



## SONI SOYA PRODUCTS LIMITED

Our Company was originally incorporated as 'Soni Soya Products Private Limited' at Indore, Madhya Pradesh as a Private Limited Company under the provision of Companies Act, 2013 vide Certificate of Incorporation dated September 17, 2014 bearing Corporate Identification Number U51225MP2014PTC033203. issued by the Assistant Registrar of Companies, Madhya Pradesh. Subsequently our Company was converted into a Public limited company pursuant to Special Resolution passed by the members in Annual General Meeting held on August 02, 2017 and the name of our Company was changed to Soni Soya Products Limited vide a Fresh Certificate of Incorporation dated August 14, 2017, issued by the Registrar of Companies, Gwalior Madhya Pradesh. The Corporate Identification number of our Company is U51225MP2014PLC033203. For details of Incorporation and other details of our company, please refer to chapter titled "General Information" and "Our History and Certain Other Corporate Matters" beginning on pages 60 and 137 of this Draft Prospectus.

**Registered Office:** Off no: CS-1, P Square Building, 2nd floor, 350, Goyal Nagar, Indore – 452016 Madhya Pradesh India

**Tel. No.:** +91 07314056609; **Fax No.:** Not Available; **E-mail:** cs@sonisoya.com; **Website:** www.sonisoya.com

**Contact Person:** Surabhi Gupta, Company Secretary and Compliance Officer

**PROMOTERS OF OUR COMPANY: DILIP KUMAR SONI, JAVED ALI**

| THE ISSUE  |   |
|--|---|
| <p><b>INITIAL PUBLIC ISSUE OF 18,00,000 EQUITY SHARES OF FACE VALUE OF RS. 10/- EACH ("EQUITY SHARES") OF SONI SOYA PRODUCTS LIMITED (THE "COMPANY" OR THE "ISSUER") FOR CASH AT A PRICE OF RS. [●]/- PER EQUITY SHARE, INCLUDING A SHARE PREMIUM OF RS. [●]/- PER EQUITY SHARE (THE "ISSUE PRICE"), AGGREGATING RS. [●] LAKHS ("THE ISSUE"), OF WHICH 96,000 EQUITY SHARES OF FACE VALUE OF RS. 10/- EACH FOR CASH AT A PRICE OF RS. [●]/- PER EQUITY SHARE, AGGREGATING RS. [●] LAKHS WILL BE RESERVED FOR SUBSCRIPTION BY THE MARKET MAKER TO THE ISSUE (THE "MARKET MAKER RESERVATION PORTION"). AND 1,98,000 EQUITY SHARES OF RS 10/- EACH FOR CASH AT PRICE OF RS. [●]/- PER EQUITY SHARE AGGREGATING RS [●] LAKHS WILL BE RESERVED FOR SUBSCRIPTION BY ELIGIBLE EMPLOYEES (THE "EMPLOYEES RESERVATION PORTION") THE ISSUE LESS MARKET MAKER RESERVATION PORTION AND EMPLOYEES RESERVATION PORTION I.E. ISSUE OF 15,06,000 EQUITY SHARES OF FACE VALUE OF RS. 10 EACH FOR CASH AT A PRICE OF RS. [●]/- PER EQUITY SHARE, AGGREGATING RS. [●] LAKHS IS HEREINAFTER REFERED TO AS THE "NET ISSUE". THE ISSUE AND THE NET ISSUE WILL CONSTITUTE 34.92 % AND 29.21 % RESPECTIVELY OF THE FULLY DILUTED POST ISSUE PAID UP EQUITY SHARE CAPITAL OF OUR COMPANY.</b></p> |   |
| <p><b>THE FACE VALUE OF THE EQUITY SHARES IS RS. 10 EACH AND THE ISSUE PRICE OF RS. [●] IS [●] TIMES OF THE FACE VALUE OF THE EQUITY SHARES.</b></p>   |   |
| <p><b>In terms of SEBI Circular No. CIR/CFD/POLICYCELL/11/2015, all potential investors shall participate in the Issue only 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 the chapter titled "Issue Procedure" beginning on page 212 of this Draft Prospectus. A copy of Prospectus will be delivered for registration to the Registrar as required under Section 26 of the Companies Act, 2013.</b></p>   |   |
| <p><b>THE ISSUE IS BEING MADE IN ACCORDANCE WITH CHAPTER XB OF THE SECURITIES AND EXCHANGE BOARD OF INDIA (ISSUE OF CAPITAL AND DISCLOSURE REQUIREMENTS) REGULATIONS, 2009, AS AMENDED FROM TIME TO TIME ("SEBI (ICDR) REGULATIONS"). For further details please refer the section titled 'Issue Information' beginning on page 203 of this Draft Prospectus.</b></p>  |   |
| RISKS IN RELATION TO FIRST ISSUE   |   |
| <p>This being the first public issue of our Company, there has been no formal market for our Equity Shares. The face value of the Equity Shares of our Company is RS. 10 and the Issue price of RS. [●]/- per Equity Share is [●] times of the face value. The Issue Price (as determined by our Company in consultation with the Lead Manager as stated in the chapter titled 'Basis for issue Price' beginning on page 92 of this 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.</p>   |   |
| GENERAL RISKS  |   |
| <p>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 entire 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 Company and this issue, including the risks involved. The Equity Shares issued in the issue 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 this Draft Prospectus. <b>Specific attention of the investors is invited to the section titled 'Risk Factors' beginning on page 19 of this Draft Prospectus.</b></p>  |   |
| COMPANY'S ABSOLUTE RESPONSIBILITY  |   |
| <p>The Issuer, having made all reasonable inquiries, accepts responsibility for and confirms that this Draft Prospectus contains all information with regard to our Company and this issue, which is material in the context of this Issue, that the information contained in this 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 or inclusion of which makes this Draft Prospectus as a whole or any of such information or the expression of any such opinions or intentions, misleading, in any material respect.</p>  |   |
| LISTING  |   |
| <p>The Equity Shares of our Company issued through this Draft Prospectus are proposed to be listed on the EMERGE Platform of National Stock Exchange of India Limited ("NSE EMERGE"). In terms of the Chapter XB of the SEBI ICDR Regulations, 2009 as amended from time to time, our Company has received an In Principle approval letter dated [●] from National Stock Exchange of India Limited for using its name in this issue document for listing of our shares on the EMERGE Platform of National Stock Exchange of India Limited. For the purpose of this issue, National Stock Exchange of India Limited shall be the Designated Stock Exchange.</p>   |   |
| LEAD MANAGER TO THE ISSUE  | REGISTRAR TO THE ISSUE  |
|  <p><b>PANTOMATH CAPITAL ADVISORS PRIVATE LIMITED</b><br/> 406-408, Keshava Premises, Behind Family Court,<br/> Bandra Kurla Complex, Bandra (East),<br/> Mumbai – 400051, Maharashtra, India<br/> <b>Tel:</b> +91-22 61946704; <b>Fax:</b> +91-22 2659 8690<br/> <b>Website:</b> www.pantomathgroup.com<br/> <b>Email:</b> ipo@pantomathgroup.com<br/> <b>Investor Grievance Id:</b> ipo@pantomathgroup.com<br/> <b>Contact Person:</b> Lokesh Shah<br/> <b>SEBI Registration No:</b> INM000012110</p>   |  <p><b>BIGSHARE SERVICES PRIVATE LIMITED</b><br/> 1st Floor, Bharat Tin Works Building Opp Vasant Oasis<br/> Makwana Road Marol, Andheri East Mumbai-400059,<br/> Maharashtra, India<br/> <b>Tel:</b> +91 22 62638200; <b>Fax:</b> +91 22 62638299<br/> <b>Email:</b> ipo@bigshareonline.com<br/> <b>Website:</b> www.bigshareonline.com<br/> <b>Investor Grievance Id:</b> investor@bigshareonline.com<br/> <b>Contact Person:</b> Mr. Jibu Jhon<br/> <b>SEBI Registration Number:</b> INR000001385</p> |
| ISSUE PROGRAMME  |   |
| <b>ISSUE OPENS ON [●]</b>  | <b>ISSUE CLOSES ON [●]</b>  |

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**The Equity Shares have not been and will not be registered under the U.S Securities Act of 1933, as amended (“U.S. Securities Act”) or any state securities laws in the United States and may not be offered or sold within the United States or to, or for the account or benefit of, “U.S. Persons” (as defined in Regulation S), except pursuant to exemption from, or in a transaction not subject to, the registration requirements of the U.S. Securities laws. Accordingly, the Equity Shares are being offered and sold only outside the United States in offshore transaction in reliance on Regulation S under the U.S. Securities Act and the applicable laws of the jurisdiction where those offers and sale occur.**

**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 application may not be made by persons in any such jurisdiction, except in compliance with the applicable laws of such jurisdiction.**

## SECTION I GENERAL

### DEFINITION AND ABBREVIATION

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

#### Company Related Terms

| Term  | Description  |
|---|--|
| “Soni Soya Products Limited” or “Soni Soya”, “SSPLP” or “the Company” ,or “our Company” or “we”, “us”, “our”, or “Issuer” or the “Issuer Company” | Soni Soya Products Limited, a Public Limited company incorporated under the provisions of the Companies Act, 2013 and having its registered office at Off No. CS-1, P Square Building, 2nd floor 350, Goyal Nagar, Indore 452016, Madhya Pradesh, India. |
| “Articles” or “Articles of Association” or “AOA”  | The Articles of Association of our Company, as amended from time to time   |
| “Auditor” or “Statutory Auditor”  | The statutory auditor of our Company, being M/s. Nahata Mahajan & Co., Chartered Accountants.  |
| Banker to our Company   | Such banks which are disclosed as bankers to the Company in the chapter titled ‘ <i>General Information</i> ’ beginning on page 60 of this Draft Prospectus.   |
| “Board” or “Board of Directors” or “our Board”  | The Board of Directors of our Company, as duly constituted from time to time, or committee(s) thereof  |
| CIN   | U51225MP2014PLC033203  |
| Company Secretary and Compliance Officer  | The Company Secretary and Compliance Officer of our Company being Surabhi Gupta.   |
| Director(s)   | The Director(s) of our Company, unless otherwise specified   |
| Equity Shares   | Equity Shares of our Company of face value of Rs. 10/- each fully paid up unless otherwise specified in the context thereof.   |
| Equity Shareholders   | Persons/Entities holding Equity Shares of our Company  |
| Group Companies   | Such companies as are included in the chapter titled “ <i>Our Group Companies</i> ” beginning on page number 157 of this Draft Prospectus  |
| ISIN  | ISIN International Securities Identification Number. In this case being [●]  |
| “Memorandum of Association” or “Memorandum” or “MOA”  | The Memorandum of Association of our Company, as amended from time to time   |
| Peer Reviewed Auditor   | The Peer Reviewed Auditor of our Company means an, Independent Auditor having a valid Peer Review Certificate in our case being M/s M.K. Shah & Associates, Chartered Accountants  |
| “Promoter” or “our Promoter”  | Promoter of our Company being Dilip Kumar Soni and Javed Ali   |
| Promoter Group  | Persons and entities constituting the promoter group of our Company in terms of Regulation 2(1)(zb) of the SEBI Regulations and as disclosed in the chapter titled —Our Promoters and Promoter Group on page no. 153 of this Draft Prospectus.           |
| Registered Office   | The Registered office of our Company situated at Off No. CS-1, P Square Building, 2 <sup>nd</sup> Floor 350, Goyal Nagar, Indore, Madhya Pradesh – 452016, India   |
| RoC / Registrar of Companies  | Registrar of Companies – Gwalior, 3rd Floor, 'A' Block, Sanjay Complex, Jayendra Ganj, Gwalior, Madhya Pradesh, India  |
| Shareholders  | Shareholders of our Company  |

| <b>Term</b>   | <b>Description</b>   |
|---|--|
| “Soni Soya Products Limited” or “Soni Soya”, “SSPLP” or “the Company” ,or “our Company” or “we”, “us”, “our”, or “Issuer” or the “Issuer Company” | Soni Soya Products Limited, a Public Limited company incorporated under the provisions of the Companies Act, 2013 and having its registered office at Off No. CS-1, P Square Building, 2nd floor 350, Goyal Nagar, Indore 452016, Madhya Pradesh, India. |
| Wilful Defaulter(s)   | Wilful defaulter as defined under Regulation 2(zn) of the SEBI Regulations   |

### **Issue Related Terms**

| <b>Term</b>                                     | <b>Description</b>  |
|---|---|
| Acknowledgement Slip                            | The slip or document issued by the Designated Intermediary to a Bidder as proof of registration of the Bid.   |
| Allocation/ Allocation of Equity Shares         | The Allocation of Equity Shares of our Company pursuant to Issue of Equity Shares to the successful Applicants  |
| Allotment Advice                                | Note or advice or intimation of Allotment sent to the Bidders/Applicants who have been allotted Equity Shares after the Basis of Allotment has been approved by the designated Stock Exchanges.   |
| Allotment/ Allot/ Allotted                      | Issue and allotment of Equity Shares of our Company pursuant to Issue of the Equity Shares to the successful Applicants   |
| Allottee(s)                                     | Successful Applicant(s) to whom Equity Shares of our Company have been allotted   |
| Applicant/ASBA Applicant                        | Any prospective investor who makes an application for Equity Shares of our Company in terms of the Draft Prospectus. All the applicants should make application through ASBA only.  |
| Application Amount                              | The amount at which the Applicant makes an application for Equity Shares of our Company in terms of the Draft Prospectus  |
| Application Collecting Intermediaries           | <ol style="list-style-type: none"> <li>1. a SCSB with whom the bank account to be blocked, is maintained</li> <li>2. a syndicate member (or sub-syndicate member), if any</li> <li>3. a stock broker registered with a recognized stock exchange (and whose name is mentioned on the website of the stock exchange as eligible for this activity)(‘broker’)</li> <li>4. a depository participant (‘DP’) (whose name is mentioned on the website of the stock exchange as eligible for this activity)</li> <li>5. a registrar to an issue and share transfer agent (‘RTA’) (whose name is mentioned on the website of the stock exchange as eligible for this activity)</li> </ol> |
| Application Form                                | The Form in terms of which the prospective investors shall apply for our Equity Shares in the Issue   |
| ASBA / Application Supported by Blocked Amount  | An application, whether physical or electronic, used by Bidders, to make a Bid authorising an SCSB to block the Bid Amount in the ASBA Account  |
| ASBA Account                                    | An account maintained with an SCSB and specified in the Bid cum Application Form submitted by Bidders for blocking the Bid Amount mentioned in the Bid cum Application Form   |
| ASBA Application Location(s) / Specified Cities | Locations at which ASBA Applications can be uploaded by the SCSBs, namely Mumbai, New Delhi, Chennai, Kolkata, and Udaipur  |

| Term   | Description  |
|--|--|
| Banker(s) to the Issue/ Public Issue Bank(s) | The banks which are clearing members and registered with SEBI as Banker to an Issue with whom the Public Issue Account will be opened and in this case being ICICI Bank Limited  |
| Basis of Allotment                           | The basis on which Equity Shares will be Allotted to the successful Bidders under the Issue and which is described under chapter titled “ <i>Issue Procedure</i> ” beginning on page 212 of this Draft Prospectus.   |
| Broker Centres                               | Broker centres notified by the Stock Exchanges, where the Bidders can submit the Bid cum application forms to a Registered Broker. The details of such broker centres, along with the names and contact details of the Registered Brokers, are available on the website of National Stock Exchange of India Limited.   |
| CAN / Confirmation of Allocation Note        | The notice or advice or intimation of Allocation of Equity Shares sent to the successful Applicant indicating the Equity which will be allotted, after approval of Basis of Allotment by the designated Stock Exchange   |
| Cap Price                                    | The higher end of the Price Band above which the Issue Price will not be finalised and above which no Bids (or a revision thereof) will be accepted  |
| Client ID                                    | Client Identification Number maintained with one of the Depositories in relation to demat account.   |
| Collecting Centres                           | Centres at which the Designated Intermediaries shall accept the Application Forms, being the Designated SCSB Branch for SCSBs, Specified Locations for Syndicate, Broker Centres for Registered Brokers, Designated RTA Locations for RTAs and Designated CDP Locations for CDPs   |
| Controlling Branch                           | Such branch of the SCSBs which coordinate Applications under this Issue by the ASBA Applicants with the Registrar to the Issue and the Stock Exchanges and a list of which is available at <a href="http://www.sebi.gov.in">http://www.sebi.gov.in</a> or at such other website as may be prescribed by SEBI from time to time   |
| Demographic Details                          | The demographic details of the Applicants such as their address, PAN, occupation and bank account details  |
| Depositories                                 | Depositories registered with SEBI under the Securities and Exchange Board of India (Depositories and Participants) Regulations, 1996, as amended from time to time, being NSDL and CDSL  |
| Depository Participant                       | A Depository Participant as defined under the Depositories Act, 1996   |
| Designated Branches                          | Such branches of the SCSBs which shall collect the ASBA Application Form from the ASBA Applicant and a list of which is available on <a href="http://www.sebi.gov.in/sebiweb/home/detail/32791/no/List-of-Self-Certified-Syndicate-Banks-under-the-ASBA-facility">http://www.sebi.gov.in/sebiweb/home/detail/32791/no/List-of-Self-Certified-Syndicate-Banks-under-the-ASBA-facility</a>               |
| Designated CDP Locations                     | Such centres of the CDPs where Bidders can submit the Bid Cum Application Forms. The details of such Designated CDP Locations, along with names and contact details of the Collecting Depository Participants eligible to accept Bid cum Application Forms are available on the website of the Stock Exchange ( <a href="http://www.nseindia.com">www.nseindia.com</a> ) and updated from time to time |
| Designated Date                              | The date on which the amount blocked by the SCSBs is transferred from the ASBA Account to the Public Issue Account or the amount is unblocked in the ASBA Account, as appropriate, after the Issue is closed, following which the Equity Shares shall be allotted to the successful Applicants   |

| <b>Term</b>                          | <b>Description</b>  |
|--------------------------------------|---|
| Designated RTA Locations             | Such centres of the RTAs where Applicants can submit the Application Forms. The details of such Designated RTA Locations, along with the names and contact details of the RTAs are available on the respective websites of the Stock Exchanges ( <a href="http://www.nseindia.com">www.nseindia.com</a> and <a href="http://www.bseindia.com">www.bseindia.com</a> ) and updated from time to time  |
| Designated Stock Exchange            | NSE EMERGE i.e. EMERGE Platform of National Stock Exchange of India Limited   |
| Draft Prospectus                     | This Draft Prospectus dated November 28, 2017 issued in accordance with the SEBI ICDR Regulations, which does not contain complete particulars of the price at which the Equity Shares will be Allotted and the size of the Issue   |
| Eligible Employee                    | All or any of the following:<br>(a) permanent and full time employee of our Company, (excluding such employees who are not eligible to invest in the Issue under applicable laws, rules, regulations and guidelines and the Promoters and their immediate relatives) as of the date of filing of the Prospectus with the RoC and who continues to be an employee of our Company, as the case may be, until the submission of the Application Form and is based, working in India as on the date of submission of the Application Form; and<br>(b) a Director of our Company, whether a whole time Director or otherwise, (excluding such Directors not eligible to invest in the Issue under applicable laws, rules, regulations and guidelines and the Promoters and their immediate relatives) as of the date of filing the Prospectus with the RoC and who continues to be a Director of our Company until the submission of the Application Form and is based in India as on the date of submission of the Application Form.<br>(c) An employee of our Company, who is recruited against a regular vacancy but is on probation as on the date of submission of the Application Form will also be deemed a permanent and a full time employee. The maximum Bid Amount under the Employee Reservation Portion by an Eligible Employee shall not exceed Rs. 200,000. |
| Employee Reservation Portion         | Employee Reservation Portion Reservation of 1,98,000 Equity Shares, available for allocation to Eligible Employees on a proportionate basis aggregating Rs.[●]  |
| Eligible NRIs                        | NRIs from jurisdictions outside India where it is not unlawful to make an issue or invitation under the Issue and in relation to whom this Prospectus constitutes an invitation to subscribe to the Equity Shares offered herein  |
| FII/ Foreign Institutional Investors | Foreign Institutional Investor (as defined under SEBI (Foreign Institutional Investors) Regulations, 1995, as amended) registered with SEBI under applicable laws in India.   |
| First/ Sole Applicant                | Bidder whose name shall be mentioned in the Bid cum Application Form or the Revision Form and in case of joint Bids, whose name shall also appear as the first holder of the beneficiary account held in joint names  |
| General Information Document         | The General Information Document for investing in public issues prepared and issued in accordance with the circular (CIR/CFD/DIL/12/2013) dated October 23, 2013, notified by SEBI.   |
| Issue Agreement                      | The agreement dated November 25, 2017 between our Company and   |

| Term                             | Description   |
|----------------------------------|---|
|                                  | the Lead Manager, pursuant to which certain arrangements are agreed to in relation to the Issue.  |
| Issue Closing Date               | The date on which the Issue closes for subscription   |
| Issue Opening Date               | The date on which the Issue opens for subscription  |
| Issue Period                     | The period between the Issue Opening Date and the Issue Closing Date inclusive of both the days during which prospective Investors may submit their application   |
| Issue Price                      | The price at which the Equity Shares are being issued by our Company under this Draft Prospectus being Rs. [●] per Equity Share of face value of Rs. 10 each fully paid   |
| Issue Proceeds/Gross Proceeds    | Proceeds from the Issue that will be available to our Company, being Rs. [●] Lakhs  |
| Lead Managers / LM               | Lead Managers to the Issue in this case being Pantomath Capital Advisors Private Limited (PCAPL).   |
| Listing Agreement                | The Equity Listing Agreement to be signed between our Company and the National Stock Exchange of India Limited  |
| Market Making Agreement          | Market Making Agreement dated [●] between our Company, Lead Managers and Market Maker.  |
| Market Maker                     | Market Maker appointed by our Company from time to time, in this case being Pantomath Stock Brokers Private Limited who has agreed to receive or deliver the specified securities in the market making process for a period of three years from the date of listing of our Equity Shares or for any other period as may be notified by SEBI from time to time   |
| Market Maker Reservation Portion | The Reserved Portion of 96,000 Equity Shares of face value of Rs. 10 each fully paid for cash at a price of Rs [●] per Equity Share aggregating Rs. [●] lakhs for the Market Maker in this Issue  |
| Mutual Fund(s)                   | A mutual fund registered with SEBI under the SEBI (Mutual Funds) Regulations, 1996, as amended from time to time  |
| NIF                              | National Investment Fund set up by resolution F. No. 2/3/2005-DD-II dated November 23, 2005 of Government of India published in the Gazette of India  |
| Net Issue                        | The Issue (excluding the Market Maker Reservation Portion and Employees Reservation Portion) of 15,06,000 Equity Shares of face value of Rs. 10 each fully paid for cash at a price of Rs [●] per Equity Share aggregating Rs. [●] lakhs by our Company   |
| Net Proceeds                     | The Issue Proceeds, less the Issue related expenses, received by the Company.   |
| Non Institutional Investors      | All Applicants that are not Qualified Institutional Buyers or Retail Individual Investors and who have applied for Equity Shares for an amount more than Rs. 2,00,000   |
| Non Resident                     | A person resident outside India, as defined under FEMA and includes FIIs and FPIs   |
| NSE                              | National Stock Exchange of India Limited  |
| OCB/ Overseas Corporate Body     | A company, partnership, society or other corporate body owned directly or indirectly to the extent of at least 60% by NRIs, including overseas trusts in which not less than 60% of beneficial interest is irrevocably held by NRIs directly or indirectly as defined under the Foreign Exchange Management (Deposit) Regulations, 2000, as amended from time to time. OCBs are not allowed to invest in this |



| Term  | Description   |
|---|---|
|   | Issue   |
| Payment through electronic transfer of funds                  | Payment through NECS, NEFT or Direct Credit, as applicable  |
| Person/ 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 validly constituted and/or incorporated in the jurisdiction in which it exists and operates, as the context requires  |
| Prospectus  | The Prospectus to be filed with RoC containing, <i>inter-alia</i> , the issue size, the issue opening and closing dates and other information   |
| Public Issue Account  | Account opened with the Banker to the Issue i.e ICICI Bank Limited under Section 40 of the Companies Act, 2013 to receive monies from the SCSBs from the bank accounts of the ASBA Applicants on the Designated Date.   |
| Public Issue Account Agreement/ Banker to the Issue Agreement | Agreement entered on [●] amongst our Company, Lead Managers, the Registrar to the Issue and Public Issue Bank/Banker to the Issue for collection of the Application Amount on the terms and conditions thereof.   |
| Qualified Institutional Buyers or QIBs                        | Qualified Institutional Buyers as defined under Regulation 2(1)(zd) of the SEBI (ICDR) Regulations 2009   |
| Refund Account  | Account to which Application monies to be refunded to the Applicants  |
| Refund through electronic transfer of funds                   | Refund through ASBA process   |
| Registered Broker   | Individuals or companies registered with SEBI as "Trading Members" (except Syndicate/Sub-Syndicate Members) who hold valid membership of either BSE or NSE having right to trade in stocks listed on Stock Exchanges, through which investors can buy or sell securities listed on stock exchanges, a list of which is available on <a href="http://www.bseindia.com/members/MembershipDirectory.aspx">http://www.bseindia.com/members/MembershipDirectory.aspx</a> & <a href="http://www.nseindia.com/membership/dynaContent/find_a_broker.htm">http://www.nseindia.com/membership/dynaContent/find_a_broker.htm</a> |
| Registrar /Registrar to the Issue                             | Registrar to the Issue, in this case being Bigshare Services Private Limited, Bharat Tin Works Building, 1st Floor, Opp. Vasant Oasis, Makwana Road, Marol, Andheri East, Mumbai 400059, Maharashtra  |
| Registrar Agreement   | Agreement dated November 25, 2017 entered into among our Company and the Registrar to the Issue in relation to the responsibilities and obligations of the Registrar to the Issue pertaining to the Issue   |
| Retail Individual Investor                                    | Individual Applicants, or minors applying through their natural guardians, including HUFs (applying through their <i>Karta</i> ), who apply for an amount less than or equal to Rs 2,00,000   |
| Revision Form   | The form used by the Applicants to modify the quantity of Equity Shares in any of their Application Forms or any previous Revision Form(s)  |
| SCSB/ Self Certified Syndicate Banker                         | Shall mean a Banker to an Issue registered under SEBI (Bankers to an Issue) Regulations, 1994, as amended from time to time, and which offer the service of making Application/s Supported by Blocked Amount including blocking of bank account and a list of which is available on <a href="http://www.sebi.gov.in/sebiweb/home/list/5/33/0/0/RecognisedIntermediaries">http://www.sebi.gov.in/sebiweb/home/list/5/33/0/0/RecognisedIntermediaries</a> or at such other website as may be prescribed by SEBI from time to time   |

| <b>Term</b>              | <b>Description</b>  |
|--------------------------|---|
| SEBI Listing Regulations | Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015  |
| SME Exchange             | Emerge Platform of National Stock Exchange of India Limited   |
| Specified Locations      | Collection centres where the SCSBs shall accept application form, a list of which is available on the website of the SEBI ( <a href="http://www.sebi.gov.in">www.sebi.gov.in</a> ) and updated from time to time.   |
| Shareholder Director     | A director not being an independent director who represents the interest of shareholder's appointed as per the terms of SECC regulation   |
| Underwriter              | Pantomath Capital Advisors Private Limited  |
| Underwriting Agreement   | The agreement dated November 25, 2017 entered into between the Underwriter and our Company  |
| US GAAP                  | Generally accepted accounting principal (United states)   |
| Working Day              | (i) Till Application / Issue closing date: All days other than a Saturday, Sunday or a public holiday;<br>(ii) Post Application / Issue closing date and till the Listing of Equity Shares: All trading days of stock exchanges excluding Sundays and bank holidays in accordance with the SEBI circular no. SEBI/HO/CFD/DIL/CIR/P/2016/26 dated January 21, 2016 |

## Technical and Industry Related Terms

| Term          | Description   |
|---------------|---|
| AAGR          | Average Annual Growth Rate  |
| ABS           | Acrylonitrile Butadiene Styrene   |
| ARMs          | Additional Revenue Measures   |
| ASPIRE        | A scheme for Promoting Innovation and Rural Entrepreneurs   |
| BSE           | Bombay Stock Exchange   |
| BSE SENSEX    | Sensex is an index; market indicator of the position of stock that is listed in the BSE (Bombay Stock Exchange) |
| CAGR          | Compounded Annual Growth Rate   |
| CAP           | Corrective Action Plan  |
| CARE          | Credit Analysis & Research Limited  |
| CGTMSE        | Credit Guarantee Trust Fund for Micro and Small Enterprises   |
| CLCSS         | Credit Linked Capital Subsidy Scheme  |
| CPI           | Consumer Price Index  |
| Credit Suisse | Credit Suisse Business Analytics India  |
| CSO           | Central Statistics Office   |
| COOIT         | The Central Organization for Oil Industry and Trade   |
| DoC           | De-Oiled Cake   |
| DG            | Diesel Generator  |
| EMDEs         | Emerging Market and Developing Economies  |
| EMEs          | Emerging Market Economies   |
| EPCG          | Export Promotion Capital Goods Scheme   |
| FDI           | Foreign Direct Investment   |
| FICCI         | Federation of Indian Chambers of Commerce and Industry  |
| FIPB          | Foreign Investment Promotion Board  |
| FMV           | Fair market Value   |
| FOB           | Free On Board   |
| FPI           | Foreign Portfolio Investment  |
| FPS           | Focus Product Scheme  |
| FSMS          | Food Safety Management Systems  |
| FY            | Financial Year  |
| GDP           | Gross Domestic Product  |
| GST           | Goods and Services Tax  |
| GVA           | Gross Value Added   |
| IIP           | Index of Industrial Production  |
| IMF           | International Monetary Fund   |
| ICAR          | Indian Council of Agricultural Research   |
| IPR           | Intellectual Property Rights  |
| JV            | Joint Venture   |
| MAT           | Minimum Alternative Tax   |
| MnTPA         | Million Tonnes Per Annum  |
| M-o-M         | Month-On-Month  |
| MoS           | Minister of State   |
| MPSEB         | Madhya Pradesh State Electricity Board  |
| MPPCB         | Madhya Pradesh Pollution Control Board  |
| MSECDP        | Micro and Small Enterprises- Cluster Development Programme  |

| Term            | Description   |
|-----------------|---|
| MSMEs           | Micro, Small and Medium Enterprises                                     |
| MUDRA           | Micro Units Development & Refinance Agency Ltd.                         |
| MYEA            | Mid-Year Economic Analysis  |
| MT              | Metric Ton  |
| MW              | Mega Watt   |
| TPD             | Tonnes per day  |
| PAT             | Profit After Tax  |
| PBIDT           | Profit before Interest, Depreciation and Tax                            |
| PMEGP           | Prime Minister's Employment Generation Programme                        |
| PMI             | Purchasing Managers' Index  |
| SMEs            | Small And Medium Enterprises  |
| TOI             | Total Operating Income  |
| UAM             | Udyog Aadhaar Memorandum  |
| UAN             | Udyog Aadhaar Number  |
| UK              | United Kingdom  |
| UNIDO           | United Nations Industrial Development Organisation                      |
| UP              | Uttar Pradesh   |
| US Fed          | United States Federal Reserve   |
| US\$/ US dollar | United States Dollar, the official currency of United States of America |
| US/ U.S./ USA   | United States of America  |
| USDA            | United States Department of Agriculture                                 |
| WEO             | World Economic Outlook  |
| WPI             | Wholesale Price Index   |
| Y-O-Y           | Year-on-Year  |

#### Conventional and General Terms/ Abbreviations

| Term     | Description  |
|----------|--|
| A.Y.     | Assessment Year  |
| A/C      | Account  |
| AGM      | Annual General Meeting   |
| AIF      | Alternative Investments Fund as defined in and registered with SEBI under Securities and Exchange Board of India (Alternative Investments Funds) Regulations, 2012 |
| AoA      | Articles of Association  |
| AS       | Accounting Standards as issued by the Institute of Chartered Accountants of India  |
| ASBA     | Application Supported by Blocked Amount  |
| B. Tech. | Bachelor of Technology   |
| B.Com    | Bachelor of Commerce   |
| B.Sc.    | Bachelor of Science  |
| BG/LC    | Bank Guarantee / Letter of Credit  |
| BIFR     | Board for Industrial and Financial Reconstruction  |
| LM       | Lead Manager   |
| C.A.     | Chartered Accountant   |
| CAGR     | Compounded Annual Growth Rate  |
| CB       | Controlling Branch   |
| CC       | Cash Credit  |

| <b>Term</b>                    | <b>Description</b>  |
|--------------------------------|---|
| CDSL                           | Central Depository Services (India) Limited   |
| CENVAT                         | Central Value Added Tax   |
| CFO                            | Chief Financial Officer   |
| CIN                            | Corporate Identification Number   |
| CMD                            | Chairman and Managing Director  |
| Companies Act                  | Companies Act, 1956 (without reference to the provisions thereof that have ceased to have effect upon notification of the Notified Sections) and the Companies Act, 2013.   |
| Companies Act, 2013            | The Companies Act, 2013, to the extent in force pursuant to the notification of the notified sections   |
| CS                             | Company Secretary   |
| CST                            | Central Sales Tax   |
| Depositories                   | NSDL and CDSL; Depositories registered with the SEBI under the Securities and Exchange Board of India (Depositories and Participants) Regulations, 1996, as amended from time to time   |
| Depositories Act               | The Depositories Act, 1996, as amended from time to time.   |
| DGFT                           | Directorate General of Foreign Trade  |
| DIN                            | Director Identification Number  |
| DIPP                           | Department of Industrial Policy & Promotion   |
| DP                             | Depository Participant  |
| DP ID                          | Depository Participant's Identity   |
| EBIDTA                         | Earnings before interest, depreciation, tax, amortization and extraordinary items   |
| ECS                            | Electronic Clearing Services  |
| EGM                            | Extraordinary General Meeting   |
| EPFA                           | The Employees' Provident Funds and Miscellaneous Provisions Act, 1952   |
| EPS                            | Earnings Per Share  |
| ESIC                           | Employee State Insurance Corporation  |
| ESOP                           | Employee Stock Option Plan  |
| ESPS                           | Employee Stock Purchase Scheme  |
| FCNR Account                   | Foreign Currency Non Resident Account   |
| FDI                            | Foreign Direct Investment   |
| FEMA                           | Foreign Exchange Management Act 1999, as amended from time to time and the regulations framed there under   |
| FII Regulations                | Securities and Exchange Board of India (Foreign Institutional Investors) Regulations, 1995, as amended from time to time.   |
| FII(s)                         | Foreign Institutional Investor, as defined under the FII Regulations and registered with the SEBI under applicable laws in India  |
| Financial Year/FY/ Fiscal Year | The period of twelve (12) months ended on March 31 of that particular year.   |
| FIPB                           | The Foreign Investment Promotion Board, Ministry of Finance, Government of India  |
| FIs                            | Financial Institutions  |
| FPI(s)                         | "Foreign Portfolio Investor" means a person who satisfies the eligibility criteria prescribed under regulation 4 and has been registered under Chapter II of Securities And Exchange Board Of India (Foreign Portfolio Investors) Regulations, 2014, which shall be deemed to be an intermediary in terms of the provisions of the SEBI Act, 1992 |
| FTP                            | Foreign Trade Policy, 2009  |

| Term              | Description   |
|-------------------|---|
| FV                | Face Value  |
| FVCI              | Foreign Venture Capital Investor registered under the Securities and Exchange Board of India (Foreign Venture Capital Investor) Regulations, 2000   |
| GAAP              | Generally Accepted Accounting Principles  |
| GDP               | Gross Domestic Product  |
| GoI/Government    | Government of India   |
| GST               | Goods and Service Tax   |
| HNI               | High Net Worth Individual   |
| HUF               | Hindu Undivided Family  |
| I. T. Act         | The Income Tax Act, 1961, as amended.   |
| I. T. Rules       | The Income Tax Rules, 1962, as amended, except as stated otherwise.   |
| i.e.              | That is   |
| IFRS              | International Financial Reporting Standards   |
| Indian GAAP       | Generally Accepted Accounting Principles in India   |
| INR / Rs./ Rupees | Indian Rupees, the legal currency of the Republic of India  |
| IPO               | Initial Public Offer  |
| IRDA              | Insurance Regulatory and Development Authority  |
| IT Authorities    | Income Tax Authorities  |
| KMP               | Key Managerial Personnel  |
|                   |   |
| Ltd.              | Limited   |
| MD                | Managing Director   |
| MICR              | Magnetic Ink Character Recognition  |
| Mn                | Million   |
| MNC               | Multi National Company  |
| MoA               | Memorandum of Association   |
| MoF               | Ministry of Finance, Government of India  |
| MoU               | Memorandum of Understanding   |
| Mtr               | Meter   |
| N/A or N.A.       | Not Applicable  |
| NAV               | Net Asset Value   |
| NBFC              | Non- Banking Finance Company  |
| NECS              | National Electronic Clearing Services   |
| NEFT              | National Electronic Fund Transfer   |
| Net Worth         | The aggregate of the paid up share capital, share premium account, and reserves and surplus (excluding revaluation reserve) as reduced by the aggregate of miscellaneous expenditure (to the extent not adjusted or written off) and the debit balance of the profit and loss account |
| NI Act            | Negotiable Instruments Act, 1881  |
| No.               | Number  |
| NOC               | No Objection Certificate  |
| NR                | Non Resident  |
| NRE Account       | Non Resident (External) Account   |
| NRI               | Non Resident Indian, is a person resident outside India, who is a citizen of India or a person of Indian origin and shall have the same meaning as ascribed to such term in the Foreign Exchange Management (Deposit) Regulations, 2000, as amended from time to time                 |
| NRO Account       | Non-Resident (Ordinary) Account   |

| Term  | Description   |
|---|---|
| NSDL  | National Securities Depository Limited  |
| NSE   | National Stock Exchange of India Limited  |
| NSE EMERGE  | EMERGE Platform of National Stock Exchange of India 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  |
| PBT   | Profit Before Tax   |
| Pvt.  | Private   |
| QIB   | Qualified Institutional Buyer   |
| R & D   | Research and Development  |
| RBI   | Reserve Bank of India   |
| RBI Act   | The Reserve Bank of India Act, 1934, as amended from time to time   |
| RoC   | Registrar of Companies  |
| ROE   | Return on Equity  |
| RoNW  | Return on Net Worth   |
| Rs. / INR   | Indian Rupees, the official currency of the Republic of India   |
| RTGS  | Real Time Gross Settlement  |
| SARFAESI  | The Securitisation and Reconstruction of Financial Assets and Enforcement of Security Interest Act, 2002  |
| SCRA  | Securities Contracts (Regulation) Act, 1956, as amended from time to time.  |
| SCRR  | Securities Contracts (Regulation) Rules, 1957   |
| SCSB  | Self Certified Syndicate Bank   |
| SEBI  | Securities and Exchange Board of India  |
| SEBI (Venture Capital) Regulations                              | Securities Exchange Board of India (Venture Capital) Regulations, 1996 as amended from time to time   |
| SEBI Act  | Securities and Exchange Board of India Act, 1992, as amended from time to time  |
| SEBI Insider Trading Regulations                                | The SEBI (Prohibition of Insider Trading) Regulations, 2015, as amended from time to time, including instructions and clarifications issued by SEBI from time to time |
| SEBI Takeover Regulations /Takeover Regulations / Takeover Code | Securities and Exchange Board of India (Substantial Acquisition of Shares and Takeovers) Regulations, 2011  |
| Sec.  | Section   |
| SICA  | Sick Industrial Companies (Special Provisions) Act, 1985, as amended from time to time  |
| SME   | Small Medium Enterprise   |
| STT   | Securities Transaction Tax  |
| TAN   | Tax Deduction Account Number  |
| TIN   | Taxpayers Identification Number   |
| TRS   | Transaction Registration Slip   |
| U.S. GAAP   | Generally Accepted Accounting Principles in the United States of America  |
| US/ U.S. / USA/United States                                    | United States of America  |

| Term                       | Description   |
|----------------------------|---|
| USD/ US\$/ \$              | United States Dollar, the official currency of the United States of America   |
| VAT                        | Value added tax   |
| 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 |
| w.e.f.                     | With effect from  |
| YoY                        | Year over year  |

Notwithstanding the following: -

- i. In the section titled “*Main Provisions of the Articles of Association*” beginning on page 260 of this Draft Prospectus, defined terms shall have the meaning given to such terms in that section;
- ii. In the section titled “*Financial Statements*” beginning on page 162 of this Draft Prospectus, defined terms shall have the meaning given to such terms in that section;
- iii. In the section titled “*Risk Factor*” beginning on page 19 of this Draft Prospectus, defined terms shall have the meaning given to such terms in that section;
- iv. In the chapter titled “*Statement of Possible Tax Benefits*” beginning on page 95 of this Draft Prospectus, defined terms shall have the meaning given to such terms in that chapter; and

In the chapter titled “*Management’s Discussion and Analysis of Financial Condition and Results of Operations*” beginning on page 163 of this Draft Prospectus, defined terms shall have the meaning given to such terms in that section.



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

All references to “India” are to the Republic of India and all references to the “Government” are to the Government of India.

### **FINANCIAL DATA**

Unless stated otherwise, the financial data included in this Draft Prospectus are extracted from the restated financial statements of our Company, prepared in accordance with the applicable provisions of the Companies Act, Indian GAAP and restated in accordance with SEBI (ICDR) Regulations, as stated in the report of our Peer Reviewed Auditors, set out in the section titled ‘Financial Statements’ beginning on page 162 this Draft Prospectus. Our restated financial statements are derived from our audited financial statements prepared in accordance with Indian GAAP and the Companies Act, and have been restated in accordance with the SEBI (ICDR) Regulations.

Our fiscal year commences on April 1st of each year and ends on March 31st of the next year. All references to a particular fiscal year are to the 12 month period ended March 31st of that year. In this Draft Prospectus, any discrepancies in any table between the total and the sums of the amounts listed are due to rounding-off. All decimals have been rounded off to two decimal points.

There are significant differences between Indian GAAP, IFRS and US GAAP. The Company has not attempted to quantify their impact on the financial data included herein and urges you to consult your own advisors regarding such differences and their impact on the Company’s financial data. Accordingly to what extent, the financial statements included in this Draft Prospectus will provide meaningful information is entirely dependent on the reader’s level of familiarity with Indian accounting practices / Indian GAAP. Any reliance by persons not familiar with Indian Accounting Practices on the financial disclosures presented in this Draft Prospectus should accordingly be limited.

Any percentage amounts, as set forth in “Risk Factors”, “Our Business”, “Management’s Discussion and Analysis of Financial Condition and Results of Operations” and elsewhere in this Draft Prospectus unless otherwise indicated, have been calculated on the basis of the Company’s restated financial statements prepared in accordance with the applicable provisions of the Companies Act, Indian GAAP and restated in accordance with SEBI (ICDR) Regulations, as stated in the report of our Peer Reviewed Auditor, set out in the section titled ‘Financial Statements’ beginning on page 162 of this Draft Prospectus.

### **CURRENCY OF PRESENTATION**

In this Draft Prospectus, references to “Rupees” or “Rs.” or “INR” are to Indian Rupees, the official currency of the Republic of India. All references to “\$”, “US\$”, “USD”, “U.S. \$” or “U.S. Dollars” are to United States Dollars, the official currency of the United States of America.

All references to ‘million’ / ‘Million’ / ‘Mn’ refer to one million, which is equivalent to ‘ten lacs’ or ‘ten lakhs’, the word ‘Lacs / Lakhs / Lac’ means ‘one hundred thousand’ and ‘Crore’ means ‘ten million’ and ‘billion / bn./ Billions’ means ‘one hundred crores’.

All income and expense items are translated at the annual average rate of exchange applicable for the year. All monetary assets and liabilities are translated at the closing rate of exchanges on the Balance Sheet date. For all non-monetary assets and liabilities opening balances are brought forward from the last year Indian rupee value and addition, deletions and adjustments thereto during the financial year have been made using the average annual rate of exchange applicable for the year. The equity share capital is stated at the exchange rate at the date of investment. The exchange difference arising out of the yearend translation is debited or credited to Foreign Currency Translation Reserve account and is being classified under Reserves and Surplus Account.

### **INDUSTRY & MARKET DATA**

Unless otherwise stated, Industry & Market data used throughout this Draft Prospectus have been obtained from internal Company reports and Industry publications inter alia Planning Commission of India, Economic Survey, Industry Chambers and Associations etc.

Industry publications generally state that the information contained in those publications has been obtained from sources believed to be reliable but their accuracy and completeness are not guaranteed and their reliability cannot be assured.

Although we believe that industry data used in this Draft Prospectus is reliable, it has not been independently verified. Similarly, internal Company reports, while believed by us to be reliable, have not been verified by any independent sources.

Further the extent to which the market and industry data presented in this 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 STATEMENT

This Draft Prospectus contains certain “forward-looking statements”. These forward looking statements can generally be identified by words or phrases such as “aim”, “anticipate”, “believe”, “expect”, “estimate”, “intend”, “objective”, “plan”, “project”, “shall”, “will”, “will continue”, “will pursue” or other words or phrases of similar meaning. Similarly, statements that describe our strategies, objectives, plans or goals are also forward-looking statements. All forward looking statements are subject to risks, uncertainties and assumptions about us that could cause actual results and property valuations to differ materially from those contemplated by the relevant forward looking statement.

Important factors that could cause actual results to differ materially from our expectations include, but are not limited to the following:-

- General economic and business conditions in the markets in which we operate and in the local, regional, national and international economies;
- Changes in laws and regulations relating to the sectors/areas in which we operate;
- Increased competition in industry which we operate;
- Factors affecting the industry in which we operate;
- Our ability to meet our capital expenditure requirements;
- Fluctuations in operating costs;
- Our ability to attract and retain qualified personnel;
- Changes in political and social conditions in India, the monetary and interest rate policies of India and other countries;
- Inflation, deflation, unanticipated turbulence in interest rates, equity prices or other rates or prices;
- The performance of the financial markets in India and globally;
- Any adverse outcome in the legal proceedings in which we are involved;
- Our failure to keep pace with rapid changes in technology;
- The occurrence of natural disasters or calamities;
- Other factors beyond our control;
- Our ability to manage risks that arise from these factors;
- Conflict of Interest with affiliated companies, the promoter group and other related parties; and
- Changes in government policies and regulatory actions that apply to or affect our business.

For a further discussion of factors that could cause our actual results to differ, refer to section titled “Risk Factors” and chapter titled “Management’s Discussion and Analysis of Financial Condition and Results of Operations” beginning on pages 19 and 163 respectively of this Draft Prospectus. 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.

Future looking statements speak only as of the date of this Draft Prospectus. Neither we, our Directors, Lead Manager, Underwriters nor any of their respective 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, the LM and our Company will ensure that investors in India are informed of material developments until the grant of listing and trading permission by the Stock Exchange.

## SECTION II – RISK FACTORS

*An investment in Equity Shares involves a high degree of risk. You should carefully consider all the information in this Draft Prospectus, including the risks and uncertainties described below, before making an investment in our Equity Shares. In making an investment decision, prospective investors must rely on their own examination of our Company and the terms of this offer including the merits and risks involved. Any potential investor in, and subscriber of, the Equity Shares should also pay particular attention to the fact that we are governed in India by a legal and regulatory environment in which some material respects may be different from that which prevails in other countries. The risks and uncertainties described in this section are not the only risks and uncertainties we currently face. Additional risks and uncertainties not known to us or that we currently deem immaterial may also have an adverse effect on our business. If any of the following risks, or other risks that are not currently known or are now deemed immaterial, actually occur, our business, results of operations and financial condition could suffer, the price of our Equity Shares could decline, and you may lose all or part of your investment. Additionally, our business operations could also be affected by additional factors that are not presently known to us or that we currently consider as immaterial to our operations.*

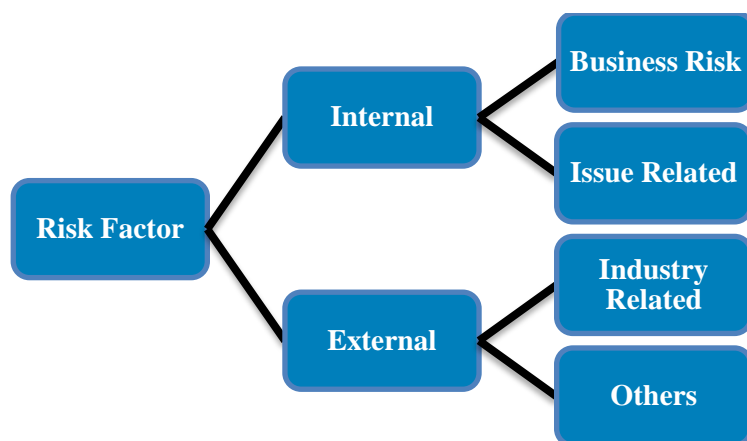
*Unless otherwise stated in the relevant risk factors set forth below, we are not in a position to specify or quantify the financial or other implications of any of the risks mentioned herein. Unless otherwise stated, the financial information of our Company used in this section is derived from our restated financial statements prepared in accordance with Indian GAAP and the Companies Act and restated in accordance with the SEBI ICDR Regulations. To obtain a better understanding, you should read this section in conjunction with the chapters titled “Our Business” beginning on page 115, “Our Industry” beginning on page 98 and “Management’s Discussion and Analysis of Financial Condition and Results of Operations” beginning on page 162 respectively, of this Draft Prospectus as well as other financial information contained herein.*

*The following factors have been considered for determining the materiality of Risk Factors:*

- Some events may not be material individually but may be found material collectively;*
- Some events may have material impact qualitatively instead of quantitatively;*
- Some events may not be material at present but may have material impact in future.*

*The financial and other related implications of risks concerned, wherever quantifiable, have been disclosed in the risk factors mentioned below. However, there are risk factors where the impact may not be quantifiable and hence the same has not been disclosed in such risk factors. Unless otherwise stated, the financial information of the Company used in this section is derived from our financial statements under Indian GAAP, as restated in this Draft Prospectus. Unless otherwise stated, we are not in a position to specify or quantify the financial or other risks mentioned herein. For capitalized terms used but not defined in this chapter, refer to the chapter titled “Definitions and Abbreviation” beginning on page 3 of this Draft Prospectus. The numbering of the risk factors has been done to facilitate ease of reading and reference and does not in any manner indicate the importance of one risk factor over another.*

*The risk factors are classified as under for the sake of better clarity and increased understanding:*



1. *Currently our Promoter is involved in a certain tax related proceedings; any adverse decision in such proceedings may render us liable to liabilities and penalties and may adversely affect our business and results of operations.*

There are no legal proceedings by or against our Company, Directors or Group Companies.

Also, there is no assurance that in future, we, our promoters, our directors or group companies may not face legal proceedings; any adverse decision in such legal proceedings may impact our business. For further details in relation to legal proceedings involving our Promoter see the chapter titled “Outstanding Litigation and Material Developments” on page 177 of this Draft Prospectus.

A classification of legal proceedings is mentioned below:

| Name of Entity         | Criminal Proceedings | Civil/ Arbitration Proceedings | Tax Proceedings | Labour Disputes | Consumer Complaints | Complaints under Section 138 of NI Act, 1881 | Aggregate amount involved (Rs. In lakhs) |
|------------------------|----------------------|--------------------------------|-----------------|-----------------|---------------------|--|--|
| <b>Company</b>         |                      |                                |                 |                 |                     |  |  |
| By the Company         | Nil                  | Nil                            | Nil             | Nil             | Nil                 | Nil  | Nil                                      |
| Against the Company    | Nil                  | Nil                            | Nil             | Nil             | Nil                 | Nil  | Nil                                      |
| <b>Promoters</b>       |                      |                                |                 |                 |                     |  |  |
| By the Promoter        | Nil                  | Nil                            | Nil             | Nil             | Nil                 | Nil  | Nil                                      |
| Against the Promoter   | Nil                  | Nil                            | 2               | Nil             | Nil                 | Nil  | 0.01                                     |
| <b>Group Companies</b> |                      |                                |                 |                 |                     |  |  |
| By Group Companies     | Nil                  | Nil                            | Nil             | Nil             | Nil                 | Nil  | Nil                                      |
| Against                | Nil                  | Nil                            | Nil             | Nil             | Nil                 | Nil  | Nil                                      |

|                                       |       |      |      |      |      |      |      |
|---------------------------------------|-------|------|------|------|------|------|------|
| <b>Group Companies</b>                |       |      |      |      |      |      |      |
| <b>Directors other than promoters</b> |       |      |      |      |      |      |      |
| <b>By the Directors</b>               | Nil   | Nil  | Nil  | Nil  | Nil  | Nil  | Nil  |
| <b>Against the Directors</b>          | Nil   | Nil  | Nil  | Nil  | Nil  | Nil  | Nil  |
| <b>Subsidiaries</b>                   |       |      |      |      |      |      |      |
| <b>By the Subsidiaries</b>            | N.A.* | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. |
| <b>Against the Subsidiaries</b>       | N.A.  | N.A. | N.A. | N.A. | N.A. | N.A. | N.A. |

\*N.A. = Not Applicable

**2. *Our Company has limited operating history and therefore investors may not be able to assess our Company's prospects based on past results.***

Our Company was incorporated in F.Y. 2014-15 and our processing activities were recently started during F.Y. 2016-17. The promoters of our company have limited experience in processing activities, as they are engaged in the business of trading of Organic and Non GMO agricultural products such as Soya, Maize (corn), Wheat, flax seeds and Mustard. Due to limited operating history of our Company and limited experience in processing of soya products, we may face new business and financial challenges which may adversely affect our profitability and results of operations.

**3. *We are exposed to foreign currency exchange rate fluctuations, which may harm our results of operations, impact our cash flows and cause our financial results to fluctuate.***

We are exposed to foreign currency exchange fluctuations as our Company is engaged in Processing and trading of organic and non GMO agricultural products which are mainly exported to the Canada, Dubai, South Korea, Sri Lanka, United States of America. The exchange rate between the Indian Rupee and these currencies, primarily the USD, has fluctuated in the past and our results of operations and cash flows have been impacted by such fluctuations in the past and may be impacted by such fluctuations in the future. For example, during times of strengthening of the Indian Rupee, we expect that our overseas sales and revenues will generally be negatively impacted as foreign currency received will be translated into fewer Indian Rupees. However, the converse positive effect of depreciation in the Indian Rupee may not be sustained or may not show an appreciable impact in our results of operations in any given financial period, due to other variables impacting our business and results of operations during the same period.

We may, therefore, suffer losses on account of foreign currency fluctuations for sale of our products to our international customers, since we may be able to revise the prices, for foreign currency fluctuations, only on a periodic basis and may not be able to pass on all losses on account of foreign currency fluctuations to our customers.

**4. *Failure to effectively manage labour or failure to ensure availability of sufficient labour could affect the business operations of the Company.***

Our business activities are dependent on availability of skilled and unskilled labour. Non-availability of labour at any time or any disputes with them may affect our production schedule and timely delivery of our products to customers which may adversely affect our business and result of operations. Though we

have not faced any labour problem in the past we cannot assure that we will not experience disruptions to our operations due to disputes or other problems with our work force, which may lead to strikes, lock-outs or increased wage demands. Such issues could have adverse effect on our business, and results of operations.



5. *We have a logo which is used for our business purpose.*



Our logo is applied for registration with the registrar of trademarks, trademark registry, Mumbai. There is no guarantee that the application for registration of our logo will be accepted in favour of the Company. This may affect our ability to protect our trademark in the event of any infringement of our intellectual property. In addition to same, our failure to comply with existing or increased regulations, or the introduction of changes to existing regulations, could adversely affect our business, financial condition, results of operations and prospects. We cannot assure you that the approvals, licenses, registrations and permits issued to us would not be suspended or revoked in the event of noncompliance or alleged non-compliance with any terms or conditions thereof, or pursuant to any regulatory action.

6. *A significant portion of our revenues are dependent on our exports to our international customers. We generate our major portion of sales from our operations in certain countries especially Canda, Dubai, South Korea, Sri Lanka, United States of America. Any failure to fulfil the requirements of our international customers may adversely affect our revenues, result of operations and cash flows.*

We generate major portion of our sales from our customers situated overseas majorly Canda, Dubai, South Korea, Sri Lanka, United States of America. For the year ended March 31, 2017, our Company has generated 67.84% of our net revenue from operations cumulatively from these countries. Such geographical concentration of our business in these countries heightens our exposure to adverse developments related to competition, as well as economic and demographic changes in these countries which may adversely affect our business prospects, financial conditions and results of operations. Our inability to expand into other countries may adversely affect our business prospects, financial conditions and results of operations. While our management believes that the Company has requisite expertise to mark its presence in other markets going forward, investors should consider our business and prospects in light of the risks, losses and challenges that we may face and should not rely on our results of operations for any prior periods as an indication of our future performance.

Our operations are also impacted by various risks inherent in international sales and operations, including:

- currency exchange rate fluctuations;
- regional economic or political uncertainty;
- currency exchange controls;
- differing accounting standards and interpretations;
- differing domestic and foreign customs, tariffs and taxes;
- current and changing regulatory environments;
- coordinating and interacting with local representatives and counterparties to fully understand local business and regulatory requirements; and

To the extent that we are unable to effectively manage our global operations and risks such as the above (in particular, as we implement our strategy to enter into new markets where we do not have local knowledge and resources), we may be unable to grow or maintain our sales and profitability, or we may be subject to additional unanticipated costs or legal or regulatory action. As a consequence, our business, financial condition, results of operations and cash flows may be adversely affected.

- 7. *Quality of product is very important in our industry and the success of our company is dependent on the quality of our product and any failure to maintain the quality of our products may have an adverse affect our reputation and business.***

We believe that our success is dependent on our quality of our product. Our quality control department ensures quality control at every stage of production, packaging and dispatch. We are also required to follow the proper control during our manufacturing process. We believe that we have built strong relationships with our customers due to the quality of our products which has translated into operational growth. We are subjected to inspection of the manufacturing process and product from various agencies. In the event we are unable to maintain our quality, for any reason whatsoever, our business, reputation and results of operations would be adversely affected.

- 8. *An increase in the prices of our basic raw material i.e. soyabean seeds will raise our processing costs and could adversely affect our profitability.***

We have no control on the prices of our basic raw material i.e. soyabean seeds. The prices of our basic raw material could fluctuate due to availability and demand. Any fluctuations in prices of raw material and our inability to negotiate at optimum market rates may affect our profitability.

We typically do not enter into any long term supply agreements with our suppliers and our major requirement is met in the spot market. We may be unable to control the factors affecting the price at which we procure our raw material. We also face the risks associated with compensating for or passing on such increase in our cost of production on account of such fluctuations in prices to our customers. Upward fluctuations in the prices of raw material may thereby affect our margins and profitability, resulting in a material adverse effect on our business, financial condition and results of operations.

- 9. *Our Company has manufacturing facility situated at Indore. Any delay in production at, or shutdown of, or any interruption for a significant period of time, in this facility may in turn adversely affect our business, financial condition and results of operations.***

Our Company has manufacturing facility situated at Indore. Our success depends on our ability to successfully process and deliver our products to meet our customer demand. Our manufacturing facility is susceptible to damage or interruption or operating risks, such as human error, power loss, breakdown or failure of equipment, power supply or processes, performance below expected levels of output or efficiency, obsolescence, loss of services of our external contractors, terrorist attacks, acts of war, breakdowns, earthquakes, other natural disasters and industrial accidents and similar events. Further, our manufacturing facility is also subject to operating risk arising from compliance with the directives of relevant government authorities. Operating risks may result in personal injury and property damage and in the imposition of civil and criminal penalties. If our Company experiences delays in production or shutdowns at any or all of these facilities due to any reason, including disruptions caused by disputes with its workforce or any external factors, our Company's operations will be significantly affected, which in turn would have a material adverse effect on its business, financial condition and results of operations.

- 10. *The shortage or non-availability of power facilities may adversely affect our manufacturing processes and have an adverse impact on our results of operations and financial condition.***

Our manufacturing processes requires substantial amount of power facilities. The quantum and nature of power requirements of our industry and Company is such that it cannot be supplemented/ augmented by alternative/ independent sources of power supply since it involve significant capital expenditure and per unit cost of electricity produced is very high in view of increasing oil prices and other constraints. We are mainly dependent on State Government for meeting our electricity requirements. Any defaults or non compliance of the conditions may render us liable for termination of the agreement or any future changes in the terms of the agreement may lead to increased costs, thereby affecting the profitability. Further, since we are majorly dependent on third party power supply; there may be factors beyond our control affecting the supply of power.



Any disruption / non availability of power shall directly affect our production which in turn shall have an impact on profitability and turnover of our Company.

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

Our Company has entered into various transactions with our Promoters, Promoter Group, Directors and their Relatives. While we believe that all such transactions are conducted on arms length basis, there can be no assurance that we could not have achieved more favorable terms had such transactions were not entered into with related parties. Furthermore, it is likely that we will enter into related party transactions in future. There can be no assurance that such transactions, individually or in aggregate, will not have an adverse effect on our financial condition and results of operation. For details on the transactions entered by us, please refer to “Related Party Transactions” beginning on page 160 of the Draft Prospectus.

**12. Credit rating of our Company.**

The cost and availability of capital, amongst other factors, is also dependent on our credit ratings. We had been last rated on October 05, 2017 by dun & bradstreet, D & B Rating: 2A4. Ratings reflect a rating agency’s opinion of our financial strength, operating performance, strategic position, and ability to meet our obligations. Any downgrade of our credit ratings would increase borrowing costs and constrain our access to capital and lending markets and, as a result, could adversely affect our business. In addition, downgrades of our credit ratings could increase the possibility of additional terms and conditions being added to any new or replacement financing arrangements.

**13. We do not own the land on which our manufacturing facility is located.**

We do not own the land on which our manufacturing facility is situated. Our manufacturing facility situated at 403/4/1, village Badiyakeema, Nemawar Road, Indore, Madhya Pradesh - 452020 is taken on lease from Maharashtra Agrocom Private Limited, which is valid from May 01, 2016 to July 31, 2022. If we do not comply with certain conditions of the lease/rent agreement, the lessor may terminate the lease, which could have an adverse affect on our operations and there can be no assurance that renewal of lease agreement with the owner will be entered into. In the event of non-renewal of lease, we may be required to shift our manufacturing facilities to a new location and there can be no assurance that the arrangement we enter into in respect of new premises would be on such terms and conditions as the present one.

**14. Our Company has negative cash flows from its investing and operating activities in the past years, details of which are given below. Sustained negative cash flow could impact our growth and business.**

Our Company had negative cash flows from our investing and operating activities in the previous year(s) as per the Restated Financial Statements and the same are summarized as under:

*Amount (Rs. In lakhs)*

| Particulars                                     | June 30, 2017 | For the year ended March 31, |        |        |
|---|---------------|------------------------------|--------|--------|
|   |               | 2017                         | 2016   | 2015   |
| Cash Flow from / (used in) Investing Activities | -86.96        | 103.99                       | 125.69 | 0.08   |
| Cash Flow from / (used in) Operating Activities | 44.44         | -485.48                      | 86.95  | -35.44 |

Cash flow of a company is a key indicator to show the extent of cash generated from operations to meet 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 flows in future, it may adversely affect our business and financial operations.

**15. Our Company requires significant amounts of working capital for a continued growth. Our inability to meet our working capital requirements may have an adverse effect on our results of operations.**

Our business is working capital intensive. A significant portion of our working capital is utilized towards Inventories and trade receivables. Summary of our working capital position is given below:-

*Amount (Rs. In lakhs)*

| Particulars   | June 30,<br>2017 | As at March 31, |               |               |
|---|------------------|-----------------|---------------|---------------|
|   |                  | 2017            | 2016          | 2015          |
| <b>A. Current Assets</b>                              |                  |                 |               |               |
| Inventories   | 341.60           | 304.99          | 85.40         | 46.92         |
| Trade Receivables                                     | 1427.59          | 890.81          | 242.03        | 592.00        |
| Cash and Cash Equivalents                             | 48.86            | 18.87           | 30.39         | 16.42         |
| Short Term Loans & Advances                           | 339.24           | 290.35          | 49.25         | 1.86          |
| Other Current Assets                                  | 0.78             | 0.16            | 0.00          | 0.00          |
| <b>Total</b>  | <b>2158.07</b>   | <b>1505.18</b>  | <b>407.07</b> | <b>657.2</b>  |
| <b>B. Current Liabilities</b>                         |                  |                 |               |               |
| Trade Payables  | 1462.04          | 889.74          | 378.33        | 582.48        |
| Other Current Liabilities                             | 35.97            | 18.80           | 12.10         | 3.80          |
| Short Term Provisions                                 | 35.11            | 23.40           | 9.64          | 9.88          |
| <b>Total</b>  | <b>1533.12</b>   | <b>931.94</b>   | <b>400.07</b> | <b>596.16</b> |
| <b>Working Capital (A-B)</b>                          | 937.16           | 802.90          | 138.17        | 73.09         |
| <b>Inventories as % of total current assets</b>       | 15.83            | 20.26           | 20.98         | 7.14          |
| <b>Trade Receivables as % of total current assets</b> | 66.15            | 59.18           | 59.46         | 90.08         |

We intend to continue growing by expanding our business operations. This may result in increase in the quantum of current assets particularly trade receivables and Inventories. Our inability to maintain sufficient cash flow, credit facility and other sources of fund, in a timely manner, or at all, to meet the requirement of working capital could adversely affect our financial condition and result of our operations. For further details regarding working capital requirement, please refer to the chapter titled “Objects of the Issue” beginning on page 86 of this Draft Prospectus.

- 16. We require a number of approvals, NOCs, licences, registrations and permits in the ordinary course of our business. Some of the approvals are required to be transferred in the name of “Soni Soya Products Limited” from “Soni Soya Products Private Limited” pursuant to name change of our company and any failure or delay in obtaining the same in a timely manner may adversely affect our operations.**

We require a number of approvals, licenses, registrations and permits in ordinary course of our business. Additionally, we need to apply for renewal of approvals which expire, from time to time, as and when required in the ordinary course. Also, we were a private limited company in the name of “Soni Soya Products Private Limited” which was carrying business of Processing and Trading of ORGANIC and NON-GMO agricultural products. As per Companies Act, 1956/2013, a private limited company can be converted into public limited company. After complying with the relevant procedure of Companies Act, 1956/2013, the said private limited company was converted into a public limited company in the year 2017. After conversion there was change of name of the company from “Soni Soya Products Private Limited” to “Soni Soya Products Limited”. We shall be taking necessary steps for transferring the approvals in new name of our company. In case we fail to transfer/obtain the same in name of the company same may adversely affect our business or we may not be able to carry our business

The company has also applied for change of name of these approvals. In case of delay or failure to obtain the same, it could affect our business operations. Any failure to renew the approvals that have expired, or to apply for and obtain the required approvals, licences, registrations or permits, or any suspension or revocation of any of the approvals, licences, registrations and permits that have been or may be issued to

us, could result in delaying the operations of our business, which may adversely affect our business, financial condition, results of operations and prospects. Additionally, our company has not applied for change of name of the approval/s as mentioned in pending approvals section of Government and Other Statutory Approvals Chapter. For more information, see chapter “Government and Other Statutory Approvals” on page 184 of this Draft Prospectus.

***17. We depend on certain brand names and our corporate name and logo that we may not be able to protect and/or maintain.***

Our ability to market and sell our products depends upon the recognition of our brand names and associated consumer goodwill. Currently, we do not have registered trademarks for our corporate name and logo under the Trade Marks Act, 1999. Consequently, we do not enjoy the statutory protections accorded to registered trademarks in India for the corporate name and logo of our company, which are currently pending. In the absence of such registrations, competitors and other companies may challenge the validity or scope of our intellectual property right over these brands or our corporate name or logo. As a result, we may be required to invest significant resources in developing new brands or names, which could materially and adversely affect our business, financial condition, results of operations and prospects.

In addition to same, our failure to comply with existing or increased regulations, or the introduction of changes to existing regulations, could adversely affect our business, financial condition, results of operations and prospects. We cannot assure you that the approvals, licences, registrations and permits issued to us would not be suspended or revoked in the event of non-compliance or alleged non-compliance with any terms or conditions thereof, or pursuant to any regulatory action.

The material approvals, licences or permits required for our business include tax laws, environment laws, Food safety laws, as applicable. See “Government and other Statutory Approvals” on page 184 of this Draft Prospectus further details on the required material approvals for the operation of our business.

***18. Our business is substantially dependent on our key clients from whom we derive a significant portion of our revenues. The loss of any significant clients may have a material and adverse effect on our business and results of operations.***

We derive a significant portion of our revenues from a limited number of clients. For the year ended March 31, 2017, Sales of our top 10 clients cumulatively accounted for approx 85.49 % and top 5 clients contributed around 62.50% of our total revenue from operations. In the event any one or more customers cease to continue doing business with us, our business may be adversely affected. The loss of such clients may be caused mainly because of competition. There may be factors other than our performance, which may not be predictable, which could cause loss of clients. Further, any significant reduction in demand for our products from our key clients, any requirement to lower the price offered by these clients, or any loss or financial difficulties caused to these clients, change in relationship with the clients could have a material adverse effect on our business, result of operations, financial conditions and cash flow.

***19. We could become liable to customers, suffer adverse publicity and incur substantial costs as a result of defects in our products, which in turn could adversely affect the value of our brand, and our sales could be diminished if we are associated with negative publicity.***

Any failure or defect in our products could result in a claim against us for damages, regardless of our responsibility for such a failure or defect. However, our Company is well equipped with in-house testing laboratory to test the products. Our finished products has to undergo a strict quality check to ensure that they are of relevant quality as per the standards set. Although we attempt to maintain quality standards, we cannot assure that all our products would be of uniform quality, which in turn could adversely affect the value of our brand, and our sales could be diminished if we are associated with negative publicity.

Also, our business is dependent on the trust our customers have in the quality of our products. Any negative publicity regarding our company, brand, or products, including those arising from a drop in

quality of merchandise from our vendors, mishaps resulting from the use of our products, or any other unforeseen events could affect our reputation and our results from operations.

***20. Our Company is dependent on third party transportation providers for the delivery of our goods and any disruption in their operations or a decrease in the quality of their services could affect our Company's reputation and results of operations.***

Our Company uses third party transportation providers for delivery of our goods. Though our business has not experienced any disruptions due to transportation strikes in the past, any future transportation strikes may have an adverse effect on our business. In addition goods may be lost or damaged in transit for various reasons including occurrence of accidents or natural disasters. There may also be delay in delivery of products which may also affect our business and results of operation negatively. An increase in the freight costs or unavailability of freight for transportation of our raw materials may have an adverse effect on our business and results of operations.

Further, disruptions of transportation services due to weather-related problems, strikes, lock-outs, inadequacies in the road infrastructure, or other events could impair ability to procure raw materials on time. Any such disruptions could materially and adversely affect our business, financial condition and results of operations.

***21. Compliance with, and changes in, safety, health and environmental laws and regulations may adversely affect our business, prospects, financial condition and results of operations.***

Due to the nature of our business, we expect to be or continue to be subject to extensive and increasingly stringent environmental, health and safety laws and regulations and various labour, workplace and related laws and regulations. We are also subject to environmental laws and regulations, including but not limited to:

- a. Environment (Protection) Act, 1986
- b. Air (Prevention and Control of Pollution) Act, 1981
- c. Water (Prevention and Control of Pollution) Act, 1974
- d. Hazardous Waste Management & Handling Rules, 2008
- e. Other regulations promulgated by the Ministry of Environment and Forests and the Pollution Control Boards of the state of Madhya Pradesh.

which govern the discharge, emission, storage, handling and disposal of a variety of substances that may be used in or result from the operations of our business.

The scope and extent of new environmental regulations, including their effect on our operations, cannot be predicted and hence the costs and management time required to comply with these requirements could be significant. Amendments to such statutes may impose additional provisions to be followed by our Company and accordingly the Company needs to incur clean-up and remediation costs, as well as damages, payment of fines or other penalties, closure of production facilities for non-compliance, other liabilities and related litigation, could adversely affect our business, prospects, financial condition and results of operations.

***22. Continued operations of our manufacturing facility are critical to our business and any disruption in the operation of our facilities may have a material adverse effect on our business, results of operations and financial condition.***

Our manufacturing facility, situated at Indore is subject to operating risks, such as unavailability of machinery, break-down, obsolescence or failure of machinery, disruption in power supply or processes, performance below expected levels of efficiency, labour disputes, natural disasters, industrial accidents and statutory and regulatory restrictions. Our machines have limited lives and require periodic cleaning as well as annual over hauling maintenance. In the event of a breakdown or failure of such machinery,

replacement parts may not be available and such machinery may have to be sent for repairs or servicing. We have not entered into any technical support service agreements for the maintenance and smooth functioning of our equipment's and machineries. This may lead to delay and disruption in our production process that could have an adverse impact on our sales, results of operations, business growth and prospects.

**23. *Our insurance coverage may not be adequate.***

Our Company has obtained insurance coverage in respect of certain risks. We have taken insurance policies to insure our cargo such as marine cargo policy and have also insured our personnel against workmen compensation policy. While we believe that we maintain insurance coverage in adequate amounts consistent with size of our business. There can be no assurance that our insurance policies will be adequate to cover the losses in respect of which the insurance has been availed. If we suffer a significant uninsured loss or if insurance claim in respect of the subject-matter of insurance is not accepted or any insured loss suffered by us significantly exceeds our insurance coverage, our business, financial condition and results of operations may be materially and adversely affected.

For further details, please refer chapter titled "Our Business" beginning on page 115 of this Draft Prospectus.

**24. *Our lenders have charge over our movable and immovable properties in respect of finance availed by us.***

We have secured our lenders by creating a charge over our movable and immovable properties in respect of loans / facilities availed by us from banks and financial institutions. The total amounts outstanding and payable by us as secured loans were Rs. 613.09 Lakhs as on June 30, 2017. In the event we default in repayment of the loans / facilities availed by us and any interest thereof, our properties may be forfeited by lenders, which in turn could have significant adverse affect on business, financial condition or results of operations. For further information on the *Financial Indebtedness* please refer to page 175 of this Draft Prospectus..

**25. *Our lenders have imposed certain restrictive conditions on us under our financing arrangements. Under our financing arrangements, we are required to obtain the prior, written lender consent for, among other matters, changes in our capital structure. Further, we are required to maintain certain financial ratios.***

There can be no assurance that we will be able to comply with these financial or other covenants or that we will be able to obtain the consents necessary to take the actions we believe are necessary to operate and grow our business. Our level of existing debt and any new debt that we incur in the future has important consequences. Any failure to comply with these requirements or other conditions or covenants under our financing agreements that is not waived by our lenders or is not otherwise cured by us, may require us to repay the borrowing in whole or part and may include other related costs. Our Company may be forced to sell some or all of its assets or limit our operations. This may adversely affect our ability to conduct our business and impair our future growth plans. For further information, see the chapter titled "*Financial Indebtedness*" on page 175 of the Draft Prospectus.

Though these covenants are restrictive to some extent for us, however it ensures financial discipline, which would help us in the long run to improve our financial performance.

**26. *The business segment in which we operate is highly competitive, which may adversely affect our business operation and financial condition.***

Players in soyabean industry generally competes with each other on attributes such as quality of product, pricing and timely delivery. Some of our competitors may have longer industry experience and greater financial, technical and other resources, which may enable them to react faster in changing market scenario and remain competitive. Growing competition may result in a decline in our market share and may affect our margins which may adversely affect our business operations and our financial condition

**27. Information relating to our production capacities and the historical capacity utilization of our production facilities included in this Prospectus is based on certain assumptions and has been subjected to rounding off, and future production and capacity utilization may vary.**

Our Company was incorporated in F.Y. 2014-15 but has commenced its processing activities, during F.Y. 2016-17. Information relating to our production capacities and the historical capacity utilization of our production facilities included in this Draft Prospectus is based on various assumptions and estimates of our management, including proposed operations, assumptions relating to availability and quality of raw materials, assumptions relating to operational efficiencies, as well as assumptions in relation to the average density of products manufactured by us. Actual production levels and utilization rates may differ significantly from the estimated production capacities or historical estimated capacity utilization information of our facilities. Undue reliance should therefore not be placed on our production capacity or historical estimated capacity utilization information for our existing facilities included in this Prospectus. For further information, see the section titled **“Our Business”** on page 115 of this Prospectus.

**28. We have taken guarantees from Promoters in relation to debt facilities provided to us.**

We have taken guarantees from Promoters in relation to our secured debt facilities availed from our Bankers. In an event any of these persons withdraw or terminate its/their guarantees, the lender for such facilities may ask for alternate guarantees, repayment of amounts outstanding under such facilities, or even terminate such facilities. We may not be successful in procuring guarantees satisfactory to the lender and as a result may need to repay outstanding amounts under such facilities or seek additional sources of capital, which could adversely affect our financial condition. For more information please see the chapter titled **“Financial Indebtedness”** beginning on page 175 of this Draft Prospectus.

**29. Our Group Company have negative net worth and have incurred losses in the previous financial years.**

Sustained financial losses by our Group Company may not be perceived positively by external parties such as customers, bankers, suppliers etc, which may affect our credibility and business operations. The following of our Group Company has incurred losses in previous years:

**Financial Performance of Asha Overseas India Private Limited**

(Rs. in lakhs)

| Particulars              | 2016-17 | 2015-16 | 2014-15 |
|--------------------------|---------|---------|---------|
| Paid Up Capital          | 25.00   | 25.00   | 25.00   |
| Reserves and Surplus     | (29.71) | (14.85) | 4.54    |
| Net Asset Value (In Rs.) | (1.88)  | 4.05    | 11.82   |
| Sales and other income   | 469.06  | 740.37  | 139.14  |
| Profit/Loss after tax    | (14.82) | (19.40) | 4.54    |

**30. 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 bank finance, owned funds and internal accruals. Any shortfall in our net owned funds, internal accruals and our inability to raise debt in future 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 86 of this Draft Prospectus.

**31. We may not be successful in implementing our business strategies.**

The success of our business depends substantially on our ability to implement our business strategies effectively. Even though we have successfully executed our business strategies in the past, there is no guarantee that we can implement the same on time and within the estimated budget going forward, or that we will be able to meet the expectations of our targeted clients. Changes in regulations applicable to us may also make it difficult to implement our business strategies. Failure to implement our business strategies would have a material adverse effect on our business and results of operations.

**32. We have issued Equity Shares during the last year at a price that may be below the Issue price.**

We have issued certain Equity shares in the last twelve months at a price that may be lower than the Issue price. Details of such issuances are given in the table below:

| Date of Allotment | No. of Equity Shares | Issue price | Nature of allotment |
|-------------------|----------------------|-------------|---------------------|
| August 09, 2017   | 29,06,220            | Nil         | Bonus Issue         |

For further details of equity shares issued, please refer to the section titled “Capital Structure” beginning on page no.70 of the Draft Prospectus.

**33. Within the parameters as mentioned in the chapter titled ‘Objects of this Issue’ beginning on page 86 of this Prospectus, our Company’s management will have flexibility in applying the proceeds of this Issue. The fund requirement and deployment mentioned in the Objects of this Issue have not been appraised by any bank or financial institution.**

We intend to use entire Issue Proceeds towards meeting working capital requirements. We intend to deploy the Net Issue Proceeds in financial year 2017-18 and such deployment is based on certain assumptions and strategy which our Company believes to implement in future. The funds raised from the Issue may remain idle on account of change in assumptions, market conditions, strategy of our Company, etc., For further details on the use of the Issue Proceeds, please refer chapter titled ‘Objects of the Issue’ beginning on page 86 of this Draft Prospectus. The deployment of funds for the purposes described above is at the discretion of our Company’s Board of Directors.

The fund requirement and deployment is based on internal management estimates and has not been appraised by any bank or financial institution. Accordingly, within the parameters as mentioned in the chapter titled ‘Objects of the Issue’ beginning on page 86 of this Draft Prospectus, the Management will have significant flexibility in applying the proceeds received by our Company from the Issue. Our Board of Directors will monitor the proceeds of this Issue. However, Audit Committee will monitor the utilization of the proceeds of this Issue and prepare the statement for utilization of the proceeds of this Issue. However in accordance with Section 27 of the Companies Act, 2013, a company shall not vary the objects of the Issue without our Company being authorised to do so by our shareholders by way of special resolution and other compliances in this regard. Our Promoters and controlling shareholder shall provide exit opportunity to such shareholders who do not agree to the proposal to vary the objects, at such price, and in such manner, as may be prescribed by SEBI, in this regard.

**34. Failure to manage our inventory could have an adverse effect on our net sales, profitability, cash flow and liquidity.**

The results of operations of our business are dependent on our ability to effectively manage our inventory and stocks. To effectively manage our inventory, we must be able to accurately estimate customer demand and supply requirements and manufacture and trade inventory accordingly. If our management has misjudged expected customer demand it could adversely impact the results by causing either a shortage of products or an accumulation of excess inventory. Further, if we fail to sell the inventory we manufacture, we may be required to write-down our inventory or pay our suppliers without new

purchases, or create additional vendor financing, which could have an adverse impact on our income and cash flows. We estimate our sales based on the forecast, demand and requirements and also on the customer specifications. Natural disasters such as earthquakes, extreme climatic or weather conditions such as floods or droughts may adversely impact the supply of raw material and local transportation. Should our supply of raw materials be disrupted, we may not be able to procure an alternate source of supply in time to meet the demands of our customers. Such disruption to supply would materially and adversely affect our business, profitability and reputation. In addition, disruptions to the delivery of product to our customer may occur for reasons such as poor handling, transportation bottlenecks, or labour strikes, which could lead to delayed or lost deliveries or damaged products and disrupt supply of these products. To improve our line capability, we try to stock our inventory at our manufacturing facility. An optimal level of inventory is important to our business as it allows us to respond to customer demand effectively. If we over-stock inventory, our capital requirements will increase and we will incur additional financing costs. If we under-stock inventory, our ability to meet customer demand and our operating results may be adversely affected. Any mismatch between our planning and actual consumer consumption could lead to potential excess inventory or out-of-stock situations, either of which could have an adverse effect on our business, financial condition and results of operation.

***35. Our ability to pay dividends in the future will depend upon our future earnings, financial condition, cash flows, working capital requirements, capital expenditure and restrictive covenants in our financing arrangements.***

We may retain all our future earnings, if any, for use in the operations and expansion of our business. As a result, we may not declare dividends in the foreseeable future. Any future determination as to the declaration and payment of dividends will be at the discretion of our Board of Directors and will depend on factors that our Board of Directors deem relevant, including among others, our results of operations, financial condition, cash requirements, business prospects and any other financing arrangements. Additionally, under some of our loan agreements, we may not be permitted to declare any dividends, if there is a default under such loan agreements or unless our Company has paid all the dues to the lender up to the date on which the dividend is declared or paid or has made satisfactory provisions thereof. Accordingly, realization of a gain on shareholders investments may largely depend upon the appreciation of the price of our Equity Shares. There can be no assurance that our Equity Shares will appreciate in value. For details of our dividend history, see “Dividend Policy” on page 161 of this Draft Prospectus.

***36. The deployment of funds raised through this Issue shall not be subject to any Monitoring Agency and shall be purely dependent on the discretion of the management of our Company.***

Since the Issue size is less than Rs.10,000 lakh, there is no mandatory requirement of appointing an Independent Monitoring Agency for overseeing the deployment of utilization of funds raised through this Issue. The deployment of these funds raised through this Issue, is hence, at the discretion of the management and the Board of Directors of our Company and will not be subject to monitoring by any independent agency. Any inability on our part to effectively utilize the Issue proceeds could adversely affect our financials.

***37. Our future funds requirements, in the form of issue of capital or securities and/or loans taken by us, may be prejudicial to the interest of the shareholders depending upon the terms on which they are eventually raised.***

We may require additional capital from time to time depending on our business needs. Any issue of shares or convertible securities would dilute the shareholding of the existing shareholders and such issuance may be done on terms and conditions, which may not be favourable to the then existing shareholders. If such funds are raised in the form of loans or debt, then it may substantially increase our interest burden and decrease our cash flows, thus prejudicially affecting our profitability and ability to pay dividends to our shareholders.



***38. Our success depends largely upon the services of our Directors, Promoters and other Key Managerial Personnel and our ability to attract and retain them. Demand for Key Managerial Personnel in the industry is intense and our inability to attract and retain Key Managerial Personnel may affect the operations of our Company.***

Our success is substantially dependent on the expertise and services of our Directors, Promoters and our Key Managerial Personnel. They provide expertise which enables us to make well informed decisions in relation to our business and our future prospects. Our future performance will depend upon the continued services of these persons. Demand for Key Managerial Personnel in the industry is intense. We cannot assure you that we will be able to retain any or all, or that our succession planning will help to replace, the key members of our management. The loss of the services of such key members of our management team and the failure of any succession plans to replace such key members could have an adverse effect on our business and the results of our operations.

***39. In addition to normal remuneration or benefits and reimbursement of expenses, some of our Directors and key managerial personnel are interested in our Company to the extent of their shareholding and dividend entitlement in our Company.***

Our Directors and Key Managerial Personnel are interested in our Company to the extent of remuneration paid to them for services rendered and reimbursement of expenses payable to them. In addition, some of our Directors and Key Managerial Personnel may also be interested to the extent of their shareholding and dividend entitlement in our Company. For further information, see “Capital Structure” and “Our Management” on pages 70 and 141, respectively, of this Draft Prospectus.

***40. Our Promoters and members of the Promoter Group will continue jointly to retain majority control over our Company after the Issue, which will allow them to determine the outcome of matters submitted to shareholders for approval.***

After completion of the Issue, our Promoters and Promoter Group will collectively own [●]% of the Equity Shares. As a result, our Promoters together with the members of the Promoter Group will be able to exercise a significant degree of influence over us and will be able to control the outcome of any proposal that can be approved by a majority shareholder vote, including, the election of members to our Board, in accordance with the Companies Act and our Articles of Association. Such a concentration of ownership may also have the effect of delaying, preventing or deterring a change in control of our Company.

In addition, our Promoters will continue to have the ability to cause us to take actions that are not in, or may conflict with, our interests or the interests of some or all of our creditors or minority shareholders, and we cannot assure you that such actions will not have an adverse effect on our future financial performance or the price of our Equity Shares.

***41. Changes in technology may render our current technologies obsolete or require us to make substantial capital investments.***

Modernization and technology upgradation is essential to provide better products. Although we strive to keep our technology in line with the latest standards, we may be required to implement new technology or upgrade the existing employed by us. Further, the costs in upgrading our technology could be significant which could substantially affect our finances and operations.

***42. We could be harmed by employee misconduct or errors that are difficult to detect and any such incidences could adversely affect our financial condition, results of operations and reputation.***

Employee misconduct or errors could expose us to business risks or losses, including regulatory sanctions and cause serious harm to our reputation. There can be no assurance that we will be able to detect or deter such misconduct. Moreover, the precautions we take to prevent and detect such activity may not be effective in all cases. Our employees and agents may also commit errors that could subject us to claims

and proceedings for alleged negligence, as well as regulatory actions on account of which our business, financial condition, results of operations and goodwill could be adversely affected.

***43. Industry information included in this Draft Prospectus has been derived from industry reports commissioned by us for such purpose. There can be no assurance that such third-party statistical, financial and other industry information is either complete or accurate.***

We have relied on the reports of certain independent third party for purposes of inclusion of such information in this Draft Prospectus. These reports are subject to various limitations and based upon certain assumptions that are subjective in nature. We have not independently verified data from such industry reports and other sources. Although we believe that the data may be considered to be reliable, their accuracy, completeness and underlying assumptions are not guaranteed and their dependability cannot be assured. While we have taken reasonable care in the reproduction of the information, the information has not been prepared or independently verified by us, or any of our respective affiliates or advisors and, therefore, we make no representation or warranty, express or implied, as to the accuracy or completeness of such facts and statistics. Due to possibly flawed or ineffective collection methods or discrepancies between published information and market practice and other problems, the statistics herein may be inaccurate or may not be comparable to statistics produced for other economies and should not be unduly relied upon. Further, there is no assurance that they are stated or compiled on the same basis or with the same degree of accuracy as may be the case elsewhere. Statements from third parties that involve estimates are subject to change, and actual amounts may differ materially from those included in this Draft Prospectus.

• **Issue Specific Risks**

***44. After this Issue, the price of the Equity Shares may be highly volatile, or an active trading market for the Equity Shares may not develop.***

The price of the Equity Shares on the Stock Exchange may fluctuate as a result of the factors, including:

- a. Volatility in the Indian and global capital market;
- b. Company's results of operations and financial performance;
- c. Performance of Company's competitors,
- d. Adverse media reports on Company or pertaining to the Industry in which we operate;
- e. Changes in our estimates of performance or recommendations by financial analysts;
- f. Significant developments in India's economic and fiscal policies; and
- g. Significant developments in India's environmental regulations.

Current valuations may not be sustainable in the future and may also not be reflective of future valuations for our industry and our Company. There has been no public market for the Equity Shares and the prices of the Equity Shares may fluctuate after this Issue. There can be no assurance that an active trading market for the Equity Shares will develop or be sustained after this Issue or that the price at which the Equity Shares are initially traded will correspond to the price at which the Equity Shares will trade in the market subsequent to this Issue.

***45. The Issue price of our Equity Shares may not be indicative of the market price of our Equity Shares after the Issue and the market price of our Equity Shares may decline below the issue price and you may not be able to sell your Equity Shares at or above the Issue Price.***

The Issue Price of our Equity Shares will be determined by Fix price method. This price is be based on numerous factors (For further information, please refer chapter titled "Basis for Issue Price" beginning on page 92 of this Draft Prospectus) and may not be indicative of the market price of our Equity Shares after the Issue. The market price of our Equity Shares could be subject to significant fluctuations after the Issue, and may decline below the Issue Price. We cannot assure you that you will be able to sell your Equity Shares at or above the Issue Price. Among the factors that could affect our share price include without limitation. The following:

- Half yearly variations in the rate of growth of our financial indicators, such as earnings per share, net income and revenues;
- Changes in revenue or earnings estimates or publication of research reports by analysts;
- Speculation in the press or investment community;
- General market conditions; and
- Domestic and international economic, legal and regulatory factors unrelated to our performance.

***46. Sale of Equity Shares by our Promoters or other significant shareholder(s) may adversely affect the trading price of the Equity Shares.***

Any instance of disinvestments of equity shares by our Promoters or by other significant shareholder(s) may significantly affect the trading price of our Equity Shares. Further, our market price may also be adversely affected even if there is a perception or belief that such sales of Equity Shares might occur.

## **EXTERNAL RISK FACTORS**

### **Industry Risks:**

***47. Changes in government regulations or their implementation could disrupt our operations and adversely affect our business and results of operations.***

Our business and industry is regulated by different laws, rules and regulations framed by the Central and State Government. These regulations can be amended/ changed on a short notice at the discretion of the Government. If we fail to comply with all applicable regulations or if the regulations governing our business or their implementation change adversely, we may incur increased costs or be subject to penalties, which could disrupt our operations and adversely affect our business and results of operations.

### **Other Risks**

***48. The Companies Act, 2013 has effected significant changes to the existing Indian company law framework, which may subject us to higher compliance requirements and increase our compliance costs.***

A majority of the provisions and rules under the Companies Act, 2013 have recently been notified and have come into effect from the date of their respective notification, resulting in the corresponding provisions of the Companies Act, 1956 ceasing to have effect. The Companies Act, 2013 has brought into effect significant changes to the Indian company law framework, such as in the provisions related to issue of capital, disclosures in prospectus, corporate governance norms, audit matters, related party transactions, introduction of a provision allowing the initiation of class action suits in India against companies by shareholders or depositors, a restriction on investment by an Indian company through more than two layers of subsidiary investment companies (subject to certain permitted exceptions), prohibitions on loans to directors and insider trading and restrictions on directors and key managerial personnel from engaging in forward dealing. To ensure compliance with the requirements of the Companies Act, 2013, we may need to allocate additional resources, which may increase our regulatory compliance costs and divert management attention.

The Companies Act, 2013 introduced certain additional requirements which do not have corresponding equivalents under the Companies Act, 1956. Accordingly, we may face challenges in interpreting and complying with such provisions due to limited jurisprudence on them. In the event, our interpretation of such provisions of the Companies Act, 2013 differs from, or contradicts with, any judicial pronouncements or clarifications issued by the Government in the future, we may face regulatory actions or we may be required to undertake remedial steps. We may face difficulties in complying with any such overlapping requirements. Further, we cannot currently determine the impact of provisions of the

Companies Act, 2013 which are yet to come in force. Any increase in our compliance requirements or in our compliance costs may have an adverse effect on our business and results of operations.

**49. *You may be subject to Indian taxes arising out of capital gains on the sale of the Equity Shares.***

Under the Income-tax Act, 1961, capital gains arising from the sale of equity shares in an Indian company are generally taxable in India except any gain realised on the sale of shares on a stock exchange held for more than 12 months will not be subject to capital gains tax in India if the STT has been paid on the transaction. The STT will be levied on and collected by an Indian stock exchange on which equity shares are sold. Any gain realised on the sale of shares held for more than 12 months to an Indian resident, which are sold other than on a recognised stock exchange and as a result of which no STT has been paid, will be subject to long term capital gains tax in India. Further, any gain realised on the sale of shares on a stock exchange held for a period of 12 months or less will be subject to short term capital gains tax. Further, any gain realised on the sale of listed equity shares held for a period of 12 months or less which are sold other than on a recognised stock exchange and on which no STT has been paid, will be subject to short term capital gains tax at a relatively higher rate as compared to the transaction where STT has been paid in India. By way of the Finance Bill, 2017, the Government of India has proposed to introduce certain anti-abuse measures, pursuant to which, the aforesaid exemption from payment of capital gains tax for income arising on transfer of equity shares shall only be available if STT was paid at the time of acquisition of the equity shares. While the said provision has not been notified as on date, it is expected to take effect from April 1, 2018 and will, accordingly, apply in relation to the assessment year 2018-19 and subsequent assessment years. Capital gains arising from the sale of shares will be exempt from taxation in India in cases where an exemption is provided under a tax treaty between India and the country of which the seller is a resident. Generally, Indian tax treaties do not limit India's ability to impose tax on capital gains. As a result, residents of other countries may be liable for tax in India as well as in their own jurisdictions on gains arising from a sale of the shares subject to relief available under the applicable tax treaty or under the laws of their own jurisdiction.

**50. *Significant differences exist between Indian GAAP and other accounting principles, such as U.S. GAAP and IFRS, which may be material to the financial statements prepared and presented in accordance with SEBI ICDR Regulations contained in this Draft Prospectus.***

As stated in the reports of the Auditor included in this Draft Prospectus under chapter "Financial Statements as restated" beginning on page 162 the financial statements included in this Draft Prospectus are based on financial information that is based on the audited financial statements that are prepared and presented in conformity with Indian GAAP and restated in accordance with the SEBI ICDR Regulations, and no attempt has been made to reconcile any of the information given in this Draft Prospectus to any other principles or to base it on any other standards. Indian GAAP differs from accounting principles and auditing standards with which prospective investors may be familiar in other countries, such as U.S. GAAP and IFRS. Significant differences exist between Indian GAAP and U.S. GAAP and IFRS, which may be material to the financial information prepared and presented in accordance with Indian GAAP contained in this Draft Prospectus. Accordingly, the degree to which the financial information included in this Draft Prospectus will provide meaningful information is dependent on familiarity with Indian GAAP, the Companies Act and the SEBI ICDR Regulations. Any reliance by persons not familiar with Indian GAAP on the financial disclosures presented in this Draft Prospectus should accordingly be limited.

**51. *Changing laws, rules and regulations and legal uncertainties, including adverse application of tax laws, may adversely affect our business and financial performance.***

Our business and financial performance could be adversely affected by unfavorable changes in or interpretations of existing, or the promulgation of new laws, rules and regulations applicable to us and our business. Please refer to "Key Regulations and Policies" on page 124 for details of the laws currently applicable to us. There can be no assurance that the Government of India may not implement new regulations and policies which will require us to obtain approvals and licenses from the Government of India and other regulatory bodies or impose onerous requirements and conditions on our operations. Any

such changes and the related uncertainties with respect to the applicability, interpretation and implementation of any amendment to, or change to governing laws, regulation or policy in the jurisdictions in which we operate may have a material adverse effect on our business, financial condition and results of operations. In addition, we may have to incur expenditures to comply with the requirements of any new regulations, which may also materially harm our results of operations. Any unfavorable changes to the laws and regulations applicable to us could also subject us to additional liabilities.

GST has been implemented with effect from July 1, 2017 and has replaced the indirect taxes on goods and services such as central excise duty, service tax, central sales tax, state VAT and surcharge currently being collected by the central and state governments. The GST is expected to increase tax incidence and administrative compliance. Given the limited availability of information in the public domain concerning the GST, we are unable to provide any assurance as to the tax regime following implementation of the GST. The implementation of this new structure may be affected by any disagreement between certain state Governments, which could create uncertainty. Any future amendments may affect our overall tax efficiency, and may result in significant additional taxes becoming payable.

Further, the general anti avoidance rules (“GAAR”) provisions have been made effective from assessment year 2018-19 onwards, i.e.; financial Year 2017-18 onwards and the same may get triggered once transactions are undertaken to avoid tax. The consequences of the GAAR provisions being applied to an arrangement could result in denial of tax benefit amongst other consequences. In the absence of any precedents on the subject, the application of these provisions is uncertain.

The application of various Indian tax laws, rules and regulations to our business, currently or in the future, is subject to interpretation by the applicable taxation authorities. If such tax laws, rules and regulations are amended, new adverse laws, rules or regulations are adopted or current laws are interpreted adversely to our interests, the results could increase our tax payments (prospectively or retrospectively) and/or subject us to penalties. Further, changes in capital gains tax or tax on capital market transactions or sale of shares could affect investor returns. As a result, any such changes or interpretations could have an adverse effect on our business and financial performance.

Further, on November 8, 2016 the Department of Economic Affairs, Ministry of Finance, Government of India through a notification declared that bank notes of denominations of the series of the value of five hundred rupees and one thousand rupees shall cease to be legal tender. This new regulation could result in reduction of liquidity in the economy and may have an impact on various sectors, which may include sectors such as home and personal care products. As a result, such changes or interpretations could have an adverse effect on our business and our financial results. Political instability or a change in economic liberalization and deregulation policies could seriously harm business and economic conditions in India generally and our business in particular.

The Government of India has traditionally exercised and continues to exercise 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. The rate of economic liberalization could change, and specific laws and policies affecting the information technology sector, foreign investment and other matters affecting investment in our securities could change as well. Any significant change in such liberalization and deregulation policies could adversely affect business and economic conditions in India, generally, and our business, prospects, financial condition and results of operations, in particular.

***52. Political instability or a change in economic liberalization and deregulation policies could seriously harm business and economic conditions in India generally and our business in particular.***

The Government of India has traditionally exercised and continues to exercise 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. The rate of economic liberalization could

change, and specific laws and policies affecting the information technology sector, foreign investment and other matters affecting investment in our securities could change as well. Any significant change in such liberalization and deregulation policies could adversely affect business and economic conditions in India, generally, and our business, prospects, financial condition and results of operations, in particular.

**53. *We cannot guarantee the accuracy or completeness of facts and other statistics with respect to India, the Indian economy and food processing industry contained in the Draft Prospectus.***

While facts and other statistics in the Draft Prospectus relating to India, the Indian economy and the food processing industry has been based on various government publications and reports from government agencies that we believe are reliable, we cannot guarantee the quality or reliability of such materials. While we have taken reasonable care in the reproduction of such information, industry facts and other statistics have not been prepared or independently verified by us or any of our respective affiliates or advisors and, therefore we make no representation as to their accuracy or completeness. These facts and other statistics include the facts and statistics included in the chapter titled ‘*Our Industry*’ beginning on page 98 of this Draft Prospectus. Due to possibly flawed or ineffective data collection methods or discrepancies between published information and market practice and other problems, the statistics herein may be inaccurate or may not be comparable to statistics produced elsewhere and should not be unduly relied upon. Further, there is no assurance that they are stated or compiled on the same basis or with the same degree of accuracy, as the case may be, elsewhere.

**54. *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, fluctuations in commodities markets, consumer debt levels, unemployment trends 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, which may negatively affect our stock prices.

**55. *Foreign investors are subject to foreign investment restrictions under Indian law that limits our ability to attract foreign investors, which may adversely impact the market price of the Equity Shares.***

Under the foreign exchange regulations currently in force in India, transfer of shares between non-residents and residents are freely permitted (subject to certain exceptions) if they comply with the pricing guidelines and reporting requirements specified by the RBI. If the transfer of shares, which are sought to be transferred, is not in compliance with such pricing guidelines or reporting requirements or fall under any of the exceptions referred to above, then the prior approval of the RBI will be required. Additionally, shareholders who seek to convert the Rupee proceeds from a sale of shares in India into foreign currency and repatriate that foreign currency from India will require a no objection/ tax clearance certificate from the income tax authority. There can be no assurance that any approval required from the RBI or any other government agency can be obtained on any particular terms or at all.

**56. *The extent and reliability of Indian infrastructure could adversely affect our Company’s results of operations and financial condition.***

India’s physical infrastructure is in developing phase compared to that of many developed nations. Any congestion or disruption in its port, rail and road networks, electricity grid, communication systems or any other public facility could disrupt our Company’s normal business activity. Any deterioration of India’s physical infrastructure would harm the national economy, disrupt the transportation of goods and supplies, and add costs to doing business in India. These problems could interrupt our Company’s business operations, which could have an adverse effect on its results of operations and financial condition.

***57. Any downgrading of India's sovereign rating by an independent agency may harm our ability to raise financing.***

Any adverse revisions to India's credit ratings for domestic and international debt by international rating agencies may adversely impact our ability to raise additional financing, and the interest rates and other commercial terms at which such additional financing may be available. This could have an adverse effect on our business and future financial performance, our ability to obtain financing for capital expenditures and the trading price of our Equity Shares.

***58. Natural calamities could have a negative impact on the Indian economy and cause our Company's business to suffer.***

India has experienced natural calamities such as earthquakes, tsunamis, floods etc. in recent years. The extent and severity of these natural disasters determine their impact on the Indian economy. Prolonged spells of abnormal rainfall or other natural calamities could have a negative impact on the Indian economy, which could adversely affect our business, prospects, financial condition and results of operations as well as the price of the Equity Shares.

***59. Terrorist attacks, civil unrests and other acts of violence or war involving India or other countries could adversely affect the financial markets, our business, financial condition and the price of our Equity Shares.***

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. Incidents such as the terrorist attacks, other incidents such as those in US, Indonesia, Madrid and London, and other acts of violence may adversely affect the Indian stock markets where our Equity Shares will trade as well the global equity markets generally. Such acts could negatively impact business sentiment as well as trade between countries, which could adversely affect our Company's business and profitability. Additionally, such events could have a material adverse effect on the market for securities of Indian companies, including the Equity Shares.

**PROMINENT NOTES**

1. Initial public issue of 18,00,000 equity shares of face value of rs. 10/- each ("equity shares") of soni Soya Products Limited (the "company" or the "issuer") for cash at a price of Rs. [●] /- per equity share, including a share premium of Rs. [●] /- per equity share (the "issue price"), aggregating rs. [●] lakhs ("the issue"), of which 96,000 equity shares of face value of rs. 10/- each for cash at a price of rs. [●]/- per equity share, aggregating Rs. [●] lakhs will be reserved for subscription by the market maker to the issue (the "market maker reservation portion"). And 1,98,000 equity shares of Rs 10/- each for cash at price of Rs. [●]/- per equity share aggregating rs [●] lakhs will be reserved for subscription by eligible employees (the "employees reservation portion") the issue less market maker reservation portion and employees reservation portion i.e. Issue of 15,06,000 equity shares of face value of Rs. 10 each for cash at a price of Rs. [●]/- per equity share, aggregating rs. [●]lakhs is hereinafter referred to as the "net issue". The issue and the net issue will constitute 34.92 % and 29.21 % respectively of the fully diluted post issue paid up equity share capital of our company.
2. Investors may contact the Lead Manager or the Company Secretary & Compliance Officer for any complaint/clarification/information pertaining to the Issue. For contact details of the Lead Manager and the Company Secretary & Compliance Officer, please refer to chapter titled "*General Information*" beginning on page 60 of this Draft Prospectus.
3. The pre-issue net worth of our Company was Rs 335.23 lakhs as of June 30, 2017 and Rs 303.41 lakhs as on March 31, 2017. The book value of Equity Share was Rs 229.37 as of June 30, 2017 and Rs. 207.60 as of March 31, 2017 as per the restated financial statements of our Company. For more information, please refer to section titled "Financial Statements" beginning on page 162 of this Draft Prospectus.

