



### LANCER CONTAINER LINES LIMITED

Our Company was originally incorporated as 'Lancer Container Lines Private Limited' at Navi Mumbai, Maharashtra as a private limited Company under the provisions of the Companies Act, 1956 vide Certificate of Incorporation dated March 7, 2011 bearing Corporate Identification Number 'U74990MH2011PTC214448' issued by Registrar of Companies, Maharashtra at Mumbai. Subsequently, our Company was converted into public limited Company vide fresh Certificate of Incorporation dated July 16, 2015 and name of our Company was changed to 'Lancer Container Lines Limited'. The Corporate Identification Number (CIN) of our Company is 'U74990MH2011PLC214448'. For details of Incorporation, Change of Name and Registered Office of our Company, please refer to chapter titled 'General Information' and 'Our History and Certain Other Corporate Matters' beginning on page 60 and 149 respectively of this Prospectus.

**Registered Office:** 26/27, Arenja Tower CHS Ltd, Plot No: 49/50/51, Sector -11, CBD Belapur, Navi Mumbai- 400614, Maharashtra, India  
**Tel. No.:** +91 22 27566940/41/42; **Fax No.:** +91 22 27566939  
**Contact Person:** Nirali Mehta, Company Secretary and Compliance Officer  
**Email:** secretarial@lancermarine.in; **Website:** www.lancermarine.in

**PROMOTER OF OUR COMPANY: ABDUL KHALIK CHATAIWALA**

THE ISSUE
<p><b>PUBLIC ISSUE OF 15,40,000 EQUITY SHARES OF FACE VALUE OF RS. 10 EACH ("EQUITY SHARES") OF LANCER CONTAINER LINES LIMITED (THE "COMPANY" OR THE "ISSUER") FOR CASH AT A PRICE OF RS. 12 PER EQUITY SHARE, INCLUDING A SHARE PREMIUM OF RS. 2 PER EQUITY SHARE (THE "ISSUE PRICE"), AGGREGATING RS. 184.80 LAKHS ("THE ISSUE"), OF WHICH 80,000 EQUITY SHARES OF FACE VALUE OF RS. 10 EACH FOR CASH AT A PRICE OF RS. 12 PER EQUITY SHARE, AGGREGATING RS. 9.60 LAKHS WILL BE RESERVED FOR SUBSCRIPTION BY THE MARKET MAKER TO THE ISSUE (THE "MARKET MAKER RESERVATION PORTION"). THE ISSUE LESS MARKET MAKER RESERVATION PORTION I.E. ISSUE OF 14,60,000 EQUITY SHARES OF FACE VALUE OF RS. 10 EACH FOR CASH AT A PRICE OF RS. 12 PER EQUITY SHARE, AGGREGATING RS. 175.20 LAKHS IS HEREINAFTER REFERED TO AS THE "NET ISSUE". THE ISSUE AND THE NET ISSUE WILL CONSTITUTE 26.97% AND 25.57% RESPECTIVELY OF THE FULLY DILUTED POST ISSUE PAID UP EQUITY SHARE CAPITAL OF OUR COMPANY.</b></p>
THE FACE VALUE OF THE EQUITY SHARES IS RS. 10 EACH AND THE ISSUE PRICE OF RS. 12 IS 1.2 TIMES OF THE FACE VALUE OF THE EQUITY SHARES.
<p><b>In terms of SEBI Circular No. CIR/CFD/POLICYCELL/11/2015, all potential investors shall participate in the Issue only through an Application Supported by Blocked Amount ("ASBA") process providing details about the bank account which will be blocked by the Self Certified Syndicate Banks ("SCSBs") for the same. For details in this regard, specific attention is invited to the chapter titled 'Issue Procedure' beginning on page 248 of this Prospectus. A copy has been delivered for registration to the Registrar as required under Section 26 of the Companies Act, 2013</b></p>
<p><b>THE ISSUE IS BEING MADE IN ACCORDANCE WITH CHAPTER XB OF THE SECURITIES AND EXCHANGE BOARD OF INDIA (ISSUE OF CAPITAL AND DISCLOSURE REQUIREMENTS) REGULATIONS, 2009, AS AMENDED FROM TIME TO TIME ("SEBI (ICDR) REGULATIONS"). For further details please refer the section titled 'Issue Information' beginning on page 240 of this Prospectus.</b></p>
RISKS IN RELATION TO FIRST ISSUE
<p>This being the first public issue of the Issuer, there has been no formal market for our Equity Shares. The face value of the Equity Shares of our Company is Rs.10 and the Issue price of Rs. 12 per Equity Share is 1.2 times of the face value. The Issue Price (as determined by our Company in consultation with the Lead Manager as stated in the chapter titled 'Basis for Issue Price' beginning on page 94 of this Prospectus) should not be taken to be indicative of the market price of the Equity Shares after such Equity Shares are listed. No assurance can be given regarding an active and/or sustained trading in the Equity Shares or regarding the price at which the Equity Shares will be traded after listing.</p>
GENERAL RISKS
<p>Investments in equity and equity-related securities involve a degree of risk and investors should not invest any funds in this Issue unless they can afford to take the risk of losing their investment. Investors are advised to read the risk factors carefully before taking an investment decision in this issue. For taking an investment decision, investors must rely on their own examination of the Company and this Issue, including the risks involved. The Equity Shares offered in the issue have not been recommended or approved by the Securities and Exchange Board of India ("SEBI"), nor does SEBI guarantee the accuracy or adequacy of the contents of this Prospectus. <b>Specific attention of the investors is invited to the section titled 'Risk Factors' beginning on page 18 of this Prospectus.</b></p>
ISSUER'S ABSOLUTE RESPONSIBILITY
<p>The Issuer, having made all reasonable inquiries, accepts responsibility for and confirms that this Prospectus contains all information with regard to the Issuer and this Issue, which is material in the context of this Issue, that the information contained in this Prospectus is true and correct in all material aspects and is not misleading in any material respect, that the opinions and intentions expressed herein are honestly held and that there are no other facts, the omission of which makes this Prospectus as a whole or any of such information or the expression of any such opinions or intentions, misleading, in any material respect.</p>
LISTING
<p>The Equity Shares of our Company offered through this Prospectus are proposed to be listed on the SME platform of BSE Limited ('BSE'). In terms of the Chapter XB of the SEBI (ICDR) Regulations, 2009, as amended from time to time, we are not required to obtain an in-principal listing approval for the shares being offered in this issue. However, our Company has received an approval letter dated March 23, 2016 from BSE for using its name in this offer document for listing of our shares on the SME Platform of BSE. For the purpose of this Issue, SME Platform of the BSE, shall be the Designated Stock Exchange.</p>

LEAD MANAGER TO THE ISSUE	REGISTRAR TO THE ISSUE
<div style="display: flex; align-items: center;"> <div> <p><b>PANTOMATH CAPITAL ADVISORS PRIVATE LIMITED</b> 406-408, Keshava Premises, Behind Family Court Bandra Kurla Complex, Bandra (East) Mumbai - 400051, Maharashtra, India <b>Tel:</b> +91-22 6194 6724 <b>Fax:</b> +91-22 2659 8690 <b>Website:</b> www.pantomathgroup.com <b>Email:</b> ipo@pantomathgroup.com <b>Investor Grievance Id:</b> ipo@pantomathgroup.com <b>Contact Person:</b> Ms. Kirti Kanoria <b>SEBI Registration No:</b> INM000012110</p> </div> </div>	<div style="display: flex; align-items: center;"> <div> <p><b>BIGSHARE SERVICES PRIVATE LIMITED</b> E2, Ansa Industrial Estate, Sakivihar Road Sakinaka, Andheri East, Mumbai - 400 072 <b>Tel:</b> +91 22 4043 0200 <b>Fax:</b> +91 22 2847 5207 <b>Email:</b> ipo@bigshareonline.com <b>Website:</b> www.bigshareonline.com <b>Contact Person:</b> Mr. Babu Raphael <b>SEBI Registration Number:</b> INR000001385 <b>Investor Grievance E-mail:</b> investor@bigshareonline.com</p> </div> </div>

ISSUE PROGRAMME	
<b>ISSUE OPENS ON : THURSDAY, MARCH 31, 2016</b>	<b>ISSUE CLOSES ON : TUESDAY, APRIL 5, 2016</b>

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

The Equity Shares have not been and will not be registered, listed or otherwise qualified in any other jurisdiction outside India and may not be offered or sold, and application may not be made by persons in any such jurisdiction, except in compliance with the applicable laws of such jurisdiction.

**SECTION I – GENERAL  
DEFINITION AND ABBREVIATION**

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

**Company Related Terms**

<b>Term</b>	<b>Description</b>
“AOA” or “Articles” or “Articles of Association”	The Articles of Association of our Company, as amended from time to time
“Auditor” or “Statutory Auditor”	The Statutory auditor of our Company, being M/s. SMD & Company, Chartered Accountants
Banker to our Company	Such banks which are disclosed as Bankers to our Company in the chapter titled ‘ <i>General Information</i> ’ on page 60 of this Prospectus.
“Board” or “Board of Directors” or “our Board”	The Board of Directors of our Company, as duly constituted from time to time, or committee(s) thereof
Company Secretary and Compliance Officer	The Company Secretary and Compliance Officer of our Company being Ms. Nirali Mehta
Director(s)	The Director(s) of our Company, unless otherwise specified
Equity Shares	Equity Shares of our Company of face value of Rs. 10 each fully paid up
Equity Shareholders	Persons/ Entities holding Equity Shares of our Company
Group Companies	Such Companies as are included in the chapter titled ‘ <i>Our Group Companies</i> ’ beginning on page number 171 of this Prospectus
“Memorandum of Association” or “Memorandum” or “MOA”	The Memorandum of Association of our Company, as amended from time to time
Peer Reviewed Auditor	Independent Auditor having a valid Peer Review certificate in our case being M/s. Ramanand and Associates, Chartered Accountants
“Promoter”, or “our Promoter”	Promoter of our company being Abdul Khalik Chataiwala
Promoter Group	Includes such persons and entities constituting our promoter group in terms of Regulation 2(1)(zb) of the SEBI (ICDR) Regulations and a list of which is provided in the chapter titled ‘ <i>Our Promoter and Promoter Group</i> ’ beginning on page 167 of this Prospectus
Registered Office	The registered office of our Company situated at 26/27, Arenja Tower CHS Ltd, Plot No: 49/50/51, Sector -11, CBD Belapur, Navi Mumbai- 400614, Maharashtra, India
RoC / Registrar of Companies	Registrar of Companies, Maharashtra at Mumbai located at 100, 5th Floor, Everest, Near Marine Lines Railway Station, Marine Drive, Mumbai, Maharashtra 400002
Shareholders	Shareholders of our Company
“Lancer Container Lines Limited”, or “the Company”, or “our Company” or “we”, “us”, “our”, or “Issuer” or the “Issuer Company”	Lancer Container Lines Limited, a public limited company incorporated under the provisions of the Companies Act, 1956

**Issue Related Terms**

<b>Term</b>	<b>Description</b>
Allocation/ Allocation of Equity Shares	The Allocation of Equity Shares of our Company pursuant to Issue of Equity Shares to the successful Applicants
Allot/ Allotment/ Allotted	Issue and allotment of Equity Shares of our Company pursuant to Issue of the Equity Shares to the successful Applicants
Allottee	Successful Applicant(s) to whom Equity Shares of our Company have been allotted
Allotment Advice	Note or advice or intimation of Allotment sent to the Bidders/Applicants who have been allotted Equity Shares after the Basis of Allotment has been approved by the Designated Stock Exchange.
Applicant/ASBA Applicant	Any prospective investor who makes an application for Equity Shares of our Company in terms of this Prospectus. All the applicants should make application through ASBA only.
Application Amount	The amount at which the Applicant makes an application for Equity Shares of our Company in terms of this Prospectus
Application Collecting Intermediaries	<ol style="list-style-type: none"> <li>1. [an SCSB, with whom the bank account to be blocked, is maintained</li> <li>2. a syndicate member (or sub-syndicate member), if any being appointed</li> <li>3. a stock broker registered with a recognised stock exchange (and whose name is mentioned on the website of the stock exchange as eligible for this activity) ('broker')</li> <li>4. a depository participant ('DP') (whose name is mentioned on the website of the stock exchange as eligible for this activity)</li> <li>5. a registrar to an issue and share transfer agent ('RTA') (whose name is mentioned on the website of the stock exchange as eligible for this activity)]</li> </ol>
Application Form	The Form in terms of which the prospective investors shall apply for our Equity Shares in the Issue.
ASBA/ Application Supported by Blocked Amount.	Applications Supported by Blocked Amount (ASBA) means an application for Subscribing to the Issue containing an authorization to block the application money in a bank account maintained with SCSB
ASBA Account	Account maintained with SCSBs which will be blocked by such SCSBs to the extent of the Application Amount
ASBA Application Location(s)/ Specified Cities	Locations at which ASBA Applications can be uploaded by the SCSBs, namely Mumbai, New Delhi, Chennai, Kolkata, Ahmedabad, and Pune.
Banker(s) to the Issue/Public Issue Bank(s)	The banks which are clearing members and registered with SEBI as Banker to an Issue with whom the Public Issue Account will be opened and in this case being ICICI Bank Limited.
Banker(s) to the Issue Agreement	Agreement entered into on January 27, 2016 amongst our Company, Lead Manager, the Registrar and the Banker to the Issue for collection of the Application Amounts on the terms and condition thereof.
Basis of Allotment	The basis on which Equity Shares will be Allotted to the successful Applicants under the Issue and which is described under chapter titled "Issue Procedure" beginning on page 248 of this Prospectus
Broker Centres	Broker centres notified by the Stock Exchanges, where the Applicants can submit the Application Forms to a Registered Broker. The details of such broker centres, along with the names and contact details of the Registered Brokers, are available on the website of the BSE on the following link:- <a href="http://www.bseindia.com/Markets/PublicIssues/brokercentres_new.aspx">http://www.bseindia.com/Markets/PublicIssues/brokercentres_new.aspx</a>

Term	Description
	?expandable=3
Collecting Centres	Centres at which the Designated Intermediaries shall accept the Application Forms, being the Designated SCSB Branch for SCSBs, Specified Locations for Syndicate, Broker Centres for Registered Brokers, Designated RTA Locations for RTAs and Designated CDP Locations for CDPs
Controlling Branch	Such branch of the SCSBs which coordinate Applications under this Issue by the ASBA Applicants with the Registrar to the Issue and the Stock Exchanges and a list of which is available at <a href="http://www.sebi.gov.in">http://www.sebi.gov.in</a> or at such other website as may be prescribed by SEBI from time to time
Demographic Details	The demographic details of the Applicants such as their address, PAN, occupation and bank account details
Depositories	Depositories registered with SEBI under the Securities and Exchange Board of India (Depositories and Participants) Regulations, 1996, as amended from time to time, being NSDL and CDSL
Depository Participant/DP	A Depository Participant as defined under the Depositories Act, 1996
Designated Branches	Such branches of the SCSBs which shall collect the ASBA Application Form from the ASBA Applicant and a list of which is available on <a href="http://www.sebi.gov.in/sebiweb/home/detail/32791/no/List-of-Self-Certified-Syndicate-Banks-under-the-ASBA-facility">http://www.sebi.gov.in/sebiweb/home/detail/32791/no/List-of-Self-Certified-Syndicate-Banks-under-the-ASBA-facility</a>
Designated Date	The date on which the amount blocked by the SCSBs is transferred from the ASBA Account to the Public Issue Account or the amount is unblocked in the ASBA Account, as appropriate, after the Issue is closed, following which the Equity Shares shall be allotted to the successful Applicants
Designated RTA Locations	Such centres of the RTAs where Applicants can submit the Application Forms. The details of such Designated RTA Locations, along with the names and contact details of the RTAs are available on the respective websites of the Stock Exchanges ( <a href="http://www.nseindia.com">www.nseindia.com</a> and <a href="http://www.bseindia.com">www.bseindia.com</a> ) and updated from time to time
Designated Stock Exchange	SME Platform of BSE Limited
Draft Prospectus	The Draft Prospectus dated February 9, 2016 issued in accordance with section 26 of the Companies Act, 2013 and filed with the BSE under SEBI (ICDR) Regulations
Eligible NRIs	NRIs from jurisdictions outside India where it is not unlawful to make an Issue or invitation under the Issue and in relation to whom this Prospectus constitutes an invitation to subscribe to the Equity Shares offered herein
General Information Document	The General Information Document for investing in public issues prepared and issued in accordance with the circular (CIR/CFD/DIL/12/2013) dated October 23, 2013, notified by SEBI.
First/ Sole Applicant	The Applicant whose name appears first in the Application Form or Revision Form
FII/ Foreign Institutional Investors	Foreign Institutional Investor (as defined under SEBI (Foreign Institutional Investors) Regulations, 1995, as amended) registered with SEBI under applicable laws in India.
Issue/ Issue Size/ Initial Public Offer/ Initial Public Offering/ IPO	Public Issue of 15,40,000 Equity Shares of face value of Rs. 10/- each fully paid of Lancer Container Lines Limited for cash at a price of 12/- per Equity Share (including a premium of Rs. 2/- per Equity Share) aggregating Rs. 184.80 lakhs.
Issue Agreement	The agreement dated January 27, 2016 between our Company and the Lead



<b>Term</b>	<b>Description</b>
	Manager, pursuant to which certain arrangements are agreed to in relation to the Issue.
Issue Closing date	April 5, 2016
Issue Opening Date	March 31, 2016
Issue Period	The period between the Issue Opening Date and the Issue Closing Date inclusive of both the days during which prospective Investors may submit their application
Issue Price	The price at which the Equity Shares are being issued by our Company under this Prospectus being Rs.12/- per Equity Share of face value of Rs. 10 each fully paid
Issue Proceeds	Proceeds from the Issue that will be available to our Company, being Rs. 184.80 Lakhs
Lead Manager/ LM	Lead Manager to the Issue in this case being Pantomath Capital Advisors Private Limited, SEBI registered Category I Merchant Banker
Listing Agreement	The Equity Listing Agreement to be signed between our Company and the SME Platform of BSE Limited
Market Making Agreement	Market Making Agreement dated January 27, 2016 and amendment to Market Making Agreement dated March 10, 2016 between our Company, Lead Manager and Market Maker.
Market Maker	Market Maker appointed by our Company from time to time, in this case being Rikhav Securities Limited, who has agreed to receive or deliver the specified securities in the market making process for a period of three years from the date of listing of our Equity Shares or for any other period as may be notified by SEBI from time to time
Market Maker Reservation Portion	The Reserved Portion of 80,000 Equity Shares of face value of Rs. 10/- each fully paid for cash at a price of 12/- per Equity Share aggregating Rs. 9.60 lakhs for the Market Maker in this Issue
Mutual Fund(s)	A mutual fund registered with SEBI under the SEBI (Mutual Funds) Regulations, 1996, as amended from time to time
NIF	National Investment Fund set up by resolution F. No. 2/3/2005-DD-II dated November 23, 2005 of Government of India published in the Gazette of India
Net Issue	The Issue excluding the Market Maker Reservation Portion of 14,60,000 Equity Shares of face value of Rs. 10/- each fully paid for cash at a price of 12/- per Equity Share aggregating 175.20 lakhs by our Company
Net Proceeds	The Issue Proceeds, less the Issue related expenses, received by the Company.
Non Institutional Investors	All Applicants that are not Qualified Institutional Buyers or Retail Individual Investors and who have applied for Equity Shares for an amount more than Rs. 2,00,000
OCB/ Overseas Corporate Body	A company, partnership, society or other corporate body owned directly or indirectly to the extent of at least 60% by NRIs, including overseas trusts in which not less than 60% of beneficial interest is irrevocably held by NRIs directly or indirectly as defined under the Foreign Exchange Management (Deposit) Regulations, 2000, as amended from time to time. OCBs are not allowed to invest in this Issue
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

Term	Description
	entity or organization validly constituted and/or incorporated in the jurisdiction in which it exists and operates, as the context requires
Prospectus	The Prospectus to be filed with RoC containing, <i>inter-alia</i> , the issue size, the issue opening and closing dates and other information
Public Issue Account	Account opened with the Banker to the Issue i.e. ICICI Bank Limited under Section 40 of the Companies Act, 2013 to receive monies from the SCSBs from the bank accounts of the ASBA Applicants on the Designated Date
Qualified Institutional Buyers or QIBs	QIBs, as defined under the SEBI ICDR Regulations, including public financial institutions as specified in Section 4A of the Companies Act, scheduled commercial banks, mutual fund registered with SEBI, FPI other than Category III FPI registered with SEBI, multilateral and bilateral development financial institution, venture capital fund registered with SEBI, foreign venture capital investor registered with SEBI, state industrial development corporation, insurance company registered with Insurance Regulatory and Development Authority, provident fund with minimum corpus of Rs. 2,500 lakhs, pension fund with minimum corpus of Rs. 2,500 lakhs, NIF, 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
Refund Account	Account to which Application monies to be refunded to the Applicants
Refund Bank/ Refund Banker	Bank which is / are clearing member(s) and registered with the SEBI as Bankers to the Issue at which the Refund Account will be opened, in this case being ICICI Bank Limited.
Registered Broker	Individuals or companies registered with SEBI as "Trading Members" (except Syndicate/Sub-Syndicate Members) who hold valid membership of either BSE or NSE having right to trade in stocks listed on Stock Exchanges, through which investors can buy or sell securities listed on stock exchanges, a list of which is available on <a href="http://www.bseindia.com/members/MembershipDirectory.aspx">http://www.bseindia.com/members/MembershipDirectory.aspx</a> & <a href="http://www.nseindia.com/membership/dynaContent/find_a_broker.html">http://www.nseindia.com/membership/dynaContent/find_a_broker.html</a>
Refund through electronic transfer of funds	Refund through ASBA process
Registrar /Registrar to the Issue	Registrar to the Issue, in this case being Bigshare Services Private Limited having registered office at E/2, Ansa Industrial Estate, Sakivihar Road, Saki Naka, Andheri East, Mumbai – 400072, Maharashtra, India
Retail Individual Investor	Individual Applicants, or minors applying through their natural guardians, including HUFs (applying through their <i>Karta</i> ), who apply for an amount less than or equal to Rs 2,00,000
Revision Form	The form used by the Applicants to modify the quantity of Equity Shares in any of their Application Forms or any previous Revision Form(s)
SCSB/ Self Certified Syndicate Banker	Shall mean a Banker to an Issue registered under SEBI (Bankers to an Issue) Regulations, 1994, as amended from time to time, and which offer the service of making Application/s Supported by Blocked Amount including blocking of bank account and a list of which is available on <a href="http://www.sebi.gov.in/sebiweb/home/list/5/33/0/0/Recognised-Intermediaries">http://www.sebi.gov.in/sebiweb/home/list/5/33/0/0/Recognised-Intermediaries</a> or at such other website as may be prescribed by SEBI from time to time
SEBI Listing Regulations	Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015.



