by the appointment of any attorney or attorneys for the management and transaction of the affairs of the Company in any specified locality in such manner as they may think fit.
	Notwithstanding anything contained in these Articles, the Managing Director is expressly allowed generally to work for and contract with the Company and especially to do the work of Managing Director and also to do any work for the Company upon such terms and conditions and for such remuneration (subject to the provisions of the Act) as may from time to time be agreed between him and the Directors of the Company.
Appointment and powers of Manager	The Board may, from time to time, appoint any Manager (under Section 2(24) of the Act) to manage the affairs of the Company. The Board may from time to time entrust to and confer upon a Manager such of the powers exercisable under these Articles by the Directors, as they may think fit, and may, confer such powers for such time and to be exercised for such objects and purposes, and upon such terms and conditions and with such restrictions as they think expedient.

# WHOLE TIME DIRECTOR

Title of Article	Article Number and contents
Power to appoint Whole Time Director and/or Whole-time Directors	190. (1) Subject to the provisions of the Act in force from time to time, the Board may appoint one or more of their body to the office of the Whole Time Director of Whole Time Directors for a term not exceeding five years at a time as may be thought fit and may from time to time (subject to provisions of any contract between him/them and the Company) remove or dismiss him or them from office and appoint any or others in or their place or places.  (2) Subject to the provisions of the Act and these Articles, the Whole-time Directors or Whole-time Directors shall not while he or they continue to hold that office be subject to retirement by rotation but he or they shall subject to the provisions of any contract between him and them and the Company, be subject to same provisions as to resignation and removal as the other Directors of the Company and he or they shall ipso-facto and immediately cease to be Whole-time Director or Whole-time Directors if he or they cease to hold the office of the Director for any cause.

To what provisions Whole time Directors shall subject	Whole Time Director or Whole Time Directors shall carry out such functions as may be assigned to him/them by the Managing Director from time to time or the Board of directors as it may deem fit.  Whole Time Director or Whole Time Directors shall not be paid sitting fees for attending meeting of the Board of Directors or any committee(s) thereof.
Resignation of office of Managing Director & Whole Time Director  Applicability of certain sections.	Acceptance by the Company of the resignation laid by the Managing or Whole Time Director is necessary for the resignation to be effective.  Subject to the provisions of Sections 198, 269, 309, 310 and 311 of the Act, the appointment and payment of remuneration to the Managing Director, Whole Time Director or Manager shall be subject to approval of the members in general meeting subject to the conditions of Schedule XIII of the Act and/or with the approval of the Central Government.
Seniority of Whole Time Director and Managing Director	If at any time the total number of Managing Directors and Whole Time Directors is more than one-third who shall retire shall be determined by and in accordance with their respective seniorities. For the purpose of this Article the seniorities of the Whole Time Directors and Managing Directors shall be determined by the date of their respective appointments as Whole Time Directors and Managing Directors of the Company

## PROCEEDINGS OF THE BOARD OF DIRECTORS

Title of Article	Article Number and contents
Meeting of Directors	The Directors may meet together as a Board for the dispatch of business from time to time, and unless the Central Government by virtue of the provisions of Section 285 of the Act allow otherwise, Directors shall so meet at least once in every three months and atleast four such Meetings shall be held in every year. The Directors may adjourn and otherwise regulate their Meetings as they think fit. The provisions of this Article shall not be deemed to have been contravened merely by reason of the fact that the meeting of the Board which had been called in compliance with the terms of this Article could not be held for want of a quorum.
Quorum	(a) Subject to Section 287 of the Act the quorum for a meeting of the Board of Directors shall be one-third of its total strength (excluding Directors, if any, whose place may be vacant at the time and any fraction contained in that one third being rounded off as one) or two Directors whichever is higher. PROVIDED that where at any time the number of interested Directors at any meeting exceeds or is equal to two-third of the Total Strength, the number of the remaining Directors that is to say, the number of remaining who are not interested) present at the Meeting being not less than two shall be the quorum during such time.  (b) for the purpose of clause(a)  (i) "Total Strength" means total strength of the Board of Directors of the Company determined in pursuance of the Act after deducting there from number of the Directors if any, whose places may be vacant at the time, and  (ii) "Interested Directors" means any Directors whose presence cannot by reason of any provisions in the Act count for the purpose of forming a quorum at a meeting of the Board at the time of the discussion or vote on any matter.
Procedure when Meeting adjourned for want of quorum	If a meeting of the Board could not be held for want of quorum then, the Meeting shall automatically stand, adjourned till the same day in the next week, at the same time and place, or if that day is a public holiday, till the next succeeding day which is not a public holiday at the same time and place, unless otherwise adjourned to a specific date, time and place.
Chairman of Meeting	196. The Chairman of the Board of Directors shall be the Chairman of the meetings of Directors, provided that if the Chairman of the Board of Directors is not present within five minutes after the appointed time for holding the same, meeting of the Director shall choose one of their members to be Chairman of such Meeting.
Question at Board meeting how decided	197. Subject to the provisions of Section 316, 372(5) and 386 of the Act, questions arising at any meeting of the Board shall be decided by a majority of votes, and in case of any equality of votes, the Chairman shall have a second or casting vote.
Powers of Board	198. A meeting of the Board of Directors at which a quorum is present shall be competent to exercise all

Title of Article	Article Number and contents
meeting	or any of the authorities, powers and discretions which by or under the Act, or the Articles for the time being of the Company which are vested in or exercisable by the Board of Directors generally.
Directors may appoint Committee	The Board of Directors may subject to the provisions of Section 292 and other relevant provisions of the Act, and of these Articles delegate any of the powers other than the powers to make calls and to issue debentures to such Committee or Committees and may from time to time revoke and discharge any such Committee of the Board, either wholly or in part and either as to the persons or purposes, but every Committee of the Board so formed shall in exercise of the powers so delegated conform to any regulation(s) that may from time to time be imposed on it by the Board of Directors. All acts done by any such Committee of the Board in conformity with such regulations and in fulfillment of the purpose of their appointments, but not otherwise, shall have the like force and effect, as if done by the Board.
Meeting of the Committee how to be governed	200.  The meetings and proceedings of any such Committee of the Board consisting of two or more members shall be governed by the provisions herein contained for regulating the meetings and proceedings of the Directors, so far as the same are applicable thereto and are not superseded by any regulations made by the Directors under the last preceding article. Quorum for the Committee meetings shall be two.
Circular resolution	<ul> <li>(a) A resolution passed by circulation without a meeting of the Board or a Committee of the Board appointed under Article 201 shall subject to the provisions of sub-clause (b) hereof and the Act, be as valid and effectual as the resolution duly passed at a meeting of Directors or of a Committee duly called and held.</li> <li>(b) A resolution shall be deemed to have been duly passed by the Board or by a Committee thereof by circulation if the resolution has been circulated in draft together with necessary papers if any to all the Directors, or to all the members of the Committee, then in India (not being less in number than the quorum fixed for a meeting of the Board or Committee as the case may be) and to all other Directors or members of the Committee at their usual addresses in India or to such other addresses outside India specified by any such Directors or members of the Committee and has been approved by such of the Directors or members of the Committee, as are then in India, or by a majority of such of them as are entitled to vote on the resolution.</li> </ul>
Acts of Board or Committee valid notwithstanding defect in appointment	All acts done by any meeting of the Board or by a Committee of the Board or by any person acting as a Director shall, notwithstanding that it shall afterwards be discovered; that there was some defect in the appointment of one or more of such Directors or any person acting as aforesaid; or that they or any of them were disqualified or had vacated office or that the appointment of any of them is deemed to be terminated by virtue of any provision contained in the Act or in these Articles, be as valid as if every such person had been duly appointed and was qualified to be a Director; provided nothing in the Article shall be deemed to give validity to acts done by a Director after his appointment has been shown to the Company to be invalid or to have terminated.