4. The average cost of acquisition per Equity Share by our Promoters is set forth in the table below:

| Name of the Promoter | No. of Shares held | Average cost of Acquisition (in Rs.) |
|----------------------|--------------------|--------------------------------------|
| Dilip Kumar Soni     | 15,83,880          | 10.34                                |
| Javed Ali            | 831488             | 10.13                                |

For further details relating to the allotment of Equity Shares to our Promoters, please refer to the chapter titled “*Capital Structure*” beginning on page 70 of this Draft Prospectus.

5. For details on related party transactions and loans and advances made to any company in which Directors are interested, please refer “*Related Party Transaction*” under chapter titled “*Financial Statements as restated*” beginning on page 162 of this Draft Prospectus.
6. Investors may note that in case of over-subscription in the Issue, allotment to Retail applicants and other applicants shall be on a proportionate basis. For more information, please refer to the chapter titled “*Issue Structure*” beginning on page 209 of this Draft Prospectus.
7. Except as disclosed in the chapter titled “*Capital Structure*”, “*Our Promoter and Promoter Group*”, “*Our Management*” and “*Related Party Transaction*” beginning on pages 70, 153, 141 and 160 respectively, of this Draft Prospectus, none of our Promoters, Directors or Key Management Personnel has any interest in our Company.
8. Except as disclosed in the chapter titled “*Capital Structure*” beginning on page 70 of this Draft Prospectus, we have not issued any Equity Shares for consideration other than cash.
9. Trading in Equity Shares of our Company for all investors shall be in dematerialized form only.
10. Investors are advised to refer to the chapter titled “*Basis for Issue Price*” beginning on page 92 of the Draft Prospectus.
11. There are no financing arrangements whereby the Promoter Group, the Directors of our Company and their relatives have financed the purchase by any other person of securities of our Company during the period of six months immediately preceding the date of filing of the Draft Prospectus with the Stock exchange.
12. Our Company was originally incorporated as “Soni Soya Products Private Limited” at Indore, as a Private Limited Company under the provision of Companies Act, 2013 vide Certificate of Incorporation dated September 17, 2014 bearing Corporate Identification Number U51225MP2014PTC033203 issued by the Assistant Registrar of Companies, Madhya Pradesh. Subsequently our Company was converted into a public limited company pursuant to special resolution passed by the members in Annual General Meeting held on August 02, 2017 and the name of our Company was changed to Soni Soya Products Limited vide a Fresh Certificate of Incorporation dated August 14, 2017, issued by the Registrar of Companies, Gwalior, Madhya Pradesh. The Corporate Identification number of our Company is U51225MP2014PLC033203.
13. Except as stated in the chapter titled “*Risk Factors*” beginning on page 19, chapter titled “*Our Group Companies*” beginning on page 157 and chapter titled “*Related Party Transactions*” beginning on page 160 of this Draft Prospectus, our Group Companies have no business interest or other interest in our Company.



## SECTION III- INTRODUCTION

### SUMMARY OF OUR INDUSTRY

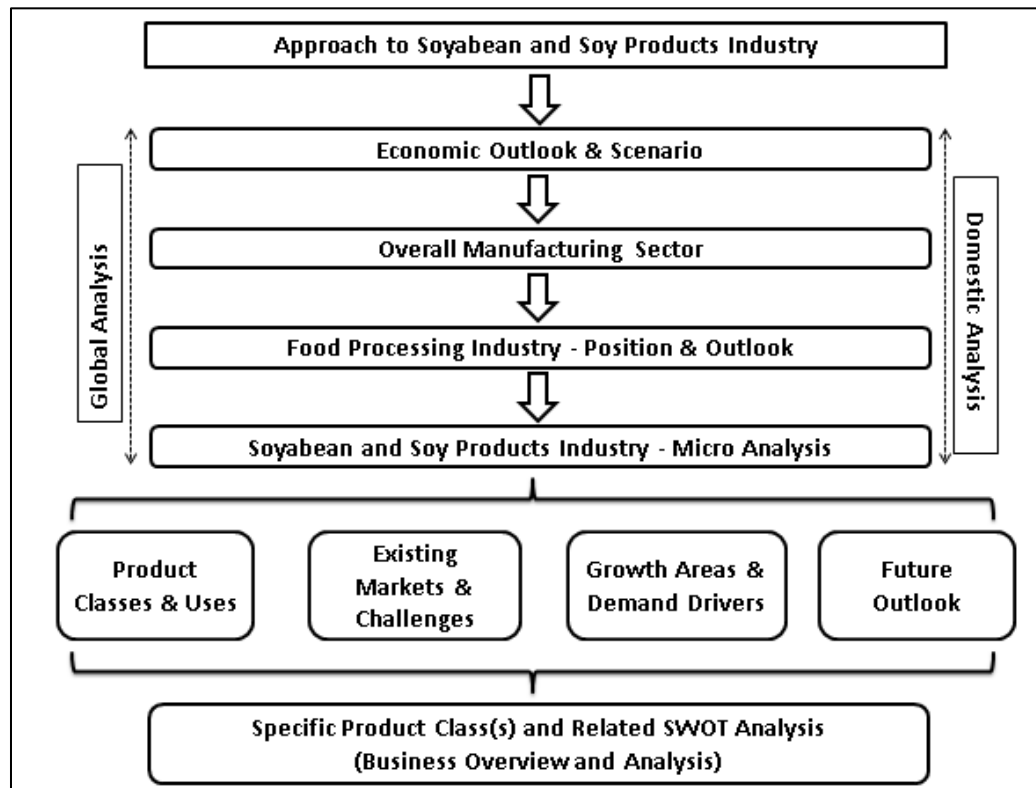
*The information in this section includes extracts from publicly available information, data and statistics and has been derived from various government publications and industry sources. Neither we nor any other person connected with the Issue have verified this information. The data may have been re-classified by us for the purposes of presentation. Industry sources and publications generally state that the information contained therein has been obtained from sources generally believed to be reliable, but that their accuracy, completeness and underlying assumptions are not guaranteed and their reliability cannot be assured and, accordingly, investment decisions should not be based on such information. You should read the entire Draft Prospectus, including the information contained in the sections titled “Risk Factors” and “Financial Statements” and related notes beginning on page 19 and 162 respectively of this Draft Prospectus before deciding to invest in our Equity Shares.*

#### APPROACH TO INDUSTRY ANALYSIS.

Analysis of Food Processing Industry needs to be approached at both macro and micro levels, whether for domestic or global markets. “Food Processing Industry” forms part of Manufacturing Sector at a macro level. Hence, broad picture of “Manufacturing Sector” should be at preface while analysing the “Food Processing Industry”

Manufacturing sector comprises various industries, which in turn, have numerous sub-classes or products. One such major industry in the overall manufacturing sector is “Food Processing Industry”, which in turn encompasses various components one of them being “Soyabean and Soy Products Industry”.

Thus, Manufacturing of Soyabean and Soy Products Industry should be analysed in the light of “Food Processing Industry” at large. An appropriate view on Food Processing Industry then, calls for the overall economy outlook, performance and expectations of Manufacturing Sector, position and Micro analysis of Manufacturing of Soyabean and Soy Products segment.



*This Approach Note is developed by Pantomath Capital Advisors (P) Ltd (“Pantomath”) and any unauthorized reference or use of this Note, whether in the context of Food Processing Industry and / or any other industry, may entail legal consequences.*

## **GLOBAL ECONOMIC ENVIRONMENT**

### **INTRODUCTION**

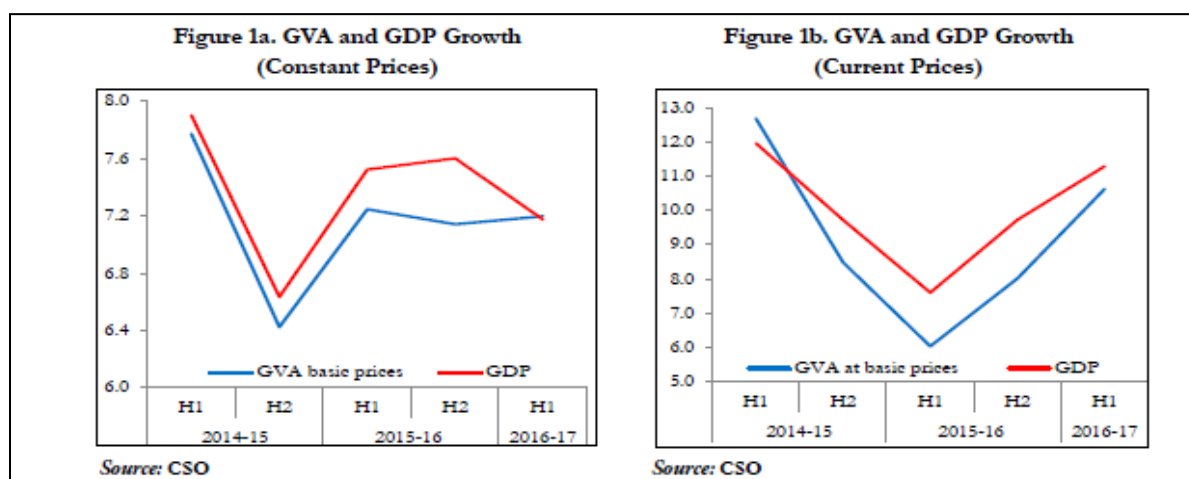
For India, three external developments are of significant consequence. In the short run, the change in the outlook for global interest rates as a result of the US elections and the implied change in expectations of US fiscal and monetary policy will impact on India’s capital flows and exchange rates. Markets are factoring in a regime change in advanced countries, especially US macroeconomic policy, with high expectations of fiscal stimulus and unwavering exit from unconventional monetary policies. The end of the 20-year bond rally and end to the corset of deflation and deflationary expectations are within sight. Second, the medium-term political outlook for globalisation and in particular for the world’s “political carrying capacity for globalisation” may have changed in the wake of recent developments. In the short run a strong dollar and declining competitiveness might exacerbate the lure of protectionist policies. These follow on on-going trends—documented widely—about stagnant or declining trade at the global level. This changed outlook will affect India’s export and growth prospects

Third, developments in the US, especially the rise of the dollar, will have implications for China’s currency and currency policy. If China is able to successfully re-balance its economy, the spill over effects on India and the rest of the world will be positive. On the other hand, further declines in the yuan, even if dollar-induced, could interact with underlying vulnerabilities to create disruptions in China that could have negative spill overs for India. For China, there are at least two difficult balancing acts with respect to the currency. Domestically, a declining currency (and credit expansion) props up the economy in the short run but delay rebalancing while also adding to the medium term challenges. Internationally, allowing the currency to weaken in response to capital flight risks creating trade frictions but imposing capital controls discourages FDI and undermines China’s ambitions to establish the Yuan as a reserve currency. China with its underlying vulnerabilities remains the country to watch for its potential to unsettle the global economy.

(Source: Economic Survey 2016-17 [www.indiabudget.nic.in](http://www.indiabudget.nic.in))

## **REVIEW OF MAJOR DEVELOPMENTS IN INDIAN ECONOMY**

The Indian economy has continued to consolidate the gains achieved in restoring macroeconomic stability. Real GDP growth in the first half of the year was 7.2 percent, on the weaker side of the 7.0-7.75 per cent projection in the Economic Survey 2015-16 and somewhat lower than the 7.6 percent rate recorded in the second half of 2015-16 (Figure 1a). The main problem was fixed investment, which declined sharply as stressed balance sheets in the corporate sector continued to take a toll on firms’ spending plans. On the positive side, the economy was buoyed by government consumption, as the 7th Pay Commission salary recommendations were implemented, and by the long-awaited start of an export recovery as demand in advanced countries began to accelerate. Nominal GDP growth recovered to respectable levels, reversing the sharp and worrisome dip that had occurred in the first half of 2015-16 (Figure 1b).



The major highlights of the sectoral growth outcome of the first half of 2016-17 were: (i) moderation in industrial and nongovernment service sectors; (ii) the modest pick-up in agricultural growth on the back of improved monsoon; and (iii) strong growth in public administration and defence services— dampeners on and catalysts to growth almost balancing each other and producing a real Gross Value Addition (GVA) growth (7.2 percent), quite similar to the one (7.1 per cent) in H2 2015-16 (Figure 1b).

Inflation this year has been characterized by two distinctive features. The Consumer Price Index (CPI)-New Series inflation, which averaged 4.9 per cent during April-December 2016, has displayed a downward trend since July when it became apparent that kharif agricultural production in general, and pulses in particular would be bountiful. The decline in pulses prices has contributed substantially to the decline in CPI inflation which reached 3.4 percent at end-December. The second distinctive feature has been the reversal of WPI inflation, from a trough of (-)5.1 percent in August 2015 to 3.4 percent at end-December 2016, on the back of rising international oil prices. The wedge between CPI and WPI inflation, which had serious implications for the measurement of GDP discussed in MYEA (Box 3, Chapter 1, MYEA 2015-16), has narrowed considerably. Core inflation has, however, been more stable, hovering around 4.5 percent to 5 percent for the year so far. The outlook for the year as a whole is for CPI inflation to be below the RBI's target of 5 percent, a trend likely to be assisted by demonetisation.

### **External Sector**

Similarly, the external position appears robust having successfully weathered the sizeable redemption of Foreign Currency Non-Resident (FCNR) deposits in late 2016, and the volatility associated with the US election and demonetisation. The current account deficit has declined to reach about 0.3 percent of GDP in the first half of FY2017. Foreign exchange reserves are at comfortable levels, having risen from around US\$350 billion at end-January 2016 to US\$ 360 billion at end-December 2016 and are well above standard norms for reserve adequacy. In part, surging net FDI inflows, which grew from 1.7 percent of GDP in FY2016 to 3.2 percent of GDP in the second quarter of FY2017, helped the balance-of-payments

The trade deficit declined by 23.5 per cent in April-December 2016 over corresponding period of previous year. During the first half of the fiscal year, the main factor was the contraction in imports, which was far steeper than the fall in exports. But during October- December, both exports and imports started a long-awaited recovery, growing at an average rate of more than 5 per cent. The improvement in exports appears to be linked to improvements in the world economy, led by better growth in the US and Germany. On the import side, the advantage on account of benign international oil prices has receded and is likely to exercise upward pressure on the import bill in the short to medium term. Meanwhile, the net services surplus declined in the first half, as software service exports slowed and financial service exports declined. Net private remittances declined by \$4.5 bn in the first half of 2016-17 compared to the same period of 2015-16, weighed down by the lagged effects of the oil price decline, which affected inflows from the Gulf region.

## **Fiscal Position**

Trends in the fiscal sector in the first half have been unexceptional and the central government is committed to achieving its fiscal deficit target of 3.5 percent of GDP this year. Excise duties and services taxes have benefitted from the additional revenue measures introduced last year. The most notable feature has been the over-performance (even relative to budget estimates) of excise duties in turn based on buoyant petroleum consumption: real consumption of petroleum products (petrol) increased by 11.2 percent during April-December 2016 compared to same period in the previous year. Indirect taxes, especially petroleum excises, have held up even after demonetisation in part due to the exemption of petroleum products from its scope. More broadly, tax collections have held up to a greater extent than expected possibly because of payment of dues in demonetised notes was permitted. Non-tax revenues have been challenged owing to shortfall in spectrum and disinvestment receipts but also to forecast optimism; the stress in public sector enterprises has also reduced dividend payments.

State government finances are under stress. The consolidated deficit of the states has increased steadily in recent years, rising from 2.5 percent of GDP in 2014-15 to 3.6 percent of GDP in 2015-16, in part because of the UDAY scheme. The budgeted numbers suggest there will be an improvement this year. However, markets are anticipating some slippage, on account of the expected growth slowdown, reduced revenues from stamp duties, and implementation of their own Pay Commissions. For these reasons, the spread on state bonds over government securities jumped to 75 basis points in the January 2017 auction from 45 basis points in October 2016. For the general government as a whole, there is an improvement in the fiscal deficit with and without UDAY scheme.

(Source: Economic Survey 2016-17 [www.indiabudget.nic.in](http://www.indiabudget.nic.in))

## **OUTLOOK FOR 2016-17**

This year's outlook must be evaluated in the wake of the November 8 action to demonetize the high denomination notes. But it is first important to understand the analytics of the demonetisation shock in the short run. Demonetisation affects the economy through three different channels. It is potentially: 1) an aggregate demand shock because it reduces the supply of money and affects private wealth, especially of those holding unaccounted money; 2) an aggregate supply shock to the extent that economic activity relies on cash as an input (for example, agricultural production might be affected since sowing requires the use of labour traditionally paid in cash); and 3) an uncertainty shock because economic agents face imponderables related to the magnitude and duration of the cash shortage and the policy responses (perhaps causing consumers to defer or reduce discretionary consumption and firms to scale back investments).

Demonetisation is also very unusual in its monetary consequences. It has reduced sharply, the supply of one type of money—cash—while increasing almost to the same extent another type of money—demand deposits. This is because the demonetized cash was required to be deposited in the banking system. In the third quarter of FY2017 (when demonetisation was introduced), cash declined by 9.4 percent, demand deposits increased by 43 percent, and growth in the sum of the two by 11.3 percent.

The price counterparts of this unusual aspect of demonetisation are the surge in the price of cash (inferred largely through queues and restrictions), on the one hand; and the decline in interest rates on the lending rate (based on the marginal cost of funds) by 90 basis points since November 9; on deposits (by about 25 basis points); and on g-secs on the other (by about 32 basis points).

There is yet another dimension of demonetisation that must be kept in mind. By definition, all these quantity and price impacts will self-correct by amounts that will depend on the pace at which the economy is remonetized and policy restrictions eased. As this occurs, consumers will run down their bank deposits and increase their cash holdings. Of course, it is possible, even likely that the self-correction will not be complete because in the new equilibrium, aggregate cash holdings (as a share of banking deposits and GDP) are likely to be lower than before.

Anecdotal and other survey data abound on the impact of demonetisation. But we are interested in a macro-assessment and hence focus on five broad indicators: Agricultural (Rabi) sowing; Indirect tax revenue, as a broad gauge of production and sales; Auto sales, as a measure of discretionary consumer spending and two-wheelers, as the best indicator of both rural and less affluent demand; Real credit growth; and Real estate prices. Contrary to early fears, as of January 15, 2017 aggregate sowing of the two major rabi crops—wheat and pulses (gram)—exceeded last year’s planting by 7.1 percent and 10.7 percent, respectively. Favourable weather and moisture conditions presage an increase in production. To what extent these favourable factors will be attenuated will depend on whether farmers’ access to inputs—fertilizer, credit, and labour—was affected by the cash shortage.

To estimate a demonetisation effect, one needs to start with the counterfactual. Our best estimate of growth in the absence of demonetisation is 11¼ percent in nominal terms (slightly higher than last year’s Survey forecast because of the faster rebound in WPI inflation, but lower than the CSO’s advance estimate of 11.9 percent) and 7 percent in real terms (in line with both projections).

Finally, demonetisation will afford an interesting natural experiment on the substitutability between cash and other forms of money. Demonetisation has driven a sharp and dramatic wedge in the supply of these two: if cash and other forms are substitutable, the impact will be relatively muted; if, on the other hand, cash is not substitutable the impact will be greater.

(Source: Economic Survey 2016-17 [www.indiabudget.nic.in](http://www.indiabudget.nic.in))

## **OUTLOOK FOR 2017-18**

Turning to the outlook for 2017-18, we need to examine each of the components of aggregate demand: exports, consumption, private investment and government.

As discussed earlier, India’s exports appear to be recovering, based on an uptick in global economic activity. This is expected to continue in the aftermath of the US elections and expectations of a fiscal stimulus. The IMF’s January update of its World Economic Outlook forecast is projecting an increase in global growth from 3.1 percent in 2016 to 3.4 percent in 2017, with a corresponding increase in growth for advanced economies from 1.6 percent to 1.9 percent. Given the high elasticity of Indian real export growth to global GDP, exports could contribute to higher growth next year, by as much as 1 percentage point.

The outlook for private consumption is less clear. International oil prices are expected to be about 10-15 percent higher in 2017 compared to 2016, which would create a drag of about 0.5 percentage points. On the other hand, consumption is expected to receive a boost from two sources: catch-up after the demonetisation-induced reduction in the last two quarters of 2016-17; and cheaper borrowing costs, which are likely to be lower in 2017 than 2016 by as much as 75 to 100 basis points. As a result, spending on housing and consumer durables and semi-durables could rise smartly. It is too early to predict prospects for the monsoon in 2017 and hence agricultural production. But the higher is agricultural growth this year, the less likely that there would be an extra boost to GDP growth next year.

Since no clear progress is yet visible in tackling the twin balance sheet problem, private investment is unlikely to recover significantly from the levels of FY2017. Some of this weakness could be offset through higher public investment, but that would depend on the stance of fiscal policy next year, which has to balance the short-term requirements of an economy recovering from demonetisation against the medium-term necessity of adhering to fiscal discipline—and the need to be seen as doing so. Putting these factors together, we expect real GDP growth to be in the 6¾ to 7½ percent range in FY2018. Even under this forecast, India would remain the fastest growing major economy in the world.

There are three main downside risks to the forecast. First, the extent to which the effects of demonetisation could linger into next year, especially if uncertainty remains on the policy response. Currency shortages also affect supplies of certain agricultural products, especially milk (where procurement has been low), sugar (where cane availability and drought in the southern states will restrict

production), and potatoes and onions (where sowings have been low). Vigilance is essential to prevent other agricultural products becoming in 2017-18 what pulses was in 2015-16.

Second, geopolitics could take oil prices up further than forecast. The ability of shale oil production to respond quickly should contain the risks of a sharp increase, but even if prices rose merely to \$60-65/barrel the Indian economy would nonetheless be affected by way of reduced consumption; less room for public investment; and lower corporate margins, further denting private investment. The scope for monetary easing might also narrow, if higher oil prices stoked inflationary pressure.

Third, there are risks from the possible eruption of trade tensions amongst the major countries, triggered by geo-politics or currency movements. This could reduce global growth and trigger capital flight from emerging markets. The one significant upside possibility is a strong rebound in global demand and hence in India's exports. There are some nascent signs of that in the last two quarters. A strong export recovery would have broader spill over effects to investment.

### **Fiscal outlook**

The fiscal outlook for the central government for next year will be marked by three factors. First, the increase in the tax to GDP ratio of about 0.5 percentage points in each of the last two years, owing to the oil windfall will disappear. In fact, excise-related taxes will decline by about 0.1 percentage point of GDP, a swing of about 0.6 percentage points relative to FY2017.

Second, there will be a fiscal windfall both from the high denomination notes that are not returned to the RBI and from higher tax collections as a result of increased disclosure under the Pradhan Mantra Garib Kalyan Yojana (PMGKY). Both of these are likely to be one-off in nature, and in both cases the magnitudes are uncertain.

A third factor will be the implementation of the GST. It appears that the GST will probably be implemented later in the fiscal year. The transition to the GST is so complicated from an administrative and technology perspective that revenue collection will take some time to reach full potential. Combined with the government's commitment to compensating the states for any shortfall in their own GST collections (relative to a baseline of 14 percent increase), the outlook must be cautious with respect to revenue collections. The fiscal gains from implementing the GST and demonetisation, while almost certain to occur, will probably take time to be fully realized. In addition, muted non-tax revenues and allowances granted under the 7th Pay Commission could add to pressures on the deficit.

### **The macroeconomic policy stance for 2017-18**

An economy recovering from demonetisation will need policy support. On the assumption that the equilibrium cash-GDP ratio will be lower than before November 8, the banking system will benefit from a higher level of deposits. Thus, market interest rates—deposits, lending, and yields on g-secs—should be lower in 2017-18 than 2016-17. This will provide a boost to the economy (provided, of course, liquidity is no longer a binding constraint). A corollary is that policy rates can be lower not necessarily to lead and nudge market rates but to validate them. Of course, any sharp uptick in oil prices and those of agricultural products, would limit the scope for monetary easing.

Fiscal policy is another potential source of policy support. This year the arguments may be slightly different from those of last year in two respects. Unlike last year, there is more cyclical weakness on account of demonetisation. Moreover, the government has acquired more credibility because of posting steady and consistent improvements in the fiscal situation for three consecutive years, the central government fiscal deficit declining from 4.5 percent of GDP in 2013-14 to 4.1 percent, 3.9 percent, and 3.5 percent in the following three years. But fiscal policy needs to balance the cyclical imperatives with medium term issues relating to prudence and credibility.

One key question will be the use of the fiscal windfall (comprising the unreturned cash and additional receipts under the PMGKY) which is still uncertain. Since the windfall to the public sector is both one off and a wealth gain not an income gain, it should be deployed to strengthening the government's balance



sheet rather than being used for government consumption, especially in the form of programs that create permanent entitlements. In this light, the best use of the windfall would be to create a public sector asset reconstruction company so that the twin balance sheet problem can be addressed, facilitating credit and investment revival; or toward the compensation fund for the GST that would allow the rates to be lowered and simplified; or toward debt reduction. The windfall should not influence decisions about the conduct of fiscal policy going forward.

Perhaps the most important reforms to boost growth will be structural. In addition to those spelt out in Section 1—strategic disinvestment, tax reform, subsidy rationalization—it is imperative to address directly the twin balance sheet problem. The problem is large, persistent and difficult, will not correct itself even if growth picks up and interest rates decline, and current attempts have proved grossly inadequate. It may be time to consider something like a public sector asset reconstruction company.

Another area of reform relates to labour. Given the difficulty of reforming labor laws per se, the thrust could be to move towards affording greater choice to workers which would foster competition amongst service providers. Choices would relate to: whether they want to make their own contribution to the Employees' Provident Fund Organisation (EPFO); whether the employers' contribution should go to the EPFO or the National Pension Scheme; and whether to contribute to the Employee State Insurance (ESI) or an alternative medical insurance program. At the same time, there could be a gradual move to ensure that at least compliance with the central labour laws is made paperless, presence less, and cashless. One radical idea to consider is the provision of a universal basic income. But another more modest proposal worth embracing is procedural: a standstill on new government programs, a commitment to assess every new program only if it can be shown to demonstrably address the limitations of an existing one that is similar to the proposed one; and a commitment to evaluate and phase down existing programs that are not Serving Their Purpose.

## INDIAN FOOD PROCESSING SECTOR

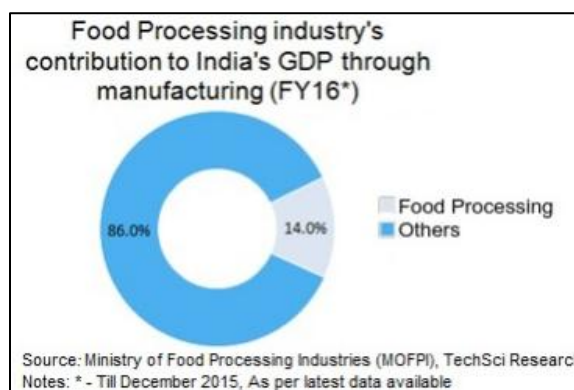
### Introduction

The Indian food industry is poised for huge growth, increasing its contribution to world food trade every year. In India, the food sector has emerged as a high-growth and high-profit sector due to its immense potential for value addition, particularly within the food processing industry.

Accounting for about 32 per cent of the country's total food market, The Government of India has been instrumental in the growth and development of the food processing industry. The government through the Ministry of Food Processing Industries (MoFPI) is making all efforts to encourage investments in the business. It has approved proposals for joint ventures (JV), foreign collaborations, industrial licenses, and 100 per cent export oriented units.

### Food processing and its segments

- The food processing industry is one of the largest industries in India and ranks fifth in terms of production, consumption and exports. As per the latest data available, food processing sector is expected to reach US\$ 258 billion in FY15.
- In FY16\* (till December 2015), food processing industry constituted 14 per cent to India's GDP through manufacturing.



*(Source: Food Processing Sector Growth in India, Indian Brand Equity Foundation [www.ibef.org](http://www.ibef.org) )*

## **Market Size**

The Indian food and grocery market is the world's sixth largest, with retail contributing 70 per cent of the sales. The Indian food processing industry accounts for 32 per cent of the country's total food market, one of the largest industries in India and is ranked fifth in terms of production, consumption, export and expected growth. It contributes around 8.80 and 8.39 per cent of Gross Value Added (GVA) in Manufacturing and Agriculture respectively, 13 per cent of India's exports and six per cent of total industrial investment. The Indian gourmet food market is currently valued at US\$ 1.3 billion and is growing at a Compound Annual Growth Rate (CAGR) of 20 per cent. India's organic food market is expected to increase by three times by 2020#.

The online food ordering business in India is in its nascent stage, but witnessing exponential growth. With online food delivery players like FoodPanda, Zomato, TinyOwl and Swiggy building scale through partnerships, the organised food business has a huge potential and a promising future. The online food delivery industry grew at 150 per cent year-on-year with an estimated Gross Merchandise Value (GMV) of US\$ 300 million in 2016.

## **Investments**

According to the data provided by the Department of Industrial Policies and Promotion (DIPP), the food processing sector in India has received around US\$ 7.54 billion worth of Foreign Direct Investment (FDI) during the period April 2000-March 2017. The Confederation of Indian Industry (CII) estimates that the food processing sectors have the potential to attract as much as US\$ 33 billion of investment over the next 10 years and also to generate employment of nine million person days.

Some of the major investments in this sector in the recent past are:

Global e-commerce giant, Amazon is planning to enter the Indian food retailing sector by investing US\$ 515 million in the next five years, as per Mr Harsimrat Kaur Badal, Minister of Food Processing Industries, Government of India,

- Parle Agro Pvt Ltd is launching Frooti Fizz, a succession of the original Mango Frooti, which will be retailed across 1.2 million outlets in the country as it targets increasing its annual revenue from Rs 2800 crore (US\$ 0.42 billion) to Rs 5000 crore (US\$ 0.75 billion) by 2018.
- US-based food company Cargill Inc, aims to double its branded consumer business in India by 2020, by doubling its retail reach to about 800,000 outlets and increase market share to become national leader in the sunflower oil category which will help the company be among the top three leading brands in India.
- Mad Over Donuts (MoD), outlined plans of expanding its operations in India by opening nine new MOD stores by March 2017.
- Danone SA plans to focus on nutrition business in India, its fastest growing market in South Asia, by launching 10 new products in 2017, and aiming to double its revenue in India by 2020.
- Uber Technologies Inc plans to launch UberEATS, its food delivery service to India, with investments made across multiple cities and regions.

## **Government Initiatives**

Some of the major initiatives taken by the Government of India to improve the food processing sector in India are as follows:

- The Government of India aims to boost growth in the food processing sector by leveraging reforms such as 100 per cent Foreign direct investment (FDI) in marketing of food products and



various incentives at central and state government level along with a strong focus on supply chain infrastructure.

- In Union Budget 2017-18, the Government of India has set up a dairy processing infra fund worth Rs 8,000 crore (US\$ 1.2 billion).
- The Government of India has relaxed foreign direct investment (FDI) norms for the sector, allowing up to 100 per cent FDI in food product e-commerce through automatic route.
- The Food Safety and Standards Authority of India (FSSAI) plans to invest around Rs 482 crore (US\$ 72.3 million) to strengthen the food testing infrastructure in India, by upgrading 59 existing food testing laboratories and setting up 62 new mobile testing labs across the country.
- The Indian Council for Fertilizer and Nutrient Research (ICFNR) will adopt international best practices for research in fertiliser sector, which will enable farmers to get good quality fertilisers at affordable rates and thereby achieve food security for the common man.
- The Ministry of Food Processing Industries announced a scheme for Human Resource Development (HRD) in the food processing sector. The HRD scheme is being implemented through State Governments under the National Mission on Food Processing. The scheme has the following four components:
  - Creation of infrastructure facilities for degree/diploma courses in food processing sector
  - Entrepreneurship Development Programme (EDP)
  - Food Processing Training Centres (FPTC)
  - Training at recognised institutions at State/National level

### **Road Ahead**

Going forward, the adoption of food safety and quality assurance mechanisms such as Total Quality Management (TQM) including ISO 9000, ISO 22000, Hazard Analysis and Critical Control Points (HACCP), Good Manufacturing Practices (GMP) and Good Hygienic Practices (GHP) by the food processing industry offers several benefits. It would enable adherence to stringent quality and hygiene norms and thereby protect consumer health, prepare the industry to face global competition, enhance product acceptance by overseas buyers and keep the industry technologically abreast of international best practices.

Exchange Rate Used: INR 1 = US\$ 0.0155 as of April 17, 2017

(*Source: Food Processing Sector Growth in India, Indian Brand Equity Foundation [www.ibef.org](http://www.ibef.org)*)

## SUMMARY OF OUR BUSINESS

*Some of the information contained in the following discussion, including information with respect to our business plans and strategies, contain forward-looking statements that involve risks and uncertainties. You should read the chapter titled “Forward-Looking Statements” beginning on page 18 of this Draft Prospectus, for a discussion of the risks and uncertainties related to those statements and also the section “Risk Factors” for a discussion of certain factors that may affect our business, financial condition or results of operations. Our actual results may differ materially from those expressed in or implied by these forward-looking statements. Our fiscal year ends on March 31 of each year, so all references to a particular fiscal are to the twelve-month period ended March 31 of that year.*

*The financial information used in this section, unless otherwise stated, is derived from our Financial Information, as restated prepared in accordance with Indian GAAP, Companies Act and SEBI Regulations. The following information is qualified in its entirety by, and should be read together with, the more detailed financial and other information included in this Draft Prospectus, including the information contained in the sections titled “Risk Factors” and “Financial Information” beginning on pages 19 and 162, respectively.*

### OVERVIEW

Incorporated in 2014, our Company Soni Soya Products Limited is engaged in the business of processing and trading of organic and Non- genetically modified organisms (non-GMO) agricultural products such as Soya, Maize( Corn), Wheat, Flax seeds and Mustard, Oil, Rice, Pulses, Herbs, Spices, and other grains.

Our Company is registered with U.S. Food and Drug Administration pursuant to the Federal Food Drug Cosmetic Act, as amended by the Bioterrorism Act of 2002 and the FDA Food Safety Modernization Act. Our Company is also registered with Agricultural and Processed Food Products Export Development Authority to export such scheduled products for which it is registered.

Apart from the above, Our Company is accredited with other various certifications namely, FSSAI( Food Safety and Standards Authority of India), National Programme for Organic Production(NPOP), India and the National Organic Program (NOP) technical standards (USA) and INDOCERT Organic Standard for Non - EU Country Operators.

Our Company is well equipped with in-house testing laboratory to test the products. Our finished products has to undergo a quality check to ensure that they are of relevant quality as per the standards set. Our products are certified by ISO 22000: 2005, certified by UK Certification & Training Limited for food safety management system.

Our customer base is spread across the globe with presence in countries like Canada, Dubai, South Korea, Sri Lanka, United States of America. The majority of our sales are through direct exports which contributed 97.71%, 82.05% and 67.84% respectively to our total sales for the financial year ended March 31, 2015, 2016, and 2017 respectively.

Our Company is promoted by Dilip Kumar Soni and Javed Ali. Our promoters manage and control the major affairs of our business operations. With their dedication and commitment, our Company has shown an increasing trend in our business operations which is evidenced by the growth in our total income from Rs.800.22 lakhs in FY 2014-15 to Rs.2877.14 lakhs in FY 2016-17. The Total income for the period ended June 2017 accounted to Rs. 1971.61 Lakhs. We believe that our market position has been achieved by adherence to the vision of our Promoters and senior management and their experience.

From FY 2014-15 to FY 2016-17, as per our Restated Financial Statements, i) our total revenue has shown growth from Rs. 800.22 lakhs to Rs. 2877.14 lakhs, representing a CAGR of 89.62 % ii) our EBITDA for FY 2014-15, FY 2015-16, FY 2016-17 is 36.47 Lakhs, 16.40 Lakhs & 112.77 Lakhs respectively representing a CAGR of 75.86 %. iii) Our profit after tax FY 2014-15, FY 2015-16, FY 2016-17 is 20.93 Lakhs, 8.02 Lakhs & 50.17 Lakhs respectively representing a CAGR of 54.83 %.

## OUR PRODUCTS



The product portfolio of the Company comprises of :

### Processed goods

- Non-genetically modified organisms (non-GMO) soya meal
- Organic soya oil
- Organic Soya Chunks / Nuggets / Granules
- Organic Full Fat Soya Grits
- Organic Soybean Meal
- Organic Graded Soyabean Seeds
- Organic Cracked Corn

### Traded goods

- Organic soybean seeds and soymeal - Food & Feed Grade  
(Organic soybean protein, organic soy lecithin, organic full fat soy flour/grits, organic defatted soy flour)
- Organic full fat soybean meal (Extruded)
- Organic maize grain (Corn) as well as cracked corn - Food & Feed Grade  
(Organic cracked corn, organic corn grits and organic corn flour)
- Organic wheat - Food Grade  
(Organic wheat husk, organic fortified flour, organic wheat semolina, organic wheat flour (for chapatti, biscuit and bread), organic wheat husk and organic wheat lapsi)

- Flax seeds brown, Organic
- Organic herbs  
(harad, ashwagandha, kapikachhu, gudmar, bahera chilka, red shataveri, awla, sanaya, kalmegh, shataveri, shikakai, ritha, heena (mehndi), salai guggal and tulsi)

The Company derives 90% of the total revenue from organic soya meals which are largely used as animal feed. Organic soyabean and by products are the main products of the company.

The products procured for trading are subject to cleaning and grading before supplying to the customers.

The product range of the company is divided into two divisions:

- Organic Division
  - ✓ Organic Soyabean Seeds (Food & Feed Grade)
  - ✓ Organic Soyameal (Food & Feed Grade)
  - ✓ Organic Maize Grain (Corn ) food & Feed Grade
  - ✓ Ororganic Full Fat Soyabean Meal ( Extruded)
  - ✓ Organic Cracked Corn (Food & Feed Grade)
  - ✓ Flax Seeds Brown, Organic.
- Non GMO Division
  - ✓ Soya TVP
    - Soya Granules, Soya Chunk
  - ✓ Soya Grits
    - Full Fat Soya Grits
    - Defatted Soya Grits Untoasted
  - ✓ Defatted Soya Flakes Toasted (Mesh size: 5-18, 5-10)
  - ✓ Soya Flour
    - Full Fat Soya Flour
    - Defated Soya Flour Toasted
    - Defated Soya Flour UnToasted
  - ✓ Soyabean
    - Seed
    - Oil

Product Wise Sales as on March 31, 2015

| <b>Sale of Trading Items</b> | <b>Amount (In Lakhs)</b> |
|------------------------------|--------------------------|
| Cracked Corn                 | 317.20                   |
| Sabudana                     | 14.44                    |
| Soyabean Seed                | 453.82                   |
| Wheat                        | 3.85                     |
| <b>Total</b>                 | <b>789.30</b>            |

Product Wise Sales as on March 31, 2016

| <b>Sale of Trading Items</b> | <b>Amount (In Lakhs)</b> |
|------------------------------|--------------------------|
| Atta                         | 16.59                    |
| Cracked Corn                 | 449.88                   |
| Machine (In No.)             | 5.67                     |
| Masoor Dal                   | 100.18                   |
| Potato Granunels             | 2.10                     |

|               |                |
|---------------|----------------|
| Sabudana      | 182.99         |
| Sawa          | 44.21          |
| Soya Flour    | 22.37          |
| Soyabean Meal | 140.37         |
| Soyabean Seed | 488.10         |
| <b>Total</b>  | <b>1452.47</b> |

Product wise sales as on March 31, 2017:

| <b>Sale of Trading Items</b>   | <b>Amount (In Lakhs)</b> |
|--------------------------------|--------------------------|
| Atta                           | 10.92                    |
| Cassia tora seed               | 11.53                    |
| Chana dal                      | 198.39                   |
| Cured oil                      | 3.32                     |
| Maize                          | 1.12                     |
| Masoor                         | 90.88                    |
| Masoor dal                     | 7.41                     |
| Sabudana                       | 140.90                   |
| Soya doc                       | 19.54                    |
| Soya grits                     | 196.42                   |
| Soyabean seed                  | 466.20                   |
| Wheat                          | 23.48                    |
| <b>Sale of Processed Items</b> |                          |
| Cured oil                      | 310.88                   |
| Soyabean meal                  | 1227.34                  |
| Soya Doc                       | 15.31                    |
| Soya flour                     | 76.05                    |
| <b>Total</b>                   | <b>2799.70</b>           |

Product wise sales as on June 30, 2017:

| <b>Sale of Trading Items</b>   | <b>Amount (In Lakhs)</b> |
|--------------------------------|--------------------------|
| Atta                           | 2.42                     |
| Cassia tora seed               | 0.08                     |
| De oil Rice Bran               | 0.40                     |
| LDEP processed white granules  | 0.73                     |
| Sabudana                       | 4.21                     |
| Soyabean Meal                  | 5.28                     |
| Soyabean seed                  | 118.95                   |
| <b>Sale of Processed Items</b> |                          |
| Cured oil                      | 67.82                    |
| Soyabean meal                  | 522.45                   |
| <b>Total</b>                   | <b>1910.91</b>           |

## **. OUR COMPETITIVE STRENGTHS**

### **1. Quality assurance**

Our Company believes in qualitative processing and adheres to various qualitative standards. Our products undergo quality check at various levels of production to ensure that any quality defects or

product errors are rectified on real time basis. Our products are certified by ISO 22000: 2005, certified by UK Certification & Training Limited for food safety management system. Our Company is registered with U.S. Food and Drug Administration pursuant and our processing facility and products meets the requirements set by the National Programme for Organic Production, India, the National Organic Program technical standards (USA) and INDOCERT Organic Standard for Non EU Country Operators.

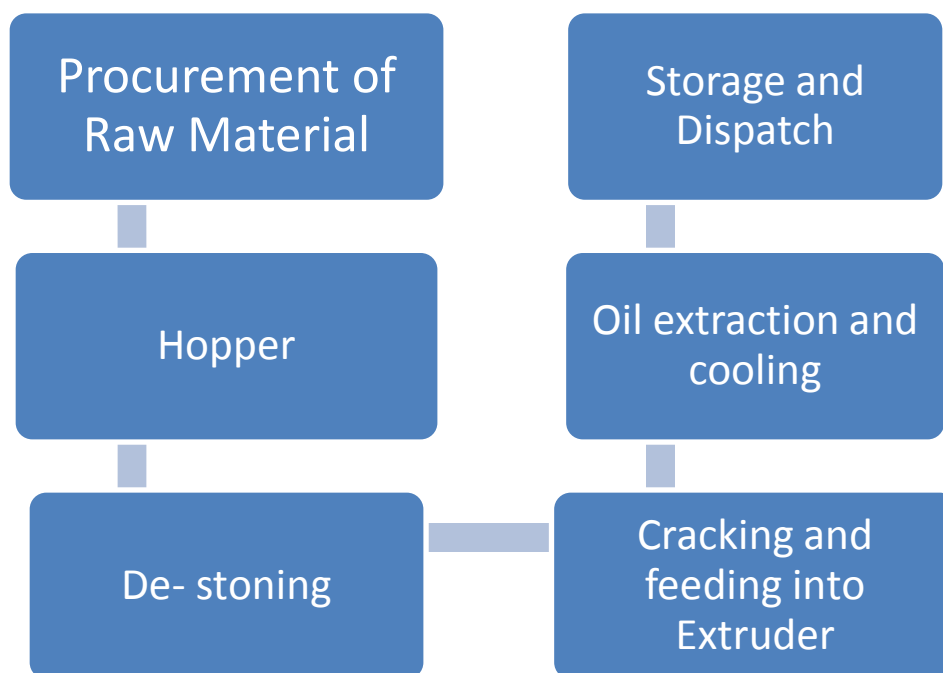
## 2. Our experienced management and dedicated employee base

Our operations commenced under the guidance of our individual Promoters Dilip Soni and Javed Ali, who have successfully managed various phases of expansion and growth of our business and operations. Our Chairman and Managing Director Dilip Kumar Soni has around 11 years of experience in this industry and has been instrumental in formulating growth strategy for our Company. Our Individual Promoters are supported by a dedicated management team with several years of industry experience in their respective domains of sales, marketing, strategy and finance. For further details regarding our Key Managerial Personnel, please refer to the chapter titled ‘Our Management’ beginning on page 141 of this Draft Prospectus.

## 3. Presence in international markets

Our Company is an export oriented unit. For the year ended March 31, 2017, our revenue from export operations contributed 67.84 % of our total revenue from operations. At present we are exporting to nearly 5 countries. We believe that we have developed good clientele network in export markets and going forward shall be able to take advantage of our existing operations and network to expand our export markets

### OUR PROCESS



### Unloading, Cleaning and Storage of Soya Seeds:-

Our process starts with procurement of raw materials. Major raw material required for processing of organic soyabean meal is soyabean seed respectively.

The raw material is then dumped into grading hopper which then goes to de stoner for de stoning, i.e removal of stones and other unwanted materials. The material then moves into spiral for removing husk and it then passes through hand picking conveyor system where final impurities are separated manually.

#### **Cracking of Soya Seeds and feeding into Extruder:-**

After cleaning, the material then passes into cracker for cracking and is then extruded in extruder. Extruder machine generates heat through friction friction to accomplish numerous processes including: cooking, expanding, sterilizing, stabilizing, dehydrating and texturizing of soyabean seeds. The extruder creates various pressures and temperatures resulting in quality feed. After extrusion, the cracked soyabeans are feeded into expeller machine through conveyor.

#### **Extraction of Oil through Expeller Machine:-**

After extrusion, the material then passes through expeller machine for oil extraction and the residual soya meal are then broken with the hammer mill and converted into granule shape.

#### **Cooling of Soya meal:-**

The soya meal received from expeller machine is of high temperature and, thus, it passes through filter for cooling.

#### **Storage and Dispatch of Soya meal:-**

After cooling, the meal then passes through separation gyro screen for screening of size of particles and is then packed after final quality check done at our in house laboratory

## SUMMARY OF FINANCIAL STAMENTS

### STATEMENT OF ASSETS AND LIABILITIES AS RESTATED

### ANNEXURE-I

(Rs. in Lacs)

| SR:No     | Particulars                       | As at           | As at March 31 <sup>st</sup> |               |               |
|-----------|-----------------------------------|-----------------|------------------------------|---------------|---------------|
|           |                                   | 30.06.2017      | 2017                         | 2016          | 2015          |
| <b>1)</b> | <b>Equity &amp; Liabilities</b>   |                 |                              |               |               |
|           | <b>Shareholders' funds</b>        |                 |                              |               |               |
|           | a. Share capital                  | 14.61           | 14.61                        | 3.70          | 1.00          |
|           | b. Reserves & surplus             | 320.60          | 288.79                       | 69.46         | 20.92         |
|           | <b>Sub-total</b>                  | <b>335.21</b>   | <b>303.40</b>                | <b>73.16</b>  | <b>21.92</b>  |
| <b>2)</b> | <b>Non-current liabilities</b>    |                 |                              |               |               |
|           | a. Long-term borrowings           | 88.53           | 47.20                        | 37.94         | 51.11         |
|           | b. Deferred tax liabilities (net) | 15.38           | 4.16                         | 0.65          | -             |
|           | c. Other Long Term Liabilities    | 0.05            | 0.05                         | 0.05          | 0.05          |
|           | <b>Sub-total</b>                  | <b>103.96</b>   | <b>51.41</b>                 | <b>38.64</b>  | <b>51.16</b>  |
| <b>4)</b> | <b>Current liabilities</b>        |                 |                              |               |               |
|           | a. Short-term borrowings          | 497.96          | 448.09                       | 26.37         | -             |
|           | b. Trade payables                 | 1,462.04        | 889.74                       | 378.33        | 582.48        |
|           | c. Other current liabilities      | 35.97           | 18.80                        | 12.10         | 3.80          |
|           | d. Short term provisions          | 35.11           | 23.40                        | 9.64          | 9.88          |
|           | <b>Sub-total</b>                  | <b>2,031.08</b> | <b>1,380.03</b>              | <b>426.44</b> | <b>596.16</b> |
|           | <b>T O T A L (1+2+3+4)</b>        | <b>2470.25</b>  | <b>1734.84</b>               | <b>538.24</b> | <b>669.24</b> |
| <b>5)</b> | <b>Non-current assets</b>         |                 |                              |               |               |
|           | a. Fixed assets                   |                 |                              |               |               |
|           | i. Tangible assets                | 292.07          | 205.1                        | 40.17         | 0             |
|           | ii. Intangible assets             | 0.52            | 0.55                         | 0.29          | 0.00          |
|           | iii. Capital Work-in Progress     | 0.00            | 0.00                         | 36.73         | 0.00          |
|           | <b>Sub-total</b>                  | <b>292.59</b>   | <b>205.65</b>                | <b>77.19</b>  | <b>0.00</b>   |
|           | b. Non-Current Investments        | 5.00            | 5.00                         | 0.00          | 0.00          |
|           | c. Long term loans & advances     | 5.00            | 9.43                         | 46.75         | 0.00          |
|           | d. Other non-current assets       | 9.59            | 9.58                         | 7.22          | 12.04         |
|           | <b>Sub-total</b>                  | <b>19.59</b>    | <b>24.01</b>                 | <b>53.97</b>  | <b>12.04</b>  |
| <b>6)</b> | <b>Current assets</b>             |                 |                              |               |               |
|           | a. Inventories                    | 341.60          | 304.99                       | 85.40         | 46.92         |
|           | b. Trade receivables              | 1427.59         | 890.81                       | 242.03        | 592.00        |
|           | c. Cash and bank balances         | 48.86           | 18.87                        | 30.39         | 16.42         |
|           | d. Short term loans & advances    | 339.24          | 290.35                       | 49.26         | 1.86          |
|           | e. Other current assets           | 0.78            | 0.16                         | 0.00          | 0.00          |
|           | <b>Sub-total</b>                  | <b>2,158.07</b> | <b>1,505.18</b>              | <b>407.08</b> | <b>657.20</b> |
|           | <b>T O T A L (5+6)</b>            | <b>2470.25</b>  | <b>1734.84</b>               | <b>538.24</b> | <b>669.24</b> |



## STATEMENT OF PROFIT AND LOSS AS RESTATED

## ANNEXURE II

(Rs. in Lacs)

| SR:No    | Particulars  | For the period /year ended<br>March 31 <sup>st</sup> |                |                |               |
|----------|--|--|----------------|----------------|---------------|
|          |  | 30.06.2017   | 2017           | 2016           | 2015          |
| <b>1</b> | <b>INCOME</b>  |  |                |                |               |
|          | Revenue From Operation (Gross)   | 1936.37  | 2873.54        | 1500.40        | 789.30        |
|          | Less: Excise Duty  | -  | -              | -              | -             |
|          | Revenue From Operation (Net)   | 1936.37  | 2873.54        | 1500.40        | 789.30        |
|          | Other income   | 35.25  | 3.60           | 19.05          | 10.92         |
|          | <b>Total revenue (A)</b>   | <b>1971.62</b>                                       | <b>2877.14</b> | <b>1519.45</b> | <b>800.22</b> |
| <b>2</b> | <b>EXPENDITURE</b>   |  |                |                |               |
|          | Cost of Goods Consumed   | 560.66   | 1292.89        | 1.87           | 0.00          |
|          | Purchase of Traded Goods   | 1217.49  | 1325.57        | 1231.55        | 706.72        |
|          | Changes in Inventories of finished goods,<br>work in progress and stock -in-trade          | -31.91   | -203.56        | 7.01           | -46.92        |
|          | Employee Benefit Expenses  | 22.15  | 62.02          | 20.10          | 5.76          |
|          | Finance costs  | 18.38  | 32.07          | 2.61           | 0.17          |
|          | Depreciation and amortization expenses   | 4.61   | 8.36           | 2.29           | 0.00          |
|          | Other expenses   | 134.77   | 287.45         | 242.52         | 103.79        |
| <b>3</b> | <b>Total expenses (B)</b>  | <b>1926.15</b>                                       | <b>2804.80</b> | <b>1507.95</b> | <b>769.52</b> |
|          | <b>Net profit/ (loss) before exceptional,<br/>extraordinary items and tax, as restated</b> | <b>45.47</b>   | <b>72.34</b>   | <b>11.50</b>   | <b>30.70</b>  |
|          | Exceptional items  | -  | -              | -              | -             |
| <b>4</b> | <b>Net profit/ (loss) before extraordinary<br/>items and tax, as restated</b>              | <b>45.47</b>   | <b>72.34</b>   | <b>11.50</b>   | <b>30.70</b>  |
|          | Extraordinary items  | -  | -              | -              | -             |
| <b>5</b> | <b>Net profit/ (loss) before tax, as restated</b>  | <b>45.47</b>   | <b>72.34</b>   | <b>11.50</b>   | <b>30.70</b>  |
|          | Tax expense:   |  |                |                |               |
|          | (i) Current tax  | 8.67   | 18.68          | 2.82           | 9.78          |
|          | (ii) Deferred tax (asset)/liability  | 11.23  | 3.50           | 0.65           | 0.00          |
|          | (iii) Mat Credit   | -6.24  |                |                |               |
| <b>6</b> | <b>Total tax expense</b>   | <b>13.66</b>   | <b>22.18</b>   | <b>3.47</b>    | <b>9.78</b>   |
| <b>7</b> | <b>Profit/ (loss) for the year/ period, as<br/>restated</b>                                | <b>31.81</b>   | <b>50.16</b>   | <b>8.03</b>    | <b>20.92</b>  |

## STATEMENT OF CASH FLOW AS RESTATED

## ANNEXURE III

(Rs. in Lacs)

| Particulars  | 30.06.2017    | 2017           | 2016           | 2015          |
|--|---------------|----------------|----------------|---------------|
| <b>Cash flow from operating activities:</b>                  |               |                |                |               |
| Net profit before tax as per statement of profit and loss    | 45.47         | 72.34          | 11.50          | 30.70         |
| <b>Adjusted for:</b>   |               |                |                |               |
| Depreciation   | 4.61          | 8.36           | 2.29           | 0.00          |
| Interest paid  | 18.38         | 32.07          | 2.61           | 0.17          |
| Interest income  | (0.16)        | (0.52)         | (0.55)         | (0.08)        |
| <b>Operating cash flow before working capital changes</b>    | <b>68.30</b>  | <b>112.25</b>  | <b>15.85</b>   | <b>30.79</b>  |
| <b>Adjusted for:</b>   |               |                |                |               |
| (Increase)/Decrease in Inventories                           | -36.61        | -219.59        | -38.48         | -46.92        |
| (Increase)/Decrease in Trade Receivables                     | -536.78       | -648.78        | 349.97         | 592.00        |
| (Increase)/Decrease in Short Term Loans & Advances           | -48.89        | -241.09        | -47.40         | -1.86         |
| (Increase)/Decrease in other current assets                  | -0.62         | -0.16          | -              | -             |
| Increase/(Decrease) in Other non current Assets              | -0.01         | -2.36          | 4.82           | -12.04        |
| Increase/(Decrease) in Trade Payables                        | 572.30        | 511.41         | -204.15        | 582.48        |
| Increase/(Decrease) in Other Current Liabilities             | 17.17         | 6.70           | 8.30           | 3.80          |
| Increase/(Decrease) in Short Term Provisions                 | 3.73          | 0.82           | 5.13           | 0.10          |
| Increase/(Decrease) in other non current liabilities         | -             | -              | -              | 0.05          |
| <b>Cash generated from operations</b>                        | <b>38.59</b>  | <b>-480.80</b> | <b>94.04</b>   | <b>-35.60</b> |
| Income taxes paid  | -5.54         | 5.73           | 8.17           | 0.00          |
| <b>Net cash flow from operating activities(A)</b>            | <b>44.13</b>  | <b>-486.53</b> | <b>85.87</b>   | <b>-35.60</b> |
| <b>Cash flow from investing activities:</b>                  |               |                |                |               |
| Purchase of Fixed Assets                                     | -91.55        | -136.83        | -79.49         | 0.00          |
| proceeds from sale of fixed assets                           |               |                |                |               |
| Investment made during the year                              | 0.00          | -5.00          | 0.00           | 0.00          |
| Increase/(Decrease) in Long Term Loans and Advances          | 4.43          | 37.32          | -46.75         | 0.00          |
| Interest Income  | 0.16          | 0.52           | 0.55           | 0.08          |
| <b>Net cash used in investing activities (B)</b>             | <b>-86.96</b> | <b>-103.99</b> | <b>-125.69</b> | <b>0.08</b>   |
| <b>Cash flow from financing activities:</b>                  |               |                |                |               |
| Proceeds from Issue of Share Capital                         | 0.00          | 10.91          | 2.70           | 1.00          |
| Securities premium received                                  | 0.00          | 169.18         | 40.50          | 0.00          |
| Increase/(Decrease) in Short Term Borrowings                 | 49.87         | 421.72         | 26.37          | 0.00          |
| Increase/(Decrease) in Long Term Borrowings                  | 41.33         | 9.26           | -13.17         | 51.11         |
| Interest Paid  | -18.38        | -32.07         | -2.61          | -0.17         |
| <b>Net cash flow from/(used in) financing activities (C)</b> | <b>72.82</b>  | <b>579.00</b>  | <b>53.79</b>   | <b>51.94</b>  |
| Net increase/(decrease) in cash & cash equivalents (A+B+C)   | 29.99         | -11.52         | 13.97          | 16.42         |
| Cash & cash equivalents as at beginning of the year          | 18.87         | 30.39          | 16.42          | 0.00          |
| <b>Cash &amp; cash equivalents as at end of the year</b>     | <b>48.86</b>  | <b>18.87</b>   | <b>30.39</b>   | <b>16.42</b>  |

## THE ISSUE

The following table summarizes the Issuer details:

| Particulars                                  | Details of Equity Shares   |
|--|--|
| Public Issue of Equity Shares by Our Company | 18,00,000 Equity Shares of face value of Rs. 10/- each fully paid up of the Company for cash at a price of Rs. [●]/- per Equity share aggregating to Rs. [●] Lakhs   |
| <b>Of Which:</b>                             |  |
| Market Maker Reservation Portion             | 96,000 Equity Shares of face value of Rs. 10/- each fully paid up of the Company for cash at a price of Rs. [●]/- per Equity share aggregating to Rs. [●] Lakhs  |
| Employee Reservation                         | 1,98,000 Equity Shares of face value of Rs. 10/- each fully paid up of the Company for cash at a price of Rs. [●] /- per Equity share aggregating to Rs. [●] Lakhs will be available for allocation up to Rs. 2.00 Lakhs.  |
| Net Issue to the Public                      | 15,06,000 Equity Shares of face value of Rs. 10/- each fully paid of the Company for cash at a price of Rs. [●]/- per share aggregating Rs. [●] Lakhs  |
|  | <i>Of which</i>  |
|  | 7,53,000 Equity Shares of face value of Rs. 10/- each fully paid of the Company at a cash price of Rs. [●]/- per Equity share aggregating Rs. [●] Lakhs will be available for allocation to Investors up to Rs. 2.00 Lakhs |
|  | 7,53,000 Equity Shares of face value of Rs. 10/- each fully paid of the Company for cash at price of [●]/- per Equity Share aggregating Rs. [●] lakhs will be available for allocation to investors above Rs. 2.00 Lakhs   |
| <b>Pre and Post Issue Equity Shares</b>      |  |
| Equity Shares outstanding prior to the Issue | 33,54,961 Equity Shares of face value of Rs.10 each  |
| Equity Shares outstanding after the Issue    | [●] Equity Shares of face value of Rs.10 each  |
| Use of proceeds of this Issue                | For further details please refer chapter titled “ <i>Objects of the Issue</i> ” beginning on page 86 of this Draft Prospectus for information on use of Issue Proceeds.  |

### Notes:-

The Issue has been authorized by the Board of Directors *vide* a resolution passed at its meeting held on October 06, 2017 and by the shareholders of our Company *vide* a special resolution passed pursuant to section 62(1)(c) of the Companies Act, 2013 at the Extra Ordinary General Meeting held on November 01, 2017.

This Issue is being made in terms of Chapter XB of the SEBI (ICDR) Regulations, 2009, as amended from time to time.

\*The allocation in the net Issue to the public category shall be made as follows:

a) Minimum fifty percent to retail individual investors; and

b) Remaining to

i. Individual applicants other than retail individual investors; and

ii. Other investors including corporate bodies or institutions, irrespective of the number of specified securities applied for;

c) The unsubscribed portion in either of the categories specified in (a) or (b) above may be allocated to the applicants in the other category.

*If the retail individual investor category is entitled to more than fifty per cent on proportionate basis, accordingly the retail individual investors shall be allocated that higher percentage*

2) The Employee Discount, if any, will be determined by the Company in consultation with the lead manager.

For further details please refer to section titled '*Issue Information*' beginning on page 203 of this Draft Prospectus.

## GENERAL INFORMATION

Our Company was originally incorporated as Soni Soya Products Private Limited at Indore, Madhya Pradesh as a Private Limited Company under the provision of Companies Act, 2013 vide Certificate of Incorporation dated September 17, 2014 bearing Corporate Identification Number U51225MP2014PTC033203. issued by the Registrar of Companies, Madhya Pradesh and Chattisgarh, Gwalior. Subsequently our Company was converted into a public limited company pursuant to special resolution passed by the members in Extraordinary General Meeting held on August 02, 2017 and the name of our Company was changed to Soni Soya products Limited vide a Fresh Certificate of Incorporation dated August 14, 2017, issued by the Registrar of Companies, Maharashtra, Mumbai. The Corporate Identification number of our Company is U51225MP2014PLC033203.

For details of Incorporation, Change of Name and Registered Office of our Company, please refer to chapter titled '*Our History and Certain Other Corporate Matters*' beginning on page 137 of this Draft Prospectus.

### REGISTERED OFFICE OF OUR COMPANY

#### **Soni Soya Products Limited**

Off no: CSI, P Square Building,  
2<sup>nd</sup> floor, 350, Goyal Nagar, Indore – 452016  
Madhya Pradesh.

**Tel:** 0731-4056609

**Fax:** NA

**Email:** [cs@sonisoya.com](mailto:cs@sonisoya.com)

**Website:** [www.sonisoya.com](http://www.sonisoya.com)

**Corporate Identification Number:** U51225MP2014PLC033203

### REGISTRAR OF COMPANIES

3rd Floor, A Block, Sanjay Complex,  
Jayendra Ganj, Gwalior  
Madhya Pradesh, India

### DESIGNATED STOCK EXCHANGE

#### **EMERGE Platform of NSE**

#### **National Stock Exchange of India Limited**

Exchange Plaza, C/1, G Block,  
Bandra Kurla Complex  
Bandra (East), Mumbai - 400051,  
Maharashtra, India

### BOARD OF DIRECTORS OF OUR COMPANY

| Sr<br>No. | Name, Age, Father's/Husband's Name, Designation, Address, Occupation, Nationality, Term and DIN  | Date of last Appointment/ Re-appointment | Other Directorship   |
|-----------|--|--|--|
| 1.        | <b>Name:</b> Dilip Kumar Soni<br><b>Age:</b> 40 Years<br><b>Father's Name:</b> Mohan Lal Soni<br><b>Designation:</b> Chairman & Managing Director<br><b>Address:</b> 34, Ashish Nagar, Indore- | August 02, 2017                          | <b>Public Limited Company – Nil</b><br><br><b>Private Limited Company</b> <ul style="list-style-type: none"><li>• NFE Foods Private Limited</li><li>• Karma Organics Private Limited</li></ul> |

| Sr .N o. | Name, Age, Father's/Husband's Name, Designation, Address, Occupation, Nationality, Term and DIN  | Date of last Appointment/ Re-appointment | Other Directorship  |
|----------|--|--|---|
|          | 452016, Madhya Pradesh.<br><b>Occupation:</b> Business<br><b>Nationality:</b> Indian<br><b>Term:</b> Three years w.e.f August 02, 2017<br><b>DIN:</b> 06723172   |  | <ul style="list-style-type: none"> <li>Sangum Mega Food Park Private Limited</li> </ul> |
| 2.       | <b>Name:</b> Javed Ali<br><b>Age:</b> 27 Years<br><b>Father's Name:</b> Zakir Ali<br><b>Designation:</b> Whole Time Director<br><b>Address:</b> 120/1, Juna Risala, Gali No. 1, Indore, Madhya Pradesh.<br><b>Occupation:</b> Business<br><b>Nationality:</b> Indian<br><b>Term:</b> Three years w.e.f August 02, 2017<br><b>DIN:</b> 06931987   | August 02, 2017                          | <b>Public Limited Company – Nil</b><br><br><b>Private Limited Company – Nil</b>         |
| 3.       | <b>Name:</b> Mohammad Ashraf<br><b>Age:</b> 28 Years<br><b>Father's Name:</b> Niyaj Mohammad<br><b>Designation:</b> Independent Director<br><b>Address:</b> 58, Old Rajmohalla, Indore Madhya Pradesh-452002, India<br><b>Occupation:</b> Business<br><b>Nationality:</b> Indian<br><b>Term:</b> Five consecutive years for a term upto Year 2022<br><b>DIN:</b> 07877635  | August 02, 2017                          | <b>Public Limited Company – Nil</b><br><br><b>Private Limited Company – Nil</b>         |
| 4.       | <b>Name:</b> Mahipal Singh Lalawat<br><b>Age:</b> 30 Years<br><b>Father's Name:</b> Bhagavan Singh Lalawat<br><b>Designation:</b> Independent Director<br><b>Address:</b> 84, Maharana Pratap Nagar, Gola Ka Mandir, Bhind Road, Gwalior, Madhya Pradesh-474005, India.<br><b>Occupation:</b> Service<br><b>Nationality:</b> Indian<br><b>Term:</b> Five consecutive years for a term upto year 2022<br><b>DIN:</b> 07882255 | August 02, 2017                          | <b>Public Limited Company – Nil</b><br><br><b>Private Limited Company – Nil</b>         |
| 5.       | <b>Name:</b> Rashmi Kesharwani<br><b>Age:</b> 41 Years<br><b>Father's Name:</b> Ghanshyam Das Gupta<br><b>Designation:</b> Independent Director<br><b>Address:</b> 461-A, Mahalaxmi Nagar, Vijay Nagar, Indore, Madhya Pradesh-452010  | August 02, 2017                          | <b>Public Limited Company – Nil</b><br><br><b>Private Limited Company – Nil</b>         |

| Sr<br>.N<br>o. | Name, Age, Father's/Husband's Name, Designation, Address, Occupation, Nationality, Term and DIN  | Date of last Appointment/ Re-appointment | Other Directorship |
|----------------|--|--|--------------------|
|                | <b>Occupation:</b> Business<br><b>Nationality:</b> Indian<br><b>Term:</b> Five consecutive years for a term upto year 2022<br><b>DIN:</b> 07877639 |  |                    |

For further details of our Directors, please refer to the chapter titled “*Our Management*” beginning on page 141 of this Draft Prospectus.

#### COMPANY SECRETARY & COMPLIANCE OFFICER

**Surabhi Gupta**

**Soni Soya Products Limited**

Off no: CSI, P Square Building,  
2<sup>nd</sup> floor, 350, Goyal Nagar, Indore – 452016

Madhya Pradesh.

**Tel:** 0731-4056609

**Fax:** NA

**Email:** [cs@sonisoya.com](mailto:cs@sonisoya.com)

**Website:** [www.sonisoya.com](http://www.sonisoya.com)

#### CHIEF FINANCIAL OFFICER

**Shrey Kalantri**

**Soni Soya Products Limited**

Off no: CSI, P Square Building,  
2<sup>nd</sup> floor, 350, Goyal Nagar, Indore – 452016

Madhya Pradesh

**Tel:** 0731-4056609

**Fax:** NA

**Email:** [cfo@sonisoiya.com](mailto:cfo@sonisoiya.com)

**Website:** [www.sonisoya.com](http://www.sonisoya.com)

**Investors can contact the Company Secretary and Compliance Officer, the LM or the Registrar to the Issue in case of any pre-Issue or post-Issue related problems, such as non receipt of letters of Allotment, non credit of Allotted Equity Shares in the respective beneficiary account, non receipt of refund orders and non receipt of funds by electronic mode.**

All grievances relating to the ASBA process may be addressed to the Registrar to the Issue with a copy to the relevant Designated Intermediary with whom the ASBA Form was submitted. The Bidder should give full details such as name of the sole or first Bidder, ASBA Form number, Bidder DP ID, Client ID, PAN, date of the ASBA Form, address of the Bidder, number of Equity Shares applied for and the name and address of the Designated Intermediary where the ASBA Form was submitted by the ASBA Bidder.

Further, the investor shall also enclose the Acknowledgment Slip from the Designated Intermediaries in addition to the documents/information mentioned hereinabove.

For all issue related queries and for redressal of complaints, bidders may also write to Lead Manager. All complaints, queries or comments received by Stock Exchange/ SEBI shall be forwarded to the Lead Manager, who shall respond to the same.



## STATUTORY AUDITOR

### **Nahata Mahajan & Co.**

#### **Chartered Accountants**

110, Royal Ratan, 7 M.G Road,

Indore, Madhya Pradesh, India.

**Tel No.:** 0731-2526767

**Fax No.:** NA

**Email:** [nahatamahajan@yahoo.co.in](mailto:nahatamahajan@yahoo.co.in)

**Contact Person:** Sunil Kumar Nahata

**Firm Registration No.:** 009739C

**Membership No.:** 074831

## PEER REVIEWED AUDITOR

### **M.K. Shah & Associates**

#### **Chartered Accountants**

564, M G Road, City Plaza Building,

Near Regal Talkies, Chamber 207, 2<sup>nd</sup> Floor,

Indore – 452001, Madhya Pradesh, India

**Tel:** 0731- 4048445

**Email:** [mkshahassociates@yahoo.com](mailto:mkshahassociates@yahoo.com)

**Contact Person:** Mahendra Kumar Shah

**Firm Registration No:** 002077C

**Membership No:** 400-71199

M/s.M.K.Shah & Associates Chartered Accountants holds a peer reviewed certificate dated January 11, 2017 by the Institute of Chartered Accountants of India.

## LEAD MANAGER

### **Pantomath Capital Advisors Private Limited**

406-408, Keshava Premises, Behind Family Court,

Bandra Kurla Complex, Bandra (East)

Mumbai- 400051, Maharashtra, India

**Tel:** +91 22 6194 6719

**Fax:** + 91 22 2659 8690

**Email:** [ipo@pantomathgroup.com](mailto:ipo@pantomathgroup.com)

**Website:** [www.pantomathgroup.com](http://www.pantomathgroup.com)

**Contact Person:** Lokesh Shah

**SEBI Registration No:** INM000012110

## REGISTRAR TO THE ISSUE

### **Bigshare Services Private Limited**

Bharat Tin Works Building, 1st Floor

Opp. Vasant Oasis, Makwana Road

Marol, Andheri East

Mumbai 400059, Maharashtra

**Tel:** +91 22 62638200

**Fax:** +91 22 62638299  
**Email:** ipo@bigshareonline.com  
**Website:** www.bigshareonline.com  
**Contact Person:** Jibu John  
**SEBI Registration Number:** INR000001385

#### LEGAL ADVISOR TO THE ISSUE

**M V Kini, Law Firm**

Kini House, 216/263, 1<sup>st</sup> Floor, Near Citi Bank,  
D.N. Road, Fort, Mumbai - 400 001, Maharashtra, India

**Tel:** +91 22 22612527/28/29

**Fax:** +91 22 22612530

**E-mail:** [vidisha@mvkini.com](mailto:vidisha@mvkini.com)

**Contact Person:** Vidisha Krishan

**Website:** [www.mvkini.com](http://www.mvkini.com)

#### BANKER TO THE COMPANY

**Union Bank of India**

1/3, Murai Mohalla, Indore

Madhya Pradesh

**Tel:** 0731 -2703987

**Fax:** NA

**Email:** [cbsindoremain@unionbankofindia.com](mailto:cbsindoremain@unionbankofindia.com)

**Contact Person:** Babli Singh

**Yes Bank Ltd**

9/1/1 M.G Road, Near Treasure Island, Indore

Madhya Pradesh – 452001

**Tel:** 0731-4275111

**Fax:** NA

**Email:** [nitin.mehta@yesbank.com](mailto:nitin.mehta@yesbank.com)

**Contact Person:** Nitin Mehta

#### PUBLIC ISSUE BANK / BANKER TO THE ISSUE/ REFUND BANKER

**ICICI Bank Limited**

Capital Market Division,

1<sup>st</sup> Floor, 122, Mistry Bhavan,

Dinshaw Vachha Road, Backbay Reclamation,

Churchgate, Mumbai – 400 020,

Maharashtra, India

**Tel:** +91 22 2266818932

**Fax:** +91 22 22611138

**Email:** [shradha.salaria@icicibank.com](mailto:shradha.salaria@icicibank.com)

**Contact Person:** Shradha Salaria

**Website:** [www.icicibank.com](http://www.icicibank.com)

**SEBI Registration Number:** INBI00000004

#### DESIGNATED INTERMEDIARIES

**Self Certified Syndicate Banks**

The lists of banks that have been notified by SEBI to act as SCSB for the Applications Supported by Blocked Amount (ASBA) Process are provided on [http://www.sebi.gov.in/sebiweb/home/detail/32931/yes/List-of-Self-Certified-Syndicate-Banks-SCSBsfor- Syndicate-ASBA](http://www.sebi.gov.in/sebiweb/home/detail/32931/yes/List-of-Self-Certified-Syndicate-Banks-SCSBsfor-Syndicate-ASBA). For details on Designated Branches of SCSBs collecting the Application Form, please refer to the above-mentioned SEBI link.

**Registered Brokers**

Bidders can submit Bid cum Application Forms in the Issue using the stock brokers network of the Stock Exchanges, i.e., through the Registered Brokers at the Broker Centres. The list of the Registered Brokers, including details such as postal address, telephone number and e-mail address, is provided on the websites of the National Stock Exchange of India, as updated from time to time. In relation to ASBA Bids submitted to the Registered Brokers at the Broker Centres, the list of branches of the SCSBs at the Broker Centres named by the respective SCSBs to receive deposits of the Bid cum Application Forms from the Registered Brokers will be available on the website of the SEBI ([www.sebi.gov.in](http://www.sebi.gov.in)) and updated from time to time.

### **Registrar to Issue and Share Transfer Agents**

The list of the RTAs eligible to accept Bid cum Applications forms at the Designated RTA Locations, including details such as address, telephone number and e-mail address, are provided on the website of Stock Exchange at National Stock Exchange India Limited, as updated from time to time.

### **Collecting Depository Participants**

The list of the CDPs eligible to accept Bid cum Application Forms at the Designated CDP Locations, including details such as name and contact details, are provided on the website of Stock Exchange at National Stock Exchange India Limited, as updated from time to time. The list of branches of the SCSBs named by the respective SCSBs to receive deposits of the Bid cum Application Forms from the Designated Intermediaries will be available on the website of the SEBI ([www.sebi.gov.in](http://www.sebi.gov.in)) and updated from time to time.

### **COLLECTING RTAs**

In terms of SEBI circular no. CIR/CFD/ POLICYCELL/11/2015 dated November 10, 2015, Bidders can submit Bid cum Application Forms through Collecting RTAs who are registrars and transfer agents registered with SEBI and have furnished their details to Stock Exchanges for acting in such capacity.

The list of Collecting RTAs, including details such as postal address, telephone number and e-mail address, is provided on the websites of the NSE at <http://www.nseindia.com> respectively.

Our Company will comply with the SEBI Regulations and any other ancillary directions issued by SEBI for the Issue. In this regard, our Company has appointed the Pantomath Capital Advisors Private Limited, Lead Manager to manage the Issue and procure subscriptions to the Issue.

### **CREDIT RATING**

This being an issue of Equity Shares, credit rating is not required.

### **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.

### **INTER-SE ALLOCATION OF RESPONSIBILITIES**

Since Pantomath Capital Advisors Private Limited is the sole Lead Manager to this Issue, a statement of inter se allocation of responsibilities among Lead Manager is not applicable.

### **APPRAISAL AND MONITORING AGENCY**

As per regulation 16(1) of the SEBI ICDR Regulations, the requirement of Monitoring Agency is not mandatory if the Issue size is below Rs. 10,000 Lakhs. Since the Issue size is only of Rs. [●] lakhs, our Company has not appointed any monitoring agency for this Issue. However, as per Section 177 of the

Companies Act, 2013, the Audit Committee of our Company, would be monitoring the utilization of the proceeds of the Issue.

#### EXPERT OPINION

Except the report of the Peer Reviewed Auditor on statement of tax benefits and report on restated financials for the period ended June 2017 and Financial year ended March 31, 2017, 2016, 2015 as included in this Draft Prospectus, our Company has not obtained any expert opinion.

#### UNDERWRITER

Our Company and Lead Manager to the Issue hereby confirm that the Issue is 100% Underwritten. The underwriting agreement is dated November 25, 2017 and pursuant to the terms of the underwriting agreement; obligations of the underwriter are subject to certain conditions specified therein. The underwriter has indicated their intention to underwrite following number of specified securities being offered through this Issue

| Name and Address of the Underwriters   | Indicative Number of Equity shares to be Underwritten | Amount Underwritten (Rupees In Lakhs) | % of the Total Issue Size Underwritten |
|--|---|---------------------------------------|--|
| <b>Pantomath Capital Advisors Private Limited</b><br>406-408, Keshava Premises, Behind Family Court, Bandra Kurla Complex, Bandra East, Mumbai – 400051, Maharashtra, India<br><b>Tel:</b> +91 22 61946724<br><b>Fax:</b> +91 22 26598690<br><b>Email:</b> <a href="mailto:ipo@pantomathgroup.com">ipo@pantomathgroup.com</a><br><b>Contact Person:</b> Madhu Lunawat<br><b>SEBI Registration Number:</b> INM000012110 | 18,00,000   | [●]                                   | 100%                                   |
| <b>Total</b>   | 18,00,000   | [●]                                   | 100%                                   |

*\*Includes 96,000 Equity shares of the Market Maker Reservation Portion which are to be subscribed by the Market Maker in order to claim compliance with the requirements of Regulation 106 V(4) of the SEBI (ICDR) Regulations, 2009, as amended*

#### DETAILS OF THE MARKET MAKING ARRANGEMENT

Our Company and the Lead Manager has entered into an agreement dated [●], with the following Market Maker, duly registered with EMERGE Platform of National Stock Exchange of India Limited to fulfil the obligations of Market Making:-

##### **Pantomath Stock Brokers Private Limited**

406-408, Keshava Premises, Behind Family Court,  
 Bandra Kurla Complex, Bandra (East), Mumbai 400 051,  
 Maharashtra, India

**Tel:** +91 22 6194 6774

**Fax:** +91 22 2659 8690

**Email:** [broking@pantomathgroup.com](mailto:broking@pantomathgroup.com)

**Contact Person:** Mahavir Toshniwal

**SEBI Registration Number:** INZ000068338

**Pantomath Stock Brokers Private Limited** registered with EMERGE segment of National Stock Exchange of India Limited will act as the Market Maker and has agreed to receive or deliver of the specified securities in the market making process for a period of three years from the date of listing of our Equity Shares or for a period as may be notified by any amendment to SEBI (ICDR) Regulations.

The Market Maker shall fulfil the applicable obligations and conditions as specified in the SEBI (ICDR) Regulations, as amended from time to time and the circulars issued by National Stock Exchange of India Limited and SEBI in 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 Rs. 1,00,000/-. However, the investors with holdings of value less than Rs. 1,00,000/- shall be allowed to Issue 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. Based on the IPO price of [●]/- the minimum lot size is [●] Equity Shares thus minimum depth of the quote shall be Rs. [●]/- until the same, would be revised by National Stock Exchange of India Limited.
3. After a period of three (3) months from the market making period, the Market Maker would be exempted to provide quote if the Shares of Market Maker in our Company reaches to 25% of Issue Size (including the 1,02,000 Equity Shares out to be allotted under this Issue). Any Equity Shares allotted to Market Maker under this Offer over and above 25% Equity Shares would not be taken in to consideration of computing the threshold of 25% of Issue Size. As soon as the Shares of Market Maker in our Company reduce to 24% of Issue Size, the Market Maker will resume providing 2-way quotes.
4. There shall be no exemption / threshold on downside. However, in the event the Market Maker exhausts his inventory through market making process, NSE may intimate the same to SEBI after due verification.
5. Execution of the order at the quoted price and quantity must be guaranteed by the Market Maker(s), for the quotes given by him.
6. There would not be more than five Market Makers for the Company's Equity Shares at any point of time and the Market Makers may compete with other Market Makers for better quotes to the investors. At this stage, Pantomath Stock Brokers Private Limited is acting as the sole Market Maker.
7. The shares of the company will be traded in continuous trading session from the time and day the company gets listed on EMERGE Platform of National Stock Exchange of India Limited and market maker will remain present as per the guidelines mentioned under NSE and SEBI circulars.
8. 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.
9. The Market Maker shall have the right to terminate said arrangement by giving one month notice or on mutually acceptable terms to the Lead Manager, 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(s) 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. Further the Company and the Lead Manager reserve the right to appoint other Market Maker(s) 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 5 (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.

10. The Spread (difference between buy and sale quote) shall not be more than 10% or as specified by the Stock Exchange.
11. EMERGE Platform of National Stock Exchange of India Limited will have all margins which are applicable on the NSE Main Board viz., Mark-to-Market, Value-At-Risk (VAR) Margin, Extreme Loss Margin, Special Margins and Base Minimum Capital etc. National Stock Exchange of India Limited can impose any other margins as deemed necessary from time-to-time.
12. EMERGE Platform of National Stock Exchange of India Limited 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.

13. Pursuant to SEBI Circular number CIR/MRD/DSA/31/2012 dated November 27, 2012, limits on the upper side for Market Makers during market making process has been made applicable, based on the issue size and as follows:

| <b>Issue size</b>            | <b>Buy quote exemption threshold (including mandatory initial inventory of 5% of the Issue Size)</b> | <b>Re-Entry threshold for buy quote (including mandatory initial inventory of 5% of the Issue Size)</b> |
|------------------------------|--|---|
| Up to Rs. 20 Crore           | 25%  | 24%   |
| Rs. 20 crore to Rs. 50 crore | 20%  | 19%   |
| Rs. 50 to Rs. 80 crore       | 15%  | 14%   |
| Above Rs. 80 crore           | 12%  | 11%   |

The Market Making arrangement, trading and other related aspects including all those specified above shall be subject to the applicable provisions of law and / or norms issued by SEBI / NSE from time to time.

## CAPITAL STRUCTURE

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

Amount (Rs.in Lakhs except share data)

| No.       | Particulars  | Aggregate nominal value | Aggregate value at Issue Price |
|-----------|--|-------------------------|--------------------------------|
| <b>A.</b> | <b>Authorised Share Capital</b>  |                         |                                |
|           | 60,00,000 Equity Shares of face value of Rs. 10/- each   | 600.00                  |                                |
| <b>B.</b> | <b>Issued, Subscribed and Paid-Up Share Capital before the Issue</b>   |                         |                                |
|           | 33,54,961 Equity Shares of face value of Rs. 10/- each   | 335.50                  |                                |
| <b>C.</b> | <b>Present Issue in terms of this Draft Prospectus</b>   |                         |                                |
|           | Issue of 18,00,000 Equity Shares of face value of Rs.10/- each   | 180.00                  | [●]                            |
|           | <b>Consisting :</b>  |                         |                                |
|           | <b>1. Reservation for Market Maker</b> – 96,000 Equity Shares of face value of Rs. 10/- at price of Rs [●]/- per Equity Share reserved as Market Maker portion   | 9.60                    | [●]                            |
|           | <b>2. Employee Reservation</b> – 1,98,000 Equity Shares of face value of Rs. 10/- each reserved for eligible employees at a price of Rs [●]/- per Equity Share   | 19.80                   | [●]                            |
|           | <b>Net Issue to the Public</b> –15,06,000 Equity Shares of face value of Rs. 10/- each at a price of Rs [●]/- per Equity Share   | 150.60                  | [●]                            |
|           | <b>Of the Net Issue to the Public</b>  |                         |                                |
|           | <b>Allocation to Retail Individual Investors</b> – 7,53,000 Equity Shares of face value of Rs. 10/- each at a price of Rs [●]/- per Equity Share shall be available for allocation for Investors applying for a value of upto Rs. 2 lacs             | 75.30                   | [●]                            |
|           | <b>Allocation to Other than Retail Individual Investors</b> – 7,53,000 Equity Shares of face value of Rs. 10/- each at a price of Rs [●]/- per Equity Share shall be available for allocation for Investors applying for a value of above Rs. 2 lacs | 75.30                   | [●]                            |
| <b>D.</b> | <b>Issued, Subscribed and Paid-Up Share Capital after the Issue</b>  |                         |                                |
|           | [●] Equity Shares of face value of Rs. 10/- each   | [●]                     |                                |
| <b>E.</b> | <b>Securities Premium Account</b>  |                         |                                |
|           | Before the Issue   | 209.68                  |                                |
|           | After the Issue  | [●]                     |                                |

The Issue has been authorized by the Board of Directors *vide* a resolution passed at its meeting held on October 06, 2017 and by the shareholders of our Company *vide* a special resolution passed pursuant to section 62(1)(c) of the Companies Act, 2013 at the Extra-Ordinary General Meeting held on November 01, 2017

The Company has one class of share capital i.e. Equity Shares of face value of Rs. 10/- each only. All Equity Shares issued are fully paid-up. Our Company has no outstanding convertible instruments as on the date of this Draft Prospectus.

### NOTES TO THE CAPITAL STRUCTURE

## 1. Details of changes in authorized Share Capital:

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

| DATE OF AGM / EGM | CHANGES  |
|-------------------|--|
| May 28, 2015      | Increase in Authorised Share Capital from Rs. 100,000 divided into 10,000 equity shares of Rs. 10/- each to Rs. 6,00,000 divided into 60,000 equity shares of Rs. 10/-each                   |
| December 19, 2016 | Increase in Authorised Share Capital from Rs. 6,00,000 divided into 60,000 equity shares of Rs. 10/- each to Rs. 1,00,00,000 divided into 1,00,00,000 equity shares of Rs. 10/-each          |
| February 25, 2017 | Increase in Authorised Share Capital from Rs. 1,00,00,000 divided into 1,00,00,000 equity shares of Rs. 10/- each to Rs. 5,00,00,000 divided into 5,00,00,000 equity shares of Rs. 10/-each. |
| July 10 , 2017    | Increase in Authorised Share Capital from Rs. 5,00,00,000 divided into 5,00,00,000 equity shares of Rs. 10/- each to Rs. 5,00,00,000 divided into 50,00,000 equity shares of Rs. 10/-each    |
| November 01, 2017 | Increase in Authorised Share Capital from Rs. 5,00,00,000 divided into 50,00,000 equity shares of Rs. 10/- each to Rs. 6,00,00,000 divided into 60,00,000 equity shares of Rs. 10/-each      |

## 2. History of Equity Share Capital of our Company

| Date of Allotment / Fully Paid-up | No. of Equity Shares allotted | Face value (Rs.) | Issue Price (Rs.) | Nature of consideration | Nature of Allotment                                      | Cumulative number of Equity Shares | Cumulative Paid –up Capital (Rs.) |
|-----------------------------------|-------------------------------|------------------|-------------------|-------------------------|--|------------------------------------|-----------------------------------|
| At the time of incorporation      | 10,000                        | 10               | 10                | Cash                    | Subscription to Memorandum of Association <sup>(1)</sup> | 10,000                             | 1,00,000                          |
| June 2, 2015                      | 27,000                        | 10               | 160               | Cash                    | Private Placement <sup>(2)</sup>                         | 37,000                             | 3,70,000                          |
| January 4, 2017                   | 27,878                        | 10               | 165               | Cash                    | Right Issue <sup>(3)</sup>                               | 64,878                             | 64,878                            |
| March 20, 2017                    | 66,514                        | 10               | 165               | Cash                    | Right Issue <sup>(4)</sup>                               | 1,31,392                           | 13,13,920                         |
| March 23, 2017                    | 14,756                        | 10               | 165               | Cash                    | Right Issue <sup>(5)</sup>                               | 1,46,148                           | 14,61,480                         |



| Date of Allotment / Fully Paid-up | No. of Equity Shares allotted | Face value (Rs.) | Issue Price (Rs.) | Nature of consideration | Nature of Allotment              | Cumulative number of Equity Shares | Cumulative Paid –up Capital (Rs.) |
|-----------------------------------|-------------------------------|------------------|-------------------|-------------------------|----------------------------------|------------------------------------|-----------------------------------|
| July 31, 2017                     | 47,600                        | 10               | 250               | Cash                    | Private Placement <sup>(6)</sup> | 1,93,748                           | 19,37,480                         |
| August 9, 2017                    | 29,06,220                     | 10               | Nil               | Other than Cash         | Bonus Issue <sup>(7)</sup>       | 30,99,968                          | 3,09,99,680                       |
| August 29, 2017                   | 2,04,210                      | 10               | 25                | Cash                    | Private Placement <sup>(8)</sup> | 33,04,178                          | 3,30,41,780                       |
| October 10, 2017                  | 50,783                        | 10               | 25                | Cash                    | Private Placement <sup>(9)</sup> | 33,54,961                          | 3,35,49,610                       |

1. Initial Subscribers to Memorandum of Association subscribed 10,000 Equity Shares of face value of Rs. 10/-each fully paid at par as per the details given below:

| Sr. No. | Name of Allottee | No. of shares Allotted |
|---------|------------------|------------------------|
| 1.      | Dilip Kumar Soni | 9,000                  |
| 2.      | Javed Ali        | 1,000                  |
|         | <b>Total</b>     | <b>10,000</b>          |

2. Private Placement of 27,000 Equity Shares of face value of Rs. 10/- fully paid up at premium of Rs. 150 as per equity share the details given below:

| Sr. No | Name of Allottee | No. of Shares Allotted |
|--------|------------------|------------------------|
| 1.     | Dilip Kumar Soni | 25,125                 |
| 2.     | Balendra Shukla  | 1,875                  |
|        | <b>Total</b>     | <b>27,000</b>          |

3. Right Issue of 27,878 Equity Shares of face value of Rs. 10/- fully paid up at premium of Rs. 155 as per equity share the details given below:

| Sr. No | Name of Allottee | No. of Shares Allotted |
|--------|------------------|------------------------|
| 1.     | Dilip Kumar Soni | 13,636                 |
| 2.     | Javed Ali        | 14,242                 |
|        | <b>Total</b>     | <b>27,878</b>          |

4. Right issue of 66,514 Equity Shares of face value of Rs. 10/- fully paid up at premium of Rs. 155 as per equity share the details given below:

| Sr. No | Name of Allottee | No. of Shares Allotted |
|--------|------------------|------------------------|
| 1.     | Dilip Kumar Soni | 38,484                 |
| 2.     | Javed Ali        | 28,030                 |
|        | <b>Total</b>     | <b>66,514</b>          |

5. Right issue of 14,756 Equity Shares of face value of Rs. 10/- fully paid up at premium of Rs. 155 as per equity share the details given below:

| Sr. No | Name of Allottee | No. of Shares Allotted |
|--------|------------------|------------------------|
| 1.     | Dilip Kumar Soni | 6,060                  |
| 2.     | Javed Ali        | 8,696                  |
|        | <b>Total</b>     | <b>14,756</b>          |

6. Private Placement of 47,600 Equity Shares of face value of Rs. 10/- fully paid up at premium of Rs. 240 as per equity share the details given below:

| Sr. No | Name of Allottee       | No. of Shares Allotted |
|--------|------------------------|------------------------|
| 1      | Drishti Punjabi        | 2000                   |
| 2      | Anita Rathore          | 3600                   |
| 3      | Motilal Laxkar         | 8000                   |
| 4      | Pooja Nyati            | 2000                   |
| 5      | Rekha Mourya           | 400                    |
| 6      | Sakshi Paliwal         | 2000                   |
| 7      | Sangeeta gupta         | 4000                   |
| 8      | Sanjay Jain            | 19600                  |
| 9      | Vinod Kumar Bafna      | 2000                   |
| 10     | Vyangnesh Choksi (HUF) | 2000                   |
| 11     | Vyangnesh Choksi       | 2000                   |
|        | <b>Total</b>           | <b>47,600</b>          |

7. Bonus Issue of 29,06,220 Equity Shares in the ratio of 15 equity shares for every 1 equity share held of face value of Rs. 10/- fully paid up as per the details given below:

| Sr. No | Name of Allottee       | No. of Shares Allotted |
|--------|------------------------|------------------------|
|        | Dilip Kumar Soni       | 1384575                |
|        | Javed Ali              | 779520                 |
|        | Balendra Shukla        | 28125                  |
|        | Drishti Punjabi        | 30000                  |
|        | Anita Rathore          | 54000                  |
|        | Motilal Laxkar         | 120000                 |
|        | Pooja Nyati            | 30000                  |
|        | Rekha Mourya           | 6000                   |
|        | Sakhshi Paliwal        | 30000                  |
|        | Sangeeta Gupta         | 60000                  |
|        | Sanjay Jain            | 294000                 |
|        | Vinod Kumar Bafna      | 30000                  |
|        | Vyangnesh Choksi (HUF) | 30000                  |
|        | Vyangnesh Choksi       | 30000                  |
|        | <b>Total</b>           | <b>2906220</b>         |

8. Private Placement of 2,04,210 Equity Shares of face value of Rs. 10/- fully paid up at premium of Rs. 15 as per equity share the details given below:

| Sr. No | Name of Allottee | No. of Shares Allotted |
|--------|------------------|------------------------|
| 1      | Dilip Kumar Soni | 57000                  |
| 2      | Sanjay Jain      | 20000                  |

| Sr. No | Name of Allottee           | No. of Shares Allotted |
|--------|----------------------------|------------------------|
| 3      | Peethambra General Trading | 127210                 |
|        | <b>Total</b>               | <b>2,04,210</b>        |

9. Private Placement of 50,783 Equity Shares of face value of Rs. 10/- fully paid up at premium of Rs. 15 as per equity share the details given below:

| Sr. No | Name of Allottee | No. of Shares Allotted |
|--------|------------------|------------------------|
| 1      | M/s Global FZE   | 50,783                 |
|        | <b>Total</b>     | <b>50,783</b>          |

3. We have not issued any Equity Shares for consideration other than cash except as follows:

| Date of Allotment | Number of Equity Shares | Face Value (Rs.) | Issue Price (Rs.) | Reasons for Allotment | Benefits Accrued to our Company | Allottees              | No. of Shares Allotted |
|-------------------|-------------------------|------------------|-------------------|-----------------------|---------------------------------|------------------------|------------------------|
| August 09, 2017   | 29,06,220               | 10               | Nil               | Bonus Issue           | Nil                             | Dilip Kumar Soni       | 13,84,575              |
|                   |                         |                  |                   |                       |                                 | Javed Ali              | 7,79,520               |
|                   |                         |                  |                   |                       |                                 | Balendra Shukla        | 28,125                 |
|                   |                         |                  |                   |                       |                                 | Drishti Punjabi        | 30,000                 |
|                   |                         |                  |                   |                       |                                 | Anita Rathore          | 54,000                 |
|                   |                         |                  |                   |                       |                                 | Motilal Laxkar         | 1,20,000               |
|                   |                         |                  |                   |                       |                                 | Pooja Nyati            | 30,000                 |
|                   |                         |                  |                   |                       |                                 | Rekha Mourya           | 6,000                  |
|                   |                         |                  |                   |                       |                                 | Sakhshi Paliwal        | 30,000                 |
|                   |                         |                  |                   |                       |                                 | Sangeeta Gupta         | 60,000                 |
|                   |                         |                  |                   |                       |                                 | Sanjay Jain            | 2,94,000               |
|                   |                         |                  |                   |                       |                                 | Vinod Kumar Bafna      | 30,000                 |
|                   |                         |                  |                   |                       |                                 | Vyangnesh Choksi (HUF) | 30,000                 |
|                   |                         |                  |                   |                       |                                 | Vyangnesh Choksi       | 30,000                 |
| TOTAL             |                         |                  |                   |                       |                                 |                        | 29,06,220              |
|                   |                         |                  |                   |                       |                                 |                        |                        |

4. No Equity Shares have been allotted pursuant to any scheme approved under Section 230-232 of the Companies Act, 2013.
5. We have not revalued our assets since inception and have not issued any Equity Shares (including bonus shares) by capitalizing any revaluation reserves.
- a. We have not issued any shares at price below Issue Price within last one year from the date of this Draft Prospectus except as given below:

| Date of Allotment | Number of Equity Shares | Face Value (Rs.) | Issue Price (Rs.) | Reasons for Allotment | Benefits Accrued to our Company | Allottees | No. of Shares Allotted |
|-------------------|-------------------------|------------------|-------------------|-----------------------|---------------------------------|-----------|------------------------|
|-------------------|-------------------------|------------------|-------------------|-----------------------|---------------------------------|-----------|------------------------|

| Date of Allotment | Number of Equity Shares | Face Value (Rs.) | Issue Price (Rs.) | Reasons for Allotment | Benefits Accrued to our Company | Allottees              | No. of Shares Allotted |
|-------------------|-------------------------|------------------|-------------------|-----------------------|---------------------------------|------------------------|------------------------|
| August 09,2017    | 29,06,220               | 10               | Nil               | Bonus Issue           | Nil                             | Dilip Kumar Soni       | 13,84,575              |
|                   |                         |                  |                   |                       |                                 | Javed Ali              | 7,79,520               |
|                   |                         |                  |                   |                       |                                 | Balendra Shukla        | 28,125                 |
|                   |                         |                  |                   |                       |                                 | Drishti Punjabi        | 30,000                 |
|                   |                         |                  |                   |                       |                                 | Anita Rathore          | 54,000                 |
|                   |                         |                  |                   |                       |                                 | Motilal Laxkar         | 1,20,000               |
|                   |                         |                  |                   |                       |                                 | Pooja Nyati            | 30,000                 |
|                   |                         |                  |                   |                       |                                 | Rekha Mourya           | 6,000                  |
|                   |                         |                  |                   |                       |                                 | Sakhshi Paliwal        | 30,000                 |
|                   |                         |                  |                   |                       |                                 | Sangeeta Gupta         | 60,000                 |
|                   |                         |                  |                   |                       |                                 | Sanjay Jain            | 2,94,000               |
|                   |                         |                  |                   |                       |                                 | Vinod Kumar Bafna      | 30,000                 |
|                   |                         |                  |                   |                       |                                 | Vyangnesh Choksi (HUF) | 30,000                 |
|                   |                         |                  |                   |                       |                                 | Vyangnesh Choksi       | 30,000                 |
|                   |                         |                  |                   |                       |                                 | <b>TOTAL</b>           | <b>29,06,220</b>       |

## 6. Build-up of Promoters' shareholding, Promoters' contribution and lock-in

### i. Build Up of Promoter's shareholdings

As on the date of this Draft Prospectus, our Promoter, Dilip Kumar Soni holds 15,33,880 Equity Shares and Javed Ali holds 8,31,488 Equity Shares of our Company. None of the shares held by our promoters are subject to any pledge.

**a. Dilip Kumar Soni**

| Date of Allotment and made fully paid up / Transfer | No. of Equity Shares | Face value per Share (Rs.) | Issue / Acquisition / Transfer price Rs.)* | Nature of Transactions | Pre-issue shareholding % | Post – issue shareholding % |
|---|----------------------|----------------------------|--|------------------------|--------------------------|-----------------------------|
| On the Incorporation                                | 9,000                | 10                         | 10   | Subscriber to MOA      | 0.27%                    | [●]                         |
| June 2, 2015  | 25,125               | 10                         | 160  | Private Placement      | 0.75%                    | [●]                         |
| January 4, 2017                                     | 13,636               | 10                         | 165  | Rights Issue           | 0.41%                    | [●]                         |
| March 20, 2017                                      | 38,484               | 10                         | 165  | Rights Issue           | 1.15%                    | [●]                         |
| March 23, 2017                                      | 6,060                | 10                         | 165  | Rights Issue           | 0.18%                    | [●]                         |
| August 09, 2017                                     | 13,84,575            | 10                         | Nil  | Bonus Issue            | 41.27%                   | [●]                         |
| August 29, 2017                                     | 57,000               | 10                         | 25   | Private Placement      | 1.70%                    | [●]                         |
| November 21, 2017                                   | 50,000               | 10                         | 25   | Transfer               | 1.49%                    | [●]                         |
| <b>Total</b>  | <b>15,83,880</b>     |                            |  |                        |                          |                             |

**b. Javed Ali**

| Date of Allotment and made fully paid up / Transfer | No. of Equity Shares | Face value per Share (Rs.) | Issue / Acquisition / Transfer price Rs.)* | Nature of Transactions | Pre-issue shareholding % | Post – issue shareholding % |
|---|----------------------|----------------------------|--|------------------------|--------------------------|-----------------------------|
| On the Incorporation                                | 1,000                | 10                         | 10   | Subscriber to MOA      | 0.03%                    | [●]                         |
| January 4, 2017                                     | 14,242               | 10                         | 165  | Rights Issue           | 0.42%                    | [●]                         |
| March 20, 2017                                      | 28,030               | 10                         | 165  | Rights Issue           | 0.84%                    | [●]                         |
| March 23, 2017                                      | 8,696                | 10                         | 165  | Rights Issue           | 0.26%                    | [●]                         |
| August 09, 2017                                     | 7,79,520             | 10                         | Nil  | Bonus Issue            | 23.23%                   | [●]                         |
| <b>Total</b>  | <b>8,31,488</b>      |                            |  |                        |                          |                             |

ii. **Details of Promoter Contribution locked in for three years:**

Pursuant to the SEBI ICDR Regulations, an aggregate of 20% of the fully diluted post-Issue Equity Share capital of our Company held by our Promoters, shall be locked-in for a period of three years from the date of Allotment and our Promoters' shareholding in excess of 20% shall be locked-in for a period of one year from the date of Allotment ("**Promoters' Contribution**").

The Equity Shares which are being locked in for 3 (three) years from the date of Allotment are as follows:

| S<br>r.<br>N<br>o       | No. of<br>Equity<br>Shares | Face<br>Val<br>ue<br>(In<br>Rs.) | Issue/<br>Acqui<br>sition<br>Price | Date of<br>Allotment/Ac<br>quisition and<br>when made<br>fully paid-up | Nature<br>of<br>Allotme<br>nt/<br>Transfer | Consider<br>ation<br>(Cash/oth<br>er than<br>cash) | Perce<br>ntage<br>of<br>post-<br>Issue<br>paid-<br>up<br>capita<br>l | Loc<br>k in<br>Peri<br>od | Source<br>of<br>Promote<br>r's<br>Contrib<br>ution |
|-------------------------|----------------------------|----------------------------------|------------------------------------|--|--|--|--|---------------------------|--|
| <b>Dilip Kumar Soni</b> |                            |                                  |                                    |  |  |  |  |                           |  |
|                         | [●]                        | [●]                              | [●]                                | [●]  | [●]  | [●]  | [●]  | [●]                       | [●]  |
| <b>Javed Ali</b>        |                            |                                  |                                    |  |  |  |  |                           |  |
|                         | [●]                        | [●]                              | [●]                                | [●]  | [●]  | [●]  | [●]  | [●]                       | [●]  |

The Equity Shares that are being locked-in are eligible for computation of Promoter's Contribution under Regulation 33 of the SEBI ICDR Regulations. In this connection, as per Regulation 33 of the SEBI ICDR Regulations, our Company confirms that the Equity Shares locked-in do not consist of:

- Equity Shares acquired during the preceding three years for consideration other than cash and revaluation of assets or capitalization of intangible assets or bonus shares out of revaluations reserves or unrealised profits or bonus shares of shares which are otherwise ineligible for computation of Promoters' Contribution;
- Equity Shares acquired during the preceding one year, at a price lower than the price at which the Equity Shares are being offered to the public in the Issue;
- Equity Shares issued to the Promoters upon conversion of a partnership firm;
- Equity Shares held by the Promoters that are subject to any pledge; and
- Equity Shares for which specific written consent has not been obtained from the respective shareholders for inclusion of their subscription in the Promoters' Contribution subject to lock-in.

The minimum Promoters' Contribution has been brought in to the extent of, not less than the specified minimum lot and from the persons defined as "*Promoters*" under the SEBI ICDR Regulations.

iii ***Details of share capital locked in for one year***

Other than the above Equity Shares that would be locked in for 3 (three) years, the entire pre-Issue capital of our Company would be locked-in for a period of 1 (one) year from the date of Allotment in the Issue pursuant to Regulation 36(b) and Regulation 37 of the SEBI ICDR Regulations.

iv. ***Other requirements in respect of lock-in***

Pursuant to Regulation 39 of the SEBI ICDR Regulations, the locked-in Equity Shares held by the Promoters, as specified above, can be pledged only with scheduled commercial banks or public financial institutions as collateral security for loans granted by such scheduled commercial banks or

public financial institution, provided that the pledge of the Equity Shares is one of the terms of the sanction of the loan.