Term	Description
SME Platform of BSE	The SME Platform of BSE for listing of Equity Shares offered under Chapter XB of the SEBI (ICDR) Regulations which was approved by SEBI as an SME Exchange on September 27, 2011
Specified Locations	Collection centres where the SCSBs shall accept application form, a list of which is available on the website of the SEBI ( <a href="http://www.sebi.gov.in">www.sebi.gov.in</a> ) and updated from time to time.
Underwriter	Pantomath Capital Advisors Private Limited
Underwriting Agreement	The Underwriting agreement dated January 27, 2016 entered into between the Underwriter and our Company.
Working Day	(i) Till Application / Issue closing date: All days other than a Saturday, Sunday or a public holiday; (ii) Post Application / Issue closing date and till the Listing of Equity Shares: All trading days of stock exchanges excluding Sundays and bank holidays in accordance with the SEBI circular no. SEBI/HO/CFD/DIL/CIR/P/2016/26 dated January 21, 2016

### Technical and Industry Related Terms

Term	Description
3PL	Third-Party (3rd) Logistics Provider
4PL	Fourth – Party (4th) Logistics Provider
ARMs	Additional Revenue Measures
ASPIRE	A scheme for Promoting Innovation and Rural Entrepreneurs
BBB	Better Business Bureaus
BSE	Bombay Stock Exchange
BSE SENSEX	Sensex is an index; market indicator of the position of stock that is listed in the BSE (Bombay Stock Exchange)
CAGR	Compound Annual Growth Rate
CAP	Corrective Action Plan
CFS & ICD	Container Freight Stations and Inland Container Depots
CHA	Custom House Agent
CGTMSE	Credit Guarantee Trust Fund for Micro and Small Enterprises
CLCSS	Credit Linked Capital Subsidy Scheme
CPI	Consumer Price Index
Credit Suisse	Credit Suisse Business Analytics India
CSO	Central Statistics Office
DIPP	Department of Industrial Policies and Promotion
EMDEs	Emerging Market and Developing Economies
EMEs	Emerging Market Economies
FCL	Full Container Load
FDI	Foreign Direct Investment
FIPB	Foreign Investment Promotion Board
FPI	Foreign Portfolio Investment
FTZ	Free Trade Zones
FTZWs	The Free Trade and Warehousing Zones
FY	Financial Year
GDP	Gross Domestic Product
GST	Goods and Services Tax
GVA	Gross Value Added

<b>Term</b>	<b>Description</b>
IBEF	India Brand Equity Foundation
IIFT	The Indian Institute of Foreign Trade
IIP	Index of Industrial Production
IMF	International Monetary Fund
IT	Information Technology
JNPT	Jawaharlal Nehru Port Trust
JV	Joint Venture
LCL	Less than Container Load
LLP	Lead Logistics Provider
LSPs	Logistics Service Providers
MAT	Minimum Alternative Tax
M-o-M	Month-On-Month
MSECDP	Micro and Small Enterprises- Cluster Development Programme
MSMEs	Micro, Small and Medium Enterprises
MYEA	Mid-Year Economic Analysis
NVOCC	Non Vessel Operating Common Carrier
OECD	Organisation for Economic Cooperation and Development
OIL	Oil India Limited
One Billion	Ten Thousand Lakhs
One million	Ten Lakhs
One Trillion	One Crore Lakhs
ONGC	Oil and Natural Gas Corporation
PC	Pay Commission
PMEGP	Prime Minister's Employment Generation Programme
PPP	Purchasing Power Parity
RBI	Reserve Bank of India
RFID	Radio Frequency Identification
RIRI	Rational Investor Ratings Index
SCM	Supply Chain Management
SFURTI	Scheme of Fund for Regeneration of Traditional Industries
SMEs	Small And Medium Enterprises
UAM	Udyog Aadhaar Memorandum
UAN	Udyog Aadhaar Number
US Fed	United States Federal Reserve
US \$	US Dollar
US/ U.S./ USA	United States of America
W&DCM	Warehousing and Distribution Center Management
WEO	World Economic Outlook
WPI	Wholesale Price Index
YoY	Year over Year

**Conventional and General Terms/Abbreviations**

<b>Term</b>	<b>Description</b>
A.Y./AY	Assessment Year
A/C	Account
AGM	Annual General Meeting
AIF	Alternative Investments Fund as defined in and registered with SEBI under Securities and Exchange Board of India (Alternative Investments Funds) Regulations, 2012
AoA	Articles of Association
AS	Accounting Standards as issued by the Institute of Chartered Accountants of India
ASBA	Application Supported by Blocked Amount
B.Com	Bachelor of Commerce
B.Sc.	Bachelor of Science
BG/LC	Bank Guarantee / Letter of Credit
BIFR	Board for Industrial and Financial Reconstruction
BSE	BSE Limited
C.A.	Chartered Accountant
CAGR	Compounded Annual Growth Rate
CB	Controlling Branch
CC	Cash Credit
CDSL	Central Depository Services (India) Limited
CENVAT	Central Value Added Tax
CFO	Chief Financial Officer
CIN	Corporate Identification Number
CMD	Chairman and Managing Director
Companies Act, 1956	Companies Act, 1956 (without reference to the provisions thereof that have ceased to have effect upon notification of the Notified Sections) and the Companies Act, 2013.
Companies Act, 2013	The Companies Act, 2013, to the extent in force pursuant to the notification of the notified sections
CS	Company Secretary
CST	Central Sales Tax
Depositories	NSDL and CDSL; Depositories registered with the SEBI under the Securities and Exchange Board of India (Depositories and Participants) Regulations, 1996, as amended from time to time
Depositories Act	The Depositories Act, 1996, as amended from time to time.
DGFT	Directorate General of Foreign Trade
DIN	Director Identification Number
DIPP	Department of Industrial Policy & Promotion
DP	Depository Participant
DP ID	Depository Participant's Identity
EBIDTA	Earnings before interest, depreciation, tax, amortization and extraordinary items
ECS	Electronic Clearing Services
EGM	Extraordinary General Meeting of the Shareholders
EPFA	The Employees' Provident Funds and Miscellaneous Provisions Act, 1952
EPS	Earnings Per Share
ESIC	Employee State Insurance Corporation

<b>Term</b>	<b>Description</b>
ESOP	Employee Stock Option Plan
ESPS	Employee Stock Purchase Scheme
F.Y./FY	The period of twelve (12) months ended on March 31 of that particular year.
FCNR Account	Foreign Currency Non Resident Account
FDI	Foreign Direct Investment
FEMA	Foreign Exchange Management Act 1999, as amended from time to time and the regulations framed there under
FII Regulations	Securities and Exchange Board of India (Foreign Institutional Investors) Regulations, 1995, as amended from time to time.
FII(s)	Foreign Institutional Investor, as defined under the FII Regulations and registered with the SEBI under applicable laws in India
FIPB	The Foreign Investment Promotion Board, Ministry of Finance, Government of India
FIs	Financial Institutions
FPI(s)	“Foreign Portfolio Investor” means a person who satisfies the eligibility criteria prescribed under regulation 4 and has been registered under Chapter II of Securities And Exchange Board Of India (Foreign Portfolio Investors) Regulations, 2014, which shall be deemed to be an intermediary in terms of the provisions of the SEBI Act,1992
FV	Face Value
FVCI	Foreign Venture Capital Investor registered under the Securities and Exchange Board of India (Foreign Venture Capital Investor) Regulations, 2000
FTP	Foreign Trade Policy, 2009
GAAP	Generally Accepted Accounting Principles
GDP	Gross Domestic Product
GIR Number	General Index Registry number
Go/ Government	Government of India
HNI	High Networth Individual
HUF	Hindu Undivided Family
I. T. Act	The Income Tax Act, 1961, as amended.
i.e.	That is
ICAI	Institute of Chartered Accountants of India
ICDR Regulations/ SEBI Regulations/ SEBI (ICDR) Regulations	SEBI (Issue of Capital and Disclosure Requirements) Regulations, 2009 as amended from time to time
IFRS	International Financial Reporting Standards
Indian GAAP	Generally Accepted Accounting Principles in India
INR/ Rs./ Rupees	Indian National Rupee
IPO	Initial Public Offering
IRDA	Insurance Regulatory and Development Authority
IT Authorities	Income Tax Authorities
IT Rules	The Income Tax Rules, 1962, as amended from time to time
Key Managerial Personnel / KMP	The officers declared as a Key Managerial Personnel and as mentioned in the chapter titled “ <i>Our Management</i> ” beginning on page 153 of this Prospectus
LM	Lead Manager

Term	Description
LPH	liter per hour
Ltd.	Limited
MD	Managing Director
MICR	Magnetic Ink Character Recognition
Mn	Million
MNC	Multi National Company
MoA	Memorandum of Association
MoF	Ministry of Finance, Government of India
MoU	Memorandum of Understanding
Mtr	Meter
N/A or N.A.	Not Applicable
NAV	Net Asset Value
NBFC	Non- Banking Finance Company
NECS	National Electronic Clearing Services
NEFT	National Electronic Fund Transfer
Net Worth	The aggregate of the paid up share capital, share premium account, and reserves and surplus (excluding revaluation reserve) as reduced by the aggregate of miscellaneous expenditure (to the extent not adjusted or written off) and the debit balance of the profit and loss account
NI Act	Negotiable Instruments Act, 1881
No.	Number
NOC	No Objection Certificate
NR	Non Resident
NRE Account	Non Resident (External) Account
NRI	Non Resident Indian, is a person resident outside India, who is a citizen of India or a person of Indian origin and shall have the same meaning as ascribed to such term in the Foreign Exchange Management (Deposit) Regulations, 2000, as amended from time to time
NRO Account	Non Resident (Ordinary) Account
NSDL	National Securities Depository Limited
OCB	Overseas Corporate Bodies
Ongoing	Ongoing means where approval have been received and development & marketing have started.
p.a.	per annum
P/E Ratio	Price Earnings Ratio
PAC	Persons Acting in Concert
PAN	Permanent Account Number
PAT	Profit After Tax
PBT	Profit Before Tax
Pvt.	Private
QIB	Qualified Institutional Buyer
RBI	Reserve Bank of India
RBI Act	The Reserve Bank of India Act, 1934, as amended from time to time
RONW	Return on Net Worth
Rs. / INR	Indian Rupees, the official currency of the Republic of India
RTGS	Real Time Gross Settlement
SARFAESI	The Securitisation and Reconstruction of Financial Assets and Enforcement of Security Interest Act, 2002

Term	Description
SCRA	Securities Contracts (Regulation) Act, 1956, as amended from time to time.
SCRR	Securities Contracts (Regulation) Rules, 1957
SCSB	Self Certified Syndicate Bank
SEBI	Securities and Exchange Board of India
SEBI Act	Securities and Exchange Board of India Act, 1992, as amended from time to time
SEBI Insider Trading Regulations	The SEBI (Prohibition of Insider Trading) Regulations, 1992, as amended from time to time, including instructions and clarifications issued by SEBI from time to time
SEBI Takeover Regulations /Takeover Regulations / Takeover Code	Securities and Exchange Board of India (Substantial Acquisition of Shares and Takeovers) Regulations, 2011
Sec.	Section
SICA	Sick Industrial Companies (Special Provisions) Act, 1985, as amended from time to time
SME	Small Medium Enterprise
Sq.	Square
Sq. mtr	Square Meter
SSI Undertaking	Small Scale Industrial Undertaking
Stock Exchange (s)	SME Platform of BSE Limited
STT	Securities Transaction Tax
TAN	Tax Deduction Account Number
TIN	Taxpayers Identification Number
TNW	Total Net Worth
TRS	Transaction Registration Slip
U.S. GAAP	Generally accepted accounting principles in the United States of America
u/s	Under Section
UIN	Unique Identification Number
UOI	Union of India
Upcoming	Plan approval is pending but development right has been signed
US/ U.S. / USA/United States	United States of America
USD or US\$	United States Dollar
USD/ US\$/ \$	United States Dollar, the official currency of the Unites States of America
VAT	Value added tax
VCF / Venture Capital Fund	Foreign Venture Capital Funds (as defined under the Securities and Exchange Board of India (Venture Capital Funds) Regulations, 1996) registered with SEBI under applicable laws in India
w.e.f.	With effect from
WDV	Written Down Value
WTD	Whole-time Director
YoY	Year over year

Notwithstanding the following: -

- i. In the section titled “*Main Provisions of the Articles of Association*” beginning on page 294 of this Prospectus, defined terms shall have the meaning given to such terms in that section;



- ii. In the section titled “*Financial Statements*” beginning on page 176 of this Prospectus, defined terms shall have the meaning given to such terms in that section;
- iii. In the section titled “*Risk Factor*” beginning on page 18 of this Prospectus, defined terms shall have the meaning given to such terms in that section;
- iv. In the chapter titled “*Statement of Possible Tax Benefits*” beginning on page 97 of this Prospectus, defined terms shall have the meaning given to such terms in that chapter; and
- v. In the chapter titled “*Management’s Discussion and Analysis of Financial Condition and Results of Operations*” beginning on page 205 of this Prospectus, defined terms shall have the meaning given to such terms in that chapter.

## PRESENTATION OF FINANCIAL, INDUSTRY AND MARKET DATA

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

### FINANCIAL DATA

Unless stated otherwise, the financial data included in this Prospectus are extracted from the restated financial statements of our Company, prepared in accordance with the applicable provisions of the Companies Act, Indian GAAP and restated in accordance with SEBI (ICDR) Regulations, as stated in the report of our Peer Reviewed Auditor, set out in the section titled “*Financial Statements*” beginning on page 176 this Prospectus. Our restated financial statements are derived from our audited financial statements prepared in accordance with Indian GAAP and the Companies Act, and have been restated in accordance with the SEBI (ICDR) Regulations.

Our fiscal year commences on April 1<sup>st</sup> of each year and ends on March 31<sup>st</sup> of the next year. All references to a particular fiscal year are to the 12 month period ended March 31<sup>st</sup> 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, IFRS and US GAAP. The Company has not attempted to quantify their impact on the financial data included herein and urges you to consult your own advisors regarding such differences and their impact on the Company’s financial data. Accordingly to what extent, the financial statements included in this Prospectus will provide meaningful information is entirely dependent on the reader’s level of familiarity with Indian accounting practices / Indian GAAP. Any reliance by persons not familiar with Indian Accounting Practices on the financial disclosures presented in this Prospectus should accordingly be limited.

Any percentage amounts, as set forth in “Risk Factors”, “Our Business”, “Management’s Discussion and Analysis of Financial Condition and Results of Operations” and elsewhere in this Prospectus unless otherwise indicated, have been calculated on the basis of the Company’s restated financial statements prepared in accordance with the applicable provisions of the Companies Act, Indian GAAP and restated in accordance with SEBI (ICDR) Regulations, as stated in the report of our Peer Reviewed Auditor, set out in the section titled ‘*Financial Statements*’ beginning on page 176 of this Prospectus.

### CURRENCY OF PRESENTATION

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

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

### INDUSTRY & MARKET DATA

Unless otherwise stated, Industry & Market data used throughout this Prospectus have been obtained from internal Company reports and Industry publications inter alia Economic Survey, Industry Chambers and Associations etc. Industry publications generally state that the information contained in those publications has been obtained from sources believed to be reliable but their accuracy and completeness are not guaranteed and their reliability cannot be assured.

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

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

## FORWARD LOOKING STATEMENT

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

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

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

For a further discussion of factors that could cause our actual results to differ, refer to section titled “*Risk Factors*” and chapter titled “*Management’s Discussion and Analysis of Financial Condition and Results of Operations*” beginning on pages 18 and 205 respectively of this Prospectus. By their nature, certain market risk disclosures are only estimates and could be materially different from what actually occurs in the future. As a result, actual future gains or losses could materially differ from those that have been estimated.

Future looking statements speak only as of the date of this Prospectus. Neither we, our Directors, Lead Manager, Underwriters nor any of their respective affiliates have any obligation to update or otherwise revise any statements reflecting circumstances arising after the date hereof or to reflect the occurrence of underlying events, even if the underlying assumptions do not come to fruition. In accordance with SEBI requirements, the LM and our Company will ensure that investors in India are informed of material developments until the grant of listing and trading permission by the Stock Exchange.

## **SECTION II - RISK FACTORS**

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

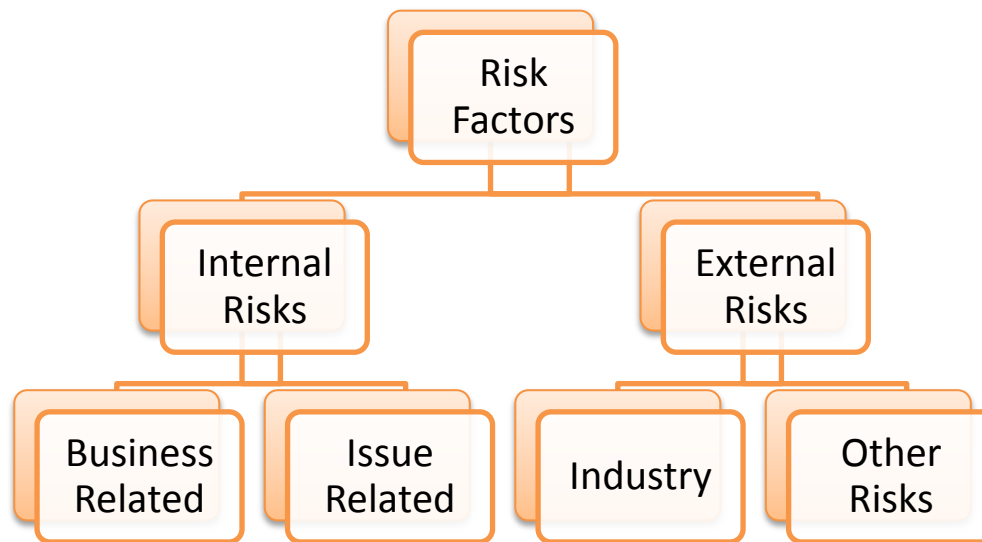
*Unless otherwise stated in the relevant risk factors set forth below, we are not in a position to specify or quantify the financial or other implications of any of the risks mentioned herein. To obtain a better understanding, you should read this section in conjunction with the chapters titled “Our Business” beginning on page 129, “Our Industry” beginning on page 100 and “Management’s Discussion and Analysis of Financial Condition and Results of Operations” beginning on page 205 respectively, of this Prospectus as well as other financial information contained herein.*

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

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

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

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



## INTERNAL RISKS

- **Business Risks**

1. ***Our Company being mainly engaged in NVOCC operations is largely dependent on few large shipping lines for providing slots in the vessels operated by such Companies. Any hindrance in availability of such vessels or unavailability of the required slots in the vessels may adversely affect our results of operations.***

Our Company being an ocean carrier involved in NVOCC Operations does not own or operate its own vessels. We are dependent on few large shipping lines for providing slots in their vessels so as to carry our containers. Depending on the business opportunities available, we operate on LCL or FCL basis and books slots in such vessels in advance. The very nature of our NVOCC operations exposes us to the risks of being heavily dependent on such shipping lines. Any failure of these Shipping Lines to operate their vessels as per the specified schedule or at all or any technical hindrances faced by such vessels, would adversely affect our business operations and our ability to deliver orders on time and at the desired level of quality. As a result, we may lose customers and incur contractual penalties or liabilities for failure to perform contracts, which could have a material adverse effect on our business financial condition and results of operations.

2. ***Our Company is significantly dependent on agents appointed by us at various locations for handling our NVOCC and container operations at the desired locations.***

Our Company has entered into agency agreements with certain agents at different locations for handling our NVOCC and Container operations. We depend on such agents to perform various duties and actions such as marketing and sales in the particular region, supervise and co-ordinate all activities of port & container depot operators, liaise with consignee, etc. Our Company is dependent on such agents to the extent of generating business from the particular region and for smooth functioning of our operations. Such agents also help build our brand in international markets and increase our global reach. Any deficiency in the service levels of our agents or termination of any of our key agencies may adversely affect our revenue of operations and consequently financial results.



**3. *Our Company is yet to achieve scalable operations and has limited operating history and therefore investors may not be able to assess our Company's prospects based on past results.***

Our Company commenced operations in the year 2011. Given our Company's limited operating history, we may not have sufficient experience to address the risks frequently encountered by early stage companies, including our ability to successfully execute our orders or maintain adequate control of our costs and expenses. Given the fragmented nature of the industry in which we operate, we often do not have complete information about our competitors and accordingly we may underestimate competition in the market. If we are unsuccessful in addressing such risks, our business may be materially and adversely affected. Accordingly, investors should consider our business and prospects in light of the risks, losses and challenges that we face as an early-stage company and should not rely on our results of operations for any prior periods as an indication of our future performance.

**4. *Our Company does not have any long term contracts with most of our agents.***

Our Company has entered into agency agreements with various agents at different locations for the smooth operations of our logistics and container handling business. These agents are appointed for various purposes such as for NVOCC operations, marketing and sales, container operations, etc. In many cases, we have entered into short term contracts with such agents for a specified probation period and continuance of the agreements is dependent on mutual consent of the parties. Further there are cases wherein the continuance of the agreements post the expiry of the probation period is not formalised by a written agreement. Any sudden discontinuance of such agreements may adversely affect our business and results of operations.

**5. *We have a limited number of container suppliers. Any kind of refusal from them can hinder our NVOCC operations.***

There are very few suppliers from whom we procure containers for carrying out our NVOCC operations. and it may happen that they may allocate their resources to service other clients ahead of us. While we believe that we could find additional suppliers to supply these containers, any failure of our suppliers to deliver these containers in the necessary quantities or to adhere to delivery schedules or specified quality standards and technical specifications would adversely affect our NVOCC operations and our ability to deliver orders on time. As a result, we may lose customers and incur contractual penalties or liabilities for failure to perform contracts, which could have a material adverse effect on our business, financial condition and results of operations.

**6. *Our Company has not complied with certain statutory provisions under Companies Act and Foreign Exchange and Management Act, 1999. Such non-compliances/lapses may attract penalties.***

Our Company has not complied with certain statutory provisions under the Companies Act such as the following:

- Provision of loan, security and/or guarantee to our Company by another Company having same director, attracting provision of section 185 of the Companies Act, 2013;
- Non-compliance with section 42 of the Companies Act, 2013. Our Company has voluntarily filed an application dated March 19, 2016 for compounding of offences for non-compliance under section 42 of the Companies Act, 2013 i.e. delay in allotment of shares within prescribed timeline and not opening a separate bank account for receipt of share application money. The said application is in process with the relevant authority. In case compounding is not sanctioned by the relevant authorities under the Companies Act, it may result into our Company refunding money to the shareholders concerned and cancelling the corresponding shares, in which case capital of the Company shall reduce to that extent.

Further, Our Company is required under Companies Act to make various filings with Registrar of Companies (ROC), some of which has not been done within stipulated time period at some instances. Due to delay in filings, our Company had on several occasions paid the requisite late fees.

Also, our Company has not complied with or delayed in compliance with certain statutory provisions of Foreign Exchange Management Act, 1999 with regards to reporting of inflow of foreign funds to Reserve Bank of India (RBI).

Although, we have not been furnished with any notices by the RoC/any other statutory authority with respect to such non-compliances we cannot guarantee that we will not be subject to any penalties for the said violations in future. Such delay/non-compliance may in the future render us liable to statutory penalties and disallowing the resolutions, which may have consequence of violation of statutory provisions concerned. We have appointed a whole time Company Secretary with effect from September 21, 2015 who shall look after the legal compliances of the Company and shall ensure the timely compliances in future.

#### **7. Ours is a High Volume-Low Margin Business**

Our Company is into the growing phase of business cycle. Our inability to regularly grow our turnover and effectively execute our key business processes could lead to lower profitability and hence adversely affect our operating results, debt service capabilities and financial conditions. Due to the nature of the services we offer, we may not be able to charge higher margins on our services. Hence, our business model is heavily reliant on our ability to effectively grow our turnover and manage our key processes including but not limited to timely services / order execution and continuous cost control of non core activities. The table below gives details of our Operating Margins and Net Profit margin based on restated financials.

*(Rs. in lakhs)*

Particulars	For the period ended September 30, 2015	For the year ended			
		2015	2014	2013	2012
Total income	2,085.73	3,042.13	2,216.05	2,062.18	547.56
PBT Margin (%)	2.68%	2.04%	2.88%	1.22%	0.34%
PAT Margin (%)	1.84%	1.38%	1.99%	0.84%	0.24%

As part of our growth strategy, we have already initiated steps for brand development and strategies to increase our revenue of operations, and cater to wider markets. Our growth strategy is subject to and involves risks and difficulties, many of which are beyond our control and, accordingly, there can be no assurance that we will be able to implement our strategy or growth plans, or complete them within the timelines. Further, we operate in a dynamic industry, and on account of changes in market conditions, industry dynamics, technological improvements or changes and any other relevant factors, our growth strategy and plans may undergo changes or modifications, and such changes or modifications may be substantial, and may even include limiting or foregoing growth opportunities if the situation so demands.

For further details regarding the discussions and explanations for our past results, please refer to the chapter titled “Management’s Discussions and Analysis of Financial Condition and Results of Operations” on page 205 of this Prospectus.

**8. Our Company is dependent on various third parties such as agents, CHAs, consolidators, etc. for the execution of our business operations and any disruption in their operations or a decrease in the quality of their services could affect our Company's reputation and results of operations**

Our Company uses services of various third parties such as agents, CHAs, consolidators, etc. for performing various functions in the overall chain of our logistics and container business. Each such party has a different and crucial role to play in smooth execution of our operations. Any decline in quality of services provided by these third parties may adversely affect our business and result of operations. There may also be delay in delivery of consignment which may also affect our business and reputation negatively.

**9. *Our NVOCC Operations are majorly done via Jawaharlal Nehru Port Trust (JNPT Port – Nhava Sheva), Navi Mumbai and Mundra Port, Gujarat. Thus the growth of our business is directly linked to facilities provided at these major ports and infrastructural development on these ports.***

JNPT is the largest container port in India located at Navi Mumbai in Maharashtra and easily accessible through Thane creek. Proximity of JNPT port from registered office of our Company and our container yard at Panvel, results in increasing our NVOCC business operations executed via JNPT. Similarly, Mundra port is located in the Gulf of Kutch on the west coast of India and is one of the important ports in the western coastline. Our Company is having branch office at Gandhidham, Kutch Gujarat and significant amount of NVOCC business is executed via Mundra port.

Considering the volume of our business handled through these major ports, the growth and development of our business is directly linked to facilities provided at these ports and infrastructural development thereon. Any interruption in port facilities at abovementioned major ports could adversely affect our business operations and financial position and thereby affecting the overall profitability of the business.

**10. *Our Company and Promoter are involved in certain legal proceedings. Any adverse decision in such proceedings may render us/ him liable to liabilities / penalties and may adversely affect our / their business and results of operations.***

There are outstanding legal proceedings involving our Company and Promoter. These proceedings are pending at different levels before relevant authorities. The amounts claimed in these proceedings have been disclosed to the extent ascertainable and quantifiable and includes amounts claimed jointly and severally from our Company and Promoter. We cannot assure you that these proceedings will be decided in our favour or in favour of our Promoter. Any unfavourable decision in connection with such proceedings, individually or in the aggregate, could adversely affect our reputation, business and results of operation.

Details of such outstanding litigations as of date of this Prospectus are as follows:

**Litigations involving our Promoter:**

Our Promoter Mr. Abdul Khalid Chataiwala has filed a petition in the Court of Judicial Magistrate of First Class, Panvel (“Court”) against Mr. Lalit C. Jobanputra, and other two directors of M/s JWC Logistics Pvt. Ltd. Hereinafter known as (“Accused No. 2”) and (“Accused No. 3”) (collectively referred to as the “Accused”) under section 156(3) of the Criminal Procedure Code, 1973, for the offences committed under section 467, 468, 471 read along with section 34 of the Indian Penal Code, 1860. The Court directed the Police Inspector of the Panvel Police Station to carry out an investigation into the complaints of our Promoter and to submit an investigation report to the Court. The final investigation report submitted by the Police Inspector of the Panvel Police Station to the Court is challenged by our Promoter on the grounds of being perverse and devoid of merits, under a Protest Petition filed with the Court vide R.C.C. No. 384 of 2007.

**Litigations involving our Company:**

Our Company has voluntarily filed an application dated March 19, 2016 for compounding of offences for non-compliance under section 42 of the Companies Act, 2013 i.e. delay in allotment of shares within prescribed timeline and not opening a separate bank account for receipt of share application money. The said application is in process with the relevant authority.

Further, our Company is also subject to risks of litigation including public interest litigation, contract, employment related, personal injury and property damage. Any adverse decision may have a significant effect on our business including the financial condition of our Company, delay in implementation of our current or future project and results of operations. There can be no assurance that losses relating to litigation or arbitration will be covered by insurance, that any such losses would not have a material adverse effect on the results of our operations or financial condition, or that provisions made for litigation and arbitration related losses would be sufficient to cover our ultimate loss or expenditure. Details of outstanding proceedings that have been initiated against our Company are set forth in the section titled “Outstanding Litigation and Material Developments” beginning from page number 221 of this Prospectus.

**11. Our transport division operations have reduced significantly during the last quarter ending on December 31, 2015 due to losses and higher cost of maintenance.**

We offer inland transport services wherein we provide all kind of surface transportation services i.e. transportation of general cargo, arranging all clearance from relevant authorities etc., However, our operations in this segment has reduced significantly due to higher cost of maintaining commercial vehicle equipments required in transportation, lower receipt of business opportunities, lower operating margins and subsequent losses arising thereof. As a result of this, our Company has also sold the vehicles belonging to transport division. Such reduction in transport operations may affect our revenue from operations adversely. However, the Company has not completely shutdown this activity and may expand the same if good opportunity arises in future.

