Prospectus Dated: January 21, 2020 Please read section 26 & 32 of the Companies Act, 2013



#### **Fixed Price Issue**

#### TRANWAY TECHNOLOGIES LIMITED

Our Company was originally incorporated as "Tranway Technologies Private Limited" on March 25, 2015 under the provisions of the Companies Act, 2013 bearing Corporate Identification Number U74900KA2015PTC079480 issued by the Registrar of Companies, Karnataka, Bangalore. Subsequently our company was converted into Public Limited Company and the name of our Company was changed to "Tranway Technologies Limited" vide a fresh Certificate of Incorporation dated January 03, 2020 bearing Corporate Identification Number U74900KA2015PLC079480 issued by the Registrar of Companies, Karnataka, Bangalore. For further details of change in name and registered office of our Company, please refer to section titled "History and Certain Corporate Matters" beginning on page no 77 of this Prospectus.

> Registered office: GF-01, Pallavi Enclave 26th Main, 17th Cross, J P Nagar, 6th Phase Bangalore 560078, Karnataka, India. Corporate office: No. 1914, 5th Cross, 18th 'A' Main, J P Nagar, 2nd Phase, Bangalore, Karnataka - 560078, India Contact Person: Ms. Anitha R, Company Secretary & Compliance Officer; Tel No.: 080-46730800. E-Mail ID: cs@tranwayinc.com; Website: www.tranwayinc.com; CIN: U74900KA2015PLC079480 OUR PROMOTERS: (I) MR. BHARAT AND (II) MRS. KALAVATHY BYLAPPA

THE ISSUE

INITIAL PUBLIC ISSUE OF 42,40,000 EQUITY SHARES OF FACE VALUE OF ₹10/- EACH ("EQUITY SHARES") OF TRANWAY TECHNOLOGIES LIMITED (THE "COMPANY" OR THE "ISSUER") FOR CASH AT A PRICE OF ₹10/- PER EQUITY SHARE, (THE "ISSUE PRICE"), AGGREGATING TO ₹424.00 LAKHS ("THE ISSUE"), OF WHICH 2,20,000 EQUITY SHARES OF FACE VALUE OF ₹10/- EACH FOR CASH AT A PRICE OF ₹10/- PER EQUITY SHARE, AGGREGATING TO ₹22.00 LAKHS WILL BE RESERVED FOR SUBSCRIPTIONS BY THE MARKET MAKER TO THE ISSUE (THE "MARKET MAKER RESERVATION PORTION"). THE ISSUE LESS MARKET MAKER RESERVATION PORTION I.E. ISSUE OF 40,20,000 EQUITY SHARES OF FACE VALUE OF ₹10/- EACH FOR CASH AT A PRICE OF ₹10/- PER EQUITY SHARE, AGGREGATING TO ₹402.00 LAKHS IS HERE IN AFTER REFERRED TO AS THE "NET ISSUE". THE ISSUE AND THE NET ISSUE WILL CONSTITUTE 40.00% AND 37.93% RESPECTIVELY OF THE POST ISSUE PAIDUP EQUITY SHARE CAPITAL OF THE COMPANY.

THE FACE VALUE OF THE EQUITY SHARE IS ₹10/- EACH AND THE ISSUE PRICE IS ₹10/- i.e. 1.00 TIME OF THE FACE VALUE OF THE EQUITY SHARES. THE MINIMUM LOT SIZE IS 10,000 EQUITY SHARES

THIS OFFER IS BEING MADE IN TERMS OF CHAPTER IX OF THE SEBI (ISSUE OF CAPITAL AND DISCLOSURE REQUIRMENT) REGULATIONS, 2018 (THE "SEBI ICDR REGULATIONS") READ WITH RULE 19(2)(b)(i) OF SCRR AS AMENDED. THIS ISSUE IS A FIXED PRICE ISSUE AND ALLOCATION IN THE NET OFFER TO THE PUBLIC WILL BE MADE IN TERMS OF REGULATION 253(2) OF THE SEBI (ICDR) REGULATIONS, 2018. (For further details please see "The Issue" beginning on page no. 31 of this Prospectus.) A copy will be delivered for filing to the Registrar of Companies as required under sub-section 4 of Section 26 of the Companies Act, 2013.

In terms of Regulation 256 of SEBI ICDR Regulations read with the SEBI Circular No. CIR/CFD/POLICYCELL/11/2015 dated November 10, 2015, and Unified Payments Interface (UPI) introduced vide SEBI Circular Ref: SEBI/HO/CFD/DIL2/CIR/P/2018/138 dated November 1, 2018 all the 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. Further, pursuant to SEBI Circular No. SEBI/HO/CFD/DCR2/CIR/P/2019/133 dated November 08, 2019, Retail Individual Investors applying in public issue may use either Application Supported by Blocked Amount (ASBA) process or UPI payment mechanism by providing UPI ID in the Application Form which is linked from Bank Account of the investor. For details in this regard, specific attention is invited to "Issue Procedure" beginning on page no. 152 of this Prospectus.

#### **RISK IN RELATION TO THE FIRST ISSUE**

This being the first issue of the issuer, there has been no formal market for the securities of the issuer. The face value of the Equity Shares is ₹10/- each and the issue price is 1.00 times of face value of the Equity Share. The issue price should not be taken to be indicative of the market price of the equity shares after the equity shares are listed on the Startup Platform of BSE Limited ("BSE STARTUPS"). No assurance can be given regarding an active or sustained trading in the Equity Shares of our Company or regarding the price at which the Equity Shares will be traded after listing.

GENERAL RISKS

Investment in equity and equity related securities involve a degree of risk and investors should not invest any funds in this offer unless they can afford to take the risk of losing their investment. Investors are advised to read the risk factors carefully before taking an investment decision in this offering. For taking an investment decision, investors must rely on their own examination of the issuer and the offer including the risks involved. The securities have not been recommended or approved by the Securities and Exchange Board of India (SEBI) nor does SEBI guarantee the accuracy or adequacy of this document. Specific attention of investors is invited to the statement of 'Risk factors' beginning on page no. 17 of this Prospectus. ISSUER'S ABSOLUTE RESPONSIBILITY

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

LISTING

The Equity Shares of our company issued through this Prospectus are proposed to be listed on the Startup Platform of BSE Limited ("BSE STARTUPS"). In terms of the Chapter IX of the SEBI ICDR Regulations, as amended from time to time, our company has received "in-principal" approval letter dated January 20, 2020 from BSE Limited for using its name in this offer document for listing of our shares on the Startup Platform of BSE Limited ("BSE STARTUPS"). For the purposes of the issue, the Designated Stock Exchange will be BSE Limited ("BSE"). LEAD MANAGER TO THE ISSUE **REGISTRAR TO THE ISSUE** 

FINSHORE Cristing Enterprise Managing Values	LINKIntime	
FINSHORE MANAGEMENT SERVICES LIMITED	LINK INTIME INDIA PRIVATE LIMITED	
Anandlok", Block-A, 2 <sup>nd</sup> Floor, Room No. 207, 227 A.J.C Bose Road,	C-101, 1st Floor, 247 Park, L. B. S. Marg, Vikhroli (West),	
Kolkata-700020, West Bengal	Mumbai – 400 083, Maharashtra, India	
<b>Telephone:</b> +91 – 33 – 22895101	Tel No: +91 22 4918 6200; Fax No: +91 22 4918 6060	
Email: ramakrishna@finshoregroup.com	Website: www.linkintime.co.in	
Website: www.finshoregroup.com	Email: tranway.ipo@linktime.co.in	
Investor Grievance Email: info@finshoregroup.com	Investor Grievance Email: tranway.ipo@linktime.co.in	
Contact Person: Mr. S. Ramakrishna Iyengar	Contact Person: Ms. Shanti Gopalkrishnan	
SEBI Registration No: INM000012185	SEBI Registration No: INR000004058	
CIN No: U74900WB2011PLC169377	CIN No: U67190MH1999PTC118368	
ISSUE PROGRAMME		
ISSUE OPEN ON: JANUARY 27, 2020	ISSUE CLOSE ON: JANUARY 29, 2020	

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#### **DEFINITION AND ABBREVIATIONS**

This prospectus uses certain definitions and abbreviations which, unless the context otherwise indicates or implies, shall have the respective meanings given below. References to statutes, regulations, rules, guidelines and policies will be deemed to include all amendments and modifications thereto as amended from time to time.

Unless the context otherwise indicates or implies, the following terms shall have the meanings provided below in this prospectus, and references to any statute or regulations or policies will include any amendments or re-enactments thereto, from time to time. In case of any inconsistency between the definitions given below and the definitions contained in the General Information Document (as defined below), the definitions given below shall prevail.

General Terms	
TERMS	DESCRIPTIONS
"Tranway Technologies Limited",	Unless the context otherwise indicates or implies, Tranway Technologies Limited,
"TTL", "Tranway", "The	a public limited company incorporated under the provision of Companies Act,
Company", "Our Company",	2013 and having its Registered Office at GF-01, Pallavi Enclave, 26th Main Road,
"we", "our", "us" or "Issuer"	17th Cross, J P Nagar, 6th Phase, Bangalore- 560078, Karnataka, India.
Our Promoters or Promoters of the	The promoters of our company being 1) Mr. Bharat and 2) Mrs. Kalavathy
Company	Bylappa.
	Includes such persons and entities constituting the promoter group of our Company
Promoter Group	in terms of Regulation 2(1) (pp) of the SEBI (ICDR) Regulations, 2018 and as
_	disclosed under Section titled "Our Promoters and Promoter Group"

#### **Company Related Terms**

TERMS	DESCRIPTIONS
"Articles" or "Articles of Association" or "AOA"	The Articles of Association of our Company, as amended from time to time.
Auditor/Statutory & Peer Review Auditor	The Statutory Auditors and Peer Review Auditor of our Company, being "Luharuka & Co." Chartered Accountants who have a valid peer review certificate, having its office at 18, Rabindra Sarani, Poddar Court, Gate No-1, 5 <sup>th</sup> Floor, Suit No-530, Kolkata-700001.
Audit Committee	The Committee of the Board of Directors constituted as the Company's Audit Committee in accordance with Section 177 of the Companies Act, 2013
Banker to our Company	Bankers to our Company in our case is Karnataka Bank Ltd. & ICICI Bank Ltd.
"Board of Director(s)" or "the/our Board"	Unless otherwise specified, The Board of Directors of our Company, as duly constituted from time to time, including any committee(s) thereof.
"CFO" or Chief Financial Officer	The Chief Financial Officer of our company being Ms. Preeti Sandeep Byse.
CIN	Corporate Identification Number
Companies Act	The Companies Act, 2013 and amendments thereto. The Companies Act, 1956, to the extent of such of the provisions that are in force.
Company Secretary & Compliance Officer	The Company Secretary & Compliance Officer of our company being "Ms. Anitha R".
Corporate Office	Corporate Office of the Company is presently situated at No. 1914, 5th Cross, 18th 'A' Main, J P Nagar, 2nd Phase, Bangalore, Karnataka – 560078, India.
DIN	Directors Identification Number.
Director/Director(s)	The directors of our Company, unless otherwise specified
E- Commerce	E- Commerce refers to the buying and selling of goods or services using the internet, and the transfer of money and data to execute these transactions
ED	Executive Director
Equity Shares	The Equity Shares of our Company of face value of ₹10/- each, fully paid-up, unless otherwise specified in the context thereof.
Equity Shareholders	Persons/Entities holding Equity Shares of our Company.
Export	Export means taking goods out of India to a place outside India
Group Companies/Entities	Such companies with which there were related party transactions, during the period for which financial information is disclosed in this prospectus, which are covered under the applicable accounting standards and other companies as considered material by our Board, as identified in "Our Group Companies"
HUF	Hindu Undivided Family.
IBC	The Insolvency and Bankruptcy Code, 2016
IFRS	International Financial Reporting Standards
Ind AS	Indian Accounting Standard
Ind GAAP	Generally Accepted Accounting Principles in India.



TERMS	DESCRIPTIONS
Import	Import means bringing goods into India from a place outside India
Independent Director	Non-executive & Independent Director as per the Companies Act, 2013
IT Act	The Income Tax Act, 1961 as amended till date
JV / Joint Venture	A commercial enterprise undertaken jointly by two or more parties which otherwise retain their distinct identities.
ISIN	International Securities Identification Number In this case being "INEOBIW01023"
KMP / Key Managerial Personnel	Key managerial personnel of our Company in terms of Regulation 2(1)(bb) of the SEBI ICDR Regulations 2018, Section 2(51) of the Companies Act, 2013 and as disclosed in the chapter titled "Our Management" beginning on page no. 83 of this prospectus.
MD	Managing Director
Materiality Policy	The policy on identification of group companies, material creditors and material litigation, adopted by our Board in accordance with the requirements of the SEBI (ICDR) Regulations
Memorandum/Memorandum of Association/MoA	The Memorandum of Association of our Company, as amended from time to time.
Nomination and	The nomination and remuneration committee of our Company, as disclosed in the
Remuneration Committee	Section titled, Our Management, on page no. 83 of this prospectus.
Non-Residents	A person resident outside India, as defined under FEMA Regulations, 2000
Promoters	Shall mean promoters of our Company as mentioned in this prospectus.
Promoter Group	Includes such Persons and entities constituting our promoter group covered under Regulation 2(1)(pp) of the SEBI (ICDR) Regulations as enlisted in the section titled "Our Promoter and Promoter Group" beginning on page no. 93 of this prospectus.
Registered Office	GF-01, Pallavi Enclave, 26 <sup>th</sup> Main Road, 17 <sup>th</sup> Cross, J P Nagar, 6 <sup>th</sup> Phase, Bangalore– 560078, Karnataka India.
Restated Financial Statement	Audited Financial Statements for the period 6 months ended September 30, 2019 and for the financial Years ended 31 <sup>st</sup> March 2019, 31 <sup>st</sup> March 2018 and 31 <sup>st</sup> March 2017, as restated in accordance with SEBI (ICDR) Regulations, comprises of (i) Financial Information as per Restated Summary Financial Statements and (ii) Other Financial Information.
RoC/Registrar of Companies	The Registrar of Companies, Bangalore.
SEBI	Securities and Exchange Board of India constituted under the SEBI Act, 1992.
Shareholders	Shareholders of our Company
Subscriber to MOA / Initial Promoters	Initial Subscriber to MOA
WTD	Whole Time Director
Stakeholders Relationship	Stakeholder's relationship committee of our Company constituted in accordance with
Committee	Companies Act, 2013.
Willful Defaulter(s)	A person or an issuer who or which is categorized as a willful defaulter by any bank or financial institution (as defined under the Companies Act, 2013) or consortium thereof, in accordance with the guidelines on willful defaulters issued by the Reserve Bank of India, as defined under Regulation 2(1)(III) of SEBI ICDR Regulations 2018.

#### **Issue Related Terms**

TERMS	DESCRIPTIONS
Acknowledgement Slip	The slip or document issued by the Designated Intermediary to an Applicant as proof of
	having accepted the Application Form.
Allot/Allotment/Allotted of	Unless the context otherwise requires, allotment of the Equity Shares pursuant to the Issue
Equity Shares	of the Equity Shares to the successful Applicants.
	Note or advice or intimation of Allotment sent to the Applicants who have been allotted
Allotment Advice	Equity Shares after the Basis of Allotment has been approved by the Designated Stock
	Exchange.
Allottee(s)	A successful Applicant (s) to whom the Equity Shares are being/have been issued/allotted.
Applicant/Investor	Any prospective investor who makes an application pursuant to the terms of the
Application	prospectus and the Application Form.
	An indication to make an offer during the Issue Period by an Applicant, pursuant to
Application	submission of Application Form, to subscribe for or purchase our Equity Shares at the
Application	Issue Price including all revisions and modifications thereto, to the extent permissible
	under the SEBI (ICDR) Regulations.
Application Amount	The number of Equity Shares applied for and as indicated in the Application Form
	multiplied by the price per Equity Share payable by the Applicants on submission of the
	Application Form.
Application Form	The form in terms of which an Applicant shall make an Application and which shall be
Application Form	considered as the application for the Allotment pursuant to the terms of this prospectus.



TERMS	DESCRIPTIONS
	An application, whether physical or electronic, used by ASBA Bidders, to make a Bid
Application Supported by	authorizing a SCSB to block the Bid Amount in the ASBA Account including the bank
	account linked with UPI ID.
Blocked Amount/ASBA or	
UPI	Pursuant to SEBI Circular No. SEBI/HO/CFD/DCR2/CIR/P/2019/133 dated November
	08, 2019, Retail Individual Investors applying in public issue may use either Application
	Supported by Blocked Amount (ASBA) process or UPI payment mechanism by providing UPI ID in the Application Form which is linked from Bank Account of the investor.
	A bank account linked with or without UPI ID, maintained with an SCSB and specified
ASBA Account	in the ASBA Form submitted by Applicants for blocking the Bid Amount mentioned in
	the ASBA Form
ASBA Applicant(g)	Any prospective investors in this Issue who apply for Equity Shares of our Company
ASBA Applicant(s)	through the ASBA process in terms of this prospectus.
	An application form (with or without the use of UPI, as may be applicable), whether
ASBA Forms	physical or electronic, used by ASBA Applicants, which will be considered as the
	application for Allotment in terms of the prospectus.
ASBA Application	Such Branches of the SCSBs which shall collect the Application Forms used by the
Location(s)/Specified Cities	Applicants applying through the ASBA process and a list of which is available on www.sebi.gov.in/pmd/scsb.pdf
	Bank which are clearing members and registered with SEBI as banker to an issue and
Banker to the Issue	with whom the Public Issue Account will be opened, in this case being "ICICI Bank
	Limited".
Banker to the Issue	Agreement dated January 10, 2020 entered into amongst the Company, Lead Manager,
Agreement	the Registrar and the Banker of the Issue.
	The basis on which the Equity Shares will be Allotted to successful Applicants under the
Basis of Allotment	Issue, as described in the Section titled, Issue Procedure, - Basis of Allotment beginning
	on page no. 152 of this prospectus.
	Broker centers notified by the Stock Exchanges, where the Applicants can submit the
Broker Centers	Application Forms to a Registered Broker. The details of such broker centers, along with
	the names and contact details of the Registered Brokers, are available on the website of the BSE India Limited on the following link – www.bseindia.com
	All recognized members of the stock exchange would be eligible to act as the Broker to
Broker to the Issue	the Issue.
Business Day	Monday to Saturday (except 2nd & 4th Saturday of a month and public holidays).
BSE	BSE Limited
BSE SME	The SME Platform of BSE Limited, as per the Rules and Regulations laid down by SEBI
	for listing of equity shares
BSE STARTUP	Startup Platform of BSE Limited ("BSE STARTUPS")
CAN or Confirmation of	The note or advice or intimation sent to each successful Applicant indicating the Equity
Allocation Note	Shares which will be Allotted, after approval of Basis of Allotment by the Designated Stock Exchange.
	Client Identification Number maintained with one of the Depositories in relation to demat
Client ID	account.
Collection Centers	Centers at which the Designated Intermediaries shall accept the ASBA Forms.
	A depository participant as defined under the Depositories Act, 1996, registered with
Collecting Depository	SEBI and who is eligible to procure Applications at the Designated CDP Locations in
Participant or CDP	terms of circular no. CIR/CFD/POLICYCELL/11/2015 dated November 10, 2015, issued
	by SEBI.
	Such branches of the SCSBs which co-ordinate Applications under this Issue made by the
Controlling Branches of	Applicants with the Lead Manager, the Registrar to the Issue and the Stock Exchanges, a
SCSBs	list of which is provided on http://www.sebi.gov.in or at such other website as may be prescribed by SEBI from time to time.
	The demographic details of the Applicants such as their Address, PAN, Occupation and
Demographic Details	Bank Account details.
	A depository registered with SEBI under the SEBI (Depositories and Participant)
Depository/Depositories	Regulations, 1996, as amended from time to time, being NSDL and CDSL.
Depository Participant/DP	A depository participant as defined under the Depositories Act, 1966.
	Such locations of the CDPs where Applicant can submit the Application Forms to
	Collecting Depository Participants.
Designated CDP Locations	The details of such Designated CDD I such as a lower idea of the second state in the
÷	The details of such Designated CDP Locations, along with names and contact details of the Collecting Depository Participants aligible to account Application Forms are available.
	the Collecting Depository Participants eligible to accept Application Forms are available on the websites of the Stock Exchange i.e. <u>www.bseindia.com</u>
	on the websites of the Stock Exchange i.e. www.usenfula.com



TERMS	DESCRIPTIONS
	The date on which the funds are transferred by the Escrow Collection Bank from the
Designated Date	Escrow Account(s) or the instructions are given to the SCSBs to unblock the ASBA
	Accounts including the accounts linked with UPI ID and transfer the amounts blocked by
	SCSBs as the case may be, to the Public Issue Account, as appropriate in terms of the
	prospectus and the aforesaid transfer and instructions shall be issued only after finalisation
	of the Basis of Allotment in consultation with the Designated Stock Exchange.
	An SCSB with whom the bank account to be blocked, is maintained, a syndicate member
Designated Intermediaries/	(or sub-syndicate member), a Registered Broker, Designated CDP Locations for CDP, a
	registrar to an issue and share transfer agent (RTA) (whose names is mentioned on
Collecting Agent	
	website of the stock exchange as eligible for this activity).
	Such locations of the RTAs where Applicant can submit the Application Forms to RTAs.
Designated RTA Locations	The details of such Designated CDP Locations, along with names and contact details of
6	the Collecting Depository Participants eligible to accept Application Forms are available
	on the websites of the Stock Exchange i.e. <u>www.bseindia.com</u>
Designated Stock Exchange	BSE Limited
	The draft prospectus dated January 09, 2020 issued in accordance with Section 26 & 32
Draft prospectus	of the Companies Act, 2013 filed with Startup Platform of BSE Limited ("BSE
* *	STARTUPS") under SEBI (ICDR) Regulations.
DP	Depository Participant.
DP ID	Depository Participant's Identity number.
	NRI(s) from such jurisdiction outside India where it is not unlawful to make an Issue or
Eligible NRI(s)	invitation under the Issue and in relation to whom this prospectus constitutes an invitation
Eligible NKI(s)	to subscribe for the Equity Shares Issued herein on the basis of the terms thereof.
	Qualified Foreign Investors from such jurisdictions outside India where it is not unlawful
Eligible QFIs	to make an offer or invitation under the Issue and in relation to whom the prospectus
	constitutes an invitation to purchase the Equity Shares Issued thereby and who have
	opened demat accounts with SEBI registered qualified depositary participants.
Electronic Transfer of Funds	Refunds through ECS, NEFT, Direct Credit or RTGS as applicable.
Emerge Platform	SME Platform of NSE (NSE Emerge)
Equity Shares	Equity Shares of our Company of face value ₹10/- each.
FII/Foreign Institutional	Foreign Institutional Investor (as defined under SEBI (Foreign Institutional Investors)
Investors	Regulations, 1995, as amended) registered with SEBI under applicable laws in India.
First/Sole Applicant	The Applicant whose name appears first in the Application Form or Revision Form.
Foreign Venture Capital	Foreign Venture Capital Investors registered with SEBI under the SEBI (Foreign Venture
Investors	Capital Investor) Regulations, 2000.
livestors	A Foreign Portfolio Investor who has been registered pursuant to the of Securities and
FPI / Foreign Portfolio	Exchange Board of India (Foreign Portfolio Investors) Regulations, 2014, provided that
Investor	any FII who holds a valid certificate of registration shall be deemed to be a foreign
	portfolio investor till the expiry of the block of three years for which fees have been paid
	as per the SEBI (Foreign Institutional Investors) Regulations, 1995, as amended
	The General Information Document for investing in public issues prepared and issued in
	accordance with the Circular (CIR/CFD/DIL/12/2013) dated 23rd October, 2013, notified
	by SEBI read with SEBI Circular dated November 10, 2015 and bearing Reference No.
General Information	CIR/CFD/POLICYCELL/11/2015 as amended and modified by the circular
Document / GID	(SEBI/HO/CFD/DIL/CIR/P/2016/26) dated January 21, 2016, and SEBI Circular bearing
	number (SEBI/HO/CFD/DIL2/CIR/P/2018/22) dated February 15, 2018 and Circular
	(SEBI/HO/CFD/DIL2/CIR/P/2018/138) dated November 1, 2018 and SEBI Circular No
	SEBI/HO/CFD/DCR2/CIR/P/2019/133 dated November 08, 2019.
GIR Number	General Index Registry Number.
IPO	Initial Public Offering
	Public issue of 42,40,000 Equity Shares of face value of ₹10/- each of our Company for
Issue/Public Issue/Issue Size	cash at a price of ₹10/- per Equity Share aggregating to ₹424.00 Lakhs by our Company,
Initial Public Issue/IPO	
Income A construct	in terms of this prospectus.
Issue Agreement	The Issue Agreement dated January 07, 2020 between our Company and Lead Manager.
Issue Closing Date	The date on which Issue Closes for Subscription.
Issue Opening Date	The date on which Issue Opens for Subscription.
Issue Period	The period between the Issue Opening Date and the Issue Closing Date, inclusive of both
Issue Period	days, during which prospective Investors may submit their application.
Lanua Drian	The price at which Equity Shares are being issued by our Company being ₹10/- per Equity
Issue Price	Share.
	The proceeds of the Issue as stipulated by the Company. For further information about
Issue Proceeds	use of the Issue Proceeds please refer to Section titled "Objects of the Issue" beginning
	on page no. 52 of this prospectus.
	on page no. 52 of this prospectus.



TERMS	DESCRIPTIONS
	means a merchant banker registered with the Board and appointed by the issuer to manage
Lead Manager/LM	the issue and in case of a book-built issue, the lead manager(s) appointed by the issuer shall act as the book running lead manager(s) for the purposes of book building. Lead
Listing Agroomont	Manager to the Issue, in this case being " <i>Finshore Management Services Limited</i> ". Unless the context specifies otherwise, this means the Equity Listing Agreement to be
Listing Agreement	signed between our Company and the BSE Limited.
Market Maker	Market Maker appointed by our Company from time to time, in this case being M/s. Nikunj Stock Brokers 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
Market Making Agreement	Equity Shares or for any other period as may be notified by SEBI from time to time. The Market Making Agreement dated January 15, 2020 between our Company, Lead Manager and Market Maker.
Market Maker Reservation Portion	Upto 2,20,000 Equity Shares of ₹10/- each fully paid-up of our Company for cash at a price of ₹10/- per Equity Share aggregating to ₹22.00 Lakhs only.
Mutual Fund(s)	Mutual fund (s) registered with SEBI pursuant to the SEBI (Mutual Funds) Regulations, 1996, as amended from time to time.
Net Issue	The Issue (excluding the Market Maker Reservation Portion) of up to 40,20,000 Equity Shares of face value ₹ 10/- each for cash at an Issue price of ₹10/- per Equity Share (the "Issue Price"), aggregating up to ₹402.00 Lakhs Only.
Net Proceeds	The Issue Proceeds, less the Issue related expenses, received by the Company.
NPCI	National Payments Corporation of India (NPCI), a Reserve Bank of India (RBI) initiative, is an umbrella organization for all retail payments in India. It has been set up with the guidance and support of the Reserve Bank of India (RBI) and Indian Banks Association (IBA)
Non-Institutional Investors or NIIs	All Applicants, including sub-accounts of FIIs registered with SEBI which are foreign corporate or foreign individuals, that are not QIBs or Retail Individual Investors and who have applied for Equity Shares for an amount of more than ₹2 Lakh (but not including NRIs other than Eligible NRIs).
NSE	National Stock Exchange of India Limited
NSE Emerge	The SME Platform of NSE, as per the Rules and Regulations laid down by SEBI for listing of equity shares
Other Investor	Investors other than Retail Individual Investors. 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.
Overseas Corporate Body/OCB	Overseas Corporate Body means and includes an entity defined in clause (xi) of Regulation 2 of the Foreign Exchange Management (Withdrawal of General Permission to Overseas Corporate Bodies (OCB's) Regulations 2003 and which was in existence on the date of the commencement of these Regulations and immediately prior to such commencement was eligible to undertake transactions pursuant to the general permission granted under the Regulations. <i>OCBs are not allowed to invest in this Issue</i> .
Other Investors	Investors other than Retail Individual Investors. 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.
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 dated January 21, 2020 filed with the RoC in accordance with the provisions of Section 26 & 32 of the Companies Act, 2013 and SEBI ICDR Regulations.
Public Issue Account	The Bank Account opened with the Banker(s) to this Issue under Section 40 of the Companies Act, 2013 to receive monies from the SCSBs from the bank accounts of the ASBA Accounts on the Designated Date.
Qualified Institutional Buyers or QIBs	A qualified institutional buyer as defined under Regulation 2(1)(ss) of the SEBI ICDR Regulations.
Registered Brokers	Stockbrokers registered with the stock exchanges having nationwide terminals, other than the Members of the Syndicate.
Registrar and Share Transfer Agents or RTAs	Registrar and share transfer agents registered with SEBI and eligible to procure Applications at the Designated RTA Locations in terms of circular no. CIR/CFD/POLICYCELL/11/2015 dated November 10, 2015, issued by SEBI.
Registrar/Registrar to this Issue/RTI	Registrar to the Issue being in our case is " <i>M/s. Link Intime India Private Limited</i> ".



TERMS	DESCRIPTIONS
Registrar Agreement	The agreement dated January 07, 2020 entered into between our Company and the Registrar to the Issue in relation to the responsibilities and obligations of the Registrar pertaining to the Issue.
Regulations	SEBI (Issue of Capital and Disclosure Requirement) Regulations, 2018 as amended from time to time.
Reserved Category/ Categories	Categories of persons eligible for making application under reservation portion.
Retail Individual Investors/ RIIs	Applicants or minors applying through their natural guardians, (including HUFs in the name of Karta and Eligible NRIs) who have applied for an amount less than or equal to ₹ 2 Lakh in this Issue.
Revision Form	The form used by the Applicants to modify the quantity of Equity Shares or the Application Amount in any of their Application Forms or any previous Revision Form(s), as applicable.
Self-Certified Syndicate Bank(s) or SCSB(s)	Banks registered with SEBI, Issuing Services in relation to ASBA, a list of which is available on the website of SEBI at http://www.sebi.gov.in/cms/sebi_data/attachdocs/1365051213899.html
Specified Locations	Collection Centers where the SCSBs shall accept application forms, a list of which is available on the website of the SEBI (www.sebi.gov.in) and updated from time to time.
Sponsor Bank	Sponsor Bank means a Banker to the Issue registered with SEBI which is appointed by the Issuer to act as a conduit between the Stock Exchanges and NPCI in order to push the mandate collect requests and / or payment instructions of the retail investors into the UPI
SEBI (ICDR) Regulations / ICDR Regulation / Regulation	SEBI (Issue of Capital and Disclosure Requirements) Regulations, 2018 issued by SEBI on September 11, 2018, as amended from time to time, including instructions and clarifications issued by SEBI from time to time.
SEBI Insider Trading Regulations	The Securities and Exchange Board of India (Prohibition of Insider Trading) Regulations, 2015 as amended, including instructions and clarifications issued by SEBI from time to time.
SEBI Takeover Regulations or SEBI (SAST) Regulations	Securities and Exchange Board of India (Substantial Acquisition of Shares and Takeover) Regulations, 2011, as amended from time to time.
SEBI Listing Regulations, 2015/ SEBI Listing Regulations/ Listing Regulations/ SEBI (LODR)	Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 and as amended thereto, including instructions and clarifications issued by SEBI from time to time.
SEBI (Venture Capital) Regulations	Securities Exchange Board of India (Venture Capital) Regulations, 1996 as amended from time to time.
Transaction Registration Slip /TRS	The slip or document issued by a member of the Syndicate or an SCSB (only on demand), as the case may be, to the applicants, as proof of registration of the Application
UPI	Unified Payments Interface (UPI) is an instant payment system developed by the NPCI. It enables merging several banking features, seamless fund routing & merchant payments into one hood. UPI allows instant transfer of money between any two persons' bank accounts using a payment address which uniquely identifies a person's bank a/c.
Underwriters	M/s. Finshore Management Services Limited
Underwriting Agreement	The Underwriting Agreement dated January 15, 2020 entered into between our Company and the Underwriters.
U.S. Securities Act	U.S. Securities Act of 1933, as amended
Working Days	"working day" means all days on which commercial banks in the city as specified in the offer document are open for business. However, till issue period, working day shall mean all days, excluding Saturdays, Sundays and public holidays, on which commercial banks in the city as notified in the offer document are open for business.
	The time period between the bid/issue closing date and the listing of the specified securities on the stock exchanges, working day shall mean all trading days of the stock exchanges, excluding Sundays and bank holidays, as per circulars issued by the Board, as per the SEBI Circular SEBI/HO/CFD/DIL/CIR/P/2016/26 dated January 21, 2016 and in terms of regulation 2(1)(mmm) of SEBI ICDR Regulations 2018.



### **Conventional and General Terms**

Conventional and General T TERMS	DESCRIPTIONS
ACIT	Assistant Commissioner of Income Tax.
AIF(s)	The alternative investment funds, as defined in, and registered with SEBI under the Securities and Exchange Board of India (Alternative Investment Funds) Regulations,
	2012.
Air Act, 1981	Air (Prevention and Control of Pollution) Act, 1981.
Category I Foreign Portfolio Investor(s)	FPIs who are registered as "Category I foreign portfolio investor" under the SEBI FPI Regulations.
Category II Foreign Portfolio Investor(s)	FPIs who are registered as "Category II foreign portfolio investor" under the SEBI FPI Regulations.
Category III Foreign Portfolio Investor(s)	FPIs who are registered as "Category III foreign portfolio investor" under the SEBI FPI Regulations.
Companies Act, 1956	Companies Act, 1956 (without reference to the provisions thereof that have ceased to have effect upon notification of the sections of the Companies Act, 2013) along with the relevant rules made there under.
Companies Act/Companies Act, 2013	Companies Act, 2013, to the extent in force pursuant to the notification of sections of the Companies Act, 2013, along with the relevant rules made there under.
Competition Act	The Competition Act, 2002.
Consolidated FDI Policy	Consolidation FDI Policy dated August 28, 2017, issued by the Department of Industrial Policy and Promotion, Ministry of Commerce and Industry, Government of India, and any modifications thereto or substitutions thereof, issued from time to time.
CST Act	Central Sales Tax Act, 1956.
FCNR Account	Foreign currency non-resident account.
FEMA	Foreign Exchange Management Act, 1999, read with rules and regulations there under.
FEMA Regulations	Foreign Exchange Management (Transfer or Issue of Security by a Person Resident Outside India) Regulations 2000.
FII(s)	Foreign Institutional Investors as defined under the SEBI FPI Regulations.
Financial Year/ Fiscal/ Fiscal Year/F.Y.	Period of twelve (12) months ended March 31 of that particular year, unless otherwise stated.
Foreign Portfolio Investor or FPI	Foreign Portfolio Investors, as defined under the SEBI FPI Regulations and registered with SEBI under applicable laws in India.
Fugitive economic offender	"Fugitive economic offender" shall mean an individual who is declared a fugitive economic offender under section 12 of the Fugitive Economic Offenders Act, 2018 (17 of 2018)
FVCI	Foreign Venture Capital Investor, registered under the FVCI Regulations.
FVCI Regulations	Securities and Exchange Board of India (Foreign Venture Capital Investors) Regulations, 2000.
Hazardous Waste Rules, 2008	Hazardous Wastes (Management, Handling and Trans boundary Movement) Rules, 2008.
Income Tax Act or the I.T. Act	The Income Tax Act, 1961.
Ind AS	New Indian Accounting Standards notified by Ministry of Corporate Affairs on February 16, 2015, applicable from Financial Year commencing April 1, 2016, as amended.
LLP Act	The Limited Liability Partnership Act, 2008.
	The sections of the Companies Act, 2013, that have been notified by the Government as
Notified Sections	having come into effect prior to the date of this prospectus.
NRE Account	Non-resident external account.
NRO Account	Non-resident ordinary account.
RBI Act	Reserve Bank of India Act, 1934.
SCRA	Securities Contracts (Regulation) Act, 1956.
SCRR	Securities Contracts (Regulation) Rules, 1957.
SEBI	The Securities and Exchange Board of India, constituted under the SEBI Act.
SEBI Act	Securities and Exchange Board of India Act, 1992.
SEBI AIF Regulations	Securities and Exchange Board of India (Alternative Investment Funds) Regulations, 2012.
SEBI FII Regulations	Securities and Exchange Board of India (Foreign Institutional Investors) Regulations, 1995.
SEBI FPI Regulations	Securities and Exchange Board of India (Foreign Portfolio Investors) Regulations, 2014.
SEBI FVCI Regulations	Securities and Exchange Board of India (Foreign Venture Capital Investors) Regulations, 2000.
SEBI (ICDR) Regulations	Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2018, as amended from time to time.
SEBI (LODR) Regulations/ SEBI Listing Regulations	SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended.



TERMS	DESCRIPTIONS
SEBI Takeover	Securities and Exchange Board of India (Substantial Acquisition of Shares and
Regulations	Takeovers) Regulations, 2011.
SEBI VCF Regulations	The erstwhile Securities and Exchange Board of India (Venture Capital Funds)
	Regulations, 1996.
Securities Act	U.S. Securities Act of 1933, as amended.
State Government	The government of a state of the Union of India.
STT	Securities Transaction Tax.
Sub-account	Sub-accounts registered with SEBI under the SEBI FII Regulations other than sub-
	accounts which are foreign corporate or foreign individuals.
VCFs	Venture Capital Funds as defined and registered with SEBI under the SEBI VCF
	Regulations.
Water Act, 1974	Water (Prevention and Control of Pollution) Act, 1974.

#### **Technical and Industry related terms**

TERMS	DESCRIPTIONS		
ASSOCHAM	Associated Chambers of Commerce of India		
BPM	Business Process Management		
CAGR	Compounding Annual Growth Rate		
СРІ	Consumer Price Index		
CSO	Central Statistics Office's		
DIPP	Department of Industries Policy and Promotion		
EPFO	Employees' Provident Fund Organisation		
ESI	Employee State Insurance		
EU	European Union		
FCNR	Foreign Currency Non-Resident		
FDI	Foreign Direct Investment		
FY	Financial Year		
GDP	Gross Domestic Product		
GST	Goods and Service Tax		
GVA	Gross Value Added		
G-sec	Government Securities		
IBEF	Indian Brand Equity Foundation		
IMF	International Monetary Fund		
INR	Indian Rupee Rates		
MNC	Multinational Corporation		
MOU	Memorandum of Understanding		
MSMEs	Micro, Small and Medium Enterprises		
MVC	Model View Controller		
MYEA	Mid-Year Economic Analysis		
NITI Aayog	National Institution for transforming India		
NMP	National Manufacturing Policy		
PMA	Preferential Market Access		
PSUs	Private Sector Units		
RBI	Reserve Bank of India		
RTD	Ready to Drink Beverages		
SED	Strategic Engineering Division		
SEZ	Special Economic Zone		
SMB	Server Message Block		
TFA	Trade Facilitation Agreement		
US	United States		
WPI	Wholesale Price Index		



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	nic Clearing Services.
	nic Fund Transfer.
No. Number.	
NR Non-Resident.	
	exchange of India Limited
NTA Net Tangible As	exchange of India Limited
p.a. Per annum.	es Depository Limited.
1	es Depository Limited.
PAN Permanent Acco	es Depository Limited. sets.
	es Depository Limited. sets. unt Number.
PBT Profit Before Ta	es Depository Limited. sets. unt Number.
PCB Pollution Contro	es Depository Limited. sets. unt Number. x.
P/E Ratio Price per Earnin	es Depository Limited. sets. unt Number. x. I Board.
Pvt. Private.	es Depository Limited. sets. unt Number. x. I Board.
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TERMS	DESCRIPTIONS
RONW	Return on Net Worth.
RTGS	Real Time Gross Settlement.
SCN	Show Cause Notice.
SCSB	Self-Certified Syndicate Bank.
SME	Small and Medium Enterprises
STT	Securities Transaction Tax
TAN	Tax Deduction Account Number
TIN	Taxpayers Identification Number
UIN	Unique Identification Number.
US	United States.
U.S. GAAP	Generally Accepted Accounting Principles in the United States of America.
VAT	Value Added Tax.
w.e.f.	With effect from
YoY	Year on Year.

The words and expressions used but not defined in this prospectus will have the same meaning as assigned to such terms under the Companies Act, the Securities and Exchange Board of India Act, 1992 (the "SEBI Act"), the SCRA, the Depositories Act and the rules and regulations made thereunder.

Notwithstanding the foregoing, the terms defined -

- a) In the section titled "Description of Equity Shares and Terms of the Articles of Association" beginning on page 185 of this prospectus, shall have the meaning given to such terms in that section;
- b) In the chapter titled "Financial Statements as Restated" beginning on page 100 of this prospectus, shall have the meaning given to such terms in that chapter;
- c) In the section titled "Risk Factors" beginning on page 17 of this prospectus, shall have the meaning given to such terms in that section;
- d) In the chapter titled "Statement of Possible Tax Benefits" beginning on page 59 of this prospectus, shall have the meaning given to such terms in that chapter; and
- e) In the chapter titled "Management's Discussion and Analysis of Financial Condition and Results of Operations" beginning on page 123 of this prospectus, shall have the meaning given to such terms in that chapter.



#### CERTAIN CONVENTIONS, USE OF FINANCIAL INDUSTRY & MARKET DATA, AND CURRENCY PRESENTATION

#### **Certain Conventions**

Unless otherwise specified or the context otherwise requires, all references to "India" in this prospectus are to the Republic of India.

Unless stated otherwise, all references to page numbers in this prospectus are to the page numbers of this prospectus.

In this prospectus, the terms "we", "us", "our", "the Company", "our Company", "Issuer", "Tranway", "TTL", and " Tranway Technologies Limited" unless the context otherwise indicates or implies, refers to "Tranway Technologies Limited".

In this prospectus, unless the context otherwise requires, all references to one gender also refers to another gender and the word "Lac / Lakh" means "one hundred thousand", the word "million (mn)" means "Ten Lacs / Lakhs", the word "Crore" means "ten millions" and the word "billion (bn)" means "one hundred crores". In this prospectus, any discrepancies in any table between total and the sum of the amounts listed are due to rounding-off.

#### **Financial Data**

Unless stated otherwise, the financial information in this prospectus are extracted from the restated Financial Statements of our Company as of and for the period 6 months ended September 30, 2019 and for the financial Years ended 31<sup>st</sup> March 2019, 31<sup>st</sup> March 2018 and 31<sup>st</sup> March 2017, prepared in accordance with Ind GAAP and the Companies Act, and restated in accordance with the SEBI (ICDR) Regulations, as stated in the report of our Peer Reviewed Auditor, set out in the section titled 'Financial Statements as Restated' beginning on page no. 100 of this prospectus. Our restated financial statements are derived from our audited financial statements prepared in accordance with Ind GAAP and the Companies Act and have been restated in accordance with the SEBI (ICDR) Regulations.

Our fiscal year commences on 1st April of each year and ends on 31st March of the next year. All references to a particular fiscal year are to the 12 months period ended 31st March of that year. In this 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, Ind AS, IFRS and U.S. GAAP. Our Company has not attempted to explain those differences or quantify their impact on the financial data included herein, and the investors should consult their own advisors regarding such differences and their impact on the financial data. Accordingly, the degree to which the restated financial statements included in the prospectus will provide meaningful information is entirely dependent on the reader's level of familiarity with Indian accounting practices. Any reliance by persons not familiar with Indian accounting practices should accordingly be limited.

Unless otherwise indicated, any percentage amounts, as set forth in this prospectus, including in the Sections titled, **Risk Factors; Our Business; Management's Discussion and Analysis of Financial Condition and Results of Operations** beginning on page no. 17, 66, and 123 respectively, have been calculated on the basis of the restated audited financial statements of our Company included in this prospectus.

#### **Currency and Units of Presentation**

All references to "Rupees", "Rs.", "INR" or "₹" are to Indian Rupees, the official currency of the Republic of India. All references to "£" or "GBP" are to Great Britain Pound, the official currency of the United Kingdom. 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

Our Company has presented certain numerical information in this prospectus in "Lakh" units. One lakh represents 1,00,000. In this prospectus, any discrepancies in any table between the total and the sums of the amounts listed therein are due to rounding-off.

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'



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

Unless stated otherwise, industry and market data used throughout this prospectus has been derived from Ministry of Statistics and Programme Implementation (MOSPI), RBI, Press Information Bureau, Department of Industrial Policy & Promotion, India Brand Equity Foundation and industry publications etc. Industry publications generally state that the information contained in those publications has been obtained from sources believed to be reliable but that their accuracy and completeness are not guaranteed, and their reliability cannot be assured. Although, we believe that the industry and market data used in this prospectus is reliable, neither we nor the Lead Manager nor any of their respective affiliates or advisors have prepared or verified it independently. The extent to which the market and industry data used in this prospectus is meaningful depends on the reader's familiarity with and understanding of the methodologies used in compiling such data.

Such data involves risks, uncertainties and numerous assumptions and is subject to change based on various factors, including those discussed in the Section titled, **Risk Factors**, beginning on page no. 17 of this prospectus. Accordingly, investment decisions should not be based on such information.

#### **Exchange Rates**

This prospectus may contain conversions of certain other currency amounts into Indian Rupees that have been presented solely to comply with the SEBI ICDR Regulations. These conversions should not be construed as a representation that these currency amounts could have been, or can be converted into Indian Rupees, at any particular rate or at all.



#### FORWARD LOOKING STATEMENT

The Company has included statements in this prospectus which contain words or phrases such as "may", "will", "aim", "believe", "expect", "will continue", "anticipate", "estimate", "intend", "plan", "seek to", "future", "objective", "goal", "project", "should", "potential" and similar expressions or variations of such expressions, that are or may be deemed to be forward looking statements.

All statements regarding the expected financial condition and results of operations, business, plans and prospects are forward-looking statements. These forward-looking statements include statements as to the business strategy, the revenue, profitability, planned initiatives. These forward-looking statements and any other projections contained in this prospectus (whether made by us or any third party) are predictions and involve known and unknown risks, uncertainties and other factors that may cause the actual results, performance or achievements to be materially different from any future results, performance or achievements to differ materially include, but are not limited to, those discussed under the Section titled, **Risk Factors; Industry Overview; Our Business;** and **Management's Discussion and Analysis of Financial Condition and Results of Operations**; beginning on page no. 17, 61, 66 and 123, respectively, of this prospectus.

The forward-looking statements contained in this prospectus are based on the beliefs of our management, as well as the assumptions made by and information currently available to our management. Although we believe that the expectations reflected in such forward-looking statements are reasonable at this time, we cannot assure investors that such expectations will prove to be correct. Given these uncertainties, investors are cautioned not to place undue reliance on such forward-looking statements. If any of these risks and uncertainties materializes, or if any of the underlying assumptions prove to be incorrect, the actual results of operations or financial condition could differ materially from that described herein as anticipated, believed, estimated or expected. All subsequent written and oral forward-looking statements attributable to us are expressly qualified in their entirety by reference to these cautionary statements.

Certain important factors that could cause actual results to differ materially from our Company's expectations include, but are not limited to, the following:

- General economic and business conditions in India and other countries;
- Increase in price and material components
- Fluctuation in other operating cost
- Ability to retain the customers is heavily dependent upon various factors including our reputation and our ability to maintain a high level of product/Service quality including our satisfactory performance for the customers;
- We operate in a significantly fragmented and competitive market in each of our business segments;
- Regulatory changes relating to the finance and capital market sectors in India and our ability to respond to them;
- Our ability to successfully implement our strategy, our growth and expansion, technological changes, our exposure to market risks that have an impact on our business activities or investments;
- The monetary and fiscal policies of India, inflation, deflation, unanticipated turbulence in interest rates, foreign exchange rates, equity prices or other rates or prices, the performance of the financial markets in India and globally, changes in domestic and foreign laws, regulations and taxes and changes in competition in our industry;
- Changes in the value of the Rupee and other currencies;
- The occurrence of natural disasters or calamities; and

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. Our Company, the Lead Manager, or their respective affiliates do not have any obligation to, and do not intend to, update or otherwise revise any statements reflecting circumstances arising after the date hereof or to reflect the occurrence of underlying events, even if the underlying assumptions do not come to fruition. In accordance with SEBI requirements, our Company and the Lead Manager will ensure that investors are informed of material developments until the time of the grant of final listing and trading permissions with respect to Equity Shares being issued in this Issue, by the Stock Exchanges. Our Company will ensure that investors are informed of material developments in relation to statements about our Company in this prospectus until the Equity Shares are allotted to the investors.



#### (A) PRIMARY BUSINESS OF OUR COMPANY AND THE INDUSTRY IN WHICH IT OPERATES:

#### Primary Business of Our Company:

Our company is mainly into business of Software Services, Software Product Development, IT Support & Services, Staff Augmentation, Contract Staffing, Manpower Placement Services Staffing solution and payroll processing etc.

For Detailed information on our business, please refer to chapter titled "Our Business" beginning from page no. 66 of this prospectus.

#### Summary of the industry in which our Company operates:

India is the world's largest sourcing destination, accounting for approximately 55 percent of the US\$ 185-190 billion market in 2017-18. India's highly qualified talent pool of technical graduates is one of the largest in the world and the country has a low-cost advantage by being 5-6 times inexpensive than the US. India is the second-fastest digitising economy amongst 17 leading economies of the world.

The global sourcing market in India continues to grow at a higher pace compared to the IT-BPM industry. Indian IT & ITeS companies have set up over 1,000 global delivery centres in about 80 countries across the world.

India has become the digital capabilities hub of the world with around 75 percent of global digital talent present in the country.

The IT industry employs nearly 3.97 million people in India of which 105,000 were added in FY18. The industry added around 105,000 jobs in FY18 and is expected to add over 250,000 new jobs in 2019. Hardware exports from India are expected to grow at 7-8 per cent in FY19. The export sector crossed Rs 9,57,493 crore (US\$ 137 billion) of revenues and marginally grew at the rate of 7-9 per cent in FY19.

For further detailed information, please refer to chapter titled "Industry Overview" beginning from page no. 61 of this prospectus.

#### (B) NAME OF THE PROMOTERS OF OUR COMPANY:

(1) Mr. Bharat and (2) Mrs. Kalavathy Bylappa are the promoters of our company. For further details, please refer chapter "Our Promoters and Promoters Group" beginning from page no. 93 of this prospectus.

#### (C) SIZE OF THE ISSUE:

Initial public issue of 42,40,000 equity shares of face value of  $\exists 10$ /- each ("equity shares") of Tranway Technologies Limited (the "Company" or the "Issuer") for cash at a price of  $\exists 10$ /- per equity share, (the "issue price"), aggregating to  $\exists 424.00$  lakhs ("the issue"), of which 2,20,000 equity shares of face value of  $\exists 10$ /- each for cash at a price of  $\exists 10$ /- per equity share, aggregating to  $\exists 22.00$  lakhs will be reserved for subscriptions by the market maker to the issue (the "market maker reservation portion"). The issue less market maker reservation portion i.e. issue of 40,20,000 equity shares of face value of  $\exists 10$ /- each for cash at a price of  $\exists 10$ /- per equity share, aggregating to  $\exists 10$ /- each for cash at a price of  $\exists 10$ /- per equity share, aggregating to  $\exists 10$ /- each for cash at a price of  $\exists 10$ /- per equity share, aggregating to  $\exists 402.00$  lakhs is hereinafter referred to as the "net issue". The issue and the net issue will constitute 40.00% and 37.93% respectively of the post issue paid up equity share capital of the company.

#### (D) OBJECTS OF THE ISSUE:

Our Company proposes to utilize the funds which are being raised through this Issue towards the below mentioned objects:

Sl. No.	Particulars	Amount (Rs. in Lakhs)	In %
1	To Meet working capital requirement	364.00	85.85%
2	Public issue expenses	35.00	8.25%
3	General corporate purpose	25.00	5.90%
	<b>Total: Gross Issue Proceeds</b>	424.00	100.00%

For further details, please refer chapter "Objects of the Issue" beginning from page no. 52 of this prospectus.



### (E) PRE-ISSUE SHAREHOLDING OF OUR PROMOTERS AND PROMOTERS GROUP AS ON THE DATE OF THIS PROSPECTUS:

Particulars	Pre-Issue	Shareholding	
raruculars	Number of Shares	Percentage holding	
Promoters			
Mr. Bharat	31,78,980	49.99%	
Mrs. Kalavathy Bylappa	31,78,770	49.99%	
Total Promoters Shareholding (A)	63,57,750	99.98%	
Promoter Group			
Nil			
<b>Total Promoters Group Shareholding (B)</b>			
Total Promoters & Promoters Group (A+B)	63,57,750	99.98%	

#### (F) SUMMARY OF RESTATED FINANCIAL STATEMENTS:

Particulars	30-09-2019	31-03-2019	31-03-2018	31-03-2017
Total Share Capital	2,00,000	2,00,000	2,00,000	2,00,000
Total Net Worth	61,83,603	55,49,029	31,11,451	19,92,022
Total Revenue	2,29,22,202	5,17,53,051	3,93,93,352	3,11,73,027
Profit After Tax	6,34,573	24,01,859	11,37,558	12,34,459
Earnings Per Share (Basis & Diluted) as per restated financial statement	317.29	1,200.93	568.78	617.23
Net Asset Value per equity shares as per restated financial statement	3,091.80	2,774.51	1,555.73	996.01
Total Borrowings	1,71,72,550	1,32,83,584	1,54,69,359	56,59,684

For further details, please refer chapter "Financial statement as Restated" beginning from page no. 100 of this prospectus.

### (G) AUDITOR QUALIFICATION WHICH HAVE NOT BEEN GIVEN EFFECT TO IN THE RESTATED FINANCIAL STATEMENT:

The auditor report of Restated Financial information of Tranway Technologies Limited, for the period 6 months ended September 30, 2019 and for the financial year ended on 31<sup>st</sup> March 2019, 31<sup>st</sup> March 2018 and 31<sup>st</sup> March 2017 does not contain any qualification which have not been given effect to in restated financial statement.

#### (H) SUMMARY OF OUTSTANDING LITIGATIONS:

There are no outstanding litigation pending against the company, directors, promoters, Promoters Group and Group Entity. For further details, please refer chapter "Outstanding Litigation and Material Development" beginning from page no. 129 of this prospectus.

#### (I) CROSS REFERENCE TO THE SECTION TITLED RISK FACTORS:

Investments in equity and equity-related securities involve a degree of risk and investors should not invest any funds in this Issue unless they can afford to take the risk of losing their investment. Investors are advised to read the risk factors carefully before taking an investment decision in this offering. For taking an investment decision, investors must rely on their own examination of our Company and the Issue including the risks involved. The Equity Shares offered in the Issue have neither been recommended nor approved by Securities and Exchange Board of India nor does Securities and Exchange Board of India guarantee the accuracy or adequacy of this prospectus. *For the details pertaining to the internal and external risk factors relating to the Company, kindly refer to the chapter titled "Risk Factors" beginning on page no.* 17 of this prospectus.

#### (J) SUMMARY OF CONTINGENT LIABILITIES:

As per restated financial statement, there are no contingent liabilities which may occur in future as on the date of this prospectus.

#### (K) SUMMARY OF RELATED PARTY TRANSACTIONS FOR LAST 3 YEARS:

For details pertaining to Related Party Transactions, kindly refer to the chapter titled "Financial Statements as Restated "– Related Party Transactions" beginning on page no. 118 of this prospectus



#### (L) DETAILS OF FINANCING ARRANGEMENT:

There are no financing arrangements whereby the promoters, member of promoter group, the directors of the company which is a promoter of the issuer, the directors of our company and their relatives have financed the purchase by any other person of securities of our Company other than in the normal course of the Business of the financing entity during the period of six months immediately preceding the date of filing of this prospectus.

### (M) WEIGHTED AVERAGE PRICE AT WHICH EQUITY SHARES WAS ACQUIRED BY OUR PROMOTERS IN THE LAST ONE YEAR FROM THE DATE OF THIS PROSPECTUS:

SI. No	Name of the Promoter	No. of Equity Shares Acquired during last one Year	Weighted Average Price (In ₹ per Equity Share)
1	Mr. Bharat	31,77,980	11.93
2	Mrs. Kalavathy Bylappa	31,77,770	11.93

The Weighted Average Price for Equity Shares acquired during last one year has been calculated by taking into account Share Swap, Bonus and Share Split by the Promoter to acquire, the Equity Shares during last one year from the date of this prospectus.

#### (N) AVERAGE COST OF ACQUISITION OF EQUITY SHARES FOR PROMOTERS:

Sl. No.	Name of the Promoter	No. of Equity Shares held	Avg. Cost of Acquisition (In ₹ per Equity Share)
1	Mr. Bharat	31,78,980	11.96
2	Mrs. Kalavathy Bylappa	31,78,770	11.96

The average cost of acquisition of Equity Shares by our Promoters has been calculated by taking into account the amount paid by them to acquire the Equity Shares less amount received by them for the sale of Equity Shares through transfer and Share Swap, Bonus and Share Split and the net cost of acquisition has been divided by total number of shares held as on date of the prospectus.

#### (O) DETAILS OF PRE-IPO PLACEMENT:

Our Company has not proposed any Pre-IPO Placement from the date of this Prospectus till the listing of the Equity Shares.

### (P) DETAILS OF ISSUE OF EQUITY SHARES FOR CONSIDERATION OTHER THAN CASH IN THE LAST ONE YEAR FROM THE DATE OF THIS PROSPECTUS:

Date of Allotment	Number of Equity Shares allotted	Face Value (In ₹)	Issue Price (In ₹)	Consideration	Reason for Allotment	Name of the allottee	Benefit accruing to the company
19-11-2019	28,280	100	2681.81	Other than Cash	Share Swap	Mr. Bharat & Mrs. Kalavathy Bylappa	Synergy Benefit
14-12-2019	6,05,600	100		Nil	Bonus Share	Existing Shareholders	Capitalization of Reserve
14-12-2019	57,22,920	10		Nil	Share Split	Existing Shareholders	

For further details pertaining to Issue of Equity Shares for consideration other than cash, kindly refer to the chapter titled "Capital Structure" beginning on page no. 42 of this prospectus.

### (Q) DETAILS OF SPLIT/CONSOLIDATION OF OUR EQUITY SHARES IN THE LAST ONE YEAR FROM THE DATE OF THIS PROSPECTUS:

The face value of equity share has been split from Rs. 100/- each to Rs. 10/- each at the Extra Ordinary General Meeting of the members held on 14/12/2019 resulting into increase of no of equity shares from 6,35,880 to 63,58,500



#### **RISK FACTOR**

Any investment in equity securities involves a high degree of risk. Investor should carefully consider all the information in this prospectus, including the risks and uncertainties described below, before making an investment in our Equity Shares. To obtain a more complete understanding, you should read this section together with Sections titled, **Our Business**, and **Management's Discussion and Analysis of Financial Condition and Results of Operations** beginning on page no. 66 and 123 respectively, as well as the other financial and statistical information contained in this prospectus.

Any of the following risks, as well as the other risks and uncertainties discussed in this prospectus, could have an adverse effect on our business, financial condition, results of operations and prospects and could cause the trading price of our Equity Shares to decline, which could result in the loss of all or a part of your investment. The risks and uncertainties described in this section are not the only risks that we may face. Additional risks and uncertainties not known to us or that we currently believe to be immaterial may also have an adverse effect on our business, results of operations, financial condition and prospects.

This prospectus contains forward-looking statements that involve risks and uncertainties. Our actual results could differ materially from those anticipated in these forward-looking statements because of certain factors, including the considerations described below and elsewhere in this prospectus.

The financial and other related implications of risks concerned, wherever quantifiable, have been disclosed in the risk factors mentioned below. However, there are certain risk factors where the effect is not quantifiable and hence has not been disclosed in such risk factors. You should not invest in this Issuing unless you are prepared to accept the risk of losing all or part of your investment, and you should consult your tax, financial and legal advisors about the consequences to you of an investment in the Equity Shares.

The financial information in this section is, unless otherwise stated, derived from our Restated Financial Statements prepared in accordance with Indian AS, as per the requirements of the Companies Act, 2013, and SEBI (ICDR) Regulations.

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

- 1. Some risks may not be material individually but may be material when considered collectively.
- 2. Some risks may have material impact qualitatively instead of quantitatively.
- 3. Some risks may not be material at present but may have a material impact in the future.

#### **INTERNAL RISK FACTOR:**

1. We are dependent on our ability to develop new services and products, and enhance our existing services and products. If our products and services do not gain market acceptance, our operating results may be negatively affected.

Rapid technological advances, changing delivery models and evolving standards in software development and communications infrastructure, changing and increasingly sophisticated customer needs and frequent new product introductions and enhancements characterise the industry in which we operate. Digitization is driving major changes in the global business software market, with IT leaders looking to adopt new technologies and software platforms to meet business needs, including revenue growth driven through new products and services, better customer experience and delivery mechanisms, and growth in revenue and profits. Our success depends upon our ability to anticipate, design, develop, test, market, license and support new software products, services, and enhancements of current products and services in response to evolving industry requirements.

To effectively meet customer demand, it is important that we continue to enhance our products and service offerings. We have developed progressive web apps and data services. The markets for our offerings are rapidly evolving due to which the level of acceptance of such products and services is not certain.

The software industry is increasingly focused on cloud computing, mobility, social media and platform as a service among other continually evolving trends. In addition, our products, services, and enhancements must remain compatible with standard platforms and file formats. Often, we must integrate software licensed or acquired from third parties with our proprietary software to create or improve our products. If we are unable to successfully integrate third party software to develop new software products, services, and enhancements to existing products and services, or to complete the development of new products and services which we license or acquire from third parties, our operating results will materially suffer.

If we are unable to develop new or sufficiently differentiated products and services, enhance our product offerings and support services in a timely manner or position and price our products and services to meet demand including in



response to new industry standards, customers may not purchase or subscribe to our software products. Renewals of these contracts are important to the growth of our business.

If the markets for our services fail to develop, develop slower than expected or experience increased competition, our business may suffer. As a result, we may be unable to successfully market our existing services and products, develop and successfully launch new products and services and enhancements to existing products and services, complete customer implementations on a timely basis, or complete products and services currently under development. If our services are not accepted by our customers or by associated businesses in our target verticals and markets, our business, operating results and financial condition will be materially adversely affected.

2. The business practices of our customers with respect to the collection, use and management of personal information could give rise to operational interruption, liabilities or reputational harm as a result of governmental regulation, legal requirements or industry standards relating to consumer privacy and data protection.

As regulatory focus on privacy issues continues to increase and global laws and regulations concerning the handling of personal information expand and become more complex, potential risks related to data collection and use within our and our customers' business will intensify. In addition, many governments have enacted or are considering enacting legislation or regulations, or may in the near future interpret existing legislation or regulations, in a manner that could significantly impact our ability and that of our customers and data partners to collect, augment, analyse, use, transfer and share personal and other information that is integral to certain services we provide. This could be true particularly in those jurisdictions where privacy laws or regulators take a broader view of how personal information is defined, therefore subjecting the handling of such data to heightened restrictions that may be obstructive to our operations of that of our customers. For instance, Directive 95/46/EC or the Data Protection Directive in the European Union has been replaced by the European General Data Protection Regulation in May 2018, which imposes additional obligations and risks upon our business with respect to processing of personal data and on the free movement of such data.

We may expand our operations to countries which have passed or are considering passing legislation that requires data to remain localised "in country," as this imposes financial costs on any service provider that is required to store data in jurisdictions not of its choosing and non-standard operational processes that are difficult and costly to integrate with global processes. Changes in laws or regulations associated with the enhanced protection of certain types of sensitive data could greatly increase our cost of providing our products and services or even prevent us from offering certain of our products and services in jurisdictions that we operate.

Regulators globally are also imposing greater monetary fines for privacy violations and some regulators may pass legislation that would impose fines for privacy violations based on a percentage of global revenues. Responding to an investigation or enforcement action could divert attention and resources of our management, which would cause us to incur investigation, compliance and defence costs and other professional fees, and adversely affect our business, operating results, financial condition and cash flows.

Any systems failure or security breach or lapse on our part or on the part of our employees and other ecosystem participants that results in the release of user data could harm our reputation and brand and, consequently, our business, in addition to exposing us to potential legal liability. Any such legal proceedings or actions may subject us to significant penalties and negative publicity, require us to change our business practices, increase our costs and severely disrupt our business.