## POWERS OF THE BOARD

Title of Article	Article Number and contents
	203.
General powers of management vested in the Board of Directors	The Board may exercise all such powers of the Company and do all such acts and things as are not, by the Act, or any other Act or by the Memorandum or by the Articles of the Company required to be exercised by the Company in General Meeting, subject nevertheless to these Articles, to the provisions of the Act, or any other Act and to such regulations being not inconsistent with the aforesaid Articles, as may be prescribed by the Company in General Meeting but no regulation made by the Company in General Meeting shall invalidate any prior act of the Board which would have been valid if that regulation had not been made.
	Provided that the Board shall not, except with the consent of the Company in General Meeting:  (a) sell, lease or otherwise dispose of the whole, or substantially the whole, of the undertaking of the Company, or where the Company owns more than one undertaking of the whole, or substantially the whole, of any such undertaking;  (b) remit, or give time for the repayment of, any debut due by a Director,  (c) invest otherwise than in trust securities the amount of compensation received by the Company in respect of the compulsory acquisition or any such undertaking as is referred to in clause (a) or of any premises or properties used for any such undertaking and without which it cannot be carried on or can be carried on only with difficulty or only after a considerable time;

Title of Article	Article Number and contents
THE OF FRICE	(d) borrow moneys where the moneys to be borrowed together with the moneys already borrowed by the Company (apart from temporary loans obtained from the Company's bankers in the ordinary course of business), will exceed the aggregate of the paid-up capital of the Company and its free reserves that is to say, reserves not set apart for any specific purpose;
	(e) contribute to charitable and other funds not directly relating to the business of the Company or the welfare of its employees, any amounts the aggregate of which will, in any financial year, exceed fifty thousand rupees or five per cent of its average net profits as determined in accordance with the provisions of Section 349 and 350 of the Act during the three financial years immediately preceding whichever is greater, provided that the Company in the General Meeting or the Board of Directors shall not contribute any amount to any political party or for any political purposes to any individual or body;  (i) Provided that in respect of the matter referred to in clause (d) and clause (e) such consent shall be obtained by a resolution of the Company which shall specify the total amount upto which moneys may be borrowed by the Board under clause (d) of as the case may be total amount which may be contributed to charitable or other funds in a financial year under clause (e)  (ii) Provided further that the expression "temporary loans" in clause (d) above shall mean loans repayable on demand or within six months from the date of the loan such as short term cash credit arrangements, the discounting of bills and the issue of other short
	term loans of a seasonal character, but does not include loans raised for the purpose of financing expenditure of a capital nature.
Certain powers to be exercised by the Board only at Meetings	204. (1) Without derogating from the powers vested in the Board of Directors under these Articles, the Board shall exercise the following powers on behalf of the Company and they shall do so only by means of resolutions passed at the meeting of the Board; (a) the power to make calls, on shareholders in respect of money unpaid on their Shares, (b) the power to issue Debentures, (c) the power to borrow moneys otherwise than on Debentures, (d) the power to invest the funds of the Company, and
	(e) the power to make loans Provided that the Board may, by resolution passed at a Meeting, delegate to any Committee of Directors, the Managing Director, the Manager or any other principal officer of the Company, the powers specified in sub-clause (c) (d) and (e) to the extent specified below: (2) Every resolution delegating the power referred to in sub-clause (1) (c) above shall specify the total amount outstanding at any one time, upto which moneys may be borrowed by the delegate.
	<ul> <li>(3) Every resolution delegating the power referred to in sub-clause (1) (d) above shall specify the total amount upto which the funds of the Company may be invested, and the nature of the investments which may be made by the delegate.</li> <li>(4) Every resolution delegating the power referred to in sub-clause (1) (e)above shall specify the total amount upto which loans may be made and the maximum amount of loans which may be made for each such purpose in individual cases.</li> </ul>
Certain powers of the Board	205. Without prejudice to the general powers conferred by the last preceding Article and so as not in any way to limit or restrict those powers, and without prejudice to the other powers conferred by these Articles, but subject to the restrictions contained in the last preceding Article, it is hereby declared that the Directors shall have the following powers, that is to say, power:
	<ol> <li>To pay the cost, charges and expenses preliminary and incidental to the promotion, formation, establishment and registration of the Company.</li> <li>To pay and charge to the capital account of the Company any commission or interest lawfully payable thereon under the provisions of Sections 76 and 208 of the Act.</li> <li>Subject to Section 292 and 297 and other provisions applicable of the Act to purchase or otherwise acquire for the Company any property, right or privileges which the Company is authorised to acquire, at or for such price or consideration and generally on such terms and conditions as they may think fit and in any such purchase or other acquisition to accept such title as the Directors may believe or may be advised to be reasonably satisfactory.</li> <li>At their discretion and subject to the provisions of the Act to pay for any property, rights or privileges acquired by or services rendered to the Company, either wholly or partially in cash or in share, bonds, debentures, mortgages, or otherwise securities of the Company, and any such Shares may be issued either as fully paid-up or with such amount credited as paid-up thereon as may be agreed upon and any such bonds, debentures, mortgages or other securities may be either specifically charged upon all or any part of the property of the Company and its uncalled capital or not so charged.</li> <li>To secure the fulfillment of any contracts or engagement entered into by the Company</li> </ol>