**12. Our statutory auditor has included certain qualifications in the statutory audit reports of our Company.**

Our statutory auditor have included certain qualifications in the statutory audit reports of our Company, details of which are disclosed in Independent Auditor’s Report for the Restated Financial Statements. However, the audit qualifications which would have a financial impact are adjusted in the restated financial statements. Although no show cause notice in respect of the same has been received by our Company till date, any penalty imposed for such non-compliance could affect our financial conditions to that extent. For further details, please refer to chapter titled “Financial Statements” beginning on Page 176 of this Prospectus.

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

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

*Amount (Rs. in Lakhs)*

Particulars	For the period ended September 30, 2015	For the year ended			
		2015	2014	2013	2012
Cash Flow from / (used in) Operating Activities	257.45	829.32	(68.24)	222.97	(65.23)
Cash Flow from / (used in) Investing Activities	(696.75)	(1,313.03)	(373.86)	(247.76)	(169.77)

Cash flow of a company is a key indicator to show the extent of cash generated from operations to meet capital expenditure, pay dividends, repay loans and make new investments without raising finance from

external resources. If we are not able to generate sufficient cash flows in future, it may adversely affect our business and financial operations.

**14. *We are subject to risks arising from exchange rate fluctuations.***

The exchange rate between the Rupee and other currencies is variable and may continue to fluctuate in future. Fluctuations in the exchange rates may affect the Company to the extent of imports made and cost of services rendered in foreign currency terms. Any adverse fluctuations with respect to the exchange rate of any foreign currency for Indian Rupees may affect the Company's profitability, since a part of its service is rendered in foreign currency.

**15. *We do not own the premises from where our branch offices operate.***

We do not own the premises from where our branch offices operate. We have branch offices situated at New Delhi, Chennai, Kolkata and Gandhidham in Kutch. Our Company has entered into lease and license agreements of varying tenure for this purpose. If we do not comply with certain conditions of the lease it may lead to termination of the lease, which could have an adverse affect on our operations and there can be no assurance that renewal of lease agreement with the owner of the premises will be entered into. In the event of non-renewal of any of these lease and license agreement or termination of the same, we would be required to vacate our branch office and shift it to a new location and there can be no assurance that the agreement we enter into in respect of new premises would be on such terms and conditions as the present one. Failure to continue in the same premises would result in disruption in our business operations which could have a material adverse impact on our continuity of business, results of operations and financial condition.

For further information on properties taken on lease and license by the Company please refer to the section titled "Land and Property" in chapter titled "Our Business" beginning on page 129 of this Prospectus.

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

Our Company has obtained insurance coverage in respect of certain risks. Our significant insurance policies consist of standard fire and special perils, burglary, earthquake (fire and shock), marine open export policy. While we believe that we maintain insurance coverage in adequate amounts consistent with size of our business, our insurance policies do not cover all risks, specifically risks like housebreaking, etc. Further, although we attempt to limit and mitigate our liability for damages arising from negligent acts, errors or omissions through contractual provisions and/or insurance, the indemnities set forth in our contracts and/ or our insurance may not be enforceable in all instances or the limitations of liability may not protect us from entire liability for damages There can be no assurance that our insurance policies will be adequate to cover the losses in respect of which the insurance has been availed. If we suffer a significant uninsured loss or if insurance claim in respect of the subject-matter of insurance is not accepted or any insured loss suffered by us significantly exceeds our insurance coverage, our business, financial condition and results of operations may be materially and adversely affected.


For further details, please refer chapter titled "Our Business" beginning on page 129 of this Prospectus.


**17. *We operate in a highly competitive environment and may not be able to maintain our market position, which may adversely impact our business, results of operations and financial condition.***

The logistics industry in India is highly fragmented and consists of several unorganised players. We have invested significantly in our infrastructure in our effort to move up the value chain. Many of these unorganised players may have a set-up and overheads that are significantly lower than ours, and may be able to offer certain service at the lower end of the value chain at a cheaper rate than us. We cannot assure that we will be able to compete, or compete effectively with these players, in relation to the services



which may be offered by them. Moreover, the scale of operations of our Company is not large enough to compete with organised players in the industry. If we are unable to achieve desired scale and size alongside efficiency, our business and results of operations may be adversely affected.

**18. We are not in possession and are unable to trace the Trademark Registration Certificate for our logo,  .**

Our application for registration of our logo  has been accepted by the Trademark authorities. The logo depicted above is registered as per the website of the Controller General of Patents Designs and Trademarks but we are unable to trace the registration certificate in respect of the same. Our Company is in the process of making an application to the relevant authorities to re-issue the certificate. However, there is no assurance that the concerned authorities will provide the Certificate to us in a short span of time or at all.

**19. We require certain statutory and regulatory approvals, registrations and licenses for our business and our inability to obtain, renew or maintain our statutory and regulatory permits and approvals required to operate our business would adversely affect our operations and profitability.**

Our Company requires several statutory and regulatory permits, licenses and approvals to operate the business. Many of these approvals are granted for fixed periods of time and need renewal from time to time. Our Company is required to renew such permits, licenses and approvals. Further, we may require new registrations and approvals for any proposed operations, including any expansion of existing operations. While we believe that we will be able to renew or obtain such registrations and approvals, as and when required, there can be no assurance that the relevant authorities will issue any of such permits or approvals in time or at all. Further, these permits, licenses and approvals are subject to several conditions, and our Company cannot assure that it shall be able to continuously meet such conditions or be able to prove compliance with such conditions to statutory authorities, and this may lead to cancellation, revocation or suspension of relevant permits/ licenses/ approvals.

Failure to obtain and renew such registrations and approvals within statutory time frame attracts penal provisions. Further, such non-compliance may result in proceedings against our Company and the Directors and such actions may directly and immediately affect our operations and may have a material adverse effect on our revenues, profits and operations.

Our Company has not yet obtained registration under the Employee’s State Insurance Act, 1948 and has not renewed the registrations of the Company under the Multimodal Transportation of Goods Act, 1993 and the relevant shops and establishments acts for the registration of branch offices of the Company at Kolkatta and Kutch. In the event that our Company is unable to obtain such registration in a timely manner or at all, our business operations may be adversely affected.

For details please refer to chapter titled “Government and Other Statutory Approvals” beginning on page of this 224 Prospectus.

**20. Some of our Group Companies have incurred losses in the previous financial years.**

Sustained financial losses by our Group Companies may not be perceived positively by external parties such as customers, bankers, suppliers etc., which may affect our credibility and business operations. Our Group Company, Peiko Premises Private Limited has incurred losses in previous years:

**Financial Performance of Peiko Premises Private Limited**

*(Rs. in Lacs)*

Particulars	FY 2013	FY 2014	FY 2015
Equity Capital	1.00	1.00	1.00



Particulars	FY 2013	FY 2014	FY 2015
Reserved & Surplus	-	(0.97)	(0.96)
Networth	(1.71)	(1.48)	(1.31)
Sales and Other Income	-	1.50	1.43
Profit/Loss after tax	(0.36)	0.07	0.06
Earnings per share- Basic & Diluted (in Rs)	(3.53)	0.68	0.63
Net Asset Value per equity share (in Rs)	(17.12)	(14.77)	(13.12)

There can be no assurance that our Group Company(ies), or any other ventures promoted by our Promoters, will not incur losses in any future periods, or that there will not be an adverse effect on our reputation or business as a result of such losses.

**21. *If we are unable to source business opportunities effectively, we may not achieve our financial objectives.***

Our ability to achieve our financial objectives will depend on our ability to identify, evaluate and accomplish business opportunities. To grow our business, we will need to hire, train, supervise and manage new employees and to implement systems capable of effectively accommodating our growth. However, we cannot assure you that any such employees will contribute to the success of our business or that we will implement such systems effectively. Our failure to source business opportunities effectively could have a material adverse effect on our business, financial condition and results of operations. It also is also possible that the strategies used by us in the future may be different from those presently in use. No assurance can be given that our analyses of market and other data or the strategies we use or plan in future to use will be successful under various market conditions.

**22. *Delays or defaults in client payments could adversely affect our operations.***

We may be subject to working capital shortages due to delays or defaults in payment by clients. In case our customers default/delay in their payment obligations to us, it may have a material adverse effect on our business, financial condition and results of operations.

**23. *Certain agreements may be inadequately stamped or may not have been registered as a result of which our operations may be adversely affected.***

Few of our agreements may not be stamped adequately or registered. The effect of inadequate stamping is that the document is not admissible as evidence in legal proceedings and parties to that agreement may not be able to legally enforce the same, except after paying a penalty for inadequate stamping. The effect of non-registration, in certain cases, is to make the document inadmissible in legal proceedings. Any potential dispute due to non-compliance of local laws relating to stamp duty and registration may adversely impact the operations of our Company.

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

We have secured our lenders by creating a charge over our movable and immovable properties in respect of loans / facilities availed by us from banks. The total amounts outstanding and payable by us as secured loans were Rs. 2,169.32 Lakhs as on September 30, 2015. In the event we default in repayment of the loans / facilities availed by us and any interest thereof, our properties may be forfeited by lenders, which in turn could have significant adverse affect on business, financial condition or results of operations. For further information on the “*Financial Indebtedness*” please refer to page 214 of this Prospectus.

**25. *We are subject to certain restrictive covenants in debt facilities provided to us by our lenders.***

We have entered into agreements for availing debt facilities from lenders. Certain covenants in these agreements require us to obtain approval/permission from our lenders in certain conditions. In the event of default or the breach of certain covenants, our lender has the option to make the entire outstanding

amount payable immediately. There can be no assurance that we will be able to comply with these financial or other covenants or that we will be able to obtain consents necessary to take the actions that we believe are required to operate and grow our business.

For further details in this regard, please refer chapter titled 'Financial Indebtedness' beginning on page 214 of this Prospectus.

***26. Our Company has unsecured loans which are repayable on demand. Any demand from lenders for repayment of such unsecured loans, may adversely affect our cash flows.***

As at September 30, 2015 our Company has unsecured loans amounting to Rs. 1.01 lakhs from our related parties and that are not repayable in accordance with any agreed repayment schedule and may be recalled by the relevant lenders at any time. Any such unexpected demand or accelerated repayment may have a material adverse effect on the business, cash flows and financial condition of the borrower against which repayment is sought. Any demand from lenders for repayment of such unsecured loans, may adversely affect our cash flows.

For further details of unsecured loans of our Company, please refer 'Annexure VII' 'Details of Long Term Borrowings as Restated' of chapter titled "Financial Statements" beginning on page 176 under the chapter 'Auditors' Report and Financial Information of Our Company' of the Prospectus.

***27. Our Promoters, members of the Promoter Group and Group Companies have provided guarantees to certain loan facilities availed by us, which if revoked may require alternative guarantees, repayment of amounts due or termination of the facilities.***

Our Promoters, members of the Promoter Group and Group Companies have provided guarantees in relation to certain loan facilities availed of by us. In the event that any of these guarantees are revoked, the lenders for such facilities may require alternate guarantees, repayment of amounts outstanding under such facilities, or may even terminate such facilities. We may not be successful in procuring alternative guarantees satisfactory to the lenders, and as a result may need to repay outstanding amounts under such facilities or seek additional sources of capital, which may not be available on acceptable terms or at all and any such failure to raise additional capital could affect our operations and our financial condition.

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

As on date, we have not made any alternate arrangements for meeting our capital requirements for the objects of the issue. We meet our capital requirements through our bank finance, debts, owned funds and internal accruals. Any shortfall in our net owned funds, internal accruals and our inability to raise debt in future would result in us being unable to meet our capital requirements, which in turn will negatively affect our financial condition and results of operations. Further we have not identified any alternate source of funding and hence any failure or delay on our part to raise money from this issue or any shortfall in the issue proceeds may delay the implementation schedule and could adversely affect our growth plans. For further details please refer to the chapter titled "Objects of the Issue" beginning on page 90 of this Prospectus.

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

We may retain all our future earnings, if any, for use in the operations and expansion of our business. As a result, we may not declare dividends in the foreseeable future. Any future determination as to the declaration and payment of dividends will be at the discretion of our Board of Directors and will depend on factors that our Board of Directors deem relevant, including among others, our results of operations,

financial condition, cash requirements, business prospects and any other financing arrangements. Additionally, under some of our loan agreements, we may not be permitted to declare any dividends, if there is a default under such loan agreements or unless our Company has paid all the dues to the lender up to the date on which the dividend is declared or paid or has made satisfactory provisions thereof. Accordingly, realization of a gain on shareholders investments may largely depend upon the appreciation of the price of our Equity Shares. There can be no assurance that our Equity Shares will appreciate in value. For details of our dividend history, see “Dividend Policy” on page 175 of this Prospectus.

**30. *Within the parameters as mentioned in the chapter titled ‘Objects of the Issue’ beginning on page 90 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 fresh Issue Proceeds towards, procurement of new containers, general corporate purposes and to meet the issue expenses. We intend to deploy the Net Issue Proceeds in financial year 2016-17 and such deployment is based on certain assumptions and strategy which our Company believes to implement in future. The funds raised from the fresh 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 90 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 is based on internal management estimates and has not been appraised by any bank or financial institution. Accordingly, within the parameters as mentioned in the chapter titled ‘Objects of the Issue’ beginning on page 90 of this Prospectus, the Management will have significant flexibility in applying the proceeds received by our Company from the Issue. However, the company shall comply with Section 27 of the Companies Act, 2013 before varying the Objects of the Issue. The Audit Committee of our Company will monitor the utilisation of the proceeds of this Issue.

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

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

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

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

**33. *Our Promoters and members of the Promoter Group will continue jointly to retain substantial holding over our Company after the Issue, which will allow them to influence the outcome of matters submitted to shareholders for approval.***

After completion of the Issue, our Promoters and Promoter Group will collectively own 73.03% of the Equity Shares. As a result, our Promoters together with the members of the Promoter Group will be able to exercise a significant degree of influence over us and will be able to influence 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.

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

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

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

Our Directors and Key Managerial Personnel are interested in our Company to the extent of remuneration paid to them for services rendered and reimbursement of expenses payable to them. In addition, some of our Directors and Key Managerial Personnel may also be interested to the extent of their shareholding and dividend entitlement in our Company. For further information, see “*Capital Structure*” and “*Our Management*” on pages 69 and 153, respectively, of this Prospectus.

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

Our Company has entered into certain transactions with our related parties including our Promoters, our Directors and their relatives. While we believe that all such transactions have been conducted on the arm’s length basis, there can be no assurance that we could not have achieved more favourable terms had such transactions not been entered into with related parties. Furthermore, it is likely that we will enter into related party transactions in the future. There can be no assurance that such transactions, individually or in the aggregate, will not have an adverse effect on our financial condition and results of operations. For details on the transactions entered by us, please refer to Annexure XXIII “*Related Party Transactions*” in Section “*Financial Statements*” beginning on page 176 of this Prospectus.

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

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

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

- ***Issue Specific Risks***

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

Once listed, we would be subject to circuit breakers imposed by all stock exchanges in India, which does not allow transactions beyond specified increases or decreases in the price of the Equity Shares. This circuit breaker operates independently of the index-based market-wide circuit breakers generally imposed by SEBI on Indian stock exchanges. The percentage limit on circuit breakers is set by the stock exchanges based on the historical volatility in the price and trading volume of the Equity Shares. The stock exchanges do not inform us of the percentage limit of the circuit breaker in effect from time to time, and may change it without our knowledge. This circuit breaker limits the upward and downward movements in the price of the Equity Shares. As a result of this circuit breaker, no assurance may be given regarding your ability to sell your Equity Shares or the price at which you may be able to sell your Equity Shares at any particular time.

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

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

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

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

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

The Issue Price of our Equity Shares has been determined by fixed price method. This price is based on numerous factors (For further information, please refer chapter titled "Basis for Issue Price" beginning on page 94 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 include without limitation, the following:

- Half yearly variations in the rate of growth of our financial indicators, such as earnings per share, net income and revenues;
- Changes in revenue or earnings estimates or publication of research reports by analysts;
- Speculation in the press or investment community;



- General market conditions; and
- Domestic and international economic, legal and regulatory factors unrelated to our performance.

**41. *You will not be able to sell immediately on Stock Exchange any of the Equity Shares you purchase in the Issue until the Issue receives appropriate trading permissions.***

The Equity Shares will be listed on the Stock Exchange. Pursuant to Indian regulations, certain actions must be completed before the Equity Shares can be listed and trading may commence. We cannot assure you that the Equity Shares will be credited to investor's demat accounts, or that trading in the Equity Shares will commence, within the time periods specified in the Draft Prospectus/ Prospectus. Any failure or delay in obtaining the approval would restrict your ability to dispose of the Equity Shares. In accordance with section 40 of the Companies Act, 2013, in the event that the permission of listing the Equity Shares is denied by the stock exchanges, we are required to refund all monies collected to investors.

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

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

## EXTERNAL RISK FACTORS

### Industry Risks:

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

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

### Other Risks

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

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

The Companies Act, 2013 introduced certain additional requirements which do not have corresponding equivalents under the Companies Act, 1956. Accordingly, we may face challenges in interpreting and complying with such provisions due to limited jurisprudence on them. In the event, our interpretation of



such provisions of the Companies Act, 2013 differs from, or contradicts with, any judicial pronouncements or clarifications issued by the Government in the future, we may face regulatory actions or we may be required to undertake remedial steps. We may face difficulties in complying with any such overlapping requirements. Further, we cannot currently determine the impact of provisions of the Companies Act, 2013 which are yet to come in force. Any increase in our compliance requirements or in our compliance costs may have an adverse effect on our business and results of operations.

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

Under current Indian tax laws and regulations, capital gains arising from the sale of equity shares in an Indian company are generally taxable in India. Any gain realised on the sale of shares on a stock exchange held for more than 12 months will not be subject to capital gains tax in India if the securities transaction tax (“STT”) has been paid on the transaction. The STT will be levied on and collected by an Indian stock exchange on which equity shares are sold. Further, any gain realised on the sale of listed equity shares held for a period of 12 months or less will be subject to short term capital gains tax in India, if securities transaction tax has been paid on the transaction. Any gain realised on the sale of shares held for more than 36 months to an Indian resident, which are sold other than on a recognised stock exchange and as a result of which no STT has been paid, will be subject to long term capital gains tax in India. Further, any gain realised on the sale of equity shares held for a period of 36 months or less which are sold other than on a recognised stock exchange and on which no STT has been paid, may be subject to short term capital gains tax at a relatively higher rate as compared to the transaction where STT has been paid in India.

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

As stated in the reports of the Auditor included in this Prospectus under chapter “Financial Statements as restated” beginning on page 176, the financial statements included in this Prospectus are based on financial information that is based on the audited financial statements that are prepared and presented in conformity with Indian GAAP and restated in accordance with the SEBI ICDR Regulations, and no attempt has been made to reconcile any of the information given in this Prospectus to any other principles or to base it on any other standards. Indian GAAP differs from accounting principles and auditing standards with which prospective investors may be familiar in other countries, such as U.S. GAAP and IFRS. Significant differences exist between Indian GAAP and U.S. GAAP and IFRS, which may be material to the financial information prepared and presented in accordance with Indian GAAP contained in this Prospectus. Accordingly, the degree to which the financial information included in this Prospectus will provide meaningful information is dependent on familiarity with Indian GAAP, the Companies Act and the SEBI ICDR Regulations. Any reliance by persons not familiar with Indian GAAP on the financial disclosures presented in this Prospectus should accordingly be limited.

**47. *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 containers and components;
- service tax, central and state sales tax, value added tax and other levies; and
- Other new or special taxes and surcharges introduced on a permanent or temporary basis from time to time.

These taxes and levies affect the cost and prices of our services and products and therefore demand for our services. 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.

**48. *The nationalized goods and services tax (GST) regimes proposed by the Government of India may have material impact on our operations.***

The Government of India has proposed a comprehensive national goods and service tax (GST) regime that will combine taxes and levies by the Central and State Governments into a unified rate structure. Given the limited liability of information in the public domain covering the GST we are unable to provide/ measure the impact this tax regime may have on our operations.

**49. *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 logistics 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.

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

While facts and other statistics in the Prospectus relating to India, the Indian economy and the logistics industry has been based on various government and industry publications, reports from government agencies and independent research agencies, that we believe are reliable, we cannot guarantee the quality or reliability of such materials. While we have taken reasonable care in the reproduction of such information, industry facts and other statistics have not been prepared or independently verified by us or any of our respective affiliates or advisors and, therefore we make no representation as to their accuracy or completeness. These facts and other statistics include the facts and statistics included in the chapter titled 'Our Industry' beginning on page 100 of the 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.

**51. *Conditions in the Indian securities market may affect the price or liquidity of our Equity Shares.***

The Indian securities markets are smaller than securities markets in more developed economies and the regulation and monitoring of Indian securities markets and the activities of investors, brokers and other participants differ, in some cases significantly, from those in the more developed economies. Indian stock exchanges have in the past experienced substantial fluctuations in the prices of listed securities. Further, the Indian stock exchanges have experienced volatility in the recent times. The Indian stock exchanges have also experienced problems that have affected the market price and liquidity of the securities of Indian companies, such as temporary exchange closures, broker defaults, settlement delays and strikes by brokers. In addition, the governing bodies of the Indian stock exchanges have from time to time restricted securities from trading and limited price movements. A closure of, or trading stoppage on the SME Platform of BSE could adversely affect the trading price of the Equity Shares.

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

Global economic, political and social 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.

**53. *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, transfers 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.

**54. *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.

**55. *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.

**56. *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.

**PROMINENT NOTES**

1. Public Issue of 15,40,000 Equity Shares of face value of Rs. 10 each of our Company for cash at a price of Rs. 12/- per Equity Share (including a share premium of Rs. 2/- per equity share) (“Issue Price”) aggregating upto Rs. 184.80 Lakhs, of which 80,000 Equity Shares of face value of Rs. 10/- each will be reserved for subscription by Market Maker to the Issue (“Market Maker Reservation Portion”). The Issue less the Market Maker Reservation Portion i.e. Net Issue of 14,60,000 Equity Shares of face value of Rs. 10 each is hereinafter referred to as the “Net Issue”. The Issue and the Net Issue will constitute 26.97% and 25.57%, respectively of the post Issue paid up equity share capital of the Company.
2. Investors may contact the Lead Manager or the Company Secretary & Compliance Officer for any complaint/clarification/information pertaining to the Issue. For contact details of the Lead Manager and the Company Secretary & Compliance Officer, please refer to chapter titled “General Information” beginning on page 60 of this Prospectus.
3. The pre-issue net worth of our Company was Rs. 448.17 Lakhs, Rs. 409.72 Lakhs, Rs. 200.16 Lakhs, Rs. 19.70 Lakhs, and Rs. 2.28 Lakhs as of September 30, 2015, March 31, 2015, March 31, 2014, March 31, 2013, and March 31, 2012 respectively. The adjusted book value after split of each Equity Share was Rs. 13.64, Rs. 12.47, Rs. 7.79, Rs. 1.78 and Rs. 0.21 as of September 30, 2015, March 31, 2015, 2014, 2013, and 2012 respectively as per the restated financial statements of our Company. For more information, please refer to section titled “*Financial Statements*” beginning on page 176 of this Prospectus.
4. The average cost of acquisition per Equity Share by our Promoter is set forth in the table below:

Name of the Promoters	No. of Shares held	Average cost of acquisition (in Rs.)
Abdul Khalik Chataiwala	21,47,575	11.10

For further details relating to the allotment of Equity Shares to our Promoter, please refer to the chapter titled “*Capital Structure*” beginning on page 69 of this Prospectus. For details on related party transactions and loans and advances made to any company in which Directors are interested, please refer “*Annexure XXIII*” “*Related Party Transaction*” under chapter titled “*Financial Statements as restated*” beginning on page 176 of this Prospectus.

5. 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 246 of this Prospectus.
6. Except as disclosed in the chapter titled “*Capital Structure*”, “*Our Promoter and Promoter Group*”, “*Our Management*” and “*Related Party Transaction*” beginning on pages 69, 167, 153 and 174 respectively, of this Prospectus, none of our Promoters, Directors or Key Management Personnel has any interest in our Company.
7. Except as disclosed in the chapter titled “*Capital Structure*” beginning on page 69 of this Prospectus, we have not issued any Equity Shares for consideration other than cash.
8. Trading in Equity Shares of our Company for all investors shall be in dematerialized form only.
9. Investors are advised to refer to the chapter titled “*Basis for Issue Price*” beginning on page 94 of this Prospectus.
10. 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 this Prospectus with the Stock exchange.

11. Our Company was originally incorporated as “Lancer Container Lines Private Limited” at Navi Mumbai, Maharashtra under the provisions of the Companies Act, 1956 vide Certificate of Incorporation dated March 7, 2011 issued by Registrar of Companies, Maharashtra bearing Corporate Identification Number U74990MH2011PTC214448. Subsequently our Company was converted into a public limited company vide fresh Certificate of Incorporation dated July 16, 2015 and the name of our Company was changed to “Lancer Container Lines Limited”. The Corporate Identity Number of our Company is U74990MH2011PLC214448. For details of incorporation, change of name and registered office of our Company, please refer to chapter titled “*General Information*” and “*Our History and Certain Other Corporate Matters*” beginning on page 60 and 149 respectively of this Prospectus.

## SECTION III – INTRODUCTION

### SUMMARY OF INDUSTRY

*The information in this section includes extracts from publicly available information, data and statistics and has been derived from various government publications and industry sources. Neither we nor any other person connected with the Issue have verified this information. The data may have been re-classified by us for the purposes of presentation. Industry sources and publications generally state that the information contained therein has been obtained from sources generally believed to be reliable, but that their accuracy, completeness and underlying assumptions are not guaranteed and their reliability cannot be assured and, accordingly, investment decisions should not be based on such information. You should read the entire Prospectus, including the information contained in the sections titled “Risk Factors” and “Financial Statements” and related notes beginning on page 18 and 176 respectively of this Prospectus before deciding to invest in our Equity Shares.*

#### THIRD PARTY LOGISTICS (3PL) SERVICE INDUSTRY

Typically, a core company providing services or products is considered the first party; the customer, the second party. A third-party, then, is a firm hired to do that which neither the first or second party desires to do. A third-party logistics firm is a firm that provides outsourced or “third party” logistics services to companies for some portion or all of their supply chain management functions. 3PL typically specializes in custom clearance, Freight Forwarding, Warehousing, transportation services that can be customized to customer needs and demand.