Additionally, public perception and standards related to the privacy of personal information can shift rapidly, in ways that may affect our business operations or influence regulators to enact regulations and laws that may limit our ability to provide certain products and services. Any failure or perceived failure by us to comply with Indian or foreign laws and regulations, including laws and regulations regulating privacy, data security, or consumer protection, or other policies, public perception, standards, self-regulatory requirements or legal obligations, could result in lost or restricted business, proceedings, actions or fines brought against us or levied by governmental entities or could adversely affect our business and our reputation.

Further, the costs of compliance with, and other conditions imposed by laws, regulations and policies that are applicable to the businesses of our customers may limit the use and adoption of, and reduce the overall demand for, our products and services. Privacy and personal information security concerns may inhibit market adoption of our products and services, particularly in certain industries and foreign countries. Any such changes in the laws of any of the markets in which we operate or intend to in the future may adversely affect our results of operations and business prospects.

### 3. Interruptions or performance problems associated with our technology and infrastructure may harm our business and results of operations.

Our continued growth depends in part on the ability of our existing and potential customers to access our solutions at any time. Although there have not been instances in the past where interruptions or problems with our technology and infrastructure have caused performance issues, we may in future experience disruptions, data loss, outages and other performance problems with our technology infrastructure due to a variety of factors, including infrastructure changes,



introductions of new functionality, human or software errors, capacity constraints, denial of service attacks or other security-related incidents. In some instances, we may not be able to identify the cause or causes of these performance problems within an acceptable period of time. It may become increasingly difficult to maintain and improve our performance, especially during peak usage times and as our products and websites of our customers become more complex and user traffic increases. If our products and websites of our customers are unavailable or if users of such products and websites are unable to access products and websites within a reasonable amount of time, or at all, our business would also be harmed. Any disruptions in these services, including as a result of actions outside of our control, would significantly impact the continued performance of our products. Any loss of the right to use any of these services could result in decreased functionality of our products until equivalent technology is either developed by us or, if available from another provider, is identified, obtained and integrated into our infrastructure. To the extent that we do not effectively address capacity constraints, upgrade our systems as needed, and continually develop our technology and network architecture to accommodate actual and anticipated changes in technology, our business, results of operations and financial condition could be harmed.

### 4. The length of our sales cycle may fluctuate significantly and depends on several external factors which may result in significant fluctuations in our revenues.

A customer's decision to purchase our services or products often involves a comprehensive implementation process across the customer's network(s) which includes customer education, evaluation by a number of employees in our customers' organisations and, often, a significant strategic or operational decision by our customers. Our sales efforts involve educating our customers about the use and benefits of our products and solutions, including any potential cost savings achievable by organisations that partner with us.

Customers typically undertake a significantly long evaluation process which also involves evaluation of our competitors' services and can result in a lengthy sales cycle. Moreover, a purchase decision by a potential customer typically requires extended evaluation, testing and the approval of senior decision makers, including the boards of directors of our customers. We spend substantial time, effort and money on our sales efforts without any assurance that our efforts will produce any sales. Additionally, licensing and implementing our products and any related services may entail a significant commitment of resources by prospective customers, accompanied by the risks and delays frequently associated with significant technology implementation projects. Such delays and fluctuations could cause our revenues and results of operation to fluctuate significantly across time periods, and we may not be able to adjust our costs quickly enough to offset such lower revenues, potentially adversely impacting our business, operating results and financial condition.

## 5. Our business and results of operations are dependent on the contracts, including certain short-term contracts that we enter into with our customers. Any breach of the conditions under these contracts may adversely affect our business and results of operations.

We have entered into short-term as well as long-term contracts/ master service agreements with our customers which, depending on the customer, may contain terms and conditions which typically include: (i) the nature and specification of services to be provided by us, (ii) Conditions for acceptance of Terms of Staffing both Permanent and Contractual (iii) customization and integration of the software with our customers' pre-existing systems, (iv) Background Checking of the Staff deployed (v) manner of inspection, testing and acceptance of software provided by us, (vi) assignment of the work and non – compete (vii) representations, warranties and disclaimers made by us in relation to the services provided by us, (viii) delays, corrective steps and damages, (ix) undertakings in relation to protection of intellectual property of our customers, (x) indemnification of our customers due to our negligence or breach of any term of the agreement, and (xi) limitation of liability.

At times, we may have to agree with certain onerous terms laid down by our customers. Our customers may require us to furnish a service guarantee pursuant to the issuance of a statement of work. For instance, some of our customers are also entitled to terminate their contracts with us unilaterally, and in most cases, without cause and by providing a notice. Further, certain customers prohibit us from deploying any employees, agents or subcontractors to provide services to competitors of our existing customers. These onerous terms may affect our future growth and expansion of our customer base. There may be instances where as per the staffing terms amount will be withheld or forfeieted if the Company where the Staff is deployed identifies any discrepancies in the Background checking of the Employees independently conducted by them. This will have a negative impact on our Company and our financial position.

In addition, our agreements with customers and other third parties include indemnification or other provisions under which we agree to indemnify or otherwise be liable to them for losses suffered or incurred as a result of claims of intellectual property infringement, or any default, breach or omission by us in relation to the agreements. The term of these contractual provisions often survives termination or expiration of the applicable agreement. Large indemnity payments or damage claims from contractual breach could harm our business, results of operations and financial condition. Although we normally contractually limit our liability with respect to such obligations, we may still incur substantial liability related to them. Any dispute with a customer with respect to such obligations could have adverse effects on our relationship with that customer and other current and prospective customers, reduce demand for our products, damage our reputation and harm our business, results of operations and financial condition.



While we internally consider all such factors prior to entering into these contracts, we cannot assure you that we will be able to continue to enter into similar such contracts in the future, which are not more onerous than the contracts we enter into currently. Additionally, non-compliance with the terms of our contracts, including breach of confidentiality provisions, may subject us to damages or penalties, lead to termination of the contracts and also result in us being unable to attract further business in the future.

6. We require high working capital for our smooth day to day operations of business and any discontinuance or our inability to acquire adequate working capital timely and on favourable terms may have an adverse effect on our operations, profitability and growth prospects.

Our business demands substantial funds towards working capital requirements particularly for procuring and retaining skilled Manpower. In case there are insufficient cash flows to meet our working capital requirement or we are unable to arrange the same from other sources or there are delays in disbursement of arranged funds, or we are unable to procure funds on favourable terms, it may result into our inability to finance our working capital needs on a timely basis which may have an adverse effect on our operations, profitability and growth prospects.

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

The detailed break up of cash flows is summarized in below mentioned table and our Company has reported negative cash flow in certain financial years and which could affect our business and growth:

			(A	lmount in Rs.)
Particulars	30-09-2019	31-03-2019	31-03-2018	31-03-2017
Net cash from operating activities	(8,40,016)	58,83,074	(35,18,806)	1,92,590
Net Cash (used in) / from investing activities	(79,000)	(3,14,673)	(46,36,165)	-
Net Cash used in financing activities	14,55,196	(53,54,568)	81,06,769	(2,17,019)
Net increase/(decrease) in cash and cash equivalents	5,36,180	2,13,833	(48,202)	(24,429)

8. We may become liable to our customers and lose customers if we have defects or disruptions in our service or if we provide poor service. We may also be liable in the event of misuse of our services or platforms.

In our core business operations i.e., Staffing solutions, we have to continuously provide quality manpower and within a prescribed timeline and after proper Background check. Getting skilled manpower as per the clients requirements is difficult and there may be circumstances wherein we may not be able to supply the desired manpower which may adversely affect our reputation and financial position and we may not be considered for repeated orders. We also deliver technology as a service, and errors or defects in the software applications underlying our services, or a failure of our hosting infrastructure, may make our services unavailable to our customers. Majority of our contracts or service agreements involve projects that are critical to the operations of our clients' businesses. Any failure in a client's system and any direct damages, expenses, costs, obligations could result in a claim for substantial damages against us, regardless of our responsibility for such failure. Any errors, defects, disruptions in service or other performance problems with our services, whether in connection with the day-to-day operation of our services, upgrades or otherwise, could damage our customers' businesses.

If we have any errors, defects, disruptions in service or other performance problems with our services, our customers could elect not to renew our contract, or delay or withhold payments to us and we could lose future sales. Further, our customers may make claims against us, which could result in an increase in our provision for doubtful accounts, an increase in collection cycles for accounts receivable or litigation costs. We may in the future, experience, misuse of our services or platforms. The occurrence of any such events in the future could lead to user dissatisfaction and discourage the use of our products and services. Such events may also give rise to complaints and actions against us. All these factors could adversely affect our business and results of operation.

### 9. Our failure to adapt to technological developments or industry trends could affect the performance and features of our products and services, and reduce our attractiveness to our customers.

As our operations grow in scope and size, whether through offering of new services or expansion into new markets, we must continuously improve, upgrade, adapt and expand our systems and infrastructure to offer our customers enhanced services, features and functionality ahead of rapidly evolving customer demands, while maintaining the reliability and integrity of our systems and infrastructure in a cost-efficient and competitive manner. The systems, infrastructure and technologies we currently employ may become obsolete or be unable to support our increased size and scale. Even if we are able to maintain, upgrade or replace our existing systems or innovate or customize and develop new technologies and systems, we may not be as quick or efficient as our competitors in upgrading or replacing our systems. We may be unable to devote adequate financial resources or obtain sufficient financing on commercially acceptable terms in time, or at all, which may have a material adverse effect on our business, prospects, results of operation and financial condition.

Further, we may also not be able to attract talent to continue with the required upgrades and improvements to our systems. Our new systems, infrastructure and technologies may not perform satisfactorily, or be used effectively and we may also fail to adapt our products and services to our increased size and scale, customer requirements or emerging trends and industry standards. Further, there is no assurance that we will be able to downsize and scale back our systems and platforms quickly and efficiently enough to reduce unnecessary costs and expenses in the event that user



demand falls below our expectations. In addition, to effectively manage our growth, we will also need to continue to improve our operational, financial and management controls, and our reporting systems and procedures.

Continued growth increases the challenges involved in, amongst others, continuous training and development of skilled and competent personnel and employees and developing and improving internal administrative infrastructure. These systems, enhancements and improvements will require significant capital expenditures and management resources. Failure to implement these improvements could adversely affect our ability to manage our growth. If we do not effectively manage our growth or appropriately expand and upgrade or downsize and scale back our systems and platforms, as the case may be, in a timely manner or at a reasonable cost, or both, or at all, we may lose market opportunities or damage our attractiveness and reputation with our customers, which may adversely affect our business, financial condition and results of operations.

10. Our business is dependent on developing and maintaining continuing relationships with our clients and customers. The loss of any significant client or customer could have a material adverse effect on our business, financial condition and results of operations.

Although, we generally do not enter into long-term supply contracts with our customers, our business is dependent on developing and maintaining a continuing relationship with our key clients and customers. In the event of a significant decline in the demand for our products or services by our key clients, our business, results of operations and financial condition may be materially and adversely affected. There can be no assurance that we will be able to maintain the historic levels of business from these clients and customers or that we will be able to replace these clients in case we lose any of them.

#### 11. Our Registered Office from where we operate are not owned by us

Our Registered Office premise is situated at GF-01, Pallavi Enclave, 26<sup>th</sup> Main Road, 17<sup>th</sup> Cross, J P Nagar, 6<sup>th</sup> Phase, Bangalore, Karnataka – 560078, India, which is owned by our promotor Mrs. Kalavathy Bylappa and our corporate office is situated at No. 1914, 5th Cross, 18th 'A' Main, J P Nagar, 2nd Phase, Bangalore, Karnataka – 560078, India, which is held by our Company on rental basis for a period of 11 months beginning from September 01, 2018 and post expiration of the 11 months period the tenancy may be continued by mutual consent by increase in rental vide the rental agreement executed on August 24, 2018 between Mrs. P Thillaikkarasai (Owner) and our company (Tenant). We cannot assure you that we will be able to continue the above arrangement on commercially acceptable / favourable terms in future. For further details, see section "Our Business" on page 66 of this prospectus. If we are required to vacate the current premises, we would be required to make alternative arrangements for new offices and other infrastructure, and we cannot assure that the new arrangements will be on commercially acceptable/favourable terms. If we are required to relocate our business operations during this period, we may suffer a disruption in our operations or have to pay higher charges, which could have an adverse effect on our business, prospects, results of operations and financial condition.

12. Our Company's insurance coverage may not be adequate to protect us against all material hazards which may result in disruptions of operations/monetary loss on account of stoppage of work.

Our Company has not covered itself against business or operational risks. However, Our company has taken Group Health (Floater) insurance policies for their employees only with a sum insured of Rs. 38.00 Lakhs.

#### 13. Some of the Expenses of the Companies were not allowed by the Income Tax Authority in past years:

The Income Tax Authorities had disallowed Expenses aggregating to Rs.1,99,126/-(for FY 2018-19) and Rs.10,500/-(for FY 2017-18) as the Company has not deducted TDS on the payments made of Rs.6,63,753/- in the FY 2018-19 and Rs.35,000/- in the FY 2017-18. Which has resulted in increase in the taxable income of the Company. We cannot assure that such kind of non-compliance and errors in accounting practice of the company will not be repeated in future, which could result in increase in the taxable income and taxes which in turn affect the business of the Company.

#### 14. We have entered into certain related party transactions and may continue to do so.

We have entered into related party transactions with our Promoters, its group members/ entities, Directors and other associates. While we believe that all such transactions have been conducted on arms length basis, however it is difficult to ascertain whether more favourable terms would have been achieved had such transactions been entered with unrelated parties. Furthermore, it is likely that we will continue to enter into related party transactions in the near future. There can be no assurance that such transactions, individually or in the aggregate, will not have an adverse effect on our financial condition and results of operation. For further details regarding the related party transactions, see the disclosure on related party transactions contained in the financial statements included in this prospectus and, also see the section "*Related Party Transactions*" on page no. *118* of this prospectus.

15. Our Company not made any application for registration of trademark. We may take steps to apply for the registration of the Trademark in the near future. We are unable to assure you that the future viability or value of any of our intellectual property or that the steps taken by us to protect the proprietary rights of our Company will be adequate.

We have not made any application with 'The Registrar of Trade Marks, Trade Marks Registry' for registration of trademark of our logo **Tranway**. We may take steps to apply for the registration of the Trademark in the near future as the registration for the said trademark in our name is important to retain our brand equity. If our application for



registration is not accepted or if any oppositions filed against our trademark application are successful, we may lose the statutory protection available to us under the Trade Marks Act, 1999 for such trademark. Further, we cannot assure that our future application would be granted registration or will not be challenged or if granted registration, will not be invalidated or circumvented or will offer us any meaningful protection. We are unable to assure that the future viability or value of any of our intellectual property or that the steps to be taken by us to protect the proprietary rights of our Company will be adequate. For further details of our trademarks, please see "Government and Other Approvals" on page *132* of this prospectus.

16. We are dependent on a number of key managerial personnel, including our senior management, and the loss of or our inability to attract or retain such persons with specialized technical know-how could adversely affect our business, results of operations, cash flows and financial condition.

Our performance depends largely on the efforts and abilities of our senior management and other key managerial personnel, including our present officers who have specialized technical know-how. The inputs and experience of our senior management and key managerial personnel are valuable for the development of our business and operations strategy. We cannot assure you that we will be able to retain these employees or find adequate replacements in a timely manner, or at all. Our Company does not maintain any director's and officer's insurance policy or any key man insurance policy. The loss of the services of such persons could have an adverse effect on our business, results of operations, cash flows and financial condition.

17. Upon completion of the Issue, our Promoters / Promoter Group may continue to retain significant control, which will allow them to influence the outcome of matters submitted to the shareholders for approval.

After completion of the Issue, our Promoters and Promoter Group will collectively own 59.99% of the total post issue 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.

## 18. Our Promoters and certain of our Directors hold Equity Shares in our Company and are therefore interested in our performance in addition to their remuneration and reimbursement of expenses.

Certain of our Directors including our Promoters are interested in our Company, in addition to regular remuneration or benefits and reimbursement of expenses, to the extent of their shareholding in our Company. We cannot assure you that our Promoters will exercise their rights as shareholders to the benefit and best interest of our Company. Our Promoters will continue to exercise significant control over us, including being able to control the composition of our Board of Directors and determine decisions requiring simple or special majority voting of shareholders, and our other shareholders may be unable to affect the outcome of such voting. Our Promoters may take actions with respect to our business which may conflict with the best interests of our Company or that of minority shareholders. For details on the interest of our Promoters and Directors of our Company, other than reimbursement of expenses incurred or normal remuneration or benefits, see the sections titled "Our Management" and "Our Promoters and Promoter Group" on pages 83 and 93 respectively of this prospectus.

#### 19. Our actual results could differ from the estimates and projections used to prepare our financial statements.

The estimates and projections are based on and reflect our current expectations, assumptions and/ or projections as well as our perception of historical trends and current conditions, as well as other factors that we believe are appropriate and reasonable under the circumstances. There can be no assurance that our expectations, estimates, assumptions and/or projections, including with respect to the future earnings and performance will prove to be correct or that any of our expectations, estimates or projections will be achieved.

### 20. We face competition in our business from organized and unorganized players, which may adversely affect our business operation and financial condition.

We operate in an industry, which faces intense competition from established as well as unorganized players. Our competition depends on several factors, which include quality, price and our pace in keeping up with the changing trends. Competition emerges from both organized as well as unorganized sector.

#### 21. We may need to change our pricing models to compete successfully.

The competition we face in the sales of our products and services and general economic and business conditions as well as changes in the IT industry standards and landscape, can put pressure on us to change our pricing models. If our competitors offer deep discounts on certain products or services or develop products that the marketplace considers more valuable, we may need to lower prices or offer other favourable terms in order to compete successfully. Any such changes may reduce our sales or margins and could adversely affect our business and operating results. The increased availability and adoption of open source software may also cause us to change our pricing models in the short term.



Our competitors may offer lower pricing on their offerings, which could put pressure on us to further discount our products and services. Any broad-based change to our prices and pricing policies could cause our revenues to decline or be delayed as our sales force implements and our customers adjust to the new pricing policies. Some of our competitors may bundle products for promotional purposes or as a long-term pricing strategy or provide guarantees of prices and product implementations. These practices could, over time, significantly constrain the prices that we can charge for some of our products. If we do not adapt our pricing models to reflect changes in customer use of our products or changes in customer demand, our revenues could decrease.

22. Product development is a long, expensive and uncertain process and our current expenditure in product development may not provide a sufficient or timely return.

The development of our products is a costly, complex and time-consuming process, and the investment in their development often involves a long wait until a return is achieved on such an investment. We have made, and will continue to make, significant investments in product development and related product opportunities. Investments in new technology and processes are inherently speculative. Commercial success depends on many factors, including the degree of innovation of the software products and services developed and effective distribution and marketing. Such expenditure may adversely affect our operating results if they are not offset by corresponding and timely revenue increases. We must continue to dedicate a significant amount of resources to our research and development efforts in order to maintain our competitive position. However, significant revenues from new software product and services may not be achieved for a number of years, or at all. Moreover, new software products and services may not be in line with the margins we have experienced for our existing or historical software products and services.

Moreover, we may determine that certain products or services do not have sufficient potential to warrant the continued allocation of resources and accordingly, we may elect to terminate the development of such products. If we terminate a product in development in which we have invested significant resources, our prospects may suffer, as we will have expended resources on a project that will not provide any return on our investment and also may have missed the opportunity to have allocated those resources to potentially more productive uses. In turn, this may adversely impact our business, operating results and financial condition.

### 23. If security measures implemented by us are compromised or if our products and services are perceived as vulnerable, our operations could be materially adversely affected.

Our products and services store, retrieve and manage our customers' information and data, external data, as well as our own data. Third parties may identify and exploit product and service vulnerabilities, penetrate or bypass our security measures, and gain unauthorised access to our or our customers', partners' and suppliers' software, networks and systems, any of which could lead to the compromise of personal information or the confidential information or our data or that of our customers. Data may be accessed or modified improperly as a result of customer, partner, employee or supplier error or misconduct and third parties may attempt to fraudulently induce customers, partners, employees or suppliers into disclosing sensitive information such as user names, passwords or other information in order to gain access to our data, our customers', suppliers' or partners' data or our IT systems, customers, suppliers or partners.

High-profile security breaches at companies have increased in recent years, and security industry experts and government officials have warned about the risks of hackers and cyber-attacks targeting IT products and businesses. These risks will increase as we continue to grow our offerings and store and process increasingly large amounts of data, including personal information and our customers' confidential information and data and other external data, especially in customer sectors involving particularly sensitive data such as healthcare, financial services and the government.

Further, as privacy and data protection become more sensitive issues in India, we may also become exposed to potential liabilities. For instance, under the Information Technology Act, 2000, as amended, we are subject to civil liability for wrongful loss or gain arising from any negligence by us in implementing and maintaining reasonable security practices and procedures with respect to sensitive personal data or information on our computer systems, networks, databases and software. India has also implemented privacy laws, including the Information Technology (Reasonable Security Practices and Procedures and Sensitive Personal Data or Information) Rules, 2011, which impose limitations and restrictions on the collection, use and disclosure of personal information. Any systems failure or security breach or lapse on our part or on the part of our employees that results in the release of user data could harm our reputation and brand and, consequently, our business, in addition to exposing us to potential legal liability.

We could suffer significant damage to our brand and reputation if a cyber-attack or other security incident were to allow unauthorised access to or modification of our customers' or suppliers' data, other external data, or our own data or our IT systems or if the services we provide to our customers were disrupted, or if our products or services are perceived as having security vulnerabilities. Customers could lose confidence in the security and reliability of our products and services, and this could lead to fewer customers using our products and services and result in reduced revenue and earnings. The costs we may incur to address and fix these security incidents would increase our expenses. These types of security incidents could also lead to breach of contracts with customers, lawsuits, regulatory



investigations and claims and increased legal liability, including contractual costs related to customer notification and fraud monitoring, all of which could materially adversely affect us.

#### 24. Our industry is highly competitive, and we may not be able to compete effectively with competitors.

Our industry is highly fragmented and intensely competitive. Our competitors are numerous, ranging from small private firms to multi-billion-dollar public companies. Contract awards are based primarily on quality of service, relevant experience, staffing capabilities, reputation, geographic presence, stability and price. In addition, the technical and professional aspects of our services generally do not require large upfront capital expenditures and provide limited barriers against new competitors. Many of our competitors have achieved greater market penetration in some of the markets in which we compete and have more personnel, technical, marketing and financial resources or financial flexibility than we do. If our competitors develop and implement methodologies that yield greater efficiency and productivity, they may be able to offer services similar to ours at lower prices without adversely affecting their profit margins. Even if our offerings address industry and client needs, our competitors may be more successful at selling their services. If we are unable to provide our clients with superior services and solutions at competitive prices or successfully market those services to current and prospective clients, our business, results of operations and financial condition may suffer. These competitive forces could force us to make price concessions or otherwise reduce prices for our services. If we are unable to maintain our competitiveness, our market share, revenue, and profits could decline.

### 25. The proper functioning of our solutions may be impaired by fraudulent or malicious activity, including non-human traffic.

It is possible that fraudulent or malicious activity, including non-human traffic, could impair the proper functioning of our solutions. For instance, the use of bots or other automated or manual mechanisms could adversely affect the performance of our services and solutions. It may be difficult to detect fraudulent or malicious activity, particularly because the perpetrators of such activity may have significant resources at their disposal, may frequently change their tactics and may become more sophisticated, requiring us to update, upgrade and improve our processes for detecting and controlling such activity. Such fraudulent or malicious activity could result in negative publicity and reputational harm and require significant additional management time and attention. Further, if we fail to detect or prevent fraudulent or malicious activity in a timely manner, or at all, our customers may experience or perceive a reduced return on their investment or heightened risk associated with the use of our products and services, resulting in refusals to pay, demands for refunds, loss of confidence, withdrawal of future business and potential legal claims.

# 26. Our client's proprietary rights may be misappropriated by our employees in violation of applicable confidentiality and non-disclosure agreements and as a result, cause us to breach our contractual obligations in relation to such proprietary rights.

We can give no assurance that the steps taken by us will be adequate to enforce our clients intellectual property rights or to adequately prevent the disclosure of confidential information by an employee. If our client's proprietary rights are misappropriated by our employees in violation of any applicable confidentiality agreements or otherwise, our clients may consider us liable for that act and seek damages and compensation from us. In addition, our client contracts may require us to comply with certain security obligations including maintenance of network security, back-up of data, ensuring our network is virus free and ensuring the credentials of our people that work with our clients. We cannot assure you that we will be able to comply with all such obligations and that we will not incur liability nor have a claim for substantial damages against us.

#### 27. Increases in wages for IT professionals could reduce our cash flows and profit margins.

Historically, wage costs in the Indian IT services industry have been significantly lower than wage costs in developed countries for comparable skilled technical personnel, which has been one of India's competitive strengths. However, wage increases in India may prevent us from sustaining this competitive advantage and may negatively affect our profit margins. In the long term, wage increases may make us less competitive unless we are able to continue increasing the efficiency and productivity of our professionals and the quality of our services and the prices we can charge for our products and services. Increases in wages, including an increase in the cash component of our compensation expenses, may reduce our cash flows and our profit margins and have a material adverse effect on our business, financial conditions and results of operations.

#### 28. 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.

29. Industry information included in this prospectus has been derived from industry reports. 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 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 prospectus.

30. Within the parameters as mentioned in the chapter titled "Objects of this Issue" beginning on page 52 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 the working capital requirement, issue related expenses and general corporate purpose. We intend to deploy the Net Issue Proceeds in financial year 2019-20 and next years 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 *52* of this 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 are 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 52 of this 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.

31. 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 Lakhs, 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.

- 32. 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. 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 99 of this prospectus.
- 33. Any future issuance of Equity Shares may dilute your shareholdings, and sale of the Equity Shares by our major shareholders may adversely affect the trading price of our Equity Shares.

Any future equity issuances by our Company may lead to the dilution of investors' shareholdings in our Company. In addition, any sale of substantial Equity Shares in the public market after the completion of this Issue, including by our major shareholders, or the perception that such sales could occur, could adversely affect the market price of the Equity Shares and could significantly impair our future ability to raise capital through offerings of the Equity Shares. We cannot predict what effect, if any, market sales of the Equity Shares held by the major shareholders of our Company or the availability of these Equity Shares for future sale will have on the market price of our Equity Shares.

34. 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 is based on numerous factors. For further information, see the chapter titled *—Basis for Issue Price* beginning on page no. 56 of this 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 are:



- Quarterly 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;
- Domestic and international economic, legal and regulatory factors unrelated to our performance.

### 35. Any future acquisitions, joint ventures, partnerships, strategic alliances, tie-ups or investments could fail to achieve expected synergies and may disrupt our business and harm our financial condition and operating results.

Our success will depend, in part, on our ability to expand our business in response to changing technologies, customer demands and competitive pressures. We have, in the past, explored and continue to explore opportunities on our own, or through tie-ups, acquisitions, strategic alliances, partnerships or joint ventures across countries and regions of focus. In some circumstances, we may also decide to acquire, or invest in, complementary technologies instead of internal development. While we are currently evaluating opportunities and speaking to several potential partners, we have not entered into any definitive agreements in relation to this. Further, the identification of suitable acquisitions that we target in the future. The risks we face in connection with acquisitions may include integration of product and service offerings, co-ordination of R&D and sales and marketing functions and the diversion of management time and focus from operating our business to addressing acquisition integration challenges. Our failure to address these risks or other problems encountered in connection with our acquisitions and investments could cause us to fail to realise the anticipated benefits of these acquisitions or investments, cause us to incur unanticipated liabilities, and harm our business generally.

### 36. Managing employee benefit pressures in India may prevent us from sustaining our competitive advantage which could adversely affect our business prospects and future financial performance.

Employee benefits represent a major expense for us and our ability to maintain or reduce such costs is critical for our business operations. We may be required to increase employee compensation levels to remain competitive and manage attrition, and consequently we may need to increase the prices of our products and services. An increase in wages/ salaries paid to our employees may result in a material adverse effect on our profits in the event that we are unable to pass on such increased expenditure to our users or customers without losing their business to our competitors. Likewise, if we are unable to sustain or increase the number of employees as necessary to meet growing demand, our business, financial condition and results of operations could be adversely affected.

### 37. Our customers may engage in certain transactions in or with countries or persons that are subject to U.S. and other sanctions.

U.S. law generally prohibits U.S. persons from directly or indirectly investing or otherwise doing business in or with certain countries that are the subject of comprehensive sanctions and with certain persons or businesses that have been specially designated by the OFAC or other U.S. government agencies. Other governments and international or regional organizations also administer similar economic sanctions. We may provide services to our customers, who in-turn may be doing business with, or located in, countries to which certain OFAC-administered and other sanctions apply, such as Iran. We presently export custom made software to South Africa and Malaysia. Although we are currently not in violation of any applicable sanctions, if it were determined that transactions in which we participate violate U.S. or other sanctions, we could be subject to U.S. or other penalties, and our reputation and future business prospects in the United States or with U.S. persons, or in other jurisdictions, could be adversely affected. Further, investors in the Equity Shares could incur reputational or other risks as the result of our customers' dealings in or with countries or with persons that are the subject of U.S. sanctions.

#### **EXTERNAL RISK FACTORS**

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

Our business and industry are 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.

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

Under current Indian tax laws, capital gains arising from the sale of equity shares within 12 months in an Indian company are classified as short term capital gains and generally taxable. Any gain realized on the sale of listed equity shares on a stock exchange that are held for more than 12 months is considered as long term capital gains and is taxable at 10%, in excess of Rs. 1,00,000. Any long term gain realized on the sale of equity shares, which are sold other than on a recognized stock exchange and on which no STT has been paid, is also subject to tax in India. Capital gains arising from the sale of equity shares are exempt from taxation in India where an exemption from taxation in India is provided under a treaty between India and the country of which the seller is 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 to pay tax in India as well as in their own jurisdiction on a gain on the sale of equity shares.



### 3. Public companies in India, including our Company, shall be required to prepare financial statements under Indian Accounting Standards.

Our Company currently prepares its annual financial statements under Indian GAAP. The MCA, Government of India, has, through a notification dated February 16, 2015, set out the Indian Accounting Standards (Ind AS) and the timelines for their implementation. In accordance with such notification, our Company is required to prepare its financial statements in accordance with Ind AS. Ind AS is different in many aspects from Indian GAAP under which our financial statements are currently prepared. Accordingly, the degree to which the restated financial statements included in the prospectus will provide meaningful information is entirely dependent on the reader's level of familiarity with Indian accounting practices. Any reliance by persons not familiar with Indian accounting practices on the financial disclosures presented in the prospectus should accordingly be limited.

4. Taxes and other levies imposed by the Government of India or other State Governments, as well as other financial policies and regulations, may have a material adverse effect on our business, financial condition and results of operations.

Taxes and other levies imposed by the Central or State Governments in India that affect our industry include:

- custom duties on imports of raw materials and components;
- Goods and Service

These taxes and levies affect the cost and prices of our products and therefore demand for our product. An increase in any of these taxes or levies, or the imposition of new taxes or levies in the future, may have a material adverse effect on our business, profitability and financial condition.

### 5. 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.

6. We cannot guarantee the accuracy or completeness of facts and other statistics with respect to India, the Indian economy and IT industry contained in the prospectus.

While facts and other statistics in the prospectus relating to India, the Indian economy and the IT 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 *"Industry Overview"* beginning on page 61 of this 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.

7. 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.

### 8. 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.



9. 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.

- 10. 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.
- 11. 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, tsunami, 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.

12. 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 in India, 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 TO RISK FACTOR:**

- 1. Initial Public Issue of 42,40,000 Equity Shares of face value of ₹10/- each of our Company for cash at a price of ₹10/- per Equity Share (Issue Price), including a share premium of ₹ Nil/- per equity share aggregating upto ₹424.00 Lakhs
- The pre-issue net worth of our Company as per restated balance sheet for the six-month period ended September 30, 2019 is ₹61.84 Lakhs. The book value of Equity Share as per restated balance sheet for the six-month period ended September 30, 2019 was ₹3091.80 per equity share. For more information, please refer to section titled Financial Statements as restated beginning on page 100 of this prospectus.
- 3. On November 11, 2019 i.e. post restated period, Tranway has allotted 28,280 Equity Shares (face value Rs. 100/-each) @ ₹ 2681.81 per share aggregating to ₹758.42 Lacs by consideration other than cash to the shareholders of Bharat Head Hunters Private Limited at a Share SWAP Ratio of 14.14:1 of the face value of Rs. 100/- each. i.e. every shareholder of BHHPL will get 14.14 shares of Tranway for each share held of BHHPL, as per valuation report provided by a Registered Valuer dated 21/10/2019. For more information, please refer to section titled Capital Structure beginning on page 42 of this prospectus.
- 4. The company has issued Bonus Shares in the Ratio of 20 (Twenty) New Equity Share for every 1 (One) Equity Share held (i.e. the ratio of 20:1 shares) at the Extra Ordinary General Meeting of the members held on 14/12/2019 i.e. post restated period. For more information, please refer to section titled Capital Structure beginning on page 42 of this prospectus.
- 5. The face value of equity share has been split from Rs. 100/- each to Rs. 10/- each at the Extra Ordinary General Meeting of the members held on 14/12/2019 i.e. post restated period resulting into increase of no of equity shares from 6,35,880 to 63,58,500. For more information, please refer to section titled Capital Structure beginning on page 42 of this prospectus.
- 6. As on date of this prospectus, the pre-issue net worth of our company is ₹820.25 Lacs and book value of Equity Share is ₹14.72 per equity shares.

Sl. No.	Name of the Promoter	No. of Equity Shares Held	Avg. Cost of Acquisition (In ₹ per Equity Share)
1	Mr. Bharat	31,78,980	11.96
2	Mrs. Kalavathy Bylappa	31,78,770	11.96

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

For further details relating to the allotment of Equity Shares to our Promoters, please refer to the chapter titled *Capital Structure* beginning on page no 42 of this prospectus.

- 8. 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 118 of this prospectus.
- 9. 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 150 of this prospectus.
- 10. Except as disclosed in the chapter titled *Capital Structure, Our Promoter and Promoter Group, Our Management* and *Related Party Transaction* beginning on pages 42, 93, 83 and 118 respectively, of this prospectus, none of our Promoters, Directors or Key Management Personnel has any interest in our Company.
- 11. Except as disclosed in the chapter titled "Capital Structure" beginning on page 42 of this prospectus, we have not issued any Equity Shares for consideration other than cash.
- 12. Trading in Equity Shares of our Company for all investors shall be in dematerialized form only.
- 13. Investors are advised to refer to the chapter titled Basis for Issue Price beginning on page 56 of the prospectus.
- 14. 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 prospectus with the Stock exchange.
- 15. 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 35 of this prospectus.



All grievances in relation to the application through ASBA process or UPI Mechanism may be addressed to the Registrar to the Issue, with a copy to the relevant Designated Intermediary with whom the ASBA Form was submitted, giving details such as the full name of the sole or First Applicant, ASBA Form number, Applicants' DP ID, Client ID, PAN, number of Equity Shares applied for, date of submission of ASBA Form/UPI, address of Bidder, the name and address of the relevant Designated Intermediary, where the ASBA Form was submitted by the Bidder, ASBA Account number in which the amount equivalent to the Bid Amount was blocked and UPI ID used by the Retail Individual Investors. Further, the Bidder shall enclose the Acknowledgment Slip from the Designated Intermediaries in addition to the documents or information mentioned hereinabove



#### THE ISSUE

The present Issue of 42,40,000 Equity Shares in terms of prospectus has been authorized pursuant to a resolution of our Board of Directors held on January 03, 2020 and by special resolution passed under Section 62(1)(c) of the Companies Act, 2013, at the Extra-Ordinary General Meeting of the members held on January 04, 2020.

The following is the summary of the Issue:

Present Issue <sup>(1)</sup>	Upto 42,40,000 Equity Shares of ₹10/- each fully paid-up of our Company for cash at a price of ₹10/- per Equity Share
	aggregating to ₹424.00 Lakhs.
Out of which:	
Market Maker Reservation Portion	Upto 2,20,000 Equity Shares of ₹10/- each fully paid-up of our
	Company for cash at a price of ₹10/- per Equity Share
	aggregating to ₹22.00 Lakhs.
Net Issue to the Public $^{(2)}$	Upto 40,20,000 Equity Shares of ₹10/- each fully paid-up of our
	Company for cash at a price of ₹10/- per Equity Share
	aggregating to ₹402.00 Lakhs.
Out of which:	
Allocation to Retail Individual Investors for up to	20,10,000 Equity Shares of ₹10/- each fully paid-up of our
Rs. 2.00 lakh	Company for cash at a price of ₹10/- per Equity Share
KS. 2.00 lakii	aggregating to ₹201 Lakhs.
	20,10,000 Equity Shares of ₹10/- each fully paid-up of our
Allocation to other investors for above Rs. 2.00 lakh	Company for cash at a price of ₹10/- per Equity Share
	aggregating to ₹201 Lakhs.
Pre- and Post-Issue Equity Shares	
Equity Shares outstanding prior to the Issue	63,58,800 Equity Shares of ₹10/- each
Equity Shares outstanding after the Issue*	1,05,98,800 Equity Shares of ₹10/- each
Objects of the Janua	Please refer to the section titled "Objects of the issue" beginning
Objects of the Issue	on page no. 52 of this prospectus.
Issue Open on	January 27, 2020
Issue Close on	January 29, 2020

\*Assuming Full Allotment

<sup>(1)</sup> The present Issue is being made by our Company in terms of Regulation 229 (2) of the SEBI ICDR Regulations read with Rule 19(2)(b)(i) of SCRR wherein not less than 25% of the post-Issue paid-up equity share capital of our Company are being offered to the public for subscription

<sup>(2)</sup> This Issue is being made in terms of Section IX of the SEBI (ICDR) Regulations 2018, as amended from time to time. The Issue is being made through the Fixed Price method and hence, as per Regulation 253, sub regulation (2) of SEBI (ICDR) Regulations 2018, the allocation in the net issue to public category shall be made as follow:

- (a) Minimum 50% to the 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;

Provided that the unsubscribed portion is either of the categories specified in clauses (a) or (b) may be allocated to applicants in the other category.

**Explanation:** For the purpose of Regulation 253, sub Regulation (2), if the retail individual investor category is entitled to more than fifty percent of the issue size on proportionate basis, the retail individual investors shall be allocated that higher percentage.

For further details, kindly refer the chapter titled "Terms of the Issue" beginning on page 145 of this prospectus.



#### **RESTATED STATEMENT OF BALANCE SHEET**

Sl. No.	Particulars	As at (Amount in Rs.)						
		30th Sep 2019	31st Mar 2019	31st Mar 2018	31st Mar 2017			
I).	EQUITY & LIABILITIES							
	1. Shareholders' Funds							
	a. Share Capital	2,00,000	2,00,000	2,00,000	2,00,000			
	b. Reserves & Surplus	59,83,603	53,49,029	29,11,451	17,92,022			
		61,83,603	55,49,029	31,11,451	19,92,022			
	2. Non-Current Liabilities							
	a. Long Term Borrowings	62,36,445	46,50,817	32,93,363	-			
		62,36,445	46,50,817	32,93,363	-			
	3. Current Liabilities							
	a. Short Term Borrowings	85,48,433	72,00,961	1,18,37,871	56,59,684			
	b. Trade Payables	1,10,450	1,52,468	5,21,956	2,08,500			
	c. Other Current Liabilities	46,34,056	27,01,716	50,84,596	24,62,753			
	d. Short Term Provisions	13,96,479	10,95,570	3,97,210	5,25,785			
		1,46,89,418	1,11,50,715	1,78,41,633	88,56,722			
	TOTAL	2,71,09,466	2,13,50,562	2,42,46,447	1,08,48,744			
II).	ASSETS							
	1. Non-Current Assets							
	a. Property, Plant and Equipment							
	(i) Tangible Assets	29,78,075	34,55,174	46,36,165	-			
	b. Deferred Tax Assets (Net)	2,58,712	2,50,724	2,704	-			
		32,36,786	37,05,898	46,38,869	-			
	2. Current Assets							
	a. Trade Receivables	57,88,569	40,18,745	85,49,387	41,98,660			
	b. Cash and Bank Balances	11,89,982	6,53,802	4,39,966	4,88,168			
	c. Other Current Assets	1,68,94,129	1,29,72,117	1,06,18,225	61,61,916			
		2,38,72,680	1,76,44,664	1,96,07,578	1,08,48,744			
	TOTAL	2,71,09,466	2,13,50,562	2,42,46,447	1,08,48,744			



Sl. No.		(Amount in Rs. For the year/ period ended						
	Particulars	30th Sep 2019	31st Mar 2019	31st Mar 2018	31st Mar 2017			
I).	INCOME							
	Revenue from Operations (Net)	2,29,22,202	5,13,38,030	3,93,93,352	3,10,90,339			
	Other Income	-	4,15,021	-	82,688			
	Total Revenue	2,29,22,202	5,17,53,051	3,93,93,352	3,11,73,027			
II).	EXPENSES							
	Employee Benefits Expense	1,59,94,789	3,83,91,891	3,10,95,596	2,74,08,106			
	Finance Costs	14,77,905	20,75,112	13,64,781	97,437			
	Depreciation and Amortisation Expense	5,56,099	14,95,664	-	-			
	Other Expenses	39,65,915	65,40,975	54,00,911	19,07,240			
	Total Expenses	2,19,94,708	4,85,03,642	3,78,61,288	2,94,12,783			
	Profit Before Tax	9,27,495	32,49,409	15,32,064	17,60,244			
	Tax Expenses							
	Current Tax	3,00,909	10,95,570	3,97,210	5,25,785			
	Deferred tax	(7,987)	(2,48,020)	(2,704)	-			
	Total Tax Expenses	2,92,921	8,47,550	3,94,506	5,25,785			
	Profit for the year	6,34,573	24,01,859	11,37,558	12,34,459			



#### RESTATED STATEMENT OF CASH FLOW STATEMENT

	1	(Amount in Rs.)				
SI.				period ende		
No.	Particulars	30th Sep 2019	31st Mar 2019	31st Mar 2018	31st Mar 2017	
A.	Cash flow from operating activities:					
	Profit / (Loss) before tax	9,27,495	32,49,409	15,32,064	17,60,244	
	Adjustments for:					
	Depreciation	5,56,099	14,95,664	-	-	
	Finance Costs	14,77,905	20,75,112	13,64,781	97,437	
		20,34,004	35,70,776	13,64,781	97,437	
	Operating profit before working capital changes	29,61,498	68,20,185	28,96,845	18,57,681	
	Adjustments for changes in working capital:					
	(Increase)/Decrease in Trade Receivables	(17,69,82 4)	45,30,642	(43,50,72 7)	66,58,928	
	(Increase)/Decrease in Other current Assets	(39,22,01 2)	(23,53,89 2)	(44,56,30 9)	(34,27,75 3)	
	Increase/(Decrease) in Trade Payables	(42,018)	(3,69,488	3,13,456	-	
	Increase/(Decrease) in Other Current Liabilities	19,32,340	(23,82,88 0)	26,21,843	(46,46,93 7)	
	Net changes in working capital	(38,01,51 4)	(5,75,618)	(58,71,73 7)	(14,15,76 2)	
	Cash generated from operations	(8,40,016	62,44,567	(29,74,89 2)	4,41,919	
	Taxes (Payment)/Refund	-	(3,61,493	(5,43,914)	(2,49,329	
	Net cash used (in)/from operating activities (A)	(8,40,016	58,83,074	(35,18,80	1,92,590	
B.	Cash flow from Investing activities:					
	Purchase of Property, Plant and Equipment	(79,000)	(3,14,673)	(46,36,16 5)	-	
	Net cash used in/from investing activities (B)	(79,000)	(3,14,673	(46,36,16	-	
C.	Cash flow from Financing activities:					
	Finance costs	(14,77,90 5)	(20,75,11 2)	(13,64,78	(97,437)	
	Proceeds from Long Term Borrowings	15,85,628	13,57,454	32,93,363	-	
	Proceeds from Short Term Borrowings	13,47,472	(46,36,91 0)	61,78,187	(1,19,582)	
	Net cash used in/from financing activities (C)	14,55,196	(53,54,56 8)	81,06,769	(2,17,019)	
	Net Increase/(Decrease) in Cash & Cash Equivalents (A+B+C)	5,36,180	2,13,833	(48,202)	(24,429)	
	Cash and Cash Equivalents at the beginning of the year	6,53,802	4,39,966	4,88,168	5,12,597	
	Cash and Cash Equivalents at the end of the year	11,89,982	6,53,802	4,39,966	4,88,168	


# **SECTION V: GENERAL INFORMATION**

Our Company was originally incorporated as *"Tranway Technologies Private Limited"* on March 25, 2015 under the provisions of the Companies Act, 2013 bearing Corporate Identification Number U74900KA2015PTC079480 issued by the Registrar of Companies, Karnataka, Bangalore. Subsequently our company was converted into Public Limited Company and the name of our Company was changed to *"Tranway Technologies Limited"* vide a fresh Certificate of Incorporation dated January 03, 2020 bearing Corporate Identification Number U74900KA2015PLC079480 issued by the Registrar of Companies, Karnataka, Bangalore. For further details of change in name and registered office of our Company, please refer to section titled "History and Certain Corporate Matters" beginning on page no 77 of this prospectus.

Brief o	f Company and Issue Information
	Tranway Technologies Limited
	GF-01, Pallavi Enclave, 26th Main Road, 17th Cross
Registered Office	J P Nagar, 6th Phase, Bangalore, Karnataka – 560078, India
Registered Office	Ph.: 080-46730800.
	Email: bharat@tranwayinc.com
	Website: www.tranwayinc.com
	Tranway Technologies Limited
	No. 1914, 5th Cross, 18th 'A' Main, J P Nagar, 2nd Phase, Bangalore,
Corporate Office	Karnataka – 560078, India
corporate childe	Ph.: 080-46730800.
	Email: cs@tranwayinc.com
	Website: www.tranwayinc.com
Date of Incorporation	March 25, 2015
Corporate Identification Number	U74900KA2015PLC079480
Company Category	Company Limited by Shares
Company Subcategory	Indian Non-Government Company
	Registrar of Companies, Karnataka, Bangalore.
Address of Registrar of Companies	E Wing, 2nd Floor, Kendriya Sadan, Kormangala, Bengaluru- 560034,
	Karnataka.
	BSE Limited Startup Platform of BSE Limited ("BSE STARTUPS")
Designated Stock Exchange <sup>^</sup>	20 <sup>th</sup> Floor, P. J. Towers, Dalal Street, Fort
Designated Stock Exchange	Mumbai – 400 001, Maharashtra
	Website: www.bseindia.com
	Ms. Anitha R
	Tranway Technologies Limited
	No. 1914, 5th Cross, 18th 'A' Main,
Company Secretary and Compliance	J P Nagar, 2nd Phase, Bangalore,
Officer	Karnataka – 560078, India
	Ph.: 080-46730800.
	Email: cs@tranwayinc.com
	Website: www.tranwayinc.com
	Ms. Preeti Sandeep Byse
	Tranway Technologies Limited
	No. 1914, 5th Cross, 18th 'A' Main,
Chief Financial Officer	J P Nagar, 2nd Phase, Bangalore,
	Karnataka – 560078, India
	Ph.: 080-46730800.
	Email: preeti@tranwayinc.com
	Website: www.tranwayinc.com
	"Luharuka & Co."
	Chartered Accountants,
	18, Rabindra Sarani, Poddar Court, Gate No-1,
	5 <sup>th</sup> Floor, Suit No-530, Kolkata-700001 <b>Tel. No.:</b> 033-40030371
Statutory Auditor & Door Daviou Auditor	<b>E-mail ID:</b> neha.a@adplco.com
Statutory Auditor & Peer Review Auditor of the company	<b>Website:</b> www.adplco.com
of the company	Contact Person: Ms. Neha Agarwal
	Designation: Partner
	Membership Number: 302503
	Firm Registration No.: 328700E
	Peer Review Certificate No: 009742 dated 17/07/2017

^ In compliance with Regulation 230(1)(a) of SEBI (ICDR) Regulation, 2018, we had made an application to Startup Platform of BSE Limited ("BSE STARTUPS") only for listing of our equity shares.



# **Board of Directors of Our Company**

Our Company's Board comprises of the following Directors:

Sl. No.	Name of Director	Designation	DIN	Age	Residential Address
1	Mr. Bharat	Managing Director	03542954	47 Years	#001, Pallavi Enclave, 17th Cross, 26th Main, J P Nagar, 6th Phase, Bangalore South, Karnataka - 560078
2	Mrs. Kalavathy Bylappa	Executive Director	03550060	46 Years	#001, Pallavi Enclave, 17th Cross, 26th Main, J P Nagar, 6th Phase, Bangalore South, Karnataka - 560078
3	Mr. Gangisetty Srinivasulu Prashanth	Independent Director	06880088	46 Years	# 02, Pavani Parkwest Apartments, Block A, Innercircle, Bangalore North, Whitefield, Karnataka - 560066
4	Mr. A Dhakshinamoorthy	Independent Director	08638822	55 Years	#152, Rainbow Drive Sarjapurn Road, Near Wipro Corporate Office, Bangalore South, Carmelaram, Karnataka - 560035
5	Mr. Arul Kumar	Independent Director	08638858	41 Years	No. G001, Pallavi Enclave, 17th Cross, 26th Main, J P Nagar, 6th Phase, Bangalore South, Karnataka - 560078

For further details of the Board of Directors, please refer to the Section titled "Our Management" beginning on page no 83 of this prospectus.

Details of Kev	Intermediaries	pertaining t	o this Is	sue and	our Company:
Dottenio of integ	inter meanaries	per canning c	0 01110 10	ouc unu	our company.

LEAD MANACED TO THE ISSUE	
LEAD MANAGER TO THE ISSUE	REGISTRAR TO THE ISSUE
FINSHORE MANAGEMENT SERVICES LIMITED	LINK INTIME INDIA PRIVATE LIMITED
Anandlok", Block-A, 2 <sup>nd</sup> Floor, Room No. 207,	C-101, 1st Floor, 247 Park, L. B. S. Marg, Vikhroli
227 A.J.C Bose Road, Kolkata-700020, West Bengal	(West), Mumbai – 400 083, Maharashtra, India
<b>Telephone:</b> +91 – 33 – 22895101	<b>Tel No:</b> +91 22 4918 6200; <b>Fax:</b> +91 22 4918 6060
Email: ramakrishna@finshoregroup.com	Website: www.linkintime.co.in
Website: www.finshoregroup.com	Email: tranway.ipo@linktime.co.in
Investor Grievance Email: info@finshoregroup.com	Investor Grievance Email:
Contact Person: Mr. S. Ramakrishna Iyengar	tranway.ipo@linktime.co.in
SEBI Registration No: INM000012185	Contact Person: Ms. Shanti Gopalkrishnan
CIN No: U74900WB2011PLC169377	SEBI Registration No: INR000004058
	CIN No: U67190MH1999PTC118368
BANKER TO THE COMPANY	BANKER/SPONSOR BANK TO THE ISSUE
KARNATAKA BANK LIMITED	ICICI BANK LIMITED
Bengaluru-Jayanagar 9th Block Branch,	Capital Market Division, 1st Floor, 122, Mistry Bhavan,
Shri Kshetra Complex, No. 911,	Dinshaw Vachha Road, Backbay Reclamation,
39th Cross, 28th Main, 9th Block,	Churchgate, Mumbai – 400020,
Jayanagar, Bengaluru-560069	<b>Telephone:</b> 022 – 66818911/23/24
<b>Telephone:</b> 080 – 22955862 / 22955863	<b>Fax No:</b> 022 – 22611138
Email: blr.jnr9blk@ktkbank.com	Email: <u>kmr.saurabh@icicibank.com</u>
Contact Person: Mrs. Vinaya. K	Contact Person: Mr. Saurabh Kumar
Website: www.karnatakabank.com	SEBI Registration No: INBI00000004
	Website: www.icicibank.com
BANKER TO THE COMPANY	LEGAL ADVISOR TO THE ISSUE
ICICI BANK LIMITED	J MUKHERJEE & ASSOCIATES
No. 759, 8 <sup>th</sup> Main Road, 3 <sup>rd</sup> Phase	8A, 4th Floor, E-Block, Mercantile Buildings, 9/12 Lal
J P Nagar, Bengaluru – 560078	Bazar Street, Kolkata-700001, West Bengal, India
<b>Telephone:</b> 080 – 26582666	<b>Telephone:</b> +91 9830640366
Email: sachin.alva@icicibank.com	Email: jmalegal@outlook.com
Contact Person: Mr. Sachin Alva	Contact Person: Mr. Jayabrata Mukherjee
Website: www.icicibank.com	

Note: Investors may contact our Company Secretary and Compliance Officer and/or the Registrar to the Issue and/or the Lead Manager, in case of any pre-issue or post-issue related problems, such as non-receipt of letters of allotment, credit of allotted Equity Shares in the respective beneficiary account or refund orders, etc. For all Issue related queries and for redressal of complaints, Applicants may also write to the 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.

All grievances in relation to the application through 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, giving details such as the full name of the sole or First Applicant, ASBA Form number, Applicants' DP ID, Client ID, PAN, number of Equity Shares applied for, date of submission of ASBA Form, address of Bidder, the name and address of the relevant Designated Intermediary, where the ASBA Form was submitted by the Bidder, ASBA Account number in which the amount equivalent



to the Bid Amount was blocked and UPI ID used by the Retail Individual Investors. Further, the Bidder shall enclose the Acknowledgment Slip from the Designated Intermediaries in addition to the documents or information mentioned hereinabove.

# Statement of Inter Se Allocation of Responsibilities

Finshore Management Services Limited is the sole Lead Manager to this Issue and all the responsibilities relating to coordination and other activities in relation to the Issue shall be performed by them and hence a statement of inter-se allocation of responsibilities is not required.

# Self-Certified Syndicate Banks ("SCSBs")

The lists of banks that have been notified by SEBI to act as SCSB for the ASBA process are provided on https://www.sebi.gov.in/sebiweb/other/OtherAction.do?doRecognisedFpi=yes&intmId=34. For details of the Designated Branches which shall collect Application Forms, please refer to the above-mentioned SEBI link.

#### **Issuer Banks for UPI**

The list of Self Certified Syndicate Banks that have been notified by SEBI to act as Issuer Bank for UPI mechanism are provide on the website of SEBI on

https://www.sebi.gov.in/sebiweb/other/OtherAction.do?doRecognisedFpi=yesandintmId=40. For details on Designated Branches of SCSBs collecting the Bid Cum Application Forms, please refer to the above-mentioned SEBI link.

# **Registered Brokers**

The list of the Registered Brokers, including details such as postal address, telephone number and e-mail address, is provided on the website of the Stock Exchange, at BSE Limited at www.bseindia.com as updated from time to time.

#### **Brokers to This Issue**

All brokers registered with SEBI and members of the Recognised Stock Exchange can act as brokers to the Offer.

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

The list of the RTAs eligible to accept 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 BSE Limited, as updated from time to time.

# **Collecting Depository Participants**

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

# **Credit Rating**

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

#### Trustees

As the Issue is of Equity Shares, the appointment of trustees is not required.

#### **Debenture Trustees**

As the Issue is of Equity Shares, the appointment of Debenture trustees is not required.

# **IPO Grading**

Since the Issue is being made in terms of Section IX of the SEBI (ICDR) Regulations, 2018 there is no requirement of appointing an IPO Grading agency.

#### **Monitoring Agency**

As per regulation 262(1) of the SEBI ICDR Regulations 2018, 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 ₹424.00 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.

#### **Appraising Entity**

No appraising entity has been appointed in respect of any objects of this Issue.

# Filing of Draft Prospectus/Prospectus with the SEBI/ROC

In terms of Regulation 246 (1) of the SEBI (ICDR) Regulations, 2018, and Pursuant to SEBI Circular Number SEBI/HO/CFD/DIL1/CIR/P/2018/011 dated January 19, 2018, a copy of the prospectus will be filed with the Board through the Lead Manager, immediately upon filing of the offer document with the Registrar of Companies. However, as per Regulation 246 (2) of the SEBI (ICDR) Regulations, 2018, The Board shall not issue any observation on the offer document.



In terms of Regulation 246 (5) of the SEBI (ICDR) Regulations, 2018, a copy of this draft prospectus and prospectus shall also be furnished to the Board in a soft copy.

A copy of the prospectus, along with the documents required to be filed under Section 26 & 32 of the Companies Act, 2013 would be delivered for filing to the Registrar of Companies, Karnataka, Bangalore, situated at E Wing, 2nd Floor, Kendriya Sadan, Kormangala, Bengaluru- 560034.

Issue	Programme
-------	-----------

Issue Opening Date	January 27, 2020
Issue Closing Date	January 29, 2020
Finalisation of Basis of Allotment with BSE	February 03, 2020
Initiation of Allotment / Refunds/ unblocking of ASBA Accounts	February 04, 2020
Credit of Equity Shares to demat accounts of the Allottees	February 05, 2020
Commencement of trading of the Equity Shares on BSE	February 06, 2020

# **Expert Opinion**

Except as stated below, our Company has not obtained any expert opinions:

Our Company has received consent from the Peer review Auditors of the Company to include their name as an expert in this prospectus in relation to the (a) Peer review Auditors' reports on the restated Audited financial statements; and (b) Statement of Tax Benefits by the Peer review Auditors and such consent has not been withdrawn as on the date of this prospectus.

# Change in Auditors during the last three (3) years

M/s. Sanjay K & Co. has resigned as the statutory auditor of the company with effect from December 20, 2019 due to not having peer review certificate and M/s. Luharuka & Co. having peer review certificate has been appointed as statutory auditor of the company for FY 2019-20.

# Underwriter

In terms of Regulation 260 (1) of the SEBI (ICDR) Regulations, 2018, the initial public offer shall be underwritten for hundred per cent of the offer and shall not be restricted up to the minimum subscription level and as per sub regulation (2) The lead manager(s) shall underwrite at least fifteen per cent of the issue size on their own account(s).

Our Company and Lead Manager to the Issue hereby confirm that the Issue is 100% Underwritten. The underwriting agreement is dated January 15, 2020 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, Address, Telephone, and Email of the Underwriter	Indicated number of Equity Shares to be Underwritten	Amount Underwritten	% of the total Issue Size Underwritten
Finshore Management Services Limited	42,40,000	424.00 Lakhs*	100.00%
Anandlok, Block-A, 2nd Floor, Room No. 207, 227	Equity Shares		
A.J.C. Bose Road, Kolkata-700020, India			
<b>Tel No:</b> +91-33-22895101			
Website: info@finshoregroup.com			
Email: ramakrishna@finshoregroup.com			
Investor Grievance Email:info@finshoregroup.com			
Contact Person: Mr. S. Ramakrishna Iyengar			
SEBI Registration No: INM000012185			

\*Includes 2,20,000 Equity shares of the Market Maker Reservation Portion worth Rs. 22.00 Lakhs, which are to be subscribed by the Market Maker in order to comply with the requirements of Regulation 261 of the SEBI (ICDR) Regulations, as amended.

In the opinion of the Board of Directors of our Company, the resources of the above-mentioned Underwriter and Market Maker are sufficient to enable them to discharge their respective underwriting obligations in full.



#### **Details of Market Making Arrangement for This Issue**

Our Company and the Lead Manager has entered into Market Making Agreement dated January 15, 2020 with the following
Market Maker to fulfill the obligations of Market Making for this Issue:

8	8		
Name	M/s. Nikunj Stock Brokers Limited		
Address	A-92, Ground Floor, Left Portion, Kamla Nagar, New Delhi – 110092		
Telephone	011-47030015		
E-mail	info@nikunjonline.com		
Contact Person	Mr. Pramod Kumar Sultania		
SEBI Registration No	INZ000169335		
Market Maker Registration with BSE	SMEMM0664523112017		

M/s. Nikunj Stock Brokers Limited, registered with BSE Limited, will act as the market maker and 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 a period as may be notified by amendment to SEBI (ICDR) Regulations.

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

- In terms of regulation 261(1) of SEBI ICDR Regulations 2018, the Market Making arrangement through the Market Maker will be in place for a period of three years from the date of listing of our Equity Shares and shall be carried out in accordance with SEBI ICDR Regulations and the circulars issued by the BSE and SEBI regarding this matter from time to time.
- In terms of regulation 261(2) of SEBI ICDR Regulations 2018, The market maker or issuer, in consultation with the lead manager(s) may enter into agreements with the nominated investors for receiving or delivering the specified securities in market making, subject to the prior approval of the BSE Limited.
- In terms of regulation 261(3) of SEBI ICDR Regulations 2018, Following is a summary of the key details pertaining to the Market Making arrangement
  - 1. The Market Maker "M/s. Nikunj Stock Brokers Limited" shall be required to provide a two-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 prices quoted by Market Maker shall be in compliance with the Market Maker Spread Requirements and other particulars as specified or as per the requirements of BSE and SEBI from time to time.
  - 3. The Market Maker is required to comply with SEBI Circular No. CIR/MRD/DSA/31/2012 dated November 27, 2012 and SEBI ICDR Regulations.
  - 4. The minimum depth of the quote shall be Rs.1.00 Lakh. However, the investors with holdings of value less than Rs. 1.00 Lakh shall be allowed to offer their holding to the Market Maker 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.
  - 5. There shall be no exemption/threshold on downside. However, in the event the Market Maker exhausts his inventory through market making process, BSE may intimate the same to SEBI after due verification.
  - 6. The Market Maker shall not sell in lots less than the minimum contract size allowed for trading on BSE (in this case currently the minimum trading lot size is 10000 equity shares; however, the same may be changed by the BSE from time to time).
  - 7. The shares of the Company will be traded in Trade for Trade Segment for the first 10 days from commencement of trading (as per SEBI Circular no: CIR/MRD/DP/ 02/2012 dated January 20, 2012) on Startup Platform of BSE Limited ("BSE STARTUPS") and market maker will remain present as per the guidelines mentioned under BSE and SEBI circulars.
  - 8. The Market Maker shall start providing quotes from the day of the listing / the day when designated as the Market Maker for the respective scrip and shall be subject to the guidelines laid down for market making by the BSE Limited.
  - 9. 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.



- 10. In terms of regulation 261(6) of SEBI ICDR Regulations 2018, Market Maker shall not buy the Equity Shares from the Promoters or Persons belonging to promoter group of **Tranway Technologies Limited** or any person who has acquired shares from such promoter or person belonging to promoter group, during the compulsory market making period.
- 11. In terms of regulation 261(7) of SEBI ICDR Regulations 2018, The Promoters' holding of Tranway Technologies Limited shall not be eligible for offering to the Market Maker during the Compulsory Market Making Period. However, the promoters' holding of Tranway Technologies Limited which is not locked-in as per the SEBI (ICDR) Regulations, 2018 as amended, can be traded with prior permission of the Startup Platform of BSE Limited ("BSE STARTUPS"), in the manner specified by SEBI from time to time.
- The Lead Manager may be represented on the Board of the Issuer Company in compliance with Regulation 261 (8) of SEBI (ICDR) Regulations, 2018.
- 13. The Market Maker shall not be responsible to maintain the price of the Equity Shares of the Issuer Company at any particular level and is purely supposed to facilitate liquidity on the counter of **Tranway Technologies** Limited via its 2-way quotes. The price of the Equity Shares shall be determined and be subject to market forces.
- 14. **Risk containment measures and monitoring for Market Maker**: Startup Platform of BSE Limited ("BSE STARTUPS") will have all margins which are applicable on the BSE Main Board viz., Mark-to-Market, Value-At-Risk (VAR) Margin, Extreme Loss Margin, Special Margins and Base Minimum Capital etc. BSE Limited can impose any other margins as deemed necessary from time-to-time.
- 15. Punitive Action in case of default by Market Maker(s): BSE 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 they are 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.

The Market Maker(s) shall have the right to terminate said arrangement by giving three months 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 261 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 relevant laws and regulations applicable at that particulars point of time.