#### **Title of Article Article Number and contents** by mortgage or charge of all or any of the property of the Company and its uncalled capital for the time being or in such manner as they may think fit. To accept from any Member, as far as may be permissible by law to a surrender of his Shares or any part thereof, on such terms and conditions as shall be agreed. To appoint any person to accept and hold in trust for the Company any property belonging to the Company, in which it is interested, or for any other purpose and to execute and do all such deeds and things as may be required in relation to any trust, and to provide for the remuneration of such trustee or trustees. To institute, conduct, defend, compound or abandon any legal proceedings by or against the Company or its officers or otherwise concerning the affairs of the Company, and also to compound and allow time for payment or satisfaction of any debts due and of any claim or demands by or against the Company and to refer any differences to arbitration and observe and perform any awards made thereon either according to Indian law or according to foreign law and either in India or abroad and to observe and perform or challenge any award made thereon. To act on behalf of the Company in all matters relating to bankruptcy and insolvency, winding up and liquidation of companies. 10. To make and give receipts, releases and other discharges for moneys payable to the Company and for the claims and demands of the Company. 11. Subject to the provisions of Sections 291, 292, 295, 370,372 and all other applicable provisions of the Act, to invest and deal with any moneys of the Company not immediately required for the purpose thereof upon such security (not being Shares of this Company), or without security and in such manner as they may think fit and from time to time vary or realise such investments. Save as provided in Section 49 of the Act, all investments shall be made and held in the Company's own name. 12. To execute in the name and on behalf of the Company in favour of any Director or other person who may incur or be about to incur any personal liability whether as principal or surety, for the benefit of the Company, such mortgages of the Company's property (present and future) as they think fit, and any such mortgage may contain a power of sale and such other powers, provisions, covenants and agreements as shall be agreed upon. 13. To open bank account and to determine from time to time who shall be entitled to sign, on the Company's behalf, bills, notes, receipts, acceptances, endorsements, cheques, dividend warrants, releases, contracts and documents and to give the necessary authority for such purpose. 14. To distribute by way of bonus amongst the staff of the Company a Share or Shares in the profits of the Company and to give to any, Director, officer or other person employed by the Company a commission on the profits of any particular business or transaction, and to charge such bonus or commission as a part of the working expenses of the Company. 15. To provide for the welfare of Directors or ex-Directors or employees of the Company and their wives, widows and families or the dependents or connections of such persons, by building or contributing to the building of houses, dwelling or chawls, or by grants of moneys, pension, gratuities, allowances, bonus or other payments, or by creating and from time to time subscribing or contributing, to provide other associations, institutions, funds or trusts and by providing or subscribing or contributing towards place of instruction and recreation, hospitals and dispensaries, medical and other attendance and other assistance as the Board shall think fit and subject to the provision of Section 293(1)(e) of the Act, to subscribe or contribute or otherwise to assist or to guarantee money to charitable, benevolent, religious, scientific, national or other institutions or object which shall have any moral or other claim to support or aid by the Company, either by reason of locality of operation, or of the public and general utility or otherwise. 16. Before recommending any dividend, to set aside out of the profits of the Company such sums as they may think proper for depreciation or to depreciation fund, or to an insurance fund, or as reserve fund or any special fund to meet contingencies or to repay redeemable preference shares or debentures or debenture stock, or for special dividends or for equalising dividends or for repairing, improving, extending and maintaining any of the property of the Company and for such other purposes (including the purpose referred to in the preceding clause), as the Board may in their absolute discretion, think conducive to the interest of the Company and subject to Section 292 of the Act, to invest several sums so set aside or so much thereof as required to be invested, upon such investments (other than Shares of the Company) as they may think fit, and from time to time to deal with and vary

such investments and dispose of and apply and expend all or any such part thereof for the benefit of the Company, in such a manner and for such purposes as the Board in their absolute discretion, think conducive to the interest of the Company notwithstanding that the matters to which the Board apply or upon which they expend the same or any part thereof or upon which the capital moneys of the Company might rightly be applied or expended; and to divide the general reserve or reserve fund into such special funds as the

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Board may think fit with full power to transfer the whole or any portion of reserve fund or division of a reserve fund and with full power to employ the assets constituting all or any of the above funds, including the depreciation fund, in the business of the Company or in the purchase or repayment of redeemable preference shares or debentures or debenture stock, and without being bound to keep the same separate from the other assets and without being bound to pay interest on the same with power however, to the Board at their discretion to pay or allow to the credit of such funds interest at such rate as the Board may think proper.

- 17. To appoint, and at their discretion, remove or suspend, such general managers, managers, secretaries, assistants, supervisors, scientists, technicians, engineers, consultants, legal, medical or economic advisors, research workers, labourers, clerks, agents and servants for permanent, temporary or special services as they may from time to time think fit and to determine their powers and duties, and fix their salaries or emoluments or remuneration, and to require security in such instances and to such amount as they may think fit. And also from time to time to provide for the management and transaction of the affairs of the Company in any specified locality in India or elsewhere in such manner as they think and the provisions contained in the four next following sub-clauses shall be without prejudice to the general conferred by this sub-clause.
- 18. To appoint or authorize appointment of officers, clerks and servants for permanent or temporary or special services as the Board may from time to time think fit and to determine their powers and duties and to fix their salaries and emoluments and to require securities in such instances and of such amounts as the Board may think fit and to remove or suspend any such officers, clerks and servants. Provided further that the Board may delegate matters relating to allocation of duties, functions, reporting etc. of such persons to the Managing Director or Manager.
- 19. From time to time and at any time to establish any local Board for managing any of the affairs of the Company in any specified locality in India or elsewhere and to appoint any person to be members of such local Boards, and to fix their remuneration or salaries or emoluments.
- 20. Subject to Section 292 of the Act, from time to time and at any time to delegate to any person so appointed any of the powers, authorities and discretions for the time being vested in the Board, other than their power to make calls or to make loans or borrow money, and to authorise the members for the time being of any such local Board, or any of them to fill up any vacancies therein and to act notwithstanding vacancies, and any such appointment or delegation may be made on such terms and subject to such terms and subject to such conditions as the Board may think fit, and Board may at any time remove any person so appointed, and may annul or vary any such delegation.
- 21. At any time and from time to time by Power of Attorney under the Seal of the Company, to appoint any person or person to be the Attorney or Attorneys of the Company, for such purposes and with such powers, authorities and discretions (not exceeding those vested in or exercisable by the Board under these presents and subject to the provisions of Section 292 of the Act) and for such period and subject to such conditions as the Board may from time to time think fit; and any such appointment may (if the Board thinks fit) be made in favour of any company, or the shareholders, directors, nominees, or managers of any company or firm or otherwise in favour of any fluctuating body of persons whether nominated directly or indirectly by the Board and such Power of Attorney may contain such powers for the protection or convenience of persons dealing with such Attorneys as the Board may think fit, and may contain powers enabling any such delegates or attorneys as aforesaid to sub-delegate all or any of the powers authorities and discretions for the time being vested in them.
- 22. Subject to Sections 294 and 297 and other applicable provisions of the Act, for or in relation to any of the matters aforesaid or, otherwise for the purposes of the Company to enter into all such negotiations and contracts and rescind and vary all such contracts, and execute and do all such acts, deeds and things in the name and on behalf of the Company as they may consider expedient.
- 23. From time to time to make, vary and repeal bye-laws for the regulations of the business of the Company, its officers and servants.
- 24. To purchase or otherwise acquire any land, buildings, machinery, premises, hereditaments, property, effects, assets, rights, credits, royalties, business and goodwill of any joint stock company carrying on the business which the Company is authorized to carry on in any part of India.
- 25. To purchase, take on lease, for any term or terms of years, or otherwise acquire any factories or any land or lands, with or without buildings and out-houses thereon, situated in any part of India, at such price or rent and under and subject to such terms and conditions as the Directors may think fit. And in any such purchase, lease or other acquisition to accept such title as the Directors may believe or may be advised to be