Provided that securities locked in as Promoters' Contribution for 3 years under Regulation 36(a) of the SEBI ICDR Regulations may be pledged only if, in addition to fulfilling the above requirement, the loan has been granted by such scheduled commercial bank or public financial institution for the purpose of financing one or more of the objects of the Issue.

Pursuant to Regulation 40 of the SEBI ICDR Regulations, Equity Shares held by the Promoters may be transferred to and amongst the Promoters, the Promoter Group or to new promoters or persons in control of our Company subject to continuation of the lock-in in the hands of the transferees for the remaining period and compliance with the SEBI Takeover Regulations.

Further, pursuant to 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, provided that lock-in on such Equity Shares will continue for the remaining period with the transferee and such transferee shall not be eligible to transfer such Equity Shares till the lock-in period stipulated under the SEBI ICDR Regulations has ended, subject to compliance with the SEBI Takeover Regulations, as applicable.

Except as mentioned below, there were no shares purchased/sold by the Promoter and Promoter Group, directors and their immediate relatives during last 6 months

| Date of Allotment/transfer | Name of Allottee/Transferee | Number of Shares Allotted/Transferred | Face Value | Issue Price/Transfer Price | Reason of Allotment/Transfer |
|----------------------------|-----------------------------|---------------------------------------|------------|----------------------------|------------------------------|
| August 09, 2017            | Dilip Kumar Soni            | 1384575                               | 10         | -                          | Bonus Issue                  |
|                            | Javed Ali                   | 779520                                |            |                            |                              |
| August 29, 2017            | Dilip Kumar Soni            | 57000                                 | 10         | 25                         | Private Placement            |
| November 21, 2017          | Dilip Kumar Soni            | 50,000                                | 10         | 25                         | Transfer from Sanjay Jain    |

## 7. Our Shareholding Pattern

The table below presents the shareholding pattern of our Company as per Regulation 31, of the SEBI Listing Regulations, 2015

Summary of Shareholding Pattern as on date of this Draft Prospectus

| Category | Category of Shareholder     | Nos. of shareholders | No. of fully paid up equity shares held | No. of Partly paid-up equity shares held | No. of shares underlying Depository Receipts | Total nos. shares held | Shareholding as a % of total no. of shares (calculated as per SCRR, 1957) | Number of Voting Rights held in each class of securities* | No. of Shares Underlying Outstanding convertible securities (including Warrants) | Shareholding, as a % assuming full conversion of convertible securities (as a percentage of diluted share capital) | Number of Locked in shares | Number of Shares pledged or otherwise encumbered | Number of equity shares held in dematerialized form |
|----------|-----------------------------|----------------------|---|--|--|------------------------|---|---|--|--|----------------------------|--|---|
| I        | II                          | III                  | IV                                      | V  | VI   | VII = IV + V + VI      | VII I   | IX  | X  | XI = VII + X   | XII                        | XIII   | XIV   |
| A        | Promoter and Promoter Group | 2                    | 2415368                                 | -  | -  | 2415368                | 71.99%  |   | -  |  | -                          | -  | [•]   |
| B        | Public                      | 15                   | 939593                                  | -  | -  | 939593                 | 28.01%  |   | -  |  | -                          | -  | [•]   |



| Category | Category of Shareholder        | Nos. of shareholders | No. of fully paid equity shares held | No. of Partly paid-up equity shares held | No. of shares underlying Depository Receipts | Total nos. shares held | Shareholding as a % of total no. of shares (calculated as per SCRR, 1957) | Number of Voting Rights held in each class of securities* |   | No. of Shares Underlying Outstanding convertible securities (including Warrants) | Shareholding, as a % assuming full conversion of convertible securities (as a percentage of diluted share capital) | Number of Locked in shares |          | Number of Shares pledged or otherwise encumbered |   | Number of equity shares held in dematerialized form |
|----------|--------------------------------|----------------------|--------------------------------------|--|--|------------------------|---|---|---|--|--|----------------------------|----------|--|---|---|
| C        | Non Promoter-Non Public        |                      |                                      |  |  |                        |   |   |   |  |  |                            |          |  |   |   |
| 1        | Shares underlying DRs          | -                    | -                                    | -  | -  | -                      | -   | -   | - | -  | -  | -                          | -        | -  | - | -   |
| 2        | Shares held by Employee Trusts | -                    | -                                    | -  | -  | -                      | -   | -   | - | -  | -  | -                          | -        | -  | - | -   |
|          | <b>Total</b>                   | <b>17</b>            | <b>3354961</b>                       |  | <b>-</b>                                     | <b>3354961</b>         | <b>100</b>  |   |   | <b>-</b>   |  | <b>-</b>                   | <b>-</b> |  |   | <b>[•]</b>  |

| Category | Category of Shareholder | Nos. of shareholders | No. of fully paid up equity shares held | No. of Partly paid-up equity shares held | No. of shares underlying Depository Receipts | Total nos. shares held | Shareholding as a % of total no. of shares (calculated as per SCRR, 1957) | Number of Voting Rights held in each class of securities* | No. of Shares Underlying Outstanding convertible securities (including Warrants) | Shareholding, as a % assuming full conversion of convertible securities (as a percentage of diluted share capital) | Number of Locked in shares | Number of Shares pledged or otherwise encumbered | Number of equity shares held in dematerialized form |
|----------|-------------------------|----------------------|---|--|--|------------------------|---|---|--|--|----------------------------|--|---|
|          |                         |                      |   |  |  |                        | %   |   |  |  |                            |  |   |

\*As on the date of this Draft Prospectus 1 Equity Shares holds 1 vote.

\*\* All Pre IPO Equity shares of our Company will be locked in as mentioned above prior to listing of shares on NSEEMERGE.

Our Company will file the shareholding pattern of our Company, in the form prescribed under Regulation 31 of the SEBI Listing Regulations, one day prior to the listing of the Equity shares. The Shareholding pattern will be uploaded on the website of NSE before commencement of trading of such Equity Shares.

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 Promoter / members of the Promoter Group shall be dematerialised prior to filing the Draft Prospectus with the RoC.

8. 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. No. | Name of the Shareholder | Pre – Issue          |                        | Post – Issue         |                         |
|---------|-------------------------|----------------------|------------------------|----------------------|-------------------------|
|         |                         | No. of Equity Shares | % of Pre-Issue Capital | No. of Equity Shares | % of Post-Issue Capital |
| (I)     | (II)                    | (III)                | (IV)                   | (V)                  | (VI)                    |
|         | <b>Promoter</b>         |                      |                        |                      |                         |
| 1       | Dilip Kumar Soni        | 15,83,880            | 47.21%                 |                      |                         |
| 2       | Javed Ali               | 8,31,488             | 24.78%                 |                      |                         |
|         | <b>Sub Total(1)</b>     | <b>24,15,368</b>     | <b>71.99%</b>          |                      |                         |
|         | <b>Promoter Group</b>   |                      |                        |                      |                         |
|         | -                       | -                    | -                      |                      |                         |
|         | <b>Sub Total(2)</b>     | <b>-</b>             | <b>-</b>               |                      |                         |
|         | <b>Total(1+2)</b>       | <b>24,15,368</b>     | <b>71.99%</b>          |                      |                         |

9. The average cost of acquisition of or subscription to Equity Shares by our Promoter is set forth in the table below:

| Name of the Promoter | No. of Shares held | Average cost of Acquisition (in Rs.) |
|----------------------|--------------------|--------------------------------------|
| Dilip Kumar Soni     | 15,83,880          | 10.34                                |
| Javed Ali            | 8,31,488           | 10.13                                |

10. Except as mentioned below, no persons belonging to the category “Public” holds securities (including shares, warrants, convertible securities) of more than 1% of the total number of shares.

| Sr. No. | Name of the Shareholder    | Pre – Issue          |                        | Post – Issue         |                         |
|---------|----------------------------|----------------------|------------------------|----------------------|-------------------------|
|         |                            | No. of Equity Shares | % of Pre-Issue Capital | No. of Equity Shares | % of Post-Issue Capital |
| (I)     | (II)                       | (III)                | (IV)                   | (V)                  | (VI)                    |
| 1       | Anita Rathore              | 57,600               | 1.72%                  |                      |                         |
| 2       | Motilal Laxkar             | 1,28,000             | 3.82%                  |                      |                         |
| 3       | Sangeeta Gupta             | 64,000               | 1.91%                  |                      |                         |
| 4       | Sanjay Jain                | 2,63,600             | 7.86%                  |                      |                         |
| 5       | Peethambra General Trading | 1,27,210             | 3.79%                  |                      |                         |
| 6       | M/s Global FZE             | 50,783               | 1.51%                  |                      |                         |

11. The lists of top 10 shareholders of our Company and the number of Equity Shares held by them as on the date of filing, ten days before the date of filing and two years before the date of filing of this Draft Prospectus are set forth below:

- a. Particulars of the top ten shareholders as on the date of filing this Draft Prospectus:

| Sr. No | Particulars      | Number of Equity Shares | % of Total Paid-Up Capital |
|--------|------------------|-------------------------|----------------------------|
| 1.     | Dilip Kumar Soni | 1533880                 | 47.21%                     |
| 2.     | Javed Ali        | 831488                  | 24.78%                     |
| 3.     | Sanjay Jain      | 263600                  | 7.86%                      |

| Sr. No | Particulars                | Number of Equity Shares | % of Total Paid-Up Capital |
|--------|----------------------------|-------------------------|----------------------------|
| 4.     | Motilal Laxkar             | 128000                  | 3.82%                      |
| 5.     | Peethambra General Trading | 127210                  | 3.79%                      |
| 6.     | Sangeeta Gupta             | 64000                   | 1.91%                      |
| 7.     | Anita Rathore              | 57600                   | 1.72%                      |
| 8.     | M/s Global FZE             | 50783                   | 1.51%                      |
| 9.     | Drishti Punjabi            | 32000                   | 0.95%                      |
| 9.     | Pooja Nyati                | 32000                   | 0.95%                      |
| 9.     | Sakshi Paliwal             | 32000                   | 0.95%                      |
| 9.     | Vinod Kumar Bafna          | 32000                   | 0.95%                      |
| 9.     | Vyangesh Choksi            | 32000                   | 0.95%                      |
| 9.     | Preeti Gupta               | 32000                   | 0.95%                      |
| 10.    | Balendra Shukla            | 30000                   | 0.89%                      |

b. Particulars of top ten shareholders ten days prior to the date of filing this Draft Prospectus:

| Sr. No | Particulars                | Number of Equity Shares | % of Total Paid-Up Capital |
|--------|----------------------------|-------------------------|----------------------------|
| 1.     | Dilip Kumar Soni           | 1533880                 | 47.21%                     |
| 2.     | Javed Ali                  | 831488                  | 24.78%                     |
| 3.     | Sanjay Jain                | 263600                  | 7.86%                      |
| 4.     | Motilal Laxkar             | 128000                  | 3.82%                      |
| 5.     | Peethambra General Trading | 127210                  | 3.79%                      |
| 6.     | Sangeeta Gupta             | 64000                   | 1.91%                      |
| 7.     | Anita Rathore              | 57600                   | 1.72%                      |
| 8.     | M/s Global FZE             | 50783                   | 1.51%                      |
| 9.     | Drishti Punjabi            | 32000                   | 0.95%                      |
| 9.     | Pooja Nyati                | 32000                   | 0.95%                      |
| 9.     | Sakshi Paliwal             | 32000                   | 0.95%                      |
| 9.     | Vinod Kumar Bafna          | 32000                   | 0.95%                      |
| 9.     | Vyangesh Choksi            | 32000                   | 0.95%                      |
| 9.     | Preeti Gupta               | 32000                   | 0.95%                      |
| 10.    | Balendra Shukla            | 30000                   | 0.89%                      |

c. Particulars of the top ten shareholders as on November 2015:

| Sr. No. | Name of Shareholders | Number of Equity Shares | % of then existing total Paid-Up Capital |
|---------|----------------------|-------------------------|--|
| 1.      | Dilip Kumar Soni     | 25,125                  | 92.23                                    |
| 2.      | Javed Ali            | 1,000                   | 2.70                                     |
| 3.      | Balendra Shukla      | 1,875                   | 5.07                                     |

12. 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 (Share Based Employee Benefits) Regulations, 2014.
13. Neither the Lead Manager viz. Pantomath Capital Advisors Private Limited, nor its associates hold any Equity Shares of our Company as on the date of the Draft Prospectus.
14. Under-subscription in the net issue, if any, in any category, would be allowed to be met with spill over from any other category or a combination of categories at the discretion of our Company in consultation with the Lead Managers and the NSEEMERGE.

15. The unsubscribed portion in any reserved category (if any) may be added to any other reserved category.
16. The unsubscribed portion if any, after such inter se adjustments among the reserved categories shall be added back to the net offer to the public portion.
17. There are no Equity Shares against which depository receipts have been issued.
18. Other than the Equity Shares, there are no other class of securities issued by our Company.
19. 1,98,000 Equity Shares have been reserved for allocation to Eligible Employees on a proportionate basis. However, the initial Allotment to an Eligible Employee in the Employee Reservation Portion shall not exceed Rs. 200,000 (which will be less Employee Discount). Only in the event of an under-subscription in the Employee Reservation Portion post the initial allotment, such unsubscribed portion may be Allotted on a proportionate basis to Eligible Employees. Only Eligible Employees are eligible to apply in this Issue under the Employee Reservation Portion. If the aggregate demand in the Employee Reservation Portion is greater than 1,98,000 Equity Shares at the Issue Price, allocation will be made on a proportionate basis.
20. There will be no further issue of capital, whether by way of issue of bonus shares, preferential allotment, right 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 does not intend to alter its capital structure within six months from the date of opening of the Issue, by way of split/consolidation of the denomination of Equity Shares. However our Company may further issue Equity Shares (including issue of securities convertible into Equity Shares) whether preferential or otherwise after the date of the listing of equity shares to finance an acquisition, merger or joint venture or for regulatory compliance or such other scheme of arrangement or any other purpose as the Board may deem fit, if an opportunity of such nature is determined by its Board of Directors to be in the interest of our Company.
21. None of the persons/entities comprising our Promoter Group, or our Directors or 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 any such entity/individual or otherwise during the period of six months immediately preceding the date of filing of this Draft Prospectus.
22. Our Company, our Promoters, our Directors and the Book Running Lead Manager have not entered into any buy back or standby or similar arrangements for the purchase of Equity Shares being offered through the Issue from any person.
23. There are no safety net arrangements for this public issue.
24. An over-subscription to the extent of 10% of the Issue can be retained for the purpose of rounding off to the nearest multiple of minimum allotment lot, while finalising 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 our Promoters and subject to lock-in shall be suitably increased; so as to ensure that a minimum of 20% of the post Issue paid-up capital is locked in.
25. In case of over-subscription in all categories the allocation in the Issue shall be as per the requirements of Regulation 43 (4) of SEBI (ICDR) Regulations, as amended from time to time.
26. As on date of this Draft Prospectus there are no outstanding warrants, options or rights to convert debentures loans or other financial instruments into our Equity Shares.
27. All the Equity Shares of our Company are fully paid up as on the date of this Draft Prospectus. Further, since the entire issue price in respect of the Issue is payable on application, all the successful applicants will be issued fully paid-up equity shares and thus all shares offered through this issue shall be fully paid-up.
28. As per RBI regulations, OCBs are not allowed to participate in this Issue.

29. Our Company has not raised any bridge loans against the proceeds of the Issue.
30. Our Company undertakes that at any given time, there shall be only one denomination for our Equity Shares, unless otherwise permitted by law.
31. Our Company shall comply with such accounting and disclosure norms as specified by SEBI from time to time.
32. 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.
33. No payment, direct or indirect in the nature of discount, commission, and allowance or otherwise shall be made either by us or our Promoters to the persons who receive allotments, if any, in this Issue.
34. We have 17 shareholders as on the date of filing of this Draft Prospectus.
35. Our Promoters and the members of our Promoter Group will not participate in this Issue.
36. Our Company has not made any public issue since its incorporation.
37. 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 Exchange within twenty-four hours of such transaction.
38. For the details of transactions by our Company with our Promoter Group, Group Companies for the period ending June 2017 and the financial years ended March 31, 2014, 2015, 2016, 2017, please refer to paragraph titled “Details of Related Parties Transactions as Restated” in the chapter titled ‘*Financial Statements as restated*’ on page [•] of the Draft Prospectus.
39. 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 141 of the Draft Prospectus.

## OBJECT OF THE ISSUE

Our Company proposes to utilize the net proceeds from the Issue towards funding the following objects and achieve the benefits of listing on the SME platform of NSE.

### DETAILS OF THE PROCEEDS

| Particulars                   | Amount (Rs. in lakhs) |
|-------------------------------|-----------------------|
| Gross Proceeds from the Issue | [●]                   |
| (Less) Issue related expenses | [●]                   |
| Net Proceeds                  | [●]                   |

*\*As on the date of this Draft Prospectus, our Company has incurred Rs.5.75 lakhs towards Issue expenses.*

The object of the Issue is to fund our Working Capital requirements and General Corporate Purposes.

Also, we believe that the listing of Equity Shares will enhance our Company's corporate image, brand name and create a public market for our Equity Shares in India.

The main objects clause of our Memorandum of Association and the objects incidental and ancillary to the main objects enable us to undertake the activities for which funds are being raised in the issue. The existing activities of our Company are within the objects clause of our Memorandum of Association.

### FUND REQUIREMENTS

| Sr. No. | Particulars                  | Amount to be financed from Net Proceeds of the Issue (Rs. in lakhs) | Percentage of Gross Proceeds | Percentage of Net Proceeds |
|---------|------------------------------|---|------------------------------|----------------------------|
| 1.      | Working Capital Requirements | [●]   | [●]                          | [●]                        |
| 2.      | General Corporate Purposes   | [●]   | [●]                          | [●]                        |

Our Company shall determine the fund requirement on finalization of Issue Price and thus interse allocation of funds shall vary and will be updated in the Prospectus.

The requirements of the objects detailed above are intended to be funded from the Proceeds of the Issue and Internal Accruals. Accordingly, we confirm that there is no requirement for us to make firm arrangements of finance through verifiable means towards at least 75% of the stated means of finance, excluding the amount to be raised from the proposed Issue.

The fund requirement and deployment is based on internal management estimates and our Company's current business plan and is subject to change in light of changes in external circumstances or costs, other financial conditions, business or strategy. These estimates have not been appraised by any bank or financial institution.

In view of the dynamic nature of the sector and specifically that of our business, we may have to revise our expenditure and fund requirements as a result of variations in cost estimates and external factors which may not be within the control of our management. This may entail rescheduling and revising the planned expenditures and fund requirements and increasing or decreasing expenditures for a particular purpose at the discretion of our management, within the objects.

We may have to revise our expenditure and fund requirements as a result of variations in cost estimates on account of variety of factors such as incremental pre-operative expenses and external factors which may not be within the control of our management and may entail rescheduling and

revising the planned expenditure and funding requirement and increasing or decreasing the expenditure for a particular purpose from the planned expenditure at the discretion of our management in accordance with applicable laws. In case of any surplus after utilization of the Net Proceeds for the stated objects, we may use such surplus towards future growth opportunities, if required and general corporate purposes.

In case of variations in the actual utilisation of funds earmarked for the purposes set forth above, increased fund requirements for a particular purpose may be financed by surplus funds, if any, available in respect of the other purposes for which funds are being raised in this Issue. If surplus funds are unavailable, the required financing will be done through internal accruals through cash flows from our operations and debt. In case of a shortfall in raising requisite capital from the Net Proceeds towards meeting the objects of the Issue, we may explore a range of options including utilising our internal accruals and seeking additional debt from existing and future lenders. We believe that such alternate arrangements would be available to fund any such shortfalls.

## WORKING CAPITAL REQUIREMENTS

Our business is working capital intensive. We finance our working capital requirements from internal accruals and other sources.

As on March 31, 2016 and March 31, 2017 our Company's net working capital consisted of Rs. 7.07 lakhs and Rs. 573.24 Lakhs respectively, based on our restated financial statements.

The total net working capital requirement for the financial year 2017-18 is estimated to be Rs. 1055.47 lakhs which will be met through the Net Proceeds to the extent of Rs. [●] lakhs, and the balance portion will be met through internal accruals/ Owned Funds and short term borrowings.

### Basis of estimation of working capital requirement

The details of our Company's working capital requirement are based on the audited and restated standalone financial statements as at March 31, 2017 and March 31, 2016 are as set out in the table below

*Amount (Rs. In Lakhs)*

| Particulars                          | As on March 31 |               |
|--------------------------------------|----------------|---------------|
|                                      | 2017           | 2016          |
| <b>Current Assets</b>                |                |               |
| Inventories                          |                |               |
| -Raw Material Stock                  | 61.52          | 43.22         |
| -Consumable Stores                   | -              | 2.27          |
| -Stock of Finished Goods             | 243.47         | 39.91         |
| Trade Receivables                    | 890.81         | 242.03        |
| Cash and cash equivalents            | 18.87          | 30.39         |
| Short term Loans and Advances        | 276.15         | 43.27         |
| Other Current Assets                 | 14.36          | 5.98          |
| <b>Total (A)</b>                     | <b>1505.18</b> | <b>407.07</b> |
| <b>Current Liabilities</b>           |                |               |
| Trade Payables                       | 889.74         | 378.33        |
| Current Maturities of Long Term Debt | 13.29          | 4.20          |
| Other Current Liabilities            | 28.91          | 17.54         |
| <b>Total (B)</b>                     | <b>931.94</b>  | <b>400.07</b> |
| <b>Net Working Capital (A)-(B)</b>   | <b>573.24</b>  | <b>7.07</b>   |
| <b>Existing Funding Pattern</b>      |                |               |



|                       |        |      |
|-----------------------|--------|------|
| Short Term Borrowings | 448.09 | 7.07 |
| Internal Accruals     | 125.15 |      |

On the basis of our existing working capital requirements and the projected working capital requirements, our Board pursuant to the resolution dated November 21, 2017 has approved the business plan for the Fiscals 2018, 2019 and 2020. The projected working capital requirement for Fiscal 2018 is stated below:

*Amount (Rs. In Lakhs)*

| Particulars                              | 2017-18<br>(Estimated) |
|--|------------------------|
| <b>Current Assets</b>                    |                        |
| Inventory                                |                        |
| -Raw Material Stock                      | 122.62                 |
| -Stock of Finished Goods                 | 271.24                 |
| Trade Receivables                        | 1120.00                |
| Cash and cash equivalents                | 63.69                  |
| Short term Loans and Advances            | 306.55                 |
| Other Current Assets                     | 17.11                  |
| <b>Total (A)</b>                         | <b>1901.21</b>         |
| <b>Current Liabilities</b>               |                        |
| Trade Payables                           | 813.59                 |
| Current Maturities of Long Term Debt     | 16.28                  |
| Other Current Liabilities                | 15.87                  |
| <b>Total (B)</b>                         | <b>845.74</b>          |
| <b>Net Working Capital (A)-(B)</b>       | <b>1055.47</b>         |
| Issue Proceeds                           | [●]                    |
| Internal Accruals/ Short Term Borrowings | [●]                    |
| <b>Total Source</b>                      | <b>[●]</b>             |

#### Assumption for working capital requirements

Assumptions for Holding Levels\*

*(In months)*

| Particulars                | Holding Level as<br>of March 31,<br>2016* | Holding Level as<br>of March 31,<br>2017* | Holding Level as<br>of March 31,<br>2018 (Estimated) |
|----------------------------|---|---|--|
| <b>Current Assets</b>      |   |   |  |
| Inventories                |   |   |  |
| -Raw Material              | 0.42                                      | 0.28                                      | 0.50   |
| -Stock of Finished Goods   | 0.37                                      | 1.07                                      | 1.00   |
| Trade Receivables          | 2.00                                      | 3.83                                      | 4.00   |
| <b>Current Liabilities</b> |   |   |  |
| Trade Payables             | 3.55                                      | 4.05                                      | 3.25   |

Our Company proposes to utilize Rs. [●] lakhs of Net Proceeds towards working capital requirements for meeting our business requirements.

#### Justification for “Holding Period” levels

The justifications for the holding levels mentioned in the table above are provided below

| <b>Assets- Current Assets</b>            |   |
|--|---|
| <b>Raw Material</b>                      | Our company intends to maintain raw material level of 0.50 months in 2017-18 against 0.28 of months in 2016-17 as we expect increase in growth of our business operations during the year.  |
| <b>Stock Of Finished Goods</b>           | We have assumed holding period of 1.07 months in financial year 2017-18 against 1.00 months in financial year 2016-17 which is slightly higher than previous year's holding period as we are expecting increase in our revenues from the sale of goods and therefore, expect to hold more inventories.                |
| <b>Trade receivables</b>                 | We have assumed Trade Receivable holding period level of 4.00 months in financial year 2017-18 against 3.83 months in financial year 2016-17 which is higher than previous financial year's holding period levels as we are expecting to allow more lenient credit period to our customers                            |
| <b>Liabilities - Current Liabilities</b> |   |
| <b>Trade Payables</b>                    | We have assumed Trade Payable holding period level of 3.25 months in financial year 2017-18 against 4.05 months in financial year 2016-17 which is lower than previous financial year's holding period levels as going forward we expect to settle our dues well before time to avail good credit from our suppliers. |

#### **GENERAL CORPORATE PURPOSES**

Our Company proposes to deploy the balance Net Proceeds aggregating Rs [●] lakhs towards general corporate purposes, subject to such utilization not exceeding 25% of the Net Proceeds, in compliance with the SEBI Regulations, including but not limited to strategic initiatives, partnerships and joint ventures, meeting exigencies which our Company may face in the ordinary course of business, meeting expenses incurred in the ordinary course of business and any other purpose as may be approved by the Board or a duly appointed committee from time to time, subject to compliance with the necessary provisions of the Companies Act. Our Company's management, in accordance with the policies of the Board, will have flexibility in utilizing any surplus amounts.

#### **Issue Related Expenses**

The expenses for this Issue include issue management fees, underwriting fees, registrar fees, legal advisor fees, printing and distribution expenses, advertisement expenses, depository charges and listing fees to the Stock Exchange, among others. The total expenses for this Issue are estimated not to exceed Rs. [●] Lakhs.

| <b>Expenses</b>   | <b>Expenses(Rs. in Lakhs)*</b> | <b>Expenses (% of total Issue expenses)</b> | <b>Expenses (% of Gross Issue Proceeds)</b> |
|---|--------------------------------|---|---|
| Payment to Merchant Banker including expenses towards printing, advertising, and payment to other intermediaries such as Registrars, Bankers etc. | [●]                            | [●]   | [●]   |
| Regulatory fees   | [●]                            | [●]   | [●]   |
| Marketing and Other Expenses  | [●]                            | [●]   | [●]   |

| Expenses                              | Expenses(Rs. in Lakhs)* | Expenses (% of total Issue expenses) | Expenses (% of Gross Issue Proceeds) |
|---------------------------------------|-------------------------|--------------------------------------|--------------------------------------|
| <b>Total estimated Issue expenses</b> | [●]                     | [●]                                  | [●]                                  |

*\*As on date of the Prospectus, our Company has incurred Rs. [●] Lakhs towards Issue Expenses out of internal accruals.*

*\*\*SCSBs will be entitled to a processing fee of Rs. [●] per Application Form for processing of the Application Forms procured by other Application Collecting Intermediary and submitted to them.*

*Selling commission payable to registered broker, SCSBs, RTAs, CDPs on the portion directly procured from Retail Individual Applicants and Non Institutional Applicants, would be 100 on the Allotment Amount# or Rs 0.01 whichever is less on the Applications wherein shares are allotted.*

*The commissions and processing fees shall be payable within 30 working days post the date of receipt of final invoices of the respective intermediaries.*

*#Amount Allotted is the product of the number of Equity Shares Allotted and the Issue Price.*

#### **SCHEDULE OF IMPLEMENTATION & DEPLOYMENT OF FUNDS**

Our Company proposes to deploy the Net Proceeds in the aforesaid objects in the financial year 2017-18.

| Particulars                  | Total Funds Required | Estimated Utilization in FY 2017-2018 |
|------------------------------|----------------------|---------------------------------------|
| Working capital requirements | [●]                  | [●]                                   |
| General Corporate Purposes   | [●]                  | [●]                                   |
| <b>Total</b>                 | [●]                  | [●]                                   |

Further our Management, in accordance with the policies setup by the Board, will have flexibility in deploying the Net Proceeds of the Issue.

#### **BRIDGE FINANCING**

We have not entered into any bridge finance arrangements that will be repaid from the Net Issue Proceeds. However, we may draw down such amounts, as may be required, from an overdraft arrangement / cash credit facility with our lenders, to finance our capital needs until the completion of the Issue. Any amount that is drawn down from the overdraft arrangement / cash credit facility during this period to finance additional capital needs will be repaid from the Net Proceeds of the Issue.

#### **APPRAISAL BY APPRAISING AGENCY**

The fund requirement and deployment is based on internal management estimates and has not been appraised by any bank or financial institution.

#### **INTERIM USE OF FUNDS**

Pending utilization of the Issue Proceeds for the Objects of the Issue described above, our Company shall deposit the funds only in Scheduled Commercial Banks included in the Second Schedule of Reserve Bank of India Act, 1934.

In accordance with Section 27 of the Companies Act, 2013, our Company confirms that, pending utilization of the proceeds of the Issue as described above, it shall not use the funds from the Issue

Proceeds for any investment in equity and/or real estate products and/or equity linked and/or real estate linked products.

#### **MONITORING UTILIZATION OF FUNDS**

As the size of the Issue does not exceed Rs. 10,000 lakhs, in terms of Regulation 16 of the SEBI Regulations, our Company is not required to appoint a monitoring agency for the purposes of this Issue. Our Board and Audit Committee shall monitor the utilization of the Net Proceeds.

Pursuant to Regulation 32 of the Listing Regulations, our Company shall on a half yearly basis disclose to the Audit Committee the uses and application of the Issue Proceeds. Until such time as any part of the Issue Proceeds remains unutilized, our Company will disclose the utilization of the Issue Proceeds under separate heads in our Company's balance sheet(s) clearly specifying the amount of and purpose for which Issue Proceeds have been utilized so far, and details of amounts out of the Issue Proceeds that have not been utilized so far, also indicating interim investments, if any, of such unutilized Issue Proceeds. In the event that our Company is unable to utilize the entire amount that we have currently estimated for use out of the Issue Proceeds in a Fiscal Year, we will utilize such unutilized amount in the next financial year. Further, in accordance with Regulation 32(1) (a) of the Listing Regulations our Company shall furnish to the Stock Exchanges on a half yearly basis, a statement indicating material deviations, if any, in the utilization of the Issue Proceeds for the objects stated in this Prospectus.

#### **VARIATION IN OBJECTS**

In accordance with Section 13(8) and Section 27 of the Companies Act, 2013 and applicable rules, our Company shall not vary the objects of the Issue without our Company being authorized to do so by the Shareholders by way of a special resolution through postal ballot. In addition, the notice issued to the Shareholders in relation to the passing of such special resolution (the "Postal Ballot Notice") shall specify the prescribed details as required under the Companies Act and applicable rules. The Postal Ballot Notice shall simultaneously be published in the newspapers, one in English and one in the vernacular language of the jurisdiction where the Registered Office is situated. Our Promoters or controlling Shareholders will be required to provide an exit opportunity to such Shareholders who do not agree to the proposal to vary the objects, at such price, and in such manner, as may be prescribed by SEBI, in this regard.

#### **OTHER CONFIRMATIONS**

No part of the proceeds of the Issue will be paid by us to the Promoters and Promoter Group, the Directors, Associates, Key Management Personnel or Group Companies except in the normal course of business and in compliance with the applicable law.

## BASIS OF ISSUE PRICE

The Issue Price of Rs. [●]/- per Equity Share will be determined by our Company, in consultation with the Lead Manager on the basis of the following qualitative and quantitative factors and on the basis of an assessment of Market demand for the equity shares through the fixed price process. The face value of the Equity Share is Rs. 10/- and Issue Price is Rs. [●]/- per Equity Share and is [●] times the face value. Investors should read the following basis with the sections titled “Risk Factors” and “Financial Information” and the chapter titled “Our Business” beginning on page nos. 19,162 and 115 respectively, of this Draft Prospectus to get a more informed view before making any investment decisions. The trading price of the Equity Shares of our Company could decline due to these risk factors and you may lose all or part of your investments.

### QUALITATIVE FACTORS

Some of the qualitative factors, which form the basis for computing the price, are:

- Quality assurance
- Our experienced management and dedicated employee base
- Presence in international markets

For further details, refer to heading “*Our Competitive Strengths*” under chapter titled “*Our Business*” beginning on page 115 of this Draft Prospectus.

### QUANTITATIVE FACTORS

The information presented below relating to the Company is based on the restated financial statements of the Company for Financial Years 2017, 2016 and 2015 and for the period ended June 30, 2017, prepared in accordance with Indian GAAP. Some of the quantitative factors, which form the basis for computing the price, are as follows:

#### 1. Basic and Diluted Earnings per Share (EPS) as per Accounting Standard 20 as adjusted for changes in capital based on standalone restated financials

| Year/ Period Ended | Basic & Diluted EPS (Rs.) | Weight |
|--------------------|---------------------------|--------|
| March 31, 2015     | 0.95                      | 1      |
| March 31, 2016     | 0.36                      | 2      |
| March 31, 2017     | 2.24                      | 3      |
| Weighted Average   |                           | 1.40   |
| June 30, 2017      |                           | 1.36*  |

\* Not Annualised

#### Note:

The earnings per share has been computed by dividing net profit as restated, attributable to equity shareholders by restated weighted average number of equity shares outstanding during the period / year. Restated weighted average number of equity shares have been computed as per AS 20. The face value of each Equity Share is Rs. 10/-. Basic EPS is Net profit attributable to equity shareholders divided by Weighted average number of Equity Shares outstanding during the year / period.

On August 09, 2017, our company allotted 21,92,220 Equity Shares in the ratio of 1:15 as fully paid bonus shares. For the purpose of calculating the Earnings Per Share (EPS) above, these bonus shares have been taken into account for all the periods reported.

#### 2. Price to Earnings (P/E) ratio in relation to Issue Price of Rs. [●] per Equity Share of Rs. 10 each fully paid up.

| Particulars | P/E Ratio |
|-------------|-----------|
|-------------|-----------|

| Particulars  | P/E Ratio |
|--|-----------|
| P/E ratio based on Basic & Diluted EPS for FY 2016-17    | [●]       |
| P/E ratio based on Basic & Diluted EPS for June 30, 2017 | [●]       |
| P/E ratio based on Weighted Average Basic & Diluted EPS  | [●]       |
| <b>*Industry P/E</b>                                     |           |
| Lowest   | 3.66      |
| Highest  | 61.33     |
| Average  | 20.61     |

\* Industry Composite comprises of LT Foods Limited, Gokul Agro Resources Limited, Kriti Nutrients Limited, Shanti Overseas (India) Limited, Sanwaria Consumer Limited. EPS of Ruchi Soya Industries Limited is negative and thus P/E is not ascertainable.

### 3. Return on Net worth (RoNW)

Return on Net Worth ("RoNW") as per restated financial statements

| Year/ Period ended                        | RoNW (%) | Weight       |
|---|----------|--------------|
| March 31, 2015                            | 95.44    | 1            |
| March 31, 2016                            | 10.97    | 2            |
| March 31, 2017                            | 16.53    | 3            |
| <b>Weighted Average</b>                   |          | <b>27.83</b> |
| <b>For the Period Ended June 30, 2017</b> |          | <b>9.49*</b> |

\*Not Annualized

**Note:** RONW is computed as Restated Net Profit after tax for the respective years/ period divided by the net worth as at the end of the said years/ period. Net worth has been computed as sum of share capital and reserves and surplus.

### 4. Minimum Return on Total Net Worth post issue needed to maintain Pre Issue EPS for the year ended March 31, 2017 is [●]

### 5. Net Asset Value (NAV)

| Particulars   | Amount (in Rs.) |
|---|-----------------|
| Net Asset Value per Equity Share as of March 31, 2017 | 12.98           |
| Net Asset Value per Equity Share as of June 30, 2017  | 14.34           |
| Net Asset Value per Equity Share after the Issue      | [●]             |
| Issue Price per equity share                          | [●]             |

**Note:** Net Asset Value per Equity Share has been calculated as net worth divided by number of equity shares at the end of the year.

On August 09, 2017, our company allotted 21,92,220 Equity Shares in the ratio of 1:15 as fully paid bonus shares. For the purpose of calculating the Net Asset Value (NAV) above, these bonus shares have been taken into account for all the periods reported.

### 6. Comparison with other listed companies

| Companies                  | CMP * | EPS (Basic and Diluted) | PE Ratio | RONW % | NAV (Per Share) | Face Value | Total Income (In Lakhs) |
|----------------------------|-------|-------------------------|----------|--------|-----------------|------------|-------------------------|
| Soni Soya Products Limited | [●]   | 2.24                    | [●]      | 16.53  | 12.98           | 10.00      | 2877.14                 |

| Companies                       | CMP<br>* | EPS<br>(Basic<br>and<br>Diluted<br>) | PE<br>Rati<br>o | RONW<br>%   | NAV<br>(Per<br>Share) | Face<br>Value | Total<br>Income (In<br>Lakhs) |
|---------------------------------|----------|--------------------------------------|-----------------|-------------|-----------------------|---------------|-------------------------------|
| <b>Peer Groups**</b>            |          |                                      |                 |             |                       |               |                               |
| Ruchi Soya Industries Limited   | 24.15    | (45.79)                              | NA              | 123.27<br>% | 31.36                 | 2.00          | 18,62,037.94                  |
| LT Foods Limited                | 69.30    | 1.13                                 | 61.33           | 8.31%       | 13.60                 | 1.00          | 2,10,032.86                   |
| Gokul Agro Resources Limited    | 26.75    | 1.54                                 | 17.37           | 10.56%      | 14.54                 | 2.00          | 4,26,863.98                   |
| Kriti Nutrients Limited         | 33.40    | 1.26                                 | 26.51           | 16.45%      | 7.65                  | 1.00          | 45,920.66                     |
| Shanti Overseas (India) Limited | 38.50    | 10.52                                | 3.66            | 75.44%      | 23.84                 | 10.00         | 11550.24                      |
| Sanwaria Consumer Limited       | 18.20    | 1.23                                 | 14.80           | 10.67%      | 11.20                 | 1.00          | 3,52,618.69                   |

\*CMP for our Company is considered as Issue Price

\*\*Source: [www.bseindia.com](http://www.bseindia.com)  
[www.nseindia.com](http://www.nseindia.com)

**Notes:**

- Considering the nature of business of the Company, the peers are not strictly comparable. However same have been included for broad comparison.
- The figures for Soni Soya Products Limited are based on the restated financial results for the year ended March 31, 2017.
- The figures for the peer group are based on standalone audited results for the year ended March 31, 2017.
- Current Market Price (CMP) is the closing prices of respective scripts as on November 24, 2017.
- The Issue Price of Rs. [•]/- per Equity Share will be determined by the Company in consultation with the LM and is justified based on the above accounting ratios.

For further details see section titled “*Risk Factors*” beginning on page 19 and the financials of the Company including profitability and return ratios, as set out in the section titled “*Financial Statements*” beginning on page 162 of this Draft Prospectus for a more informed view.

## STATEMENT OF POSSIBLE TAX BENEFITS

To,  
**The Board of Directors,**  
Soni Soya Products Limited,  
Off No. CS-1, P Square Building,  
2<sup>nd</sup> floor 350, Goyal Nagar, Indore  
Indore MP 452016 IN

Dear Sirs,

**Subject: Statement of Possible Special Tax Benefits available to Soni Soya Products Limited (the Company) and its shareholders prepared in accordance with the requirements under Schedule VIII – Clause (VII) (L) of the SEBI (ICDR) Regulations, 2009 as amended (the ‘Regulations’)**

We hereby report that the enclosed annexure prepared by **Soni Soya Products Limited**, states the possible special tax benefits available to **Soni Soya Products Limited** and the shareholders of the Company under the Income Tax Act, 1961 (‘Act’), presently in force in India. Several of these benefits are dependent on the Company or its shareholders fulfilling the conditions prescribed under the relevant provisions of the Act. Hence, the ability of the Company or its shareholders to derive the special tax benefits is dependent upon fulfilling such conditions, which based on the business imperatives, the company may or may not choose to fulfil. The benefits discussed in the enclosed Annexure cover only special tax benefits available to the Company and shareholders do not cover any general tax benefits available to the Company Further , the preparation of enclosed statement and the contents stated therein 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 is neither designed nor intended to be a substitute for professional tax advice. In view of the individual nature of the tax consequences and 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 proposed initial public offering of equity shares (“the Offer”) by the Company.

We do not express any opinion or provide any assurance as to whether:

- a. The Company or its Equity Shareholders will continue to obtain these benefits in future; or
- b. The conditions prescribed for availing the benefits have been / would be met with.

The contents of the enclosed statement 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. Our views are based on facts and assumptions indicated to us and the existing provisions of tax law and its interpretations, which are subject to change or modification from time to time by subsequent legislative, regulatory, administrative, or judicial decisions. Any such changes, which could also be retrospective, could have an effect on the validity of our views stated herein. We assume no obligation to update this statement on any events subsequent to its issue, which may have a material effect on the discussions herein. This report including enclosed annexure are intended solely for your information and for the inclusion in the Draft Prospectus/ Prospectus or any other offer related material in connection with the proposed initial public offer of the Company and is not to be used, referred to or distributed for any other purpose without our prior written consent.

**For M K Shah & Associates**  
**Chartered Accountants**  
**Firm Registration No.002077C**

**CA. Mahendra Kumar Shah**



**Partner**  
**M No. 400-7119**  
**Date: 06/11/2017**  
**Place: Indore**

## **ANNEXURE TO THE STATEMENT OF TAX BENEFITS**

*The information provided below sets out the possible special tax benefits available to the Company and the Equity Shareholders under the Income Tax Act 1961 presently in force in India. It is not exhaustive or comprehensive and is not intended to be a substitute for professional advice. Investors are advised to consult their own tax consultant with respect to the tax implications of an investment in the Equity Shares particularly in view of the fact that certain recently enacted legislation may not have a direct legal precedent or may have a different interpretation on the benefits, which an investor can avail.*

**YOU SHOULD CONSULT YOUR OWN TAX ADVISORS CONCERNING THE INDIAN TAX IMPLICATIONS AND CONSEQUENCES OF PURCHASING, OWNING AND DISPOSING OF EQUITY SHARES IN YOUR PARTICULAR SITUATION.**

### **A. SPECIAL TAX BENEFITS TO THE COMPANY**

The Company is not entitled to any special tax benefits under the Act

### **B. SPECIAL TAX BENEFITS TO THE SHAREHOLDER**

The Shareholders of the Company are not entitled to any special tax benefits under the Act

#### **Note:**

1. All the above benefits are as per the current tax laws and will be available only to the sole / first name holder where the shares are held by joint holders.
2. The above statement covers only certain relevant direct tax law benefits and does not cover any indirect tax law benefits or benefit under any other law.

No assurance is given that the revenue authorities/courts will concur with the views expressed herein. Our views are based on the existing provisions of law and its interpretation, which are subject to changes from time to time. We do not assume responsibility to update the views consequent to such changes. We shall not be liable to any claims, liabilities or expenses relating to this assignment except to the extent of fees agreed for this assignment, as finally judicially determined to have resulted primarily from bad faith or intentional misconduct. We will not be liable to any other person in respect of this statement.

## SECTION IV- ABOUT THE COMPANY

### OUR INDUSTRY

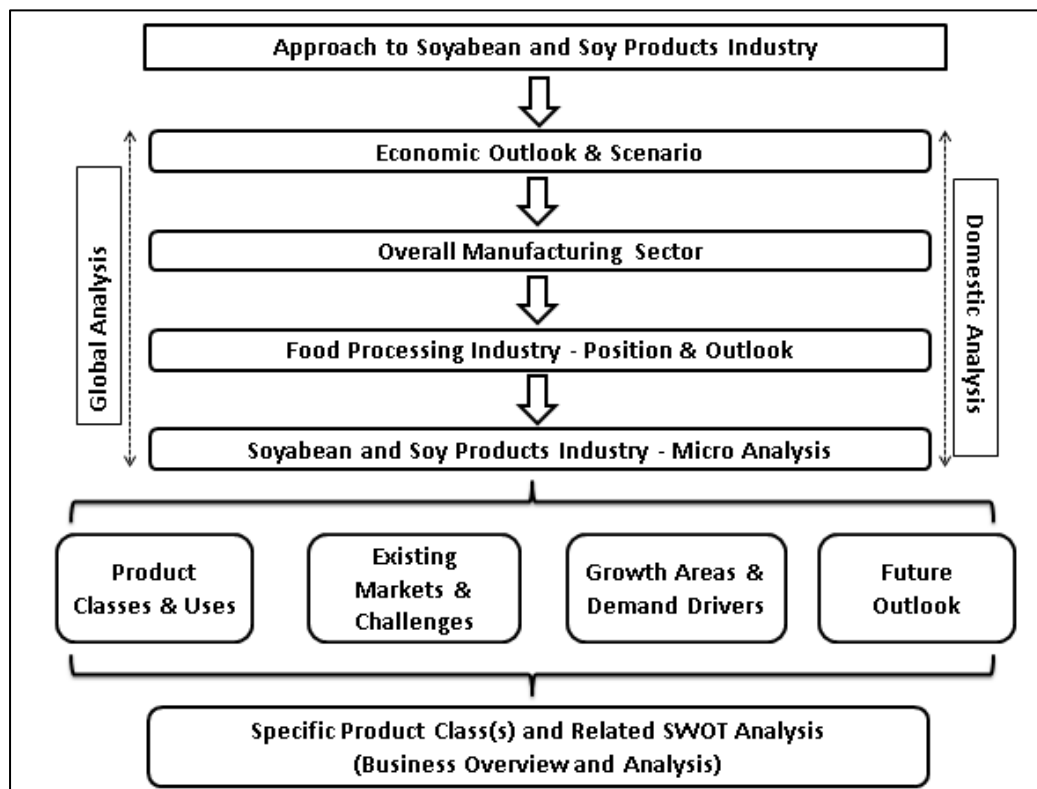
*The information in this section includes extracts from publicly available information, data and statistics and has been derived from various government publications and industry sources. Neither we nor any other person connected with the Issue have verified this information. The data may have been re-classified by us for the purposes of presentation. Industry sources and publications generally state that the information contained therein has been obtained from sources generally believed to be reliable, but that their accuracy, completeness and underlying assumptions are not guaranteed and their reliability cannot be assured and, accordingly, investment decisions should not be based on such information. You should read the entire Draft Prospectus, including the information contained in the sections titled “Risk Factors” and “Financial Statements” and related notes beginning on page 19 and 162 respectively of this Draft Prospectus before deciding to invest in our Equity Shares.*

#### APPROACH TO INDUSTRY ANALYSIS.

Analysis of Food Processing Industry needs to be approached at both macro and micro levels, whether for domestic or global markets. “Food Processing Industry” forms part of Manufacturing Sector at a macro level. Hence, broad picture of “Manufacturing Sector” should be at preface while analysing the “Food Processing Industry”

Manufacturing sector comprises various industries, which in turn, have numerous sub-classes or products. One such major industry in the overall manufacturing sector is “Food Processing Industry”, which in turn encompasses various components one of them being “Soyabean and Soy Products Industry”.

Thus, Manufacturing of Soyabean and Soy Products Industry should be analysed in the light of “Food Processing Industry” at large. An appropriate view on Food Processing Industry then, calls for the overall economy outlook, performance and expectations of Manufacturing Sector, position and Micro analysis of Manufacturing of Soyabean and Soy Products segment.



*This Approach Note is developed by Pantomath Capital Advisors (P) Ltd (“Pantomath”) and any unauthorized reference or use of this Note, whether in the context of Food Processing Industry and / or any other industry, may entail legal consequences.*

## **GLOBAL ECONOMIC ENVIRONMENT**

### **INTRODUCTION**

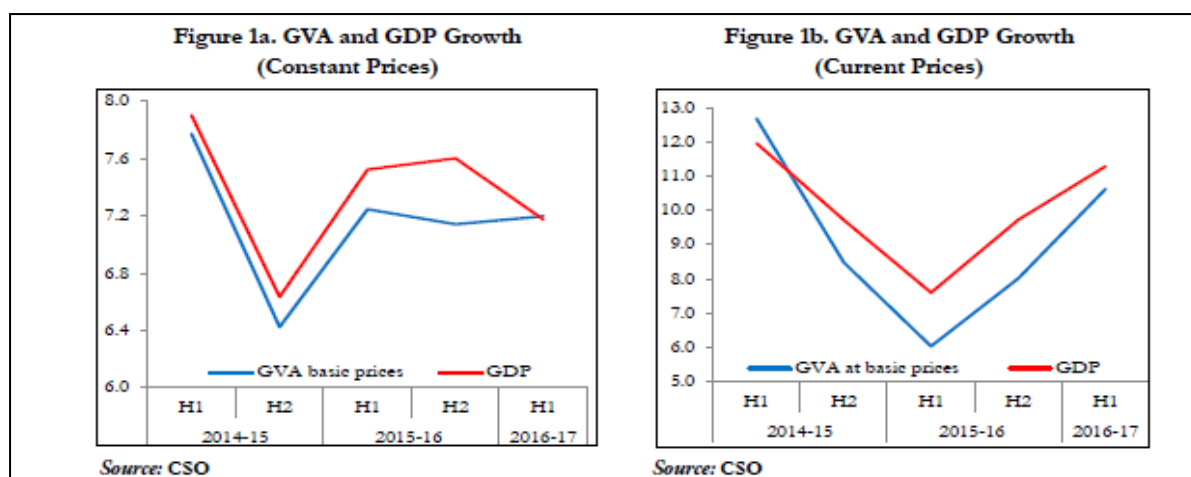
For India, three external developments are of significant consequence. In the short run, the change in the outlook for global interest rates as a result of the US elections and the implied change in expectations of US fiscal and monetary policy will impact on India’s capital flows and exchange rates. Markets are factoring in a regime change in advanced countries, especially US macroeconomic policy, with high expectations of fiscal stimulus and unwavering exit from unconventional monetary policies. The end of the 20-year bond rally and end to the corset of deflation and deflationary expectations are within sight. Second, the medium-term political outlook for globalisation and in particular for the world’s “political carrying capacity for globalisation” may have changed in the wake of recent developments. In the short run a strong dollar and declining competitiveness might exacerbate the lure of protectionist policies. These follow on on-going trends—documented widely—about stagnant or declining trade at the global level. This changed outlook will affect India’s export and growth prospects

Third, developments in the US, especially the rise of the dollar, will have implications for China’s currency and currency policy. If China is able to successfully re-balance its economy, the spill over effects on India and the rest of the world will be positive. On, the other hand, further declines in the yuan, even if dollar-induced, could interact with underlying vulnerabilities to create disruptions in China that could have negative spill overs for India. For China, there are at least two difficult balancing acts with respect to the currency. Domestically, a declining currency (and credit expansion) props up the economy in the short run but delay rebalancing while also adding to the medium term challenges. Internationally, allowing the currency to weaken in response to capital flight risks creating trade frictions but imposing capital controls discourages FDI and undermines China’s ambitions to establish the Yuan as a reserve currency. China with its underlying vulnerabilities remains the country to watch for its potential to unsettle the global economy.

(Source: Economic Survey 2016-17 [www.indiabudget.nic.in](http://www.indiabudget.nic.in))

## **REVIEW OF MAJOR DEVELOPMENTS IN INDIAN ECONOMY**

The Indian economy has continued to consolidate the gains achieved in restoring macroeconomic stability. Real GDP growth in the first half of the year was 7.2 percent, on the weaker side of the 7.0-7.75 per cent projection in the Economic Survey 2015-16 and somewhat lower than the 7.6 percent rate recorded in the second half of 2015-16 (Figure 1a). The main problem was fixed investment, which declined sharply as stressed balance sheets in the corporate sector continued to take a toll on firms’ spending plans. On the positive side, the economy was buoyed by government consumption, as the 7th Pay Commission salary recommendations were implemented, and by the long-awaited start of an export recovery as demand in advanced countries began to accelerate. Nominal GDP growth recovered to respectable levels, reversing the sharp and worrisome dip that had occurred in the first half of 2015-16 (Figure 1b).



The major highlights of the sectoral growth outcome of the first half of 2016-17 were: (i) moderation in industrial and nongovernment service sectors; (ii) the modest pick-up in agricultural growth on the back of improved monsoon; and (iii) strong growth in public administration and defence services—dampeners on and catalysts to growth almost balancing each other and producing a real Gross Value Addition (GVA) growth (7.2 percent), quite similar to the one (7.1 per cent) in H2 2015-16 (Figure 1b).

Inflation this year has been characterized by two distinctive features. The Consumer Price Index (CPI)-New Series inflation, which averaged 4.9 per cent during April-December 2016, has displayed a downward trend since July when it became apparent that kharif agricultural production in general, and pulses in particular would be bountiful. The decline in pulses prices has contributed substantially to the decline in CPI inflation which reached 3.4 percent at end-December. The second distinctive feature has been the reversal of WPI inflation, from a trough of (-)5.1 percent in August 2015 to 3.4 percent at end-December 2016, on the back of rising international oil prices. The wedge between CPI and WPI inflation, which had serious implications for the measurement of GDP discussed in MYEA (Box 3, Chapter 1, MYEA 2015-16), has narrowed considerably. Core inflation has, however, been more stable, hovering around 4.5 percent to 5 percent for the year so far. The outlook for the year as a whole is for CPI inflation to be below the RBI's target of 5 percent, a trend likely to be assisted by demonetisation.

### **External Sector**

Similarly, the external position appears robust having successfully weathered the sizeable redemption of Foreign Currency Non-Resident (FCNR) deposits in late 2016, and the volatility associated with the US election and demonetisation. The current account deficit has declined to reach about 0.3 percent of GDP in the first half of FY2017. Foreign exchange reserves are at comfortable levels, having have risen from around US\$350 billion at end-January 2016 to US\$ 360 billion at end-December 2016 and are well above standard norms for reserve adequacy. In part, surging net FDI inflows, which grew from 1.7 percent of GDP in FY2016 to 3.2 percent of GDP in the second quarter of FY2017, helped the balance-of-payments

The trade deficit declined by 23.5 per cent in April-December 2016 over corresponding period of previous year. During the first half of the fiscal year, the main factor was the contraction in imports, which was far steeper than the fall in exports. But during October- December, both exports and imports started a long-awaited recovery, growing at an average rate of more than 5 per cent. The improvement in exports appears to be linked to improvements in the world economy, led by better growth in the US and Germany. On the import side, the advantage on account of benign international oil prices has receded and is likely to exercise upward pressure on the import bill in the short to medium term. Meanwhile, the net services surplus declined in the first half, as software service exports slowed and financial service exports declined. Net private remittances declined by \$4.5 bn in the first half of 2016-17 compared to the same period of 2015-16, weighed down by the lagged effects of the oil price decline, which affected inflows from the Gulf region.

## **Fiscal Position**

Trends in the fiscal sector in the first half have been unexceptional and the central government is committed to achieving its fiscal deficit target of 3.5 percent of GDP this year. Excise duties and services taxes have benefitted from the additional revenue measures introduced last year. The most notable feature has been the over-performance (even relative to budget estimates) of excise duties in turn based on buoyant petroleum consumption: real consumption of petroleum products (petrol) increased by 11.2 percent during April-December 2016 compared to same period in the previous year. Indirect taxes, especially petroleum excises, have held up even after demonetisation in part due to the exemption of petroleum products from its scope. More broadly, tax collections have held up to a greater extent than expected possibly because of payment of dues in demonetised notes was permitted. Non-tax revenues have been challenged owing to shortfall in spectrum and disinvestment receipts but also to forecast optimism; the stress in public sector enterprises has also reduced dividend payments.

State government finances are under stress. The consolidated deficit of the states has increased steadily in recent years, rising from 2.5 percent of GDP in 2014-15 to 3.6 percent of GDP in 2015-16, in part because of the UDAY scheme. The budgeted numbers suggest there will be an improvement this year. However, markets are anticipating some slippage, on account of the expected growth slowdown, reduced revenues from stamp duties, and implementation of their own Pay Commissions. For these reasons, the spread on state bonds over government securities jumped to 75 basis points in the January 2017 auction from 45 basis points in October 2016. For the general government as a whole, there is an improvement in the fiscal deficit with and without UDAY scheme.

(Source: Economic Survey 2016-17 [www.indiabudget.nic.in](http://www.indiabudget.nic.in))

## **OUTLOOK FOR 2016-17**

This year's outlook must be evaluated in the wake of the November 8 action to demonetize the high denomination notes. But it is first important to understand the analytics of the demonetisation shock in the short run. Demonetisation affects the economy through three different channels. It is potentially: 1) an aggregate demand shock because it reduces the supply of money and affects private wealth, especially of those holding unaccounted money; 2) an aggregate supply shock to the extent that economic activity relies on cash as an input (for example, agricultural production might be affected since sowing requires the use of labour traditionally paid in cash); and 3) an uncertainty shock because economic agents face imponderables related to the magnitude and duration of the cash shortage and the policy responses (perhaps causing consumers to defer or reduce discretionary consumption and firms to scale back investments).

Demonetisation is also very unusual in its monetary consequences. It has reduced sharply, the supply of one type of money— cash—while increasing almost to the same extent another type of money— demand deposits. This is because the demonetized cash was required to be deposited in the banking system. In the third quarter of FY2017 (when demonetisation was introduced), cash declined by 9.4 percent, demand deposits increased by 43 percent, and growth in the sum of the two by 11.3 percent.

The price counterparts of this unusual aspect of demonetisation are the surge in the price of cash (inferred largely through queues and restrictions), on the one hand; and the decline in interest rates on the lending rate (based on the marginal cost of funds) by 90 basis points since November 9; on deposits (by about 25 basis points); and on g-secs on the other (by about 32 basis points).

There is yet another dimension of demonetisation that must be kept in mind. By definition, all these quantity and price impacts will self-correct by amounts that will depend on the pace at which the economy is remonetized and policy restrictions eased. As this occurs, consumers will run down their bank deposits and increase their cash holdings. Of course, it is possible, even likely that the self-correction will not be complete because in the new equilibrium, aggregate cash holdings (as a share of banking deposits and GDP) are likely to be lower than before.

Anecdotal and other survey data abound on the impact of demonetisation. But we are interested in a macro-assessment and hence focus on five broad indicators: Agricultural (Rabi) sowing; Indirect tax revenue, as a broad gauge of production and sales; Auto sales, as a measure of discretionary consumer

spending and two-wheelers, as the best indicator of both rural and less affluent demand; Real credit growth; and Real estate prices. Contrary to early fears, as of January 15, 2017 aggregate sowing of the two major rabi crops—wheat and pulses (gram)—exceeded last year’s planting by 7.1 percent and 10.7 percent, respectively. Favourable weather and moisture conditions presage an increase in production. To what extent these favourable factors will be attenuated will depend on whether farmers’ access to inputs—fertilizer, credit, and labour—was affected by the cash shortage.

To estimate a demonetisation effect, one needs to start with the counterfactual. Our best estimate of growth in the absence of demonetisation is 11¼ percent in nominal terms (slightly higher than last year’s Survey forecast because of the faster rebound in WPI inflation, but lower than the CSO’s advance estimate of 11.9 percent) and 7 percent in real terms (in line with both projections).

Finally, demonetisation will afford an interesting natural experiment on the substitutability between cash and other forms of money. Demonetisation has driven a sharp and dramatic wedge in the supply of these two: if cash and other forms are substitutable, the impact will be relatively muted; if, on the other hand, cash is not substitutable the impact will be greater.

(Source: Economic Survey 2016-17 [www.indiabudget.nic.in](http://www.indiabudget.nic.in))

## **OUTLOOK FOR 2017-18**

Turning to the outlook for 2017-18, we need to examine each of the components of aggregate demand: exports, consumption, private investment and government.

As discussed earlier, India’s exports appear to be recovering, based on an uptick in global economic activity. This is expected to continue in the aftermath of the US elections and expectations of a fiscal stimulus. The IMF’s January update of its World Economic Outlook forecast is projecting an increase in global growth from 3.1 percent in 2016 to 3.4 percent in 2017, with a corresponding increase in growth for advanced economies from 1.6 percent to 1.9 percent. Given the high elasticity of Indian real export growth to global GDP, exports could contribute to higher growth next year, by as much as 1 percentage point.

The outlook for private consumption is less clear. International oil prices are expected to be about 10-15 percent higher in 2017 compared to 2016, which would create a drag of about 0.5 percentage points. On the other hand, consumption is expected to receive a boost from two sources: catch-up after the demonetisation-induced reduction in the last two quarters of 2016-17; and cheaper borrowing costs, which are likely to be lower in 2017 than 2016 by as much as 75 to 100 basis points. As a result, spending on housing and consumer durables and semi-durables could rise smartly. It is too early to predict prospects for the monsoon in 2017 and hence agricultural production. But the higher is agricultural growth this year, the less likely that there would be an extra boost to GDP growth next year.

Since no clear progress is yet visible in tackling the twin balance sheet problem, private investment is unlikely to recover significantly from the levels of FY2017. Some of this weakness could be offset through higher public investment, but that would depend on the stance of fiscal policy next year, which has to balance the short-term requirements of an economy recovering from demonetisation against the medium-term necessity of adhering to fiscal discipline—and the need to be seen as doing so. Putting these factors together, we expect real GDP growth to be in the 6¾ to 7½ percent range in FY2018. Even under this forecast, India would remain the fastest growing major economy in the world.

There are three main downside risks to the forecast. First, the extent to which the effects of demonetisation could linger into next year, especially if uncertainty remains on the policy response. Currency shortages also affect supplies of certain agricultural products, especially milk (where procurement has been low), sugar (where cane availability and drought in the southern states will restrict production), and potatoes and onions (where sowings have been low). Vigilance is essential to prevent other agricultural products becoming in 2017-18 what pulses was in 2015-16.

Second, geopolitics could take oil prices up further than forecast. The ability of shale oil production to respond quickly should contain the risks of a sharp increase, but even if prices rose merely to \$60-

65/barrel the Indian economy would nonetheless be affected by way of reduced consumption; less room for public investment; and lower corporate margins, further denting private investment. The scope for monetary easing might also narrow, if higher oil prices stoked inflationary pressure.

Third, there are risks from the possible eruption of trade tensions amongst the major countries, triggered by geo-politics or currency movements. This could reduce global growth and trigger capital flight from emerging markets. The one significant upside possibility is a strong rebound in global demand and hence in India's exports. There are some nascent signs of that in the last two quarters. A strong export recovery would have broader spill over effects to investment.

### **Fiscal outlook**

The fiscal outlook for the central government for next year will be marked by three factors. First, the increase in the tax to GDP ratio of about 0.5 percentage points in each of the last two years, owing to the oil windfall will disappear. In fact, excise-related taxes will decline by about 0.1 percentage point of GDP, a swing of about 0.6 percentage points relative to FY2017.

Second, there will be a fiscal windfall both from the high denomination notes that are not returned to the RBI and from higher tax collections as a result of increased disclosure under the Pradhan Mantra Garib Kalyan Yojana (PMGKY). Both of these are likely to be one-off in nature, and in both cases the magnitudes are uncertain.

A third factor will be the implementation of the GST. It appears that the GST will probably be implemented later in the fiscal year. The transition to the GST is so complicated from an administrative and technology perspective that revenue collection will take some time to reach full potential. Combined with the government's commitment to compensating the states for any shortfall in their own GST collections (relative to a baseline of 14 percent increase), the outlook must be cautious with respect to revenue collections. The fiscal gains from implementing the GST and demonetisation, while almost certain to occur, will probably take time to be fully realized. In addition, muted non-tax revenues and allowances granted under the 7th Pay Commission could add to pressures on the deficit.

### **The macroeconomic policy stance for 2017-18**

An economy recovering from demonetisation will need policy support. On the assumption that the equilibrium cash-GDP ratio will be lower than before November 8, the banking system will benefit from a higher level of deposits. Thus, market interest rates—deposits, lending, and yields on g-secs—should be lower in 2017-18 than 2016-17. This will provide a boost to the economy (provided, of course, liquidity is no longer a binding constraint). A corollary is that policy rates can be lower not necessarily to lead and nudge market rates but to validate them. Of course, any sharp uptick in oil prices and those of agricultural products, would limit the scope for monetary easing.

Fiscal policy is another potential source of policy support. This year the arguments may be slightly different from those of last year in two respects. Unlike last year, there is more cyclical weakness on account of demonetisation. Moreover, the government has acquired more credibility because of posting steady and consistent improvements in the fiscal situation for three consecutive years, the central government fiscal deficit declining from 4.5 percent of GDP in 2013-14 to 4.1 percent, 3.9 percent, and 3.5 percent in the following three years. But fiscal policy needs to balance the cyclical imperatives with medium term issues relating to prudence and credibility.

One key question will be the use of the fiscal windfall (comprising the unreturned cash and additional receipts under the PMGKY) which is still uncertain. Since the windfall to the public sector is both one off and a wealth gain not an income gain, it should be deployed to strengthening the government's balance sheet rather than being used for government consumption, especially in the form of programs that create permanent entitlements. In this light, the best use of the windfall would be to create a public sector asset reconstruction company so that the twin balance sheet problem can be addressed, facilitating credit and investment revival; or toward the compensation fund for the GST that would allow the rates to be lowered and simplified; or toward debt reduction. The windfall should not influence decisions about the conduct of fiscal policy going forward.



Perhaps the most important reforms to boost growth will be structural. In addition to those spelt out in Section 1—strategic disinvestment, tax reform, subsidy rationalization—it is imperative to address directly the twin balance sheet problem. The problem is large, persistent and difficult, will not correct itself even if growth picks up and interest rates decline, and current attempts have proved grossly inadequate. It may be time to consider something like a public sector asset reconstruction company.

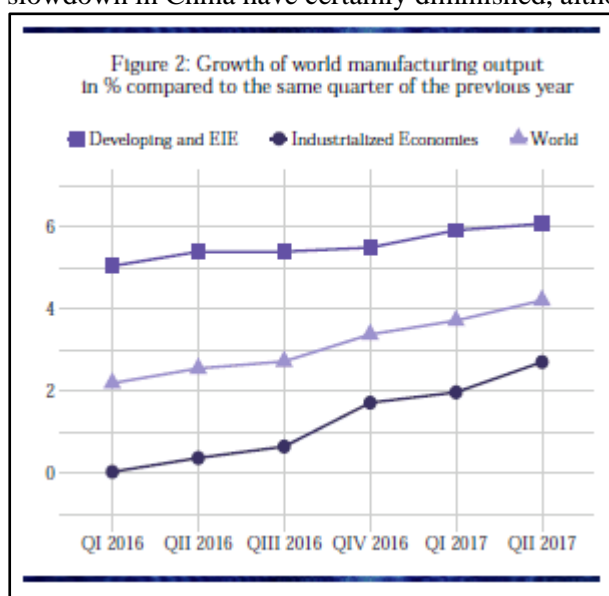
Another area of reform relates to labour. Given the difficulty of reforming labor laws per se, the thrust could be to move towards affording greater choice to workers which would foster competition amongst service providers. Choices would relate to: whether they want to make their own contribution to the Employees' Provident Fund Organisation (EPFO); whether the employers' contribution should go to the EPFO or the National Pension Scheme; and whether to contribute to the Employee State Insurance (ESI) or an alternative medical insurance program. At the same time, there could be a gradual move to ensure that at least compliance with the central labour laws is made paperless, presence less, and cashless. One radical idea to consider is the provision of a universal basic income. But another more modest proposal worth embracing is procedural: a standstill on new government programs, a commitment to assess every new program only if it can be shown to demonstrably address the limitations of an existing one that is similar to the proposed one; and a commitment to evaluate and phase down existing programs that are not serving their purpose

## GLOBAL MANUFACTURING SECTOR

### World Manufacturing Growth in quarter II, 2017

World manufacturing in the second quarter of 2017 has continued to show signs of expansion, following an upward trend observed throughout 2016 and improved growth rates in the first quarter of 2017. Both industrialized and developing and emerging industrial economies gained further strength in manufacturing production and confirmed their healthy dynamic growth.

Although the pace of growth indicates similar trends in both country groups (Figure 2), developing economies continuously performed better than industrialized ones. The current growth prospects are improving further on account of rising consumer spending and promising investment plans, which are favourably directed towards developing economies. Changing business conditions are driving industrial production growth and confidence for the overall outlook has been increasing. Moreover, the risks for global growth witnessed last year, such as political instability in Europe, unpredictability of the Brexit aftermath, the rising trade protectionism following the US election and an abrupt slowdown in China have certainly diminished, although they have not disappeared completely.



(Source: World Manufacturing Production, Statistics for Quarter II, 2017, United Nations Industrial Development Organization, [www.unido.org](http://www.unido.org) )

Optimistic results reported in the first quarter have carried over into the second quarter of this year. Global manufacturing output rose by 4.2 per cent in the second quarter of 2017 compared to the same

period of the previous year, building on the robust 3.7 per cent increase observed at the beginning of 2017. The major industrialized economies with a significant share in global manufacturing output, namely the United States, Japan, Germany, Italy and France, thrived in the second quarter of 2017. The growth prospects of China, the world's largest manufacturer, remained unchanged.

As depicted in Figure 2, steady progress over several consecutive quarters characterizes all country groups and the prospects for sustained global industrial growth in the coming periods are good.

### Manufacturing Growth in Industrialized economies

The manufacturing output growth of industrialized economies has progressively been improving over the last quarters. The upward growth trend-at a relatively moderate pace-is attributable to the robust dynamics in all industrialized regions, namely East Asia, Europe and North America.

The manufacturing sector gained increasing strength due to domestic and external demand in European economies and resulted in the solid performance recorded in the second quarter of 2017. Europe's manufacturing output jumped to 2.7 per cent in the second quarter of 2017 from 1.6 per cent growth in the previous quarter, while the growth rate in the Eurozone witness the same development during the second quarter of 2017 (Figure 3).

The disaggregated data points to continued improvement in the already healthy economic momentum of leading eurozone economies with growth rates of 2.9 per cent in Germany and Italy, and 2.4 per cent in France and Spain compared to year-to-year developments. The manufacturing production in other economies of the single currency block seemingly remained healthy in the second quarter. Strong growth of over 8.0 per cent was observed in Slovenia, and Estonia, while a fairly robust growth rate was recorded in the Netherlands (3.0 per cent), Austria (3.5 per cent), Belgium (4.2 per cent) and Finland (3.2 per cent). The manufacturing sector in the eurozone ended the second quarter on a strong note. The only exception was Ireland, where manufacturing output fell by 1.1 percent compared to the same period of the previous year.



Taking a closer look at individual countries beyond the eurozone, manufacturing output remained stagnant in the United Kingdom at only 0.2 per cent growth in the second quarter of 2017. Despite remaining in positive terrain, output dipped significantly considering that the previous quarter's result was the highest one in over two years. On the other hand, the pace of growth in Czechia and Hungary strengthened, where an increase of 7.4 per cent and 4.7 percent was recorded, respectively. Other exceptionally positive results were visible in Switzerland with a 2.4 per cent growth rate as well as in Sweden with a gain of 5.2 per cent compared to the same period of the previous year. Among the other Nordic countries, Denmark expanded its manufacturing production by 3.7 per cent, while Norway significantly moderated its contraction rate to roughly 0.4 per cent.

North America's overall manufacturing production grew by 1.6 per cent compared to the same period of 2016. The strengthening of the dollar and the consequent weak demand for U.S. goods caused the American manufacturing sector to go into recession in late 2015. However, the recent weakening of the U.S. dollar combined with a stronger global environment resulted in the opposite effect, and American total manufacturing output rose by 1.5 per cent compared to the same period of the previous year, representing the highest increase since the last recession. Improved performance was also witnessed in Canadian manufacturing, where manufacturing production expanded by 3.5 per cent in the second quarter of 2017.

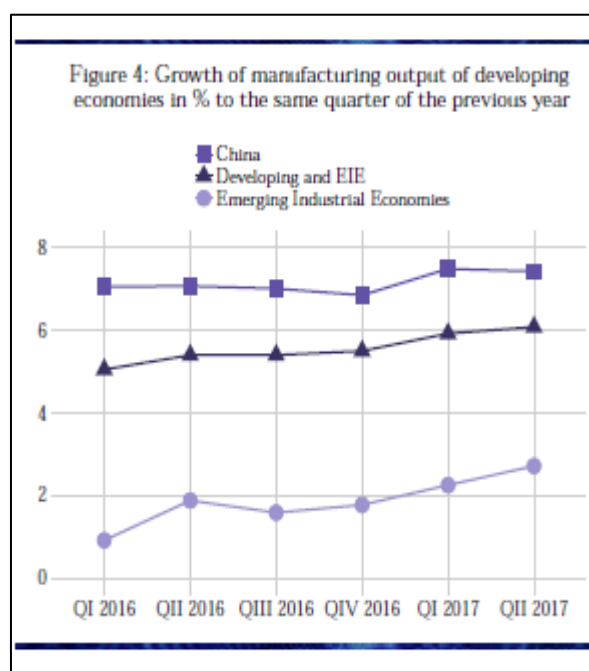
Another positive result was observed in industrialized East Asian economies in the second quarter of 2017 - a 4.4 per cent improvement compared to the same period of the previous year. The main forces that have been driving growth in Japan's manufacturing sector in recent quarters remained firmly in place in the second quarter of 2017. Japan, the major force behind the entire region's upward trend, reconfirmed the end of a long period of contractions with a growth rate of nearly 5.8 per cent. The Republic of Korea's manufacturing production, on the other hand, remained almost unchanged compared to the same period of the previous year. Malaysia's total manufacturing output recorded a 5.9 per cent rise in the second quarter of 2017; a very strong growth rate of 8.5 per cent was observed in Singapore. The manufacturing production of Taiwan, Province of China lost some steam in the second quarter of 2017 according to the latest figures, although it still expanded at a moderate 2.6 per cent pace on a year-to-year basis.

(*Source: World Manufacturing Production, Statistics for Quarter II, 2017, United Nations Industrial Development Organization, [www.unido.org](http://www.unido.org)* )

### Manufacturing sector growth in Developing and emerging industrial economies

The second quarter of 2017 brought upward trends for all developing and emerging industrial regions. Latin America is continuing on the path to full recovery from last year's weak performance, Asian economies continue to prosper and production in Africa is profiting from boosted investor confidence. Stronger foreign demand is helping support manufacturing activity in China. Together with an improvement in domestic demand and support for the development of advanced manufacturing industries, this translated into a 7.4 per cent increase in total manufacturing production in China compared to the same period of the previous year.

Latin American economies have overcome a severe decline in economic growth, which affected the region for a long period with a 1.8 per cent upsurge in the second quarter of 2017 in a year-to-year comparison. Brazilian manufacturers are slowly emerging from the deep recession during which manufacturing production contracted at the beginning of 2014 and shrank uninterruptedly until early 2017. This steep fall was softened by a mild, but ultimately positive upward trend of 0.4 per cent recorded in the second quarter of 2017. Moreover, data for the second quarter of 2017 suggest that the recovery is finally gathering pace in Argentina's manufacturing sector. The country's manufacturing activity recorded a growth of 1.9 per cent - its best performance over the last five years. Production was driven by a broad-based expansion, with the food, automotive and metallurgic industries. leading the way.



The positive momentum of manufacturing production in Mexico, the region's powerhouse, was largely retained with a positive increase of nearly 3.9 per cent. Looking at the other countries in the region, Chile recorded a minor upturn of 0.9 per cent, whereas manufacturing output in Colombia remained stagnant compared to the same period of 2016.

The Asia and the Pacific region saw an increase of 6.6 per cent in manufacturing output during the second quarter of 2017. Viet Nam, one of Asia's fast growing economies, maintained a solid growth rate of 11.1 per cent, continuing its long-term trajectory of double-digit year-to-year growth in manufacturing. On the other hand, a subdued export performance dampened the momentum in Indonesia, resulting in the country's manufacturing sector expanding by 3.8 per cent, a slight deceleration compared to the 4.5 per cent average growth rate in 2016. India's manufacturing

production expanded by 1.8 per cent in the second quarter of 2017. Very positive developments in growth were also observed in the Philippines, Pakistan, Kazakhstan and Mongolia. In Thailand, the weak performance of manufacturing production in the first quarter continued into the second quarter of 2017, and the manufacturing sector recorded a 0.1 per cent loss compared to the second quarter of the previous year.

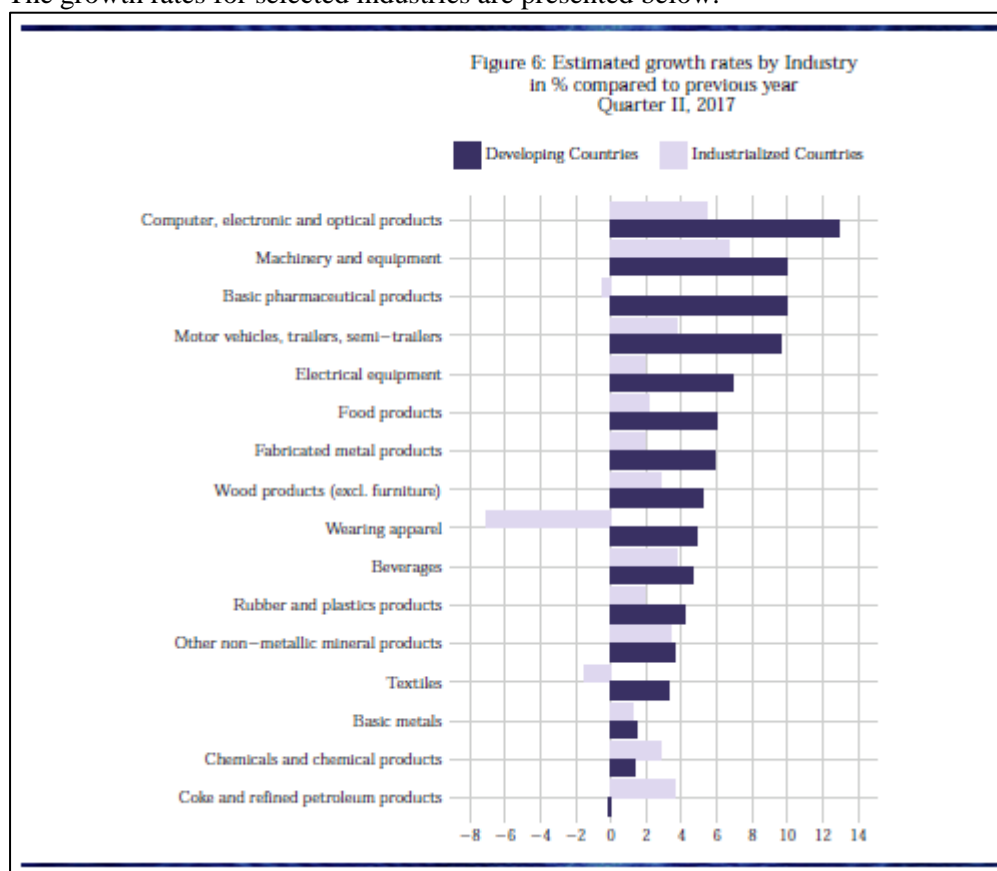
According to UNIDO estimates, Africa's manufacturing output increased to 10.5 per cent in the second quarter of 2017, however, it should be noted that estimates for Africa are based on limited data revealing high instability and volatility. A two-digit growth rate was registered in Egypt; Côte d'Ivoire only barely missed a two-digit growth rate, Morocco experienced a 2.3 per cent growth, while Senegal's and Tunisia's manufacturing output dropped by 3.0 per cent and 0.4 per cent, respectively, compared to the same period of the previous year. South Africa, the region's most industrialized economy, saw a contraction rate of 1.7 per cent in the second quarter of 2017, the third quarter of depressed manufacturing production in a row. Weak manufacturing together with a shrinking trade sector, uncertain political landscape and stunted investment signalizes potentially dim prospects, and perhaps not only for 2017.

Among other developing economies, the manufacturing output of Eastern European countries achieved relatively higher growth rates. Manufacturing output rose by 6.2 per cent in Poland, 10.6 per cent in Romania, 8.5 per cent in Bulgaria, 6.0 per cent in Serbia and 8.7 per cent in Latvia. Turkey's manufacturing sector also performed well, growing by 4.7 percent due to healthy export growth fueled by a weaker lira. Greek manufacturing marked 2.5 per cent growth in the second quarter of 2017 over the same period of 2016.

(**Source:** *World Manufacturing Production, Statistics for Quarter II, 2017*, United Nations Industrial Development Organization, [www.unido.org](http://www.unido.org) )

### Findings by industry Group

The growth rates for selected industries are presented below.



(Source: World Manufacturing Production, Statistics for Quarter II, 2017, United Nations Industrial Development Organization, [www.unido.org](http://www.unido.org) )

## MANUFACTURING SECTOR IN INDIA

### Introduction

Manufacturing has emerged as one of the high growth sectors in India. Prime Minister of India, Mr Narendra Modi, had launched the 'Make in India' program to place India on the world map as a manufacturing hub and give global recognition to the Indian economy.

### Investments

With the help of Make in India drive, India is on the path of becoming the hub for hi-tech manufacturing as global giants such as GE, Siemens, HTC, Toshiba, and Boeing have either set up or are in process of setting up manufacturing plants in India, attracted by India's market of more than a billion consumers and increasing purchasing power.

Cumulative Foreign Direct Investment (FDI) in India's manufacturing sector reached US\$ 70.51 billion by June 2017.

India has become one of the most attractive destinations for investments in the manufacturing sector. Some of the major investments and developments in this sector in the recent past are:

- JSW Energy has signed a memorandum of understanding (MoU) with the Government of Gujarat, for setting up an electric vehicle (EV) manufacturing unit in Gujarat at an estimated cost of Rs 4,000 crore (US\$ 608.88 million).
- With an aim to increase its presence in India, Denmark-based heating ventilation and air-conditioning (HVAC) giant, Danfoss, is planning to take its manufacturing localisation to 50 per cent as well as double its supplier base in India by 2020.
- Cochin Shipyard Ltd, which recently completed its initial public offer (IPO), will utilize the funds from the issue to implement expansion projects worth Rs 2,800 crore (US\$ 437.3 million), which are already in its pipeline.
- Indian biscuits giant, Britannia Industries Ltd (BIL), is setting up its largest plant ever, in Ranjangaon, Maharashtra, with an investment of Rs 1,000 crore (US\$ 156.89 million). The plant will have an annual capacity of 120,000 tonne and will be completed by FY19.
- IKEA, a Swedish furniture company, aims to manufacture more than 30 per cent of its products in India in the coming years, stated Mr Patrik Antoni, Deputy Country Manager, IKEA.
- Volvo India Pvt Ltd, Swedish luxury car manufacturer, will start assembly operations near Bengaluru in India by the end of 2017. The company is targeting to double its share in India's luxury car segment to 10 per cent by 2020
- Larsen & Toubro (L&T) has bagged a contract worth US\$ 669.34 million from the Ministry of Defence, Government of India, to supply 100 artillery of 155mm/52 caliber tracked self-propelled guns for the Indian Army, under the Make in India initiative.
- Berger Paints has entered into a partnership with Chugoku Marine Paints (CMP), thereby marking its entry into the marine paints segment, which has an estimated market size of Rs 250 crore (US\$ 38.82 million) and is expected to grow at 25 per cent annually for the next five years.
- SAIC Motor Corp, China's largest automaker, has signed a deal to buy General Motors (GM) India's Halol plant in Gujarat.
- Dabur India Ltd set up its largest manufacturing plant globally, spread over 30 acres, at a cost of Rs 250 crore (US\$ 38.82 million), in Tezpur, Assam, which will produce Dabur's complete range of ayurvedic medicines, health supplements, and personal care products among others.

- Apple Inc is looking to expand its Taiwanese contract manufacturer, Wistron's, production facility in Bengaluru, India, where it started manufacturing iPhone SE in May, 2017.
- China based LCD and touchscreen panel manufacturer, Holitech Technology, has announced plans to investing up to US\$ 1 billion in India by the end of 2017.
- Tristone Flowtech Group, the Germany-based flow technology systems specialist, has set up a new facility in Pune, which will manufacture surge tank as well as engine cooling and aircharge hose for the Indian market. The company plans to start the production at the plant in the fourth quarter of 2017.
- Honda Motorcycle & Scooter India plans to invest around Rs 600 crore (US\$ 90 million) to add a new line to produce additional 600,000 units at its Narsapura facility in Karnataka.
- Hindustan Coca-Cola Beverages plans to set up a bottling plant with an investment of Rs 750 crore (US\$ 112.5 million) in phases at the first industrial area being developed by Government of Madhya Pradesh under the public private partnership in Babai village of Hoshangabad, Bhopal.
- Tata Advanced Systems is collaborating with the world's largest defence contractor Lockheed Martin to manufacture the F-16 fighter jets in India.

### **Government Initiatives**

In a bid to push the 'Make in India' initiative to the global level, Mr Narendra Modi, Prime Minister of India, pitched India as a manufacturing destination at the World International Fair in Germany's Hannover in 2015. Mr Modi showcased India as a business friendly destination to attract foreign businesses to invest and manufacture in the country.

The Government of India has taken several initiatives to promote a healthy environment for the growth of manufacturing sector in the country. Some of the notable initiatives and developments are:

- The Government of India has introduced several policy measures in the Union Budget 2017-18 to provide impetus to the manufacturing sector. Some of which include reduction of income tax rate to 25 per cent for MSME companies having turnover up to Rs 50 crore (US\$ 7.5 million), MAT credit carry forward extended to 15 years from 10 years and abolishment of Foreign Investment Promotion Board (FIPB) by 2017-18.
- The Government of India has launched a phased manufacturing programme (PMP) aimed at adding more smartphone components under the Make in India initiative thereby giving a push to the domestic manufacturing of mobile handsets.
- The Government of India is in talks with stakeholders to further ease foreign direct investment (FDI) in defence under the automatic route to 51 per cent from the current 49 per cent, in order to give a boost to the Make in India initiative and to generate employment.
- The Ministry of Heavy Industries and Public Enterprises, Government of India, has approved the setting up of four Centres of Excellence (CoE) in areas of textile machinery, machine tools, welding technology and smart pumps, which will help raise the technology depth of the Indian Capital Goods Industry.
- The Ministry of Defence, Government of India, approved the "Strategic Partnership" model which will enable private companies to tie up with foreign players for manufacturing submarines, fighter jets, helicopters and armoured vehicles.
- The Union Cabinet has approved the Modified Special Incentive Package Scheme (M-SIPS) in which, proposals will be accepted till December 2018 or up to an incentive commitment limit of Rs 10,000 crore (US\$ 1.5 billion).

### **Road Ahead**



India is an attractive hub for foreign investments in the manufacturing sector. Several mobile phone, luxury and automobile brands, among others, have set up or are looking to establish their manufacturing bases in the country.

The manufacturing sector of India has the potential to reach US\$ 1 trillion by 2025 and India is expected to rank amongst the top three growth economies and manufacturing destination of the world by the year 2020. The implementation of the Goods and Services Tax (GST) will make India a common market with a GDP of US\$ 2 trillion along with a population of 1.2 billion people, which will be a big draw for investors.

With impetus on developing industrial corridors and smart cities, the government aims to ensure holistic development of the nation. The corridors would further assist in integrating, monitoring and developing a conducive environment for the industrial development and will promote advance practices in manufacturing.

Exchange Rate Used: INR 1 = US\$ 0.015 as on October 30, 2017

Notes: \* - According to the Global Manufacturing Competitiveness Index published by Deloitte

(Source: *Manufacturing Sector in India - India Brand Equity Foundation*, [www.ibef.org](http://www.ibef.org))

## Indian Food Processing Sector

### Introduction

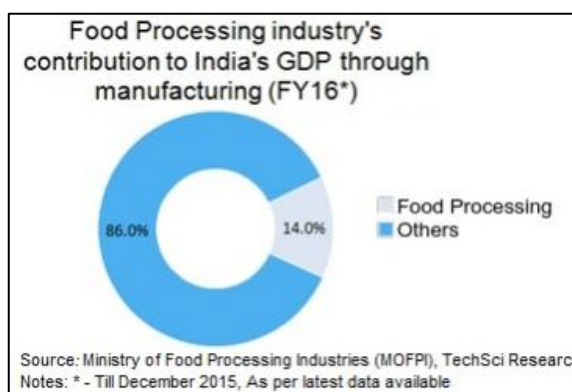
The Indian food industry is poised for huge growth, increasing its contribution to world food trade every year. In India, the food sector has emerged as a high-growth and high-profit sector due to its immense potential for value addition, particularly within the food processing industry.

Accounting for about 32 per cent of the country's total food market, The Government of India has been instrumental in the growth and development of the food processing industry. The government through the Ministry of Food Processing Industries (MoFPI) is making all efforts to encourage investments in the business. It has approved proposals for joint ventures (JV), foreign collaborations, industrial licenses, and 100 per cent export oriented units.

### Food processing and its segments

The food processing industry is one of the largest industries in India and ranks fifth in terms of production, consumption and exports. As per the latest data available, food processing sector is expected to reach US\$ 258 billion in FY15.

In FY16\* (till December 2015), food processing industry constituted 14 per cent to India's GDP through manufacturing.



(Source: *Food Processing Sector Growth in India*, Indian Brand Equity Foundation [www.ibef.org](http://www.ibef.org) )

### Market Size

The Indian food and grocery market is the world's sixth largest, with retail contributing 70 per cent of the sales. The Indian food processing industry accounts for 32 per cent of the country's total food market, one of the largest industries in India and is ranked fifth in terms of production, consumption, export and expected growth. It contributes around 8.80 and 8.39 per cent of Gross Value Added (GVA) in Manufacturing and Agriculture respectively, 13 per cent of India's exports and six per cent of total industrial investment. The Indian gourmet food market is currently valued at US\$ 1.3 billion and is growing at a Compound Annual Growth Rate (CAGR) of 20 per cent. India's organic food market is expected to increase by three times by 2020#.

The online food ordering business in India is in its nascent stage, but witnessing exponential growth. With online food delivery players like FoodPanda, Zomato, TinyOwl and Swiggy building scale through partnerships, the organised food business has a huge potential and a promising future. The online food delivery industry grew at 150 per cent year-on-year with an estimated Gross Merchandise Value (GMV) of US\$ 300 million in 2016.

### **Investments**

According to the data provided by the Department of Industrial Policies and Promotion (DIPP), the food processing sector in India has received around US\$ 7.54 billion worth of Foreign Direct Investment (FDI) during the period April 2000-March 2017. The Confederation of Indian Industry (CII) estimates that the food processing sectors have the potential to attract as much as US\$ 33 billion of investment over the next 10 years and also to generate employment of nine million person days.

Some of the major investments in this sector in the recent past are:

Global e-commerce giant, Amazon is planning to enter the Indian food retailing sector by investing US\$ 515 million in the next five years, as per Mr Harsimrat Kaur Badal, Minister of Food Processing Industries, Government of India,

Parle Agro Pvt Ltd is launching Frooti Fizz, a succession of the original Mango Frooti, which will be retailed across 1.2 million outlets in the country as it targets increasing its annual revenue from Rs 2800 crore (US\$ 0.42 billion) to Rs 5000 crore (US\$ 0.75 billion) by 2018.

US-based food company Cargill Inc, aims to double its branded consumer business in India by 2020, by doubling its retail reach to about 800,000 outlets and increase market share to become national leader in the sunflower oil category which will help the company be among the top three leading brands in India.

Mad Over Donuts (MoD), outlined plans of expanding its operations in India by opening nine new MOD stores by March 2017.

Danone SA plans to focus on nutrition business in India, its fastest growing market in South Asia, by launching 10 new products in 2017, and aiming to double its revenue in India by 2020.

Uber Technologies Inc plans to launch UberEATS, its food delivery service to India, with investments made across multiple cities and regions.

### **Government Initiatives**

Some of the major initiatives taken by the Government of India to improve the food processing sector in India are as follows:

The Government of India aims to boost growth in the food processing sector by leveraging reforms such as 100 per cent Foreign direct investment (FDI) in marketing of food products and various incentives at central and state government level along with a strong focus on supply chain infrastructure.

In Union Budget 2017-18, the Government of India has set up a dairy processing infra fund worth Rs 8,000 crore (US\$ 1.2 billion).

The Government of India has relaxed foreign direct investment (FDI) norms for the sector, allowing up to 100 per cent FDI in food product e-commerce through automatic route.

- The Food Safety and Standards Authority of India (FSSAI) plans to invest around Rs 482 crore (US\$ 72.3 million) to strengthen the food testing infrastructure in India, by upgrading 59 existing food testing laboratories and setting up 62 new mobile testing labs across the country.
- The Indian Council for Fertilizer and Nutrient Research (ICFNR) will adopt international best practices for research in fertiliser sector, which will enable farmers to get good quality fertilisers at affordable rates and thereby achieve food security for the common man.



- The Ministry of Food Processing Industries announced a scheme for Human Resource Development (HRD) in the food processing sector. The HRD scheme is being implemented through State Governments under the National Mission on Food Processing. The scheme has the following four components:
  - Creation of infrastructure facilities for degree/diploma courses in food processing sector
  - Entrepreneurship Development Programme (EDP)
  - Food Processing Training Centres (FPTC)
  - Training at recognised institutions at State/National level

### **Road Ahead**

Going forward, the adoption of food safety and quality assurance mechanisms such as Total Quality Management (TQM) including ISO 9000, ISO 22000, Hazard Analysis and Critical Control Points (HACCP), Good Manufacturing Practices (GMP) and Good Hygienic Practices (GHP) by the food processing industry offers several benefits. It would enable adherence to stringent quality and hygiene norms and thereby protect consumer health, prepare the industry to face global competition, enhance product acceptance by overseas buyers and keep the industry technologically abreast of international best practices.

Exchange Rate Used: INR 1 = US\$ 0.0155 as of April 17, 2017

(*Source: Food Processing Sector Growth in India, Indian Brand Equity Foundation [www.ibef.org](http://www.ibef.org)*)

### **Soyabean cultivation and processing in India**

- Soybean cultivation began in India in the seventies on an area of about 30,000 hectares. The acreage grew slowly and steadily to reach the maximum of 122.18 lakh hectares in 2013.
- Three states, namely, Madhya Pradesh, Maharashtra and Rajasthan account for almost 90% of area under soybean cultivation.
- Over 50 lakh farmers are engaged in soybean cultivation.
- There are about 120 soybean processing plants with an installed capacity of over 25 Million Tons. In the last three years, the processing industry has been passing through a bad phase and almost 50% plants have closed because of very low capacity utilisation and disparity in crushing.
- India used to export soybean meal and other soy products worth around US\$2.5 billion annually till 2013-14. But in the last two years, the exports have declined drastically to only US\$ 318,000 last year.

## Soybean Area and Production Estimates by SOPA

In Millions

| States                     | 2013-14       |              | 2014-15       |              | 2015-2016     |              | 2016-17*      |               |
|----------------------------|---------------|--------------|---------------|--------------|---------------|--------------|---------------|---------------|
|                            | Area Ha.      | Prod. Tons   | Area Ha.      | Prod. Tons   | Area Ha.      | Prod. Tons   | Area Ha.      | Prod. Tons    |
| Madhya Pradesh             | 6.261         | 4.285        | 5.546         | 4.968        | 5.613         | 3.412        | 5.401         | 5.717         |
| Maharashtra                | 3.870         | 3.800        | 3.801         | 2.400        | 3.585         | 2.200        | 3.581         | 3.946         |
| Rajasthan                  | 1.059         | 0.700        | 0.682         | 0.567        | 1.024         | 0.787        | 0.981         | 0.950         |
| Karnataka                  | 0.247         | 0.199        | 0.292         | 0.242        | 0.285         | 0.175        | 0.324         | 0.254         |
| Andhra Pradesh (Telangana) | 0.284         | 0.232        | 0.272         | 0.265        | 0.255         | 0.157        | 0.299         | 0.244         |
| Chhattisgarh               | 0.156         | 0.093        | 0.147         | 0.135        | 0.141         | 0.073        | 0.134         | 0.131         |
| Gujarat                    | 0.093         | 0.076        | 0.074         | 0.070        | 0.092         | 0.075        | 0.138         | 0.138         |
| Others                     | 0.063         | 0.051        | 0.069         | 0.064        | 0.071         | 0.051        | 0.113         | 0.111         |
| <b>TOTAL</b>               | <b>12.033</b> | <b>9.435</b> | <b>10.884</b> | <b>8.711</b> | <b>11.066</b> | <b>6.929</b> | <b>10.971</b> | <b>11.491</b> |

\*Preliminary estimates

(Source: Empirics of Soybeans Stocks in India: Trade Perspective, The Soybean Processors Association of India, [sopa@sopa.org](mailto:sopa@sopa.org) )

## Soybean Meal and other Soy products Exports from India

| Financial Year            | Quantity (Million Tons) | Value (Million US\$) |
|---------------------------|-------------------------|----------------------|
| 2010-11                   | 5.231                   | 2070.11              |
| 2011-12                   | 5.279                   | 2048.75              |
| 2012-13                   | 4.812                   | 2662.03              |
| 2013-14                   | 4.258                   | 2387.44              |
| 2014-15                   | 1.653                   | 932.14               |
| 2015-16                   | 0.522                   | 317.98               |
| 2016-17 (April to August) | 0.153                   | 101.74               |

Source : DGFT Export Import Data Bank as on 02.11.2016

(Source: Empirics of Soybeans Stocks in India: Trade Perspective, The Soybean Processors Association of India, [sopa@sopa.org](mailto:sopa@sopa.org) )s

### CURRENT STATUS OF SOYBEAN IN INDIA

India currently grows about 10 million tons of soybean, which is only about 4% of world production. But we are the only country in the world to grow Non-GMO soybean which gives the Indian farmers an unique advantage. As demand for Non-GMO products grows, Indian farmer can command a premium on its products on a long term sustainable basis. However, low yield is the one major disadvantage we face which must be addressed.

#### Reasons for low productivity:

- Two-thirds of Indian agriculture is largely dependent on rainfall.
- Small and marginal farm size.

- Poor dissemination of farming techniques.
- Erratic supply of good quality and sufficient quantity of inputs.
- Poor soil and water management.
- Lack of high yielding varieties, suitable for different agro climatic zones.
- Poor storage conditions and inadequate post harvest supply chain.

(Source:- <http://www.sopa.org/soybean-program/>)

## OUR BUSINESS

*Some of the information contained in the following discussion, including information with respect to our business plans and strategies, contain forward-looking statements that involve risks and uncertainties. You should read the chapter titled “Forward-Looking Statements” beginning on page 18 of this Draft Prospectus, for a discussion of the risks and uncertainties related to those statements and also the section “Risk Factors” for a discussion of certain factors that may affect our business, financial condition or results of operations. Our actual results may differ materially from those expressed in or implied by these forward-looking statements. Our fiscal year ends on March 31 of each year, so all references to a particular fiscal are to the twelve-month period ended March 31 of that year.*

*The financial information used in this section, unless otherwise stated, is derived from our Financial Information, as restated prepared in accordance with Indian GAAP, Companies Act and SEBI Regulations. The following information is qualified in its entirety by, and should be read together with, the more detailed financial and other information included in this Draft Prospectus, including the information contained in the sections titled “Risk Factors” and “Financial Information” beginning on pages 19 and 162, respectively.*

### OVERVIEW

Incorporated in 2014, our Company Soni Soya Products Limited is engaged in the business of processing and trading of organic and Non- genetically modified organisms (non-GMO) agricultural products such as Soya, Maize( Corn), Wheat, Flax seeds and Mustard, Oil, Rice, Pulses, Herbs, Spices, and other grains.

Our Company is registered with U.S. Food and Drug Administration pursuant to the Federal Food Drug Cosmetic Act, as amended by the Bioterrorism Act of 2002 and the FDA Food Safety Modernization Act. Our Company is also registered with Agricultural and Processed Food Products Export Development Authority to export such scheduled products for which it is registered.

Apart from the above, Our Company is accredited with other various certifications namely, FSSAI( Food Safety and Standards Authority of India), National Programme for Organic Production(NPOP), India and the National Organic Program (NOP) technical standards (USA) and INDOCERT Organic Standard for Non - EU Country Operators.

Our Company is well equipped with in-house testing laboratory to test the products. Our finished products has to undergo a quality check to ensure that they are of relevant quality as per the standards set. Our products are certified by ISO 22000: 2005, certified by UK Certification & Training Limited for food safety management system.

Our customer base is spread across the globe with presence in countries like Canada, Dubai, South Korea, Sri Lanka, United States of America. The majority of our sales are through direct exports which contributed 97.71%, 82.05% and 67.84% respectively to our total sales for the financial year ended March 31, 2015, 2016, and 2017 respectively.

Our Company is promoted by Dilip Kumar Soni and Javed Ali. Our promoters manage and control the major affairs of our business operations. With their dedication and commitment, our Company has shown an increasing trend in our business operations which is evidenced by the growth in our total income from Rs.800.22 lakhs in FY 2014-15 to Rs.2877.14 lakhs in FY 2016-17. The Total income for the period ended June 2017 accounted to Rs. 1971.61 Lakhs. We believe that our market position has been achieved by adherence to the vision of our Promoters and senior management and their experience.

From FY 2014-15 to FY 2016-17, as per our Restated Financial Statements, i) our total revenue has shown growth from Rs. 800.22 lakhs to Rs. 2877.14 lakhs, representing a CAGR of 89.62 % ii) our EBITDA for FY 2014-15, FY 2015-16, FY 2016-17 is 36.47 Lakhs, 16.40 Lakhs & 112.77 Lakhs respectively representing a CAGR of 75.86 %. iii) Our profit after tax FY 2014-15, FY 2015-16, FY 2016-17 is 20.93 Lakhs, 8.02 Lakhs & 50.17 Lakhs respectively representing a CAGR of 54.83 %.

## OUR PRODUCTS



The product portfolio of the Company comprises of :

### Processed goods

- Non-genetically modified organisms (non-GMO) soya meal
- Organic soya oil
- Organic Soya Chunks / Nuggets / Granules
- Organic Full Fat Soya Grits
- Organic Soybean Meal
- Organic Graded Soyabean Seeds
- Organic Cracked Corn

### Traded goods

- Organic soybean seeds and soymeal - Food & Feed Grade  
(Organic soybean protein, organic soy lecithin, organic full fat soy flour/grits, organic defatted soy flour)
- Organic full fat soybean meal (Extruded)
- Organic maize grain (Corn) as well as cracked corn - Food & Feed Grade  
(Organic cracked corn, organic corn grits and organic corn flour)
- Organic wheat - Food Grade  
(Organic wheat husk, organic fortified flour, organic wheat semolina, organic wheat flour (for chapatti, biscuit and bread), organic wheat husk and organic wheat lapsi)
- Flax seeds brown, Organic
- Organic herbs  
(harad, ashwagandha, kapikachhu, gudmar, bahera chilka, red shataveri, awla, sanaya, kalmegh, shtaveri, shikakai, ritha, heena (mehndi), salai guggal and tulsi)

The Company derives 90% of the total revenue from organic soya meals which are largely used as animal feed. Organic soyabean and by products are the main products of the company.

The products procured for trading are subject to cleaning and grading before supplying to the customers.