- 16. On the first day of the listing, there will be pre-opening session (call auction) and there after the trading will happen as per the equity market hours. The circuits will apply from the first day of the listing on the discovered price during the pre-open call auction.
- 17. 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:

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



- 18. All the above-mentioned conditions and systems regarding the Market Making Arrangement are subject to change based on changes or additional regulations and guidelines from SEBI and Stock Exchange from time to time.
- 19. Price Band and Spreads: SEBI Circular bearing reference no: CIR/MRD/DP/ 02/2012 dated January 20, 2012, has laid down that for issue size up to ₹250 crores, the applicable price bands for the first day shall be:
- i. In case equilibrium price is discovered in the Call Auction, the price band in the normal trading session shall be 5% of the equilibrium price.
- ii. In case equilibrium price is not discovered in the Call Auction, the price band in the normal trading session shall be 5% of the issue price. Additionally, the trading shall take place in TFT segment for first 10 days from commencement of trading. The price band shall be 20% and the market maker spread (difference between the sell and the buy quote) shall be within 10% or as intimated by Exchange from time to time.
- In terms of regulation 261(4) of SEBI ICDR Regulations 2018, The specified securities being bought or sold in the process of market making may be transferred to or from the nominated investors with whom the lead manager(s) and the issuer have entered into an agreement for market making: Provided that the inventory of the market maker, as on the date of allotment of the specified securities, shall be at least five per cent. of the specified securities proposed to be listed on BSE Limited.
- In terms of regulation 261(5) of SEBI ICDR Regulations 2018, The market maker shall buy the entire shareholding of a shareholder of the issuer in one lot, where the value of such shareholding is less than the minimum contract size allowed for trading on the BSE Limited: Provided that market maker shall not sell in lots less than the minimum contract size allowed for trading on the BSE Limited.



# SECTION VI: CAPITAL STRUCTURE

Our Equity Share capital before the Issue and after giving effect to the Issue, as at the date of this prospectus, is set forth below:
(Rs. in Lakhs except share data)

	(Rs. in Lakhs except share)					
No.	Particulars	Aggregate Nominal Value	Aggregate Value at Issue Price			
A.	Authorized Share Capital					
	1,10,00,000 Equity Shares of ₹10/- each	1100.00				
B.	Issued, Subscribed & Paid-up Share Capital prior to the Offer <sup>(1)</sup>					
	63,58,800 Equity Shares of ₹10/- each	635.00				
C.	Present issue in terms of the prospectus <sup>(2)</sup>					
	42,40,000 Equity Shares of ₹10/- each for cash at a price of ₹10/- per share	424.00	424.00			
	Which Comprises					
D.	Reservation for Market Maker portion					
	2,20,000 Shares of ₹10/- each for cash at a price a ₹10/- per Equity Share	22.00	22.00			
E.	Net Issue to the Public					
	40,20,000 Equity Shares of ₹10/- each for cash at a price a ₹10/- per Equity Share of which:	402.00	402.00			
	20,10,000 Equity Shares of ₹10/- each for cash at a price a ₹10/- per Equity Share will be available for allocation for allotment to Retail Individual Investors of up to ₹2.00 lakhs	201.00	201.00			
	20,10,000 Equity Shares of ₹10/- each for cash at a price a ₹10/- per Equity Share will be available for allocation for allotment to Other Investors of above ₹2.00 lakhs	201.00	201.00			
F.	Paid up Equity capital after the Issue					
	1,05,98,800 Equity Shares of ₹10/- each	105	9.88			
	Securities Premium Account					
G.	Before the Issue	124	4.54			
	After the Issue	124.54				

<sup>(1)</sup> Our Company has only one class of share, i.e., Equity Shares having face value of ₹10/- each and there are not partly paid up Equity Shares or preference shares or convertible securities outstanding for conversion as on the date of this prospectus.

(2) The present Issue of 42,40,000 Equity Shares in terms of prospectus has been authorized pursuant to a resolution of our Board of Directors dated January 03, 2020 and by special resolution passed under Section 62(1) (c) of the Companies Act, 2013 at the Extra Ordinary General Meeting of the members held on January 04, 2020.

Details of changes in Authorized Share Capital of our Company since incorporation:

No.	Date of Shareholders approval	EGM/AGM/ Postal Ballot	Authorized Share Capital (Rs.)	Details of change
1	-	On Incorporation	₹2,00,000	Incorporated with an Authorized Share Capital of ₹2,00,000 comprising of 2,000 Equity Shares of ₹100/- each.
2	21/10/2019	EOGM	₹11,00,00,000	Increase in Authorized Share Capital from ₹2,00,000 comprising of 2,000 Equity Shares of ₹100/- each to ₹11,00,00,000 comprising of 11,00,000 Equity Shares of ₹100/- each.
3	14/12/2019	EOGM	₹11,00,00,000	Sub-division of face value of shares from ₹100/- each to ₹10/- each resulting into 1,10,00,000 Equity Shares of ₹10/- each.



#### Notes to Capital Structure

# 1. Share capital history of our Company

(a) Equity share capital history of our Company:

The following is the history of the equity share capital of our Company:

Date of Allotment	Number of Equity Shares	Face Value (₹)	Issue Price (₹)	Nature of Consideration	Nature of allotment	Cumulative No. of Equity Shares	Cumulative Share Capital (₹)	Cumulative Share Premium (₹)
25-03-2015	2,000	100.00	100.00	Cash	Subscription to MoA <sup>(1)</sup>	2,000	2,00,000	-
19-11-2019	28,280	100.00	2,681.81	Other than Cash	Share Swap <sup>(2)</sup>	30,280	30,28,000	7,30,13,587
14-12-2019	6,05,600	100.00	-	Nil	Bonus Share <sup>(3)</sup>	6,35,880	6,35,88,000	1,24,53,587
14-12-2019	57,22,920	10.00	-	Nil	Share Split <sup>(4)</sup>	63,58,800	6,35,88,000	1,24,53,587

(1) Allotment on Initial subscription to the Memorandum of Association dated March 25, 2015

Sl. No.	Name of the allottee	Number of Equity Shares allotted
1	Mr. Bharat	1,000
2	Mrs. Kalavathy Bylappa	1,000
	Total	2,000

(2) Further on November 11, 2019, Tranway has allotted 28,280 Equity Shares (face value Rs. 100/- each) @ ₹2681.81 per share aggregating to ₹758.42 Lacs by consideration other than cash to the shareholders of Bharat Head Hunters Private Limited at a Share SWAP Ratio of 14.14:1 of the face value of Rs. 100/- each. i.e. every shareholder of BHHPL will get 14.14 shares of Tranway for each share hold of BHHPL, as per valuation report provided by a Registered Valuer dated 21/10/2019 The details of allotment given below:

Sl. No.	Name of the allottee	Number of Equity Shares allotted
1	Mr. Bharat	14,140
2	Mrs. Kalavathy Bylappa	14,140
	Total	28,280

(3) Further on December 14, 2019 Company has allotted 6,05,600 Equity Shares as Bonus Shares in the Ratio of 20 (Twenty) New Equity Share for every 1 (One) Equity Share held (i.e. the ratio of 20:1 shares)

Sl. No.	Name of the allottee	Number of Equity Shares allotted
1	Mr. Bharat	3,02,760
2	Mrs. Kalavathy Bylappa	3,02,740
3	Babita Sahani	20
4	Chandan K Pattanshetty	20
5	Hemanth Kumar R N	20
6	Nivedita M S	20
7	Preeti Sandeep Byse	20
	Total	6,05,600

<sup>(4)</sup> The face value of equity share has been split from Rs. 100/- each to Rs. 10/- each at the Extra Ordinary General Meeting of the members held on 14/12/2019 resulting into increase of no of equity shares from 6,35,880 to 63,58,500

# As on the date of this prospectus, our Company does not have any preference share capital.

(b) As on the date of this prospectus, Our Company has not issued Equity shares for consideration other than cash except as mentioned below.

Date of Allotment	Number of Equity Shares allotted	Face Value (In ₹)	Issue Price (In ₹)	Consideration	Allotment		Benefit accruing to the company
19-11-2019	28,280	100	2681.81	Other than Cash	Share Swap	Mr. Bharat & Mrs. Kalavathy Bylappa	Synergy Benefit
14-12-2019	6,05,600	100		Nil	Bonus Share	Existing Shareholders	Capitalization of Reserve
14-12-2019	57,22,920	10		Nil	Share Split	Existing Shareholders	



- (c) We have not revalued our assets since inception and have not issued any Equity Shares (including bonus shares) by capitalizing any revaluation reserves.
- (d) Our Company has not issued any Equity Shares out of revaluation reserves or in terms of any scheme approved under Sections 391- 394 of the Companies Act or under section 230-234 of the Companies Act, 2013.
- (e) Our Company has not granted any options or allotted any Equity Shares under the ESOP Scheme as on the date of this prospectus.
- (f) Issue of Equity Shares in the last one year below the Issue Price: Our company has issued bonus share at an issue price of ₹ NIL on 14/12/2019 to existing shareholders. Except this, no other equity shares had been issued by our company at a price lower than the issue price during the preceding one year from the date of this prospectus.



# (g) Shareholding Pattern of our Company

Category (I)	y of shareholder (II)	Of shareholders (III)	paid up equity shares held (IV)	of Partly paid-up equity shares held (V)	shares underlying itory Receipts (VI)	I = (IV)+(V)+(VI)	Shareholding as a % of total no. of shares (calculated as per SCRR, 1957) (VIII) As a % of (A+B+C2)	S7) (VIII) As a % of A+B+C2)         Anber (2)         (1)         (2)         (2)         (2)         (2)         (2)         (3)         (3)         (3)         (3)         (3)         (3)         (3)         (3)         (3)         (3)         (3)				of Shar ged or rwise nbered III)		er of equity shares held in dematerialized form (XIV)				
C	Category		l Alln	of Pau sha	of	Total nos. (VII) = (IV	noldir nares 8, 19 <del>5</del> (	No of	Voting R	ights	Total as a % of	. of Sl itstan ties (i	holdi onver cities ted sł	No. (a)	As a % of total	No. (a)	As a % of total	er of lema
	Ca	Nos.	No. of fully	N0. 6	No. Dep	нe	Shareholding as a of shares (calcu SCRR, 1957) (VI (A+B+	Class: X	Class: y	Total	(A+B+C)	No. of Share Outstanding securities (inclu	Shareholding, a full conversion securities (as a diluted share (VII	(-)	Shares held (b)		Shares held (Sb)	Number dei
A	Promoter & Promoter Group	2	63,57,750	-	-	63,57,750	99.98	63,57,750	-	63,57,750	99.98	-	99.98	-	-	-	-	63,57,750
В	Public	5	1,050	-	-	1,050	0.02	1,050	-	1,050	0.02	-	0.02	-	-	-	-	1,050
С	Non- Promoter- Non-Public	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
C1	Shares underlying DRs	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
C2	Shares held by Employee Trusts	-	-	-	-	-	-	-	-	-	-	-		-	-	-	-	
	data of this r	7	63,58,800	-	-	63,58,800	100.00	63,58,800	-	63,58,800	100.00	-	100.00	-	-	-	-	63,58,800

The table below presents the current shareholding pattern of our Company as on the date of this prospectus.

As on date of this prospectus, 1 Equity share holds 1 vote.

As on date, we have only one class of Equity Shares of face value of Rs. 10/- each.

All Pre-IPO equity shares of our company will be locked-in as per regulations of SEBI ICDR prior to listing of shares on Startup Platform of BSE Limited ("BSE STARTUPS").

In terms of SEBI circular bearing no. Cir/ISD/3/2011 dated June 17, 2011 and SEBI circular bearings no. SEBI/Cir/ISD/05/2011 dated September 30, 2011, the equity shares held by the Promoters and Promoter Group are dematerialized.

Our Company will file the shareholding pattern of our Company, in the form prescribed under Regulation 31 of the Listing Regulation, one day prior to the listing of the Equity shares. The Shareholding pattern will be uploaded on the Website of BSE Limited before commencement of trading of such Equity Share.



(i) List of Major Shareholders holding 1% or more of the paid-up equity share capital aggregating to atleast 80% of capital of our Company as on the date of the prospectus:

SI.	Name of Shareholders	Number of	Face Value per	% of the Pre-Issue	
No.		<b>Equity Shares</b>	Equity Shares (In ₹)	paid-up capital	
1	Mr. Bharat	31,78,980	₹10/-	49.99%	
2	Mrs. Kalavathy Bylappa	31,78,770	₹10/-	49.99%	
	Total	63,57,750		99.98%	

(ii) List of Major Shareholders holding 1% or more of the paid-up equity share capital aggregating to atleast 80% of capital of our Company as on a date 10 days before the date of this prospectus:

SL	Name of Shareholders	Number of	Face Value per	% of the Pre-Issue
No		<b>Equity Shares</b>	Equity Shares (In ₹)	paid-up capital
1	Mr. Bharat	31,78,980	₹10/-	49.99%
2	Mrs. Kalavathy Bylappa	31,78,770	₹10/-	49.99%
	Total	63,57,750		99.98%

(iii) List of Major Shareholders holding 1% or more of the paid-up equity share capital aggregating to atleast 80% of capital of our Company as on a date 1 (one) year before the date of this prospectus:

SI.	Name of Shareholders	Number of	Face Value per	% of the Pre-Issue	
No.		<b>Equity Shares</b>	Equity Shares (In ₹)	paid-up capital	
1	Mr. Bharat	1,000	₹100/-	50.00%	
2	Mrs. Kalavathy Bylappa	1,000	₹100/-	50.00%	
	Total	2,000		100.00%	

(iv) List of Major Shareholders holding 1% or more of the paid-up equity share capital aggregating to atleast 80% of capital of our Company as on a date 2 (two) year before the date of this prospectus:

SI.	Name of Shareholders	Number of	Face Value per	% of the Pre-Issue	
No.		<b>Equity Shares</b>	Equity Shares (In ₹)	paid-up capital	
1	Mr. Bharat	1,000	₹100/-	50.00%	
2	Mrs. Kalavathy Bylappa	1,000	₹100/-	50.00%	
	Total	2,000		100.00%	

- (h) Our Company does not have any intention or proposal to alter our capital structure within a period of 6 months from the date of opening of the Issue by way of split or consolidation of the denomination of Equity Shares or further issue of Equity Shares (including issue of securities convertible into exchangeable, directly or indirectly, for our Equity Shares) whether preferential or bonus, rights, further public issue or qualified institutions placement or otherwise. 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 opening of the Issue 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 after obtaining relevant approvals.
- (i) The Details of Shareholding of Promoter's and Promoter Group of Our Company;

# Capital Build-up of our Promoter's in our Company

The current promoters of our Company are i) Mr. Bharat, and ii) Mrs. Kalavathy Bylappa.

Pursuant to Regulation 236 of SEBI (ICDR) Regulations 2018, minimum promoters' contribution should be not less than 20% of the post Issue equity share capital of our Company. As on the date of this prospectus, our Promoters collectively hold 63,57,750 Equity Shares, which constitutes approximately 99.98% of the Pre-IPO issued, subscribed and paid-up Equity Share capital of our Company and approximately 59.99%% of the Post-IPO issued, subscribed and paid-up Equity Share capital assuming full allotment of the shares offered in IPO. The Details are as under:

	Pre-Issue Sh	areholding	<b>Post-Issue Shareholding</b>		
Particulars	Number of	Percentage	Number of	Percentage	
	Shares	holding	Shares	holding	
Promoters					
Mr. Bharat	31,78,980	49.99%	31,78,980	29.99%	
Mrs. Kalavathy Bylappa	31,78,770	49.99%	31,78,770	29.99%	
Total Promoters Shareholding (A)	63,57,750	99.98%	63,57,750	59.99%	



All the Equity Shares allotted and held by our Promoters were fully paid at the time of allotment itself. Further, none of the Equity Shares held by our Promoters are subject to any pledge.

Set forth below is the build-up of the equity shareholding of our Promoters since the incorporation of our Company.

# i) Mr. Bharat

Date of Allotment/ Acquisition/Sale	Number of Equity Shares	Face Value	Issue/Transfer Price per Equity Share	Nature of Consideration	Nature of transaction	Pre-issue Share Holding%	Post-issue Share Holding%	Pledge
25-03-2015	1,000	100.00	100.00	Cash	Subscription to MoA	0.16%	0.09%	No
19-11-2019	14,140	100.00	2,681.81	Other than Cash	Share Swap	2.22%	1.33%	No
22-11-2019	-2	100.00	2,681.81	Other than Cash	Transfer	0.00%	0.00%	No
14-12-2019	3,02,760	100.00		Nil	Bonus Allotment	47.61%	28.57%	No
14-12-2019	28,61,082	10.00		Nil	Share Split			No
TOTAL	31,78,980					49.99%	29.99%	

# ii) Mrs. Kalavathy Bylappa

Date of Allotment/ Acquisition/Sale	Number of Equity Shares	Face Value	Issue/Transfer Price per Equity Share	Nature of Consideration	Nature of transaction	Pre-issue Share Holding%	Post-issue Share Holding%	Pledge
25-03-2015	1,000	100.00	100.00	Cash	Subscription to MoA	0.16%	0.09%	No
19-11-2019	14,140	100.00	2,681.81	Other than Cash	Share Swap	2.22%	1.33%	No
22-11-2019	-3	100.00	2,681.81	Other than Cash	Transfer	0.00%	0.00%	No
14-12-2019	3,02,740	100.00		Nil	Bonus Allotment	47.61%	28.56%	No
14-12-2019	28,60,893	10.00		Nil	Share Split			No
TOTAL	31,78,770					49.99%	29.99%	

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

Sl. No.	Name of the Promoter	No. of Equity Shares Held	Avg. Cost of Acquisition (In ₹ per Equity Share)
1	Mr. Bharat	31,78,980	11.96
2	Mrs. Kalavathy Bylappa	31,78,770	11.96

Note: All the Equity Shares held by our Promoters were fully paid up as on the respective dates of acquisition of such Equity Shares and there are no partly paid-up Equity Shares as on the date of filing of this prospectus.

- (j) As on date of this prospectus, our Company has 07 (Seven) shareholders.
- (k) The aggregate shareholding of the promoter group and of the directors of the promoters, where the promoter is a body corporate.

Sl. No.	Name of the Promoters & Promoter Group	Shareholding	% of Shareholding
Promoters			
1	Mr. Bharat	31,78,980	49.99%
2	Mrs. Kalavathy Bylappa	31,78,770	49.99%
Promoters G	Froup		
	Nil		
	Total	63,57,750	99.98%

Our Promoters doesn't include any Body corporates. The Aggregate shareholding of the promoter group are as under:

There are no financing arrangements whereby the promoter group, the directors of the company which is a promoter of the issuer, the directors of the issuer and their relatives have financed the purchase by any other person of securities of the issuer other than in the normal course of the business of the financing entity in the six months immediately preceding the date of filing of the offer document.



# (I) Promoter's Contribution

# (i) Details of Promoter's Contribution Locked-in of Equity Shares for Three (3) Years

Pursuant to Regulation 236 of SEBI (ICDR) Regulations 2018, minimum promoters' contribution should be not less than 20% of the post Issue equity share capital of our Company.

Further, in terms of Regulation 238 (a) of SEBI ICDR Regulations, minimum promoter's contribution will be lockedin for a period of three years from the date of Allotment or date of commencement of commercial production, whichever is later and the Equity Shares held by Promoter of our Company in excess of minimum promoter's contribution will be locked-in for a period of one year from the date of Allotment.

As on the date of this prospectus, our Promoters collectively hold 63,57,750 Equity Shares constituting 59.99% of the Post offer issued, subscribed and paid-up Equity Share capital of our Company, which are eligible for the Promoter's Contribution.

An aggregate of 20.00% of the post-issue capital, held by our Promoters shall be considered as Promoter's Contribution ("Minimum Promoter's Contribution") and locked-in for a period of three years from the date of allotment. The lockin of the Promoter's Contribution would be created as per applicable law and procedure and details of the same shall also be provided to the Stock Exchange before listing of the Equity Shares.

Our Promoters have granted their consents to include all the Equity Shares held by them of our Company as Promoter's Contribution and have agreed not to sell or transfer or pledge or otherwise dispose of in any manner, the Promoter's Contribution from the date of filing of this prospectus until the completion of the lock-in period specified above.

Sr. No.	Name of the Promoter Shareholder	Number of Shares held Pre-IPO	Number of Shares held for lock-in	Post-IPO Share Locked in (In%)	Lock in Period
1	Mr. Bharat	31,78,980	31,78,980	29.99%	3 Years
2	Mrs. Kalavathy Bylappa	31,78,770	31,78,770	29.99%	3 Years
	Total	63,57,750	63,57,750	59.99%	

The details of lock-in of shares for 3 (three) years are as under:

63,57,750 Pre-IPO equity shares of our company held by Our Promoter will be locked-in as mentioned above prior to listing of shares on Startup Platform of BSE Limited ("BSE STARTUPS").

In terms of Regulation 237 of SEBI ICDR Regulations, our Company confirms that none of the Equity Shares forming part of minimum promoter's contribution –

- > Are acquired by our Promoter during preceding three financial years;
  - For consideration other than cash and where revaluation of assets or capitalization of intangible assets was involved; or
  - Through bonus issue of Equity Shares made by utilizing the revaluation reserves or unrealized gain or through bonus issue against equity shares which are ineligible for minimum promoter's contribution;
- > Are pledged by our Promoter with any creditor;
- > Consist of Equity Shares acquired by our Promoter during preceding one year at a price lower than the Issue Price.

Our Company was incorporated under the Companies Act, 2013 and was not incorporated by converting the partnership firm(s) or LLP(s).

The Promoters have severally confirmed that the Equity Shares are eligible in term of Regulation 237 of SEBI (ICDR) Regulations and that they have not been prohibited from dealings in securities market and the Equity Shares are free from any lien, encumbrance or third-party rights. The Promoters have also severally confirmed that they are the legal and beneficial owners of the Equity.

All the Equity Shares held by our Promoters were fully paid up as on the respective dates of acquisition of such Equity Shares. Our Promoters have confirmed to our Company and the Lead Manager that the Equity Shares held by our Promoters have been financed from their personal funds, as the case may be, and no loans or financial assistance from any bank or financial institution has been availed of by them for such purpose.



# (ii) Details of Equity Shares Locked-in for one (1) year

In excess of minimum 20% of the Post-Issue shareholding of our Company held by the Promoter (locked in for three years as specified above), the balance pre-issue share capital of our Company held by promoters shall be locked in for a period of one year from the date of Allotment in this Issue as provided in clause 238 (b) of SEBI (ICDR) Regulations 2018.

Further, in terms of Regulation 239 of SEBI ICDR Regulations, entire pre-Issue equity share capital of our Company held by persons other than our Promoter will be locked-in for a period of one year from the date of Allotment in the Issue.

# (iii) Other requirements in respect of lock-in

# > Inscription or Recording of non-transferability:

In terms of Regulation 241 of the SEBI (ICDR) Regulations, 2018, our Company confirms that certificates of Equity Shares which are subject to lock in shall contain the inscription "Non-Transferable" and specify the lock-in period and in case such equity shares are dematerialized, the Company shall ensure that the lock in is recorded by the Depository.

# Pledge of Locked-in Equity Shares

Pursuant to Regulation 242 of the SEBI ICDR Regulations, the locked-in Equity Shares held by the Promoter, as specified above, can be pledged with any scheduled commercial banks or public financial institutions or systemically important non-banking finance company or housing finance company as collateral security for loans granted by such scheduled commercial banks or public financial institutions or systemically important non-banking finance company or housing finance or systemically important non-banking finance company or housing finance company.

- i. In respect of Equity Shares which are locked in for a period of one year, the pledge of the Equity Shares is one of the terms of the sanction of the loan;
- ii. In respect of Equity Shares which are locked in for a period of three years, the loan has been granted by such scheduled commercial bank or public financial institution or systemically important non-banking finance company or housing finance company to our Company or our Subsidiary (ies) for the purpose of financing one or more of the objects of the Issue and the pledge of the Equity Shares is one of the terms of the sanction of the loan.

#### > Transfer of Locked-in Equity Shares

In terms of Regulation 243 of the SEBI (ICDR) Regulations, 2018 and subject to provisions of Securities and Exchange Board of India (Substantial Acquisition of Shares and Takeovers) Regulations, 2011 as applicable;

- a) The Equity Shares held by our Promoters and locked in as per Regulation 238 of the SEBI (ICDR) Regulations, 2018 may be transferred to another Promoters or any person of the Promoters' Group or to a new promoter(s) or persons in control of our Company, subject to continuation of lock-in for the remaining period with transferee and such transferee shall not be eligible to transfer them till the lock-in period stipulated has expired.
- b) The equity shares held by persons other than promoters and locked in as per Regulation 239 of the SEBI (ICDR) Regulations, 2018 may be transferred to any other person (including Promoter and Promoters' Group) holding the equity shares which are locked-in along with the equity shares proposed to be transferred, subject to continuation of lock-in for the remaining period with transferee and such transferee shall not be eligible to transfer them till the lock-in period stipulated has expired.
- (iv) Sale/Purchase by Promoter Group and/or by directors of Company which is promoter of our company and/or by the director of our company and their immediate relatives during six months preceding the date of this prospectus:

There is no Sale/Purchase by Promoter Group and/or by directors of Company which is promoter of our company and/or by the director of our company and their immediate relatives during six months preceding the date of this prospectus except as mentioned in this prospectus.

- (m) Our Company, its Directors, Promoters or the Lead Manager have not entered into any buy-back or standby arrangements for the purchase of the Equity Shares of our Company.
- (n) The Equity Shares issued pursuant to this Issue shall be fully paid-up.
- (o) The Lead Manager and its associates do not hold any Equity Shares in our Company as on the date of filing this prospectus.
- (p) There are no options granted or equity shares issued under any scheme of employee stock option or employee stock purchase of issuer, in the preceding three years (separately for each year) and on a cumulative basis for all options or equity shares issued prior to the date of the prospectus.



(q) There are no outstanding warrants, options or rights to convert debentures, loans or other instruments into Equity Shares as on the date of this prospectus.

# Other miscellaneous disclosures:

- 1. None of the Equity Shares of our Company are subject to any pledge as on the date of this prospectus.
- 2. None of the shareholding of the Promoters & Promoter Group is subject to lock-in as on date of this prospectus.
- 3. Except as disclosed in the chapter titled "Our Management" beginning on page 83 of this prospectus, none of our Directors or Key Managerial Personnel holds any Equity Shares in our Company.
- 4. None of our Promoters, Promoter Group, our Directors and their relatives has entered into any financing arrangements or financed the purchase of the Equity shares of our Company by any other person during the period of six (6) months immediately preceding the date of filing of the prospectus.
- 5. We hereby confirm that there will be no further issue of capital whether by the way of issue of bonus shares, preferential allotment, right issue or in any other manner during the period commencing from the date of the prospectus until the Equity shares offered have been listed or application money unblocked on account of failure of issue.
- 6. Our Company undertakes that there shall be only one (1) denomination for the Equity Shares of our Company, unless otherwise permitted by law. Our Company shall comply with such disclosure and accounting norms as specified by SEBI from time to time.
- 7. Our Company has not issued Equity Shares out of Revaluation Reserves.
- 8. Our Company shall comply with such disclosures and accounting norms as may be specified by BSE, SEBI and other regulatory authorities from time to time.
- 9. Our Company has not made any public issue of any kind or class of securities of our Company within the immediately preceding two (2) years prior to filing this prospectus.
- 10. Our Company has not raised any bridge loan against the proceeds of this issue.
- 11. Our Company, Directors, Promoters or members of our Promoter Group shall not make any payments, direct or indirect, discounts, commissions, allowances or otherwise under this Issue except as disclosed in this prospectus.
- 12. Our Company has not revalued its assets during the last five (5) financial years.
- 13. An over-subscription to the extent of 10% of the Net Issue can be retained for the purpose of rounding off to the nearest integer during finalizing the allotment, subject to minimum allotment, which is the minimum application size in this Issue. Consequently, the actual allotment may go up by a maximum of 10% of the Net Issue, as a result of which, the post-issue paid up capital after the Issue would also increase by the excess amount of allotment so made. In such an event, the Equity Shares held by the Promoter and subject to three (3) years lock- in shall be suitably increased; so as to ensure that 20% of the post Issue paid-up capital is locked in.
- 14. Under subscription, if any, in any of the categories, would be allowed to be met with spill-over from any of the other categories or a combination of categories at the discretion of our Company in consultation with the Lead Manager and Designated Stock Exchange i.e. BSE Limited (STARTUP Platform). Such inter-se spill over, if any, would be effected in accordance with applicable laws, rules, regulations and guidelines.
- 15. In case of over-subscription in all categories the allocation in the issue shall be as per the requirements of SEBI (ICDR) Regulations.
- 16. The unsubscribed portion in any reserved category (if any) may be added to any other reserved category.
- 17. 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.
- 18. There are no Equity Shares against which depository receipts have been issued.
- 19. Other than the Equity Shares, there is no other class of securities issued by our Company.
- 20. This issue is being made through Fixed Price method.



- 21. This Issue is being made in terms of Section IX of the SEBI (ICDR) Regulations 2018, as amended from time to time. The Issue is being made through the Fixed Price method and hence, as per Regulation 253, sub regulation (2) of SEBI (ICDR) Regulations 2018, the allocation in the net issue to public category shall be made as follow:
  - (a) Minimum 50% to the 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;

Provided that the unsubscribed portion is either of the categories specified in clauses (a) or (b) may be allocated to applicants in the other category.

**Explanation:** For the purpose of Regulation 253, sub Regulation (2), if the retail individual investor category is entitled to more than fifty percent of the issue size on proportionate basis, the retail individual investors shall be allocated that higher percentage.

22. Our Promoters and members of our Promoter Group will not participate in the Issue.

# **OBJECTS OF THE ISSUE**

The Issue includes a fresh Issue of 42,40,000 Equity Shares of our Company at an Issue Price of ₹10/- per Equity Share aggregating to ₹424.00 Lakhs.

Our Company proposes to utilize the funds which are being raised through this Issue towards the below mentioned objects and gain benefits of listing on Startup Platform of BSE Limited ("BSE STARTUPS").

#### The Objects of the Issue are:

- A. To meet the working capital requirements of the company for business operations and expansion in India and Abroad
- B. To meet the Issue Expenses
- C. General Corporate Purposes

Our Company believes that listing will enhance our Company's corporate image, brand name and create a public market for its Equity Shares in India. It will also make future financing easier and affordable in case of expansion or diversification of the business. Further, listing attracts interest of institutional investors as well as foreign institutional investors.

The main objects clause of our Memorandum enables our Company 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. The fund requirement and deployment are based on internal management estimates and has not been appraised by any bank or financial institution.

#### **Requirement of Funds**

Our funding requirement is dependent on a number of factors which may not be in the control of our management, changes in our financial condition and current commercial condition. Such factors may entail rescheduling and/or revising the planned expenditure and funding requirement and increasing or decreasing the expenditure for a particular purpose from the planned expenditure.

Sr.	Particulars	Estimated	Amount	Amount to be	Estimated Net
No.		Amount	Deployed	financed from Net	<b>Proceeds Utilization</b>
		(Rs. In Lakhs)	till Date	<b>Proceeds of Issue</b>	in FY 2019-20
Α	Funding the working capital requirements of the Company	364.00	-	364.00	364.00
В	Issue related expenses	35.00	-	35.00	35.00
С	General corporate purposes	25.00	-	25.00	25.00
	Total IPO Proceeds	424.00	-	424.00	424.00

The following table summarizes the requirement of funds:

#### Means of Finance:

We propose to meet the requirement of funds for the stated objects of the Issue from the IPO Proceeds. Hence, no amount is required to be raised through means other than the Issue Proceeds. Accordingly, the requirements under Regulation 230(1)(e) of the SEBI ICDR Regulations and Clause 9 (C) of Part A of Schedule VI of the SEBI (ICDR) Regulations (which requires firm arrangements of finance through verifiable means for 75% of the stated means of finance, excluding the Issue Proceeds and existing identifiable internal accruals) are not applicable.

The fund requirement and deployment are based on internal management estimates and have not been appraised by any bank or financial institution. These are based on current conditions and are subject to change in light of changes in external circumstances or costs, other financial conditions, business or strategy, as discussed further below.

In case of variations in the actual utilization of funds allocated 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 through our internal accruals and/or debt.

We may have to revise our fund requirements and deployment as a result of changes in commercial and other external factors, which may not be within the control of our management. This may entail re-scheduling, revising or cancelling the fund requirements and increasing or decreasing the fund requirements for a particular purpose from its fund requirements mentioned below, at the discretion of our management. In case of any shortfall or cost overruns, we intend to meet our estimated expenditure from internal accruals and/or debt. In case of any such re-scheduling, it shall be made by compliance of the relevant provisions of the Companies Act, 2013 / Companies Act, 1956.



# **Details of the Use of the Proceeds**

# A. Working Capital Requirement and basis of estimation:

Our business is working capital intensive and our company funds a majority of our working capital requirement through internal accruals and Banking Limits. For the expansion of our business and to enter new geographical areas within India and Abroad, our company requires additional working capital which is based on our management estimations of the future business plan for the FY 2019-20 and FY 2020-21.

Particulars	31-03-2018	31-03-2019	31-03-2020	31-03-2021	31-03-2022
	(Restated)	(Restated)	(Estimation)	(Estimation)	(Estimation)
Cash & Bank Balance	4,39,966	6,53,802	28,87,422	30,78,264	51,03,557
Sundry Debtors	85,49,387	39,80,994	2,50,00,000	3,00,00,000	3,60,00,000
WIP	-	-	1,66,66,667	2,00,00,000	2,40,00,000
Other Current Assets	1,06,18,225	1,29,72,117	2,25,00,000	2,25,00,000	2,25,00,000
Total Current Assets	1,96,07,578	1,76,06,913	6,70,54,089	7,55,78,264	8,76,03,557
Sundry Creditors	5,21,956	1,52,468	-	-	-
Short Term Borrowings	1,18,37,871	72,00,961	55,00,000	38,50,000	26,95,000
Other Current Liabilities	54,81,806	37,59,535	62,50,000	75,00,000	90,00,000
<b>Total Current Liabilities</b>	1,78,41,633	1,11,12,964	1,17,50,000	1,13,50,000	1,16,95,000
Working Capital Gap	17,65,945	64,93,949	5,53,04,089	6,42,28,264	7,59,08,557
Source of Working Capital	31.03.2018	31.03.2019	31.03.2020	31.03.2021	31.03.2021
Proceeds from IPO	-	-	3,64,00,000	-	-
Internal Accrual	17,65,945	64,93,949	1,89,04,089	6,42,28,264	7,59,08,557
Total	17,65,945	64,93,949	5,53,04,089	6,42,28,264	7,59,08,557

#### Assumption on working capital requirement:

We have estimated our working capital requirement based on the following holding periods:

Particulars	31-03-2018	31-03-2019	31-03-2020	31-03-2021	31-03-2022
Sundry Debtors Holding period (Months)	2.60	0.93	3.00	3.00	3.00
Work in Progress Holding Period (Months)	-	-	2.00	2.00	2.00
Sundry Creditor Holding Period (Months)	2.16	0.88	1.00	1.00	1.00

# **B.** General Corporate Purpose

The Net Proceeds will be first utilized towards the Objects as mentioned as mentioned above. The balance is proposed to be utilized for general corporate purposes, subject to such utilization not exceeding 25% of the Net Proceeds, in compliance with the Chapter IX, Regulation 230 (2) of SEBI ICDR Regulations, 2018. Our Company intends to deploy the balance Net Proceeds, if any, for general corporate purposes, subject to above mentioned limit, as may be approved by our management, including but not restricted to, the following:

(i) Strategic initiatives (ii) brand building and strengthening of marketing activities; and (iii) ongoing general corporate exigencies or any other purposes as approved by the Board subject to compliance with the necessary regulatory provisions.

The quantum of utilization of funds towards each of the above purposes will be determined by our Board of Directors based on the permissible amount actually available under the head "General Corporate Purposes" and the business requirements of our Company, from time to time. We, in accordance with the policies of our Board, will have flexibility in utilizing the Net Proceeds for general corporate purposes, as mentioned above.

# C. Issue Related Expense

The expenses for this Issue include issue management fees, underwriting fees, selling commission, registrar fees, legal advisor fees, printing and distribution expenses, issue related advertisement expenses, depository charges and listing fees etc. to the Stock Exchange, among others. All the Issue related expenses shall be met out of the proceeds of the Issue and the break-up of the same is as follows:



Activity	Estimated Expenses (Rs. in Lakhs)	As a % of Total Estimated Issue Expenses	As a % of the Total Issue Size
Lead Manager Fees including Underwriting Commission, Brokerage, Selling Commission and upload Fees, Registrar to the Issue, Legal Advisors etc. and other out of Pocket Expenses	26.25	75.00%	6.19%
Advertising and Marketing Expenses	2.25	6.43%	0.53%
Regulators Including Stock Exchanges	5.00	14.29%	1.18%
Printing and distribution of Issue Stationary	1.50	4.29%	0.35%
Total	35.00	100.00%	8.25%

Note:

- The SCSBs would be entitled to processing fees of ₹10/- per application form, for processing the application forms procured by other intermediaries and submitted to SCSBs.
- Further, the SCSBs and other intermediaries will be entitled to selling commission of 0.01% of the amount allotted (product of the no. of equity shares allotted and the issue price) for the forms directly procured by them and uploaded on the electronic system of the stock exchange by them.
- The payment towards commission and processing fees will be completed within 30 days from the date of receipt of final invoice from the respective entities.

# **Appraisal by Appraising Fund:**

None of the Objects have been appraised by any bank or financial institution or any other independent third-party organization. The funding requirements of our Company and the deployment of the proceeds of the Issue are currently based on management estimates. The funding requirements of our Company are dependent on a number of factors which may not be in the control of our management, including variations in interest rate structures, changes in our financial condition and current commercial conditions and are subject to change in light of changes in external circumstances or in our financial condition, business or strategy.

# Shortfall of Funds

Any shortfall in meeting the fund requirements will be met by way of internal accruals and or unsecured Loans.

# **Bridge Financing Facilities**

As on the date of this prospectus, we have not raised any bridge loans which are proposed to be repaid from the Net Proceeds. However, we may draw down such amounts, as may be required, from an overdraft arrangement/cash credit facility with our lenders, to finance additional working capital needs until the completion of the Issue.

#### **Interim Use of Proceeds**

Pending utilization for the purposes described above, our Company intends to invest the funds in with scheduled commercial banks included in the second schedule of Reserve Bank of India Act, 1934. Our management, in accordance with the policies established by our Board of Directors from time to time, will deploy the Net Proceeds. Further, our Board of Directors hereby undertake that full recovery of the said interim investments shall be made without any sort of delay as and when need arises for utilization of process for the objects of the issue.

#### Monitoring Utilization of Funds

As the Issue size is less than Rs. 10,000 Lakh, under the SEBI (ICDR) Regulations it is not mandatory for us to appoint a monitoring agency.

Our Board and the management will monitor the utilization of the Net Proceeds through its audit committee. Pursuant to Regulation 32 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, our Company shall on half-yearly basis disclose to the Audit Committee the applications of the proceeds of the Issue. On an annual basis, our Company shall prepare a statement of funds utilized for purposes other than stated in this prospectus and place it before the Audit Committee. Such disclosures shall be made only until such time that all the proceeds of the Issue have been utilized in full. The statement will be certified by the Statutory Auditors of our Company.

No part of the Issue Proceeds will be paid by our Company as consideration to our Promoters, our Directors, Key Management Personnel or companies promoted by the Promoters, except as may be required in the usual course of business and for working capital requirements.

The SCSBs and other intermediaries will be entitled to a commission of  $\gtrless 10/$ - per valid application form submitted to them and uploaded on the electronic system of the Stock Exchange.



# Variation in Objects

In accordance with Section 13(8) and Section 27 of the Companies Act, 2013, our Company shall not vary the objects of the Initial Public Issue without our Company being authorized to do so by the Shareholders by way of a special resolution through a postal ballot. Further, pursuant to Regulation 32 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, our Company shall on half- yearly basis disclose to the Audit Committee the applications of the proceeds of the Issue. In addition, the notice issued to the Shareholders in relation to the passing of such special resolution ("Postal Ballot Notice") shall specify the prescribed details as required under the Companies Act. The Postal Ballot Notice shall simultaneously be published in the newspapers, one in English and one in Hindi, the vernacular language of the jurisdiction where our Registered Office is situated. Our Promoters will be required to provide an exit opportunity to such shareholders who do not agree to the above stated proposal, at a price as may be prescribed by SEBI, in this regard.

#### **Other Confirmations**

There are no material existing or anticipated transactions with our Promoters, our Directors, our Company's Key Managerial Personnel, director of promoters in relation to the utilisation of the Net Proceeds. No part of the Net Proceeds will be paid by us as consideration to our Promoters, our Directors or Key Managerial Personnel, director of promoters except in the normal course of business and in compliance with the applicable laws.



#### **BASIS FOR ISSUE PRICE**

The Issue Price of 10/- per Equity Share has been determined by our Company, in consultation with the Lead Manager and justified by our Company, in consultation with the Lead Manager on the basis of an assessment of market demand for the Equity Shares through the Fixed Price Process and on the basis of the following qualitative and quantitative factors. The face value of the Equity Share of our Company is 10/- and Issue Price is 10/- which is 1.00 times the face value. Investors should also refer "Our Business", "Risk Factors" and "Financial Statements as Restated" beginning on page no. 66, 17 and 100 respectively, of this prospectus, to have an informed view before making an investment decision.

#### **QUALITATIVE FACTORS:**

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

- Established and proven track record;
- Leveraging the experience of our Promoters;
- > Experienced management team and a motivated and efficient work force;
- Cordial relations with our customers
- Quality Assurance & Control

For a detailed discussion on the qualitative factors which form the basis for computing the price, please refer to Section titled, **Our Business**, beginning on page no. 66 of this prospectus.

#### **QUANTITATIVE FACTORS:**

The information presented in this section is derived from our Company's restated financial statements for the period 6 months ended September 30, 2019 and for the financial year ended on 31<sup>st</sup> March 2019, 31<sup>st</sup> March 2018 and 31<sup>st</sup> March 2017 prepared in accordance with Ind GAAP, the Companies Act and Restated in accordance with SEBI (ICDR) Regulations. For details, refer chapter titled "Financial Statements as Restated" beginning on page no 100 of this prospectus. Some of the quantitative factors, which form the basis for computing the price, are as follows:

# 1. Basic & Diluted Earnings per share (EPS) as adjusted for changes in capital as per the Company's restated financial information except otherwise mentioned:

Particulars	Basic & Diluted EPS (Rs.)	Weight
Year ended March 31, 2019	1,200.93	3
Year ended March 31, 2018	568.78	2
Year ended March 31, 2017	617.23	1
Weighted average	eighted average 892.93	
For the period ended September 30, 2019 (Not Annualised)	317.29	
For the period ended September 30, 2019 (considering Bonus and	1.51	
<b>Split post restated period)</b> ( <i>Please refer note 2 &amp; 3 below</i> )		

*Weighted average:* Aggregate of year-wise earning per share divided by the aggregate of weights i.e. [(EPS x Weight) for each year] / [Total of weights]

#### Note:

- 1. EPS has been calculated as PAT/Weighted Average no of shares for particular period/year.
- 2. The company has issued Bonus Shares in the Ratio of 20 (Twenty) New Equity Share for every 1 (One) Equity Share held (i.e. the ratio of 20:1 shares) at the Extra Ordinary General Meeting of the members held on 14/12/2019 i.e. post restated period. The number of bonus shares is adjusted for the proportionate change in the number of equities shares outstanding as if the event had occurred at the beginning of the earliest period reported, while calculating the EPS.
- 3. The face value of equity share has been split from Rs. 100/- each to Rs. 10/- each at the Extra Ordinary General Meeting of the members held on 14/12/2019 i.e. post restated period. The number of shares is adjusted for the proportionate change in the number of equities shares outstanding as if the event had occurred at the beginning of the earliest period reported, while calculating the EPS.



2. Price to Earning (P/E) Ratio in relation to the Issue Price of ₹10/- per equity share of face value of ₹10/each as per the Company's restated financial information except otherwise mentioned:

Particulars	P/E Ratio
P/E ratio based on the Basic & Diluted EPS for FY 2018-19	0.01
P/E ratio based on the Basic & Diluted EPS for FY 2017-18	0.02
P/E ratio based on the Basic & Diluted EPS for FY 2016-17	0.02
For the period ended September 30, 2019 (Not Annualised)	0.03
<b>For the period ended September 30, 2019 (considering Bonus and Split post restated period)</b> ( <i>Please refer note 2 &amp; 3 above</i> )	6.62

3. Average Return on Net Worth (RoNW) as per the Company's restated financial information except otherwise mentioned:

Particulars	RONW %	Weight
Year ended March 31, 2019	43.28	3
Year ended March 31, 2018	36.56	2
Year ended March 31, 2017	61.97	1
Weighted average	44.1	6
For the period ended September 30, 2019 (Not Annualised)	10.26	
For the period ended September 30, 2019 (considering Bonus and	10.26	
Split post restated period) (Please refer note 2 & 3 above)		

*Weighted average:* Aggregate of year-wise weighted Return on Net Worth divided by the aggregate of weights *i.e.* [(Return on Net Worth x Weight) for each year] / [Total of weights]

# Note:

Net worth has been computed by aggregating share capital and reserves and surplus as per the audited restated financial information. Revaluation reserve or miscellaneous expenditure (to the extent not written off) is not considered for calculating Reserve & Surplus.

# 4. Net Assets Value as per the Company's restated financial information except otherwise mentioned:

Particulars	Amount (In Rs.)	
Net Asset Value per Equity Share as of March 31, 2019	2,774.51	
Net Asset Value per Equity Share as of March 31, 2018	1,555.73	
Net Asset Value per Equity Share as of March 31, 2017	996.01	
For the period ended September 30, 2019 (Not Annualised)	3,091.80	
For the period ended September 30, 2019 (considering Bonus and Split post restated period) ( <i>Please refer note 2 &amp; 3 above</i> )	14.72	
Net Asset Value per Equity Share after the Issue #	11.74	
Issue Price per equity share	10.00	

**Note:** Net Asset Value per equity share represents "total assets less total liability (excluding deferred tax) as per the restated financial information as divided by the number of equity shares outstanding as at the end of year/period.

# Net Asset Value per equity shares after the issue includes share issued post restated period and share proposed in IPO assuming full allotment.

# 5. <u>Comparison with other</u>

Name of Company	Face Value (in ₹)	EPS Basic	NAV per Equity Share	P/E Ratio	RONW (%)
Info Edg. (India) Ltd	10.00	24.9	189.7	100.5	12.71
Tranway Technologies Limited^	10.00	1.51	14.72	6.62	10.26

^After considering Bonus and split after restated period as on September 30, 2019, Not annualized

\* Source: Capital Market; Vol. XXX1V/23, Dec 30, 2019 – Jan 12, 2020

(Industry Composite of Miscellaneous)



We believe that none of the listed companies in India offer products or services across the various business segments in which we operate. Hence a strict comparison is not possible.

The Company in consultation with the Lead Manager and after considering various valuation fundamentals including Book Value and other relevant factors believes that the issue price of 10/- per equity share for the Public Issue is justified in view of the above parameters. The investors may also want to pursue the "*Risk Factors*" beginning on page no 17 of this prospectus and Financials of the company as set out in the "*Financial Statements as Restated*" beginning on page no 100 of this prospectus to have more informed view about the investment proposition. The Face Value of the Equity Shares is Rs. 10/- per share and the Issue Price is 1.00 times of the face value i.e. 10/- per share.



# **To, The Board of Directors Tranway Technologies Private Limited** GF-01, Pallavi enclave 26<sup>th</sup> Main, 17<sup>th</sup> Cross JP Nagar 6<sup>th</sup> Phase Bangalore, KA-560078

# Dear Sirs,

Sub: Statement of possible Special tax benefit ('the Statement') available to Tranway Technologies Private Limited and its shareholders prepared in accordance with the requirements under Schedule VI-Clause 9 of the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2018 as amended (the 'Regulations')

#### Ref: - Initial Public offer of Equity Shares by Tranway Technologies Private Limited

We hereby report that the enclosed Annexure, prepared by **Tranway Technologies Private Limited** ('**the Company**") for the possible special tax benefits available to the Company and the Shareholders of the Company under the Income – tax Act, 1961 ('Act') as amended time to time 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 Income Tax Act 1961. Hence, the ability of the Company or its Shareholders to derive the tax benefits is dependent upon fulfilling such conditions, which based on the business imperatives, the company may or may not choose to fulfill.

The benefits discussed in the enclosed Annexure cover only special tax benefits available to the Company and its Shareholders and do not cover any general tax benefits.

Further, these benefits are neither exhaustive nor conclusive and the preparation of the contents stated is the responsibility of the Company's management. We are informed that this statement is only intended to provide general information to the investors and hence is neither designed nor intended to be a substitute for professional tax advice. In view of the individual nature of the tax consequences, the changing tax laws, each investor is advised to consult his or her own tax consultant with respect to the specific tax implications arising out of their participation in the issue. We are neither suggesting nor are we advising the investor to invest money or not to invest money based on this statement.

Our views are based on the existing provisions of the Act and its interpretations, which are subject to change or modification by subsequent legislative, regulatory, administrative or judicial decisions. Any such change, which could also be retroactive, 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.

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

- the Company or its Shareholders will continue to obtain these benefits in future; or
- the conditions prescribed for availing the benefits, where applicable have been/would be met.

# The contents of this annexure are based on information, explanations and representations obtained from the Company and on the basis of our understanding of the business activities and operations of the Company and the provisions of the tax laws.

No assurance is given that the revenue authorities / courts will concur with the views expressed herein. The views are based on the existing provisions of law and its interpretation, which are subject to change from time to time. We would not assume responsibility to update the view, consequence to such change.

We shall not be liable to Company for any claims, liabilities or expenses relating to this assignment except to the extent of fees relating to this assignment, as finally judicially determined to have resulted primarily from bad faith of intentional misconduct.

The report is intended solely for your information and for inclusion in the Draft Prospectus/Prospectus with the proposed issue of equity shares and is not to be used, referred to or distributed for any other purpose without our prior written consent.



For Luharuka & Co. *Chartered Accountants* FRN:328700E PRC No: 009742

Sd/-CA. Neha Agarwal *Partner* M. No. 302503 Date: 06/01/2020 Place: Kolkata

#### Annexure to the statement of possible Tax Benefits

The information provided below sets out the possible Special tax benefits available to the Company and its equity shareholders under the Income Tax Act, 1961 presently forced 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 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.

# 1. Special Tax Benefits available to the Company under the Act:

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

# 2. Special Tax Benefits available to the shareholders of the Company

The Shareholders of the company are not entitled to any Special tax benefits under the Act.

# Notes:

- 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 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 relating to 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.

#### **INDUSTRY OVERVIEW**

UNLESS NOTED OTHERWISE, THE INFORMATION IN THIS SECTION IS OBTAINED OR EXTRACTED FROM "WWW.IBEF.ORG. NEITHER WE NOR ANY OTHER PERSON CONNECTED WITH THE ISSUE HAVE INDEPENDENTLY 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. INDUSTRY SOURCES AND PUBLICATIONS ARE ALSO PREPARED BASED ON INFORMATION AS OF SPECIFIC DATES AND MAY NO LONGER BE CURRENT OR REFLECT CURRENT TRENDS. INDUSTRY SOURCES AND PUBLICATIONS MAY ALSO BASE THEIR INFORMATION ON ESTIMATES, PROJECTIONS, FORECASTS AND ASSUMPTIONS THAT MAY PROVE TO BE INCORRECT. ACCORDINGLY, INVESTORS MUST RELY ON THEIR INDEPENDENT EXAMINATION OF, AND SHOULD NOT PLACE UNDUE RELIANCE ON, OR BASE THEIR INVESTMENT DECISION SOLELY ON THIS INFORMATION. THE RECIPIENT SHOULD NOT CONSTRUE ANY OF THE CONTENTS IN THIS REPORT AS ADVICE RELATING TO BUSINESS, FINANCIAL, LEGAL, TAXATION OR INVESTMENT MATTERS AND ARE ADVISED TO CONSULT THEIR OWN BUSINESS, FINANCIAL, LEGAL, TAXATION, AND OTHER ADVISORS CONCERNING THE TRANSACTION.

#### **INDIAN ECONOMY**

#### Introduction

India is the world's largest sourcing destination, accounting for approximately 55 percent of the US\$ 185-190 billion market in 2017-18. India's highly qualified talent pool of technical graduates is one of the largest in the world and the country has a low-cost advantage by being 5-6 times inexpensive than the US. India is the second-fastest digitising economy amongst 17 leading economies of the world.

The global sourcing market in India continues to grow at a higher pace compared to the IT-BPM industry. Indian IT & ITeS companies have set up over 1,000 global delivery centres in about 80 countries across the world.

India has become the digital capabilities hub of the world with around 75 percent of global digital talent present in the country.

The IT industry employs nearly 3.97 million people in India of which 105,000 were added in FY18. The industry added around 105,000 jobs in FY18 and is expected to add over 250,000 new jobs in 2019. Hardware exports from India are expected to grow at 7-8 per cent in FY19. The export sector crossed Rs 9,57,493 crore (US\$ 137 billion) of revenues and marginally grew at the rate of 7-9 per cent in FY19.



CAGR 10.45% (Source: IBEF, <u>www.ibef.org</u>)



# **Market Size**

India's IT & ITeS industry grew to US\$ 181 billion in 2018-19. Exports from the industry increased to US\$ 137 billion in FY19 while domestic revenues (including hardware) advanced to US\$ 44 billion. Spending on Information Technology in India is expected to grow over 9 per cent to reach US\$ 87.1 billion in 2018 (as per Gartner). Revenue from the digital segment is expected to comprise 38 per cent of the forecasted US\$ 350 billion industry revenue by 2025.



(Source: IBEF, <u>www.ibef.org</u>)

#### Investments/Development

Indian IT's core competencies and strengths have attracted significant investments from major countries. The computer software and hardware sector in India attracted cumulative Foreign Direct Investment (FDI) inflows worth Rs 2,60,200 crore (US\$ 37.23 billion) between April 2000 and March 2019 and ranks second in the inflow of FDI, as per data released by the Department for Promotion of Industry and Internal Trade (DPIIT).

Leading Indian IT firms like Infosys, Wipro, TCS and Tech Mahindra, are diversifying their offerings and showcasing leading ideas in blockchain, artificial intelligence to clients using innovation hubs, research and development centres, in order to create differentiated offerings.



# Sector Wise Breakup of Export Revenue FY18

<sup>(</sup>Source: IBEF, <u>www.ibef.org</u>)



Some of the major developments in the Indian IT and ITeS sector are as follows:

- Nasscom has launched an online platform which is aimed at up-skilling over 2 million technology professionals and skilling another 2 million potential employees and students.
- Revenue growth in the BFSI vertical stood at 6.80 per cent y-o-y between July-September 2018.
- As of March 2018, there were over 1,140 GICs operating out of India.
- PE investments in the sector stood at US\$ 2,400 million in Q4 2018.
- Venture Capital (VC) investments in the IT & ITeS sector stood at US\$ 53.0 million during Q4 2018.

PE investments in the sector stood at Rs 11,881 crore (US\$ 1.7 billion) in Q1 2019 and venture capital (VC) investments in the IT & ITeS sector stood at Rs. 461 crores (US\$ 66.0 million) during Q1 2019. The Government of India has extended tax holidays to the IT sector for software technology parks of India (STPI) and Special Economic Zones (SEZs). As of May 2019, there were 273 approved SEZs across the country where 136 are exporting SEZs.

# **Government Initiatives**

Some of the major initiatives taken by the government to promote IT and ITeS sector in India are as follows:

- The government has identified Information Technology as one of 12 champion service sectors for which an action plan is being developed. Also, the government has set up a Rs 5,000 crore (US\$ 745.82 million) fund for realising the potential of these champion service sectors.
- As a part of Union Budget 2018-19, NITI Aayog is going to set up a national-level programme that will enable efforts in AI (Artificial Intelligence) and will help in leveraging AI technology for development works in the country.
- In the Interim Budget 2019-20, the Government of India announced plans to launch a national programme on AI and setting up of a National AI portal (as per Gartner).
- National Policy on Software Products-2019 was passed by the Union Cabinet to develop India as a software product nation.

Further, the country is providing procedural ease and single window clearance for setting up facilities. On May 2019, the Ministry of Electronics and Information Technology (MeitY) launched the MeitY Startup Hub (MSH) portal.

Also, the government has identified information technology as one of the 12 champion service sectors for which an action plan is being developed. It is setting up a Rs 5,000 crore (US\$ 745.82 million) fund for realising the potential of these champion service sectors.

# Achievements

Following are the achievements of the government during 2017-18:

- About 200 Indian IT firms are present in around 80 countries.
- IT exports from India are expected to reach the highest ever mark of US\$ 126 billion in 2017-18.
- Highest ever revenue was generated by Indian IT firms at US\$ 181 billion in 2018-19.

Export revenue from digital segment forms about 20 percent of the industry's total export revenue. India's IT industry contributed around 7.7 per cent to the country's GDP and is expected to contribute 10 per cent of India's GDP by 2025.





# Growth in export revenue (US\$ bn)

# (Source: IBEF, <u>www.ibef.org</u>)

# **Road Ahead**

India is the topmost offshoring destination for IT companies across the world. Having proven its capabilities in delivering both on-shore and off-shore services to global clients, emerging technologies now offer an entire new gamut of opportunities for top IT firms in India. Export revenue of the industry is expected to grow 7-9 per cent year-on-year to US\$ 135-137 billion in FY19. The industry is expected to grow to US\$ 350 billion by 2025 and BPM is expected to account for US\$ 50-55 billion out of the total revenue.



# Geographic Breakup of Export Revenue in 2017-18

(Source: IBEF, <u>www.ibef.org</u>)

The cloud market in India is expected to grow three-fold to Rs 49,621 crore (US\$ 7.1 billion) by 2022 with the help of Growing adoption of Big Data, analytics, artificial intelligence and Internet of Things (IoT), according to Cloud Next Wave of Growth in India report.

At Rs 9,57,493 crore (US\$ 137 billion) in 2018-19. India 's IT sector market is projected to reach Rs 6,98,900 crore (US\$100 billion) by 2025.



India's IT-BPM sector is expected to expand to US\$ 350 billion by 2025 and BPM is expected to account for Rs 3,49,450-3,84,395 crore (US\$ 50-55 billion) out of the total revenue. IT-BPM industry revenues were estimated at around Rs 12,37,053 crore (US\$ 177 billion) in FY 2018-19 with a growth rate of 6.1 per cent. Moreover, revenue from the digital segment is expected to form 38 per cent of the total industry revenue by 2025 whereas, the digital economy is estimated to reach Rs 69,89,000 crore (US\$ 1 trillion) by 2025.

Exchange Rate Used: INR 1 = US\$ 0.0139 as of Q3 FY19

References: Media Reports, Press Information Bureau (PIB), Department of Industrial Policy and Promotion (DIPP) statistics, Department of Information and Technology, Union Budget 2017-18



# **Brief Overview**

Our Company was originally incorporated as *"Tranway Technologies Private Limited"* on March 25, 2015 under the provisions of the Companies Act, 2013 bearing Corporate Identification Number U74900KA2015PTC079480 issued by the Registrar of Companies, Karnataka, Bangalore. Subsequently our company was converted into Public Limited Company and the name of our Company was changed to *"Tranway Technologies Limited"* vide a fresh Certificate of Incorporation dated January 03, 2020 bearing Corporate Identification Number U74900KA2015PLC079480 issued by the Registrar of Companies, Karnataka, Bangalore.

Our company was created with the main objects (As per Memorandum of Associations) as mentioned below:

- To engage in the business of Software services, Software product development, Software Testing and Development, Staffing Services, Body Shopping, Contract Staffing, Human Resource Consulting, Placement Services, Manpower Supply Services, Soft Skills Training, Training For Employability, Recruitment Process Organization [RPO], and such other related services to undertake either individually or in association with any other entity, in India or abroad.
- 2. To carry on business as Technical Consultants, Advisors and Purveyors of technical Know-how, formulate, processed and applied technology and to organize and pursue Research and Development in areas chosen from time to time or any such other business/businesses and services as may be decided mutually from time to time.

Our Company is led by Mr. Bharat, Founder and Managing Director, who has a proven track record of business creation, development and optimization. He is a visionary person and a very respected and successful entrepreneur in the service industry and relies on a strong network, innovative leadership and entrepreneurial methodologies. He has contributed significantly to achieving business goals in a short time span.

Our IT technology team is led by our Director, Kalavathy Bylappa, an IT thought leader with two decades of experience in the implementation of IT services and projects. Her in-depth knowledge of market trends help in analyzing client's requirements and create a roadmap for business success. She has worked with Ness Technologies, SAP Labs and Thompson Reuters to set up Quality Engineering & Assurance (QA) teams from inception.

#### Our Core Business is Staffing solutions and Payroll processing.

**Staffing Solutions:** At Tranway, our recruiting team comprises experienced recruitment professionals with extensive domain-expertise adopt innovative-approach in the hiring process to ensure zero gaps between client's need and our offerings. Tranway Staffing Services offers both permanent recruitment and contract staffing solutions to clients across the country. The information technology services are provided in various models that help our client to opt for faster achievements.

The vigorous growth in the IT industry has opened up myriad opportunities for the staffing industry to evolve and overhaul its business operation. Offering industry-specific solutions to meet competitive challenges in business paved the way for staffing solutions to outgrow predefined roles and establish itself as a niche industry.

By providing all essential support in the business activities, staffing solutions continued to strengthen its potential despite increased competition in the industry. The consolidated approach of finding, recruiting and retaining skilled and talented candidates help provide tailor-made solutions.

**Payroll Processing:** Tranway Payroll process outsourcing is designed to manage the payroll of a client's on-roll employees. Our payroll processing services are configured to meet comprehensive requirements including Salary calculation, Payslip generation, Statutory reports under various laws, Leave management, MIS and Year-End activities.

Our Company has expertise in information technology, software services, software products. Our organization is driven by industry experts, who set the right guidelines and outlook for business operations. We have the ability to design effective strategies to empower enterprises to leverage growth and encourage customer engagement. We inspire clients to make the most challenging business decisions with confidence with our digitally-driven solutions. Our array of services support business agility by offering fast, customized, seamless and hassle-free solutions.



# **Our Expertise**

Our technological solutions are result-oriented and help to transform and grow any organization by optimizing performance and delivering measurable success. Our company helps in building leadership with dedication and aspiration to invent and achieve business goals in the age of Artificial Intelligence (AI) adaptation. We help in building a robust and rigorous environment, enabling an enterprise to handle complex problems on different platform/levels, transform the way business is done, ensuring risk-free, value-driven, increased productivity.

Our team consists of skilled professionals whom we hire and who provide unmatched guidance and support with marketdriven insights. Our leaders have decades of experience and expertise in the niche industries and have evolved strategic approaches to address diverse business needs. We partner and collaborate reliably with any organization to accelerate its growth and take it to the next level. We help to match or exceed business expectations, making our clients more competitive.

We offer staffing services in varied streams including Telecom, IT, Automobiles, Services, Engineering and other sectors. Our integrated approach utilizes the right combination of people, process and technology, enabling us to deliver the valued services. Our specialized function is understanding the client's challenges and providing them with the right resources while freeing up management to concentrate on core activities.

# Our overseas operations:

Tranway is a Company where business is not just made but innovated for each of its client. Our client started getting the feel that they have found a partner in us, not merely an agency and yes, we have procured it. Their faith in us - that we walk the extra mile to get things done and help them in making the decision right. We aim to build a long term bond with the clients because we believe in "Treasure your relationship not your possessions".

We are providers of on Demand Development projects expertise in applications development technology. We help companies to develop their own business application & also provide peer to peer solution from designing to development of the software. Our dedicated development center is located in India providing the services to global teams

We provide the services of a qualified software development firm(s) experienced in providing and installing new accounting software, conversion of historical data, general guidelines for proper workflow and security, start-up training and on-going support and maintenance of all applications and to replace the current system and expand it by adding Project Management, Asset/Inventory Management, work order tracking, document management.

# Our other offerings:

Quality Engineering and Assurance: The success of an enterprise is largely dependent on the information technology it has deployed. With the ever-changing market dynamics, organizations have realized that the implementation of quality products with high-speed features, eventually, pave the way to business agility. Besides, the rapid growth of technology and constant updates of OS, digital platforms, mobile apps, tablet and Smartphone, integration of Testing and Quality Assurance (QA) product/service, it has become crucial to offer risk-free engineering services.

Tranway's QA engineering provides support services across the industries with an array of services such as hardware, software, testing infrastructure and testing products. Our team consists of dedicated automation engineers who are hired on contractual basis with expertise on various domains and tools, covering the gamut of operations. We provide cost-effective, reliable and quality testing solutions & services for the software industry.

We have expertise to help organizations take complete advantage of automation, both on mobile and web. Our team offer services from design to maintenance, and can also serve as an extension to speed up the QA process.