Article Number and contents
reasonably satisfactory.
26. To insure and keep insured against loss or damage by fire or otherwise for such period
and to such extent as it may think proper all or any part of the buildings, machinery, goods,
stores, produce and other movable property of the Company, either separately or co jointly,
also to insure all or any portion of the goods, produce, machinery and other articles
imported or exported by the Company and to sell, assign, surrender or discontinue any
policies of assurance effected in pursuance of this power.
27. To purchase or otherwise acquire or obtain license for the use of and to sell, exchange
or grant license for the use of any trade mark, patent, invention or technical know-how.
28. To sell from time to time any articles, materials, machinery, plants, stores and other
articles and thing belonging to the Company as the Board may think proper and to
manufacture, prepare and sell waste and by-products.
29. From time to time to extend the business and undertaking of the Company by adding,
altering or enlarging all or any of the buildings, factories, workshops, premises, plant and
machinery, for the time being the property of or in the possession of the Company, or by
erecting new or additional buildings, and to expend such sum of money for the purpose
aforesaid or any of them as they be thought necessary or expedient.
30. To undertake on behalf of the Company any payment of rents and the performance of
the covenants, conditions and agreements contained in or reserved by any lease that may be
granted or assigned to or otherwise acquired by the Company and to purchase the reversion
or reversions, and otherwise to acquire
on free hold sample of all or any of the lands of the Company for the time being held under
lease or for an estate less than freehold estate.
31. To improve, manage, develop, exchange, lease, sell, resell and re-purchase, dispose
off, deal or otherwise turn to account, any property (movable or immovable) or any rights
or privileges belonging to or at the disposal of the Company or in which the Company is interested.
32. To let, sell or otherwise dispose of subject to the provisions of Section 293 of the Act
and of the other Articles any property of the Company, either absolutely or conditionally
and in such manner and upon such terms and conditions in all respects as it thinks fit
and to accept payment in satisfaction for the same in cash or otherwise as it thinks fit.
33. Generally subject to the provisions of the Act and these Articles, to delegate the
powers/authorities and discretions vested in the Directors to any person(s), firm, company
or fluctuating body of persons as aforesaid.
34. To comply with the requirements of any local law which in their opinion it shall in the
interest of the Company be necessary or expedient to comply with.

# MANAGEMENT

Title of Article	Article Number and contents
Prohibition of simultaneous appointment of different categories of managerial personnel	206. The Company shall not appoint or employ at the same time more than one of the following categories of managerial personnel namely:- a) Managing Director and b) Manager.

#### **MINUTES**

Title of Article	Article Number and contents
Minutes to be made	207.  (1) The Company shall cause minutes of all proceedings of General Meeting and of all proceedings of every meeting of the Board of Directors or every Committee thereof within thirty days of the conclusion of every such meeting concerned by making entries thereof in books kept for that purpose with their pages consecutively numbered.
	(2) Each page of every such books shall be initialed or signed and the last page of the record of proceedings of each Meeting in such books shall be dated and signed: (a) in the case of minutes of proceedings of a meeting of Board or of a Committee thereof by the Chairman of the said meeting or the Chairman of the next succeeding meeting.

Title of Article	Article Number and contents
	(b) in the case of minutes of proceeding of the General Meeting, by the Chairman of the said meeting within the aforesaid period of thirty days or in the event of the death or inability of that Chairman within that period by a Director duly authorized by the Board for the purpose.
Minutes to be evidence of the proceeds	208.  (a) The minutes of proceedings of every General Meeting and of the proceedings of every meeting of the Board or every Committee kept in accordance with the provisions of Section 193 of the Act shall be evidence of the proceedings recorded therein.
Books of minutes of General Meeting to be kept	(b) The books containing the aforesaid minutes shall be kept at the Registered Office of the Company and be open to the inspection of any Member without charge as provided in Section 196 of the Act and any Member shall be furnished with a copy of any minutes in accordance with the terms of that Section.
Presumptions	Where the minutes of the proceedings of any General Meeting of the Company or of any meeting of the Board or of a Committee of Directors have been kept in accordance with the provisions of Section 193 of the Act, until the contrary is proved, the meeting shall be deemed to have been duly called and held, all proceedings thereat to have been duly taken place and in particular all appointments of Directors or Liquidators made at the meeting shall be deemed to be valid.

## THE SECRETARY

Article Number and contents
210.
The Directors may from time to time appoint, and at their discretion, remove any individual, (hereinafter called "the Secretary") to perform any functions, which by the Act are to be performed by the Secretary, and to execute any other ministerial or administrative duties, which may from time to time be assigned to the Secretary by the Directors. The Directors may also at any time appoint some person (who need not be the Secretary) to keep the registers required to be kept by the Company. The appointment of Secretary shall be made according to the provisions of the Companies (Appointment and Qualifications of Secretary) Rules, 1988.
211.
(a) Seal
The Board shall provide a Common Seal for the purpose of the Company and shall have power from time to time to destroy the same and substitute a new seal in lieu thereof.
(b) Common Seal for use outside India
The Board may for the purpose of use of the Common Seal outside India, cause a facsimile of the Common Seal to be made and authorize the use of it in the manner provided under Section 50 of the Companies Act, 1956
(c) Safe Custody of Seal  The Common Seal shall be in the safe custody of the Director or the Secretary for the time
being of the Company.  (d) Affixing of Seal on deeds and instruments'
On every deed or instrument on which the Common Seal of the Company is required to be affixed, the Seal be affixed in the presence of a Director or a Secretary or any other person or persons Authorised in this behalf by the Board, who shall sign every such deed or instrument to which the Seal shall be affixed.
(e) Affixing of Seal on Share Certificates  Notwithstanding anything contained in Clause (d) above, the Seal on Share Certificates
shall be affixed in the presence of such persons as are Authorised from time to time to sign
the Share Certificates in accordance with the provisions of the Companies (Issue of Share Certificates) Rules in force for the time being.
(f) Removal of Common Seal outside the office premises
The Board may authorize any person or persons to carry the Common Seal to any place
outside the Registered Office inside or outside for affixture and for return to safe custody to the Registered Office.

### DIVIDENDS AND CAPITALISATION OF RESERVES

Title of Article	Article Number and contents
	212.
Division of profits	(a) Subject to the rights of persons, if any, entitled to Shares with special rights as to dividends, all