The product range of the company is divided into two divisions:

- Organic Division
  - ✓ Organic Soyabean Seeds (Food & Feed Grade)
  - ✓ Organic Soyameal (Food & Feed Grade)
  - ✓ Organic Maize Grain (Corn ) food & Feed Grade
  - ✓ Ororganic Full Fat Soyabean Meal ( Extruded)
  - ✓ Organic Cracked Corn (Food & Feed Grade)
  - ✓ Flax Seeds Brown, Organic.
- Non GMO Division
  - ✓ Soya TVP
    - Soya Granules, Soya Chunk
  - ✓ Soya Grits
    - Full Fat Soya Grits
    - Defatted Soya Grits Untoasted
  - ✓ Defatted Soya Flakes Toasted (Mesh size: 5-18, 5-10)
  - ✓ Soya Flour
    - Full Fat Soya Flour
    - Defated Soya Flour Toasted
    - Defated Soya Flour UnToasted
  - ✓ Soyabean
    - Seed
    - Oil

Product Wise Sales as on March 31, 2015

| <b>Sale of Trading Items</b> | <b>Amount (In Lakhs)</b> |
|------------------------------|--------------------------|
| Cracked Corn                 | 317.20                   |
| Sabudana                     | 14.44                    |
| Soyabean Seed                | 453.82                   |
| Wheat                        | 3.85                     |
| <b>Total</b>                 | <b>789.30</b>            |

Product Wise Sales as on March 31, 2016

| <b>Sale of Trading Items</b> | <b>Amount (In Lakhs)</b> |
|------------------------------|--------------------------|
| Atta                         | 16.59                    |
| Cracked Corn                 | 449.88                   |
| Machine (In No.)             | 5.67                     |
| Masoor Dal                   | 100.18                   |
| Potato Granunels             | 2.10                     |
| Sabudana                     | 182.99                   |
| Sawa                         | 44.21                    |
| Soya Flour                   | 22.37                    |
| Soyabean Meal                | 140.37                   |
| Soyabean Seed                | 488.10                   |
| <b>Total</b>                 | <b>1452.47</b>           |

Product wise sales as on March 31, 2017:

| <b>Sale of Trading Items</b>   | <b>Amount (In Lakhs)</b> |
|--------------------------------|--------------------------|
| Atta                           | 10.92                    |
| Cassia tora seed               | 11.53                    |
| Chana dal                      | 198.39                   |
| Cured oil                      | 3.32                     |
| Maize                          | 1.12                     |
| Masoor                         | 90.88                    |
| Masoor dal                     | 7.41                     |
| Sabudana                       | 140.90                   |
| Soya doc                       | 19.54                    |
| Soya grits                     | 196.42                   |
| Soyabean seed                  | 466.20                   |
| Wheat                          | 23.48                    |
| <b>Sale of Processed Items</b> |                          |
| Cured oil                      | 310.88                   |
| Soyabean meal                  | 1227.34                  |
| Soya Doc                       | 15.31                    |
| Soya flour                     | 76.05                    |
| <b>Total</b>                   | <b>2799.70</b>           |

Product wise sales as on June 30, 2017:

| <b>Sale of Trading Items</b>   | <b>Amount (In Lakhs)</b> |
|--------------------------------|--------------------------|
| Atta                           | 2.42                     |
| Cassia tora seed               | 0.08                     |
| De oil Rice Bran               | 0.40                     |
| LDEP processed white granules  | 0.73                     |
| Sabudana                       | 4.21                     |
| Soyabean Meal                  | 5.28                     |
| Soyabean seed                  | 118.95                   |
| <b>Sale of Processed Items</b> |                          |
| Cured oil                      | 67.82                    |
| Soyabean meal                  | 522.45                   |
| <b>Total</b>                   | <b>1910.91</b>           |

## **OUR COMPETITIVE STRENGTHS**

### **4. Quality assurance**

Our Company believes in qualitative processing and adheres to various qualitative standards. Our products undergo quality check at various levels of production to ensure that any quality defects or product errors are rectified on real time basis. Our products are certified by ISO 22000: 2005, certified by UK Certification & Training Limited for food safety management system. Our Company is registered with U.S. Food and Drug Administration pursuant and our processing facility and products meets the requirements set by the National Programme for Organic Production, India, the National Organic Program technical standards (USA) and INDOCERT Organic Standard for Non EU Country Operators.

### **5. Our experienced management and dedicated employee base**

Our operations commenced under the guidance of our individual Promoters Dilip Soni and Javed Ali, who have successfully managed various phases of expansion and growth of our business and

operations. Our Chairman and Managing Director Dilip Kumar Soni has around 11 years of experience in this industry and has been instrumental in formulating growth strategy for our Company. Our Individual Promoters are supported by a dedicated management team with several years of industry experience in their respective domains of sales, marketing, strategy and finance. For further details regarding our Key Managerial Personnel, please refer to the chapter titled 'Our Management' beginning on page 141 of this Draft Prospectus.

#### **6. Presence in international markets**

Our Company is an export oriented unit. For the year ended March 31, 2017, our revenue from export operations contributed 67.84 % of our total revenue from operations. At present we are exporting to nearly 5 countries. We believe that we have developed good clientele network in export markets and going forward shall be able to take advantage of our existing operations and network to expand our export markets.

### **BUSINESS STRATEGY**

#### **1. Develop and maintain relationship with our clients**

We believe in maintaining good relationship with our clients which is one of the most important factors to keep our Company growing. For us, establishing strong, mutually beneficial long-term relationships with strategic supplier relationship management is a critical step in improving performance across the supply chain, generating greater cost efficiency and enabling the business to grow and develop.

#### **2. Expand our domestic geographical reach through marketing network**

To expand our business, we intend to aggressively penetrate in the domestic markets and expand our domestic market presence by expanding our sales and distribution network. To augment our efforts in increase in sales of our products, we intend to deploy additional field force consisting of sales and marketing representatives who shall meet our customers/ prospective customers to market our product. Our Company also participates in various trade fairs organised in India and overseas for marketing of our products.

#### **3. Modernisation and upgradation of our technology**

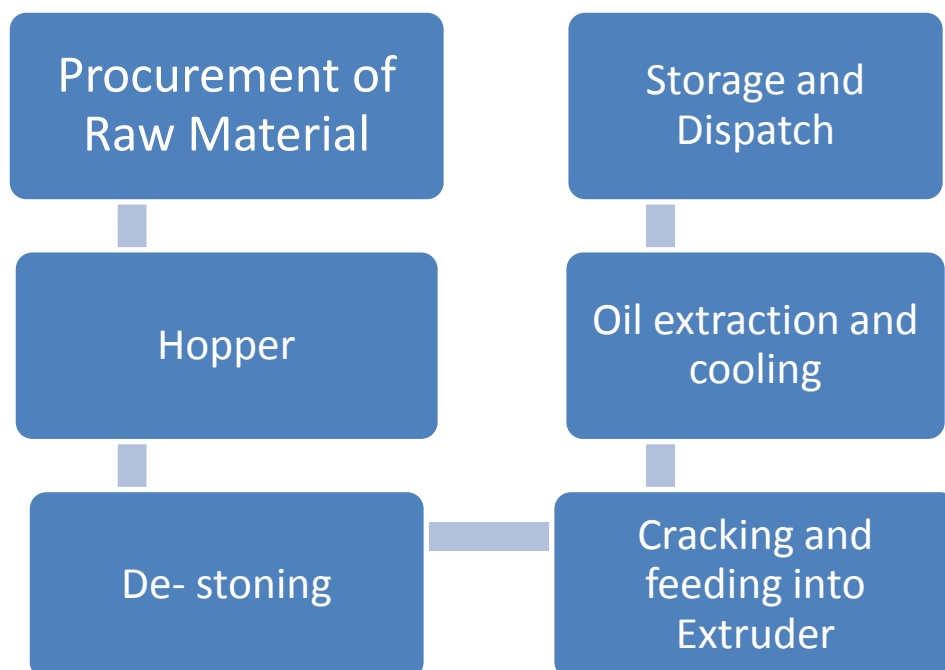
Our Company intends to meet and adapt to the latest technologies. We intend to continue to invest in our in-house technology capabilities to develop customized systems and processes to ensure effective management control. We continue to focus on further strengthening our operational and fiscal controls.

#### **4. Improving functional efficiencies**

Our Company intends to improve efficiencies to achieve cost reductions and have a competitive edge over our peers. We believe that this can be achieved through continuous process improvement, customer service and technology development. Also, we believe that quality products and service of global standards are of utmost importance for customer retention and repeat – order flow. We intend to have close interaction with our customers in a bid to strengthen our relationships with them, which also aid us in enhancing our brand value.



## OUR PROCESS



### Unloading, Cleaning and Storage of Soya Seeds:-

Our process starts with procurement of raw materials. Major raw material required for processing of organic soyabean meal is soyabean seed respectively.

The raw material is then dumped into grading hopper which then goes to de stoner for de stoning, i.e removal of stones and other unwanted materials. The material then moves into spiral for removing husk and it then passes through hand picking conveyor system where final impurities are separated manually.

### Cracking of Soya Seeds and feeding into Extruder:-

After cleaning, the material then passes into cracker for cracking and is then extruded in extruder. Extruder machine generates heat through friction friction to accomplish numerous processes including: cooking, expanding, sterilizing, stabilizing, dehydrating and texturizing of soyabean seeds. The extruder creates various pressures and temperatures resulting in quality feed. After extrusion, the cracked soyabeans are feeded into expeller machine through conveyor.

### Extraction of Oil through Expeller Machine:-

After extrusion, the material then passes through expeller machine for oil extraction and the residual soya meal are then broken with the hammer mill and converted into granule shape.

### Cooling of Soya meal:-

The soya meal received from expeller machine is of high temperature and, thus, it passes through filter for cooling.

### Storage and Dispatch of Soya meal:-

After cooling, the meal then passes through separation gyro screen for screening of size of particles and is then packed after final quality check done at our in house laboratory.

## LIST OF MACHINERY

○ Grader

○ De stoner

|                                     |   |
|-------------------------------------|---|
| ○ Spirals                           | ○ Silo  |
| ○ Hand Picking Conveyer System      | ○ Cracker   |
| ○ Boiler                            | ○ Ro water Plant                                    |
| ○ Extruder                          | ○ Expeller  |
| ○ Hammer or Grinder                 | ○ Back filter or dryer                              |
| ○ Separator for screening mesh size | ○ Magnetic Separator for separating metal particles |

## **COLLABORATIONS**

Our Company has not entered into any collaboration agreements as on date of this Draft Prospectus.

## **OUR RAW MATERIALS**

The basic raw material required for processing of organic soyabean meal is soyabean seeds and. Our Company procures raw materials from organic certified farmers through agents appointed in the Mandi (hub/market for agricultural produce). The seeds are further processed by the Company at its factory located in Indore. For carrying our trading operations, we procure the traded goods from local market.

## **UTILITIES & INFRASTRUCTURE FACILITIES**

### **Infrastructure Facilities**

Our Registered Office situated at Off No. CS-1, P Square Building, 2nd floor 350, Goyal Nagar Indore, Madhya Pradesh- 452016, India, is well equipped with computer systems, internet connectivity, other communication equipment, security and other facilities, which are required for our business operations to function smoothly. Our manufacturing facility situated at 403/4/1, village Badiyakeema, Nemawar Road, Indore, Madhya Pradesh - 452020 is also equipped with requisite utilities and infrastructure facilities including the following:-

### **Power**

The Registered Offices as well as manufacturing facilities of our Company meets its Power requirements by purchasing electricity from M. P Paschim kshetra Vidyut Vitaran Co. Ltd.

### **Water**

Water is a key and indispensable resource requirement in the processing operations. Our Company has made adequate arrangements to meet its water requirements. Water requirements at our manufacturing facilities is met through bore wells. Bore well water is purified through RO water plant.

## **EXPORT AND EXPORT OBLIGATIONS**

As on the date of filing of this Draft Prospectus, Our Company does not have any export obligation.

## **HUMAN RESOURCE**

We believe that our employees are key contributors to our business success. We focus on attracting and retaining the best possible talent. Our Company looks for specific skill-sets, interests and background that would be an asset for its kind of business.

As on the date of this Draft prospectus, we have 24 employees on payroll. Our work processes and skilled/ semi-skilled/ unskilled resources together with our management team have enabled us to implement our growth plans.

## CAPACITY AND CAPACITY UTILISATION

| Capacity Utilization | Existing |         |          | Projected |         |         |
|----------------------|----------|---------|----------|-----------|---------|---------|
|                      | 2014-15  | 2015-16 | 2016-17  | 2017-18   | 2018-19 | 2019-20 |
| Crued oil            | NA       | NA      | 1650 MT  | 499.25    | 599.10  | 718.90  |
| Soyabean Meal        | NA       | NA      | 10350 MT | 3115.13   | 3738.16 | 4485.79 |

## COMPETITION

We operate in a competitive atmosphere. Some of our competitors may have greater resources than those available to us. While service quality, technical ability, performance records, etc are key factors in client decisions among competitors, however, price is the deciding factor in most cases. The industry in which the Company operates is unorganized and fragmented with certain small and medium-sized companies and entities.

Some of our major competitors are;

- Shanti Overseas (India) Limited
- Suminter India Organic Private Limited
- LT Foods Ltd

## END USERS

Organic soybean and by-products are the main products of the Company. Soyameal manufactured is used as animal feed in the poultry industry. The Company also supplies soyaoil and Organic Crude Oil to the local oil refineries.

## MARKETING

The efficiency of marketing and sales network is critical to success of our Company. We have been focusing on supplying our products and adding new customers in our clientele. We undertake a detailed exercise periodically to identify existing and prospective clients with the potential to develop into a large clientele base. The senior management is actively involved in managing client relationships and business development through targeted interaction with multiple contacts at different levels.

Our marketing efforts are directed to advertise and promote sales through direct marketing and communication.

Our marketing team is ready to take up challenges so as to scale new heights. We intend to expand our existing customer base by reaching out to other geographical areas.

## INSURANCE


Our insurance policies are subject to customary exclusions and deductibles. We believe that our insurance coverage is adequate for our business needs and operations. We will continue to review our policies to ensure adequate insurance coverage maintained.

We have taken insurance policies i.e. marine cargo open policy and workmen's compensation.

## INTELLECTUAL PROPERTY

We have applied for registration of the following Trademarks with Trademarks Registry, Government of India. The details of trademark applications are as under:

| Sr. No. | Trademark | Trademark Type | Classes | Applicant | Application No. | Date of Application | Registration status |
|---------|-----------|----------------|---------|-----------|-----------------|---------------------|---------------------|
|         |           |                |         |           |                 |                     |                     |

|    |   |        |    |                                    |         |                   |                    |
|----|---|--------|----|------------------------------------|---------|-------------------|--------------------|
| 1. |  | Device | 30 | Soni Soya Products Private Limited | 3416305 | November 22, 2016 | Advertised bef acc |
|----|---|--------|----|------------------------------------|---------|-------------------|--------------------|

## LAND AND PROPERTY

### I. Land and Properties owned by the Company.

| Sr No | Location of the Property  | Document Date    | Purchased from                             | Use               |
|-------|---|------------------|--|-------------------|
| 1     | Off No. CS-1, P Square Building, 2nd floor 350, Goyal Nagar Indore, Madhya Pradesh- 452016, India | October 16, 2015 | P. Square Developers (Area – 548 Sq. Feet) | Registered office |

### I. Land and Properties taken on rent by the Company.

| Sr No | Location of the Property  | Licensor/Lessor                     | Period                             | Use                 |
|-------|---|-------------------------------------|------------------------------------|---------------------|
| 1     | 403/4/1, village Badiyakeema, Nemawar Road, Indore, Madhya Pradesh – 452020 | Maharashtra Agrocom Private Limited | From May 01, 2016 to July 31, 2022 | Manufacturing Plant |

## **KEY INDUSTRY REGULATIONS AND POLICIES**

*Except as otherwise specified in this Draft Prospectus, the Companies Act, 1956 / the Companies Act, 2013, We are subject to a number of central and state legislations which regulate substantive and procedural aspects of our business. Additionally, our operations require sanctions from the concerned authorities, under the relevant Central and State legislations and local bye-laws. The following is an overview of some of the important laws, policies and regulations which are pertinent to our business as a player in business of Processing and Trading of ORGANIC and NON-GMO agricultural products industry. Taxation statutes such as the I.T. Act, and applicable Labour laws, environmental laws, contractual laws, intellectual property laws as the case may be, apply to us as they do to any other Indian company. The statements below are based on the current provisions of Indian law, and the judicial and administrative interpretations thereof, which are subject to change or modification by subsequent legislative, regulatory, administrative or judicial decisions. The regulations set out below may not be exhaustive, and are only intended to provide general information to Applicants and is neither designed nor intended to be a substitute for professional legal advice.*

### **APPROVALS**

For the purpose of the business undertaken by our Company, our Company is required to comply with various laws, statutes, rules, regulations, executive orders, etc. that may be applicable from time to time. The details of such approvals have more particularly been described for your reference in the chapter titled “Government and Other Statutory Approvals” beginning on page number 184 of this Draft Prospectus.

### **APPLICABLE LAWS AND REGULATIONS**

#### **BUSINESS/TRADE RELATED LAWS/REGULATIONS**

##### **The Micro, Small and Medium Enterprises Development Act, 2006**

In order to promote and enhance the competitiveness of Micro, Small and Medium Enterprise (MSME) the act is enacted. A National Board shall be appointed and established by the Central Government for MSME enterprise with its head office at Delhi in the case of the enterprises engaged in the manufacture or production of goods pertaining to any industry mentioned in first schedule to Industries (Development and regulation) Act, 1951 as “micro enterprise”, where the investment in plant and machinery does not exceed twenty-five lakh rupees; “Small enterprise”, where the investment in plant and machinery is more than twenty-five lakh rupees but does not exceed five crore rupees; or a medium enterprise , where the investment in plant and machinery is more than five crore but does not exceed ten crore rupees and in the case of the enterprise engaged in the services, “Micro – enterprise” , where the investment in equipment does not exceed ten lakh rupees, “Small Enterprise” where the investment in equipment is more than ten lakh rupees but does not exceed two crore rupees, or “ Medium Enterprise” where the investment in equipment is more than two crore rupees but does not exceed five crore rupees.

##### **Essential Commodities Act, 1955**

The Essential Commodities Act, 1955 gives powers to control production, supply, and distribution etc. of essential commodities for maintaining or increasing supplies and for securing their equitable distribution and availability of the Central Government have issued the powers under the Act, various Ministers / Departments of the Central Government have issued Control Orders for regulating production / distribution / quality aspects /movement etc. pertaining to the commodities which are essential and administered by them. The Essential Commodities Act is being implemented by the State Government/UT Administrations by availing of the delegated powers under the same Act. The state government/UT Administrators have issued various control orders to regulate various aspects

trading in Essential Commodities such as food grains, edible oils, pulses, sugar etc. The Central Government regularly monitors the action taken by the State Government /UT Administrators to implement the provisions of the Essential Commodities Act, 1955.

### **Food Safety and Standard Act, 2006**

The Food Safety and Standards Act, 2006 (the “FSSA”) was enacted on August 23, 2006 with a view to consolidate the laws relating to food and to establish the Food Safety and Standards Authority of India (the “Food Authority”) for setting out scientific standards for articles of food and to regulate their manufacture, storage, distribution, sale and import to ensure availability of safe and wholesome food for human consumption. The Food Authority is required to provide scientific advice and technical support to the Government of India and the state governments in framing the policy and rules relating to food safety and nutrition. The FSSA also sets out requirements for licensing and registering food businesses, general principles for food safety, and responsibilities of the food business operator and liability of manufacturers and sellers, and adjudication by ‘Food Safety Appellate Tribunal’.

In exercise of powers under the FSSA, the Food Authority has framed the Food Safety and Standards Rules, 2011 (the “FSSR”) which were notified in the Gazette of India dated May 5, 2011 and have been operative since August 5, 2011. The FSSR provides the procedure for registration and licensing process for food business and lays down detailed standards for various food products. The FSSR also sets out the enforcement structure of ‘commissioner of food safety’, ‘the food safety officer’ and ‘the food analyst’ and procedures of taking extracts, seizure, sampling and analysis. The FSSA lays down penalties for various offences (including recall procedures).

The Food Authority has also framed the following food safety and standards regulations:

- Food Safety and Standards (Licensing and Registration of Food Businesses) Regulations, 2011;
- Food Safety and Standards (Packaging and Labelling) Regulations, 2011;
- Food Safety and Standards (Food Product Standards and Food Additives) Regulations, 2011;
- Food Safety and Standards (Prohibition and Restriction on Sales) Regulations, 2011;
- Food Safety and Standards (Contaminants, Toxins and Residues) Regulations, 2011; and
- Food Safety and Standards (Laboratory and Sampling Analysis) Regulations, 2011.

### **Legal Metrology (Packaged Commodities) Rules, 2011**

Legal Metrology (Packaged Commodities) Rules, 2011 are the regulatory regimes which regulate trade and commerce in weights, measures, packaging, etc. and other goods which are sold or distributed by weight, measure or number and for matter connected therewith or incidental thereto. Legal Metrology (Packaged Commodities) Rules, 2011 are applicable to “Pre-packaged Commodities”. Pre-packaged commodities means commodity which without the purchaser being present is placed in a package of whatever nature, whether sealed or not, so that the product contained therein has a pre-determined quantity.

### **Industrial Policy of Relevant State**

#### **Industrial Promotion Policy 2014:**

The Policy was issued by the Government of Madhya Pradesh, Department of Commerce, Industry and Employment. The objective of the policy is to achieve inclusive growth and bring economic prosperity to the people of Madhya Pradesh. The key objectives of Industrial Policy are to Rationalization and simplification of procedures to ensure effective implementation of policy, to improve investor facilitation and enhance ease of doing business, to create an enabling environment for robust industrial growth, to achieve higher and sustainable economic growth by accelerating the growth of manufacturing and service sectors through private sector participation, to create an able and supportive regulatory and policy environment to facilitate private sector participation, to achieve

inclusive industrial infrastructure development in the state, to promote environmentally sustainable industrial growth and balanced regional development, to enhance employment opportunities, to encourage growth in Madhya Pradesh's thrust sectors (Agribusiness and Food processing, Textiles, Automotive and Auto components, Tourism, Pharmaceuticals, Bio-technology, IT/ITeS, Healthcare and Logistics and Warehousing). The State Government intends to focus on MSMEs for achieving a holistic industrial growth which includes incentivizing MSME to enhance their competitiveness for achieving higher growth.

## **Anti-Trust Laws**

### **Competition Act, 2002**

An act to prevent practices having adverse effect on competition, to promote and sustain competition in markets, to protect interest of consumer and to ensure freedom of trade in India. The act deals with prohibition of agreements and Anti-competitive agreements. No enterprise or group shall abuse its dominant position in various circumstances as mentioned under the Act.

The prima facie duty of the commission is to eliminate practices having adverse effect on competition, promote and sustain competition, protect interest of consumer and ensure freedom of trade. The commission shall issue notice to show cause to the parties to combination calling upon them to respond within 30 days in case it is of the opinion that there has been an appreciable adverse effect on competition in India. In case a person fails to comply with the directions of the Commission and Director General he shall be punishable with a fine which may exceed to Rs. 1 lakh for each day during such failure subject to maximum of Rupees One Crore.

## **GENERAL CORPORATE COMPLIANCE**

### **The Companies Act 1956 and The Companies Act, 2013**

The consolidation and amendment in law relating to Companies Act, 1956 made way to enactment of Companies Act, 2013. The Companies act 1956 is still applicable to the extent not repealed and the Companies Act, 2013 is applicable to the extent notified. The act deals with incorporation of companies and the procedure for incorporation and post incorporation. The conversion of private company into public company and vice versa is also laid down under the Companies Act, 2013. The procedure relating to winding up, voluntary winding up, appointment of liquidator also forms part of the act. The provision of this act shall apply to all the companies incorporated either under this act or under any other previous law. It shall also apply to banking companies, companies engaged in generation or supply of electricity and any other company governed by any special act for the time being in force. A company can be formed by seven or more persons in case of public company and by two or more persons in case of private company. A company can even be formed by one person i.e., a One Person Company. The provisions relating to forming and allied procedures of One Person Company are mentioned in the act.

Further, Schedule V (read with sections 196 and 197), Part I lay down conditions to be fulfilled for the appointment of a managing or whole time director or manager. It provides the list of acts under which if a person is prosecuted he cannot be appointed as the director or Managing Director or Manager of the firm. The provisions relating to remuneration of the directors payable by the companies is under Part II of the said schedule.

## **EMPLOYMENT AND LABOUR LAWS**

### **Employees' Provident Funds and Miscellaneous Provisions Act, 1952 ("the EPF Act") and the Employees Provident Fund Scheme, 1952**

The EPF Act is applicable to an establishment employing more than 20 employees and as notified by the government from time to time. All the establishments under the EPF Act are required to be registered with the appropriate Provident Fund Commissioner. Also, in accordance with the provisions of the EPF Act, the employers are required to contribute to the employees' provident fund the prescribed percentage of the basic wages, dearness allowances and remaining allowance (if any) payable to the employees. The employee shall also be required to make the equal contribution to the fund. The Central Government under section 5 of the EPF Act (as mentioned above) frames Employees Provident Scheme, 1952.

#### **Employees Deposit Linked Insurance Scheme, 1976**

The scheme shall be administered by the Central Board constituted under section 5A of the EPF Act. The provisions relating to recovery of damages for default in payment of contribution with the percentage of damages are laid down under 8A of the act. The employer falling under the scheme shall send to the Commissioner within fifteen days of the close of each month a return in the prescribed form. The register and other records shall be produced by every employer to Commissioner or other officer so authorized shall be produced for inspection from time to time. The amount received as the employer's contribution and also Central Government's contribution to the insurance fund shall be credited to an account called as "Deposit-Linked Insurance Fund Account."

#### **The Employees Pension Scheme, 1995**

Family pension in relation to this act means the regular monthly amount payable to a person belonging to the family of the member of the Family Pension Fund in the event of his death during the period of reckonable service. The scheme shall apply to all the employees who become a member of the EPF or PF of the factories provided that the age of the employee should not be more than 59 years in order to be eligible for membership under this act. Every employee who is member of EPF or PF has an option of the joining scheme. The employer shall prepare a Family Pension Fund contribution card in respect of the entire employee who is member of the fund.

#### **Employees' State Insurance Act, 1948 (the "ESI Act")**

It is an act to provide for certain benefits to employees in case of sickness, maternity and 'employment injury' and to make provision for certain other matters in relation thereto. It shall apply to all factories (including factories belonging to the Government other than seasonal factories. Provided that nothing contained in this sub-section shall apply to a factory or establishment belonging to or under the control of the Government whose employees are otherwise in receipt of benefits substantially similar or superior to the benefits provided under this Act. This Act requires all the employees of the establishments to which this Act applies to be insured in the manner provided there under. Employer and employees both are required to make contribution to the fund. The return of the contribution made is required to be filed with the Employee State Insurance department.

#### **Payment of Bonus Act, 1965**

The Payment of Bonus Act, 1965 imposes statutory liability upon the employers of every establishment in which 20 or more persons are employed on any day during an accounting year covered to pay bonus to their employees. It further provides for payment of minimum and maximum bonus and linking the payment of bonus with the production and productivity.

#### **Payment of Gratuity Act, 1972**

The Act shall apply to every factory, mine plantation, port and railway company; to every shop or establishment within the meaning of any law for the time being in force in relation to shops and establishments in a State, in which ten or more persons are employed, or were employed, on any day of the preceding twelve months; such other establishments or class of establishments, in which ten or



more employees are employed, on any day of the preceding twelve months, as the Central Government, may by notification, specify in this behalf.. A shop or establishment to which this act has become applicable shall be continued to be governed by this act irrespective of the number of persons falling below ten at any day. The gratuity shall be payable to an employee on termination of his employment after he has rendered continuous service of not less than five years on superannuation or his retirement or resignation or death or disablement due to accident or disease. The five year period shall be relaxed in case of termination of service due to death or disablement.

### **Minimum Wages Act, 1948**

The Minimum Wages Act, 1948 (“MWA”) came into force with an objective to provide for the fixation of a minimum wage payable by the employer to the employee. Under the MWA, every employer is mandated to pay the minimum wages to all employees engaged to do any work skilled, unskilled, manual or clerical (including out-workers) in any employment listed in the schedule to the MWA, in respect of which minimum rates of wages have been fixed or revised under the MWA. Construction of Buildings, Roads, and Runways are scheduled employments. It prescribes penalties for non-compliance by employers for payment of the wages thus fixed.

### **Maternity Benefit Act, 1961**

The Maternity Benefit Act, 1961 provides for leave and right to payment of maternity benefits to women employees in case of confinement or miscarriage etc. The act is applicable to every establishment which is a factory, mine or plantation including any such establishment belonging to government and to every establishment of equestrian, acrobatic and other performances, to every shop or establishment within the meaning of any law for the time being in force in relation to shops and establishments in a state, in which ten or more persons are employed, or were employed, on any day of the preceding twelve months; provided that the state government may, with the approval of the Central Government, after giving at least two months’ notice shall apply any of the provisions of this act to establishments or class of establishments, industrial, commercial, agricultural or otherwise.

### **Equal Remuneration Act, 1979**

The Equal Remuneration Act 1979 provides for payment of equal remuneration to men and women workers and for prevention discrimination, on the ground of sex, against Female employees in the matters of employment and for matters connected therewith. The act was enacted with the aim of state to provide Equal Pay and Equal Work as envisaged under Article 39 of the Constitution.

### **Child Labour Prohibition and Regulation Act, 1986**

The Child Labour Prohibition and Regulation Act 1986 prohibits employment of children below 14 years of age in certain occupations and processes and provides for regulation of employment of children in all other occupations and processes. Employment of Child Labour in our industry is prohibited as per Part B (Processes) of the Schedule.

### **Trade Union Act, 1926 and Trade Union (Amendment) Act, 2001**

Provisions of the Trade Union Act, 1926 provides that any dispute between employers and workmen or between workmen and workmen, or between employers and employers which is connected with the employment, or non-employment, or the terms of employment or the conditions of labour, of any person shall be treated as trade dispute. For every trade dispute a trade union has to be formed. For the purpose of Trade Union Act, 1926, Trade Union means combination, whether temporary or permanent, formed primarily for the purpose of regulating the relations between workmen and employers or between workmen and workmen, or between employers and employers, or for imposing restrictive condition on the conduct of any trade or business etc.

### **The Sexual Harassment of Women at workplace (Prevention, Prohibition and Redressal) Act, 2013**

In order to curb the rise in sexual harassment of women at workplace, this act was enacted for prevention and redressal of complaints and for matters connected therewith or incidental thereto. The terms sexual harassment and workplace are both defined in the act. Every employer should also constitute an “Internal Complaints Committee” and every officer and member of the company shall hold office for a period of not exceeding three years from the date of nomination. Any aggrieved woman can make a complaint in writing to the Internal Committee in relation to sexual harassment of female at workplace. Every employer has a duty to provide a safe working environment at workplace which shall include safety from the persons coming into contact at the workplace, organising awareness programs and workshops, display of rules relating to the sexual harassment at any conspicuous part of the workplace, provide necessary facilities to the internal or local committee for dealing with the complaint, such other procedural requirements to assess the complaints.

### **Industrial Disputes Act, 1947 (“ID Act”) and Industrial Dispute (Central) Rules, 1957**

The ID Act and the Rules made thereunder provide for the investigation and settlement of industrial disputes. The ID Act was enacted to make provision for investigation and settlement of industrial disputes and for other purposes specified therein. Workmen under the ID Act have been provided with several benefits and are protected under various labour legislations, whilst those persons who have been classified as managerial employees and earning salary beyond prescribed amount may not generally be afforded statutory benefits or protection, except in certain cases. Employees may also be subject to the terms of their employment contracts with their employer, which contracts are regulated by the provisions of the Indian Contract Act, 1872. The ID Act also sets out certain requirements in relation to the termination of the services of the workman. The ID Act includes detailed procedure prescribed for resolution of disputes with labour, removal and certain financial obligations up on retrenchment. The Industrial Dispute (Central) Rules, 1957 specify procedural guidelines for lock-outs, closures, lay-offs and retrenchment

## **TAX RELATED LEGISLATIONS**

### **Value Added Tax (“VAT”)**

VAT is a system of multi-point Levy on each of the purchases in the supply chain with the facility of set-off input tax on sales whereby tax is paid at the stage of purchase of goods by a trader and on purchase of raw materials by a manufacturer. VAT is based on the value addition of goods, and the related VAT Liability of the dealer is calculated by deducting input tax credit for tax collected on the sales during a particular period. VAT is a consumption tax applicable to all commercial activities involving the production and distribution of goods and the provisions of services, and each state that has introduced VAT has its own VAT Act, under which, persons Liable to pay VAT must register and obtain a registration number from Sales Tax Officer of the respective State.

VAT of relevant State, where the company is operating.

### **Madhya Pradesh VAT Act, 2002 (“MP VAT” Act)**

It is an act to levy tax on sale and purchase of goods in the state of Madhya Pradesh. As per Section 5 (1) The incidence of tax is on every dealer whose turnover during a period of twelve months immediately preceding the commencement of the Act exceeds the prescribed limits, which shall not exceed rupees five lacs, shall from such commencement be liable to pay tax under this Act in respect of sales or supplies of goods effected by him in Madhya Pradesh. Different limits may be prescribed for different category of dealers. Every dealer to whom sub-section (1) does not apply shall be liable to pay tax under this Act in respect of sales or supplies of goods effected by him in Madhya Pradesh with effect from the date on which his turnover in a year first exceeds the limit prescribed under the said sub-section but for the purpose of assessment of the tax for that year, only so much of his

turnover as is in excess of such limit, shall be taken into consideration. The tax shall be levied on goods specified in Schedule II, a tax at the rate mentioned in the corresponding entry in column (3) thereof and such tax shall be levied on the taxable turnover of a dealer liable to pay tax under this Act. The MP VAT Act applies to the Chemical fertilizers thus: it falls under entry 24, Schedule 2, Part 2 of the MP VAT Act, under section 9 of the act. The tax rate for the same is 5%.

### **Madhya Pradesh Professional Tax Act, 1995**

It is an act to provide for levy of tax on profession, trades, callings and employments in the state of Madhya Pradesh. It is applicable to all the employees defined under section 2 (c) of the act. "Employees" means a person employed on [salary or wage] and includes:

- a. A government servant receiving pays from the revenues of the Central Government or any State Government or the railway fund.
- b. A person in the service of a body whether incorporated or not, which is owned or controlled by the Central Government or any State Government where the body operates in any part of the state, even though its headquarters may be outside the state.
- c. A person engaged in any employment of an employer not covered by items (i) and (ii) above.

"Employer" in relation to an employee earning any [salary or wage] on regular basis under him means the person or the officer who is responsible for disbursement of such [salary or wage] and includes the head of the office or an establishment as well as the manager or agent of the employer; "Person" means any person who is engaged in any profession, trade, calling or employment in the State of Madhya Pradesh and includes a Hindu undivided family, firm, company, corporation or other corporate body, any society, club or association so engaged but does not include any person who earns [salary or wage] on casual basis. If the Act is applicable a Certificate of Registration is to be obtained by the Employer under the act.

### **Service Tax**

Chapter V of the Finance Act, 1994 as amended, provides for the levy of a service tax in respect of 'taxable services', as specified in entry 39 defined therein. The service provider of taxable services is required to collect service tax from the recipient of such services and pay such tax to the Government. Every person who is liable to pay this service tax must register himself with the appropriate authorities. According to Rule 6 of the Service Tax Rules, every assessee is required to pay service tax in TR 6 challan by the 5<sup>th</sup> / 6th of the month immediately following the month to which it relates. Further, under Rule 7 (1) of Service Tax Rules, the Company is required to file a half yearly return in Form ST 3 by the 25th of the month immediately following the half year to which the return relates.

### **Central Sales Tax Act, 1956 ("CST")**

The main object of this act is to formulate principles for determining (a) when a sale or purchase takes place in the course of trade or commerce (b) When a sale or purchase takes place outside a State (c) When a sale or purchase takes place in the course of imports into or export from India, to provide for Levy, collection and distribution of taxes on sales of goods in the course of trade or commerce, to declare certain goods to be of special importance trade or commerce and specify the restrictions and conditions to which State Laws imposing taxes on sale or purchase of such goods of special importance (called as declared goods) shall be subject. CST Act imposes the tax on interstate sales and states the principles and restrictions as per the powers conferred by Constitution.

### **Customs Act, 1962**

The provisions of the Customs Act, 1962 and rules made there under are applicable at the time of import of goods i.e. bringing into India from a place outside India or at the time of export of goods i.e.

taken out of India to a place outside India. Any Company requiring to import or export any goods is first required to get it registered and obtain an IEC (Importer Exporter Code). Imported goods in India attract basic customs duty, additional customs duty and education cess. The rates of basic customs duty are specified under the Customs Tariff Act 1975. Customs duty is calculated on the transaction value of the goods. Customs duties are administrated by Central Board of Excise and Customs under the Ministry of Finance.

### **The Central Excise Act, 1944**

The Central Excise Act, 1944 (“Central Excise Act”) consolidates and amends the law relating to Central Duties of Excise on goods manufactured or produced in India. Excisable goods under the Act means goods specified in the Schedule to the Central Excise Tariff Act, 1985 as being subject to duty of excise. Factory means any premises, including the precincts thereof, wherein or in any part of which excisable goods are manufactured, or wherein or in any part of which any manufacturing process connected with the production of these goods being carried on or is ordinarily carried out. Under the Act a duty of excise is levied on all excisable goods, which are produced or manufactured in India as and at the rates, set forth in the First Schedule to the Central Excise Tariff Act, 1985.

### **Goods and Service Tax (GST)**

Goods and Services Tax (GST) is levied on supply of goods or services or both jointly by the Central and State Governments. It was introduced as The Constitution (One Hundred and First Amendment) Act 2017 and is governed by the GST Council. GST provides for imposition of tax on the supply of goods or services and will be levied by centre on intra-state supply of goods or services and by the States including Union territories with legislature/ Union Territories without legislature respectively. A destination based consumption tax GST would be a dual GST with the centre and states simultaneously levying tax with a common base. The GST law is enforced by various acts viz. Central Goods and Services Act, 2017 (CGST), State Goods and Services Tax Act, 2017 (SGST), Union Territory Goods and Services Tax Act, 2017 (UTGST), Integrated Goods and Services Tax Act, 2017 (IGST) and Goods and Services Tax (Compensation to States) Act, 2017 and various rules made thereunder. It replaces following indirect taxes and duties at the central and state levels:

Central Excise Duty, Duties of Excise (Medicinal and Toilet Preparations), additional duties on excise – goods of special importance, textiles and textile products, commonly known as CVD – special additional duty of customs, service tax, central and state surcharges and cesses relating to supply of goods and services, state VAT, Central Sales Tax, Luxury Tax, Entry Tax (all forms), Entertainment and Amusement Tax (except when levied by local bodies), taxes on advertisements, purchase tax, taxes on lotteries, betting and gambling.

It is applicable on all goods except for alcohol for human consumption and five petroleum products.

Taxpayers with an aggregate turnover of Rs. 20 lakhs would be exempt from tax. The exemption threshold for special category of states like North-East shall be Rs. 10 lakhs. Small taxpayers with an aggregate turnover in preceding financial year upto Rs. 75 lakhs (50 lakhs in case of special category states) may opt for composition levy. Under GST, goods and services are taxed at the following rates, 0%, 5%, 12% and 18%. There is a special rate of 0.25% on rough precious and semi-precious stones and 3% on gold. In addition a cess of 15% or other rates on top of 28% GST applies on few items like aerated drinks, luxury cars and tobacco products. The rate of tax for CGST and SGST/UTGST shall not exceed –

- a. 2.5% in case of restaurants etc.
- b. 1% of the turnover in state/UT in case of manufacturer
- c. 0.5% of the turnover in state/ UT in case of other supplier

Export and supplies to SEZ shall be treated as zero-rated supplies. Import of goods and services would be treated as inter-state supplies. Every person liable to take registration under these Acts shall do so within a period of 30 days from the date on which he becomes liable to registration. The Central/State authority shall issue the registration certificate upon receipt of application. The Certificate shall contain fifteen digit registration number known as Goods and Service Tax Identification Number (GSTIN). In case a person has multiple business verticals in multiple location in a state, a separate application will be made for registration of each and every location. The registered assessee are then required to pay GST as per the rules applicable thereon and file the appropriate returns as applicable thereon.

## **OTHER LAWS**

### **The Factories Act, 1948**

The Factories Act, 1948 (“Factories Act”) aims at regulating labour employed in factories. A “factory” is defined as “any premises...whereon ten or more workers are working or were working on any day of the preceding twelve months, and in any part of which a manufacturing process is being carried on with the aid of power, or is ordinarily so carried on, or whereon twenty or more workers are working, or were 81 working on any day of the preceding twelve months, and in any part of which a manufacturing process is carried on without the aid of power, or is ordinarily so carried on...”. The main aim of the said Act is to ensure adequate safety measures and to promote the health and welfare of the workers employed in factories initiating various measures from time to time to ensure that adequate standards of safety, health and welfare are achieved at all the places.

Under the Factories Act, the State Government may make rules mandating approval for proposed factories and requiring licensing and registration of factories. The Factories Act makes detailed provision for ensuring sanitary conditions in the factory and safety of the workers and also lays down permissible working hours, leave etc. In addition, it makes provision for the adoption of worker welfare measures. The prime responsibility for compliance with the Factories Act and the rules thereunder rests on the “occupier”, being the person who has ultimate control over the affairs of the factory. The Factories Act states that save as otherwise provided in the Factories Act and subject to provisions of the Factories Act which impose certain liability on the owner of the factory, in the event there is any contravention of any of the provisions of the Factories Act or the rules made thereunder or of any order in writing given thereunder, the occupier and the manager of the factory shall each be guilty of the offence and punishable with imprisonment or with fine. The occupier is required to submit a written notice to the chief inspector of factories containing all the details of the factory, the owner, manager and himself, nature of activities and such other prescribed information prior to occupying or using any premises as a factory. The occupier is required to ensure, as far as it is reasonably practicable, the health, safety and welfare of all workers while they are at work in the factory.

### **Shops and establishments laws in various states**

Under the provisions of local Shops and Establishments laws applicable in various states, establishments are required to be registered. Such laws regulate the working and employment conditions of the workers employed in shops and establishments including commercial establishments and provide for fixation of working hours, rest intervals, overtime, holidays, leave, termination of service, maintenance of shops and establishments and other rights and obligations of the employers and employees.

## **ENVIRONMENTAL LEGISLATIONS**

### **The Environment Protection Act, 1986 (“Environment Protection Act”)**

The purpose of the Environment Protection Act is to act as an "umbrella" legislation designed to provide a frame work for Central government co-ordination of the activities of various central and state authorities established under previous laws. The Environment Protection Act authorizes the central government to protect and improve environmental quality, control and reduce pollution from all sources, and prohibit or restrict the setting and /or operation of any industrial facility on environmental grounds. The Act prohibits persons carrying on business, operation or process from discharging or emitting any environmental pollutant in excess of such standards as may be prescribed. Where the discharge of any environmental pollutant in excess of the prescribed standards occurs or is apprehended to occur due to any accident or other unforeseen act, the person responsible for such discharge and the person in charge of the place at which such discharge occurs or is apprehended to occur is bound to prevent or mitigate the environmental pollution caused as a result of such discharge and should intimate the fact of such occurrence or apprehension of such occurrence; and (b) be bound, if called upon, to render all assistance, to such authorities or agencies as may be prescribed.

#### **Air (Prevention and Control of Pollution) Act, 1981**

Air (Prevention and Control of Pollution) Act 1981("the Act") was enacted with an objective to protect the environment from smoke and other toxic effluents released in the atmosphere by industries. With a view to curb air pollution, the Act has declared several areas as air pollution control area and also prohibits the use of certain types of fuels and appliances. Prior written consent is required of the board constituted under the Act, if a person intends to commence an industrial plant in a pollution control area.

#### **Water (Prevention and Control of Pollution) Act, 1974**

The Water (Prevention and Control of Pollution) Act 1974 ("the Act") was enacted with an objective to protect the rivers and streams from being polluted by domestic and industrial effluents. The Act prohibits the discharge of toxic and poisonous matter in the river and streams without treating the pollutants as per the standard laid down by the Pollution control boards constituted under the Act. A person intending to commence any new industry, operation or process likely to discharge pollutants must obtain prior consent of the board constituted under the Act.

#### **Hazardous Waste (Management and Handling) Rules, 1989**

The Hazardous Waste (Management and Handling) Rules, 1989, as amended, impose an obligation on each occupier and operator of any facility generating hazardous waste to dispose of such hazardous wastes properly and also imposes obligations in respect of the collection, treatment and storage of hazardous wastes. Each occupier and operator of any facility generating hazardous waste is required to obtain an approval from the relevant state pollution control board for collecting, storing and treating the hazardous waste.

#### **The Public Liability Insurance Act, 1991**

This Act imposes liability on the owner or controller of hazardous substances for any damage arising out of an accident involving such hazardous substances. A list of hazardous substances covered by the legislation has been enumerated by the Government by way of a notification. The owner or handler is also required to take out an insurance policy insuring against liability under the legislation. The rules made under the Public Liability Act mandate that the employer has to contribute towards the environment relief fund, a sum equal to the premium paid on the insurance policies. The amount is payable to the insurer.

#### **National Environmental Policy, 2006**

The Policy seeks to extend the coverage, and fill in gaps that still exist, in light of present knowledge and accumulated experience. This policy was prepared through an intensive process of consultation

within the Government and inputs from experts. It does not displace, but builds on the earlier policies. It is a statement of India's commitment to making a positive contribution to international efforts. This is a response to our national commitment to a clean environment, mandated in the Constitution in Articles 48 A and 51 A (g), strengthened by judicial interpretation of Article 21. The dominant theme of this policy is that while conservation of environmental resources is necessary to secure livelihoods and well-being of all, the most secure basis for conservation is to ensure that people dependent on particular resources obtain better livelihoods from the fact of conservation, than from degradation of the resource. Following are the objectives of National Environmental Policy:

- Conservation of Critical Environmental Resources
- Intra-generational Equity: Livelihood Security for the Poor
- Inter-generational Equity
- Integration of Environmental Concerns in Economic and Social Development
- Efficiency in Environmental Resource Use
- Environmental Governance
- Enhancement of resources for Environmental Conservation

## **INTELLECTUAL PROPERTY LEGISLATIONS**

In general the Intellectual Property Rights includes but is not limited to the following enactments:

- The Patents Act, 1970
- Indian Copyright Act, 1957
- The Trade Marks Act, 1999

### **Indian Patents Act, 1970**

A patent is an intellectual property right relating to inventions and is the grant of exclusive right, for limited period, provided by the Government to the patentee, in exchange of full disclosure of his invention, for excluding others from making, using, selling, importing the patented product or process producing that product. The term invention means a new product or process involving an inventive step capable of industrial application.

### **The Copyright Act, 1957**

Copyright is a right given by the law to creators of literary, dramatic, musical and artistic works and producers of cinematograph films and sound recordings. In fact, it is a bundle of rights including, inter alia, rights of reproduction, communication to the public, adaptation and translation of the work. There could be slight variations in the composition of the rights depending on the work.

### **Trade Marks Act, 1999**

The Trade Marks Act, 1999 (the “**Trade Marks Act**”) provides for the application and registration of trademarks in India for granting exclusive rights to marks such as a brand, label and heading and obtaining relief in case of infringement for commercial purposes as a trade description. The Trade Marks Act prohibits any registration of deceptively similar trademarks or chemical compounds among others. It also provides for penalties for infringement, falsifying and falsely applying for trademarks.

## **GENERAL LAWS**

- Apart from the above list of laws – which is inclusive in nature and not exhaustive - general laws like the Indian Contract Act 1872, Specific Relief Act 1963, Negotiable Instrument Act 1881, The Information Technology Act, 2000, Sale of Goods Act 1930 and Consumer Protection Act 1986 are also applicable to the company.

## **OTHER LAWS:**

### **Foreign Trade (Development and Regulation) Act, 1992**

The Development and Regulation of foreign trade by facilitating imports and exports from and to India. The Import-Export Code number and licence to import or export includes a customs clearance permit and any other permission issued or granted under this act. The Export and Import policy, provision for development and regulation of foreign trade shall be made by the Central Government by publishing an order. The Central Government may also appoint Director General of Foreign Trade (DGFT) for the purpose of Export-Import Policy formulation.

If any person makes any contravention to any law or commits economic offence or imports/exports in a manner prejudicial to the trade relations of India or to the interest of other person engaged in imports or exports then there shall be no Import Export Code number granted by Director-General to such person and if in case granted shall stand cancelled or suspended. Provision of search and seizure of Code of Criminal Procedure, 1973 shall apply to every search and seizure made under this Act. In case of appeals in a case the order made by the appellate authority shall be considered to be final. The powers of all the civil court under Code of Civil Procedure, 1908 shall vest in him.

The EXIM Policy is a set of guidelines and instructions established by the DGFT in matters related to the export and import of goods in India. This policy is regulated under the said act. Director General of Foreign Trade (herein after referred to as DGFT) is the main governing body in matters related to the EXIM Policy. The Act shall provide development and regulation of foreign trade by facilitating imports into, and augmenting exports from India. Trade Policy is prepared and announced by the Central Government (Ministry of Commerce).

### **Foreign Exchange Management Act, 1999**

Foreign investment in India is primarily governed by the provisions of the Foreign Exchange Management Act, 1999("FEMA") and the rules and regulations promulgated there under. The act aims at amending the law relating to foreign exchange with facilitation of external trade and payments for promoting orderly developments and maintenance of foreign exchange market in India. It applies to all branches, offices and agencies outside India owned or controlled by a person resident in India and also to any contravention there under committed outside India by any person to whom this Act applies. Every exporter of goods is required to a) furnish to the Reserve Bank or to such other authority a declaration in such form and in such manner as may be specified, containing true and correct material particulars, including the amount representing the full export value or, if the full export value of the goods is not ascertainable at the time of export, the value which the exporter, having regard to the prevailing market conditions, expects to receive on the sale of the goods in a market outside India; b) furnish to the Reserve Bank such other information as may be required by the Reserve Bank for the purpose of ensuring the realization of the export proceeds by such exporter. The Reserve Bank may, for the purpose of ensuring that the full export value of the goods or such reduced value of the goods as the Reserve Bank determines, having regard to the prevailing market conditions, is received without any delay, direct any exporter to comply with such requirements as it deems fit. Every exporter of services shall furnish to the Reserve Bank or to such other authorities a declaration in such form and in such manner as may be specified, containing the true and correct material particulars in relation to payment for such services.

### **FEMA Regulations**

As laid down by the FEMA Regulations, no prior consents and approvals are required from the Reserve Bank of India, for Foreign Direct Investment under the automatic route within the specified sectoral caps. In respect of all industries not specified as FDI under the automatic route, and in respect of investment in excess of the specified sectoral limits under the automatic route, approval may be



required from the FIPB and/or the RBI. The RBI, in exercise of its power under the FEMA, has notified the Foreign Exchange Management (Transfer or Issue of Security by a Person Resident Outside India) Regulations, 2000 ("FEMA Regulations") to prohibit, restrict or regulate, transfer by or issue security to a person resident outside India. Foreign investment in India is governed primarily by the provisions of the FEMA which relates to regulation primarily by the RBI and the rules, regulations and notifications there under, and the policy prescribed by the Department of Industrial Policy and Promotion, Ministry of Commerce & Industry, Government of India

## **THE FOREIGN DIRECT INVESTMENT**

The Government of India, from time to time, has made policy pronouncements on Foreign Direct Investment ("**FDI**") through press notes and press releases. The Department of Industrial Policy and Promotion, Ministry of Commerce and Industry, Government of India ("**DIPP**"), has issued consolidated FDI Policy Circular of 2017 ("**FDI Policy 2017**"), which with effect from August 28, 2017, consolidates and supersedes all previous press notes, press releases and clarifications on FDI Policy issued by the DIPP that were in force. The Government proposes to update the consolidated circular on FDI policy once every year and therefore, FDI Policy 2017 will be valid until the DIPP issues an updated circular.

The Reserve Bank of India ("**RBI**") also issues Master Circular on Foreign Investment in India every year. Presently, FDI in India is being governed by Master Circular on Foreign Investment dated July 01, 2015 as updated from time to time by RBI. In terms of the Master Circular, an Indian company may issue fresh shares to people resident outside India (who is eligible to make investments in India, for which eligibility criteria are as prescribed). Such fresh issue of shares shall be subject to inter-alia, the pricing guidelines prescribed under the Master Circular. The Indian company making such fresh issue of shares would be subject to the reporting requirements, inter-alia with respect to consideration for issue of shares and also subject to making certain filings including filing of Form FC-GPR.

Under the current FDI Policy of 2017, foreign direct investment in micro and small enterprises is subject to sectoral caps, entry routes and other sectoral regulations. At present 100 % foreign direct investment through automatic route is permitted in the sector in which our Company operates. Therefore applicable foreign investment up to 100% is permitted in our company under automatic route.

## OUR HISTORY AND CERTAIN OTHER CORPORATE MATTERS

### CORPORATE PROFILE AND BRIEF HISTORY

Our Company was originally incorporated as “Soni Soya Products Private Limited” at Indore, as a Private Limited Company under the provision of Companies Act, 2013 vide Certificate of Incorporation dated September 17, 2014 bearing Corporate Identification Number U51225MP2014PTC033203 issued by the Assistant Registrar of Companies, Madhya Pradesh. Subsequently our Company was converted into a public limited company pursuant to special resolution passed by the members in Annual General Meeting held on August 02, 2017 and the name of our Company was changed to Soni Soya Products Limited vide a Fresh Certificate of Incorporation dated August 14, 2017, issued by the Registrar of Companies, Gwalior, Madhya Pradesh. The Corporate Identification number of our Company is U51225MP2014PLC033203.

Dilip Kumar Soni and Javed Ali are the initial subscribers to the Memorandum of Association of our Company.

For information on our Company’s profile, activities, market, products, etc., market of each segment, capacity built-up, exports and profits due to foreign operations together with country wise analysis, standing of our Company in comparison with prominent competitors, with reference to its products, management, managerial competence, technology, market, major suppliers and customers, environmental issues, geographical segment, etc. wherever applicable, please refer to chapters titled “Our Business”, “Financial Statements as Restated”, “Management’s Discussion and Analysis of Financial Condition and Results of Operation”, “Government and Other Statutory Approvals” beginning on page 115, 162, 163 and 184 respectively of this Draft Prospectus.

### CHANGES IN OUR REGISTERED OFFICE:

Our Company’s Registered Office was situated at 34, Ashish Nagar, Indore Madhya Pradesh 452018 India.

The details of changes in the address of our Registered Office since incorporation are set forth below:

| Effective Date | From   | To  | Reasons                    |
|----------------|--|---|----------------------------|
| June 01, 2017  | 34, Ashish Nagar, Indore -452018, Madhya Pradesh, India. | Off No. CS-1, P Square Building, 2nd floor, 350, Goyal Nagar, Indore - 452016, Madhya Pradesh India | Administrative convenience |

Our Board of Directors approved change in our registered office as the change was within the local limits of city, town or village.

### KEY EVENTS AND MILESTONES

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

| YEAR | EVENTS   |
|------|--|
| 2014 | Incorporation of the Company   |
| 2015 | Certificate of Registration with the Agricultural and Processed Food Products Export Development Authority |
| 2016 | India Organic Awards 2016  |
| 2016 | India Organic Awards 2016 Best Exporter Award/ Best Overseas Trading Award                                 |
| 2016 | ISO 22000:2005   |

| YEAR      | EVENTS   |
|-----------|--|
| 2016-2017 | Certificate of Recognition for being the most Promising MSME in Madhya Pradesh at MSME Leadership Series, presented by Union Bank of India |

#### MAIN OBJECTS OF OUR COMPANY

1. To carry on the business of manufacturing, processing, refining, buying, selling, manipulating, exporting, importing and otherwise dealing in soyabean and other agricultural commodities, edible oil, vegetable oils, marine oils and derivatives, oilseeds, brans and oil cakes of any nature and kind whatsoever, including oil cakes, de-oiled cakes, hardened oils, vanaspati, ghee, margarine, edible proteins, alkali refined linseed oil, cotton seed, groundnut oil, fertilizer mixtures, hydrogenated oil, oil and pharmaceutical, groundnut cakes, myrabolum and nuts seeds oil and mineral oils.

2. To plant, grow, cultivate, produce and raise, purchase, re-fill, re-purchase, re-sell, deal in or turn to account or otherwise dispose of crushed oil seeds and all other plants, grass, trees, crops and natural products of any kind whatsoever or otherwise to cultivate any land of the company and to transact or carry on such other work or business as may be thought proper or necessary in connection with the above objects or any of them.

#### AMENDMENTS TO THE MOA OF OUR COMPANY SINCE INCORPORATION

Since incorporation, the following Changes have been made to our Memorandum of Association

| DATE OF AGM / EGM | CHANGES   |
|-------------------|---|
| May 28, 2015      | Increase in Authorised Share Capital from Rs. 100,000 divided into 10,000 equity shares of Rs. 10/- each to Rs. 6,00,000 divided into 60,000 equity shares of Rs. 10/-each              |
| December 19, 2016 | Increase in Authorised Share Capital from Rs. 6,00,000 divided into 60,000 equity shares of Rs. 10/- each to Rs. 1,00,000 divided into 1,00,000 equity shares of Rs. 10/-each           |
| February 25, 2017 | Increase in Authorised Share Capital from Rs. 1,00,000 divided into 1,00,000 equity shares of Rs. 10/- each to Rs. 5,00,000 divided into 5,00,000 equity shares of Rs. 10/-each.        |
| July 10, 2017     | Increase in Authorised Share Capital from Rs. 5,00,000 divided into 5,00,000 equity shares of Rs. 10/- each to Rs. 5,00,00,000 divided into 50,00,000 equity shares of Rs. 10/-each     |
| November 01, 2017 | Increase in Authorised Share Capital from Rs. 5,00,00,000 divided into 50,00,000 equity shares of Rs. 10/- each to Rs. 6,00,00,000 divided into 60,00,000 equity shares of Rs. 10/-each |

#### COUNTRY WISE EXPORT SALES FOR MONTH PERIOD ENDED MARCH 31, 2017

| Country     | Rs (in Lakhs) |
|-------------|---------------|
| Canada      | 392.19        |
| Dubai       | 92.03         |
| South Korea | 207.95        |
| Sri Lanka   | 8.01          |
| USA         | 1199.11       |

#### OUR HOLDING / SUBSIDIARY COMPANY

Our Company has neither holding nor subsidiary Company as on date of filing of this Draft Prospectus.

#### PROMOTERS OF OUR COMPANY

The promoters of our Company are Dilip Kumar Soni and Javed Ali. For details, see “Our Promoter and Promoter Group” beginning on page 153 of this Draft Prospectus.

#### **CAPITAL RAISING ACTIVITIES THROUGH EQUITY OR DEBT**

For details in relation to our capital raising activities through equity and debt, please refer to the chapters titled “*Financial Statements as Restated*” and “*Capital Structure*” beginning on page 162 and 70, respectively, of this Draft Prospectus.

#### **REVALUATION OF ASSETS**

There has been no revaluation of our assets and we have not issued any Equity Shares including bonus shares by capitalizing any revaluation reserves.

#### **CHANGES IN THE ACTIVITIES OF OUR COMPANY IN THE LAST FIVE YEARS**

Our Company was incorporated on September 17, 2014. Since then there has been no change in the activities of our company.

#### **INJUNCTIONS OR RESTRAINING ORDERS**

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

#### **MERGERS AND ACQUISITIONS IN THE HISTORY OF OUR COMPANY**

Our Company has not merged/amalgamated itself nor has acquired any business/undertaking, since incorporation.

#### **SHAREHOLDERS’ AGREEMENTS**

Our Company has not entered into any shareholders agreement as on date of filing of this Draft Prospectus.

#### **OTHER AGREEMENTS**

Our Company has not entered into any agreements / arrangements except under normal course of business of the Company, as on date of filing of this Draft Prospectus.

#### **STRIKES AND LOCK-OUTS**

There have been no strikes or lockouts in our Company since incorporation.

#### **TIME AND COST OVERRUNS IN SETTING UP PROJECTS**

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

#### **STRATEGIC PARTNERS/FINANCIAL PARTNER**

Our Company does not have any Strategic Partner/Financial Partner as on the date of this Draft Prospectus.

#### **CONVERSION OF LOANS INTO EQUITY SHARES**

There has been no incident of conversion of loans availed from financial institutions and banks into Equity Shares as on the date of this Draft Prospectus.

#### **DEFAULTS OR RESCHEDULING OF BORROWINGS WITH FINANCIAL INSTITUTIONS/ BANKS**

There have been no defaults or rescheduling of borrowings with any financial institutions / banks as on the date of this Draft Prospectus.

#### **NUMBER OF SHAREHOLDERS**

Our Company has 17 shareholders as on date of this Draft Prospectus.

## OUR MANAGEMENT

### BOARD OF DIRECTORS

Under our Articles of Association, Our Company is required to have not less than 3 directors and not more than 15 directors, subject to the applicable provisions of the Companies Act. Our Company currently has 5 directors on our Board.

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

| Sr . N o. | Name, Age, Father's/Husband's Name, Designation, Address, Occupation, Nationality, Term and DIN   | Date of last Appointment/ Re-appointment | Other Directorship   |
|-----------|---|--|--|
| 6.        | <b>Name:</b> Dilip Kumar Soni<br><b>Age:</b> 40 Years<br><b>Father's Name:</b> Mohan Lal Soni<br><b>Designation:</b> Chairman & Managing Director<br><b>Address:</b> 34, Ashish Nagar, Indore-452016, Madhya Pradesh.<br><b>Occupation:</b> Business<br><b>Nationality:</b> Indian<br><b>Term:</b> Three years w.e.f August 02, 2017<br><b>DIN:</b> 06723172              | August 02, 2017                          | <b>Public Limited Company – Nil</b><br><br><b>Private Limited Company</b> <ul style="list-style-type: none"> <li>• NFE Foods Private Limited</li> <li>• Karma Organics Private Limited</li> <li>• Sangum Mega Food Park Private Limited</li> </ul> |
| 7.        | <b>Name:</b> Javed Ali<br><b>Age:</b> 28 Years<br><b>Father's Name:</b> Zakir Ali<br><b>Designation:</b> Whole Time Director<br><b>Address:</b> 120/1, Juna Risala, Gali No. 1, Indore, Madhya Pradesh.<br><b>Occupation:</b> Business<br><b>Nationality:</b> Indian<br><b>Term:</b> Three years w.e.f August 02, 2017<br><b>DIN:</b> 06931987                            | August 02, 2017                          | <b>Public Limited Company – Nil</b><br><br><b>Private Limited Company – Nil</b>  |
| 8.        | <b>Name:</b> Mohammad Ashraf<br><b>Age:</b> 28 Years<br><b>Father's Name:</b> Niyaj Mohammad<br><b>Designation:</b> Independent Director<br><b>Address:</b> 58, Old Rajmohalla, Indore Madhya Pradesh-452002, India<br><b>Occupation:</b> Business<br><b>Nationality:</b> Indian<br><b>Term:</b> Five consecutive years for a term upto Year 2022<br><b>DIN:</b> 07877635 | August 02, 2017                          | <b>Public Limited Company – Nil</b><br><br><b>Private Limited Company – Nil</b>  |
| 9.        | <b>Name:</b> Mahipal Singh Lalawat<br><b>Age:</b> 30 Years<br><b>Father's Name:</b> Bhagavan Singh Lalawat<br><b>Designation:</b> Independent Director<br><b>Address:</b> 84, Maharana Pratap Nagar, Gola Ka Mandir, Bhind Road, Gwalior, Madhya Pradesh-474005, India.   | August 02, 2017                          | <b>Public Limited Company – Nil</b><br><br><b>Private Limited Company – Nil</b>  |

| Sr . N o. | Name, Age, Father's/Husband's Name, Designation, Address, Occupation, Nationality, Term and DIN   | Date of last Appointment/ Re-appointment | Other Directorship   |
|-----------|---|--|--|
|           | <b>Occupation:</b> Service<br><b>Nationality:</b> Indian<br><b>Term:</b> Five consecutive years for a term upto year 2022<br><b>DIN:</b> 07882255   |  |  |
| 10        | <b>Name:</b> Rashmi Kesharwani<br><b>Age:</b> 41 Years<br><b>Father's Name:</b> Ghanshyam Das Gupta<br><b>Designation:</b> Independent Director<br><b>Address:</b> 461-A, Mahalaxmi Nagar, Vijay Nagar, Indore, Madhya Pradesh-452010<br><b>Occupation:</b> Business<br><b>Nationality:</b> Indian<br><b>Term:</b> Five consecutive years for a term upto year 2022<br><b>DIN:</b> 07877639 | August 02, 2017                          | <b>Public Limited Company – Nil</b><br><b>Private Limited Company –Nil</b> |

## BRIEF BIOGRAPHIES OF OUR DIRECTORS

### Dilip Kumar Soni

Dilip Kumar Soni, aged 40 years, is the director of our company since Incorporation and he has been designated as the Chairman and Managing Director of our company w.e.f August 02, 2017. He has completed his Bachelor in Science and Master of International Business from Devi Ahilyabai Vishwavidyalaya, Indore, Madhya Pradesh. He has an experience of around 11 years in this industry and was last designated as Vice President of Sita Shree Food Products Limited. He is the guiding force behind all corporate decisions and is responsible for the entire business operations.

### Javed Ali

Javed Ali, aged 28 years, is the director of our company since incorporation and has been appointed as the Whole Time Director of our Company w.e.f August 02, 2017. He has completed his Bachelor in Commerce from Devi Ahilyabai Vishwavidyalaya, Indore. He has an experience of around 3 years in this industry and was last designated as Executive Officer of Mahakali Foods Private Limited. His scope of work includes handling the marketing and overseas operations of our company.

### Mohammad Ashraf

Mohammad Ashraf, aged 28 years, has been appointed as Independent director of our Company w.e.f August 02, 2017. He has completed Bachelors of Commerce from Devi Ahilya Vishwavidyalaya, Indore. He was associated with Reliance HR Services Private Limited as a Sales executive.

### Mahipal Singh Lalawat

Mahipal Singh Lalawat, aged 30 years, has been appointed as Independent director of our Company w.e.f August 02, 2017. He has completed M.B.A. (Foreign Trade) from Devi Ahilya Vishwavidyalaya, Indore. He has completed Bachelor of Computer Application from Makhnallal Chaturvedi National University of Journalism and Communication, Bhopal. He is currently working with Asha Overseas India Private Limited as a Export Manager.

### Rashmi Kesharwani

Rashmi Kesharwani, aged 41 years, has been appointed as Independent director of our Company w.e.f August 02, 2017. She has completed Bachelors in Science from Awadesh Pratap Singh University, Rewa, Madhya Pradesh and Masters of Science (Information technology) from Punjab Technical University.

## **CONFIRMATIONS**

As on the date of this Draft Prospectus::

1. None of the Directors of the Company are related to each other as per section 2(77) of the Companies Act, 2013
2. There are no arrangements or understanding with major shareholders, customers, suppliers or any other entity, pursuant to which any of the Directors or Key Management Personnel were selected as a Director or member of the senior management.
3. The Directors of our Company have not entered into any service contracts with our Company which provides for benefits upon termination of employment.
4. None of the above mentioned Directors are on the RBI List of willful defaulters.
5. Further, none of our Directors are or were directors of any company whose shares were (a) suspended from trading by stock exchange(s) or (b) delisted from the stock exchanges during the term of their directorship in such companies.
6. None of the Promoter, persons forming part of our Promoter Group, Directors or persons in control of our Company, has been or is 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.

## **REMUNERATION/COMPENSATION PAID TO DIRECTORS**

Except as mentioned below, no other current Directors have received remuneration during the last financial year ended on March 31, 2017.

| <b>Name of the Directors</b> | <b>Amount (in Lakhs)</b> |
|------------------------------|--------------------------|
| Dilip Kumar Soni             | 18,00,000                |
| Javed Ali                    | 9,00,000                 |

### **Terms and conditions of employment of our Director:**

#### **1. Dilip Kumar Soni**

Dilip Kumar Soni, appointed as Managing Director w.e.f August 02, 2017 for a further period of three years on a basic salary of Rs. 1,00,000/- per month. The aforesaid remuneration shall be minimum remuneration payable to him. However any remuneration in excess over the limits on minimum remuneration prescribed in Schedule V to the companies Act, 2013, shall be payable, with the prior approval of Central Government, if so required.

#### **2. Javed Ali**

Javed Ali, appointed as Whole Time Director w.e.f August 02, 2017 for a further period of three years on a basic salary of Rs. 1,50,000/- per month. The aforesaid remuneration shall be minimum remuneration payable to him. However any remuneration in excess over the limits on minimum remuneration prescribed in Schedule V to the companies Act, 2013, shall be payable, with the prior approval of Central Government, if so required.

### **Sitting Fees**

Non-Executive Directors and Independent Directors of the Company may be paid sitting fees, commission and any other amounts as may be decided by our Board in accordance with the provisions of the Articles of Association, the Companies Act, 2013 and other applicable laws and regulations.

## **SHAREHOLDING OF OUR DIRECTORS IN THE COMPANY**



As per the Articles of Association of our Company, a Director is not required to hold any qualification shares. Except as stated below no other directors have shareholding of our

The following table details the shareholding of our Directors as on the date of this Draft Prospectus:

| Sr. No. | Name of the Director | No. of Equity Shares | % of Pre Issue Equity Capital | % of Post Issue Equity Capital |
|---------|----------------------|----------------------|-------------------------------|--------------------------------|
| 1.      | Dilip Soni           | 15,83,880            | 47.21                         | [●]                            |
| 2.      | Javed Ali            | 8,31,488             | 24.78                         | [●]                            |

## INTERESTS OF DIRECTORS

### Interest in Promotion of the Company

Our Directors, Dilip Kumar Soni and Javed Ali may be deemed to be interested to the extent of being Promoter of our Company. He may also be deemed to be interested to the extent of any dividend payable to him and other distributions in respect of the Equity Shares held by them. For further details, refer to chapters titled “*Our Promoter and Promoter Group*” and “*Related Party Transaction*” beginning on page 153 and 160 of this Draft Prospectus.

### Interest by way of Remuneration from the Company

Our Directors, Dilip Kumar Soni and Javed Ali may be deemed to be interested to the extent of remuneration paid to them for services rendered as a Director of our Company and reimbursement of expenses payable to them. For details, see “*Remuneration/Compensation of Directors*” above. Further, our Independent Directors are entitled to receive sitting fees for attending meetings of our Board within the limits laid down in the Companies Act, 2013 and as decided by our Board subject to Articles of Association. Further, except as disclosed above none of our Directors hold any Equity Shares in our Company. Our Directors may also be interested to the extent of Equity Shares, if any, held by them or held by the entities in which they are associated as promoters, directors, partners, proprietors or trustees or held by their relatives or that may be subscribed by or allotted to the companies, firms, ventures, trusts in which they are interested as promoters, directors, partners, proprietors, members or trustees, pursuant to the Issue. All of our Directors may also be deemed to be interested to the extent of any dividend payable to them and other distributions in respect of the said equity shares, if any. Except as stated in the chapters “*Our Management*” and “*Related Party Transactions*” beginning on pages 141 and 160 respectively of this Draft Prospectus and described herein above, our Directors do not have any other interest in the business of our Company.

### Interest by way of sitting fees.

The Articles of Association of our Company provides that payment of sitting fees to Directors for attending a meeting of the Board or a Committee thereof and shall be decided by the Board of Directors from time to time.

## PROPERTY INTEREST

Except as stated/referred to in the heading titled “*Land and Property*” under the chapter titled “*Our Business*” beginning on page 115 and chapter titled “*Related Party Transaction*” on page 160 of the Draft Prospectus, our Directors have not entered into any contract, agreement or arrangements within a period of two years preceding the date of Draft Prospectus in which the Directors are interested directly or indirectly and no payments have been made to them in respect of these contracts, agreements or arrangements or are proposed to be made to them. Further our Directors do not have any interest in any immovable property to be acquired by the Company except other wise disclosed in the heading titled “*Land and Property*” under the chapter titled “*Our Business*” beginning on page 115 of the Draft Prospectus.

## INTEREST IN THE BUSINESS OF OUR COMPANY

Save and except as stated otherwise in “*Related Party Transactions*” in the chapter titled “*Financial Statements as Restated*” beginning on page 162 of this Draft Prospectus, our Directors do not have any other interests in our Company as on the date of this Draft Prospectus.

## SHAREHOLDING OF DIRECTORS IN SUBSIDIARIES AND ASSOCIATE COMPANIES

Our Company does not have any associate or subsidiary company as on date of filing of this Draft Prospectus.

## CHANGES IN OUR BOARD OF DIRECTORS DURING THE LAST THREE YEARS

Following are the changes in directors of our Company in last three years prior to the date of this Draft Prospectus:

| Name                  | Date of event      | Nature of event       | Reason   |
|-----------------------|--------------------|-----------------------|--|
| Dilip Kumar Soni      | September 17, 2014 | Appointment           | Appointed as the Director                        |
| Javed Ali             | September 17, 2014 | Appointment           | Appointed as the Director                        |
| Mohammad Ashraf       | August 02, 2017    | Appointment           | Appointed as Independent Director                |
| Mahipal Singh Lalawat | August 02, 2017    | Appointment           | Appointed as an Independent Director             |
| Rashmi Kesharwani     | August 02, 2017    | Appointment           | Appointed as an Independent Director             |
| Dilip Kumar Soni      | August 02, 2017    | Change in designation | Designated as Managing Director of the Company   |
| Javed Ali             | August 02, 2017    | Change in designation | Designated as Whole time Director of the Company |

## BORROWING POWERS OF THE BOARD

Pursuant to a special resolution passed at the Extraordinary General Meeting of our Company held on November 01, 2017 and pursuant to provisions of Section 180(1)(a) and 180(1)(c) and other applicable provisions, if any, of the Companies Act, 2013 and rules made there under and the Board of Directors (including committees) of the Company be and is hereby authorized to borrow money on such terms and conditions as may be considered and suitable by the Board of Directors up to a limit of 5,000 lakhs notwithstanding that the money(s) to be borrowed together with the money(s) already borrowed by the Company (apart from the Temporary Loans obtained from the Company’s Bankers in the ordinary course of business) may exceed the aggregate of the Paid-up Capital of the Company and its Free Reserves of the Company.

## CORPORATE GOVERNANCE

In addition to the applicable provisions of the Companies Act, 2013 with respect to corporate governance, provisions of the SEBI Listing Regulations will also be complied with the extent applicable to our Company immediately upon the listing of the Equity Shares on the Stock Exchange.

Our Company stands committed to good corporate governance practices based on the principles such as accountability, transparency in dealings with our stakeholders, emphasis on communication and transparent reporting. We have complied with the requirements of the applicable regulations, including Regulations, in respect of corporate governance including constitution of the Board and Committees thereof. The Corporate governance framework is based on an effective Independent Board, the Board’s Supervisory role from the executive management team and constitution of the Board Committees, as required under law.

The Board functions either as a full board or through the various committees constituted to oversee specific operational areas.

As on the date of this Draft Prospectus, there are five Directors on our Board out of which more than one third are independent Directors. Our Company is in compliance with the corporate governance norms prescribed under the Companies Act, 2013, particularly, in relation to appointment of Independent Directors to our Board and constitution of Board-level committees.

Our Company undertakes to take all necessary steps to continue to comply with all the requirements of the SEBI Listing Regulations, the Equity Listing Agreements and the Companies Act, 2013.

**The following committees have been constituted in terms of SEBI Listing Regulations and the Companies Act, 2013.**

- A. Audit Committee
- B. Stakeholders Relationship Committee
- C. Nomination and Remuneration Committee

**A) Audit Committee**

Our Company has constituted an audit committee ("**Audit Committee**"), as per section 177 of the Companies Act 2013 and Regulation 18 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015; vide resolution passed at the meeting of the Board of Directors held on October 06, 2017.

The terms of reference of Audit Committee adheres to the requirements of Regulation 18 of the Listing Agreement, proposed to be entered into with the Stock Exchange in due course. The committee presently comprises the following three (3) directors:

| Name of the Director  | Status   | Nature of Directorship |
|-----------------------|----------|------------------------|
| Mahipal Singh Lalawat | Chairman | Independent Director   |
| Mohammad Ashraf       | Member   | Independent Director   |
| Rashmi Kesharwani     | Member   | Independent Director   |

The Company Secretary and Compliance Officer of the Company would act as the Secretary to the Audit Committee.

The Audit Committee shall have following powers:

- a. To investigate any activity within its terms of reference;
- b. To seek information from any employee;
- c. To obtain outside legal or other professional advice; and
- d. To secure attendance of outsiders with relevant expertise if it considers necessary.

The Audit Committee shall mandatorily review the following information:

- a. Management discussion and analysis of financial condition and results of operations;
- b. Statement of significant related party transactions (as defined by the audit committee), submitted by 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.

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 Committee, reasons for disagreement shall have to be incorporated in the minutes of the Board Meeting and the same has to be communicated to the shareholders. The Chairman of the Audit committee has to attend the Annual General Meetings of the Company to provide clarifications on matters relating to the audit.

The role of the Audit Committee not limited to but includes:

- 1. Oversight of 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 statutory auditors for any other services rendered by the statutory auditors.
4. Reviewing, with the management, the annual financial statements before submission to the board for approval, with particular reference to:
  - i. Matters required to be included in the Director's Responsibility Statement to be included in the Board's report in terms of clause (c) of sub-section 3 of section 134 of the Companies Act, 2013;
  - ii. Changes, if any, in accounting policies and practices and reasons for the same;
  - iii. Major accounting entries involving estimates based on the exercise of judgment by management;
  - iv. Significant adjustments made in the financial statements arising out of audit findings;
  - v. Compliance with listing and other legal requirements relating to financial statements;
  - vi. Disclosure of any related party transactions;
  - vii. Qualifications in the draft audit report.
5. Reviewing, with the management, the half yearly financial statements before submission to the board for approval.
6. Reviewing, with the management, the statement of uses / application of funds raised through an issue (public issue, right issue, preferential issue, etc.), the statement of funds utilized for purposes other than those stated in the offer document/Draft Prospectus/Prospectus/notice and the report submitted by the monitoring agency monitoring the utilization of proceeds of a public or rights issue, and making appropriate recommendations to the Board to take up steps in this matter.
7. Review and monitor the auditor's independence, performance and effectiveness of audit process.
8. Approval or any subsequent modification of transactions of the company with related parties.
9. Scrutiny of inter-corporate loans and investments.
10. Valuation of undertakings or assets of the company, wherever it is necessary.
11. Evaluation of internal financial controls and risk management systems.
12. Reviewing, with the management, performance of statutory and internal auditors, adequacy of the internal control systems.
13. 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.
14. Discussion with internal auditors any significant findings and follow up there on.
15. 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.
16. 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.
17. To look into the reasons for substantial defaults in the payment to the depositors, debenture holders, shareholders (in case of non payment of declared dividends) and creditors.
18. To oversee and review the functioning of the vigil mechanism which shall provide for adequate safeguards against victimization of employees and directors who avail of the vigil mechanism and also provide for direct access to the Chairperson of the Audit Committee in appropriate and exceptional cases.

19. Call for comments of the auditors about internal control systems, scope of audit including the observations of the auditor and review of the financial statements before submission to the Board.
20. 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.
21. To investigate any other matters referred to by the Board of Directors.
22. Carrying out any other function as is mentioned in the terms of reference of the Audit Committee.

Explanation (i): The term "related party transactions" shall have the same meaning as contained in the Accounting Standard 18, Related Party Transactions, issued by The Institute of Chartered Accountants of India.

### **Meeting of Audit Committee and relevant Quorum**

The audit committee shall meet at least 4 times in a year and not more than 4 months shall elapse between 2 meetings. The quorum shall be either 2 members or one third of the members of the Audit Committee whichever is greater, but there shall be a minimum of 2 Independent Directors, who are members, present.

### **B) Stakeholder's Relationship Committee**

Our Company has constituted a shareholder / investors grievance committee ("*Stakeholders' Relationship Committee*") to redress complaints of the shareholders. The Stakeholders' Relationship Committee was constituted vide resolution passed at the meeting of the Board of Directors held on October 06, 2017.

The Stakeholders' Relationship Committee comprises the following Directors:

| <b>Name of the Director</b> | <b>Status</b> | <b>Nature of Directorship</b> |
|-----------------------------|---------------|-------------------------------|
| Mahipal Singh Lalawat       | Chairman      | Independent Director          |
| Javed Ali                   | Member        | Whole Time Director           |
| Rashmi Kesharwani           | Member        | Independent Director          |

The Company Secretary and Compliance Officer of the Company would act as the Secretary to the Stakeholders' Relationship Committee.

The Stakeholders Relationship Committee shall oversee all matters pertaining to investors of our Company. The scope and function of the Stakeholder's Relationship Committee and its terms of reference shall include the following:

**A. Tenure:** The Stakeholder's Relationship Committee shall continue to be in function as a committee of the Board until otherwise resolved by the Board, to carry out the functions of the Stakeholder's Relationship Committee as approved by the Board.

**B. Meetings:** The Stakeholder's Relationship Committee shall meet at least four times a year with maximum interval of four months between two meetings and shall report to the Board on quarterly basis regard the status of redressal of complaints received from the shareholders of the Company. The quorum shall be two members present.

### **C. Role of the Stakeholder's Relationship Committee:**

The Committee shall consider and resolve grievances of security holders, including but not limited to:

1. Allotment, transfer of shares including transmission, splitting of shares, changing joint holding into single holding and vice versa, issue of duplicate shares in lieu of those torn, destroyed, lost or defaced or where the cages in the reverse for recording transfers have been fully utilized.
2. Issue of duplicate certificates and new certificates on split/consolidation/renewal, etc.; and
3. Review the process and mechanism of redressal of Shareholders /Investors grievance and suggest measures of improving the system of redressal of Shareholders /Investors grievances.

4. Non-receipt of share certificate(s), non-receipt of declared dividends, non-receipt of interest/dividend warrants, non-receipt of annual report and any other grievance/complaints with Company or any officer of the Company arising out in discharge of his duties.
5. Oversee the performance of the Registrar & Share Transfer Agent and also review and take note of complaints directly received and resolved them.
6. Oversee the implementation and compliance of the Code of Conduct adopted by the Company for prevention of Insider Trading for Listed Companies as specified in the Securities & Exchange Board of India (Prohibition of Insider Trading) Regulations, 2015 as amended from time to time.
7. Any other power specifically assigned by the Board of Directors of the Company from time to time by way of resolution passed by it in a duly conducted Meeting.
8. Carrying out any other function contained in the equity listing agreements as and when amended from time to time.

### **C) Nomination and Remuneration Committee**

Our Company has constituted a Nomination and Remuneration Committee in accordance section 178 of Companies Act 2013. The constitution of the Nomination and Remuneration Committee was approved by a Meeting of the Board of Directors held on October 06, 2017. The said committee is comprised as under:

The Nomination and Remuneration Committee comprises the following Directors:

| <b>Name of the Director</b> | <b>Status</b> | <b>Nature of Directorship</b> |
|-----------------------------|---------------|-------------------------------|
| Rashmi Kesharwani           | Chairman      | Independent Director          |
| Mohammad Ashraf             | Member        | Independent Director          |
| Mahipal Singh Lalawat       | Member        | Independent Director          |

The Company Secretary and Compliance Officer of the Company would act as the Secretary to the Nomination and Remuneration Committee. The scope and function of the Committee and its terms of reference shall include the following:

**1) Tenure:** The Nomination and Remuneration Committee shall continue to be in function as a committee of the Board until otherwise resolved by the Board.

**2) Meetings:** The committee shall meet as and when the need arise for review of Managerial Remuneration. The quorum for the meeting shall be one third of the total strength of the committee or two members, whichever is higher. Meeting of the Nomination and Remuneration Committee shall be called by at least seven day's notice in advance.

### **3) Role of the Nomination and Remuneration Committee not limited to but includes:**

- Formulate the criteria for determining the qualifications, positive attributes and independence of a director and recommend to the Board a policy relating to, the remuneration for directors, KMPs and other employees.
- Identifying persons who are qualified to become directors and may be appointed in senior management in accordance with the criteria laid down, and recommend to the Board of Directors their appointment and removal.
- Formulation of criteria for evaluation of performance of independent directors and Board of Directors
- Devising a policy on diversity of board of directors
- Deciding on, whether to extend or continue the term of appointment of the independent director, on the basis of the report of performance evaluation of independent directors.
- Decide the salary, allowances, perquisites, bonuses, notice period, severance fees and increment of Executive Directors.
- Define and implement the Performance Linked Incentive Scheme (including ESOP of the Company) and evaluate the performance and determine the amount of incentive of the Executive Directors for that purpose.
- Decide the amount of Commission payable to the Whole time Director / Managing Directors.

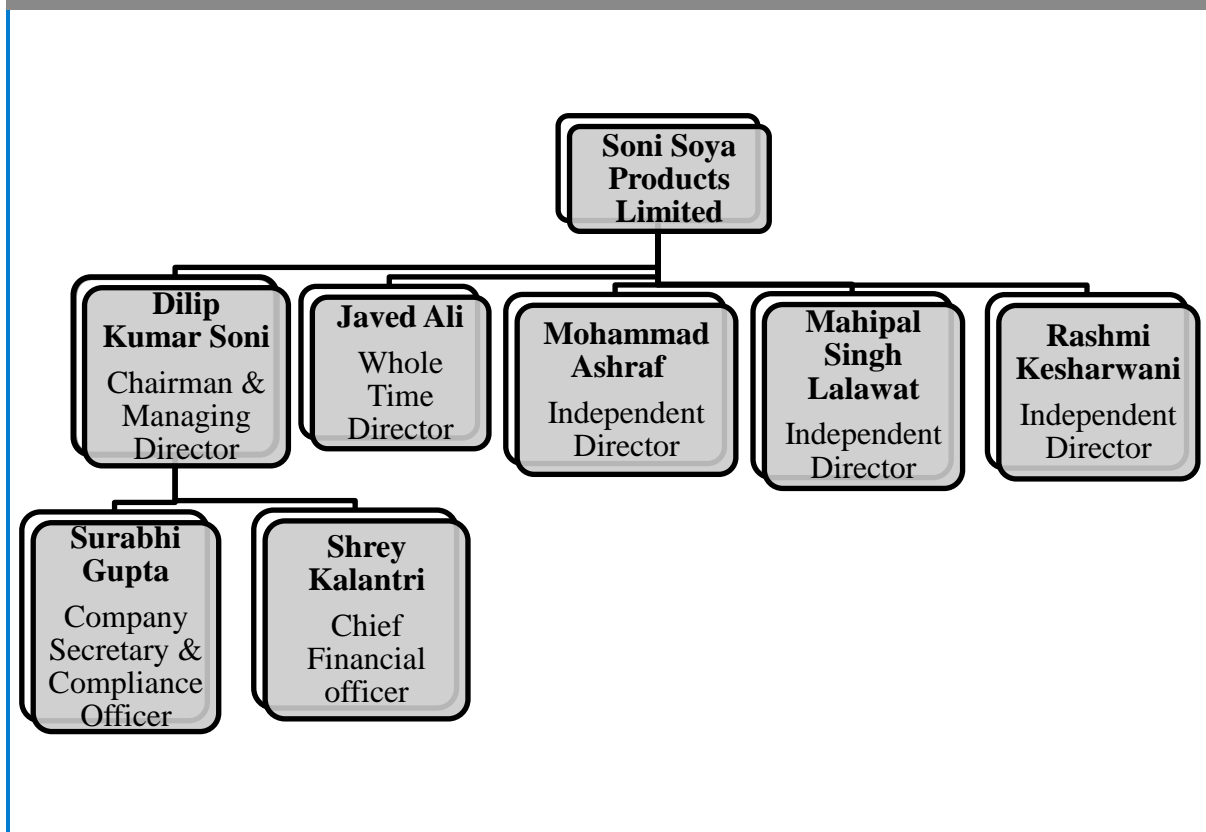
- Review and suggest revision of the total remuneration package of the Executive Directors keeping in view the performance of the Company, standards prevailing in the industry, statutory guidelines etc.
- To formulate and administer the Employee Stock Option Scheme.

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

The provisions of Regulation 9(1) of the SEBI (Prohibition of Insider Trading) Regulations, 2015 will be applicable to our Company immediately upon the listing of its Equity Shares on the Emerge Platform of NSE Limited. We shall comply with the requirements of the SEBI (Prohibition of Insider Trading) Regulations, 2015 on listing of Equity Shares on stock exchanges. Further, Board of Directors at their meeting held on [●] have formulated and adopted the code of conduct to regulate, monitor and report trading by its employees and other connected persons.

Surabhi Gupta, Company Secretary & Compliance Officer will be responsible for setting forth policies, procedures, monitoring and adherence to the rules for the preservation of price sensitive information and the implementation of the Code of Conduct under the overall supervision of the board.

#### **ORGANISATIONAL STRUCTURE**



#### **KEY MANAGERIAL PERSONNEL**

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

**The details of our Key Managerial Personnel are set out below:**

##### **Dilip Kumar Soni**

Dilip Kumar Soni, aged 40 years, is the director of our company since Incorporation and he has been designated as the Chairman and Managing Director of our Company w.e.f August 02, 2017. He has completed his Bachelor in Science and Master of International Business from Devi Ahilyabai

Vishwavidyalaya, Indore, Madhya Pradesh. He has an experience of around 11 years in this industry and was last designated as Vice President Sita Shree Food Products Limited. He is the guiding force behind all corporate decisions and is responsible for the entire business operations.

### **Surabhi Gupta**

Surabhi Gupta, aged 24 years has been appointed as the Company Secretary of our Company w.e.f August 09, 2017. She is qualified Company Secretary by profession and is an associate member of the Institute of Company Secretaries of India. She is entrusted with the responsibility of handling corporate secretarial functions of our company.

### **Shrey Kalantri**

Shrey Kalantri, aged 30 years has been appointed as the Chief Financial Officer of our Company w.e.f August 09, 2017. He has completed his Masters of Business Administration from Amity University, Uttar Pradesh. He is responsible for handling the financial operations of the Company.

## **RELATIONSHIP BETWEEN KEY MANAGERIAL PERSONNEL**

None of the key managerial personnel are related to the each other within the meaning of Section 2 (77) of the Companies Act, 2013. All of Key Managerial Personnel are permanent employees of our Company.

## **RELATIONSHIP OF DIRECTORS AND PROMOTER BETWEEN KEY MANAGERIAL PERSONNEL**

None of the key managerial personnel are related to the each other within the meaning of Section 2 (77) of the Companies Act, 2013. All of Key Managerial Personnel are permanent employees of our Company.

## **ARRANGEMENTS AND UNDERSTANDING WITH MAJOR SHAREHOLDERS**

None of our Key Managerial Personnel have been appointed on our Board pursuant to any arrangement with our major shareholders, customers, suppliers or others.

## **SHAREHOLDING OF THE KEY MANAGERIAL PERSONNEL**

Except as mentioned below, none of our Key Managerial Personnel holds any Equity shares of our company as on the date of this Draft Prospectus.

| <b>Sr. No.</b> | <b>Name of the KMPs</b> | <b>No. of Equity Shares</b> | <b>% of Pre Issue Equity Capital</b> | <b>% of Post Issue Equity Capital</b> |
|----------------|-------------------------|-----------------------------|--------------------------------------|---------------------------------------|
| 1.             | Dilip Kumar Soni        | 15,83,880                   | 47.21                                | [●]                                   |
| 2.             | Javed Ali               | 8,31,488                    | 24.78                                | [●]                                   |

## **REMUNERATION/ COMPENSATION TO KEY MANAGERIAL PERSONNEL**

Except as mentioned below, none of our Key Managerial Personnel(s) were paid remuneration for financial year 2016-17.

| <b>Name of the Directors</b> | <b>Amount (in Lakhs)</b> |
|------------------------------|--------------------------|
| Dilip Kumar Soni             | 18,00,000                |
| Javed Ali                    | 9,00,000                 |

## **BONUS OR PROFIT SHARING PLAN OF THE KEY MANAGERIAL PERSONNEL**

Our Company has not entered into any Bonus or Profit Sharing Plan with any of 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.

## **LOANS TO KEY MANAGERIAL PERSONNEL**

Our company has not given any loans and advances to the Key Managerial Personnel as on the date of this Draft Prospectus.

## **INTEREST OF KEY MANAGERIAL PERSONNEL**

The Key Managerial Personnel of our Company have interest in our Company to the extent of the remuneration or benefits to which they are entitled to as per their terms of appointment and reimbursement of expenses incurred by them during the ordinary course of business and to the extent of Equity Shares held by them in our Company, if any and dividends payable thereon and other distributions in respect of such equity shares, if any. Except as disclosed in this Draft Prospectus, none of our key managerial personnel have been paid any consideration of any nature from our Company, other than their remuneration.

Except as stated otherwise in this Draft Prospectus, we have not entered into any contract, agreement or arrangement during the preceding 2 (two) years from the date of this Draft Prospectus in which the Key Managerial Personnel are interested directly or indirectly and no payments have been made to them in respect of these contracts, agreements or arrangements or are proposed to be made to them.

Except as stated in the chapters “*Our Management*” and “*Related Party Transactions*” beginning on pages 141 and 160 respectively of this Draft Prospectus Prospectus and described herein above, our key managerial personnel do not have any other interest in the business of our Company.

## **CHANGES IN KEY MANAGERIAL PERSONNEL IN THE LAST THREE YEARS**

| <b>Name of Managerial Personnel</b> | <b>Date of Event</b> | <b>Nature of event</b> | <b>Reason</b>   |
|-------------------------------------|----------------------|------------------------|---|
| Dilip Kumar Soni                    | August 02, 2017      | Change in designation  | Designated as Managing Director of the Company          |
| Javed Ali                           | August 02, 2017      | Change in designation  | Designated as Whole Time director of the Company        |
| Surabhi Gupta                       | August 09, 2017      | Appointment            | Appointment as Company Secretary and Compliance Officer |
| Shrey Kalantri                      | August 09, 2017      | Appointment            | Appointment as Chief Financial Office                   |

## **ESOP/ESPS SCHEME TO EMPLOYEES**

Presently, we do not have any ESOP/ESPS Scheme for employees.

## **PAYMENT OR BENEFIT TO OUR OFFICERS (NON SALARY RELATED)**

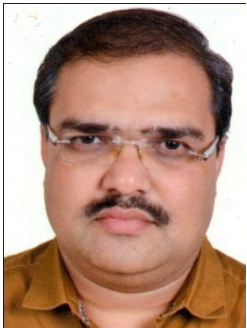

Except as disclosed in the heading titled “*Related Party Transactions*” in the section titled “*Financial Statements as Restated*” beginning on page 162 of this Draft Prospectus, no amount or benefit has been paid or given within the three preceding years or is intended to be paid or given to any of our officers except the normal remuneration for services rendered as officers or employee.

## OUR PROMOTER AND PROMOTER GROUP

### OUR PROMOTERS

Our Company is promoted by Dilip Kumar Soni and Javed Ali. As on the date of this Draft Prospectus, our promoter holds, in aggregate 24,15,368 Equity Shares representing 71.99% of the pre-issue paid up Capital of our Company.

**Brief profile of our individual Promoter is as under:**

|   |  |
|---|--|
|    | <p><b>Dilip Kumar Soni, Promoter, Chairman and Managing Director</b></p> <p>Dilip Kumar Soni, aged 40 years, is the director of our company since Incorporation and he has been designated as the Chairman and Managing Director of our Company w.e.f August 02, 2017. He has completed his Bachelor in Science and Master of International Business from Devi Ahilyabai Vishwavidyalaya, Indore, Madhya Pradesh. He has an experience of around 11 years in this industry and was last designated as Vice President Sita Shree Food Products Limited. He is the guiding force behind all corporate decisions and is responsible for the entire business operations.</p> <p><b>Passport No:</b> Z3111522<br/> <b>Driving License:</b> D/20/31/99<br/> <b>Voters ID:</b> WMZ0386599</p> <p><b>Address:</b> 34, Ashish Nagar, Indore- 452016, Madhya Pradesh, India.</p> <p>For further details relating to Dilip Kumar Soni , including terms of appointment as our Chairman &amp; Managing Director, other directorships, please refer to the chapter titled “<i>Our Management</i>” beginning on page 141 of this Draft Prospectus.</p> |
|  | <p><b>Javed Ali, Promoter and Whole Time Director</b></p> <p>Javed Ali, aged 28 years, is the director of our company since incorporation and has been appointed as the Whole Time Director of our Company w.e.f August 02, 2017. He has completed his Bachelor in Commerce from Devi Ahilyabai Vishwavidyalaya, Indore. He has an experience of around 3 years in this industry and was last designated as Executive Officer of Mahakali Foods Private Limited. His scope of work includes handling the marketing and overseas operations of our company. .</p> <p><b>Passport No:</b> J6562457<br/> <b>Driving License:</b> MP09N – 2009 - 0550281<br/> <b>Voters ID:</b> BVC2777050</p> <p><b>Address:</b> 120/1, Juna Risala, Gali No. 1, Indore, Madhya Pradesh.</p> <p>For further details relating to Javed Ali, including terms of appointment as our Whole Time Director, other directorships, please refer to the chapter titled “<i>Our Management</i>” beginning on page 141 of this Draft Prospectus.</p>   |

### DECLARATION

Our Company confirms that the permanent account number, bank account number and passport number of our Promoters will be submitted to the Stock Exchange at the time of filing of this Draft Prospectus with it.

## **INTEREST OF PROMOTERS**

Our Promoters are interested in our Company to the extent that they promoted and formed our Company and are interested to the extent of their shareholding and the dividend receivable, if any and other distributions in respect of the Equity Shares held by them. For details regarding shareholding of our promoters in our Company, please refer “Capital Structure” on page 70 of this Draft Prospectus.

Our Promoters may also be deemed to be interested in our Company to the extent of their shareholding/ interest in our group company /or ventures promoted by them with which our Company transacts during the course of its operations.

Our Promoters are Directors and KMP of our Company and may be deemed to be interested 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, 2013 and in terms of the agreements entered into with our company, if any and AoA of our Company. For details please see “ Our Management”, “Financial Statements” and “Capital Structure” beginning on pages 141, 162 and 70 respectively of this Draft Prospectus.

Except as mentioned in the chapter titled “Our Business”, our Promoters do not have any other interest in any property acquired or proposed to be acquired by our Company in a period of two years before filing of this Draft Prospectus or in any transaction by our Company for acquisition of land, construction of building or supply of machinery.

Except as stated in this section and “Related Party Transactions” and “Our Management” on page 160 and 141 of this Draft Prospectus respectively, there has been no payment of benefits to our Promoters or Promoter Group during the two years preceding the filing of this Draft Prospectus nor is there any intention to pay or give any benefit to our Promoters or Promoter Group.

## **PAYMENT OR BENEFIT TO PROMOTERS OF OUR COMPANY**

Except as stated otherwise in the chapters “*Related Party Transactions*” on page 160 of this Draft Prospectus, there has been no payment or benefits to the Promoters during the two years prior to the filing of this Draft Prospectus.

## **LITIGATION INVOLVING OUR PROMOTERS**

For details of legal and regulatory proceedings involving our Promoters, see “*Outstanding Litigation and Material Developments*” on page 177 of this Draft Prospectus.

## **OTHER VENTURES OF OUR PROMOTERS**

Save and except as disclosed in the chapter titled “*Our Promoter and Promoter Group*” and “*Our Group Companies*” beginning on page 153 and 157, of this Draft Prospectus, there are no ventures promoted by our Promoters in which they have any business interests / other interests.

## **COMMON PURSUITS**

Other than as disclosed in the chapter titled “*Our Group Companies*” beginning on page 153 of this Draft Prospectus, our Promoters do not have any interest in any venture that is involved in any activities similar to those conducted by our Company. .

## **RELATED PARTY TRANSACTIONS**

For the transactions with our Promoters, Promoter Group and Group Company, during the last financial year, nature of transactions and the cumulative value of transactions, please refer to section titled “*Related Party Transactions*” on page 160 of this Draft Prospectus.

Except as stated in “*Related Party Transactions*” beginning on page 160 of this Draft Prospectus, and as stated therein, our Promoters or any of the Promoter Group Entities do not have any other interest in our business.

## **CONFIRMATIONS**

Our Company, our individual Promoters and members of the promoter group are not Wilful Defaulters and there are no violations of securities laws committed by our Promoter in the past and no proceedings for violation of securities laws are pending against them.

Our Promoters are not interested as a member of a firm or company, and no sum has been paid or agreed to be paid to our Promoters or to such firm or company in cash or otherwise by any person for services rendered by our Promoter or by such firm or company in connection with the promotion or formation of our Company.

Our Promoters and members of the Promoter Group 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.

Our Promoters are not and have never been promoters, directors or persons in control of any other company which is prohibited from accessing or operating in capital markets under any order or direction passed by SEBI or any other regulatory or governmental authority.

Except as disclosed in “*Related Party Transactions*” on page 160 of this Draft Prospectus, our Promoters are not related to any of the sundry debtors or are not beneficiaries of Loans and Advances given by/to our Company.

#### **DISASSOCIATION BY THE PROMOTERS IN THE LAST THREE YEAR**

Our promoters as mentioned below have dissociated themselves on account of striking off of the Company

| Name             | Company                              | Reason of dissociation                     |
|------------------|--------------------------------------|--|
| Javed Ali        | Soni Jindal Organics Private Limited | Company is in the process of Striking off. |
| Dilip Kumar Soni | Panchratna Minerals Private Limited  | Strike off                                 |

#### **OUR PROMOTER GROUP**

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

##### **A. Individuals related to our Promoters:**

| Relationship with Promoters | Dilip Kumar Soni | Javed Ali      |
|-----------------------------|------------------|----------------|
| Father                      | -                | Jakir Hussain  |
| Mother                      | JamnaBai Soni    | Raziya Bee     |
| Brother                     | Jai Prakash Soni | Junaid Ali     |
| Sister(s)                   | Mahima Soni      | Rubina Bee     |
|                             | Premlata Soni    | Rukhsar        |
|                             | Lata Bai         |                |
| Spouse                      | Suchitra Soni    | Naziya Bee     |
| Daughter(s)                 | -                | -              |
| Son(s)                      | Aditya Soni      | -              |
|                             | Aryan Soni       |                |
| Spouse's Father             | Shankarlal Soni  | Pyare Mohammed |
| Spouse's Mother             | Aruna Soni       | Mehrunisha     |
| Spouse's Brother            | Rahul Soni       | Sohel          |
|                             |                  | Soheb          |
| Spouse's Sister             | -                | Najmin Usta    |

##### **B. Companies, firms, proprietorships and HUFs which form part of our Promoter Group are as follows:**

1. NFE Foods Private Limited
2. Asha Overseas India Private Limited
3. Karma Organic Private Limited
4. Sangum Mega Food park Private Limited
5. Nature Fresh Export

#### **RELATIONSHIP OF PROMOTERS WITH OUR DIRECTORS**

Our Promoters are part of our Board of Directors as Managing Director and Whole Time Director.

None of our Promoters are related to any of our Company's Directors within the meaning of Section 2(77) of the Companies Act, 2013.

#### **CHANGES IN CONTROL**

Our promoters are the original promoters of our Company and there has not been any change in the management.

## OUR GROUP COMPANIES

In accordance with the provisions of the SEBI (ICDR) Regulations, for the purpose of identification of “Group Companies”, our Company has considered companies as covered under the applicable accounting standards, i.e. Accounting Standard 18 issued by the Institute of Chartered Accountant of India and such other companies as considered material by our Board. Pursuant to a resolution dated [□], our Board vide a policy of materiality has resolved that except as mentioned in the list of related parties prepared in accordance with Accounting Standard 18 no other Company is material in nature.

### OUR GROUP COMPANIES:

The Details of our group Companies are provided below

#### 1. NFE Foods Private Limited

NFE Foods Private Limited is Private Company incorporated on January 06, 2014 under the provisions of Companies Act, 1956 The Company has its registered office at Office No. 308, Tulsi Tower, 22/3, South Tukoganj, Street No. 1, Indore-452001, Madhya Pradesh, India The Corporate Identification Number is U15122MP2014PTC032080 The paid up capital of the Company is Rs.1.00 lakhs.

#### Board of Directors

1. Sumeet Agarwal
2. Dilip Kumar Soni
3. Shweta Agrawal

The company is engaged in manufacturing, producing, processing trading and dealing in all kinds of food and food products..

#### Financial Performance

*Amount (Rs. in lakhs)*

| Particulars              | 2016-17 | 2015-16 | 2014-15 |
|--------------------------|---------|---------|---------|
| Equity Paid Up Capital   | 1.00    | 1.00    | 1.00    |
| Reserves and Surplus     | 23.47   | 22.75   | 18.11   |
| Net Asset Value (In Rs.) | 244.74  | 237.54  | 191.14  |

#### Nature and Extent of Interest of Promoters

Our Promoter Dilip Kumar Soni holds 5000 Equity Shares constituting to 50 % of total paid up share capital of NFE Foods Private Limited

#### 2. Asha Overseas India Private Limited

Asha Overseas India Private Limited is Private Company incorporated on June 03, 2014 under the provisions of Companies Act, 1956 The Company has its registered office at Plot No. 69, Industrial area Electronics Complex, Pardesipura, Indore, Madhya Pradesh-452001, India The Corporate Identification Number is U51900MP2014PTC032744 The paid up capital of the Company is Rs.25.00 lakhs.

The company is in the business of trading all kinds of goods such as agricultural, industrial, capital goods.

#### Board of Directors

4. Vijay VijayVargia
5. Kalpesh VijayVargia

## Financial Performance

Amount (Rs. in lakhs)

| Particulars              | 2016-17 | 2015-16 | 2014-15 |
|--------------------------|---------|---------|---------|
| Equity Paid Up Capital   | 25.00   | 25.00   | 25.00   |
| Reserves and Surplus     | (29.71) | (14.85) | 4.54    |
| Net Asset Value (In Rs.) | (1.88)  | 4.05    | 11.82   |

### Nature and Extent of Interest of Promoters

Our Promoter Dilip Kumar Soni and Javed Ali holds 40,000 and 30,000 Equity Shares constituting to 16 % and 12% of total paid up share capital of Asha Overseas India Private Limited.