We offer Test Automation Solutions including DevOps QA, Application Testing, Mobile/Cloud Testing, Performance Testing and Security Testing.

# **\*** Our Future initiatives:

(A) SAP Solutions: Tranway has expertise to offer SAP solution to streamline businesses, aligned with sustainable growth. The advent of information technology and IT-enabled services has redefined the 21st-century business process. IT as an enabler contributed to transcend the geographic boundaries proving its impact on business growth.



To meet the growing demand, IT products are entering the market every other day, leaving customers indecisive in making the right choices. To tackle this problem, we at Tranway offers SAP solution to streamline businesses, aligned with sustainable growth.

We have SAP expertise with a proven record of accomplishments and extensive experience revive and strengthen business strategies. Our wide spectrum of services includes consulting, implementation and support services on cloud and onpremise implementations that help in Supporting, Maintaining and Managing Services.

By deploying new SAP technologies such as powering Digital Transformation, from Big Data and Analytics to Cloud Computing, SAP User Experience (UX) and the SAP S/4HANA digital core, our clients are recognized as leading competitors.

Tranway's SAP solutions offering will be tailor-made products designed to address industry-specific challenges to cater to the needs of diverse clients.

The key features of our SAP services include Business Intelligence, Data Warehouse, Mobility, Enterprise Resource Planning, Supply Chain Management, Testing, Enterprise Asset Management, Governance, Risk & Compliance, Identity and Access Management, Perfect Plant, Retail and Distribution.

**(B)** Software Product: 'Elevate Life' is a technology-enabled employment platform empowering 'unemployed educated youth' and 'not so educated youth' to choose a career path by offering necessary support and guidance. This is a brain child of Mr. Bharat who is working on this project for several years and the same is under implementation.

The product was conceived after witnessing the rapid growth of unemployment in the nation, coupled with repeated failures to yield favourable results in addressing the problem. Claimed as the first of its kind, 'Elevate Life' enables unemployed youth (school/college dropouts and not so educated) across the industry to meet their goals easily and seamlessly.

Leveraging AI provides a deep insight into the process through a comprehensive approach. Through Artificial Intelligence platform, we collect the consolidated data of the unemployed youth, process it strategically and connect them to the relevant platform, wherein they will be equipped with the required skills. On the completion of industry-specific training, they are provided with industry training certificate, indicating that they are upskilled and ready to crack the interviews to get into dream jobs.

The program is designed with three levels:

- Skill recognition: Enrolled candidates are invited to participate in the skill-recognition session, wherein the candidate's skill is identified.
- Counselling: A one-to-one discussion with participants to guide them in career opportunities to pursue.
- Training: As per the program, the training session imparts relevant industrial training to sharpen skills. Candidates are offered short-term technical or non-technical courses that equip them to meet industry standards.

The program conveys that a lack of formal education is not an impediment in finding a lucrative career and improving one's life.

# Our Growth Plan:

#### Grow our business by enhancing our technological capabilities and expanding our domain expertise

One of our major focus areas has been to continuously enhance our technological capabilities and expand our domain expertise. We have also developed our expertise into Artificial Intelligence and Machine Learning. As a part of our practice, we intend to continue growing our existing technological capabilities and expanding our domain expertise by identifying sectors with growth potential and recruiting industry experts in such sectors who can add value to our products and solutions and help us gain credibility in the market.

# Expand our operations in other geographies

We intend to leverage our existing business model and reach new geographies such as South Africa and other Countries as and we progress. We intend to expand the volume of our business from clients with a global presence by enhancing our solutions offering. We believe that our deep technical and domain expertise, positions us strongly to take advantage of opportunities in these markets.



# Leverage existing client relationships

We have had successful and value driven relationships with our clients. We intend to leverage our existing relationships with our clients for repeat business and proposing new services and products. As we add new offerings to our portfolio of products and services, we will seek to cross-sell and up-sell opportunities to our existing client base in order to further grow our operations.

# Strengthen human capital

Our employees and management team are our most valuable asset. Investing in human capital by training, and retaining our key people has been and will remain critical to our success. To achieve this, we intend to remain committed to provide our personnel with opportunities to expand our business within their areas of expertise. We will also continue to provide our personnel with personal and professional growth opportunities, including training and performance-based incentives.

# Evaluate strategic acquisition and alliance opportunities

We intend to explore and evaluate strategic acquisition and technology alliance opportunities to gain access to new clients and sectors, add new technology capabilities to our offerings that drive synergies with our existing business ventures.

# **\*** Our Competitive Strengths:

1. *Experienced & Qualified Management Team:* Our Company is promoted by Mr. Bharat and Mrs. Kalavathy Bylappa. Mr. Bharat is having more than 20 years of experience in IT industries, HR and Talent Supply Management and Mrs. Kalavathy Bylappa is having more than 20 years of experience in IT industries.

Further, Our Company is managed by a team of competent personnel having knowledge of core aspects of our Business. Our Promoters viz. Mr. Bharat and Mrs. Kalavathy Bylappa guide our Company and are well assisted by our Key Managerial Persons. We have an experienced management team having vast experience in the Industry. We believe that our senior management has pioneered our growth and fostered a culture of innovation, entrepreneurship and teamwork within our organization. We believe that a motivated and empowered employee base is key to our competitive advantage. Our personnel policies are aimed towards recruiting talented employees and facilitating their integration into our organization and encouraging the development of their skills and expertise. We believe that our experience, knowledge and human resources will enable us to drive the business in a successful and profitable manner. We are dedicated to the development of expertise and know-how of our employees and continue to invest in them through training and skills

- 2. End-to-end Software Solutions and Support: We offer end-to-end technology services and solutions to our clients. Since incorporation, we have continuously developed our offerings to include new-age technologies along with data science and artificial intelligence capabilities, query optimization and rapid iteration services. Our focus has been to become a technology partner to our clients by constantly updating our service offerings to meet the evolving needs of our clients. We believe our range of products, services and solutions enables us to broaden our offerings for potential clients, deepen our relationships with existing clients and diversify our revenue base.
- 3. Existing Client Base: We have maintained long-standing relationship with our major customers. We are successful in building a strong client base for our business. Our existing relationships help us to get repeat business from our customers. This has helped us to maintain a long-term working relationship with our customers and improve our customer retention strategy. We believe that our existing relationship with our clients represents a competitive advantage in gaining new clients and increasing our business.

# **\*** Our Business Strategy:

- 1. *Focus on Increase in Volume of Sales:* As part of our growth strategy we intend to focus on increase in volume of sales. We want to focus on larger volume of sales and further addition of new products in our portfolio to achieve our targeted sales. We have the ready infrastructure as well as know how to scale this business further; and we have a long-term strategy to increase our sales from this business vertical.
- 2. **Quality Assurance:** We will continue to maintain quality of our existing product portfolio to cater to various customers in the market. We endeavor to maintain the quality of our products, and follow strict procedures to ensure quality control, timely delivery and competitive prices. The company intends to strengthen its product development effort by leveraging skills of its employees which will help to increase the sales of the Company and retain customers.
- 3. *Increase geographical presence:* Going forward we plan to establish our presence in the other regions within India and abroad. Our emphasis is on expanding the scale of our operations as well as growing our supply chain network, which we believe will provide attractive opportunities to grow our client base and revenues.
- 4. *Improving operational efficiencies:* Our Company intends to improve operating efficiencies to achieve cost reductions to have a competitive edge over the peers. We are addressing the increase in operational output through continuous



process improvements, quality check and technology development. Our employees are regularly motivated to increase efficiency with error free exercise. We believe that this can be done through continuous process improvements. Further we believe that this can be done through domestic presence and economies of scale. Increasing our penetration in existing regions with new range of products, will enable us to penetrate into new catchment areas within these regions and optimize our infrastructure. As a result of these measures, our company will be able to increase its market share and profitability.

5. Leveraging our Market skills and Relationships: This is a continuous process in our organization and the skills that we impart in our people give importance to customers. We aim to do this by leveraging our marketing skills and relationships and further enhancing customer satisfaction. We plan to increase our customers by meeting contracts in hand on time, maintaining our customer relationship and renewing our relationship with existing buyers.

# Swot Analysis:

# Strengths

- Established operations and proven track record
- Quality Assurance and Standards
- Experienced Management Team

# **Opportunities**

- Growing acceptance by consumers
- Rise in demands
- Opportunities in Indian and Abroad Market

#### **\*** Competition:

# Weakness

- Insufficient market reach
- Heavy dependence on suppliers
- High working capital requirement

# Threats

- Increase Competition from Big Players
- Change in Government Policies
- Rising labour wages

The market is highly competitive and fragmented. We compete with a variety of information technology companies, as well as service providers. Some of our competitors have great financial, workforce, marketing, sales and other resources. However, none of these companies is involved exclusively in a business similar to business of the Company and comparable to the scale of operations. We believe that the principal competitive factors include product quality, reliability, and price that are able to comprehensively address varying requirements of different customer segments and specific customer needs. We believe that our ability to compete effectively is primarily dependent on ensuring consistent product quality and timely delivery at competitive prices, thereby strengthening our brand over the years. We believe that our cost effective and integrated offerings, our focus on customer satisfaction and our reliability combined with our quality consciousness provides us with competitive advantage in our business.

In today's dynamic business environment which is filled with rapid change of technology, government policies, mounting competitive threats and constant new entrants into the market, makes it challenging to sustain and handle the intricacies and provide competitive solutions to the clients. We face competition from domestic and international Companies. We foresee this competition to continue to grow as the demand for software development solutions increases. Apart from that, clients may reduce their dependence on vendors in India and outsource work to other offshore destinations such as Ukraine, Philippines and other Eastern European countries. Further we believe that our competition also depends on several factors which include currency fluctuations, changing business framework, information technology policies, difficulty to retain skilled staff etc.

#### **HUMAN RESOURCES: -**

The total strength of manpower as on 31/12/2019 is 35 employees excluding Directors. Category wise details are as under:

Department	No of Employees		
Finance Department			
Company Secretary	1		
Staffing Department	22		
Admin Department	2		
HR Department	1		
Software Developer	8		
TOTAL	35		

# **INSURANCE POLICIES OF OUR COMPANY: -**

Our company has taken Group Health (Floater) insurance policies for their employees only with a sum insured of Rs. 38.00 Lakhs. The policy is valid till December 06, 2020.


#### EXISTING CAPACITY AND CAPACITY UTILISATION: -

Our capacity depends on our workforce and not in any fixed output from plant & machinery and hence capacity and capacity utilisation cannot be determined.

#### Location:

Registered office of the Company	GF-01, Pallavi Enclave, 26 <sup>th</sup> Main Road, 17 <sup>th</sup> Cross, J P Nagar, 6 <sup>th</sup> Phase, Bangalore, Karnataka – 560078, India.
Corporate office of the Company	No. 1914, 5th Cross, 18th 'A' Main, J P Nagar, 2nd Phase, Bangalore, Karnataka – 560078, India

#### **PROPERTY DETAILS: -**

Our registered office is located at GF-01, Pallavi Enclave, 26<sup>th</sup> Main Road, 17<sup>th</sup> Cross, J P Nagar, 6<sup>th</sup> Phase, Bangalore, Karnataka – 560078, India, which is owned by our promotor Mrs. Kalavathy Bylappa.

Our Corporate office is located at No. 1914, 5th Cross, 18th 'A' Main, J P Nagar, 2nd Phase, Bangalore, Karnataka – 560078, India, which is held by our Company on rental basis for a period of 11 months beginning from September 01, 2018 and post expiration of the 11 months period the tenancy may be continued by mutual consent by increase in rental vide the rental agreement executed on August 24, 2018 between Mrs. P Thillaikkarasai (Owner) and our company (Tenant).

#### **INTELLECTUAL PROPERTY DETAILS: -**

We regard our intellectual property as one of the most important factors in contributing to our success, and our intellectual property rights include trademarks associated with our businesses and other rights arising from confidentiality agreements relating to our database and website content and technology.

Our Company conducts its operations under the "TRANWAY" brand name. Our Company's logo is not registered and we are in the process of Registering it under the Trade Mark Act.

#### **OUR TOP 10 CLIENTS: -**

- 1. Infosys Limited
- 2. US Technology International Private Limited
- 3. Future Focus Infotech Private Limited
- 4. Oracle Solution Services (India) Private Limited
- 5. Impelsys India Private Limited
- 6. NTT Data Information Processing Services Private Limited
- 7. NTT Data Global Delivery Services Private Limited
- 8. Vecrear Technologies Private Limited
- 9. Assesma Softnet Technologies Private Limited
- 10. Bsol Systems Private Limited

#### **OUR AWARDS/ACHIEVEMENT: -**

We have won many awards and nominations including:

- Winner of "Small Enterprise Business Awards 2016" (powered by Dell, KPMG & NDTV)
- Winner of "India Leadership Awards 2016"
- "Outstanding Achievement Award for Business Excellence" by IEDRA in 2017, New Delhi.
- Winner of 'SME-Empowering India Awards 2018' in HR Consultancy & Training category



#### **KEY INDUSTRY REGULATIONS AND POLICIES**

The following description is a summary of the relevant regulations and policies as prescribed by the Government of India and other regulatory bodies that are applicable to our business. The information detailed in this chapter has been obtained from various legislations, including rules and regulations promulgated by the regulatory bodies that are available in the public domain. The regulations and policies set out below may not be exhaustive and are only intended to provide general information to the investors and are neither designed nor intended to be a substitute for professional legal advice. The Company may be required to obtain licenses and approvals depending upon the prevailing laws and regulations as applicable. For details of such approvals, please see the chapter titled — Government and Other Approvals beginning on page no 132 of this prospectus.

The business of our Company requires, at various stages, the sanction of the concerned authorities under the relevant Central, State legislation and local bye-laws. The following is an overview of the important laws, regulations and policies which are relevant to our business in India. Certain information detailed in this chapter has been obtained from publications available in the public domain. The description of law, regulations and policies set out below are not exhaustive, and are only intended to provide general information to bidders and is neither designed nor intended to be a substitute for professional legal advice.

In addition to what has been specified in this prospectus, taxation statutes such as the Income Tax Act, 1961 and Central Goods and Services Tax Act, 2017, various labor laws and other miscellaneous laws 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. For details of government approvals obtained by us, see the chapter titled — Government and Other Approvals beginning on page no 132 of this prospectus.

Depending upon the nature of the activities undertaken by our Company the following are the various regulations are applicable to our company

#### 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 132 of this prospectus.

#### **INDUSTRY RELATED LAW:**

#### **Information Technology Act, 2000**

The Information Technology Act, 2000 (the "IT Act") creates liability on a body corporate which is negligent in implementing and maintaining reasonable security practices and procedures, and thereby causing wrongful loss or wrongful gain to any person, while possessing, dealing with, or handling any sensitive personal data or information in a computer resource owned, controlled or operated by it but affords protection to intermediaries with respect to third party information liability. The IT Act also provides for civil and criminal liability including compensation, fines and imprisonment for various computer related offences. These include offences relating to unauthorized disclosure of confidential information and committing of fraudulent acts through computers, tampering with source code, unauthorised access, publication or transmission of obscene material etc. The IT Act empowers the Government of India to direct any of its agencies to intercept, monitor or decrypt any information in the interest of sovereignty, integrity, defence and security of India, among other things.

In April 2011, the Department of Information Technology under the Ministry of Communications and Information Technology notified the Information Technology (Reasonable Security Practices and Procedures and Sensitive Personal Data or Information) Rules, 2011 under section 43A of the IT Act (the "IT Personal Data Protection Rules") and the Information Technology (Intermediaries Guidelines) Rules, 2011 under Section 79(2) of the IT Act (the "IT Intermediaries Rules"). The IT Personal Data Protection Rules prescribe directions for the collection, disclosure, transfer and protection of sensitive personal data, and require every such body corporate to provide a privacy policy for handling and dealing with personal information, including sensitive personal data, ensuring security of all personal data collected by it and publishing such policy on its website. The IT Personal Data Protection Rules further require that all such personal data be used solely for the purposes for which it was collected and any third party disclosure of such data is made with the prior consent of the information provider, unless contractually agreed upon between them or where such disclosure is mandated by law. The IT Intermediaries Rules require persons receiving, storing, transmitting or providing any service with respect to electronic messages to not knowingly host, publish, transmit, select or modify any information prohibited under the Intermediaries Rules and to disable such information after obtaining knowledge of it.



#### 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 Trademarks 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, interalia, 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.

#### Trademarks Act, 1999 ("TM Act"):

The Trademarks Act, 1999 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 TM 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.

#### Foreign Investment laws

Foreign investment in India is governed by the provisions of FEMA along with the rules, regulations and notifications made by RBI thereunder, and the Consolidated FDI Policy ("Consolidated FDI Policy") issued by the Department of Industrial Policy and Promotion, Ministry of Commerce and Industry, Government of India ("DIPP") from time to time. Under the current FDI Policy (effective August 28, 2017) 100% foreign direct investment is permitted in IT/ITES sector, under the automatic route.

In terms of applicable regulations notified under FEMA and the SEBI (Foreign Portfolio Investors) Regulations, 2014 ("SEBI FPI Regulations"), investments by Foreign Portfolio Investors ("FPIs") in the capital of an Indian company under the SEBI FPI Regulations are subject to certain limits individual holding limits of 10% of the capital of the company per FPI and the aggregate holding limit of 24% of the capital of the company. However, the aggregate limit for FPI investment in a company can be increased up to the applicable sectoral cap by passing a resolution of the company's board of directors, followed by a special resolution by the shareholders and prior intimation to the RBI.

#### GENERAL CORPORATE COMPLIANCE:

#### The Companies Act 1956 and the Companies Act, 2013:

The consolidation and amendment in the law relating to the Companies Act, 1956 made way to the enactment of the 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.

#### **EMPLOYMENT AND LABOUR LAWS:**

## Employees' Provident Fund 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 employees 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 Section 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.

#### Workmen's Compensation Act, 1923:

The Workmen's Compensation Act, 1923 provides that if personal injury is caused to a workman by accident during his employment, his employer would be liable to pay him compensation. However, no compensation is required to be paid (i) if the injury does not disable the workman for more than three days, (ii) where the workman, at the time of injury, was under the influence of drugs or alcohol or (iii) where the workman wilfully disobeyed safety rules.

#### 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 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.

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.

#### Payment of Gratuity Act, 1972:

Under the Payment of Gratuity Act, 1972, an employee in a factory or any other establishment in which 20 or more than 20 persons are employed on any day during an accounting year who is in continuous service for a period of five years notwithstanding that his service has been interrupted during that period by sickness, accident, leave, absence without leave, lay-off, strike, lock-out or cessation of work not due to the fault of the employee is eligible for gratuity upon his retirement, superannuation, death or disablement.

#### Minimum Wages Act, 1948 ("MWA"):

The Minimum Wages Act, 1948 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 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.

#### Contract Labour (Regulation and Abolition) Act, 1970:

The Company is regulated by the provisions of the Contract Labour (Regulation and Abolition) Act, 1970 (**CLRA**) which requires the Company to be registered as a principal employer and prescribes certain obligations with respect to welfare and health of contract labourers. The CLRA vests responsibility in the principal employer of an establishment, to which the CLRA applies, to make an application to the concerned officer for registration of the concerned establishment. In the absence of such registration, contract labour cannot be employed in the concerned establishment. Likewise, every contractor, to whom the CLRA applies, is required to obtain a license and may not undertake or execute any work through contract labour except under and in accordance with the license issued. To ensure the welfare and health of the contract labour, the CLRA imposes certain obligations on the contractor in relation to establishment of canteens, rest rooms, drinking water, washing facilities, first aid, other facilities and payment of wages. However, in the event the contractor fails to provide these amenities, the principal employer is under an obligation to provide these facilities within a prescribed time period. Penalties, including both fines and imprisonment, may be levied for contravention of the provisions of the CLRA.

#### 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

#### 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 center 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.

#### **OTHER LAWS**

#### 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.

#### **Municipality Laws:**

Pursuant to the Seventy Fourth Amendment Act, 1992, the respective State Legislatures in India have the power to endow the Municipalities (as defined under Article 243Q of the Constitution of India) with the power to implement schemes and perform functions in relation to matters listed in the Twelfth Schedule to the Constitution of India which includes regulation of public health. The respective States of India have enacted laws empowering the Municipalities to regulate public health including the issuance of a health trade license for operating eating outlets and implementation of regulations relating to such license along with prescribing penalties for non-compliance.

#### **Police Laws:**

The State Legislatures in India are empowered to enact laws in relation to public order and police under Entries 1 and 2 of the State List (List II) to the Constitution of India. Pursuant to the same the respective States of India have enacted laws regulating the same including registering eating houses and obtaining a 'no objection certificate' for operating such eating houses with the police station located in that particular area, along with prescribing penalties for non-compliance.

#### **Approvals from Local Authorities:**

Setting up of a Factory or Manufacturing/Housing unit/Establishments entails the requisite Planning approvals to be obtained from the relevant Local Panchayat(s) outside the city limits and appropriate Metropolitan Development Authority within the city limits. Consents from the state Pollution Control Board(s), the relevant state Electricity Board(s), the State Excise Authorities, Sales Tax, are required to be obtained before commencing the building of a factory or the start of manufacturing operations.

#### The Indian Contract Act, 1872:

The Contract Act is the legislation which lays down the general principles relating to formation, performance and enforceability of contracts. The rights and duties of parties and the specific terms of agreement are decided by the contracting parties themselves, under the general principles set forth in the Contract Act. The Contract Act also provides for circumstances under which contracts will be considered as 'void' or 'voidable'. The Contract Act contains provisions governing certain special contracts, including indemnity, guarantee, bailment, pledge, and agency.

#### Transfer of Property Act, 1882:

The transfer of property is governed by the Transfer of Property Act, 1882 ("T.P. Act"). The T.P. Act establishes the general principles relating to the transfer of property including among other things identifying the categories of property that are capable of being transferred, the persons competent to transfer property, the validity of restrictions and conditions imposed on the transfer and the creation of contingent and vested interest in the property.

#### **Registration Act, 1908:**

The Registration Act, 1908 ("Registration Act") has been enacted with the object of providing public notice of execution of documents affecting a transfer of interest in property. Section 17 of the Registration Act identifies documents for which registration is compulsory and includes among other things, any non-testamentary instrument which purports or operates to create, declare, assign, limit or extinguish, whether in present or in future, any right, title or interest, whether vested or contingent, in immovable property of the value of one hundred rupees or more, and a lease of immovable property for any term exceeding one year or reserving a yearly rent. Section 18 of the Registration Act provides for non-compulsory registration of documents as enumerated in the provision.

#### 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.

#### History and Background

**"Tranway Technologies Private Limited"** was originally incorporated on March 25, 2015 under the provisions of the Companies Act, 2013 bearing Corporate Identification Number U74900KA2015PTC079480 issued by the Registrar of Companies, Bangalore. Subsequently our company was converted into Public Limited Company and the name of our Company was changed to **"Tranway Technologies Limited"** vide a fresh Certificate of Incorporation dated January 03, 2020 bearing Corporate Identification Number U74900KA2015PLC079480 issued by the Registrar of Companies, Bangalore.

The company is incorporated and promoted by Mr. Bharat and his wife Mrs. Kalavathy Bylappa, both belongs to IT industries. Mr. Bharat is a National Level Multi-Award winning **Entrepreneur** and **researcher** in Talent Management subject. He is an Entrepreneur, Speaker, Writer, Trainer and Social worker.

Mr. Bharat has been awarded with Honorary Doctorate in Career Development for his contribution towards Career Development with specialisation in Talent Management by Indian Virtual Academy for Peace and Education, UNO Model in Goa in the year 2019. He is also an Architect of a Social Enterprise Software 'Elevate Life' (implementation is under process) where school drop-out students and unemployed youths are picked to be trained and empower them to join the mainstream of the society. He is having more than 20 years of experience in IT industries, HR and Talent Supply Management.

Mrs. Kalavathy Bylappa is having more than 20 years of experience in IT industries. she is having work experience from Global MNC companies like Thomson Reuters, SAP, NESS etc.

#### Main Objects

The main objects of our Company as set forth in the Memorandum of Association of our Company are as follows:

- To engage in the business of Software services, Software product development, Software Testing and Development, Staffing Services, Body Shopping, Contract Staffing, Human Resource Consulting, Placement Services, Manpower Supply Services, Soft Skills Training, Training For Employability, Recruitment Process Organization [RPO], and such other related services to undertake either individually or in association with any other entity, in India or abroad.
- 2. To carry on business as Technical Consultants, Advisors and Purveyors of technical Know-how, formulate, processed and applied technology and to organize and pursue Research and Development in areas chosen from time to time or any such other business/businesses and services as may be decided mutually from time to time.

#### **Key Milestones**

Year	Key Milestones	
2015	Incorporation of Our Company	
2016	Winner of 'Small Enterprise Business Awards, 2016' – powered by Dell, KPMG and NDTV Winner of "India Leadership Awards 2016"	
2017	"Outstanding Achievement Award for Business Excellence" by IEDRA	
2018	Winner of 'SME-Empowering India Awards 2018' in HR Consultancy & Training category	
2019	Our Company was converted into a public limited company and name of Company was changed from "Tranway Technologies Private Limited" to "Tranway Technologies Limited".	







Tranway





#### ENTREPRENEUR - SPEAKER - WRITER - TRAINER







GST hurtles India towards a free and single market economy

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#### Changes in registered office of our Company since incorporation

Since Incorporation, the registered office of the Company is situated at GF-01, Pallavi Enclave, 26<sup>th</sup> Main Road, 17<sup>th</sup> Cross, J P Nagar, 6<sup>th</sup> Phase, Bangalore, Karnataka – 560078, India.

#### Amendments to the Memorandum of Association and Article of Association of our Company

No.	Date of Amendments/ Shareholder's Resolution	Amendments		
1	On Incorporation	Incorporated with an Authorized Share Capital of ₹2,00,000 comprising of 2,000 Equity Shares of ₹100/- each.		
2	21/10/2019	Increase in Authorized Share Capital from ₹2,00,000 comprising of 2,000 Equity Shares of ₹100/- each to ₹11,00,00,000 comprising of 11,00,000 Equity Shares of ₹100/- each.		
3	21/10/2019	Alteration of object clause as per format of Companies Act 2013		
4	26/11/2019	Conversion of Company from Private Limited to Public Limited		
5	26/11/2019	Change in AOA as per requirement of Public Limited Company		
6	14/12/2019	Change of Face Value of Shares from Rs.100/- Per Share to Rs.10/- Per Share by way of Splitting of Shares.		

Since the incorporation of our Company, the following changes have been made to the Memorandum of Association:

#### Capital raising (Debt / Equity)

Except as set out in the sections titled "Capital Structure" and "Financial Indebtedness" beginning on page no 42 and 121 respectively of this prospectus, our Company has not raised any capital in the form of Equity Shares or debentures.

#### Holding/Subsidiary/Joint Ventures of the Company

Our company have acquired 100% shares of Bharat Head Hunters Private Limited (Group Company). On November 11, 2019 i.e. post restated period, Tranway has allotted 28,280 Equity Shares (face value Rs. 100/- each) @ ₹ 2681.81 per share aggregating to ₹758.42 Lacs by consideration other than cash to the shareholders of Bharat Head Hunters Private Limited at a Share SWAP Ratio of 14.14:1 of the face value of Rs. 100/- each. i.e. every shareholder of BHHPL will get 14.14 shares of Tranway for each share hold of BHHPL, as per valuation report provided by a Registered Valuer dated 21/10/2019.

Accordingly, Bharat Head Hunters Private Limited becomes 100% subsidiary company of Tranway.

#### Injunction or restraining order

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

#### Defaults or Rescheduling of Borrowings with Financial Institutions/ Banks

There are no defaults or rescheduling of borrowings with financial institutions/ banks, conversion of loans into equity in relation to our Company.

#### Details regarding past performance of the company.

For details in relation to our past financial performance in the previous 3 (three) financial years, please refer to section titled "Financial Statements as restated" beginning on page no. 100 of this prospectus.

#### Details regarding acquisition of business /undertakings, mergers, amalgamation, revaluation of assets etc.

Except as mentioned in chapter "Our History and Certain Corporate Matters" beginning on page no. 77, there are no mergers, amalgamation, revaluation of assets etc. with respect to our Company as on the date of this prospectus.

#### Changes in the activities of our Company during the last five (5) years

Except as mentioned in chapter "*Our History and Certain Corporate Matters*" beginning on page no. 77, there have been no changes in the activity of our Company during the last five (5) years preceding as on the date of this prospectus, which may have had a material effect on the profits or loss, including discontinuance of the lines of business, loss of agencies or markets and similar factors of our Company.

#### **Revaluation of Assets**

Our Company has not revalued its assets as on the date of this prospectus.

#### Shareholders of our Company

As on the date of this prospectus, our Company has 7 (Seven) shareholders. For further details in relation to the current shareholding pattern, please refer to section titled "Capital Structure" beginning on page no. 42 of this prospectus.



#### **Collaboration Agreements**

Our Company has not entered into any Collaboration Agreements as on the date of this prospectus.

#### **Shareholders Agreements**

Our Company has not entered into any shareholders agreement as on the date of this prospectus.

#### **Other Agreements**

Our Company has not entered into any specific or special agreements except that have been entered into in ordinary course of business into more than two years before the date of filing of this prospectus.

#### **Non-Compete Agreement**

Our Company has not entered into any Non-compete Agreement as on the date of this prospectus.

#### **Strategic Partners**

Our Company does not have any strategic partners as on the date of this prospectus.

#### **Financial Partners**

Our Company does not have any financial partners as on the date of this prospectus.

#### **Board of Directors**

As per the Articles of Association, our Company is required to have not less than 3 (Three) directors and not more than 15 (Fifteen) Directors. Currently, our Company has 5 (Five) Directors on our Board including a Woman Director. The detailed composition are as follows:

Sl. No.	Name of Director	Designation	DIN	Age
1	Mr. Bharat	Managing Director	03542954	47 Years
2	Mrs. Kalavathy Bylappa	Executive Director	03550060	46 Years
3	Mr. Gangisetty Srinivasulu Prashanth	Independent Director	06880088	46 Years
4	Mr. A Dhakshinamoorthy	Independent Director	08638822	55 Years
5	Mr. Arul Kumar	Independent Director	08638858	41 Years

The following table sets forth details regarding the Board of Directors as on the date of this prospectus:

Sl. No.	Particulars	Details		
1	Name of the Director	Mr. Bharat		
	Father's Name	Mr. Gopal		
	Residential Address	#001 Pallavi Enclave 17 <sup>th</sup> Cross 26 <sup>th</sup> Main, JP Nagar 6 <sup>th</sup> Phase, South Bangalore-560078.		
	Age	47 Years		
	Designation	Managing Director		
	DIN	03542954		
	Occupation	Business		
	Nationality	Indian		
	Qualification	SSLC from Bangalore and Honorary Doctorate in Career Development		
	No. of Years of Experience	More than 20 years of experience in IT industries, HR and Talent Supply Management		
	Date of Appointment	Since incorporation. Appointed as Managing Director in the EOGM held on 14/12/2019		
	Terms of Appointment	5 Years as MD		
	Directorship in other companies	<ol> <li>Bharat Head Hunters Private Limited.</li> <li>Tranway Technologies PTY Ltd. (South Africa)</li> <li>Bharat Head Hunters SDM BHD (Malaysia)</li> </ol>		

Sl. No.	Particulars	Details	
2	Name of the Director	Mrs. Kalavathy Bylappa	
	Father's Name	Mr. Janardhan Muniswamy	
	Residential Address	#001 Pallavi Enclave 17 <sup>th</sup> Cross 26 <sup>th</sup> Main, JP Nagar 6 <sup>th</sup> Phase, South Bangalore-560078.	
	Age	About 46 Years	
	Designation	Executive Director	
	DIN	03550060	
	Occupation	Business       Indian	
	Nationality		
	Qualification	Bachelor of Engineering degree in Electrical Engineering	
	No. of Years of Experience	More than 20 years of experience in IT industries	
	Date of Appointment	25/03/2015	
1	Terms of Appointment	Liable for retirement by rotation	
	Directorship in other companies	<ol> <li>Bharat Head Hunters Private Limited.</li> <li>Tranway Technologies PTY Ltd. (South Africa)</li> </ol>	



Sl. No.	Particulars	Details			
3	Name of the Director	Mr. Gangisetty Srinivasulu Prashanth			
	Father's Name	Mr. Srinivasuluchetty Gangisetty			
	Residential Address	# 02, Pavani Parkwest Apartments, Block A, Innercircle, Bangalo North, Whitefield, Karnataka - 560066			
	Age	46 Years			
	Designation	Independent Director			
	DIN	06880088			
	Occupation	Business			
	Nationality	Indian			
	Qualification	Bachelor in Computer Science and PG diploma in Business Administration			
	No. of Years of Experience	More than 20 years of experience in Human Resource and Talent Supply Management			
	Date of Appointment	15/11/2019			
	Terms of Appointment	5 Years			
	Directorship in other companies	Recruitmaze Solutions Private Limited			

Sl. No.	Particulars	Details	
4	Name of the Director	Mr. A Dhakshinamoorthy	
	Father's Name	Mr. Amanalingam Pillai	
	Residential Address	#152, Rainbow Drive Sarjapurn Road, Near Wipro Corporate Office, Bangalore South, Carmelaram, Karnataka - 560035	
	Age/Date of Birth	55 Years	
	Designation	Independent Director	
	DIN	08638822	
	Occupation	Business	
	Nationality	Indian	
	Qualification	Master Degree in Applied Mathematics and PG Diploma in Computer Application	
	No. of Years of Experience	20+ Years of experience in IT Solutions & 5+ years of Academic Consultant	
	Date of Appointment	14/12/2019	
	Terms of Appointment	5 Years	
	Directorship in other companies	Nil	

Sl. No.	Particulars	Details		
5	Name of the Director	Mr. Arul Kumar		
	Father's Name	Mr. Palaniappan		
	Residential Address	No. G001, Pallavi Enclave, 17th Cross, 26th Main, J P Nagar, 6th Phase, Bangalore South, Karnataka – 560078		
	Age	41 Years		
	Designation	Independent Director		
	DIN	08638858		
	Occupation	Business		
	Nationality	Indian		
	Qualification	Graduated with a degree in Engineering and an MBA		
	No. of Years of Experience	More than 15 years of experience in diverse industries such a Manufacturing, Oil and Gas, Consulting and Technology		
	Date of Appointment 14/12/2019			
	Terms of Appointment	5 Years		
	Directorship in other companies Nil			



#### **Brief Biographies of the Directors**

- 1. Mr. Bharat, aged 47 years, is the Promoter and Managing Director of our Company. He is a National Level Multi-Award winning Entrepreneur and researcher in Talent Management subject. He is an Entrepreneur, Speaker, Writer, Trainer and Social worker. He has been awarded with Honorary Doctorate in Career Development for his contribution towards Career Development with specialisation in Talent Management by Indian Virtual Academy for Peace and Education, UNO Model in Goa in the year 2019. He is also an Architect of a Social Enterprise Software 'Elevate Life' (under implementation) where school drop-out students and unemployed youths are picked to be trained and empower them to join the mainstream of the society. He was Nominated for Economic Times Leadership award in 2008, Winner of Small Enterprise Business award 2016 powered by DELL, KPMG & NDTV, Outstanding achievement award for Business Excellence by IEDRA 2017, New Delhi etc.
- 2. Mrs. Kalavathy Bylappa, aged 46 years, is the Promoter and Woman Executive Director of our Company since incorporation. She holds a Bachelor of Engineering degree in Electrical Engineering from Bangalore University. An IT veteran with having more than 20 years of experience in IT industries, she is having work experience from Global MNC companies like Thomson Reuters, SAP, NESS etc.
- **3. Mr. Gangisetty Srinivasulu Prashanth**, aged 46 years is appointed as Independent Director on the EOGM held on 15/11/2019 of our company. He holds a Bachelor Degree in Computer Science from Bangalore University and PGDBA in Human Resource from TASMAC London Schools of Business. He is having more than 20 years of experience in Human Resource and Talent Supply Management. Having worked with the top Global 10 HR / Recruitment Firms, has the depth and expertise into HR & Recruitment Solutions. He has worked for Manpower Services, Fortune 115 Companies, Nasdaq listed HR Firm and Conerstone, identified as one of the top 10 Executive search firms in the world. He has ventured into multiple domains like Providing IT Hardware Solutions, founded a Non-invasive one of its kind Heart Diagnostic Center, co-founded Mobile Payment App Blupay. He is also Director of Recruitmaze Solutions Private Limited and Proprietor of Absolute Careers.
- 4. Mr. A Dhakshinamoorthy, aged 55 years is appointed as Independent Director on the EOGM held on 14/12/2019 of our company. He Pursued Master Degree in Applied Mathematics from Pollachi and Pursued PG Diploma in Computer Application from Bharathiar University. He is having around 20+ Years of experience in IT Solutions & 5+ years of Academic Consultant. He is also having experience in Data Scientist on Enterprise Business & IOT analytics for past 3 years building Predictive models using Machine learning Techniques.
- 5. Mr. Arul Kumar, aged 41 Years is appointed as Independent Director on the EOGM held on 14/12/2019 of our company. He is an experienced HR Director and has over 15 years of progressive experience in diverse industries such as Manufacturing, Oil and Gas, Consulting and Technology. Mr. Arul Kumar is graduated with a degree in Engineering and an MBA from University of Strthelyde. His forte lies in HR Business Partner, Talent Acquisition & Talent Management, Performance Management as well as Employee Engagement.

#### Family Relationships between the Directors

None of the directors of our Company have family relationship except Mr. Bharat and Mrs. Kalavathy Bylappa are spouse.

#### Arrangements with major Shareholders, Customers, Suppliers or Others

There are no arrangements or understanding between major shareholders, customers, suppliers or others pursuant to which any of the Directors were selected as a Director or member of a senior management as on the date of this prospectus.

#### **Service Contracts**

Our Company has not executed any service contracts with its directors providing for benefits upon termination of their employment.

## Common directorships of the Directors in companies whose shares are/were suspended from trading on the BSE and/or the SEBI and/or other regulatory for a period beginning from five (5) years prior to the date of this prospectus

None of the Directors are/were directors of any company whose shares were suspended from trading by Stock Exchange(s) or under any order or directions issued by the stock exchange(s)/ SEBI/ other regulatory authority in the last five (5) years.

#### Director's association with the Securities Market

None of the Directors of our Company are associated with securities market.

## Common directorships of the Directors in listed companies that have been/were delisted from stock exchanges in India

None of the Directors are/were directors of any entity whose shares were delisted from any Stock Exchange(s).

Further, none of the directors are/ were directors of any entity which has been debarred from accessing the capital markets under any order or directions issued by the Stock Exchange(s), SEBI or any other Regulatory Authority.



#### **Borrowing Powers of the Board**

The Articles, subject to the provisions of Section 180(1)(c) of the Companies Act, 2013 authorize the Board to raise, borrow or secure the payment of any sum or sums of money for the purposes of our Company. The Board of Director vide the resolution passed at the Meeting of the Board of Directors dated 14<sup>th</sup> December 2019, allowed to borrow and that the total outstanding amount so borrowed shall not at any time exceed the limit of Rs. 5.00 crores (Rs. Five Crores).

#### 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 Startup Platform of BSE Limited ("BSE STARTUPS"). We shall comply with the requirements of the SEBI (Prohibition of Insider Trading) Regulations, 2015 on listing of Equity Shares on stock exchanges. The 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.

## Policy for Determination of Materiality & Materiality of Related Party Transactions and on Dealing with Related Party Transactions:

The provisions of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 will be applicable to our Company immediately upon the listing of Equity Shares of our Company on Startup Platform of BSE Limited ("BSE STARTUPS"). We shall comply with the requirements of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 on listing of Equity Shares on the Startup Platform of BSE Limited ("BSE STARTUPS").

#### **Remuneration to Executive Directors**

The compensation payable to Managing Director will be governed as per the terms of their appointment and shall be subject to the provisions of Sections 2 (54), 2(94), 188, 196, 197, 198 and 203 and any other applicable provisions of the Companies Act, 2013 read with Schedule V to the Companies Act, 2013 and the rules made there under (including any statutory modification(s) or re-enactment thereof or any of the provisions of the Companies Act, 1956, for the time being in force)

#### Payment or benefit to Non-Executive Directors of Our Company

Apart from the remuneration to Executive Directors, if any as provided, our Non-Executive Directors are entitled to be paid a sitting fee up to the limits prescribed by the Companies Act, 2013 and the Rules made there under and actual travel, boarding and lodging expenses for attending the Board or committee meetings. They may also be paid commissions and any other amounts as may be decided by the Board in accordance with the provisions of the Articles, the Companies Act and any other applicable Indian laws and regulations.

#### Shareholding of Directors in our Company

The details of the shareholding of our Directors as on the date of this prospectus are as follows.

No.	Name of the Shareholder	No. of Equity Shares	Percentage of Pre- Issue Capital (%)	Percentage of Post- Issue Capital (%)
1.	Mr. Bharat	31,78,980	49.99%	29.99%
2.	Mrs. Kalavathy Bylappa	31,78,770	49.99%	29.99%
	Total	63,57,750	99.98%	59.99%

#### **Interest of our Directors**

Our Directors may be deemed to be interested to the extent of their remunerations paid to them for services rendered and with the reimbursement of expenses payable to them as mentioned above. For further details, please refer to section titled "Our Promoters and Promoter Group" beginning on page no. 93 of this prospectus.

Further, none of our Directors have any interest in any property acquired by our Company within two (2) years of the date of this prospectus or proposed to be acquired by it or in any transaction in acquisition of land or any construction of building. Further, except as disclosed under sub-section "Shareholding of Directors in our Company" above, none of our Directors hold any Equity Shares, Preference Shares or any other form of securities 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.

Other than as stated above and except as stated in the sections titled "Financial Information" and "Our Promoters and Promoter Group" beginning on pages 100 and 93 respectively of this prospectus, our Directors do not have any other interest in the business of our Company.

None of the relatives of our Directors have been appointed to a place or office of profit in our Company other than mentioned elsewhere in the prospectus. For further details, please refer to section titled "Our Management – Remuneration to Executive Directors" beginning on page 83 of this prospectus.



Our directors may also be regarded as interested in the Equity Shares, if any, held by them or that may be subscribed by and allotted to the companies, firms, and trusts, if any, in which they are interested as directors, members, promoters, and /or trustees pursuant to this Issue. Some of the directors also hold directorships in Promoter Group and Group Entities of our Company.

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. Except as stated in this section "Our Management " or the section titled "Financial Information - Related Party Transactions" beginning on page no 83 and 118 respectively of this prospectus, and except to the extent of shareholding in our Company, our Directors do not have any other interest in the business of our Company.

#### Changes in our Company's Board of Directors during the last three (3) years

Changes in the Board of Directors of our Company in the last three (3) years are as follows:

Name of Director	Date of appointment	Date of Change of Designation	Date of cessation	Reason
Mr. Gangisetty Srinivasulu Prashanth	15/11/2019	-	-	Appointment as Independent Director in compliance with the requirements of Companies Act, 2013 and SEBI (LODR) Regulations
Mr. A Dhakshinamoorthy	14/12/2019	-	-	Appointment as Independent Director in compliance with the requirements of Companies Act, 2013 and SEBI (LODR) Regulations
Mr. Arul Kumar	14/12/2019	-	-	Appointment as Independent Director in compliance with the requirements of Companies Act, 2013 and SEBI (LODR) Regulations
Mr. Bharat	Since Incorporation	14/12/2019	-	Designation changed to Managing Director

#### **Other Confirmations:**

- > None of our Directors are on the RBI List of willful defaulters as on the date of this prospectus.
- > None of our Promoters or Directors of our Company are a fugitive economic offender.
- Further, none of our Directors are or were directors of any listed company whose shares.
   (a) have been or were suspended from trading on any of the stock exchanges during the five years prior to the date of filing this prospectus or.
   (b) delicted from the stock exchanges

(b) delisted from the stock exchanges.

- None of the Promoters, persons forming part of our Promoter Group, our Directors or persons in control of our Company or our Company are debarred from accessing the capital market by SEBI.
- None of the Promoters, 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.
- In respect of the track record of the directors, there have been no criminal cases filed or investigations being undertaken with regard to alleged commission of any offence by any of our directors and none of our directors have been chargesheeted with serious crimes like murder, rape, forgery, economic offence etc.

#### Corporate Governance

The provisions of the Listing Regulations with respect to corporate governance will also be applicable to us immediately upon the listing of our Equity Shares with the Stock Exchange. We are in compliance with the requirements of the applicable regulations, including the SEBI (LODR) Regulations, the SEBI (ICDR) Regulations and the Companies Act, 2013 in respect of corporate governance including constitution of the Board and committees thereof.

Our Board has been constituted in compliance with the Companies Act and SEBI (LODR) Regulations, to the extent applicable. Our Board functions either as a full board or through various committees constituted to oversee specific functions. In compliance with the requirements of the Companies Act and the SEBI (LODR) Regulations, to the extent applicable our Board of Directors consists of 5 (Five) Directors (including one-woman Director) of which One is Managing Director. One is Woman Executive Director and Three are non-executive independent directors, which is in compliance with the requirements of Companies Act, 2013 and SEBI (LODR) Regulations.



#### **COMMITTEES OF OUR BOARD**

Our Board has constituted the following committees including those for compliance with corporate governance requirements:

#### • Audit Committee

As per section 177 of the Companies Act, 2013, The Board of Directors of every listed company and such other class or classes of companies, as may be prescribed, shall constitute an Audit Committee. The Audit Committee shall consist of a minimum of three directors with independent directors forming a majority: Provided that majority of members of Audit Committee including its Chairperson shall be persons with ability to read and understand, the financial statement.

Our Audit Committee was constituted pursuant to a resolution of our Board Meeting dated December 17, 2019. The Audit Committee comprises:

Name of Director	Status in Committee	Nature of Directorship
Mr. Gangisetty Srinivasulu Prashanth	Chairman	Non- Executive and Independent Director
Mr. A Dhakshinamoorthy	Member	Non- Executive and Independent Director
Mr. Bharat	Member	Managing Director

The Company Secretary of the Company shall act as the Secretary of the Audit Committee.

Set forth below are the scope, functions and the terms of reference of our Audit Committee, in accordance with Section 177 of the Companies Act, 2013 and Regulation 18 of the SEBI (LODR) Regulations.

#### A. Powers of Audit Committee

The Audit Committee shall have powers, including the following:

- To investigate any activity within its terms of reference;
- To seek information from any employee;
- To obtain outside legal or other professional advice; and
- To secure attendance of outsiders with relevant expertise, if it considers necessary.

#### *B. Role of Audit Committee*

The role of the Audit Committee shall include the following:

- oversight of the listed entity's financial reporting process and the disclosure of its financial information to ensure that the financial statement is correct, sufficient and credible;
- recommendation for appointment, remuneration and terms of appointment of auditors of the listed entity;
- approval of payment to statutory auditors for any other services rendered by the statutory auditors;
- reviewing, with the management, the annual financial statements and auditor's report thereon before submission to the board for approval, with particular reference to:
  - 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;
  - o changes, if any, in accounting policies and practices and reasons for the same;
  - o major accounting entries involving estimates based on the exercise of judgment by management;
  - o significant adjustments made in the financial statements arising out of audit findings;
  - o compliance with listing and other legal requirements relating to financial statements;
  - disclosure of any related party transactions;
  - modified opinion(s) in the draft audit report;
- reviewing, with the management, the quarterly financial statements before submission to the board for approval;
- reviewing, with the management, the statement of uses / application of funds raised through an issue (public issue, rights issue, preferential issue, etc.), the statement of funds utilized for purposes other than those stated in the prospectus / notice and the report submitted by the monitoring agency monitoring the utilisation of proceeds of a public or rights issue, and making appropriate recommendations to the board to take up steps in this matter;
- reviewing and monitoring the auditor's independence and performance, and effectiveness of audit process;
- approval or any subsequent modification of transactions of the listed entity with related parties;
- scrutiny of inter-corporate loans and investments;
- valuation of undertakings or assets of the listed entity, wherever it is necessary;
- evaluation of internal financial controls and risk management systems;
- reviewing, with the management, performance of statutory and internal auditors, adequacy of the internal control systems;
- 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;
- discussion with internal auditors of any significant findings and follow up there on;



- 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;
- discussion with statutory auditors before the audit commences, about the nature and scope of audit as well as postaudit discussion to ascertain any area of concern;
- 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;
- to review the functioning of the whistle blower mechanism;
- approval of appointment of chief financial officer after assessing the qualifications, experience and background, etc. of the candidate;
- reviewing the utilization of loans and/ or advances from/investment by the holding company in the subsidiary exceeding rupees 100 crore or 10% of the asset size of the subsidiary, whichever is lower including existing loans / advances / investments existing as on the date of coming into force of this provision.]
- monitoring the end use of funds raised through public offers and related matters.
- carrying out any other function as is mentioned in the terms of reference of the audit committee.

Further, the Audit Committee shall mandatorily review the following information:

- management discussion and analysis of financial condition and results of operations;
- statement of significant related party transactions (as defined by the audit committee), submitted by management;
- management letters / letters of internal control weaknesses issued by the statutory auditors;
- internal audit reports relating to internal control weaknesses; and
- the appointment, removal and terms of remuneration of the chief internal auditor shall be subject to review by the audit committee.
- statement of deviations: (a) half yearly statement of deviation(s) including report of monitoring agency, if applicable, submitted to stock exchange(s) in terms of Regulation 32(1); (b) annual statement of funds utilized for purposes other than those stated in the prospectus/notice in terms of Regulation 32(5).

As required under Regulation 18 of the SEBI (LODR) Regulations, the Audit Committee shall meet at least four times in a year, and not more than one hundred and twenty days shall elapse between two meetings. The quorum of the meeting shall be either two members present, or one-third of the members, whichever is greater, provided that there should be a minimum of two independent directors present.

#### • Stakeholders' Relationship Committee

# As per section 178 (5) of the Companies Act, 2013, The Board of Directors of a company which consists of more than one thousand shareholders, debenture-holders, deposit-holders and any other security holders at any time during a financial year shall constitute a Stakeholders Relationship Committee consisting of a chairperson who shall be a non-executive director and such other members as may be decided by the Board

In pursuance to provisions of Section 178 of the Companies Act, 2013, or any subsequent modification(s) or amendment(s) thereof, the Stakeholders' Relationship Committee was constituted by a resolution of our Board Meeting dated December 17, 2019. The Stakeholders' Relationship Committee comprises:

Name of Director	Status in Committee	Nature of Directorship
Mr. Arul Kumar	Chairman	Non-Executive and Independent Director
Mr. A Dhakshinamoorthy	Member	Non-Executive and Independent Director
Mr. Gangisetty Srinivasulu Prashanth	Member	Executive Director

The Company Secretary of the Company shall act as the Secretary of the Stakeholders' Relationship Committee.

#### Role of the Stakeholders Relationship Committee

- Resolving the grievances of the security holders of the listed entity including complaints related to transfer/transmission of shares, non-receipt of annual report, non-receipt of declared dividends, issue of new/duplicate certificates, general meetings etc;
- Review of measures taken for effective exercise of voting rights by shareholders;
- Review of adherence to the service standards adopted by the listed entity in respect of various services being rendered by the Registrar & Share Transfer Agent;
- Review of the various measures and initiatives taken by the listed entity for reducing the quantum of unclaimed dividends and ensuring timely receipt of dividend warrants/annual reports/statutory notices by the shareholders of the company; and
- To carry out any other function as prescribed under the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 as and when amended from time to time."

As required under Regulation 20 of the SEBI (LODR) Regulations, the Stakeholders' Relationship Committee shall meet at least once in a year.



#### • Nomination and Remuneration Committee

As per section 178 (1) of the Companies Act, 2013, The Board of Directors of every listed company and such other class or classes of companies, as may be prescribed shall constitute the Nomination and Remuneration Committee consisting of three or more non-executive directors out of which not less than one-half shall be independent directors: Provided that the chairperson of the company (whether executive or non-executive) may be appointed as a member of the Nomination and Remuneration Committee but shall not chair such Committee.

The Nomination and Remuneration Committee was constituted by our Board on December 17, 2019. The scope and function of the Nomination and Remuneration Committee is in accordance with Section 178 (1) of the Companies Act, 2013 and the SEBI (LODR) Regulations. The Nomination and Remuneration Committee include the following:

Name of Director	Status in Committee	Nature of Directorship
Mr. Gangisetty Srinivasulu Prashanth	Chairman	Non-Executive and Independent Director
Mr. Arul Kumar	Member	Non-Executive and Independent Director
Mr. A Dhakshinamoorthy	Member	Non-Executive and Independent Director

The Company Secretary of the Company shall act as the Secretary of the Nomination and Remuneration Committee.

#### Role of the Nomination and Remuneration Committee

The scope, functions and the terms of reference of the Nomination and Remuneration Committeeis in accordance with the Section 178 of the Companies Act, 2013 read with Regulation 19 of the Securities Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Set forth below are the role of our Nomination and Remuneration Committee.

- Formulation of the criteria for determining qualifications, positive attributes and independence of a director and recommend to the board of directors a policy relating to, the remuneration of the directors, key managerial personnel and other employees;
- Formulation of criteria for evaluation of performance of independent directors and the board of directors;
- Devising a policy on diversity of board of directors;
- Identifying persons who are qualified to become directors and who may be appointed in senior management in accordance with the criteria laid down and recommend to the board of directors their appointment and removal.
- To extend or continue the term of appointment of the independent director, on the basis of the report of performance evaluation of independent directors.
- The Committee shall identify persons who are qualified to become directors and who may be appointed in senior management in accordance with the criteria laid down, recommend to the Board their appointment and removal and shall specify the manner for effective evaluation of performance of Board, its committees and individual directors to be carried out either by the Board, by the Nomination and Remuneration Committee or by an independent external agency and review its implementation and compliance].
- The Committee shall formulate the criteria for determining qualifications, positive attributes and independence of a director and recommend to the Board a policy, relating to the remuneration for the directors, key managerial personnel and other employees.

As required under Regulation 19 of the SEBI (LODR) Regulations, the Nomination and Remuneration Committee shall meet at least once in a year. The quorum for a meeting shall be either two members present, or one-third of the members of the, whichever is greater, provided that there should be a minimum of one independent directors present.

#### • Corporate Social Responsibility Committee:

As per section 135 (1) of the Companies Act, 2013, Every company having net worth of rupees five hundred crore or more, or turnover of rupees one thousand crore or more or a net profit of rupees five crore or more during any financial year shall constitute a Corporate Social Responsibility Committee of the Board consisting of three or more directors, out of which at least one director shall be an independent director.

The Corporate Social Responsibility committee is not applicable to our company till the date of this prospectus. We will comply with the requirement as and when the CSR is applicable to us.



#### **Management Organizational Structure**



#### **Our Key Managerial Personnel**

The details of the Key Managerial Personnel as on the date of this prospectus are set out below. All the Key Managerial Personnel's are permanent employees of our Company. Except for certain statutory benefits, there are no other benefits accruing to the Key Managerial Personnel.

- 1. Mr. Bharat, aged 47 years, is the Promoter and Managing Director of our Company since incorporation. He is a National Level Multi-Award winning Entrepreneur and researcher in Talent Management subject. He is an Entrepreneur, Speaker, Writer, Trainer and Social worker. He has been awarded with Honorary Doctorate in Career Development for his contribution towards Career Development with specialisation in Talent Management by Indian Virtual Academy for Peace and Education, UNO Model in Goa in the year 2019. He is also an Architect of a Social Enterprise Software 'Elevate Life' (under implementation) where school drop-out students and unemployed youths are picked to be trained and empower them to join the mainstream of the society. He was Nominated for Economic Times Leadership award in 2008, Winner of Small Enterprise Business award 2016 powered by DELL, KPMG & NDTV, Outstanding achievement award for Business Excellence by IEDRA 2017, New Delhi etc
- 2. Ms. Preeti Sandeep Byse, aged 37 years is the Chief Financial Officer of our company. She is a B.Com graduate from Karnataka University. She is having experience of more than 10 years in handling accounts.
- 3. **Ms. Anitha R,** aged 35 years is a qualified Company Secretary. Her expertise lies in handling Company law compliances including Corporate Training, and advisory work. She has over 10 years of experience in corporate secretarial matters and providing legal and secretarial advisory services to clients from varied sectors.

#### Status of Key Management Personnel in our Company

All our key managerial personnel are permanent employees of our Company. The term of office of our key managerial personnel is until the attainment of 60 years of age.

#### Shareholding of Key Management Personnel in our Company

Mr. Bharat (Promoter & Managing Director of our company) is holding 31,78,980 number of Equity Shares in the Company and Ms. Preeti Sandeep Byse (CFO of the company) is holding 210 number of Equity Shares in the Company. None of the other Key Management Personnel holds Equity Shares in our Company as on the date of this prospectus.

#### Bonus or profit-sharing plan of the Key Managerial Personnel

Our Company does not have a performance linked bonus or a profit-sharing plan for the Key Management Personnel. However, our Company pays incentive to all its employees based on their performance including the Key Managerial Personnel's of our Company.

#### **Interests of Key Management Personnel**

The Key Management Personnel do not have any interest in our Company, except our MD and CFO, other than 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.



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

Except as disclosed in this prospectus and any statutory payments made by our Company to its officers, our Company has not paid any sum, any non-salary related amount or benefit to any of its officers or to its employees including amounts towards super-annuation, ex-gratia/rewards.

Except statutory benefits upon termination of employment in our Company or superannuation, no officer of our Company is entitled to any benefit upon termination of such officer's employment in our Company or superannuation. Contributions are made by our Company towards provident fund, gratuity fund and employee state insurance.

Except as stated under section titled "Financial Information" beginning on page no 100 of this prospectus, none of the beneficiaries of loans and advances or sundry debtors are related to our Company, our Directors or our Promoter.

#### Relationship amongst the Key Managerial Personnel of our Company

There is no family relationship amongst the Key Managerial Personnel of our Company.

#### **Relationship between the Directors and Key Managerial Personnel**

There are no family relationships between the Directors and Key Managerial Personnel of our Company other than mentioned elsewhere in the prospectus.

#### Arrangement and Understanding with Major Shareholders/Customers/ Suppliers

None of the above Key Managerial Personnel have been selected pursuant to any arrangement/understanding with major shareholders/customers/suppliers.

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

Except for the terms set forth in the appointment letters, the Key Managerial Personnel have not entered into any other contractual arrangements with our Company for provision of benefits or payments of any amount upon termination of employment.

#### **Employee Stock Option or Employee Stock Purchase**

Our Company has not granted any options or allotted any Equity Shares under the ESOP Scheme as on the date of this prospectus.

#### Loans availed by Directors / Key Managerial Personnel of our Company

None of the Directors or Key Managerial Personnels have availed loan from our Company which is outstanding as on the date of this prospectus.

#### Changes in Our Company's Key Managerial Personnel during the last three (3) years

The changes in the Key Managerial Personnel of our Company in the last three (3) years are as follows:

No.	Name of the Key Managerial Personnel & Designation	Date of Appointment	Date of Resignation	Reason
1	Ms. Preeti Sandeep Byse (Chief Financial Officer)	14/12/2019	-	Appointed as Chief Financial Officer in the interest of the Company.
2	Ms. Anitha R (Company Secretary)	17/12/2019	-	Appointed as Company Secretary & Compliance Officer in the interest of the Company.



#### 4. Our Promoters:

Our Promoters are (i) Mr. Bharat and (ii) Mrs. Kalavathy Bylappa. As on the date of this prospectus, our Promoters hold 6,35,880 Equity Shares which in aggregate, almost constitutes 99.98% of the pre issued and paid-up Equity Share capital of our Company.

#### (i) Details of Individual Promoters of our Company

	<ul> <li>Mr. Bharat, aged 47 years, is the Promoter and Managing Director of our Company since incorporation. He is a National Level Multi-Award winning Entrepreneur and researcher in Talent Management subject. He is an Entrepreneur, Speaker, Writer, Trainer and Social worker. He has been awarded with Honorary Doctorate in Career Development for his contribution towards Career Development with specialisation in Talent Management by Indian Virtual Academy for Peace and Education, UNO Model in Goa in the year 2019. He is also an Architect of a Social Enterprise Software 'Elevate Life' (under implementation) where school drop-out students and unemployed youths are picked to be trained and empower them to join the mainstream of the society. He was Nominated for Economic Times Leadership award in 2008, Winner of Small Enterprise Business award 2016 powered by DELL, KPMG &amp; NDTV, Outstanding achievement award for Business Excellence by IEDRA 2017, New Delhi etc.</li> <li>For further personal details, please also refer to section titled "Our Management" beginning on page 83 of this prospectus.</li> </ul>
Name of Promoter	Mr. Bharat
Father's Name	Mr. Gopal
Date of Birth	01/01/1973
Qualification	SSLC from Bangalore and Honorary Doctorate in Career Development
Occupation	Business
Nationality	Indian
Address	#001 Pallavi Enclave 17 <sup>th</sup> Cross 26 <sup>th</sup> Main, JP Nagar 6 <sup>th</sup> Phase, South Bangalore-560078.
Permanent Account No.	AGNPB1943N
Aadhar Card No.	721443226094
Driving License No.	KA0520050033539
Driving License No. Election Card No.	



	<ul> <li>Mrs. Kalavathy Bylappa, aged 46 years, is a Promoter and Woman Executive Director of our Company since incorporation. She holds a Bachelor of Engineering degree in Electrical Engineering from Bangalore University. An IT veteran with having more than 20 years of experience in IT industries, she is having work experience from Global MNC companies like Thomson Reuters, SAP, NESS etc.</li> <li>For further personal details, please also refer to section titled "Our Management" beginning on page 83 of this prospectus.</li> <li>For details of other ventures promoted by Mrs. Kalavathy Bylappa, please refer to section titled "Group Entities of our Company" beginning on page 97 of this prospectus.</li> </ul>
Name of Promoter	Mrs. Kalavathy Bylappa
Father's Name	Mr. Janardhan Muniswamy
Date of Birth	02/06/1973
Qualification	Bachelor of Engineering degree in Electrical Engineering
Occupation	Business
Nationality	Indian
Address	#001 Pallavi Enclave 17 <sup>th</sup> Cross 26 <sup>th</sup> Main, JP Nagar 6 <sup>th</sup> Phase, South Bangalore-560078.
Permanent Account No.	АНҮРК9211С
Aadhar Card No.	873324421085
Driving License No.	8099/01
Election Card No.	UNH6433908
Passport No.	Z2449078

Our Company confirms that it will submit the details of the PAN, Bank Account Number, Passport and Aadhar Card of our Promoters to BSE separately at the time of filing the prospectus.

#### (ii) Details of Body Corporate Promoters of our Company:

We don't have any Body Corporate Promoters

#### **Other Information related to Our Company:**

#### Interests of our Promoters:

Our Promoters are interested in our Company to the extent of their respective Equity shareholding in our Company and any dividend distribution that may be made by our Company in the future. For details pertaining to our Promoters' shareholding, please refer to section titled "Capital Structure" beginning on page 42 of this prospectus. Further, our promoters may be also interested to the extent they are Directors on our Board. For further information on remuneration to the Executive Directors, please refer to section titled "Our Management" beginning on page 83 of this prospectus.

Our Promoters have not entered into any contract, agreements or arrangements in which our Promoters are directly or indirectly interested, and no payments have been made to them in respect of the contracts, agreements or arrangements which are proposed to be made with them including the properties purchased by our Company other than in the normal course of business.

None of our Promoters or Group Entities have any interest in any property acquired by our Company within two (2) years of the date of this prospectus or proposed to be acquired by it or in any transaction in acquisition of land or any construction of building or supply of machinery.

#### Interest of Promoters in Sales and Purchases:

There are no sales/purchases between our Company and our Group Entity other than as stated in the section titled "*Group Entities of our Company*". For further details, please refer to section titled "Financial Information - Related Party Transactions" beginning on page no. 118 of this prospectus.



#### **Confirmations:**

Our Company hereby confirms that:

- None of our Promoters have been declared as a willful defaulter by the RBI or any other governmental authority and there are no violations of securities laws committed by the Promoters in the past nor any pending against them.
- None of our Promoters, Promoter Group or Directors or persons in control of our Company or bodies corporate forming part of our Promoter Group have been (i) prohibited from accessing the capital markets under any order or direction passed by SEBI or any other authority or (ii) refused listing of any of the securities issued by such entity by any stock exchange, in India or abroad.