The 3PL industry evolved in the 1970’s when during a time of expanding globalization and an increased use of information technology (Song & Regan, Industries in Transition: Freight Transport Intermediaries in the Information Age, 2001). The first generation 3PL’s (1970’s-1980’s) offered services such as transportation, brokerage, and shipping. Second-generation 3PL’s (1980-1990) were mostly asset or non-asset based companies with increased service offerings. The third-generation-3PL’s (2000 onwards) were mostly web-based 3PL’s with increased supply chain integration (Nemo to & Koichiro, Advantage of 3PL in SCM, 2007).

Third-party logistics (3PL) is gaining importance as more and more organisations across the world are outsourcing logistics activities to the 3PL service providers. By outsourcing logistics activities, organisations are able to not only concentrate on their core business operations, but also achieve cost-efficiency and improve delivery performance and customer satisfaction. The 3PL market in India was under-developed and highly fragmented. However, recent trends show that the Indian market has come of age with small family-run businesses giving way/progressing to professional-run corporate enterprises. This refreshing change is indeed a welcome sign for the growth, as professionalism can go a long way in building efficiencies and reducing costs.

*(Source: 3PL Services in India: Challenges, Opportunities and Recommendations - A Study at IIFT [www.iift.edu](http://www.iift.edu))*

#### GLOBAL ECONOMIC ENVIRONMENT

##### GLOBAL ECONOMIC OVERVIEW

The global macroeconomic landscape is currently chartering a rough and uncertain terrain characterized by weak growth of world output. The situation has been exacerbated by; (i) declining prices of a number of commodities, with reduction in crude oil prices being the most visible of them, (ii) turbulent financial markets (more so equity markets), and (iii) volatile exchange rates. These conditions reflect extreme risk-aversion behaviour of global investors, thus putting many, and in particular, commodities exporting economies under considerable stress.



One important positive outcome in 2015 is the modest pickup in the growth of some of the advanced economies. However, growth in emerging market and developing economies declined for the fifth consecutive year. As a result, overall global economic activity remained subdued in 2015. In its latest Update of the World Economic Outlook (WEO), published on 19 January 2016, the IMF projected growth in the global economy to improve from 3.1 per cent in 2015, to 3.4 per cent in 2016 and further to 3.6 per cent in 2017. Growth in advanced economies is projected at 2.1 per cent in 2016 and to continue through 2017 at the same rate.

The slowdown and rebalancing of the Chinese economy, lower commodity prices, and strains in some large Emerging Market and Developing economies (EMDE) are likely to continue to weigh on their growth prospects in 2016–17. Assessments indicate that mixed inflation developments in the EMDEs reflect the conflicting implications of weak domestic demand and lower commodity prices versus marked currency depreciations over the past year. The WEO update also indicated that India and the rest of emerging Asia are bright spots, with some other countries facing strong headwinds from China’s economic rebalancing and global manufacturing weakness. World trade volume growth projections have been placed at 2.6 per cent and 3.4 per cent respectively for 2015 and 2016, which is much lower than what was estimated earlier in WEO in October 2015.

(Source-Economic Survey 2015-16-Volume II; [www.indiabudget.nic.in](http://www.indiabudget.nic.in))

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

In the Advance Estimates of GDP that the Central Statistics Office (CSO) released recently, the growth rate of GDP at constant market prices is projected to increase to 7.6 per cent in 2015-16 from 7.2 per cent in 2014-15, mainly because private final consumption expenditure has accelerated. Similarly, the growth rate of GVA for 2015-16 is estimated at 7.3 per cent vis-à-vis 7.1 per cent in 2014-15. Although agriculture is likely to register low growth for the second year in a row on account of weak monsoons, it has performed better than last year. Industry has shown significant improvement primarily on account of the surprising acceleration in manufacturing (9.5 per cent vis-à-vis 5.5 per cent in 2014-15). Meanwhile, services continue to expand rapidly.

- Even as real growth has been accelerating, nominal growth has been falling, to historically low levels, an unusual trend highlighted in the Mid-Year Economic Analysis (MYEA), 2015-16.
- According to the Advance Estimates, nominal GDP (GVA) is likely to increase by just 8.6 (6.8) percent in 2015-16.
- In nominal terms, construction is expected to stagnate, while even the dynamic sectors of trade and finance are projected to grow by only 7 to 7 3/4 percent.
- Inflation remains under control The CPI-New Series inflation has fluctuated around 5 1/2 percent, while measures of underlying trends—core inflation, rural wage growth and minimum support price increases—have similarly remained muted. Meanwhile, the WPI has been in negative territory since November 2014, the result of the large falls in international commodity prices, especially oil. As low inflation has taken hold and confidence in price stability has improved, gold imports have largely stabilized, notwithstanding the end of a period of import controls
- Similarly, the external position appears robust. The current account deficit has declined and is at comfortable levels; foreign exchange reserves have risen to US\$351.5 billion in early February 2016, and are well above standard norms for reserve adequacy; net FDI inflows have grown from US\$21.9 billion in April-December 2014-15 to US\$27.7 billion in the same period of 2015-16; and the nominal value of the rupee, measured against a basket of currencies, has been steady. India was consequently well-positioned to absorb the volatility from the U.S. Federal Reserve actions to normalize monetary policy that occurred in December 2015. Although the rupee has declined against the dollar, it has strengthened against the currencies of its other trading partners.



- The fiscal sector registered three striking successes: on-going fiscal consolidation, improved indirect tax collection efficiency; and an improvement in the quality of spending at all levels of government.
- Government tax revenues are expected to be higher than budgeted levels. Direct taxes grew by 10.7 per cent in the first 9 months (9M) of 2015-16. Indirect taxes were also buoyant. In part, this reflected excise taxes on diesel and petrol and an increase in the Swachh Bharat cess. The central excise duty collection from petroleum products during April to December 2015-16 recorded a growth of 90.5 per cent and stood at Rs.1.3 lakh crore as against Rs. 0.7 lakh crore in the same period last year. Tax performance also reflected an improvement in tax administration because revenues increased even after stripping out the additional revenue measures (ARMs). Indirect tax revenues grew by 10.7 per cent (without ARMs) and 34.2 per cent (with ARMs).
- The main findings are that a welcome shift in the quality of spending has occurred from revenue to investment, and towards social sectors. Aggregate public investment has increased by about 0.6 per cent of GDP in the first 8 months of this fiscal year, with contributions from both the Centre (54 per cent) and states (46 per cent).

(Source-Economic Survey 2015-16-Volume I, [www.indiabudget.nic.in](http://www.indiabudget.nic.in))

## OUTLOOK FOR GROWTH

Real GDP growth for 2015-16 is expected to be in the 7 to 7<sup>3/4</sup> range, reflecting various and largely offsetting developments on the demand and supply sides of the Indian economy. Before analysing these factors, however, it is important to step back and note one important point. India's long-run potential GDP growth is substantial, about 8-10 percent. But its actual growth in the short run will also depend upon global growth and demand. After all, India's exports of manufactured goods and services now constitute about 18 percent of GDP, up from about 11 percent a decade ago.

Reflecting India's growing globalization, the correlation between India's growth rate and that of the world has risen sharply to reasonably high levels. For the period 1991-2002 this correlation was 0.2. Since then, the correlation has doubled to 0.42. In other words, a 1 percentage point decrease in the world growth rate is now associated with a 0.42 percentage point decrease in Indian growth rates.

Accordingly, if the world economy remains weak, India's growth will face considerable headwinds. For example, if the world continues to grow at close to 3 percent over the next few years rather than returning to the buoyant 4-4½ per cent recorded during 2003-2011, India's medium-term growth trajectory could well remain closer to 7-7½ per cent, notwithstanding the government's reform initiatives, rather than rise to the 8-10 per cent that its long-run potential suggests. In other words, in the current global environment, there needs to be a recalibration of growth expectations and consequently of the standards of assessment.

Turning to the outlook for 2016-17, we need to examine each of the components of aggregate demand: exports, consumption, private investment and government.

- To measure the demand for India's exports, we calculate a proxy-weighted average GDP growth rate of India's export partners. The weights are the shares of partner countries in India's exports of goods and services. We find that this proxy for export demand growth declined from 3.0 percent in 2014 to 2.7 per cent in 2015, which helps explain the deceleration in India's non-oil exports, although the severity of the slowdown—in fact, a decline in export volume—went beyond adverse external developments. Current projections by the IMF indicate that trading partner growth this demand will improve marginally this year to about 2.8 percent. But the considerable downside risks suggest that it would be prudent not to count on a big contribution to GDP growth from improving export performance.
- On the domestic side, two factors could boost consumption. If and to the extent that the Seventh Pay Commission (7th PC) is implemented, increased spending from higher wages and allowances

of government workers will start flowing through the economy. If, in addition, the monsoon returns to normal, agricultural incomes will improve, with attendant gains for rural consumption, which over the past two years of weak rains has remained depressed.

- Against this, the disappearance of much of last year's oil windfall would work to reduce consumption growth. Current prospects suggest that oil prices (Indian crude basket) might average US\$ 35 per barrel next fiscal year compared with US\$ 45 per barrel in 2015-16. The resulting income gain would amount roughly equivalent to 1 percentage point of GDP – an 18 per cent price decline times a share of net oil imports in GDP of 6 percent. But this would be half the size of last year's gain, so consumption growth would slow on this account next year.
- According to analysis done by Credit Suisse, (non-financial) corporate sector profitability has remained weak, falling by 1 percent in the year to December 2015. This decline reflected a sharp deterioration in the financial health of the metals—primarily steel—companies, which have now joined the ranks of companies under severe financial stress. As a result, the proportion of corporate debt owed by stressed companies, defined as those whose earnings are insufficient to cover their interest obligations, has increased to 41 percent in December 2015, compared to 35 percent in December 2014.<sup>3</sup> In response to this stress, companies have once again been compelled to curb their capital expenditures substantially.
- Finally, the path for fiscal consolidation will determine the demand for domestic output from government. The magnitude of the drag on demand and output will be largely equal to the size of consolidation, assuming a multiplier of about 1.
- There are three significant downside risks. Turmoil in the global economy could worsen the outlook for exports and tighter financial conditions significantly. Second, if contrary to expectations oil prices rise more than anticipated, this would increase the drag from consumption, both directly, and owing to reduced prospects for monetary easing. Finally, the most serious risk is a combination of the above two factors. This could arise if oil markets are dominated by supply-related factors such as agreements to restrict output by the major producers.
- The one significant upside possibility is a good monsoon. This would increase rural consumption and, to the extent that it dampens price pressures, open up further space for monetary easing.
- Putting these factors together, we expect real GDP growth to be in the 7 to 7<sup>3/4</sup> per cent range, with downside risks because of on-going developments in the world economy. The wider range in the forecast this time reflects the range of possibilities for exogenous developments, from a rebound in agriculture to a full-fledged international crisis; it also reflects uncertainty arising from the divergence between growth in nominal and real aggregates of economic activity.

(Source-Economic Survey 2015-16-Volume I, [www.indiabudget.nic.in](http://www.indiabudget.nic.in))

## INDIA'S INCREASING IMPORTANCE TO GLOBAL GROWTH

Despite global headwinds and a truant monsoon, India registered robust growth of 7.2 per cent in 2014-15 and 7.6 per cent in 2015-16, thus becoming the fastest growing major economy in the world. As per the estimates of the International Monetary Fund (IMF), global growth averaged 3.1 per cent in 2015, declining from 3.4 per cent registered in 2014. While growth in advanced economies has improved modestly since 2013, the emerging economies have witnessed a consistently declining trend in growth rate since 2010. It is against this background that the recent Indian growth story appears particularly bright.

India has made striking progress in its contribution to the global growth of Gross Domestic Product (GDP) in Purchasing Power Parity (PPP) terms. PPP represents the number of units of a country's currency required to purchase the same amount of goods and services in the domestic market as the US dollar would purchase in the United States, thus adjusting for purchasing power differentials between

currencies in relevant markets. India’s contribution to global growth in PPP terms increased from an average of 8.3 per cent during the period 2001 to 2007 to 14.4 per cent in 2014. During the 1990s, the US’s contribution to the global GDP growth in PPP terms was, on an average, around 16 percentage points higher than India’s. The picture changed dramatically in 2013 and 2014 when India’s contribution was higher than that of the US by 2.2 and 2.7 percentage points respectively. During 1991-2014, low growth in Japan (0.9 per cent annually) resulted in its low contribution (1.5 per cent) to global growth. India and China constitute 42.5 per cent and 53.2 per cent respectively of the total PPP measure of the lower-middle income countries and upper-middle income countries; and hence those country groups largely reflect India’s and China’s patterns.

The global economy—in particular the global growth powerhouse, China—is rebalancing, leading to an increasing role for India. After the onset of the multiple crises in different parts of the world, India’s contribution has become much more valuable to the global economy.

India’s share in world GDP has increased from an average of 4.8 per cent during 2001-07 to 6.1 per cent during 2008-13 and further to an average of 7.0 per cent during 2014 to 2015 in current PPP terms (IMF). India’s resilience and current levels of reasonably strong growth should, thus, be appreciated in the light of its increasing contribution to global growth.

(Source-Economic Survey 2015-16-Volume II, [www.indiabudget.nic.in](http://www.indiabudget.nic.in))

**THIRD PARTY LOGISTICS (3PL) INDUSTRY: GLOBAL SCENARIO**

**3PL USAGE REFLECTS GLOBAL ECONOMIC TRENDS**

Figure 1: Global 3PL Revenues Rise for 2011-2012

Region	2011 Global 3PL Revenues (US\$Billions)	2012 Global 3PL Revenues (US\$Billions)	Percent Change 2011 to 2012	Percent Change 2010 to 2011
North America	\$ 159.9	\$ 170.6	+ 6.7%	+ 7.2%
Europe	160.4	156.2	- 2.6%	- 2.8%
Asia-Pacific	191.1	236.2	+ 23.6%	+ 21.2%
Latin America	39.5	44.4	+ 12.4%	+ 43.6%
Other Regions	65.2	69.4	+ 6.4%	+ 54.0%
<b>Total</b>	<b>\$ 616.1</b>	<b>\$ 676.9</b>	<b>+ 9.9%</b>	<b>+ 13.7%</b>

Source: Armstrong & Associates, 2013.

Global markets continue to be impacted by volatility in many economies throughout the world, driving highly variable and sometimes sluggish demand for outsourced logistics services. **Figure 1** provides global 3PL revenues by region for 2011 and 2012 from Armstrong & Associates, plus a summary of percentage changes reported for 2011-2012 and 2010-2011.

As indicated, global 3PL revenues of \$676.9 billion (US dollars) reported for 2012 represent an increase of +9.9% over 2011. This represents the weighted-average of significant increases in Asia-Pacific (+23.6%) and Latin America (+12.4%), modest increases in North America (+ 6.7%) and Other Regions

(+6.4%), and a small decrease in Europe (-2.6%). In comparison with the percentage growth in global 3PL revenues of +13.7% reported for 2010-2011, however, the +9.9% change from 2011 to 2012 represents a decrease of about 1/3 from the growth percentage reported in the previous year.

Latin America and Other Regions also saw slowing growth, from the robust +43.6% and +54%, reported respectively, in 2010-2011 to just +12.4% and +6.4% in 2011-2012. Overall, this reflects shifts in global economic activity and related freight movements that have caused some “cooling off” of the growth in 3PL revenues that was reported one year ago in some regions of the world. Global economic conditions may be responsible for the somewhat slower growth in 3PL revenues associated with emerging and developing markets.

According to Dr. William L. (Skip) Grenoble, Executive Director, Center for Supply Chain Research and Senior Research Associate for The Smeal College of Business, Penn State University, “Business and government organizations are highly aware of the added value that the effective use of logistics outsourcing can have on logistics and supply chain effectiveness.”

(Source: 2014 Third-Party Logistics Study: The State of Logistics Outsourcing [www.capgemini.com](http://www.capgemini.com))

### SHIPPER EXPERIENCES WITH 3PLS: MEASURES OF SUCCESS

Once again, a distinct majority (90%) of shippers report that their relationships with 3PLs generally have been successful. Interestingly, but predictably, an even higher percentage of 3PLs (97%) say their relationships with shippers have generally been successful.

**Figure 2** summarizes the tangible benefits shippers report from their use of 3PL services, including average improvements in order fill rate and order accuracy. The average logistics cost reduction reported by shippers was 11%; the average inventory cost reduction was 6%; and the average fixed logistics cost reduction was 23%. These figures are down modestly from those reported in last year’s study; this is not unexpected, since both shippers and 3PLs have been working earnestly to attain these benefits.

As with past years, just over half of shipper respondents (55%, compared to 56% last year) report their use of 3PLs has led to year-over-year incremental benefits, while 91% of 3PLs say their customers’ use of 3PL services has led to year-over-year benefits.

**Figure 2: 3PL Services Deliver Measurable Benefits**

Results		2013 Study	2014 Study
Logistics Cost Reduction		15%	11%
Inventory Cost Reduction		8%	6%
Logistics Fixed Asset Reduction		26%	23%
Order Fill Rate	Changed From	58%	66%
	Changed To	65%	68%
Order Accuracy	Changed From	67%	68%
	Changed To	72%	69%

Source: 2014 18<sup>th</sup> Annual Third-Party Logistics Study.

(Source: 2014 Third-Party Logistics Study: The State of Logistics Outsourcing [www.capgemini.com](http://www.capgemini.com))

## KEY TAKEAWAYS: GLOBAL LOGISTICS INDUSTRY

Key findings about the Current State of the Market for the 2014 18th Annual 3PL Study include:

- Global markets continue to be volatile, driving highly variable and sometimes sluggish demand for outsourced logistics services. While aggregate global revenues for the 3PL sector continue to rise, Armstrong and Associates' figure of +9.9% average growth represents a decrease of about 1/3 from the percentage reported last year. Latin America and Other Regions also saw slowing of growth compared with last year.
- One consistent finding throughout the 18 years of Annual 3PL Studies is a relatively predictable “ebb and flow” of outsourcing vs. insourcing in the 3PL marketplace. Data from Armstrong & Associates supports a key finding of this study: That shippers in general are increasing their use of outsourced logistics services.
- Shippers report an average logistics cost reduction of 11%. The average inventory cost reduction was 6%, and the average fixed logistics cost reduction was 23%. These figures are down modestly from those reported in last year's study, but confirm the reasons 90% of shippers report that their relationships with 3PLs generally have been successful.
- Shippers and 3PLs are about equally satisfied (70% and 69%, respectively) with the openness, transparency and good communication in their relationships, and 66% of shipper respondents judge their 3PLs as sufficiently agile and flexible to meet future business challenges.
- Nearly one-half of shippers (47%) have engaged in “gain sharing” arrangements with their 3PLs, and a nearly equal percentage (48%) indicated they have collaborated with other companies, even competitors, to achieve logistics cost and service improvements. Variances in these results over the years suggest that, rather than reflecting levels of maturity, these approaches simply fit better with some shipper-3PL relationships than they do for others.
- Consistent with past studies, transactional, operational and repetitive activities tend to be the most frequently outsourced, in relatively stable numbers, but this year's results suggest some modest increases in prevalence of outsourcing some activities that are strategic, customer-facing, and IT-intensive.
- For the past 12 years, this study has been tracking the “IT Gap,” which is defined as the difference between the percentage of 3PL users indicating that IT capabilities are a necessary element of 3PL expertise (98% in the current study), and the percentage of the same users who agree that they are satisfied with 3PL IT capabilities (55%). The results from this year's study again confirm that the IT Gap is stabilizing to some extent, but the research supports the idea that 3PL IT capabilities are becoming increasingly important to shippers, and that the shipper satisfaction ratings are also increasing.

(Source: 2014 Third-Party Logistics Study: The State of Logistics Outsourcing [www.capgemini.com](http://www.capgemini.com))

## SHIPPER-3PL RELATIONSHIPS: THE KEY TAKEAWAYS

- The marketplace is still determining the degree to which shipper-3PL relationships have been altered as a result of the recession. The good news is that shippers continue to cite factors such as the ability to provide continuous improvement (55%), experience in the shipper's industry (49%) and established on-going relationship (42%) as important selection criteria.
- One new pattern is the increased reliance on centralized sourcing in 3PL selection. Nearly half of shippers (48%) and 61% of 3PLs say centralized procurement functions are playing more or much more of a role in the selection process compared with three years ago.



- Allaying those concerns somewhat is the finding that the majority of shippers and 3PLs say that their relationships have grown more collaborative over the past three years. Shippers that can strike the right balance in sourcing decisions and build strategic 3PL relationships set the stage for considerable strategic advantage.

(Source: 2014 Third-Party Logistics Study: The State of Logistics Outsourcing [www.capgemini.com](http://www.capgemini.com))

## INDIAN LOGISTICS INDUSTRY OVERVIEW

The Indian logistics industry was valued at an estimated US\$ 130 billion in 2012-13. It has grown at a CAGR of 16 % over the last five years. The industry comprises the following main segments:

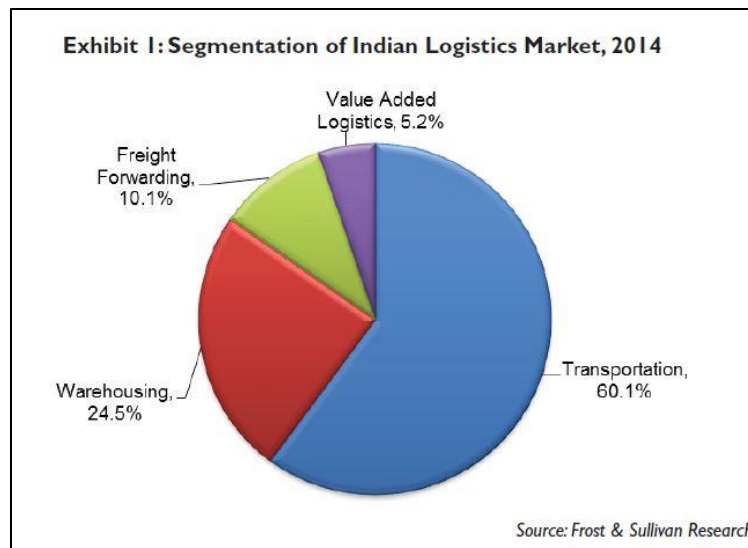
- Freight and passenger transportation via road, rail, air and water
- Warehousing and cold-storage

The contribution from the movement of goods including freight transportation and storage is about 90 per cent. Aggregate freight traffic is estimated at about 2-2.3 trillion tonne kilometres. Road dominates the mode of freight transport mix and constitutes about 60 per cent of the total freight traffic. Rail and coastal shipping account for about 32 per cent and 7 per cent, respectively, while the share of inland waterways transportation and air is less than 1 per cent each.

(Source: Indian Logistics Industry: Gaining Momentum a Report on the Performance and Emerging Trends in the Indian Logistics Industry **India Brand Equity Foundation**; [www.ibef.org](http://www.ibef.org))

## INDIAN LOGISTICS MARKET SIZE AND SEGMENTATION

The Indian logistics market recorded revenues of about US \$104.10 billion in 2014, witnessing a growth of about 4.9 percent over the previous year. Transportation accounts for about 60percent of the market revenues.