### CONFIRMATION

None of the securities of our Group Companies are listed on any stock exchange and none of our Group Companies have made any public or rights issue of securities in the preceding three years.

Our Group Company has not been declared as wilful defaulters by the RBI or any other governmental authority and there are no violations of securities laws committed by them in the past and no proceedings pertaining to such penalties are pending against them.

Our Group Companies have not been declared sick companies under the SICA. Additionally, Group Company has not been restrained from accessing the capital markets for any reasons by SEBI or any other authorities.

### LITIGATION

For details related to litigations and regulatory proceedings involving our Group Companies and defaults made by them, please refer to the chapter titled, “*Outstanding Litigations and Material Developments*” on page 177 of this Draft Prospectus.

### DISSOCIATION BY THE PROMOTER IN THE LAST THREE YEARS

Our Promoters have not disassociated themselves from any of the group companies during the last three years preceding the date of the Draft Prospectus.

### DEFUNCT / STRUCK-OFF COMPANY

None of our Group Companies have become defunct or struck – off in the five years preceding the filing of this Draft Prospectus.

### INTEREST OF OUR GROUP COMPANIES

#### Interest in the promotion of our Company

None of our Group Companies have any interest in the promotion of our Company.

#### Interest in the properties acquired or proposed to be acquired by our Company in the past two years before filing the Draft Prospectus

Except as mentioned in the chapter titled “Our Business” under the heading Land & Property beginning on page 115 of this Draft Prospectus, none of our Group Companies have any interest in the properties acquired or proposed to be acquired by our Company in the two years preceding the filing of Draft Prospectus or proposed to be acquired by it.

#### Interest in the transactions for acquisition of land, construction of building and supply of machinery

None of our Group Companies is interested in any transactions for the acquisition of land, construction of building or supply of machinery.

### COMMON PURSUITS

None of our group company has common pursuits with our company and also these companies do not have any non-compete agreements in place amongst themselves, there is a conflict of interest between our Company and Group Company.

#### **SALES/PURCHASES BETWEEN OUR COMPANY & GROUP COMPANIES**

Other than as disclosed in the chapter titled “*Related Party Transactions*” on page 160 of this Draft Prospectus, there are no sales / purchases between the Company and the Group Companies when such sales or purchases exceed in value in the aggregate 10% of the total sales or purchases of the Company.

#### **PAYMENT OR BENEFIT TO OUR GROUP COMPANIES**

Except as stated in chapter titled “*Related Party Transactions*” beginning on page 160 of this Draft Prospectus, there has been no payment of benefits to our Group Companies during the period ended June 30, 2017 and financial years ended March 31, 2017, March 31, 2016, March 31, 2015.



## **RELATED PARTY TRANSACTIONS**

For details on Related Party Transactions of our Company, please refer to Annexure S of restated financial statement under the section titled, '*Financial Statements*' beginning on page 162 of this Draft Prospectus.

## **DIVIDEND POLICY**

Under the Companies Act, 2013, an Indian company pays dividends upon a recommendation by its Board of Directors and approval by a majority of the shareholders. Under the Companies Act, 2013 dividends may be paid out of profits of a company in the year in which the dividend is declared or out of the undistributed profits or reserves of the previous years or out of both.

Our Company does not have a formal dividend policy. Any dividends to be declared shall be recommended by the Board of Directors depending upon the financial condition, results of operations, capital requirements and surplus, contractual obligations and restrictions, the terms of the credit facilities and other financing arrangements of our Company at the time a dividend is considered, and other relevant factors and approved by the Equity Shareholders at their discretion. Our Company has not paid any dividend for the last five years.

Dividends are payable within 30 days of approval by the Equity Shareholders at the annual general meeting of our Company. When dividends are declared, all the Equity Shareholders whose names appear in the register of members of our Company as on the record date are entitled to be paid the dividend declared by our Company. Any Equity Shareholder who ceases to be an Equity Shareholder prior to the record date, or who becomes an Equity Shareholder after the record date, will not be entitled to the dividend declared by our Company.

**SECTION V - FINANCIAL STATEMENTS AS RE-STATED**  
**Independent Auditor's Report for the Restated Financial Statements of**  
**Soni Soya Products Limited**  
**(Formally known as Soni Soya Products Private Limited)**

To,  
**The Board of Directors,**  
Soni Soya Products Limited,  
Off No. CS-1, P Square Building,  
2<sup>nd</sup> floor 350, Goyal Nagar, Indore  
Indore MP 452016 IN

We have examined the attached Restated Statement of Assets and Liabilities of **Soni Soya Products Limited (the Company)** as at, June 30<sup>th</sup> 2017, March 31st, 2017, 2016 & 2015 and the related Restated Statement of Profit & Loss and Restated Statement of Cash Flow for the financial period/ year ended on June 30<sup>th</sup> 2017, March 31st, 2017, 2016 & 2015 (collectively the “**Restated Summary Statements**” or “**Restated Financial Statements**”). These Restated Summary Statements have been prepared by the Company and approved by the Board of Directors of the Company in connection with the Initial Public Offering (IPO) in SME Platform of **National** Stock Exchange Limited (NSE).

**1. Report on Restated Financial Statements**

The Restated Summary Statements have been prepared in accordance with the requirements of:

- i. Part I of Chapter III to the Companies Act, 2013 (“**Act**”) read with Companies (Prospectus and Allotment of Securities) Rules 2014.
  - ii. The Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2009 (“the Regulation”) (“SEBI ICDR Regulations”) issued by the Securities and Exchange Board of India (SEBI) and related amendments/clarifications made thereto from time to time;
  - iii. The terms of reference to our engagements with the Company requesting us to examine financial statements referred to above and proposed to be included in the Draft Prospectus/ Prospectus being issued by the Company for its proposed Initial Public Offering of equity shares in SME Platform (“IPO” or “SME IPO”); and
  - iv. The (Revised) Guidance Note on Reports in Company Prospectuses issued by the Institute of Chartered Accountants of India (“ICAI”)
- 2.** The Restated Summary Statements of the Company have been extracted by the management from the Audited Financial Statements of the Company for the financial period / year ended on June 30<sup>th</sup> 2017, March 31st, 2017, 2016 & 2015 which have been approved by the Board of Directors.
- 3.** Financial Statements for the financial years/period ended on March 31, 2015, March 31, 2016 , March 31, 2017 & June 30,2017 has been audited by **M/s Nahata Mahajan & Co.** Chartered Accountants, and accordingly reliance has been placed on the financial information examined by them for the said Years. The Financial Report included for these years is based solely on the report submitted by them. We have also carried out re-audit of the financial statements for the period/year ended on June 30<sup>th</sup>, 2017 & March 31st, 2015, March 2016 and March 31, 2017 as per the relevant guidelines.
- 4.** In accordance with the requirements of Part I of Chapter III of Act including rules made therein, ICDR Regulations, Guidance Note and Engagement Letter, we report that:
- i. The “**Restated Statement of Assets and Liabilities**” as set out in **Annexure I** to this report, of the Company as at, June 30<sup>th</sup> 2017, March 31, 2017, 2016 & 2015 are prepared by the Company and approved by the Board of Directors. This Statement of Assets and Liabilities, as restated have been arrived at after making such adjustments and regroupings to the individual Financial Statements of the Company, as in our opinion were appropriate

and more fully described in Significant Accounting Policies and Notes to the Restated Summary Statements as set out in **Annexure IV** to this Report.

- ii. The **“Restated Statement of Profit and Loss”** as set out in **Annexure II** to this report, of the Company for the period/ year ended on June 30<sup>th</sup> 2017, March 31, 2017, 2016 & 2015 are prepared by the Company and approved by the Board of Directors. This Statement of Profit and Loss, as restated have been arrived at after making such adjustments and regroupings to the individual financial statements of the Company, as in our opinion were appropriate and more fully described in Significant Accounting Policies and Notes to the Restated Summary Statements as set out in **Annexure IV** to this Report.
  - iii. The **“Restated Statement of Cash Flow”** as set out in **Annexure III** to this report, of the Company for the period/ year ended on June 30<sup>th</sup> 2017, March 31, 2017, 2016 & 2015 are prepared by the Company and approved by the Board of Directors. This Statement of Cash Flow, as restated, have been arrived at after making such adjustments and regroupings to the individual financial statements of the Company, as in our opinion were appropriate and more fully described in Significant Accounting Policies and Notes to Restated Summary Statements as set out in **Annexure IV** to this Report.
5. Based on the above we are of the opinion that **“Restated Financial Statements”** or **“Restated Summary Statements”** have been made after incorporating:
- a) Adjustments for any prior period and material amounts in the respective financial years have been made to which they relate; and
  - b) Extra-ordinary items has been disclosed separately in the Restated Summary Statements.
  - c) Adjustments on account of the statutory audit qualifications, if any, have been adjusted and regrouped to the financial statements of the respective year of the Company, as in our opinion were appropriate and more fully described in Significant Accounting Policies and Notes to the Restated Summary Statements as set out in **Annexure IV** to this Report.
  - d) Adjustments for the changes in accounting policies retrospectively in respective financial years to reflect the same accounting treatment as per the changed accounting policy for all reporting periods.
  - e) There are no revaluation reserves, which need to be disclosed separately in the **“Restated Financial Statements”**.
  - f) These Profits and Losses have been arrived at after charging all expenses including depreciation and after making such adjustments/restatements and regroupings as in our opinion are appropriate and are to be read in accordance with the Significant Accounting Polices and Notes to Restated Summary Statements as set out in **Annexure IV** to this report.
6. We have also examined the following other financial information relating to the Company as set out in annexure prepared by the Management and as approved by the Board of Directors of the Company for the period/ year ended on June 30<sup>th</sup> 2017 , March 31, 2017, 2016 & 2015 proposed to be included in the Draft Prospectus/ Prospectus (**“Offer Document”**).

|   |                          |
|---|--------------------------|
| Restated Statement of Share Capital, Reserves And Surplus                 | Annexure-A               |
| Restated Statement of Long Term And Short Term Borrowings                 | Annexure-B,B(A) and B(B) |
| Restated Statement of Deferred Tax (Assets) / Liabilities                 | Annexure-C               |
| Restated Statement of Other Long Term Liabilities                         | Annexure-D               |
| Restated Statement of Trade Payables                                      | Annexure-E               |
| Restated Statement of Other Current Liabilities And Short Term Provisions | Annexure-F               |
| Restated Statement of Fixed Assets  | Annexure-G               |
| Restated Statement of Non Current Investments                             | Annexure-H               |
| Restated Statement of Long-Term Loans And Advances                        | Annexure-I               |
| Restated statement of Other Non Current Assets                            | Annexure-J               |

|   |            |
|---|------------|
| Restated Statement of Inventory                     | Annexure-K |
| Restated Statement of Trade Receivables             | Annexure-L |
| Restated Statement of Cash & Cash Equivalents       | Annexure-M |
| Restated Statement of Short-Term Loans And Advances | Annexure-N |
| Restated Statement of Other Current Assets          | Annexure-O |
| Restated Statement of Turnover                      | Annexure-P |
| Restated Statement of Other Income                  | Annexure-Q |
| Restated Statement of Mandatory Accounting Ratios   | Annexure-R |
| Restated Statement of Related party transaction     | Annexure-S |
| Restated Statement of Capitalization                | Annexure-T |
| Restated Statement of Tax shelter                   | Annexure-U |

7. We, **M/s M K Shah & Associates.**,Chartered Accountants, have been subjected to the peer review process of the Institute of Chartered Accountants of India (ICAI) and hold a valid certificate issued by the “Peer Review Board” of the ICAI.
8. We have carried out Re-audit of the financial statements for the period / Year ended on June 30,2017 & March 31, 2017 as required by SEBI regulations. We have not audited any financial statements of the Company as of any date or for any period subsequent to June 30, 2017. Accordingly, we do not express any opinion on the financial position, results or cash flows of the Company as of any date or for any period subsequent to June 30, 2017. Further we have no responsibility to update our report for events and circumstances occurring after the date of the report.
9. The preparation and presentation of the Financial Statements referred to above are based on the Audited financial statements of the Company in accordance with the provisions of the Act & ICDR Regulation. The Financial Information referred to above is the responsibility of the management and approved by the board of directors of the Company.
10. In our opinion, the above financial information contained in Annexure I to IV of this report read with the respective Significant Accounting Policies and Notes to Restated Summary Statements as set out in Annexure A to V are prepared after making adjustments and regrouping as considered appropriate and have been prepared in accordance with the Act, ICDR Regulations, Engagement Letter and Guidance Note
11. The report should not in any way be construed as a re-issuance or re-dating of any of the previous audit report issued by any other chartered accountant nor should this constructed as a new opinion on any of the financial statements referred to herein.
12. Our report is intended solely for use of the management and for inclusion in the Offer Document in connection with the SME-IPO for Proposed Issue of Equity Shares of the Company and our report should not be used, referred to or adjusted for any other purpose without our written consent.

**For M K Shah & Associates**  
**Chartered Accountants**  
**Firm Registration No.002077C**

**CA. Mahendra Kumar Shah**  
**Partner**  
**M No. 400-71199**

**Date: November 15, 2017**  
**Place: Indore**

## STATEMENT OF ASSETS AND LIABILITIES AS RESTATED

## ANNEXURE-I

(Rs. in Lacs)

| SR:No     | Particulars                       | As at           | As at March 31 <sup>st</sup> |               |               |
|-----------|-----------------------------------|-----------------|------------------------------|---------------|---------------|
|           |                                   | 30.06.2017      | 2017                         | 2016          | 2015          |
| <b>1)</b> | <b>Equity &amp; Liabilities</b>   |                 |                              |               |               |
|           | <b>Shareholders' funds</b>        |                 |                              |               |               |
|           | a. Share capital                  | 14.61           | 14.61                        | 3.70          | 1.00          |
|           | b. Reserves & surplus             | 320.60          | 288.79                       | 69.46         | 20.92         |
|           | <b>Sub-total</b>                  | <b>335.21</b>   | <b>303.40</b>                | <b>73.16</b>  | <b>21.92</b>  |
| <b>2)</b> | <b>Non-current liabilities</b>    |                 |                              |               |               |
|           | a. Long-term borrowings           | 88.53           | 47.20                        | 37.94         | 51.11         |
|           | b. Deferred tax liabilities (net) | 15.38           | 4.16                         | 0.65          | -             |
|           | c. Other Long Term Liabilities    | 0.05            | 0.05                         | 0.05          | 0.05          |
|           | <b>Sub-total</b>                  | <b>103.96</b>   | <b>51.41</b>                 | <b>38.64</b>  | <b>51.16</b>  |
| <b>4)</b> | <b>Current liabilities</b>        |                 |                              |               |               |
|           | a. Short-term borrowings          | 497.96          | 448.09                       | 26.37         | -             |
|           | b. Trade payables                 | 1,462.04        | 889.74                       | 378.33        | 582.48        |
|           | c. Other current liabilities      | 35.97           | 18.80                        | 12.10         | 3.80          |
|           | d. Short term provisions          | 35.11           | 23.40                        | 9.64          | 9.88          |
|           | <b>Sub-total</b>                  | <b>2,031.08</b> | <b>1,380.03</b>              | <b>426.44</b> | <b>596.16</b> |
|           | <b>T O T A L (1+2+3+4)</b>        | <b>2470.25</b>  | <b>1734.84</b>               | <b>538.24</b> | <b>669.24</b> |
| <b>5)</b> | <b>Non-current assets</b>         |                 |                              |               |               |
|           | a. Fixed assets                   |                 |                              |               |               |
|           | i. Tangible assets                | 292.07          | 205.1                        | 40.17         | 0             |
|           | ii. Intangible assets             | 0.52            | 0.55                         | 0.29          | 0.00          |
|           | iii. Capital Work-in Progress     | 0.00            | 0.00                         | 36.73         | 0.00          |
|           | <b>Sub-total</b>                  | <b>292.59</b>   | <b>205.65</b>                | <b>77.19</b>  | <b>0.00</b>   |
|           | b. Non-Current Investments        | 5.00            | 5.00                         | 0.00          | 0.00          |
|           | c. Long term loans & advances     | 5.00            | 9.43                         | 46.75         | 0.00          |
|           | d. Other non-current assets       | 9.59            | 9.58                         | 7.22          | 12.04         |
|           | <b>Sub-total</b>                  | <b>19.59</b>    | <b>24.01</b>                 | <b>53.97</b>  | <b>12.04</b>  |
| <b>6)</b> | <b>Current assets</b>             |                 |                              |               |               |
|           | a. Inventories                    | 341.60          | 304.99                       | 85.40         | 46.92         |
|           | b. Trade receivables              | 1427.59         | 890.81                       | 242.03        | 592.00        |
|           | c. Cash and bank balances         | 48.86           | 18.87                        | 30.39         | 16.42         |
|           | d. Short term loans & advances    | 339.24          | 290.35                       | 49.26         | 1.86          |
|           | e. Other current assets           | 0.78            | 0.16                         | 0.00          | 0.00          |
|           | <b>Sub-total</b>                  | <b>2,158.07</b> | <b>1,505.18</b>              | <b>407.08</b> | <b>657.20</b> |
|           | <b>T O T A L (5+6)</b>            | <b>2470.25</b>  | <b>1734.84</b>               | <b>538.24</b> | <b>669.24</b> |

**STATEMENT OF PROFIT AND LOSS AS RESTATED**
**ANNEXURE II**
*(Rs. in Lacs)*

| SR:No    | Particulars  | For the period /year ended March 31st |                |                |               |
|----------|--|---------------------------------------|----------------|----------------|---------------|
|          |  | 30.06.2017                            | 2017           | 2016           | 2015          |
| <b>1</b> | <b>INCOME</b>  |                                       |                |                |               |
|          | Revenue From Operation (Gross)   | 1936.37                               | 2873.54        | 1500.40        | 789.30        |
|          | Less: Excise Duty  | -                                     | -              | -              | -             |
|          | Revenue From Operation (Net)   | 1936.37                               | 2873.54        | 1500.40        | 789.30        |
|          | Other income   | 35.25                                 | 3.60           | 19.05          | 10.92         |
|          | <b>Total revenue (A)</b>   | <b>1971.62</b>                        | <b>2877.14</b> | <b>1519.45</b> | <b>800.22</b> |
| <b>2</b> | <b>EXPENDITURE</b>   |                                       |                |                |               |
|          | Cost of Goods Consumed   | 560.66                                | 1292.89        | 1.87           | 0.00          |
|          | Purchase of Traded Goods   | 1217.49                               | 1325.57        | 1231.55        | 706.72        |
|          | Changes in Inventories of finished goods, work in progress and stock -in-trade         | -31.91                                | -203.56        | 7.01           | -46.92        |
|          | Employee Benefit Expenses  | 22.15                                 | 62.02          | 20.10          | 5.76          |
|          | Finance costs  | 18.38                                 | 32.07          | 2.61           | 0.17          |
|          | Depreciation and amortization expenses   | 4.61                                  | 8.36           | 2.29           | 0.00          |
|          | Other expenses   | 134.77                                | 287.45         | 242.52         | 103.79        |
| <b>3</b> | <b>Total expenses (B)</b>  | <b>1926.15</b>                        | <b>2804.80</b> | <b>1507.95</b> | <b>769.52</b> |
|          | <b>Net profit/ (loss) before exceptional, extraordinary items and tax, as restated</b> | <b>45.47</b>                          | <b>72.34</b>   | <b>11.50</b>   | <b>30.70</b>  |
|          | Exceptional items  | -                                     | -              | -              | -             |
| <b>4</b> | <b>Net profit/ (loss) before extraordinary items and tax, as restated</b>              | <b>45.47</b>                          | <b>72.34</b>   | <b>11.50</b>   | <b>30.70</b>  |
|          | Extraordinary items  | -                                     | -              | -              | -             |
| <b>5</b> | <b>Net profit/ (loss) before tax, as restated</b>                                      | <b>45.47</b>                          | <b>72.34</b>   | <b>11.50</b>   | <b>30.70</b>  |
|          | Tax expense:   |                                       |                |                |               |
|          | (i) Current tax  | 8.67                                  | 18.68          | 2.82           | 9.78          |
|          | (ii) Deferred tax (asset)/liability  | 11.23                                 | 3.50           | 0.65           | 0.00          |
|          | (iii) Mat Credit   | -6.24                                 |                |                |               |
| <b>6</b> | <b>Total tax expense</b>   | <b>13.66</b>                          | <b>22.18</b>   | <b>3.47</b>    | <b>9.78</b>   |
| <b>7</b> | <b>Profit/ (loss) for the year/ period, as restated</b>                                | <b>31.81</b>                          | <b>50.16</b>   | <b>8.03</b>    | <b>20.92</b>  |

**STATEMENT OF CASH FLOW AS RESTATED**
**ANNEXURE III**
*(Rs. in Lacs)*

| Particulars   | 30.06.2017   | 2017          | 2016         | 2015         |
|---|--------------|---------------|--------------|--------------|
| <b>Cash flow from operating activities:</b>               |              |               |              |              |
| Net profit before tax as per statement of profit and loss | 45.47        | 72.34         | 11.50        | 30.70        |
| <b>Adjusted for:</b>                                      |              |               |              |              |
| Depreciation  | 4.61         | 8.36          | 2.29         | 0.00         |
| Interest paid   | 18.38        | 32.07         | 2.61         | 0.17         |
| Interest income   | (0.16)       | (0.52)        | (0.55)       | (0.08)       |
| <b>Operating cash flow before working capital changes</b> | <b>68.30</b> | <b>112.25</b> | <b>15.85</b> | <b>30.79</b> |
| <b>Adjusted for:</b>                                      |              |               |              |              |

| Particulars  | 30.06.2017    | 2017           | 2016          | 2015          |
|--|---------------|----------------|---------------|---------------|
| (Increase)/Decrease in Inventories                           | -36.61        | -219.59        | -38.48        | -46.92        |
| (Increase)/Decrease in Trade Receivables                     | -536.78       | -648.78        | 349.97        | -592.00       |
| (Increase)/Decrease in Short Term Loans & Advances           | -48.89        | -241.09        | -47.40        | -1.86         |
| (Increase)/Decrease in other current assets                  | -0.62         | -0.16          | -             | -             |
| Increase/(Decrease) in Other non current Assets              | -0.01         | -2.36          | 4.82          | -12.04        |
| Increase/(Decrease) in Trade Payables                        | 572.30        | 511.41         | 204.15        | 582.48        |
| Increase/(Decrease) in Other Current Liabilities             | 17.17         | 6.70           | 8.30          | 3.80          |
| Increase/(Decrease) in Short Term Provisions                 | 3.73          | 0.82           | 5.13          | 0.10          |
| Increase/(Decrease) in other non current liabilities         | -             | -              | -             | 0.05          |
| <b>Cash generated from operations</b>                        | <b>38.59</b>  | <b>-480.80</b> | <b>94.04</b>  | <b>-35.60</b> |
| Income taxes paid  | -5.54         | 5.73           | 8.17          | 0.00          |
| <b>Net cash flow from operating activities(A)</b>            | <b>44.13</b>  | <b>-486.53</b> | <b>85.87</b>  | <b>-35.60</b> |
| <b>Cash flow from investing activities:</b>                  |               |                |               |               |
| Purchase of Fixed Assets                                     | -91.55        | -136.83        | -79.49        | 0.00          |
| proceeds from sale of fixed assets                           |               |                |               |               |
| Investment made during the year                              | 0.00          | -5.00          | 0.00          | 0.00          |
| Increase/(Decrease) in Long Term Loans and Advances          | 4.43          | 37.32          | -46.75        | 0.00          |
| Interest Income  | 0.16          | 0.52           | 0.55          | 0.08          |
| <b>Net cash used in investing activities (B)</b>             | <b>-86.96</b> | <b>-103.99</b> | <b>125.69</b> | <b>0.08</b>   |
| <b>Cash flow from financing activities:</b>                  |               |                |               |               |
| Proceeds from Issue of Share Capital                         | 0.00          | 10.91          | 2.70          | 1.00          |
| Securities premium received                                  | 0.00          | 169.18         | 40.50         | 0.00          |
| Increase/(Decrease) in Short Term Borrowings                 | 49.87         | 421.72         | 26.37         | 0.00          |
| Increase/(Decrease) in Long Term Borrowings                  | 41.33         | 9.26           | -13.17        | 51.11         |
| Interest Paid  | -18.38        | -32.07         | -2.61         | -0.17         |
| <b>Net cash flow from/(used in) financing activities (C)</b> | <b>72.82</b>  | <b>579.00</b>  | <b>53.79</b>  | <b>51.94</b>  |
| Net increase/(decrease) in cash & cash equivalents (A+B+C)   | 29.99         | -11.52         | 13.97         | 16.42         |
| Cash & cash equivalents as at beginning of the year          | 18.87         | 30.39          | 16.42         | 0.00          |
| <b>Cash &amp; cash equivalents as at end of the year</b>     | <b>48.86</b>  | <b>18.87</b>   | <b>30.39</b>  | <b>16.42</b>  |

#### ANNEXURE-IV

### **SIGNIFICANT ACCOUNTING POLICY AND NOTES TO THE RESTATED SUMMARY STATEMENTS**

#### **A.BACKGROUND**

Soni Soya Products Limited was incorporated in the year 2014. It is engaged in the business of manufacturing and trading of organic and non GMO agricultural products such as Soya, Maize, Wheat, Flax seeds and Mustard.

#### **B. STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES**

##### **1. BASIS OF PREPARATION OF FINANCIAL STATEMENTS**

The Restated Summary Statement of Assets and Liabilities of the Company as on June 30 2017, March 31, 2017, March 31, 2016 & March 31, 2015 and the Restated Summary Statement of Profit and Loss and Restated Summary Statements of Cash Flows for the period/ years ended on June 30, 2017, March 31, 2017, March 31, 2016 & March 31, 2015 and the annexure thereto



(collectively, the “**Restated Financial Statements**” or “**Restated Summary Statements**”) have been extracted by the management from the Financial Statements of the Company for the period/years ended June 30 2017, March 31 2017, March 31 2016 & March 31 2015.

The financial statements are prepared and presented under the historical cost convention and evaluated on a going-concern basis using the accrual system of accounting in accordance with the accounting principles generally accepted in India (Indian GAAP) and the requirements of the Companies Act, 1956 (up to March 31, 2014), and notified sections, schedules and rules of the Companies Act 2013 (with effect from April 01, 2014), including the Accounting Standards as prescribed by the Companies (Accounting Standards) Rules, 2006 as per section 211(3C) of the Companies Act, 1956 (which are deemed to be applicable as Section 133 of the Companies Act, 2013 (“the Act”) read with Rule 7 of Companies (Accounts) Rules, 2014).

#### **A. USE OF ESTIMATES**

The preparation of financial statements in conformity with Generally Accepted Accounting Principles (GAAP) requires the management of the Company to make estimates and assumptions that affect the reported balances of assets and liabilities and disclosures relating to the contingent liabilities, if any, as at the date of the financial statements and reported amounts of income and expenses during the year. Examples of such estimates include provision for income tax and the useful lives of fixed assets. The difference between the actual results and estimates are recognized in the period in which results are known or materialized.

#### **B. CURRENT-NON-CURRENT CLASSIFICATION**

All assets and liabilities are classified into current and non-current.

##### ***Assets***

An asset is classified as current when it is expected to be realized in, or is intended for sale or consumption in, the company’s normal operating cycle or it is held primarily for the purpose of being traded or it is expected to be realized within 12 months after the reporting date or it is cash or cash reporting date or it is cash or cash equivalent unless it is restricted from being exchanged or expected to be used to settle a liability for at least 12 months after the reporting date. Current assets include the current portion of non-current assets. All other assets are classified as non-current.

##### ***Liabilities***

A liability is classified as current when it is expected to be settled in the company’s normal operating cycle or it is held primarily for the purpose of being traded or it is due to be settled within 12 months after the reporting date or the company does not have an unconditional right to defer settlement of the liability for at least 12 months after the reporting date. Terms of the liability that could, at the option of the counterparty, result in its settlement by the issue of equity instruments do not affect its classification. Current liabilities include current portion of non-current liabilities. All other liabilities are classified as non-current.

#### **C. INVENTORIES**

The inventories are valued at lower of cost or net realizable value. Cost is determined based on FIFO method as permitted by the AS 2 – “Valuation of Inventory”.

#### **D. FIXED ASSETS AND DEPRECIATION**

##### ***Fixed Assets***

Fixed assets are stated at historical cost less accumulated depreciation and impairment losses. Cost includes purchase price and all other attributable cost to bring the assets to its working condition for the intended use. Subsequent expenditures related to an item of tangible 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. Projects under which assets are not ready for their intended use are shown as Capital Work-in- Progress. Cost includes cost of purchase, construction of

foundation, technical services related to installation, borrowing costs and other overheads relating to projects.

## **Depreciation**

### **Tangible Fixed Assets**

Pursuant to Companies Act, 2013 ('the Act') being effective from 1 April 2014, the Company has revised depreciation rates on tangible fixed assets as per the useful life specified in Part 'C' of Schedule II of the Act.

In accordance with AS-6 "Depreciation", depreciation on tangible fixed assets is computed on considering useful life provided in the Schedule - II of the Act. The Company has followed the method of depreciation i.e. Straight Line Method, consistently over the period of time.

### **Intangible Fixed Assets**

Intangibles such as software is amortised over a period of 5 years based on its estimated useful life.

## **E. REVENUE RECOGNITION**

- i. Revenue from sale of goods is recognized when all significant risk and rewards of the ownerships are transferred to the customers and stated at net of trade discount and rebates and no significant uncertainties exist regarding the amount of consideration that will be derived from the sale of the goods and regarding its collection.
- ii. Other income is accounted for on accrual basis in accordance with Accounting Standards (AS) 9- "Revenue Recognition".

## **F. FOREIGN CURRENCY TRANSACTIONS**

Transaction denominated in foreign currencies are normally recorded at the exchange rate prevailing at the time of the transaction and any income or expenses on account of exchange difference either on settlement or on translation is recognized in the Statement of profit and Loss except in case where they relate to acquisition of fixed assets in which case they are adjusted with the carrying cost of such assets.

## **G. INVESTMENTS**

Investments, which are readily realizable and 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 long-term investments.

On initial recognition, all investments are measured at cost. The cost comprises purchase price and directly attributable acquisition charges such as brokerage, fees and duties.

Current investments are carried in the financial statements at lower of cost and fair value determined on an individual investment basis. Long-term investments are carried at cost. However, provision for diminution in value is made to recognize a decline other than temporary in the value of the investments.

On disposal of an investment, the difference between its carrying amount and net disposal proceeds is charged or credited to the statement of profit and loss.

## **H. EMPLOYEE BENEFITS**

### **Defined-contribution plans:**

- i. Retirement benefit in the form of provident fund is a defined contribution scheme. The contributions to the provident fund are charged to the statement of profit and loss for the year when an employee renders the related services. The company has no obligation, other than the contribution payable to the provident fund.

## **I. BORROWING COSTS**

Borrowing cost includes interest and amortization of ancillary costs incurred in connection with the arrangement of borrowings. Borrowing costs directly attributable to the acquisition, construction or production of an asset that necessarily takes a substantial period of time to get ready for its intended use or sale are capitalized as part of the cost of the respective asset. All other borrowing costs are expensed in the period they occur.

#### **J.EARNINGS PER SHARE:**

In determining the Earnings Per share, the company considers the net profit after tax which does not include any post tax effect of any extraordinary / exceptional item. The number of shares used in computing basic earnings per share is the weighted average number of shares outstanding during the period.

The number of shares used in computing Diluted earnings per share comprises the weighted average number of shares considered for computing Basic Earnings per share and also the weighted number of equity shares that would have been issued on conversion of all potentially dilutive shares.

In the event of issue of bonus shares/Share split, the number of equity shares outstanding is increased without an increase in the resources. The number of Equity shares outstanding before the event is adjusted for the proportionate change in the number of equity shares outstanding as if the event had occurred at the beginning of the earliest reporting period.

#### **K. ACCOUNTING FOR TAXES ON INCOME**

Tax expense comprises of current and deferred tax. Current income tax is measured at the amount expected to be paid to the tax authorities in accordance with the Income-tax Act, 1961 enacted in India. The tax rates and tax laws used to compute the amount are those that are enacted or substantively enacted, at the reporting date.

(i) Deferred income taxes reflect the impact of timing differences between taxable income and accounting income originating during the current year and reversal of timing differences for the earlier years. Deferred tax is measured using the tax rates and the tax laws enacted or substantively enacted at the reporting date.

(ii) Deferred tax liabilities are recognized for all taxable timing differences. Deferred tax assets are recognized for deductible timing differences only to the extent that there is reasonable certainty that sufficient future taxable income will be available against which such deferred tax assets can be realized. In situations where the Company has unabsorbed depreciation or carry forward tax losses, all deferred tax assets are recognized only if there is virtual certainty supported by convincing evidence that they can be realized against future taxable profits.

The carrying amount of deferred tax assets are reviewed at each reporting date. The company writes- down the carrying amount of a deferred tax asset to the extent that it is no longer reasonably certain or virtually certain, as the case may be, that sufficient future taxable income will be available against which deferred tax asset can be realized. Any such write-down is reversed to the extent that it becomes reasonably certain or virtually certain, as the case may be, that sufficient future taxable income will be available.

#### **L. IMPAIRMENT OF ASSETS**

The company assesses at each reporting date whether there is an indication that an asset may be impaired. If any indication exists, or when annual impairment testing for an asset is required, the company estimates the asset's recoverable amount. An asset's (including goodwill) recoverable amount is the higher of an assets net selling price and its value in use. The recoverable amount is determined for an individual asset, unless the asset does not generate cash inflows that are largely independent of those from other assets or groups of assets. Where the carrying amount of an asset exceeds its recoverable amount, the asset is considered impaired and is written down to its recoverable amount. In assessing value in use, the estimated future cash flows are discounted to their present value using a pre-tax discount rate that reflects current market assessments of the time

value of money and the risks specific to the asset. In determining net selling price, recent market transactions are taken into account, if available. If no such transactions can be identified, an appropriate valuation model is used.

(ii) After impairment, depreciation/ amortization is provided on the revised carrying amount of the asset over its remaining useful life.

## **M. CONTINGENT LIABILITIES AND PROVISIONS**

Provisions are recognized only when there is a present obligation as a result of past events and when a reliable estimate of the amount of obligation can be made.

Contingent Liability is disclosed for

- a) Possible obligation which will be confirmed only by future events not wholly within the control of the Company or
- b) Present obligations arising from the past events where it is not probable that an outflow of resources will be required to settle the obligation or a reliable estimate of the amount of the obligation cannot be made.
- c) Contingent Assets are not recognized in the financial statements since this may result in the recognition of income that may never be realized. A disclosure for a contingent liability is made when there is a possible obligation or a present obligation that may, but probably will not, require an outflow of resources. Where there is a possible obligation or a present obligation that the likelihood of outflow of resources is remote, no provision or disclosure is made.

## **N.CASH FLOW:**

Cash flows are reported using the indirect method, whereby profit before tax is adjusted for the effects of transactions of non-cash nature, any deferrals or accruals of past or future operating cash receipts or payments and item of income or expenses associated with investing or financing cash flows. Cash flows from operating, investing and financing activities of the Company are segregated, accordingly.

## **O. CHANGES IN ACCOUNTING POLICIES IN THE PERIOD/YEARS COVERED IN THE RESTATED FINANCIALS**

There is no change in significant accounting policy .

## **P. NOTES ON RESTATEMENTS MADE IN THE RESTATED FINANCIALS**

1. The financial statements including financial information have been prepared after making such regroupings and adjustments, considered appropriate to comply with the same. As result of these regroupings and adjustments, the amount reported in the financial statements/information may not necessarily be same as those appearing in the respective audited financial statements for the relevant years.
2. The Company does not have information as to which of its supplier are Micro small and Medium Enterprise registered under The Micro small and Medium Enterprise Development Act 2006. Consequently the liability, if any, of interest which would be payable under The Micro small and Medium Enterprise Development Act 2006, cannot be ascertained. However, the Company has not received any claims in respect of such interest and as such, no provision has been made in the books of accounts.

### **3. Segment reporting**

#### **(i) Business Segment**

- (a) The business segment has been considered as the primary segment.
- (b) The Company's primary business segments are reflected based on principal business activities, the nature of service, the differing risks and returns, the organization structure and the internal financial reporting system.

- (c) The Company's primary business comprises of Sale of Soyabean seeds and since it is the only reportable segment as envisaged in Accounting Standard 17 'Segment Reporting'. Accordingly, no separate disclosure for Segment reporting is required to be made in the financial statements of the Company.

## (ii) Geographical Segment

The Company operates in one Geographical Segment namely "within India" and hence no separate information for geographic segment wise disclosure is required.

## 4. Related Party Disclosure (AS 18)

Related party transactions are reported as per AS-18 of Companies (Accounting Standards) Rules, 2006, as amended, in the **Annexure – S** of the enclosed financial statements.

## 5. Earnings Per Share (AS 20):

Earnings per Share have been calculated is already reported in the **Annexure –R** of the enclosed financial statements.

## 6. Accounting For Taxes on Income (AS 22)

Deferred Tax liability/Asset in view of Accounting Standard – 22: "Accounting for Taxes on Income" as at the end of the year/period is reported as under:

| Particulars                           | 30.06.2017    | 2016-17       | 2015-16       | 2014-15     |
|---------------------------------------|---------------|---------------|---------------|-------------|
| Depreciation as Per Companies Act     | 4.61          | 8.36          | 2.29          | 0.00        |
| Depreciation as per Income Tax Act    | 42.03         | 20.01         | 4.48          | 0.00        |
| Timing Difference Due to Depreciation | 37.42         | 11.68         | 2.19          | 0.00        |
| <b>Closing Deferred Tax Liability</b> | <b>15.38</b>  | <b>4.16</b>   | <b>0.65</b>   | <b>0.00</b> |
| Normal Tax Rates                      | <b>30.00%</b> | <b>30.00%</b> | <b>30.00%</b> | -           |

## 7. Provisions, Contingent Liabilities and Contingent Assets (AS 29)

Contingent liabilities and commitments (to the extent not provided for). There are no contingent liabilities as on June 30, 2017.

## 8. Material adjustments [as per sebi (icdr) regulations, 2009]

Appropriate adjustments have been made in the restated financial statements, whenever required, by reclassification of the corresponding items of assets, liabilities and cash flow statement, in order to ensure consistency and compliance with requirement of Company Act 1956, and as replaced by Company Act 2013 after 01<sup>st</sup> April 2014 and Accounting Standards.

The Summary of results of restatements made in the audited financial statements of the Company for the respective period / years and their impact on the profit / (losses) of the Company is as under.

### Statement of adjustments in the Financial Statements

The reconciliation of Profit after tax as per audited results and the Profit after tax as per Restated Accounts is presented below in Table-1. This summarizes the results of restatements made in the audited accounts for the respective years/ period and its impact on the profit & losses of the company.

### 1. Statement of Profit and Loss after Tax

**Table -1**

(Amount in Lakhs)

| Particulars   | 30.06.2017   | 2016-17      | 2015-16      | 2014-15      |
|---|--------------|--------------|--------------|--------------|
| <b>Net Profit After Tax as per audited accounts but before adjustments for restated accounts:</b> | <b>31.81</b> | <b>51.45</b> | <b>11.59</b> | <b>15.47</b> |
| Short (Excess) Deferred tax liability provided  | 0            | 0            | (0.65)       | 0            |
| (Short)/Excess Provision of exchange gain/loss  | -            | (1.02)       | (7.37)       | 8.30         |

| Particulars  | 30.06.2017   | 2016-17      | 2015-16     | 2014-15      |
|--|--------------|--------------|-------------|--------------|
| (Short)/ Excess Provision for Taxation                       | -            | (0.27)       | 4.46        | (2.86)       |
| <b>Net Adjustment in Profit and Loss Account</b>             | -            | (1.29)       | (3.56)      | 5.45         |
| <b>Net Profit/(Loss) After Tax as per Restated Accounts:</b> | <b>31.81</b> | <b>50.16</b> | <b>8.03</b> | <b>20.92</b> |

**a) Adjustment on account of Provision of Deferred Tax:**

During the FY.2015-16 company has failed to create deferred tax liability on depreciation, which has been corrected in the restated financials statements.

**b) Adjustment on account of Exchange gain/loss on debtors**

Exchange gain/loss on closing debtors have been calculated and the effect for the same has been taken in restated financials.

**c) Adjustment on account of taxation**

The income tax has been provided on basis of restated profits and MAT credit entitlement has been recognised in the year in which it occurred.

**9. Realizations:**

In the opinion of the Board and to the best of its knowledge and belief, the value on realisation of current assets, loans and advances will, in the ordinary course of business, not be less than the amounts at which they are stated in the Balance sheet.

**10. Contractual liabilities**

All other contractual liabilities connected with business operations of the Company have been appropriately provided for.

**11. Disclosure under Micro, Small and Medium Enterprises Development Act, 2006**

Under the Micro, Small and Medium Enterprises Development Act, 2006 read with notification no. 8/7/2006 – CDN dt 17/05/2007, certain disclosures are required to be made relating to Micro, Small and Medium Enterprises. The Company is in the process of compiling relevant information from its suppliers about their coverage under the said Act. Since the relevant information is not readily available, no disclosures have been made in the accounts. However in the view of the management, the impact of interest, if any, that may be payable as per the provisions of this Act is not expected to be material.

**1. DETAILS OF SHARE CAPITAL AS RESTATED**

*Annexure – A*

*(Rs. in Lacs)*

| Particulars                                    | 30.06.2017 | 2017     | 2016   | 2015   |
|--|------------|----------|--------|--------|
| <b>Share capital</b>                           |            |          |        |        |
| <b>Authorised:</b>                             |            |          |        |        |
| Equity shares of Rs. 10/- each                 | 50.00      | 50.00    | 3.70   | 1.00   |
| <b>Share Capital</b>                           |            |          |        |        |
| <b>Issued, subscribed &amp; fully paid up:</b> |            |          |        |        |
| Equity shares of Rs. 10/- each                 | 1,46,148   | 1,46,148 | 37,000 | 10,000 |
| <b>Share Capital (in Rs )</b>                  | 14.61      | 14.61    | 3.70   | 1.00   |
| <b>TOTAL</b>                                   |            |          |        |        |

**1. Terms/rights attached to equity shares:**

- The company has only one class of shares referred to as equity shares having a par value of Rs.10/-. Each holder of equity shares is entitled to one vote per share.
- In the event of liquidation of the Company, the holders of equity shares shall be entitled to receive any of the remaining assets of the Company, after distribution of all preferential

amounts. The amount distributed will be in proportion to the number of equity shares held by the shareholders.

2. The figures disclosed above are based on the restated summary statement of assets and liabilities of the Company.
3. Company does not have any Revaluation Reserve.
4. The above statement should be read with the significant accounting policies and notes to restated summary statements of assets and liabilities, profits and losses and cash flows appearing in Annexures IV, I, II and III.

**2. Reconciliation of number of shares outstanding at the beginning and at the end of the period:**

| Particulars   | 30.06.2017      | 2017            | 2016          | 2015          |
|---|-----------------|-----------------|---------------|---------------|
| Equity shares outstanding at the beginning of the year  | 1,46,148        | 37,000          | 10,000        | -             |
| Add: Shares issued during the year                      | -               | 1,09,148        | 27,000        | 10,000        |
| <b>Equity shares outstanding at the end of the year</b> | <b>1,46,148</b> | <b>1,46,148</b> | <b>37,000</b> | <b>10,000</b> |

**3. Details of Shareholders holding more than 5% of the aggregate shares in the Company (In terms of No. of Shares Holding)**

| Particulars     | 30.06.2017 | 2017   | 2016   | 2015  |
|-----------------|------------|--------|--------|-------|
| Dilip Soni      | 92,305     | 92,305 | 34,125 | 9,000 |
| Javed Ali       | 51,968     | 51,968 | 1,000  | 1,000 |
| Balendra Shukla | -          | -      | 1,875  | -     |

**4. Details of Shareholders holding more than 5% of the aggregate shares in the Company (In terms of % Holding)**

| Particulars     | 30.06.2017 | 2017  | 2016  | 2015  |
|-----------------|------------|-------|-------|-------|
| Dilip Soni      | 63.16      | 63.16 | 92.23 | 90.00 |
| Javed Ali       | 35.56      | 35.56 | 2.70  | 10.00 |
| Balendra Shukla | -          | -     | 5.07  | -     |

**DETAILS OF RESERVES & SURPLUS AS RESTATED**

**Annexure- A**

**(Rs. in Lacs)**

| Particulars  | 30.06.2017    | 2017          | 2016         | 2015         |
|--|---------------|---------------|--------------|--------------|
| <b>Surplus in statement of Profit &amp; Loss</b>                   |               |               |              |              |
| Opening balance  | 79.11         | 28.95         | 20.93        | -            |
| Add: Profit for the year/ period                                   | 31.81         | 50.16         | 8.03         | 20.92        |
| <b>Net Surplus in the statement of profit and loss account (A)</b> | <b>110.92</b> | <b>79.11</b>  | <b>28.96</b> | <b>20.92</b> |
| Opening Balance Securities Premium                                 | 209.68        | 40.50         | -            | -            |
| Add : Received during the year                                     | -             | 169.18        | 40.50        | -            |
| <b>Total Securities Premium(B)</b>                                 | <b>209.68</b> | <b>209.68</b> | <b>40.50</b> | <b>-</b>     |
| <b>TOTAL (A+B)</b>   | <b>320.60</b> | <b>288.79</b> | <b>69.46</b> | <b>20.92</b> |

**DETAILS OF LONG TERM BORROWING AS RESTATED**

**ANNEXURE- B**

**(Rs. in Lacs)**

| Particulars                         | 30.06.2017 | 2017  | 2016  | 2015 |
|-------------------------------------|------------|-------|-------|------|
| <b>Secured</b>                      |            |       |       |      |
| From Banks & Financial Institutions | 88.53      | 47.20 | 11.59 | -    |

| Particulars         | 30.06.2017   | 2017         | 2016         | 2015         |
|---------------------|--------------|--------------|--------------|--------------|
| <b>TOTAL A</b>      | 88.53        | 47.20        | 11.59        | -            |
|                     |              |              |              |              |
| <b>Unsecured</b>    |              |              |              |              |
| Loan from Directors | -            | -            | 26.35        | 51.11        |
| <b>TOTAL B</b>      | -            | -            | 26.35        | 51.11        |
| <b>TOTAL A+B</b>    | <b>88.53</b> | <b>47.20</b> | <b>37.94</b> | <b>51.11</b> |

**DETAILS OF SHORT TERM BORROWINGS AS RESTATED**

**ANNEXURE B**

(Rs. in Lacs)

| Particulars    |               | 2017          | 2016         | 2015        |
|----------------|---------------|---------------|--------------|-------------|
| <b>Secured</b> |               |               |              |             |
| From Banks     | 497.96        | 448.09        | 26.37        | 0.00        |
| <b>TOTAL</b>   | <b>497.96</b> | <b>448.09</b> | <b>26.37</b> | <b>0.00</b> |

**A) STATEMENT OF PRINCIPAL TERMS OF LONG TERM SECURED LOANS AND ASSETS CHARGED AS SECURITY**

**ANNEXURE B(A))**

| Name of lender                       | Guarantors  | Purpose                              | Sanction Amount | Rate of interest               | Securities offered   | Re-payment schedule  | Moratorium | Outstanding Amt as on June 30, 2017 |
|--------------------------------------|---|--------------------------------------|-----------------|--------------------------------|----------------------|--|------------|-------------------------------------|
| <b>From HDFC Bank Ltd(Trailer)</b>   | NA  | Vehicle Loan                         | 1850 000/-      | As per sanction terms          | Vehicle              | Repayment Schedule of Rs. 49500 starting from 31/07/2015 upto 05/06/2019 | NA         | 10.46                               |
| <b>Union Bank of India Term Loan</b> | Dilip Kumar Soni, Javed Ali, Balendra Shukla, Kirit | For Acquisition of plant & Machinery | 3800 000/-      | MCL1Y+ 3.65-0.25%+0.25=12.95 % | *1<br>*2<br>*3<br>*4 | Repayable in 60 Installments   | NA         | 30.79                               |



| Name of lender   | Guarantors                 | Purpose       | Sanction Amount | Rate of interest | Securities offered | Repayment schedule  | Moratorium | Outstanding Amt as on June 30, 2017 |
|--|----------------------------|---------------|-----------------|------------------|--------------------|---|------------|-------------------------------------|
|  | Ram Lal Patel, Apoor Patel |               |                 |                  |                    |   |            |                                     |
| <b>Tata Motor Finance Limited<br/>A/c No.5002301919</b>          | NA                         | Vehicle Loan  | 2850000/-       | 10.55%           | Vehicle            | Repayment Schedule of Rs. 80,887 starting from 15/07/2017 upto 15/03/2021 | NA         | 28.50                               |
| <b>Tata Motor Finance Limited<br/>A/c No.5002301921</b>          | NA                         | Vehicle Loan  | 2850000/-       | 10.55%           | Vehicle            | Repayment Schedule of Rs. 80,887 starting from 15/07/2017 upto 15/03/2021 | NA         | 28.50                               |
|  |                            |               |                 |                  |                    |   |            |                                     |
| <b>Tata Capital Housing Finance Ltd. (P. Square Office Loan)</b> | NA                         | Property Loan | 1750000/-       | 12.75            | Property           | Repayment Schedule of Rs. 2587  | NA         | 16.88                               |

| Name of lender | Guarantors | Purpose | Sanction Amount | Rate of interest | Securities offered | Re-payment schedule                          | Moratorium | Outstanding Amt as on June 30, 2017 |
|----------------|------------|---------|-----------------|------------------|--------------------|--|------------|-------------------------------------|
|                |            |         |                 |                  |                    | 2/- starting from 09/03/2017 upto 09/02/2027 |            |                                     |
| <b>Total</b>   |            |         |                 |                  |                    |  |            | <b>115.13</b>                       |

**F) STATEMENT OF PRINCIPAL TERMS OF SHORT TERM SECURED LOANS AND ASSETS CHARGED AS SECURITY**

**ANNEXURE B(B)**

*(Rs. in Lacs)*

| Name of lender              | Guarantor   | Purpose       | Sanction Amount | Rate of interest           | Securities offered   | Re-payment schedule | Moratorium | Outstanding Amt as on June 30, 2017 |
|-----------------------------|---|---------------|-----------------|----------------------------|----------------------|---------------------|------------|-------------------------------------|
| Union Bank of India Epc A/C | Dilip Kumar Soni, Javed Ali, Balendra Shukla, Kirit Ramanlal Patel, Apoor Patel | Business loan | 45000 000/-     | MCL1Y+1.40 =10.70%         | *1<br>*2<br>*3<br>*4 | On demand           | NA         | 199.61                              |
| Union Bank of India CC A/C  | Dilip Kumar Soni, Javed Ali, Balendra Shukla, Kirit                             | Business loan | 45000 000/-     | MCL1Y+3.65 - 0.25%=12.70 % | *1<br>*2<br>*3<br>*4 | On demand           | NA         | 298.35                              |

| Name of lender | Guarantor                   | Purpose | Sanction Amount | Rate of interest | Securities offered | Re-payment schedule | Moratorium | Outstanding Amt as on June 30, 2017 |
|----------------|-----------------------------|---------|-----------------|------------------|--------------------|---------------------|------------|-------------------------------------|
|                | Ramanlal Patel, Apoor Patel |         |                 |                  |                    |                     |            |                                     |
| <b>Total</b>   |                             |         |                 |                  |                    |                     |            | <b>497.96</b>                       |

\*1. E.M. of House Property situated at HIG House No. 231, Sulem Sarai Awas Yojana, Pritam Nagar Pargana & Tehsil Allahabad admeasuring 162.00 Sq. Mtrs. Owned by Shri. Balendra Shukla S/o Late Shri Siddharth Shukla valued 78.00 Lacs.

\*2. MOE of Property situated at Flat No. A-217, Second Floor Vasundhara Apartment, Near Vandana Nagar, Indore admeasuring 504 Sq.Fts. owned by Mr. Dilip Kumar Soni. Valued 4.00 Lacs.

\*3. E.M. of House Property situated at Plot/Survey No. 686-89, 698-700/9 & 701, Flat No. A-901, Ninth Floor Tower A, Iscon Heights, Opp. GEB Goyri Main Road, Gotri Vadodara, Gujarat admeasuring 3732.00 Sq.Fts owned by Mr. Kirit Ramanlal Patel & Mr. Apoor Kirit Patel valued 158.00 Lacs.

\*4. E.M. of Commercial Premises i.e. Office No. 904, (Plot/Survey No. 155/1, 155/2, 153/ Ninth Floor Tower No. 1, Iscon Atria Opp. GEB Gotri Main Road, Gotri Vadodara, Gujarat admeasuring 2135.00 Sq.Fts. owned by Mr. Kirit Patel & Mr. Apoor Patel valued 102.00 Lacs.

1. The figures disclosed above are based on the restated summary statement of assets and liabilities of the Company.
2. The above statement should be read with the significant accounting policies and notes to restated summary statements of assets and liabilities, profits and losses and cash flows appearing in Annexures IV, I, II and III.
3. List of persons/entities classified as 'Promoters' and 'Promoter Group Companies' and Related Parties has been determined by the Management and relied upon by the Auditors. The Auditors have not performed any procedure to determine whether the list is accurate and complete.
4. The terms and conditions and other information in respect of Secured Loans as on 30.06.2017 are given in Annexure -B (A)
5. The terms and conditions and other information in respect of Unsecured Loans as on 30.06.2017 are given in Annexure - B (B)

#### **DETAILS OF DEFERRED TAX (ASSETS)/ LIABILITIES (NET) AS RESTATED**

#### **ANNEXURE C**

**(Rs. in Lacs)**

| Particulars                           |              | 2017        | 2016        | 2015     |
|---------------------------------------|--------------|-------------|-------------|----------|
| Timing Difference Due to Depreciation | 37.42        | 11.68       | 2.18        | 0.00     |
| <b>Deferred Tax Liability(A)</b>      | <b>15.38</b> | <b>4.16</b> | <b>0.65</b> | <b>-</b> |

*Note:* The above statement should be read with the significant accounting policies and notes to restated summary statements of assets and liabilities, profits and losses and cash flows appearing in Annexures IV, I, II and III.

**DETAILS OF LONG TERM LIABILITIES AS RESTATED****ANNEXURE– D****(Rs. in Lacs)**

| Particulars                     |             | 2017        | 2016        | 2015        |
|---------------------------------|-------------|-------------|-------------|-------------|
| Advance received from customers | 0.05        | 0.05        | 0.05        | 0.05        |
| <b>TOTAL</b>                    | <b>0.05</b> | <b>0.05</b> | <b>0.05</b> | <b>0.05</b> |

**Notes:**

- 1.The figures disclosed above are based on the restated summary statement of assets and liabilities of the Company.
2. The above statement should be read with the significant accounting policies and notes to restated summary statements of assets and liabilities, profits and losses and cash flows appearing in Annexures IV, I, II and III.
3. Amount due to entities covered under Micro, Small and Medium Enterprises as defined in the Micro, Small, Medium Enterprises Development Act, 2006, have been identified on the basis of information available with the Company. There was no amount due to any such entities which needs to be disclosed.

**DETAILS OF TRADE PAYABLES AS RESTATED****ANNEXURE- E***(Rs. in Lacs)*

| Particulars                    | 30.06.2017     | 2017          | 2016          | 2015          |
|--------------------------------|----------------|---------------|---------------|---------------|
| For Goods & Services, expenses | 1462.04        | 889.74        | 378.33        | 582.48        |
| <b>TOTAL</b>                   | <b>1462.04</b> | <b>889.74</b> | <b>378.33</b> | <b>582.48</b> |

*Notes:*

1. The figures disclosed above are based on the restated summary statement of assets and liabilities of the Company.
2. The above statement should be read with the significant accounting policies and notes to restated summary statements of assets and liabilities, profits and losses and cash flows appearing in Annexures IV, I, II and III.
3. Amount due to entities covered under Micro, Small and Medium Enterprises as defined in the Micro, Small, Medium Enterprises Development Act, 2006, have been identified on the basis of information available with the Company. There was no amount due to any such entities which needs to be disclosed.

**DETAILS OF OTHER CURRENT LIABILITIES AS RESTATED****ANNEXURE- F***(Rs. in Lacs)*

| Particulars                          | 30.06.2017   | 2017         | 2016         | 2015        |
|--------------------------------------|--------------|--------------|--------------|-------------|
| Advance from customers               | 5.02         | 3.31         | 7.57         | 0.00        |
| Current maturities of long term debt | 26.61        | 13.29        | 4.20         | 0.00        |
| Statutory dues                       | 4.34         | 2.20         | 0.33         | 3.80        |
| Other payables                       |              |              |              |             |
| <b>TOTAL</b>                         | <b>35.97</b> | <b>18.80</b> | <b>12.10</b> | <b>3.80</b> |

**DETAILS OF SHORT TERM PROVISIONS AS RESTATED****ANNEXURE- F***(Rs. in Lacs)*

| Particulars              | 30.06.2017   | 2017         | 2016        | 2015        |
|--------------------------|--------------|--------------|-------------|-------------|
| Provision for Income Tax | 25.33        | 17.35        | 4.41        | 9.78        |
| Provision for others     | 9.78         | 6.05         | 5.23        | 0.10        |
| <b>TOTAL</b>             | <b>35.11</b> | <b>23.40</b> | <b>9.64</b> | <b>9.88</b> |

*Notes:*

1. The figures disclosed above are based on the restated summary statement of assets and liabilities of the Company.
2. The above statement should be read with the significant accounting policies and notes to restated summary statements of assets and liabilities, profits and losses and cash flows appearing in Annexures IV, I, II and III.

**DETAILS OF FIXED ASSETS AS RESTATED****ANNEXUR- G***(Rs. in Lacs)*

| Particulars            | 30.06.2017 | 2017   | 2016  | 2015 |
|------------------------|------------|--------|-------|------|
| <b>Tangible Assets</b> |            |        |       |      |
| Factory Building       | 19.43      | 19.60  | 20.29 | 0.00 |
| Plant and Machinery    | 188.26     | 163.69 | 0.00  | 0.00 |
| Office Equipment       | 1.85       | 1.19   | 0.00  | 0.00 |
| Trailer                | 75.96      | 15.53  | 17.99 | 0.00 |
| Lab Equipment          | 1.06       | 1.09   | 0.00  | 0.00 |

| Particulars                        | 30.06.2017    | 2017          | 2016         | 2015        |
|------------------------------------|---------------|---------------|--------------|-------------|
| Furniture and Fittings             | 4.21          | 2.96          | 0.77         | 0.00        |
| Computers                          | 1.30          | 1.04          | 1.12         | 0.00        |
| <b>Total (A)</b>                   | <b>292.07</b> | <b>205.1</b>  | <b>40.17</b> | <b>0.00</b> |
| <b>Intangible Assets</b>           |               |               |              |             |
| Software                           | 0.52          | 0.55          | 0.29         | 0.00        |
| <b>Total (B)</b>                   | <b>0.52</b>   | <b>0.55</b>   | <b>0.29</b>  | <b>0.00</b> |
| <b>Capital Work In Progress(C)</b> | <b>0.00</b>   | <b>0.00</b>   | <b>36.73</b> | <b>0.00</b> |
| <b>TOTAL (A+B+C)</b>               | <b>292.59</b> | <b>205.65</b> | <b>77.19</b> | <b>0.00</b> |

Notes:

1. The figures disclosed above are based on the restated summary statement of assets and liabilities of the Company.
2. The above statement should be read with the significant accounting policies and notes to restated summary statements of assets and liabilities, profits and losses and cash flows appearing in Annexures IV, I, II and III.

#### DETAILS OF NON-CURRENT INVESTMENTS

#### ANNEXURE– H

(Rs. in Lacs)

| Particulars               | 30.06.2017  | 2017        | 2016        | 2015        |
|---------------------------|-------------|-------------|-------------|-------------|
| Investment in Mutual fund | 5.00        | 5.00        | 0.00        | 0.00        |
| <b>TOTAL</b>              | <b>5.00</b> | <b>5.00</b> | <b>0.00</b> | <b>0.00</b> |

Notes:

1. The figures disclosed above are based on the restated summary statement of assets and liabilities of the Company.
2. The above statement should be read with the significant accounting policies and notes to restated summary statements of assets and liabilities, profits and losses and cash flows appearing in Annexures IV, I, II and III.

#### DETAILS OF LONG TERM LOANS AND ADVANCES AS RESTATED

#### ANNEXURE– I

(Rs. in Lacs)

| Particulars  | 30.06.2017  | 2017        | 2016         | 2015        |
|--|-------------|-------------|--------------|-------------|
| Unsecured, Considered Good unless otherwise stated |             |             |              |             |
| Capital Advances                                   | 5.00        | 9.43        | 46.75        | 0.00        |
| <b>TOTAL</b>                                       | <b>5.00</b> | <b>9.43</b> | <b>46.75</b> | <b>0.00</b> |

Notes:

1. The figures disclosed above are based on the restated summary statement of assets and liabilities of the Company.
2. The above statement should be read with the significant accounting policies and notes to restated summary statements of assets and liabilities, profits and losses and cash flows appearing in Annexures IV, I, II and III.

**DETAILS OF OTHER NON CURRENT ASSETS AS RESTATED****ANNEXURE – J****(Rs. in Lacs)**

| Particulars                                  | 30.06.2017  | 2017        | 2016        | 2015         |
|--|-------------|-------------|-------------|--------------|
| Fixed deposits (Lien against bank guarantee) | 9.59        | 9.58        | 7.22        | 12.04        |
| <b>TOTAL</b>                                 | <b>9.59</b> | <b>9.58</b> | <b>7.22</b> | <b>12.04</b> |

**Note:**

1. The figures disclosed above are based on the restated summary statement of assets and liabilities of the Company.
2. The above statement should be read with the significant accounting policies and notes to restated summary statements of assets and liabilities, profits and losses and cash flows appearing in Annexures IV, I, II and III.

**DETAILS OF INVENTORIES AS RESTATED****ANNEXURE – K****(Rs. in Lacs)**

| Particulars                   | 30.06.2017    | 2017          | 2016         | 2015         |
|-------------------------------|---------------|---------------|--------------|--------------|
| Stock in Trade (Traded Goods) | 155.57        | 199.07        | 39.91        | 46.92        |
| Consumable Stores             | 0.00          | 0.00          | 2.27         | 0.00         |
| Raw Material                  | 66.21         | 61.52         | 43.22        | 0.00         |
| Finished goods                | 119.82        | 44.40         | 0.00         | 0.00         |
| <b>TOTAL</b>                  | <b>341.60</b> | <b>304.99</b> | <b>85.40</b> | <b>46.92</b> |

Note:- Inventory has been physically verified by the management of the Company at the end of respective years/period

**DETAILS OF TRADE RECEIVABLES AS RESTATED****ANNEXURE- L****(Rs. in Lacs)**

| Particulars  | 30.06.2017     | 2017          | 2016          | 2015          |
|--|----------------|---------------|---------------|---------------|
| <b>Outstanding for a period exceeding six months</b>     | 18.53          | 5.67          | 0.00          | 0.00          |
| Unsecured, considered good                               |                |               |               |               |
| <b>Outstanding for a period not exceeding six months</b> | 1409.06        | 885.14        | 242.03        | 592.00        |
| Unsecured and considered Good                            |                |               |               |               |
| <b>TOTAL</b>   | <b>1427.59</b> | <b>890.81</b> | <b>242.03</b> | <b>592.00</b> |

**Note:**

1. The figures disclosed above are based on the restated summary statement of assets and liabilities of the Company.
2. The above statement should be read with the significant accounting policies and notes to restated summary statements of assets and liabilities, profits and losses and cash flows appearing in Annexures IV, I, II and III.
3. List of persons/entities classified as 'Promoters' and 'Promoter Group Companies' and Related Parties has been determined by the Management and relied upon by the Auditors. The Auditors have not performed any procedure to determine whether the list is accurate and complete.

**DETAILS OF CASH AND BANK BALANCES AS RESTATED****ANNEXURE- M****(Rs. in Lacs)**

| Particulars                             | 30.06.2017   | 2017         | 2016         | 2015         |
|---|--------------|--------------|--------------|--------------|
| Cash in hand                            | 42.07        | 16.19        | 27.89        | 13.50        |
| Balances with banks in current accounts | 6.79         | 2.68         | 2.50         | 2.92         |
| <b>Total</b>                            | <b>48.86</b> | <b>18.87</b> | <b>30.39</b> | <b>16.42</b> |

**Note:**

1. The figures disclosed above are based on the restated summary statement of assets and liabilities of the Company.
2. The above statement should be read with the significant accounting policies and notes to restated summary statements of assets and liabilities, profits and losses and cash flows appearing in Annexures IV, I, II and III.

**DETAILS OF SHORT TERM LOANS AND ADVANCES AS RESTATED      ANNEXURE – N**  
(Rs. in Lacs)

| Particulars   | 30.06.2017    | 2017          | 2016         | 2015        |
|---|---------------|---------------|--------------|-------------|
| <b>Unsecured, Considered Good unless otherwise stated</b> |               |               |              |             |
| Advances to Vendors                                       | 313.76        | 276.15        | 43.27        | 0.00        |
| Service Tax receivable                                    | 17.08         | 10.86         | 5.03         | 1.86        |
| Vat receivable  | 0.13          | 3.34          | 0.96         | 0.00        |
| Custom Duty Receivable                                    | 2.03          | 0.00          | 0.00         | 0.00        |
| Mat Credit Entitlement                                    | 6.24          | 0.00          | 0.00         | 0.00        |
| <b>TOTAL</b>  | <b>339.24</b> | <b>290.35</b> | <b>49.26</b> | <b>1.86</b> |

1. The figures disclosed above are based on the restated summary statement of assets and liabilities of the Company.
2. The above statement should be read with the significant accounting policies and notes to restated summary statements of assets and liabilities, profits and losses and cash flows appearing in Annexures IV, I, II and III.
3. List of persons/entities classified as 'Promoters' and 'Promoter Group Companies' and Related Parties has been determined by the Management and relied upon by the Auditors. The Auditors have not performed any procedure to determine whether the list is accurate and complete.

**DETAILS OF OTHER CURRENT ASSETS AS RESTATED      ANNEXURE - O**  
(Rs. in Lacs)

| Particulars                | 30.06.2017  | 2017        | 2016        | 2015        |
|----------------------------|-------------|-------------|-------------|-------------|
| Prepaid Expenses           | 0.21        | 0.16        | 0.00        | 0.00        |
| Insurance Claim Receivable | 0.57        | 0.00        | 0.00        | 0.00        |
| <b>TOTAL</b>               | <b>0.78</b> | <b>0.16</b> | <b>0.00</b> | <b>0.00</b> |

**Note:**

1. The figures disclosed above are based on the restated summary statement of assets and liabilities of the Company.
2. The above statement should be read with the significant accounting policies and notes to restated summary statements of assets and liabilities, profits and losses and cash flows appearing in Annexures IV, I, II and III.

**STATEMENT OF TURNOVER AS RESTATED      ANNEXURE –P**  
(Rs. in Lacs)

| Particulars                      |                | 2017           | 2016           | 2015          |
|----------------------------------|----------------|----------------|----------------|---------------|
| Turnover of Goods comprises of : |                |                |                |               |
| Sale Of Tiles Manufactured       | 582.81         | 1616.28        | 0.00           | 0.00          |
| Sale Of Tiles Traded             | 1320.64        | 1177.09        | 1452.47        | 789.30        |
| Total (A)                        | 1903.45        | 2793.37        | 1452.47        | 789.30        |
| Other Operating Income (B)       | 32.92          | 80.17          | 47.93          | 0.00          |
| <b>Total A+B</b>                 | <b>1936.37</b> | <b>2873.54</b> | <b>1500.40</b> | <b>789.30</b> |



**Note:**

1. The figures disclosed above are based on the restated summary statement of Profit & Loss Account of the Company.
2. The above statement should be read with the significant accounting policies and notes to restated summary statements of assets and liabilities, profits and losses and cash flows appearing in Annexures IV, I, II and III.
3. Turnover of goods includes turnover of manufactured as well as marketed goods

**DETAILS OF OTHER INCOME AS RESTATED****ANNEXURE –Q**  
(Rs. in Lacs)

| Particulars                              | 30.06.2017   | 2017        | 2016         | 2015         |
|--|--------------|-------------|--------------|--------------|
| <b>A. Related &amp; Recurring Income</b> |              |             |              |              |
| Foreign Exchange Fluctuation             | 33.81        | 0.00        | 16.80        | 10.84        |
| Interest Income on Fixed Deposits        | 0.17         | 0.52        | 0.55         | 0.08         |
| Rent income                              | 0.00         | 1.80        | 1.00         | 0.00         |
| Miscellaneous Income                     | 0.31         | 1.28        | 0.70         | 0.00         |
| <b>Total (A)</b>                         | <b>34.29</b> | <b>3.60</b> | <b>19.05</b> | <b>10.92</b> |
| <b>B. Related &amp; Non Recurring</b>    |              |             |              |              |
| Profit on forwards booking               | 0.94         | 0.00        | 0.00         | 0.00         |
| Profit on sale of mutual fund units      | 0.02         | 0.00        | 0.00         | 0.00         |
| <b>Total (B)</b>                         | <b>0.96</b>  | <b>0.00</b> | <b>0.00</b>  | <b>0.00</b>  |
| <b>Total (A+B)</b>                       | <b>35.25</b> | <b>3.60</b> | <b>19.05</b> | <b>10.92</b> |

**Note:**

1. The classification of other income as recurring/not-recurring, related/not-related to business activity is based on the current operations and business activity of the Company as determined by the management.
2. The figures disclosed above are based on the restated summary statement of Profit & Loss Account of the Company.
3. The above statement should be read with the significant accounting policies and notes to restated summary statements of assets and liabilities, profits and losses and cash flows appearing in Annexures IV, I, II and III.

**SUMMARY OF ACCOUNTING RATIOS****Annexure– R**  
(Rs. in Lacs)

| Ratio   | 30.06.2017 | 2017      | 2016      | 2015      |
|---|------------|-----------|-----------|-----------|
| Net worth (A)   | 335.21     | 303.40    | 73.16     | 21.92     |
| Restated Net Profit After Tax (B)   | 31.81      | 50.16     | 8.03      | 20.92     |
| Number of Equity Share outstanding as on the End of period /Year( C)              | 1,46,148   | 1,46,148  | 37,000    | 10,000    |
| Weighted average no of Equity shares at the end of the year (D)                   | 1,46,148   | 46,196    | 32,426    | 10,000    |
| Weighted average no of Equity shares at the end of the year After Bonus Issue (E) | 23,38,368  | 22,38,416 | 22,24,646 | 22,02,220 |
| Current Assets (F)  | 2158.07    | 1505.18   | 407.08    | 657.20    |
| Current Liabilities (G)   | 2031.08    | 1380.03   | 426.44    | 596.16    |
| Face value per share  | 10         | 10        | 10        | 10        |

| Ratio  | 30.06.2017 | 2017   | 2016   | 2015   |
|--|------------|--------|--------|--------|
| Restated Basic and Diluted Earning Per Share After Bonus issue (Rs.) (B/E) | 1.36       | 2.24   | 0.36   | 0.95   |
| Return on net worth (%) (B/A)  | 9.49%      | 16.53% | 10.97% | 95.44% |
| Net asset value per share (Rs)(A/C)  | 229.38     | 207.60 | 197.70 | 219.27 |
| Net asset value per share After Bonus Issue(Rs)                            | 14.33      | 12.98  | 3.28   | 0.99   |
| Current Ratio (Rs.) (F/G)  | 1.06       | 1.09   | 0.95   | 1.10   |

1) The ratios have been computed as below:

(a) Basic earnings per share (Rs. ) - : Net profit after tax as restated for calculating basic EPS / Weighted average number of equity shares outstanding at the end of the period or year

(b) Diluted earnings per share (Rs. ) - : Net profit after tax as restated for calculating diluted EPS / Weighted average number of equity shares outstanding at the end of the period or year for diluted EPS

(c) Return on net worth (%) -: Net profit after tax (as restated) / Net worth at the end of the period or year

(d) Net assets value per share -: Net Worth at the end of the period or year / Total number of equity shares outstanding at the end of the period or year

(e) Net assets value per share (effect of bonus issue of equity shares) - : Net Worth at the end of the period or year / Total number of equity shares outstanding at the end of the period or year (after split and bonus issue)

2) Weighted average number of equity shares is the number of equity shares outstanding at the beginning of the period/year adjusted by the number of equity shares issued during period/year multiplied by the time weighting factor. The time weighting factor is the number of days for which the specific shares are outstanding as a proportion of total number of days during the period/year.

3) Net worth for ratios mentioned in note 1(c) and 1(d) is = Equity share capital + Reserves and surplus ( including, Securities Premium, General Reserve and surplus in statement of profit and loss).

4) The Company has declared bonus shares in the ratio of 15:1 (15 share bonus for Every 1 shares held in Company) dated 09/08/2017 to all existing shares holders. Accordingly, the number of equity shares considered for computation of basic and diluted earnings per share for the period/years ended June 30,2017, March 31, 2017, March 31, 2016, March 31,2015 have been adjusted for the impact of issue of bonus shares.

5) The figures disclosed above are based on the standalone restated summary statements of the Group.

6) The above statement should be read with the significant accounting policies and notes to restated summary statements of assets and liabilities, profits and losses and cash flows appearing in Annexures IV, I, II and III.

#### STATEMENT OF RELATED PARTY TRANSACTION

*Annexure– S*

|   |                                     |
|---|-------------------------------------|
| Names of the related parties with whom transactions were carried out during the years and description of relationship: <b>Directors</b> | Dilip Kumar Soni                    |
|   | Javed Ali                           |
| <b>Relatives of Directors</b>   | Suchitra Soni                       |
| <b>Companies/firm/entities in which Director is significantly influenced</b>  | NFE Foods Private Limited           |
|   | Asha Overseas India Private Limited |
|   | Nature Fresh Export                 |

(Rs. in Lacs)

| SR;<br>No | Nature of Transaction   | 30.06.2017 | 2017     | 2016    | 2015  |
|-----------|---|------------|----------|---------|-------|
| <b>1.</b> | <b>Transaction with Directors</b>   |            |          |         |       |
| A.        | Dilip Kumar Soni  |            |          |         |       |
|           | Opening Balance {Cr./ (Dr)}   | -          | 10.00    | 40.11   | -     |
|           | Loan taken during the Year  | -          | 96.00    | 10.09   | 40.11 |
|           | Less:- Loan repaid during the year  | -          | (106.00) | (40.20) | -     |
|           | Closing Balance {Cr./ (Dr)}   | -          | -        | 10.00   | 40.11 |
|           |   |            |          |         |       |
|           | Shares issued during the year   | -          | 5.82     | 2.51    | 0.90  |
|           | Securities premium received during the year                                       | -          | 90.18    | 37.69   | -     |
|           |   |            |          |         |       |
|           | Directors Remuneration Paid during the year                                       | 3.00       | 18.00    | -       | -     |
|           | Directors Remuneration Payable at the end of the year                             | 0.98       | 4.99     | -       | -     |
|           |   |            |          |         |       |
| B.        | Javed Ali   |            |          |         |       |
|           | Opening Balance {Cr./ (Dr)}   | -          | 16.35    | 11.00   | 0.00  |
|           | Loan taken during the Year  | -          | 84.10    | 15.85   | 11.00 |
|           | Less:- Loan repaid during the year  | -          | (100.45) | (10.50) | -     |
|           | Closing Balance {Cr./ (Dr)}   | -          | -        | 16.35   | 11.00 |
|           |   |            |          |         |       |
|           | Shares issued during the year   | -          | 5.01     | -       | 0.10  |
|           | Securities premium received during the year                                       | -          | 79.00    | -       | -     |
|           |   |            |          |         |       |
|           | Directors Remuneration Paid during the year                                       | 3.75       | 9.00     | 3.72    | -     |
|           | Directors Remuneration Payable at the end of the year                             | 0.63       | 0.51     | 0.53    | -     |
|           |   |            |          |         |       |
| <b>2.</b> | <b>Transaction with Relatives of Directors</b>                                    |            |          |         |       |
| A.        | Suchitra Soni   |            |          |         |       |
|           | Opening Balance {Cr./ (Dr)}   | -          | -        | -       | -     |
|           | Loan given during the year  | -          | 4.41     | -       | -     |
|           | Less: Loan Repaid   | -          | (4.41)   | -       | -     |
|           | Closing Balance Cr./ (Dr)   | -          | -        | -       | -     |
|           |   |            |          |         |       |
| <b>3.</b> | <b>Transaction with Companies in which Directors are significantly influenced</b> |            |          |         |       |
| A.        | NFE Foods Private Limited   |            |          |         |       |
|           | Opening Balance {Cr./ (Dr)}   | ( 1.45)    | (11.45)  | -       | -     |
|           | Purchase During the year  | -          | -        | -       | -     |
|           | Advance Received during the year  | -          | 10.00    | -       | -     |
|           | Less Advance paid against purchase  | -          | -        | (11.45) | -     |
|           | Closing Balance Cr./ (Dr)   | ( 1.45)    | (1.45)   | (11.45) | -     |
|           |   |            |          |         |       |
| B.        | Asha Overseas India Private Limited   |            |          |         |       |
|           | Opening Balance {Cr./ (Dr)}   | -          | (3.76)   | -       | -     |

| SR;<br>No | Nature of Transaction              | 30.06.2017 | 2017    | 2016    | 2015 |
|-----------|------------------------------------|------------|---------|---------|------|
|           | Purchase During the year           | -          | 26.31   | -       | -    |
|           | Advance Received During the year   | -          | 23.76   | 15.00   | -    |
|           | Less Advance paid against purchase | -          | (46.31) | (18.76) | -    |
|           | Closing Balance Cr./(Dr)           | -          | -       | (3.76)  | -    |
| C.        | Nature Fresh Export                |            |         |         |      |
|           | Opening Balance {Cr./(Dr)}         | -          | -       | -       | -    |
|           | Advance Received During the year   | -          | -       | 10.00   | -    |
|           | Less Advance paid against purchase | -          | -       | (10.00) | -    |
|           | Closing Balance Cr./(Dr)           | -          | -       | -       | -    |

### CAPITALISATION STATEMENT AS AT JUNE 30, 2017

### ANNEXURE– T

(Rs. in Lacs)

| Particulars                                | Pre Issue | Post Issue |
|--|-----------|------------|
| <b>Borrowings:</b>                         |           |            |
| Short-term Debt                            | 497.96    |            |
| Long-term Debt (A)                         | 115.14    |            |
| Total debts (B)                            | 613.10    |            |
| <b>Shareholders' Funds (Equity)</b>        |           |            |
| Share Capital                              | 14.61     | [•]        |
| Reserve and Surplus                        | 320.60    | [•]        |
| Less: Miscellaneous Expenses not w/off     | -         | [•]        |
| Total Shareholders' Funds (C)              | 335.21    | [•]        |
| Long term debt / shareholders' funds (A/C) | 0.34      | [•]        |
| Total debt / shareholders' funds (B/C)     | 1.83      | [•]        |

#### Notes:

1. Short term Debts represent which are expected to be paid/ payable within 12 months and excludes instalment of term loans repayable within 12 months.
2. Long term Debts represent debts other than Short term Debts as defined above but includes instalments of term loans repayable within 12 months grouped under other current liabilities
3. The figures disclosed above are based on restated statement of Assets and Liabilities of the Company as at 30/06/2017

### STATEMENT OF TAX SHELTERS

### ANNEXURE – U

(Rs. in Lacs)

| Particulars   | 30.06.2017 | 2017   | 2016   | 2015  |
|---|------------|--------|--------|-------|
| Profit before tax, as restated (A)                        | 45.47      | 72.34  | 11.50  | 30.70 |
| Tax Rate (%) (B)  | 30.90      | 30.90  | 30.90  | 30.90 |
| <b>Adjustments :</b>                                      |            |        |        |       |
| <b>Permanent differences</b>                              |            |        |        |       |
| Interest expense  | 0.02       | 0.01   | 0.05   | 0.00  |
| <b>Total permanent differences (C)</b>                    | 0.02       | 0.01   | 0.05   | 0.00  |
| <b>Timing differences</b>                                 |            |        |        |       |
| Difference between tax depreciation and book depreciation | -37.42     | -11.68 | -2.18  | 0.00  |
| Expenses Disallowed Under Section 35D                     | 0.00       | 0.00   | 0.00   | 0.94  |
| Allowed under section 35D                                 | (0.23)     | (0.23) | (0.23) | 0.00  |

| Particulars   | 30.06.2017       | 2017          | 2016          | 2015          |
|---|------------------|---------------|---------------|---------------|
| Disallowed under section 35D  | 0.00             | 0.00          | 0.00          | 0.94          |
| Expense allowed under section 35D   | -0.23            | -0.23         | -0.23         | 0.00          |
| <b>Total timing differences (D)</b>   | <b>-37.65</b>    | <b>-11.91</b> | <b>-2.41</b>  | <b>0.94</b>   |
| <b>Net taxable income</b>   | <b>7.84</b>      | <b>60.44</b>  | <b>9.14</b>   | <b>31.64</b>  |
| <b>Tax Expenses</b>   | <b>2.42</b>      | <b>18.68</b>  | <b>2.82</b>   | <b>9.78</b>   |
| <b>Book Profit as per MAT *(I)</b>  | <b>45.47</b>     | <b>72.34</b>  | <b>11.50</b>  | <b>30.70</b>  |
| <b>MAT Rate (J)</b>   | <b>19.06</b>     | <b>19.06</b>  | <b>19.06</b>  | <b>19.06</b>  |
| <b>Tax liability as per MAT K=(I*J)</b>   | <b>8.67</b>      | <b>13.78</b>  | <b>2.19</b>   | <b>5.85</b>   |
| <b>Current Tax being Higher of H or K (L)</b>   | <b>8.67</b>      | <b>18.68</b>  | <b>2.82</b>   | <b>9.78</b>   |
| <b>MAT Credit Entitlement (M)</b>   | <b>6.24</b>      | <b>0.00</b>   | <b>0.00</b>   | <b>0.00</b>   |
| <b>Total Tax as per Return of Income (Before Interest under Section 234A,B and C of Income Tax Act, 1961)</b> | <b>Not Filed</b> | <b>18.98</b>  | <b>5.08</b>   | <b>7.21</b>   |
| <b>Tax paid as per “normal” or “MAT”</b>  | <b>Not Filed</b> | <b>Normal</b> | <b>Normal</b> | <b>Normal</b> |

Notes:

1. The aforesaid statement of tax shelters has been prepared as per the restated Summary statement of profits and losses of the Company. The permanent/timing differences have been computed considering the acknowledged copies of the income-tax returns of respective years stated above. The changes in the tax liability and the interest thereon arising on account of assessment proceedings, notices, appeals etc has been adjusted in the tax liability of the year to which the liability pertains.
2. The figures for the period ended June 30<sup>th</sup>, 2017 ,are based on the provisional computation of Total Income prepared by the Company
3. The above statement should be read with the significant accounting policies and notes to restated summary statements of assets and liabilities, profits and losses and cash flows appearing in Annexures IV, I, II and III.

## MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATION

*You should read the following discussion of our financial condition and results of operations together with our Restated Financial Statements which is included in this Draft Prospectus. The following discussion and analysis of our financial condition and results of operations is based on our Restated Financial Statements, as restated for the years ended March 31, 2017 2016 and 2015, and period ended June 30 2017 including the related notes and reports, included in this Draft Prospectus is prepared in accordance with requirements of the Companies Act and restated in accordance with the SEBI Regulations, which differ in certain material respects from IFRS, U.S. GAAP and GAAP in other countries. Our Financial Statements, as restated have been derived from our audited statutory financial statements. Accordingly, the degree to which our Restated Financial Statements will provide meaningful information to a prospective investor in countries other than India is entirely dependent on the reader's level of familiarity with Indian GAAP, Companies Act, SEBI Regulations and other relevant accounting practices in India.*

*This discussion contains forward-looking statements and reflects our current views with respect to future events and financial performance. Actual results may differ materially from those anticipated in these forward-looking statements as a result of certain factors such as those described under "Risk Factors" and "Forward Looking Statements" beginning on pages 19 and 18, respectively, and elsewhere in this Draft Prospectus.*

*Our FY ends on March 31 of each year. Accordingly, all references to a particular FY are to the 12 months ended March 31 of that year.*

### OVERVIEW

Incorporated in 2014, our Company Soni Soya Products Limited is engaged in the business of manufacturing and trading of organic and non GMO agricultural products such as Soya, Maize( Corn), Wheat, Flax seeds and Mustard.

Our Company is registered with U.S. Food and Drug Administration pursuant to the Federal Food Drug Cosmetic Act, as amended by the Bioterrorism Act of 2002 and the FDA Food Safety Modernization Act. Our Company is also registered with Agricultural and Processed Food Products Export Development Authority to export such scheduled products for which it is registered.

Apart from the above, Our Company is accredited with other various certifications namely, FSSAI( Food Safety and Standards Authority of India), National Programme for Organic Production(NPOP), India and the National Organic Program (NOP) technical standards (USA) and INDOCERT Organic Standard for Non - EU Country Operators.

Our Company is well equipped with in-house testing laboratory to test the products. Our finished products has to undergo a strict quality check to ensure that they are of relevant quality as per the standards set. Our products are certified by ISO 22000: 2005, certified by UK Certification & Training Limited for food safety management system.

Our customer base is spread across the globe with presence in countries like Canada, Dubai, South Korea, Sri Lanka, United States of America. The majority of our sales are through direct exports which contributed 97.71%, 82.05% and 67.84% respectively to our total sales for the financial year ended March 31, 2015, 2016, and 2017 respectively.

### SIGNIFICANT DEVELOPMENTS SUBSEQUENT TO THE LAST FINANCIAL YEAR

In the opinion of the Board of Directors of our Company, since the date of the last financial statements disclosed in this Draft Prospectus, there have not arisen any circumstance that materially or adversely affect or are likely to affect the profitability of our Company or the value of its assets or its ability to pay its material liabilities within the next twelve months.

## FACTORS AFFECTING OUR RESULTS OF OPERATIONS

Our business is subjected to various risks and uncertainties, including those discussed in the section titled “*Risk Factors*” beginning on page 19 of this Draft Prospectus. Our results of operations and financial conditions are affected by numerous factors including the following:

- Competition from other players
- Demand for seeds
- Changes in law and laws and regulations
- General economic and business condition

## OVERVIEW OF REVENUE AND EXPENDITURE

### Revenue and Expenditure

**Total Revenue:** Our total revenue comprises of revenue from operations and other income

**Revenue from operations:** Our revenue from operations comprises of revenue from domestic and export sale of organic and non GMO agricultural products such as Soya, Maize (Corn), Wheat, Flax seeds and Mustard, revenue from duty draw back, and sale of MEIS and Vkguy licences.

**Other Income:** Our other income comprises of gain from foreign exchange fluctuations, rental income, interest income, discounts and other non-recurring income.

**Expenses:** Our expenses comprise of Cost of goods sold, Employee benefit expenses, Finance cost, Depreciation and amortisation expenses and other expenses.

**Cost of goods sold:** Cost of goods sold consists of cost of material consumed, purchase of stock in trade and changes in inventories of finished goods and stock in trade.

Cost of material consumed consists of expenditure on raw materials which primarily includes soya bean seeds, mustard seeds, coal, etc.

Changes in inventory of finished goods and stock in trade consist of change in our inventory of finished goods and stock in trade as at the beginning and end of the year.

Purchases of Stock-in-Trade comprise primarily of costs of purchase of atta, crude oil, soya flour, wheat, soya grit, chana dal, maize, masoor, soya doc, etc.

**Employee benefit expense:** Our employee benefit expense consists of salary to staff, directors’ remuneration, and staff welfare expenses.

**Finance costs:** Our finance costs comprises of interest on short-term borrowings, interest on long term borrowings, other borrowing cost, interest on delayed payment of statutory dues, bank charges and Processing fees.

**Depreciation and amortisation expenses:** Tangible assets are depreciated over periods corresponding to their estimated useful lives. Depreciation includes depreciation charged on tangible assets. See “Significant Accounting Policies –Depreciation” on Annexure IV on page 162 onwards of this Draft Prospectus.

**Other expenses:** Other expenses mainly include Audit Fees, AMC expenses, Foreign exchange Fluctuation loss, Cleaning Expenses, Clearing Expenses, Inspection expenses export, Shipping & Forwarding expenses, Lease rent, Trailor expenses, Sales promotion expenses, License and registration fees, Brokerage expenses, Freight Outward Charges, Entry tax etc.

### Revenue and Expenditure

Amount (Rs. In Lakhs)

| Particulars`  | For the period ended June 30, 2017 | For the Year ended March 31, |                 |               |
|---|------------------------------------|------------------------------|-----------------|---------------|
|   |                                    | 2017                         | 2016            | 2015          |
| <b>INCOME</b>   |                                    |                              |                 |               |
| Revenue from Operations   | 1,931.22                           | 2,873.54                     | 1,500.41        | 789.30        |
| As a % of Total Revenue   | 97.95%                             | 99.87%                       | 98.75%          | 98.63%        |
| Other income  | 40.39                              | 3.60                         | 19.04           | 10.92         |
| As a % of Total Revenue   | 2.05%                              | 0.13%                        | 1.25%           | 1.37%         |
| <b>Total Income (A)</b>   | <b>1,971.61</b>                    | <b>2,877.14</b>              | <b>1,519.45</b> | <b>800.22</b> |
| <b>EXPENDITURE</b>  |                                    |                              |                 |               |
| Cost of Material Consumed   | 560.66                             | 1,292.89                     | 1.87            | -             |
| As a % of Total Revenue   | 28.44%                             | 44.94%                       | 0.12%           | -             |
| Purchase of stock-in-trade  | 1,217.49                           | 1,325.57                     | 1,231.55        | 706.72        |
| As a % of Total Revenue   | 61.75%                             | 46.07%                       | 81.05%          | 88.32%        |
| Changes in inventories of finished goods, traded goods and work-in-progress | (31.91)                            | (203.56)                     | 7.01            | (46.92)       |
| As a % of Total Revenue   | (1.62)%                            | (7.08)%                      | 0.46%           | (5.86)%       |
| Employee benefit expenses   | 22.15                              | 62.02                        | 20.10           | 5.76          |
| As a % of Total Revenue   | 1.12%                              | 2.16%                        | 1.32%           | 0.72%         |
| Finance costs   | 18.38                              | 32.07                        | 2.61            | 0.17          |
| As a % of Total Revenue   | 0.93%                              | 1.11%                        | 0.17%           | 0.02%         |
| Depreciation and amortization expense                                       | 4.61                               | 8.36                         | 2.29            | -             |
| As a % of Total Revenue   | 0.23%                              | 0.29%                        | 0.15%           | -             |
| Other expenses  | 134.77                             | 287.45                       | 242.52          | 103.79        |
| As a % of Total Revenue   | 6.84%                              | 9.99%                        | 15.96%          | 12.97%        |
| <b>Total Expenses (B)</b>   | <b>1,926.14</b>                    | <b>2,804.79</b>              | <b>1,507.95</b> | <b>769.52</b> |
| As a % of Total Revenue   | 97.69%                             | 97.49%                       | 99.24%          | 96.16%        |
| <b>Profit before exceptional, extraordinary items and tax</b>               | <b>45.47</b>                       | <b>72.34</b>                 | <b>11.50</b>    | <b>30.71</b>  |
| As a % of Total Revenue   | 2.31%                              | 2.51%                        | 0.76%           | 3.84%         |
| Exceptional items   | -                                  | -                            | -               | -             |
| <b>Profit before extraordinary items and tax</b>                            | <b>45.47</b>                       | <b>72.34</b>                 | <b>11.50</b>    | <b>30.71</b>  |
| As a % of Total Revenue   | 2.31%                              | 2.51%                        | 0.76%           | 3.84%         |
| Extraordinary items   | -                                  | -                            | -               | -             |
| <b>Profit before tax</b>  | <b>45.47</b>                       | <b>72.34</b>                 | <b>11.50</b>    | <b>30.71</b>  |
| PBT Margin  | 2.31%                              | 2.51%                        | 0.76%           | 3.84%         |
| Tax expense :   |                                    |                              |                 |               |
| (i) Current tax   | 2.31                               | 18.68                        | 2.82            | 9.78          |
| (ii) Deferred tax   | 11.23                              | 3.50                         | 0.65            | -             |
| (iii) MAT Credit  | (6.24)                             | -                            | -               | -             |
| <b>Total Tax Expense</b>  | <b>13.65</b>                       | <b>22.18</b>                 | <b>3.48</b>     | <b>9.78</b>   |
| As a % of Total Revenue   | 0.69%                              | 0.77%                        | 0.23%           | 1.22%         |
| <b>Profit for the year/ period</b>  | <b>31.82</b>                       | <b>50.17</b>                 | <b>8.02</b>     | <b>20.93</b>  |
| PAT Margin  | 1.61%                              | 1.74%                        | 0.53%           | 2.62%         |

#### ***Review of Operation For the Period Ended June 30, 2017.***

##### ***Income***

##### ***Revenue from operations***

Revenue from operations for the year period June 30, 2017 totalled to Rs. 1931.22 lakhs which was primarily on account of trading income, income from sale of manufactured products such as Soya,



Maize( Corn), Wheat, Flax seeds and Mustard, income from duty drawback and income from sale of Vkguy licences.

#### *Other income*

Other income for the year period June 30, 2017 was Rs. 40.39 lakhs comprising of gain from foreign exchange fluctuation, discount, interest income, rental income, profit on forwards booking and profit on sale of mutual fund units.

#### ***Expenses***

Total expenses, excluding tax expenses amounted to Rs. 1926.14 lakhs for the period ended June 30, 2017

*Cost of material consumed* : Cost of material consumed for the period ended June 30, 2017 was Rs. 560.66 lakhs which primarily consisted of consumption of soya seeds, mustard seeds, coal etc.

*Changes in inventory of finished goods and stock in trade*: Changes in inventory of finished goods and stock in trade for the period ended June 30, 2017 was Rs. (31.91) lakhs.

*Purchases of Stock-in-Trade*: Purchases of Stock-in-Trade for the period ended June 30, 2017 was Rs. 1217.49 which primarily consisted of purchase of atta, crude oil, soya flour, wheat, soya grit, chana dal, maize, masoor, soya doc, etc

#### *Employee Benefit Expenses*

Our employee benefits expenses for the period ended June 30, 2017 was Rs 22.15 lakhs which primarily comprised of salary & wages to staff, directors' remuneration and staff welfare expenses.

#### *Finance Cost*

Our Finance cost for the period ended June 30, 2017 was Rs. 18.38 lakhs which primarily consisted of interest expenses on CC loan, warehouse loan, term loan, office loan and vehicle loan and bank charges.

#### *Depreciation and Amortization Expenses*

Our depreciation and amortization expense for the period ended June 30, 2017 was Rs. 4.61 lakhs

#### *Other expenses*

Our other expenses for the year period ended June 30, 2017 were Rs. 134.77 lakhs which primarily comprised of freight charges, cleaning expenses, clearing expenses, shipping & forwarding expenses, travelling expenses, repaired & maintenance expenses (vehicle), agency charges, sales promotion expenses and brokerage among others.

#### *Profit before Tax*

Our Profit before tax for the year period ended June 30, 2017 was Rs. 45.47 lakhs which was 2.31% of our total income.

#### *Tax Expenses*

Our tax expenses for the year period ended June 30, 2017 was Rs. 13.65 lakhs.

#### *Profit after Tax*

Our profit after tax for the year period ended June 30, 2017 was Rs. 31.82 lakhs which was 1.61% of our total income.

## **COMPARISON OF FINANCIAL YEAR ENDED MARCH 31, 2017 WITH FINANCIAL YEAR ENDED MARCH 31, 2016**

### ***Total Revenue***

Our total revenue increased by 89.35% to Rs. 2877.14 lakhs for financial year 2016-17 from Rs.1519.45 lakhs for financial year 2015-16 due to the factors described below:

*Revenue from operations:* Our revenue from operations increased by 91.52% to Rs. 2873.54 lakhs for financial year FY 2016-17 from Rs. 1500.41 lakhs for FY 2015-16. In Financial Year 2016-17 our company started its manufacturing facility and increase in revenue from operation was primarily because of sale of our manufactured products. Our revenue from sale of manufactured products for FY 2016-17 was Rs. 1527.09 lakhs. Our income from trading activity was Rs 1266.72 for financial year 2016-17 lakhs as compared to Rs. 1452.47 lakhs for financial year 2015-16. Increase in our revenue was also due to revenue from sale of MEIS licenses of Rs. 52.08 lakhs for financial year 2016-17 as compared to Nil for financial year 2015-16.. However, the increase was partially offset by decrease in revenue from sale of Vkguy licenses and revenue from duty drawback by Rs. 19.24 lakhs and 0.60 lakhs respectively.

*Other income:* Our other income decreased by 81.10% to Rs 3.60 lakhs for financial year 2016-17 from Rs. 19.04 lakhs for financial year 2015-16. The decrease was primarily because of Foreign exchange fluctuation gain of Rs. 16.80 lakhs in FY 2015-16 which was Nil in FY 2016-17.. The decrease was partially offset mainly by increase in rental income by Rs. 0.80 lakhs and settlement export by 0.69 lakhs in financial year 2016-17..

### ***Total Expenses***

Our total expenses decreased by 86.00 % to Rs. 2804.79 lakhs for financial year 2016-17 from Rs. 1507.95 lakhs for financial year 2015-16, due to the factors described below:

*Cost of goods sold:* Our cost of goods sold comprised of cost of material consumed, purchase of stock in trade and change in inventory of finished goods and stock in trade. Our cost of goods sold increased by 94.68% in FY 2016-17 to Rs. 2414.90 lakhs from Rs 1240.44 lakhs in FY 2015-16 to Rs. 2414.90 lakhs mainly due to increase in our cost of material consumed by 69063.75% and purchase of stock in trade by 7.63%. However, the same was partially offset by decrease in inventory changes by 3002.77% .

*Employee benefits expense:* Our employee benefits expense increased by 208.60% to Rs 62.02 lakhs for financial year 2016-17 from Rs. 20.10 lakhs for financial year 2015-16. The increase was primarily due increase in our directors remuneration to Rs 27.00 lakhs for FY 2016-17 from Rs. 3.72 lakhs for financial year 2015-16.

*Finance costs:* Our finance costs decreased by 1130.38 % to Rs. 32.07 lakhs for financial year 2016-17 from Rs. 2.61 lakhs for financial year 2015-16. This was primarily due to increase in bank charges, interest expense on CC loans, term loans, property & warehouse loans and processing fees. and increase in other borrowings cost. Increase in interest on borrowing was primarily due to increase in overall borrowing of the company. Our short term borrowing and long term borrowings increased to Rs. 448.08 lakhs and Rs. 47.20 lakhs in FY 2016-17 as compared to Rs. 26.37 lakhs and Rs. 37.94 lakhs in FY 2015-16.

*Depreciation and amortization expense:* Our depreciation and amortization expense increased by 264.46 % to Rs. 8.36 lakhs for financial year 2016-17 from Rs. 2.29 lakhs for financial year 2015-16.

*Other expenses:* Our other expenses increased by 18.53 % to Rs. 287.45 lakhs for financial year 2016-17 from Rs. 242.52 lakhs for financial year 2015-16. This increase was majorly due to increase in

freight outward charges, foreign exchange fluctuation loss, brokerage, clearing expenses, lease rent, inspection charges, testing report charges, cleaning charges and legal professional expenses among others. However, the same was partially offset mainly by decrease in shipping & forwarding expenses, export brokerage, material handling charges and short payment among others.

*Profit before tax:* Our restated profit before tax increased by 529.13% to Rs. 72.34 lakhs for financial year 2016-17 from Rs. 11.50 lakhs for financial year 2015-16. Increase in profit before tax was primarily due to increase in our revenue from manufacturing activity.

*Tax expenses:* Our tax expenses increased by 537.69% to Rs. 22.18 lakhs for financial year 2016-17 from Rs. 3.48 lakhs for financial year 2015-16.

*Profit after tax for the year, as Restated:* Due to the factors mentioned above, our profit after tax increased by 525.42 % from Rs. 8.02 lakhs for financial year 2015-16 to Rs. 50.17 lakhs for financial year 2016-17.

## **COMPARISON OF FINANCIAL YEAR ENDED MARCH 31, 2016 WITH FINANCIAL YEAR ENDED MARCH 31, 2015**

### ***Total Revenue***

Our total revenue increased by 89.88% to Rs. 1519.45 lakhs for financial year 2015-16 from Rs. 800.22 lakhs for financial year 2014-15 due to the factors described below:

*Revenue from operations:* Our revenue from operations increased by 90.09 % to Rs. 1500.41 lakhs for financial year FY 2015-16 from Rs. 789.30 lakhs for FY 2014-15. The increase in revenue from operations was primarily due to increase in revenue from traded goods, increase in revenue from duty drawback and increase in revenue from sale of MEIS and Vkyug licences. Our trading income increase from Rs. 789.30 lakhs for FY 2014-15 to Rs 1452.47 lakhs for FY 2015-16. Our income from duty drawback and sale of Vkyug licences increased by Rs 17.19 lakhs and 30.74 lakhs respectively in financial year 2016-17.

*Other income:* Our other income increased by 74.34% to Rs. 19.04 lakhs for financial year 2015-16 from Rs. 10.92 lakhs in financial year 2014-15. The increase was primarily due to increase in gain from foreign exchange fluctuation, increase in interest income, discount income and rental income. Our foreign exchange gain in FY 2015-16 was Rs 16.79 lakhs as compared to Rs. 10.84 lakhs in FY 2014-15. Our rental income, interest income and discount income in FY 2015-16 were Rs. 1.00 lakhs, Rs. 0.55 lakhs and Rs. 0.66 lakhs respectively as against Nil, Rs. 0.08 lakhs and Nil respectively in financial year 2014-15.

### ***Total Expenses***

Our total expenses increased by 95.96 % to Rs. 1507.95 lakhs for financial year 2015-16 from Rs. 769.52 lakhs for financial year 2014-15, due to the factors described below:

*Cost of goods sold:* Our cost of goods sold increased by 88.00 % in FY 2015-16 to Rs 1240.44 lakhs from Rs. 659.80 lakhs for financial year 2014-15. This was primarily due to increase in cost of material consumed by Rs. 1.87 lakhs, purchase of stock in trade by Rs. 524.83 lakhs and increase in change in inventory by Rs. 53.94 lakhs.

*Employee benefits expense:* Our employee benefits expense increased by 248.91% to Rs.20.10 lakhs for financial year 2015-16 from Rs. 5.76 lakhs for financial year 2014-15. This increase was primarily due to increase in salary & wages by Rs. 14.34 lakhs.

*Finance costs:* Our finance costs increased by 1428.08% to Rs. 2.61 lakhs for financial year 2015-16 from Rs. 0.17 lakhs for financial year 2014-15. This was primarily due to increase in interest expense on borrowings, interest on delayed payment of statutory dues and increase bank charges by Rs. 1.25

lakhs, Rs. 0.05 lakhs and Rs. 1.13 lakhs respectively. Our long term borrowing was Rs 11.59 lakhs in FY 2015-16 as compared to nil in FY 2014-15.

*Depreciation and amortization expense:* Our depreciation and amortization expense was Rs 2.29 lakhs for FY 2015-16 as compared to Nil for FY 2014-15.

*Other expenses:* Our other expenses increased by 133.66% in FY 2015-16 to Rs. 242.52 lakhs in from Rs. 103.79 lakhs for financial year 2014-15. This increase was mainly due to increase in our clearing expenses, travelling expenses, shipping and forwarding expenses, export brokerage, material handling charges, testing expenses, legal and professional expenses and sales promotion expenses among others. However, the increase was partially offset by decrease in warehouse rent by Rs. 23.00 lakhs. .

*Profit before tax:* Our restated profit before tax decreased by 62.55 % to Rs. 11.50 lakhs for financial year 2015-16 from Rs. 30.71 lakhs for financial year 2014-15.

*Tax expenses:* Our tax expenses decreased by 64.43 % to Rs. 3.48 lakhs for financial year 2015-16 from Rs. 9.78 lakhs for financial year 2014-15.

*Profit after tax for the year, as Restated:* Due to the factors mentioned above, our profit after tax decreased by 61.67 % to Rs. 8.02 lakhs for financial year 2015-16 from Rs. 20.93 lakhs for financial year 2014-15.