#### Payment or benefits to the Promoters in the last two (2) years:

No payment or benefit has been made to the Promoters except as disclosed in the related party transaction. For further details, please refer to section titled "Financial Information - Related Party Transactions" beginning on page no. 118 of this prospectus.

#### Disassociation by the Promoters from entities in last three (3) years:

None of our Promoters of the Company have disassociated from any of the companies or firms in the last three (3) years except as disclosed in this prospectus.

#### Litigation details pertaining to our Promoters:

For details on litigations and disputes pending against the Promoters and defaults made by our Promoters please refer to section titled "Outstanding Litigations and Material Developments" beginning on page no. 129 of this prospectus.

#### 5. Our Promoter Groups:

In compliance with SEBI Guideline, "*Promoter Group*" pursuant to the regulation 2(1)(pp) of SEBI (Issue of Capital and Disclosure Requirements) Regulations, 2018, we confirm that following persons are part of promoter group:

#### A) The promoter;

Sl. No.	Name of the Promoters	
1	Mr. Bharat	
2	Mrs. Kalavathy Bylappa	

## B) Natural persons i.e. an immediate relative of the promoter (i.e. any spouse of that person, or any parent, brother, sister or child of the person or of the spouse);

Deletionshin	Name of the Promoters			
Relationship	Mr. Bharat	Mrs. Kalavathy Bylappa		
Father	Mr. Gopal	Mr. Janardhan M		
Mother	Mrs. Hanumakka	Mrs. Leelavathi		
Brother	Mr. Ramakrishnaiah	Mr. Satish and Mr. Praveen		
Sister	Mrs. Sujatha and Mrs. Lalitha	Mrs. Lakshmi		
Spouse	Mrs. Kalavathy Bylappa	Mr. Bharat		
Son	Master Amit	Master Amit		
Daughter	Ms. Hema	Ms. Hema		
Spouse's Father	Mr. Janardhan M	Mr. Gopal		
Spouse's Mother	Mrs. Leelavathi	Mrs. Hanumakka		
Spouse's Brother	Mr. Satish and Mr. Praveen	Mr. Ramakrishnaiah		
Spouse's Sister	Mrs. Lakshmi	Mrs. Sujatha and Mrs. Lalitha		

#### C) In case promoter is a body corporate:

Nature of Relationship	Entity
Subsidiary or holding company of Promoter Company.	Nil
Any Body corporate in which promoter (Body Corporate) holds 20% or more of the equity share capital or which holds 20% or more of the equity share capital of the promoter (Body Corporate).	Nil
Anybody corporate in which a group of individuals or companies or combinations thereof acting in concert, which hold 20% or more of the equity share capital in that body corporate and such group of individuals or companies or combinations thereof also holds 20% or more of the equity share capital of the issuer and are also acting in concert.	Nil



#### D) In case the promoter is an individual:

Nature of Relationship	Entity
Any Body Corporate in which 20% or more of the equity share capital is held by promoter or an immediate relative of the promoter or a firm or HUF in which	<ol> <li>Bharat Head Hunters Pvt Ltd</li> <li>Tranway Technologies PTY Ltd.</li> </ol>
promoter or any one or more of his immediate relative is a member.	(South Africa)
	3. Bharat Head Hunters SDM BHD (Malaysia)
Any Body corporate in which Body Corporate as provided above holds 20% or more of the equity share capital.	Nil
Any Hindu Undivided Family or firm in which the aggregate shareholding of the promoter and his immediate relatives is equal to or more than ten percent.	Nil

#### E) All persons whose shareholding is aggregated under the heading "shareholding of the promoter group":

Sl. No.	Name of shareholders under promoter group	
1	Mr. Bharat	
2	Mrs. Kalavathy Bylappa	



#### **GROUP ENTITIES OF OUR COMPANY**

In compliance with SEBI Guideline, "Group Companies/Entities" pursuant to the regulation 2(1)(t) of SEBI (ICDR) Regulations, 2018, shall include companies (other than promoter(s) and subsidiary/subsidiaries) with which there were related party transactions, during the period for which financial information is disclosed, as covered under the applicable accounting standards and also other companies as are considered material by the Board.

In accordance with the above 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 January 03, 2020 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.

Further, companies which are no longer associated with our Company have not be disclosed as Group Companies.

Based on the above, followings are our Group Entities:

- 1. Bharat Head Hunters Private Limited
- 2. Tranway Technologies (PTY) Ltd (Incorporated in South Africa)

#### The brief details of our group companies are provided as below:

Name of the Company	Bharat H	Bharat Head Hunters Private Limited			
Brief Description of Business	To engage in the business of Human Resource Consulting, Placement Services, Manpower Supply Services, Soft Skills Training, Training for Employability, Staffing Services, Body Shopping, Contract Staffing, Recruitment Process Organization [RPO], and such other related services to undertake either individually or in association with any other entity, in India or abroad. The Company is currently focusing on Permanent staffing solutions.				
Date of Incorporation	10-12-2012				
CIN	U74900KA2012PTC067108				
Listing details	Private Limited Company				
PAN	AAFCB2901D				
Registered Office Address	GF-01, Pallavi Enclave, 26 <sup>th</sup> Main Road, 17 <sup>th</sup> Cross, J P Nagar, 6 <sup>th</sup> Phase, Bangalore– 560078, Karnataka, India				
	Name		DIN		
Board of Directors	Mr. Bharat		03542954		
	Mrs. Kalavathy Bylappa		03550060		
Audited Finance	ial Information (₹ in Lakhs):				
Particulars	2019	2018	2017		
Paid Up Equity Share Capital	2.00	2.00	2.00		
Reserves and Surplus	47.52	40.31	41.91		
Net worth	49.52	42.31	43.91		
Total Revenue	132.11	132.61	162.51		
Profit/(Loss) after tax	7.21	5.45	12.56		
Earnings per share (face value of ₹ 100/- each)	360 273 628				
Net asset value per share (₹)	2475.91 2115.64 2195.54				
Highest Price in past six months	N.A. N.A. N.A.				
Lowest price in last six months	N.A.	N.A.	N.A.		

#### 1) Bharat Head Hunters Private Limited:

#### 2) Tranway Technologies (PTY) Ltd

Tranway Technologies (PTY) Ltd is registered in South Africa vide its registration no. 2017/217738/07 dated 23/05/2017 having its registered office at 146, Jabu Ndlovu Street, Pietermaritzburg, Kwa-zulu, Natal 3201. Mr. Bharat & Mrs. Kalavathy are the directors in that company. The company was incorporated to expand their business in South Africa to engage in the business of IT and IT related Services. Currently there are no business activity in that company and they are exploring the business opportunity.



#### **RELATED PARTY TRANSACTIONS**

For details on related party transactions (As per the requirement under Accounting Standard 18 "Related Party Disclosure" issued by ICAI) of our Company during the restated audit period as mentioned in this prospectus i.e. for the period 6 months ended September 30, 2019 and for the financial year ended on 31<sup>st</sup> March 2019, 31<sup>st</sup> March 2018 and 31<sup>st</sup> March 2017, please refer to Section titled, **Financial Information - Related Party Transactions**, beginning on page 118 of this prospectus.



#### **DIVIDEND POLICY**

Our Company does not have any formal dividend policy for the equity shares. Our Company can pay Final dividends upon a recommendation by Board of Directors and approval by majority of the members at the Annual General Meeting subject to the provisions of the Articles of Association and the Companies Act, 2013. The Members of our Company have the right to decrease, not to increase the amount of dividend recommended by the Board of Directors. The Articles of Association of our Company also gives the discretion to Board of Directors to declare and pay interim dividends.

The dividends may be paid out of profits of our Company in the year in which the dividend is declared or out of the undistributed profits or reserves of previous fiscal years or out of both which shall be arrived at after providing for depreciation in accordance with the provisions of Companies Act, 2013. The declaration and payment of dividend will depend on a number of factors, including but not limited to the results of operations, earnings, capital requirements and surplus, general financial conditions, applicable Indian legal restrictions, contractual obligations and restrictions, restrictive covenants under the loan and other financing arrangements to finance the various projects of our Company and other factors considered relevant by our Board of Directors.

Our Company has not declared any dividend on the Equity Shares for the Financial Years ended on March 31, 2019, as per our Restated Financial Statements.

The separate audited financial statements for the past financials years immediately preceding the date of the prospectus of our Company have been made available on the website of the Company at www.tranwayinc.com

#### INDEPENDENT AUDITORS REPORT ON RESTATED STANDALONE FINANCIAL STATEMENTS

To,

The Board of Directors, **Tranway Technologies Private Limited** No. G-01, Pallavi Enclave, 26<sup>th</sup> Main 17<sup>th</sup> Cross, 6<sup>th</sup> Phase, J.P Nagar Bangalore- 560078

## Auditor's Report on Restated Standalone Financial Information in connection with proposed Initial Public Offer of Equity Shares on the Startup Platform of BSE Limited ("BSE STARTUPS") (the "Proposed Offer")

- 1. We have examined the attached Restated Standalone Summary Statement of Assets and Liabilities of Tranway Technologies Private Limited (hereinafter referred to as "the Company") as at Sep 30, 2019 and for the financial year ended March 31, 2019, 2018 and 2017, Restated Standalone Summary Statement of Profit and Loss and Restated Standalone Summary Statement of Cash Flow for the period / financial year ended on Sep 30, 2019, March 31, 2019, 2018 and 2017 (collectively referred to as the "Restated Standalone Summary Statements" or "Restated Standalone Financial Statements") annexed to this report and initialed by us for identification purposes. These Restated Standalone Financial Statements have been prepared by the management of the Company and approved by the Board of Directors of the company in connection with the Initial Public Offering (IPO) on Startup Platform of BSE Limited ("BSE STARTUPS").
- 2. These Restated Standalone Summary Statements have been prepared in accordance with the requirements of:
  - (i) sub-clauses (i) and (iii) of clause (b) of sub-section (1) of section 26 of the Companies Act, 2013 ("the Act") read with Rules 4 to 6 of Companies (Prospectus and Allotment of Securities) Rules 2014;
  - (ii) The Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations 2018
     ("ICDR Regulations") issued by the Securities and Exchange Board of India ("SEBI") in pursuance to Section 11 of the Securities and Exchange Board of India Act, 1992 and related amendments / clarifications from time to time;
  - (iii) The Guidance Note on Reports in Company Prospectuses (Revised 2019) issued by the Institute of Chartered Accountants of India ("ICAI"), as amended from time to time (the "Guidance Note").
- 3. The Company's Board of Directors is responsible for the preparation of the Restated Standalone Financial Statements for the purpose of inclusion in the offer document to be filed with Stock Exchange, Securities and Exchange Board of India, and Registrar of Companies, in connection with the proposed IPO. The Restated Standalone Financial Statements have been prepared by the management of the company for the period ended on Sep 30, 2019 and year ended on March 31, 2019, 2018 and 2017 on the basis of preparation stated in Annexure-IVA to the Restated Financial Information. The Board of Directors of the company's responsibility includes designing, implementing and maintaining adequate internal control relevant to the preparation and presentation of the Restated Standalone Financial Statements.
- 4. We have examined such Restated Standalone Financial Statements taking into consideration:
  - (i) The terms of reference to our engagements with the Company requesting us to carry out the assignment, in connection with the Draft Prospectus/ Prospectus being issued by the Company for its proposed Initial Public offering of equity shares in Startup Platform of BSE Limited ("BSE STARTUPS") ("SME IPO").
  - (ii) The Guidance Note on Reports in Company Prospectus (Revised 2019) issued by the Institute of Chartered Accountants of India ("Guidance Note").
  - (iii) Concepts of test checks and materiality to obtain reasonable assurance based on verification of evidence supporting the Restated Financial Information; and,
  - (iv) The requirements of Section 26 of the Act and the ICDR Regulations. Our work was performed solely to assist you in meeting your responsibilities in relation to your compliance with the Act, the ICDR Regulations and the Guidance Note in connection with the IPO.



- 5. Summary Restated Standalone Financial Statements of the Company have been extracted by the management from the Audited Financial Statements of the Company for the period / year ended on Sep 30, 2019, March 31, 2019, March 31, 2018 and March 31, 2017, which have been approved by the Board of Directors.
- a) We have audited financial statements of the company for the half-yearly period ended Sep 30, 2019 prepared in accordance with Indian Accounting Standard (Indian GAAP) which have been approved by the Board of Directors.
- b) Audited financial statements of the Company as at and for the years ended March 31,2019 March 31, 2018 and 2017 prepared in accordance with the Indian Accounting Standards (Indian GAAP) which have been approved by the Board of Directors.
- 6. In accordance with the requirements of the Act, ICDR Regulations, Guidance Note and Engagement Letter, we report that:
  - (i) The "restated summary standalone statement of assets and liabilities" of the Company as at Sep 30, 2019, March 31, 2019, 2018 and 2017 examined by us, as set out in Annexure I to this report read with significant accounting policies in Annexure IVA has been arrived at after making such adjustments and regroupings to the audited financial statements of the Company, as in our opinion were appropriate and more fully described in notes to the restated standalone summary statements in Annexure IVB to this report.
  - (ii) The "restated summary standalone statement of profit and loss" of the Company for the period ended on Sep 30, 2019, March 31, 2019, 2018, and 2017 examined by us, as set out in Annexure II to this report read with significant accounting policies in Annexure IVA has been arrived at after making such adjustments and regroupings to the audited financial statements of the Company, as in our opinion were appropriate and more fully described in notes to the restated standalone summary statements in Annexure IVB to this report.
  - (iii) The "restated summary standalone statement of cash flows" of the Company for the period ended on Sep 30, 2019, March 31, 2019, 2018 and 2017examined by us, as set out in Annexure III to this report read with significant accounting policies in Annexure IVA has been arrived at after making such adjustments and regroupings to the audited financial statements of the Company, as in our opinion were appropriate and more fully described in notes to restated standalone summary statements in Annexure IVB to this report.
- 7. Based on our examination, we are of the opinion that the restated standalone financial statements have been prepared:a) Using consistent accounting policies for all the reporting periods.
  - b) Adjustments for prior period and other material amounts in the respective financial years to which they relate.
  - c) There are no extra-ordinary items that need to be disclosed separately in the accounts and requiring adjustments.
  - d) There are no audit qualifications in the audit reports issued by the statutory auditor for the period ended Sep 30, 2019, March 31, 2019, 2018 and 2017 which would require adjustments in this restated standalone financial statement of the Company.
  - e) 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 Accounts as set out in Annexure IVA to this report;
- 8. Audit for the period/ financial year ended March 31, 2019, 2018 and 2017 was conducted by M/s. Sanjay K& Co. The financial report included for these period is based solely on the report submitted by them. Further financial statements for year ended on March 31, 2019 have been re-audited by us as required under the SEBI ICDR Regulations.
- 9. We have also examined the following other financial information relating to the Company prepared by the Management and as approved by the Board of Directors of the Company and annexed to this report relating to the Company for the period / financial year ended on Sep 30, 2019, March 31, 2019, March 31, 2018 and March 31, 2017 proposed to be included in the Draft Prospectus / Prospectus ("Offer Document").

#### Annexure of Restated Standalone Financial Statements of the Company:-

- i) Details of Standalone Share Capital as Restated (Annexure V)
- ii) Details of Standalone Reserves and Surplus as Restated (Annexure VI)
- iii) Details of Standalone Long Term Borrowings as Restated (Annexure VII)
- iv) Details of Standalone Statement of Principal Terms of Secured/Unsecured Loans and Assets charged as Security as Restated (Annexure VIIA)
- v) Details of Standalone Deferred Tax Assets/Liabilities as Restated (Annexure VIII)
- vi) Details of Standalone Short-Term Borrowings as Restated (Annexure IX)
- vii) Details of Standalone Statement of Principal Terms of Secured/Unsecured Loans as Restated (Annexure IXA)



- viii) Details of Standalone Trade Payables as Restated (Annexure X)
- ix) Details of Standalone Other Current Liabilities as Restated (Annexure XI)
- x) Details of Standalone Short-Term Provisions as Restated (Annexure XII)
- xi) Details of Standalone Property, Plant and Equipment as Restated (Annexure XIII)
- xii) Details of Standalone Trade Receivables as Restated (Annexure XIV)
- xiii) Details of Standalone Cash & Bank Balances as Restated (Annexure XV)
- xiv) Details of Standalone Other Current Assets as Restated (Annexure XVI)
- xv) Details of Standalone Revenue from Operations as Restated (Annexure XVII)
- xvi) Details of Standalone Other Income as Restated (Annexure XVIII)
- xvii) Details of Standalone Employee Benefits Expense as Restated (Annexure XIX)
- xviii) Details of Standalone Finance Costs as Restated (Annexure XX)
- xix) Details of Standalone Other Expenses as Restated (Annexure XXI)
- xx) Details of Standalone Related Party Transactions as Restated (Annexure XXII)
- xxi) Summary of Standalone Significant Accounting Ratios as Restated (Annexure XXIII)
- xxii) Details of Standalone statement of capitalization as restated (Annexure- XXIV)
- xxiii) Details of Standalone statement of Tax Shelters as restated (Annexure- XXV)
- 10. We, Luharuka & Co., Chartered Accountants have been subjected to the peer review process of the Institute of Chartered Accountants of India ("ICAI") and hold a valid peer review certificate issued by the "Peer Review Board" of the ICAI.
- 11. The report should not in any way be construed as a re-issuance or re-dating of any of the previous audit reports issued by any other Firm of Chartered Accountants nor should this report be construed as a new opinion on any of the financial statements referred to therein.
- 12. We have no responsibility to update our report for events and circumstances occurring after the date of the report.
- 13. In our opinion, the above financial information contained in **Annexure I to XXV** of this report read with the respective significant accounting policies and notes to restated summary statements as set out in **Annexure IVA** 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.
- 14. Our report is intended solely for use of the management for inclusion in the Offer Document in connection with the SME IPO. Our report should not be used, referred to or distributed for any other purpose except with our prior consent in writing.

For Luharuka & Co. Chartered Accountants (Firm Registration No. 328700E) (PRC No. 009742)

Sd/-CA Neha Agarwal *Partner* Membership No: 302503 Place: Kolkata Date: 06/01/2020



#### ANNEXURE-I

	I	(Amount in Rs.)				
	Particulars	Annexure	As at			
Sl. No.			30th Sep 2019	31st Mar 2019	31st Mar 2018	31st Mar 2017
I).	EQUITY & LIABILITIES					
-)•	1. Shareholders' Funds					
	a. Share Capital	V	2,00,000	2,00,000	2,00,000	2,00,000
	b. Reserves & Surplus	VI	59,83,603	53,49,029	29,11,451	17,92,022
			61,83,603	55,49,029	31,11,451	19,92,022
	2. Non-Current Liabilities					
	a. Long Term Borrowings	VII	62,36,445	46,50,817	32,93,363	-
			62,36,445	46,50,817	32,93,363	-
	3. Current Liabilities					
	a. Short Term Borrowings	IX	85,48,433	72,00,961	1,18,37,871	56,59,684
	b. Trade Payables	Х	1,10,450	1,52,468	5,21,956	2,08,500
	c. Other Current Liabilities	XI	46,34,056	27,01,716	50,84,596	24,62,753
	d. Short Term Provisions	XII	13,96,479	10,95,570	3,97,210	5,25,785
			1,46,89,418	1,11,50,715	1,78,41,633	88,56,722
	TOTAL		2,71,09,466	2,13,50,562	2,42,46,447	1,08,48,744
II).	ASSETS					
	1. Non-Current Assets					
	a. Property, Plant and Equipment					
	(i) Tangible Assets	XIII	29,78,075	34,55,174	46,36,165	-
	b. Deferred Tax Assets (Net)	VIII	2,58,712	2,50,724	2,704	-
			32,36,786	37,05,898	46,38,869	-
	2. Current Assets					
	a. Trade Receivables	XIV	57,88,569	40,18,745	85,49,387	41,98,660
	b. Cash and Bank Balances	XV	11,89,982	6,53,802	4,39,966	4,88,168
	c. Other Current Assets	XVI	1,68,94,129	1,29,72,117	1,06,18,225	61,61,916
			2,38,72,680	1,76,44,664	1,96,07,578	1,08,48,744
	TOTAL		2,71,09,466	2,13,50,562	2,42,46,447	1,08,48,744

#### Summary Standalone Statement of Assets and Liabilities as Restated

**Note-:** The above statement should be read with the significant accounting policies and notes to restated summary standalone statement of Profit and Loss and Cash Flows appearing in Annexures IVA, II and III.



#### ANNEXURE-II

#### Summary Standalone Statement of Profit and Loss as Restated

Sl. No.	Particulars	Annexure	For the year/ period ended			
			30th Sep 2019	31st Mar 2019	31st Mar 2018	31st Mar 2017
I).	INCOME					
	Revenue from Operations (Net)	XVII	2,29,22,202	5,13,38,030	3,93,93,352	3,10,90,339
	Other Income	XVIII	-	4,15,021	-	82,688
	Total Revenue		2,29,22,202	5,17,53,051	3,93,93,352	3,11,73,027
	EXPENSES					
	Employee Benefits Expense	XIX	1,59,94,789	3,83,91,891	3,10,95,596	2,74,08,106
	Finance Costs	XX	14,77,905	20,75,112	13,64,781	97,437
	Depreciation and Amortisation Expense	XIII	5,56,099	14,95,664	-	-
	Other Expenses	XXI	39,65,915	65,40,975	54,00,911	19,07,240
	Total Expenses		2,19,94,708	4,85,03,642	3,78,61,288	2,94,12,783
	Profit Before Tax		9,27,495	32,49,409	15,32,064	17,60,244
	Tax Expenses					
	Current Tax		3,00,909	10,95,570	3,97,210	5,25,785
	Deferred tax		(7,987)	(2,48,020)	(2,704)	-
	Total Tax Expenses		2,92,921	8,47,550	3,94,506	5,25,785
	Profit for the year		6,34,573	24,01,859	11,37,558	12,34,459

**Note-:** The above statement should be read with the significant accounting policies and notes to restated summary standalone statement of Assets and Liabilities and Cash Flows appearing in Annexures IVA, I and III.



SI. No.	Particulars	For the year/ period ended				
		30th Sep	31st Mar	31st Mar	31st Mar	
		2019	2019	2018	2017	
A.	Cash flow from operating activities:					
	Profit / (Loss) before tax	9,27,495	32,49,409	15,32,064	17,60,24	
	Adjustments for:					
	Depreciation	5,56,099	14,95,664	-		
	Finance Costs	14,77,905	20,75,112	13,64,781	97,43	
		20,34,004	35,70,776	13,64,781	97,43	
	Operating profit before working capital changes	29,61,498	68,20,185	28,96,845	18,57,68	
	Adjustments for changes in working capital:					
	(Increase)/Decrease in Trade Receivables	(17,69,824)	45,30,642	(43,50,727)	66,58,92	
	(Increase)/Decrease in Other current Assets	(39,22,012)	(23,53,892)	(44,56,309)	(34,27,753	
	Increase/(Decrease) in Trade Payables	(42,018)	(3,69,488)	3,13,456		
	Increase/(Decrease) in Other Current Liabilities	19,32,340	(23,82,880)	26,21,843	(46,46,937	
	Net changes in working capital	(38,01,514)	(5,75,618)	(58,71,737)	(14,15,762	
	Cash generated from operations	(8,40,016)	62,44,567	(29,74,892)	4,41,91	
	Taxes (Payment)/Refund	-	(3,61,493)	(5,43,914)	(2,49,329	
	Net cash used (in)/from operating activities (A)	(8,40,016)	58,83,074	(35,18,806)	1,92,59	
B.	Cash flow from Investing activities:					
	Purchase of Property, Plant and Equipment	(79,000)	(3,14,673)	(46,36,165)		
	Net cash used in/from investing activities (B)	(79,000)	(3,14,673)	(46,36,165)		
C.	Cash flow from Financing activities:					
	Finance costs	(14,77,905)	(20,75,112)	(13,64,781)	(97,437	
	Proceeds from Long Term Borrowings	15,85,628	13,57,454	32,93,363		
	Proceeds from Short Term Borrowings	13,47,472	(46,36,910)	61,78,187	(1,19,582	
	Net cash used in/from financing activities (C)	14,55,196	(53,54,568)	81,06,769	(2,17,019	
	Net Increase/(Decrease) in Cash & Cash Equivalents (A+B+C)	5,36,180	2,13,833	(48,202)	(24,429	
	Cash and Cash Equivalents at the beginning of the year	6,53,802	4,39,966	4,88,168	5,12,59	
	Cash and Cash Equivalents at the end of the year	11,89,982	6,53,802	4,39,966	4,88,16	

#### <u>ANNEXURE-III</u> Summary Standalone Statement of Cash Flow as Restated

**Note-:** 1. The above statement should be read with the significant accounting policies and notes to restated summary standalone statement of Assets and Liabilities and Profit and Loss appearing in Annexures IVA, I and II.

2. The Cash Flow Statements has been prepared under Indirect Method as set out in Accounting Standard 3, 'Cash Flow Statements' notified under section 133 of the Companies Act, 2013.



#### ANNEXURE-IVA

#### A. BACKGROUND OF THE COMPANY

The company was incorporated in the year 2015 as "Tranway Technologies Private Limited" as a private limited company under the provision of the companies act, 2013, Bangalore. The corporate identification number of the company is U74900KA2015PTC079480. The company has been converted from Private Company to Public Company w.e.f. 3<sup>rd</sup> January, 2020 and the name of the said company is changed to "Tranway Technologies Limited".

The Company is mainly engaged in the business of Software services, Software product development, Software testing and development, Staffing services, Body Shopping, Contract staffing, Human Resource Consulting, Placement Services, Manpower Supply Services, Soft Skills Training for employability, Recruitment Process Organization (RPO) and such other related services to undertake either individually or in association with any other entity in India or abroad.

#### B. SIGNIFICANT ACCOUNTING POLICIES:

#### 1) Basis of Preparation of financial statements:

a) The Restated summary statement of Assets and Liabilities of the company as at 30 Sep 2019, 31 March 2019, 2018 and 2017 the Restated Summary statement of Profit and Loss and the Restated Summary statement of Cash Flows for the period/years ended 30 Sep 2019, 31 March 2019, 2018 and 2017 and the annexures thereto (herein collectively referred to as 'Restated Financial Information') have been complied by the management of the company from the audited financial statements of the company for the period/years ended 30 Sep 2019, 31 March 2019, 2018 and 2017 and have been prepared specifically for the purpose of inclusion in the Draft Prospectus/Prospectus to be filed by the company with the Startup Platform of BSE Limited ("BSE STARTUPS") in connection with the proposed Initial Public Offering (hereinafter referred to as 'IPO').

These aforementioned audited financial statements were prepared in accordance with the Generally Accepted Accounting Principles in India (Indian GAAP) under historical cost convention on accrual basis. These audited financial statements have been prepared to comply in all material aspects with the Accounting Standards notified under Rule 7 of the Companies (Accounts) Rules, 2014 in respect of section 133 of the Companies Act, 2013 and other recognized accounting practices and policies.

The Restated Financial Information have been prepared to comply in all material aspects with the requirements of section 26(1)(b) of the Act read with Rules 4 to 6 of companies (Prospectus and Allotment of Securities) Rules, 2014 and the Securities and Exchange Board of India (issue of Capital and Disclosure requirements) Regulations, 2018 (as amended from time to time).

b) All assets and liabilities have been classified as current or non-current as per the Company's normal operating cycle and other criteria set out in the Schedule III to the Companies Act, 2013. Based on the nature of industries and the time between the acquisition of assets and their realization in cash and cash equivalents, the Company has ascertained its operating cycle as 12 months for the purpose of current – non-current classification of assets and liabilities.

#### 2) Use of Estimates:

The preparation of the financial statements requires estimates and assumptions to be made that affect the reported amounts of assets and liabilities on the date of the financial statements and the reported amounts of revenues and expenses for the reporting period. Differences between the actual results and estimates are recognized in the period in which the results are known/ materialize.

#### 3) <u>Depreciation:</u>

Depreciation on Property, Plant and Equipment as at 30 Sep 2019, March 2019, 2018 and 2017 is provided for on Written Down Value Method calculated with reference to the useful life of the asset prescribed in Schedule II of the Companies Act, 2013. The company provides pro -rata depreciation on additions and disposals made during the period/year.

#### 4) **<u>Property, plant and equipment:</u>**

Property, plant and equipment are stated at cost less accumulated depreciation and accumulated impairment (if any). The cost of property, plant and equipment comprises of purchase price and any attributable cost of bringing the asset to its working condition for its intended use. Expenditure on addition, Improvement and renewals is capitalized and expenditure for maintenance and repair is charged to Profit and Loss account.


### 5) Borrowing Costs:

General and specific borrowing costs directly attributable to the acquisition, construction or production of qualifying assets, which are assets that necessarily take a substantial period of time to get ready for their intended use or sale, are added to the cost of those assets, until such period as the assets are substantially ready for their intended use or sale. All other borrowing costs are recognised in Statement of Profit and Loss in the period in which they are incurred.

### 6) Investments:

There is no Current or Non-Current investment.

### 7) Inventories:

There is no inventory.

### 8) <u>Revenue Recognition:</u>

- (a) Revenue is recognized to the extent that it is probable that the economic benefits will flow to the Company and revenue can be reliably measured and there is reasonable certainty regarding ultimate collection.
- (b) Revenue in respect of other income is recognized when no significant uncertainty as to its determination or realization exist.

### 9) Current and deferred tax:

Tax expense comprises of current tax & deferred tax.

- (a) Current income tax is measured at the amount expected to be paid to the tax authorities, computed in accordance with the applicable tax rates and tax laws. In case of tax payable as per provisions of MAT under section 115JB of the Income Tax Act, 1961, deferred MAT Credit entitlement is separately recognized under the head "Long-Term Loans and Advances". Deferred MAT credit entitlement is recognized and carried forward only if there is a reasonable certainty of it being set off against regular tax payable within the stipulated statutory period.
- (b) Provision for Deferred tax is being made for the timing difference arising between taxable income and accounting income computed at the rates of tax enacted or substantively enacted as on balance sheet date. Deferred tax assets are recognised only if there is a virtual certainty that they will be realised and are reviewed for appropriateness of their respective carrying values at each balance sheet date.

### 10) <u>Share Capital</u>

The authorised capital of the company has been increased from 2,00,000 to 110,000,000, with 1,100,000 equity shares of Rs. 100 each w.e.f. from 21st October, 2019.

### 11) Provisions and Contingent Liabilities:

- (a) Provisions: Provisions are recognised when there is a present obligation as a result of a past event and it is probable that an outflow of resources embodying economic benefits will be required to settle the obligation and there is a reliable estimate of the amount of the obligation.
- (b) Contingent Liabilities: Contingent liabilities are disclosed when there is a possible obligation arising from past events, the existence of which will be confirmed only by the occurrence or non-occurrence of one or more uncertain future events not wholly within the control of the company.
- (c) Contingent Assets are not recognized in the financial statements since this may result in the recognition of income that may never be realized.

### 12) Earnings per Share (EPS):

(a) Basic earnings per share are calculated by dividing the net profit or loss for the period attributable to equity shareholders by the weighted average number of equity shares outstanding during the period



(b) For the purpose of calculating diluted earnings per share, the net profit or loss for the period attributable to equity shareholders and the weighted average number of shares outstanding during the period are adjusted for the effects of all dilutive potential equity shares.

### 13) Segment Reporting:

Based on the synergies, risks and returns associated with business operations and in terms of Accounting Standard -17, "Segment Reporting", the Company is predominantly engaged in a group of related products during the year and the principal geographical segment is India. Accordingly, no separate disclosure is required to be made under Accounting Standard -17, "Segment Reporting".

### 14) Current Assets and Current Liabilities:

The balance under item of Sundry Debtors, Other Current Assets, Unsecured loan and Current Liabilities are subject to confirmation and reconciliation and consequential adjustments, wherever applicable. However, in the opinion of the Management, the realizable value of the current assets in the ordinary course of business will not be less than the value at which they are stated in the Balance sheet.

### 15) <u>Employee Benefit Expenses:</u>

Provisions for liabilities in respect of gratuity benefits are not made. However, it will recognized as an expense in the statement of profit and loss account on actual basis during the period in which the eligible employee leaves the service of the company and settlements of his dues are made based on actual calculation.

16) Sales between books and GST Return are under reconciliation for the period April to Sep 2019.

### 17) Value of Exports:

The Exports for the 4 reporting periods are as under:-

*		(Amount in Rs.)							
Particulars	30th Sep 2019	31 <sup>st</sup> March 2019	31 <sup>st</sup> March 2018	31 <sup>st</sup> March 2017					
Sale of Services	37,81,435	6,99,921	-	-					

18) Previous year's figures have been re-worked, re-grouped, re-arranged and re-classified, wherever considered necessary. Accordingly amount and other disclosures for the preceding year are included as an integral part of the current year financial statement and are to be read in relation to the amounts and other disclosure relating to current year.

### 19) Notes on Restatement made in the Restated Financials:

- The financial statement including financial information have been prepared after making such regrouping and adjustments considered appropriate to comply with the same. As results of these regrouping and adjustments, the amount reported in the financial statement/information may not be necessarily be same as those appearing in the respective audited financial statement for the relevant year.
- Contingent liability and commitments (to the extent does not provide for)- A disclosure for a contingent liability when there is a possible obligation that may, require the outflow of company resources.
- Figures has been regrouped and rearranged wherever practicable and considered necessary.
- The management has confirmed that adequate provisions has been made for all the known and determined liabilities and the same is not in excess of the amounts reasonably required to be provided for.
- The balances of trade payables, trade receivables, loans and advances are unsecured and considered as good are subjected to confirmation of respective party concerned.
- Realization in the opinion of the board and to the best of its knowledge and belief, the value of current assets and loans and advances are approximately of the same value as stated.
- Contractual liabilities: all other contractual liabilities connected with business operation of the company have been appropriately provided for.



### ANNEXURE-V

### **Details of Standalone Share Capital as Restated**

(a) Authorised, Issued, Subscribed and Paid Up Share Capital:

	As at							
Particulars	30th Sep 2019	31st Mar 2019	31st Mar 2018	31st Mar 2017				
Authorised Share Capital								
2000 Equity Shares of Rs 100/= each	2,00,000	2,00,000	2,00,000	2,00,000				
Issued, Subscribed & Paid Up Share Capital								
Equity Shares of Rs. 100/-each								
30th Sep 2019: 2,000 ; 31st Mar 2019: 2,000 ;	]							
31st Mar 2018: 2,000 ; 31st Mar 2017:2,000	2,00,000	2,00,000	2,00,000	2,00,000				

### (b) Reconciliation of number of shares outstanding at the beginning and at the end of the year/period:

Dentitien le ma				As	at			
Particulars	30th Sep 2019		31st Mar 2019		31st M	lar 2018	31st Mar 2017	
	<u>No of</u> <u>Shares</u>	<u>Amount</u>	<u>No of</u> Shares	<u>Amount</u>	<u>No of</u> <u>Shares</u>	<u>Amount</u>	<u>No of</u> Shares	<u>Amount</u>
Equity Shares at the beginning of the Year Bonus Issue during the year	2,000	2,00,000	2,000	2,00,000	2,000	2,00,000	2,000	2,00,000
Equity Shares at the end of the Year	2,000	2,00,000	2,000	2,00,000	2,000	2,00,000	2,000	2,00,000
Terms/Rights, Preferen The company has only	one class of	equity share	es having a	par value o	f Rs.100 pe			

preferential right or bear any restriction with regard to distribution of dividend or repayment of capital. Each holder of equity shares is entitled to one vote per share.

Detail	Details of shareholders holding more than 5% shares of the Company										
	As at										
Particulars <u>30th Sep 2019</u> <u>31st March, 2</u>				1st March, 2019 <u>31st March, 2018</u> <u>31st March,</u>				, 2017			
Nam	e of the Shareholder	No. of Shares	% Held	No. of Shares	% Held	No. of Shares	% Held	No. of Shares	% Held		
1	Bharat	1,000	50.00%	1,000	50.00%	1,000	50.00%	1,000	50.00%		
2	Kalavathy Bylappa	1,000	1,000 50.00% 1,000 50.00% 1,000 50.00% 1,000 50.00%								

### Terms & Rights attached to Equity Shares:

The Company has one class of equity shares, having par value of Rs.100/- per share. Each equity shareholder of equity is entitled for one vote per share and has a right to receive dividend as recommended by the Board of Directors subject to the necessary approval from the shareholders. In the event of liquidation, the equity shareholders are eligible to receive the remaining assets of the company after distribution of all preferential amounts in proportionate to their shareholding. **Notes-:** 

a. The figures disclosed above are based on the restated summary standalone statement of assets and liabilities of the Company.

b. Company does not have any Revaluation Reserve.

c. The above statement should be read with the significant accounting policies and notes to restated summary standalone statements of assets and liabilities, profits and losses and cash flows appearing in Annexures IV, I, II and III.



### **ANNEXURE-VI**

### Details of Standalone Reserves and Surplus as Restated

			(A	mount in Rs.)
Particulars		As	at	
	30th Sep 2019	31st Mar 2019	31st Mar 2018	31st Mar 2017
Surplus/(deficit) in the Statement of Profit and				
Loss				
Balance as per last Balance Sheet	53,49,029	29,11,451	17,92,022	5,57,563
Add: profit/ (loss) after tax as restated	6,34,573	24,01,859	11,37,558	12,34,459
Add/(Less): Income tax of earlier year	-	35,720	(18,129)	-
	59,83,603	53,49,029	29,11,451	17,92,022
TOTAL	59,83,603	53,49,029	29,11,451	17,92,022

### Notes-:

a. The figures disclosed above are based on the restated summary standalone statement of assets and liabilities of the Company.

b. The above statement should be read with the significant accounting policies and notes to restated summary standalone statements of assets and liabilities, profits and losses and cash flows appearing in Annexures IVA, I, II and III.

### **ANNEXURE-VII**

### Details of Standalone Long-Term Borrowings as Restated

Particulars	As	at	As at						
	30th Se	p 2019	31st Ma	ar 2019	31st Ma	r 2018	31st Mar 2017		
Term Loan	Non-	Current	Non-	Current	Non-	Current	Non-	Curre	
	Current		Current		Current		Current	nt	
(a)Secured									
From Bank									
-Vehicle Loan (From	27,35,444	2,74,646	29,30,205	2,97,195	32,93,363	3,38,125	-	-	
Karnataka Bank)									
(b)Unsecured									
From Financial									
Institutions									
-Business Loan	4,13,357	4,44,515	6,42,388	5,18,421	-	-	-	-	
(From Bajaj Finance									
Limited)									
From Banks									
-Business & Personal	30,87,644	16,68,512	10,78,224	6,16,190	-	-	-	-	
Loan									
Total	62,36,445	23,87,672	46,50,817	14,31,806	32,93,363	3,38,125	-	-	

### Notes: -

a. The figures disclosed above are based on the restated summary standalone statement of assets and liabilities of the Company.

b. The above statement should be read with the significant accounting policies and notes to restated summary standalone statements of assets and liabilities, profits and losses and cash flows appearing in Annexures IVA, I, II and III.

c. The terms and conditions and other information in respect of Secured and Unsecured Loans are given in **Annexure** -VII A.



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### <u>ANNEXURE-VII A</u> <u>Details of Standalone Statement of Principal Terms of Secured Loans and Assets charged as Security as Restated</u> STATEMENT OF PRINCIPAL TERMS OF SECURED LOANS AND ASSETS CHARGED AS SECURITY

Name of Lender	Purpose	Loan/Agreement A/c No.	Sanctioned Amount (In Lakhs)	Rate of interest	Primary Security	Re-Payment Schedule	Outstanding amount as on 30.09.2019 as per Restated Accounts	Outstanding amour as on 31.03.2019 as per Restated Accounts
Secured Loan								
Karnataka Bank	Car Loan	617001601542401	37,60,000	10.45%	Hypothecation against respective Motor Car	84 Monthly installments of Rs. 62,033 till 30-11- 2024	30,10,090	32,27,400
							30,10,090	32,27,400

Name of Lender	Purpose	Loan/Agreement A/c No.	Sanctioned Amount (In Lakhs)	Rate of interest	Re-Payment Schedule		Outstanding amount as on 30.09.2019 as per Restated Accounts	Outstanding amount as on 31.03.2019 as per Restated Accounts
Unsecured Loan								
Bajaj Finance Limited	Personal and Small Business Loans	404PSB83493046	15,05,500	17.76%	36 Monthly installmen 69,377 till 02-08-2		8,57,871	11,60,809
HDFC Bank	Business Loan	59534505	20,07,414	17.50%	36 Monthly installmen 72,070 till 06-08-2		13,99,689	16,94,414
ICICI Bank	Personal Loan	UPBNG00039498370	15,00,000	17.99%	36 Monthly installmen 54,435 till 05-07-2		14,41,712	-
Federal Bank	Business Loan	FEDBNG0BL0479856	20,00,000	18.00%	37 Monthly installmen 72,305 till 07-07-2		19,14,755	-
		Total					56,14,027	28,55,223

#### 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 IVA, I, II and III.



### <u>ANNEXURE-VIII</u> Details Of Standalone Deferred Tax Assets/Liabilities As Restated

		As a	t	
Particulars	30th Sep 2019	31st Mar 2019	31st Mar 2018	31st Mar 2017
Deferred Tax Assets/Liabilities Provision				
WDV As Per Companies Act 2013	29,78,075	34,55,174	46,36,165	-
WDV As Per Income tax Act	39,73,119	42,20,371	46,36,165	-
Difference in WDV	(9,95,044)	(7,65,197)	-	
Adjustment on account of section 28 to 44DA Income tax Act, 1961	-	(1,99,126)	(10,500)	-
(DTA)/DTL	(2,58,712)	(2,50,724)	(2,704)	-
Deferred Tax Assets/Liabilities Provision				
Opening Balance of (DTA)/DTL	(2,50,724)	(2,704)	-	-
Add: Provision for the year	(7,987)	(2,48,020)	(2,704)	-
Closing Balance of (DTA)/DTL	(2,58,712)	(2,50,724)	(2,704)	-

Notes-:

a. The figures disclosed above are based on the restated summary standalone statement of assets and liabilities of the Company.

b. The above statement should be read with the significant accounting policies and notes to restated summary standalone statements of assets and liabilities, profits and losses and cash flows appearing in Annexures IVA, I, II and III.

### ANNEXURE-IX

### **Details of Standalone Short Term Borrowings As Restated**

Particulars	As at								
	30th Sep 2019	31 <sup>st</sup> Mar 2019	31 <sup>st</sup> Mar 2018	31 <sup>st</sup> Mar 2017					
Secured									
Bank Overdraft	85,48,433	69,23,446	80,96,531	1,71,269					
Unsecured									
From Related parties									
Loans from Bodies Corporate	-	2,77,515	18,53,384	31,00,459					
Loan form Others	-	-	18,87,956	23,87,956					
Total	85,48,433	72,00,961	1,18,37,871	56,59,684					

Notes-:

a. The figures disclosed above are based on the restated summary standalone statement of assets and liabilities of the Company.

b. The above statement should be read with the significant accounting policies and notes to restated summary standalone statements of assets and liabilities, profits and losses and cash flows appearing in Annexures IVA, I, II and III.

### ANNEXURE-IX A

### Details of Standalone Statement of Principal Terms of Unsecured and Secured Loans as Restated STATEMENT OF TERMS & CONDITIONS OF UNSECURED LOANS

A) Details of Unsecured Loans outstanding as at the end of the latest Reporting period from Directors/Promoters/Group Companies and others.

Unsecured Loans from Directors/Promoters/Group Companies and other Companies are repayable on demand and as per rate of interest as mentioned below:-

					(Amount in Rs.)
Name of Lender	Purpose	Rate of interest per annum	Re- Payment Terms	As on 30.09.2019	As on 31.03.2019
From Related parties					
Bharat Head Hunters Pvt Ltd	Business Loan	-	On Demand	-	2,77,515
Total				-	2,77,515



### STATEMENT OF PRINCIPAL TERMS OF SECURED LOANS AND ASSETS CHARGED AS SECURITY

Name of Lender	Purpo se	Loan/Agreement A/c No.	Sanctio ned Amount (In Lakhs)	Rate of inter est	Primary Security	Re- Paym ent Sched ule	Outstand ing amount as on 30.09.201 9 as per Restated Accounts	Outstand ing amount as on 31.03.201 9 as per Restated Accounts
Secured Loan	ı							
Karnataka	Overdr	AGMS/RLPC/950/115	1,10,00,	10.40	Hypotheca	On	85,48,433	69,23,446
Bank	aft	65/2019-20/25-06-2019	000	%	tion of	deman		
	Facilit				Book debt	d as		
	у					per		
						OD		
						rules		

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 IVA, I, II and III.

### ANNEXURE X

### **Details Of Standalone Trade Payables As Restated**

Particulars	As at					
	30th Sep 2019	31st Mar 2019	31st Mar 2018	31st Mar 2017		
Trade Payables (Including Acceptances)						
Micro, Small and Medium Enterprises	-	-	-	-		
Others	1,10,450	1,52,468	5,21,956	2,08,500		
Total	1,10,450	1,52,468	5,21,956	2,08,500		

Notes: -

a. The figures disclosed above are based on the restated summary standalone statement of assets and liabilities of the Company.

b. The above statement should be read with the significant accounting policies and notes to restated summary standalone statements of assets and liabilities, profits and losses and cash flows appearing in Annexures IVA, I, II and III.

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

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.

### ANNEXURE XI

### **Details Of Standalone Other Current Liabilities As Restated**

				(Amount m Ks.)		
Particulars	As at					
	30th Sep 2019	31st Mar 2019	31st Mar 2018	31st Mar 2017		
Current Maturities from Long-term	23,87,672	14,31,806	3,38,125	-		
Borrowings (Refer Annexure- VII)						
Advance from customers	37,751	37,751	-	-		
Payables for Expenses	2,27,530	2,04,418	9,56,292	13,07,823		
Statutory Dues	19,81,103	10,27,741	37,90,179	11,54,930		
Total	46,34,056	27,01,716	50,84,596	24,62,753		

Notes-:

a. The figures disclosed above are based on the restated summary standalone statement of assets and liabilities of the Company.

b. The above statement should be read with the significant accounting policies and notes to restated summary standalone statements of assets and liabilities, profits and losses and cash flows appearing in Annexures IVA, I, II and III.

(Amount in De)



### ANNEXURE XII

### **Details Of Standalone Provisions As Restated**

Particulars	As at					
	30th Sep 2019	31st Mar 2019	31st Mar 2018	31st Mar 2017		
Short-Term Provision						
Provision for Income Tax	13,96,479	10,95,570	3,97,210	5,25,785		
Total	13,96,479	10,95,570	3,97,210	5,25,785		
<b>NT</b> .				· · · ·		

Notes-:

a. The figures disclosed above are based on the restated summary standalone statement of assets and liabilities of the Company.

The above statement should be read with the significant accounting policies and notes to restated summary b. standalone statements of assets and liabilities, profits and losses and cash flows appearing in Annexures IVA, I, II and III.

### ANNEXURE XIII **Details Of Standalone Property, Plant and Equipment As Restated**

	Furniture &		Computer &	Office	Amount in Rs.)
PARTICULARS	Furmure & Motor Car		Accessories	equipment	Total
(i) Tangible Assets					
Gross Block					
Balance as at 1 April 2017	-	-	-	-	-
Addition	-	46,36,165	-	-	46,36,165
Balance as at 31 March 2018	-	46,36,165	-	-	46,36,165
Addition	2,78,923	-	35,750	-	3,14,673
Balance as at 31 March 2019	2,78,923	46,36,165	35,750	-	49,50,838
Addition	-	-	52,000	27,000	79,000
Balance as at 30 Sep 2019	2,78,923	46,36,165	87,750	27,000	50,29,838
Accumulated Depreciation					
Balance as at 1 April 2017	-	-	-	-	-
Charge for the year	-	-	-	-	-
Balance as at 31 March 2018	-	-		-	-
Charge for the year	42,452	14,48,078	5,135	-	14,95,664
Balance as at 31 March 2019	42,452	14,48,078	5,135	-	14,95,664
Charge for the period	30,607	4,97,890	21,951	5,651	5,56,099
Balance as at 30 Sep 2019	73,059	19,45,968	27,085	5,651	20,51,763
Net Block					
As at March 31,2017	-	-	-	-	-
As at March 31,2018	-	46,36,165	-	-	46,36,165
As at March 31,2019	2,36,471	31,88,087	30,615	-	34,55,174
As at Sep 30,2019	2,05,864	26,90,197	60,665	21,349	29,78,075

Notes-:

The figures disclosed above are based on the restated summary standalone statement of assets and liabilities of a. the Company.

The above statement should be read with the significant accounting policies and notes to restated summary b. standalone statements of assets and liabilities, profits and losses and cash flows appearing in Annexures IVA, I, II and III.

c. Depreciation is not charged for the F.Y.2017-18 for the Motor Car as the asset is not exclusively used for the purpose of business profession.

### ANNEXURE XIV

### **Details Of Standalone Trade Receivables As Restated**

Particulars	As at				
	30th Sep 2019	31st Mar 2019	31st Mar 2018	31st Mar 2017	
Unsecured, considered good					
Debts outstanding for a period exceeding six	83,150	83,150	-	-	
months from the date they became due for					
payment					
Other debts	57,05,419	39,35,595	85,49,387	41,98,660	
Total	57,88,569	40,18,745	85,49,387	41,98,660	
NT 4					

Notes-:



a. The figures disclosed above are based on the restated summary standalone statement of assets and liabilities of the Company.

b. The above statement should be read with the significant accounting policies and notes to restated summary standalone statements of assets and liabilities, profits and losses and cash flows appearing in Annexures IVA, I, II and III.

c. As per the view of the Management of the Company, there is no doubtful debts and hence provision for doubtful debts has not been made.

### ANNEXURE XV

### Details Of Standalone Cash & Bank Balances As Restated

Particulars	As at						
	30th Sep 2019	31st Mar 2019	31st Mar 2018	31st Mar 2017			
a) Cash and Cash Equivalent							
Cash in hand	11,86,043	33,335	44,335	46,502			
<b>Balances with Banks</b>							
- Current Accounts	3,939	6,20,467	3,95,631	4,41,666			
Cheques in hand							
Total	11,89,982	6,53,802	4,39,966	4,88,168			

Notes-:

a. The figures disclosed above are based on the restated summary standalone statement of assets and liabilities of the Company.

b. The above statement should be read with the significant accounting policies and notes to restated summary standalone statements of assets and liabilities, profits and losses and cash flows appearing in Annexures IVA, I, II and III.

c. There is no disclosure of detail of specified bank note (SBN) held and transacted during the period from 8th Nov 2016 to 30th Dec 2016, As per the management there is no transaction of SBN during the above period.

### ANNEXURE XVI

### Details of Standalone Other Current Assets As Restated

			(4	Amount in Rs.)			
Particulars	As at						
	30th Sep	31st Mar	31st Mar	31st Mar			
	2019	2019	2018	2017			
Unsecured, considered good:							
TDS/Income Tax	72,19,324	51,22,956	44,82,720	31,07,021			
Income Tax Refund	41,21,230	41,21,230	25,63,110	-			
Insurance Premium	7,93,860	7,93,860	6,32,217	6,32,217			
Loans and advances to related parties:							
Loan given	5,57,485	3,00,000	3,00,000	-			
Others:							
Loan to employees	18,02,124	17,88,521	16,16,000	15,65,500			
Preliminary expense to the extent not written	75,550	75,550	75,550	75,550			
off							
Advance recoverable in cash and kind or value	16,44,556	90,000	4,48,628	2,81,628			
to be considered good							
Security Deposit	6,80,000	6,80,000	5,00,000	5,00,000			
Total	1,68,94,129	1,29,72,117	1,06,18,225	61,61,916			

Notes-:

a. The figures disclosed above are based on the restated summary standalone statement of assets and liabilities of the Company.

b. The above statement should be read with the significant accounting policies and notes to restated summary standalone statements of assets and liabilities, profits and losses and cash flows appearing in Annexures IVA, I, II and III.



### ANNEXURE XVII

### **Details Of Standalone Revenue From Operations As Restated**

				(Amount in Rs.)		
Particulars	For the year/period ended					
	30th Sep 2019	31st Mar 2019	31st Mar 2018	31st Mar 2017		
<b>Revenue from operations</b>						
Sale of Services						
- Domestic	1,91,40,767	5,06,38,109	3,93,93,352	3,10,90,339		
- Export Sale	37,81,435	6,99,921	-	-		
Total	2,29,22,202	5,13,38,030	3,93,93,352	3,10,90,339		

Note-:

a. The figures disclosed above are based on the restated summary standalone statement of Profit and Loss of the Company.

b. The above statement should be read with the significant accounting policies and notes to restated summary standalone statements of assets and liabilities, profits and losses and cash flows appearing in Annexures IVA, I, II and III.

### ANNEXURE XVIII

### **Details Of Standalone Other Income As Restated**

Particulars	For the year/period ended				
	30th Sep 2019 31st Mar 2019 31st Mar 2018 31st Mar				
a. Recurring and Not related to business					
activity					
Misc. Income	-	4,15,021	-	82,688	
Total	-	4,15,021	-	82,688	

Note-:

a. The classification of 'Other income' whether related or non-related to business activity is based on the current operations and business activities of the company, as determined by the management.

b. The figures disclosed above are based on the restated summary standalone statement of Profit and Loss of the Company.

c. The above statement should be read with the significant accounting policies and notes to restated summary standalone statements of assets and liabilities, profits and losses and cash flows appearing in Annexures IVA, I, II and III.

### ANNEXURE XIX

### Details Of Standalone Employee Benefits Expense As Restated

				(Amount in Rs.)			
Particulars	For the year/period ended						
	30th Sep 2019	31st Mar 2019	31st Mar 2018	31st Mar 2017			
Salaries, Wages & Bonus	1,42,67,749	3,55,18,815	3,01,43,588	2,50,77,760			
Directors Remuneration	9,00,000	18,00,000	-	14,10,000			
Staff Welfare Expenses	92,552	41,271	13,173	45,021			
Employee Group insurance	-	1,15,941	24,362	-			
ESI Contribution	14,642	63,023	1,04,739	74,344			
PF Contribution	7,19,846	8,52,841	8,09,734	8,00,981			
Total	1,59,94,789	3,83,91,891	3,10,95,596	2,74,08,106			

Note-:

a. The figures disclosed above are based on the restated summary standalone statement of Profit and Loss of the Company.

b. The above statement should be read with the significant accounting policies and notes to restated summary standalone statements of assets and liabilities, profits and losses and cash flows appearing in Annexures IVA, I, II and III.

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### ANNEXURE XX

### **Details Of Standalone Finance Costs As Restated**

Particulars	For the year/period ended					
	30th Sep 2019	31st Mar 2019	31st Mar 2018	31st Mar 2017		
Interest Expense						
- On Bank Borrowings	11,34,777	17,16,583	7,97,767	16,394		
- On Unsecured Loans	1,34,397	2,55,000	5,21,523	2,783		
- On Other borrowing costs	2,08,731	1,03,529	45,491	78,260		
Total	14,77,905	20,75,112	13,64,781	97,437		

Note-:

a. The figures disclosed above are based on the restated summary standalone statement of Profit and Loss of the Company.

b. The above statement should be read with the significant accounting policies and notes to restated summary standalone statements of assets and liabilities, profits and losses and cash flows appearing in Annexures IVA, I, II and III.

### ANNEXURE XXI

#### **Details Of Standalone Other Expenses As Restated** (Amount in Rs.) Particulars For the year/period ended 30th Sep 31st Mar 31st Mar 31st Mar 2019 2019 2018 2017 **Selling & Distribution Expenses** 14,440 28,531 Sales Promotion Expenses 1,24,521 828 **Establishment Expenses** Telephone Expenses 4,70,059 2,54,345 3,81,802 3,46,968 1,400 6,850 6,101 12,668 Printing & Stationery Electricity Charges 25,861 2,57,918 5,51,358 3,03,957 25,000 Training charges 12,659 8,278 Bank Charges 7,790 5,447 Postage & Telegram 1,40,045 1,30,767 42,078 Travelling & Conveyance 53,441 Motor Car Expenses 7,730 38,303 --11,09,804 27,00,939 Outsourcing Service Charges 34,20,816 Background verification 1,01,270 1,79,163 2,18,374 -2,49,520 Membership and Subscription charges \_ 1,76,516 Office expense --4,757 2.300 Cleaning Expenses --Client Meeting Expenses 5.662 37.032 \_ 1.01.118 Office Maintanance Charges 76,184 86,064 1,97,668 Newspapers, Books & Periodicals 650 \_ Office Rent 6,39,225 8.28.625 9.52.425 6.88.500 Commission \_ 38.000 \_ -Software development charges 2,00,000 65,000 \_ 1,393 Medical Expenses \_ General Expenses 29,082 35,347 18,871 4,271 **Registration Charges** 21,500 \_ Interest/late fee on delay payment of statutory 2,470 -liability 72,300 Rates & Taxes 9.330 527 65,800 2,80,225 1,56,500 Service declined account 22,500 Accounting charges \_ 21,590 5,35,000 10,82,579 **Professional Fees** 42,000 Auditors Remuneration 25,000 25,000 25,000 Total 39,65,915 65,40,975 54,00,911 19,07,240 **Payment to Auditors includes :**

Particulars	For the year	F	or the year ende	h
	ended Sep 30th, 2019	31st Mar 2019	31st Mar 2018	31st Mar 2017
a) Audit Fees				
- Statutory & Tax Audit Fees	-	25,000	25,000	25,000



Note-:

a. The figures disclosed above are based on the restated summary standalone statement of Profit and Loss of the Company.

b. The above statement should be read with the significant accounting policies and notes to restated summary standalone statements of assets and liabilities, profits and losses and cash flows appearing in Annexures IVA, I, II and III.

### ANNEXURE XXII

### **Details Of Standalone Related Party Transactions As Restated**

Name of Party	<u>Relationship</u>
Bharat	Director
Kalavathy Bylappa	Director
Bharat Head Hunters Pvt Ltd	Enterprises owned or significantly influenced by the Key Management
	Personnel or their relatives
Bharat Head Hunters	KMP (Proprietary Concern)
Tranway Technologies PTY Ltd	Enterprises owned or significantly influenced by the Key Management
	Personnel or their relatives
	(Amount in Rs.)

Name of the Party	Nature of		As at year/ p	(	ount in Rs.)
	Relationship	30th Sep 2019	31st Mar 2019	31st Mar 2018	31st Mar 2017
Salary & Perquisites to Managerial Personnel					
Kalavathy Bylappa	КМР	9,00,000	18,00,000	-	14,10,000
Loan Taken		,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	10,000,000		1.,10,000
Bharat Head Hunters Pvt Ltd	Enterprises owned or significantly influenced by the Key Management Personnel or their relatives	33,30,000	58,35,000	-	-
<u>Loan Repaid</u>					
Bharat Head Hunters Pvt Ltd	Enterprises owned or significantly influenced by the Key Management Personnel or their relatives	38,65,000	74,10,869	12,47,075	-
Bharat Head Hunters	KMP	-	18,87,956	5,00,000	-
<u>Loan Given</u>					
Tranway Technologies PTY Ltd		-	-	3,00000	-
Sale of Services					
Tranway Technologies PTY Ltd	Enterprises owned or significantly influenced by the Key Management Personnel or their relatives	-	5,20,000	-	-
Outstanding Balance					
Kalavathy Bylappa	KMP	-	-	-	-
Tranway Technologies PTY Ltd	Enterprises owned or significantly influenced by the Key Management Personnel or their relatives	3,00,000	3,00,000	3,00,000	-
Bharat Head Hunters	KMP			18,87,956	23,87,956
Bharat Head Hunters Pvt Ltd*	Enterprises owned or significantly influenced by the Key Management Personnel or their relatives	(2,57,485)	2,77,515	18,53,384	31,00,459

*\* figures in bracket represent negative balance* 



### ANNEXURE XXIII

### Summary Of Standalone Significant Accounting Ratios As Restated

Particulars	As at year/ period ended						
	30th Sep 2019	31st Mar 2019	31st Mar 2018	31st Mar 2017			
Restated Profit After Tax Available to Equity Shareholder	6,34,573	24,01,859	11,37,558	12,34,459			
Number of Equity Shares Outstanding At The End Of The Year/ Period	2,000	2,000	2,000	2,000			
Weighted Number of shares outstanding during the year/ period	2,000	2,000	2,000	2,000			
Restated Net Worth	61,83,603	55,49,029	31,11,451	19,92,022			
Earning Per Share							
Basic & Diluted (As per Audited Financial Statement)	317.29	975.00	503.00	608.00			
Basic & Diluted (As per Restated Financial Statement)	317.29	1,200.93	568.78	617.23			
Return on Net Worth	10.26%	43.28%	36.56%	61.97%			
Current Assets	2,38,72,680	1,76,44,664	1,96,07,578	1,08,48,744			
Current Liabilities	1,46,89,418	1,11,50,715	1,78,41,633	88,56,722			
Current Ratio	1.63	1.58	1.10	1.22			
Total Revenue	2,29,22,202	5,17,53,051	3,93,93,352	3,11,73,027			
EBIDTA	29,61,498	68,20,185	28,96,845	18,57,681			
EBIDTA Margin (%)	12.92	13.18	7.35	5.96			
Net Asset Value Per Share (Rs) (As per Restated Financial Statement)	3,091.80	2,774.51	1,555.73	996.01			

#### Ratios have been calculated as below

Basic and Diluted Earnings Per Share (EPS)

Return on Net Worth (%)

Net Asset Value per equity share (Rs.)

Adjusted Net asset value per share based on Weighted average number of shares Restated Profit after Tax available to equity Shareholders Weighted Average Number of Equity Shares at the end of the year / period

Restated Profit after Tax available to equity Shareholders Restated Net Worth of Equity Shareholders

Restated Net Worth of Equity Shareholders Number of Equity Shares outstanding at the end of the year

Restated Net Worth of Equity Shareholders Weighted Number of shares outstanding at the end of the year/ period)

	Restated profit before tax + Finance cost + Depreciation and
EBIDTA Margin	amortization expense
	Total Revenue

### Notes-:

a. 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.

b.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).

c. The figures disclosed above are based on the Standalone restated summary statements of the Company.

d. 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 IVA, I, II and III.



### ANNEXURE XXIV

### Details Of Standalone Statement of Capitalisation As Restated

	of Standarone Statement of Capitansation ins itestated		(Amount in Rs.)
Sr.No.	Particulars	Pre Issue	Post Issue
	Borrowings		
А	Long-Term (including current maturities)	86,24,117	86,24,117
В	Short-Term	85,48,433	85,48,433
С	Total Borrowings	1,71,72,550	1,71,72,550
	Equity Shareholders Funds		
	Equity Share Capital	2,00,000	10,59,88,000
	Reserve and Surplus	59,83,603	1,84,37,189
D	Total Shareholders Fund (Equity)	61,83,603	12,44,25,189
	Long Term Borrowings/ Equity Ratio (A/D)	1.39	0.07
	Total Borrowings/ Equity Ratio (C/D)	2.78	0.14

a. Short-term borrowings implies borrowing repayable within 12 months from the Balance sheet date. Long-term borrowings are debts other than short-term borrowings and also includes the current maturities of long term borrowing (included in other current liabilities).

b. The figures disclosed above are based on the restated summary standalone statement of assets and liabilities of the Company.

c. The above statement should be read with the significant accounting policies and notes to restated summary standalone statements of assets and liabilities, profits and losses and cash flows appearing in Annexures IVA, I, II and III.