(Source: Mega Trends in the Indian Logistics Sector for 2015-16, Frost & Sullivan Research [www.frost.com](http://www.frost.com))

## LOGISTICS SERVICES MARKET - INDIA

- Services in India are emerging as a prominent sector in terms of contribution to national and states' incomes, trade flows, FDI inflows, and employment
- Logistics services forms an integral part of the overall functioning of the logistics sector

- Inbound logistics concentrates on purchasing and arranging inbound movements of materials, parts, and finished inventory from suppliers to manufacturing or assembly plants, warehouses or retail stores.
- Outbound logistics involves movement of final product and related information flows from the end of the production line to the end user.
- Reverse logistics is the process of moving goods from their typical final destination for the purpose of capturing value, or proper disposal, involving remanufacturing or refurbishing.
- An efficient logistics market would demand integration of services at all points and across all segments.
- Logistics services, an amalgamation of Courier, Freight, Third Party Logistics and Fourth Party Logistics, have significant business earning potential in the domestic market.
- Amongst the segments, courier market shows the maximum growth in terms of CAGR whereas freight forwarding has the largest market size value-wise.
- Third Party and Reverse logistics are emerging markets having huge market potential and scope for expansion

#### **Demand Drivers**

- Global Trade Boom
- Rapid Economic Growth and FDI in Logistics
- Growth in Retail Sector
- Rise in e-Tailing
- Increased Demand for consumer Electronics and Durables
- Expansion of Auto and Auto Components Sector

#### **Challenges**

- Poor Infrastructure
- Lack of Skilled Manpower
- Warehouse Space Deficit

#### **Government Initiatives**

- FDI Regime – Sectors Pertaining to the Freight Forwarding Industry
- Development of the Dedicated Freight Corridor
- Shift to GST Tax Regime
- Shipbuilding Subsidy and Investments
- Government Road Building Programs
- Infrastructure Initiatives through Union Budget

(Source: Logistics Services Market– India February 2015 [www.netscribes.com](http://www.netscribes.com))

### **FREIGHT FORWARDING MARKET - INDIA**

- Freight forwarding market in India is poised to grow at a significant CAGR till 2018.
- In India, freight forwarding can be broadly categorized into Road, Rail, Air and Sea Freight
- India is expected to witness considerable growth in freight business provided freight companies diversify their business to other logistic segments
- Freight forwarding services form the most crucial link in the overall logistics value chain



- It accounts for significant % of the total logistics cost with transportation accounting for a maximum share followed by inventory and value-added services of the total freight forwarding segment
- Freight forwarding market in India has prospered owing to the exponential growth in international trade and is estimated to grow at a significant CAGR between 2013 and 2018.
- Broadly classified, the Indian freight forwarding market consists of four segments – *Rail, Road, Waterways and Airways* freight forwarding services.
- Sea freight forwarding and air freight forwarding are expected to witness higher growth rate than the other segments

#### **Demand Drivers**

- Growth in International Trade
- Rapid Economic Growth and FDI in Logistics
- Improved Warehousing Infrastructure
- Diversification into Logistics Business
- Growth in Containerized Cargo
- Rising Competitiveness among Domestic Companies

#### **Challenges**

- Stiff Competition from International Counterparts
- Rising Freight Costs
- Complex Operation
- Lack of Skilled Manpower
- Poor Infrastructure

#### **Government Initiatives**

- FDI Regime – Sectors Pertaining to the Freight Forwarding Industry
- Development of the Dedicated Freight Corridor
- Shift to GST Tax Regime
- Shipbuilding Subsidy and Investments
- Government Road Building Programs
- Infrastructure Initiatives through Union Budget

(Source: *Freight Forwarding Market – India February 2015* [www.netscribes.com](http://www.netscribes.com))

#### **CONTAINER LOGISTICS (CFS & ICD) MARKET-INDIA**

- Container cargo traffic is expected to grow substantially over the next five years owing to revival in international trade scenario
- CFS contributes to the maximum percentage of revenue in the container logistics market
- Container logistics market comprises of Container Haulage, CFS and ICD and Multimodal Transport Operator
- Provides various services : Cargo consolidation, distribution as well as custom clearance activities
- CFS and ICD market is an integral component of the logistics sector infrastructure.
- Growth in containerized cargo traffic has facilitated the development of container freight stations (CFS) and inland container depots (ICDs)

- CFS is largely unique to India and plays an important role in decongesting container traffic at ports, enhancing ports' operating efficiency.
- ICDs, also known as dry ports, cater to hinterland cargo traffic from various clusters owing to increased industrial activity.
- The slowdown in India's trade volume mostly affected the CFS & ICD market in the overall logistics sector mainly due to:
  - a) The large debt-funded infrastructure investment made in the sector
  - b) Rising competition
- However, as predicted by recent economic and commerce scenario, the industry is expected to grow in the next five years displaying a high single-digit growth rate on account of revival in international trade scenario post 2014-15.
- CFS and ICD generate about their maximum revenue from import operations followed by ground handling and transportation.
- Container cargo traffic is expected to grow substantially over the next five years owing to revival in international trade scenario
- CFS contributes to the maximum percentage of revenue in the container logistics market
- Container logistics market comprises of Container Haulage, CFS and ICD and Multimodal Transport Operator
- Provides various services : Cargo consolidation, distribution as well as custom clearance activities

#### **Demand Drivers**

- Growth in International Trade
- Growth in Containerized Cargo
- Improvement in Custom Clearance Activities
- Higher Margins in Comparison with Other Logistics Activities
- Construction of Dedicated Freight Corridor

#### **Challenges**

- Poor Infrastructure
- Rise in Freight Costs
- High Costs Entailed for the Development of a Facility
- Archaic Procedures for the Movement of Containerized Cargo

#### **Government Initiatives**

- FDI Regime – Sectors Pertaining to the Logistics Industry
- Maritime Agenda – Vision 2020
- Capacity Expansion and Investment Opportunities along East Coast Ports

- Shipbuilding Subsidy and Investments
- Private Investment in Logistics Parks and FTWZs
- Container Terminal Privatization
- Investment Scenario at Major Ports
- Projects in Progress at JN Port

(Source: *Container Logistics (CFS & ICD) Market – India February 2015* [www.netscribes.com](http://www.netscribes.com))

## SUMMARY OF BUSINESS

### OVERVIEW

Incorporated in 2011, we are engaged in providing various logistic services such as NVOCC, shipping and freight forwarding, provision of yards for storage of empty containers, inland transport services, etc. We have certificate of registration of container code in accordance with ISO Standard 6346, Customs Conventions and BIC Registration terms for servicing our customers' requirements. In addition to the abovementioned logistic services, our Company is also engaged in trading and leasing of containers. We provide these services and products on worldwide basis and aim to emerge as a global logistics service solution provider. Our registered office is located at Mumbai and we have branch offices at Delhi, Kolkata, Chennai and Gandhi Dham. We also have associated with certain agents by entering into agency agreements for our NVOCC and container handling operations in Gulf, Upper Gulf, Far East and Indian sub continents.

Our promoter Mr. Abdul Khalik Chataiwala having a vast experience in international trade moved into container yard and container freight station services a decade ago. With a vision to acknowledge the Indian industry's need for competitive and quality logistic services, to provide superior service through clear, concise two-way communication, our Promoter formed Lancer Container Lines Limited in 2011 and within a short span of time, he took the Company to another level, crossing a turnover of Rs. 30 crores in 2015.

At present, our Company has more than 3,000 containers which are available for NVOCC operations. We also have a yard located at Panvel, which is spread over an area of 20,000 square meters and is mainly provided for storage of empty containers. We have now partnered with CARU Containers for DNV 2.7-1 offshore containers & basket in India. CARU Containers is an international market leader in maritime container selling and leasing and has global presence with its office in Europe, Asia, USA, etc. With this tie-up, we aim at expanding our global reach by adding diversity to our offshore portfolio.

Further, marketing plays a crucial role in our business and our Company has an efficient team of marketing professionals which forms part of our core strength. Our goal is to build relationships through our flexibility to meet the customer's changing needs. We believe in giving our customers "Total logistics solutions without limits". We constantly make an effort to add more value to our products and services, thereby providing ultimate customer satisfaction. It is our aim to meet the critical success factors of our customers by delivering end to end solutions in logistics to our customers.

**OUR SPECTRUM OF SERVICES**



**NVOCC**

Non vessel operating common carrier (NVOCC) means a cargo consolidator who does not own any vessel, but acts as a carrier legally by accepting required responsibilities of a carrier who issues his own bill of lading or airway bill. NVOCC and a freight forwarder perform similar activities except with some differences. Our Company generates its major revenue from NVOCC services. We operate with own as well as leased containers. With a corporate office at Mumbai, we have wide range of networks at major gateway ports and in land destinations. We also have branch offices at Delhi, Kolkata, Chennai and Gandhi Dham. We also have associated with certain agents by entering into agency agreements for our NVOCC and container handling operations in Gulf, Upper Gulf, Far East and Indian sub continents.

The process of NVOCC is divided into two parts: a. Before Export and b. After Export. The “Before Export” process is undertaken in India and is managed directly by us while “After Export” process is undertaken in importing country which is largely managed by our agents appointed. We have also joined hands with CARU Containers for DNV 2.7-1 offshore containers & baskets in India. CARU Containers is an international player in maritime container leasing and sales with wide global presence.

**Shipping & Freight Forwarding**

In addition to NVOCC, our Company also offers shipping and freight forwarding services, wherein we act as an intermediary between the client and various transportation services. We utilise established relations with carriers, in order to negotiate the best possible price to move shippers’ goods along the most economical route by working out various bids and choosing the most cost-effective, timely and reliable one. The personal approach by our professional team along with optimal use of technology has proved necessary for short communication lines and bundled information to act accordingly before, during or within all stages of shipment movements. These aspects also ensure that all specific needs of each individual client and their shipments are known by each person who is handling your shipment. We also deal with many global partners to render one stop shop solution to customers. We offer sea freight, air freight and trucking services. Our major comprehensive freight services include:

Sea Freight	Trucking Services
<ul style="list-style-type: none"> <li>• Project Logistics</li> <li>• Order and logistics management</li> <li>• Full container load/ less than container load</li> <li>• Warehousing &amp; distribution</li> <li>• Handling dangerous goods assignment</li> <li>• Heavy Haulage Services</li> <li>• Freight forwarder shipping</li> <li>• Customs clearance</li> <li>• Port cargo documentation</li> </ul>	<ul style="list-style-type: none"> <li>• Full Truck Loads</li> <li>• Less than Truck Loads</li> <li>• Finished Goods Distribution</li> <li>• Pick &amp; Pack</li> <li>• Merge in transit</li> <li>• Retail Distribution</li> <li>• Vendor Managed Inventory</li> <li>• Return Programs</li> </ul>

**Container Trading and Leasing**

Trading and leasing of containers is another aspect of our business. We offer a variety of equipment from our large and diverse fleet. We deal in many kind of shipping container, cargo container, storage container and customised containers. We are also equipped with transportation facilities for delivering these containers to the customers place. Our Company has also set up an independent depot to deal with the developing business of container trading and delivery. During the year ended March 31, 2015 our revenue from container trading and leasing contributed 8.39% to our total revenue from operations.

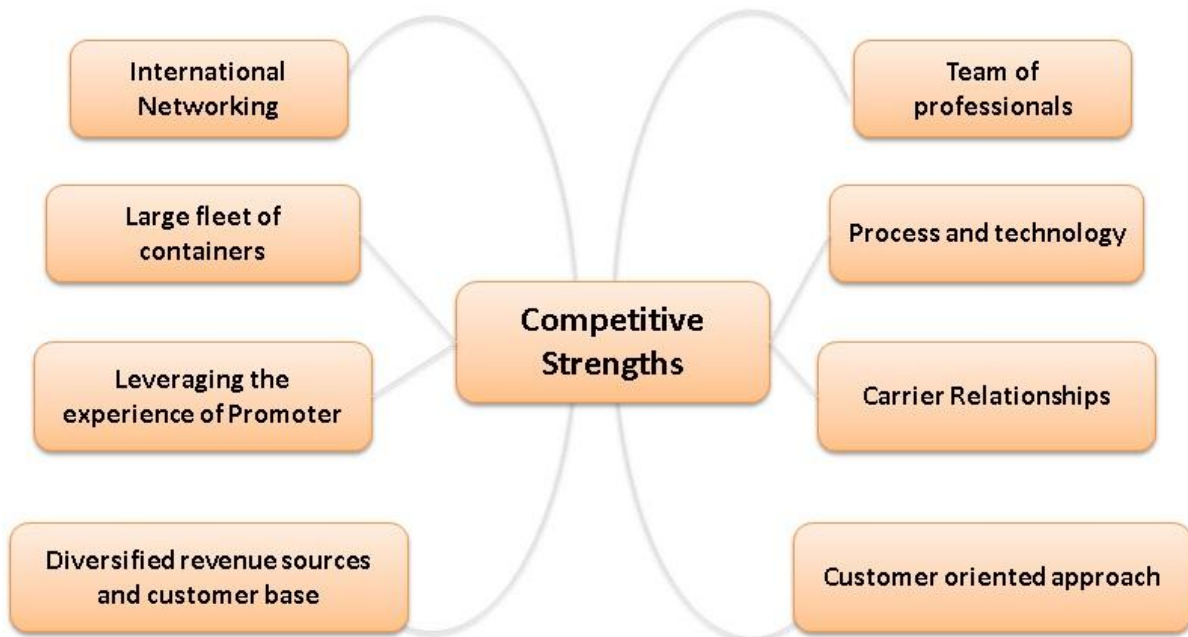
**Empty Container Yards**

Our yard is located at Panvel and spread over an area of 20,000 square meters and is mainly provided for storage of empty containers. Apart from providing yards for storage of their empty containers, we also provide customers with other services in relation to these containers such as handling services, general container maintenance, refurbishment and repairs, container cleaning and decontamination, container modifications, etc.

**Inland Transport Services**

We provide standardized surface transportation services, with an assurance of safe handling of the goods. We aim to deliver the goods in flawless condition, thereby providing absolute satisfaction to our clients. Our service standards for land transport are precisely coordinated with the growing needs of industry and commerce. With our own fleet of container trailers, we specialize in transporting our customer's goods from place to place with an assurance of total safety we specialize in transporting our customer's goods from place to place with an assurance of total safety.

**OUR COMPETITIVE STRENGTHS**



## **1. Diversified revenue sources and customer base**

Our Company offers a wide range of logistic and related services, making it a one stop logistic solution for customers. In addition to the regular logistic services, we also provide value added services to enhance our appeal to customers. We provide value added services such as refurbishing and repairs of containers, provision of yard for storage of empty containers, etc. Such range of services gives our customers the comfort of outsourcing a substantial quantum of their logistics management to us.

Further we serve a diverse mix of end markets across several industry sectors. In our industry, we serve a number of customers in the FMCG industry as well as in general commodities such as food, textiles, apparel, furniture, appliances, pharmaceutical products, rubber, plastics, metal and metal products, wood, glass, automotive parts and machinery. We believe that the high levels of customer retention and growth in the number of customers reflects the value proposition we provide and positions us for further growth.

## **2. Large fleet of containers**

NVOCC service is one of the prime business of our Company. In addition to NVOCC, our company is also engaged in trading and leasing of containers. Currently we own more than 3,000 containers. Further we have also joined hands with CARU Containers for DNV 2.7-1 offshore containers & baskets in India. Our large fleet of containers enables us to cater to a larger number of customers and strengthen our market share as an NVOCC. We are also able to cater to customers with huge container load, thereby increasing our scope of services.

## **3. Leveraging the experience of Promoter**

Our Promoter Mr. Abdul Khalik Chataiwala has a vast experience in international trade and moved into container yard and container freight station services a decade ago. With his vision and expertise, we have grown in a consistent and speedy manner from the time of our incorporation in March 2011. We believe that his experience shall continue to contribute significantly to the growth of our operations.

## **4. Team of professionals**

We have a dedicated and experienced management team who handle operations, quality management and deliverables. We constantly make an effort to improve and enhance technical competence of our employees and encourage them to deliver their best. Being a nationwide and international service provider, we also employ resources who can beat language barriers and serve the best to the customers.

## **5. International Networking**

We have tapped markets across the countries by establishing a strong network with international agencies and logistic companies. These agents complement and enhance our capabilities to manage movements across geographies. We also have associated with certain agents by entering into agency agreements for our NVOCC and container handling operations in Gulf, Upper Gulf, Far East and Indian sub continents. We have also joined hands with CARU Containers for DNV 2.7-1 offshore containers & baskets in India. We aim to expand our global presence and scale new heights.

## **6. Process and Technology**

Our Company has invested significant resources in technological capabilities and has developed a scalable technology system. We use process and technology to continuously improve our business operations and customer service. To keep a track on the process of our Logistic from procurement of order to door delivery of the client, we are developing online systems known as “INOVA” and “iTrade”.



**7. Carrier Relationships**

Airlines, shipping companies, transporters and other vendors are crucial to our business. Our strong relationships with most leading carriers enable us to negotiate favourable commercial terms and operational advantages for our clients.

**8. Customer oriented approach**

Customer satisfaction is one of our key success factors. We cater to various international and domestic customers across diverse product segments. We try to provide customer specific solutions and offer our services/products not in a standard but in a customized manner so as to best suit their requirements. Loyalty of our existing customer helps us to maintain a long term working relationship with our customers. Further our approach has also helped us in expanding our present customer base.

## SUMMARY OF FINANCIAL STATEMENTS

The following summary of financial data has been prepared in accordance with Indian GAAP, the Companies Act and the SEBI (ICDR) Regulations and restated as described in the Peer Reviewed Auditor's Report in the section titled "*Financial Statements*". You should read this financial data in conjunction with our financial statements for the period ended September 30, 2015 and for the financial Year 2015, 2014, 2013 and 2012 including the notes thereto and the reports thereon, which appears under the section titled "*Financial Statements*" and chapter titled "*Management's Discussion and Analysis of Financial Condition and Results of Operations*" beginning on page 176 and 205 of this Prospectus.

### STATEMENT OF ASSETS AND LIABILITIES AS RESTATED

### ANNEXURE - I

(Rs. in Lakhs)

Sr. No.	Particulars	As at September 30, 2015	As at March 31,			
			2015	2014	2013	2012
	<b>EQUITY AND LIABILITIES</b>					
<b>1)</b>	<b><u>Shareholders Funds</u></b>					
	a. Share Capital	328.68	328.68	147.24	1.00	1.00
	b. Reserves & Surplus	119.49	81.03	52.91	18.70	1.28
<b>2)</b>	<b>Share Application Money Pending Allotment</b>	-	-	-	51.00	29.00
<b>3)</b>	<b><u>Non Current Liabilities</u></b>					
	a. Long Term Borrowings	1,945.50	1,073.33	632.87	188.77	228.76
	b. Deferred Tax Liabilities	-	-	-	0.15	0.57
	c. Other Long Term Liabilities	51.68	51.68	-	4.50	-
	d. Long Term Provisions	5.28	9.15	4.06	2.80	0.26
<b>4)</b>	<b><u>Current Liabilities</u></b>					
	a. Short Term Borrowings	12.60	89.54	22.48	35.34	-
	b. Trade Payables	568.47	441.70	437.54	316.25	15.26
	c. Other Current Liabilities	570.59	276.43	411.72	224.37	97.11
	d. Short Term Provisions	0.36	0.39	0.20	0.08	0.00
	<b>T O T A L</b>	<b>3,602.65</b>	<b>2,351.93</b>	<b>1,709.01</b>	<b>842.97</b>	<b>373.25</b>
	<b>ASSETS</b>					
<b>5)</b>	<b><u>Non Current Assets</u></b>					
	a. Fixed Assets					
	i. Tangible Assets	2,750.71	2,096.99	790.14	416.00	169.77
	i. Intangible Assets	-	-	1.53	1.53	-
	Less: Accumulated Depreciation	424.35	279.00	85.96	18.44	4.31
	ii. Capital Work in Progress	43.03	-	-	-	-
	<b>Net Block</b>	<b>2,369.39</b>	<b>1,817.99</b>	<b>705.71</b>	<b>399.09</b>	<b>165.46</b>
	b. Deferred Tax Assets (Net)	13.19	11.96	2.01	-	-
	c. Non-current Investments	-	-	-	-	-

Sr. No.	Particulars	As at September 30, 2015	As at March 31,			
			2015	2014	2013	2012
	d. Long Term Loans & Advances	-	-	-	-	-
	e. Other Non Current Assets	100.35	30.46	18.04	22.34	18.00
<b>6)</b>	<b><u>Current Assets</u></b>					
	a. Inventories	-	-	368.53	77.90	48.00
	b. Trade Receivables	311.22	238.21	379.33	263.61	84.00
	c. Cash and Cash Equivalents	419.42	121.93	51.52	11.42	23.76
	d. Short Term Loans & Advances	80.90	13.43	99.00	21.57	17.98
	e. Other Current Assets	308.18	117.96	84.87	47.04	16.05
	<b>T O T A L</b>	<b>3,602.65</b>	<b>2,351.93</b>	<b>1,709.01</b>	<b>842.97</b>	<b>373.25</b>

**STATEMENT OF PROFIT AND LOSS AS RESTATED**
**ANNEXURE – II**
*(Rs. in Lakhs)*

Sr. No.	Particulars	For the period ended September 30, 2015	For the year ended March 31,			
			2015	2014	2013	2012
<b>A</b>	<b>INCOME</b>					
	Revenue from Operations	2,081.47	3,041.52	2,213.90	2,062.18	547.56
	Other Income	4.26	0.61	2.15	-	-
	<b>Total Income (A)</b>	<b>2085.73</b>	<b>3,042.13</b>	<b>2,216.05</b>	<b>2,062.18</b>	<b>547.56</b>
<b>B</b>	<b>EXPENDITURE</b>					
	Cost of Material Consumed	-	-	-	-	-
	Purchase of Stock in Trade	118.27	255.62	670.25	598.39	429.35
	Changes in inventories of finished goods, traded goods and work-in-progress	-	-	(290.63)	(29.90)	(48.00)
	Employee benefit expenses	179.17	221.07	160.66	175.94	94.71
	Finance costs	58.85	121.92	56.24	5.32	0.76
	Depreciation and amortisation expense	145.35	198.64	67.28	14.13	4.31
	Other Expenses	1,528.16	2,182.86	1,488.33	1,273.10	64.56
	<b>Total Expenses (B)</b>	<b>2,029.80</b>	<b>2,980.11</b>	<b>2,152.13</b>	<b>2,036.98</b>	<b>545.69</b>
<b>C</b>	<b>Profit before extraordinary items and tax</b>	<b>55.93</b>	<b>62.02</b>	<b>63.92</b>	<b>25.20</b>	<b>1.86</b>
	Extraordinary items	-	-	-	-	-

Sr. No.	Particulars	For the period ended September 30, 2015	For the year ended March 31,			
			2015	2014	2013	2012
<b>D</b>	<b>Profit before tax</b>	<b>55.93</b>	<b>62.02</b>	<b>63.92</b>	<b>25.20</b>	<b>1.86</b>
	<i>Tax expense :</i>					
	(i) Current tax	18.70	29.96	22.00	8.21	0.35
	(ii) Deferred tax	(1.22)	(9.95)	(2.16)	(0.42)	0.57
	(iii) MAT credit	-	-	-	-	(0.35)
<b>E</b>	<b>Total Tax Expense</b>	<b>17.48</b>	<b>20.01</b>	<b>19.84</b>	<b>7.79</b>	<b>0.57</b>
<b>F</b>	<b>Profit for the year (D-E)</b>	<b>38.45</b>	<b>42.01</b>	<b>44.08</b>	<b>17.41</b>	<b>1.30</b>

**STATEMENT OF CASH FLOW AS RESTATED**

(Rs. in Lakhs)

Particulars	As at September 30, 2015	As at March 31, 2015	As at March 31, 2014	As at March 31, 2013	As at March 31, 2012
<b><u>Cash flow from operating activities:</u></b>					
Net Profit before tax as per Profit And Loss A/c	55.93	62.02	63.92	25.21	1.86
Adjusted for:					
Loss on sale of asset	-	2.73	-	-	-
Depreciation & Amortisation	145.35	198.64	67.52	14.13	4.31
Interest & Finance Cost	58.44	120.94	44.28	4.91	-
Interest income	-	(0.61)	(0.29)	-	-
<b>Operating Profit Before Working Capital Changes</b>	<b>259.72</b>	<b>383.72</b>	<b>175.43</b>	<b>44.25</b>	<b>6.17</b>
Adjusted for (Increase)/ Decrease:					
Trade Receivables	(73.01)	141.12	(115.73)	(179.61)	(84.00)
Inventories	-	368.53	(290.63)	(29.90)	(48.00)
Loans and advances	(67.47)	85.58	(77.44)	0.51	(11.59)
Other Current & Non Current Assets	(260.30)	(45.52)	(33.53)	(35.33)	(34.05)
Short-Term Provisions	(3.90)	5.28	1.37	2.61	0.26
Trade payables	126.76	4.16	121.29	300.99	15.26
Other Long Term Liabilities	294.16	(83.61)	182.85	131.75	97.12
<b>Cash Generated From Operations Before Extra-Ordinary Items</b>	<b>275.96</b>	<b>859.28</b>	<b>(36.37)</b>	<b>235.27</b>	<b>(58.84)</b>
Add:- Extra-Ordinary Items	-	-	-	-	-
<b>Cash Generated From Operations</b>	<b>275.96</b>	<b>859.28</b>	<b>(36.37)</b>	<b>235.27</b>	<b>(58.84)</b>
Direct Tax Paid	(18.50)	(29.96)	(31.87)	(12.30)	(6.39)
<b>Net Cash Flow from/(used in) Operating Activities: (A)</b>	<b>257.45</b>	<b>829.32</b>	<b>(68.24)</b>	<b>222.97</b>	<b>(65.23)</b>
<b><u>Cash Flow From Investing Activities:</u></b>					
Purchase of Fixed Assets	(696.75)	(1,316.39)	(374.14)	(247.76)	(169.77)
Sale of Fixed Asset	-	2.76	-	-	-
Interest income on loans & advances given	-	0.61	0.29	-	-
<b>Net Cash Flow from/(used in) Investing Activities: (B)</b>	<b>(696.75)</b>	<b>(1,313.03)</b>	<b>(373.86)</b>	<b>(247.76)</b>	<b>(169.77)</b>

Particulars	As at September 30, 2015	As at March 31, 2015	As at March 31, 2014	As at March 31, 2013	As at March 31, 2012
<b>Cash Flow from Financing Activities:</b>					
Proceeds From Share Capital	-	167.55	95.24	22.00	30.00
Proceeds from Long Term & Short term borrowings (net)	795.23	507.51	431.23	(4.64)	228.76
Interest & Financial Charges	(58.44)	(120.94)	(44.28)	(4.91)	-
<b>Net Cash Flow from/(used in) Financing Activities ( C)</b>	<b>736.79</b>	<b>554.12</b>	<b>482.20</b>	<b>12.45</b>	<b>258.76</b>
Net Increase/(Decrease) in Cash & Cash Equivalents (A+B+C)	297.49	70.41	40.10	(12.34)	23.76
Cash & Cash Equivalents As At Beginning of the Year	121.93	51.52	11.42	23.76	-
Cash & Cash Equivalents As At End of the Year	419.42	121.93	51.52	11.42	23.76



## THE ISSUE

The following table summarizes the Issue details:

Particulars	Details of Equity Shares
Issue of Equity Shares by our Company	15,40,000 Equity Shares of face value of Rs.10 each fully paid of the Company for cash at price of 12/- per Equity Share aggregating Rs.184.80 lakhs
<b><i>Of which:</i></b>	
Market Maker Reservation Portion	80,000 Equity Shares of face value of Rs. 10 each fully paid of the Company for cash at price of 12/- per Equity Share aggregating Rs. 9.60 lakhs
Net Issue to the Public	14,60,000 Equity Shares of face value of Rs.10 each fully paid of the Company for cash at price of 12/- per Equity Share aggregating Rs.175.20 lakhs
	<b><i>Of which:</i></b>
	7,30,000 Equity Shares of face value of Rs. 10 each fully paid of the Company for cash at price of 12/- per Equity Share aggregating Rs. 87.60 lakhs will be available for allocation to investors up to Rs. 2.00 Lacs
	7,30,000 Equity Shares of face value of Rs. 10 each fully paid of the Company for cash at price of 12/- per Equity Share aggregating Rs. 87.60 lakhs will be available for allocation to investors above Rs. 2.00 Lacs
<b>Pre and Post Issue Equity Shares</b>	
Equity Shares outstanding prior to the Issue	41,69,400 Equity Shares
Equity Shares outstanding after the Issue	57,09,400 Equity Shares
Use of Proceeds	For further details please refer to chapter titled “ <i>Objects of the Issue</i> ” beginning on page 90 of this Prospectus for information on use of Issue Proceeds

### Notes

1. This Issue is being made in terms of Chapter XB of the SEBI (ICDR) Regulations, 2009, as amended from time to time. The Issue is being made through the Fixed Price method and hence, as per regulation 43, sub regulation (4) of SEBI (ICDR) Regulations, at least 50% of the Net Issue to public will be available for allocation on a proportionate basis to Retail Individual Applicants, subject to valid Applications being received at the Issue Price. For further details please refer to section titled ‘*Issue Information*’ beginning on page 240 of this Prospectus.
2. The Issue has been authorized by the Board of Directors *vide* a resolution passed at its meeting held on December 21, 2015 and by the shareholders of our Company *vide* a special resolution passed pursuant to section 62(1)(c) of the Companies Act, 2013 at the Extra-Ordinary General Meeting held on December 21, 2015.

For further details please refer to chapter titled “*Issue Structure*” beginning on page 246 of this Prospectus.