### Other Key Ratios

The table below summaries key ratio our Restated Standalone Financial Information for the financial year ended March 31, 2017, 2016, 2015 and for the period ended September 30, 2017

| Particulars                | For the period ended September 30, 2017 | For the year ended March 31, |       |       |
|----------------------------|---|------------------------------|-------|-------|
|                            |   | 2017                         | 2016  | 2015  |
| Fixed Asset Turnover Ratio | 6.60                                    | 13.97                        | 37.08 | -     |
| Debt Equity Ratio          | 1.83                                    | 1.68                         | 0.94  | 2.33  |
| Current Ratio              | 1.06                                    | 1.09                         | 0.95  | 1.10  |
| Inventory Turnover Ratio   | 5.97                                    | 14.72                        | 22.68 | 16.82 |

*Fixed Asset Turnover Ratio:* This is defined as revenue from operations divided by total fixed assets, based on Restated Financial Information.

*Debt Equity Ratio:* This is defined as total debt divided by total shareholder funds. Total debt is the sum of long-term borrowings, short-term borrowings and current maturity of long term debt, based on Restated Financial Information.

*Current Ratio:* This is defined as current assets divided by current liabilities, based on Restated Financial Information.

*Inventory Turnover Ratio:* This is defined as revenue from operations divided by average inventory. Average inventory is computed by dividing the sum of opening inventory and closing inventory by two, based on Restated Financial Information.

The table below summaries our cash flows from our Restated Standalone Financial Information of cash flows for the financial years 2017, 2016, 2015 and for the period ended June 30, 2017

| Particulars   | For the period ended June 30, 2017 | For the year ended March 31, |       |         |
|---|------------------------------------|------------------------------|-------|---------|
|   |                                    | 2017                         | 2016  | 2015    |
| Net cash (used in)/ generated from operating activities | 44.44                              | (485.48)                     | 86.95 | (35.44) |

| Particulars  | For the period ended June 30, 2017 | For the year ended March 31, |          |        |
|--|------------------------------------|------------------------------|----------|--------|
|  |                                    | 2017                         | 2016     | 2015   |
| Net cash (used in)/ generated from in investing activities | (87.29)                            | (105.03)                     | (126.79) | (0.08) |
| Net cash (used in)/ generated from financing activities    | 72.83                              | 579.00                       | 53.80    | 51.94  |
| Net increase/ (decrease) in cash and cash equivalents      | 29.98                              | (11.52)                      | 13.96    | 16.42  |
| Cash and Cash Equivalents at the beginning of the period   | 18.87                              | 30.39                        | 16.42    | -      |
| Cash and Cash Equivalents at the end of the period         | 48.86                              | 18.87                        | 30.39    | 16.42  |

### ***Operating Activities***

#### *Period Ended June 30, 2017*

Our net cash generated from operating activities was Rs. 444.44 lakhs for period ended June 30, 2017. Our operating profit before working capital changes was Rs. 68.62 lakhs for the period ended June 30, 2017 which was primarily adjusted by refund of income tax of Rs. 5.56 lakhs, increase in inventories by Rs 36.61 lakhs, increase in trade receivables by Rs 536.78 lakhs, increase in in short term loans & advances by Rs. 48.89 lakhs, increase in other current assets by Rs. 0.63 lakhs, increase in other non current assets by Rs. 0.16 lakhs. However, the same were partially offset by increase in trade payable by Rs. 572.30 lakhs, increase in other current liabilities by Rs. 17.17 lakhs and increase in short term provisions by Rs 3.73 lakhs

#### *Financial year 2016-17*

Our net cash used in operating activities was Rs 485.48 lakhs in financial year 2016-17. Our operating profit before working capital changes was Rs. 113.29 lakhs in financial year 2016-17, 2017 which was primarily adjusted by payment of income tax of Rs 5.74 lakhs, increase in inventories by Rs 219.59 lakhs, increase in trade receivables by Rs 648.78 lakhs, increase in in short term loans & advances by Rs. 241.09 lakhs, increase in other current assets by Rs. 0.16 lakhs and increase in other non current assets by Rs. 2.36 lakhs. However, the same were partially offset by increase in trade payable by Rs. 511.41 lakhs, increase in other current liabilities by Rs. 6.70 lakhs and increase in short term provisions by Rs 0.83 lakhs.

#### *Financial year 2015-16*

Our net cash generated from operating activities was Rs. 95.14 lakhs in financial year 2015-16. Our operating profit before working capital changes was Rs 16.95 lakhs in financial year 2015-16, which was primarily adjusted by payment of income tax of Rs 8.19 lakhs, increase in inventories by Rs 38.48 lakhs, decrease in trade receivables by Rs 349.97 lakhs, increase in in short term loans & advances by Rs. 47.39 lakhs, increase in other non current assets by Rs. 4.81 lakhs and decrease in trade payable by Rs. 204.15 lakhs. However, the same were partially offset by increase in other current liabilities by Rs. 8.29 lakhs and increase in short term provisions by Rs. 5.13 lakhs.

#### *Financial year 2014-15*

Our net cash used in operating activities was Rs. 35.44 lakhs in financial year 2014-15. Our operating profit before working capital changes was Rs. 30.95 lakhs in financial year 2014-15, which was primarily adjusted by increase in inventories by Rs 46.92 lakhs, increase in trade receivables by Rs 592.00 lakhs, increase in in short term loans & advances by Rs. 1.86 lakhs and increase in other non current assets by Rs. 12.04 lakhs. However, the same were partially offset by increase in trade payable by Rs. 582.48 lakhs, increase in other current liabilities by Rs. 3.80 lakhs, increase in other long term liabilities by Rs 0.05 lakhs and increase in short term provisions by Rs 0.10 lakhs.

## ***Investing Activities***

### ***Period Ended June 30, 2017***

Net cash used in investing activities was Rs. 87.29 lakhs for period ended June 30, 2017. This was primarily on account of purchase of fixed asset of Rs. 91.55 lakhs and interest payment of Rs 0.16 lakhs; which was partially offset by increase in long term loans and advances by Rs 4.43 lakhs.

### ***Financial year 2016-17***

Net cash used in investing activities was Rs. 105.03 lakhs in financial year 2016-17. This was primarily on account of purchase of fixed assets of Rs. 136.83 lakhs, purchase of investment of Rs 5.00 lakhs and interest payment of Rs 0.52 lakhs; which was partially offset by increase in long term loans and advances by Rs. 37.32 lakhs.

### ***Financial year 2015-16***

Net cash used in investing activities was Rs. 126.79 lakhs in financial year 2015-16. This was primarily on account of purchase of fixed assets of Rs. 79.49 lakhs, repayment of long term loans and advances of Rs. 46.75 lakhs and interest payment of Rs 0.55 lakhs.

### ***Financial year 2014-15***

Net cash used in investing activities was Rs. 0.08 lakhs in financial year 2014-15. This was primarily on account of payment of interest of Rs. 0.08.

## ***Financing Activities***

### ***Period Ended June 30, 2017***

Net cash generated from financing activities for period ended June 30, 2017 was Rs. 72.83 lakhs. This primarily consisted of proceeds from long term borrowings of Rs. 41.33 lakhs and proceeds from short term borrowings of Rs 49.88 lakhs which was offset by interest payment of Rs. 18.38 lakhs.

### ***Financial year 2016-17***

Net cash generated from financing activities in financial year 2016-17 was Rs. 579.00 lakhs. This primarily consisted of proceeds from issue of equity shares of Rs. 180.09 lakhs, proceeds from long term borrowings of Rs. 421.72 lakhs, proceeds from short term borrowings of Rs 9.26 lakhs which was partially offset by interest payment of Rs. 32.07 lakhs.

### ***Financial year 2015-16***

Net cash generated from financing activities in financial year 2015-16 was Rs. 53.80 lakhs. This primarily consisted of proceeds from issue of equity shares of Rs 43.20 lakhs and proceeds from short term borrowings of Rs. 26.37 lakhs which was offset by repayment of long term borrowings of Rs 13.17 lakhs and interest payment of Rs 2.61 lakhs.

### ***Financial year 2014-15***

Net cash used in financing activities in financial year was 2014-15 was Rs. 51.94 lakhs. This primarily consisted of proceeds from issue of equity shares of Rs. 1.00 lakhs and proceeds from long term borrowings of Rs. 51.11 lakhs, which was partially offset by interest payment of Rs. 0.17 lakhs.

## ***Borrowings***

As on June 30, 2017, the total outstanding borrowings of our company were Rs. 613.09 lakhs which included long-term borrowings of Rs. 88.53 lakhs, short-term borrowings of Rs. 497.96 lakhs and, current maturities of long term debt of Rs. 26.61 lakhs. For further details, refer to the chapter titled, “Financial Indebtedness” beginning on page 175 of this Draft Prospectus.

### ***Long term borrowings***

*(in Rs lakhs)*

| <b>Particulars</b>                    | <b>As at June 30, 2017</b> |
|---------------------------------------|----------------------------|
| <b>Secured</b>                        |                            |
| From Banks and Financial Institutions | 88.52                      |

| Particulars  | As at June 30, 2017 |
|--------------|---------------------|
| <b>Total</b> | <b>88.52</b>        |

***Short term borrowings***

*(in Rs lakhs)*

| Particulars           | As at June 30, 2017 |
|-----------------------|---------------------|
| <b><u>Secured</u></b> | -                   |
| Working Capital Loan  | 497.96              |
| <b>Total</b>          | <b>497.96</b>       |

***Current maturities of long term debt***

*( Rs. in lakhs)*

| Particulars                          | As at June 30, 2017 |
|--------------------------------------|---------------------|
| Current maturities of Long Term Debt | 26.61               |
| <b>Total</b>                         | <b>26.61</b>        |

In the event, any of our lenders declare an event of default, this could lead to acceleration of our repayment obligations, termination of one or more of our financing agreements or force us to sell our assets, any of which could adversely affect our business, results of operations and financial condition.

**Related Party Transactions**

Related party transactions with certain of our promoters and directors primarily relate to remuneration payable, loans taken and Issue of Equity Shares. For further details of such related parties under Accounting Standard 18, see—“*Financial Statements*” beginning on page 162 of this Draft Prospectus.

**Contingent Liabilities**

As on June 30, 2017 our company is not having any contingent liability.

**Off-Balance Sheet Items**

We do not have any other off-balance sheet arrangements, derivative instruments or other relationships with any entity that have been established for the purposes of facilitating off-balance sheet arrangements.

**Qualitative Disclosure about Market Risk**

***Financial Market Risks***

Market risk is the risk of loss related to adverse changes in market prices, including interest rate risk. We are exposed to interest rate risk, inflation and credit risk in the normal course of our business.

***Interest Rate Risk***

Our financial results are subject to changes in interest rates, which may affect our debt service obligations and our access to funds.

***Effect of Inflation***

We are affected by inflation as it has an impact on the raw material cost, salaries, etc. In line with changing inflation rates, we rework our margins so as to absorb the inflationary impact.

***Credit Risk***

We are exposed to credit risk on monies owed to us by our customers. If our customers do not pay us promptly, or at all, we may have to make provisions for or write-off such amounts.

**Reservations, Qualifications and Adverse Remarks**

Except as disclosed in — “*Financial Statements*” beginning on page 162, there has been no reservations, qualifications and adverse remarks.

**Details of Default, if any, Including Therein the Amount Involved, Duration of Default and Present Status, in Repayment of Statutory Dues or Repayment of Debentures or Repayment of Deposits or Repayment of Loans from any Bank or Financial Institution**

Except as disclosed in— “*Financial Indebtedness*” beginning on page 175 of this Draft Prospectus there have been no defaults in payment of statutory dues or repayment of debentures and interest thereon or repayment of deposits and interest thereon or repayment of loans from any bank or financial institution and interest thereon by the Company during the period April 1, 2015 up to March 31, 2017 and during the period ended June 30, 2017

**Material Frauds**

There are no material frauds, as reported by our statutory auditor, committed against our Company, in the last five Fiscals.

**Unusual or Infrequent Events or Transactions**

As on date, there have been no unusual or infrequent events or transactions including unusual trends on account of business activity, unusual items of income, change of accounting policies and discretionary reduction of expenses.

**Significant Economic Changes that Materially Affected or are Likely to Affect Income from Continuing Operations**

Indian rules and regulations as well as the overall growth of the Indian economy have a significant bearing on our operations. Major changes in these factors can significantly impact income from continuing operations.

There are no significant economic changes that materially affected our Company’s operations or are likely to affect income from continuing operations except as described in— “*Risk Factors*” beginning on page 19 of this Draft Prospectus.

**Known Trends or Uncertainties that have had or are expected to have a Material Adverse Impact on Sales, Revenue or Income from Continuing Operations**

Other than as described in the section titled- “*Risk Factors*” beginning on page 19 of this Draft Prospectus and in this chapter, to our knowledge there are no known trends or uncertainties that are expected to have a material adverse impact on revenues or income of our Company from continuing operations.

**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**

Other than as described in — “*Risk Factors*” and this section, to our knowledge there are no known factors that might affect the future relationship between cost and revenue.

**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**

Changes in revenue in the last three financial year’s are as explained in the part financial year 2017 compared to financial year 2016, financial year 2016 compared to financial year 2015.

**Total Turnover of Each Major Industry Segment in Which the Issuer Operates**

Our business is limited to a single reportable segment.

**Competitive Conditions**

We have competition with Indian and international manufacturers and our results of operations could be affected by competition in the manufacturing and processing industry in India and international market in the future. We expect competition to intensify due to possible new entrants in the market, existing competitors further expanding their operations and our entry into new markets where we may compete with well-established unorganized companies / entities. This we believe may impact our



financial condition and operations. For details, please refer to the chapter titled “*Risk Factors*” beginning on page 19 of this Draft Prospectus.

#### **Increase in income**

Increases in our income are due to the factors described above in — “*Management’s Discussion and Analysis of Financial Condition and Results of Operations – Significant Factors Affecting Our Results of Operations*” and “*Risk Factors*” beginning on pages 163 and 19, respectively.

#### **Status of any Publicly Announced New Products or Business Segments**

Except as disclosed elsewhere in the Draft Prospectus, we have not announced and do not expect to announce in the near future any new products or business segments.

#### **Significant Dependence on a Single or Few Suppliers or Customers**

Significant proportion of our revenues have historically been derived from a limited number of customers. The % of Contribution of our Company’s customer and supplier vis a vis the total revenue from operations respectively as on March 31, 2017 is as follows:

|            | <b>Customers</b> | <b>Suppliers</b> |
|------------|------------------|------------------|
| Top 5 (%)  | 62.50%           | 42.63%           |
| Top 10 (%) | 85.49%           | 60.71%           |

#### **Seasonality of Business**

The nature of business is not seasonal.

#### **Significant Developments after June 30, 2017 that May Affect Our Results of Operations**

Except as set out in this Draft Prospectus and as mentioned below, in the opinion of the Board of Directors of our Company and to our knowledge, no circumstances have arisen since the date of the last financial statements as disclosed in this Draft Prospectus which materially or adversely affect or are likely to affect, our operations or profitability, or the value of our assets or our ability to pay our material liabilities within the next 12 months.

## FINANCIAL INDEBTEDNESS

Our Company utilizes various credit facilities from banks and others for conducting its business. Set forth is a brief summary of our Company's secured and unsecured borrowings together with a brief description of certain significant terms of such financing arrangements.

### SECURED BORROWINGS

#### 1. Various Credit facilities from Union Bank of India as per Sanction Letter dated February 02, 2017

(Rs. in lakhs)

| Facility     | Sanctioned Amount | Rate of Interest                  | Security (Refer Annexure A)                       | Amount Outstanding as on June 30, 2017 |
|--------------|-------------------|-----------------------------------|---|--|
| CC           | 450.00            | MCLiy+3.65-0.25% = 12.70%         | Hypothecation of Stocks & Book Debts upto 90 days | 298.35                                 |
| EPC          | (450.00)          | MCLiy + 1.40 = 10.70%             | Hypothecation of Stocks and book debts            | 199.61                                 |
| FDB          | (450.00)          | MCLiy + 1.15 = 10.45%             |   |  |
| FLC          | (450.00)          | Usual                             |   |  |
| Term Loan    | 38.00             | MCLiy + 3.65 - 0.25%+0.25%=12.95% |   | 30.78                                  |
| <b>Total</b> | <b>484.46</b>     |                                   |   |  |

#### Details of Collateral Security:

\*1. E.M. of House Property situated at HIG House No. 231, Sulem Sarai Awas Yojana, Pritam Nagar Pargana & Tehsil Allahabad admeasuring 162.00 Sq. Mtrs. Owned by Shri. Balendra Shukla S/o Late Shri Siddharth Shukla valued 78.00 Lacs.

\*2. MOE of Property situated at Flat No. A-217, Second Floor Vasundhara Apartment, Near Vandana Nagar, Indore admeasuring 504 Sq.Fts. owned by Mr. Dilip Kumar Soni. Valued 4.00 Lacs.

\*3. E.M. of House Property situated at Plot/Survey No. 686-89, 698-700/9 & 701, Flat No. A-901, Ninth Floor Tower A, Iscon Heights, Opp. GEB Goyri Main Road, Gotri Vadodara, Gujarat admeasuring 3732.00 Sq.Fts owned by Mr. Kirit Ramanlal Patel & Mr. Apoor Kirit Patel valued 158.00 Lacs.

\*4. E.M. of Commercial Premises i.e.Office No. 904, (Plot/Survey No. 155/1, 155/2, 153/ Ninth Floor Tower No. 1, Iscon Atria Opp. GEB Gotri Main Road, Gotri Vadodara, Gujarat admeasuring 2135.00 Sq.Fts. owned by Mr. Kirit Patel & Mr. Apoor Patel valued 102.00 Lacs.

#### Personal Guarantee:

- Dilip kumar Soni
- Javed Ali
- Balendra Shukla
- Kirit Ramanlal Patel
- Apoor Patel

#### Key Restrictive Covenants:

During the currency of the Bank's credit facilities, the Company shall not, without the Bank's prior permission in writing:

- ✓ Effect any change or in any way alter the Company capital structure;
- ✓ Formulate any scheme of amalgamation or reconstruction;
- ✓ Implement any scheme of expansion or acquisition of fixed assets involving expenditure exceeding say Rs. 5.00 lacs to Rs. 10.00 lacs in any accounting year. In other cases, the bank would appreciate being advised of the details of the proposed investment in fixed assets so that it would be possible for the bank to examine these and give necessary clearance;
- ✓ Invest by way of share capital in or lend or advance funds to or place deposits with any other concern;
- ✓ Enter into borrowing arrangements either secured or unsecured with any other bank/ financial institution, Company or otherwise or accept deposits apart from the existing arrangement;
- ✓ Undertake guarantee obligations on behalf of any other concern/s
- ✓ Create any charge, lien or encumbrance over its undertaking or any part thereof in favour of any financial institution, bank, company, firm or persons.

This is an indicative list and there may be additional terms that may amount to an event of default under the various loan facilities availed by our Company.

## 2. Loan of Rs. 18.50 Lakhs from HDFC Bank

(Rs. in lakhs)

| PARTICULARS                            |  |
|--|--|
| Loan Amount                            | 18.50  |
| Purpose                                | Vehicle Loan   |
| Securities                             | Vehicle  |
| Repayment schedule                     | Repayment Schedule of Rs. 49500 starting from 31/07/2015 upto 05/06/2019 |
| Amount Outstanding as on June 30, 2017 | 10.46*   |

\*The loan stands fully repaid as on date of filing of this draft prospectus

3. Loan of Rs. 57.00 lakhs from Tata Motor Finance Limited for financing two vehicles of Proforma Invoice value Rs. 28.50 lakhs each

| PARTICULARS                            |  |
|--|--|
| Loan Amount                            | 57.00  |
| Purpose                                | Vehicle Loan   |
| Rate of Interest (% Per Annum)         | 10.50%   |
| Tenure                                 | 45 Months  |
| Repayment Schedule                     | Repayment schedule of Rs. 80,887 starting from 15/07/2017 upto 15/03/2021. |
| Amount Outstanding as on June 30, 2017 | 57.00  |

3. Loan of Rs.17.50 lakhs from Tata Capital Housing Finance Limited ( P. Square office loan)

| PARTICULARS                            |  |
|--|--|
| Loan Amount                            | 17.50  |
| Purpose                                | Property Loan  |
| Rate of Interest (% Per Annum)         | 12.75%   |
| Security                               | Property   |
| Tenure                                 | 120 months   |
| Repayment Schedule                     | Repayment schedule of Rs. 25,872 starting from 09/03/2017 upto 09/03/2027. |
| Amount Outstanding as on June 30, 2017 | 16.88  |

## **SECTION VI- LEGAL AND OTHER INFORMATION**

### **OUTSTANDING LITIGATION AND MATERIAL DEVELOPMENT**

Except, as stated in this section and mentioned elsewhere in this Draft Prospectus there are no litigations including, but not limited to suits, criminal proceedings, civil proceedings, actions taken by regulatory or statutory authorities or legal proceedings, including those for economic offences, tax liabilities, show cause notice or legal notices pending against our Company, Directors, Promoters, Subsidiaries, Group Companies or against any other company or person/s whose outcomes could have a material adverse effect on the business, operations or financial position of the Company and there are no proceedings initiated for economic, civil or any other offences (including past cases where penalties may or may not have been awarded and irrespective of whether they are specified under paragraph (a) of Part I of Schedule V of the Companies Act, 2013) other than unclaimed liabilities of our Company, and no disciplinary action has been taken by SEBI or any stock exchange against the Company, Directors, Promoters, Subsidiaries or Group Companies.

Except as disclosed below there are no i) litigation or legal actions, pending or taken, by any Ministry or department of the Government or a statutory authority against our Promoters during the last five years; (ii) direction issued by such Ministry or Department or statutory authority upon conclusion of such litigation or legal action; (iii) pending proceedings initiated against our Company for economic offences; (iv) default and non-payment of statutory dues by our Company; (v) inquiries, inspections or investigations initiated or conducted under the Companies Act, 2013 or any previous companies law in the last five years against our Company and Subsidiaries including fines imposed or compounding of offences done in those five years; or (vi) material frauds committed against our Company in the last five years.

Except as stated below there are no Outstanding Material Dues (as defined below) to creditors; or (ii) outstanding dues to small scale undertakings and other creditors.

Our Board, in its meeting held on October 06, 2017 determined that outstanding dues to creditors in excess of Rs. 14.59 lakhs as per last audited financial statements shall be considered as material dues ("Material Dues").

Pursuant to SEBI ICDR Regulations, all other pending litigations except criminal proceedings, statutory or regulatory actions and taxation matters involving our Company, Promoters, Directors and Group Companies, would be considered 'material' for the purposes of disclosure if the monetary amount of claim by or against the entity or person in any such pending matter exceeds 14.59 lakhs as determined by our Board, in its meeting held on October 06, 2017.

Accordingly, we have disclosed all outstanding litigations involving our Company, Promoters, Directors and Group Companies which are considered to be material. In case of pending civil litigation proceedings wherein the monetary amount involved is not quantifiable, such litigation has been considered 'material' only in the event that the outcome of such litigation has an adverse effect on the operations or performance of our Company.

Unless otherwise stated to contrary, the information provided is as of date of this Prospectus.

#### **LITIGATIONS INVOLVING OUR COMPANY**

#### **LITIGATIONS AGAINST OUR COMPANY**

##### **Criminal Litigations**

Nil

##### **Civil Proceedings**

Nil

**Taxation Matters**

Nil

**Recent Development/Proceeding under Finance Act, 2016 in respect of Income Declaration Scheme, 2016 and The Income Declaration Scheme Rules, 2016**

Nil

**Proceedings against Our Company for economic offences/securities laws/ or any other law**

Nil

**Penalties in Last Five Years**

Nil

**Pending Notices against our Company**

Income Tax Department (hereinafter referred to as “the Income Tax Authority”) issued a notice to Soni Soya Products Limited (hereinafter referred to as “the Assessee”) under Section 143(2) of the Income Tax Act, 1961 (hereinafter referred to as “the Act”) dated July 05, 2017 bearing reference no. ITBA/AST/S/143(2)/2017-18/1004812701(1) stating that the Assessee’s return of income for Assessment Year 2016-17 had been selected for scrutiny and an opportunity to produce evidence in support of the same was given. The matter is currently pending.

**Past Notices to our Company**

Nil

**Disciplinary Actions taken by SEBI or stock exchanges against Our Company**

Nil

**Defaults including non-payment or statutory dues to banks or financial institutions**

Nil

**Details of material frauds against the Company in last five years and action taken by the Companies.**

Nil

**LITIGATIONS FILED BY OUR COMPANY****Criminal Litigations**

Nil

**Civil Proceedings**

Nil

**Taxation Matters**

Nil

**Recent Development/Proceeding under Finance Act, 2016 in respect of Income Declaration Scheme, 2016 and The Income Declaration Scheme Rules, 2016**

Nil

**Details of any enquiry, inspection or investigation initiated under Companies Act, 2013 or any previous Company Law**

Nil

## **LITIGATIONS INVOLVING DIRECTOR/S OF OUR COMPANY**

### **LITIGATIONS AGAINST DIRECTOR/S OF OUR COMPANY**

#### **Criminal Litigations**

Nil

#### **Civil Proceedings**

Nil

#### **Taxation Matters**

Nil

**Recent Development/Proceeding under Finance Act, 2016 in respect of Income Declaration Scheme, 2016 and The Income Declaration Scheme Rules, 2016**

Nil

#### **Past Penalties imposed on our Directors**

Nil

**Proceedings initiated against our directors for Economic Offences/securities laws/ or any other law**

Nil

#### **Directors on list of wilful defaulters of RBI**

Nil

## **LITIGATIONS FILED BY DIRECTOR/S OF OUR COMPANY**

#### **Criminal Litigations**

Nil

#### **Civil Proceedings**

Nil

#### **Taxation Matters**

*Mr. Dilip Kumar Soni is Promoter as well as Director of the company. For any litigation pertaining to him, kindly refer the heading "LITIGATIONS INVOLVING PROMOTER/S OF THE COMPANY"*

**Recent Development/Proceeding under Finance Act, 2016 in respect of Income Declaration Scheme, 2016 and The Income Declaration Scheme Rules, 2016**

Nil

## **LITIGATIONS INVOLVING PROMOTER/S OF OUR COMPANY**

### **LITIGATIONS AGAINST OUR PROMOTER/S**

#### **Criminal Litigations**

Nil

#### **Civil Proceedings**

Nil

#### **Taxation Matters**

**DILIP KUMAR SONI**

**AY 2002-03**

1. The Income Tax Department's website under the head 'Response to Outstanding Tax Demand' displays an outstanding demand raised on August 27, 2003 under Section 143(1) of the Income Tax Act, 1961 (hereinafter referred to as the "Act") under Section 245 of the Act against Dilip Kumar Soni (hereinafter referred to as the "Assessee") for an outstanding demand amounting to Rs. 892/-. The amount is currently outstanding.

**AY 2003-04**

1. The Income Tax Department's website under the head 'Response to Outstanding Tax Demand' displays an outstanding demand raised on June 10, 2004 under Section 143(1) of the Income Tax Act, 1961 (hereinafter referred to as the "Act") under Section 245 of the Act against Dilip Kumar Soni (hereinafter referred to as the "Assessee") for an outstanding demand amounting to Rs. 690/-. The amount is currently outstanding.

**Recent Development/Proceeding under Finance Act, 2016 in respect of Income Declaration Scheme, 2016 and The Income Declaration Scheme Rules, 2016**

Nil

**Past Penalties imposed on our Promoters**

Nil

**Proceedings initiated against our Promoters for Economic Offences/securities laws/ or any other law**

Nil

**Litigation /Legal Action pending or taken by Any Ministry or any statutory authority against any Promoter in last five years**

Nil

**Penalties in Last Five Years**

Nil

**Litigation /defaults in respect of the companies/Firms/ventures/ with which our promoter was associated in Past.**

Nil

**Adverse finding against Promoter for violation of Securities laws or any other laws**

Nil

**LITIGATIONS FILED BY OUR PROMOTER/S****Criminal Litigations**

Nil

**Civil Proceedings**

Nil

**Taxation Matters**

Nil

**Recent Development/Proceeding under Finance Act, 2016 in respect of Income Declaration Scheme, 2016 and The Income Declaration Scheme Rules, 2016**

Nil

**LITIGATIONS INVOLVING OUR GROUP COMPANIES**

**LITIGATIONS AGAINST OUR GROUP COMPANIES**

**Criminal Litigations**

Nil

**Civil Proceedings**

Nil

**Taxation Matters**

Nil

**Recent Development/Proceeding under Finance Act, 2016 in respect of Income Declaration Scheme, 2016 and The Income Declaration Scheme Rules, 2016**

Nil

**Past Penalties imposed on our Group Companies**

Nil

**Proceedings initiated against our Group Companies for Economic Offences/securities laws/ or any other law**

Nil

**Litigation /Legal Action pending or taken by Any Ministry or any statutory authority against any Group Companies**

Nil

**Adverse finding against Group Companies for violation of Securities laws or any other laws**

Nil

**LITIGATIONS FILED BY OUR GROUP COMPANIES**

**Criminal Litigations**

Nil

**Civil Proceedings**

Nil

**Taxation Matters**

Nil

**Recent Development/Proceeding under Finance Act, 2016 in respect of Income Declaration Scheme, 2016 and The Income Declaration Scheme Rules, 2016**

Nil

**LITIGATIONS INVOLVING OUR SUBSIDIARY COMPANIES**

**As on the date of this draft prospectus, Our Company does not have any subsidiary.**

**OTHER MATTERS**

Nil



**DETAILS OF ANY INQUIRY, INSPECTION OR INVESTIGATION INITIATED UNDER PRESENT OR PREVIOUS COMPANIES LAWS IN LAST FIVE YEARS AGAINST THE COMPANY OR ITS SUBSIDIARIES**

Nil

**OUTSTANDING LITIGATION AGAINST OTHER COMPANIES OR ANY OTHER PERSON WHOSE OUTCOME COULD HAVE AN ADVERSE EFFECT ON OUR COMPANY**

Nil

**MATERIAL DEVELOPMENTS SINCE THE LAST BALANCE SHEET**

Except as mentioned under the chapter — “Management Discussion and Analysis of Financial Condition and Result of Operation” on page 163 of this Prospectus, there have been no material developments, since the date of the last audited balance sheet.

**OUTSTANDING DUES TO SMALL SCALE UNDERTAKINGS OR ANY OTHER CREDITORS**

As of June 30, 2016, our Company had 26 creditors, to whom a total amount of Rs.1462.04 lakhs was outstanding. As per the requirements of SEBI Regulations, our Company, pursuant to a resolution of our Board dated October 06, 2017, considered creditors to whom the amount due exceeds Rs. 14.59 lakhs as per our Company’s restated financials for the purpose of identification of material creditors. Based on the above, the following are the material creditors of our Company.

| <b>Creditors</b>                         | <b>Amount (Rs. in Lakhs)</b> |
|--|------------------------------|
| Asawa Industries, Ratlam                 | 33.45                        |
| Ashwini Dall Udyog, Latur                | 28.30                        |
| Ishu Trading Company, Indore             | 16.88                        |
| Jain Agro Agency, Kharegaon              | 15.48                        |
| Jawaharlal Hastimal, Badnawar            | 43.78                        |
| K.K.Fibers, Kharegaon                    | 14.68                        |
| Khemchandra Balmukund & Sons, Sehore     | 28.09                        |
| Madhukar Traders, Dhar                   | 17.06                        |
| Maharudra Agrocom Pvt.Ltd., Indore       | 80.98                        |
| Malwa Fertilizers, Mandsaur              | 29.13                        |
| Motilal Champalal, Kasrawad              | 16.38                        |
| Pawan Kumar Anokhilal Agrawal, Tarana    | 79.06                        |
| PM Traders, Barnagar                     | 25.76                        |
| Rajesh Brothers, Ujjain                  | 58.41                        |
| Rajesh Kumar Mohanlal, Sehore            | 96.83                        |
| Sanjay Traders, Kanwan                   | 92.04                        |
| Satyanarayan Subhashchand, Barnagar      | 31.86                        |
| Seasure Shipping & Logistics, Indore     | 39.38                        |
| Shree Nav Durga Enterprises, Dhar        | 25.93                        |
| Shri Bafna Fibers, Jhabua                | 55.26                        |
| Shri Balaji Traders, Rajgarh             | 17.57                        |
| Sita Shree Food Products Limited, Indore | 15.88                        |
| Sunil Kumar Mohit Kumar, Dhar            | 42.64                        |

| <b>Creditors</b>            | <b>Amount (Rs. in Lakhs)</b> |
|-----------------------------|------------------------------|
| Swastik Enterprises, Indore | 354.19                       |
| Tushar Traders, Dhar        | 25.57                        |
| Vansh Agro Tek, Barnagar    | 15.43                        |

Further, none of our creditors have been identified as micro enterprises and small scale undertakings by our Company based on available information. For complete details about outstanding dues to creditors of our Company, please see website of our Company [www.sonisoya.com](http://www.sonisoya.com)

Information provided on the website of our Company is not a part of this Prospectus and should not be deemed to be incorporated by reference. Anyone placing reliance on any other source of information, including our Company's website, [www.sonisoya.com](http://www.sonisoya.com), would be doing so at their own risk.

## **GOVERNMENT AND STATUTORY APPROVALS**

Our Company has received the necessary consents, licenses, permissions, registrations and approvals from the Government/RBI, various Government agencies and other statutory and/ or regulatory authorities required for carrying on our present business activities and except as mentioned under this heading, no further material approvals are required for carrying on our present business activities. Our Company undertakes to obtain all material approvals and licenses and permissions required to operate our present business activities. Unless otherwise stated, these approvals or licenses are valid as of the date of this Prospectus and in case of licenses and approvals which have expired; we have either made an application for renewal or are in the process of making an application for renewal. In order to operate our business processing and trading of ORGANIC and NON-GMO Agricultural products, we require various approvals and/ or licenses under various laws, rules and regulations. For further details in connection with the applicable regulatory and legal framework, please refer chapter “Key Industry Regulations and Policies” on page 124 of this Prospectus.

The Company has its business located at:

**Registered Office/Sales and Corporate Office:** Off No. CS-1, P Square Building, 2nd floor 350, Goyal Nagar Indore – 452016, Madhya Pradesh

**Manufacturing Unit:** 403/4/1, village Badiyakeema, Nemawar Road, Indore – 452020, Madhya Pradesh

The objects clause of the Memorandum of Association enables our Company to undertake its present business activities. The approvals required to be obtained by our Company include the following:

### **APPROVALS FOR THE ISSUE**

#### **Corporate Approvals:**

1. The Board of Directors have, pursuant to Section 62(1)(c) of the Companies Act 2013, by a resolution passed at its meeting held on October 06, 2017, authorized the Issue, subject to the approval of the shareholders and such other authorities as may be necessary.
2. The shareholders of the Company have, pursuant to Section 62(1)(c) of the Companies Act 2013, by a special resolution passed in the Extra-Ordinary General Meeting/Annual General Meeting held on November 01, 2017 authorized the Issue.

#### **In- principle approval from the Stock Exchange**

We have received in-principle approvals from the stock exchange for the listing of our Equity Shares pursuant to letter dated [●] bearing reference no. [●].

#### **Agreements with NSDL and CDSL**

1. The Company has entered into an agreement dated [●] with the Central Depository Services (India) Limited (“CDSL”) and the Registrar and Transfer Agent, who in this case is, [●] for the dematerialization of its shares.
2. Similarly, the Company has also entered into an agreement dated [●] with the National Securities Depository Limited (“NSDL”) and the Registrar and Transfer Agent, who in this case is [●] for the dematerialization of its shares.
3. The Company's International Securities Identification Number (“ISIN”) is [●].

### **INCORPORATION AND OTHER DETAILS**

1. The Certificate of Incorporation dated September 17, 2014 issued by the Registrar of Companies, Gwalior, in the name of “SONI SOYA PRODUCTS PRIVATE LIMITED”.

2. Fresh Certificate of Incorporation Consequent upon Conversion from Private Company to Public company issued on August 14, 2017 by the Registrar of Companies, Gwalior in the name of “SONI SOYA PRODUCTS LIMITED”.
3. The Corporate Identification Number (CIN) of the Company is U51225MP2014PLC033203

#### **APPROVALS/LICENSES RELATED TO OUR BUSINESS ACTIVITIES**

We require various approvals and/ or licenses under various rules and regulations to conduct our business. Some of the material approvals required by us to undertake our business activities are set out below:

| <b>Sr. No.</b> | <b>Description</b>  | <b>Authority</b>   | <b>Registration No./<br/>Reference No./ License<br/>No.</b> | <b>Date of<br/>Issue</b> | <b>Date of<br/>Expiry</b>   |
|----------------|---|--|---|--------------------------|---|
| 1              | Certificate of Importer-Exporter Code (IEC)                                     | Director General of Foreign Trade, Office of Joint Director General of Foreign Trade, Ministry of Commerce and Industry, Government of India | 5614003088  | November 10, 2014        | In case of name change or address change, IEC holder shall cease to be eligible to Import or Export after expiry of 90 days from the date such a change happens unless changes notified to Licensing Authority. |
| 2              | License to work a factory (under Factories Act, 1948 and Rules made thereunder) | Joint Chief Inspector of factories, Madhya Pradesh   | 138/15373/IND/2m(i)/NH                                      | November 12, 2016        | December 31, 2019   |
| 3              | Udyog Aadhar Memorandum/ Entrepreneurs Memorandum for setting                   | Ministry of Micro, Small & Medium Enterprises  | MP23B0006098  | December 27, 2016        | NA  |

|   |   |                               |                |              |              |
|---|---|-------------------------------|----------------|--------------|--------------|
|   | micro, small and medium Enterprises Unit              |                               |                |              |              |
| 4 | License under the Food Safety and Standards Act, 2006 | Food and Drugs Administration | 11415850000428 | May 06, 2017 | May 05, 2019 |

#### **TAX RELATED APPROVALS/LICENSES/REGISTRATIONS**

| <b>Sr. No.</b> | <b>Authorisation granted</b>   | <b>Issuing Authority</b>  | <b>Registration No./Reference No./License No.</b> | <b>Date of Issue</b> | <b>Validity</b> |
|----------------|--|---|---|----------------------|-----------------|
| 1              | Permanent Account Number (PAN)   | Income Tax Department, Government of India                                      | AAUCS9748M  | October 18, 2014     | Perpetual       |
| 2              | Tax Deduction Account Number (TAN)   | Income Tax Department, Government of India                                      | BPLS16251E  | December 17, 2014    | Perpetual       |
| 3              | Certificate of Registration (under Madhya Pradesh Value Added Tax Act, 2002 read with Rule 12 of the Madhya Pradesh Value Added Tax Rules, 2006) | Commercial Tax Department, Government of Madhya Pradesh                         | 23289133293                                       | October 03, 2015     | Perpetual       |
| 4              | Certificate of Registration of Service Tax (under Chapter V of the Finance Act, 1994 read with the Service Tax Rules, 1994)                      | Ministry of Finance, Department of Revenue, Central Board of Excise and Customs | AAUCS9749MSD001                                   | December 11, 2014    | Until cancelled |
| 5              | Certificate of Registration Central Sales Tax (Under Rule 5(1) of Central Sales  | Commercial Tax Officer, Circle-13, Indore                                       | 2328913393  | January 03, 2015     | Until cancelled |

| Sr. No. | Authorisation granted  | Issuing Authority                                    | Registration No./Reference No./License No. | Date of Issue | Validity   |
|---------|--|--|--|---------------|--|
|         | Tax ( Registration and Turnover) Rules, 1957)  |  |  |               |  |
| 6       | Professional Tax Enrollment Certificate (PTEC)<br><br>(under of Madhya Pradesh Professional Tax Act, 1995)   | Commercial Tax officer Indore                        | 79339006448                                | July 09, 2017 | NA   |
| 7       | Professional Tax Registration Certificate (PTRC)<br><br>(under of Madhya Pradesh Professional Tax Act, 1995) | Commercial Tax officer Indore                        | 78489046625                                | July 09, 2017 | NA   |
| 8       | Certificate of Provisional Registration  | Government of India And Government of Madhya Pradesh | GSTIN:<br>23AAUCS9749M1Z9                  | June 26, 2017 | The GST registration of the Company is at provisional stage and will be converted to permanent on submission of requisite documents before date specified by the Government from time to time. |

#### **ENVIRONMENT RELATED LICENSES /APPROVALS/ REGISTRATIONS**

| Sr No. | Description   | Authority                              | Registration Number                 | Date of Certificate        | Date of Expiry    |
|--------|---|--|-------------------------------------|----------------------------|-------------------|
| 1      | Consent to Establish the Unit for a product at a particular production capacity issued by State Pollution Control Board   | Madhya Pradesh Pollution Control Board | 2260/TS/MPPCB/2015<br>CTE No. 31362 | June 12, 2015              | NA                |
| 2      | Consent to Operate issued by State Pollution Control Board Under section 25 of the Water (Prevention & Control of Pollution) Act, 1974 & Under section 21 of the Air (Prevention & Control of Pollution) Act, 1981 and Authorisation / Renewal of Authorisation under Rule 5 of the Hazardous Wastes (Management, handling & Transboundary movement) Rules 2008 | Madhya Pradesh Pollution Control Board | AW-43291                            | e-Signed on March 12, 2017 | December 01, 2017 |

#### **OTHER BUSINESS RELATED APPROVALS**

| Sr No. | Description   | Authority  | Registration Number | Date of Certificate | Date of Expiry    |
|--------|---|--|---------------------|---------------------|-------------------|
| 1      | Registration with U.S. Food and Drug Administration | Executive Director, Registrar Corp-U.S. Agent for FDA Communications | 16517348752         | December 05, 2016   | December 31, 2017 |
| 2      | Registration – cum – Membership                     | Agricultural and Processed Food Products, Export Development         | 5614003088          | January 13, 2015    | January 12, 2020  |


|   |  |   |                                    |                   |                   |
|---|--|---|------------------------------------|-------------------|-------------------|
|   | Certificate of Agricultural and Processed Food Products Export Development Authority   | Authority   |                                    |                   |                   |
| 3 | Certificate for being in accordance with requirements of India's National Programme for Organic Production Standards   | OneCert International Private Limited                             | Certificate No. ONE/SC/1512/003167 | December 17, 2016 | December 13, 2017 |
| 4 | Certificate for being in accordance with requirements of India's National Programme for Organic Production Standards   | One Cert Asia Agri Certification Private Limited                  | Certificate No. ORG/SC/1601/000039 | December 20, 2016 | December 20, 2017 |
| 5 | Certificate for being in accordance with requirements of Organic Production of Agricultural Products According to INDOCERT Organic Standards for Non- EU Country Operators | Certification Coordinator, DAkkS [Deutsche Akkreditierungsstelle] | IN/MP/ORG/IOSFP/1008               | March 09, 2017    | March 08, 2018    |
| 6 | ISO 22000:2005   | UK Certification & Trading Limited                                | Certificate No.: 10FS/UK/160813    | August 13, 2016   | August 12, 2019   |
| 7 | Certificate for being in accordance with requirements of National  | Food Cert India Private Limited                                   | Certificate No. ORG/SC/1612/002717 | December 20, 2016 | December 20, 2017 |



|   |  |  |                  |                |                   |
|---|--|--|------------------|----------------|-------------------|
|   | Programme for Organic Production (NPOP), India and National Organic Program (NOP) technical standards (USA)  |  |                  |                |                   |
| 8 | Inspection Certificate issued in accordance with provisions of regulation (EC) Nr. 834/2007 and regulation (EC) Nr. 889/2008 for operators in Non-EU Countries | DAkkS [Deutsche Akkreditierungsstelle] | IN-48901-2017-EU | March 03, 2017 | February 28, 2018 |

## **INTELLECTUAL PROPERTY RELATED APPROVALS/REGISTRATIONS**

### **TRADEMARKS**

| Sr. No. | Trademark   | Trade mark Type | Class | Applicant                          | Application No. | Date of Application | Validity/ Renewal | Registration status |
|---------|---|-----------------|-------|------------------------------------|-----------------|---------------------|-------------------|---------------------|
| 1.      |  | Device          | 30    | Soni Soya Products Private Limited | 3416305         | November 22, 2016   | -                 | Advertised before   |

**Company has confirmed that no other applications have been made by the Company nor has it registered any type of intellectual property including trademarks/copyrights/patents etc.'**

### **PENDING APPROVALS:**

Application for changing the name of above mentioned approvals from "Soni Soya Products Private Limited" to "Soni Soya Products Limited" is yet to be made.

### **MATERIAL LICENSES / APPROVALS FOR WHICH THE COMPANY IS YET TO APPLY**

1. Address of Registration Certificate of Establishment has to be changed as per the new registered office address

2. Employees Provident Fund Registration
3. Registration for Employees State Insurance

## **OTHER REGULATORY AND STATUTORY DISCLOSURES**

### **AUTHORITY FOR THE ISSUE**

The Issue has been authorized by a resolution passed by our Board of Directors at its meeting held on October 06, 2017 and by the shareholders of our Company by a special resolution, pursuant to Section 62(1) (c) of the Companies Act, 2013 passed at the EGM of our Company held on November 01, 2017 at registered office of the Company.

### **PROHIBITION BY SEBI, RBI OR OTHER GOVERNMENTAL AUTHORITIES**

Neither Company, nor our Directors, our Promoters or the relatives (as defined under the Companies Act) of Promoters, our Promoter Group, and our Group Companies have been declared as willful defaulter(s) by the RBI or any other governmental authority. Further, there has been no violation of any securities law committed by any of them in the past and no such proceedings are currently pending against any of them.

We confirm that our Company, Promoters, Promoter Group, Directors or Group Companies have not been prohibited from accessing or operating in the capital markets under any order or direction passed by SEBI or any other regulatory or Governmental Authority.

Neither our Promoters, nor any of our Directors or persons in control of our Company are / were associated as promoter, directors or persons in control of any other company which is debarred from accessing or operating in the capital markets under any order or directions made by the SEBI or any other regulatory or Governmental Authorities.

None of our Directors are in any manner associated with the securities market. There has been no action taken by SEBI against any of our Directors or any entity our Directors are associated with as directors.

### **ELIGIBILITY FOR THIS ISSUE**

Our Company is eligible for the Issue in accordance with Regulation 106(M) (1) 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 and upto twenty five crore and we shall hence issue shares to the public and propose to list the same on the Small and Medium Enterprise Exchange (in this case being the “EMERGE Platform of the National Stock Exchange of India Limited”)

We confirm that:

1. In accordance with Regulation 106(P) of the SEBI (ICDR) Regulations, this Issue will be hundred per cent underwritten and that the Lead Manager to the Issue will underwrite at least 15% of the total issue size. For further details pertaining to underwriting please refer to chapter titled “General Information” beginning on page 60 of this Draft Prospectus.
2. 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 working 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 SEBI (ICDR) Regulations, the Companies Act, 2013 and applicable laws. Further, in accordance with Section 40 of the Companies Act, 2013, the Company and each officer in default may be punishable with fine and/or imprisonment in such a case.
3. In accordance with Regulation 106(O) the SEBI (ICDR) Regulations, we have not filed any 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.

4. 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 chapter titled “*General Information*” beginning on page 60 of this Draft Prospectus.
5. The Company has track record of 3 Years and positive cash accruals (earnings before depreciation and tax) from operations for at least 2 financial years preceding the application and
6. Net worth of the Company is positive.
7. The Company has not been referred to Board for Industrial and Financial Reconstruction.
8. No petition for winding up is admitted by a court of competent jurisdiction against the Company.
9. No material regulatory or disciplinary action has been taken by any stock exchange or regulatory authority in the past three years against the Company.
10. The Company has a website [www.sonisoya.com](http://www.sonisoya.com)

We further confirm that we shall be complying with all the other requirements as laid down for such an Issue under Chapter XB 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 Sub-regulation (1) of Regulation 49 of SEBI (ICDR) Regulations, 2009 shall not apply to us in this Issue.

#### **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, PANTOMATH CAPITAL ADVISORS PRIVATE LIMITED HAS 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 THIS DRAFT PROSPECTUS, THE LEAD MANAGER, PANTOMATH CAPITAL ADVISORS PRIVATE LIMITED, IS EXPECTED TO EXERCISE DUE DILIGENCE TO ENSURE THAT THE COMPANY DISCHARGES ITS RESPONSIBILITY ADEQUATELY IN THIS BEHALF AND TOWARDS THIS PURPOSE, THE LEAD MANAGER, PANTOMATH CAPITAL ADVISORS PRIVATE LIMITED, SHALL FURNISHED TO STOCK EXCHANGE/SEBI A DUE DILIGENCE CERTIFICATE IN ACCORDANCE WITH THE SEBI (MERCHANT BANKERS) REGULATIONS, 1992 AFTER FILING OF PROSPECTUS WITH ROC AND BEFORE OPENING OF ISSUE.**

**“WE, THE UNDER NOTED 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, CIVIL LITIGATIONS, DISPUTES WITH COLLABORATORS, CRIMINAL LITIGATIONS ETC. AND OTHER MATERIAL IN CONNECTION WITH THE FINALISATION OF THE DRAFT PROSPECTUS PERTAINING TO THE SAID ISSUE;**
- 2. ON THE BASIS OF SUCH EXAMINATION AND THE DISCUSSIONS WITH THE ISSUER, ITS DIRECTORS AND OTHER OFFICERS, OTHER AGENCIES, AND 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 ISSUER, WE CONFIRM THAT:**
  - A. THE DRAFT PROSPECTUS FILED WITH THE EXCHANGE / BOARD 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 THE BOARD, THE CENTRAL GOVERNMENT AND ANY OTHER COMPETENT AUTHORITY IN THIS BEHALF HAVE BEEN DULY COMPLIED WITH; AND**
  - C. THE DISCLOSURES MADE IN THE DRAFT PROSPECTUS 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 COMPANIES ACT, 1956, APPLICABLE PROVISIONS OF THE COMPANIES ACT, 2013, THE SECURITIES AND 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 DRAFT PROSPECTUS ARE REGISTERED WITH THE BOARD AND THAT TILL DATE SUCH REGISTRATION IS VALID.**
- 4. WE HAVE SATISFIED OURSELVES ABOUT THE CAPABILITY OF THE UNDERWRITERS TO FULFILL THEIR UNDERWRITING COMMITMENTS.- NOTED FOR COMPLIANCE**
- 5. WE CERTIFY THAT WRITTEN CONSENTS FROM PROMOTERS HAVE BEEN OBTAINED FOR INCLUSION OF HIS SPECIFIED SECURITIES AS PART OF PROMOTERS’ CONTRIBUTION SUBJECT TO LOCK-IN AND THE SPECIFIED SECURITIES PROPOSED TO FORM PART OF PROMOTERS’ 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 THE BOARD TILL THE DATE OF COMMENCEMENT OF LOCK-IN PERIOD AS STATED IN THE DRAFT PROSPECTUS.**
- 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 SPECIFIED SECURITIES 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 DRAFT PROSPECTUS.**

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 THE BOARD. 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 ISSUER ALONG WITH THE PROCEEDS OF THE PUBLIC ISSUE. – NOT APPLICABLE
8. WE CERTIFY THAT THE PROPOSED ACTIVITIES OF THE ISSUER 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 OR OTHER CHARTER OF THE ISSUER AND THAT THE ACTIVITIES WHICH HAVE BEEN CARRIED OUT UNTIL NOW ARE VALID IN TERMS OF THE OBJECT CLAUSE OF ITS MEMORANDUM OF ASSOCIATION. – COMPLIED TO THE EXTENT APPLICABLE
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 40 OF THE COMPANIES ACT, 2013 AND THAT SUCH MONEYS SHALL BE RELEASED BY THE SAID BANK ONLY AFTER PERMISSION IS OBTAINED FROM ALL THE STOCK EXCHANGES MENTIONED IN THE DRAFT PROSPECTUS. WE FURTHER CONFIRM THAT THE AGREEMENT ENTERED INTO BETWEEN THE BANKERS TO THE ISSUE AND THE ISSUER SPECIFICALLY CONTAINS THIS CONDITION – NOTED FOR COMPLIANCE
10. WE CERTIFY THAT A DISCLOSURE HAS BEEN MADE IN THE DRAFT PROSPECTUS THAT THE INVESTORS SHALL BE GIVEN AN OPTION TO GET THE SHARES IN DEMAT OR PHYSICAL MODE- NOT APPLICABLE. UNDER SECTION 29 OF THE COMPANIES ACT, 2013 EQUITY SHARES IN THE ISSUE WILL BE ISSUED IN DEMATERIALISED FORM ONLY.
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 DRAFT PROSPECTUS:
- A. AN UNDERTAKING FROM THE ISSUER THAT AT ANY GIVEN TIME, THERE SHALL BE ONLY ONE DENOMINATION FOR THE EQUITY SHARES OF THE ISSUER AND
- B. AN UNDERTAKING FROM THE ISSUER THAT IT SHALL COMPLY WITH SUCH DISCLOSURE AND ACCOUNTING NORMS SPECIFIED BY THE BOARD 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. – NOTED FOR COMPLIANCE

14. WE ENCLOSE A NOTE EXPLAINING HOW THE PROCESS OF DUE DILIGENCE THAT HAS BEEN EXERCISED BY US IN VIEW OF THE NATURE OF CURRENT BUSINESS BACKGROUND OF THE ISSUER, 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 DRAFT PROSPECTUS WHERE THE REGULATION HAS BEEN COMPLIED WITH AND OUR COMMENTS, IF ANY. – NOTED FOR COMPLIANCE
16. WE ENCLOSE STATEMENT ON PRICE INFORMATION OF PAST ISSUES HANDLED BY MERCHANT BANKERS AS PER FORMAT SPECIFIED BY THE BOARD (SEBI) THROUGH CIRCULAR – DETAILS ARE ENCLOSED IN “ANNEXURE A”
17. WE CERTIFY THAT PROFITS FROM RELATED PARTY TRANSACTION HAVE ARISEN FROM LEGITIMATE BUSINESS TRANSACTIONS.”- COMPLIED WITH TO THE EXTENT OF THE RELATED PARTY TRANSACTIONS REPORTED IN ACCORDANCE WITH ACCOUNTING STANDARD 18 IN THE FINANCIAL STATEMENTS OF THE COMPANY INCLUDED IN THE DRAFT PROSPECTUS

ADDITIONAL CONFIRMATIONS/ CERTIFICATION TO BE GIVEN BY MERCHANT BANKER 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 DRAFT PROSPECTUS 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 DRAFT 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. – NOTED FOR COMPLIANCE
- (4) WE CONFIRM THAT AGREEMENTS HAVE BEEN ENTERED INTO WITH THE DEPOSITORIES FOR DEMATERIALISATION OF THE SPECIFIED SECURITIES OF THE ISSUER. – NOTED FOR COMPLIANCE
- (5) WE CERTIFY THAT AS PER THE REQUIREMENTS OF FIRST PROVISOR TO SUB-REGULATION 4 OF REGULATION 32 OF SECURITIES AND EXCHANGE BOARD OF INDIA (ISSUE OF CAPITAL AND DISCLOSURE REQUIREMENTS) REGULATIONS, 2009, CASH FLOW STATEMENT HAS BEEN PREPARED AND DISCLOSED IN THE DRAFT PROSPECTUS.

**(6) WE CONFIRM THAT UNDERWRITING ARRANGEMENTS AS PER REQUIREMENTS OF REGULATION 106P AND 106V OF THE SECURITIES AND EXCHANGE BOARD OF INDIA (ISSUE OF CAPITAL AND DISCLOSURE REQUIREMENTS) REGULATIONS, 2009 HAVE BEEN MADE.**

**(7) WE CONFIRM THAT MARKET MAKING ARRANGEMENTS AS PER REQUIREMENTS OF REGULATION 106P AND 106V OF THE SECURITIES AND EXCHANGE BOARD OF INDIA (ISSUE OF CAPITAL AND DISCLOSURE REQUIREMENTS) REGULATIONS, 2009 HAVE BEEN MADE.**

**Note:**

The filing of this Draft Prospectus does not, however, absolve our Company from any liabilities under section 34, 35 and 36(1) of the Companies Act, 2013 or from the requirement of obtaining such statutory and 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 the Issue will be complied with at the time of registration of the Draft Prospectus with the Registrar of Companies, Ahmedabad, in terms of Section 26, 30, 32 and 33 of the Companies Act, 2013.

**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 this 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.sonisoya.com](http://www.sonisoya.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 November 25, 2017, the Underwriting Agreement dated November 25, 2017, entered into among the Underwriter and our Company and the Market Making Agreement dated [●], entered into among the Market Maker, 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 centres, 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 and may in future engage in the provision of services for which they may in future receive compensation. Pantomath Capital Advisors Private Limited is not an 'associate' of the Company and is eligible to Lead Manager this Issue, under the SEBI (Merchant Bankers) Regulations, 1992.

**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 track record of the past issue handled by M/s. Pantomath Capital Advisors Private Limited, as specified in Circular reference CIR/CFD/DIL/7/2015 dated October 30, 2015 issued by SEBI, please refer “Annexure A” to this Draft Prospectus and the website of the Lead Manager at [www.pantomathgroup.com](http://www.pantomathgroup.com)

## **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 authorized 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 authorized under their constitution to hold and invest in shares, public financial institutions as specified in Section 2(72) of the Companies Act, 2013, VCFs, state industrial development corporations, insurance companies registered with Insurance Regulatory and Development Authority, provident funds (subject to applicable law) with minimum corpus of Rs. 2,500 Lakhs, pension funds with minimum corpus of Rs. 2,500 Lakhs and the National Investment Fund, and permitted non-residents including FPIs, Eligible NRIs, 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 this Draft Prospectus comes is required to inform him 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 Mumbai 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 EMERGE Platform of the National Stock Exchange of India Limited for its observations and NSE will give its observations in due course. Accordingly, the Equity Shares represented hereby may not be offered or sold, directly or indirectly, and this Draft Prospectus may not be distributed, in any jurisdiction, except in accordance with the legal requirements applicable in such jurisdiction. Neither the delivery of this 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, legislations and Draft Prospectus in each jurisdiction, including India.

## **DISCLAIMER CLAUSE OF THE EMERGE PLATFORM OF NATIONAL STOCK EXCHANGE OF INDIA LIMITED**

“As required, a copy of this Offer Document has been submitted to National Stock Exchange of India Limited (hereinafter referred to as NSE). NSE has given vide its letter [●] dated [●] permission to the Issuer to use the Exchange’s name in this Offer Document as one of the stock exchanges on which this Issuer’s securities are proposed to be listed. The Exchange has scrutinized this offer document for its limited internal purpose of deciding on the matter of granting the aforesaid permission to this Issuer. It is to be distinctly understood that the aforesaid permission given by NSE should not in any

way be deemed or construed that the offer document has been cleared or approved by NSE; nor does it in any manner warrant, certify or endorse the correctness or completeness of any of the contents of this offer document; nor does it warrant that this Issuer's securities will be listed or will continue to be listed on the Exchange; nor does it take any responsibility for the financial or other soundness of this Issuer, its promoters, its management or any scheme or project of this Issuer.

Every person who desires to apply for or otherwise acquire any securities of this Issuer may do so pursuant to independent inquiry, investigation and analysis and shall not have any claim against the Exchange whatsoever by reason of any loss which may be suffered by such person consequent to or in connection with such subscription /acquisition whether by reason of anything stated or omitted to be stated herein or any other reason whatsoever."

## **FILING**

The Draft Prospectus has not been filed with SEBI, nor has SEBI issued any observation on the Offer Document in terms of Regulation 106(M) (3). However, a copy of the Prospectus will be filed with SEBI at SEBI Regional Office, Western Regional Office, Unit No 002, Ground Floor SAKAR-I, Near Gandhigram Railway Station opposite Nehru Bridge Ashram Road, Ahmedabad- 380009, Gujarat, India. A copy of the Prospectus along with the documents required to be filed under Section 26 of the Companies Act, 2013 will be delivered to the RoC situated at 3rd Floor, A Block, Sanjay Complex, Jayendra Ganj, Gwalior, Madhya Pradesh, India

In terms of Chapter XB of the SEBI (ICDR) Regulations, there is no requirement of obtaining in principle approval from EMERGE Platform of the National Stock Exchange of India Limited. However application will be made to the EMERGE Platform of the National Stock Exchange of India Limited for obtaining permission to deal in and for an official quotation of our Equity Shares. EMERGE Platform of the National Stock Exchange of India Limited will be the Designated Stock Exchange, with which the Basis of Allotment will be finalized.

The EMERGE Platform of the National Stock Exchange of India Limited has given its in-principal approval for using its name in our Draft Prospectus and Prospectus vide its letter dated [●]

If the permissions to deal in and for an official quotation of our Equity Shares are not granted by the EMERGE Platform of the National Stock Exchange of India Limited, our Company will forthwith repay, without interest, all moneys received from the bidders in pursuance of the Prospectus. If such money is not repaid within 8 days after our Company becomes liable to repay it (i.e. from the date of refusal or within 15 working days from the Issue Closing Date), then our Company and every Director of our Company who is an officer in default shall, on and from such expiry of 8 working days, be liable to repay the money, with interest at the rate of 15% per annum on application money, as prescribed under section 40 of the Companies Act, 2013 and SEBI (ICDR) Regulations.

Our Company shall ensure that all steps for the completion of the necessary formalities for listing and commencement of trading at the EMERGE Platform of the National Stock Exchange of India Limited mentioned above are taken within six Working Days from the Issue Closing Date

## **CONSENTS**

Consents in writing of: (a) the Directors, the Promoters, the Company Secretary & Compliance Officer, Chief Financial Officer, the Statutory Auditor, the Peer Reviewed Auditor, the Banker(s) to the Company; and (b) Lead Manager, Underwriters, Market Maker, Registrar to the Issue, Public Issue Banker/ Refund Banker, Legal Advisor to the Issue to act in their respective capacities have been obtained and is filed along with a copy of the Draft Prospectus/ Prospectus with the RoC, as required under Sections 26 of the Companies Act, 2013 and such consents shall not be withdrawn up to the time of delivery of the Prospectus for registration with the RoC. Our Peer Reviewed Auditor have given their written consent to the inclusion of their report in the form and context in which it appears in this Draft Prospectus and such consent and report shall not be withdrawn up to the time of delivery of the Prospectus for filing with the RoC.

## **EXPERT TO THE ISSUE**

Except as stated below, our Company has not obtained any expert opinions:

- Report of the Peer Reviewed Auditor on Statement of Tax Benefits.
- Report of the Peer Reviewed Auditor on the Restated Financial Statements for the period ended June 30, 2017 and financial year ended on March 31, 2017, 2016, 2015 of our Company.

## **EXPENSES OF THE ISSUE**

The expenses of this Issue include, among others, underwriting and management fees, printing and distribution expenses, legal fees, statutory advertisement expenses and listing fees. For details of total expenses of the Issue, refer to chapter “*Objects of the Issue*” beginning on page 86 of this Draft Prospectus.

## **DETAILS OF FEES PAYABLE**

### **Fees Payable to the Lead Manager**

The total fees payable to the Lead Manager will be as per the Mandate Letter issued by our Company to 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 May 12, 2017 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 and Advertiser, etc. will be as per the terms of their respective engagement letters if any.

## **UNDERWRITING COMMISSION, BROKERAGE AND SELLING COMMISSION**

The underwriting commission and selling commission for this Offer is as set out in the Underwriting Agreement entered into between our Company and the Lead Manager. Payment of underwriting commission, brokerage and selling commission would be in accordance with Section 40 of Companies Act, 2013 and the Companies (Prospectus and Allotment of Securities) Rule, 2014

## **PREVIOUS RIGHTS AND PUBLIC ISSUES SINCE THE INCORPORATION**

We have not made any previous rights and/or public issues since incorporation, 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**

Except as stated in the chapter titled “*Capital Structure*” beginning on page 70 of this Draft Prospectus, 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, 1956 WHICH MADE ANY CAPITAL ISSUE DURING THE LAST THREE YEARS:**

None of the equity shares of our Group Companies are listed on any recognized stock exchange. None of the above companies have raised any capital during the past 3 years.

#### **PROMISE VERSUS PERFORMANCE FOR OUR COMPANY**

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.

#### **OUTSTANDING DEBENTURES, BONDS, REDEEMABLE PREFERENCE SHARES AND OTHER INSTRUMENTS ISSUED BY OUR COMPANY**

As on the date of this Draft Prospectus, our Company has no outstanding debentures, bonds or redeemable preference shares.

#### **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 Agreement between the Registrar and Our Company provides for retention of records with the Registrar for a period of at least three years from the last date of dispatch of the letters of allotment, demat credit and unblocking of funds 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 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 center 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 Application Form was submitted by the ASBA applicants.

#### **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 within 15 working days from the date of receipt of the complaint. In case of non-routine complaints and complaints where external agencies are involved, our Company will seek to redress these complaints as expeditiously as possible.

We have constituted the Stakeholders Relationship Committee of the Board *vide* resolution passed at the Board Meeting held on October 06, 2017. For further details, please refer to the chapter titled “Our Management” beginning on page 141 of this Draft Prospectus.

Our Company has appointed Surabhi Gupta as Company Secretary and Compliance Officer and she may be contacted at the following address:

**Surabhi Gupta**

**Soni Soya Products Limited**

Off no: CSI, P Square Building,

2<sup>nd</sup> floor, 350, Goyal Nagar, Indore – 452016

Madhya Pradesh.

**Tel:** 0731-4056609

**Fax:** NA

**Email:** [cs@sonisoya.com](mailto:cs@sonisoya.com)

**Website:** [www.sonisoya.com](http://www.sonisoya.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 unblocking of funds, *etc.*

#### **CHANGES IN AUDITORS DURING THE LAST THREE FINANCIAL YEARS**

There has been no change in auditors of the Company during the last three financial years

#### **CAPITALISATION OF RESERVES OR PROFITS**

Save and except as stated in the chapter titled “*Capital Structure*” beginning on page 70 of this Draft Prospectus, our Company has not capitalized its reserves or profits during the last five years.

#### **REVALUATION OF ASSETS**

Our Company has not revalued its assets since incorporation.

#### **PURCHASE OF PROPERTY**

Other than as disclosed in this Draft Prospectus, there is no property which has been purchased or acquired or is proposed to be purchased or acquired which is to be paid for wholly or partly from the proceeds of the present Issue or the purchase or acquisition of which has not been completed on the date of this Draft Prospectus.

Except as stated elsewhere in this Draft Prospectus, our Company has not purchased any property in which the Promoters and/or Directors have any direct or indirect interest in any payment made there under.

#### **SERVICING BEHAVIOR**

There has been no default in payment of statutory dues or of interest or principal in respect of our borrowings or deposits.

## SECTION VII- ISSUE INFORMATION

### TERMS OF THE ISSUE

The Equity Shares being issued and transferred pursuant to this Issue shall be subject to the provisions of the Companies Act, 2013, SEBI ICDR Regulations, SCRA, SCRR, the Memorandum and Articles of Association, the SEBI Listing Regulations, the terms of the Prospectus, the Abridged Prospectus, Bid cum Application Form, the Revision Form, the CAN/ the Allotment Advice 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, rules, 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 FIPB, the Stock Exchanges, the RBI, RoC and/or other authorities, as in force on the date of the Issue and to the extent applicable or such other conditions as may be prescribed by SEBI, the RBI, the Government of India, the FIPB, the Stock Exchanges, the RoC and any other authorities while granting their approval for the Issue. SEBI has notified the SEBI Listing Regulations on September 2, 2015, which among other things governs the obligations applicable to a listed company which were earlier prescribed under the Equity Listing Agreement. The Listing Regulations have become effective from December 1, 2015.

Please note that, in terms of SEBI Circular No. CIR/CFD/POLICYCELL/11/2015 dated November 10, 2015. All the investors applying in a public issue shall use only Application Supported by Blocked Amount (ASBA) facility for making payment.

Further vide the said circular Registrar to the Issue and Depository Participants have been also authorised to collect the Application forms. Investors may visit the official website of the concerned stock exchange for any information on operationalization of this facility of form collection by Registrar to the Issue and DPs as and when the same is made available.

### RANKING OF EQUITY SHARES

The Equity Shares being issued and transferred in the Issue shall be subject to the provisions of the Companies Act, 2013 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 upon 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 in accordance with Companies Act, 1956 and Companies Act, 2013 and the Articles. For further details, please refer to the section titled “*Main Provisions of Articles of Association*” beginning on page number 260 of this Draft Prospectus.

### MODE OF PAYMENT OF DIVIDEND

The declaration and payment of dividend will be as per the provisions of Companies Act, SEBI Listing Regulations and recommended by the Board of Directors at their discretion and approved by the shareholders 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, SEBI Listing Regulations and our Articles of Association. For further details, please refer to the chapter titled “*Dividend Policy*” on page 161 of this Draft Red Herring Prospectus.

### FACE VALUE AND ISSUE PRICE PER SHARE

The face value of the Equity Shares is Rs. 10 each and the Issue Price is Rs. [●] per Equity Share.

The Price will be decided by our Company in consultation with the LM and advertised in [●] edition of the English national newspaper [●], [●] edition of the Hindi national newspaper [●] and the Regional newspaper [●], each with wide circulation, at least five Working Days prior to the Bid/Issue Opening Date and shall be made available to the Stock Exchanges for the purpose of uploading the same on their websites.

At any given point of time there shall be only one denomination of 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 receive Annual Reports & notices to members;
- 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 issue 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, 2013 Act, the terms of the SEBI Listing Regulations 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 260 of this Draft Prospectus.

## **MINIMUM APPLICATION VALUE, MARKET LOT AND TRADING LOT**

Pursuant to Section 29 of the Companies Act, 2013 the Equity Shares shall be allotted only in dematerialised form. As per the SEBI ICDR Regulations, the trading of the Equity Shares shall only be in dematerialised form. In this context, two agreements have been signed amongst our Company, the respective Depositories and the Registrar to the Issue:

- Agreement dated [●] amongst NSDL, our Company and the Registrar to the Issue; and
- Agreement dated [●] amongst CDSL, our Company and the Registrar to the Issue.

Since trading of the Equity Shares is in dematerialised form, the tradable lot is [●] Equity Share. Allotment in this Issue will be only in electronic form in multiples of one Equity Share subject to a minimum Allotment of [●] 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 Issue will be done in multiples of [●] Equity Share subject to a minimum allotment of [●] Equity Shares to the successful applicants.

## **MINIMUM NUMBER OF ALLOTTEES**

Further in accordance with the Regulation 106R of SEBI (ICDR) Regulations, 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 blocked by the SCSBs shall be unblocked within 4 working days of closure of issue.

## **JURISDICTIONS**

Exclusive jurisdiction for the purpose of this Issue is with the competent courts / authorities in Mumbai, Maharashtra, India.

**The Equity Shares have not been and will not be registered under the U.S. Securities Act or any state securities laws in the United States and may not be issued or sold within the United States or to, or for the account or benefit of, “U.S. persons” (as defined in Regulation S), except pursuant to an exemption from, or in a transaction not subject to, the registration requirements of the U.S. Securities Act and applicable U.S. state securities laws. Accordingly, the Equity**

**Shares are being issued and sold only outside the United States in offshore transactions in reliance on Regulation S under the U.S. Securities Act and the applicable laws of the jurisdiction where those issues and sales occur.**

**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 issued or sold, and applications may not be made by persons in any such jurisdiction, except in compliance with the applicable laws of such jurisdiction.**

#### **JOINT HOLDER**

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 BIDDERS**

In accordance with Section 72 of the Companies Act, 2013 the sole Bidder, or the 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 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/transfer/alienation 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

Any person who becomes a nominee by virtue of the provisions of Section 72 of the Companies Act, 2013 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.

#### **WITHDRAWAL OF THE ISSUE**

Our Company in consultation with the LM, reserve the right to not to proceed with the Issue after the Bid/Issue Opening Date but before the Allotment. In such an event, our Company would issue a public notice in the newspapers in which the pre-Issue advertisements were published, within two days of the Bid/Issue Closing Date or such other time as may be prescribed by SEBI, providing reasons for not proceeding with the Issue. The Lead Manager through, the Registrar to the Issue, shall notify the SCSBs to unblock the bank accounts of the ASBA Bidders within one Working Day from the date of receipt of such notification. Our Company shall also inform the same to the Stock Exchanges on which Equity Shares are proposed to be listed.

Notwithstanding the foregoing, this Issue is also subject to obtaining (i) the final listing and trading approvals of the Stock Exchange, which our Company shall apply for after Allotment, and (ii) the final RoC approval of the Prospectus after it is filed with the RoC. If our Company withdraws the Issue after the Bid/ Issue Closing Date and thereafter determines that it will proceed with an



issue/issue for sale of the Equity Shares, our Company shall file a fresh Draft Red Herring Prospectus with Stock Exchange.

#### **ISSUE OPENING PROGRAMME**

|   |     |
|---|-----|
| Issue Opening Date  | [●] |
| Issue Closing Date  | [●] |
| Finalization of Basis of Allotment with the Designated Stock Exchange | [●] |
| Initiation of Refunds   | [●] |
| Credit of Equity Shares to demat accounts of Allottees                | [●] |
| Commencement of trading of the Equity Shares on the Stock Exchange    | [●] |

The above timetable is indicative and does not constitute any obligation on our Company, and the LM. Whilst our Company shall ensure that all steps for the completion of the necessary formalities for the listing and the commencement of trading of the Equity Shares on the Stock Exchange are taken within 6 Working Days of the Issue Closing Date, the timetable may change due to various factors, such as extension of the Issue Period by our Company, revision of the Price or any delays in receiving the final listing and trading approval from the Stock Exchange. The Commencement of trading of the Equity Shares will be entirely at the discretion of the Stock Exchange and in accordance with the applicable laws.

#### **MINIMUM SUBSCRIPTION**

This Issue is not restricted to any minimum subscription level and is 100% underwritten.

As per Section 39 of the Companies Act, 2013, if the “stated minimum amount” has not be subscribed and the sum payable on application is not received within a period of 30 days from the date of the Prospectus, the application money has to be returned within such period as may be prescribed. If our Company does not receive the 100% subscription of the issue through the Issue 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 and every officer in default will, on and from the expiry of this period, be jointly and severally liable to repay the money, with interest or other penalty as prescribed under the SEBI Regulations, the Companies Act 2013 and applicable law.

In accordance with Regulation 106 P (1) of the SEBI (ICDR) Regulations, our Issue shall be hundred percent underwritten. Thus, the underwriting obligations shall be for the entire hundred percent of the issue through the Prospectus and shall not be restricted to the minimum subscription level.

Further, in accordance with Regulation 106(R) of the SEBI (ICDR) Regulations, our Company shall ensure that the number of prospective allottees to whom the Equity Shares will allotted will not be less than 50 (Fifty)

Further, in accordance with Regulation 106(Q) of the SEBI (ICDR) Regulations, our Company shall ensure that the minimum application size in terms of number of specified securities shall not be less than Rs.1,00,000/- (Rupees One Lakh) per application.

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 issued or sold, and applications may not be made by persons in any such jurisdiction, except in compliance with the applicable laws of such jurisdiction.

#### **MIGRATION TO MAIN BOARD**

Our company may migrate to the Main board of NSE from SME Exchange on a later date subject to the following:

- *If the Paid up Capital of our Company is likely to increase above Rs. 2,500 lakhs by virtue of any further issue of capital by way of rights issue, 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 Promoter 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), our Company shall apply to NSE for listing of its shares on its Main Board subject to the fulfilment of the eligibility criteria for listing of specified securities laid down by the Main Board.*

OR

- If the Paid up Capital of our company is more than Rs. 1,000 lakhs but below Rs. 2,500 lakhs, our Company may still apply for migration to the Main Board and if the Company fulfils the eligible criteria for listing laid by the Main Board and if the same has been approved by a special resolution through postal ballot wherein the votes cast by the shareholders other than the Promoter 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 issued and transferred through this Issue are proposed to be listed on the EMERGE Platform of NSE with compulsory market making through the registered Market Maker of the SME Exchange for a minimum period of three years or such other time as may be prescribed by the Stock Exchange, from the date of listing on NSE EMERGE. For further details of the market making arrangement please refer to chapter titled “General Information” beginning on page 60 of this Draft Prospectus.

#### **ARRANGEMENT FOR DISPOSAL OF ODD LOT**

The trading of the equity shares will happen in the minimum contract size of [●] 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 NSE EMERGE.

#### **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.

#### **OPTION TO RECEIVE SECURITIES IN DEMATERIALIZED FORM**

In accordance with the SEBI ICDR Regulations, Allotment of Equity Shares to successful applicants will only be in the dematerialized form. Applicants will not have the option of Allotment of the Equity Shares in physical form. The Equity Shares on Allotment will be traded only on the dematerialized segment of the Stock Exchange. Allottees shall have the option to re-materialise the Equity Shares, if they so desire, as per the provisions of the Companies Act and the Depositories Act.

#### **NEW FINANCIAL INSTRUMENTS**

There are no new financial instruments such as deep discounted bonds, debenture, warrants, secured premium notes, etc. issued by our Company.

#### **APPLICATION BY ELIGIBLE NRIs, FPI'S REGISTERED WITH SEBI, VCF'S, AIF'S REGISTERED WITH SEBI AND QFI'S**

It is to be understood that there is no reservation for Eligible NRIs or FPIs or QFIs or VCFs or AIFs registered with SEBI. Such Eligible NRIs, QFIs, FPIs, VCFs or AIFs registered with SEBI will be

treated on the same basis with other categories for the purpose of Allocation.

#### **RESTRICTIONS, IF ANY ON TRANSFER AND TRANSMISSION OF EQUITY SHARES**

Except for lock-in of the pre-Issue Equity Shares and Promoter's minimum contribution in the Issue as detailed in the chapter "*Capital Structure*" beginning on page 70 of this 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 260 of this Draft Prospectus.

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 Applied for do not exceed the applicable limits under laws or regulations.

#### **EMPLOYEE DISCOUNT**

The Employee Discount, if any, will be offered to Eligible Employees at the time of making a Application. Eligible Employees must ensure that the Application Amount does not exceed Rs. 200,000. Eligible Employees must mention the Application Amount while filling the Application Form.

## 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, our post issue face value capital exceeds three crore rupees but does not exceed ten crore rupees. The Company shall issue specified securities to the public and propose to list the same on the Small and Medium Enterprise Exchange ("SME Exchange", in this case being the EMERGE Platform of NSE). 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 203 and 212 of this Draft Prospectus.

### Following is the issue structure:

Initial Public Issue of 18,00,000 Equity Shares of face value of Rs. 10/- each fully paid (the 'Equity Shares') for cash at a price of Rs. [●] (including a premium of Rs. [●]) aggregating to Rs. [●]. The Issue comprises a Net Issue to the public of 15,06,000 Equity Shares (the "Net Issue"). The Issue and Net Issue will constitute 34.92% and 29.21% of the post-Issue paid-up Equity Share capital of our Company.

The issue comprises a reservation of 96,000 Equity Shares of Rs. 10 each for subscription by the designated Market Maker ("the Market Maker Reservation Portion") and 1,98,000 Equity Shares of Rs. 10 each for subscription by Eligible Employees..

| Particulars   | Net issue to Public*  | Market Maker Reservation Portion                       |
|---|---|--|
| <b>Number of Equity Shares</b>  | 15,06,000 Equity Shares   | 96,000 Equity Shares                                   |
| <b>Percentage of Issue Size available for allocation</b>                        | 84.00 % of Issue Size   | 5.33 % of Issue Size                                   |
| <b>Basis of Allotment / Allocation if respective category is oversubscribed</b> | Proportionate subject to minimum allotment of [●] equity shares and further allotment in multiples of [●] equity shares each. For further details please refer to the section titled " <i>Issue Procedure</i> " beginning on page 212 of the Draft Prospectus   | Firm allotment   |
| <b>Mode of Application</b>  | All Applicants/Bidders shall make the application (Online or Physical through ASBA Process only)  | Through ASBA Process only                              |
| <b>Minimum Application</b>  | <b><i>For QIB and NII</i></b><br>Such number of Equity Shares in multiples of [●] Equity Shares such that the Application size exceeds Rs 2,00,000<br><b><i>For Retail Individuals</i></b><br>[●] Equity shares   | [●] Equity Shares of Face Value of Rs. 10.00 each      |
| <b>Maximum Application size</b>   | <b><i>For Other than Retail Individual Investors:</i></b><br>For all other investors the maximum application size is the Net Issue to public subject to limits as the investor has to adhere under the relevant laws and regulations as applicable.<br><b><i>For Retail Individuals:</i></b><br>[●] Equity Shares | [●] Equity Shares of Face Value of Rs 10 each          |
| <b>Mode of Allotment</b>  | Compulsorily in Dematerialised mode   | Compulsorily in Dematerialised mode                    |
| <b>Trading Lot</b>  | [●] Equity Shares   | [●] Equity Shares, however the Market Maker may accept |

| Particulars             | Net issue to Public*   | Market Maker Reservation Portion  |
|-------------------------|--|---|
|                         |  | odd lots if any in the market as required under the SEBI ICDR Regulations |
| <b>Terms of payment</b> | The Applicant shall have sufficient balance in the ASBA account at the time of submitting application and the amount will be blocked anytime within two day of the closure of the Issue. |   |

*\* As per Regulation 43(4) of the SEBI (ICDR) Regulations, in an issue made other than through the book building process, allocation in the net offer to public category shall be made as follows:*

- a. Minimum fifty percent to retail individual investors; and*
- b. Remaining to:*
  - a. Individual applicants other than retail individual investors; and*
  - b. Other investors including corporate bodies or institutions, irrespective of the number of specified securities applied for;*
  - c. The unsubscribed portion in either of the categories specified in clauses (a) or (b) may be allocated to applicants in the other category.*

*Explanation: for the purpose of sub-regulation (4), 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.*

Under-subscription, if any, in the Employee Reservation Portion will be added back to the Net Issue to the public.

Eligible Employees applying in the Employee Reservation Portion should note that while filling the “SCSB/Payment Details” block in the Application Form, they must mention the Payment Amount. Please refer to the chapter titled, “Issue Procedure” beginning on page 212 of this Prospectus, for further information.

Under- subscription, if any, in any category, would be met with spill-over from the other categories or a contribution of categories (including the Employee Reservation Portion) at the discretion of our Company in consultation with the LM and the Designated Stock Exchange. Our Company, may in consultation with the LM, offer a discount to Eligible Employees (“Employee Discount”) in accordance with the SEBI Regulations.

A total of 1,98,000 Equity Shares shall be reserved for allocation on a proportionate basis to Eligible Employees, subject to valid applications being received from them . Any unsubscribed portion in Employee Reservation Category shall be added to the Net Issue to the public. Under-subscription, if any in any category, would be allowed to be met with spill-over from any other category or combination of categories at the discretion of our Company in consultation with the LM and the Designated Stock Exchange.

### **Employee Discount**

The Employee Discount, if any, will be offered to Eligible Employees at the time of making an application. Eligible Employees must ensure that the application Amount does not exceed Rs. 200,000. Eligible Employees must mention the Amount while filling the Application Form.

In case of joint Bids, the Application Form should contain only the name of the first Applicant whose name should also appear as the first holder of the beneficiary account held in joint names. The signature of only such first Bidder would be required in the Application Form and such first Applicant would be deemed to have signed on behalf of the joint holders.

## **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. However, 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 Exchange 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 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, the retail individual investors may either withdraw or revise their bids until closure of the issue and investors other than retail individual investors shall not be allowed to withdraw nor lower the size of their Application after the Issue Closing Date

#### **ISSUE PROGRAMME**

|   |     |
|---|-----|
| Issue Opening Date  | [●] |
| Issue Closing Date  | [●] |
| Finalisation of Basis of Allotment with the Designated Stock Exchange | [●] |
| Initiation of Refunds   | [●] |
| Credit of Equity Shares to demat accounts of Allottees                | [●] |
| Commencement of trading of the Equity Shares on the Stock Exchange    | [●] |

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 Centres 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., all trading days of stock exchanges excluding Sundays and bank holidays.

## ISSUE PROCEDURE

*All Applicants should review the General Information Document for Investing in Public Issues prepared and issued in accordance with the circular (CIR/CFD/DIL/12/2013) dated October 23, 2013 notified by SEBI (the “General Information Document”) included below under section “Part B – General Information Document”, which highlights the key rules, processes and procedures applicable to public issues in general in accordance with the provisions of the Companies Act, 1956, the Securities Contracts (Regulation) Act, 1956, the Securities Contracts (Regulation) Rules, 1957 and the SEBI Regulations. The General Information Document has been updated to include reference to the Securities and Exchange Board of India (Foreign Portfolio Investors) Regulations, 2014, SEBI Listing Regulations and certain notified provisions of the Companies Act, 2013, to the extent applicable to a public issue. The General Information Document is also available on the websites of the Stock Exchange and the Lead Manager. Please refer to the relevant provisions of the General Information Document which are applicable to the Issue.*

*Please note that the information stated/covered in this section may not be complete and/or accurate and as such would be subject to modification/change. Our Company and the Lead Manager do not accept any responsibility for the completeness and accuracy of the information stated in this section and the General Information Document. Our Company and the Lead Manager would not be liable for any amendment, modification or change in applicable law, which may occur after the date of this Draft Prospectus. Applicants are advised to make their independent investigations and ensure that their Applications do not exceed the investment limits or maximum number of Equity Shares that can be held by them under applicable law or as specified in this Draft Prospectus and the Prospectus.*

*This section applies to all the Applicants, please note that all the Applicants are required to make payment of the full Application Amount along with the Application Form.*

### **FIXED PRICE ISSUE PROCEDURE**

The Issue is being made under Regulation 106(M)(1) 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 Application Collecting Intermediaries. 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.

Further the Equity shares on allotment shall be traded only in the dematerialized segment of the Stock Exchange, as mandated by SEBI.

### **APPLICATION FORM**

Pursuant to SEBI Circular dated January 01, 2016 and bearing No. CIR/CFD/DIL/1/2016, the Application Form has been standardized. Also please note that pursuant to SEBI Circular CIR/CFD/POLICYCELL/11/2015 dated November 10, 2015 investors in public issues can only invest through ASBA Mode. The prescribed colours of the Application Form for various investors applying in the Issue are as follows:

| Category   | Colour of Application Form |
|--|----------------------------|
| Resident Indians and Eligible NRIs applying on a non-repatriation basis  | White                      |
| Eligible NRIs, FVCIs, FIIs, their Sub-Accounts (other than Sub-Accounts which are foreign corporates or foreign individuals bidding under the QIB Portion), applying on a repatriation basis | Blue                       |

| Category | Colour of Application Form |
|----------|----------------------------|
| (ASBA )  |                            |

Applicants shall only use the specified Application Form for the purpose of making an application in terms of the Prospectus. The Application Form shall contain information about the Applicant and the price and the number of Equity Shares that the Applicants wish to apply for. Application Forms downloaded and printed from the websites of the Stock Exchange shall bear a system generated unique application number. ASBA Bidders are required to ensure that the ASBA Account has sufficient credit balance as an amount equivalent to the full Bid Amount can be blocked by the SCSB at the time of submitting the Bid.

Applicants are required to submit their applications only through any of the following Application Collecting Intermediaries

- i) an SCSB, with whom the bank account to be blocked, is maintained
- ii) a syndicate member (or sub-syndicate member)
- iii) a stock broker registered with a recognised stock exchange (and whose name is mentioned on the website of the stock exchange as eligible for this activity) ('broker')
- iv) a depository participant ('DP') (whose name is mentioned on the website of the stock exchange as eligible for this activity)
- v) a registrar to an issue and share transfer agent ('RTA') (whose name is mentioned on the website of the stock exchange as eligible for this activity)
- vi) Closure time of the Stock Exchange bidding platform for entry of applications.
- vii) Applications not uploaded by bank, would be rejected.
- viii) In case of discrepancy in the data entered in the electronic book viz. a viz. the data contained in the physical bid form, for a particular bidder, the details as per physical application form of that bidder may be taken as the final data for the purpose of allotment.
- ix) Standardization of cut-off time for uploading of application on the issue closing date.
- x) A standard cut-off time of 3.00 PM for acceptance of applications.
- xi) A standard cut-off time of 4.00 PM for uploading of applications received from non retail applicants i.e. QIBs, HNIs and employees (if any).
- xii) A standard cut-off time of 5.00 PM for uploading of applications received from only retail applicants, which may be extended up to such time as deemed fit by Stock Exchanges after taking into account the total number of applications received up to the closure of timings and reported by LM to the Exchange within half an hour of such closure

The aforesaid intermediaries shall, at the time of receipt of application, give an acknowledgement to investor, by giving the counter foil or specifying the application number to the investor, as a proof of having accepted the application form, in physical or electronic mode, respectively.

The upload of the details in the electronic bidding system of stock exchange will be done by:

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| For applications submitted by investors to SCSB:                            | After accepting the form, SCSB shall capture and upload the relevant details in the electronic bidding system as specified by the stock exchange(s) and may begin blocking funds available in the bank account specified in the form, to the extent of the application money specified.   |
| For applications submitted by investors to intermediaries other than SCSBs: | After accepting the application form, respective intermediary shall capture and upload the relevant details in the electronic bidding system of stock exchange(s). Post uploading, they shall forward a schedule as per prescribed format along with the application forms to designated branches of the respective SCSBs for blocking of funds within one day of closure of Issue. |



Upon completion and submission of the Application Form to Application Collecting intermediaries, the Applicants are deemed to have authorised our Company to make the necessary changes in the Draft Prospectus, without prior or subsequent notice of such changes to the Applicants.

### **Availability of Prospectus and Application Forms**

The Application Forms and copies of the Prospectus may be obtained from the Registered Office of our Company, Registered Office of the Lead Manager to the Issue and Registered office of the Registrar to the Issue as mentioned in the Application Form. The application forms may also be downloaded from the website of National Stock Exchange of India Limited i.e. [www.nseindia.com](http://www.nseindia.com).

### **WHO CAN APPLY?**

In addition to the category of Applicants set forth under “*General Information Document for Investing in Public Issues – Category of Investors Eligible to participate in an Issue*”, the following persons are also eligible to invest in the Equity Shares under all applicable laws, regulations and guidelines, including:

- FPIs and sub-accounts registered with SEBI other than Category III foreign portfolio investor;
- Category III foreign portfolio investors, which are foreign corporates or foreign individuals only under the Non Institutional Investors (NIIs) category;
- Scientific and / or industrial research organisations authorised in India to invest in the Equity Shares.

### **OPTION TO SUBSCRIBE IN THE ISSUE**

- a. As per Section 29(1) of the Companies Act, 2013 allotment of Equity Shares shall be in dematerialised form only.
- b. The Equity Shares, on allotment, shall be traded on the 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 and applicable law.

### **PARTICIPATION BY ASSOCIATED / AFFILIATES OF LEAD MANAGER AND SYNDICATE MEMBERS**

The Lead Manager and the Syndicate Members, if any, shall not be allowed to purchase in this Issue in any manner, except towards fulfilling their underwriting obligations. However, the associates and affiliates of the Lead Manager and the Syndicate Members, if any, may purchase the Equity Shares in the Issue, either in the QIB Category or in the Non-Institutional Category as may be applicable to such Applicants, where the allocation is on a proportionate basis and such subscription may be on their own account or on behalf of their clients.

### **APPLICATION BY INDIAN PUBLIC INCLUDING ELIGIBLE NRI'S 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 (other than minor having valid depository accounts as per demographic details provided by the depository), 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 (HUF), partnership firms or their nominees. In case of HUFs, 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 Equity Shares exceeding the number of Equity Shares offered to the public. Eligible NRIs applying on a non-repatriation basis may make payments by inward remittance in foreign exchange through normal banking channels or by debits to NRE / FCNR accounts as well as NRO accounts.

## **APPLICATIONS BY ELIGIBLE NRI'S / RFPI's ON REPATRIATION BASIS**

Application Forms have been made available for eligible NRIs at our Registered Office and at the Registered Office of the Lead manager. Eligible NRI Applicants may please note that only such applications as are accompanied by payment in free foreign exchange shall be considered for Allotment under the reserved category. The eligible NRIs who intend to make payment through Non Resident Ordinary (NRO) accounts shall use the Forms meant for Resident Indians and should not use the forms meant for the reserved category. Under FEMA, general permission is granted to companies vide notification no. FEMA/20/2000 RB dated 03/05/2000 to issue securities to NRIs subject to the terms and conditions stipulated therein. 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 NRIs 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.

**As per the current regulations, the following restrictions are applicable for investments by FPIs:**

1. foreign portfolio investor shall invest only in the following securities, namely- (a) Securities in the primary and secondary markets including shares, debentures and warrants of companies, listed or to be listed on a recognized stock exchange in India; (b) Units of schemes floated by domestic mutual funds, whether listed on a recognized stock exchange or not; (c) Units of schemes floated by a collective investment scheme; (d) Derivatives traded on a recognized stock exchange; (e) Treasury bills and dated government securities; (f) Commercial papers issued by an Indian company; (g) Rupee denominated credit enhanced bonds; (h) Security receipts issued by asset reconstruction companies; (i) Perpetual debt instruments and debt capital instruments, as specified by the Reserve Bank of India from time to time; (j) Listed and unlisted non-convertible debentures/bonds issued by an Indian company in the infrastructure sector, where 'infrastructure' is defined in terms of the extant External Commercial Borrowings (ECB) guidelines; (k) Non-convertible debentures or bonds issued by Non-Banking Financial Companies categorized as 'Infrastructure Finance Companies' (IFCs) by the Reserve Bank of India; (l) Rupee denominated bonds or units issued by infrastructure debt funds; (m) Indian depository receipts; and (n) Such other instruments specified by the Board from time to time.
2. Where a foreign institutional investor or a sub account, prior to commencement of these regulations, holds equity shares in a company whose shares are not listed on any recognized stock exchange, and continues to hold such shares after initial public offering and listing thereof, such shares shall be subject to lock-in for the same period, if any, as is applicable to shares held by a foreign direct investor placed in similar position, under the policy of the Government of India relating to foreign direct investment for the time being in force.
3. In respect of investments in the secondary market, the following additional conditions shall apply:
  - a) A foreign portfolio investor shall transact in the securities in India only on the basis of taking and giving delivery of securities purchased or sold;
  - b) Nothing contained in clause (a) shall apply to:
    - i. Any transactions in derivatives on a recognized stock exchange;
    - ii. Short selling transactions in accordance with the framework specified by the Board;
    - iii. Any transaction in securities pursuant to an agreement entered into with the merchant banker in the process of market making or subscribing to unsubscribed portion of the issue in accordance with Chapter XB of the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2009;

- iv. Any other transaction specified by the Board.
- c) No transaction on the stock exchange shall be carried forward;
- d) The transaction of business in securities by a foreign portfolio investor shall be only through stock brokers registered by the Board; provided nothing contained in this clause shall apply to:
  - i. transactions in Government securities and such other securities falling under the purview of the Reserve Bank of India which shall be carried out in the manner specified by the Reserve Bank of India;
  - ii. sale of securities in response to a letter of offer sent by an acquirer in accordance with the Securities and Exchange Board of India (Substantial Acquisition of Shares and Takeovers) Regulations, 2011;
  - iii. sale of securities in response to an offer made by any promoter or acquirer in accordance with the Securities and Exchange Board of India (Delisting of Equity shares) Regulations, 2009;
  - iv. Sale of securities, in accordance with the Securities and Exchange Board of India (Buy-back of securities) Regulations, 1998;
  - v. divestment of securities in response to an offer by Indian Companies in accordance with Operative Guidelines for Disinvestment of Shares by Indian Companies in the overseas market through issue of American Depository Receipts or Global Depository Receipts as notified by the Government of India and directions issued by Reserve Bank of India from time to time;
  - vi. Any bid for, or acquisition of, securities in response to an offer for disinvestment of shares made by the Central Government or any State Government;
  - vii. Any transaction in securities pursuant to an agreement entered into with merchant banker in the process of market making or subscribing to unsubscribed portion of the issue in accordance with Chapter XB of the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2009;
  - viii. Any other transaction specified by the Board.
- e) A foreign portfolio investor shall hold, deliver or cause to be delivered securities only in dematerialized form:
 

Provided that any shares held in non-dematerialized form, before the commencement of these regulations, can be held in non-dematerialized form, if such shares cannot be dematerialized.

Unless otherwise approved by the Board, securities shall be registered in the name of the foreign portfolio investor as a beneficial owner for the purposes of the Depositories Act, 1996.

4. The purchase of equity shares of each company by a single foreign portfolio investor or an investor group shall be below ten percent of the total issued capital of the company.
5. The investment by the foreign portfolio investor shall also be subject to such other conditions and restrictions as may be specified by the Government of India from time to time.
6. In cases where the Government of India enters into agreements or treaties with other sovereign Governments and where such agreements or treaties specifically recognize certain entities to be distinct and separate, the Board may, during the validity of such agreements or treaties, recognize them as such, subject to conditions as may be specified by it.
7. A foreign portfolio investor may lend or borrow securities in accordance with the framework specified by the Board in this regard.

No foreign portfolio investor may issue, subscribe to or otherwise deal in offshore derivative instruments, directly or indirectly, unless the following conditions are satisfied:

- (a) Such offshore derivative instruments are issued only to persons who are regulated by an appropriate foreign regulatory authority;
- (b) Such offshore derivative instruments are issued after compliance with 'know your client' norms:

Provided that those unregulated broad based funds, which are classified as Category II foreign portfolio investor by virtue of their investment manager being appropriately regulated shall not issue, subscribe or otherwise deal in offshore derivatives instruments directly or indirectly:

Provided further that no Category III foreign portfolio investor shall issue, subscribe to or otherwise deal in offshore derivatives instruments directly or indirectly.

A foreign portfolio investor shall ensure that further issue or transfer of any offshore derivative instruments issued by or on behalf of it is made only to persons who are regulated by an appropriate foreign regulatory authority.

Foreign portfolio investors shall fully disclose to the Board any information concerning the terms of and parties to off-shore derivative instruments such as participatory notes, equity linked notes or any other such instruments, by whatever names they are called, entered into by it relating to any securities listed or proposed to be listed in any stock exchange in India, as and when and in such form as the Board may specify.

Any offshore derivative instruments issued under the Securities and Exchange Board of India (Foreign Institutional Investors) Regulations, 1995 before commencement of SEBI (Foreign Portfolio Investors) Regulations, 2014 shall be deemed to have been issued under the corresponding provisions of SEBI (Foreign Portfolio Investors) Regulations, 2014.

The purchase of equity shares of each company by a single foreign portfolio investor or an investor group shall be below 10% of the total issued capital of the company.

A FII or its subaccount which holds a valid certificate of registration shall, subject to payment of conversion fees, be eligible to continue to buy, sell or otherwise deal in securities till the expiry of its registration as a foreign institutional investor or sub-account, or until he obtains a certificate of registration as foreign portfolio investor, whichever is earlier.

A qualified foreign investor may continue to buy, sell or otherwise deal in securities subject to the provisions of the SEBI (Foreign Portfolio Investors) Regulations, 2014, for a period of one year from the date of commencement of the aforesaid regulations, or until it obtains a certificate of registration as foreign portfolio investor, whichever is earlier.

#### **APPLICATION BY ELIGIBLE EMPLOYEES**

The Application must be for a minimum of [●] Equity Shares and in multiples of [●] Equity Shares thereafter so as to ensure that the Amount payable by the Eligible Employee does not exceed Rs. 200,000. The Allotment in the Employee Reservation Portion will be on a proportionate basis.

i. Applications under Employee Reservation Portion by Eligible Employees shall be: made only in the prescribed Application Form or Revision Form.

ii. The Application must be for a minimum of [●] Equity Shares and in multiples of [●] Equity Shares thereafter so as to ensure that the Amount payable by the Eligible Employee does not exceed Rs. 2,00,000. The maximum Amount in this category by an Eligible Employee cannot exceed Rs. 200,000.

iii. Eligible Employees should mention their employee number at the relevant place in the Application Form.

iv. The Applicant should be an Eligible Employee as defined above. In case of joint Bids, the first Applicant shall be an Eligible Employee.

v. Only Eligible Employees would be eligible to apply in this Issue under the Employee Reservation Portion.

vi. Eligible Employees will have to apply like any other Applicant.

viii. Application by Eligible Employees can be made also in the Net Issue and such Bids shall not be treated as multiple Bids.

x. Under-subscription, if any, in the Employee Reservation Portion will be added back to the Net Issue.

xi. If the aggregate demand in this category is greater than 1,98,000 Equity Shares, the allocation shall be made on a proportionate basis.

#### **APPLICATIONS BY MUTUAL FUNDS**

No Mutual Fund scheme shall invest more than 10% of its net asset value in equity shares or equity related instruments of any single 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.

With respect to Applications by Mutual Funds, a certified copy of their SEBI registration certificate must be lodged with the Application Form. Failing this, our 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 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.

The Applications made by the asset management companies or custodians of Mutual Funds shall specifically state the names of the concerned schemes for which the Applications are made.

#### **APPLICATIONS BY LIMITED LIABILITY PARTNERSHIPS**

In case of Applications made by limited liability partnerships registered under the Limited Liability Partnership Act, 2008, a certified copy of certificate of registration issued under the Limited Liability Partnership Act, 2008, must be attached to the Application Form. Failing this, our Company reserves the right to reject any Application without assigning any reason thereof. Limited liability partnerships can participate in the Issue only through the ASBA process.

#### **APPLICATIONS BY INSURANCE COMPANIES**

In case of Applications made by insurance companies registered with the IRDA, a certified copy of certificate of registration issued by IRDA must be attached to the Application Form. Failing this, our Company reserves the right to reject any Application without assigning any reasons thereof.

The exposure norms for insurers, prescribed under the Insurance Regulatory and Development Authority (Investment) Regulations, 2000 (the 'IRDA Investment Regulations'), are broadly set forth below:

1. *Equity shares of a company:* The least of 10% of the investee company's subscribed capital (face value) or 10% of the respective fund in case of life insurer or 10% of investment assets in case of general insurer or reinsurer;
2. *The entire group of the investee company:* not more than 15% of the respective funds in case of life insurer or 15% of investment assets in case of general insurer or re-insurer or 15% of the investment assets in all companies belonging to the group, whichever is lower; and
3. *The industry sector in which the investee company operates:* not more than 15% of the fund of a life insurer or a general insurer or a re-insurer or 15% of the investment asset, whichever is lower.

The maximum exposure limit, in case of investment in equity shares, cannot exceed the lower of an amount of 10% of the investment assets of a life insurer or a general insurer and the amount

calculated under points (1), (2) and (3) above, as the case may be.

#### **APPLICATIONS UNDER POWER OF ATTORNEY**

In case of Applications made pursuant to a power of attorney or by limited companies, corporate bodies, registered societies, FPI's, Mutual Funds, insurance companies and provident funds with minimum corpus of Rs. 2500 Lakhs (subject to applicable law) and pension funds with a minimum corpus of Rs. 2500 Lakhs, 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.

With respect to applications by VCFs, FVCIs, and FPIs, 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 reasons 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 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 by provident funds with minimum corpus of Rs. 25 crore (subject to applicable law) and pension funds with minimum corpus of Rs. 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.

#### **APPLICATIONS BY PROVIDENT FUNDS/PENSION FUNDS**

In case of Applications made by provident funds with minimum corpus of Rs. 25 Crore (subject to applicable law) and pension funds with minimum corpus of Rs. 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 above information is given for the benefit of the Applicants. Our Company and 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 Prospectus. Applicants are advised to make their independent investigations and ensure that any single application from them does not exceed the applicable investment limits or maximum number of the Equity Shares that can be held by them under applicable law or regulation or as specified in the Prospectus.

#### **INFORMATION FOR THE APPLICANTS**

1. Our Company and the Lead Managers shall declare the Issue Opening Date and Issue Closing Date in the Prospectus to be registered with the RoC and also publish the same in two national newspapers (one each in English and Hindi) and in one regional newspaper with wide circulation. This advertisement shall be in the prescribed format.
2. Our Company will file the Prospectus with the RoC at least three days before the Issue Opening Date.
3. Any Applicant who would like to obtain the Prospectus and/or the Application Form can obtain the same from our Registered Office.
4. Applicants who are interested in subscribing to the Equity Shares should approach any of the Application Collecting Intermediaries or their authorised agent(s).
5. Applications should be submitted in the prescribed Application Form only. Application Forms submitted to the SCSBs should bear the stamp of the respective intermediary to whom the application form is submitted. Application Forms submitted directly to the SCSBs should bear the stamp of the SCSBs and/or the Designated Branch. Application Forms submitted by Applicants whose beneficiary account is inactive shall be rejected.
6. The Application Form can be submitted either in physical or electronic mode, to the Application Collecting Intermediaries. Further Application Collecting Intermediary may provide the electronic mode of collecting either through an internet enabled collecting and banking facility or such other secured, electronically enabled mechanism for applying and blocking funds in the ASBA Account.
7. Except for applications by or on behalf of the Central or State Government and the officials appointed by the courts and by investors residing in the State of Sikkim, the Applicants, or in the case of application in joint names, the first Applicant (the first name under which the beneficiary account is held), should mention his/her PAN allotted under the Income Tax Act. In accordance with the SEBI Regulations, the PAN would be the sole identification number for participants transacting in the securities market, irrespective of the amount of transaction. Any Application Form without PAN is liable to be rejected. The demat accounts of Applicants for whom PAN details have not been verified, excluding persons resident in the State of Sikkim or persons who may be exempted from specifying their PAN for transacting in the securities market, shall be “suspended for credit” and no credit of Equity Shares pursuant to the Issue will be made into the accounts of such Applicants.
8. The Applicants may note that in case the PAN, the DP ID and Client ID mentioned in the Application Form and entered into the electronic collecting system of the Stock Exchange by the Bankers to the Issue or the SCSBs do not match with PAN, the DP ID and Client ID available in the Depository database, the Application Form is liable to be rejected.