### ANNEXURE XXV

### Standalone Statement Of Tax Shelters As Restated

Stanuarone Statement Of Tax Sherters As Resta				(Amount in Rs.)
Particulars		As at year/	period ended	
	30th Sep 2019	31st Mar 2019	31st Mar 2018	31st Mar 2017
Profit before tax as Restated (A)	9,27,495	32,49,409	15,32,064	17,60,244
Tax Rate as per IT (%)	26.00%	26.00%	25.75%	29.87%
MAT Rate (%)	19.06%	19.06%	19.06%	19.06%
Adjustments :				
Permanent Differences				
Donation disallowed	-	-	-	-
Donation allowed u/s 35AC	-	-	-	-
Prior period expenses	-	-	-	-
Interest/Penalties on delayed payment of taxes	-	-	-	-
Total Permanent Differences (B)	-	-	-	-
Timing Differences				
Difference between tax depreciation and book	2,29,847	7,65,197	-	-
depreciation				
Adjustment on account of section 43B under	-	-	-	-
Income tax Act, 1961				
Adjustment on account of section 28 to 44DA	-	1,99,126	10,500	-
under Income tax Act, 1961				
<b>Total Timing Differences (C)</b>	2,29,847	9,64,323	10,500	-
Net Adjustments (D) = (B+C)	2,29,847	9,64,323	10,500	-
Incomes Exempt under the head Capital Gains	-	-	-	-
Incomes Exempt under the head Other	-	-	-	-
Sources				
Deductions under Chapter VIA (E)		-	-	
Taxable Income/(Loss) (A+D+E)	11,57,341	42,13,732	15,42,564	17,60,244
Restated Profit for The Purpose of MAT	9,27,495	32,49,409	15,32,064	17,60,244
Taxable Income/(Loss) as per MAT	9,27,495	32,49,409	15,32,064	17,60,244
MAT on the above profits	1,76,780	6,19,337	2,92,011	3,35,503
Income Tax as returned/computed	3,00,909	10,95,570	3,97,210	5,25,785
Tax payable as per normal rates or MAT	Income Tax	Income Tax	Income Tax	Income Tax
(whichever is higher)				

Tranway

To, The Board of Directors, Tranway Technologies Private Limited GF-01, Pallavi enclave 26<sup>th</sup> Main, 17<sup>th</sup> Cross JP Nagar 6<sup>th</sup> Phase, Bangalore KA-560078

### Dear Sirs,

Based on information provided to us and other documents of **Tranway Technologies Private Limited** and further explanations and information provided by the management of the Company, which we believe to be true and correct to the best of our information and belief, the sanction amount of financial indebtedness, principal terms of security for loan and other related details as on 30<sup>th</sup> Sep, 2019 are mentioned below.

### A. SECURED LOANS

### STATEMENT OF PRINCIPAL TERMS OF SECURED LOANS AND ASSETS CHARGED AS SECURITY

	1	r	1			(Amoı	int in Rs.)
Name of Lender	Purpose	Loan/ Agreement A/c No./Ref. No.	Sanctioned Amount (In Lacs)			Re- Payment Schedule	Outstanding amount as on 30.09.2019 as per Books (In Lakhs)
Karnataka Bank	Car Loan	0617001601542401	37,60,000		Hypothecation against Motor Car	-	
Karnataka Bank	Overdraft Facility	AGMS/RLPC/950/11565/2019- 20/25-06-2019	1,10,00,000	10.40%		On demand as per OD rules	85,48,433

In addition to the primary security for the above facilities, following properties are offered as Collateral Security for the Limit sanctioned by Karnataka Bank:-

Sr. No.	Facility	Property Detailsd			
1.	Karnataka Bank A. Equitable Mortgage of residential Apartment, Bearing Flat No-				
	Overdraft Facility	Property #973/983/640 "Pallavi Enclave", Site No 36,37 & 38, SY no 10/1,			
		Present Bommanahalli Khata #640, Property Bearing #10/1/36,37,38/26, 18			
		Cross Sarakki Village Uttarahalli Hobli Bangalore South Tq, JP Nagar 6th Stage			
		Bangalore-560078.			
		B.Equitable Mortgage of Property Bearing Site No 225, Formed by the Bda			
		Situated at Banashankari 6th Stage Layout, 3rd Block, Bangalore-560062.			
		C.Equitable Mortgage of Residential vacant plot bearing Site no 45 Sy No 98,			
		Buehbes Layout, Taralu Village, Uttarahalli Hobli, Next to Napa Valley Layout			
		,Off Kanakapura Main Bangalore-560082.			
2.	The facility is further secured by personal guarantee of both the Directors Mr. Bharat and Mr. Kalavathy				
	Bylappa.				

### Other General conditions are:-

- 1. The rate of interest is MCLR prevailing on the date of first disbursement of the loan/Credit. As on date of the sanction letter, the rate of interest is 10.40% p.a. consisting of applicable MCLR @ 9.40% and spread of 1.00%.
- 2. The Availability of working capital facilities will be subject to availability of the Drawing power calculated after keeping margin of 25% on Book-debts as per the stock statement submitted by the company monthly within 7 days from the due date.
- 3. The Book debts statements should be certified by a statutory auditors once in a half year.
- 4. Fixed Assets charged to the Bank are subject to valuation at least once in three years at Borrowers cost.
- 5. All assets charged to the bank shall be adequately insured and insurance cover shall be kept in force at all times through prompt renewals with suitable enhancements to include any increase in the value of securities.



- 6. The company shall undertake that the unsecured loans & advances availed from friends/ relatives/ partners/ directors shall be not repaid during the currency of the Bank's exposure.
- 7. Penal interest at the rate of 1% shall be charged to the borrower for non-achieving of the sales at least to the tune of 75% of the projections and other covenants as projected at the time of submission of renewal papers. The Audited Financial Statements shall be reckoned for this purpose.

### **B. UNSECURED LOANS**

### STATEMENT OF TERMS & CONDITIONS OF UNSECURED LOANS

#### Details of Unsecured Loans outstanding as on Sep 30, 2019 (Amount in Ps)

Name of Lender	Purpose	Rate of interest	Re-Payment Terms	As on 30.09.2019
Bajaj Finance Limited	Personal and Smalll Business Loan	17.76%	36 Monthly installments of Rs. 69,377 till 02-08-2021	8,57,871
HDFC Bank	Business Loan	17.50%	36 Monthly installments of Rs. 72,070 till 06-08-2021	13,99,689
ICICI Bank	Personal Loan	17.99%	36 Monthly installments of Rs. 54,435 till 05-07-2022	14,41,712
Federal Bank	Business Loan	18.00%	37 Monthly installments of Rs. 72,305 till 07-07-2022	19,14,755
<b>Total Unsecured Loans</b>				56,14,027

For Luharuka & Co. *Chartered Accountants* FRN:328700E PRC No: 009742

Sd/-CA. Neha Agarwal *Partner* M. No. 302503 Date: 06/01/2020 Place: Kolkata



### MANAGEMENT'S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITIONS AND RESULTS OF OPERATIONS

You should read the following discussion of our financial condition and results of operations together with our restated financial statements for the period 6 months ended September 30, 2019 and for the financial year ended on 31<sup>st</sup> March 2019, 31<sup>st</sup> March 2018 and 31<sup>st</sup> March 2017 including the notes and significant accounting policies thereto and the reports thereon, which appear elsewhere in this prospectus. You should also see the section titled "Risk Factors" beginning on page 17 of this prospectus, which discusses a number of factors and contingencies that could impact our financial condition and results of operations. The following discussion relates to our Company, unless otherwise stated, is based on restated audited financial statements.

These financial statements have been prepared in accordance with Ind GAAP, the Companies Act and the SEBI (ICDR) Regulations and restated as described in the report of our auditors dated 06/01/2020 which is included in this prospectus under the section titled "Financial Information" beginning on page 100 of this prospectus. The restated financial statements have been prepared on a basis that differs in certain material respects from generally accepted accounting principles in other jurisdictions, including US GAAP and IFRS. We do not provide a reconciliation of our restated financial statements to US GAAP or IFRS and we have not otherwise quantified or identified the impact of the differences between Indian GAAP and U.S. GAAP or IFRS as applied to our restated financial statements.

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 17 and 13 respectively, and elsewhere in this prospectus

Accordingly, the degree to which the financial statements in this prospectus will provide meaningful information depends entirely on such potential investor's level of familiarity with Indian accounting practices. Our F.Y. ends on March 31 of each year; therefore, all references to a particular fiscal are to the twelve-month period ended March 31 of that year. Please also refer to section titled "Certain Conventions, Use of Financial, Industry and Market Data and Currency Presentation" beginning on page 11 of this prospectus.

### **BUSINESS OVERVIEW**

For Detailed information on our business, please refer to chapter titled "Our Business" beginning from page no. 66 of this prospectus

### SIGNIFICANT DEVELOPMENTS SUBSEQUENT TO THE LAST AUDITED PERIOD

In the opinion of the Board of Directors of our Company, since the date of the last audited period i.e. March 31, 2019 as disclosed in this prospectus, there have not arisen any circumstance that materially or adversely affect or are likely to affect the trading or profitability of our Company or the value of its assets or its ability to pay its material liabilities within the next twelve months except as follows:

- 1. The Board of Directors have decided to get their equity shares listed on Startup Platform of BSE Limited ("BSE STARTUPS") and pursuant to Section 62(1)(c) of the Companies Act 2013, by a resolution passed at its meeting held on January 03, 2020, proposed 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 held on January 04, 2020 authorized the Initial Public Offer.
- 3. The authorised capital of the company has been increased from Rs. 2,00,000 to Rs. 11,00,00,000 w.e.f. from 21st October, 2019.
- 4. On November 11, 2019 i.e. post restated period, Tranway has allotted 28,280 Equity Shares (face value Rs. 100/- each) @ ₹ 2681.81 per share aggregating to ₹758.42 Lacs by consideration other than cash to the shareholders of Bharat Head Hunters Private Limited at a Share SWAP Ratio of 14.14:1 of the face value of Rs. 100/- each. i.e. every shareholder of BHHPL will get 14.14 shares of Tranway for each share hold of BHHPL, as per valuation report provided by a Registered Valuer dated 21/10/2019. For more information, please refer to section titled Capital Structure beginning on page 42 of this prospectus.
- 5. The company has issued Bonus Shares in the Ratio of 20 (Twenty) New Equity Share for every 1 (One) Equity Share held (i.e. the ratio of 20:1 shares) at the Extra Ordinary General Meeting of the members held on 14/12/2019 i.e. post restated period. For more information, please refer to section titled Capital Structure beginning on page 42 of this prospectus.



- 6. The face value of equity share has been split from Rs. 100/- each to Rs. 10/- each at the Extra Ordinary General Meeting of the members held on 14/12/2019 i.e. post restated period resulting into increase of no of equity shares from 6,35,880 to 63,58,500. For more information, please refer to section titled Capital Structure beginning on page 42 of this prospectus.
- 7. The name of the company converted from Pvt ltd to Limited at the Extra Ordinary General Meeting of the members held on 26/11/2019

### **KEY FACTORS AFFECTING OUR RESULTS OF OPERATION**

- 1. Our dependence on limited number of customers for a significant portion of our revenues;
- 2. Any failure to comply with the financial and restrictive covenants under our financing arrangements;
- 3. Our exposure to risks associated with fluctuations in foreign exchange rates;
- 4. Our ability to retain and hire key employees or maintain good relations with our workforce;
- 5. Impact of any reduction in sales of our services/products;
- 6. Rapid Technological advancement and inability to keep pace with the change;
- 7. Increased competition in industries/sector in which we operate;
- 8. General economic and business conditions in India and in the markets in which we operate and in the local, regional and national economies;
- 9. Changes in laws and regulations relating to the Sectors in which we operate;
- 10. Political instability or changes in the Government in India or in the government of the states where we operate could cause us significant adverse effects;
- 11. Any adverse outcome in the legal proceedings in which we may be involved;
- 12. Failure to obtain any applicable approvals, licenses, registrations and permits in a timely manner;
- 13. Occurrence of natural or man-made disasters could adversely affect our results of operations and financial condition and
- 14. Our inability to successfully diversify our product offerings may adversely affect our growth and negatively impact our profitability.

### SIGNIFICANT ACCOUNTING POLICIES:

Our significant accounting policies are described in the section entitled "Financial Statements as Restated" beginning from page no. 100 of the prospectus



### SUMMARY OF THE RESULTS OF OPERATION:

The following table sets forth select financial data from restated profit and loss accounts for the period 6 months ended September 30, 2019 and for the financial year ended on 31<sup>st</sup> March 2019, 31<sup>st</sup> March 2018 and 31<sup>st</sup> March 2017 and the components of which are also expressed as a percentage of total income for such periods.

	For the period/year ended							
Particulars	30-09- 2019	% of Total Revenue	31-03- 2019	% of Total Revenue	31-03- 2018	% of Total Revenue	31-03- 2017	% of Total Revenue
(1) Revenue								
(a) Revenue from Operations	229.22	100.00%	513.38	99.20%	393.93	100.00%	310.90	99.73%
(b) Other Income	-	0.00%	4.15	0.80%	-	0.00%	0.83	0.27%
Total Revenue (1)	229.22	100.00%	517.53	100.00%	393.93	100.00%	311.73	100.00%
(2) Expenses								
(a) Cost of Purchase	-	0.00%	-	0.00%	-	0.00%	-	0.00%
(b) Change in Inventory	-	0.00%	-	0.00%	-	0.00%	-	0.00%
(c) Employee Benefit Expenses	159.95	69.78%	383.92	74.18%	310.96	78.94%	274.08	87.92%
(d) Other Expenses	39.66	17.30%	65.41	12.64%	54.01	13.71%	19.07	6.12%
Total Expenses (2)	199.61	87.08%	449.33	86.82%	364.97	92.65%	293.15	94.04%
(3) Profit/(Loss) before Interest, Depreciation and Tax (1-2)	29.61	12.92%	68.20	13.18%	28.97	7.35%	18.58	5.96%
Depreciation & Amortisation Expenses	5.56	2.43%	14.96	2.89%	-	0.00%	-	0.00%
(4) Profit/(Loss) before Interest and Tax	24.05	10.49%	53.25	10.29%	28.97	7.35%	18.58	5.96%
Financial Charges	14.78	6.45%	20.75	4.01%	13.65	3.46%	0.97	0.31%
(5) Profit/(Loss) before Tax	9.27	4.05%	32.49	6.28%	15.32	3.89%	17.60	5.65%
Tax expense								
(a) Current Tax	3.01	1.31%	10.96	2.12%	3.97	1.01%	5.26	1.69%
(b) Deferred Tax	(0.08)	-0.03%	(2.48)	-0.48%	(0.03)	-0.01%	-	0.00%
(c) MAT Credit	-	0.00%	-	0.00%	-	0.00%	-	0.00%
Total Tax Expenses	2.93	1.28%	8.48	1.64%	3.95	1.00%	5.26	1.69%
(6) Profit/(Loss) for the period/ year	6.35	2.77%	24.02	4.64%	11.38	2.89%	12.34	3.96%

### KEY COMPONENTS OF COMPANY'S PROFIT AND LOSS STATEMENT

Revenue: Our revenue comprises of revenue from operations and other income.

Revenue from operation: Revenue from operations mainly consists of revenue from IT Services.

Other Income: Other income primarily comprises of Interest and other miscellaneous Income.

**Expenses:** Company's expenses consist of Employees Benefit Expenses, Finance Cost, Depreciation & Amortisation Expenses and Other Expenses.

**Employee Benefits Expense:** Employee benefit expense includes Salary & wages, Directors Remuneration, PF/ESI Contribution, Employee Group Insurance and Staff Welfare Expenses etc.

Finance Cost: It's basically interest expenses and other borrowing costs.



**Depreciation and Amortization Expense:** We recognize Depreciation and Amortization expense on a Written down value Method (WDV method) as per the rates set forth in the Companies Act, 2013/ Companies Act, 1956, as applicable.

**Other Expenses:** Other expenses mainly consist of Outsourcing Service Charges, Marketing & Advertisement Expenses, Legal & Professional Expenses, Office Rent, Hosting & Software Licenses, Repair & Maintenance, Sales Promotion Expenses, Bank Charges, Electricity Expenses, Commission & Brokerage and other miscellaneous charges etc.

### FINANCIAL PERFORMANCE HIGHLIGHTS FOR THE SIX-MONTH PERIOD ENDED SEPTEMBER 30, 2019.

Total Income: Our Company's total income during the six-month period ended September 30, 2019 was ₹229.22 Lakhs which was primarily on account of sale of our services.

**Total Expenses:** The total expenditure excluding depreciation, Interest and tax amount, during the six-month period ended September 30, 2019 was ₹199.61 Lacs. The total expenditure represents 87.08% of the total income. The total expenses are represented by Employee Benefits Expense, and other expenses etc. The main constituent of total expenditure is Employee Benefits Expense, which is ₹159.95 Lacs, 69.78% of total income.

**Depreciation and Amortization Expense:** The total depreciation expenses for the six-month period ended September 30, 2019 was ₹5.56 Lakhs, 2.43% of total income.

Finance Cost: The total interest cost for the six-month period ended September 30, 2019 was ₹14.78 Lakhs, 6.45% of total income.

**Tax Expenses:** Our tax expenses during the six-month period ended September 30, 2019, was estimated at ₹2.93 Lakhs representing 1.28% of total income.

**Profit**/ (Loss) after tax: The restated net profit during the six-month period ended September 30, 2019 was  $\gtrless 6.35$  Lacs representing 2.77% of the total income of the Company.

### COMPARISON OF THE FINANCIAL PERFORMANCE OF FISCAL 2019 WITH FISCAL 2018

**Revenue from Operation:** During the FY 2018-19 the revenue from operation of the company increased to ₹513.38 Lacs as against ₹393.93 Lacs in the FY 2017-18, representing an increase of 30.32% of the revenue from operation. This increase was mainly due to increase in volume from operations.

**Other Income:** Other income which mainly consist of interest other miscellaneous income for the FY 2018-19 was ₹4.15 Lacs as against ₹ Nil Lacs in the FY 2017-18.

**Total Expenses:** The total expenditure excluding depreciation, interest and tax amount, for the FY 2018-19 has increased to  $\gtrless$ 449.33 Lacs as against  $\gtrless$ 364.97 Lacs in the FY 2017-18, representing an increase of 23.12% from the FY 2017-18. This increase was mainly due to increase in volume of operation during the FY as mentioned in revenue from operation above.

### Cost of Stock-in-Trade consumed: Nil

**Employee Benefits Expense:** The Employee Benefits Expense for the FY 2018-19 has increased to ₹383.92 Lacs as against ₹310.96 Lacs in the FY 2017-18, representing an increase of 23.46% from the FY 2017-18. This increase was mainly due to increase in volume of operation during the FY as mentioned in revenue from operation above.

**Finance Expenses:** The finance cost of the company for the FY 2018-19 has increased to ₹20.75 Lacs as against ₹13.65 Lacs in the FY 2017-18 due to increase in loan during the period.

**Depreciation and Amortization Expense:** The Depreciation and Amortization Expense for 2018-19 has increased to ₹14.96 Lacs as against ₹ Nil in the FY 2017-18. The increase in depreciation was mainly due to addition of new assets during the period.

**Profit**/ (Loss) **Before Tax:** The restated Profit before Tax for FY 2018-19 has increased to ₹32.49 Lacs as against ₹15.32 Lacs in the FY 2017-18. The increase in profit before tax was 112.09% mainly due to increase in volume of operation during the FY as mentioned in revenue from operation above.

**Profit**/ (Loss) After Tax: The restated Profit after Tax for FY 2018-19 has increased to ₹24.02 Lacs as against ₹11.38 Lacs in the FY 2017-18. The increase in profit after tax was 111.14% due to the reason mention above.



### COMPARISON OF THE FINANCIAL PERFORMANCE OF FISCAL 2018 WITH FISCAL 2017

**Revenue from Operation:** During the FY 2017-18 the revenue from operation of the company increased to ₹393.93 Lacs as against ₹310.90 Lacs in the FY 2016-17, representing an increase of 26.71% of the revenue from operation. This increase was mainly due to increase in revenue from operations.

**Other Income:** Nil for FY 2017-18 as against ₹0.83 Lacs in FY 2016-17.

**Total Expenses:** The total expenditure excluding depreciation, interest and tax amount, for the FY 2017-18 has increased to ₹364.97 Lacs as against ₹293.15 Lacs in the FY 2016-17, representing an increase of 24.50% from the FY 2016-17. This increase was mainly due to increase in volume of operation during the FY as mentioned in revenue from operation above.

### Cost of Stock-in-Trade consumed: Nil.

**Employee Benefits Expense:** The Employee Benefits Expense for the FY 2017-2018 has increased to ₹310.96 Lacs as against ₹274.08 Lacs in the FY 2016-17, representing an increase of 13.45% from the FY 2016-17. The increase in employee expenses was mainly due to increase in volume of operation during the FY as mentioned in revenue from operation above.

**Finance Expenses:** The finance cost of the company for the FY 2017-18 has increased to ₹13.65 Lacs as against ₹0.97 Lacs in the FY 2016-17 due to increase in loan during the period.

**Depreciation and Amortization Expense:** Depreciation is not charged for the F.Y.2017-18 for the Motor Car as the asset is not exclusively used for the purpose of business profession.

**Profit**/ (Loss) Before Tax: The restated Profit before Tax for FY 2017-18 has decreased to ₹15.32 Lacs as against ₹17.60 Lacs in the FY 2016-17. The decrease in profit before tax was 12.96% due to mainly increase in financial cost.

**Profit**/ (Loss) After Tax: The restated Profit after Tax for FY 2017-18 has decreased to ₹11.38 Lacs as against ₹12.34 Lacs in the FY 2016-17. The decrease in profit after tax was 7.85% due to the reason mention above.

### An analysis of reasons for the changes in significant items of income and expenditure is given hereunder:

1. Unusual or infrequent events or transactions

There are no unusual or infrequent events or transactions noticed during the period.

- 2. Significant economic changes that materially affected or are likely to affect income from continuing operations. There are no significant economic changes that may materially affect or likely to affect income from continuing operations. However, Government policies governing the sector in which we operate as well as the overall growth of the Indian economy has a significant bearing on our operations. Major changes in these factors can significantly impact income from continuing operations.
- 3. Known trends or uncertainties that have had or are expected to have a material adverse impact on sales, revenue or income from continuing operations.

Apart from the risks as disclosed under Section "*Risk Factors*" beginning on page 17 in the prospectus, in our opinion there are no other known trends or uncertainties that have had or are expected to have a material adverse impact on revenue or income from continuing operations.

- 4. Expected Future changes in relationship between costs and revenues Our Company's future costs and revenues will be determined by demand/supply situation, Government Policies and Currency fluctuations.
- 5. Extent to which material increases in net sales or revenue are due to increased sales volume, introduction of new products or increased sales prices Changes in revenue in the last three financial years are as explained in the part "Comparison of the financial performance of Fiscal 2019 with Fiscal 2018 and Comparison of the financial performance of Fiscal 2018 with Fiscal 2018 and Comparison of the financial performance of Fiscal 2018 with Fiscal 2018 and Comparison of the financial performance of Fiscal 2018 with Fiscal 2018 and Comparison of the financial performance of Fiscal 2018 with Fiscal 2018 and Comparison of the financial performance of Fiscal 2018 with Fiscal 2018 with Fiscal 2017" above.
- 6. *Total turnover of each major industry segment in which our Company operates* The company is into IT & IT related services only.
- 7. Status of any publicly announced New Products or Business Segment Our Company has not announced any new product other than disclosed in this prospectus.



### 8. Seasonality of business

Currently, our company's business is not seasonal in nature.

### 9. Competitive conditions

Competitive conditions are as described under the Chapters "*Industry Overview*" and "*Our Business*" beginning on page 61 and 66 respectively of the prospectus.

### 10. Details of material developments after the date of last balance sheet i.e. September 30, 2019.

Except as mentioned in this prospectus, no circumstances have arisen since the date of last financial statement until the date of filing the prospectus, which materially and adversely affect or are likely to affect the operations or profitability of our Company, or value of its assets, or its ability to pay its liability within next twelve months.

### **OUTSTANDING LITIGATION AND MATERIAL DEVELOPMENTS**

Except as described below, there are no outstanding litigations, suits, civil or criminal prosecutions or proceedings against our Company, our Directors, our Promoters and Entities Promoted by our Promoters before any judicial, quasi-judicial, arbitral or administrative tribunals or any disputes, tax liabilities, non-payment of statutory dues, over dues to banks/financial institutions, defaults against banks/financial institutions, defaults in dues towards instrument holders like debenture holders, fixed deposits, defaults in creation of full security as per terms of issue/ other liabilities, proceedings initiated for economic/ civil/ any other offences (including past cases where penalties may or may not have been imposed and irrespective of whether they are specified under paragraph (i) of Part1of Schedule XIII of the Companies Act, 1956 and/or paragraph (i) of Part I of Schedule V of the Companies Act, 2013) against our Company, our Directors, our Promoters and the Entities Promoted by our Promoters, except the following:

Further, except as stated herein, there are no past cases in which penalties have been imposed on our Company, the Promoters, directors, Promoter Group companies and there is no outstanding litigation against any other company whose outcome could have a material adverse effect on the position of our Company. Neither our Company nor its Promoters, members of the Promoter Group, Subsidiaries, associates and Directors have been declared as willful defaulters by the RBI or any other Governmental authority and, except as disclosed in this section in relation to litigation, there are no violations of securities laws committed by them in the past or pending against them.

Further, apart from those as stated below, there are no show-cause notices / claims served on the Company, its Promoters, its Directors or it's Group Companies from any statutory authority / revenue authority that would have a material adverse effect on our business.

Unless stated to the contrary, the information provided below is as of the date of this prospectus.

### I. <u>CONTINGENT LIABILITIES OF OUR COMPANY</u>

Nil

### II. <u>LITIGATION INVOLVING OUR COMPANY</u>

- A. LITIGATION AGAINST OUR COMPANY
- 1. Criminal matters: Nil
- 2. Litigation Involving Actions by Statutory/Regulatory Authorities: Nil
- 3. Litigation involving Tax Liabilities
  - (i) Direct Tax Liabilities: Nil
  - (ii) Indirect Taxes Liabilities: Nil
- 4. Other Pending Litigations: Nil
- B. CASES FILED BY OUR COMPANY
- 1. Litigation Involving Criminal matters: Nil
- 2. Litigation Involving Actions by Statutory/Regulatory Authorities: Nil
- 3. Litigation involving Tax Liabilities:
- (i) Direct Tax Liabilities: Nil
- (ii) Indirect Taxes Liabilities: Nil
- 4. Other Pending Litigations: Nil



### III. <u>LITIGATION INVOLVING OUR DIRECTORS</u>

### A. LITIGATION AGAINST OUR DIRECTORS

- 1. Criminal matters
- 2. Litigation Involving Actions by Statutory/Regulatory Authorities: Nil
- 3. Litigation involving Tax Liabilities
  - (i) Direct Tax Liabilities: Nil
  - (ii) Indirect Taxes Liabilities: Nil
- 4. Other Pending Litigations: Nil
- **B. LITIGATION FILED BY OUR DIRECTORS**
- 1. Litigation Involving Criminal matters: Nil
- 2. Litigation Involving Actions by Statutory/Regulatory Authorities: Nil
- 3. Litigation involving Tax Liabilities
  - (i) Direct Tax Liabilities: Nil
  - (ii) Indirect Taxes Liabilities: Nil
- 4. Other Pending Litigations: Nil

### IV. LITIGATION INVOLVING OUR PROMOTERS AND PROMOTER GROUP

### A. LITIGATION AGAINST OUR PROMOTERS AND PROMOTER GROUP

- 1. Litigation Involving Criminal matters: Nil
- 2. Litigation Involving Actions by Statutory/Regulatory Authorities: Nil
- 3. Litigation involving Tax Liabilities
  - (i) Direct Tax Liabilities: Nil
  - (ii) Indirect Taxes Liabilities: Nil
- 4. Other Pending Litigations: Nil

### **B. LITIGATION FILED BY OUR PROMOTERS AND PROMOTER GROUP**

- 1. Litigation Involving Criminal matters: Nil
- 2. Litigation Involving Actions by Statutory/Regulatory Authorities: Nil
- 3. Litigation involving Tax Liabilities
  - (i) Direct Tax Liabilities: Nil
  - (ii) Indirect Taxes Liabilities: Nil
- 4. Other Pending Litigations: Nil

### V. <u>LITIGATION INVOLVING OUR GROUP ENTITIES</u>

- 1. Litigation Involving Criminal matters: Nil
- 2. Litigation Involving Actions by Statutory/Regulatory Authorities: Nil



- 3. Litigation involving Tax Liabilities
  - (i) Direct Tax Liabilities: Nil
  - (ii) Indirect Taxes Liabilities: Nil
- 4. Other Pending Litigations: Nil

### VI. Penalties imposed in past cases for the last five years: Nil

### **OUTSTANDING DUES TO SMALL SCALE UNDERTAKINGS OR ANY OTHER CREDITORS**

There are no disputes with such entities in relation to payments to be made to our Creditors. The details pertaining to amounts due towards such creditors are available on the website of our Company.

Below are the details of the Creditors where outstanding amount as on September 30, 2019:

Name	Balance as on September 30, 2019
Other Creditors*	1,10,450/-

\* 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.

### Outstanding Litigations involving the Company or involving any other person or company whose outcome may have a material adverse effect on the Company's results of operations or financial position.

Except as described above, as on date of this prospectus, there are no outstanding litigations involving the Company, or involving any other person or company whose outcome may have a material adverse effect on the Company's results of operations or financial position.

### There are no litigations or legal actions, pending or taken, by any Ministry or Department of the Government or a statutory authority against our Promoters during the last 5 years.

#### Pending proceedings initiated against our Company for economic offences.

There are no pending proceedings initiated against our Company for economic offences.

### Inquiries, investigations etc. instituted under the Companies Act, 2013 or any previous companies enactment in the last 5 years against our Company.

There are no inquiries, investigations etc. instituted under the Companies Act or any previous companies enactment in the last 5 years against our Company.

### Material Fraud against our Company in the last five years

There has been no material fraud committed against our Company in the last five years.

### Fines imposed or compounding of offences for default

There are no fines imposed or compounding of offences for default or outstanding defaults.

### **Non-Payment of Statutory Dues**

Except as disclosed in the chapter titled "*Financial Statements*" beginning on pages 100 there are have been no defaults or outstanding defaults in the payment of statutory dues payable under the Employees Provident Funds and Miscellaneous Provisions Act, 1952 and the Employees State Insurance Act, 1948.

### MATERIAL DEVELOPMENTS OCCURING AFTER LAST BALANCE SHEET DATE

Except as disclosed in Chapter titled "Management's Discussion & Analysis of Financial Conditions & Results of **Operations**" beginning on page 123 of this prospectus, there have been no material developments that have occurred after the Last Balance Sheet Date.



### **GOVERNMENT AND OTHER APPROVALS**

### **GOVERNMENT & OTHER KEY APPROVALS**

Our Company has received the necessary licenses, permissions and approvals from the Central and State Governments and other government agencies/regulatory authorities/certification bodies required to undertake the Issue or continue our business activities. In view of the approvals listed below, we can undertake the Issue and our current business activities and no further major approvals from any governmental/regulatory authority, or any other entity are required to be undertaken, in respect of the Issue or to continue our business activities. It must, however, be distinctly understood that in granting the above approvals, the Government of India and other authorities do not take any responsibility for the financial soundness of our Company or for the correctness of any of the statements or any commitments made or opinions expressed in this behalf.

The main objects clause of the Memorandum of Association of our Company and the objects incidental, enable our Company to carry out its activities.

### A. <u>APPROVALS FOR THE ISSUE</u>

The following approvals have been obtained or will be obtained in connection with the Issue:

- 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 January 03, 2020 authorized the Issue, subject to the approval of the shareholders and such other authorities as may be necessary.
- 2. The shareholders of our Company have, pursuant to Section 62(1)(c) of the Companies Act, 2013, by a special resolution passed in the Extra Ordinary General Meeting held on January 04, 2020 authorized the Issue.
- 3. Our company has obtained In-principle approval dated January 20, 2020 from the BSE Limited to use the name of Startup Platform of BSE Limited ("BSE STARTUPS") for listing of the Equity Shares issued by our Company pursuant to the Issue.
- 4. The International Securities Identification Number ("ISIN") of our Company is INEOBIW01023.

Sr.	Description	Authority	<b>Registration Number</b>	Date of	Date of
No.				Certificate	Expiry
1.	Certificate of Incorporation in the	ROC-	U74900KA2015PTC079480	March 25,	Valid
	name of "Tranway Technologies	Bangalore		2015	until
	Private Limited"	_			Cancelled
2.	Fresh Certificate of Incorporation	ROC-	U74900KA2015PLC079480	January 03,	Valid
	consequent upon conversion to	Bangalore		2020	until
	Public Limited Company as	_			Cancelled
	"Tranway Technologies Limited"				

### B. <u>APPROVALS PERTAINING TO INCORPORATION OF OUR COMPANY</u>

### C. BUSINESS RELATED APPROVALS

### Approvals/registration valid

Sr.	Description	Authority	<b>Registration Number</b>	Date of	Date of
No.				Certificate	Expiry
1	Permanent Account	Income Tax Department	AAFCT3163R	05/05/2015	Valid until
	Number (PAN)				cancelled
2	Tax Deduction Account	Income Tax Department	BLRT11156F	25/04/2015	Valid until
	No. (TAN)				cancelled
3	Registration Certificate	Government of India	29AAFCT3163R1ZL	08/07/2018	Valid until
	for Goods & Services				cancelled
	Tax				
4	Entrepreneurs	Directorate of Industry and	290202108212	30/05/2015	Valid until
	Memorandum for MSME	Commerce			cancelled
5	Certificate of Import –	Ministry of Commerce &	AAFCT3163R	07/11/2019	Valid until
	Export Code (IEC)	Industry, Office of Jt.			cancelled
		Director General of			
		Foreign Trade			
6	Professional Tax	Karnataka Tax on	303772194	01/04/2017	Valid until
	Registration Certificate	Professions, Trade,			cancelled
		Callings and Employments			
		Act, 1976			



7	Registration for ISO	UK Certification &	TTPL/QMS/MKS/01/698	23/09/2019	22/09/2022
	9001:2015 (Quality	Inspection Limited			
	Management System)				
8	Registration Certificate	Employees' Provident	BGBNG1316760	23/05/2015	Valid until
	for Provident Fund	Fund Organisation			cancelled
9	Registration for ESI Act	Employees' State	50000454900000999	21/05/2015	Valid until
		Insurance Corporation,			cancelled
		Bangalore			

TRADEMARK REGISTRATION In order to protect our intellectual property rights, we are under process for the application of trademark registration in the



#### Authority for the Issue

- 1. The Fresh Issue of Equity Shares in terms of this prospectus has been authorized by a resolution by the Board of Directors passed at their meeting held on January 03, 2020 under Section 62(1)(c) of the Companies Act 2013 and subject to the approval of the members and such other authorities as may be necessary.
- 2. The Fresh Issue of Equity Shares in terms of this prospectus has been authorized by the shareholders by special resolution at the Extra Ordinary General Meeting held on January 04, 2020 under Section 62(1)(c) and other applicable provisions of the Companies Act 2013.
- 3. Our Company has received In-principal approval from BSE Limited vide their letter dated January 20, 2020 to use the name of BSE in this prospectus for listing of the Equity Shares on Startup Platform of BSE Limited ("BSE STARTUPS"). BSE is the Designated Stock Exchange.
- 4. Our Board has approved the Prospectus through its resolution dated January 21, 2020

#### **Confirmation:**

- Our Company, our Promoters, Promoter Group, our Directors, person(s) in control of the promoter or our Company have not been prohibited from accessing the capital market or debarred from buying, selling or dealing in securities under any order or direction passed by the SEBI or any securities market regulator in any other jurisdiction or any other authority/court.
- Our Company, our Promoters, Promoters' Group are in compliance with the Companies (Significant Beneficial Ownership) Rules, 2018.
- None of our Directors are in any manner associated with the securities market and there has been no action taken by the SEBI against the Directors or any other entity with which our Directors are associated as promoters or directors.
- None of the Directors are associated with any entities, which are engaged in securities market related business and are registered with SEBI for the same.
- There are no violations of securities laws committed by any of them in the past or pending against them, nor have any companies with which any of our Company, our Promoter, Directors, persons in control of our Company or any natural person behind the Promoter are or were associated as a promoter, director or person in control, been debarred or prohibited from accessing the capital markets under any order or direction passed by the SEBI or any other regulatory or government authority.
- Neither our Company, nor our Promoters, our Directors, relatives (as per Companies Act, 2013) of Promoter or the person(s) in control of our Company have been identified as a willful defaulter by the RBI or other governmental authority and there has been no violation of any securities law committed by any of them in the past and no such proceedings are pending against any of them except as details provided under Section titled, "Outstanding Litigations and Material Developments" beginning on page no. 129 of this prospectus.
- Our Company is an "Unlisted Issuer" in terms of the SEBI (ICDR) Regulations; and this Issue is an "Initial Public Issue" in terms of the SEBI (ICDR) Regulations.

#### **Eligibility for the Issue**

- Our Company is not ineligible in terms of Regulations 228 of SEBI ICDR Regulations for this Issue as:
  - Neither our company, nor any of its promoters, promoter group or directors are debarred from accessing the capital market by the Board.
  - Neither our promoters, nor any directors of our company is/are a promoter or director of any other company which is debarred from accessing the capital market by the Board
  - > Neither our Promoter nor any of our Directors is declared as Fugitive Economic Offender
  - Neither our Company, nor our Promoter, relatives (as defined under the Companies Act, 2013) of our Promoter nor our Directors, are Willful Defaulters.
- Our Company is eligible for the Issue in accordance with Regulation 229(2) and other provisions of Chapter IX of the SEBI (ICDR) Regulations 2018, as we are an Issuer whose post issue paid up capital will be more than 10 crores but upto Twenty-Five crore rupees. Our company also complies with the eligibility condition laid by Startup Platform of BSE Limited ("BSE STARTUPS") for listing of our Equity Shares to the public.



### We further confirm that:

- i. In accordance with Regulation 260 of the SEBI (ICDR) Regulations, this issue is 100% underwritten and that the Lead Manager to the Issue shall underwrite minimum 15% of the Total Issue Size.
- ii. In accordance with Regulation 268 of the SEBI (ICDR) Regulations, we shall ensure that the total number of proposed Allottee's in the issue shall be greater than or equal to fifty (50), otherwise, the entire application money will be refunded within 7 (Seven) days of such intimation. If such money is not repaid within 7 (Seven) 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 8 (Eight) days, be liable to repay such application money, with interest at the rate 15% per annum. 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.
- iii. In terms of Regulation 246 (1) of the SEBI (ICDR) Regulations, 2018, a copy of the prospectus will be filed with the SEBI through the Lead Manager immediately upon filing of the offer document with the Registrar of Companies.

However, as per Regulation 246 (2) of the SEBI (ICDR) Regulations, 2018, The Board shall not issue any observation on the offer document.

Further, in terms of Regulation 246 (3) of the SEBI (ICDR) Regulations, 2018 the lead manager will also submit a due diligence certificate as per format prescribed by SEBI along with the prospectus to SEBI.

Further, in terms of Regulation 246 (4) of the SEBI (ICDR) Regulations, 2018 the prospectus will be displayed from the date of filling in terms of sub-regulation (1) on the website of the Board, The Lead Manager and the Startup Platform of BSE Limited ("BSE STARTUPS").

Moreover, in terms of Regulation 246 (5) of the SEBI (ICDR) Regulations, 2018, a copy of this draft prospectus and prospectus shall also be furnished to the Board in a soft copy.

iv. In accordance with Regulation 261 of the SEBI (ICDR) Regulations, we hereby confirm that we have entered into an agreement dated January 15, 2020 with the Lead Manager and a Market Maker to ensure compulsory Market Making for a minimum period of three (3) years from the date of listing of Equity Shares on the Startup Platform of BSE Limited ("BSE STARTUPS").

### In terms of Regulation 229(3) of the SEBI (ICDR) Regulations, 2018, We confirm that we have fulfilled eligibility criteria for Startup Platform of BSE Limited ("BSE STARTUPS"), which are as under:

✤ Incorporation: The issuer should be a Company incorporated under the Companies Act, 1956/2013 in India.

Our Company is incorporated under the companies Act, 2013.

The "Start-up companies" seeking Listing on BSE StartUp Platform should be in the sector of IT, ITES, Biotechnology and Life Science, 3D Printing, Space technology, E-Commerce, Hi- Tech Defense, Drones, Nano Technologies, Artificial Intelligence, Big data, Enhance/Virtual Reality, E-gaming, Exoskeleton, Robotics, Holographic Technology, Genetic Engineering, Variable Computers Inside body computer technology and other Hi-tech based companies

Our company is into the business of IT Industries, IT Support & Services.

The company should be registered as start-up with MSME/DIPP. In case the company is not registered as Start-up with MSME/DIPP then the company's paid-up capital should be minimum Rs. 1 crore.

Our company is not registered as Start-up with MSME/DIPP. But as on date of this prospectus, the paid-up capital of the company is  $\gtrless$  6.36 crores, which is more than Rs.1.00 crores as required. So, the company has fulfilled the criteria of minimum paid-up capital.

Post Issue Paid up Capital: The post issue paid up capital of the company (face value) shall not be more than Rs. 25 crores.

The post issue paid up capital (Face Value) of the company will be  $\gtrless$  10.60 crores. So, the company has fulfilled the criteria of post issue paid up capital shall not be more than  $\gtrless$  25 crores.



(Amt in Lakhe)

### \* Net-worth: Positive Net-worth.

As per restated financial statement, the net-worth of the company is  $\gtrless 61.84$  Lacs as on September 30, 2019. However, as on date of this prospectus, the pre-issue net worth of our company is  $\gtrless 820.25$  Lacs. For more information, please refer to section titled Capital Structure beginning on page 42 of this prospectus. Our company has positive net-worth. So, the company has fulfilled the criteria of positive net-worth of the company.

### Track Record: The company should be in existence for a minimum period of 2 years on the date of filing the prospectus with BSE.

Our Company have a track record of more than 3 years. So, the company has fulfilled the criteria.

				(AIIII. III Lakiis.)
Particulars	30/09/2019	F.Y. 2018-19	F.Y. 2017-18	F.Y. 2016-17
Total Income	229.22	517.53	393.93	311.73
Earnings Before Depreciation and Tax (as restated)	29.61	68.20	28.97	18.58

### \* It is mandatory for a company to have a website.

Our Company has a live and operational website i.e. www.tranwayinc.com

 It is mandatory for the company to facilitate trading in demat securities and enter into an agreement with both the depositories.

Our Company shall mandatorily facilitate trading in demat securities and have entered into an agreement with both the depositories. Our Company has entered into an agreement for registration with the Central Depositary Services Limited (CDSL) dated November 29, 2019 and National Securities Depository Limited dated November 29, 2019 for establishing connectivity.

There should not be any change in the promoters of the company in preceding one year from date of filing the application to BSE for listing under Startup Platform of BSE Limited ("BSE STARTUPS").

There has been no change in the promoter(s) of our Company in the preceding one year from date of filing application to BSE for listing on Startup Platform of BSE Limited ("BSE STARTUPS").

- The Company has not been referred to National Company Law Tribunal (NCLT) under Insolvency and Bankruptcy Code, 2016.
- There is no winding up petition against the company that has been accepted by the National Company Law Tribunal (NCLT).
- None of the Promoter / Directors of the company has been debarred by any regulatory agency(ies).

We further confirm that we shall be complying with all the other requirements as laid down for such an issue under Chapter IX of SEBI (ICDR) Regulations 2018, as amended from time to time and subsequent circulars and guidelines issued by SEBI and the Stock Exchange.

### DISCLAIMER CLAUSE OF SEBI

IT IS TO BE DISTINCTLY UNDERSTOOD THAT SUBMISSION OF ISSUE DOCUMENT TO THE SECURITIES AND EXCHANGE BOARD OF INDIA (SEBI) SHOULD NOT IN ANY WAY BE DEEMED OR CONSTRUED 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 THE ISSUE IS PROPOSED TO BE MADE OR FOR THE CORRECTNESS OF THE STATEMENTS MADE OR OPINIONS EXPRESSED IN THE ISSUE DOCUMENT. THE LEAD MANAGER HAS CERTIFIED THAT THE DISCLOSURES MADE IN THE ISSUE DOCUMENT ARE GENERALLY ADEQUATE AND ARE IN CONFORMITY WITH THE REGULATIONS. THIS REQUIREMENT IS TO FACILITATE INVESTORS TO TAKE AN INFORMED DECISION FOR MAKING INVESTMENT IN THE PROPOSED ISSUE.

IT SHOULD ALSO BE CLEARLY UNDERSTOOD THAT WHILE THE ISSUER IS PRIMARILY RESPONSIBLE FOR THE CORRECTNESS, ADEQUACY AND DISCLOSURE OF ALL RELEVANT INFORMATION IN THE ISSUE DOCUMENT, THE LEAD MANAGER IS EXPECTED TO EXERCISE DUE DILIGENCE TO ENSURE THAT THE ISSUER DISCHARGES ITS RESPONSIBILITY ADEQUATELY IN THIS BEHALF AND TOWARDS THIS PURPOSE, THE LEAD MANAGER, *M/s. FINSHORE MANAGEMENT SERVICES LIMITED* HAS FURNISHED TO STOCK EXCHANGE A DUE DILIGENCE CERTIFICATE



DATED JANUARY 21, 2020 IN THE FORMAT PRESCRIBED UNDER SCHEDULE V(A) OF THE SEBI (ICDR) REGULATION 2018 WHICH SHALL ALSO BE SUBMITTED TO SEBI AFTER FILING THE PROSPECTUS WITH ROC AND BEFORE OPENING OF THE ISSUE IN ACCORDANCE WITH THE SEBI ICDR REGULATION, 2018.

THE FILING OF THIS ISSUE DOCUMENT DOES NOT, HOWEVER, ABSOLVE OUR COMPANY FROM ANY LIABILITIES UNDER THE COMPANIES ACT, 2013 OR FROM THE REQUIREMENT OF OBTAINING SUCH STATUTORY OR OTHER CLEARANCES AS MAY BE REQUIRED FOR THE PURPOSE OF THE PROPOSED ISSUE. SEBI FURTHER RESERVES THE RIGHT TO TAKE UP AT ANY POINT OF TIME, WITH THE LEAD MANAGER ANY IRREGULARITIES OR LAPSES IN THE OFFER DOCUMENT.

THE DUE DILIGENCE CERTIFICATE TO BE SUBMITTED AS PER FORM A OF SCHEDULE V INCLUDING ADDITIONAL CONFIRMATION AS PROVIDED IN FORM G OF SCHEDULE V IS PRODUCED AS UNDER:

# WE, THE LEAD MERCHANT BANKER TO THE ABOVE-MENTIONED FORTHCOMING ISSUE, STATE AND CONFIRM AS FOLLOWS:

- 1. WE HAVE EXAMINED VARIOUS DOCUMENTS INCLUDING THOSE RELATING TO LITIGATION, INCLUDING COMMERCIAL DISPUTES, PATENT DISPUTES, DISPUTES WITH COLLABORATORS, ETC. AND OTHER MATERIAL WHILE FINALISATION OF THE 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 PROSPECTUS FILED WITH THE EXCHANGE/BOARD IS IN CONFORMITY WITH THE DOCUMENTS, MATERIALS AND PAPERS WHICH ARE MATERIAL TO THE ISSUE;
  - B. ALL MATERIAL LEGAL REQUIREMENTS RELATING TO THE ISSUE AS SPECIFIED BY THE BOARD, THE CENTRAL GOVERNMENT AND ANY OTHER COMPETENT AUTHORITY IN THIS BEHALF HAVE BEEN DULY COMPLIED WITH; AND
  - C. THE MATERIAL DISCLOSURES MADE IN THE 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 THE COMPANIES ACT, 2013, APPLICABLE PROVISIONS OF THE COMPANIES ACT, 1956, THE SECURITIES AND EXCHANGE BOARD OF INDIA (ISSUE OF CAPITAL AND DISCLOSURE REQUIREMENTS) REGULATIONS, 2018 AND OTHER APPLICABLE LEGAL REQUIREMENTS.
- 3. WE CONFIRM THAT BESIDES OURSELVES, ALL THE INTERMEDIARIES NAMED IN THE 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.
- 5. WE CERTIFY THAT WRITTEN CONSENT FROM PROMOTERS HAS BEEN OBTAINED FOR INCLUSION OF THEIR 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 PROMOTER DURING THE PERIOD STARTING FROM THE DATE OF FILING THE PROSPECTUS WITH THE BOARD/EXCHANGE TILL THE DATE OF COMMENCEMENT OF LOCK-IN PERIOD AS STATED IN THE PROSPECTUS.
- 6. WE CERTIFY THAT ALL APPLICABLE PROVISION OF THE SECURITIES AND EXCHANGE BOARD OF INDIA (ISSUE OF CAPITAL AND DISCLOSURE REQUIREMENTS) REGULATIONS, 2018, WHICH RELATES TO SPECIFIED SECURITIES INELIGIBLE FOR COMPUTATION OF PROMOTERS CONTRIBUTION, HAS BEEN AND SHALL BE DULY COMPLIED WITH AND APPROPRIATE DISCLOSURES AS TO COMPLIANCE WITH THE SAID REGULATION HAVE BEEN MADE IN THE PROSPECTUS.
- 7. WE UNDERTAKE THAT ALL APPLICABLE PROVISION OF THE SECURITIES AND EXCHANGE BOARD OF INDIA (ISSUE OF CAPITAL AND DISCLOSURE REQUIREMENTS) REGULATIONS, 2018 WHICH RELATE TO RECEIPT OF PROMOTERS CONTRIBUTION PRIOR TO OPENING OF THE ISSUE 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 AND THAT AUDITORS' CERTIFICATE TO THIS EFFECT SHALL BE DULY SUBMITTED TO THE BOARD/EXCHANGE. 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 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 EXCHANGE MENTIONED IN THE PROSPECTUS. WE FURTHER CONFIRM THAT THE AGREEMENT ENTERED INTO BETWEEN THE BANKERS TO THE ISSUE AND THE ISSUER SPECIFICALLY CONTAINS THIS CONDITION.
- 9. 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.
- 10. WE CERTIFY THAT ALL THE SHARES SHALL BE ISSUED IN DEMATERIALIZED FORM IN COMPLIANCE WITH THE PROVISIONS OF SECTION 29 OF THE COMPANIES ACT, 2013 AND THE DEPOSITORIES ACT, 1996, AND THE REGULATIONS MADE THEREUNDER.
- 11. WE CERTIFY THAT ALL THE APPLICABLE DISCLOSURES MANDATED IN THE SECURITIES AND EXCHANGE BOARD OF INDIA (ISSUE OF CAPITAL AND DISCLOSURE REQUIREMENTS) REGULATIONS, 2018 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 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, 2018.
- 14. WE ENCLOSE A NOTE EXPLAINING THE PROCESS OF DUE DILIGENCE THAT HAS BEEN EXERCISED BY US INCLUDING IN RELATION TO THE BUSINESS OF THE ISSUER, THE RISK IN RELATION TO THE BUSINESS, EXPERIENCE OF THE PROMOTERS AND THAT THE RELATED PARTY TRANSACTION ENTERED INTO FOR THE PERIOD DISCLOSED IN THE PROSPECTUS HAVE BEEN ENTERED INTO BY THE ISSUER IN ACCORDANCE WITH APPLICABLE LAWS.
- 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, 2018, CONTAINING DETAILS SUCH AS THE REGULATION NUMBER, ITS TEXT, THE STATUS OF COMPLIANCE, PAGE NUMBER OF THE PROSPECTUS WHERE THE REGULATION HAS BEEN COMPLIED WITH AND OUR COMMENTS, IF ANY.
- 16. WE ENCLOSE STATEMENT ON 'PRICE INFORMATION OF PAST ISSUES HANDLED BY MERCHANT BANKER BELOW (WHO ARE RESPONSIBLE FOR PRICING THIS ISSUE)', AS PER FORMAT SPECIFIED BY SEBI THROUGH CIRCULAR NO. CIR/CFD/DIL/7/2015 DATED OCTOBER 30, 2015.

### ADDITIONAL CONFIRMATIONS/CERTIFICATION TO BE GIVEN BY MERCHANT BANKER IN DUE DILIGENCE CERTIFICATE TO BE GIVEN ALONG WITH ISSUE DOCUMENT REGARDING STARTUP PLATFORM OF BSE LIMITED ("BSE STARTUPS").

(1) WE CONFIRM THAT NONE OF THE INTERMEDIARIES NAMED IN THE 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 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 ISSUED 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, 2018 - **NOTED FOR COMPLIANCE**.
- (4) WE CONFIRM THAT AGREEMENTS HAVE BEEN ENTERED INTO WITH THE DEPOSITORIES FOR DEMATERIALISATION OF THE SPECIFIED SECURITIES OF THE ISSUER.
- (5) THE ISSUER HAS REDRESSED AT LEAST NINETY-FIVE PER CENT OF THE COMPLAINTS RECEIVED FROM THE INVESTORS TILL THE END OF THE QUARTER IMMEDIATELY PRECEDING THE MONTH OF FILING OF THE OFFER DOCUMENT WITH THE REGISTRAR OF COMPANIES. - *NOT APPLICABLE*.
- (6) WE CONFIRM THAT UNDERWRITING AND MARKET MAKING ARRANGEMENTS AS PER REQUIREMENTS OF REGULATION 261 AND 262 OF THE SECURITIES AND EXCHANGE BOARD OF INDIA (ISSUE OF CAPITAL AND DISCLOSURE REQUIREMENTS) REGULATIONS, 2018 HAVE BEEN MADE.

### DISCLAIMER FROM OUR COMPANY AND THE LEAD MANAGER

Our Company and the Lead Manager accept no responsibility for statements made otherwise than those contained in this prospectus or in the advertisements or any other material issued by or at our Company's instance and that anyone placing reliance on any other source of information would be doing so at his or her own risk.

### CAUTION

The LM accepts no responsibility, save to the limited extent as provided in the Issue Agreement entered between the LM (Finshore Management Services Limited) and our Company on January 07, 2020 and the Underwriting Agreement dated January 15, 2020 entered into between the Underwriters and our Company and the Market Making Agreement dated January 15, 2020 entered into among the Market Maker and our Company.

All information shall be made available by our Company and the LM 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, at collection centres or elsewhere.

The LM and their respective associates and affiliates may engage in transactions with, and perform services for, our Company, our Promoter Group, or our affiliates or associates in the ordinary course of business and have engaged, or may in future engage, in commercial banking and investment banking transactions with our Company, our Promoter Group, Group Entities, and our affiliates or associates, for which they have received and may in future receive compensation.

Note: Investors who apply in the Issue will be required to confirm and will be deemed to have represented to our Company and the Underwriters 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 of our Company and will not Issue, sell, pledge or transfer the Equity Shares of our Company to any person who is not eligible under applicable laws, rules, regulations, guidelines and approvals to acquire Equity Shares of our Company. Our Company, the Underwriters 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 the Equity Shares in the Issue.

### 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 majors, HUFs, companies, corporate bodies and societies registered under applicable laws in India and authorized to invest in shares, Indian mutual funds registered with SEBI, Indian financial institutions, commercial banks, regional rural banks, cooperative 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 the Insurance Regulatory and Development Authority, provident funds (subject to applicable law) with a minimum corpus of ₹ 2,500.00 Lakh and permitted non-residents including FIIs, Eligible NRIs, multilateral and bilateral development financial institutions, FVCIs and eligible foreign investors, insurance funds set up and managed by army, navy or air force of the Union of India and insurance funds set up and managed by the Department of Posts, India provided that they are eligible under all applicable laws and regulations to hold Equity Shares of our Company. This prospectus does not, however, constitute an Issue to sell or an invitation to subscribe for Equity Shares Issued hereby in any jurisdiction other than India to any person to whom it is unlawful to make an Issue or invitation in



such jurisdiction. Any person into whose possession this prospectus comes is required to inform himself or herself about, and to observe, any such restrictions.

Any dispute arising out of this Issue will be subject to jurisdiction of the competent court(s) in *Bangalore, Karnataka*, *India* only.

No action has been, or will be, taken to permit a public Issuing in any jurisdiction where action would be required for that purpose. Accordingly, the Equity Shares represented hereby may not be Issued or sold, directly or indirectly, and this prospectus may not be distributed in any jurisdiction, except in accordance with the legal requirements applicable in such jurisdiction. Neither the delivery of this prospectus nor any sale hereunder shall, under any circumstances, create any implication that there has been no change in the affairs of our Company from the date hereof or that the information contained herein is correct as of any time subsequent to this date.

### DISCLAIMER CLAUSE OF THE STARTUP PLATFORM OF BSE LIMITED ("BSE STARTUPS")

As required, a copy of this Offer Document has been submitted to BSE Limited (hereinafter referred to as BSE).

BSE Limited ("BSE") has vide its letter dated January 20, 2020 granted a permission to TRANWAY TECHNOLOGIES LIMITED to use its name in the offer document as the Stock Exchange on whose Start-up segment under the Small and Medium Enterprises platform ("SME platform") the company's securities are proposed to be listed. BSE has scrutinized this offer document for its limited internal purpose of deciding on the matter of granting the aforesaid permission to this company. BSE does not in any manner: -

- i. warrant, certify or endorse the correctness or completeness of any of the contents of this offer documents; or
- **ii.** warrant that this company's securities will be listed on completion of Initial Public Offering or will continue to be listed on BSE; or
- iii. take any responsibility for the financial or other soundness of this company, its promoters, its management or any scheme or project of this company.
- **iv.** warrant, certify, or endorse the validity, correctness or reasonableness of the price at which the equity shares are offered by the company and investors are informed to take the decision to invest in the equity shares of the company only after making their own independent enquiries, investigation and analysis. The price at which the equity shares are offered by the company is determined by the company in consultation with the Merchant Banker(s) to the issue and the Exchange has no role to play in the same and it should not for any reason be deemed or construed that the contents of this offer document have been cleared or approved by BSE. Every person who desires to apply for or otherwise acquire any securities of this company may do so pursuant to independent inquiry, investigation and analysis and shall not have any claim against BSE 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 for any other reason whatsoever.
- v. BSE does not in any manner be liable for any direct, indirect, consequential or other losses or damages including loss of profits incurred by any investor or any third party that may arise from any reliance on this offer document or for the reliability, accuracy, completeness, truthfulness or timeliness thereof.
- vi. The company has chosen the BSE Start-up segment under the SME platform on its own initiative and its own risk, and is responsible for complying with local laws, rules, regulations, and other statutory or regulatory requirements stipulated by BSE/other regulatory authority. Any use of the BSE Start-up segment under the SME platform and the related services are subject to Indian laws and courts exclusively situated in Mumbai.

### DISCLAIMER CLAUSE UNDER RULE 144A OF THE U.S. SECURITIES ACT

The Equity Shares have not been, and will not be, registered under the U.S. Securities Act 1933, as amended (the "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 under the Securities Act), except pursuant to an exemption from, or in a transaction not subject to, the registration requirements of the Securities Act. Accordingly, the Equity Shares will be Issued and sold outside the United States in compliance with Regulation S of the 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 Applicants may not be made by persons in any such jurisdiction, except in compliance with the applicable laws of such jurisdiction.



Further, each Applicant where required agrees that such Applicant will not sell or transfer any Equity Shares or create any economic interest therein, including any off-shore derivative instruments, such as participatory notes, issued against the Equity Shares or any similar security, other than pursuant to an exemption from, or in a transaction not subject to, the registration requirements of the Securities Act and in compliance with applicable laws and legislations in each jurisdiction, including India.

### LISTING

The Equity Shares of our Company are proposed to be listed on Startup Platform of BSE Limited ("BSE STARTUPS"). Our Company has obtained in-principle approval from BSE Limited by way of its letter dated January 20, 2020 for listing of equity shares on Startup Platform of BSE Limited ("BSE STARTUPS").

BSE Limited will be the Designated Stock Exchange, with which the Basis of Allotment will be finalized for the Issue. If the permission to deal in and for an official quotation of the Equity Shares on the Startup Platform of BSE Limited ("BSE STARTUPS") is not granted by BSE, our Company shall forthwith repay, without interest, all moneys received from the applicants in pursuance of this prospectus. If such money is not repaid within eight (8) 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 (8) days, be liable to repay such application money, with interest at the rate as prescribed under the Companies Act, 2013.

Our Company shall ensure that all steps for the completion of the necessary formalities for listing and commencement of trading at the Startup Platform of BSE Limited ("BSE STARTUPS") mentioned above are taken within Six (6) Working Days of the Issue Closing Date.

### FILING

The draft prospectus is being filed with BSE Limited, 20<sup>th</sup> Floor, P.J. Towers, Dalal Street, Fort, Mumbai-400001, Maharashtra.

After getting in-principal approval from BSE, a copy of the prospectus, along with the documents required to be filed under Section 32 of the Companies Act, 2013 would be delivered for filing to the Registrar of Companies, Bangalore.

A copy of this draft prospectus shall be furnished to SEBI in soft copy. A copy of the prospectus shall be filed with SEBI immediately upon filing of the Offer document with Registrar of Companies in term of Regulation 246 of the SEBI (ICDR) Regulations, 2018. However, SEBI shall not issue any observation on the prospectus.

### **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 to action under Section 447 of the Companies, Act 2013.

### CONSENTS

Consents in writing of (a) Our Directors, Our Promoters, Our Company Secretary & Compliance Officer, Chief Financial Officer, Our Statutory Auditor, Key Managerial Personnel, Our Peer Review Auditor, Our Banker(s) to the Company; (b) Lead Manager, Registrar to the Issue, Banker(s) to the Issue, Sponsor Bank, Legal Advisor to the Issue, Underwriter(s) to the Issue and Market Maker to the Issue to act in their respective capacities shall be obtained as required under Section 26 of the Companies Act, 2013 and shall be filed along with a copy of the prospectus with the RoC, as required under Sections 32 of the Companies Act, 2013 and such consents will not be withdrawn up to the time of delivery of the prospectus for filing with the RoC.

In accordance with the Companies Act, 2013 and the SEBI (ICDR) Regulations 2018, *M/s. Luharuka & Co.*, Chartered Accountant, our Peer Review Auditors of the Company has agreed to provide their written consent to the inclusion of their respective reports on "Statement of Tax Benefits" relating to the possible tax benefits and restated financial statements as included in this prospectus in the form and context in which they appear therein and such consent and reports will not be withdrawn up to the time of delivery of this prospectus for filling with Roc.



### EXPERTS OPINION

Except for the reports in the Section, **Statement of Possible Tax Benefits and Financial Statement as Restated** on page no 59 and page no 100 of this prospectus from the Peer Review Auditors and Statutory Auditor respectively; our Company has not obtained any expert opinions. However, the term "expert" shall not be construed to mean an "expert" as defined under the U.S. Securities Act 1933.

### PARTICULARS REGARDING PUBLIC OR RIGHTS ISSUES DURING THE LAST FIVE (5) YEARS

Except as stated under Section titled, Capital Structure, beginning on page no. 42 of this prospectus our Company has not undertaken any previous public or rights issue. Further, we are an "Unlisted Issuer" in terms of the SEBI (ICDR) Regulations, 2018, amended from time to time and the Issue is an "Initial Public Offering" in terms of the SEBI (ICDR) Regulations, 2018, amended from time to time.

### UNDERWRITING COMMISSION, BROKERAGE AND SELLING COMMISSION ON PREVIOUS ISSUES IN LAST 5 YEARS

Since this is the initial public Issuing of our Company's Equity Shares, no sum has been paid or has been payable as commission or brokerage for subscribing for or procuring or agreeing to procure subscription for any of the Equity Shares since our incorporation.

# PARTICULARS IN REGARD TO OUR COMPANY AND OTHER LISTED GROUP-COMPANIES / SUBSIDIARIES/ASSOCIATES UNDER THE SAME MANAGEMENT WITHIN THE MEANING OF SECTION 186 OF THE COMPANIES ACT, 2013 WHICH MADE ANY CAPITAL ISSUE DURING THE LAST THREE YEARS:

Neither our Company nor any other companies under the same management within the meaning of Section 186 of the Companies Act, 2013, had made any public issue or rights issue during the last three year. This is the initial public Issuing of our Company's Equity Shares

### PERFORMANCE VIS-A-VIS OBJECTS-PUBLIC/RIGHT ISSUE OF OUR COMPANY

Except as stated under Section titled, **Capital Structure**, beginning on page 42 of this prospectus our Company has not undertaken any previous public or rights issue.

### PERFORMANCE VIS-A-VIS OBJECTS - LAST ISSUE OF LISTED SUBSIDIARIES/LISTED PROMOTERS

We don't have any listed company under the same management or any listed subsidiaries or any listed promoters.

## OUTSTANDING DEBENTURES OR BOND ISSUES OR REDEEMABLE PREFERENCE SHARES OR ANY OTHER CONVERTIBLE INSTRUMENTS ISSUED BY OUR COMPANY

Our Company does not have any outstanding debentures or bonds or Preference Redeemable Shares as on the date of filing this prospectus.

### **OPTION TO SUBSCRIBE**

Equity Shares being issued through the prospectus can be applied for in dematerialized form only.

### STOCK MARKET DATA OF THE EQUITY SHARES

This being an initial public Issue of the Equity Shares of our Company, the Equity Shares are not listed on any Stock Exchanges.