Article Number and contents dividends shall be declared and paid according to the amounts paid or credited as paid on the
Shares in respect whereof the dividend is paid but if and so long as nothing is paid upon any of Share in the Company, dividends may be declared and paid according to the amounts of the Shares.
(b) No amount paid or credited as paid on a Share in advance of calls shall be treated for the purpose of this Article as paid on the Shares.
The Company in General Meeting may declare dividends, to be paid to Members according to their respective rights and interest in the profits and may fix the time for payment and the Company shall comply with the provisions of Section 207 of the Act, but no dividends shall exceed the amount recommended by the Board of Directors. However, the Company may declare a smaller dividend than that recommended by the Board in General Meeting.
No dividend shall be payable except out of profits of the Company arrived at the manner provided for a Section 205 of the Act.
215. The Board of Directors may from time to time pay to the Members such interim dividends as in their judgment the position of the Company justifies.
(a) The Directors may retain any dividends on which the Company has a lien and may apply the same in or towards the satisfaction of the debts, liabilities or engagements in respect of which the lien exists.  (b) The Board of Directors may retain the dividend payable upon Shares in respect of which any person is, under the Transmission Article, entitled to become a Member or which any person under that Article is entitled to transfer until such person shall become a Member or shall duly transfer the same.
Where the capital is paid in advance of the calls upon the footing that the same shall carry interest, such capital shall not, whilst carrying interest, confer a right to dividend or to participate in profits.
All dividends shall be apportioned and paid proportionately to the amounts paid or credited as paid on the Shares during any portion or portions of the period in respect of which the dividend is paid, but if any Share is issued on terms provided that it shall rank for dividends as from a particular date such Share shall rank for dividend accordingly.
No Member shall be entitled to receive payment of any interest or dividend or bonus in respect of his Share or Shares, whilst any money may be due or owing from him to the Company in respect of such Share or Shares (or otherwise however either alone of jointly with any other person or persons) and the Board of Directors may deduct from the interest or dividend to any Member all such sums of money so due from him to the Company.
A transfer of Shares shall not pass the right to any dividend declared therein before the registration of the transfer.
Any one of several persons who are registered as joint holders of any Shares may give effectual receipts for all dividends or bonus and payments on account of dividends in respect of such Shares.
The dividend payable in cash may be paid by cheque or warrant sent through post directly to registered address of the shareholder entitled to the payment of the dividend or in case of joint holders to the registered address of that one of the joint holders who is first named on the Register of Members or to such person and to such address as the holder or joint holders may in writing direct. The Company shall not be liable or responsible for any cheque or warrant or pay slip or receipt lost in transit or for any dividend lost, to the Member or person entitled thereto by forged endorsement of any cheque or warrant or forged signature on any pay slip or receipt or the fraudulent recovery of the dividend by any other means.
Notice of the declaration of any dividend whether interim or otherwise shall be given to the registered holders of Share in the manner herein provided.
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Title of Article	Article Number and contents
Reserves	The Directors may, before recommending or declaring any dividend set aside out of the profits of the Company such sums as they think proper as reserve or reserves, which shall, at the discretion of the Directors, be applicable for meeting contingencies or for any other purposes to which the profits of the Company may be properly applied and pending such application, may at the like discretion, either be employed in the business of the Company or be invested in such investments (other than Shares of the Company) as the Directors may from time to time think fit.  225.
Dividend to be paid within time required by law.	The Company shall pay the dividend, or send the warrant in respect thereof to the shareholders entitled to the payment of dividend, within such time as may be required by law from the date of the declaration unless:-  (a) where the dividend could not be paid by reason of the operation on any law; or  (b) where a shareholder has given directions regarding the payment of the dividend and those directions cannot be complied with; or  (c) where there is dispute regarding the right to receive the dividend; or  (d) where the dividend has been lawfully adjusted by the Company against any sum due to it from shareholder; or  (e) where for any other reason, the failure to pay the dividend or to post the warrant within the period aforesaid was not due to any default on the part of the Company.  226.
Unpaid or unclaimed dividend	Where the Company has declared a dividend but which has not been paid or claimed within 30 days from the date of declaration, to any shareholder entitled to the payment of dividend, the Company shall within seven days from the date of expiry of the said period of thirty days, transfer the total amount of dividend which remains unpaid or unclaimed within the said period of thirty days, to a special account to be opened by the Company in that behalf in any scheduled bank and to be called "GCM Securities Limited (year) Unpaid Dividend Account".  Any money transferred to the unpaid dividend account of a company which remains unpaid or unclaimed for a period of seven years from the date of such transfer, shall be transferred by the company to the Fund known as Investor Education and Protection Fund established under section 205C of the Act.  There shall be no forfeiture of unclaimed dividends before the claim becomes barred by law 227.
Set-off of calls against dividends	Any General Meeting declaring a dividend may on the recommendation of the Directors make a call on the Members of such amount as the Meeting fixes but so that the call on each Member shall not exceed the dividend payable to him, and so that the call be made payable at the same time as the dividend, and the dividend may, if so arranged between the Company and the Members, be set off against the calls.
Dividends in cash	No dividends shall be payable except in cash, provided that nothing in this Article shall be deemed to prohibit the capitalisation of the profits or reserves of the Company for the purpose of issuing fully paid up bonus Shares or paying up any amount for the time being unpaid on any Shares held by Members of the Company.
Capitalisation	(1)The Company in General Meeting may, upon the recommendation of the Board, resolve:  (a) That is desirable to capitalise any part of the amount for the time being standing to the credit of the Company's reserve accounts or to the credit of the profit and loss account or otherwise available for distribution, and  (b)that such sum be accordingly set free for distribution in the manner specified in clause (2) amongst the Members who would have been entitled thereto, if distributed by way of dividend and in the same proportion.  (2) The sum aforesaid shall not be paid in cash but shall be applied, subject to the provisions contained in clause (3) either in or towards;  (a) paying up any amount for the time being unpaid on any Shares held by such Members respectively, or  (b) paying up in full unissued Shares of the Company to be allocated and distributed, credited as fully paid up, to and amongst Members in the proportion aforesaid, or  (c) partly in the way specified in sub clause (a) and partly in that specified in sub-clause(b)  (3) A security premium account and capital redemption reserve account may, for the purpose of this Article, only be applied in the paying up of unissued Shares to be issued to Members of the Company as fully paid bonus shares.
Board to give effect	230. The Board shall give effect to the resolution passed by the Company in pursuance of above Article.  231.
Fractional certificates	(1) Whenever such a resolution as aforesaid shall have been passed, the Board shall;

Title of Article	Article Number and contents
	make all appropriations and applications of the undivided profits resolved to be capitalised thereby
	and all allotments and issues of fully paid Shares and
	Generally do all acts and things required to give effect thereto.
	(2)The Board shall have full power:
	(a) to make such provision by the issue of fractional cash certificate or by payment in cash or
	otherwise as it thinks fit, in the case of Shares becoming distributable in fractions, also
	(b) to authorise any person to enter, on behalf of all the Members entitled thereto, into an agreement
	with the Company providing for the allotment to them respectively, credited as fully paid up, of any
	further Shares to which they may be entitled upon such capitalisation or (as the case may require)
	for the payment by the Company on their behalf by the application thereof of the respective
	proportions of the profits resolved to be capitalised of the amounts remaining unpaid on their
	existing Shares.
	(3) Any agreement made under such authority shall be effective and binding on all such Members.
	(4) That for the purpose of giving effect to any resolution, under the preceding paragraph of this
	Article, the Directors may give such directions as may be necessary and settle any question or
	difficulties that may arise in regard to any issue including distribution of new Shares and fractional
	certificates as they think fit.