## GENERAL INFORMATION

Our Company was originally incorporated as “Lancer Container Lines Private Limited” in Navi Mumbai, Maharashtra as a private limited company under the provisions of the Companies Act, 1956 vide Certificate of Incorporation dated March 07, 2011 bearing Corporate Identification Number U74990MH2011PTC214448 issued by Registrar of Companies, Maharashtra at Mumbai. Subsequently our Company was converted into a public limited company *vide* fresh Certificate of Incorporation dated July 16, 2015 and name of our Company was changed to “Lancer Container Lines Limited”. The Corporate Identification Number of our Company is U74990MH2011PLC214448.

For details of incorporation, change of name and registered office of our company, please refer to chapter titled “*Our History and Certain Other Corporate Matters*” beginning on page 149 of this Prospectus.

### REGISTERED OFFICE OF OUR COMPANY

**Lancer Container Lines Limited**

26/27, Arenja Tower CHS Ltd,  
Plot No: 49/50/51, Sector -11,  
CBD Belapur, Navi Mumbai 400 614  
Maharashtra, India

**Tel:** +91 22 27566940/41/42

**Fax:** +91 22 27566939

**Email:** [info@lancermarine.in](mailto:info@lancermarine.in)

**Website:** [www.lancermarine.in](http://www.lancermarine.in)

**Corporate Identification Number:** U74990MH2011PLC214448

### REGISTRAR OF COMPANIES

**Registrar of Companies, Maharashtra at Mumbai**

100, 5th Floor, Everest, Near Marine Lines Railway Station,  
Marine Drive, Mumbai, Maharashtra 400002

**Website:** [www.mca.gov.in](http://www.mca.gov.in)

### DESIGNATED STOCK EXCHANGE

**SME Platform of BSE**

P. J. Towers, Dalal Street  
Mumbai, Maharashtra, 400001

**BOARD OF DIRECTORS OF OUR COMPANY**

Sr. No.	Name	Age	DIN	Address	Designation
1.	Abdul Khalik Chataiwala	52	01942246	1st Floor, Plot No 90, Sector 26, Parsik Hill, CBD Belapur, Navi Mumbai, 400614, Maharashtra, India.	Chairman and Managing Director
2.	Fauzan Chataiwala	18	07376603	Plot No-90, Parsik Hill, Sector-26/27, CBD Belapur, Navi Mumbai, 400614, Maharashtra, India	Executive Director
3.	Harish Parameswaran	41	05249722	Nahur Villa, B-Wing, Flat No.7, Pandit Madan Mohan Malaviya Road, Mulund (west), Mumbai, 400080, Maharashtra, India	Executive Director
4.	Suresh Babu Sankara	56	02154784	A-403, 4th Floor, Jawahar Nagar CHS, Plot No 49/3, Sector 19A, Nerul, Navi Mumbai, 400706, Maharashtra, India	Independent Director
5.	Gajanand Harivilas Ruia	52	07184834	Ruia House, C D Barfiwala Marg, Andheri East, Mumbai 400058, Maharashtra, India	Independent Director
6.	Vijayshri Anup Krishnan	43	07258233	P 58/13, Baird Place Delhi, Delhi Cantt, Delhi, 110010, Delhi, India	Independent Director

For further details of our Directors, please refer to the chapter titled “*Our Management*” beginning on page 153 of this Prospectus.

**COMPANY SECRETARY & COMPLIANCE OFFICER**

**Nirali Mehta**

**Lancer Container Lines Limited**

26/27, Arenja Tower CHS Ltd,

Plot No: 49/50/51, Sector -11,

CBD Belapur,

Navi Mumbai – 400 614

Maharashtra, India

**Tel:** +91- 22 27566940/41/42

**Fax:** +91-22 27566939

**Email:** [secretarial@lancermarine.in](mailto:secretarial@lancermarine.in)

**Website:** [www.lancermarine.in](http://www.lancermarine.in)

**CHIEF EXECUTIVE OFFICER**

**Narayanan Kutty Parakattil**

**Lancer Container Lines Limited**

26/27, Arenja Tower CHS Ltd,

Plot No: 49/50/51, Sector -11,

CBD Belapur,

Navi Mumbai – 400 614

Maharashtra, India  
**Tel:** +91- 22 27566940/41/42  
**Fax:** +91-22 27566939  
**Email:** [pnkuty@lancermarine.in](mailto:pnkuty@lancermarine.in)  
**Website:** [www.lancermarine.in](http://www.lancermarine.in)

#### **CHIEF FINANCIAL OFFICER**

**Deepak Sonar**  
**Lancer Container Lines Limited**  
26/27, Arenja Tower CHS Ltd,  
Plot No: 49/50/51, Sector -11,  
CBD Belapur,  
Navi Mumbai – 400 614  
Maharashtra, India  
**Tel:** +91 22 27566940/41/42  
**Fax:** +91 22 27566939  
**Email:** [deepak@lancermarine.in](mailto:deepak@lancermarine.in)  
**Website:** [www.lancermarine.in](http://www.lancermarine.in)

**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 unblocking of ASBA, etc.**

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

#### **STATUTORY AUDITOR**

**SMD & Company**  
B/11, Mankame Co-op. Hsg. Society,  
Park Cross Road, Vile Parle (East),  
Mumbai- 400057.  
**Tel:** 022 26106405  
**Email:** [dixitsm@rediffmail.com](mailto:dixitsm@rediffmail.com)  
**Contact Person:** Mr. S M Dixit  
**Firm Registration No:** 139592W  
**Membership No:** 044363

#### **PEER REVIEWED AUDITOR**

**M/s Ramanand and Associates**  
**Chartered Accountants**  
6/C, Ostwal Park Building No. 4 CHSL,  
Near Jesal Park Jain Temple,  
Bhayandar East, District Thane- 401105,  
Maharashtra, India  
**Tel:** + 91 22 28171199  
**Fax:** + 91 22 28171199

**E-mail:** [rg@caramanandassociates.com](mailto:rg@caramanandassociates.com)

**Contact Person:** Ramanand G Gupta

**Firm Registration No:** 117776W

**Membership No:** 103975

M/s Ramanand and Associates Chartered Accountants holds a peer reviewed certificate dated November 13, 2013 issued by the Institute of Chartered Accountants of India.

#### LEAD MANAGER

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

406-408, Keshava Premises,

Bandra Kurla Complex, Bandra East

Mumbai 400 051, Maharashtra, India

**Tel:** +91 22 61946724

**Fax:** + 91 22 26598690

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

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

**Contact Person:** Ms. Kirti Kanoria

**SEBI Registration No:** INM000012110

#### REGISTRAR TO THE ISSUE

##### **Bigshare Services Private Limited**

E/2, Ansa Industrial Estate, Sakivihar Road,

Saki Naka, Andheri East,

Mumbai – 400072, Maharashtra, India

**Tel:** 022 40430200

**Fax:** 022 28475207

**E-mail:** [ipo@bigshareonline.com](mailto:ipo@bigshareonline.com)

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

**Contact Person:** Mr. Babu Raphael

**SEBI Registration No.:** INR000001385

**Investor Grievance E-mail:** [investor@bigshareonline.com](mailto:investor@bigshareonline.com)

#### LEGAL ADVISOR TO THE ISSUE

##### **Verus**

15, First Floor, Firuz-Ara (West Wing),

Opp. Mantralaya,

Madam Cama Road,

Mumbai - 400021

**Tel:** +91 22 22860100

**Fax:** +91 22 22834102

**E-mail:** [dipankar.bandyopadhyay@verus.net.in](mailto:dipankar.bandyopadhyay@verus.net.in)

**Contact Person:** Dipankar Bandyopadhyay

**Website:** [www.verus.net.in](http://www.verus.net.in)

**BANKER TO THE COMPANY**

<p><b>Axis Bank Limited</b>                  Ellora, Commercial Unit 1-4,                  Sector 11, CBD Belapur,                  Navi Mumbai – 400 614  <b>Tel:</b> +91 022 2756 0397  <b>Fax:</b> +91 022 2756 0398  <b>Email:</b>  <a href="mailto:cbdbelapur.branchhead@axisbank.com">cbdbelapur.branchhead@axisbank.com</a>  <b>Contact Person:</b> Mr. Baljit Singh  <b>Website:</b> <a href="http://www.axisbank.com">www.axisbank.com</a></p>	<p><b>Deutsche Bank AG</b>                  D B House, Dr Hazarimal Somani Marg, Fort, Mumbai - 400001  <b>Tel:</b> +91 022 71804501  <b>Fax:</b> +91 022 71804545  <b>Email:</b> <a href="mailto:anand.thomas@db.com">anand.thomas@db.com</a>  <b>Contact Person:</b> Mr. Anand Thomas  <b>Website:</b> <a href="http://www.deutschebank.com">www.deutschebank.com</a></p>	<p><b>ICICI Bank Limited</b>                  Empire Complex, 414,                  Senapati Marg, Lower parcel,                  Mumbai-400013  <b>Tel:</b> +91 022 4343 3923  <b>Fax:</b> NA  <b>Email:</b>  <a href="mailto:firuzarudina@icicibank.com">firuzarudina@icicibank.com</a>  <b>Contact Person:</b> Firuza Rudina  <b>Website:</b> <a href="http://www.icicibank.com">www.icicibank.com</a></p>
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**BANKER TO THE ISSUE AND REFUND BANKER**

**ICICI Bank Limited**  
 Capital Market Division,  
 1<sup>st</sup> Floor, 122, Mistry Bhavan,  
 Dinshaw Vachha Road  
 Backbay Reclamation,  
 Churchgate, Mumbai-400 020  
**Tel:** (91) 022 22859922  
**Fax:** (91) 022 22611138  
**Email:** [rishav.bagrecha@icicibank.com](mailto:rishav.bagrecha@icicibank.com) / [ipocmg@icicibank.com](mailto:ipocmg@icicibank.com)  
**Contact Person:** Mr. Rishav Bagrecha  
**Website:** [www.icicibank.com](http://www.icicibank.com)  
**SEBI Registration Number:** INBI00000004

**SELF CERTIFIED SYNDICATE BANKS**

The lists of banks that have been notified by SEBI to act as SCSB for the Applications Supported by Blocked Amount (ASBA) Process are provided on <http://www.sebi.gov.in/sebiweb/home/list/5/33/0/0/Recognition-Intermediaries>. For details on Designated Branches of SCSBs collecting the ASBA Bid Form, please refer to the above-mentioned SEBI link.

**BROKER CENTRES/ DESIGNATED CDP LOCATIONS/ DESIGNATED RTA LOCATIONS**

In accordance with SEBI Circular No. CIR/CFD/14/2012 dated October 4, 2012 and CIR/CFD/POLICYCELL/11/2015 dated November 10, 2015, Applicants can submit Application Forms with the Registered Brokers at the Broker Centres, CDPs at the Designated CDP Locations or the RTAs at the Designated RTA Locations, respective lists of which, including details such as address and telephone number, are available at the websites of the Stock Exchange at [www.bseindia.com](http://www.bseindia.com). The list of branches of the SCSBs at the Broker Centres, named by the respective SCSBs to receive deposits of the Application Forms from the Registered Brokers will be available on the website of the SEBI ([www.sebi.gov.in](http://www.sebi.gov.in)) and updated from time to time.

**CREDIT RATING**

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



## IPO GRADING

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

## APPRAISAL AND MONITORING AGENCY

As per regulation 16(1) of the SEBI (ICDR) Regulations, the requirement of Monitoring Agency is not mandatory if the Issue size is below Rs. 50,000 Lakhs. Since the Issue size is only of Rs. 184.80 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.

## INTER-SE ALLOCATION OF RESPONSIBILITIES

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

## EXPERT OPINION

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

1. Report of the Peer Reviewed Auditor on statement of tax benefits, included in this Prospectus.

## DEBENTURE TRUSTEE

Since this is not a debenture issue, appointment of debenture trustee is not required.

## UNDERWRITER

Our Company and Lead Manager to the Issue hereby confirm that the Issue is 100% Underwritten. The underwriting agreement is dated January 27, 2016 and pursuant to the terms of the underwriting agreement; obligations of the underwriter are subject to certain conditions specified therein. The underwriter has indicated its intention to underwrite following number of specified securities being offered through this Issue.

Name and Address of the Underwriters	Indicative Number of Equity Shares to be Underwritten	Amount Underwritten (Rupees in Lakhs)	% of the Total Issue size Underwritten
<b>Pantomath Capital Advisors Private Limited</b> 406-408, Keshava Premises, , Bandra Kurla Complex, Bandra East Mumbai 400051, Maharashtra, India <b>Tel:</b> +91 22 61946724 <b>Fax:</b> + 91 22 26598690 <b>Email:</b> <a href="mailto:ipo@pantomathgroup.com">ipo@pantomathgroup.com</a> <b>Contact Person:</b> Ms. Kirti Kanoria <b>SEBI Registration Number:</b> INM000012110	15,40,000	184.80	100%
<b>Total</b>	<b>15,40,000</b>	<b>184.80</b>	<b>100%</b>

In the opinion of the Board of Directors of the Company, the resources of the above mentioned underwriter are sufficient to enable them to discharge their respective underwriting obligations in full.

## DETAILS OF THE MARKET MAKING ARRANGEMENT

Our Company and the Lead Manager have entered into a tripartite agreement dated January 27, 2016, and Amendment Market Making agreement dated March 10, 2016 with the following Market Maker, duly registered with BSE Limited to fulfil the obligations of Market Making:

**Rikhav Securities Limited**

35 B, Matru Chhaya, S N Road,  
Mulund (West), Mumbai-400080

**Tel:** +91-9769618582

**Fax:** +91-22-25935300

**E-mail:** [info@rikhav.net](mailto:info@rikhav.net)

**Website:** [www.rikhav.net](http://www.rikhav.net)

**Contact Person:** Mr. Hitesh H Lakhani

**SEBI Registration No.:** INB011280436

**Market Maker Registration No. (SME Segment of BSE):** SMEMM0317408052012

**Rikhav Securities Limited**, registered with SME segment of BSE will act as the Market Maker and has agreed to receive or deliver of the specified securities in the market making process for a period of three years from the date of listing of our Equity Shares or for a period as may be notified by any amendment to SEBI (ICDR) Regulations.

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

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

1. The Market Maker(s) (individually or jointly) shall be required to provide a 2-way quote for 75% of the time in a day. The same shall be monitored by the Stock Exchange. Further, the Market Maker(s) shall inform the Exchange in advance for each and every black out period when the quotes are not being offered by the Market Maker(s).
2. The minimum depth of the quote shall be Rs. 1,00,000/-. However, the investors with holdings of value less than Rs. 1,00,000/- shall be allowed to offer their holding to the Market Maker(s) (individually or jointly) in that scrip provided that he sells his entire holding in that scrip in one lot along with a declaration to the effect to the selling broker. Based on the IPO price of 12/- the minimum lot size is 10,000 Equity Shares thus minimum depth of the quote shall be Rs. 1,20,000/- until the same, would be revised by BSE.
3. After a period of three (3) months from the market making period, the Market Maker would be exempted to provide quote if the Shares of Market Maker in our Company reaches to 25% of Issue Size (including the 80,000 Equity Shares ought to be allotted under this Issue). Any Equity Shares allotted to Market Maker under this Issue over and above 25% Equity Shares would not be taken in to consideration of computing the threshold of 25% of Issue Size. As soon as the Shares of Market Maker in our Company reduce to 24% of Issue Size, the Market Maker will resume providing 2-way quotes.
4. There shall be no exemption/threshold on downside. However, in the event the Market Maker exhausts his inventory through market making process, BSE may intimate the same to SEBI after due verification.
5. Execution of the order at the quoted price and quantity must be guaranteed by the Market Maker(s), for the quotes given by him.

6. There would not be more than five Market Makers for the Company's Equity Shares at any point of time and the Market Makers may compete with other Market Makers for better quotes to the investors. At this stage, Rikhav Securities Limited is acting as the sole Market Maker.
7. The shares of the company will be traded in continuous trading session from the time and day the company gets listed on SME Platform of BSE and market maker will remain present as per the guidelines mentioned under BSE and SEBI circulars.
8. There will be special circumstances under which the Market Maker may be allowed to withdraw temporarily/fully from the market – for instance due to system problems, any other problems. All controllable reasons require prior approval from the Exchange, while force-majeure will be applicable for non controllable reasons. The decision of the Exchange for deciding controllable and non-controllable reasons would be final.
9. The Market Maker(s) shall have the right to terminate said arrangement by giving one month notice or on mutually acceptable terms to the Lead Manager, who shall then be responsible to appoint a replacement of Market Maker(s).

In case of termination of the above mentioned Market Making agreement prior to the completion of the compulsory Market Making period, it shall be the responsibility of the Lead Manager to arrange for another Market Maker(s) in replacement during the term of the notice period being served by the Market Maker but prior to the date of releasing the existing Market Maker from its duties in order to ensure compliance with the requirements of regulation 106V of the SEBI (ICDR) Regulations. Further the Company and the Lead Manager reserve the right to appoint other Market Maker(s) either as a replacement of the current Market Maker or as an additional Market Maker subject to the total number of Designated Market Makers does not exceed 5 (five) or as specified by the relevant laws and regulations applicable at that particular point of time. The Market Making Agreement is available for inspection at our Registered Office from 11.00 a.m. to 5.00 p.m. on working days.

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

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

12. 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 crore to Rs. 50 crore	20%	19%

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)
Rs. 50 to Rs. 80 crore	15%	14%
Above Rs. 80 crore	12%	11%

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

## CAPITAL STRUCTURE

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

*(Rs in Lakhs except share data)*

S. No.	Particulars	Aggregate nominal value	Aggregate value at Issue Price
<b>A.</b>	<b>Authorised Share Capital</b>		
	70,00,000 Equity Shares of face value of Rs. 10/- each	700.00	-
<b>B.</b>	<b>Issued, Subscribed and Paid-Up Share Capital before the Issue</b>		
	41,69,400 Equity Shares of face value of Rs. 10/- each	416.94	-
<b>C.</b>	<b>Present Issue in terms of this Prospectus</b>		
	Issue of 15,40,000 Equity Shares of face value Rs. 10 each at a price of Rs. 12/- per Equity Share	154.00	184.80
	<b>Consisting :</b>		
	<b>Reservation for Market Maker</b> – 80,000 Equity Shares of face value of Rs. 10/- each reserved as Market Maker portion at a price of 12/- per Equity Share	8.00	9.60
	<b>Net Issue to the Public</b> – 14,60,000 Equity Shares of face value of Rs. 10/- each at a price of 12/- per Equity Share	146.00	175.20
	<b>Of the Net Issue to the Public</b>		
	<b>Allocation to Retail Individual Investors</b> – 7,30,000 Equity Shares of face value of Rs. 10/- each at a price of Rs. 12/- per Equity Share shall be available for allocation for Investors applying for a value of upto Rs 2.00 lacs	73.00	87.60
	<b>Allocation to Other than Retail Individual Investors</b> 7,30,000 Equity Shares of face value of Rs. 10/- each at a price of 12/- per Equity Share shall be available for allocation for Investors applying above Rs. 2.00 lakhs	73.00	87.60
<b>D.</b>	<b>Issued, Subscribed and Paid-Up Share Capital after the Issue</b>		
	57,09,400 Equity Shares of face value of Rs. 10 each	570.94	-
<b>E.</b>	<b>Securities Premium Account</b>		
	Before the Issue		88.26
	After the Issue		119.06

The Issue has been authorised by the Board of Directors vide a resolution passed at its meeting held on December 21, 2015, and by the shareholders of our Company vide a special resolution passed pursuant to section 62(1)(c) of the Companies Act, 2013 at the Extra-Ordinary General Meeting held on December 21, 2015

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

## NOTES TO THE CAPITAL STRUCTURE

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

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

Sr. No.	Particulars of Change	Date of Shareholders' Meeting	AGM/ EGM
1	The authorised share capital was Rs. 1,00,000 divided into 1,000 Equity Shares of Rs. 100 each	On incorporation	-
2	The authorised share capital of Rs. 1,00,000 divided into 1,000 Equity Shares of Rs. 100 each was increased to Rs. 5,00,00,000 divided into 5,00,000 Equity Shares of Rs. 100 each.	January 09, 2014	EGM
3	The authorised share capital of Rs. 5,00,00,000 divided into 5,00,000 Equity Shares of Rs. 100 each was changed to Rs. 5,00,00,000 divided into 50,00,000 Equity Shares of Rs. 10 each.	March 30, 2015	EGM
4	The authorised share capital of Rs. 5,00,00,000 divided into 50,00,000 Equity Shares of Rs. 10 each was increased to Rs. 7,00,00,000 divided into 70,00,000 Equity Shares of Rs. 10 each	December 21, 2015	EGM

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

Date of Allotment / Fully Paid-up	No. of Equity/ Shares allotted	Face value (Rs.)	Issue Price (Rs.)	Nature of consideration	Nature of Allotment	Cumulative number of Eq. Shares	Cumulative Paid -up Capital (Rs.)
March 7, 2011	1,000	100	100	Cash	Subscription to MOA <sup>(1)</sup>	1,000	1,00,000
March 29, 2014	1,46,243	100	100	Cash/Other than Cash	Further Allotment <sup>(2)</sup>	1,47,243	1,47,24,300
January 14, 2015	19,475	100	524	Cash	Further Allotment <sup>(3)</sup>	1,66,718	1,66,71,800
February 28, 2015	52,400	100	125	Cash	Further Allotment <sup>(4)</sup>	2,19,118	2,19,11,800
*Sub-division of each Equity Share of the Company having face value of Rs. 100/- each into 10 Equity Shares of face value of Rs. 10/- each with effect from March 30, 2015 after sub division the restated position as under:-							
	-	10	-	-	-	21,91,180	2,19,11,800
March 30, 2015	10,95,590	10	Nil	Other than Cash	Bonus Issue <sup>(5)</sup>	32,86,770	3,28,67,700
October 09, 2015	8,47,070	10	20	Cash	Right Issue <sup>(6)</sup>	41,33,840	4,13,38,400
October 17, 2015	35,500	10	20	Cash	Further Allotment <sup>(7)</sup>	41,69,340	4,16,93,400
January 27, 2016	60	10	20	Cash	Further Allotment <sup>(8)</sup>	41,69,400	4,16,94,400



**Notes**

- (1) Initial Subscriber to Memorandum of Association subscribed 1,000 Equity Share, details of which are given below:-

Sr. No.	Name of Person	No. of shares Allotted
1.	Abdul Khalik Chataiwala	500
2.	Balachander Mudaleyar	500
	<b>Total</b>	<b>1,000</b>

- (2) Further Allotment of 1,46,243 Equity Shares of face value of Rs. 100/- each fully paid up at par as per the details given below:

Sr. No	Name of Person	No. of Shares Allotted
1.	Abdul Khalik Chataiwala	83,868
2.	Balachander Mudaleyar	31,625
3.	Tarannum Chataiwala	30,750
	<b>Total</b>	<b>146,243</b>

- (3) Further Allotment of 19,475 Equity Shares of face value of Rs. 100/- each fully paid-up at a premium of Rs. 424/- per share as per the details given below:

Sr. No	Name of Person	No. of Shares Allotted
1.	Badoor Textiles LLC	19,475
	<b>Total</b>	<b>19,475</b>

- (4) Further Allotment of 52,400 Equity Shares of face value of Rs. 100/- each fully paid-up at a premium of Rs. 25/- per share as per the details given below:

Sr. No	Name of Person	No. of Shares Allotted
1.	Abdul Khalik Chataiwala	12,800
2.	Balachander Mudaleyar	33,600
3.	Tarannum Chataiwala	6,000
	<b>Total</b>	<b>52,400</b>

- (5) Bonus Issue of 10,95,590 Equity Shares of face value of Rs. 10/- at a ratio of one Equity Share for every two Equity shares held as on March 30, 2015.:

Sr. No	Name of Person	No. of Shares Allotted
1.	Abdul Khalik Chataiwala	4,85,840
2.	Balachander Mudaleyar	3,28,625
3.	Tarannum Chataiwala	1,83,750
4.	Badoor Textiles LLC	97,375
	<b>Total</b>	<b>10,95,590</b>

- (6) Right Issue of 8,47,070 Equity Shares of face value of Rs. 10/- each fully paid-up at a premium of Rs. 10/- per share as per the details given below:

Sr. No	Name of Person	No. of Shares Allotted
1.	Abdul Khalik Chataiwala	6,54,570
2.	Balachander Mudaleyar	1,92,500
	<b>Total</b>	<b>8,47,070</b>

(7) Further Allotment of 35,500 Equity Shares of face value of Rs. 10/- each fully paid-up at a premium of Rs. 10 per share as per the details given below:

Sr. No	Name of Person	No. of Shares Allotted
1.	Abdul Khalik Chataiwala	35,500

(8) Further Allotment of 60 Equity Shares of face value of Rs. 10/- each fully paid-up at a premium of Rs. 10 per share as per the details given below:

Sr. No	Name of Person	No. of Shares Allotted
1.	Fauzan Chataiwala	60

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

Date of Allotment	Number of Equity Shares	Face Value (Rs.)	Issue Price (Rs.)	Nature of consideration	Reasons for allotment	Allottees	No. of Shares Allotted
March 29, 2014	1,46,243*	100	100	Other than cash	Allotted against payable to vendors	Abdul Khalik Chataiwala	10,243
March 30, 2015	10,95,590	10	-	Other than Cash	Bonus Issue	Abdul Khalik Chataiwala	4,85,840
						Balachander Mudaleywar	3,28,625
						Tarannum Chataiwala	1,83,750
						Badoor Textiles LLC	97,375

\*Out of the total allotment of 1,46,243 Equity Shares, 10,243 Equity Shares were allotted for consideration other than cash.

- No Equity Shares have been allotted pursuant to any scheme approved under Section 391-394 of the Companies Act, 1956.
- We have not revalued our assets since inception and have not issued any Equity Shares (including bonus shares) by capitalizing any revaluation reserves.
- We have not issued any shares at price below Issue Price within last one year from the date of this Prospectus other than given below:-

Date of Allotment	Number of Equity Shares	Face Value (Rs.)	Issue Price (Rs.)	Nature of consideration	Reasons for allotment	Allottees	No. of Shares Allotted
March 30, 2015	10,95,590	10	-	Other than Cash	Bonus Issue	Abdul Khalik Chataiwala	4,85,840
						Balachander Mudaleywar	3,28,625
						Tarannum	1,83,750

Date of Allotment	Number of Equity Shares	Face Value (Rs.)	Issue Price (Rs.)	Nature of consideration	Reasons for allotment	Allottees	No. of Shares Allotted
						Chataiwala	
						Badoor Textiles LLC	97,375

**7. Build-up of Promoters' shareholding, Promoters' contribution and lock-in**

i. Build Up of Promoters' shareholdings

As on the date of this Prospectus, our Promoter Abdul Khalik Chataiwala hold 21,47,575 Equity Shares of our Company. None of the Equity Shares held by our Promoters are subject to any pledge.