### MECHANISM FOR REDRESSAL OF INVESTOR GRIEVANCES

The Company has appointed "Link Intime India Private Limited" as the Registrar to the Issue, to handle the investor grievances in co-ordination with the Compliance Officer of the Company.

The Agreement dated January 07, 2020 amongst the Registrar to the Issue and our Company provides for retention of records with the Registrar to the Issue for a period of at least three (3) year from the last date of dispatch of the letters of allotment, or demat credit or where refunds are being made electronically, giving of unblocking instructions to the clearing system, to enable the investors to approach the Registrar to the Issue for redressal of their grievances.

All grievances relating to the Issue may be addressed to the Registrar to the Issue, giving full details such as name, address of the applicant, application number, number of Equity Shares applied for, amount paid on application, Depository Participant, and the bank branch or collection center where the application was submitted.

All grievances relating to the ASBA process may be addressed to the SCSBs, giving full details such as name, address of the applicant, number of Equity Shares applied for, amount paid on application and the relevant Designated Branch or the collection center of the SCSBs where the Application Form was submitted by the ASBA Applicants in ASBA account or UPI ID linked bank account number in which the amount equivalent to the Bid Amount was blocked. Further, the investor shall also enclose the Acknowledgment Slip from the Designated Intermediaries in addition to the documents/information mentioned hereinabove.


The Applicant should give full details such as name of the sole/first Applicant, Application Form number, Applicant DP ID, Client ID, Bank Account No./UPI ID, PAN, date of the Application Form, address of the Applicant, number of the Equity Shares applied for and the name and address of the Designated Intermediary where the Application Form was submitted by the Applicant. Further, the investor shall also enclose the Acknowledgement Slip from the Designated Intermediaries in addition to the documents or information mentioned hereinabove.

# DISPOSAL OF INVESTOR GRIEVANCES BY OUR COMPANY

Our Company estimates that the average time required by our Company or the Registrar to the Issue for the redressal of routine investor grievances shall be fifteen (15) Working Days from the date of receipt of the complaint. In case of complaints that are not routine or where external agencies are involved, our Company will seek to redress these complaints as expeditiously as possible.

Our Company has appointed Ms. Anitha R, Company Secretary, as the Compliance Officer to redress complaints, if any, of the investors participating in the Issue. Contact details for our Company Secretary and Compliance Officer are as follows:

#### Ms. Anitha R

Tranway Technologies Limited No. 1914, 5th Cross, 18th 'A' Main, J P Nagar, 2nd Phase, Bangalore, Karnataka – 560078, India **Ph No.:** 080-46730800 **Email:** cs@tranwayinc.com **Website:** www.tranwayinc.com

Investors can contact the 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 etc.

Pursuant to the press release no. PR. No. 85/2011 dated June 8, 2011, SEBI has launched a centralized web-based complaints redress system "SCORES". This would enable investors to lodge and follow up their complaints and track the status of redressal of such complaints from anywhere. For more details, investors are requested to visit the website www.scores.gov.in

#### STATUS OF INVESTOR COMPLAINTS

We confirm that we have not received any investor compliant during the three years preceding the date of this prospectus and hence there are no pending investor complaints as on the date of this prospectus.

# DISPOSAL OF INVESTOR GRIEVANCES BY LISTED COMPANIES UNDER THE SAME MANAGEMENT AS OUR COMPANY:

We don't have any listed company under the same management or any listed subsidiaries or any listed promoters.



#### PRICE INFORMATION OF PAST ISSUED HANDLED BY THE LEAD MANAGER

Sr. No.	Issue Name	Issue Size (₹ in Cr.)	Issue Price (In ₹)	Listing Date	Opening price on listing date (In ₹)	+/- % 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	East India Securities Ltd	92.74	920	13/03/2018	921.90	2.07 [+0.25]	2.28 [+4.69]	4.67 [+13.39]
2	Sungold Media And Entertainment Ltd	1.35	10	27/08/2018	9.75	-14.00 [-5.28]	-42.80 [-9.60]	-32.00 [-7.29]
3	Powerful Technologies Ltd	13.54	51	28/08/2018	48.00	-49.02 [-5.83]	-47.06 [-10.32]	-62.75 [-8.07]
4	AKI India Ltd	3.08	11	12/10/2018	11.55	2.18	4.09 [+4.26]	0.00 [12.11]
5	Shree Krishna Infrastructure Ltd	1.17	13	03/12/2018	12.35	-58.08 [-0.04]	-59.23 [-0.49]	-52.31 [9.58]
6	Diksha Greens Ltd	13.32	30	05/12/2018	36.20	135.83 [-1.03]	152.83 [0.50]	-15.50 [10.67]
7	Shankar Lal Rampal Dye-Chem Ltd	7.29	45	24/12/2018	46.15	2.22 [2.75]	-5.56 [7.60]	8.11 [10.50]
8	Jonjua Overseas Ltd	1.30	10	25/02/2019	12.00	7.00 [5.58]	7.00 [8.90]	89.00 [1.35]
9	Mahip Industries Ltd	16.63	32	12/03/2019	32.00	-5.16 [2.80]	11.56 [5.54]	-76.81 [-1.48]
10	Northern Spirits Ltd	18.50	43	04/04/2019	43.70	-16.28 [0.72]	-23.26	-42.21 [-0.04]
11	White Organic Retail Ltd	15.46	63	10/05/2019	64.20	31.83	15.87 [-2.06]	15.87 [7.43]
12	SK International Export Ltd.	3.96	20	15/07/2019	19.20	-16.00 [-4.98]	-9.75 [-1.98]	N. A.
13	Alphalogic Techsys Ltd.	6.18	84	05/09/2019	83	7.86 [2.81]	1.07 [11.00]	N. A.

#### Statement on Price Information of Past Issues handled by Finshore Management Services Limited:

Status as on 08-01-2020

1. in case where the security is not being traded on 30th, 90th and 180th day, the previous working day has been considered. 2. in case where 30th, 90th and 180th day is holiday, the previous working day has been considered for benchmark and security purpose.

3. the benchmark index is SENSEX where the securities have been listed in BSE SME and Nifty where securities have been listed in NSE.

Financial Year	Total no. of IPOs	Total Funds Raised (₹ in	Nos. of IPOs trading at discount - 30th calendar day from listing day Over Betwee Less			premiu day j Over	f IPOs trad m - 30th ca from listing Betwee	lendar day Less	discour day j Over	f IPOs trad at -180th ca from listing Betwee	day Less	premiu day Over	f IPOs trad m - 180th c from listing Betwee	alendar day Less
		Cr.)	50%	n 25- 50%	than 25%	50%	n 25- 50%	than 25%	50%	n 25- 50%	than 25%	50%	n 25- 50%	than 25%
2017-18	1	92.74	N. A	N. A	N. A	N. A	N. A	1	N. A	N. A	N. A	N. A	N. A	1
2018-19	8	57.68	1	1	2	1	N. A	3	3	1	2	1	N. A	1
2019-20	4#	44.10	N. A	N. A	2	N. A	1	1	N. A	1	N. A	N. A	N. A	1

#### Summary statement of Disclosure:

\$ Status as on 08-01-2020

# One Issue opened on 15th July, 2019 and one issue opened on 05th September, 2019 not completed 180th calendar day from listing day.

### TRACK RECORD OF PAST ISSUES HANDLED BY FINSHORE MANAGEMENT SERVICES LIMITED

For details regarding track record of LM to the Issue as specified in the Circular reference no. CIR/MIRSD/1/2012 dated January 10, 2012 issued by the SEBI, please refer the website of the LM at: www.finshoregroup.com.



# TERMS OF THE ISSUE

The Equity Shares being Issued are subject to the provisions of the Companies Act, SCRA, SCRR, SEBI (ICDR) Regulations, the SEBI Listing Regulations, our Memorandum and Articles of Association, the terms of this prospectus, the prospectus, the abridged prospectus, Application Form, CAN, the Revision Form, Allotment advices, and other terms and conditions as may be incorporated in the documents/certificates that may be executed in respect of the Issue. The Equity Shares shall also be subject to all applicable laws, 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 GoI, the Stock Exchanges, the RoC, the RBI and/or other authorities, as in force on the date of the Issue and to the extent applicable.

Please note that in terms of regulation 256 of the SEBI (ICDR), 2018 read with SEBI Circular CIR/CFD/POLICYCELL/11/2015 dated November 10, 2015, all the investors applying in this issue shall use only Application Supported by Blocked Amount (ASBA) facility for making payment i.e. just writing their bank account numbers and authorising the banks to make payment in case of allotment by signing the application forms. Further, pursuant to SEBI Circular No. SEBI/HO/CFD/DCR2/CIR/P/2019/133 dated November 08, 2019, Retail Individual Investors applying in public issue may use either Application Supported by Blocked Amount (ASBA) process or UPI payment mechanism by providing UPI ID in the Application Form which is linked from Bank Account of the investor.

#### AUTHORITY FOR THE PRESENT ISSUE

This Issue has been authorized by a resolution of the Board passed at their meeting held on January 03, 2020 subject to the approval of shareholders through a special resolution to be passed pursuant to Section 62 (1) (c) of the Companies Act, 2013. The shareholders have authorized the Issue by a special resolution in accordance with Section 62 (1) (c) of the Companies Act, 2013 passed at the EGM of the Company held on January 04, 2020.

#### **RANKING OF EQUITY SHARES**

The Equity Shares being Issued shall be subject to the provisions of the Companies Act, 2013 and our Memorandum and Articles of Association and shall rank *pari-passu* in all respects with the existing Equity Shares of our Company including rights in respect of dividend. The allottees, upon Allotment of Equity Shares under this Issue, will be entitled to receive dividends and other corporate benefits, if any, declared by our Company after the date of Allotment. For further details, please refer to Section titled, *"Description of Equity Shares and Terms of the Articles of Association"*, beginning on page 185 of this prospectus.

# OFFER FOR SALE

In the case of offer for sale, the dividend for the entire year shall be payable to the transferees and the company has to disclose the name of the entity bearing the cost of making offer for sale along with reasons. However, the present issue does not include offer for sale and hence the said disclosure is not applicable to us.

#### **MODE OF PAYMENT OF DIVIDEND**

Our Company shall pay dividend to the shareholders of our Company in accordance with the provisions of the Companies Act, 2013, as may be applicable, the Articles of Association of our Company, the provisions of the SEBI Listing Regulations and any other rules, regulations or guidelines as may be issued by the Government of India in connection there to and as per the recommendation by our Board of Directors and approved by our Shareholders at their discretion and will depend on a number of factors, including but not limited to earnings, capital requirements and overall financial condition of our Company. We shall pay dividends in cash and as per provisions of the Companies Act, for further details in relation to dividends, please refer to Sections titled, "*Dividend Policy*" and "*Description of Equity Shares and Terms of the Articles of Association*", beginning on page 99 and 185 respectively, of this prospectus.

#### FACE VALUE AND ISSUE PRICE

The face value of the share of our company is  $\gtrless 10$ /- per equity share and the issue price is  $\gtrless 10$ /- per equity share. The Issue Price is determined by our Company in consultation with the Lead Manager and is justified under the Section titled, **Basis for Issue Price**, beginning on page 56 of this prospectus. At any given point of time there shall be only one denomination of the Equity Shares of our Company, subject to applicable laws.

#### **COMPLIANCE WITH SEBI (ICDR) REGULATIONS**

Our Company shall comply with all requirements of the SEBI (ICDR) Regulations as amended time to time. 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 of our Company, 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 other preferential claims being satisfied;
- Right of free transferability of the Equity Shares, 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 company under the previous Companies Act, 1956 and Companies Act, 2013, as may be applicable, terms of the SEBI Listing Regulations and the Memorandum and Articles of Association of our Company.

For further details on the main provision of our Company's Articles of Association dealing with voting rights, dividend, forfeiture and lien, transfer and transmission and/or consolidation/splitting, etc., please refer to Section titled, "Description of Equity Shares and Terms of the Articles of Association", beginning on page 185 of this prospectus.

# MINIMUM APPLICATION VALUE, MARKET LOT AND TRADING LOT

In terms of Section 29 of the Companies Act, 2013, the Equity Shares shall be allotted only in dematerialised form. As per the existing SEBI (ICDR) Regulations, the trading of the Equity Shares shall only be in dematerialised form for all investors. In this context, two agreements have been signed among our Company, the respective Depositories and the Registrar to the Issuer:

- 1. Tripartite agreement dated November 29, 2019 between our Company, NSDL and the Registrar to the Issue.
- 2. Tripartite agreement dated November 29, 2019 between our Company, CDSL and the Registrar to the Issue

The trading of the Equity Shares will happen in the minimum contract size of 10,000 Equity Shares and the same may be modified by the Startup Platform of BSE Limited ("BSE STARTUPS") from time to time by giving prior notice to investors at large.

Allocation and allotment of Equity Shares through this prospectus will be done in multiples of 10,000 Equity Shares subject to a minimum allotment of 10,000 Equity Shares to the successful Applicants in terms of the SEBI Circular No. CIR/MRD/DSA/06/2012 dated February 21, 2012.

#### **MINIMUM NUMBER OF ALLOTTEES**

In accordance with the Regulation 268 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.

# JOINT HOLDERS

Where two (2) or more persons are registered as the holders of any Equity Shares, they will be deemed to hold such Equity Shares as joint holders with benefits of survivorship.

# NOMINATION FACILITY TO INVESTOR

In accordance with Section 72 of the Companies Act, 2013, the sole or first applicant, along with other joint applicant, may nominate any one person in whom, in the event of the death of sole applicant or in case of joint applicant, death of all the Applicants, as the case may be, the Equity Shares allotted, if any, shall vest. A person, being a nominee, entitled to the Equity Shares by reason of the death of the original holder(s), shall in accordance with Section 72 of the Companies Act, 2013, be entitled to the same advantages to which he or she would be entitled if he or she were the registered holder of the Equity Share(s). Where the nominee is a minor, the holder(s) may make a nomination to appoint, in the prescribed manner, any person to become entitled to Equity Share(s) in the event of his or her death during the minority. A nomination shall stand rescinded upon a sale of equity share(s) by the person nominating. A buyer will be entitled to make a fresh nomination in the manner prescribed. Fresh nomination can be made only on the prescribed form available on request at the Registered Office of our Company or to the Registrar and Transfer Agents of our Company.

In accordance with Section 72 of the Companies Act, 2013, any Person who becomes a nominee by virtue of this section shall upon the production of such evidence as may be required by the Board, elect either:

To register himself or herself as the holder of the Equity Shares; or 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 (90) 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 form, there is no need to make a separate nomination with our Company. Nominations registered with the respective depository participant of the applicant would prevail. If the investors require changing the nomination, they are requested to inform their respective depository participant.



# PERIOD OF SUBSCRIPTION LIST OF PUBLIC ISSUE

ISSUE OPENS ON	January 27, 2020
ISSUE CLOSES ON	January 29, 2020

- In terms of regulation 265 of SEBI (ICDR) Regulation, 2018, the issue shall be open after at least three working days from the date of filing the prospectus with the Registrar of Companies.
- In terms of regulation 266(1) of SEBI (ICDR) Regulation, 2018, Except as otherwise provided in these regulations, the public issue shall be kept open for at least three working days and not more than ten working days.
- In terms of regulation 266(2) of SEBI (ICDR) Regulation, 2018, In case of a revision in the price band, the issuer shall extend the bidding (issue) period disclosed in the red herring prospectus, for a minimum period of three working days, subject to the provisions of sub-regulation (1) is not applicable to our company as this is fixed price issue.
- In terms of regulation 266(3) of SEBI (ICDR) Regulation, 2018, In case of force majeure, banking strike or similar circumstances, our company may, for reasons to be recorded in writing, extend the issue period disclosed in the prospectus, for a minimum period of three working days, subject to the provisions of sub-regulation 266(1).

Application Forms and any revisions to the same will be accepted only between 10.00 a.m. to 5.00 p.m. (IST) during the Issue Period (except for the Issue Closing Date). On the Issue Closing Date, the Application Forms will be accepted only between 10.00 a.m. to 3.00 p.m. (IST) for retail and non-retail Applicants. The time for applying for Retail Individual Applicants on Issue Closing Date maybe extended in consultation with the LM, RTA and BSE taking into account the total number of applications received up to the closure of timings.

Due to the limitation of time available for uploading the Application Forms on the Issue Closing Date, Applicants are advised to submit their applications one (1) day prior to the Issue Closing Date and, in any case, not later than 3.00 p.m. (IST) on the Issue Closing Date. Any time mentioned in this prospectus is IST. Applicants are cautioned that, in the event a large number of Application Forms are received on the Issue Closing Date, as is typically experienced in public issues, some Application Forms may not get uploaded due to the lack of sufficient time. Such Application Forms that cannot be uploaded will not be considered for allocation under this Issue. Applications will be accepted only on Working Days, i.e., Monday to Friday (excluding any public holidays). Neither our Company nor the LM is liable for any failure in uploading the Application Forms due to faults in any software/hardware system or otherwise.

In accordance with SEBI ICDR Regulations, QIBs and Non-Institutional Applicants are not allowed to withdraw or lower the size of their Application (in terms of the quantity of the Equity Shares or the Application amount) at any stage. Retail Individual Applicants can revise or withdraw their Application Forms prior to the Issue Closing Date. Allocation to Retail Individual Applicants, in this Issue will be on a proportionate basis.

In case of discrepancy in the data entered in the electronic book vis-à-vis the data contained in the physical Application Form, for a particular Applicant, the details as per the file received from Startup Platform of BSE Limited ("BSE STARTUPS") may be taken as the final data for the purpose of Allotment. In case of discrepancy in the data entered in the electronic book vis-à-vis the data contained in the physical or electronic Application Form, for a particular ASBA Applicant, the Registrar to the Issue shall ask the relevant SCSBs / RTAs / DPs / stock brokers, as the case may be, for the rectified data.

# MINIMUM SUBSCRIPTION

In accordance with Regulation 260(1) of SEBI (ICDR) Regulations, this Issue is 100% underwritten, so this issue is not restricted to any minimum subscription level.

As per section 39 of the new Companies Act, if the "stated minimum amount" has not been subscribed and the sum payable on application is not received within a period of thirty (30) days from the date of issue of prospectus, the application money has to be returned within such period as may be prescribed.

If our Company does not receive the subscription of 100% of the Issue through this Issue Document including devolvement of Underwriters, our Company shall forthwith unblock the entire subscription amount received. If there is a delay beyond eight (8) days after our Company becomes liable to pay the amount, our Company shall pay interest prescribed under section 73 of the Companies Act, 2013 and applicable law.

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.



# ARRANGEMENTS FOR DISPOSAL OF ODD LOTS

The trading of the Equity Shares will happen in the minimum contract size of 10,000 equity shares in terms of the SEBI Circular No. CIR/MRD/DSA/06/2012 dated February 21, 2012. However, in terms of Regulation 261(5) of the SEBI ICDR Regulations, the Market Maker shall buy the entire shareholding of a shareholder in one lot, where value of such shareholding is less than the minimum contract size allowed for trading on the Startup Platform of BSE Limited ("BSE STARTUPS").

# APPLICATION BY ELIGIBLE NRIS, FPIS/FIIS REGISTERED WITH SEBI, VCFS REGISTERED WITH SEBI AND QFIS

It is to be understood that there is no reservation for Eligible NRIs or FPIs/FIIs registered with SEBI or VCFs or QFIs. Such Eligible NRIs, QFIs, FIIs registered with SEBI will be treated on the same basis with other categories for the purpose of Allocation.

NRIs, FPIs/FIIs and foreign venture capital investors registered with SEBI are permitted to purchase shares of an Indian company in a public Issue without the prior approval of the RBI, so long as the price of the equity shares to be issued is not less than the price at which the equity shares are issued to residents. The transfer of shares between an Indian resident and a non-resident does not require the prior approval of the FIPB or the RBI, provided that (i) the activities of the investee company are under the automatic route under the foreign direct investment ("FDI") Policy and the non-resident shareholding is within the sectoral limits under the FDI policy; and (ii) the pricing is in accordance with the guidelines prescribed by the SEBI/RBI.

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, FPIs 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.

# AS PER THE EXTANT POLICY OF THE GOVERNMENT OF INDIA, OCBS CANNOT PARTICIPATE IN THIS ISSUE.

As per the existing regulations, OCBs are not eligible to participate in this Issue. The RBI has however clarified in its circular, A.P. (DIR Series) Circular No. 44, dated December 8, 2003 that OCBs which are incorporated and are not under the adverse notice of the RBI are permitted to undertake fresh investments as incorporated non-resident entities in terms of Regulation 5(1) of RBI Notification No.20/2000-RB dated May 3, 2000 under FDI Scheme with the prior approval of Government if the investment is through Government Route and with the prior approval of RBI if the investment is through Automatic Route on case by case basis. OCBs may invest in this Issue provided it obtains a prior approval from the RBI. On submission of such approval along with the Application Form, the OCB shall be eligible to be considered for share allocation.

# RESTRICTIONS ON TRANSFER AND TRANSMISSION OF SHARES OR DEBENTURES AND ON THEIR CONSOLIDATION OR SPLITTING

Except for lock-in of the Pre- Issue Equity Shares and Promoter minimum contribution in the Issue as detailed in the Section titled, **Capital Structure**, beginning on page 42 of this prospectus, and except as provided in the Articles of Association of our Company, there are no restrictions on transfer and transmission and on their consolidation/splitting of Equity Shares. For further details, please refer to the Section titled, *"Description of Equity Shares and Terms of the Articles of Association"*, beginning on page 185 of this 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 LM do not accept any responsibility for the completeness and accuracy of the information stated hereinabove. Our Company and the LM are not liable to inform to inform the investors of any amendments or modifications or changes in applicable laws or regulations, which may occur after the date of this prospectus. Applicants are advised to make their independent investigations and ensure that the number of Equity Shares Applied for do not exceed the applicable limits under laws or regulations.

# OPTION TO RECEIVE EQUITY SHARES IN DEMATERIALIZED FORM

As per Section 29 of the Companies Act, 2013 and in accordance with SEBI (ICDR) Regulations, every company making public Issue shall issue securities only in dematerialized form only. Hence, the Equity Shares being Issued can be applied for in the dematerialized form only. Further, it has been decided by the SEBI that trading in securities of companies making an initial public Issue shall be in dematerialized form only. The Equity Shares on Allotment will be traded only on the dematerialized segment of the Startup Platform of BSE Limited ("BSE STARTUPS").



# MIGRATION TO MAIN BOARD

In accordance with the SEBI Circular dated November 26, 2012, our Company will have to be mandatorily listed and traded on the Startup Platform of BSE Limited ("BSE STARTUPS") for a minimum period of two years from the date of listing and only after that it can migrate to the Main Board of the BSE as per the guidelines specified by SEBI and as per the procedures laid down under Chapter IX of the SEBI (ICDR) Regulations.

As per the provisions of the Chapter IX of the SEBI ICDR Regulations, the migration to the Main board of BSE from the Startup Platform of BSE Limited ("BSE STARTUPS") on a later date shall be subject to the following:

• If the Paid up Capital of our Company is likely to increase above ₹ 25 Crores by virtue of any further issue of capital by way of rights, preferential issue, bonus issue etc. (which has been approved by a special resolution through postal ballot wherein the votes cast by the shareholders other than the promoters in favour of the proposal amount to at least two times the number of votes cast by shareholders other than promoter shareholders against the proposal and for which our Company has obtained in-principal approval from the main board), we shall have to apply to BSE Limited for listing our 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 the company is more than ₹ 10 crore but below ₹25 crore, we may still apply for migration to the main board if the same has been approved by a special resolution through postal ballot wherein the votes cast by the shareholders other than the promoters in favour of the proposal amount to at least two times the number of votes cast by shareholders other than promoter shareholders against the proposal.

#### MARKET MAKING

The Equity Shares offered through this Issue are proposed to be listed on the Startup Platform of BSE Limited ("BSE STARTUPS"), wherein M/s. Nikunj Stock Brokers Limited is the Market Maker to this Issue shall ensure compulsory Market Making through the registered Market Makers of the BSE for a minimum period of three (3) years from the date of listing on the Startup Platform of BSE Limited ("BSE STARTUPS"). For further details of the agreement entered into between our Company, the Lead Manager and the Market Maker please refer to Section titled, **General Information-Details of the Market Making Arrangements for this Issue**, beginning on page 35 of this prospectus.

### NEW FINANCIAL INSTRUMENTS

There are no new financial instruments such as Deep discounted bonds, debenture, warrants, secured premium notes, etc. issued by our Company through this issue.

# JURISDICTION

Exclusive jurisdiction for the purpose of this Issue is with the competent courts/authorities in Bangalore, Karnataka, 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 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, registration requirements of the U.S. Securities Act and applicable U.S. state Securities laws. Accordingly, the Equity Shares are only being Issued or sold outside the United States in compliance with Regulation S under the Securities Act and the applicable laws of the jurisdictions 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.



#### **ISSUE STRUCTURE**

This Issue is being made in terms of Regulation 229(2) of Chapter IX of the SEBI (ICDR) Regulations 2018, whereby, an issuer whose post issue face value capital is more than Ten crore rupees but upto Twenty-Five crore rupees, shall issue shares to the public and propose to list the same on the Startup Platform of BSE Limited ("BSE STARTUPS"). For further details regarding the salient features and terms of such this Issue, please refer to Sections titled, **Terms of the Issue** and **Issue Procedure**, beginning on pages 145 and 152, respectively, of this prospectus.

The present Issue of 42,40,000 Equity Shares at a price of  $\gtrless10$ /- each aggregating to  $\gtrless424.00$  Lakhs by our Company. The Issue and the Net Issue will constitute 40.00% and 37.93%, respectively of the post issue paid up equity share capital of the Issuer Company.

Particulars of the Issue	Net Issue to Public*	Market Maker Reservation Portion
Number of Equity Shares	40,20,000 Equity Shares	2,20,000 Equity Shares
Percentage of Issue Size available for allocation	40.00 % of the Issue Size	37.93% of the Issue Size
Basis of Allotment/Allocation if respective category is oversubscribed	Proportionate subject to minimum allotment of Equity Shares and further allotment in multiples of 10,000 Equity Shares each. For further details please refer to "Basis of Allotment" under Section titled, <b>Issue</b>	Firm Allotment
	<b>Procedure</b> , beginning on page 152 of this prospectus.	
Mode of Application	Through ASBA Process Only or through UPI for Retail Individual Investors	Through ASBA Process Only
Mode of Allotment	Compulsorily in dematerialised form.	Compulsorily in dematerialised form.
Minimum Application Size	For Other than Retail Individual Investors:       Individual         Such number of Equity Shares in multiples of 10,000 Equity Shares that the Application Value exceeds ₹2,00,000.       For Retail Individuals:         10,000 Equity Shares at Issue price of ₹10/- each.       Exceeds ₹2,00,000.	2,20,000 Equity Shares @ ₹10/- each
Maximum Application Size	<ul> <li>For Other than Retail Individual Investors:</li> <li>The maximum application size is the Net Issue to public subject to limits the investor has to adhere under the relevant laws and regulations applicable.</li> <li>For Retail Individuals Investors:</li> <li>20,000 Equity Shares at Issue price of ₹10/-each.</li> </ul>	2,20,000 Equity Shares @ ₹10/- each
Trading Lot	10,000 Equity Shares	10,000 Equity Shares. However, the Market Makers may accept odd lots if any in the market as required under the SEBI (ICDR) Regulations, 2018.
Terms of Payment	100%	100%
	100/0	100/0



# WITHDRAWAL OF THE ISSUE

Our Company, in consultation with the Lead Manager, reserves the right not to proceed with the Issue at any time before the Issue Opening Date, without assigning any reason thereof. Notwithstanding the foregoing, the Issue is also subject to obtaining the following:

- a. The final listing and trading approvals of BSE for listing of Equity Shares Issued through this Issue on its Startup Platform of BSE Limited ("BSE STARTUPS"), which the Company shall apply for after Allotment; and
- b. The final RoC approval of this prospectus after it is filed with the RoC.
- c. In case, our Company wishes to withdraw the Issue after Issue Opening but before allotment, our Company will give public notice giving reasons for withdrawal of Issue. The public notice will appear in two (2) widely circulated national newspapers (one each in English and Hindi) and one (1) in regional newspaper.

The Lead Manager, through the Registrar to the Issue, will instruct the SCSBs to unblock the ASBA Accounts within one (1) Working Day from the day of receipt of such instruction. The notice of withdrawal will be issued in the same newspapers where the pre-Issue advertisements have appeared, and the Stock Exchange will also be informed promptly. If our Company withdraws the Issue after the Issue Closing Date and subsequently decides to undertake a public Issuing of Equity Shares, our Company will file a fresh Issue document with the stock exchange where the Equity Shares may be proposed to be listed.

Notwithstanding the foregoing, the Issue is subject to obtaining (i) the final listing and trading approvals of the Stock Exchange with respect to the Equity Shares Issued through this prospectus, which our Company will apply for only after Allotment; and (ii) the final RoC approval of the prospectus.

# **ISSUE PROGRAMME**

Issue Opening Date	January 27, 2020
Issue Closing Date	January 29, 2020
Finalisation of Basis of Allotment with BSE	February 03, 2020
Initiation of Allotment / Refunds/ unblocking of ASBA Accounts	February 04, 2020
Credit of Equity Shares to demat accounts of the Allottees	February 05, 2020
Commencement of trading of the Equity Shares on BSE	February 06, 2020

**Note:** The above timetable is indicative in nature and does not constitute any obligation on the Company or the Lead Manager. While our Company shall ensure that all the steps for completion of all the necessary formalities for the listing and trading of our equity shares on the Startup Platform of BSE Limited ("BSE STARTUPS") are taken within 6 working days of the issue closing date, the time table may change due to various factors such as extension of the issue period by the Company or any delay in receiving final listing and trading approval from the BSE. The Commencement of the trading of Equity shares will be entirely at the discretion of the BSE Limited in accordance with the applicable laws

Applications and any revisions to the same will be accepted only between 10:00 a.m. to 5:00 p.m. (Indian Standard Time) during the Issue Period at the Application Centres mentioned in the Application Form. On the Issue Closing Date when applications will be accepted only between 10:00 a.m. to 4:00 p.m. (Indian Standard Time).

Due to limitation of time available for uploading the application on the Issue Closing Date, Applicants are advised to submit their applications one day prior to the Issue Closing Date and, in any case, not later than 1:00 p.m. IST on the Issue Closing Date. Any time mentioned in this prospectus is IST. Applicants are cautioned that, in the event a large number of applications are received on the Issue Closing Date, as is typically experienced in public Issues, some applications may not get uploaded due to lack of sufficient time. Such applications that cannot be uploaded will not be considered for allocation under this Issue.

Applications will be accepted only on Working Days, i.e., Monday to Friday (excluding any public holiday)



#### **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 and updated pursuant to the circular (CIR/CFD/POLICYCELL/11/2015) dated November 10, 2015 as amended and modified by the circular (SEBI/HO/CFD/DIL/CIR/P/2016/26) dated January 21, 2016, and SEBI Circular bearing number (SEBI/HO/CFD/DIL2/CIR/P/2018/22) dated February 15, 2018 and Circular (SEBI/HO/CFD/DIL2/CIR/P/2018/22) dated February 15, 2018 and Circular (SEBI/HO/CFD/DIL2/CIR/P/2018/138) dated November 1, 2018, notified by SEBI ("General Information Document") and SEBI Circular No. SEBI/HO/CFD/DCR2/CIR/P/2019/133 dated November 08, 2019, 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, the Securities Contracts (Regulation) Act, 1956, the Securities Contracts (Regulation) Rules, 1957 and the SEBI ICDR Regulations. The General Information Document is available on the websites of the Stock Exchanges and the LM. Please refer to the relevant portions of the General Information Document which are applicable to this Issue.

All Designated Intermediaries in relation to the Issue should ensure compliance with the SEBI circular (CIR/CFD/POLICYCELL/11/2015) dated November 10, 2015, as amended and modified by the SEBI circular (SEBI/HO/CFD/DIL/CIR/P/2016/26) dated January 21, 2016 and SEBI circular (SEBI/HO/CFD/DIL2/CIR/P/2018/22) dated February 15, 2018 and (SEBI/HO/CFD/DIL2/CIR/P/2018/138) dated November 1, 2018, in relation to clarifications on streamlining the process of public issue of equity shares and convertibles. Further, pursuant to SEBI Circular No. SEBI/HO/CFD/DCR2/CIR/P/2019/133 dated November 08, 2019, Retail Individual Investors applying in public issue may use either Application Supported by Blocked Amount (ASBA) process or UPI payment mechanism by providing UPI ID in the Application Form which is linked from Bank Account of the investor.

Additionally, all Applicants may refer to the General Information Document for information, in addition to what is stated herein, in relation to (i) category of investors eligible to participate in the Issue; (ii) maximum and minimum Application size; (iii) price discovery and allocation; (iv) payment Instructions for ASBA Applicants and Retail Individual Applicants applying through the United Payments Interface channel; (v) issuance of Confirmation of Allocation Note ("CAN") and Allotment in the Issue; (vi) general instructions (limited to instructions for completing the Application Form); (vii) designated date; (viii) disposal of applications; (ix) submission of Application Form; (x) other instructions (limited to joint applications in cases of individual, multiple applications and instances when an application would be rejected on technical grounds); (xi) applicable provisions of Companies Act, 2013 relating to punishment for fictitious applications; (xii) mode of making refunds; and (xiii) interest in case of delay in Allotment or refund.

Our Company and the LM do not accept any responsibility for the completeness and accuracy of the information stated in this chapter and the General Information Document and are not liable for any amendment, modification or change in the applicable law which may occur after the date of this 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 prospectus.

Please note that all Applicants applying in the Issue can participate in the Issue only through the ASBA process. Applicants should carefully read the provisions applicable before making their application through the ASBA process. Applicants are required to ensure that the ASBA Account has sufficient credit balance as an amount equivalent to the full Application Amount can be blocked by the SCSB at the time of submitting the Application. As an alternate payment mechanism, investors may apply through UPI as per SEBI/HO/CFD/DIL2/CIR/P/2018/138 dated November 1, 2018. Further, pursuant to SEBI Circular No. SEBI/HO/CFD/DCR2/CIR/P/2019/133 dated November 08, 2019, Retail Individual Investors applying in public issue may use either Application Supported by Blocked Amount (ASBA) process or UPI payment mechanism by providing UPI ID in the Application Form which is linked from Bank Account of the investor.

#### Phased implementation of Unified Payments Interface (UPI)

SEBI has issued a circular (SEBI/HO/CFD/DIL2/CIR/P/2018/138) dated November 1, 2018 in relation to streamlining the process of public issue of equity shares and convertibles ("UPI Circular"). Pursuant to the circular, Unified Payments Interface ("UPI") is proposed to be introduced in a phased manner (phase I will be effective from January 1, 2019) as an additional mode of payment with ASBA Form for applications by Retail Individual Investors through intermediaries (i.e., Syndicate members, Registered Stock Brokers, Registrar and Transfer Agents and Depository Participants) ("UPI Channel"). The UPI Channel for making Applications by Retail Individual Investors will be made available in accordance with the UPI Circular.

Retail Individual Investors should note that the Application using UPI Channel is optional and they can make Applications by submitting Application Forms, in physical form or in electronic mode, to the members of the Syndicate, the sub-Syndicate, SCSBs, the Registered Brokers, Registrars to an Issue and Share Transfer Agents and Depository Participants pursuant to SEBI Circular no. SEBI/HO/CFD/DCR2/CIR/P/2019/133 dated November 08, 2019 where the timeline for implementation of Phase II has been extended till March 31, 2020.

# FIXED PRICE ISSUE PROCEDURE

The Issue is being made in compliance with the provisions of Chapter IX of the SEBI ICDR Regulations, and through the Fixed Price Process wherein 50% of the Net Issue to Public is being offered to the Retail Individual Applicants and the balance is being offered to Other Investors including QIBs and Non-Institutional Applicants.

However, in case of under-subscription in either category, unsubscribed portion shall be allocated to investors in other category subject to valid Applications being received from them at the Issue Price.

Subject to the valid Applications being received at the Issue Price, allotment to all categories in the Net Issue, shall be made on a proportionate basis, except for the Retail Individual Investors Category where Allotment to each Retail Individual Applicants shall not be less than the minimum lot, subject to availability of Equity Shares in Retail Individual Investors Category, and the remaining available Equity Shares, if any, shall be allotted on a proportionate basis. Under subscription, 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 Manager and the Stock Exchange.

Investors should note that the Equity Shares will be Allotted to all successful Applicants only in dematerialised form. It is mandatory to furnish the details of Applicant's depository account along with Application Form. The Application Forms which do not have the details of the Applicants' depository account, including the DP ID Numbers and the beneficiary account number shall be treated as incomplete and rejected. Application Forms which do not have the details of the Applications made on behalf of the Central and the State Governments, residents of the state of Sikkim and official appointed by the courts) shall be treated as incomplete and are liable to be rejected. Applicants will not have the option of being Allotted Equity Shares in physical form. The Equity Shares on Allotment shall be traded only in the dematerialised segment of the Stock Exchanges.

#### **APPLICATION FORM**

In terms of Regulation 256 of SEBI ICDR Regulations read with the SEBI Circular No. CIR/CFD/POLICYCELL/11/2015 dated November 10, 2015, and Unified Payments Interface (UPI) introduced vide SEBI Circular Ref: SEBI/HO/CFD/DIL2/CIR/P/2018/138 dated November 1, 2018 all the 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. *Retail Individual Investors should note that the Application using UPI Channel is optional and they can make Applications by submitting Application Forms, in physical form or in electronic mode, to the members of the Syndicate, the sub-Syndicate, SCSBs, the Registered Brokers, Registrars to an Issue and Share Transfer Agents and Depository Participants pursuant to SEBI Circular no. SEBI/HO/CFD/DCR2/CIR/P/2019/133 dated November 08, 2019 where the timeline for implementation of Phase II has been extended till March 31, 2020.* 

Application Forms will be available with the Syndicate/sub-Syndicate members, SCSBs and at our Registered Office. In addition, the Application Forms will also be available for download on the website of the Company, Lead Manager and Stock Exchange, BSE (www.bseindia.com), at least one day prior to the Issue Opening Date.

All Applicants shall mandatorily participate in the Issue only through the ASBA process except as mentioned in the SEBI Circular No. SEBI/HO/CFD/DCR2/CIR/P/2019/133 dated November 08, 2019. ASBA Applicants must provide bank account details and authorisation to block funds in the relevant space provided in the Application Form or alternatively, the Retail Individual Applicants wishing to apply through UPI Channel, may provide the UPI ID and validate the blocking of the funds and the Application Forms that do not contain such details are liable to be rejected. For further details on the UPI Channel please refer SEBI circular Ref: SEBI/HO/CFD/DIL2/CIR/P/2018/138 dated November 1, 2018 and SEBI Circular No. SEBI/HO/CFD/DCR2/CIR/P/2019/133 dated November 08, 2019.

Applicants shall ensure that the Applications are made on Application Forms bearing the stamp of a member of the Syndicate or the Registered Broker or the SCSBs or Registrars to an Issue and Share Transfer Agents or Depository Participants, as the case may be, submitted at the Collection centres only (except in case of electronic Application Forms) and the Application Forms not bearing such specified stamp are liable to be rejected.

Pursuant to SEBI Circular dated November 10, 2015 and bearing Reference No. CIR/CFD/POLICYCELL/11/2015 which shall be applicable for all public issues opening on or after January 01, 2016, all the investors can apply through ASBA Mode. Alternatively, investors can apply through UPI. The prescribed colour of the Application Form for various categories applying in this issue is as follows:

Colour
White*
Blue*

\* Excluding electronic Application Form.



\*\* Application forms will also be available on the website of the BSE Limited (www.bseindia.com). Same Application Form applies to all ASBA Applicants/ Retail Individual Applicants applying through UPI mechanism, irrespective of whether they are submitted to the SCSBs, to the Registered Brokers, to Registrars to an Issue and Share Transfer Agents, Depository Participants or to the Syndicate (in Specified Cities).

The upload of the details in the electronic bidding system of stock exchange will be done by:

1	
For Applications submitted by	After accepting the form, SCSB shall capture and upload the relevant details in
investors to SCSB:	the electronic Bidding system as specified by the stock exchanges(s) and may
	being blocking funds available in the bank account specified in the form, to the
	extent of the application money specified.
For Applications submitted by	After accepting the application form, respective intermediary shall capture and
investors to intermediaries	upload the relevant details in the electronic Bidding system of stock exchange(s).
other than SCSBs:	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 Application are deemed to have authorised our Company to make the necessary changes in the prospectus, without prior or subsequent notice of such changes to the Applicants.

Designated Intermediaries (other than SCSBs) shall submit/deliver the ASBA Forms/ Application Forms to the respective SCSB, where the Applicant has a bank account and shall not submit it to any non-SCSB bank or any Escrow Collection Bank.

#### **AVAILABILITY OF PROSPECTUS AND APPLICATION FORMS**

The Application Forms and copies of the prospectus may be obtained from the Registered Office of our Company. Lead Manager to the Issue, Registrar to the Issue as mentioned in the application Form. The application forms may also be downloaded from website of the Company i.e. www.tranwayinc.com or the Lead Manager of the issue i.e. www.finshoregroup.com or BSE Stock Exchange i.e. www.bseindia.com.

#### WHO CAN APPLY?

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 Application Form and GID for more details.

Subject to the above, an illustrative list of Applicants is as follows:

- i. Indian nationals resident in India who are competent to contract under the Indian Contract Act, 1872, in single or joint names (not more than three);
- ii. Applications belonging to an account for the benefit of a minor (under guardianship);
- iii. 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". Application by HUFs will be considered at par with Applications from individuals;
- iv. Companies, corporate bodies and societies registered under applicable law in India and authorised to invest in equity shares;
- v. QIBs;
- vi. NRIs on a repatriation basis or on a non-repatriation basis subject to applicable law;
- vii. Qualified Foreign Investors subject to applicable law;
- viii. Indian Financial Institutions, regional rural banks, co-operative banks (subject to RBI regulations and the SEBI ICDR Regulations and other laws, as applicable);
- ix. Trusts/ societies registered under the Societies Registration Act, 1860, or under any other law relating to trusts/ societies and who are authorised under the irrespective constitutions to hold and invest in equity shares;
- x. Limited liability partnerships registered under the Limited Liability Partnership Act,2008;
- xi. Insurance companies registered with IRDAI;
- xii. Mutual Funds registered with SEBI;
- xiii. FPIs other than Category III Foreign Portfolio Investor;
- xiv. Category III Foreign Portfolio Investors, which are foreign corporates or foreign individuals only under the Other Investors Category;
- xv. Scientific and/ or industrial research organizations authorised in India to invest in the Equity Shares; and
- xvi. Any other person eligible to Apply in this Issue, under the laws, rules, regulations, guidelines and polices applicable to them.



#### Applications should not to be made by:

- i. Minors (except through their Guardians)
- ii. Partnership firms or their nominations
- iii. Foreign Nationals (except NRIs)
- iv. Overseas Corporate Bodies

As per the existing regulations, OCBs are not eligible to participate in this Issue. The RBI has however clarified in its circular, A.P. (DIR Series) Circular No. 44, dated December 8, 2003 that OCBs which are incorporated and are not under the adverse notice of the RBI are permitted to undertake fresh investments as incorporated non-resident entities in terms of Regulation 5(1) of RBI Notification No.20/2000-RB dated May 3, 2000 under FDI Scheme with the prior approval of Government if the investment is through Government Route and with the prior approval of RBI if the investment is through Automatic Route on case by case basis. OCBs may invest in this Issue provided it obtains a prior approval from the RBI. On submission of such approval along with the Application Form, the OCB shall be eligible to be considered for share allocation.

The Equity Shares have not been and will not be registered under the U.S. Securities Act, 1933 (the "U.S. Securities Act") or the securities laws of any state of the United States and may not be offered or sold within the United States, except pursuant to an exemption from, or in a transaction not subject to, the registration requirements of the U.S. Securities Act and applicable state securities laws. Accordingly, the Equity Shares are being offered 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 offers, 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 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.

The information below is given for the benefit of the applicants. Our Company, and the Lead Manager do not accept responsibility for the completeness and accuracy of the information stated. Our Company, and the Lead Manager is 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 the number of Equity Shares applied for does not exceed the limits prescribed under laws or regulations.

# MAXIMUM AND MINIMUM APPLICATION SIZE:

### 1. For Retail Individual Applicants:

The Application must be for a minimum of 10,000 Equity Shares and in multiples of 10,000 Equity Shares thereafter, so as to ensure that the Application Price payable by the Applicant does not exceed Rs 2,00,000. In case of revision of Applications, the Retail Individual Applicants have to ensure that the Application Price does not exceed Rs 2,00,000. As the application price payable by the Retail Individual Applicants cannot exceed Rs. 2,00,000, they can make Application only for minimum Application size i.e. for 10,000 Equity Shares.

#### 2. For Other than Retail Individual Applicants (Non-Institutional Applicants and QIBs):

The Application must be for a minimum of such number of Equity Shares that the Application Amount exceeds Rs 2,00,000 and in multiples of 10,000 Equity Shares thereafter. An Application cannot be submitted for more than the Net 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.

# 3. Minimum Bid Lot: 10,000 Equity Shares

# PARTICIPATION BY ASSOCIATES /AFFILIATES OF LM AND THE SYNDICATE MEMBERS

The LM, Market Maker and the Underwriter, if any shall not be entitled to subscribe to this Issue in any manner except towards fulfilling their underwriting and market making obligations. However, associates/affiliates of the LM and Syndicate Members, if any may subscribe for Equity Shares in the Issue, either in the QIB Category or in the Non-Institutional Category as may be applicable to the 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 MUTUAL FUNDS**

As per the current regulations, the following restrictions are applicable for investments by Mutual fund:

No mutual fund scheme shall invest more than 10% of its net asset value in the Equity Shares or equity related instruments of any Company provided that the limit of 10% shall not be applicable for investments in index funds or sector or industry specific funds. No mutual fund under all its schemes should own more than 10% of any Company's paid up share capital carrying voting rights.

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 Application made by 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 ELIGIBLE NRIS**

Only Applications accompanied by payment in Indian Rupees or freely convertible foreign exchange will be considered for Allotment. Eligible NRIs intending to make payment through freely convertible foreign exchange and Applying on a repatriation basis could make payments through the ASBA process only by blocking the funds for the amount payable on application in their NRE Account or FCNR Accounts, maintained with banks authorised by the RBI to deal in foreign exchange.

Eligible NRIs applying on a repatriation basis are advised to use the Application Form meant for Non-Residents, accompanied by a bank certificate confirming that the payment has been made by blocking the relevant funds in their NRE or FCNR account, as the case may be. Payment for Application by non-resident Applicants applying on a repatriation basis will not be accepted out of NRO accounts for the full Application amount, at the time of submission of the Application Form.

Eligible NRIs applying on non-repatriation basis are advised to use the Application Form for residents (white in colour). Eligible NRIs applying on a repatriation basis are advised to use the Application Form meant for Non-Residents (blue in colour).

#### **APPLICATIONS BY HUF**

Application by Hindu Undivided Families or HUFs should be 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". Application by HUFs will be considered at par with Applications by individuals.

#### **APPLICATIONS BY FPIS**

In terms of the SEBI FPI Regulations, the issue of Equity Shares to a single FPI or an investor group (which means the same set of ultimate beneficial owner(s) investing through multiple entities) is not permitted to exceed 10% of our post-Issue Equity Share capital. Further, in terms of the FEMA Regulations, the total holding by each FPI shall be below 10% of the total paid-up Equity Share capital of our Company and the total holdings of all FPIs put together shall not exceed 24% of the paid-up Equity Share capital of our Company. The aggregate limit of 24% may be increased upto the sectoral cap by way of a resolution passed by the Board of Directors followed by a special resolution passed by the Shareholders of our Company and subject to prior intimation to the RBI.

In case the total holding of an FPI increases beyond 10% of the total paid-up Equity Share capital of our Company, on a fully diluted basis or 10% or more of the paid-up value of any series of debentures or preference shares or share warrants issued that may be issued by our Company, the total investment made by the FPI will be re-classified as FDI subject to the conditions as specified by SEBI and the RBI in this regard and our Company and the investor will be required to comply with applicable reporting requirements.

FPIs are permitted to participate in the Issue subject to compliance with conditions and restrictions which may be specified by the Government from time to time.



Subject to compliance with all applicable Indian laws, rules, regulations, guidelines and approvals in terms of Regulation 22 of the SEBI FPI Regulations, an FPI, other than Category III foreign portfolio and unregulated broad based funds, which are classified as Category II foreign portfolio investor by virtue of their investment manager being appropriately regulated, may issue or otherwise deal in offshore derivative instruments (as defined under the SEBI FPI Regulations as any instrument, by whatever name called, which is issued overseas by a FPI against securities held by it that are listed or proposed to be listed on any recognized stock exchange in India, as its underlying) directly or indirectly, only in the event (i) such offshore derivative instruments are issued only to persons who are regulated by an appropriate regulatory authority; and (ii) such offshore derivative instruments are issued after compliance with 'know your client' norms. An FPI is also required to ensure that no further issue or transfer of any offshore derivative instrument is made by or on behalf of it to any persons that are not regulated by an appropriate foreign regulatory authority. In case of Applications made by FPIs, a verified true copy of the certificate of registration issued by the designated depository participant under the FPI Regulations is required to be attached along with the Application form, failing which our Company reserves the right to reject the Application without assigning any reasons thereof.

#### **APPLICATIONS BY BANKING COMPANIES**

In case of Applications made by banking companies registered with the RBI, certified copies of: (i) the certificate of registration issued by the RBI, and (ii) the approval of such banking company's investment committee are required to be attached to the Application Form, failing which our Company reserves the right to reject any Application by a banking company without assigning any reason therefor.

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 Reserve Bank of India (Financial Services provided by Banks) Directions, 2016, is 10% of the paid-up share capital of the investee company, not being its subsidiary engaged in non-financial services, or 10% of the bank's own paid-up share capital and reserves, whichever is lower. However, a banking company would be permitted to invest in excess of 10% but not exceeding 30% of the paid-up share capital of such investee company if (i) the investee company is engaged in non-financial activities permitted for banks in terms of Section 6(1) of the Banking Regulation Act, or (ii) the additional acquisition is through restructuring of debt/corporate debt restructuring/strategic debt restructuring, or to protect the bank's interest on loans/investments made to a company. The bank is required to submit a timebound action plan for disposal of such shares within a specified period to the RBI. A banking company would require a prior approval of the RBI to make (i) investment in a non-financial services company that is not a subsidiary (with certain exceptions prescribed), and (ii) investment in a non-financial services company in excess of 10% of such investee company's paid-up share capital as stated in 5(a)(v)(c)(i) of the Reserve Bank of India (Financial Services provided by Banks) Directions, 2016.

#### 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 ASBA applications.

# APPLICATIONS BY SEBI REGISTERED VENTURE CAPITAL FUNDS, ALTERNATIVE INVESTMENT FUNDS AND FOREIGN VENTURE CAPITAL INVESTORS

The SEBI VCF Regulations and the SEBI FVCI Regulations, as amended, inter alia prescribe the investment restrictions on VCFs and FVCIs, respectively, registered with SEBI. Further, the SEBI AIF Regulations prescribe, amongst others, the investment restrictions on AIFs.

Accordingly, the holding in any company by any individual VCF or FVCI registered with SEBI should not exceed 25% of the corpus of the VCF or FVCI. Further, VCFs and FVCIs can invest only upto 33.33% of the investible funds in various prescribed instruments, including in public offerings.

The category I and II AIFs cannot invest more than 25% of the corpus in one investee company. A category III AIF cannot invest more than 10% of the corpus in one investee company. A venture capital fund registered as a category I AIF, as defined in the SEBI AIF Regulations, cannot invest more than 1/3rd of its corpus by way of subscription to an initial public offering of a venture capital undertaking. Additionally, the VCFs which have not re-registered as an AIF under the SEBI AIF Regulations shall continue to be regulated by the VCF Regulations.

All Non-Resident Applicants including Eligible NRIs, FIIs and FVCIs should note that refunds, dividends and other distributions, if any, will be payable in Indian Rupees only and net of bank charges and / or commission. There is no reservation for Eligible NRIs, FIIs and FVCIs and all Applicants will be treated on the same basis with other categories for the purpose of allocation.



Further, according to the SEBI Regulations, the shareholding of VCFs, category I or II AIFs and FVCIs held in a company prior to making an initial public offering would be exempt from lock-in requirements only if the shares have been held by them for at least one year prior to the time of filing the prospectus with SEBI. However, such equity shares shall be locked in for a period of at least one year from the date of purchase by the VCF, category I or II AIF or FVCI, as the case may.

# 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.

#### APPLICATIONS BY INSURANCE COMPANIES

In case of Applications made by Insurance Companies, 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 reason thereof.

The exposure norms for insurers, prescribed under the Insurance Regulatory and Development Authority (Investment) Regulations, 2016 (the "IRDAI Investment Regulations") are broadly set forth below:

- a) Equity shares of a company: the lower of 10% of the outstanding Equity Shares (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;
- b) The entire group of the investee company: not more than 15% of the respective fund in case of a life insurer or 15% of investment assets in case of a general insurer or reinsurer or 15% of the investment assets in all companies belonging to the group, whichever is lower; and
- c) The industry sector in which the investee company belong to not more than 15% of the fund of a life insurer or a general insurer or a reinsurer or 15% of the investment asset, whichever is lower.

The maximum exposure limit, in the case of an investment in equity shares, cannot exceed the lower of an amount of 10% of the investment assets of a life insurer or general insurer and the amount calculated under points (i), (ii) and (iii) above, as the case may be.

The above limit of 10.00% shall stand substituted as 15.00% of outstanding equity shares (face value) for insurance companies with investment assets of ₹2,500,000 million or more and 12.00% of outstanding equity shares (face value) for insurers with investment assets of ₹500,000.00 million or more but less than ₹2,500,000.00 million.

Insurance companies participating in this Issue, shall comply with all applicable regulations, guidelines and circulars issued by IRDA from time to time.

#### **APPLICATIONS BY PROVIDENT FUNDS/ PENSION FUNDS**

In case of Applications made by provident funds/ pension funds, subject to applicable laws, with minimum corpus of ₹ 250 million, a certified copy of certificate from a chartered accountant certifying the corpus of the provident fund/ pension fund must be attached to the Application Form. Failing this, our Company reserves the right to reject any Application, without assigning any reason thereof.

# **APPLICATIONS UNDER POWER OF ATTORNEY**

In case of Applications made pursuant to a power of attorney or by limited companies, corporate bodies, registered societies, Mutual Funds, Eligible FPIs, insurance companies Systemically Important Non-Banking Financial Companies, insurance funds set up by the army, navy or air force of the India, insurance funds set up by the Department of Posts, India or the National Investment Fund and provident funds with a minimum corpus of  $\gtrless$  250 million and pension funds with a minimum corpus of  $\gtrless$  250 million (in each case, subject to applicable law and in accordance with their respective constitutional documents), 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, as applicable must be lodged along with the Application Form. Failing this, our Company reserves the right to accept or reject any such Application without assigning any reasons therefor.

# APPLICATIONS BY SYSTEMICALLY IMPORTANT NON-BANKING FINANCIAL COMPANIES

In case of Application by Systemically Important Non-Banking Financial Companies, certified copy of a) the certificate of registration issued by RBI, b) certified copy of its latest audited financial statement on a standalone basis and a net worth certificate from its statutory auditor and c) such other approval as may be required by Systemically Important Non-Banking Financial Companies are required to be attached to the Application Form. Failing this, our Company reserves the right to accept or reject any such Application without assigning any reasons therefor. Systemically Important Non-Banking



Financial Companies participating in this Issue shall comply with all applicable regulations, guidelines and circulars issued by RBI from time to time.

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 Applicants are advised to ensure that any single Application from them does not exceed the applicable investment limits or maximum number of Equity Shares that can be held by them under applicable law or regulation or as specified in this prospectus.

# METHOD AND PROCESS OF APPLICATIONS

- 1. The Designated Intermediaries shall accept applications from the Applicants during the Issue Period.
- 2. 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.
- 3. During the Issue Period, Applicants who are interested in subscribing to the Equity Shares should approach the Designated Intermediaries to register their applications.
- 4. The Applicant cannot apply on another Application Form after applications on one Application Form have been submitted to the Designated Intermediaries. Submission of a second Application form to either the same or to another Designated Intermediaries will be treated as multiple applications and is liable to rejected either before entering the application into the electronic collecting system or at any point prior to the allocation or Allotment of Equity Shares in this Issue.
- 5. Designated Intermediaries accepting the application forms shall be responsible for uploading the application along with other relevant details in application forms on the electronic bidding system of stock exchange and submitting the form to SCSBs for blocking of funds (except in case of SCSBs, where blocking of funds will be done by respective SCSBs only). All applications shall be stamped and thereby acknowledged by the Designated Intermediaries at the time of receipt.
- 6. The Designated Intermediaries will enter each application option into the electronic collecting system as a separate application and generate a TRS and give the same to the applicant.
- 7. Upon receipt of the Application Form, submitted whether in physical or electronic mode, the Designated Intermediaries shall verify if sufficient funds equal to the Application Amount are available in the ASBA Account, as mentioned in the Application Form, prior to uploading such applications with the Stock Exchange.
- 8. If sufficient funds are not available in the ASBA Account, the Designated Intermediaries shall reject such applications and shall not upload such applications with the StockExchange.
- 9. 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 Applicant on request.
- 10. 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 withdraw/ failure of the Issue or until withdrawal/ rejection of the Application Form, as the case may be. Once the Basis of Allotment if 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.

#### **TERMS OF PAYMENT**

The entire Issue price of  $\gtrless 10$ /- per share is payable on application. In case of allotment of lesser number of Equity Shares than the number applied, the Registrar shall instruct the SCSBs to unblock the excess amount paid on Application to the Applicants.

SCSBs will transfer the amount as per the instruction of the Registrar to the Public Issue Account, the balance amount after transfer will 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, Banker to the Issue and the Registrar to the Issue to facilitate collections from the Applicants.

# **ALLOCATION OF EQUITY SHARES**

- The Issue is being made through the Fixed Price Process wherein 2,20,000 Equity Shares shall be reserved for Market Maker and 40,20,000 Equity shares (Net Issue) will be allocated on a proportionate basis to Retail Individual Applicants, and 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 QFIs, 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 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.

#### **PRE-ISSUE ADVERTISEMENT**

Subject to Section 30 of the Companies Act 2013, our Company shall, after filing 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 (CAN)**

- 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

The dispatch of Allotment Advice shall be deemed a valid, binding and irrevocable contract for the Allotment to such Applicant.

#### **DESIGNATED DATES**

Issue Opening Date	January 27, 2020
Issue Closing Date	January 29, 2020
Finalisation of Basis of Allotment with BSE	February 03, 2020
Initiation of Allotment / Refunds/ unblocking of ASBA Accounts	February 04, 2020
Credit of Equity Shares to demat accounts of the Allottees	February 05, 2020
Commencement of trading of the Equity Shares on BSE	February 06, 2020

**Note:** The above timetable is indicative in nature and does not constitute any obligation on the Company or the Lead Manager. While our Company shall ensure that all the steps for completion of all the necessary formalities for the listing and trading of our equity shares on the Startup Platform of BSE Limited ("BSE STARTUPS") are taken within 6 working days of the issue closing date, the time table may change due to various factors such as extension of the issue period by the Company or any delay in receiving final listing and trading approval from the BSE. The Commencement of the trading of Equity shares will be entirely at the discretion of the BSE Limited in accordance with the applicable laws

#### 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 the PAN, DP ID and Client ID are correct and the Applicants depository account is active, as Allotment of Equity Shares will be in the dematerialized form only;
- Applicant shall use only his / her own bank account or only his / her own bank account linked UPI ID to make an application
- 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 the ASBA account or UPI ID linked Bank Account



maintained with the SCSB before submitting the Application Form under the ASBA process to the respective member of the Syndicate (in the Specified Locations), the SCSBs, the Registered Broker (at the Broker Centers), the RTA (at the Designated RTA Locations) or CDP (at the Designated CDP Locations);

- Instruct your respective Banks to not release the funds blocked in the ASBA Account/UPI ID linked Bank Account under the ASBA process;
- Ensure that the Applications are submitted at the Collection centres only on forms bearing the stamp of the Syndicate or Registered Broker or RTAs or DPs or SCSB (except in case of electronic forms). Ensure that your Application is submitted either to a member of the Syndicate (in the Specified Locations), a Designated Branch of the SCSB where the Applicant has a bank account or a UPI ID linked Bank Account, or to a Registered Broker at the Broker Centres or to RTAs or DPs at collection centres and not to our Company.
- 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 ASBA Account number in the Application Form and in case of Retail Individual Applicants applying through UPI Channel, ensure that you have mentioned the correct UPI ID.
- Submit revised Applications to the same member of the Syndicate, SCSB or Non-Syndicate Registered Broker, or RTAs or DPs as applicable, through whom the original Application was placed and obtain a revised TRS;
- Ensure that the Application Forms are delivered by the applicants within the time prescribed as per the Application Form and the prospectus;
- Ensure that you have requested for and receive a TRS;
- Ensure that you request for and receive a stamped acknowledgement of the Application Form for all your application options;
- All Investors submit their applications through the ASBA process only except as mentioned in SEBI Circular No. SEBI/HO/CFD/DCR2/CIR/P/2019/133 dated November 08, 2019;
- Ensure that you receive an acknowledgement from the concerned Designated Intermediary, for the submission of your Bid cum Application Form; and
- The Application Form is liable to be rejected if the above instructions, as applicable, are not complied with.

# Don'ts:

- Do not apply for lower than the minimum Application size;
- Do not apply for 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 SCSBs, Registered Brokers of Stock Exchange, RTA and DPs registered with SEBI;
- 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 Designated Intermediary only;
- Do not submit the Application Forms to any non-SCSB bank or our Company;
- Do not apply on an Application Form that does not have the stamp of the relevant Designated Intermediary;
- Do not submit the application without ensuring that funds equivalent to the entire application Amount are blocked in the relevant ASBA Account;
- Do not apply for an Application Amount exceeding Rs. 2,00,000 (for applications by Retail Individual Applicants);
- Do not fill up the Application Form such that the Equity Shares applied for exceeds the Issue Size and/or investment limit or maximum number of Equity Shares that can be held under the applicable laws or regulations or maximum amount permissible under the applicable regulations;
- Do not submit the GIR number instead of the PAN as the application is liable to be rejected on this ground;
- 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 color prescribed for another category of Applicant; and
- Do not make Applications if you are not competent to contract under the Indian Contract Act, 1872, as amended.
- Do not make more than one application from one bank account.
- Do not use third party bank account or third-party UPI ID linked Bank Account for making the Application;

# **OTHER INSTRUCTIONS FOR THE APPLICANTS**

# **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 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.

# **Multiple Applications**

An Applicant should submit only one Application Form. Submission of a second Application Form to either the same or to the Designated Intermediaries and duplicate copies of Application Forms bearing the same application number shall be treated as multiple applications and are liable to be rejected.



#### **IMPERSONATION:**

Attention of the application is specifically drawn to the provisions of the 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.
- d) The liability prescribed under Section 447 of the Companies Act, 2013 includes imprisonment for a term which shall not be less than six months extending upto 10 years (provided that where the fraud involves public interest, such term shall not be less than three years) and fine of an amount not less than the amount involved in the fraud, extending upto three times of such amount."

#### **INVESTOR GRIEVANCE**

In case of any pre-Issue or post-Issue related problems regarding demat credit/refund orders/unblocking etc., the Investors can contact the Compliance Officer of our Company.