# ACCOUNTS

Title of Article	Article Number and Contents
	232.
Books to be kept	(1) The Company shall keep at its Registered Office proper books of account as would give a true and fair view of the state of affairs of the Company or its transactions with respect to:  a. all sums of money received and expended by the Company and the matters in respect of which the receipt and expenditure takes place  b. all sales and purchases of goods by the Company  c. the assets and liabilities of the Company and  d. if so required by the Central Government, such particulars relating to utilisation of material or labour or to other items of cost as may be prescribed by the Government Provided that all or any of the books of account aforesaid may be kept at such other place in India as the Board of Directors may decide and when the Board of Directors so decides the Company shall within seven days of the decision file with the Registrar a notice in writing giving the full address of that other place.  (2) Where the Company has a branch office, whether in or outside India, the Company shall be deemed to have complied with the provisions of clause (1) if proper books of account relating to the transaction effected at the branch are kept at that office and proper summarised returns, made upto date at intervals of not more than three months, are sent by the branch office to the Company at its Registered Office or the other place referred to in sub-clause (1). The books of accounts and other books and papers shall be open to
	inspection by any Director during business hours.
Inspection by Members	No Members (not being a Director) shall have any right of inspecting any account books or documents of the Company except as allowed by law or authorised by the Board.
Statements of accounts to be furnished to General Meeting	234. The Board of Directors shall from time to time in accordance with Sections 210, 211, 212, 216 and 217 of the Act, cause to be prepared and laid before each Annual General Meeting a profit and loss account for the financial year of the Company and a balance sheet made up as at the end of the financial year which shall be a date which shall not precede the day of the Meeting by more than six months or such extended period as shall have been granted by the Registrar under the provisions of the Act.
Right of Members or others to copies of balance sheet and Auditors' report and statement under Section 219	235. (1) The Company shall comply with the requirements of Section 219 of the Act. (2) The copies of every balance sheet including the Profit & Loss Account, the Auditors' Report and every other document required to be laid before the Company in General Meeting shall be made available for inspection at the Registered Office of the Company during working hours for a period of 21 days before the Annual General Meeting. A statement containing the salient features of such documents in the prescribed form or copies of the documents aforesaid, as the Company may deem fit will be sent to every Member of the Company and to every trustee of the holders of any Debentures issued by the Company not less than 21 days before the date of the Meeting.
Accounts to be audited	Once at least in every year the accounts of the Company shall be examined, balanced and audited and the correctness of the profit and loss Account and the balance sheet

Title of Article	Article Number and Contents
	ascertained by one or more Auditor or Auditors.
Appointment of Auditors	237.  (1) Auditors shall be appointed and their qualifications, rights and duties regulated in accordance with Section 224 to 229 and 231 of the Act.  (2) The Company shall at each Annual General Meeting appoint an Auditor or Auditors to hold office from conclusion of that Meeting until the conclusion of the next Annual General Meeting and shall within seven days of the appointment give intimation thereof to the Auditor so appointed unless he is a retiring Auditor.  (3) At any Annual General Meeting a retiring Auditor by whatsoever authority appointed shall be reappointed unless:  (a) he is not qualified for re-appointment;  (b) he has given to the Company notice in writing of his unwillingness to be re-appointed;  (c) a resolution has been passed at that Meeting appointing somebody instead of him or providing expressly that he shall not be re-appointed; or  (d) where notice has been given of an intended resolution to appoint some person or persons in the place of retiring Auditor, and by reason of the death, incapacity or disqualification of that person or of all those persons as the case may be, the resolution cannot be proceeded with.  (4) Where at any Annual General Meeting no Auditors are appointed or re-appointed, the Central Government may appoint a person to fill the vacancy.  (5)The Company shall within seven days of the central government's power under subclause (4) becoming exercisable give notice of that fact to that Government.
	(6) The Directors may fill any casual vacancy in the office of Auditors, but while any such vacancy continues, the surviving or continuing Auditor or Auditors (if any) may act but where such vacancy is caused by the resignation of art Auditor, the vacancy shall only be filled by the Company in General Meeting.  (7) A person, other than a retiring Auditor, shall not be capable of being appointed at an Annual General Meeting unless a special notice of a resolution for appointment of that person to the office of Auditor has been given by a Member to the Company not less than fourteen days before the Meeting in accordance with Section 190 of the Act and the Company shall send a copy of any such notice to retiring Auditor and shall give notice thereof, to the Members in accordance with Section 190 of the Act and all the other provisions of Section 225 of the Act shall apply in the matter. The provisions of this subclause shall also apply to a resolution that retiring Auditor shall not be re-appointed.
Accounts when audited and approved to be conclusive except as to errors discovered within 3 months	Every account when audited and approved by a General Meeting shall be conclusive except as regards any errors discovered therein within the next three months after the approval thereof. Whenever any such error is discovered within that period, the account shall be corrected, and amendments effected by the Directors in pursuance of this Article shall be placed before the Members in General Meeting for their consideration and approval and, on such approval, shall be conclusive.

## DOCUMENTS AND NOTICES

Title of Article	Article Number and Contents
	239.
To whom	Document or notice of every Meeting shall be served or given on or to (a) every Member
documents must be	(b) every person entitled to a Share in consequence of the death or insolvency of a Member
served or given	and (c) the Auditor or Auditors for the time being of the Company, PROVIDED that when
	the notice of the Meeting is given by advertising the same in newspaper circulating in the
	neighborhood of the office of the Company under Article 109, a statement of material facts
	referred to in Article 100 need not be annexed to the notice, as is required by that Article,
	but it shall merely be mentioned in the advertisement that the statement has been
	forwarded to the Members of the Company.
	240.
Members bound by	Every person, who by operation of law, transfer or other means whatsoever, shall become
documents or	entitled to any Share, shall be bound by every document or notice in respect of such Share,
notices served on or	which prior to his name and address being entered in the Register of Members shall have
given to previous	been duly served on or given to the person from whom he derived, his title to such Share.
holders	
	241
	241.
Service of	A document may be served on the Company or an officer thereof by sending it to the
documents on the	Company or officer at the Registered Office of the Company by post under a certificate of

Title of Article	Article Number and Contents
Company	posting or by registered post or by leaving it at its Registered Office.
	242.
Authentication of	Save as otherwise expressly provided in the Act, a document or proceedings requiring
documents and	authentication by the Company may be signed by a Director, the Managing Director, or the
proceedings	Secretary or other authorised officer of the Company and need not be under the Seal of the
	Company.