#### **METHOD AND PROCESS OF APPLICATIONS**

1. Applicants are required to submit their applications during the Issue Period only through the following Application Collecting intermediary
  - i) an SCSB, with whom the bank account to be blocked, is maintained
  - ii) a syndicate member (or sub-syndicate member), if any
  - iii) a stock broker registered with a recognised stock exchange (and whose name is mentioned on the website of the stock exchange as eligible for this activity) (‘broker’)
  - iv) a depository participant (‘DP’) (whose name is mentioned on the website of the stock exchange as eligible for this activity)
  - v) a registrar to an issue and share transfer agent (‘RTA’) (whose name is mentioned on the website of the stock exchange as eligible for this activity)

The Issue Period shall be for a minimum of three Working Days and shall not exceed 10 Working Days. The Issue Period may be extended, if required, by an additional three Working Days, subject to the total Issue Period not exceeding 10 Working Days.

The Intermediaries shall accept applications from all Applicants and they shall have the right to vet the applications during the Issue Period in accordance with the terms of the Prospectus.

The Applicant cannot apply on another Application Form after one Application Form has been submitted to Application Collecting intermediaries. Submission of a second Application Form to either the same or to another Application Collecting Intermediary will be treated as multiple applications and is liable to be rejected either before entering the application into the electronic collecting system, or at any point of time prior to the allocation or Allotment of Equity Shares in this Issue.

2. The intermediaries shall, at the time of receipt of application, give an acknowledgement to investor, by giving the counter foil or specifying the application number to the investor, as a proof of having accepted the application form, in physical or electronic mode, respectively.
3. The upload of the details in the electronic bidding system of stock exchange and post that blocking of funds will be done by as given below

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| For applications submitted by investors to SCSB:                            | After accepting the form, SCSB shall capture and upload the relevant details in the electronic bidding system as specified by the stock exchange(s) and may begin blocking funds available in the bank account specified in the form, to the extent of the application money specified.   |
| For applications submitted by investors to intermediaries other than SCSBs: | After accepting the application form, respective intermediary shall capture and upload the relevant details in the electronic bidding system of stock exchange(s). Post uploading, they shall forward a schedule as per prescribed format along with the application forms to designated branches of the respective SCSBs for blocking of funds within one day of closure of Issue. |

4. Upon receipt of the Application Form directly or through other intermediary, submitted whether in physical or electronic mode, the Designated Branch of the SCSB shall verify if sufficient funds equal to the Application Amount are available in the ASBA Account, as mentioned in the Application Form, and If sufficient funds are not available in the ASBA Account the application will be rejected.
5. If sufficient funds are available in the ASBA Account, the SCSB shall block an amount equivalent to the Application Amount mentioned in the Application Form and will enter each application option into the electronic collecting system as a separate application and generate a TRS for each price and demand option. The TRS shall be furnished to the ASBA Applicant on request.
6. The Application Amount shall remain blocked in the aforesaid ASBA Account until finalization of the Basis of Allotment and consequent transfer of the Application Amount against the Allotted Equity Shares to the Public Issue Account, or until withdrawal/failure of the Issue or until withdrawal/rejection of the Application Form, as the case may be. 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 ASBA Accounts and for transferring the amount allocable to the successful Applicants to the Public Issue Account. In case of withdrawal / failure of the Issue, the blocked amount shall be unblocked on receipt of such information from the Registrar to the Issue.

#### **APPLICATIONS BY BANKING COMPANIES**

The investment limit for banking companies in non-financial services companies as per the Banking Regulation Act, 1949, as amended (the "Banking Regulation Act"), and the Master Circular dated July 1, 2015 – Para-banking Activities, is 10% of the paid-up share capital of the investee company or 10% of the banks' own paid-up share capital and reserves, whichever is less. Further, the investment in a non-financial services company by a banking company together with its subsidiaries, associates, joint ventures, entities directly or indirectly controlled by the bank and mutual funds managed by



asset management companies controlled by the banking company cannot exceed 20% of the investee company's paid-up share capital. A banking company may hold up to 30% of the paid-up share capital of the investee company with the prior approval of the RBI provided that the investee company is engaged in non-financial activities in which banking companies are permitted to engage under the Banking Regulation Act.

#### **APPLICATIONS BY SCSBs**

SCSBs participating in the Issue are required to comply with the terms of the SEBI circulars dated September 13, 2012 and January 2, 2013. Such SCSBs are required to ensure that for making applications on their own account using ASBA, they should have a separate account in their own name with any other SEBI registered SCSBs. Further, such account shall be used solely for the purpose of making application in public issues and clear demarcated funds should be available in such account for such applications.

#### **ISSUANCE OF A CONFIRMATION NOTE ("CAN") AND ALLOTMENT IN THE OFFER**

1. Upon approval of the basis of allotment by the Designated Stock Exchange, the Lead Manager or Registrar to the Issue shall send to the SCSBs a list of their Applicants who have been allocated Equity Shares in the Issue.
2. The Registrar will then dispatch a CAN to their Applicants who have been allocated Equity Shares in the Issue. The dispatch of a CAN shall be deemed a valid, binding and irrevocable contract for the Applicant

#### **TERMS OF PAYMENT**

##### **Terms of Payment**

The entire Issue price of Rs. [●]/- per share is payable on application. In case of allotment of lesser number of Equity Shares than the number applied, The Registrar to the Issue shall instruct the SCSBs to unblock the excess amount blocked.

SCSBs will transfer the amount as per the instruction received by the Registrar to the Public Issue Bank Account post finalisation of Basis of Allotment. The balance amount after transfer to the Public Issue Account shall be unblocked by the SCSBs.

The Applicants should note that the arrangement with Bankers to the Issue or the Registrar is not prescribed by SEBI and has been established as an arrangement between our Company, the Bankers to the Issue and the Registrar to the Issue to facilitate collections from the Applicants.

##### **Payment mechanism for Applicants**

The Applicants shall specify the bank account number in the Application Form and the SCSBs shall block an amount equivalent to the Application Amount in the bank account specified in the Application Form. The SCSB shall keep the Application Amount in the relevant bank account blocked until withdrawal / rejection of the application or receipt of instructions from the Registrar to unblock the Application Amount. However, Non Retail Applicants shall neither withdraw nor lower the size of their applications at any stage. In the event of withdrawal or rejection of the Application Form or for unsuccessful Application Forms, the Registrar to the Issue shall give instructions to the SCSBs to unblock the application money in the relevant bank account within one day of receipt of such instruction. The Application Amount shall remain blocked in the ASBA Account until finalisation of the Basis of Allotment in the Issue and consequent transfer of the Application Amount to the Public Issue Account, or until withdrawal / failure of the Issue or until rejection of the application by the ASBA Applicant, as the case may be.

Please note that pursuant to the applicability of the directions issued by SEBI vide its circular bearing number CIR/CFD/POLICYCELL/11/2015 dated November 10, 2015, all Investors are applying in this Issue shall mandatorily make use of ASBA facility.

#### **ELECTRONIC REGISTRATION OF APPLICATIONS**

1. The Application Collecting Intermediary will register the applications using the on-line facilities of the Stock Exchange.
2. The Application Collecting Intermediary will undertake modification of selected fields in the application details already uploaded before 1.00 p.m of the next Working day from the Issue Closing Date.
3. The Application collecting Intermediary shall be responsible for any acts, mistakes or errors or omission and commissions in relation to, (i) the applications accepted by them, (ii) the applications uploaded by them, (iii) the applications accepted but not uploaded by them or (iv) In case the applications accepted and uploaded by any Application Collecting Intermediary other than SCSBs, the Application form along with relevant schedules shall be sent to the SCSBs or the Designated Branch of the relevant SCSBs for blocking of funds and they will be responsible for blocking the necessary amounts in the ASBA Accounts. In case of Application accepted and Uploaded by SCSBs, the SCSBs or the Designated Branch of the relevant SCSBs will be re will be responsible for blocking the necessary amounts in the ASBA Accounts (v) Application accepted and uploaded but not sent to SCSBs for blocking of funds.
4. Neither the Lead Managers nor our Company, shall be responsible for any acts, mistakes or errors or omission and commissions in relation to, (i) the applications accepted by any Application Collecting Intermediaries, (ii) the applications uploaded by any Application Collecting Intermediaries or (iii) the applications accepted but not uploaded by the Application Collecting Intermediaries.
5. The Stock Exchange will offer an electronic facility for registering applications for the Issue. This facility will be available at the terminals of the Application Collecting Intermediaries and their authorized agents during the Issue Period. The Designated Branches or the Agents of the Application Collecting Intermediaries can also set up facilities for off-line electronic registration of applications subject to the condition that they will subsequently upload the off-line data file into the online facilities on a regular basis. On the Issue Closing Date, the Application Collecting Intermediaries shall upload the applications till such time as may be permitted by the Stock Exchange. This information will be available with the Lead Manager on a regular basis.
6. With respect to applications by Applicants, at the time of registering such applications, the Application Collecting Intermediaries shall enter the following information pertaining to the Applicants into in the on-line system:
  - Name of the Applicant;
  - IPO Name;
  - Application Form number;
  - Investor Category;
  - PAN (of First Applicant, if more than one Applicant);
  - DP ID of the demat account of the Applicant;
  - Client Identification Number of the demat account of the Applicant;
  - Numbers of Equity Shares Applied for;
  - Bank account number.
7. In case of submission of the Application by an Applicant through the Electronic Mode, the Applicant shall complete the above-mentioned details and mention the bank account number, except the Electronic Application Form number which shall be system generated.
8. The aforesaid intermediaries shall, at the time of receipt of application, give an acknowledgement to investor, by giving the counter foil or specifying the application number to the investor, as a proof of having accepted the application form, in physical or electronic mode, respectively. The registration of the Application by the Application Collecting Intermediaries does not guarantee that the Equity Shares shall be allocated / allotted either by our Company.
9. Such acknowledgment will be non-negotiable and by itself will not create any obligation of any kind.

10. In case of Non Retail Applicants and Retail Individual Applicants, applications would not be rejected except on the technical grounds as mentioned in the Draft Prospectus. The Application Collecting Intermediaries shall have no right to reject applications, except on technical grounds.
11. The permission given by the Stock Exchanges to use their network and software of the Online IPO system should not in any way be deemed or construed to mean that the compliance with various statutory and other requirements by our Company and/or the Lead Manager are cleared or approved by the Stock Exchanges; nor does it in any manner warrant, certify or endorse the correctness or completeness of any of the compliance with the statutory and other requirements nor does it take any responsibility for the financial or other soundness of our Company, our Promoter, our management or any scheme or project of our Company; nor does it in any manner warrant, certify or endorse the correctness or completeness of any of the contents of this Draft Prospectus; nor does it warrant that the Equity Shares will be listed or will continue to be listed on the Stock Exchanges.
12. The Application Collecting Intermediaries will be given time till 1.00 P.M on the next working day after the Issue Closing Date to verify the PAN No, DP ID and Client ID uploaded in the online IPO system during the Issue Period, after which the Registrar to the Issue will receive this data from the Stock Exchange and will validate the electronic application details with Depository's records. In case no corresponding record is available with Depositories, which matches the three parameters, namely DP ID, Client ID and PAN, then such applications are liable to be rejected.
13. The details uploaded in the online IPO system shall be considered as final and Allotment will be based on such details for ASBA applications.

#### **ALLOCATION OF EQUITY SHARES**

1. The Issue is being made through the Fixed Price Process wherein 96,000 Equity Shares shall be reserved for Market Maker. 15,06,000 Equity Shares will be allocated on a proportionate basis to Retail Individual Applicants, subject to valid applications being received from Retail Individual Applicants at the Issue Price. The balance of the Net Issue will be available for allocation on a proportionate basis to Non Retail Applicants.
2. Under-subscription, if any, in any category, would be allowed to be met with spill-over from any other category or combination of categories at the discretion of our Company in consultation with the Lead Managers and the Stock Exchange.
3. Allocation to Non-Residents, including Eligible NRIs, Eligible OFIs, FIIs and FVCIs registered with SEBI, applying on repatriation basis will be subject to applicable law, rules, regulations, guidelines and approvals.
4. In terms of the SEBI Regulations, Non Retail Applicants shall not be allowed to either withdraw or lower the size of their applications at any stage.
5. Allotment status details shall be available on the website of the Registrar to the Issue.

#### **SIGNING OF UNDERWRITING AGREEMENT AND FILING OF PROSPECTUS WITH ROC**

- a) Our Company has entered into an Underwriting agreement dated [ ]
- b) A copy of the Prospectus will be filed with the RoC in terms of Section 26 of the Companies Act.

#### **PRE- ISSUE ADVERTISEMENT**

Subject to Section 30 of the Companies Act, 2013, our Company shall, after registering the Prospectus with the RoC, publish a pre-Issue advertisement, in the form prescribed by the SEBI Regulations, in: (i) English National Newspaper; (ii) Hindi National Newspaper; and (iii) Regional Newspaper, each with wide circulation.

#### **ISSUANCE OF ALLOTMENT ADVICE**

1. Upon approval of the Basis of Allotment by the Designated Stock Exchange.
2. The Lead Manager or the Registrar to the Issue will dispatch an Allotment Advice to their Applicants who have been allocated Equity Shares in the Issue.

The dispatch of Allotment Advice shall be deemed a valid, binding and irrevocable contract for the Allotment to such Applicant.

## **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 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.
- Ensure that you have funds equal to the Application Amount in your bank account maintained with the SCSB before submitting the Application Form to the respective Designated Branch of the SCSB;
- Ensure that the Application Form is signed by the account holder in case the applicant is not the account holder. Ensure that you have mentioned the correct bank account number in the Application Form;
- Ensure that you have requested for and receive a acknowledgement;
- All applicants should submit their applications through the ASBA process only.
- Investors shall note that persons banned from accessing capital market are ineligible of investing in the offer.

### ***Dont's:***

- 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 Banker to 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 Application Collecting Intermediaries. Do not fill in 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.
- Do not submit incorrect details of the DP ID, beneficiary account number and PAN or provide details for a beneficiary account which is suspended or for which details cannot be verified by the Registrar to the Issue
- Do not submit Applications on plain paper or incomplete or illegible Application Forms in a colour prescribed for another category of Applicant
- Do not submit more than five Application Forms per ASBA Account.

Do not make Applications if you are not competent to contract under the Indian Contract Act, 1872, as amended.

## **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. Application Forms should bear the stamp of the Application Collecting Intermediaries. Application Forms, which do not bear the stamp of the Application Collecting Intermediaries, will be rejected.

SEBI, vide Circular No. CIR/CFD/14/2012 dated October 04, 2012 has introduced an additional mechanism for investors to submit Application forms in public issues using the stock broker ('broker') network of Stock Exchanges, who may not be syndicate members in an issue with effect from January 01, 2013. The list of Broker Centre is available on the websites of NSE i.e. [www.nseindia.com](http://www.nseindia.com) With a view to broadbase the reach of Investors by substantially enhancing the points for submission of applications, SEBI vide Circular No. CIR/CFD/POLICY CELL/11/2015 dated November 10, 2015 has permitted Registrar to the Issue and Share Transfer Agent and Depository Participants registered with SEBI to accept the Application forms in Public Issue with effect from January 01, 2016. The List of RTA and DPs centres for collecting the application shall be disclosed is available on the websites of NSE i.e. [www.nseindia.com](http://www.nseindia.com).

#### **Applicant's Depository Account and Bank Details**

Please note that, providing bank account details, PAN Nos, Client ID and DP ID in the space provided in the application form is mandatory and applications that do not contain such details are liable to be rejected.

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 as entered into the Stock Exchange online system, 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 Demographic Details would be used for all correspondence with the Applicants including mailing of the Allotment Advice. 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.

#### **SUBMISSION OF APPLICATION FORM**

All Application Forms duly completed shall be submitted to the Application Collecting Intermediaries

The aforesaid intermediaries shall, at the time of receipt of application, give an acknowledgement to investor, by giving the counter foil or specifying the application number to the investor, as a proof of having accepted the application form, in physical or electronic mode, respectively.

#### **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 Application Collecting Intermediary where the Application was submitted 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 allotment, credit of allotted shares in the respective beneficiary accounts, etc.

#### **DISPOSAL OF APPLICATIONS AND APPLICATION MONEYS AND INTEREST IN CASE OF DELAY**

The Company shall ensure the dispatch of Allotment advice, 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.

The Company shall use best efforts to ensure that all steps for completion of the necessary formalities for listing and commencement of trading at EMERGE Platform of NSE where the Equity Shares are proposed to be listed are taken within 6 working days from Issue Closing Date.

In accordance with the Companies Act, the requirements of the Stock Exchange and the SEBI Regulations, the Company further undertakes that:

1. Allotment and Listing of Equity Shares shall be made within 4 (four) and 6 (Six) days respectively of the Issue Closing Date;
2. The Company will provide adequate funds required for dispatch of Allotment Advice to the Registrar to the Issue.

## **IMPERSONATION**

*Attention of the Applicants is specifically drawn to the provisions of sub-section (1) of Section 38 of the Companies Act, 2013 which is reproduced below:*

*“Any person who—*

- (a) makes or abets making of an application in a fictitious name to a company for acquiring, or subscribing for, its securities; or
- (b) makes or abets making of multiple applications to a company in different names or in different combinations of his name or surname for acquiring or subscribing for its securities; or
- (c) otherwise induces directly or indirectly a company to allot, or register any transfer of, securities to him, or to any other person in a fictitious name,

*shall be liable for action under Section 447.”*

## **UNDERTAKINGS BY THE COMPANY**

Our Company undertake as follows:

1. That the complaints received in respect of the Issue shall be attended expeditiously and satisfactorily;
2. That all steps will be taken for the completion of the necessary formalities for listing and commencement of trading at all the stock exchanges where the Equity Shares are proposed to be listed on sixth working day from issue closure date;
3. That the funds required for making refunds as per the modes disclosed or dispatch of allotment advice by registered post or speed post shall be made available to the Registrar to the Issue by us;
4. That our Promoter's contribution in full has already been brought in;
5. That no further issue of Equity Shares shall be made till the Equity Shares offered through the Prospectus are listed or until the Application monies are refunded on account of non-listing, under-subscription etc.; and
6. That adequate arrangement shall be made to collect all Applications Supported by Blocked Amount while finalizing the Basis of Allotment.

## **UTILIZATION OF THE ISSUE PROCEEDS**

The Board of Directors of our Company certifies that:

1. all monies received out of the Issue shall be transferred to a separate Bank Account other than the bank account referred to in Sub-Section (3) of Section 40 of the Companies Act, 2013;
2. details of all monies utilized out of the Issue referred above 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 our Company indicating the purpose for which such monies have been utilized;
3. details of all unutilized monies out of the Issue, if any, shall be disclosed under an appropriate

separate head in the balance sheet of our Company indicating the form in which such unutilized monies have been invested; and

4. Our Company shall comply with the requirements of the SEBI Listing Regulations 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 all the Stock Exchanges where listing is sought has been received.

The Lead manager undertakes that the complaints or comments received in respect of the Issue shall be attended by our Company expeditiously and satisfactorily.

#### **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 has entered into the following tripartite agreements with the Depositories and the Registrar and Share Transfer Agent:

- a. Agreement dated [●] among NSDL, the Company and the Registrar to the Issue;
- b. Agreement dated [●] among CDSL, the Company and the Registrar to the Issue;

The Company's shares bear ISIN no [●] .

## PART B

### GENERAL INFORMATION DOCUMENT FOR INVESTING IN PUBLIC ISSUES

*This General Information Document highlights the key rules, processes and procedures applicable to public issues in accordance with the provisions of the Companies Act, 2013 (to the extent notified and in effect), the Companies Act, 1956 (without reference to the provisions thereof that have ceased to have effect upon the notification of the Companies Act, 2013), the Securities Contracts (Regulation) Act, 1956, the Securities Contracts (Regulation) Rules, 1957 and the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2009. Bidders/Applicants should not construe the contents of this General Information Document as legal advice and should consult their own legal counsel and other advisors in relation to the legal matters concerning the Issue. For taking an investment decision, the Bidders/Applicants should rely on their own examination of the Issuer and the Issue, and should carefully read the Draft Prospectus /Prospectus before investing in the Issue.*

#### SECTION 1: PURPOSE OF THE GENERAL INFORMATION DOCUMENT (GID)

This document is applicable to the public issues undertaken *inter-alia* through Fixed Price Issues. The purpose of the “General Information Document for Investing in Public Issues” is to provide general guidance to potential Applicants in IPOs, on the processes and procedures governing IPOs, undertaken in accordance with the provisions of the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2009 (“**SEBI ICDR Regulations, 2009**”).

Applicants should note that investment in equity and equity related securities involves risk and Applicant should not invest any funds in the Issue unless they can afford to take the risk of losing their investment. The specific terms relating to securities and/or for subscribing to securities in an Issue and the relevant information about the Issuer undertaking the Issue; are set out in the Prospectus filed by the Issuer with the Registrar of Companies (“**RoC**”). Applicants should carefully read the entire Prospectus and the Application Form and the Abridged Prospectus of the Issuer in which they are proposing to invest through the Issue. In case of any difference in interpretation or conflict and/or overlap between the disclosure included in this document and the Prospectus, the disclosures in the Prospectus shall prevail. The Prospectus of the Issuer is available on the websites of stock exchanges, on the website(s) of the **LM(s)** to the Issue and on the website of Securities and Exchange Board of India (“**SEBI**”) at [www.sebi.gov.in](http://www.sebi.gov.in).

For the definitions of capitalized terms and abbreviations used herein Applicants may refer to the section “Glossary and Abbreviations”.

#### SECTION 2: BRIEF INTRODUCTION TO IPOs ON SME EXCHANGE

##### 2.1 INITIAL PUBLIC OFFER (IPO)

An IPO means an offer of specified securities by an unlisted Issuer to the public for subscription and may include an Offer for Sale of specified securities to the public by any existing holder of such securities in an unlisted Issuer.

For undertaking an IPO, an Issuer is *inter-alia* required to comply with the eligibility requirements of in terms of either Regulation 26(1) or Regulation 26(2) of the SEBI ICDR Regulations, 2009, if applicable. For details of compliance with the eligibility requirements by the Issuer, Applicants may refer to the Prospectus.

The Issuer may also undertake IPO under chapter XB of the SEBI (ICDR) Regulations, wherein as per:

- Regulation 106M (1): An issuer whose post-issue face value Capital does not exceed ten crore rupees shall issue its specified securities in accordance with provisions of this Chapter.
- Regulation 106M (2): An issuer, whose post issue face value capital, is more than ten crore rupees and upto twenty five crore rupees, may also issue specified securities in accordance with provisions of this Chapter.



The present Issue is being made under Regulation 106M(2) of Chapter XB of SEBI (ICDR) Regulation.

## **2.2 OTHER ELIGIBILITY REQUIREMENTS**

In addition to the eligibility requirements specified in paragraphs 2.1, an Issuer proposing to undertake an IPO is required to comply with various other requirements as specified in the SEBI ICDR Regulations, 2009, the Companies Act, 1956 and the Companies Act, 2013 as may be applicable (the “Companies Act”), The Securities Contracts (Regulation) Rules, 1957 (the “SCRR”), industry-specific regulations, if any, and other applicable laws for the time being in force. Following are the eligibility requirements for making an SME IPO under Regulation 106M (2) of Chapter XB of SEBI (ICDR) Regulation:

- (a) In accordance with regulation 106(P) of the SEBI (ICDR) Regulations, Issue has to be 100% underwritten and the LM has to underwrite at least 15% of the total issue size.
- (b) In accordance with Regulation 106(R) of the SEBI (ICDR) Regulations, total number of proposed allottees in the Issue shall be 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 the company becomes liable to repay it, than the 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 40 of the Companies Act, 2013
- (c) In accordance with Regulation 106(O) the SEBI (ICDR) Regulations, Company is not required to file any Offer Document with SEBI nor has SEBI issued any observations on the Offer Document. The Lead Manager shall submit 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, the LM has to ensure compulsory market making for a minimum period of three years from the date of listing of Equity Shares offered in the Issue.
- (e) The company should have track record of at least 3 years
- (f) The company should have positive cash accruals (earnings before depreciation and tax) from operations for at least 2 financial years preceding the application and its net-worth should be positive
- (g) The post issue paid up capital of the company (face value) shall not be more than Rs. 25 Crore.
- (h) The Issuer shall mandatorily facilitate trading in demat securities.
- (i) The Issuer should not been referred to Board for Industrial and Financial Reconstruction.
- (j) No petition for winding up is admitted by a court or a liquidator has not been appointed of competent jurisdiction against the Company.
- (k) No material regulatory or disciplinary action should have been taken by any stock exchange or regulatory authority in the past three years against the Issuer.
- (l) The Company should have a website.
- (m) There has been no change in the promoter of the Company in the one year preceding the date of filing application to NSE for listing on EMERGE segment.

Issuer shall also comply with all the other requirements as laid down for such an Issue under Chapter XB of SEBI (ICDR) Regulations 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 8, Regulation 9, Regulation 10, Regulation 25, Regulation 26,

Regulation 27 and Sub regulation (1) of Regulation 49 of SEBI (ICDR) Regulations, 2009 shall not apply to this Issue.

Thus Company is eligible for the Issue in accordance with regulation 106M(2) and other provisions of chapter XB of the SEBI (ICDR) Regulations as the post issue face value capital exceeds Rs. 1,000 lakhs but does not exceed Rs 2,500 lakhs. Company also complies with the eligibility conditions laid by the EMERGE Platform of NSE for listing of our Equity Shares.

## **2.3 TYPES OF PUBLIC ISSUES – FIXED PRICE ISSUES AND BOOK BUILT ISSUES**

In accordance with the provisions of the SEBI ICDR Regulations, 2009, an Issuer can either determine the Issue Price through the Book Building Process ("**Book Built Issue**") or undertake a Fixed Price Issue ("**Fixed Price Issue**"). An Issuer may mention Floor Price or Price Band in the RHP (in case of a Book Built Issue) and a Price or Price Band in the Draft Prospectus (in case of a fixed price Issue) and determine the price at a later date before registering the Prospectus with the Registrar of Companies.

The cap on the Price Band should be less than or equal to 120% of the Floor Price. The Issuer shall announce the Price or the Floor Price or the Price Band through advertisement in all newspapers in which the pre-issue advertisement was given at least five Working Days before the Issue Opening Date, in case of an IPO and at least one Working Day before the Issue Opening Date, in case of an FPO.

The Floor Price or the Issue price cannot be lesser than the face value of the securities. Applicants should refer to the Prospectus or Issue advertisements to check whether the Issue is a Book Built Issue or a Fixed Price Issue.

## **2.4 ISSUE PERIOD**

The Issue shall be kept open for a minimum of three Working Days (for all category of Applicants) and not more than ten Working Days. Applicants are advised to refer to the Application Form and Abridged Prospectus or Prospectus for details of the Issue Period.

Details of Issue Period are also available on the website of Stock Exchange(s).

## **2.5 MIGRATION TO MAIN BOARD**

Our company may migrate to the Main board of NSE from NSE EMERGE on a later date subject to the following:

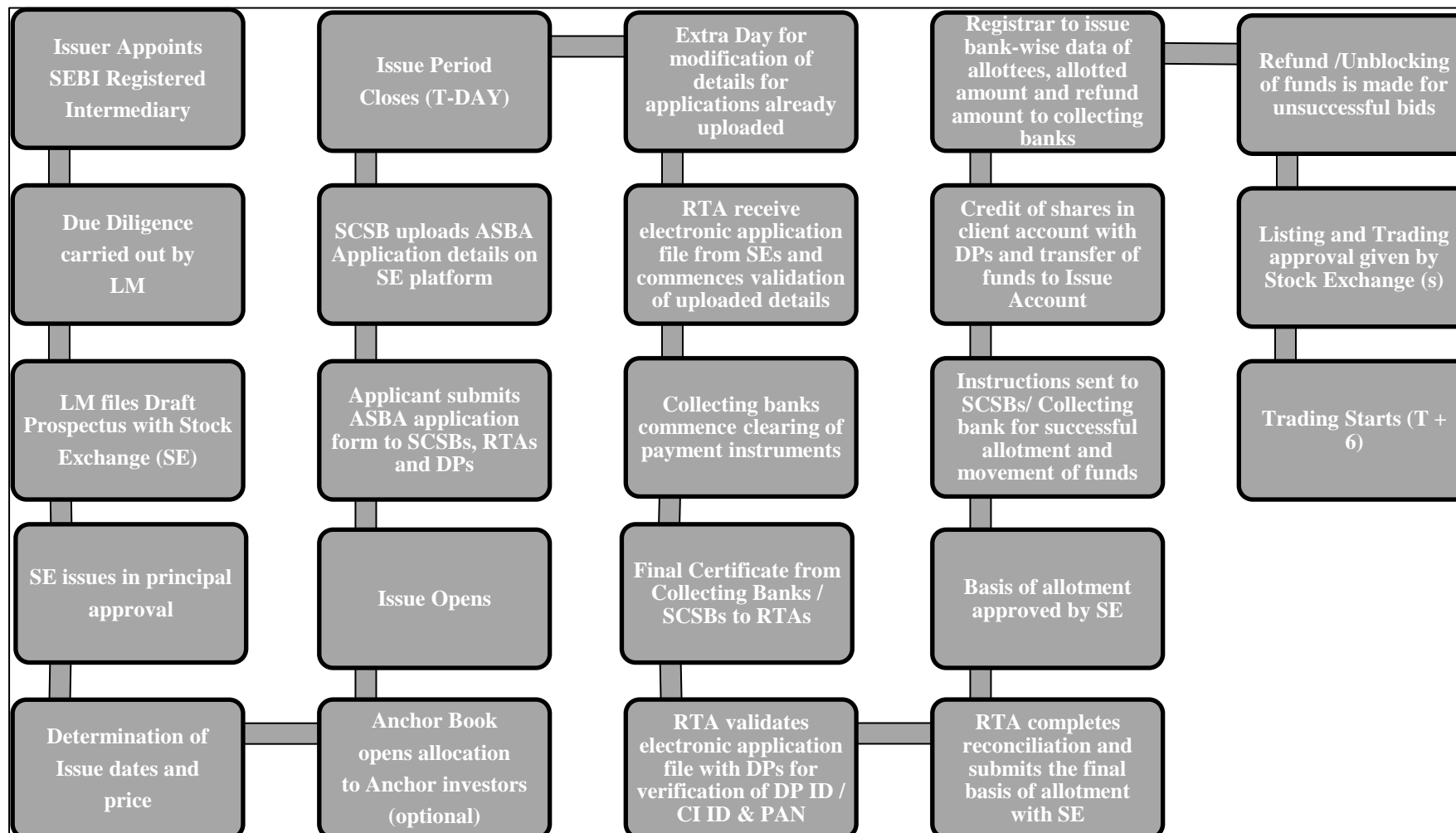
- a. *If the Paid up Capital of our Company is likely to increase above Rs. 2,500 lakhs by virtue of any further issue of capital by way of rights issue, preferential issue, bonus issue etc. (which has been approved by a special resolution through postal ballot wherein the votes cast by the shareholders other than the Promoter 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), our Company shall apply to NSE for listing of its shares on its Main Board subject to the fulfilment of the eligibility criteria for listing of specified securities laid down by the Main Board.*

OR

- b. *If the Paid up Capital of our company is more than Rs. 1,000 lakhs but below Rs. 2,500 lakhs, our Company may still apply for migration to the Main Board and if the Company fulfils the eligible criteria for listing laid by the Main Board and if the same has been approved by a special resolution through postal ballot wherein the votes cast by the shareholders other than the Promoter 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.*

## 2.1 FLOWCHART OF TIMELINES

A flow chart of process flow in Fixed Price Issues is as follows



### SECTION 3: CATEGORY OF INVESTORS ELIGIBLE TO PARTICIPATE IN AN ISSUE

*Each Applicant should check whether it is eligible to apply under applicable law.* Furthermore, certain categories of Applicants, such as NRIs, FPIs and FVCIs may not be allowed to apply in the Issue or to hold Equity Shares, in excess of certain limits specified under applicable law. Applicants are requested to refer to the Prospectus for more details.

Subject to the above, an illustrative list of Applicants is as follows:

1. Indian nationals resident in India who are not incompetent to contract in single or joint names (not more than three) or in the names of minors through natural/legal guardian;
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 the Equity Shares under their respective constitutional and charter documents;
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, scheduled commercial banks, regional rural banks, co-operative banks (subject to RBI permission, and the SEBI Regulations and other laws, as applicable);
7. FPIs other than Category III FPI; VCFs and FVCIs registered with SEBI
8. Limited Liability Partnerships (LLPs) registered in India and authorized to invest in equity shares;
9. State Industrial Development Corporations;
10. Trusts/societies registered under the Societies Registration Act, 1860, as amended, or under any other law relating to Trusts 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 IRDA;
13. Provident Funds and Pension Funds with minimum corpus of Rs. 2,500 Lakhs and who are authorized under their constitution to hold and invest in equity shares;
14. Multilateral and Bilateral Development Financial Institutions;
15. National Investment Fund set up by resolution no. F. No. 2/3/2005-DDII dated November 23, 2005 of Government of India published in the Gazette of India;
16. Insurance funds set up and managed by army, navy or air force of the Union of India or by Department of Posts, India;
17. Any other person eligible to apply in this Issue, under the laws, rules, regulations, guidelines and policies applicable to them and under Indian laws

As per the existing regulations, OCBs cannot participate in this Issue.

### SECTION 4: APPLYING IN THE ISSUE

**Fixed Price Issue:** Applicants should only use the specified Application Form either bearing the stamp of Application Collecting Intermediaries as available or downloaded from the websites of the Stock Exchanges. Application Forms are available Designated Branches of the SCSBs, at the registered office of the Issuer and at the registered office of LM. For further details regarding

availability of Application Forms, Applicants may refer to the Prospectus.

Applicants should ensure that they apply in the appropriate category. The prescribed colour of the Application Form for various categories of Applicants is as follows:

| Category  | Colour of the Application |
|---|---------------------------|
| Resident Indian, Eligible NRIs applying on a non-repatriation basis   | White                     |
| NRIs, FVCIs, FPIs, their Sub-Accounts (other than Sub-Accounts which are foreign corporate(s) or foreign individuals applying under the QIB), on a repatriation basis | Blue                      |
| Anchor Investors (where applicable) & Applicants applying in the reserved category  | Not Applicable            |

Securities Issued in an IPO can only be in dematerialized form in compliance with Section 29 of the Companies Act, 2013. Applicants will not have the option of getting the allotment of specified securities in physical form. However, they may get the specified securities rematerialized subsequent to allotment.

#### **4.1 INSTRUCTIONS FOR FILING THE APPLICATION FORM (FIXED PRICE ISSUE)**

Applicants may note that forms not filled completely or correctly as per instructions provided in this GID, the Prospectus and the Application Form are liable to be rejected.

Instructions to fill each field of the Application Form can be found on the reverse side of the Application Form. Specific instructions for filling various fields of the Resident Application Form and Non-Resident Application Form and samples are provided below.

The samples of the Application Form for resident Applicants and the Application Form for non-resident Applicants are reproduced below:

## R Application Form

|   |  |  |
|---|--|--|
| <b>COMMON APPLICATION FORM</b>  | <b>SONI SOYA PRODUCTS LIMITED - PUBLIC ISSUE - R</b><br>Registered Office: Off no: CSI, P Square Building, 2nd floor, 350, Goyal Nagar, Indore - 452016<br>Madhya Pradesh, India; Tel. No.: +91 0731 4056609; Fax No.: Not Available;<br>E-mail: cs@sonisoya.com; Website: www.sonisoya.com; CIN NO: U51225MP2014PLC033203 | <b>FOR RESIDENT INDIANS, INCLUDING RESIDENT QIBs AND ELIGIBLE NRIs APPLYING ON A NON-REPATRIATION BASIS</b>  |
|   | To,<br><b>The Board of Directors</b><br><b>SONI SOYA PRODUCTS LIMITED</b>  | Date: _____  |
| <b>FIXED PRICE SME ISSUE</b><br><b>ISIN - INE-----</b>  |  | <b>Application Form No.</b>  |
| <b>BROKER'S / SCRB / DP / RTA STAMP &amp; CODE</b><br><br><br>  | <b>SUB-BROKER'S / SUB-AGENT'S STAMP &amp; CODE</b><br><br><br>   | <b>1. NAME &amp; CONTACT DETAILS OF SOLE/FIRST APPLICANT</b><br>Mr. / Ms. _____ Age _____<br>Address _____<br>Email _____<br>Tel. No (with STD code) / Mobile _____  |
| <b>SCRB / BANK BRANCH STAMP &amp; CODE</b><br><br>  | <b>SCRB / BANK BRANCH SERIAL NO.</b><br><br>   | <b>2. PAN OF SOLE/FIRST APPLICANT</b><br>_____   |
| <b>3. INVESTOR'S DEPOSITORY ACCOUNT DETAILS</b> <input type="checkbox"/> NSDL <input type="checkbox"/> CDSL   |  | <b>6. INVESTOR STATUS</b><br><input type="checkbox"/> Individual(s) - IND<br><input type="checkbox"/> Non-Resident Indians (Non-Repatriation Basis) - NRI<br><input type="checkbox"/> Hindu Undivided Family* - HUF<br><input type="checkbox"/> Bodies Corporate - CO<br><input type="checkbox"/> Banks & Financial Institutions - FI<br><input type="checkbox"/> Mutual Funds - MF<br><input type="checkbox"/> National Investment Funds - NIF<br><input type="checkbox"/> Insurance Funds - IF<br><input type="checkbox"/> Insurance Companies - IC<br><input type="checkbox"/> Venture Capital Funds - VCF<br><input type="checkbox"/> Alternative Investment Funds - AIF<br><input type="checkbox"/> Others (Please Specify) - OTH<br><small>*HUF Should apply only through Karta (Application by HUF would be treated on par with individual)</small> |
| For NSDL enter 8 Digit DP ID followed by 8 Digit Client ID / For CDSL enter 16 Digit Client ID.   |  |  |
| <b>4. APPLICATION DETAILS</b><br>No. of Equity Shares of ₹ [●]/- each applied at the Issue Price i.e. at ₹ [●]/- per share <sup>1 &amp; 2</sup><br>(In Figures) _____ (In Words) _____  |  | <b>5. CATEGORY</b><br><input type="checkbox"/> Retail Individual<br><input type="checkbox"/> Non-Institutional<br><input type="checkbox"/> QIB   |
| <small><sup>1</sup> Please note that applications must be made in minimum of [●] shares and further multiples of [●] shares accordingly.<br/> <sup>2</sup> Please note that the trading of equity shares will be only in dematerialised mode on the NSE Emerge Platform.</small>  |  |  |
| <b>7. PAYMENT DETAILS</b> <b>PAYMENT OPTION : Full Payment</b><br>Amount Blocked (₹ in Figures) _____ (₹ in words) _____<br>ASBA Bank A/c No. _____<br>Bank Name & Branch _____   |  |  |
| I/WE (ON BEHALF OF JOINT APPLICANTS, IF ANY), HEREBY CONFIRM THAT I/WE HAVE READ AND UNDERSTOOD THE TERMS AND CONDITIONS OF THIS APPLICATION FORM AND THE ATTACHED ABRIDGED PROSPECTUS AND THE GENERAL INFORMATION DOCUMENT FOR INVESTING IN THE PUBLIC ISSUE ("GID") AND HEREBY AGREE AND CONFIRM THE "INVESTOR UNDERTAKING" AS GIVEN OVERLEAF. I/WE (ON BEHALF OF JOINT APPLICANTS, IF ANY) HEREBY CONFIRM THAT I/WE HAVE READ THE INSTRUCTIONS FOR FILLING UP THE APPLICATION FORM GIVEN OVERLEAF. |  |  |
| <b>8 A. SIGNATURE OF SOLE / FIRST APPLICANT</b><br><br>Date: _____, 2017  | <b>8 B. SIGNATURE OF ASBA BANK ACCOUNT HOLDER(S) (AS PER BANK RECORDS)</b><br>I/We authorize the SCRB to do all acts as are necessary to make the Application in the issue<br>1) _____<br>2) _____<br>3) _____   | <b>BROKER / SCRB / DP / RTA STAMP</b><br>(Acknowledging upload of Application in Stock Exchange System)  |
| TEAR HERE   |  |  |
|   | <b>SONI SOYA PRODUCTS LIMITED PUBLIC ISSUE - R</b>   | <b>Acknowledgement Slip for Broker/SCRB/DP/RTA</b>   |
| DPID / CLID: _____  |  | PAN of Sole/First Bidder: _____  |
| Amount Blocked (₹ in figures) _____ Bank & Branch _____   |  | Stamp & Signature of SCRB Branch   |
| ASBA Bank A/c No. _____   |  |  |
| Received from Mr./Ms. _____<br>Telephone / Mobile _____ Email _____   |  |  |
| TEAR HERE   |  |  |
| <b>SONI SOYA PRODUCTS LIMITED - PUBLIC ISSUE - R</b>  | In Figures _____ In Words _____  | <b>Stamp &amp; Signature of Broker / SCRB / DP / RTA</b>   |
| No. of Equity Shares _____  | Amount Blocked (₹) _____   | Name of Sole / First Applicant _____   |
| ASBA Bank A/c No.: _____<br>Bank & Branch: _____  |  | <b>Acknowledgement Slip for Applicant</b><br><br><b>Application Form No.</b>   |

# NR Application Form

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|---|---|---|
| <b>COMMON APPLICATION FORM</b>  | <b>SONI SOYA PRODUCTS LIMITED - PUBLIC ISSUE - NR</b><br>Registered Office: Off no: CSI, P Square Building, 2nd floor, 350, Goyal Nagar, Indore - 452016<br>Madhya Pradesh, India; Tel. No.: +91 0731 4056609; Fax No.: Not Available;<br>E-mail: cs@sonisoja.com; Website: www.sonisoja.com; CIN NO: U51225MP2014PLC033203 | <b>FOR NON-RESIDENT INCLUDING ELIGIBLE NRIs, FPIs or FVCIs ETC. APPLYING ON A REPATRIATION BASIS</b>  |
|   | <b>To,</b><br><b>The Board of Directors</b><br><b>SONI SOYA PRODUCTS LIMITED</b>  | Date: _____   |
| <b>FIXED PRICE SME ISSUE</b><br><b>ISIN - INE-----</b>  |   | <b>Application Form No.</b>   |
| <b>BROKER'S / SCSB / DP / RTA STAMP &amp; CODE</b><br><br>  | <b>SUB-BROKER'S / SUB-AGENT'S STAMP &amp; CODE</b><br><br>  | <b>1. NAME &amp; CONTACT DETAILS OF SOLE/FIRST APPLICANT</b><br>Mr. / Ms. _____ Age _____<br>Address _____<br>Email _____<br>Tel. No (with STD code) / Mobile _____   |
| <b>SCSB / BANK BRANCH STAMP &amp; CODE</b><br><br>  | <b>SCSB / BANK BRANCH SERIAL NO.</b><br><br>  | <b>2. PAN OF SOLE/FIRST APPLICANT</b><br>_____  |
| <b>3. INVESTOR'S DEPOSITORY ACCOUNT DETAILS</b> <input type="checkbox"/> NSDL <input type="checkbox"/> CDSL   |   | <b>6. INVESTOR STATUS</b>   |
| For NSDL enter 8 Digit DP ID followed by 8 Digit Client ID / For CDSL enter 16 Digit Client ID.   |   | <input type="checkbox"/> Non-Resident Indians (Repatriation basis)    NRI<br><input type="checkbox"/> FII or Sub Account not a Corporate / Foreign Individual    FII<br><input type="checkbox"/> FII Sub Account Corporate/ Individual    FII SA<br><input type="checkbox"/> Foreign Venture Capital Investor    FVCI<br><input type="checkbox"/> Foreign Portfolio Investors    FPI<br><input type="checkbox"/> Others (Please Specify)    OTH |
| <b>4. APPLICATION DETAILS</b><br>No. of Equity Shares of ₹ [●]/- each applied at the Issue Price i.e. at ₹ [●]/- per share <sup>1 &amp; 2</sup><br>(In Figures) _____ (In Words) _____  |   | <b>5. CATEGORY</b><br><input type="checkbox"/> Retail Individual<br><input type="checkbox"/> Non-Institutional<br><input type="checkbox"/> QIB  |
| <sup>1</sup> Please note that applications must be made in minimum of [●] shares and further multiples of [●] shares accordingly.<br><sup>2</sup> Please note that the trading of equity shares will be only in dematerialised mode on the NSE Emerge Platform.   |   |   |
| <b>7. PAYMENT DETAILS</b> <b>PAYMENT OPTION : Full Payment</b><br>Amount Blocked (₹ in Figures) _____ (₹ in words) _____<br>ASBA Bank A/c No. _____<br>Bank Name & Branch _____   |   |   |
| I/WE (ON BEHALF OF JOINT APPLICANTS, IF ANY), HEREBY CONFIRM THAT I/WE HAVE READ AND UNDERSTOOD THE TERMS AND CONDITIONS OF THIS APPLICATION FORM AND THE ATTACHED ABRIDGED PROSPECTUS AND THE GENERAL INFORMATION DOCUMENT FOR INVESTING IN THE PUBLIC ISSUE ("GID") AND HEREBY AGREE AND CONFIRM THE "INVESTOR UNDERTAKING" AS GIVEN OVERLEAF. I/WE (ON BEHALF OF JOINT APPLICANTS, IF ANY) HEREBY CONFIRM THAT I/WE HAVE READ THE INSTRUCTIONS FOR FILLING UP THE APPLICATION FORM GIVEN OVERLEAF. |   |   |
| <b>8 A. SIGNATURE OF SOLE / FIRST APPLICANT</b><br><br>Date: _____, 2017  | <b>8 B. SIGNATURE OF ASBA BANK ACCOUNT HOLDER(S) (AS PER BANK RECORDS)</b><br>I/We authorize the SCSB to do all acts as are necessary to make the Application in the issue<br>1) _____<br>2) _____<br>3) _____  | <b>BROKER / SCSB / DP / RTA STAMP</b><br>(Acknowledging upload of Application in Stock Exchange System)   |

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|  | <b>SONI SOYA PRODUCTS LIMITED</b><br><b>PUBLIC ISSUE - NR</b>          | <b>Acknowledgement Slip for Broker / SCSB / DP / RTA</b><br>PAN of Sole/First Bidder _____ |
| <b>DPID / CLID</b> _____                           | <b>Amount Paid (₹ in figures)</b> _____ <b>Bank &amp; Branch</b> _____ | <b>Stamp &amp; Signature of SCSB Branch</b>  |
| <b>ASBA Bank A/c No.</b> _____                     | <b>Received from Mr./Ms.</b> _____                                     |  |
| <b>Telephone / Mobile</b> _____ <b>Email</b> _____ |  |  |

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|   |  |  |                                       |
|---|--|--|---------------------------------------|
| <b>SONI SOYA PRODUCTS LIMITED - PUBLIC ISSUE - NR</b> | <b>No. of Equity Shares</b> In Figures _____    In Words _____ | <b>Stamp &amp; Signature of Broker / SCSB / DP / RTA</b> | <b>Name of Sole / First Applicant</b> |
| <b>Amount Blocked (₹)</b> _____                       |  |  |                                       |
| <b>ASBA Bank A/c No.:</b> _____                       | <b>Bank &amp; Branch:</b> _____                                |  |                                       |
|   |  | <b>Acknowledgement Slip for Applicant</b>                | <b>Application Form No.</b>           |

#### **4.1.1 FIELD NUMBER 1: NAME AND CONTACT DETAILS OF THE SOLE/ FIRST APPLICANT**

Applicants should ensure that the name provided in this field is exactly the same as the name in which the Depository Account is held.

- (a) **Mandatory Fields:** Applicants should note that the name and address fields are compulsory and e-mail and/or telephone number/ mobile number fields are optional. Applicants should note that the contact details mentioned in the Application Form may be used to dispatch communications in case the communication sent to the address available with the Depositories are returned undelivered or are not available. The contact details provided in the Application Form may be used by the Issuer, the members of the Syndicate, the Registered Broker and the Registrar to the Issue only for correspondence(s) related to an Issue and for no other purposes.
- (b) **Joint Applications:** In the case of Joint Applications, the Applications should be made in the name of the Applicant whose name appears first in the Depository account. The name so entered should be the same as it appears in the Depository records. The signature of only such first Applicant would be required in the Application Form and such first Applicant would be deemed to have signed on behalf of the joint holders. All payments may be made out in favour of the Applicant whose name appears in the Application Form or the Revision Form and all communications may be addressed to such Applicant and may be dispatched to his or her address as per the Demographic Details received from the Depositories.
- (c) **Impersonation:** Attention of the Applicants is specifically drawn to the provisions of sub section (1) of Section 38 of the Companies Act, 2013 which is reproduced below:

Any person who:

- makes or abets making of an application in a fictitious name to a Company for acquiring, or subscribing for, its securities; or
- makes or abets making of multiple applications to a Company in different names or in different combinations of his name or surname for acquiring or subscribing for its securities; or
- otherwise induces directly or indirectly a Company to allot, or register any transfer of securities to him, or to any other person in a fictitious name,

Shall be liable for action under section 447 of the said Act.

- (d) **Nomination Facility to Applicant:** Nomination facility is available in accordance with the provisions of Section 72 of the Companies Act, 2013. In case of allotment of the Equity Shares in dematerialized form, there is no need to make a separate nomination as the nomination registered with the Depository may prevail. For changing nominations, the Applicants should inform their respective DP.

#### **4.1.2 FIELD NUMBER 2: PAN NUMBER OF SOLE /FIRST APPLICANT**

- (a) PAN (of the sole/ first Applicant) provided in the Application Form should be exactly the same as the PAN of the person(s) in whose name the relevant beneficiary account is held as per the Depositories' records.
- (b) PAN is the sole identification number for participants transacting in the securities market irrespective of the amount of transaction except for Applications on behalf of the Central or State Government, Applications by officials appointed by the courts and Applications by Applicants residing in Sikkim ("PAN Exempted Applicants"). Consequently, all Applicants, other than the PAN Exempted Applicants, are required to disclose their PAN in the Application Form, irrespective of the Application Amount. An Application Form without PAN, except in case of Exempted Applicants, is liable to be rejected. Applications by the Applicants whose PAN is not available as per the Demographic Details available in their Depository records, are liable to be rejected.



- (c) The exemption for the PAN Exempted Applicants is subject to (a) the Demographic Details received from the respective Depositories confirming the exemption granted to the beneficiary owner by a suitable description in the PAN field and the beneficiary account remaining in “active status”; and (b) in the case of residents of Sikkim, the address as per the Demographic Details evidencing the same.
- (d) Application Forms which provide the General Index Register Number instead of PAN may be rejected.
- (e) Applications by Applicants whose demat accounts have been ‘suspended for credit’ are liable to be rejected pursuant to the circular issued by SEBI on July 29, 2010, bearing number CIR/MRD/DP/22/2010. Such accounts are classified as “Inactive demat accounts” and demographic details are not provided by depositories.

#### **4.1.3 FIELD NUMBER 3: APPLICANTS DEPOSITORY ACCOUNT DETAILS**

- (a) Applicants should ensure that DP ID and the Client ID are correctly filled in the Application Form. The DP ID and Client ID provided in the Application Form should match with the DP ID and Client ID available in the Depository database, otherwise, the Application Form is liable to be rejected.
- (b) Applicants should ensure that the beneficiary account provided in the Application Form is active.
- (c) Applicants should note that on the basis of DP ID and Client ID as provided in the Application Form, the Applicant may be deemed to have authorized the Depositories to provide to the Registrar to the Issue, any requested Demographic Details of the Applicant as available on the records of the depositories. These Demographic Details may be used, among other things, for sending allocation advice and for other correspondence(s) related to an Issue.
- (d) Applicants are, advised to update any changes to their Demographic Details as available in the records of the Depository Participant to ensure accuracy of records. Any delay resulting from failure to update the Demographic Details would be at the Applicants’ sole risk.

#### **4.1.4 FIELD NUMBER 4: APPLICATION DETAILS**

- (a) The Issuer may mention Price in the Draft Prospectus. However a prospectus registered with RoC contains one price.

- (b) Minimum And Maximum Application Size

##### **i. For Retail Individual Applicants**

The Application must be for a minimum of [●] Equity Shares. As the Application Price payable by the Retail Individual Applicants cannot exceed Rs. 2,00,000, they can make Application for only minimum Application size i.e. for [●] Equity Shares.

##### **ii. 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 Rs. 2,00,000 and in multiples of [●] 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 Rs. 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 the Prospectus.

- (c) **Multiple Applications:** An Applicant should submit only one Application Form. Submission of a second Application Form to either the same or to any other Application Collecting

Intermediary and duplicate copies of Application Forms bearing the same application number shall be treated as multiple applications and are liable to be rejected.

- (d) Applicants are requested to note the following procedures may be followed by the Registrar to the Issue to detect multiple applications:
  - i. All applications may be checked for common PAN as per the records of the Depository. For Applicants other than Mutual Funds and FPI sub-accounts, Applications bearing the same PAN may be treated as multiple applications by an Applicant and may be rejected.
  - ii. For applications from Mutual Funds and FPI sub-accounts, submitted under the same PAN, as well as Applications on behalf of the PAN Exempted Applicants, the Application Forms may be checked for common DP ID and Client ID. In any such applications which have the same DP ID and Client ID, these may be treated as multiple applications and may be rejected.
- (e) The following applications may not be treated as multiple Applications:
  - i. Applications by Reserved Categories in their respective reservation portion as well as that made by them in the Net Issue portion in public category.
  - ii. Separate applications by Mutual Funds in respect of more than one scheme of the Mutual Fund provided that the Applications clearly indicate the scheme for which the Application has been made.
  - iii. Applications by Mutual Funds, and sub-accounts of FPIs (or FPIs and its sub-accounts) submitted with the same PAN but with different beneficiary account numbers, Client IDs and DP IDs.

#### **4.1.5 FIELD NUMBER 5: CATEGORY OF APPLICANTS**

- i. The categories of applicants identified as per the SEBI ICDR Regulations, 2009 for the purpose of Application, allocation and allotment in the Issue are RIIs, individual applicants other than RII's and other investors (including corporate bodies or institutions, irrespective of the number of specified securities applied for).
- ii. An Issuer can make reservation for certain categories of Applicants permitted under the SEBI ICDR Regulations, 2009. For details of any reservations made in the Issue, applicants may refer to the Prospectus.
- iii. The SEBI ICDR Regulations, 2009 specify the allocation or allotment that may be made to various categories of applicants in an Issue depending upon compliance with the eligibility conditions. For details pertaining to allocation and Issue specific details in relation to allocation, applicant may refer to the Prospectus.

#### **4.1.6 FIELD NUMBER 6: INVESTOR STATUS**

- (a) Each Applicant should check whether it is eligible to apply under applicable law and ensure that any prospective allotment to it in the Issue is in compliance with the investment restrictions under applicable law.
- (b) Certain categories of Applicants, such as NRIs, FPIs and FVCIs may not be allowed to apply in the Issue or hold Equity Shares exceeding certain limits specified under applicable law. Applicants are requested to refer to the Prospectus for more details.
- (c) Applicants should check whether they are eligible to apply on non-repatriation basis or repatriation basis and should accordingly provide the investor status. Details regarding investor status are different in the Resident Application Form and Non-Resident Application Form.
- (d) Applicants should ensure that their investor status is updated in the Depository records.

#### **4.1.7 FIELD 7: PAYMENT DETAILS**

- (a) Please note that, providing bank account details in the space provided in the Application Form is mandatory and Applications that do not contain such details are liable to be rejected.

#### **4.1.7.1 Payment instructions for Applicants**

- (a) Applicants may submit the Application Form in physical mode to the Application Collecting Intermediaries.
- (b) Applicants should specify the Bank Account number in the Application Form.
- (c) Applicants should ensure that the Application Form is also signed by the ASBA Account holder(s) if the Applicant is not the ASBA Account holder;
- (d) Applicants shall note that for the purpose of blocking funds under ASBA facility clearly demarcated funds shall be available in the account.
- (e) From one Bank Account, a maximum of five Application Forms can be submitted.
- (f) Applicants applying directly through the SCSBs should ensure that the Application Form is submitted to a Designated Branch of a SCSB where the ASBA Account is maintained. In case Applicant applying through Application Collecting Intermediary other than SCSB, after verification and upload, the Application Collecting Intermediary shall send to SCSB for blocking of fund.
- (g) Upon receipt of the Application Form, the Designated Branch of the SCSB may verify if sufficient funds equal to the Application Amount are available in the ASBA Account, as mentioned in the Application Form.
- (h) If sufficient funds are available in the ASBA Account, the SCSB may block an amount equivalent to the Application Amount mentioned in the Application Form and may upload the details on the Stock Exchange Platform.
- (i) If sufficient funds are not available in the ASBA Account, the Designated Branch of the SCSB may not upload such Applications on the Stock Exchange platform and such Applications are liable to be rejected.
- (j) Upon submission of a completed Application Form each ASBA Applicant may be deemed to have agreed to block the entire Application Amount and authorized the Designated Branch of the SCSB to block the Application Amount specified in the Application Form in the ASBA Account maintained with the SCSBs.
- (k) The Application Amount may remain blocked in the aforesaid ASBA Account until finalisation of the Basis of allotment and subsequent transfer of the Application Amount against the Allotted Equity Shares, if any, to the Public Issue Account, or until withdrawal or failure of the Issue, or until withdrawal or rejection of the Application, as the case may be.
- (l) SCSBs applying in the Issue must apply through an ASBA Account maintained with any other SCSB; else their Applications are liable to be rejected.

#### **4.1.8 Unblocking of ASBA Account**

- (a) Once the Basis of Allotment is approved by the Designated Stock Exchange, the Registrar to the Issue may provide the following details to the controlling branches of each SCSB, along with instructions to unblock the relevant bank accounts and for successful applications transfer the requisite money to the Public Issue Account designated for this purpose, within the specified timelines: (i) the number of Equity Shares to be Allotted against each Application, (ii) the amount to be transferred from the relevant bank account to the Public Issue Account, for each Application, (iii) the date by which funds referred to in (ii) above may be transferred to the Public Issue Account, and (iv) details of rejected/ partial/ non allotment ASBA Applications, if any, along with reasons for rejection and details of withdrawn or unsuccessful Applications, if any, to enable the SCSBs to unblock the respective bank accounts.
- (b) On the basis of instructions from the Registrar to the Issue, the SCSBs may transfer the requisite

amount against each successful ASBA Application to the Public Issue Account and may unblock the excess amount, if any, in the ASBA Account.

- (c) In the event of withdrawal or rejection of the Application Form and for unsuccessful Applications, the Registrar to the Issue may give instructions to the SCSB to unblock the Application Amount in the relevant ASBA Account within 6 Working Days of the Issue Closing Date.

#### **4.1.8.1 Discount (if applicable)**

- (a) The Discount is stated in absolute rupee terms.
- (b) RIIs, Employees and Retail Individual Shareholders are only eligible for discount. For Discounts offered in the Issue, applicants may refer to the Prospectus.
- (c) The Applicants entitled to the applicable Discount in the Issue may make payment for an amount i.e. the Application Amount less Discount (if applicable).

#### **4.1.8.2 Additional Payment Instructions for NRIs**

The Non-Resident Indians who intend to block funds in their Non-Resident Ordinary (NRO) accounts shall use the form meant for Resident Indians (non-repatriation basis). In the case of applications by NRIs applying on a repatriation basis, payment shall not be accepted out of NRO Account.

### **4.1.9 FIELD NUMBER 8: SIGNATURES AND OTHER AUTHORISATIONS**

- (a) Only the First Applicant is required to sign the Application Form. Applicants should ensure that signatures are in one of the languages specified in the Eighth Schedule to the Constitution of India.
- (b) If the ASBA Account is held by a person or persons other than the Applicant, then the Signature of the ASBA Account holder(s) is also required.
- (c) In relation to the Applications, signature has to be correctly affixed in the authorization/undertaking box in the Application Form, or an authorisation has to be provided to the SCSB via the electronic mode, for blocking funds in the ASBA Account equivalent to the application amount mentioned in the Application Form.
- (d) Applicants must note that Application Form without signature of Applicant and /or ASBA Account holder is liable to be rejected.

#### **4.1.10 ACKNOWLEDGEMENT AND FUTURE COMMUNICATION**

Applicants should ensure that they receive the acknowledgment duly signed and stamped by Application Collecting Intermediaries, as applicable, for submission of the Application Form.

- (a) All communications in connection with Applications made in the Issue should be addressed as under:
  - i. In case of queries related to Allotment, non-receipt of Allotment Advice, credit of allotted equity shares, unblocking of funds, the Applicants should contact the Registrar to the Issue.
  - ii. In case of applications submitted to the Designated Branches of the SCSBs, the Applicants should contact the relevant Designated Branch of the SCSB.
  - iii. Applicant may contact the Company Secretary and Compliance Officer or LM(s) in case of any other complaints in relation to the Issue.
- (b) The following details (as applicable) should be quoted while making any queries -
  - iv. Full name of the sole or First Applicant, Application Form number, Applicants' DP ID, Client ID, PAN, number of Equity Shares applied for, amount blocked on application And ASBA Account Number and Name.
  - v. In case of ASBA applications, ASBA Account number in which the amount equivalent to the application amount was blocked.

For further details, Applicant may refer to the Prospectus and the Application Form.

#### **4.2 INSTRUCTIONS FOR FILING THE REVISION FORM**

- (a) During the Issue Period, any Applicant (other than QIBs and NIIs, who can only revise their application amount upwards) who has registered his or her interest in the Equity Shares for a particular number of shares is free to revise number of shares applied using revision forms available separately.
- (b) RII may revise/withdraw their applications till closure of the Issue period
- (c) Revisions can be made only in the desired number of Equity Shares by using the Revision Form.
- (d) The Applicant can make this revision any number of times during the Issue Period. However, for any revision(s) in the Application, the Applicants will have to use the services of the SCSB through which such Applicant had placed the original Application.

A sample Revision form is reproduced below:

Other than instructions already highlighted at paragraph 4.1 above, point wise instructions regarding filling up various fields of the Revision Form are provided below:

|  |  |   |  |   |  |
|--|--|---|--|---|--|
| <b>COMMON APPLICATION FORM</b>   |  | <b>SONI SOYA PRODUCTS LIMITED - PUBLIC ISSUE - REVISION - R</b><br>Registered Office: Off no: CSI, P Square Building, 2nd floor, 350, Goyal Nagar, Indore - 452016<br>Madhya Pradesh, India; Tel. No.: +91 0731 4056609; Fax No.: Not Available;<br>E-mail: cs@sonisoja.com; Website: www.sonisoja.com; CIN NO: U51225MP2014PLC033203 |  | <b>FOR RESIDENT INDIANS, INCLUDING RESIDENT QIBs AND ELIGIBLE NRIs APPLYING ON A NON-REPATRIATION BASIS</b> |  |
| <b>soni soya</b><br>PRODUCTS LTD.  |  | <b>To,</b><br><b>The Board of Directors</b><br><b>SONI SOYA PRODUCTS LIMITED</b>  |  | <b>FIXED PRICE SME ISSUE</b><br><b>ISIN - INE-----</b>  |  |
|  |  |   |  | <b>Application Form No.</b>   |  |
|  |  |   |  | <b>Date:</b>  |  |
| <b>BROKER'S / SCBSB / DP / RTA STAMP &amp; CODE</b>  |  | <b>SUB-BROKER'S / SUB-AGENT'S STAMP &amp; CODE</b>  |  | <b>1. NAME &amp; CONTACT DETAILS OF SOLE/FIRST APPLICANT</b>  |  |
|  |  |   |  | Mr. / Ms.   |  |
|  |  |   |  |   |  |
|  |  |   |  | Age   |  |
|  |  |   |  | Tel. No (with STD code) / Mobile  |  |
|  |  |   |  | <b>2. PAN OF SOLE/FIRST APPLICANT</b>   |  |
|  |  |   |  |   |  |
|  |  |   |  | <b>3. INVESTOR'S DEPOSITORY ACCOUNT DETAILS</b> <input type="checkbox"/> NSDL <input type="checkbox"/> CDSL |  |
|  |  |   |  |   |  |
|  |  |   |  | For NSDL enter 8 digit DPID followed by 8 digit Client ID / For CDSL enter 16 digit Client ID               |  |
|  |  |   |  | <input type="checkbox"/> PHYSICAL   |  |
| <b>4. FROM (as per last Application or Revision)</b>   |  |   |  |   |  |
| <b>No. of Equity Shares applied (Application must be in multiples of [•] equity shares)</b>  |  |   |  |   |  |
| <b>Options</b>   |  |   |  |   |  |
| <b>(In Figures)</b>  |  |   |  |   |  |
| <b>Issue Price</b>   |  |   |  |   |  |
| <b>Discount, if any</b>  |  |   |  |   |  |
| <b>Net Price</b>   |  |   |  |   |  |
| Option 1   |  |   |  |   |  |
| (OR) Option 2  |  |   |  |   |  |
| (OR) Option 3  |  |   |  |   |  |
| <b>5. TO (Revised Application)</b>   |  |   |  |   |  |
| <b>No. of Equity Shares applied (Application must be in multiples of [•] equity shares)</b>  |  |   |  |   |  |
| <b>Options</b>   |  |   |  |   |  |
| <b>(In Figures)</b>  |  |   |  |   |  |
| <b>Issue Price</b>   |  |   |  |   |  |
| <b>Discount, if any</b>  |  |   |  |   |  |
| <b>Net Price</b>   |  |   |  |   |  |
| Option 1   |  |   |  |   |  |
| (OR) Option 2  |  |   |  |   |  |
| (OR) Option 3  |  |   |  |   |  |
| <b>7. PAYMENT DETAILS</b>  |  |   |  |   |  |
| <b>PAYMENT OPTION : Full Payment</b>   |  |   |  |   |  |
| <b>Amount Blocked (₹ in Figures)</b>   |  |   |  |   |  |
| <b>(₹ in words)</b>  |  |   |  |   |  |
| <b>ASBA Bank A/c No.</b>   |  |   |  |   |  |
| <b>Bank Name &amp; Branch</b>  |  |   |  |   |  |
| <b>I/WE (ON BEHALF OF JOINT APPLICANTS, IF ANY), HEREBY CONFIRM THAT I/WE HAVE READ AND UNDERSTOOD THE TERMS AND CONDITIONS OF THIS APPLICATION FORM AND THE ATTACHED ABRIDGED PROSPECTUS AND THE GENERAL INFORMATION DOCUMENT FOR INVESTING IN THE PUBLIC ISSUE ("GID") AND HEREBY AGREE AND CONFIRM THE "INVESTOR UNDERTAKING" AS GIVEN OVERLEAF. I/WE (ON BEHALF OF JOINT APPLICANTS, IF ANY) HEREBY CONFIRM THAT I/WE HAVE READ THE INSTRUCTIONS FOR FILLING UP THE APPLICATION FORM GIVEN OVERLEAF.</b> |  |   |  |   |  |
| <b>8 A. SIGNATURE OF SOLE / FIRST APPLICANT</b>  |  |   |  |   |  |
| <b>8 B. SIGNATURE OF ASBA BANK ACCOUNT HOLDER(s) (AS PER BANK RECORDS)</b>   |  |   |  |   |  |
| <b>BROKER / SCBSB / DP / RTA STAMP (Acknowledging upload of Application in Stock Exchange System)</b>  |  |   |  |   |  |
| I/We authorize the SCBSB to do all acts as are necessary to make the Application in the issue  |  |   |  |   |  |
| 1)   |  |   |  |   |  |
| 2)   |  |   |  |   |  |
| 3)   |  |   |  |   |  |
| Date: _____, 2017  |  |   |  |   |  |
| <b>TEAR HERE</b>   |  |   |  |   |  |
| <b>soni soya</b><br>PRODUCTS LTD.  |  | <b>SONI SOYA PRODUCTS LIMITED</b><br><b>PUBLIC ISSUE - REVISION - R</b>   |  | <b>Acknowledgement Slip for Broker/SCBSB/DP/RTA</b>   |  |
| <b>DPID / CLID</b>   |  | <b>PAN</b>  |  | <b>Application Form No.</b>   |  |
| Additional Amount Blocked (₹ in figures)   |  | Bank & Branch   |  | SCBSB Branch Stamp & Signature  |  |
| ASBA Bank A/c No.  |  |   |  |   |  |
| Received from Mr./Ms.  |  |   |  |   |  |
| Telephone / Mobile   |  | Email   |  |   |  |
| <b>TEAR HERE</b>   |  |   |  |   |  |
| <b>Stamp &amp; Signature of Broker / SCBSB / DP / RTA</b>  |  |   |  |   |  |
| <b>Name of Sole / First Applicant</b>  |  |   |  |   |  |
| <b>Acknowledgment Slip for Applicant</b>   |  |   |  |   |  |
| <b>Application Form No.</b>  |  |   |  |   |  |

## Revision Form – NR

|                                |   |   |
|--------------------------------|---|---|
| <b>COMMON APPLICATION FORM</b> | <b>SONI SOYA PRODUCTS LIMITED - PUBLIC ISSUE - REVISION - NR</b><br><small>Registered Office: Off no: CSI, P Square Building, 2nd floor, 350, Goyal Nagar, Indore - 452016<br/>         Madhya Pradesh, India; Tel. No.: +91 0731 4056609; Fax No.: Not Available;<br/>         E-mail: cs@sonisoaya.com; Website: www.sonisoaya.com; CIN NO: U51225MP2014PLC033203</small> | <b>FOR NON-RESIDENT INCLUDING ELIGIBLE NRIs, FPIs or FVCI's ETC. APPLYING ON A REPATRIATION BASIS</b> |
|--------------------------------|---|---|

To,  
The Board of Directors  
SONI SOYA PRODUCTS LIMITED

FIXED PRICE SME ISSUE

ISIN – INE-----

Date: \_\_\_\_\_  
 Application Form No. \_\_\_\_\_

|  |  |  |
|--|--|--|
| BROKER'S / SCSB / DP / RTA STAMP & CODE<br><br><br>SCSB / BANK BRANCH STAMP & CODE<br><br><br> | SUB-BROKER'S / SUB-AGENT'S STAMP & CODE<br><br><br>SCSB / BANK BRANCH SERIAL NO.<br><br><br> | <b>1. NAME &amp; CONTACT DETAILS OF SOLE/FIRST APPLICANT</b><br>Mr. / Ms. _____<br>_____<br>Age _____<br>Td. No (with STD code) / Mobile _____<br><b>2. PAN OF SOLE/FIRST APPLICANT</b><br>_____<br><b>3. INVESTOR'S DEPOSITORY ACCOUNT DETAILS</b> <input type="checkbox"/> NSDL <input type="checkbox"/> CDSL<br>_____<br><small>For NSDL enter 8 digit DPID followed by 8 digit Client ID / For CDSL enter 16 digit Client ID</small> |
|--|--|--|

PLEASE CHANGE MY APPLICATION ☐ PHYSICAL

| 4. FROM (as per last Application or Revision) |   |   |   |                |   |   |   |   |   |   |   |                  |   |   |           |   |   |   |   |
|---|---|---|---|----------------|---|---|---|---|---|---|---|------------------|---|---|-----------|---|---|---|---|
| Options                                       | No. of Equity Shares applied<br>(Application must be in multiples of 1 equity shares) |   |   |                |   |   |   |   | Price per Equity Share (₹) (In Figures) |   |   |                  |   |   |           |   |   |   |   |
|   | (In Figures)  |   |   |                |   |   |   |   | Issue Price                             |   |   | Discount, if any |   |   | Net Price |   |   |   |   |
|   | 7   | 6 | 5 | 4              | 3 | 2 | 1 | 4 | 3                                       | 2 | 1 | 4                | 3 | 2 | 1         | 4 | 3 | 2 | 1 |
| Option 1                                      |   |   |   |                |   |   |   |   |   |   |   |                  |   |   |           |   |   |   |   |
| (OR) Option 2                                 |   |   |   | NOT APPLICABLE |   |   |   |   |   |   |   |                  |   |   |           |   |   |   |   |
| (OR) Option 3                                 |   |   |   | NOT APPLICABLE |   |   |   |   |   |   |   |                  |   |   |           |   |   |   |   |

| 5. TO (Revised Application) |   |   |   |                |   |   |   |   |   |   |   |                  |   |   |           |   |   |   |   |
|-----------------------------|---|---|---|----------------|---|---|---|---|---|---|---|------------------|---|---|-----------|---|---|---|---|
| Options                     | No. of Equity Shares applied<br>(Application must be in multiples of 1 equity shares) |   |   |                |   |   |   |   | Price per Equity Share (₹) (In Figures) |   |   |                  |   |   |           |   |   |   |   |
|                             | (In Figures)  |   |   |                |   |   |   |   | Issue Price                             |   |   | Discount, if any |   |   | Net Price |   |   |   |   |
|                             | 7   | 6 | 5 | 4              | 3 | 2 | 1 | 4 | 3                                       | 2 | 1 | 4                | 3 | 2 | 1         | 4 | 3 | 2 | 1 |
| Option 1                    |   |   |   |                |   |   |   |   |   |   |   |                  |   |   |           |   |   |   |   |
| (OR) Option 2               |   |   |   | NOT APPLICABLE |   |   |   |   |   |   |   |                  |   |   |           |   |   |   |   |
| (OR) Option 3               |   |   |   | NOT APPLICABLE |   |   |   |   |   |   |   |                  |   |   |           |   |   |   |   |

| 7. PAYMENT DETAILS                                     |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|--|
| Amount Blocked (₹ in Figures) _____ (₹ in words) _____ |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| ASBA Bank A/c No. _____                                |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| Bank Name & Branch _____                               |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| _____  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |

I/WE (ON BEHALF OF JOINT APPLICANTS, IF ANY), HEREBY CONFIRM THAT I/WE HAVE READ AND UNDERSTOOD THE TERMS AND CONDITIONS OF THIS APPLICATION FORM AND THE ATTACHED ABRIDGED PROSPECTUS AND THE GENERAL INFORMATION DOCUMENT FOR INVESTING IN THE PUBLIC ISSUE ("GID") AND HEREBY AGREE AND CONFIRM THE "INVESTOR UNDERTAKING" AS GIVEN OVERLEAF. I/WE (ON BEHALF OF JOINT APPLICANTS, IF ANY) HEREBY CONFIRM THAT I/WE HAVE READ THE INSTRUCTIONS FOR FILLING UP THE APPLICATION FORM GIVEN OVERLEAF.

|  |  |   |
|--|--|---|
| <b>8 A. SIGNATURE OF SOLE / FIRST APPLICANT</b><br><br>Date: _____, 2017 | <b>8 B. SIGNATURE OF ASBA BANK ACCOUNT HOLDER(S) (AS PER BANK RECORDS)</b><br>I/We authorize the SCSB to do all acts as are necessary to make the Application in the issue<br>1) _____<br>2) _____<br>3) _____ | <b>BROKER / SCSB / DP / RTA STAMP</b><br>(Acknowledging upload of Application in Stock Exchange System)<br><br><div style="border: 1px solid black; height: 100px; width: 100%;"></div> |
|--|--|---|

TEAR HERE

|                    |            |  |
|--------------------|------------|--|
| DPID / CLID: _____ | PAN: _____ |  |
|--------------------|------------|--|

|  |                     |   |
|--|---------------------|---|
| Additional Amount Blocked (₹ in figures) _____ | Bank & Branch _____ |   |
| ASBA Bank A/c No. _____                        |                     | SCSB Branch Stamp & Signature<br><br><div style="border: 1px solid black; height: 100px; width: 100%;"></div> |
| Received from Mr./Ms. _____                    |                     |   |
| Telephone / Mobile _____                       | Email _____         |   |

TEAR HERE

| <b>SONI SOYA PRODUCTS LIMITED - PUBLIC ISSUE - REVISION - NR</b>   | <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <th></th> <th>Option 1</th> <th>Option 2</th> <th>Option 3</th> </tr> <tr> <td>No. of Equity Shares</td> <td></td> <td></td> <td></td> </tr> <tr> <td>Issue Price</td> <td></td> <td></td> <td></td> </tr> <tr> <td>Additional Amount Blocked (₹)</td> <td></td> <td colspan="2" style="text-align: center;">NOT APPLICABLE</td> </tr> </table> |   | Option 1 | Option 2 | Option 3 | No. of Equity Shares |  |  |  | Issue Price |  |  |  | Additional Amount Blocked (₹) |  | NOT APPLICABLE |  | <table border="1" style="width: 100%; border-collapse: collapse;"> <tr> <td style="width: 50%;"> <b>Stamp &amp; Signature of Broker / SCSB / DP / RTA</b><br/><br/> <div style="border: 1px solid black; height: 100px; width: 100%;"></div> </td> <td style="width: 50%;"> <b>Name of Sole / First Applicant</b><br/><br/> <div style="border: 1px solid black; height: 100px; width: 100%;"></div> </td> </tr> </table> | <b>Stamp &amp; Signature of Broker / SCSB / DP / RTA</b><br><br><div style="border: 1px solid black; height: 100px; width: 100%;"></div> | <b>Name of Sole / First Applicant</b><br><br><div style="border: 1px solid black; height: 100px; width: 100%;"></div> |
|--|---|---|----------|----------|----------|----------------------|--|--|--|-------------|--|--|--|-------------------------------|--|----------------|--|---|--|---|
|  | Option 1  | Option 2  | Option 3 |          |          |                      |  |  |  |             |  |  |  |                               |  |                |  |   |  |   |
| No. of Equity Shares   |   |   |          |          |          |                      |  |  |  |             |  |  |  |                               |  |                |  |   |  |   |
| Issue Price  |   |   |          |          |          |                      |  |  |  |             |  |  |  |                               |  |                |  |   |  |   |
| Additional Amount Blocked (₹)  |   | NOT APPLICABLE  |          |          |          |                      |  |  |  |             |  |  |  |                               |  |                |  |   |  |   |
| <b>Stamp &amp; Signature of Broker / SCSB / DP / RTA</b><br><br><div style="border: 1px solid black; height: 100px; width: 100%;"></div> | <b>Name of Sole / First Applicant</b><br><br><div style="border: 1px solid black; height: 100px; width: 100%;"></div>   |   |          |          |          |                      |  |  |  |             |  |  |  |                               |  |                |  |   |  |   |
|  | ASBA Bank A/c No.: _____<br>Bank & Branch: _____  | <b>Acknowledgment Slip for Applicant</b><br><br><b>Application Form No.</b> |          |          |          |                      |  |  |  |             |  |  |  |                               |  |                |  |   |  |   |

#### **4.2.1 FIELDS 1, 2 AND 3: NAME AND CONTACT DETAILS OF SOLE/FIRST APPLICANT, PAN OF SOLE/FIRST APPLICANT & DEPOSITORY ACCOUNT DETAILS OF THE APPLICANT**

Applicants should refer to instructions contained in paragraphs 4.1.1, 4.1.2 and 4.1.3.

#### **4.2.2 FIELD 4 & 5: APPLICATION REVISION ‘FROM’ AND ‘TO’**

- (a) Apart from mentioning the revised number of shares in the Revision Form, the Applicant must also mention the details of shares applied for given in his or her Application Form or earlier Revision Form.
- (b) In case of revision of applications by RIIs, Employees and Retail Individual Shareholders, such Applicants should ensure that the application amount should exceed Rs. 2,00,000/- due to revision and the application may be considered, subject to eligibility, for allocation under the Non-Institutional Category.

#### **4.2.3 FIELD 6: PAYMENT DETAILS**

- (a) All Applicants are required to make payment of the full application amount along with the Revision Form.
- (b) Applicant may Issue instructions to block the revised amount in the ASBA Account, to Designated Branch through whom such Applicant had placed the original application to enable the relevant SCSB to block the additional application amount, if any.

#### **4.2.4 FIELDS 7: SIGNATURES AND ACKNOWLEDGEMENTS**

Applicants may refer to instructions contained at paragraphs 4.1.8 and 4.1.9 for this purpose.

### **4.3 SUBMISSION OF REVISION FORM/ APPLICATION FORM**

#### **4.3.1 Applicants may submit completed application form / Revision Form in the following manner:-**

| Mode of Application       | Submission of Application Form  |
|---------------------------|---|
| All Investors Application | To the Application Collecting Intermediaries as mentioned in the Prospectus/ Application Form |

### **SECTION 5: ISSUE PROCEDURE IN FIXED PRICE ISSUE**

#### **5 APPLICANTS MAY NOTE THAT THERE IS NO BID CUM APPLICATION FORM IN A FIXED PRICE ISSUE**

As the Issue Price is mentioned in the Fixed Price Issue therefore on filing of the Prospectus with the RoC, the Application so submitted is considered as the application form.

Applicants may only use the specified Application Form for the purpose of making an Application in terms of the Prospectus which may be submitted through Application Collecting Intermediaries and apply only through ASBA facility.

ASBA Applicants may submit an Application Form either in physical/electronic form to the Application Collecting Intermediaries authorising blocking of funds that are available in the bank account specified in the Application Form only (“ASBA Account”). The Application Form is also made available on the websites of the Stock Exchanges at least one day prior to the Issue Opening Date.

In a fixed price Issue, allocation in the net offer to the public category is made as follows: minimum fifty per cent to Retail Individual Investors; and remaining to (i) individual investors other than Retail Individual Investors; and (ii) other Applicants including corporate bodies or institutions, irrespective of the number of specified securities applied for. The unsubscribed portion in either of the categories specified above may be allocated to the Applicants in the other



category.

## **6 GROUND OF REJECTION**

Applicants are advised to note that Applications are liable to be rejected inter alia on the following technical grounds:

- Amount blocked does not tally with the amount payable for the 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 (other than minor having valid depository accounts as per demographic details provided by the depository);
- 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 [●];
- Category not ticked;
- Multiple Applications as defined in the 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/ cheque/ demand draft/ pay order;
- 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 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/ first Applicant;
- 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 Rs. 2,00,000, received after 3.00 pm on the Issue Closing Date, unless the extended time is permitted by NSE.
- Details of ASBA Account not provided in the Application form

For details of instructions in relation to the Application Form, Applicants may refer to the relevant section the GID.

**APPLICANTS SHOULD NOTE THAT IN CASE THE PAN, THE DP ID AND CLIENT ID MENTIONED IN THE APPLICATION FORM AND ENTERED INTO THE ELECTRONIC APPLICATION SYSTEM OF THE STOCK EXCHANGES BY THE APPLICATION COLLECTING INTERMEDIARIES DO NOT MATCH WITH PAN, THE DP ID AND CLIENT ID AVAILABLE IN THE DEPOSITORY DATABASE, THE APPLICATION FORM IS LIABLE TO BE REJECTED.**

## **SECTION 6: ISSUE PROCEDURE IN BOOK BUILT ISSUE**

This being Fixed Price Issue, this section is not applicable for this Issue.

## **SECTION 7: ALLOTMENT PROCEDURE AND BASIS OF ALLOTMENT**

### **7.1 BASIS OF ALLOTMENT**

Allotment will be made in consultation with the EMERGE Platform of NSE (The Designated Stock Exchange). In the event of oversubscription, the allotment will be made on a proportionate basis in marketable lots as set forth hereunder:

- 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).
- 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).
- For applications where the proportionate allotment works out to less than [●] equity shares the allotment will be made as follows:
  - Each successful Applicant shall be allotted [●] equity shares; and
  - The successful Applicants out of the total applicants for that category shall be determined by the drawl 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.
- If the proportionate allotment to an Applicant works out to a number that is not a multiple of [●] equity shares, the Applicant would be allotted Shares by rounding off to the nearest multiple of [●] equity shares subject to a minimum allotment of [●] equity shares.
- 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 or 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 Applicants applying for the minimum number of Shares. If as a result of the process of rounding off to the nearest multiple of [●] 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, up to 110% of the size of the offer specified under the Capital Structure mentioned in this Draft Prospectus.
- The above proportionate allotment of Shares in an Issue that is oversubscribed shall be subject to the reservation for Retail individual Applicants as described below:

- i. As per Regulation 43 (4) of SEBI (ICDR), as 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.
- ii. The balance net offer of shares to the public shall be made available for allotment to
  - individual applicants other than retail individual investors and
  - other investors, including corporate bodies/ institutions irrespective of number of shares applied for.
- iii. 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.

'Retail Individual Investor' means an investor who applies for shares of value of not more than Rs. 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 NSE.

The Executive Director / Managing Director of NSE - the Designated Stock Exchange in addition to Lead Manager 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.

## 7.2 DESIGNATED DATE AND ALLOTMENT OF EQUITY SHARES

- (a) **Designated Date:** On the Designated Date, the SCSBs shall transfer the funds represented by allocation of Equity Shares into the Public Issue Account with the Bankers to the Issue.
- (b) **Issuance of Allotment Advice:** Upon approval of the Basis of Allotment by the Designated Stock Exchange, the Registrar shall upload the same on its website. On the basis of the approved Basis of Allotment, the Issuer shall pass necessary corporate action to facilitate the Allotment and credit of Equity Shares. Applicants **are advised to instruct their Depository Participant to accept the Equity Shares that may be allotted to them pursuant to the Issue.**  
  
Pursuant to confirmation of such corporate actions, the Registrar will dispatch Allotment Advice to the Applicants who have been Allotted Equity Shares in the Issue.
- (c) The dispatch of Allotment Advice shall be deemed a valid, binding and irrevocable contract.
- (d) Issuer will ensure that: (i) the Allotment of Equity Shares; and (ii) initiate corporate action for credit of shares to the successful Applicants Depository Account will be completed within 4 Working Days of the Issue Closing Date. The Issuer also ensures the credit of shares to the successful Applicant's depository account is completed within one Working Day from the date of Allotment, after the funds are transferred from the Public Issue Account on the Designated Date.

## SECTION 8: INTEREST AND REFUNDS

### 8.1 COMPLETION OF FORMALITIES FOR LISTING & COMMENCEMENT OF TRADING

The Issuer may ensure that all steps for the completion of the necessary formalities for listing and commencement of trading at all the Stock Exchanges are taken within 5 Working Days of the Issue Closing Date. The Registrar to the Issue may give instructions for credit to Equity Shares the beneficiary account with DPs, and dispatch the Allotment Advice within 5 Working Days of the Issue Closing Date.

### 8.2 GROUNDS FOR REFUND

#### 8.2.1 NON RECEIPT OF LISTING PERMISSION

An Issuer makes an application to the Stock Exchange(s) for permission to deal in/list and for an official quotation of the Equity Shares. All the Stock Exchanges from where such permission is

sought are disclosed in Prospectus. The Designated Stock Exchange may be as disclosed in the Prospectus with which the Basis of Allotment may be finalised.

If the permissions to deal in and for an official quotation of the Equity Shares are not granted by any of the Stock Exchange(s), the Issuer may 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 the Issuer becomes liable to repay it, then the Issuer and every director of the Issuer who is an officer in default may, on and from such expiry of eight days, be liable to repay the money, with interest at such rate, as prescribed under Section 73 of the Companies Act, and as disclosed in the Prospectus.

### **8.2.2 MINIMUM SUBSCRIPTION**

This Issue is not restricted to any minimum subscription level. This Issue is 100% underwritten. As per Section 39 of the Companies Act, 2013, if the “stated minimum amount” has not been subscribed and the sum payable on application is not received within a period of 30 days from the date of the Prospectus, the application money has to be returned within such period as may be prescribed. If the Issuer does not receive the subscription of 100% of the Issue through this offer document including devolvement of Underwriters within sixty days from the date of closure of the Issue, the Issuer shall forthwith refund the entire subscription amount received. If there is a delay beyond eight days after the Issuer becomes liable to pay the amount, the Issuer shall pay interest at a rate prescribed under section 73 of the Companies Act, 1956 (or the Company shall follow any other substitutional or additional provisions as has been or may be notified under the Companies Act, 2013).

### **8.2.3 MINIMUM NUMBER OF ALLOTTEES**

The Issuer may ensure that the number of prospective Allottees to whom Equity Shares may be allotted may not be less than 50 failing which the entire application monies may be refunded forthwith.

## **8.3 MODE OF REFUND**

Within 6 Working Days of the Issue Closing Date, the Registrar to the Issue may give instructions to SCSBs for unblocking the amount in ASBA Account on unsuccessful Application and also for any excess amount blocked on Application.

### **8.3.1 Mode of making refunds**

The Registrar to the Issue may instruct the controlling branch of the SCSB to unblock the funds in the relevant ASBA Account for any withdrawn, rejected or unsuccessful ASBA applications or in the event of withdrawal or failure of the Issue.

## **8.4 INTEREST IN CASE OF DELAY IN ALLOTMENT OR REFUND**

The Issuer may pay interest at the rate of 15% per annum /or demat credits are not made to Applicants or instructions for unblocking of funds in the ASBA Account are not done within the 4 Working days of the Issue Closing Date.

The Issuer may pay interest at 15% per annum for any delay beyond 6 days from the Issue Closing Date, if Allotment is not made.

## SECTION 9: GLOSSARY AND ABBREVIATIONS

*Unless the context otherwise indicates or implies, certain definitions and abbreviations used in this document may have the meaning as provided below. References to any legislation, act or regulation may be to such legislation, act or regulation as amended from time to time.*

| <b>Term</b>   | <b>Description</b>   |
|---|--|
| Allotment/ Allot/ Allotted                            | The allotment of Equity Shares pursuant to the Issue to successful Applicants  |
| Allottee  | An Applicant to whom the Equity Shares are Allotted  |
| Allotment Advice                                      | Note or advice or intimation of Allotment sent to the Applicants who have been allotted Equity Shares after the Basis of Allotment has been approved by the designated Stock Exchanges   |
| Anchor Investor                                       | A Qualified Institutional Buyer, applying under the Anchor Investor Portion in accordance with the requirements specified in SEBI ICDR Regulations, 2009.  |
| Anchor Investor Portion                               | Up to 30% of the QIB Category which may be allocated by the Issuer in consultation with the Lead Manager, to Anchor Investors on a discretionary basis. One-third of the Anchor Investor Portion is reserved for domestic Mutual Funds, subject to valid bids being received from domestic Mutual Funds at or above the price at which allocation is being done to Anchor Investors  |
| Application   | An indication to make an offer during the Issue Period by a prospective pursuant to submission of Application Form or during the Anchor Investor Issue Period by the Anchor Investors, to subscribe for or purchase the Equity Shares of the Issuer at a price including all revisions and modifications thereto.  |
| Application Form                                      | The form in terms of which the Applicant should make an application for Allotment in case of issues other than Book Built Issues, includes Fixed Price Issue   |
| Application Collecting Intermediaries                 | <ul style="list-style-type: none"> <li>i) an SCSB, with whom the bank account to be blocked, is maintained</li> <li>ii) a syndicate member (or sub-syndicate member)</li> <li>iii) a stock broker registered with a recognised stock exchange (and whose name is mentioned on the website of the stock exchange as eligible for this activity) ('broker')</li> <li>iv) a depository participant ('DP') (whose name is mentioned on the website of the stock exchange as eligible for this activity)</li> <li>v) a registrar to an issue and share transfer agent ('RTA') (whose name is mentioned on the website of the stock exchange as eligible for this activity)</li> </ul> |
| Application Supported by Blocked Amount/ (ASBA)/ ASBA | An application, whether physical or electronic, used by Bidders/Applicants to make a Bid authorising an SCSB to block the Bid Amount in the specified bank account maintained with such SCSB   |
| ASBA Account  | Account maintained with an SCSB which may be blocked by such SCSB to the extent of the Bid Amount  |

| <b>Term</b>   | <b>Description</b>  |
|---|---|
|   | of the ASBA Applicant   |
| ASBA Application  | An Application made by an ASBA Applicant  |
| Application Amount  | The value indicated in Application Form and payable by the Applicant upon submission of the Application, less discounts (if applicable).  |
| Banker(s) to the Issue/ Public Issue Bank and Refund Banker | The banks which are clearing members and registered with SEBI as Banker to the Issue/ Public Issue Bank and Refund Banker with whom the Public Issue Account(s) and Refund Account may be opened, and as disclosed in the Draft Prospectus and Bid cum Application Form of the Issuer   |
| Basis of Allotment  | The basis on which the Equity Shares may be Allotted to successful Applicants under the Issue   |
| Issue Closing Date  | The date after which the SCSBs may not accept any Application for the Issue, which may be notified in an English national daily, a Hindi national daily and a regional language newspaper at the place where the registered office of the Issuer is situated, each with wide circulation Applicants may refer to the Prospectus for the Issue Closing Date  |
| Issue Opening Date  | The date on which the SCSBs may start accepting application for the Issue, which may be the date notified in an English national daily, a Hindi national daily and a regional language newspaper at the place where the registered office of the Issuer is situated, each with wide circulation. Applicants/ bidders may refer to the Prospectus for the Issue Opening Date   |
| Issue Period  | The period between the Issue Opening Date and the Issue Closing Date inclusive of both days and during which prospective Applicants (can submit their application inclusive of any revisions thereof. The Issuer may consider closing the Issue Period for QIBs one working day prior to the Issue Closing Date in accordance with the SEBI ICDR Regulations, 2009. Applicants may refer to the Prospectus for the Issue Period |
| Book Building Process/ Book Building Method                 | The book building process as provided under SEBI ICDR Regulations, 2009   |
| Lead Manager(s)/Lead Manager/ LM                            | The Lead Manager to the Issue as disclosed in the Draft Prospectus/ Prospectus and the Bid Application Form of the Issuer.  |
| Business Day  | Monday to Friday (except public holidays)   |
| CAN/Confirmation of Allotment Note                          | The note or advice or intimation sent to each successful Applicant indicating the Equity Shares which may be Allotted, after approval of Basis of Allotment by the Designated Stock Exchange  |
| Client ID   | Client Identification Number maintained with one of the Depositories in relation to demat account   |
| Companies Act   | The Companies Act, 1956 and The Companies Act, 2013 (to the extant notified)  |
| DP  | Depository Participant  |
| DP ID   | Depository Participant's Identification Number  |

| <b>Term</b>   | <b>Description</b>  |
|---|---|
| Depositories  | National Securities Depository Limited and Central Depository Services (India) Limited  |
| Demographic Details                                       | Details of the Bidders/Applicants including the Bidder/Applicant's address, name of the Applicant's father/husband, investor status, occupation and bank account details  |
| Designated Branches                                       | Such branches of the SCSBs which may collect the Bid cum Application Forms used by the ASBA Bidders/Applicants applying through the ASBA and a list of which is available on- <a href="http://www.sebi.gov.in/sebiweb/home/list/5/33/0/0/Recognised-Intermediaries">http://www.sebi.gov.in/sebiweb/home/list/5/33/0/0/Recognised-Intermediaries</a>   |
| Designated Date   | The date on which the amounts blocked by the SCSBs are transferred from the ASBA Accounts, as the case may be, to the Public Issue Account, as appropriate, after the Prospectus is filed with the RoC, following which the board of directors may allot Equity Shares to successful Applicants in the Issue may give delivery instructions for the transfer of the Equity Shares constituting the Offer for Sale |
| Designated Stock Exchange                                 | The designated stock exchange as disclosed in the Draft Prospectus/Prospectus of the Issuer   |
| Discount  | Discount to the Issue Price that may be provided to Bidders/Applicants in accordance with the SEBI ICDR Regulations, 2009.  |
| Draft Prospectus  | The draft prospectus filed with the Designated stock exchange in case of Fixed Price Issues and which may mention a price or a Price Band   |
| Employees   | Employees of an Issuer as defined under SEBI ICDR Regulations, 2009 and including, in case of a new company, persons in the permanent and full time employment of the promoting companies excluding the promoter and immediate relatives of the promoter. For further details /Applicant may refer to the Draft Prospectus  |
| Equity Shares   | Equity shares of the Issuer   |
| FCNR Account  | Foreign Currency Non-Resident Account   |
| Applicant   | The Applicant whose name appears first in the Application Form or Revision Form   |
| FPI(s)  | Foreign Portfolio Investor  |
| Fixed Price Issue/ Fixed Price Process/Fixed Price Method | The Fixed Price process as provided under SEBI ICDR Regulations, 2009, in terms of which the Issue is being made  |
| FPO   | Further public offering   |
| Foreign Venture Capital Investors or FVCIs                | Foreign Venture Capital Investors as defined and registered with SEBI under the SEBI (Foreign Venture Capital Investors) Regulations, 2000  |
| IPO   | Initial public offering   |
| Issue   | Public Issue of Equity Shares of the Issuer including the Offer for Sale if applicable  |
| Issuer/ Company   | The Issuer proposing the initial public offering/further public offering as applicable  |
| Issue Price   | The final price, less discount (if applicable) at which the   |

| Term                                | Description  |
|-------------------------------------|--|
|                                     | Equity Shares may be Allotted in terms of the Prospectus. The Issue Price may be decided by the Issuer in consultation with the Lead Manager(s)  |
| Maximum RII Allottees               | The maximum number of RIIs who can be allotted the minimum Application Lot. This is computed by dividing the total number of Equity Shares available for Allotment to RIIs by the minimum Application Lot.   |
| MICR                                | Magnetic Ink Character Recognition - nine-digit code as appearing on a cheque leaf   |
| Mutual Fund                         | A mutual fund registered with SEBI under the SEBI (Mutual Funds) Regulations, 1996   |
| NECS                                | National Electronic Clearing Service   |
| NEFT                                | National Electronic Fund Transfer  |
| NRE Account                         | Non-Resident External Account  |
| NRI                                 | NRIs from such jurisdictions outside India where it is not unlawful to make an offer or invitation under the Issue and in relation to whom the Prospectus constitutes an invitation to subscribe to or purchase the Equity Shares  |
| NRO Account                         | Non-Resident Ordinary Account  |
| Net Issue                           | The Issue less Market Maker Reservation Portion  |
| Non-Institutional Investors or NIIs | All Applicants, including sub accounts of FPIs registered with SEBI which are foreign corporate or foreign individuals, that are not QIBs or RIBs and who have Bid for Equity Shares for an amount of more than Rs. 2,00,000 (but not including NRIs other than Eligible NRIs)   |
| Non-Institutional Category          | The portion of the Issue being such number of Equity Shares available for allocation to NIIs on a proportionate basis and as disclosed in the Prospectus and the Application Form  |
| Non-Resident                        | A person resident outside India, as defined under FEMA and includes Eligible NRIs, FPIs registered with SEBI and FVCIs registered with SEBI  |
| OCB/Overseas Corporate Body         | A company, partnership, society or other corporate body owned directly or indirectly to the extent of at least 60% by NRIs including overseas trusts, in which not less than 60% of beneficial interest is irrevocably held by NRIs directly or indirectly and which was in existence on October 3, 2003 and immediately before such date had taken benefits under the general permission granted to OCBs under FEMA |
| Other Investors                     | Investors other than Retail Individual Investors in a Fixed Price Issue. These include individual applicants other than retail individual investors and other investors including corporate bodies or institutions irrespective of the number of specified securities applied for.   |
| PAN                                 | Permanent Account Number allotted under the Income Tax Act, 1961   |
| Prospectus                          | The prospectus to be filed with the RoC in accordance with Section 60 of the Companies Act 1956 read with section 26 of Companies Act 2013, containing the Issue Price, the size of the Issue and certain other information  |



| <b>Term</b>   | <b>Description</b>   |
|---|--|
| Public Issue Account                                | An account opened with the Banker to the Issue to receive monies from the ASBA Accounts on the Designated Date   |
| QIB Category Qualified Institutional Buyers or QIBs | The portion of the Issue being such number of Equity Shares to be Allotted to QIBs on a proportionate basis As defined under SEBI ICDR Regulations, 2009   |
| RTGS  | Real Time Gross Settlement   |
| Refunds through electronic transfer of funds        | Refunds through ASBA   |
| Registrar to the Issue/RTI                          | The Registrar to the Issue as disclosed in the Draft Prospectus / Prospectus and Bid cum Application Form  |
| Reserved Category/ Categories                       | Categories of persons eligible for making application under reservation portion  |
| Reservation Portion                                 | The portion of the Issue reserved for category of eligible Applicants as provided under the SEBI ICDR Regulations, 2009  |
| Retail Individual Investors / RIIs                  | Investors who applies or for a value of not more than Rs. 2,00,000.  |
| Retail Individual Shareholders                      | Shareholders of a listed Issuer who applies for a value of not more than Rs. 2,00,000.   |
| Retail Category                                     | The portion of the Issue being such number of Equity Shares available for allocation to RIIs which shall not be less than the minimum bid lot, subject to availability in RII category and the remaining shares to be allotted on proportionate basis. |
| Revision Form                                       | The form used by the Applicant in an issue to modify the quantity of Equity Shares in an Application Forms or any previous Revision Form(s)  |
| RoC   | The Registrar of Companies   |
| SEBI  | The Securities and Exchange Board of India constituted under the Securities and Exchange Board of India Act, 1992  |
| SEBI ICDR Regulations, 2009                         | The Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2009  |
| Self Certified Syndicate Bank(s) or SCSB(s)         | A bank registered with SEBI, which offers the facility of ASBA and a list of which is available on <a href="http://www.sebi.gov.in/cms/sebi_data/attachdocs/1316087201341.html">http://www.sebi.gov.in/cms/sebi_data/attachdocs/1316087201341.html</a> |
| SME IPO   | Initial public offering as chapter XB of SEBI (ICDR) Regulation  |
| SME Issuer  | The Company making the Issue under chapter XB of SEBI (ICDR) Regulation  |
| Stock Exchanges/SE                                  | The stock exchanges as disclosed in the Draft Prospectus/ Prospectus of the Issuer where the Equity Shares Allotted pursuant to the Issue are proposed to be listed  |
| Self Certified Syndicate Bank(s) or SCSB(s)         | A bank registered with SEBI, which offers the facility of ASBA and a list of which is available on <a href="http://www.sebi.gov.in/cms/sebi_data/attachdocs/1316087201341.html">http://www.sebi.gov.in/cms/sebi_data/attachdocs/1316087201341.html</a> |
| Specified Locations                                 | Collection centres where the SCSBs shall accept application forms, a list of which is available on the website of the SEBI ( <a href="http://www.sebi.gov.in">www.sebi.gov.in</a> ) and updated  |

| Term                   | Description  |
|------------------------|--|
|                        | from time to time.   |
| Underwriters           | The Lead Manager   |
| Underwriting Agreement | The agreement dated [ ] entered into between the Underwriter and our Company   |
| Working Day            | <ol style="list-style-type: none"> <li>1. Till Application / Issue closing date: All days other than a Saturday Sunday or a public holiday</li> <li>2. Post Application / Issue closing date and till the Listing of Equity Shares: All trading days, of stock exchanges excluding Sundays and public holidays, in accordance with the SEBI circular no. SEBI/HO/CFD/DIL/CIR/P/2016/26 dated January 21, 2016 India</li> </ol> |

## RESTRICTIONS ON FOREIGN OWNERSHIP OF INDIAN SECURITIES

Foreign investment in Indian securities is regulated through the Industrial Policy, 1991 of the Government of India and Foreign Exchange Management Act, 1999 (“**FEMA**”). While the Industrial Policy, 1991 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 Industrial 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 the Reserve Bank of India (“**RBI**”) and Department of Industrial Policy and Promotion, Ministry of Commerce and Industry, Government of India (“**DIPP**”).

The Government of India, from time to time, has made policy pronouncements on Foreign Direct Investment (“**FDI**”) through press notes and press releases. The Department of Industrial Policy and Promotion, Ministry of Commerce and Industry, Government of India (“**DIPP**”), has issued consolidated FDI Policy Circular of 2017 (“**FDI Policy 2017**”), which with effect from August 28, 2017, consolidates and supersedes all previous press notes, press releases and clarifications on FDI Policy issued by the DIPP that were in force. The Government proposes to update the consolidated circular on FDI policy once every year and therefore, FDI Policy 2017 will be valid until the DIPP issues an updated circular.

The Reserve Bank of India (“**RBI**”) also issues Master Circular on Foreign Investment in India every year. Presently, FDI in India is being governed by Master Circular on Foreign Investment dated July 01, 2015 as updated from time to time by RBI. In terms of the Master Circular, an Indian company may issue fresh shares to people resident outside India (who is eligible to make investments in India, for which eligibility criteria are as prescribed). Such fresh issue of shares shall be subject to inter-alia, the pricing guidelines prescribed under the Master Circular. The Indian company making such fresh issue of shares would be subject to the reporting requirements, inter-alia with respect to consideration for issue of shares and also subject to making certain filings including filing of Form FC-GPR.