**a. Abdul Khalik Chataiwala**

Date of Allotment and made fully paid up/ Transfer	No. of Equity Shares	Face value per Share (Rs.)	*Issue / Acquisition/Transfer price (Rs.)	Nature of Transactions	Pre-issue shareholding %	Post- issue shareholding %	Lock- in Period	Source of funds	Pledge
March 07, 2011	500	100	100	Subscription to MOA	0.12**	0.09**	3 years	Savings	Nil
March 29, 2014	83,868	100	100	Further Allotment	20.12**	14.69**	3 years	Savings/ Borrowings	Nil
February 28, 2015	12,800	100	125	Further Allotment	3.07**	2.24**	3 years	Savings/ Borrowings	Nil
Equity Share Capital of the Company having face value of Rs. 100/- each was subdivided into 10 Equity Shares of face value of Rs. 10/- each with effect from March 30, 2015. After sub division the restated position is as under*									
	9,71,680	10	-		23.31	17.02		-	-
March 30, 2015	1,78,320	10	-	Bonus Issue	4.28	3.12	3 years	NA	Nil
	3,07,520	10	-	Bonus Issue	7.38	5.39	1 year	NA	Nil
April 02, 2015	-5	10	10	Transfer	Negligible	Negligible	NA	NA	Nil
April 02, 2015	-5	10	10	Transfer	Negligible	Negligible	NA	NA	Nil
April 02, 2015	-5	10	10	Transfer	Negligible	Negligible	NA	NA	Nil
October 09, 2015	6,54,570	10	20	Right Issue	15.70	11.46	1 year	Savings/ Borrowings	Nil
October 17, 2015	35,500	10	20	Further Allotment	0.85	0.62	1 year	Savings/ Borrowings	Nil
<b>Total</b>	<b>21,47,575</b>				<b>51.51</b>	<b>37.62</b>			

\*Cost of acquisition excludes Stamp Duty and the shares were made fully paid on the date of allotment.

\*\*For calculating the pre and post issue shareholding percentage, number of equity shares allotted has been considered after giving effect to sub-division of equity shares

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

Pursuant to Regulation 32 and 36 of SEBI (ICDR) Regulations, an aggregate of 20.00% of the post-Issue capital held by our Promoter shall be considered as Promoter’s Contribution (“Promoters Contribution”) and locked-in for a period of three years from the date of Allotment. The lock-in 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 Promoter has given written consent to include such number of Equity Shares held by him and subscribed by him as a part of Promoter’s Contribution constituting 20.14% of the post issue Equity Shares of our Company and have agreed not to sell or transfer or pledge or otherwise dispose of in any manner, the Promoters Contribution, for a period of three years from the date of allotment in the Issue.

Date of Allotment	Date when made fully paid up	No. of Shares Allotted	Face Value	Issue Price	Nature of Allotment	% of Post Issue shareholding	Lock in Period
<b>Abdul Khalik Chataiwala</b>							
March 07, 2011	March 07, 2011	5,000	*100	*100	Subscription to MOA	0.09**	3 years
March 29, 2014	March 29, 2014	8,38,680	*100	*100	Further Allotment	14.69**	3 years
February 28, 2015	February 28, 2015	1,27,985	*100	*125	Further Allotment	2.24**	3 years
March 30, 2015	March 30, 2015	1,78,320	10	Nil	Bonus Issue	3.12	3 years
<b>Total</b>		<b>11,49,985</b>				<b>20.14</b>	

Note:-

\*Face value of Equity Shares of our Company was sub divided into Rs 10/- from Rs 100/- each pursuant to a resolution passed by our shareholders at the EGM on March 30, 2015.

\*\*For calculating the post issue shareholding percentage, number of equity shares allotted has been considered after giving effect to sub-division of equity shares

The minimum Promoters’ contribution has been brought in to the extent of not less than the specified minimum lot and from the persons defined as ‘promoter’ under the SEBI (ICDR) Regulations. The Equity Shares that are being locked in are not ineligible for computation of Promoter’s contribution in terms of Regulation 33 of the SEBI (ICDR) Regulations. In Connection, we confirm the following:

- The Equity Shares offered for minimum 20% Promoters’ contribution have not been acquired in the three years preceding the date of this Prospectus for consideration other than cash and revaluation of assets or capitalization of intangible assets nor resulted from a bonus issue out of the revaluation reserves or unrealized profits of the Company or against Equity Shares which are otherwise ineligible for computation of Promoter’s contribution;
- The minimum Promoter’s contribution does not include Equity Shares acquired during the one year preceding the date of this Prospectus at a price lower than the Issue Price ;

- c) Our Company has not been formed by the conversion of a partnership firm into company and thus, no Equity shares have been issued to our Promoter upon conversion of a partnership firm;
- d) The Equity Shares held by the Promoter and offered for minimum Promoter's contribution are not subject to any pledge;
- e) All the Equity Shares of our Company held by the Promoter are dematerialized; and
- f) The Equity Shares offered for Promoter's contribution do not consist of Equity Shares for which specific written consent has not been obtained from the Promoter for inclusion of its subscription in the Promoter's contribution subject to lock-in.

iii. Details of Equity Shares locked-in for one year

Other than the above Equity Shares that are locked in for three years, the entire pre-Issue Equity Share capital of our Company shall be locked-in for a period of one year from the date of allotment in the Public Issue.

iv. Other requirements in respect of lock-in

Pursuant to Regulation 39 of the SEBI (ICDR) Regulations, the locked-in Equity Shares held by the Promoters, as specified above, can be pledged only with scheduled commercial banks or public financial institutions as collateral security for loans granted by such scheduled commercial banks or public financial institution, provided that the pledge of the Equity Shares is one of the terms of the sanction of the loan.

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

Further, pursuant to Regulation 40 of the SEBI (ICDR) Regulations, the Equity Shares held by persons other than the Promoters prior to the Issue may be transferred to any other person holding the Equity Shares which are locked-in as per Regulation 37 of the SEBI (ICDR) Regulations, along with the Equity Shares proposed to be transferred, provided that lock-in on such Equity Shares will continue for the remaining period with the transferee and such transferee shall not be eligible to transfer such Equity Shares till the lock-in period stipulated under the SEBI (ICDR) Regulations has ended, subject to compliance with the Takeover Code, as applicable

We further confirm that our Promoter's Contribution of 20.14% of the post Issue Equity Share capital does not include any contribution from Alternative Investment Fund.



8. Shares purchased/sold by the Promoter and Promoter Group, directors and their immediate relatives during last 6 months

<b>Date of Transaction</b>	<b>Name of Transacting Party</b>	<b>Party Category</b>	<b>Nature of Transactions</b>	<b>Price</b>	<b>No. of shares Transacted</b>
January 27, 2016	Ashwamedh Enterprises Pvt Limited	Promoter Group	Transfer	10	7,71,330
January 27, 2016	Deepak Rajani	Promoter Group	Transfer	10	4,07,045
January 27, 2016	Fauzan Chataiwala	Promoter Group	Further Allotment	20	60
October 17, 2015	Abdul Khalik Chataiwala	Promoter	Further Allotment	20	35,500
October 09, 2015	Abdul Khalik Chataiwala	Promoter	Right Issue	20	6,54,570

## 9. Our Shareholding Pattern

The table below presents the shareholding pattern of our Company as per Regulation 31 of the SEBI Listing Regulations as on the date of the Prospectus.

### I Summary of Shareholding Pattern

Category	Category of Shareholder	Nos. of shareholders	No. of fully paid up equity shares held	No. of Partly paid-up equity shares held	No. of shares underlying Depository Receipts	Total nos. shares held	Shareholding as a % of total no. of shares (calculated as per SCRR, 1957) As a % of (A+B+C2)	Number of Voting Rights held		No. of Shares Underlying Outstanding convertible securities (including Warrants)	Shareholding, as a % assuming full conversion of convertible securities (as a percentage of diluted share capital) As a % of (A+B+C2)	Number of Locked in shares		Number of Shares pledged or otherwise encumbered		*Number of equity shares held in dematerialized form
								No of Voting Rights	Total as a % of (A+B+C)			No. (a)	As a % of total Shares held (b)	No. (a)	As a % of total Shares held (b)	
I	II	III	IV	V	VI	VII = IV + V+ VI	VIII	IX		X	XI = VII + X	XII		XIII		XIV
A	Promoter and Promoter Group	8	41,69,400	-	-	41,69,400	100.00	41,69,400	100.00	-	100.00	-	-	-	-	41,69,400
B	Public	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
C	Non Promoter- Non Public	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
1	Shares underlying DRs	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
2	Shares held by Employee Trusts	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	<b>Total</b>	<b>8</b>	<b>41,69,400</b>	<b>-</b>	<b>-</b>	<b>41,69,400</b>	<b>100.00</b>	<b>41,69,400</b>	<b>100.00</b>	<b>-</b>	<b>100.00</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>41,69,400</b>

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

**II Shareholding Pattern of Promoter and Promoter Group**

Category	Category of Shareholder	PAN *	Nos. of shareholders	No. of fully paid up equity shares held	No. of Partly paid-up equity shares held	No. of shares underlying Depository Receipts	Total nos. shares held	Shareholding as a % of total no. of shares (calculated as per SCRR, 1957) As a % of (A+B+C2)	Number of Voting Rights held in each class of securities		No. of Shares Underlying Outstanding convertible securities (including Warrants)	Shareholding, as a % assuming full conversion of convertible securities (as a % of diluted share capital) As a % of (A+B+C2)	Number of Locked in shares		Number of Shares pledged or otherwise encumbered		*Number of equity shares held in dematerialized form	
									No of Voting Rights	Total as a % of Total Voting Rights			No.	As a % of total Shares held	No.	As a % of total Shares held		
																		(a)
(1)	Indian																	
(a)	Individuals/Hindu undivided Family																	
	Abdul Khalik Chataiwala	-	1	21,47,575	-	-	21,47,575	51.51	21,47,575	51.51	-	51.51	-	-	-	-	-	21,47,575
	Tarannum Chataiwala	-	1	5,51,250	-	-	5,51,250	13.22	5,51,250	13.22	-	13.22	-	-	-	-	-	5,51,250
	Fauzan Chataiwala	-	1	65	-	-	65	0.00	65	0.00	-	0.00	-	-	-	-	-	65
	Parakattil Narayanan Kutty	-	1	5	-	-	5	0.00	5	0.00	-	0.00	-	-	-	-	-	5
	Deepak Sonar	-	1	5	-	-	5	0.00	5	0.00	-	0.00	-	-	-	-	-	5
	Deepak Rajani	-	1	4,07,045			4,07,045	9.76	4,07,045	9.76	-	9.76	-	-	-	-	-	4,07,045
(b)	Central Government/ State Government(s)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
(c)	Financial Institutions/	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

Category	Category of Shareholder	PAN *	Nos. of shareholders	No. of fully paid up equity shares held	No. of Partly paid-up equity shares held	No. of shares underlying Depository Receipts	Total nos. shares held	Shareholding as a % of total no. of shares (calculated as per SCRR, 1957) As a % of (A+B+C2)	Number of Voting Rights held in each class of securities		No. of Shares Underlying Outstanding convertible securities (including Warrants)	Shareholding, as a % assuming full conversion of convertible securities (as a % of diluted share capital) As a % of (A+B+C2)	Number of Locked in shares		Number of Shares pledged or otherwise encumbered		*Number of equity shares held in dematerialized form	
									No of Voting Rights	Total as a % of Total Voting Rights			No.	As a % of total Shares held	No.	As a % of total Shares held		
																		(a)
	Banks																	
(d)	Any Other (Body Corporate)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	Ashwamedh Enterprises Pvt Limited	-	1	7,71,330	-	-	7,71,330	18.50	7,71,330	18.50	-	18.50	-	-	-	-	-	7,71,330
	<b>Sub-total (A) (1)</b>	-	<b>7</b>	<b>38,77,275</b>	-	-	<b>38,77,275</b>	<b>92.99</b>	<b>38,77,275</b>	<b>92.99</b>		<b>92.99</b>	-	-	-	-	-	<b>38,77,275</b>
(2)	Foreign																	
(a)	Individuals (Non-Resident Individuals/ Foreign Individuals)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
(b)	Government	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
(c)	Institutions	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
(d)	Foreign Portfolio Investor	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
(f)	Any Other (Body Corporate)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	Badoor Textiles LLC	-	1	2,92,125	-	-	2,92,125	7.01	2,92,125	7.01	-	7.01	-	-	-	-	-	2,92,125

Category	Category of Shareholder	PAN *	Nos. of shareholders	No. of fully paid up equity shares held	No. of Partly paid-up equity shares held	No. of shares underlying Depository Receipts	Total nos. shares held	Shareholding as a % of total no. of shares (calculated as per SCRR, 1957) As a % of (A+B+C2)	Number of Voting Rights held in each class of securities		No. of Shares Underlying Outstanding convertible securities (including Warrants)	Shareholding, as a % assuming full conversion of convertible securities (as a % of diluted share capital) As a % of (A+B+C2)	Number of Locked in shares		Number of Shares pledged or otherwise encumbered		*Number of equity shares held in dematerialized form
									No of Voting Rights	Total as a % of Total Voting Rights			No.	As a % of total Shares held	No.	As a % of total Shares held	
	<b>Sub-total (A) (2)</b>	-	1	2,92,125	-	-	2,92,125	7.01	2,92,125	7.01	-	7.01	-	-	-	-	<b>2,92,125</b>
	<b>Total Shareholding of Promoter and Promoter Group (A)=(A)(1)+(A)(2)</b>	-	<b>8</b>	<b>41,69,400</b>	-	-	<b>41,69,400</b>	<b>100.00</b>	<b>41,69,400</b>	<b>100.00</b>	-	<b>100.00</b>	-	-	-	-	<b>41,69,400</b>

**III Shareholding pattern of the Public shareholder**

Category	Category of Shareholder	PAN *	Nos. of shareholders	No. of fully paid up equity shares held	No. of Partly paid-up equity shares held	No. of shares underlying Depository Receipts	Total nos. shares held	Shareholding as a % of total no. of shares (calculated as per SCRR, 1957) As a % of (A+B+C2)	Number of Voting Rights held in each class of securities		No. of Shares Underlying Outstanding convertible securities (including Warrants)	Shareholding, as a % assuming full conversion of convertible securities (as a % of diluted share capital) As a % of (A+B+C2)	Number of Locked in shares		Number of Shares pledged or otherwise encumbered		*Number of equity shares held in dematerialized form	
									No of Voting Rights	Total as a % of Total Voting Rights			No.	As a % of total Shares held	No.	As a % of total Shares held		
																		(a)
(1)	Institutions	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
(a)	Mutual Funds	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
(b)	Venture Capital Funds	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
(c)	Alternate Investment Funds	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
(d)	Foreign Venture Capital Investors	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
(e)	Foreign Portfolio Investors	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
(f)	Financial Institutions / Banks	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
(g)	Insurance Companies	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
(h)	Provident Funds/ Pension Funds	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
(i)	Any Other (Body Corporates)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	<b>Sub-total (B) (1)</b>	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
(2)	Central Government/State Government(s)/ President of India	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	<b>Sub-Total (B) (2)</b>	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
(3)	<b>Non-Institutions</b>																	



Category	Category of Shareholder	PAN *	Nos. of shareholders	No. of fully paid up equity shares held	No. of Partly paid-up equity shares held	No. of shares underlying Depository Receipts	Total nos. shares held	Shareholding as a % of total no. of shares (calculated as per SCRR, 1957) As a % of (A+B+C2)	Number of Voting Rights held in each class of securities		No. of Shares Underlying Outstanding convertible securities (including Warrants)	Shareholding, as a % assuming full conversion of convertible securities (as a % of diluted share capital) As a % of (A+B+C2)	Number of Locked in shares		Number of Shares pledged or otherwise encumbered		*Number of equity shares held in dematerialized form	
									No of Voting Rights	Total as a % of Total Voting Rights			No.	As a % of total Shares held	No.	As a % of total Shares held		
																		(a)
(a)	Individuals																	
	i. Individual shareholders holding nominal share capital up to Rs. 2 lakhs	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	ii. Individual shareholders holding nominal share capital in excess of Rs. 2 lakhs	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
(b)	NBFCs registered with RBI	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
(c)	Employee Trusts	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
(d)	Overseas Depositories (holding DRs) (balancing figure)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
(e)	Any Other (Specify)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	<b>Sub Total (B)(3)</b>	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	<b>Total Shareholding of Public (B)= (B)(1)+(B)(2)+ (B)(3)</b>	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

**IV Shareholding pattern of the Non Promoter- Non Public shareholder**

Category	Category of Shareholder	PAN *	Nos. of shareholders	No. of fully paid up equity shares held	No. of Partly paid-up equity shares held	No. of shares underlying Depository Receipts	Total nos. shares held	Shareholding as a % of total no. of shares (calculated as per SCRR, 1957) As a % of (A+B+C2)	Number of Voting Rights held in each class of securities		No. of Shares Underlying Outstanding convertible securities (including Warrants)	Shareholding, as a % assuming full conversion of convertible securities (as a percentage of diluted share capital) As a % of (A+B+C2)	Number of Locked in shares		Number of Shares pledged or otherwise encumbered		*Number of equity shares held in dematerialized form	
									No of Voting Rights	Total as a % of Total Voting Rights			No.	As a % of total Shares held	No.	As a % of total Shares held		
																		(a)
(1)	Custodian / DR Holder	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
(a)	Name of DR Holder (if applicable)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	<b>Sub total (C)(1)</b>	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
(2)	Employee Benefit Trust (under SEBI (Share based Employee Benefit) Regulations, 2014)	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	<b>Sub total (C)(2)</b>	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
	<b>Total Non-Promoter Non-Public Shareholding (C) = (C)(1)+(C)(2)</b>	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

*Note: PAN of shareholders will be provided to the Stock Exchange by our Company prior to listing of its Equity Shares on the Stock Exchange.*

\*In terms of SEBI Listing Regulations, our Company shall ensure that the Equity Shares held by the Promoter / members of the Promoter Group shall be dematerialised prior to listing of Equity shares.

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

10. Following are the details of the holding of securities (including shares, warrants, convertible securities) of persons belonging to the category “Promoter and Promoter Group”:

Sr. No.	Name of the Shareholder	Pre – Issue		Post – Issue	
		No. of Equity Shares	% of Pre-Issue Capital	No. of Equity Shares	% of Post-Issue Capital
(I)	(II)	(III)	(IV)	(V)	(VI)
	<b>Promoter</b>				
1	Abdul Khalik Chataiwala	21,47,575	51.51 %	21,47,575	37.61 %
	<b>Sub total (A)</b>	<b>21,47,575</b>	<b>51.51 %</b>	<b>21,47,575</b>	<b>37.61 %</b>
	<b>Promoter Group</b>				
1	Tarannum Chataiwala	5,51,250	13.22 %	5,51,250	9.66 %
2	Fauzan Chataiwala	65	Negligible	65	Negligible
3	Ashwamedh Enterprises Pvt Limited	7,71,330	18.50	7,71,330	13.51
4	Deepak Rajani	4,07,045	9.76	4,07,045	7.13
5	Badoor Textiles LLC	2,92,125	7.01	2,92,125	5.12
6	Parakattil Narayanan Kutty	5	Negligible	5	Negligible
7	Deepak Sonar	5	Negligible	5	Negligible
	<b>Sub total (B)</b>	<b>20,21,825</b>	<b>48.49%</b>	<b>20,21,825</b>	<b>35.41%</b>
	<b>Total (A+B)</b>	<b>41,69,400</b>	<b>100.00%</b>	<b>41,69,400</b>	<b>73.03 %</b>

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

Name of the Promoter	No. of Shares held	Average cost of Acquisition (in Rs.)
Abdul Khalik Chataiwala	21,47,575	11.10

12. No persons belonging to the category “Public” holds securities (including shares, warrants, convertible securities) of more than 1% of the total number of shares.

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

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

Sr. No.	Name of Shareholders	Number of Equity Shares	% of Total Paid-Up Capital
1	Abdul Khalik Chataiwala	21,47,575	51.51%
2	Ashwamedh Enterprises Pvt Limited	7,71,330	18.50%
3	Tarannum Chataiwala	5,51,250	13.22 %
4	Deepak Rajani	4,07,045	9.76%
5	Badoor Textiles LLC	2,92,125	7.01 %
6	Parakattil Narayanan Kutty	5	Negligible
7	Deepak Sonar	5	Negligible
8	Fauzan Chataiwala	65	Negligible

Sr. No.	Name of Shareholders	Number of Equity Shares	% of Total Paid-Up Capital
	<b>Total</b>	<b>41,69,400</b>	<b>100 %</b>

Note: - Our Company has only 8 shareholders on the date of filing of Prospectus

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

Sr. No.	Name of Shareholders	Number of Equity Shares	% of Total Paid-Up Capital
1	Abdul Khalik Chataiwala	21,47,575	51.51%
2	Ashwamedh Enterprises Pvt Limited	7,71,330	18.50%
3	Tarannum Chataiwala	5,51,250	13.22 %
4	Deepak Rajani	4,07,045	9.76%
5	Badoor Textiles LLC	2,92,125	7.01 %
6	Parakattil Narayanan Kutty	5	Negligible
7	Deepak Sonar	5	Negligible
8	Fauzan Chataiwala	65	Negligible
	<b>Total</b>	<b>41,69,400</b>	<b>100 %</b>

Note: Our Company had only 8 shareholders ten days prior to the date of filing this Prospectus.

c. Particulars of the top ten shareholders two years prior to the date of filing of this Prospectus:

Sr. No	Name	Number of Equity Shares	% of then existing Paid-Up Capital
1	Abdul Khalik Chataiwala	500	50 %
2	Balachander Mudaleyar	500	50 %
	<b>Total</b>	<b>1,000</b>	<b>100 %</b>

Our Company had only 2 shareholders two years prior to the date of filing of this Prospectus. The face value of equity shares before two years prior to the date of filing of the Prospectus was Rs. 100 per equity share.

14. Our Company does not have any Employee Stock Option Scheme / Employee Stock Purchase Plan for our employees and we do not intend to allot any shares to our employees under Employee Stock Option Scheme / Employee Stock Purchase Plan from the proposed issue. As and when, options are granted to our employees under the Employee Stock Option Scheme, our Company shall comply with the SEBI (Share Based Employee Benefits) Regulations, 2014.
15. Neither the Lead Manager viz. Pantomath Capital Advisors Private Limited, nor their associates hold any Equity Shares of our Company as on the date of the Prospectus.
16. Under-subscription in the net issue, if any, in any category, would be allowed to be met with spill over from any other category or a combination of categories at the discretion of our Company in consultation with the Lead Manager and the SME Platform of BSE.
17. The unsubscribed portion in any reserved category (if any) may be added to any other reserved category.
18. 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.
19. There are no Equity Shares against which depository receipts have been issued.

20. Other than the Equity Shares, there is no other class of securities issued by our Company.
21. There will be no further issue of capital, whether by way of issue of bonus shares, preferential allotment, right issue or in any other manner during the period commencing from the date of the Prospectus until the Equity Shares have been listed. Further, our Company does not intend to alter its capital structure within six months from the date of opening of the Issue, by way of split/consolidation of the denomination of Equity Shares. However our Company may further issue Equity Shares (including issue of securities convertible into Equity Shares) whether preferential or otherwise after the date of the listing of equity shares to finance an acquisition, merger or joint venture or for regulatory compliance or such other scheme of arrangement or any other purpose as the Board may deem fit, if an opportunity of such nature is determined by its Board of Directors to be in the interest of our Company.
22. None of the persons/entities comprising our Promoter Group, or our Directors or their relatives have financed the purchase by any other person of securities of our Company other than in the normal course of the business of any such entity/individual or otherwise during the period of six months immediately preceding the date of filing of this Prospectus.
23. Our Company, our Promoters, our Directors and the Lead Manager have not entered into any buy back or standby or similar arrangements for the purchase of Equity Shares being offered through the Issue from any person.
24. There are no safety net arrangements for this public issue.
25. An over-subscription to the extent of 10% of the Issue can be retained for the purpose of rounding off to the nearest multiple of minimum allotment lot, while finalizing the Basis of Allotment. Consequently, the actual Allotment may go up by a maximum of 10% of the Issue, as a result of which, the post-Issue paid up capital after the Issue would also increase by the excess amount of Allotment so made. In such an event, the Equity Shares held by our Promoters and subject to lock- in shall be suitably increased; so as to ensure that a minimum of 20% of the post Issue paid-up capital is locked in.
26. In case of over-subscription in all categories the allocation in the Issue shall be as per the requirements of Regulation 43 (4) of SEBI (ICDR) Regulations, as amended from time to time.
27. As on date of this Prospectus there are no outstanding warrants, options or rights to convert debentures loans or other financial instruments into our Equity Shares.
28. All the Equity Shares of our Company are fully paid up as on the date of the Prospectus. Further, since the entire issue price in respect of the Issue is payable on application, all the successful applicants will be issued fully paid-up equity shares and thus all shares offered through this issue shall be fully paid-up.
29. As per RBI regulations, OCBs are not allowed to participate in this Issue.
30. Our Company has not raised any bridge loans against the proceeds of the Issue.
31. Our Company undertakes that at any given time, there shall be only one denomination for our Equity Shares, unless otherwise permitted by law.
32. Our Company shall comply with such accounting and disclosure norms as specified by SEBI from time to time.
33. An Applicant cannot make an application for more than the number of Equity Shares being issued through this Issue, subject to the maximum limit of investment prescribed under relevant laws applicable to each category of investors.