### REGISTERS AND DOCUMENTS

Title of Anticle	Article Number and Contents
Title of Article	243.
Registers and	The Company shall keep and maintain registers, books and documents required by the Act
documents to be	or these Articles, including the following:
maintained by the	(a) Register of investments made by the Company but not
Company	held in its own name, as required by Section 49(7) of the Act
	(b) Register of mortgages and charges as required by Section 143 of the Act and copies
	of instruments creating any charge requiring registration according to Section 136 of the
	Act.  (c) Register and index of Members and debenture holders as required by Sections 150,
	151 and 152 of the Act.
	(d) Foreign register, if so thought fit, as required by Section 157 of the Act
	(e) Register of contracts, with companies and firms in
	which Directors are interested as required by Section 301 of the Act.
	(f) Register of Directors and Secretaries etc. as required by Section 303 of the Act.
	(g) Register as to holdings by Directors of Shares and/or Debentures in the Company as
	required by Section 307 of the Act.
	(h) Register of investments made by the Company in Shares and Debentures of the bodies corporate in the same group as required by Section 372(2) of the Act.
	(i) Copies of annual returns prepared under Section 159 of the Act together with the
	copies of certificates and documents required to be annexed thereto under Section 161 of
	the Act.
	(j) Register of loans, guarantees, or securities given to the other companies under the
	same management as required by Section 370 of the Act.
	244.
Inspection of	The registers mentioned in clauses (f) and (i) of the foregoing Article and the minutes of
Registers	all proceedings of General Meetings shall be open to inspection and extracts may be taken therefrom and copies thereof may be required by any Member of the Company in the
	same manner to the same extent and on payment of the same fees as in the case of the
	Register of Members of the Company provided for in clause (c) thereof. Copies of entries
	in the registers mentioned in the foregoing article shall be furnished to the persons entitled
	to the same on such days and during such business hours as may be consistent with the
	provisions of the Act in that behalf as determined by the Company in General Meeting.
MEMBERSHIP	245 Till - 1 line and Common in all annuing a manufacture Common in 1 Co. 1
OF STOCK EXCHANGES	245.Till such lime as the Company is and remains a member of any recognised Stock Exchange In India all contracts made on behalf of the Company shall be signed by any
AND	Director or any person acting under the express authority of any Director and all such
REGISTRATION	Director shall remain liable in respect of all such contracts.
UNDER THE	
SECURITIES	246.Till such lime as the company remains a member of any recognised Stock Exchange
AND	in India the Board as well as all members shall take such steps as are necessary to alter,
EXCHANGE	amend or adopt new provisions in the Articles of the Company as may be required by
BOARD OF INDIA ACT, 1992	such Stock Exchange and any alteration or amendment to the Memorandum of Association and Articles of Association of the company will be subject to the prior
INDIA AC1, 1992	approval of the Stock Exchange and shall be in compliance with any rules or conditions
	that may be prescribed by the Stock Exchange in this behalf from time to time.
	, , ,
	The Company as long as the Company remains a member of any recognised Stock
	Exchange in India would comply with the financial requirements and norms that ' may be
	specified by the Securities and Exchange Board of India for the registration of the
	Company as a member of any Stock Exchange under "Securities and Exchange Board of India Acts, 1992 and assure that the majority of the Directors are shareholders of the
	India Acts, 1992 and ensure that the majority of the Directors are shareholders of the company holding not less than 40% of the paidup capital of the company or alternatively
	that such percentage of shares are held by any other body cooperate which is appointing
	such persons as Directors of the Company. The Company shall further ensure that a
	person who Is appointed as a Director of the Company Is not disqualified for being a
	member of the Stock Exchange, nor has he held office in any other Company which had

Title of Article	Article Number and Contents
	been a member of the Stock Exchange and had been subsequently declared defaulter or expelled by the Stock Exchange and that not less than two Directors of the Company are persons who possess a minimum of two years experience in dealing in securities or as portfolio manager or Investment consultants.

## WINDING UP

Title of Article	Article Number and Contents
Distribution of assets	If the Company shall be wound up, and the assets available for distribution among the Members as such shall be insufficient to repay the whole of the paid up capital, such assets shall be distributed so that as nearly as may be the losses shall be borne by the Members in the proportion to the capital paid up or which ought to have been paid up at the commencement of the winding up, on the Shares held by them respectively, and if in the winding up the assets available for distribution among the Members shall be more than sufficient to repay the whole of the capital paid up at the commencement of the winding up, the excess shall be distributed amongst the Members in proportion to the capital at the commencement of the winding up, paid up or which ought to have been paid up on the Shares held by them respectively. But this Article is to be without prejudice to the rights of the holders of Shares issued upon special terms and conditions.
Distribution in specie or kind	(a) If the Company shall be wound up, whether voluntarily or otherwise, the Liquidator may, with the sanction of a Special Resolution, divide amongst the contributories in specie or kind, any part of the assets of the Company and may, with the like sanction, vest any part of the assets of the Company in trustees upon such trusts for the benefit of the contributories or any of them, as the liquidator, with the like sanction, shall think fit.  (b) If thought expedient any such division may subject to the provisions of the Act be otherwise than in accordance with the legal rights of the contributions (except where unalterably fixed by the Memorandum of Association and in particular any class may be given preferential or special rights or may be excluded altogether or in part but in case any division otherwise than in accordance with the legal rights of the contributories, shall be determined on any contributory who would be prejudicial thereby shall have a right to dissent and ancillary rights as if such determination were a Special Resolution passed pursuant to Section 494 of the Act.  (c) In case any Shares to be divided as aforesaid involve a liability to calls or otherwise any person entitled under such division to any of the said Shares may within ten days after the passing of the Special Resolution by notice in writing direct the Liquidator to sell his proportion and pay him the net proceeds and the Liquidator shall, if practicable act accordingly.
Right of shareholders in case of sale	A Special Resolution sanctioning a sale to any other Company duly passed pursuant to Section 494 of the Act may subject to the provisions of the Act in like manner as aforesaid determine that any Shares or other consideration receivable by the liquidator be distributed against the Members otherwise than in accordance with their existing rights and any such determination shall be binding upon all the Members subject to the rights of dissent and consequential rights conferred by the said sanction.
Directors and others right to indemnity	Subject to the provisions of Section 201 of the Act, every Director of officer, or servant of the Company or any person (whether an officer of the Company or not) employed by the Company as Auditor, shall be indemnified by the Company against and it shall be the duty of the Directors, out of the funds of the Company to pay all costs, charges, losses and damages which any such person may incur or become liable to pay by reason of any contract entered into or any act, deed, matter or thing done, concurred in or omitted to be done by him in any way in or about the execution or discharge of his duties or supposed duties (except such if any as he shall incur or sustain through or by his own wrongful act, neglect or default) including expenses, and in particular and so as not to limit the generality of the foregoing provisions against all liabilities incurred by him as such Director, officer or Auditor or other office of the Company in defending any proceedings whether civil or criminal in which judgment is given in his favour, or in which he is acquitted or in connection with any application under Section 633 of the Act in which relief is granted to him by the Court.

Title of Article	Article Number and Contents								
Director, officer not	Subject to the provisions of Section 201 of the Act no Director, Auditor or other officer of								
responsible for acts	the Company shall be liable for the acts, receipts, neglects, or defaults of any other								
of others	Director or officer or for joining in any receipt or other act for conformity or for any loss or								
	expenses happening to the Company through the insufficiency or deficiency of the title								
	to any property acquired by order of the Directors for on behalf of the Company or for								
	the insufficiency or deficiency of any security in or upon which any of the moneys of								
	the Company shall be invested for any loss or damages arising from the insolvency or								
	tortuous act of any person, firm or Company to or with whom any moneys, securities								
	or effects shall be entrusted or deposited or any loss occasioned by any error of								
	judgment, omission, default or oversight on his part of for any other loss, damage, or								
	misfortune whatever shall happen in relation to execution of the duties of his office or								
	in relation thereto unless the same shall happen through his own dishonesty.								

## SECRECY CLAUSE

Title of Article	Article Number and Contents								
	252.								
Secrecy Clause	Every Director/Manager, Auditor, treasurer, trustee, member of a committee, officer,								
	servant, agent, accountant or any other person-employed in the business of the Company								
	shall, if so required by the Director, before entering upon his duties, sign a declaration								
	pledging himself, to observe a strict secrecy respecting all transactions and affairs of the								
	Company with the Company customers and the state of the accounts with individuals and								
	in matter thereto and shall by such declaration pledge himself not to reveal any of the								
	matters which may come to his knowledge in discharge of his duties except when requir								
	to do so by the Directors or by law or by the person to whom such matters relate and except								
	so far as may be necessary in order to comply with any of the provisions in these presents								
	contained.								
	253.								
No Member to enter	No Member or other person (not being a Director) shall be entitled to visit or inspect any								
the premises of the	property or premises of the Company without the permission of the Board of Directors or								
Company without	Managing Director, or to inquire discovery of or any information respecting any details of								
permission	the Company's trading or any matter which is or may be in the nature of a trade secret,								
	mystery of trade, secret process or any other matter which relate to the conduct of the								
	business of the Company and which in the opinion of the Directors, it would be inexpedient								
	in the interest of the Company to disclose.								