Under the current FDI Policy of 2017, foreign direct investment in micro and small enterprises is subject to sectoral caps, entry routes and other sectoral regulations. At present 100 % foreign direct investment through automatic route is permitted in the sector in which our Company operates. Therefore applicable foreign investment up to 100% is permitted in our company under automatic route.

In case of investment in sectors through Government Route approval from competent authority as mentioned in Chapter 4 of the FDI Policy 2017 has to be obtained by the Company.

The transfer of shares between an Indian resident to a non-resident does not require the prior approval of the RBI, subject to fulfilment of certain conditions as specified by DIPP/RBI, from time to time. Such conditions include (i) where the transfer of shares requires the prior approval of the Government as per the extant FDI policy provided that: a) the requisite approval of the Government has been obtained; and b) the transfer of shares adheres with the pricing guidelines and documentation requirements as specified by the Reserve Bank of India from time to time. ; (ii) where the transfer of shares attract SEBI (SAST) Regulations subject to the adherence with the pricing guidelines and documentation requirements as specified by Reserve Bank of India from time to time.; (iii) where the transfer of shares does not meet the pricing guidelines under the FEMA, 1999 provided that: a) The resultant FDI is in compliance with the extant FDI policy and FEMA regulations in terms of sectoral caps, conditionalities (such as minimum capitalization, etc.), reporting requirements, documentation etc.; b) The pricing for the transaction is compliant with the specific/explicit, extant and relevant SEBI regulations/guidelines (such as IPO, Book building, block deals, delisting, exit, open offer/substantial acquisition/SEBI SAST); and Chartered Accountants Certificate to the effect that compliance with the relevant SEBI regulations/guidelines as indicated above is attached to the form FC-TRS to be filed with the AD bank and iv) where the investee company is in the financial sector provided that: a) Any

‘fit and proper/due diligence’ requirements as regards the non-resident investor as stipulated by the respective financial sector regulator, from time to time, have been complied with; and b) The FDI policy and FEMA regulations in terms of sectoral caps, conditionalities (such as minimum capitalization, pricing, etc.), reporting requirements, documentation etc., are complied with.. As per the existing policy of the Government of India, OCBs cannot participate in this Issue and in accordance with the extant FDI guidelines on sectoral caps, pricing guidelines etc. as amended by Reserve bank of India, from time to time. Investors are advised to confirm their eligibility under the relevant laws before investing and / or subsequent purchase or sale transaction in the Equity Shares of Our Company. Investors will not offer, sell, pledge or transfer the Equity Shares of our Company to any person who is not eligible under applicable laws, rules, regulations, guidelines. Our Company, the Underwriters and their respective directors, officers, agents, affiliates and representatives, as applicable, accept no responsibility or liability for advising any investor on whether such investor is eligible to acquire Equity Shares of our Company.

### **Investment conditions/restrictions for overseas entities**

Under the current FDI Policy 2017, the maximum amount of Investment (sectoral cap) by foreign investor in an issuing entity is composite unless it is explicitly provided otherwise including all types of foreign investments, direct and indirect, regardless of whether it has been made for FDI, FII, FPI, NRI, FVCI, LLPs, DRs and Investment Vehicles under Schedule 1, 2, 2A, 3, 6, 9, 10 and 11 of FEMA (Transfer or Issue of Security by Persons Resident outside India) Regulations. Any equity holding by a person resident outside India resulting from conversion of any debt instrument under any arrangement shall be reckoned as foreign investment under the composite cap.

Portfolio Investment upto aggregate foreign investment level of 49 % or sectoral/statutory cap, whichever is lower, will not be subject to either Government approval or compliance of sectoral conditions, if such investment does not result in transfer of ownership and/or control of Indian entities from resident Indian citizens to non-resident entities. Other foreign investments will be subject to conditions of Government approval and compliance of sectoral conditions as per FDI Policy. The total foreign investment, direct and indirect, in the issuing entity will not exceed the sectoral/statutory cap.

#### **i. Investment by FIIs under Portfolio Investment Scheme (PIS):**

With regards to purchase/sale of share/s convertible debentures by a registered FII under PIS the total holding by each FII/SEBI approved sub-account of FII shall not exceed 10 % of the total paid-up equity capital or 10% of the paid-up value of each series of convertible debentures issued by an Indian company and the total holdings of all FIIs/sub-accounts of FIIs put together shall not exceed 24 % of paid-up equity capital or paid-up value of each series of convertible debentures. However, this limit of 24 % may be increased up to sectoral cap/statutory ceiling, as applicable, by the Indian company concerned by passing a resolution by its Board of Directors followed by passing of a special resolution to that effect by its general body. For arriving at the ceiling on holdings of FIIs, shares/ convertible debentures acquired both through primary as well as secondary market will be included. However, the ceiling will not include investment made by FII through off-shore Funds, Global Depository receipts and Euro-Convertible Bonds. With regard to convertible debentures, these investments permitted to be made shall not exceed 5 % of the total paid-up equity capital or 5% of the paid-up value of each series of convertible debentures issued by an Indian Company, and shall also not exceed the over-all ceiling limit of 24 % of paid-up equity capital or paid up value of each series of convertible debentures.

#### **ii. Investment by Registered Foreign Portfolio Investor (RFPI) under Foreign Portfolio Investment (FPI) Scheme**

With respect to purchase/sale of shares or convertible debentures or warrants, a RFPI registered in accordance with SEBI (FPI) Regulations, 2014 as amended in regular intervals may purchase shares or convertible debentures or warrants of an Indian company under FPI scheme. The total holding by each RFPI shall be below 10 % of the total paid-up equity capital or 10 % of the paid-up value of each series of convertible debentures issued by an Indian company and the total holdings of all RFPI put together shall not exceed 24 % of paid-

up equity capital or paid up value of each series of convertible debentures. The said limit of 24 % will be called aggregate limit. However, the aggregate limit of 24 % may be increased up to the sectoral cap/statutory ceiling, as applicable, by the Indian company concerned by passing a resolution by its Board of Directors followed by passing of a special resolution to that effect by its General Body. For arriving at the ceiling on holdings of RFPI, shares or convertible debentures or warrants acquired both through primary as well as secondary market will be included. However, the ceiling will exclude investment made by RFPI through off-shore Funds, Global Depository Receipts and Euro-Convertible Bonds but include holding of RFPI and deemed RFPI in the investee company for computation of 24 % or enhanced limit.

**iii. Investment by NRI on repatriation and non-repatriation basis under PIS:**

With respect to purchase/sale of shares and/or convertible debentures by a NRI on a stock exchange in India on repatriation and/or non-repatriation basis under PIS is allowed subject to certain conditions under Schedule 3 of the FEMA (Transfer or Issue of security by a person resident outside India) Regulations, 2000. Further, with regard to limits:

- the paid-up value of shares of an Indian company, purchased by each NRI both on repatriation and on non-repatriation basis, does not exceed 5 % of the paid-up value of shares issued by the company concerned;
  - the paid-up value of each series of convertible debentures purchased by each NRI both on repatriation and non-repatriation basis does not exceed 5 % of the paid-up value of each series of convertible debentures issued by the company concerned;
  - the aggregate paid-up value of shares of any company purchased by all NRIs does not exceed 10 % of the paid up capital of the company and in the case of purchase of convertible debentures
  - the aggregate paid-up value of each series of debentures purchased by all NRIs does not exceed 10 % of the paid-up value of each series of convertible debentures;
- However, the aggregate ceiling of 10 % may be raised to 24 % if a special resolution to that effect is passed by the General Body of the Indian company concerned.

**iv. Investment by NRI on Non-repatriation basis**

As per current FDI Policy 2017, schedule 4 of FEMA (Transfer or Issue of Security by Persons Resident outside India) Regulations – Purchase and sale of shares and convertible debentures or warrants by a NRI on Non-repatriation basis – will be deemed to be domestic investment at par with the investment made by residents. This is further subject to remittance channel restrictions.

**The Equity Shares have not been and will not be registered under the U.S. Securities Act of 1933, as amended (“US Securities Act”) or any other state securities laws in the United States of America and may not be sold or offered within the United States of America, or to, or for the account or benefit of “US Persons” as defined in Regulation S of the U.S. Securities Act), except pursuant to exemption from, or in a transaction not subject to, the registration requirements of US Securities Act and applicable state securities laws.**

Accordingly, the equity shares are being offered and sold only outside the United States of America in an offshore transaction in reliance upon Regulation S under the US Securities Act and the applicable laws of the jurisdiction where those offers and sale occur.

Further, no offer to the public (as defined under Directive 2003/71/EC, together with any amendments) and implementing measures thereto, (the “Prospectus Directive”) has been or will be made in respect of the Issue in any member State of the European Economic Area which has implemented the Prospectus Directive except for any such offer made under exemptions available under the Prospectus Directive, provided that no such offer shall result in a requirement to publish or supplement a prospectus pursuant to the Prospectus Directive, in respect of the Issue.

**Any forwarding, distribution or reproduction of this document in whole or in part may be unauthorised. Failure to comply with this directive may result in a violation of the Securities Act or the applicable laws of other jurisdictions. Any investment decision should be made on the basis of the final terms and conditions and the information contained in this Prospectus.**

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 Application 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 this Prospectus. Applicants are advised to make their independent investigations and ensure that the Applications are not in violation of laws or regulations applicable to them and do not exceed the applicable limits under the laws and regulations.

## SECTION VIII: MAIN PROVISIONS OF ARTICLES OF ASSOCIATION

| Sr. No | Particulars   |                                   |
|--------|---|-----------------------------------|
| 1.     | No regulation contained in Table "F" in the First Schedule to Companies Act, 2013 shall apply to this Company but the regulations for the Management of the Company and for the observance of the Members thereof and their representatives shall be as set out in the relevant provisions of the Companies Act, 2013 and subject to any exercise of the statutory powers of the Company with reference to the repeal or alteration of or addition to its regulations by Special Resolution as prescribed by the said Companies Act, 2013 be such as are contained in these Articles unless the same are repugnant or contrary to the provisions of the Companies Act, 2013 or any amendment thereto. | <b>Table F Applicable.</b>        |
|        | <b>Interpretation Clause</b>  |                                   |
| 2.     | In the interpretation of these Articles the following expressions shall have the following meanings unless repugnant to the subject or context:   |                                   |
|        | (a) "The Act" means the Companies Act, 2013 and includes any statutory modification or re-enactment thereof for the time being in force.  | <b>Act</b>                        |
|        | (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.  | <b>Articles</b>                   |
|        | (c) "Auditors" means and includes those persons appointed as such for the time being of the Company.  | <b>Auditors</b>                   |
|        | (d) "Capital" means the share capital for the time being raised or authorized to be raised for the purpose of the Company.  | <b>Capital</b>                    |
|        | (e) *"The Company" shall mean WORTH PERIPHERALS LIMITED   |                                   |
|        | (f) "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 authorizing 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.   | <b>Executor or Administrator</b>  |
|        | (g) "Legal Representative" means a person who in law represents the estate of a deceased Member.  | <b>Legal Representative</b>       |
|        | (h) Words importing the masculine gender also include the feminine gender.  | <b>Gender</b>                     |
|        | (i) "In Writing" and "Written" includes printing lithography and other modes of representing or reproducing words in a visible form.  | <b>In Writing and Written</b>     |
|        | (j) The marginal notes hereto shall not affect the construction thereof.  | <b>Marginal notes</b>             |
|        | (k) "Meeting" or "General Meeting" means a meeting of members.  | <b>Meeting or General Meeting</b> |
|        | (l) "Month" means a calendar month.   | <b>Month</b>                      |

| <b>Sr. No</b> | <b>Particulars</b>   |  |
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|               | (m) "Annual General Meeting" means a General Meeting of the Members held in accordance with the provision of section 96 of the Act.  | <b>Annual General Meeting</b>                                      |
|               | (n) "Extra-Ordinary General Meeting" means an Extraordinary General Meeting of the Members duly called and constituted and any adjourned holding thereof.                              | <b>Extra-Ordinary General Meeting</b>                              |
|               | (o) "National Holiday" means and includes a day declared as National Holiday by the Central Government.  | <b>National Holiday</b>  |
|               | (p) "Non-retiring Directors" means a director not subject to retirement by rotation.   | <b>Non-retiring Directors</b>                                      |
|               | (q) "Office" means the registered Office for the time being of the Company.  | <b>Office</b>  |
|               | (r) "Ordinary Resolution" and "Special Resolution" shall have the meanings assigned thereto by Section 114 of the Act.   | <b>Ordinary and Special Resolution</b>                             |
|               | (s) "Person" shall be deemed to include corporations and firms as well as individuals.   | <b>Person</b>  |
|               | (t) "Proxy" means an instrument whereby any person is authorized to vote for a member at General Meeting or Poll and includes attorney duly constituted under the power of attorney.   | <b>Proxy</b>   |
|               | (u) "The Register of Members" means the Register of Members to be kept pursuant to Section 88(1) (a) of the Act.   | <b>Register of Members</b>   |
|               | (v) "Seal" means the common seal for the time being of the Company.  | <b>Seal</b>  |
|               | (w) Words importing the Singular number include where the context admits or requires the plural number and vice versa.   | <b>Singular number</b>   |
|               | (x) "The Statutes" means the Companies Act, 2013 and every other Act for the time being in force affecting the Company.  | <b>Statutes</b>  |
|               | (y) "These presents" means the Memorandum of Association and the Articles of Association as originally framed or as altered from time to time.   | <b>These presents</b>  |
|               | (z) "Variation" shall include abrogation; and "vary" shall include abrogate.   | <b>Variation</b>   |
|               | (aa) "Year" means the calendar year and "Financial Year" shall have the meaning assigned thereto by Section 2(41) of the Act.  | <b>Year and Financial Year</b>                                     |
|               | 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. | <b>Expressions in the Act to bear the same meaning in Articles</b> |
|               | <b>CAPITAL</b>   |  |
| <b>3.</b>     | The Authorized Share Capital of the Company shall be such amount as may be mentioned in Clause V of Memorandum of Association of the Company from time to time.                        | <b>Authorized Capital.</b>   |
| <b>4.</b>     | The Company may in General Meeting from time to time by Ordinary Resolution increase its capital by creation of  | <b>Increase of capital by the Company how carried into</b>         |



| Sr. No | Particulars  |   |
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|        | 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 47 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 64 of the Act. | <b>effect</b>   |
| 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.   | <b>New Capital same as existing capital</b>                         |
| 6.     | The Board shall have the power to issue a part of authorized capital by way of non-voting Shares at price(s) premia, 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.  | <b>Non Voting Shares</b>  |
| 7.     | Subject to the provisions of the Act and these Articles, the Board of Directors may issue redeemable preference shares to such persons, on such terms and conditions and at such times as Directors think fit either at premium or at par, and with full power to give any person the option to call for or be allotted shares of the company either at premium or at par, such option being exercisable at such times and for such consideration as the Board thinks fit.   | <b>Redeemable Preference Shares</b>                                 |
| 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.  | <b>Voting rights of preference shares</b>                           |
| 9.     | On the issue of redeemable preference shares under the provisions of Article 7 hereof, the following provisions shall take effect:<br>(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;<br>(b) No such Shares shall be redeemed unless they are fully paid;<br>(c) Subject to section 55(2)(d)(i) 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;<br>(d) Where any such Shares are redeemed otherwise then  | <b>Provisions to apply on issue of Redeemable Preference Shares</b> |

| Sr. No | Particulars   |                                     |
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|        | <p>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 55 of the Act apply as if the Capital Redemption Reserve Account were paid-up share capital of the Company; and</p> <p>(e) Subject to the provisions of Section 55 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 think fit. The reduction of Preference Shares under the provisions by the Company shall not be taken as reducing the amount of its Authorized Share Capital</p> |                                     |
| 10.    | <p>The Company may (subject to the provisions of sections 52, 55, 66, both inclusive, and other applicable provisions, if any, of the Act) from time to time by Special Resolution reduce</p> <p>(a) the share capital;</p> <p>(b) any capital redemption reserve account; or</p> <p>(c) any security premium account</p> <p>In any manner for the time being, authorized 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.</p>   | <b>Reduction of capital</b>         |
| 11.    | <p>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. 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.</p>  | <b>Debentures</b>                   |
| 12.    | <p>The Company may exercise the powers of issuing sweat equity shares conferred by Section 54 of the Act of a class of shares already issued subject to such conditions as may be specified in that sections and rules framed thereunder.</p>   | <b>Issue of Sweat Equity Shares</b> |
| 13.    | <p>The Company may issue shares to Employees including its Directors other than independent directors and such other persons as the rules may allow, under Employee Stock Option Scheme (ESOP) or any other scheme, if authorized by a Special Resolution of the Company in general meeting subject to the provisions of the Act, the Rules and applicable guidelines made there under, by whatever name called.</p>  | <b>ESOP</b>                         |

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| 14.    | Notwithstanding anything contained in these articles but subject to the provisions of sections 68 to 70 and any other applicable provision of the Act or any other law for the time being in force, the company may purchase its own shares or other specified securities.  | <b>Buy Back of shares</b>  |
| 15.    | Subject to the provisions of Section 61 of the Act, the Company in general meeting may, from time to time, sub-divide or consolidate all or any of the share capital into shares of larger amount than its existing share or sub-divide its shares, or any of them into shares of smaller amount than is fixed by the Memorandum; subject nevertheless, to the provisions of clause (d) of sub-section (1) of Section 61; 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.   | <b>Consolidation, Sub-Division And Cancellation</b>  |
| 16.    | Subject to compliance with applicable provision of the Act and rules framed thereunder the company shall have power to issue depository receipts in any foreign country.  | <b>Issue of Depository Receipts</b>  |
| 17.    | Subject to compliance with applicable provision of the Act and rules framed thereunder the company shall have power to issue any kind of securities as permitted to be issued under the Act and rules framed thereunder.  | <b>Issue of Securities</b>   |
|        | <b>MODIFICATION OF CLASS RIGHTS</b>   |  |
| 18.    | (a) If at any time the share capital, by reason of the issue of Preference Shares or otherwise is divided into different classes of shares, all or any of the rights privileges attached to any class (unless otherwise provided by the terms of issue of the shares of the class) may, subject to the provisions of Section 48 of the Act and whether or not the Company is being wound-up, be varied, modified or dealt, with the consent in writing of the holders of not less than three-fourths of the issued shares of that class or with the sanction of a Special Resolution passed at a separate general meeting of the holders of the shares of that class. The provisions of these Articles relating to general meetings shall mutatis mutandis apply to every such separate class of meeting.<br>Provided that if variation by one class of shareholders affects the rights of any other class of shareholders, the consent of three-fourths of such other class of shareholders shall also be obtained and the provisions of this section shall apply to such variation. | <b>Modification of rights</b>  |
|        | (b) The rights conferred upon the holders of the Shares including Preference Share, 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 modified, commuted, affected, abrogated, dealt with or varied by the creation or issue of further shares ranking pari passu therewith.   | <b>New Issue of Shares not to affect rights attached to existing shares of that class.</b> |
| 19.    | Subject to the provisions of Section 62 of the Act and these Articles, the shares in the capital of the company for the   | <b>Shares at the disposal of the Directors.</b>  |

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|        | time being shall be under the control of the Directors who may issue, allot or otherwise dispose of the same or any of them to such persons, in such proportion and on such terms and conditions and either at a premium or at par and at such time as they may from time to time think fit and with the 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. |   |
| 20.    | The Company may issue shares or other securities in any manner whatsoever including by way of a preferential offer, to any persons whether or not those persons include the persons referred to in clause (a) or clause (b) of sub-section (1) of section 62 subject to compliance with section 42 and 62 of the Act and rules framed thereunder.   | <b>Power to issue shares on preferential basis.</b>                           |
| 21.    | The shares in the capital shall be numbered progressively according to their several denominations, and except in the manner hereinbefore mentioned no share shall be subdivided. Every forfeited or surrendered share shall continue to bear the number by which the same was originally distinguished.  | <b>Shares should be Numbered progressively and no share to be subdivided.</b> |
| 22.    | An application signed by or on behalf of an applicant for shares in the Company, followed by an allotment of any shares therein, shall be an acceptance of shares within the meaning of these Articles, and every person who thus or otherwise accepts any shares and whose name is on the Register shall for the purposes of these Articles, be a Member.  | <b>Acceptance of Shares.</b>  |
| 23.    | Subject to the provisions of the Act and these Articles, the Directors may allot and issue shares in the Capital of the Company as payment or part payment for any property (including goodwill of any business) sold or transferred, goods or machinery supplied or for services rendered to the Company either in or about the formation or promotion of the Company or the conduct of its business and any shares which may be so allotted may be issued as fully paid-up or partly paid-up otherwise than in cash, and if so issued, shall be deemed to be fully paid-up or partly paid-up shares as aforesaid.   | <b>Directors may allot shares as full paid-up</b>                             |
| 24.    | The money (if any) which the Board 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 become a debt due to and recoverable by the Company from the allottee thereof, and shall be paid by him, accordingly.  | <b>Deposit and call etc. to be a debt payable immediately.</b>                |
| 25.    | Every Member, or his heirs, executors, administrators, or legal representatives, shall pay to the Company the portion   | <b>Liability of Members.</b>  |

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|        | of the Capital represented by his share or shares which may, for the time being, remain unpaid thereon, in such amounts at such time or times, and in such manner as the Board shall, from time to time in accordance with the Company's regulations, require on date fixed for the payment thereof.   |                                |
| 26.    | Shares may be registered in the name of any limited company or other corporate body but not in the name of a firm, an insolvent person or a person of unsound mind.  | <b>Registration of Shares.</b> |
|        | <b>RETURN ON ALLOTMENTS TO BE MADE OR RESTRICTIONS ON ALLOTMENT</b>  |                                |
| 27.    | The Board shall observe the restrictions as regards allotment of shares to the public, and as regards return on allotment contained in Sections 39 of the Act  |                                |
|        | <b>CERTIFICATES</b>  |                                |
| 28.    | (a) 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 provided in the relevant laws) to several certificates, each for one or more of such shares and the company shall complete and have ready for delivery such certificates within two months from the date of allotment, unless the conditions of issue thereof otherwise provide, or within one month of the receipt of application for registration of transfer, transmission, sub-division, 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 or 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 of several joint holders shall be sufficient delivery to all such holder. Such certificate shall be issued only in pursuance of a resolution passed by the Board and on surrender to the Company of its letter of allotment or its fractional coupons of requisite value, save in cases of issues against letter of acceptance or of renunciation or in cases of issue of bonus shares. Every such certificate shall be issued under the seal of the Company, which shall be affixed in the presence of two Directors or persons acting on behalf of the Directors under a duly registered power of attorney and the Secretary or some other person appointed by the Board for the purpose and two Directors or their attorneys and the Secretary or other person shall sign the share certificate, provided that if the composition of the Board permits of it, at least one of the aforesaid two Directors shall be a person other | <b>Share Certificates.</b>     |

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|        | <p>than a Managing or whole-time Director. Particulars of every share certificate issued shall be entered in the Register of Members against the name of the person, to whom it has been issued, indicating the date of issue.</p> <p>(b) Any two or more joint allottees of shares shall, for the purpose of this Article, be treated as a single member, and the certificate of any shares which may be the subject of joint ownership, may be delivered to anyone of such joint owners on behalf of all of them. For any further certificate the Board shall be entitled, but shall not be bound, to prescribe a charge not exceeding Rupees Fifty. The Company shall comply with the provisions of Section 39 of the Act.</p> <p>(c) A Director may sign a share certificate by affixing his signature thereon by means of any machine, equipment or other mechanical means, such as engraving in metal or lithography, but not by means of a rubber stamp provided that the Director shall be responsible for the safe custody of such machine, equipment or other material used for the purpose.</p>   |   |
| 29.    | <p>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.50/- 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.</p> <p>Provided that notwithstanding what is stated above the Directors shall comply with such Rules or Regulation or requirements of any Stock Exchange or the Rules made under the Act or the rules made under Securities Contracts (Regulation) Act, 1956, or any other Act, or rules applicable in this behalf.</p> <p>The provisions of this Article shall mutatis mutandis apply to debentures of the Company.</p> | <p><b>Issue of new certificates in place of those defaced, lost or destroyed.</b></p> |
| 30.    | <p>(a) If any share stands in the names of two or more persons, the person first named in the Register shall as regard receipts of dividends or bonus or service of notices and all or any other matter connected with the Company except voting at meetings, and the transfer of the shares, be deemed sole holder thereof but the joint-holders of a share shall be severally as well as jointly liable for the payment</p>  | <p><b>The first named joint holder deemed Sole holder.</b></p>                        |



| Sr. No     | Particulars   |  |
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|            | of all calls and other payments due in respect of such share and for all incidentals thereof according to the Company's regulations.  |  |
|            | (b) The Company shall not be bound to register more than three persons as the joint holders of any share.   | <b>Maximum number of joint holders.</b>  |
| <b>31.</b> | Except as ordered by a Court of competent jurisdiction or as by law required, the Company shall not be bound to recognise 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 the holder thereof but the Board shall be at liberty at its sole discretion to register any share in the joint names of any two or more persons or the survivor or survivors of them.  | <b>Company not bound to recognise any interest in share other than that of registered holders.</b> |
| <b>32.</b> | If by the conditions of allotment of any share the whole or part of the amount or issue price thereof shall be payable by installment, 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 share or his legal representative.   | <b>Installment on shares to be duly paid.</b>  |
|            | <b>UNDERWRITING AND BROKERAGE</b>   |  |
| <b>33.</b> | Subject to the provisions of Section 40 (6) of the Act, the Company may at any time pay a commission to any person in consideration of his subscribing or agreeing, to subscribe (whether absolutely or conditionally) for any shares or debentures in the Company, or procuring, or agreeing to procure subscriptions (whether absolutely or conditionally) for any shares or debentures in the Company but so that the commission shall not exceed the maximum rates laid down by the Act and the rules made in that regard. Such commission may be satisfied by payment of cash or by allotment of fully or partly paid shares or partly in one way and partly in the other. | <b>Commission</b>  |
| <b>34.</b> | The Company may pay on any issue of shares and debentures such brokerage as may be reasonable and lawful.   | <b>Brokerage</b>   |
|            | <b>CALLS</b>  |  |
| <b>35.</b> | (1) The Board may, from time to time, subject to the terms on which any shares may have been issued and subject to the conditions of allotment, by a resolution passed at a meeting of the Board and not by a circular resolution, make such calls as it thinks fit, upon the Members in respect of all the moneys unpaid on the shares held by them respectively and each Member shall pay the amount of every call so made on him to the persons and at the time and places appointed by the Board.<br>(2) A call may be revoked or postponed at the discretion of the Board.<br>(3) A call may be made payable by installments.  | <b>Directors may make calls</b>  |
| <b>36.</b> | Fifteen days' notice in writing of any call shall be given by the Company specifying the time and place of payment,   | <b>Notice of Calls</b>   |

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|        | and the person or persons to whom such call shall be paid.   |  |
| 37.    | A call shall be deemed to have been made at the time when the resolution of the Board of Directors authorising such call was passed and may be made payable by the members whose names appear on the Register of Members on such date or at the discretion of the Directors on such subsequent date as may be fixed by Directors.  | <b>Calls to date from resolution.</b>                  |
| 38.    | Whenever any calls for further share capital are made on shares, such calls shall be made on uniform basis on all shares falling under the same class. For the purposes of this Article shares of the same nominal value of which different amounts have been paid up shall not be deemed to fall under the same class.  | <b>Calls on uniform basis.</b>                         |
| 39.    | The Board may, from time to time, at its discretion, extend the time fixed for the payment of any call and may extend such time as to all or any of the members who on account of the residence at a distance or other cause, which the Board may deem fairly entitled to such extension, but no member shall be entitled to such extension save as a matter of grace and favour.  | <b>Directors may extend time.</b>                      |
| 40.    | If any Member fails to pay any call due from him on the day appointed for payment thereof, or any such extension thereof as aforesaid, he shall be liable to pay interest on the same from the day appointed for the payment thereof to the time of actual payment at such rate as shall from time to time be fixed by the Board not exceeding 21% per annum but nothing in this Article shall render it obligatory for the Board to demand or recover any interest from any such member.  | <b>Calls to carry interest.</b>                        |
| 41.    | 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.  | <b>Sums deemed to be calls.</b>                        |
| 42.    | On the trial or hearing of any action or suit brought by the Company against any Member or his representatives for the recovery of any money claimed to be due to the Company in respect of his shares, if shall be sufficient to prove that the name of the Member in respect of whose shares the money is sought to be recovered, appears entered on the Register of Members as the holder, at or subsequent to the date at which the money is sought to be recovered is alleged to have become due on the share in respect of which such money is sought to be recovered in the Minute Books: and that notice of such call was duly given to the Member or his representatives used in pursuance of these Articles: and that it shall not be necessary to prove the appointment of the Directors who made such call, nor that a quorum of Directors was present at the Board at which any | <b>Proof on trial of suit for money due on shares.</b> |



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|        | call was made was duly convened or constituted nor any other matters whatsoever, but the proof of the matters aforesaid shall be conclusive evidence of the debt.   |  |
| 43.    | Neither a judgment nor a decree in favour of the Company for calls or other moneys due in respect of any shares nor any part payment or satisfaction thereunder nor the receipt by the Company of a portion of any money which shall from time to time be due from any Member of the Company in respect of his shares, either by way of principal or interest, nor any indulgence granted by the Company in respect of the payment of any such money, shall preclude the Company from thereafter proceeding to enforce forfeiture of such shares as hereinafter provided.   | <b>Judgment, decree, partial payment motto proceed for forfeiture.</b> |
| 44.    | <p>(a) The Board may, if it thinks fit, receive from any Member willing to advance the same, all or any part of the amounts of his respective shares beyond the sums, actually called up and upon the moneys so paid in advance, or upon so much thereof, from time to time, and at any time thereafter as exceeds the amount of the calls then made upon and due in respect of the shares on account of which such advances are made the Board may pay or allow interest, at such rate as the member paying the sum in advance and the Board agree upon. The Board may agree to repay at any time any amount so advanced or may at any time repay the same upon giving to the Member three months' notice in writing: provided that moneys paid in advance of calls on shares may carry interest but shall not confer a right to dividend or to participate in profits.</p> <p>(b) No Member paying any such sum in advance shall be entitled to 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 this Article shall mutatis mutandis apply to calls on debentures issued by the Company.</p> | <b>Payments in Anticipation of calls may carry interest</b>            |
|        | <b>LIEN</b>   |  |
| 45.    | The Company shall have a first and paramount lien upon all the 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   | <b>Company to have Lien on shares.</b>                                 |

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|        | wholly or in part to be exempt from the provisions of this clause.  |   |
| 46.    | For the purpose of enforcing such lien the Directors may sell the shares subject thereto in such manner as they shall think fit, but no sale shall be made until such period as aforesaid shall have arrived and until notice in writing of the intention to sell shall have been served on such member or the person (if any) entitled by transmission to the shares and default shall have been made by him in payment, fulfilment of discharge of such debts, liabilities or engagements for seven days after such notice. To give effect to any such sale the Board may authorise some person to transfer the shares sold to the purchaser thereof and purchaser shall be registered as the holder of the shares comprised in any such transfer. Upon any such sale as the Certificates in respect of the shares sold shall 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 lieu thereof to the purchaser or purchasers concerned.   | <b>As to enforcing lien by sale.</b>                        |
| 47.    | The net proceeds of any such sale shall be received by the Company and applied in or towards payment of such part of the amount in respect of which the lien exists as is presently payable and the residue, if any, shall (subject to lien for sums not presently payable as existed upon the shares before the sale) be paid to the person entitled to the shares at the date of the sale.  | <b>Application of proceeds of sale.</b>                     |
|        | <b>FORFEITURE AND SURRENDER OF SHARES</b>   |   |
| 48.    | If any Member fails to pay the whole or any part of any call or installment or any moneys due in respect of any shares either by way of principal or interest on or before the day appointed for the payment of the same, the Directors may, at any time thereafter, during such time as the call or installment or any part thereof or other moneys as aforesaid remains unpaid or a judgment or decree in respect thereof remains unsatisfied in whole or in part, serve a notice on such Member or on the person (if any) entitled to the shares by transmission, requiring him to pay such call or installment of such part thereof or other moneys as remain unpaid together with any interest that may have accrued and all reasonable expenses (legal or otherwise) that may have been accrued by the Company by reason of such non-payment. Provided that no such shares shall be forfeited if any moneys shall remain unpaid in respect of any call or installment or any part thereof as aforesaid by reason of the delay occasioned in payment due to the necessity of complying with the provisions contained in the relevant exchange control laws or other applicable laws of India, for the time being in force. | <b>If call or installment not paid, notice maybe given.</b> |
| 49.    | The notice shall name a day (not being less than fourteen days from the date of notice) and a place or places on and at which such call or installment and such interest thereon as   | <b>Terms of notice.</b>                                     |

| Sr. No     | Particulars   |  |
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|            | <p>the Directors shall determine from the day on which such call or installment ought to have been paid and expenses as aforesaid are to be paid.</p> <p>The notice shall also state that, in the event of the non-payment at or before the time and at the place or places appointed, the shares in respect of which the call was made or installment is payable will be liable to be forfeited.</p>   |  |
| <b>50.</b> | If the requirements of any such notice as aforesaid shall not be complied with, every or any share in respect of which such notice has been given, may at any time thereafter but before payment of all calls or installments, interest and expenses, due in respect thereof, be forfeited by resolution of the Board to that effect. Such forfeiture shall include all dividends declared or any other moneys payable in respect of the forfeited share and not actually paid before the forfeiture.   | <b>On default of payment, shares to be forfeited.</b>                              |
| <b>51.</b> | When any shares have been 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.  | <b>Notice of forfeiture to a Member</b>  |
| <b>52.</b> | Any shares 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 thereof or to any other person, upon such terms and in such manner as the Board in their absolute discretion shall think fit.  | <b>Forfeited shares to be property of the Company and maybe sold etc.</b>          |
| <b>53.</b> | Any Member whose shares have been forfeited shall notwithstanding the forfeiture, be 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 as the Board may determine and the Board may enforce the payment of the whole or a portion thereof as if it were a new call made at the date of the forfeiture, but shall not be under any obligation to do so. | <b>Members still liable to pay money owing at time of forfeiture and interest.</b> |
| <b>54.</b> | The forfeiture shares shall involve extinction at the time of the forfeiture, of all interest in 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.  | <b>Effect of forfeiture.</b>   |
| <b>55.</b> | A declaration in writing that the declarant is a Director or Secretary of the Company and that shares in the Company have 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 shares.   | <b>Evidence of Forfeiture.</b>   |
| <b>56.</b> | The Company may receive the consideration, if any, given for the share on any sale, re-allotment or other disposition thereof and the person to whom such share is sold, re-allotted or disposed of may be registered as the holder of the share and he shall not be bound to see to the application of the consideration: if any, nor shall his title to the share be  | <b>Title of purchaser and allottee of Forfeited shares.</b>                        |

| Sr. No | Particulars   |  |
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|        | affected by any irregularly or invalidity in the proceedings in reference to the forfeiture, sale, re-allotment or other disposal of the shares.  |  |
| 57.    | Upon any sale, re-allotment or other disposal under the provisions of the preceding Article, the certificate or certificates originally issued in respect of the relative 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 duplicate certificate or certificates in respect of the said shares to the person or persons entitled thereto.  | <b>Cancellation of share certificate in respect of forfeited shares.</b> |
| 58.    | In the meantime and until any share so forfeited shall be sold, re-allotted, or otherwise dealt with as aforesaid, the forfeiture thereof may, at the discretion and by a resolution of the Directors, be remitted as a matter of grace and favour, and not as was owing thereon to the Company at the time of forfeiture being declared with interest for the same unto the time of the actual payment thereof if the Directors shall think fit to receive the same, or on any other terms which the Director may deem reasonable.   | <b>Forfeiture may be remitted.</b>                                       |
| 59.    | 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. | <b>Validity of sale</b>  |
| 60.    | The Directors may, subject to the provisions of the Act, accept a surrender of any share from or by any Member desirous of surrendering on such terms the Directors may think fit.  | <b>Surrender of shares.</b>  |
|        | <b>TRANSFER AND TRANSMISSION OF SHARES</b>  |  |
| 61.    | (a) The instrument of transfer of any share in or debenture of the Company shall be executed by or on behalf of both the transferor and transferee.<br>(b) The transferor shall be deemed to remain a holder of the share or debenture until the name of the transferee is entered in the Register of Members or Register of Debenture holders in respect thereof.  | <b>Execution of the instrument of shares.</b>                            |
| 62.    | The instrument of transfer of any share or debenture shall be in writing and all the provisions of Section 56 and statutory modification thereof including other applicable provisions of the Act shall be duly complied with in respect of all transfers of shares or debenture and registration thereof.<br>The instrument of transfer shall be in a common form approved by the Exchange;  | <b>Transfer Form.</b>  |

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| 63.    | The Company shall not register a transfer in the Company other than the transfer between persons both of whose names are entered as holders of beneficial interest in the records of a depository, unless a proper instrument of transfer duly stamped and executed by or on behalf of the transferor and by or on behalf of the transferee and specifying the name, address and occupation if any, of the transferee, has been delivered to the Company along with the certificate relating to the shares or if no such share certificate is in existence along with the letter of allotment of the shares: Provided that where, on an application in writing made to the Company by the transferee and bearing the stamp, required for an instrument of transfer, it is proved to the satisfaction of the Board of Directors that the instrument of transfer signed by or on behalf of the transferor and by or on behalf of the transferee has been lost, the Company may register the transfer on such terms as to indemnity as the Board may think fit, provided further that nothing in this Article shall prejudice any power of the Company to register as shareholder any person to whom the right to any shares in the Company has been transmitted by operation of law. | <b>Transfer not to be registered except on production of instrument of transfer.</b> |
| 64.    | Subject to the provisions of Section 58 of the Act and Section 22A of the Securities Contracts (Regulation) Act, 1956, the Directors may, decline to register—<br>(a) any transfer of shares on which the company has a lien. That registration of transfer shall however 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;   | <b>Directors may refuse to register transfer.</b>                                    |
| 65.    | If the Company refuses to register the transfer of any share or transmission of any right therein, the Company shall within one month from the date on which the instrument of transfer or intimation of transmission was lodged with the Company, send notice of refusal to the transferee and transferor or to the person giving intimation of the transmission, as the case may be, and there upon the provisions of Section 56 of the Act or any statutory modification thereof for the time being in force shall apply.   | <b>Notice of refusal to be given to transferor and transferee.</b>                   |
| 66.    | No fee shall be charged for registration of transfer, transmission, Probate, Succession Certificate and letter of administration, Certificate of Death or Marriage, Power of Attorney or similar other document with the Company.  | <b>No fee on transfer.</b>   |
| 67.    | The Board of Directors shall have power on giving not less than seven days previous notice in accordance with section 91 and rules made thereunder close the Register of Members and/or the Register of debentures holders and/or other security 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.   | <b>Closure of Register of Members or debenture holder or other security holders.</b> |
| 68.    | The instrument of transfer shall after registration be   | <b>Custody of transfer Deeds.</b>  |

| Sr. No | Particulars  |  |
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|        | retained by the Company and shall remain in its custody. All instruments of transfer which the Directors may decline to register shall on demand be returned to the persons depositing the same. The Directors may cause to be destroyed all the transfer deeds with the Company after such period as they may determine.  |  |
| 69.    | Where an application of transfer 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.   | <b>Application for transfer of partly paid shares.</b> |
| 70.    | For this purpose the notice to the transferee shall be deemed to have been duly given if it is dispatched by prepaid registered post/speed post/ courier 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.  | <b>Notice to transferee.</b>                           |
| 71.    | <p>(a) On the death of a Member, the survivor or survivors, where the Member was a joint holder, and his nominee or nominees or legal representatives where he was a sole holder, shall be the only person recognized by the Company as having any title to his interest in the shares.</p> <p>(b) Before recognising any executor or administrator or legal representative, the Board may require him to obtain a Grant of Probate or Letters Administration or other legal representation as the case may be, from some competent court in India.<br/>Provided nevertheless that in any case where the Board in its absolute discretion thinks fit, it shall be lawful for the Board to dispense with the production of Probate or letter of Administration or such other legal representation upon such terms as to indemnity or otherwise, as the Board in its absolute discretion, may consider adequate</p> <p>(c) Nothing in clause (a) above shall release the estate of the deceased joint holder from any liability in respect of any share which had been jointly held by him with other persons.</p> | <b>Recognition of legal representative.</b>            |
| 72.    | The Executors or Administrators of a deceased Member or holders of a Succession Certificate or 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  | <b>Titles of Shares of deceased Member</b>             |



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|        | provided that in any case where the Board of Directors in its absolute discretion thinks fit, 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 72 of the Companies Act.  |  |
| 73.    | 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 56 of the Act.  | <b>Notice of application when to be given</b>  |
| 74.    | Subject to the provisions of the Act and these Articles, any person becoming entitled to any 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 presents, may, with the consent of the Directors (which they 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 this title as the Director shall require either be registered as member in respect of such shares or elect to have some person nominated by him and approved by the Directors registered as Member in respect of such shares; provided nevertheless that if such person shall elect to have his nominee registered he shall testify his election by executing in favour of his nominee an instrument of transfer in accordance so he shall not be freed from any liability in respect of such shares. This clause is hereinafter referred to as the 'Transmission Clause'. | <b>Registration of persons entitled to share otherwise than by transfer.(transmission clause).</b> |
| 75.    | Subject to the provisions of the Act and these Articles, the Directors shall have the same right to refuse or suspend register a person entitled by the transmission to any shares or his nominee as if he were the transferee named in an ordinary transfer presented for registration.   | <b>Refusal to register nominee.</b>  |
| 76.    | Every transmission of a share shall be verified in such manner as the Directors may require and the Company may refuse to register any such transmission until the same be so verified or until or unless an indemnity be given to the Company with regard to such registration which the Directors at their discretion shall consider sufficient, provided nevertheless that there shall not be any obligation on the Company or the Directors to accept any indemnity.   | <b>Board may require evidence of transmission.</b>   |
| 77.    | 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 or Members) to the prejudice of persons having or claiming any equitable right, title or interest to or in the same 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   | <b>Company not liable for disregard of a notice prohibiting registration of transfer.</b>          |

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|            | book of the Company and the Company shall not be bound or require to regard or attend or give effect to any notice which may be given to them of any equitable right, title or interest, or be under any liability whatsoever for refusing or neglecting so to do 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 Directors shall so think fit.  |  |
| <b>78.</b> | In the case of any share registered in any register maintained outside India the instrument of transfer shall be in a form recognized by the law of the place where the register is maintained but subject thereto shall be as near to the form prescribed in Form no. SH-4 hereof as circumstances permit.  | <b>Form of transfer Outside India.</b>       |
| <b>79.</b> | No transfer shall be made to any minor, insolvent or person of unsound mind.   | <b>No transfer to insolvent etc.</b>         |
|            | <b>NOMINATION</b>  |  |
| <b>80.</b> | <ul style="list-style-type: none"> <li>i) Notwithstanding anything contained in the articles, every holder of securities of the Company may, at any time, nominate a person in whom his/her securities shall vest in the event of his/her death and the provisions of Section 72 of the Companies Act, 2013 shall apply in respect of such nomination.</li> <li>ii) No person shall be recognized by the Company as a nominee unless an intimation of the appointment of the said person as nominee has been given to the Company during the lifetime of the holder(s) of the securities of the Company in the manner specified under Section 72 of the Companies Act, 2013 read with Rule 19 of the Companies (Share Capital and Debentures) Rules, 2014</li> <li>iii) The Company shall not be in any way responsible for transferring the securities consequent upon such nomination.</li> <li>iv) If the holder(s) of the securities survive(s) nominee, then the nomination made by the holder(s) shall be of no effect and shall automatically stand revoked.</li> </ul> | <b>Nomination</b>                            |
| <b>81.</b> | <p>A nominee, upon production of such evidence as may be required by the Board and subject as hereinafter provided, elect, either-</p> <ul style="list-style-type: none"> <li>(i) to be registered himself as holder of the security, as the case may be; or</li> <li>(ii) to make such transfer of the security, as the case may be, as the deceased security holder, could have made;</li> <li>(iii) if the nominee elects to be registered as holder of the security, himself, as the case may be, he shall deliver or send to the Company, a notice in writing signed by him stating that he so elects and such notice shall be accompanied with the death certificate of the deceased security holder as the case may be;</li> <li>(iv) a nominee shall be entitled to the same dividends and other advantages to which he would be entitled to, if</li> </ul>  | <b>Transmission of Securities by nominee</b> |



| Sr. No     | Particulars  |  |
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|            | <p>he were the registered holder of the security except that he shall not, before being registered as a member in respect of his security, be entitled in respect of it to exercise any right conferred by membership in relation to meetings of the Company.</p> <p>Provided further that the Board may, at any time, give notice requiring any such person to elect either to be registered himself or to transfer the share or debenture, and if the notice is not complied with within ninety days, the Board may thereafter withhold payment of all dividends, bonuses or other moneys payable or rights accruing in respect of the share or debenture, until the requirements of the notice have been complied with.</p> |  |
|            | <b>DEMATERIALISATION OF SHARES</b>   |  |
| <b>82.</b> | Subject to the provisions of the Act and Rules made thereunder the Company may offer its members facility to hold securities issued by it in dematerialized form.  | <b>Dematerialisation of Securities</b>                                       |
|            | <b>JOINT HOLDER</b>  |  |
| <b>83.</b> | Where two or more persons are registered as the holders of any share they shall be deemed to hold the same as joint Shareholders with benefits of survivorship subject to the following and other provisions contained in these Articles.  | <b>Joint Holders</b>   |
| <b>84.</b> | (a) The Joint holders of any share shall be liable severally as well as jointly for and in respect of all calls and other payments which ought to be made in respect of such share.  | <b>Joint and several liabilities for all payments in respect of shares.</b>  |
|            | (b) on the death of any such joint holders the survivor or survivors shall be the only person recognized by the Company as having any title to the share but the Board may require such evidence of death as it may deem fit and nothing herein contained shall be taken to release the estate of a deceased joint holder from any liability of shares held by them jointly with any other person;   | <b>Title of survivors.</b>   |
|            | (c) Any one of two or more joint holders of a share may give effectual receipts of any dividends or other moneys payable in respect of share; and  | <b>Receipts of one sufficient.</b>   |
|            | (d) only the person whose name stands first in the Register of Members as one of the joint holders of any share shall be entitled to delivery of the certificate relating to such share or to receive documents from the Company and any such document served on or sent to such person shall deemed to be service on all the holders.   | <b>Delivery of certificate and giving of notices to first named holders.</b> |
|            | <b>SHARE WARRANTS</b>  |  |
| <b>85.</b> | The Company may issue warrants subject to and in accordance with provisions 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  | <b>Power to issue share warrants</b>   |

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|        | 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.  |  |
| 86.    | <p>(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.</p> <p>(b) Not more than one person shall be recognized as depositor of the Share warrant.</p> <p>(c) The Company shall, on two day's written notice, return the deposited share warrant to the depositor.</p> | <b>Deposit of share warrants</b>                                   |
| 87.    | <p>(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.</p> <p>(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.</p>   | <b>Privileges and disabilities of the holders of share warrant</b> |
| 88.    | 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.  | <b>Issue of new share warrant coupons</b>                          |
|        | <b>CONVERSION OF SHARES INTO STOCK</b>   |  |
| 89.    | <p>The Company may, by ordinary resolution in General Meeting.</p> <p>a) convert any fully paid-up shares into stock; and</p> <p>b) re-convert any stock into fully paid-up shares of any denomination.</p>  | <b>Conversion of shares into stock or reconversion.</b>            |
| 90.    | The holders of stock may transfer the same or any part thereof in the same manner as and subject to the same regulation under which the shares from which the stock arose might before the conversion have been transferred, or as near thereto as circumstances admit, provided that, the Board may, from 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 the stock arose.   | <b>Transfer of stock.</b>  |
| 91.    | The holders of stock shall, according to the amount of stock held by them, have the same rights, privileges and advantages as regards dividends, participation in profits, voting at meetings of the Company, and other matters, as if they hold the shares for which the stock arose but no such  | <b>Rights of stock holders.</b>                                    |

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|        | privilege or advantage shall be conferred by an amount of stock which would not, if existing in shares, have conferred that privilege or advantage.  |   |
| 92.    | Such of the regulations of the Company (other than those relating to share warrants), as are applicable to paid up share shall apply to stock and the words “share” and “shareholders” in those regulations shall include “stock” and “stockholders” respectively.   | <b>Regulations.</b>                                       |
|        | <b>BORROWING POWERS</b>  |   |
| 93.    | Subject to the provisions of the Act and these Articles, the Board may, from time to time at its discretion, by a resolution passed at a meeting of the Board generally raise or borrow money by way of deposits, loans, overdrafts, cash credit<br>or by issue of bonds, debentures or debenture-stock (perpetual or otherwise) or in any other manner, or from any person, firm, company, co-operative society, any body corporate, bank, institution, whether incorporated in India or abroad, Government or any authority or any other body for the purpose of the Company and may secure the payment of any sums of money so received, raised or borrowed; provided that the total amount borrowed by the Company (apart from temporary loans obtained from the Company’s Bankers in the ordinary course of business) shall not without the consent of the Company in General Meeting 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 specified purpose. | <b>Power to borrow.</b>                                   |
| 94.    | Subject to the provisions of the Act and these Articles, any bonds, debentures, debenture-stock or any other securities may be issued at a discount, premium or otherwise and with any special privileges and conditions as to redemption, surrender, allotment of shares, appointment of Directors or otherwise; provided that debentures with the right to allotment of or conversion into shares shall not be issued except with the sanction of the Company in General Meeting.  | <b>Issue of discount etc. or with special privileges.</b> |
| 95.    | The payment and/or repayment of moneys borrowed or raised as aforesaid or any moneys owing otherwise or debts due from the Company may be secured in such manner and upon such terms and conditions in all respects as the Board may think fit, and in particular by mortgage, charter, lien or any other security upon all or any of the assets or property (both present and future) or the undertaking of the Company including its uncalled capital for the time being, or by a guarantee by any Director, Government or third party, and the bonds, debentures and debenture stocks and other securities may be made assignable, free from equities between the Company and the person to whom the same may be issued and also by a similar mortgage, charge or lien to secure and guarantee, the performance by the Company or any other person or company of any obligation undertaken by the Company or any person or Company as   | <b>Securing payment or repayment of Moneys borrowed.</b>  |

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|        | the case may be.   |  |
| 96.    | Any bonds, debentures, debenture-stock or their securities issued or to be issued by the Company shall be under the control of the Board who may issue them upon such terms and conditions, and in such manner and for such consideration as they shall consider to be for the benefit of the Company.   | <b>Bonds, Debentures etc. to be under the control of the Directors.</b>              |
| 97.    | If any uncalled capital of the Company is included in or charged by any mortgage or other security the Directors shall 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 is executed.  | <b>Mortgage of uncalled Capital.</b>   |
| 98.    | Subject to the provisions of the Act and these Articles if the Directors or any of them or any other person shall incur or be about to incur any liability whether as principal or surety for the payment of any sum primarily due from the Company, the Directors may execute or cause to be executed any mortgage, charge or security over or affecting the whole or any part of the assets of the Company by way of indemnity to secure the Directors or person so becoming liable as aforesaid from any loss in respect of such liability.   | <b>Indemnity may be given.</b>   |
|        | <b>MEETINGS OF MEMBERS</b>   |  |
| 99.    | All the General Meetings of the Company other than Annual General Meetings shall be called Extra-ordinary General Meetings.  | <b>Distinction between AGM &amp; EGM.</b>  |
| 100.   | (a) The Directors may, whenever they think fit, convene an Extra-Ordinary General Meeting and they shall on requisition of requisition of Members made in compliance with Section 100 of the Act, forthwith proceed to convene Extra-Ordinary General Meeting of the members   | <b>Extra-Ordinary General Meeting by Board and by requisition</b>                    |
|        | (b) If at any time there are not within India sufficient Directors capable of acting to form a quorum, or if the number of Directors be reduced in number to less than the minimum number of Directors prescribed by these Articles and the continuing Directors fail or neglect to increase the number of Directors to that number or to convene a General Meeting, any Director or any two or more Members of the Company holding not less than one-tenth of the total paid up share capital of the Company may call for an Extra-Ordinary General Meeting in the same manner as nearly as possible as that in which meeting may be called by the Directors. | <b>When a Director or any two Members may call an Extra Ordinary General Meeting</b> |
| 101.   | No General Meeting, Annual or Extraordinary shall be competent to enter upon, discuss or transfer any business which has not been mentioned in the notice or notices upon which it was convened.   | <b>Meeting not to transact business not mentioned in notice.</b>                     |
| 102.   | The Chairman (if any) of the Board of Directors shall be entitled to take the chair at every General Meeting, whether Annual or Extraordinary. If there is no such Chairman of the Board of Directors, or if at any meeting he is not present within fifteen minutes of the time appointed for   | <b>Chairman of General Meeting</b>   |

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|        | holding such meeting or if he is unable or unwilling to take the chair, then the Members present shall elect another Director as Chairman, and if no Director be present or if all the Directors present decline to take the chair then the Members present shall elect one of the members to be the Chairman of the meeting.   |  |
| 103.   | No business, except the election of a Chairman, shall be discussed at any General Meeting whilst the Chair is vacant.   | <b>Business confined to election of Chairman whilst chair is vacant.</b> |
| 104.   | <p>a) The Chairperson may, with the consent of any 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.</p> <p>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.</p> <p>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.</p> <p>d) Save as aforesaid, and as provided in section 103 of the Act, it shall not be necessary to give any notice of an adjournment or of the business to be transacted at an adjourned meeting.</p> | <b>Chairman with consent may adjourn meeting.</b>                        |
| 105.   | In the case of an equality of votes the Chairman shall both on a show of hands, on a poll (if any) and e-voting, have casting vote in addition to the vote or votes to which he may be entitled as a Member.  | <b>Chairman's casting vote.</b>  |
| 106.   | Any poll duly demanded on the election of Chairman of the meeting or any question of adjournment shall be taken at the meeting forthwith.   | <b>In what case poll taken without adjournment.</b>                      |
| 107.   | The demand for a poll except on the question of the election of the Chairman and of an adjournment shall not prevent the continuance of a meeting for the transaction of any business other than the question on which the poll has been demanded.  | <b>Demand for poll not to prevent transaction of other business.</b>     |
|        | <b>VOTES OF MEMBERS</b>   |  |
| 108.   | No Member shall be entitled to vote either personally or by proxy at any General Meeting or Meeting of a class of shareholders either upon a show of hands, upon a poll or electronically, or be reckoned in a quorum in respect of any shares registered in his name on which any calls or other sums presently payable by him have not been paid or in regard to which the Company has exercised, any right or lien.  | <b>Members in arrears not to vote.</b>                                   |
| 109.   | Subject to the provision of these Articles and without prejudice to any special privileges, or restrictions as to voting for the time being attached to any class of shares for the time being forming part of the capital of the company, every Member, not disqualified by the last preceding Article shall be entitled to be present, and to speak and to vote at such meeting, and on a show of hands every member present in person shall have one vote and upon a poll the voting right of every Member present in person or  | <b>Number of votes each member entitled.</b>                             |

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|             | by proxy shall be in proportion to his share of the paid-up equity share capital of the Company, Provided, however, if any preference shareholder is present at any meeting of the Company, save as provided in sub-section (2) of Section 47 of the Act, he shall have a right to vote only on resolution placed before the meeting which directly affect the rights attached to his preference shares.   |   |
| <b>110.</b> | On a poll taken at a meeting of the Company a member entitled to more than one vote or his proxy or other person 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.   | <b>Casting of votes by a member entitled to more than one vote.</b> |
| <b>111.</b> | A member of unsound mind, or in respect of whom an order has been made by any court having jurisdiction in lunacy, or a minor may vote, whether on a show of hands or on a poll, by his committee or other legal guardian, and any such committee or guardian may, on a poll, vote by proxy.   | <b>Vote of member of unsound mind and of minor</b>                  |
| <b>112.</b> | Notwithstanding anything contained in the provisions of the Companies Act, 2013, and the Rules made there under, the Company may, and in the case of resolutions relating to such business as may be prescribed by such authorities from time to time, declare to be conducted only by postal ballot, shall, get any such business/ resolutions passed by means of postal ballot, instead of transacting the business in the General Meeting of the Company.   | <b>Postal Ballot</b>  |
| <b>113.</b> | A member may exercise his vote at a meeting by electronic means in accordance with section 108 and shall vote only once.   | <b>E-Voting</b>   |
| <b>114.</b> | <p>a) In the case of joint holders, the vote of the senior who tenders a vote, whether in person or by proxy, shall be accepted to the exclusion of the votes of the other joint holders. If more than one of the said persons remain present than the senior shall alone be entitled to speak and to vote in respect of such shares, but the other or others of the joint holders shall be entitled to be present at the meeting. Several executors or administrators of a deceased Member in whose name share stands shall for the purpose of these Articles be deemed joints holders thereof.</p> <p>b) For this purpose, seniority shall be determined by the order in which the names stand in the register of members.</p> | <b>Votes of joint members.</b>                                      |
| <b>115.</b> | Votes may be given either personally or by attorney or by proxy or in case of a company, by a representative duly Authorised as mentioned in Articles  | <b>Votes may be given by proxy or by representative</b>             |
| <b>116.</b> | A body corporate (whether a company within the meaning of the Act or not) may, if it is member or creditor of the Company (including being a holder of debentures) authorise such person by resolution of its Board of Directors, as it thinks fit, in accordance with the provisions of Section 113 of the Act to act as its representative at any Meeting of the members or creditors of the Company or  | <b>Representation of a body corporate.</b>                          |



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|        | debentures holders of the Company. A person authorised by resolution as aforesaid shall be entitled to exercise the same rights and powers (including the right to vote by proxy) on behalf of the body corporate as if it were an individual member, creditor or holder of debentures of the Company.  |  |
| 117.   | (a) A member paying the whole or a part of the amount remaining unpaid on any share held by him although no part of that amount has been called up, shall not be entitled to any voting rights in respect of the moneys paid until the same would, but for this payment, become presently payable.  | <b>Members paying money in advance.</b>                                    |
|        | (b) A member is not prohibited from exercising his voting rights on the ground that he has not held his shares or interest in the Company for any specified period preceding the date on which the vote was taken.  | <b>Members not prohibited if share not held for any specified period.</b>  |
| 118.   | Any person entitled under Article 73 (transmission clause) to transfer any share may vote at any General Meeting in respect thereof in the same manner as if he were 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 his right to transfer such shares and give such indemnify (if any) as the Directors may require or the directors shall have previously admitted his right to vote at such meeting in respect thereof.  | <b>Votes in respect of shares of deceased or insolvent members.</b>        |
| 119.   | No Member shall be entitled to vote on a show of hands unless such member is present personally or by attorney or is a body Corporate present by a representative duly Authorised under the provisions of the Act in which case such members, attorney or representative may vote on a show of hands as if he were a Member of the Company. In the case of a Body Corporate the production at the meeting of a copy of such resolution duly signed by a Director or Secretary of such Body Corporate and certified by him as being a true copy of the resolution shall be accepted by the Company as sufficient evidence of the authority of the appointment. | <b>No votes by proxy on show of hands.</b>                                 |
| 120.   | The instrument appointing a proxy and the power-of-attorney or other authority, if any, under which it is signed or a notarised copy of that power or authority, shall be deposited at the registered office of the company not less than 48 hours before the time for holding the meeting or adjourned meeting at which the person named in the instrument proposes to vote, or, in the case of a poll, not less than 24 hours before the time appointed for the taking of the poll; and in default the instrument of proxy shall not be treated as valid.   | <b>Appointment of a Proxy.</b>   |
| 121.   | An instrument appointing a proxy shall be in the form as prescribed in the rules made under section 105.  | <b>Form of proxy.</b>  |
| 122.   | A vote given in accordance with the terms of an instrument of proxy shall be valid notwithstanding the previous death or insanity of the Member, or revocation of the proxy or of   | <b>Validity of votes given by proxy notwithstanding death of a member.</b> |

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|        | any power of attorney which such proxy signed, or the transfer of the share in respect of which the vote is given, provided that no intimation in writing of the death or insanity, revocation or transfer shall have been received at the office before the meeting or adjourned meeting at which the proxy is used.   |  |
| 123.   | No objection shall be raised to the qualification of any voter except at the meeting or adjourned meeting at which the vote objected to is given or tendered, and every vote not disallowed at such meeting shall be valid for all purposes.  | <b>Time for objections to votes.</b>                                       |
| 124.   | Any such objection raised to the qualification of any voter in due time shall be referred to the Chairperson of the meeting, whose decision shall be final and conclusive.  | <b>Chairperson of the Meeting to be the judge of validity of any vote.</b> |
|        | <b>DIRECTORS</b>  |  |
| 125.   | Until otherwise determined by a General Meeting of the Company and subject to the provisions of Section 149 of the Act, the number of Directors (including Debenture and Alternate Directors) shall not be less than three and not more than fifteen. Provided that a company may appoint more than fifteen directors after passing a special resolution  | <b>Number of Directors</b>   |
| 126.   | A Director of the Company shall not be bound to hold any Qualification Shares in the Company.   | <b>Qualification shares.</b>   |
| 127.   | <p>(a) Subject to the provisions of the Companies Act, 2013 and notwithstanding anything to the contrary contained in these Articles, the Board may appoint any person as a director nominated by any institution in pursuance of the provisions of any law for the time being in force or of any agreement</p> <p>(b) The Nominee Director/s so appointed shall not be required to hold any qualification shares in the Company nor shall be liable to retire by rotation. The Board of Directors of the Company shall have no power to remove from office the Nominee Director/s so appointed. The said Nominee Director/s shall be entitled to the same rights and privileges including receiving of notices, copies of the minutes, sitting fees, etc. as any other Director of the Company is entitled.</p> <p>(c) If the Nominee Director/s is an officer of any of the financial institution the sitting fees in relation to such nominee Directors shall accrue to such financial institution and the same accordingly be paid by the Company to them. The Financial Institution shall be entitled to depute observer to attend the meetings of the Board or any other Committee constituted by the Board.</p> <p>(d) The Nominee Director/s shall, notwithstanding anything to the contrary contained in these Articles, be at liberty to disclose any information obtained by him/them to the Financial Institution appointing him/them as such Director/s.</p> | <b>Nominee Directors.</b>  |
| 128.   | The Board may appoint an Alternate Director to act for a Director (hereinafter called "The Original Director") during   | <b>Appointment of alternate Director.</b>                                  |



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|        | his absence for a period of not less than three months from India. An Alternate Director appointed under this Article shall not hold office for period longer than that permissible to the Original Director in whose place he has been appointed and shall vacate office if and when the Original Director returns to India. If the term of Office of the Original Director is determined before he so returns to India, any provision in the Act or in these Articles for the automatic re-appointment of retiring Director in default of another appointment shall apply to the Original Director and not to the Alternate Director. |  |
| 129.   | Subject to the provisions of the Act, the Board shall have power at any time and from time to time to appoint any other person to be an Additional Director. Any such Additional Director shall hold office only upto the date of the next Annual General Meeting.  | <b>Additional Director</b>   |
| 130.   | Subject to the provisions of the Act, the Board shall have power at any time and from time to time to appoint a Director, if the office of any director appointed by the company in general meeting is vacated before his term of office expires in the normal course, who shall hold office only upto the date upto which the Director in whose place he is appointed would have held office if it had not been vacated by him.  | <b>Directors power to fill casual vacancies.</b>                       |
| 131.   | Until otherwise determined by the Company in General Meeting, each Director other than the Managing/Whole-time Director (unless otherwise specifically provided for) shall be entitled to sitting fees not exceeding a sum prescribed in the Act (as may be amended from time to time) for attending meetings of the Board or Committees thereof.   | <b>Sitting Fees.</b>   |
| 132.   | The Board of Directors may subject to the limitations provided in the Act allow and pay to any Director who attends a meeting 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 travelling, hotel and other incidental expenses properly incurred by him, in addition to his fee for attending such meeting as above specified.  | <b>Travelling expenses Incurred by Director on Company's business.</b> |
|        | <b>PROCEEDING OF THE BOARD OF DIRECTORS</b>   |  |
| 133.   | (a) The Board of Directors may meet for the conduct of business, adjourn and otherwise regulate its meetings as it thinks fit.<br>(b) A director may, and the manager or secretary on the requisition of a director shall, at any time, summon a meeting of the Board.  | <b>Meetings of Directors.</b>  |
| 134.   | a) The Directors may from time to time elect from among their members a Chairperson of the Board and determine the period for which he is to hold office. If at any meeting of the Board, the Chairman is not present within five minutes after the time appointed for holding the same, the Directors present may choose one of the Directors then present to preside at the meeting.  | <b>Chairperson</b>   |

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|        | b) Subject to Section 203 of the Act and rules made there under, one person can act as the Chairman as well as the Managing Director or Chief Executive Officer at the same time.  |   |
| 135.   | Questions arising at any meeting of the Board of Directors shall be decided by a majority of votes and in the case of an equality of votes, the Chairman will have a second or casting vote.   | <b>Questions at Board meeting how decided.</b>  |
| 136.   | The continuing directors may act notwithstanding any vacancy in the Board; but, if and so long as their number is reduced below the quorum fixed by the Act for a meeting of the Board, the continuing directors or director may act for the purpose of increasing the number of directors to that fixed for the quorum, or of summoning a general meeting of the company, but for no other purpose.   | <b>Continuing directors may act notwithstanding any vacancy in the Board</b>            |
| 137.   | Subject to the provisions of the Act, the Board may delegate any of their powers to a Committee consisting of such member or members of its body as it thinks fit, and it may from time to time revoke and discharge any such committee either wholly or in part and either as to person, or purposes, but every Committee so formed shall in the exercise of the powers so delegated conform to any regulations that may from time to time be imposed on it by the Board. All acts done by any such Committee in conformity with such regulations and in fulfilment of the purposes of their appointment but not otherwise, shall have the like force and effect as if done by the Board. | <b>Directors may appoint committee.</b>   |
| 138.   | 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.  | <b>Committee Meeting show to be governed.</b>   |
| 139.   | a) A committee may elect a Chairperson of its meetings.<br>b) If no such Chairperson is elected, or if at any meeting the Chairperson is not present within five minutes after the time appointed for holding the meeting, the members present may choose one of their members to be Chairperson of the meeting.   | <b>Chairperson of Committee Meetings</b>  |
| 140.   | a) A committee may meet and adjourn as it thinks fit.<br>b) Questions arising at any meeting of a committee shall be determined by a majority of votes of the members present, and in case of an equality of votes, the Chairperson shall have a second or casting vote.   | <b>Meetings of the Committee</b>  |
| 141.   | Subject to the provisions of the Act, 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 such Director or persons acting as aforesaid, or that they or any of them were disqualified or had vacated office or that the appointment of any of them had been terminated by virtue of any provisions contained   | <b>Acts of Board or Committee shall be valid notwithstanding defect in appointment.</b> |

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|             | 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.   |  |
|             | <b>RETIREMENT AND ROTATION OF DIRECTORS</b>   |  |
| <b>142.</b> | Subject to the provisions of Section 161 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. | <b>Power to fill casual vacancy</b>          |
|             | <b>POWERS OF THE BOARD</b>  |  |
| <b>143.</b> | The business of the Company shall be managed by the Board who may exercise all such powers of the Company and do all such acts and things as may be necessary, unless otherwise restricted by the Act, or by any other law or by the Memorandum or by the Articles required to be exercised by the Company in General Meeting. However 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.   | <b>Powers of the Board</b>                   |
| <b>144.</b> | Without prejudice to the general powers conferred by the Articles and so as not in any way to limit or restrict these powers, and without prejudice to the other powers conferred by these Articles, but subject to the restrictions contained in the Articles, it is hereby, declared that the Directors shall have the following powers, that is to say   | <b>Certain powers of the Board</b>           |
|             | (1) Subject to the provisions of the Act, to purchase or otherwise acquire any lands, buildings, machinery, premises, property, effects, assets, rights, creditors, royalties, business and goodwill of any person firm or company carrying on the business which this Company is authorised to carry on, in any part of India.   | <b>To acquire any property , rights etc.</b> |
|             | (2) Subject to the provisions of the Act to purchase, take on lease for any term or terms of years, or otherwise acquire any land or lands, with or without buildings and out-houses thereon, situate in any part of India, at such conditions as the Directors may think fit, and in any such purchase, lease or acquisition to accept such title as the Directors may believe, or may be advised to be reasonably satisfy.  | <b>To take on Lease.</b>                     |
|             | (3) To erect and construct, on the said land or lands, buildings, houses, warehouses and sheds and to alter, extend and improve the same, to let or lease the property of the company, in part or in whole for such rent and subject to such conditions, as may be thought advisable; to sell such portions of the land or buildings of the Company as may not be required for the company; to mortgage the whole or any portion of   | <b>To erect &amp; construct.</b>             |

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|        | the property of the company for the purposes of the Company; to sell all or any portion of the machinery or stores belonging to the Company.   |  |
|        | (4) At their discretion and subject to the provisions of the Act, the Directors may pay property rights or privileges acquired by, or services rendered to the Company, either wholly or partially in cash or in shares, bonds, debentures or other securities of the Company, and any such share 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 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. | <b>To pay for property.</b>                    |
|        | (5) To insure and keep insured against loss or damage by fire or otherwise for such period and to such extent as they may think proper all or any part of the buildings, machinery, goods, stores, produce and other moveable property of the Company either separately or 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.   | <b>To insure properties of the Company.</b>    |
|        | (6) To open accounts with any Bank or Bankers and to pay money into and draw money from any such account from time to time as the Directors may think fit.   | <b>To open Bank accounts.</b>                  |
|        | (7) To secure the fulfilment of any contracts or engagement entered into by the Company by mortgage or charge on all or any of the property of the Company including its whole or part of its undertaking as a going concern and its uncalled capital for the time being or in such manner as they think fit.  | <b>To secure contracts by way of mortgage.</b> |
|        | (8) To accept from any member, so far as may be permissible by law, a surrender of the shares or any part thereof, on such terms and conditions as shall be agreed upon.   | <b>To accept surrender of shares.</b>          |
|        | (9) To appoint any person to accept and hold in trust, for the Company property belonging to the Company, or in which it is interested or for any other purposes and to execute and to do all such deeds and things as may be required in relation to any such trust, and to provide for the remuneration of such trustee or trustees.   | <b>To appoint trustees for the Company.</b>    |
|        | (10) To institute, conduct, defend, compound or abandon any legal proceeding by or against the Company or its Officer, or otherwise concerning the affairs and also to compound and allow time for payment or satisfaction of any debts, due, and of any claims or demands by or against the Company and to refer any  | <b>To conduct legal proceedings.</b>           |

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|        | difference to arbitration, either according to Indian or Foreign law and either in India or abroad and observe and perform or challenge any award thereon.   |  |
|        | (11) To act on behalf of the Company in all matters relating to bankruptcy insolvency.   | <b>Bankruptcy &amp; Insolvency</b>                   |
|        | (12) To make and give receipts, release and give discharge for moneys payable to the Company and for the claims and demands of the Company.  | <b>To issue receipts &amp; give discharge.</b>       |
|        | (13) Subject to the provisions of the Act, and these Articles to invest and deal with any moneys of the Company not immediately required for the purpose thereof, upon such authority (not being the shares of this Company) or without security and in such manner as they may think fit and from time to time to vary or realise such investments. Save as provided in Section 187 of the Act, all investments shall be made and held in the Company's own name. | <b>To invest and deal with money of the Company.</b> |
|        | (14) 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 as surety, for the benefit of the Company, such mortgage of the Company's property (present or future) as they think fit, and any such mortgage may contain a power of sale and other powers, provisions, covenants and agreements as shall be agreed upon;                   | <b>To give Security by way of indemnity.</b>         |
|        | (15) To determine from time to time persons who shall be entitled to sign on Company's behalf, bills, notes, receipts, acceptances, endorsements, cheques, dividend warrants, releases, contracts and documents and to give the necessary authority for such purpose, whether by way of a resolution of the Board or by way of a power of attorney or otherwise.   | <b>To determine signing powers.</b>                  |
|        | (16) To give to any Director, Officer, or other persons employed by the Company, a commission on the profits of any particular business or transaction, or a share in the general profits of the company; and such commission or share of profits shall be treated as part of the working expenses of the Company.   | <b>Commission or share in profits.</b>               |
|        | (17) To give, award or allow any bonus, pension, gratuity or compensation to any employee of the Company, or his widow, children, dependents, that may appear just or proper, whether such employee, his widow, children or dependents have or have not a legal claim on the Company.  | <b>Bonus etc. to employees.</b>                      |
|        | (18) To set aside out of the profits of the Company such sums as they may think proper for depreciation or the depreciation funds or to insurance fund or to an export fund, or to a Reserve Fund, or Sinking Fund or any special fund to meet contingencies or repay debentures or debenture-stock or for equalizing dividends or for repairing, improving, extending and maintaining any of the properties of the Company and                                    | <b>Transfer to Reserve Funds.</b>                    |

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|        | <p>for such other purposes (including the purpose referred to in the preceding clause) as the Board may, in the absolute discretion think conducive to the interests of the Company, and subject to Section 179 of the Act, to invest the several sums so set aside or so much thereof as may be required to be invested, upon such investments (other than shares of this Company) as they may think fit and from time to time deal with and vary such investments and dispose of and apply and extend all or any part thereof for the benefit of the Company notwithstanding the matters to which the Board apply or upon which the capital moneys of the Company might rightly be applied or expended and divide the reserve fund into such special funds as the Board may think fit; with full powers to transfer the whole or any portion of a reserve fund or division of a reserve fund to another fund and with the full power to employ the assets constituting all or any of the above funds, including the depredation fund, in the business of the company or in the purchase or repayment of debentures or debenture-stocks and without being bound to keep the same separate from the other assets and without being bound to pay interest on the same with the power 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.</p> |   |
|        | <p>(19) To appoint, and at their discretion remove or suspend such general manager, managers, secretaries, assistants, supervisors, scientists, technicians, engineers, consultants, legal, medical or economic advisers, 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 to fix their salaries or emoluments or remuneration and to require security in such instances and for such amounts 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 fit and the provisions contained in the next following clauses shall be without prejudice to the general powers conferred by this clause.</p>   | <p><b>To appoint and remove officers and other employees.</b></p> |
|        | <p>(20) At any time and from time to time by power of attorney under the seal of the Company, to appoint any person or persons 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 excluding the power to make calls and excluding also except in their limits authorised by the Board the power to make loans and borrow</p>  | <p><b>To appoint Attorneys.</b></p>                               |



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|        | moneys) and for such period and subject to such conditions as the Board may from time to time think fit, and such appointments may (if the Board think fit) be made in favour of the members or any of the members of any local Board established as aforesaid or in favour of any Company, or the shareholders, directors, nominees or manager of any Company or firm or otherwise in favour of any fluctuating body of persons whether nominated directly or indirectly by the Board and any such powers of attorney may contain such powers for the protection or convenience for dealing with such Attorneys as the Board may think fit, and may contain powers enabling any such delegated Attorneys as aforesaid to sub-delegate all or any of the powers, authorities and discretion for the time being vested in them. |   |
|        | (21) Subject to Sections 188 of the Act, for or in relation to any of the matters aforesaid or otherwise for the purpose 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.   | <b>To enter into contracts.</b>                         |
|        | (22) From time to time to make, vary and repeal rules for the regulations of the business of the Company its Officers and employees.   | <b>To make rules.</b>                                   |
|        | (23) To effect, make and enter into on behalf of the Company all transactions, agreements and other contracts within the scope of the business of the Company.   | <b>To effect contracts etc.</b>                         |
|        | (24) To apply for, promote and obtain any act, charter, privilege, concession, license, authorization, if any, Government, State or municipality, provisional order or license of any authority for enabling the Company to carry any of this objects into effect, or for extending and any of the powers of the Company or for effecting any modification of the Company's constitution, or for any other purpose, which may seem expedient and to oppose any proceedings or applications which may seem calculated, directly or indirectly to prejudice the Company's interests.   | <b>To apply &amp; obtain concessions licenses etc.</b>  |
|        | (25) To pay and charge to the capital account of the Company any commission or interest lawfully payable there out under the provisions of Sections 40 of the Act and of the provisions contained in these presents.   | <b>To pay commissions or interest.</b>                  |
|        | (26) To redeem preference shares.  | <b>To redeem preference shares.</b>                     |
|        | (27) To subscribe, incur expenditure or otherwise to assist or to guarantee money to charitable, benevolent, religious, scientific, national or any other institutions or subjects which shall have any moral or other claim to support or aid by the Company, either by reason of   | <b>To assist charitable or benevolent institutions.</b> |

| Sr. No | Particulars   |  |
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|        | locality or operation or of public and general utility or otherwise.  |  |
|        | <p>(28) To pay the cost, charges and expenses preliminary and incidental to the promotion, formation, establishment and registration of the Company.</p> <p>(29) To pay and charge to the capital account of the Company any commission or interest lawfully payable thereon under the provisions of Sections 40 of the Act.</p>  |  |
|        | <p>(30) To provide for the welfare of Directors or ex-Directors or employees or ex-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 181 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.</p>   |  |
|        | <p>(31) 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.</p> <p>(32) 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.</p> <p>(33) 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.</p> <p>(34) 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</p> |  |



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|             | <p>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.</p> <p>(35) 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.</p> <p>(36) To let, sell or otherwise dispose of subject to the provisions of Section 180 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.</p> <p>(37) 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.</p> <p>(38) 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.</p> |   |
|             | <b>MANAGING AND WHOLE-TIME DIRECTORS</b>  |   |
| <b>145.</b> | <p>a) Subject to the provisions of the Act and of these Articles, the Directors may from time to time in Board Meetings appoint one or more of their body to be a Managing Director or Managing Directors or whole-time Director or whole-time Directors of the Company for such term not exceeding five years at a time as they may think fit to manage the affairs and business of the Company, and may from time to time (subject to the provisions of any contract between him or them and the Company) remove or dismiss him or them from office and appoint another or others in his or their place or places.</p> <p>b) The Managing Director or Managing Directors or whole-time Director or whole-time Directors so appointed shall be liable to retire by rotation. A Managing Director or Whole-time Director who is appointed as Director immediately on the retirement by rotation shall continue to hold his office as Managing Director or Whole-time Director and such re-appointment as such Director shall not be deemed to constitute a break in his appointment as Managing Director or Whole-time Director.</p>  | <b>Powers to appoint Managing/Whole time Directors.</b> |
| <b>146.</b> | The remuneration of a Managing Director or a Whole-time Director (subject to the provisions of the Act and of these Articles and of any contract between him and the Company) shall from time to time be fixed by the Directors, and may be, by way of fixed salary, or   | <b>Remuneration of Managing or Whole time Director.</b> |

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|        | commission on profits of the Company, or by participation in any such profits, or by any, or all of these modes.   |  |
| 147.   | <p>(1) Subject to control, direction and supervision of the Board of Directors, the day-to-day management of the company will be in the hands of the Managing Director or Whole-time Director appointed in accordance with regulations of these Articles of Association with powers to the Directors to distribute such day-to-day management functions among such Directors and in any manner as may be directed by the Board.</p> <p>(2) The Directors may from time to time entrust to and confer upon the Managing Director or Whole-time Director for the time being save as prohibited in the Act, such of the powers exercisable under these presents by the Directors as they may think fit, and may confer such objects and purposes, and upon such terms and conditions, and with such restrictions as they think expedient; and they may subject to the provisions of the Act and these Articles 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 may from time to time revoke, withdraw, alter or vary all or any such powers.</p> <p>(3) 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.</p> <p>(4) 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.</p> <p>(5) 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.</p> | <b>Powers and duties of Managing Director or Whole-time Director.</b>              |
|        | <b>Chief Executive Officer, Manager, Company Secretary or Chief Financial Officer</b>  |  |
| 148.   | <p>a) Subject to the provisions of the Act,—</p> <p>i. A chief executive officer, manager, company secretary or chief financial officer may be</p>   | <b>Board to appoint Chief Executive Officer/ Manager/ Company Secretary/ Chief</b> |

| Sr. No      | Particulars  |                                       |
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|             | <p>appointed by the Board for such term, at such remuneration and upon such conditions as it may thinks fit; and any chief executive officer, manager, company secretary or chief financial officer so appointed may be removed by means of a resolution of the Board;</p> <p>ii. A director may be appointed as chief executive officer, manager, company secretary or chief financial officer.</p> <p>b) A provision of the Act or these regulations requiring or authorising a thing to be done by or to a director and chief executive officer, manager, company secretary or chief financial officer shall not be satisfied by its being done by or to the same person acting both as director and as, or in place of, chief executive officer, manager, company secretary or chief financial officer.</p>  | <b>Financial Officer</b>              |
|             | <b>THE SEAL</b>  |                                       |
| <b>149.</b> | <p>(a) The Board shall provide a Common Seal for the purposes of the Company, and shall have power from time to time to destroy the same and substitute a new Seal in lieu thereof, and the Board shall provide for the safe custody of the Seal for the time being, and the Seal shall never be used except by the authority of the Board or a Committee of the Board previously given.</p> <p>(b) The Company shall also be at liberty to have an Official Seal in accordance with of the Act, for use in any territory, district or place outside India.</p>  | <b>The seal, its custody and use.</b> |
| <b>150.</b> | <p>The seal of the company shall not be affixed to any instrument except by the authority of a resolution of the Board or of a committee of the Board authorized by it in that behalf, and except in the presence of at least two directors and of the secretary or such other person as the Board may appoint for the purpose; and those two directors and the secretary or other person aforesaid shall sign every instrument to which the seal of the company is so affixed in their presence.</p>  | <b>Deeds how executed.</b>            |
|             | <b>Dividend and Reserves</b>   |                                       |
| <b>151.</b> | <p>(1) Subject to the rights of persons, if any, entitled to shares with special rights as to dividends, all 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 the shares in the Company, dividends may be declared and paid according to the amounts of the shares.</p> <p>(2) No amount paid or credited as paid on a share in advance of calls shall be treated for the purposes of this regulation as paid on the share.</p> <p>(3) 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 providing that it shall</p> | <b>Division of profits.</b>           |

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|        | rank for dividend as from a particular date such share shall rank for dividend accordingly.  |  |
| 152.   | The Company in General Meeting may declare dividends, to be paid to members according to their respective rights and interests in the profits and may fix the time for payment and the Company shall comply with the provisions of Section 127 of the Act, but no dividends shall exceed the amount recommended by the Board of Directors, but the Company may declare a smaller dividend in general meeting.  | <b>The company in General Meeting may declare Dividends.</b>                                   |
| 153.   | <p>a) The Board may, before recommending any dividend, set aside out of the profits of the company such sums as it thinks fit as a reserve or reserves which shall, at the discretion of the Board, be applicable for any purpose to which the profits of the company may be properly applied, including provision for meeting contingencies or for equalizing dividends; 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 Board may, from time to time, thinks fit.</p> <p>b) The Board may also carry forward any profits which it may consider necessary not to divide, without setting them aside as a reserve.</p> | <b>Transfer to reserves</b>  |
| 154.   | Subject to the provisions of section 123, the Board may from time to time pay to the members such interim dividends as appear to it to be justified by the profits of the company.   | <b>Interim Dividend.</b>   |
| 155.   | 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>Debts may be deducted.</b>  |
| 156.   | No amount paid or credited as paid on a share in advance of calls shall be treated for the purposes of this articles as paid on the share.   | <b>Capital paid up in advance not to earn dividend.</b>  |
| 157.   | 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 providing that it shall rank for dividends as from a particular date such share shall rank for dividend accordingly.   | <b>Dividends in proportion to amount paid-up.</b>  |
| 158.   | The Board of Directors may retain the dividend payable upon shares in respect of which any person under Articles has become entitled to be a member, or any person under that Article is entitled to transfer, until such person becomes a member, in respect of such shares or shall duly transfer the same.  | <b>Retention of dividends until completion of transfer under Articles.</b>                     |
| 159.   | 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   | <b>No Member to receive dividend whilst indebted to the company and the Company's right of</b> |

| Sr. No      | Particulars   |                                      |
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|             | otherwise however, either alone or jointly with any other person or persons) and the Board of Directors may deduct from the interest or dividend payable to any member all such sums of money so due from him to the Company.   | <b>reimbursement thereof.</b>        |
| <b>160.</b> | A transfer of shares does not pass the right to any dividend declared thereon before the registration of the transfer.  | <b>Effect of transfer of shares.</b> |
| <b>161.</b> | Any one of several persons who are registered as joint holders of any share may give effectual receipts for all dividends or bonus and payments on account of dividends in respect of such share.   | <b>Dividend to joint holders.</b>    |
| <b>162.</b> | <p>a) Any dividend, interest or other monies payable in cash in respect of shares may be paid by cheque or warrant sent through the post directed to the registered address of the holder or, in the 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.</p> <p>b) Every such cheque or warrant shall be made payable to the order of the person to whom it is sent.</p>   | <b>Dividends how remitted.</b>       |
| <b>163.</b> | Notice of any dividend that may have been declared shall be given to the persons entitled to share therein in the manner mentioned in the Act.  | <b>Notice of dividend.</b>           |
| <b>164.</b> | No unclaimed dividend shall be forfeited before the claim becomes barred by law and no unpaid dividend shall bear interest as against the Company.  | <b>No interest on Dividends.</b>     |
|             | <b>CAPITALIZATION</b>   |                                      |
| <b>165.</b> | <p>(1) The Company in General Meeting may, upon the recommendation of the Board, resolve:</p> <p>(a) that it is desirable to capitalize any part of the amount for the time being standing to the credit of any of the Company's reserve accounts, or to the credit of the Profit and Loss account, or otherwise available for distribution; and</p> <p>(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 proportions.</p> <p>(2) The sums aforesaid shall not be paid in cash but shall be applied subject to the provisions contained in clause (3) either in or towards:</p> <p>(i) paying up any amounts for the time being unpaid on any shares held by such members respectively;</p> <p>(ii) paying up in full, unissued shares of the Company to be allotted and distributed, credited as fully paid up, to and amongst such members in the proportions aforesaid; or</p> <p>(iii) partly in the way specified in sub-clause (i) and partly in that specified in sub-clause (ii).</p> <p>(3) A Securities Premium Account and Capital Redemption Reserve Account may, for the purposes of this regulation, only be applied in the paying up of</p> | <b>Capitalization.</b>               |

| Sr. No      | Particulars   |   |
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|             | <p>unissued shares to be issued to members of the Company and fully paid bonus shares.</p> <p>(4) The Board shall give effect to the resolution passed by the Company in pursuance of this regulation.</p>  |   |
| <b>166.</b> | <p>(1) Whenever such a resolution as aforesaid shall have been passed, the Board shall —</p> <p>(a) make all appropriations and applications of the undivided profits resolved to be capitalized thereby and all allotments and issues of fully paid shares, if any, and</p> <p>(b) generally to do all acts and things required to give effect thereto.</p> <p>(2) The Board shall have full power -</p> <p>(a) to make such provision, by the issue of fractional certificates or by payment in cash or otherwise as it thinks fit, in case of shares becoming distributable in fractions; and also</p> <p>(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 capitalization, or (as the case may require) for the payment by the Company on their behalf, by the application thereto of their respective proportions, of the profits resolved to be capitalized, of the amounts or any part of the amounts remaining unpaid on their existing shares.</p> <p>(3) Any agreement made under such authority shall be effective and binding on all such members.</p> <p>(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 questions or difficulties that may arise in regard to any issue including distribution of new equity shares and fractional certificates as they think fit.</p> | <b>Fractional Certificates.</b>                         |
| <b>167.</b> | <p>(1) The books containing the minutes of the proceedings of any General Meetings of the Company shall be open to inspection of members without charge on such days and during such business hours as may consistently with the provisions of Section 119 of the Act be determined by the Company in General Meeting and the members will also be entitled to be furnished with copies thereof on payment of regulated charges.</p> <p>(2) Any member of the Company shall be entitled to be furnished within seven days after he has made a request in that behalf to the Company with a copy of any minutes referred to in sub-clause (1) hereof on payment of Rs. 10 per page or any part thereof.</p>  | <b>Inspection of Minutes Books of General Meetings.</b> |
| <b>168.</b> | a) The Board shall from time to time determine whether  | <b>Inspection of Accounts</b>                           |

| Sr. No      | Particulars  |  |
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|             | <p>and to what extent and at what times and places and under what conditions or regulations, the accounts and books of the company, or any of them, shall be open to the inspection of members not being directors.</p> <p>b) No member (not being a director) shall have any right of inspecting any account or book or document of the company except as conferred by law or authorised by the Board or by the company in general meeting.</p>   |  |
|             | <b>FOREIGN REGISTER</b>  |  |
| <b>169.</b> | The Company may exercise the powers conferred on it by the provisions of the Act with regard to the keeping of Foreign Register of its Members or Debenture holders, and the Board may, subject to the provisions of the Act, make and vary such regulations as it may think fit in regard to the keeping of any such Registers.   | <b>Foreign Register.</b>   |
|             | <b>DOCUMENTS AND SERVICE OF NOTICES</b>  |  |
| <b>170.</b> | Any document or notice to be served or given by the Company be signed by a Director or such person duly authorised by the Board for such purpose and the signature may be written or printed or lithographed.  | <b>Signing of documents &amp; notices to be served or given.</b> |
| <b>171.</b> | Save as otherwise expressly provided in the Act, a document or proceeding requiring authentication by the company may be signed by a Director, the Manager, or Secretary or other Authorised Officer of the Company and need not be under the Common Seal of the Company.  | <b>Authentication of documents and proceedings.</b>              |
|             | <b>WINDING UP</b>  |  |
| <b>172.</b> | <p>Subject to the provisions of Chapter XX of the Act and rules made thereunder—</p> <p>(i) If the company shall be wound up, the liquidator may, with the sanction of a special resolution of the company and any other sanction required by the Act, divide amongst the members, in specie or kind, the whole or any part of the assets of the company, whether they shall consist of property of the same kind or not.</p> <p>(ii) For the purpose aforesaid, the liquidator may set such value as he deems fair upon any property to be divided as aforesaid and may determine how such division shall be carried out as between the members or different classes of members.</p> <p>(iii) The liquidator may, with the like sanction, vest the whole or any part of such assets in trustees upon such trusts for the benefit of the contributories if he considers necessary, but so that no member shall be compelled to accept any shares or other securities whereon there is any liability.</p> |  |
|             | <b>INDEMNITY</b>   |  |
| <b>173.</b> | Subject to provisions of the Act, every Director, or 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 to pay, out of the funds of the Company, all costs, charges, losses and damages which any such person may incur or become  | <b>Directors' and others right to indemnity.</b>                 |



| Sr. No | Particulars  |                                     |
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|        | <p>liable to, by reason of any contract entered into or act 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 officer of the Company in defending any proceedings whether civil or criminal in which judgment is given in his favor, or in which he is acquitted or in connection with any application under Section 463 of the Act on which relief is granted to him by the Court.</p>   |                                     |
| 174.   | <p>Subject to the provisions of the Act, no Director, Managing Director or other officer of the Company shall be liable for the acts, receipts, neglects or defaults of any other Directors or Officer, or for joining in any receipt or other act for conformity, or for any loss or expense happening to the Company through insufficiency or deficiency of title to any property acquired by order of the Directors for or 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, or for any lessor damage arising from the bankruptcy, insolvency or tortuous act of any person, company or corporation, with whom any moneys, securities or effects shall be entrusted or deposited, or for any loss occasioned by any error of judgment or oversight on his part, or for any other loss or damage or misfortune whatever which shall happen in the execution of the duties of his office or in relation thereto, unless the same happens through his own dishonesty.</p> | Not responsible for acts of others  |
|        | <b>SECRECY</b>   |                                     |
| 175.   | <p>(a) Every Director, Manager, Auditor, Treasurer, Trustee, Member of a Committee, Officer, Servant, Agent, Accountant or other person employed in the business of the company shall, if so required by the Directors, before entering upon his duties, sign a declaration pleading himself to observe strict secrecy respecting all transactions and affairs of the Company with the customers and the state of the accounts with individuals and in matters relating thereto, and shall by such declaration pledge himself not to reveal any of the matter which may come to his knowledge in the discharge of his duties except when required so to do by the Directors or by any meeting or by a Court of Law and except so far as may be necessary in order to comply with any of the provisions in these presents contained.</p>  | Secrecy                             |
|        | <p>(b) No member or other person (other than a Director) shall be entitled to enter the property of the Company or to inspect or examine the Company's premises or properties or the books of accounts of the Company without the permission of the Board of Directors of</p>  | Access to property information etc. |



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|        | the Company for the time being or to require discovery of or any information in respect of any detail of the Company's trading or any matter which is or may be in the nature of trade secret, mystery of trade or secret process or of any matter whatsoever which may relate to the conduct of the business of the Company and which in the opinion of the Board it will be inexpedient in the interest of the Company to disclose or to communicate. |  |

## **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 this 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 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 Off no: CSI, P Square Building, 2<sup>nd</sup> floor, 350, Goyal Nagar, Indore – 452016 Madhya Pradesh. from date of filing the Prospectus with RoC to Issue Closing Date on working days from 10.00 a.m. to 5.00 p.m.

#### **Material Contracts**

1. Issue Agreement dated November 25, 2017 between our Company and the LM.
2. Agreement dated November 25, 2017 between our Company and Bigshare Services Private Limited, Registrar to the Issue.
3. Underwriting Agreement dated November 25, 2017 between our Company and Underwriter viz. LM.
4. Market Making Agreement dated [●] between our Company, Market Maker and the Lead Manager.
5. Agreement dated [●] amongst our Company, the LM, Public Issue Bank and the Registrar to the Issue.
6. Tripartite agreement among the NSDL, our Company and Registrar to the Issue dated [●]
7. Tripartite agreement among the CDSL, our Company and Registrar to the Issue dated [●]

#### **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 October 06, 2017 authorizing the Issue
3. Special Resolution of the shareholders passed at the EGM dated November 01, 2017 authorizing the Issue.
4. Statement of Tax Benefits dated November 11, 2017 issued by our Peer Reviewed Auditor,
5. Report of the Peer Reviewed Auditor, M/s. M. K. Shah & Associates, Chartered Accountants dated November 15, 2017, on the Restated Financial Statements for the period ended June, 2017 and financial year ended as on March 31, 2017, 2016, 2015 of our Company.
6. Consents of Directors, Company Secretary and Compliance Officer, Statutory Auditors, Peer Reviewed Auditors, Legal Advisor to the Issue, the Book Running Lead Manager, Registrar to the Issue, Underwriter, Market Maker, Bankers to the Issue to act in their respective capacities.
7. Copy of approval from NSE Limited *vide* letter dated [●], to use the name of NSE in this offer document for listing of Equity Shares on NSEEMERGE.

None of the contracts or documents mentioned in this Draft Prospectus may be amended or modified at any time without reference to the shareholders, subject to compliance of the provisions contained in the Companies Act and other relevant statutes.

## DECLARATION

We, the under signed, hereby certify and declare that, all relevant provisions of the Companies Act and the rules, regulations and guidelines issued by the Government of India or the regulations / guidelines issued by SEBI, 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, the Securities and Exchange Board of India Act, 1992 or rules made there under or regulations / guidelines issued, as the case may be. We further certify that all the disclosures and statements made in the Draft Prospectus are true and correct.

**Signed by all the Directors of our Company**

| <b>Name and Designation</b>   | <b>Signature</b> |
|---|------------------|
| <b>Dilip Kumar Soni</b><br><i>Managing Director</i><br><i>DIN: 06723172</i>         | Sd/-             |
| <b>Javed Ali</b><br><i>Whole Time Director</i><br><i>DIN: 06931987</i>              | Sd/-             |
| <b>Mohammad Ashraf</b><br><i>Independent Director</i><br><i>DIN: 07877635</i>       | Sd/-             |
| <b>Mahipal Singh Lalawat</b><br><i>Independent Director</i><br><b>DIN: 07882255</b> | Sd/-             |
| <b>Rashmi Kesharwani</b><br><i>Independent Director</i><br><b>DIN: 07877639</b>     | Sd/-             |

Signed by Chief Financial Officer and Company Secretary and Compliance officer of the Company.

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**Shrey Kalantri**  
Chief Financial Officer

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**Surabhi Gupta**  
Company Secretary and  
Compliance Officer

**Place: Indore**  
**Date: November 28, 2017**

**Annexure A**

**DISCLOSURE OF PRICE INFORMATION OF PAST ISSUES HANDLED BY PANTOMATH CAPITAL ADVISORS PRIVATE LIMITED**

| Sr. No | Issue Name                              | Issue Size (Cr) | Issue Price (Rs.) | Listing date       | Opening price on listing date | +/- % change in closing price, [+/- % change in closing benchmark]- 30th calendar days from listing | +/- % change in closing price, [+/- % change in closing benchmark]- 90th calendar days from listing | +/- % change in closing price, [+/- % change in closing benchmark]- 180th calendar days from listing |
|--------|---|-----------------|-------------------|--------------------|-------------------------------|---|---|--|
| 1.     | Worth Peripherals Limited               | 18.28           | 43.00             | September 27, 2017 | 51.60                         | 74.88%(6.25%)   | Not Applicable  | Not Applicable   |
| 2.     | R M Drip and Sprinklers Systems Limited | 11.46           | 57.00             | October 4, 2017    | 57.1                          | 38% (5.13%)   | Not Applicable  | Not Applicable   |
| 3.     | Shree Tirupati Balajee FIBC Limited     | 10.80           | 40.00             | October 5, 2017    | 45.00                         | 15% (5.70%)   | Not Applicable  | Not Applicable   |
| 4.     | Innovative Tyres and Tubes Limited      | 28.33           | 45.00             | October 5, 2017    | 54.00                         | 4% (5.70%)  | Not Applicable  | Not Applicable   |
| 5.     | Poojawestern Metaliks Limited           | 5.47            | 36.00             | October 5, 2017    | 39.50                         | 36% (6.63%)   | Not Applicable  | Not Applicable   |
| 6.     | Airo Lam Limited                        | 15.21           | 38.00             | October 6, 2017    | 45.60                         | 29.74%(4.73%)   | Not Applicable  | Not Applicable   |
| 7.     | Goldstar Power Limited                  | 7.25            | 25.00             | October 10, 2017   | 27.30                         | 4.00% (2.86%)   | Not Applicable  | Not Applicable   |
| 8.     | IRIS Business Services Limited          | 16.01           | 32.00             | October 11, 2017   | 34.00                         | 73.44% (4.45%)  | Not Applicable  | Not Applicable   |
| 9.     | Tirupati Forge Limited                  | 5.22            | 29.00             | October 12, 2017   | 34.80                         | Not Applicable  | Not Applicable  | Not Applicable   |
| 10.    | Beta Drugs Limited                      | 19.52           | 85.00             | October 12, 2017   | 102.00                        | Not Applicable  | Not Applicable  | Not Applicable   |

Sources: All share price data is from [www.bseindia.com](http://www.bseindia.com) and [www.nseindia.com](http://www.nseindia.com)

Note:-

1. The BSE Sensex and CNX Nifty are considered as the Benchmark Index
2. Prices on BSE/NSE are considered for all of the above calculations
3. In case 30<sup>th</sup>/90<sup>th</sup>/180<sup>th</sup> day is not a trading day, closing price on BSE/NSE of the next trading day has been considered
4. In case 30<sup>th</sup>/90<sup>th</sup>/180<sup>th</sup> days, scrips are not traded then last trading price has been considered.

As per SEBI Circular No. CIR/CFD/DIL/7/2015 dated October 30, 2015, the above table should reflect maximum 10 issues (Initial Public Offers) managed by the lead manager. Hence, disclosures pertaining to recent 10 issues handled by the lead manager are provided.

### SUMMARY STATEMENT OF DISCLOSURE

| Financial year | Total no. of IPO | Total funds raised (Rs. Cr) | Nos of IPOs trading at discount on 30 <sup>th</sup> Calendar day from listing date |                |               | Nos of IPOs trading at premium on 30 <sup>th</sup> Calendar day from listing date |                |               | Nos of IPOs trading at discount on 180 <sup>th</sup> Calendar day from listing date |                |               | Nos of IPOs trading at premium on 180 <sup>th</sup> Calendar day from listing date |                |               |
|----------------|------------------|-----------------------------|--|----------------|---------------|---|----------------|---------------|---|----------------|---------------|--|----------------|---------------|
|                |                  |                             | Over 50%   | Between 25-50% | Less than 25% | Over 50%  | Between 25-50% | Less than 25% | Over 50%  | Between 25-50% | Less than 25% | Over 50%   | Between 25-50% | Less than 25% |
| 15-16          | ***9             | 54.01                       | -  | -              | 1             | 3   | 2              | 3             | -   | 1              | 1             | 4  | 3              | -             |
| 16-17          | ****24           | 204.56                      | -  | -              | 5             | 6   | 3              | 9             | -   | 1              | 5             | 11   | 1              | 6             |
| 17-18          | *****20\$\$      | 326.13                      | -  | -              | 2             | 5   | 5              | 6             | -   | 1              | -             | -  | -              | 2             |

\*\*\*The scripts of Filtra Consultants and Engineers Limited, Ambition Mica Limited, Jiya Eco Products Limited, M.D. Inducto Cast Limited, Majestic Research Services and Solutions Limited, Mangalam Seeds Limited, Sri Krishna Constructions (India) Limited, Patdiam Jewellery Limited and Vidli Restaurants Limited were listed on April 15, 2015, July 14, 2015, July 16, 2015, July 16, 2015, July 16, 2015, August 12, 2015, October 01, 2015, October 16, 2015 and February 15, 2016 respectively.

\*\*\*\*The scripts Ruby Cables Limited, Sysco Industries Limited, Lancer Containers Lines Limited, Yash Chemex Limited, Titaanium Ten Enterprise Limited, Commercial Syn Bags Limited, Shiva Granito Export Limited, Sprayking Agro Equipment Limited, Narayani Steels Limited, Nandani Creation Limited, DRA Consultant Limited, Gretex Industries Limited, Sakar Health Care Limited, Bindal Exports Limited, Mewar Hi-Tech Engineering Limited, Shashijit Infraprojects Limited, Agro Phos (India) Limited, Majestic Research Services and Solutions Limited, Maheshwari Logistics Limited, Madhav Copper Limited, Chemcrux Enterprises Limited, Manomay Tex India Limited, Oceanic Foods Limited and Euro India Fresh Foods Limited were listed on April 13, 2016, April 13, 2016, April 13, 2016, June 20, 2016, July 14, 2016, July 14, 2016, September 06, 2016, September 14, 2016, September 14, 2016, October 10, 2016, October 13, 2016, October 14, 2016, October 14, 2016, October 17, 2016, October 17, 2016, October 17, 2016, November 16, 2016, December 14, 2016, January 16, 2017, February 06, 2017, March 28, 2017, March 28, 2017, March 31, 2017 and March 31, 2017 respectively.

\*\*\*\*\*The scripts Bohra Industries Limited, Creative Peripherals and Distribution Limited, Panache Digilife Limited, Zota Health Care Limited, Gautam Exim Limited, Bansal Multiflex Limited, Shrenik Limited, Jigar Cables Limited, Vaishali Pharma Limited, Lexus Granito (India) Limited, Worth Peripherals Limited, R M Drip and Sprinklers Systems Limited, Shree Tirupati Balajee FIBC Limited, Innovative Tyres and Tubes Limited, Poojawestern Metaliks Limited, Airo Lam Limited, Goldstar Power Limited, IRIS Business Services Limited, Tirupati Forge Limited and Beta Drugs Limited, were listed on April 05, 2017, April 12, 2017, April 25, 2017, May 10, 2017, July 11, 2017, July 12, 2017, July 18, 2017, July 28, 2017, August 22, 2017, August 23, 2017, September 27, 2017, October 4, 2017, October 5, 2017, October 5, 2017, October 5, 2017, October 6, 2017, October 10, 2017, October 11, 2017, October 12, 2017 and October 12, 2017 respectively. .

\$\$ The scripts of Zota Health Care Limited, Gautam Exim Limited, Bansal Multiflex Limited, Shrenik Limited, Jigar Cables Limited, Vaishali Pharma Limited, Lexus Granito (India) Limited, Worth Peripherals Limited, R M Drip and Sprinklers Systems Limited, Shree Tirupati Balajee FIBC Limited,

Innovative Tyres and Tubes Limited, Poojawestern Metaliks Limited, Airo Lam Limited, Goldstar Power Limited, IRIS Business Services Limited, Tirupati Forge Limited and Beta Drugs Limited have not completed 180 Days, 180 Days, 180 Days, 180 Days, 180 Days, 180 Days, 180 Days, 180 Days, 180Days, 180 Days, 180 Days, 180 Days, 180 Days, 180 Days, 30 Days and 30 Days respectively from the date of listing.