#### 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.

### **GROUNDS FOR TECHNICAL REJECTIONS**

Applicants are advised to note that the Applications are liable to be rejected, inter-alia, on the following technical grounds:

- Amount paid does not tally with the amount payable for the Equity shares applied for;
- In case of partnership firms, Application for Equity Shares made in the name of the individual partners and no firm as such shall be entitled to apply.
- > Application by persons not competent to contract under the Indian Contract Act, 1872, including minors, insane person.
- > PAN not mentioned in the Application Form.
- GIR number furnished instead of PAN.
- > Applications for lower number of Equity Shares than the minimum specified for that category of investors;
- > Applications made using a third-party bank account or using third party UPI ID linked bank account;
- > Applications at a price other than the Fixed Price of the Issue;
- > Applications for number of Equity Shares which are not in multiples of 10,000;
- Category not ticked;
- Multiple Applications as defined in this prospectus as such, based on common PAN;
- In case of Applications under power of attorney or by limited companies, corporate, trust etc., relevant documents are not being submitted;
- Signature of sole Applicant is missing;
- Application Forms are not delivered by the Applicants within the time prescribed as per the Application Form, Issue Opening Date advertisement and prospectus as per the instructions in this prospectus and Application Forms;
- > In case no corresponding record is available with the Depositories that matches the DP ID, the Client ID and the PAN;
- > Applications for amounts greater than the maximum permissible amounts prescribed by the regulations;
- Applications by OCBs;
- Applications by US person other than in reliance on Regulation S or "qualified institutional buyers" as defined in Rule 144Aunder the Securities Act;
- > Application not duly signed by the sole applicant;
- > Application by any person outside India if not in compliance with applicable foreign and Indian Laws;
- > Application 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;
- Application by person not eligible to acquire equity shares of the company in terms of all applicable laws, rules, regulations, guidelines, and approvals. Application or revision 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 BSE Limited.
- Inadequate funds in the bank account to block the Application Amount specified in the Application Form/Application Form at the time of blocking such Application Amount in the bank account;
- Where no confirmation is received from SCSB for blocking of funds;



- Applications by Applicants, other Retail Individual Applicants, not submitted through ASBA process and Applications by Retail Individual Applicants not submitted through ASBA process or the UPI process;
- Failure of Retail Individual Applicants to validate the request of blocking of Application amount sent by the Sponsor Bank;
- > Applications not uploaded on the terminals of the Stock Exchanges;
- Applications by SCSBs wherein a separate account in its own name held with any other SCSB is not mentioned as the ASBA Account in the Application Form;
- > Details of ASBA Account not provided in the Application form;
- In case of Retail Individual Applicants applying through the UPI mechanism, details of UPI ID, not provided in the Application form; etc.

For details of instruction in relation to the Application Form, Applicants may refer to the relevant section of GID and UPI Circular.

APPLICANT 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 EXCHANGE BY THE BROKERS DO NOT MATCH WITH PAN, THE DP ID AND CLIENT ID AVAILABLE IN THE DEPOSITORY DATABASE, THE APPLICATION FORM IS LIABLE TO BE REJECTED.

#### Names of entities responsible for finalizing the basis of allotment in a fair and proper manner

The authorised employees of the Stock Exchange, along with the LM and the Registrar, shall ensure that the Basis of Allotment is finalized in a fair and proper manner in accordance with the procedure specified in SEBI ICDR Regulations.

#### **Completion of Formalities for Listing & Commencement of Trading**

Our Company shall 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 6 (six) Working Days of the Issue Closing Date. The Registrar to the Issue may dispatch the Allotment Advice within 6 (six) Working Days of the Issue Closing Date.

#### SIGNING OF UNDERWRITING AGREEMENT AND FILING OF PROSPECTUS WITH ROC

- a) The issue is 100% underwritten. Our company has entered into an Underwriting Agreement dated January 15, 2020 with Lead Manager. For Further information, please refer section "General Information" beginning from page no 35 of this prospectus.
- b) A copy of prospectus will be filled with the RoC in terms of Section 26 & 32 of Companies Act, 2013.

# **UNDERTAKINGS BY OUR COMPANY**

We undertake as follows:

- 1) That the complaints received in respect of the Issue shall be attended to by us expeditiously and satisfactorily;
- 2) That all steps will be taken for the completion of the necessary formalities for listing and commencement of trading at the Stock Exchange where the Equity Shares are proposed to be listed within 6 (six) Working days of Issue Closing Date.
- 3) That the funds required for making refunds/unblocking to unsuccessful applicants as per the mode(s) disclosed shall be made available to the registrar to the issue by the issuer.
- 4) That where refunds are made through electronic transfer of funds, a suitable communication shall be sent to the applicant within the specified period of closure of the issue giving details of the bank where refunds shall be credited along with amount and expected date of electronic credit of refund.
- 5) That the promoters' contribution in full, wherever required, shall be brought in advance before the Issue opens for public subscription and the balance, if any, shall be brought on a pro rata basis before the calls are made on public in accordance with applicable provisions in these regulations.
- 6) That no further issue of securities shall be made till the securities offered through the prospectus are listed or till the application monies are refunded on account of non-listing, under subscription, etc., other than as disclosed in accordance with Regulation 19.
- 7) That adequate arrangements shall be made to collect all Applications Supported by Blocked Amount and to consider them similar to non-ASBA applications while finalizing the basis of allotment.
- 8) That if the Company do not proceed with the Issue, the reason thereof shall be given as a public notice to be issued by our Company within two days of the Issue Closing Date. The public notice shall be issued in the same newspapers where the pre- Issue advertisements were published. The stock exchange on which the Equity Shares are proposed to be listed shall also be informed promptly;
- 9) That if the Company withdraws the Issue after the Issue Closing Date, our Company shall be required to file a fresh offer document with the RoC/ SEBI, in the event our Company subsequently decides to proceed with the Issuer;



#### UTILIZATION OF ISSUE PROCEEDS

The Board of Directors of our Company certifies that:

- 1) All monies received out of the Issue shall be credited/ transferred to a separate bank account other than the bank account referred to in sub section (3) of Section 40 of the Companies Act2013;
- 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 unutilized, under an appropriate head in our 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 the appropriate separate head in the balance sheet of our company indicating the form in which such unutilized monies have been invested.
- 4) The utilisation of monies received under the Promoters' contribution shall be disclosed, and continue to be disclosed till the time any part of the Issue Proceeds remains unutilised, under an appropriate head in the balance sheet of our Company indicating the purpose for which such monies have been utilised;
- 5) The details of all unutilised monies out of the funds received under the Promoters' contribution shall be disclosed under a separate head in the balance sheet of our Company indicating the form in which such unutilised monies have been invested.

#### EQUITY SHARES IN DEMATERIALIZED FORM WITH NSDL OR CDSL

To enable all shareholders of our Company to have their shareholding in electronic form, the Company had signed the following tripartite agreements with the Depositories and the Registrar and Share Transfer Agent:

- a) Agreement dated November 29, 2019 between NSDL, the Company and the Registrar to the Issue;
- b) Agreement dated November 29, 2019 between CDSL, the Company and the Registrar to the Issue;

The Company's equity shares bear an ISIN No. INEOBIW01023.



### 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, 2018. 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 Applicants should rely on their own examination of the Issuer and the Issue, and should carefully read the 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 the 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, 2018 ("SEBI ICDR Regulations, 2018") as amended.

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 <u>www.sebi.gov.in</u>.

For the definitions of capitalized terms and abbreviations used herein Applicants may refer to the section "Glossary and Abbreviations".

# <u>SECTION 2: BRIEF INTRODUCTION TO IPOS ON STARTUP PLATFORM OF BSE LIMITED ("BSE STARTUPS")</u>

# 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 under chapter IX of SEBI (ICDR) regulation 2018, an Issuer is inter-alia required to comply with the eligibility requirements of in terms of Regulation 228, 229 and 230 of the SEBI (ICDR) Regulations, 2018. For details of compliance with the eligibility requirements by the Issuer Applicants may refer to the prospectus.

The present Issue being made under Regulation 229 (2) of Chapter IX of SEBI (ICDR) Regulation 2018.

# 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, 2018, 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 an IPO in Startup Platform of BSE Limited ("BSE STARTUPS") under Chapter IX of SEBI (ICDR) Regulation 2018:

- a) In accordance with Regulation 260 of SEBI (ICDR) Regulation 2018, 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 268 of SEBI (ICDR) Regulation 2018, total number of proposed allottees in the Issue shall be greater than or equal to fifty, otherwise the entire application money will be blocked 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 terms of Regulation 246 (1) of the SEBI (ICDR) Regulations, 2018, a copy of the prospectus will be filed with the SEBI through the Lead Manager immediately upon filing of the offer document with the Registrar of Companies.

However, as per Regulation 246 (2) of the SEBI (ICDR) Regulations, 2018, The Board shall not issue any observation on the offer document.

Further, in terms of Regulation 246 (3) of the SEBI (ICDR) Regulations, 2018 the lead manager will also submit a due diligence certificate as per format prescribed by SEBI along with the prospectus to SEBI.

Further, in terms of Regulation 246 (4) of the SEBI (ICDR) Regulations, 2018 the prospectus will be displayed from the date of filling in terms of sub-regulation (1) on the website of the Board, The Lead Manager and the Startup Platform of BSE Limited ("BSE STARTUPS").

Moreover, in terms of Regulation 246 (5) of the SEBI (ICDR) Regulations, 2018, a copy of this draft prospectus and prospectus shall also be furnished to the Board in a soft copy.

- d) In accordance with Regulation 261 of the SEBI (ICDR) Regulation 2018, 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 be incorporated under the companies Act 1956/2013 in India.
- f) The "Start-up companies" seeking Listing on BSE StartUp Platform should be in the sector of IT, ITES, Biotechnology and Life Science, 3D Printing, Space technology, E-Commerce, Hi- Tech Defense, Drones, Nano Technologies, Artificial Intelligence, Big data, Enhance/Virtual Reality, E-gaming, Exoskeleton, Robotics, Holographic Technology, Genetic Engineering, Variable Computers Inside body computer technology and other Hi-tech based companies.
- g) The company should be registered as start-up with MSME/DIPP. In case the company is not registered as Start-up with MSME/DIPP then the company's paid-up capital should be minimum Rs. 1 crore.
- h) The post issue paid up capital of the company (face value) shall not be more than ₹2500.00 Lakh.
- i) There should be preferably investment by QIB investors (as defined under SEBI ICDR Regulations, 2009) / Angel Investors/Accredited Investors for a minimum period of 2 years at the time of filing of prospectus with BSE.
- j) The Company should have positive net-worth.
- k) The company should be in existence for a minimum period of 2 years on the date of filing the prospectus with BSE.
- l) The Company should have a website
- m) It is mandatory for the company to facilitate trading in demat securities and enter into an agreement with both the depositories
- n) There should not be any change in the promoters of the company in preceding one year from date of filing the application to BSE for listing under STARTUP segment.
- o) The Company should not be referred to National Company Law Tribunal (NCLT) under Insolvency and Bankruptcy Code, 2016.
- p) There is no winding up petition against the company that has been accepted by the National Company Law Tribunal (NCLT).
- q) None of the Promoter / Directors of the company has been debarred by any regulatory agency(ies).

Issuer shall also comply with all the other requirements as laid down for such an Issue under Chapter IX of SEBI (ICDR) Regulations 2018 and subsequent circulars and guidelines issued by SEBI and the Stock Exchange.

Thus, the Company is eligible for the Issue in accordance with Regulation 229(2) and other provision of Chapter IX of SEBI (ICDR) Regulations, 2018 as the post –issue face value capital does exceed ₹10.00 crores but upto Twenty-Five crore rupees. Company also complies with the eligibility conditions laid by the Startup Platform of BSE Limited ("BSE STARTUPS") 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, 2018, 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 this prospectus (in case of a fixed price Issue) and determine the price at a later date before filing 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 Bid/Issue Opening Date, in case of an IPO and at least one Working Day before the Bid/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.

The present issue is 100% Fixed Price Issue.

#### 2.4 Offer Period

The Issue may 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.

#### 2.5 Migration to Main Board

SME Issuer may migrate to the Main Board of Stock Exchange from the Startup Platform of BSE Limited ("BSE STARTUPS") at a later date subject to the following:

a) If the Paid up Capital of the Company is likely to increase above ₹ 25 crores by virtue of any further issue of capital by way of rights, preferential issue, bonus issue etc. (which has been approved by a special resolution through postal ballot wherein the votes cast by the shareholders other than the Promoters in favor 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), The Company shall apply to SE for listing of its shares on its Main Board subject to the fulfillment of the eligibility criteria for listing of specified securities laid down by the Main Board.

#### OR

b) If the Paid up Capital of the company is more than ₹ 10 crores but below ₹ 25 crores, the Company may still apply for migration to the main board if the same has been approved by a special resolution through postal ballot wherein the votes cast by the shareholders other than the Promoters in favor of the proposal amount to at least two times the number of votes cast by Shareholders other than promoter shareholders against the proposal.

#### **2.6 FLOWCHART OF TIMELINES**

A flow chart of process flow in Fixed Price Issues is as follows:

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# 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 Bidders/Applicants, such as NRIs, FII's, 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:

- Indian nationals resident in India who are competent to contract under the Indian Contract Act, 1872, in single or joint names (not more than three) or in the names of minors as natural/legal guardian;
- Hindu Undivided Families or HUFs, in the individual name of the Karta. The Bidder/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 may be considered at par with those from individuals;
- Companies, corporate bodies and societies registered under applicable law in India and authorized to invest in equity shares under their respective constitutional and charter documents;
- Mutual Funds registered with SEBI;
- Eligible NRIs on a repatriation basis or on a non-repatriation basis subject to applicable law; NRIs other than Eligible NRIs are not eligible to participate in this Issue.
- Indian Financial Institutions, scheduled commercial banks regional rural banks, co-operative banks (subject to RBI regulations and the SEBI ICDR Regulations, 2018 and other laws, as applicable);
- FPIs other than Category III foreign portfolio investors, VCFs and FVC are registered with SEBI.
- Limited liability partnerships registered in India and authorized to invest in equity shares.
- State Industrial Development Corporations.
- Trusts/societies registered under the Societies Registration Act, 1860, as amended or under any other law relating to trusts/ societies and who are authorized under their respective constitutions to hold and invest in equity shares;
- Scientific and or Industrial Research Organizations authorized to invest in equity shares.
- Insurance Companies registered with IRDA;
- Provident Funds and Pension Funds with minimum corpus of ₹ 2500 Lakhs and who are authorized under their constitution to hold and invest in equity shares;
- Multilateral and Bilateral Development Financial Institutions;
- 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;
- Insurance funds set up and managed by army, navy, air force of the Union of India or by Department of Posts, India;
- Any other person eligible to apply to this Issue, under the laws, rules, regulations, guidelines, and policies applicable to them and under Indian Laws.



Application should not be made by:

- Minors (Expect under guardianship)
- Partnership firms or their nominees
- Foreign Nations (Except NRIs)
- Overseas Corporate Bodies

As per the existing regulations, OCBs are not allowed to participate in an Issue.

# SECTION 4: APPLYING IN THE ISSUE

**Fixed Price Issue:** Applicants should only use the specified cum Application Form either bearing the stamp of Designated Intermediaries as available or downloaded from the websites of the Stock Exchanges. Application Forms are available with the registered office of the Issuer, and office of the RTA and at the office of the 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 color of the Application Form for various categories of Applicants is as follows:

Category	Colour
Resident Indians and Eligible NRIs applying on a non-repatriation basis (ASBA)	White
Non-Residents and Eligible NRIs applying on a repatriation basis (ASBA)	Blue

Please note that in terms of regulation 256 of the SEBI (ICDR), 2018 read with SEBI Circular CIR/CFD/POLICYCELL/11/2015 dated November 10, 2015, all the investors applying in this issue shall use only Application Supported by Blocked Amount (ASBA) facility for making payment i.e. just writing their bank account numbers and authorizing the banks to make payment in case of allotment by signing the application forms. As an alternate payment Interface (UPI) mechanism, Unified Payments has been introduced(vide SEBI Circular Ref: SEBI/HO/CFD/DIL2/CIR/P/2018/138 dated November 1, 2018) as a payment mechanism in a phased manner with ASBA for applications in public issues by retail individual investors through intermediaries (Syndicate members, Registered Stock Brokers, Registrar and Transfer agent and Depository Participants.

Investors are advised to carefully refer SEBI circular SEBI/HO/CFD/DIL2/CIR/P/2018/138 dated November 1, 2018 and SEBI/HO/CFD/DCR2/CIR/P/2019/133 dated November 08, 2019 for the procedure to be followed for applying through UPI. Retail Individual Investors have to apply through UPI mechanism. Retail Individual Investors whose bank is not live on UPI as on the date of this Circular, may use the other alternate channels available to them viz. submission of application form with SCSB or using the facility of linked online trading, demat and bank account (Channel I or II at Para 5.1 of Circular dated November 01, 2018)

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 APPLICATION FORM/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 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:



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# 4.1.1 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 email 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 (including refund orders and letters notifying the unblocking of the bank accounts of ASBA Applicants) 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 favor 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 indifferent 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 109A of the Companies Act. 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, <u>otherwise, the Application Form is liable to be rejected.</u>
- (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 prospectus. However, a prospectus filed with ROC contains one price.
- (b) Minimum and Maximum Application Size

#### i. For Retail Individual Applicants

The Application must be for a minimum of 10,000 Equity Shares. As the Application Price payable by the Retail Individual Applicants cannot exceed ₹ 2,00,000, they can make Application for maximum 2 lot i.e. for 20,000 Equity Shares.

#### ii. For Other Applicants (Non-Institutional Applicants and QIBs):

The Application must be for a minimum of such number of Equity Shares that the Application Amount exceeds ₹ 2,00,000 and in multiples of 10,000 Equity Shares thereafter. An Application cannot be submitted for more than the Issue Size. However, the maximum Application by a QIB investor should not exceed the investment limits prescribed for them by applicable laws. Under existing SEBI Regulations, a QIB Applicant cannot withdraw its application after the Issue Closing Date and is required to pay 100% QIB Margin upon submission of Application. In case of revision in Applications, the Non-Institutional Applicants, who are individuals, have to ensure that the Application Amount is greater than ₹ 2,00,000 for being considered for allocation in the Non-Institutional Portion. Applicants are advised to ensure that any single Application from them does not exceed the investment limits or maximum number of Equity Shares that can be held by them under applicable law or regulation or as specified in 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 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, 2018 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, 2018. For details of any reservations made in the Issue, applicants may refer to the prospectus.
- iii. The SEBI ICDR Regulations, 2018 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 NUMBER 7: PAYMENT DETAILS

- a) All Applicants are required to use ASBA facility to block the full Amount (net of any Discount, as applicable) along-with the Application Form. If the Discount is applicable in the Issue, the RIIs should indicate the full Amount in the Application Form and the funds shall be blocked for Amount net of Discount. Only in cases where the prospectus indicates that part payment may be made, such an option can be exercised by the Applicant.
- b) All categories of investors can participate in the Issue only through ASBA mechanism.
- c) Application Amount cannot be paid in cash, through money order or through postal order or through stock invest.

#### 4.1.7.1 Payment instructions for Applicants

- (a) Applicants may submit the Application Form either in physical mode or online mode to any Designated Intermediaries.
- (b) Applicants should specify the Bank Account number in the Application Form. The Application Form submitted by an Applicant and which is accompanied by cash, demand, money order, postal order or any mode of payment other than blocked amounts in the ASBA Account maintained with an SCSB, may not be accepted.
- (c) Applicant 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) Applicant shall note that for the purpose of blocking funds under ASBA facility clearly demarcated funds shall be available in the account.
- (e) From one ASBA Account, a maximum of five Application Forms can be submitted.
- (f) Applicants applying through a member of the Syndicate should ensure that the Application Form is submitted to a member of the Syndicate only at the Specified Locations. Applicants should also note that Application Forms submitted to the Syndicate at the Specified Locations may not be accepted by the member of the Syndicate if the SCSB where the ASBA Account, as specified in the Application Form, is maintained has not named at least one branch at that location for the members of the Syndicate to deposit Application Forms (a list of such branches is available on the website of SEBI at

https://www.sebi.gov.in/sebiweb/other/OtherAction.do?doRecognisedFpi=yes&intmId=35 and https://www.sebi.gov.in/sebiweb/other/OtherAction.do?doRecognisedFpi=yes&intmId=34.



- (g) Applicants applying through a Registered Broker, RTA or CDP should note that Application Forms submitted to them may not be accepted, if the SCSB where the ASBA Account, as specified in Application Form, is maintained has not named at least one branch at that location for the Registered Brokers, RTA or CDP, as the case may be, to deposit Application Forms.
- (h) ASBA Applicant 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.
- (i) Upon receipt of 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.
- (j) 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 may upload the details on the Stock Exchange Platform.
- (k) 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.
- (1) Upon submission of a completed Application Form each 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.
- (m) The Application Amount may remain blocked in the aforesaid ASBA Account until finalisation 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 or failure of the Issue, or until withdrawal or rejection of the Application, as the case may be.

SCSBs applying in the Issue must apply through an Account maintained with any other SCSB; else their Application is liable to be rejected.

#### 4.1.8 Unblocking of ASBA Account

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.

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.

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) RII, Employees and Retail Individual Shareholders are only eligible for discount. For Discounts offered in the Issue, Applicants may refer to the prospectus.
- (c) For the Applicants entitled to the applicable Discount in the Issue the Application Amount less Discount (if applicable) shall be blocked.

#### 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 ASBA Applicant., then the Signature of the ASBA Account holder(s) is also required.
- (c) In relation to the ASBA 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, refund orders, the Applicants should contact the Registrar to the Issue.
- ii. In case of ASBA 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 -

- i. Full name of the sole or First Applicant, Application Form number, Applicants' DP ID, Client ID, UPI ID, PAN, number of Equity Shares applied for, amount blocked on application.
- ii. Name and address of the Designated Intermediary, where the Application was submitted; or
- iii. 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 upwards) who has registered his or her interest in the Equity Shares at a particular number of shares is free to revise number of shares applied using revision forms available separately.
- (b) RII may revise their applications till closure of the issue period or withdraw their applications until finalization of allotment.
- (c) Revisions can be made in both the desired number of Equity Shares and the Bid Amount 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 same Designated Intermediary through which such Applicant had placed the original Application.

A sample Revision form is reproduced below:

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# 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:

**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 options in the Revision Form, the Applicant must also mention the details of the share 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 not exceed ₹2,00,000/- due to revision and the application may be considered, subject to the eligibility, for allocation under the Non-Institutional Category.

# 4.2.3 FIELD 6: PAYMENT DETAILS

- (a) Applicants are required to make payment of the full application along with the Revision Form.
- (b) Applicant may Issue instructions to block the revised amount in the ASBA Account, to the 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

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

## SECTION 5: ISSUE PROCEDURE IN FIXED PRICE ISSUE

#### a. 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 Designated Intermediary.

Applicants may submit an Application Form either in physical/ electronic form to Designated Intermediaries or the Designated Branches of the SCSBs authorizing 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.

### b. Grounds for technical rejections

Applicants are advised to note that the Applications are liable to be rejected, inter-alia, on the following technical grounds: -

• Amount paid does not tally with the amount payable for the Equity shares applied for;



- In case of partnership firms, Application for Equity Shares made in the name of the individual partners and no firm as such shall be entitled to apply.
- Application by persons not competent to contract under the Indian Contract Act, 1872, including minors, insane person.
- PAN not mentioned in the Application Form.
- GIR number furnished instead of PAN.
- Applications for lower number of Equity Shares than the minimum 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 applicable lot size;
- Category not ticked;
- Multiple Applications as defined in this prospectus as such, based on common PAN;
- In case of Applications under power of attorney or by limited companies, corporate, trust etc., relevant documents are not being submitted;
- Signature of sole Applicant is missing;
- Application Forms are not delivered by the Applicants within the time prescribed as per the Application Form, Issue Opening Date advertisement and prospectus as per the instructions in the prospectus and Application Forms;
- In case no corresponding record is available with the Depositories that matches the DP ID, the Client ID and the PAN;
- Applications for amounts greater than the maximum permissible amounts prescribed by the regulations;
- Applications by OCBs;
- Applications by US person other than in reliance on Regulations or "qualified institutional buyers" as defined in Rule 144A under the Securities Act;
- Application not duly signed by the sole applicant;
- Application by any person outside India if not in compliance with applicable foreign and Indian Laws;
- Application 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;
- Application by person not eligible to acquire equity shares of the company in terms of all applicable laws, rules, regulations, guidelines, and approvals.
- Application or revision thereof by QIB Applicants, Non-Institutional Applicants where the Application Amount is in excess of ₹200000 received after 3.00 pm on the issue closing date unless the extended time is permitted by BSE.
- Inadequate funds in the bank account to block the Application Amount specified in the Application Form/Application Form at the time of blocking such Application Amount in the bank account;
- Where no confirmation is received from SCSB for blocking of funds;
- Applications by Applicants not submitted through ASBA process; except as mentioned in SEBI Circular No. SEBI/HO/CFD/DCR2/CIR/P/2019/133 dated November 08, 2019.
- Applications not uploaded on the terminals of the Stock Exchanges; and
- Applications by SCSBs wherein a separate account in its own name held with any other SCSB is not mentioned as the ASBA Account in the Application Form.
- 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 of GID.

# APPLICANT 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 EXCHANGE BY THE BROKERS 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 BSE Limited (the Designated Stock Exchange). In the event of oversubscription, the allotment will be made on a proportionate basis in marketable lots as set forth here:

a) 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).



- b) 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).
- c) For applications where the proportionate allotment works out to less than 10,000 Equity Shares the allotment will be made as follows:
- i. Each successful applicant shall be allotted 10,000 Equity Shares;
- ii. 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.
- d) If the proportionate allotment to an applicant works out to a number that is not a multiple of 10,000 Equity Shares, the applicant would be allotted Shares by rounding off to the lower nearest multiple of 10,000 Equity Shares subject to a minimum allotment of 10,000 Equity Shares.
- e) If the Shares allotted on a proportionate basis to any category is more than the Shares allotted to the applicants in that category, the balance available Shares for allocation shall be first adjusted against any category, where the allotted Shares are not sufficient for proportionate allotment to the successful applicants in that category, the balance Shares, if any, remaining after such adjustment will be added to the category comprising of applicants applying for the minimum number of Shares. If as a result of the process of rounding off to the lower nearest multiple of 10,000 Equity Shares, results in the actual allotment being higher than the shares offered, the final allotment may be higher at the sole discretion of the Board of Directors, upto 110% of the size of the offer specified under the Capital Structure mentioned in this prospectus.
- f) 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 32(4) of the SEBI (ICDR) Regulations 2018, as the Retail Individual Investor category is entitled to minimum fifty percent on proportionate basis, the retail individual investors shall be allocated that higher percentage.
- ii. Remaining to Individual applicants other than retail individual investors and Other investors including corporate bodies or institutions, irrespective of the number of specified securities applied for;
- iii. The unsubscribed portion in either of the categories specified in (a) or (b) above may be available for allocation to the applicants in the other category, if so required.

'Retail Individual Investor' means an investor who applies for shares of value of not more than ₹ 2,00,000. Investors may note that in case of over subscription allotment shall be on proportionate basis and will be finalized in consultation with Startup Platform of BSE Limited ("BSE STARTUPS").

The Executive Director / Managing Director of BSE - 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, 2018.

As per the RBI regulations, OCBs are not permitted to participate in the Issue. There is no reservation for Non Residents, NRIs, FPIs and foreign venture capital funds and all Non Residents, NRI, FPI and Foreign Venture Capital Funds applicants will be treated on the same basis with other categories for the purpose of allocation.

# 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 5 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 5 Working Days of the Issue Closing 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 6 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 6 Working Days of the Issue Closing Date.

# 8.2 GROUNDS FOR UNBLOCKING OF FUNDS

# 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 finalized.

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 initiate action to unblock the application amount from the Investors accounts.

If such money is not repaid within the 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 Companies Act, and 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 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 our company does not receive the 100% subscription of the offer through the Offer Document including devolvement of underwriters, if any, our company shall forthwith unblock the entire application amount received. If there is a delay beyond eighty 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 SEBI Regulations, the Companies Act, 2013.

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 amounts in the ASBA Account shall be unblocked within 6 working days of closure of the issue.

Further in accordance with Regulation 267 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 ₹100000/- (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 offered or sold, and applications may not be made by persons in any such jurisdiction, except in compliance without the applicable laws of such jurisdiction.

# 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 unblocked forthwith.

# 8.3 MODE OF UNBLOCKING OF FUNDS

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 for Applicants

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

The Issuer may pay interest at the rate of 15% per annum if demat credits are not made to Applicants or instructions for unblocking of funds in the ASBA Account are not dispatched within the 6 Working days of the Issue Closing Date.

The Issuer may pay interest at 15% per annum for any delay beyond 6 working days from the Issue Closing Date, if Allotment is not made.



#### **RESTRICTIONS ON FOREIGN OWNERSHIP OF INDIAN SECURITIES**

Foreign investment in Indian securities is regulated through the FEMA and various regulations made thereunder. The Department of Industrial Policy and Promotion, Ministry of Commerce and Industry, Government of India ("DIPP") makes policy announcements on FDI through press notes and press releases which are notified by the RBI as amendments to the FEMA. The DIPP also issues the Consolidated Foreign Direct Investment Policy from time to time. The regulatory framework pertaining to foreign investment, over a period of time, thus, consists of acts, regulations, master circulars, press notes, press releases, and clarifications among other amendments.

The current consolidated FDI policy circular of 2017, dated August 28, 2017 issued by the DIPP ("FDI Policy") consolidates the policy framework which was in force as on August 28, 2017. All the press notes, press releases, clarifications on FDI issued by DIPP till August 27, 2017 stand rescinded as on August 28, 2017. In terms of the FDI Policy, Foreign investment is permitted (except in the prohibited sectors) in Indian companies either through the automatic route or the Government route, depending upon the sector in which foreign investment is sought to be made. In terms of the FDI Policy, the work of granting government approval for foreign investment under the FDI Policy and FEMA Regulations has now been entrusted to the concerned Administrative Ministries/Departments. FDI for the items or activities that cannot be brought in under the automatic route may be brought in through the approval route.

RBI has also issued Master Direction- Foreign Investment in India dated January 4, 2018. In terms of the Master Direction, an Indian company may issue fresh shares to persons resident outside India (who are 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 Directions.

The RBI, in exercise of its power under the FEMA, has also notified the Foreign Exchange Management (Transfer or Issue of Security by a Person Resident outside India) Regulations, 2017 to prohibit, restrict or regulate, transfer by or issue security to a person resident outside India.

As per the existing policy of the Government of India, OCBs cannot participate in this Issue.

The Equity Shares have not been and will not be registered under the U.S. Securities Act of 1933, as amended (the "U.S. Securities Act"), or the securities laws of any state of the United States and may not be offered or sold within the United States, except pursuant to exemption from, or in a transaction not subject to, the registration requirements of the U.S. Securities Act and applicable state securities laws. Accordingly, the Equity Shares are being offered 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 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 Applications 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 Applications are not in violation of laws or regulations applicable to them and do not exceed the applicable limits under the laws and regulations.



# (THE COMPANIES ACT 2013)

## (COMPANY LIMITED BY SHARES)

## ARTICLES OF ASSOCIATION

## OF

## TRANWAY TECHNOLOGIES LIMITED

1. Subject to anything to the contrary hereinafter provided and unless the context requires otherwise, the Regulations contained in Table 'F' in the first Schedule to the Companies Act, 2013 (hereinafter referred to as Table 'F') shall apply to the company.

#### **INTERPRETATION**

- 2. (1) In these regulations
  - a) "The Act" means the Companies Act, 2013,
  - b) "The seal" means the common seal of the company.
  - c) "Director" means a director appointed to the Board of a company
  - d) "Memorandum" means the memorandum of association of a company as originally framed or as altered from time to time in pursuance of any previous company law or of this Act;
  - e) "Articles" means the articles of association of a company as originally framed or as altered from time to time or applied in pursuance of any previous company law or of this Act;
  - f) "Manager" means an individual who, subject to the superintendence, control and direction of the Board of Directors, has the management of the whole, or substantially the whole, of the affairs of a company, and includes a director or any other person occupying the position of a company , and includes a director or any other person occupying the position of a manager , by whatever name called, whatever name called, whether under a contract of service or not;
  - g) "Managing director" means a director who, by virtue of the articles of a company or an agreement with the company or a resolution passed in its general meeting, or by its Board of Director, is entrusted with substantial powers of management of the affairs of the company and includes a director occupying the position of managing director, by whatever name called.
  - h) "Promoter" means a person
    - a) Who has been named as such in a prospectus or is identified by the company in the annual return referred to in section 92; or
    - b) Who has control over the affairs of the company, directly or indirectly whether as a shareholder, director or otherwise; or
    - c) In accordance with whose advice, directions or instructions the Board of Directors of the company is accustomed to act:

Provided that nothing in sub-clause (c) shall apply to a person who is acting merely in a professional capacity;

(2) Unless the context otherwise requires, words or expressions contained in these regulations shall bear the same meaning as in the Act or any statutory modification thereof in force at the date at which these regulations become binding on the company.

## PUBLIC COMPANY

"public company" means a company which—

 (a) is not a private company;
 Provided that a company which is a subsidiary of a company, not being a private company, shall be deemed to be public company for the purposes of this Act even where such subsidiary company continues to be a private company in its articles;

# SHARE CAPITAL AND VARIATION OF RIGHTS

- 4. The Share Capital of the Company shall be that amount referred to in clause V of the Memorandum of Association
- 5. Subject to the provisions of the Act and these Articles, the shares in the capital of the company 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. Further provided that the option or right to call of shares shall not be given to any person except with the sanction of the Company in general meeting.

- 6. (i) Every person whose name is entered as a member in the register of members shall be entitled to receive within two months after incorporation, in case of subscribers to the memorandum or after allotment or within one month after the application for the registration of transfer or transmission or within such other period as the conditions of issue shall be provided,—
  - (a) One certificate for all his shares without payment of any charges; or
  - (b) Several certificates, each for one or more of his shares, upon payment of twenty rupees for each certificate after the first.
  - (ii) The Company agrees to issue certificate within fifteen days of the date of lodgement of transfer, sub-division, consolidation, renewal, exchange or endorsement of calls/allotment monies or to issue within fifteen days of such lodgement for transfer, Pucca Transfer Receipts in denominations corresponding to the market units of trading autographically signed by a responsible official of the Company and bearing an endorsement that the transfer has been duly approved by the Directors or that no such approval is necessary;
  - (iii) Every certificate shall be under the seal and shall specify the shares to which it relates and the amount paid-up thereon.

*(iv)* In respect of any 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 for a share to one of several joint holders shall be sufficient delivery to all such holders.

- 7. (i) If any share certificate be worn out, defaced, mutilated or torn or if there be no further space on the back 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 is lost or destroyed then upon proof thereof to the satisfaction of the company and on execution of such indemnity as the company deem adequate, a new certificate in lieu thereof shall be given. Every certificate under this Article shall be issued on payment of twenty rupees for each certificate. (ii) The provisions of Articles (2) and (3) shall *mutatis mutandis* apply to debentures of the company.
- 8. Except as required by law, no person shall be recognized by the company as holding any share upon any trust, and the company shall not be bound by, or be compelled in any way to recognize (even when having notice thereof) any equitable, contingent, future or partial interest in any share, or any interest in any fractional part of a share, or (except only as by these regulations or by law otherwise provided) any other rights in respect of any share except an absolute right to the entirety thereof in the registered holder.
- 9. (*i*) The company may exercise the powers of paying commissions conferred by sub-section (6) of section 40, provided that the rate per cent. or the amount of the commission paid or agreed to be paid shall be disclosed in the manner required by that section and rules made there under.

(*ii*) The rate or amount of the commission shall not exceed the rate or amount prescribed in rules made under subsection (6) of section 40.

(*iii*) The commission may be satisfied by the payment of cash or the allotment of fully or partly paid shares or partly in the one way and partly in the other.

10. (*i*) If at any time the share capital is divided into different classes of shares, the rights attached to any class (unless otherwise provided by the terms of issue of the shares of that class) may, subject to the provisions of section 48, and whether or not the company is being wound up, be varied with the consent in writing of the holders of three-fourths of the issued shares of that class, or with the sanction of a special resolution passed at a separate meeting of the holders of the shares of that class.

(*ii*) To every such separate meeting, the provisions of these regulations relating to general meetings shall *mutatis mutandis* apply, but so that the necessary quorum shall be at least two persons holding at least one-third of the issued shares of the class in question.

- 11. The rights conferred upon the holders of the shares of any class issued with preferred or other rights shall not, unless otherwise expressly provided by the terms of issue of the shares of that class, be deemed to be varied by the creation or issue of further shares ranking *pari passu* therewith.
- 12. Subject to the provisions of section 55, any preference shares may, with the sanction of an ordinary resolution, be issued on the terms that they are to be redeemed on such terms and in such manner as the company before the issue of the shares may, by special resolution, determine.

12A. (i) Where at any time Company having Share Capital proposes to increase its subscribed capital by the issue of further Shares, such shares shall be offered:

- (a) to persons who, at the date of the offer, are holders of equity shares of the company in proportion, as nearly as circumstances admit, to the paid-up share capital on those shares by sending a letter of offer subject to the conditions specified in the relevant provisions of Section 62 of the Act.
- (b) to employees under a scheme of employees' stock option, subject to special resolution passed by company and subject to such other conditions as may be prescribed under the relevant rules of Section 62.
- (c) to any persons, if it is authorized by a special resolution, whether or not those persons include the persons referred to in clause (a) or clause (b), either for cash or for a consideration other than cash, if the price of such shares is determined by the valuation report of a registered valuer subject to such conditions as may be prescribed under the relevant rules of Section 62.

(ii) The notice shall be dispatched through registered post or speed post or through electronic mode to all the existing shareholders at least three days before the opening of the issue.



(iii) Nothing in this Article shall apply to the increase of the subscribed capital of company caused by the exercise of an option as a term attached to the debentures issued or loan raised by the company to convert such debentures or loans into shares in the company:

Provided that the terms of issue of such debentures or loan containing such an option have been approved, before the issue of such debentures or the raising of loan, by a special resolution passed by the company in general meeting.

## **DEMATERIALISATION OF SHARES**

13. (i) Notwithstanding anything contained in these Articles, the Company shall be entitled to dematerialise its shares, debentures and other securities and to offer any shares, debentures or other securities proposed to be issued by it for subscription in a dematerialized form and on the same being done, the Company shall further be entitled to maintain a Register of Members/ Debenture holders/ other securitiy holders with the details of members/debenture holders/ other securities both in materialized and dematerialized form in any medium as permitted by the Act.

(ii) Every person subscribing to or holding securities of the Company shall have the option to receive security certificates or to hold the securities in electronic form with a Depository. If a person opts to hold his security with a Depository, the Company shall intimate such Depository the details of allotment of the security, and on receipt of the information, the Depository shall enter in its records the name of the allottee as the Beneficial Owner of the Security.

(iii) Save as herein otherwise provided, the Company shall be entitled to treat the person whose name appears as the beneficial owner of the shares, debentures and other securities in the records of the Depository as the absolute owner thereof as regards receipt of dividends or bonus on shares, interest/premium on debentures and other securities and repayment thereof or for service of notices and all or any other matters connected with the Company and accordingly the Company shall not (except as ordered by the Court of competent jurisdiction or as by law required and except as aforesaid) be bound to recognise any benami trust or equitable, contingent or other claim to or interest in such shares, debentures or other securities as the case may be, on the part of any other person whether or not it shall have express or implied notice thereof.

(iv) In the case of transfer of shares, debentures or other securities where the Company has not issued any certificates and where such shares, debentures or other securities are being held in an electronic and fungible form, the provisions of the Depositories Act, shall apply.

Provided that in respect of the shares and securities held by the depository on behalf of a beneficial owner, provisions of Section 9 of the Depositories Act shall apply so far as applicable.

(v) Every Depository shall furnish to the Company, information about the transfer of securities in the name of the Beneficial Owner at such intervals and in such manner as may be specified by the bye-laws of the Depository and the Company in that behalf.

(vi) Except as specifically provided in these Articles, the provisions relating to joint holders of shares, calls, lien on shares, forfeiture of shares and transfer and transmission of shares shall be applicable to shares held in electronic form so far as they apply to shares in physical form subject however to the provisions of the Depositories Act.

#### LIEN

14.(*i*) The company shall have a first and paramount lien—

(a) on every share (not being a fully paid share), for all monies (whether presently payable or not) called, or payable at a fixed time, in respect of that share; and

(b) on all shares (not being fully paid shares) standing registered in the name of a single person, for all monies presently payable by him or his estate to the company:

Provided that the Board of directors may at any time declare any share to be wholly or in part exempt from the provisions of this clause.

Every fully paid shares shall be free from all lien and that in the case of partly paid shares the Issuer's lien shall be restricted to moneys called or payable at fixed time in respect of such shares;

(*ii*) The company's lien, if any, on a share shall extend to all dividends payable and bonuses declared from time to time in respect of such shares.

- 15. The company may sell, in such manner as the Board thinks fit, any shares on which the company has a lien: Provided that no sale shall be made—
  - (a) unless a sum in respect of which the lien exists is presently payable; or
  - (b) until the expiration of fourteen days after a notice in writing stating and demanding payment of such part of the amount in respect of which the lien exists as is presently payable, has been given to the registered holder for the time being of the share or the person entitled thereto by reason of his death or insolvency.
- 16. (*i*) To give effect to any such sale, the Board may authorize some person to transfer the shares sold to the purchaser thereof.



(*ii*) The purchaser shall be registered as the holder of the shares comprised in any such transfer.(*iii*) The purchaser shall not be bound to see to the application of the purchase money, nor shall his title to the shares

be affected by any irregularity or invalidity in the proceedings in reference to the sale.

17. (*i*) The proceeds of the sale shall be received by the company and applied in payment of such part of the amount in respect of which the lien exists as is presently payable.
(*ii*) The residue, if any, shall, subject to a like 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.

# **CALLS ON SHARES**

18. (*i*) The Board may, from time to time, make calls upon the members in respect of any monies unpaid on their shares (whether on account of the nominal value of the shares or by way of premium) and not by the conditions of allotment thereof made payable at fixed times:

Provided that no call shall exceed one-fourth of the nominal value of the share or be payable at less than one month from the date fixed for the payment of the last preceding call.

(*ii*) Each member shall, subject to receiving at least fourteen days' notice specifying the time or times and place of payment, pay to the company, at the time or times and place so specified, the amount called on his shares.

- (iii) A call may be revoked or postponed at the discretion of the Board.
- 19. A call shall be deemed to have been made at the time when the resolution of the Board authorizing the call was passed and may be required to be paid by installments.
- 20. The joint holders of a share shall be jointly and severally liable to pay all calls in respect thereof.
- 21. (*i*) If a sum called in respect of a share is not paid before or on the day appointed for payment thereof, the person from whom the sum is due shall pay interest thereon from the day appointed for payment thereof to the time of actual payment at ten per cent. per annum or at such lower rate, if any, as the Board may determine.(*ii*) The Board shall be at liberty to waive payment of any such interest wholly or in part.
- 22. (i) Any sum which by the terms of issue of a share becomes payable on allotment or at any fixed date, whether on account of the nominal value of the share or by way of premium, shall, for the purposes of these regulations, be deemed to be a call duly made and payable on the date on which by the terms of issue such sum becomes payable.(ii) In case of non-payment of such sum, all the relevant provisions of these regulations as to payment of interest and expenses, forfeiture or otherwise shall apply as if such sum had become payable by virtue of a call duly made and
- notified. 23. The Board—

(a) may, if it thinks fit, receive from any member willing to advance the same, all or any part of the monies uncalled and unpaid upon any shares held by him; and

(b) upon all or any of the monies so advanced, may (until the same would, but for such advance, become presently payable) pay interest at such rate not exceeding, unless the company in general meeting shall otherwise direct, twelve per cent. Per annum, as may be agreed upon between the Board and the member paying the sum in advance.

# TRANSFER OF SHARES

24. (*i*) The instrument of transfer of any share in the company shall be executed by or on behalf of both the transferor and transferee.

(*ii*) The transferor shall be deemed to remain a holder of the share until the name of the transferee is entered in the register of members in respect thereof.

- 25. The Board may, subject to the right of appeal conferred by section 58 decline to register-
  - (a) The transfer of a share, not being a fully paid share, to a person of whom they do not approve; or
  - (b) Any transfer of shares on which the company has a lien.
  - (c) Provided however that the Company will not decline to register or acknowledge any transfer of shares 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.
  - (d) The common form of transfer shall be used by the Company.
- 26. The Board may decline to recognize any instrument of transfer unless-

(a) The instrument of transfer is in the form as prescribed in rules made under sub-section (1) of section 56;

(b) the instrument of transfer is accompanied by the certificate of the shares to which it relates, and such other evidence as the Board may reasonably require to show the right of the transferor to make the transfer; and

- (c) The instrument of transfer is in respect of only one class of shares.
- 27. On giving not less than seven days' previous notice in accordance with section 91 and rules made there under, the registration of transfers may be suspended at such times and for such periods as the Board may from time to time determine:

Provided that such registration shall not be suspended for more than thirty days at any one time or for more than forty-five days in the aggregate in any year.



#### TRANSMISSION OF SHARES

28. (*i*) 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 persons recognized by the company as having any title to his interest in the shares.

(*ii*) Nothing in clause (*i*) shall release the estate of a deceased joint holder from any liability in respect of any share which had been jointly held by him with other persons.

- 29. (*i*) Any person becoming entitled to a share in consequence of the death or insolvency of a member may, upon such evidence being produced as may from time to time properly be required by the Board and subject as hereinafter provided, elect, either—
  - (a) To be registered himself as holder of the share; or
  - (b) To make such transfer of the share as the deceased or insolvent member could have made.

(*ii*) The Board shall, in either case, have the same right to decline or suspend registration as it would have had, if the deceased or insolvent member had transferred the share before his death or insolvency.

30. (*i*) If the person so becoming entitled shall elect to be registered as holder of the share himself, he shall deliver or send to the company a notice in writing signed by him stating that he so elects.

(*ii*) If the person aforesaid shall elect to transfer the share, he shall testify his election by executing a transfer of the share.

(*iii*) All the limitations, restrictions and provisions of these regulations relating to the right to transfer and the registration of transfers of shares shall be applicable to any such notice or transfer as aforesaid as if the death or insolvency of the member had not occurred and the notice or transfer were a transfer signed by that member.

31. A person becoming entitled to a share by reason of the death or insolvency of the holder shall be entitled to the same dividends and other advantages to which he would be entitled if he were the registered holder of the share, except that he shall not, before being registered as a member in respect of the share, be entitled in respect of it to exercise any right conferred by membership in relation to meetings of the company:

Provided 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, and if the notice is not complied with within ninety days, the Board may thereafter withhold payment of all dividends, bonuses or other monies payable in respect of the share, until the requirements of the notice have been complied with.

# FORFEITURE OF SHARES

- 32. If a member fails to pay any call, or installment of a call, on the day appointed for payment thereof, the Board may, at any time thereafter during such time as any part of the call or installment remains unpaid, serve a notice on him requiring payment of so much of the call or installment as is unpaid, together with any interest which may have accrued.
- 33. The notice aforesaid shall—

  (a) Name a further day (not being earlier than the expiry of fourteen days from the date of service of the notice) on or before which the payment required by the notice is to be made; and
  (b) State that, in the event of non-payment on or before the day so named, the shares in respect of which the call was made shall be liable to be forfeited.
- 34. If the requirements of any such notice as aforesaid are not complied with, any share in respect of which the notice has been given may, at any time thereafter, before the payment required by the notice has been made, be forfeited by a resolution of the Board to that effect.
- 35. (*i*) A forfeited share may be sold or otherwise disposed of on such terms and in such manner as the Board thinks fit. (*ii*) At any time before a sale or disposal as aforesaid, the Board may cancel the forfeiture on such terms as it thinks fit.
- 36. (*i*) A person whose shares have been forfeited shall cease to be a member in respect of the forfeited shares, but shall, notwithstanding the forfeiture, remain liable to pay to the company all monies which, at the date of forfeiture, were presently payable by him to the company in respect of the shares.

(*ii*) The liability of such person shall cease if and when the company shall have received payment in full of all such monies in respect of the shares.

37. (*i*) A duly verified declaration in writing that the declarant is a director, the manager or the secretary, of the company, and that a share in the company has been duly forfeited on a date stated in the declaration, shall be conclusive evidence of the facts therein stated as against all persons claiming to be entitled to the share;

(*ii*) The company may receive the consideration, if any, given for the share on any sale or disposal thereof and may execute a transfer of the share in favour of the person to whom the share is sold or disposed of;

- (iii) The transferee shall thereupon be registered as the holder of the share; and
- (v) The transferee shall not be bound to see to the application of the purchase money, if any, nor shall his title to the share be affected by any irregularity or invalidity in the proceedings in reference to the forfeiture, sale or disposal of the share.
- 38. The provisions of these regulations as to forfeiture shall apply in the case of non-payment of any sum which, by the terms of issue of a share, becomes payable at a fixed time, whether on account of the nominal value of the share or by way of premium, as if the same had been payable by virtue of a call duly made and notified.



# ALTERATION OF CAPITAL

- 39. The company may, from time to time, by ordinary resolution increase the share capital by such sum, to be divided into shares of such amount, as may be specified in the resolution
- 40. Subject to the provisions of section 61, the company may, by ordinary resolution,-

(a) Consolidate and divide all or any of its share capital into shares of larger amount than its existing shares; (b) Convert all or any of its fully paid up shares into stock, and reconvert that stock into fully paid up shares of

(b) Convert all or any of its fully paid-up shares into stock, and reconvert that stock into fully paid-up shares of any denomination;

(c) Sub-divide its existing shares or any of them into shares of smaller amount than is fixed by the memorandum; (d) Cancel any shares which, at the date of the passing of the resolution, have not been taken or agreed to be taken by any person

41. Where shares are converted into stock,----

(a) the holders of stock may transfer the same or any part thereof in the same manner as, and subject to the same regulations 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) the holders of stock shall, according to the amount of stock held by them, have the same rights, privileges and advantages as regards dividends, voting at meetings of the company, and other matters, as if they held the shares from which the stock arose; but no such privilege or advantage (except participation in the dividends and profits of the company and in the assets on winding up) shall be conferred by an amount of stock which would not, if existing in shares, have conferred that privilege or advantage.

(c) such of the regulations of the company as are applicable to paid-up shares shall apply to stock and the words "share" and "shareholder" in those regulations shall include "stock" and "stock-holder" respectively.

- 42. The company may, by special resolution, reduce in any manner and with, and subject to, any incident authorised and consent required by law,—
  - (*a*) its share capital;
  - (b) any capital redemption reserve account; or
  - (c) any share premium account.

# CAPITALISATION OF PROFITS

- 43. (i) The company in general meeting may, upon the recommendation of the Board, resolve—
  - (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
  - (b) That such sum is accordingly set free for distribution in the manner specified in clause (*ii*) amongst the members who would have been entitled thereto, if distributed by way of dividend and in the same proportions.

(*ii*) The sum aforesaid shall not be paid in cash but shall be applied, subject to the provision contained in clause (*iii*), either in or towards—

- (a) paying up any amounts for the time being unpaid on any shares held by such members respectively;
- (b) paying up in full, unissued shares of the company to be allotted and distributed, credited as fully paidup, to and amongst such members in the proportions aforesaid;
- (c) Partly in the way specified in sub-clause (A) and partly in that specified in sub-clause (b);
- (d) A securities premium account and a capital redemption reserve account may, for the purposes of this regulation, be applied in the paying up of unissued shares to be issued to members of the company as fully paid bonus shares;
- (e) The Board shall give effect to the resolution passed by the company in pursuance of this regulation.
- 44. (i) Whenever such a resolution as aforesaid shall have been passed, the Board shall-
  - (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
  - (b) Generally do all acts and things required to give effect thereto.
  - (ii) The Board shall have power-
    - (a) To make such provisions, by the issue of fractional certificates or by payment in cash or otherwise as it thinks fit, for the case of shares becoming distributable infractions; and
    - (b) To authorize 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 profits resolved to be capitalized, of the amount or any part of the amounts remaining unpaid on their existing shares;
  - (*iii*) Any agreement made under such authority shall be effective and binding on such members.

(*iv*) Capital paid-up in advance of calls on any share may carry interest but shall not in respect thereof confer a right to dividend or to participate in profits.



### **BUY-BACK OF SHARES**

45. 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.

# **GENERAL MEETINGS**

- 46. All general meetings other than annual general meeting shall be called extra-ordinary general meeting.
  - (a) The Board may, whenever it thinks fit, call an extraordinary general meeting.
  - (b) If at any time directors capable of acting who are sufficient in number to form a quorum are not within India, any director or any two members of the company may call an extraordinary general meeting in the same manner, as nearly as possible, as that in which such a meeting may be called by the Board.

#### PROCEEDINGS AT GENERAL MEETINGS

47. (*i*) No business shall be transacted at any general meeting unless a quorum of members is present at the time when the meeting proceeds to business.

(ii) Save as otherwise provided herein, the quorum for the general meetings shall be as provided in section 103.

48. (i) The chairperson, if any, of the Board shall preside as Chairperson at every general meeting of the company.(ii) If there is no such Chairperson, or if he is not present within fifteen minutes after the time appointed for holding the meeting, or is unwilling to act as chairperson of the meeting, the directors present shall elect one of their members to be Chairperson of the meeting.

(iii) If at any meeting no director is willing to act as Chairperson or if no director is present within fifteen minutes after the time appointed for holding the meeting, the members present shall choose one of their members to be Chairperson of the meeting.

# ADJOURNMENT OF MEETING

49. (*i*) 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.

(*ii*) No business shall be transacted at any adjourned meeting other than the business left unfinished at the meeting from which the adjournment took place.

(*iii*) 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.

(*iv*) 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.

## **VOTING RIGHTS**

50. Subject to any rights or restrictions for the time being attached to any class or classes of shares,-

(a) On a show of hands, every member present in person shall have one vote; and

(b) On a poll, the voting rights of members shall be in proportion to his share in the paid-up equity share capital of the company.

- 51. A member may exercise his vote at a meeting by electronic means in accordance with section 108 and shall vote only once.
- 52. (*i*) 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.
- (*ii*) For this purpose, seniority shall be determined by the order in which the names stand in the register of members. 53. A member of unsound mind, or in respect of whom an order has been made by any court having jurisdiction in lunacy,
- 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.
- 54. Any business other than that upon which a poll has been demanded may be preceded with, pending the taking of the poll.
- 55. No member shall be entitled to vote at any general meeting unless all calls or other sums presently payable by him in respect of shares in the company have been paid.
- 56. (*i*) 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. (*ii*) Any such objection made in due time shall be referred to the Chairperson of the meeting, whose decision shall be final and conclusive.

# PROXY

57. The instrument appointing a proxy and the power-of-attorney or other authority, if any, under which it is signed or a notarized 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.

- 58. An instrument appointing a proxy shall be in the form as prescribed in the rules made under section 105.
- 59. A vote given in accordance with the terms of an instrument of proxy shall be valid, notwithstanding the previous death or insanity of the principal or the revocation of the proxy or of the authority under which the proxy was executed, or the transfer of the shares in respect of which the proxy is given: Provided that no intimation in writing of such death, insanity, revocation or transfer shall have been received by the company at its office before the commencement of the meeting or adjourned meeting at which the proxy is used.

# **BOARD OF DIRECTORS**

- 60. The name of First Directors of the Company is:-
  - 1. Bharat

# 2. Kalavathy Bylappa

61. (*i*) The remuneration of the directors shall, in so far as it consists of a monthly payment, be deemed to accrue from day-to-day.

(*ii*) In addition to the remuneration payable to them in pursuance of the Act, the directors may be paid all travelling, hotel and other expenses properly incurred by them—

(a) in attending and returning from meetings of the Board of Directors or any committee thereof or general meetings of the company; or

(b) in connection with the business of the company.

- 62. The Board may pay all expenses incurred in getting up and registering the company.
- 63. The company may exercise the powers conferred on it by section 88 with regard to the keeping of a foreign register; and the Board may (subject to the provisions of that section) make and vary such regulations as it may thinks fit respecting the keeping of any such register.
- 64. All cheques, promissory notes, drafts, *hundis*, bills of exchange and other negotiable instruments, and all receipts for monies paid to the company, shall be signed, drawn, accepted, endorsed, or otherwise executed, as the case may be, by such person and in such manner as the Board shall from time to time by resolution determine.
- 65. Every director present at any meeting of the Board or of a committee thereof shall sign his name in a book to be kept for that purpose.
- 66. (*i*) Subject to the provisions of section 149, the Board shall have power at any time, and from time to time, to appoint a person as an additional director, provided the number of the directors and additional directors together shall not at any time exceed the maximum strength fixed for the Board by the articles.

(*ii*) Such person shall hold office only up to the date of the next annual general meeting of the company but shall be eligible for appointment by the company as a director at that meeting subject to the provisions of the Act.

#### **PROCEEDINGS OF THE BOARD**

67. (*i*) The Board of Directors may meet for the conduct of business, adjourn and otherwise regulate its meetings, as it thinks fit.

(*ii*) A director may, and the manager or secretary on the requisition of a director shall, at any time, summon a meeting of the Board.

68. (*i*) Save as otherwise expressly provided in the Act, questions arising at any meeting of the Board shall be decided by a majority of votes.

(ii) In case of an equality of votes, the Chairperson of the Board, if any, shall have a second or casting vote.

- 69. 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.
- 70. (i) The Board may elect a Chairperson of its meetings and determine the period for which he is to hold office.(ii) 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 directors present may choose one of their numbers to be Chairperson of the meeting.
- 71. (*i*) The Board may, subject to the provisions of the Act, delegate any of its powers to committees consisting of such member or members of its body as it thinks fit.(*ii*) Any committee so formed shall, in the exercise of the powers so delegated, conform to any regulations that may
- be imposed on it by the Board.
  72. (*i*) A committee may elect a Chairperson of its meetings.
  (*ii*) 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.
- 73. (*i*) A committee may meet and adjourn as it thinks fit.(*ii*) 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.
- 74. (All acts done in any meeting of the Board or of a committee thereof or by any person acting as a director, shall, notwithstanding that it may be afterwards discovered that there was some defect in the appointment of any one or more



of such directors or of any person acting as aforesaid, or that they or any of them were disqualified, be as valid as if every such director or such person had been duly appointed and was qualified to be a director.

75. Save as otherwise expressly provided in the Act, a resolution in writing, signed by all the members of the Board or of a committee thereof, for the time being entitled to receive notice of a meeting of the Board or committee, shall be valid and effective as if it had been passed at a meeting of the Board or committee, duly convened and held.

# CHIEF EXECUTIVE OFFICER, MANAGER, COMPANY SECRETARY OR CHIEF FINANCIAL OFFICER

76. Subject to the provisions of the Act,—

(*i*) A chief executive officer, manager, company secretary or chief financial officer may be 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;

(ii) A director may be appointed as chief executive officer, manager, company secretary or chief financial officer.

77. A provision of the Act or these regulations requiring or authorizing 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.

#### THE SEAL

78. (i) The Board shall provide for the safe custody of the seal.

(*ii*) 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.

# **DIVIDENDS AND RESERVE**

- 79. The company in general meeting may declare dividends, but no dividend shall exceed the amount recommended by the Board.
- 80. 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.
- 81. (*i*) 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.

(*ii*) The Board may also carry forward any profits which it may consider necessary not to divide, without setting them aside as a reserve.

82. (*i*) 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.

(*ii*) 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.

(*iii*) 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 dividend as from a particular date such share shall rank for dividend accordingly.

- 83. The Board may deduct from any dividend payable to any member all sums of money, if any, presently payable by him to the company on account of calls or otherwise in relation to the shares of the company.
- 84. (*i*) 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.
- (*ii*) Every such cheque or warrant shall be made payable to the order of the person to whom it is sent.
- 85. Any one of two or more joint holders of a share may give effective receipts for any dividends, bonuses or other monies payable in respect of such share.
- 86. 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.
- 87. No dividend shall bear interest against the company.

Provided however that no amount outstanding as unclaimed dividends shall be forfeited unless the claim becomes barred by law



## ACCOUNTS

88. (*i*) The Board shall from time to time determine whether 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.

(*ii*) 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 authorized by the Board or by the company in general meeting.

# WINDING UP

89. Subject to the provisions of Chapter XX of the Act and rules made there under-

(*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.

(*ii*) For the purpose aforesaid, the liquidator may set such value as he deems fair upon any property to be divided a0.2s aforesaid and may determine how such division shall be carried out as between the members or different classes of members.

(*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.

#### INDEMNITY

90. Every officer of the company shall be indemnified out of the assets of the company against any liability incurred by him in defending any proceedings, whether civil or criminal, in which judgment is given in his favor or in which he is acquitted or in which relief is granted to him by the court or the Tribunal.

We the several persons, whose names and addresses are subscribed below and desirous of being formed into a Company in pursuance of this Memorandum of Association and we respectively agree to take the number of shares in the capital of the Company set opposite to our respective name.

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## **SECTION XII: 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 the 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 have been attached to the copy of the prospectus delivered to the RoC for filing, and also the documents for inspection referred to hereunder, may be inspected at our Corporate Office at No. 1914, 5th Cross, 18th 'A' Main, J P Nagar, 2nd Phase, Bangalore, Karnataka – 560078, India , from 10.00 am to 5.00 pm on all Working Days from the date of prospectus until the Issue Closing Date.

### A. Material Contracts to the Issue

- 1. Issue Agreement dated January 07, 2020 entered into among our Company and the Lead Manager.
- 2. Agreement dated January 07, 2020 entered into among our Company and the Registrar to the Issue.
- 3. Tripartite Agreement dated November 29, 2019 entered into among our Company, NSDL and the Registrar to the Issue.
- 4. Tripartite Agreement dated November 29, 2019 entered into among our Company, CDSL and the Registrar to the Issue.
- 5. Banker to the Issue Agreement January 10, 2020 among our Company, the Lead Manager, Banker to the Issue and the Registrar to the Issue.
- 6. Market Making Agreement dated January 15, 2020 between our Company, the Lead Manager and the Market Maker.
- 7. Underwriting Agreement dated January 15, 2020 between our Company and the Lead Manager.

## **B.** Material Documents

- 1. Certified copies of the Memorandum of Association and Articles of Association of our Company.
- 2. Certificate of Incorporation of our Company dated March 25, 2015 issued by Registrar of Companies, Bangalore.
- 3. Fresh certificate of Incorporation of our Company pursuant to conversion into Public Limited Company dated January 03, 2020 issued by Registrar of Companies, Bangalore.
- Resolution of the Board of Directors of our Company and Equity Shareholders of our Company dated January 03, 2020 and January 04, 2020 respectively, authorizing the Issue and other related matters.
- 5. Copies of Audited Financial Statements of our Company for the financial years ended March 31, 2019, 2018 and 2017 and six month ended September 30, 2019.
- 6. Peer Review Auditors Report dated January 06, 2020 on Restated Financial Statements of our Company for the financial years ended March 31, 2019, 2018 and 2017 and six month ended September 30, 2019.
- 7. Copy of Statement of tax benefits dated January 06, 2020 from the Peer Review Auditor included in this prospectus.
- Consents of Directors, Company Secretary & Compliance Officer, Chief Financial Officer, Statutory Auditors, Peer Review Auditor, Legal Advisor to the Issue, Bankers to our Company, Banker to the Issue, Sponsor Bank, Lead Manager, Registrar to the Issue, Underwriter and Market Maker to include their names in the prospectus to act in their respective capacities.
- 9. In-principle listing approval dated January 20, 2020 from the BSE Limited for listing the Equity Shares on the Startup Platform of BSE Limited ("BSE STARTUPS").

Any of the contracts or documents mentioned in this prospectus may be amended or modified at any time if so required in the interest of our Company or if required by the other parties, without reference to the Shareholders subject to compliance with the provisions contained in the Companies Act and other relevant statutes.



### DECLARATION

We 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 or guidelines issued by SEBI, as the case may be, have been complied with and no statement made in this prospectus is contrary to the provisions of the Companies Act, the Securities Contracts (Regulation) Act, 1956, as amended, the Securities and Exchange Board of India Act, 1992, as amended or the rules, regulations or guidelines issued thereunder, as the case may be. We further certify that all the statements in this prospectus are true and correct.

## SIGNED BY THE BOARD OF DIRECTORS OF OUR COMPANY:

Name and Designation	Signature
Mr. Bharat DIN: 03542954 Designation: Managing Director	Bhanas
Mrs. Kalavathy Bylappa DIN: 03550060 Designation: Executive Director	Kalavatturg?
Mr. Gangisetty Srinivasulu Prashanth DIN: 06880088 Designation: Independent Director	Prol
Mr. A Dhakshinamoorthy DIN: 08638822 Designation: Independent Director	A. Dlesser.
Mr. Arul Kumar DIN: 08638858 Designation: Independent Director	À

# SIGNED BY THE CHIEF FINANCIAL OFFICER

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Ms. Preeti Sandeep Byse

SIGNED BY THE COMPANY SECRETARY & COMPLIANCE OFFICER

Ms. Anitha R

For TRANWAY TECHNOLOGIES LIMITED

harrad Managing Director

Date: January 21, 2020

Place: Bangalore, Karnataka