#### **SECTION IX - OTHER INFORMATION**

#### MATERIAL CONTRACTS AND DOCUMENTS FOR INSPECTION

The following contracts (not being contracts entered into in the ordinary course of business carried on by our Company or contracts entered into more than two (2) years before the date of filing of the Draft Prospectus) which are or may be deemed material have been entered or are to be entered into by our Company. These contracts, copies of which will be attached to the copy of the Draft Prospectus will be delivered to the RoC for registration and also the documents for inspection referred to hereunder, may be inspected at the Registered Office of our Company located at 3B, Lal Bazar Street, Sir R N M House, 5th Floor, Kolkata - 700 001, West Bengal, India, from date of filing the Draft Prospectus with RoC to Issue Closing Date on working days from 10.00 a.m. to 5.00 p.m.

#### **Material Contracts**

- 1. Memorandum of understanding dated January 31, 2013 between our Company and the Lead Manager.
- 2. Memorandum of Understanding dated December 24, 2012, between our Company and the Registrar to the Issue.
- 3. Underwriting Agreement dated January 31, 2013 between our Company, the Lead Manager, Market Maker and Underwriter.
- 4. Market Making Agreement dated January 31, 2013 between our Company, Lead Manager and Market Maker.
- 5. Tripartite agreement among the NSDL, our Company and Registrar to the Issue dated December 3, 2012.
- 6. Tripartite agreement among the CDSL, our Company and Registrar to the Issue dated December 6, 2012.
- 7. Escrow Agreement dated [●] between our Company, the Lead Manager, Escrow Collection Bank and the Registrar to the Issue.

#### **Material Documents**

- 1. Certified true copy of the Memorandum and Articles of Association of our Company including certificates of incorporation.
- 2. Resolution of the Board dated January 1, 2012 authorizing the Issue.
- 3. Special Resolution of the shareholders passed at the Extra Ordinary General Meeting dated January 30, 2012 authorizing the Issue.
- 4. Statement of Tax Benefits dated January 8, 2013, issued by our Statutory Auditors, Bharat D. Sarawgee & Co., Chartered Accountants.
- 5. Report of the Statutory Auditors, Bharat D. Sarawgee & Co., Chartered Accountants dated January 31, 2013, on the Restated Financial Statements for the Financial Year ended as on March 31, 2012, 2011, 2010, 2009 and 2008 and for the half year ended September 30, 2012 of our Company.
- 6. Copy of Certificate from the Statutory Auditor, Bharat D. Sarawgee & Co., Chartered Accountants dated February 8, 2013, regarding the source and deployment of funds as on February 7, 2013.
- 7. Copies of Annual reports of the Company for the years ended March 31, 2012, 2011, 2010, 2009 and 2008 and Audited Financials for the half year ended September 30, 2012.
- 8. Consents of Directors, Company Secretary and Compliance Officer, Statutory Auditors, Legal Advisor to the Issue, Bankers to our Company, the Lead Manager, Registrar to the Issue, Underwriter, Market Maker, Bankers to the Issue/Escrow Collection Banks, Refund Banker to the Issue, to act in their respective capacities.

- 9. Initial listing applications dated [•] filed with the BSE.
- 10. Copy of approval from BSE *vide* letter dated [●], to use the name of BSE in this offer document for listing of Equity Shares on SME Platform of BSE.
- 11. Due Diligence Certificate dated February 16, 2012 from the Lead Manager.
- 12. Resolution of the shareholders passed at their extra ordinary general meeting dated December 7, 2012 for fixing the term of appointment and the remuneration of our Managing Director, Mr. Manish Baid.
- 13. Resolution of the shareholders passed at their extra ordinary general meeting dated January 30, 2013 for appointment of Mr. Inder Chand Baid and Mr. Samir Baid as Executive Directors.

Any of the contracts or documents mentioned in the Draft Prospectus may be amended or modified at any time if so required in the interest of our Company or if required by the other parties, without reference to the shareholders subject to compliance of the provisions contained in the Companies Act and other relevant statutes.

#### **DECLARATION**

We, the undersigned, hereby certify that, all the relevant provisions of the Companies Act, 1956, and the guidelines issued by the Government of India or the guidelines and regulations issued by the Securities and Exchange Board of India, established under Section 3 of the Securities and Exchange Board of India Act, 1992, as the case may be, have been complied with and no statement made in the Draft Prospectus is contrary to the provisions of the Companies Act, 1956, the Securities and Exchange Board of India Act, 1992 or rules made there under or regulations or guidelines issued, as the case may be. We further certify that all the disclosures and statements made in the Draft Prospectus are true, fair, accurate and correct.

### Signed by all the Directors of GCM Securities Limited

Name and designation	Signature
Inder Chand Baid Chairman	
Manish Baid Managing Director	
Samir Baid Executive Director	
Amitabh Shukla Independent Director	
Ashok Bothra Independent Director	
Alok Kumar Das Independent Director	
Signed by the Head - Finance & Accounts	
Samir Baid	
Place: Kolkata	
Date: February 16, 2013	

### TABLE 1: FORMAT FOR DISCLOSURE OF PRICE INFORMATION OF PAST ISSUES HANDLED BY INVENTURE MERCHANT BANKER SERVICES PRIVATE LIMITED

Sr No	Issue Name	Issue Size ₹ (Cr.)	Issue price (3)	Listing date	Opening price on listing date	Closing price on listing date	% Change in Price on listing date (Closing) vs. Issue Price	Benchmark index on listing date (Closing)	Closing price as on 10 <sup>th</sup> calendar day from listing day	Benchmark index as on 10 <sup>th</sup> calendar days from listing day (Closing)	Closing price as on 20th calendar day from listing day	Benchmark index as on 20th calendar days from listing day (Closing)	Closing price as on 30th calendar day from listing day	Benchmark index as on 30 <sup>th</sup> calendar days from listing day (Closing)
1	Bronze Infra-Tech Limited	8.56	15	November 7,2012	16.70	16.30	8.67	18902.41	15.65	18339.00	16.80	18842.08	16.05	19424.10

Source: All share price data is from "www.bseindia.com".

#### *Note:*

- 1. The BSE Sensex is considered as the Benchmark Index.
- 2. Price on BSE is considered for all of the above calculations
- 3. In case 10th/20th/30th day is not a trading day, closing price on BSE of the next trading day has been considered

### TABLE 2: SUMMARY STATEMENT OF DISCLOSURE

Financial Year	Total no. of IPOs	Total Funds Raised (Rs. Cr.)		Nos. of IPOs trading at discount on listing date		Nos. of IPOs trading at premium on listing date			Nos. of IPOs trading at discount as on 30 <sup>th</sup> calendar day from listing day			Nos. of IPOs trading at premium as on 30th calendar day from listing day		
			Over	Between	Less	Over	Between	Less	Over	Between	Less	Over	Between	Less
			50%	25-50%	than	50%	25-50%	than	50%	25-50%	than	<i>50%</i>	25-50%	than
					25%			25%			25%			25%
2012-13	1	8.56						1						1