34. No payment, direct or indirect in the nature of discount, commission, and allowance or otherwise shall be made either by us or our Promoters to the persons who receive allotments, if any, in this Issue.
35. We have 8 shareholders as on the date of filing of the Prospectus.
36. Our Promoters and the members of our Promoter Group will not participate in this Issue.
37. Our Company has not made any public issue since its incorporation.
38. Our Company shall ensure that transactions in the Equity Shares by the Promoters and the Promoter Group between the date of filing the Prospectus and the Issue Closing Date shall be reported to the Stock Exchange within twenty-four hours of such transaction.
39. For the details of transactions by our Company with our Promoter Group, Group Companies for the period ended September 30, 2015 and for the financial years ended March 31, 2012, 2013, 2014 , 2015 please refer to paragraph titled “*Details of Related Parties Transactions as Restated*” in the chapter titled “*Financial Statements as Restated*” on page 176 of the Prospectus.
40. None of our Directors or Key Managerial Personnel holds Equity Shares in our Company, except as stated in the chapter titled “*Our Management*” beginning on page 153 of the Prospectus.



## OBJECTS OF THE ISSUE

Our Company proposes to utilize the funds which are being raised towards funding the following objects and achieve the benefits of listing on the SME platform of BSE.

The objects of the Issue are:

1. Procurement of new containers;
2. Issue Expenses;
3. General Corporate Purposes.

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

The main objects clause of our Memorandum enables us to undertake the activities for which funds are being raised in the Issue. The existing activities of our Company are within the objects clause of our Memorandum.

## FUND REQUIREMENTS

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

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

### Means of Finance

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

### Utilisation of Net Proceeds

We intend to utilize the Issue Proceeds, in the manner set forth below:

Sr. No.	Particulars	Amount (Rs. in Lakhs)	Percentage of total Issue (%)
1.	Procurement of new containers	109.80	59.42%
2.	Issue Expenses	40.00	21.65%
3.	General Corporate Purposes	35.00	18.94%
	<b>Total</b>	<b>184.80</b>	<b>100.00%</b>

*\* As on March 19, 2016, our Company has incurred Rs. 16.49 Lakhs towards Issue Expenses.*

While we intend to utilise the Issue Proceeds in the manner provided above, in the event of a surplus, we will use such surplus towards general corporate purposes including meeting future growth requirements. In case of variations in the actual utilisation of funds earmarked for the purposes set forth above, increased fund requirements for a particular purpose may be financed by surplus funds, if any, available in respect of the other purposes for which funds are being raised in this Issue. In the

event of any shortfall in the Net Proceeds, we intend to bridge the fund requirements from internal accruals or debt/equity financing.

### **Schedule of Implementation/Utilization of Net Proceeds**

Our Company proposes to deploy the Net Proceeds in the aforesaid objects in the financial year 2016-17.

#### **Procurement of new containers**

Our Company is engaged in providing various logistic services such as NVOCC, shipping and freight forwarding, provision of yards for storage of empty containers, inland transport services, etc. In addition to the abovementioned logistic services, our Company is also engaged in trading and leasing of containers. At present, our Company has more than 3,000 containers which are available for NVOCC operations. We intend to increase NVOCC operations by purchasing new containers. In this regard, we are negotiating with various vendors. However, since the proposed new containers are to be purchased from issue proceeds, we have not entered into any specific agreements for the proposed acquisition. We expect to finalize the transaction contemplated herein only once we have access to the issue proceeds.

<b>Sr. No.</b>	<b>Particulars</b>	<b>Amount (Rs. in lakhs)</b>
1.	Procurement of new containers	109.80

#### **Issue Related Expenses**

The expenses for this Issue include issue management fees, underwriting fees, registrar fees, legal advisor fees, printing and distribution expenses, advertisement expenses, depository charges and listing fees to the Stock Exchange, among others. The total expenses for this Issue are estimated not to exceed Rs. 40.00 Lakhs.

<b>Expenses</b>	<b>Expenses (Rs. in Lakhs)*</b>	<b>Expenses (% of total Issue expenses)</b>	<b>Expenses (% of Issue size)</b>
Payment to Merchant Banker including expenses towards printing, advertising, and payment to other intermediaries such as Registrars, Bankers etc.	35.00	87.50	18.94
Regulatory fees	3.00	7.50	1.62
Marketing and Other Expenses	2.00	5.00	1.08
<b>Total estimated Issue expenses</b>	<b>40.00</b>	<b>100.00</b>	<b>21.65</b>

*\*As on March 19, 2016, Company has incurred Rs. 16.49 Lakhs towards Issue Expenses.*

#### **General Corporate Purpose**

Our management, in accordance with the policies of our Board, will have flexibility in utilizing the proceeds earmarked for general corporate purposes. We intend to deploy the balance Issue proceeds net off issue expenses aggregating Rs. 35.00 lacs being 18.94% of the issue proceeds towards the general corporate purposes to drive our business growth. In accordance with the policies set up by our Board, we have flexibility in applying the remaining Proceeds after meeting issue expenses, for general corporate purpose including but not restricted to, marketing expenses, meeting operating expenses, strengthening of our business development and marketing capabilities, meeting exigencies which the Company in the ordinary course of business may not foresee or any other purposes as

approved by our Board of Directors, subject to compliance with the necessary provisions of the Companies Act.

### BRIDGE FINANCING

We have not entered into any bridge finance arrangements that will be repaid from the Net Proceeds of the Issue. 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. Any amount that is drawn down from the overdraft arrangement / cash credit facility during this period to finance additional working capital needs will be repaid from the Net Proceeds of the Issue.

### DEPLOYMENT OF FUNDS

As estimated by our management, the entire proceeds from the Issue shall be utilized as follows:

*(Rs. in Lakhs)*

Particulars	Total Funds required	Amount incurred till date	Deployment during FY 2016-17
Procurement of new containers	109.80	-	109.80
Issue Expenses	40.00	16.49	23.51
General Corporate Purposes	35.00	-	35.00
<b>Total</b>	<b>184.80</b>	<b>16.49</b>	<b>168.31</b>

M/s. SMD & Company, Chartered Accountant vide certificate dated March 19, 2016 confirmed that till March 19, 2016 following funds were deployed for the proposed Objects of the Issue:

*(Rs. in Lakhs)*

Particulars	Estimated Amount
Internal Accruals	16.49
<b>Total</b>	<b>16.49</b>

Our management, in accordance with the policies set up by the Board, will have flexibility in deploying the Net Proceeds of the Issue.

### APPRAISAL BY APPRAISING AGENCY

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

### INTERIM USE OF FUNDS

Net issue proceeds pending utilization for the objects of issue shall be deposited only in the 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.

### MONITORING UTILIZATION OF FUNDS

As the size of the Issue does not exceed Rs. 50,000 lacs, in terms of Regulation 16 of the SEBI (ICDR) Regulations, our Company is not required to appoint a monitoring agency for the purposes of this Issue. Our Audit Committee shall monitor the utilization of the Net Proceeds.

Pursuant to Regulation 32 of the Listing Regulations, our Company shall on a half yearly basis disclose to the Audit Committee the uses and application of the Issue Proceeds. Until such time as any part of the Issue Proceeds remains unutilized, our Company will disclose the utilization of the

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

#### **VARIATION IN OBJECTS**

In accordance with Section 27 of the Companies Act, 2013, our Company shall not vary the objects of the Issue without our Company being authorised to do so by our shareholders by way of a special resolution. In addition, the notice issued to our shareholders in relation to the passing of such special resolution shall specify the prescribed details as required under the Companies Act and shall be published in accordance with the Companies Act and the rules thereunder. As per the current provisions of the Companies Act, our Promoters or controlling shareholders would be required to provide an exit opportunity to such shareholders who do not agree to the proposal to vary the objects, at such price, and in such manner, as may be prescribed by SEBI, in this regard.

#### **OTHER CONFIRMATIONS**

No part of the Issue proceeds will be paid by our Company as consideration to the Promoters, the Directors, our key management personnel or the Group Companies, except in the ordinary course of business.

## BASIS FOR ISSUE PRICE

The Issue Price of Rs. 12/- per Equity Share has been determined by our Company, in consultation with the Lead Manager on the basis of the following qualitative and quantitative factors.

The face value of the Equity Share is Rs. 10 and Issue Price is Rs. 12 per Equity Share and is 1.2 times the face value.

### QUALITATIVE FACTORS

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

- Diversified revenue sources and customer base
- Large fleet of containers
- Leveraging the experience of Promoter
- Experience team of professionals
- International Networking
- Process and Technology
- Strong Carrier Relationships
- Customer oriented approach

For further details, refer to heading “*Our Competitive Strengths*” under chapter titled “*Our Business*” beginning on page 129 of this Prospectus.

### QUANTITATIVE FACTORS

The information presented below relating to the Company is based on the restated financial statements of the Company for Financial Year 2013, 2014, 2015 and for the six months period ended September 30, 2015 prepared in accordance with Indian GAAP. Some of the quantitative factors, which form the basis for computing the price, are as follows:

#### 1. Basic and Diluted Earnings per Share (EPS) as per Accounting Standard 20

Year ended	EPS (Rs.)	Weight
March 31, 2013	1.58	1
March 31, 2014	1.82	2
March 31, 2015	1.30	3
<b>Weighted average</b>	<b>1.52</b>	
<b>For the period April 01, 2015 to September 30, 2015*</b>	<b>1.17</b>	

*\*Not annualised*

#### Note:

- The earnings per share has been computed by dividing net profit as restated, attributable to equity shareholders by restated weighted average number of equity shares outstanding during the period/year. Restated weighted average number of equity shares has been computed as per AS 20. The face value of each Equity Share is Rs. 10/-.
- On March 30, 2015, Equity Shares of face value Rs. 100/- each were divided into 10 Equity shares of face value Rs 10 each. Further, on March 30, 2015, the Company has issued 10,95,590 Equity shares as bonus shares in the ratio of 1 Equity share for every 2 Equity shares held. Earning per share has been calculated after taking into effect the above capital restructuring.

**2. Price to Earnings (P/E) ratio in relation to Issue Price of Rs. 12 per Equity Share of Rs. 10 each fully paid up.**

Particulars	P/E Ratio
P/E ratio based on Basic & Diluted EPS for FY 2014-15	9.21
P/E ratio based on Weighted Average Basic & Diluted EPS	7.89

\*We believe none of the listed companies in India are focused exclusively on the segment in which we operate. Further the Companies which operate in this segment alongwith other logistic services are too huge in terms of turnover to be considered as of comparable size.

\*Industry PE: There are no comparable listed companies within the same line of business as our Company. Thus, industry P/E cannot be ascertained.

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

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

Year ended	RoNW (%)	Weight
March 31, 2013	88.41%	1
March 31, 2014	22.02%	2
March 31, 2015	10.25%	3
<b>Weighted Average</b>	<b>27.20%</b>	-
<b>For the period April 01, 2015 to September 30, 2015*</b>	<b>8.58%</b>	

\*Not annualised

Note: The RoNW has been computed by dividing net profit after tax as restated, by Net Worth as at the end of the year.

**4. Minimum Return on Total Net Worth post Issue needed to maintain Pre Issue EPS for the year ended March 31, 2015 – 9.19%**

**5. Net Asset Value (NAV)**

Particulars	Amount (in Rs.)
Net Asset Value per Equity Share as of March 31, 2015	12.47
Net Asset Value per Equity Share as on September 30, 2015	13.64
Net Asset Value per Equity Share after the Issue	14.18
Issue Price per equity share	12.00

- Net Asset Value per Equity Share has been calculated as net worth divided by number of equity shares at the end of the year.
- On March 30, 2015, Equity Shares of face value Rs. 100/- each were divided into 10 Equity shares of face value Rs 10 each. Further, on March 30, 2015, the Company has issued 10,95,590 Equity shares as bonus shares in the ratio of 1 Equity share for every 2 Equity shares held. Net asset value per share has been calculated after taking into effect the above capital restructuring.

**6. Comparison with other listed companies**

We are primarily engaged in logistics services, with our major focus on NVOCC segment and currently there are no listed entities which are focused exclusively on the segment in which we operate. Further the Companies which operate in this segment alongwith other logistic services are

too huge in terms of turnover to be considered as of comparable size and hence a strict comparison with our Company 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 issue price of Rs. 12 per Equity Share for the Public Issue is justified in view of the above parameters.

For further details see section titled “Risk Factors” beginning on page 18 and the financials of the Company including profitability and return ratios, as set out in the section titled “Financial Statements” beginning on page 176 of this Prospectus for a more informed view.



**STATEMENT OF POSSIBLE TAX BENEFITS**

**STATEMENT OF POSSIBLE SPECIAL TAX BENEFITS AVAILABLE TO THE  
COMPANY AND ITS SHAREHOLDERS UNDER THE APPLICABLE TAX LAWS IN  
INDIA**

To

**The Board of Directors  
Lancer Container Lines Limited  
CBD Belapur, Navi Mumbai.**

Dear Sirs,

**Sub: Statement of possible special tax benefits (“the Statement”) available to Lancer Container Lines Limited (“the Company”) and its shareholders prepared in accordance with the requirements in Schedule VIII-Clause (VII) (L) of the Securities Exchange Board of India (Issue of Capital Disclosure Requirements) Regulations 2009, as amended (“the Regulations”)**

We hereby report that the enclosed annexure, prepared by the Management of the Company, states the possible special tax benefits available to the Company and the shareholders of the Company under the Income - Tax Act, 1961 (‘Act’) as amended by the Finance Act, 2015 (i.e applicable to Financial Year 2015-16 relevant to Assessment Year 2016-17), presently in force in India. Several of these benefits are dependent on the Company or its shareholders fulfilling the conditions prescribed under the Act. Hence, the ability of the Company or its shareholders to derive the special tax benefits is dependent upon fulfilling such conditions which, based on business imperatives which the Company may face in the future, 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 available to the Company or its Shareholders. This statement is only intended to provide general information to the investors and is neither designed nor intended to be a substitute for professional tax advice. A shareholder is advised to consult his/ her/ its own tax consultant with respect to the tax implications arising out of his/her/its participation in the proposed issue, particularly in view of ever changing tax laws in India.

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

**For Ramanand and Associates**  
**Chartered Accountants**  
**Firm Registration No. 117776W**

**(CA Ramanand Gupta)**  
**Managing Partner**  
**Membership No. 103975**

**Place: Mumbai**  
**Date: February 5, 2016**

**ANNEXURE TO THE STATEMENT OF POSSIBLE SPECIAL TAX BENEFITS AVAILABLE TO THE COMPANY AND ITS SHAREHOLDERS**

Outlined below are the possible benefits available to the Company and its shareholders under the current direct tax laws in India for the Financial Year 2015-16.

**A. SPECIAL TAX BENEFITS TO THE COMPANY UNDER THE INCOME TAX ACT, 1961 (THE “ACT”)**

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

**B. SPECIAL TAX BENEFITS TO THE SHAREHOLDERS UNDER THE INCOME TAX ACT, 1961 (THE “ACT”)**

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

## SECTION IV – ABOUT THE COMPANY

### OUR INDUSTRY

*The information in this section includes extracts from publicly available information, data and statistics and has been derived from various government publications and industry sources. Neither we nor any other person connected with the Issue have verified this information. The data may have been re-classified by us for the purposes of presentation. Industry sources and publications generally state that the information contained therein has been obtained from sources generally believed to be reliable, but that their accuracy, completeness and underlying assumptions are not guaranteed and their reliability cannot be assured and, accordingly, investment decisions should not be based on such information. You should read the entire Prospectus, including the information contained in the sections titled “Risk Factors” and “Financial Statements” and related notes beginning on page 18 and 176 respectively of this Prospectus before deciding to invest in our Equity Shares.*

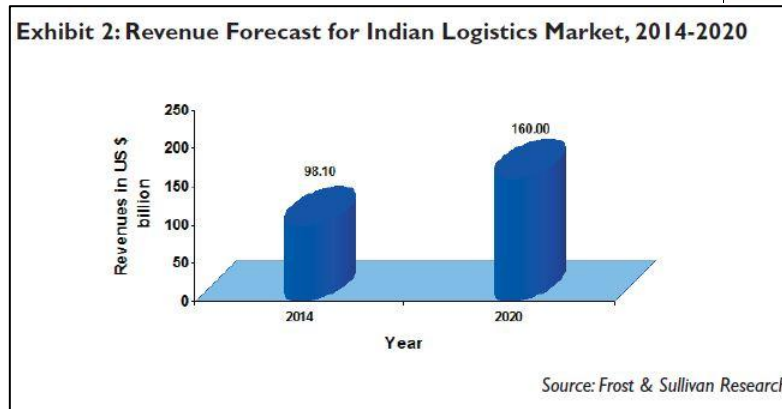
#### **THIRD PARTY LOGISTICS (3PL) SERVICE INDUSTRY**

Typically, a core company providing services or products is considered the first party; the customer, the second party. A third-party, then, is a firm hired to do that which neither the first or second party desires to do. A third-party logistics firm is a firm that provides outsourced or “third party” logistics services to companies for some portion or all of their supply chain management functions. 3PL typically specializes in custom clearance, Freight Forwarding, Warehousing, transportation services that can be customized to customer needs and demand. The 3PL industry evolved in the 1970’s when during a time of expanding globalization and an increased use of information technology (Song & Regan, Industries in Transition: Freight Transport Intermediaries in the Information Age, 2001). The first generation 3PL’s (1970’s-1980’s) offered services such as transportation, brokerage, and shipping. Second-generation 3PL’s (1980-1990) were mostly asset or non-asset based companies with increased service offerings. The third-generation-3PL’s (2000 onwards) were mostly web-based 3PL’s with increased supply chain integration (Nemo to & Koichiro, Advantage of 3PL in SCM, 2007).

Third-party logistics (3PL) is gaining importance as more and more organisations across the world are outsourcing logistics activities to the 3PL service providers. By outsourcing logistics activities, organisations are able to not only concentrate on their core business operations, but also achieve cost-efficiency and improve delivery performance and customer satisfaction. The 3PL market in India was under-developed and highly fragmented. However, recent trends show that the Indian market has come of age with small family-run businesses giving way/progressing to professional-run corporate enterprises. This refreshing change is indeed a welcome sign for the growth, as professionalism can go a long way in building efficiencies and reducing costs.

*(Source: 3PL Services in India: Challenges, Opportunities and Recommendations - A Study at IIFT [www.iift.edu](http://www.iift.edu))*

The Indian logistics market is likely to witness consistent growth of around 6-7 % every year during the period 2014-2020 and reach revenues of about US \$150-\$160 billion by 2020.



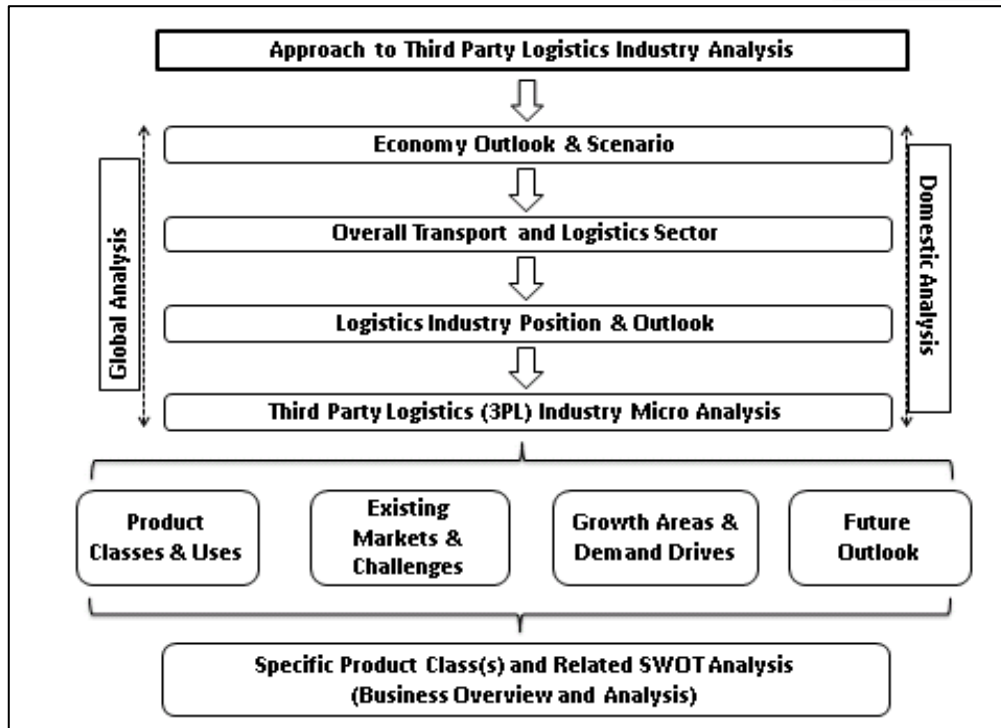
(Source: *Mega Trends in the Indian Logistics Sector for 2015-16*, Frost & Sullivan Research [www.frost.com](http://www.frost.com))

### APPROACH TO INDUSTRY ANALYSIS

Analysis of Third Party Logistics (3PL) Industry needs to be approached at both macro and micro levels, whether for domestic or global markets. Third Party Logistics (3PL) Industry forms part of Service Sector at a macro level. Hence, broad picture of Service Sector should be at preface while analysing the Third Party Logistics (3PL) Industry.

Service sector comprises various industries, which in turn, have numerous sub-classes or products. One such major industry in the overall service sector is 'Logistics Industry', which in turn encompasses various components one of them being 'Third Party Logistics (3PL)'.

Thus, Non Vessel Operating Common Carrier (NVOCC) and Container Leasing & trading segment should be analysed in the light of 'Third Party Logistics (3PL)' industry. An appropriate view on Non Vessel Operating Common Carrier (NVOCC) and Container Leasing and trading segment, then, calls for the overall economy outlook, performance and expectations of Service Sector, position of Third Party Logistics (3PL) Industry and micro analysis.



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

## GLOBAL ECONOMIC ENVIRONMENT

### INTRODUCTION

Since the Economic Survey and Budget were presented a year ago, the Indian economy has continued to consolidate the gains achieved in restoring macro-economic stability. Inflation, the fiscal deficit, and the current account deficit have all declined, rendering India a relative haven of macro stability in these turbulent times. Economic growth appears to be recovering, albeit at varying speeds across sectors.

At the same time, the upcoming Budget and 2016-17 (FY-2017) economic policy more broadly, will have to contend with an unusually challenging and weak external environment. Although the major international institutions are yet again predicting that global growth will increase from its current subdued level, they assess that risks remain tilted to the downside. This uncertain and fragile outlook will complicate the task of economic management for India.

The risks merit serious attention not least because major financial crises seem to be occurring more frequently. The Latin American debt crisis of 1982, the Asian Financial crisis of the late 1990s, and the Eastern European crisis of 2008 suggested that crises might be occurring once a decade. But then the rapid succession of crises, starting with Global Financial Crisis of 2008 and proceeding to the prolonged European crisis, the mini-crises of 2013, and the China provoked turbulence in 2015 all hinted that the intervals between events are becoming shorter.

This hypothesis could be validated in the immediate future, since identifiable vulnerabilities exist in at least three large emerging economies—China, Brazil, Saudi Arabia—at a time when underlying growth and productivity developments in the advanced economies are soft. More flexible exchange

rates, however, could moderate full-blown eruptions into less disruptive but more prolonged volatility.

One tail risk scenario that India must plan for is a major currency re-adjustment in Asia in the wake of a similar adjustment in China; as such an event would spread deflation around the world. Another tail risk scenario could unfold as a consequence of policy actions—say, capital controls taken to respond to curb outflows from large emerging market countries, which would further moderate the growth impulses emanating from them.

In either case, foreign demand is likely to be weak, forcing India—in the short run— to find and activate domestic sources of demand to prevent the growth momentum from weakening. At the very least, a tail risk event would require Indian monetary and fiscal policy not to add to the deflationary impulses from abroad. The consolation would be that weaker oil and commodity prices would help keep inflation and the twin deficits in check.

*(Source-Economic Survey 2015-16-Volume I; [www.indiabudget.nic.in](http://www.indiabudget.nic.in))*

### **GLOBAL ECONOMIC OVERVIEW**

The global macroeconomic landscape is currently chartering a rough and uncertain terrain characterized by weak growth of world output. The situation has been exacerbated by; (i) declining prices of a number of commodities, with reduction in crude oil prices being the most visible of them, (ii) turbulent financial markets (more so equity markets), and (iii) volatile exchange rates. These conditions reflect extreme risk-aversion behaviour of global investors, thus putting many, and in particular, commodities exporting economies under considerable stress.

One important positive outcome in 2015 is the modest pickup in the growth of some of the advanced economies. However, growth in emerging market and developing economies declined for the fifth consecutive year. As a result, overall global economic activity remained subdued in 2015. In its latest Update of the World Economic Outlook (WEO), published on 19 January 2016, the IMF projected growth in the global economy to improve from 3.1 per cent in 2015, to 3.4 per cent in 2016 and further to 3.6 per cent in 2017. Growth in advanced economies is projected at 2.1 per cent in 2016 and to continue through 2017 at the same rate.

The slowdown and rebalancing of the Chinese economy, lower commodity prices, and strains in some large Emerging Market and Developing economies (EMDE) are likely to continue to weigh on their growth prospects in 2016–17. Assessments indicate that mixed inflation developments in the EMDEs reflect the conflicting implications of weak domestic demand and lower commodity prices versus marked currency depreciations over the past year. The WEO update also indicated that India and the rest of emerging Asia are bright spots, with some other countries facing strong headwinds from China's economic rebalancing and global manufacturing weakness. World trade volume growth projections have been placed at 2.6 per cent and 3.4 per cent respectively for 2015 and 2016, which is much lower than what was estimated earlier in WEO in October 2015.

*(Source-Economic Survey 2015-16-Volume II; [www.indiabudget.nic.in](http://www.indiabudget.nic.in))*

### **GLOBAL OUTLOOK FOR GROWTH**

One important positive outcome in 2015 was the modest pick-up in growth in some of the advanced economies. It might be recalled that after falling in 2009 due to the 2008 global financial crisis, growth in emerging and developing economies rebounded in 2010 and 2011. While advanced economies also exhibited a recovery in 2010 thanks to the large stimuli, global growth continued to be tepid relative to the average of the decade ending 2006, largely on account of the slowdown in advanced economies. Spill over effects of the crisis may have been large, prolonged and bi-directional, given that the global integration is far greater than in the prior decade. This has made the



task of projecting global economic outlook arduous. This uncertainty has led to the International Monetary Fund (IMF) revising the global growth outlook in its World Economic Outlook (WEO) four times a year since 2009.

In its latest WEO Update, published on 19 January 2016, the IMF has projected growth in the global economy to go up from 3.1 per cent in 2015 to 3.4 per cent in 2016 and further to 3.6 per cent in 2017, slightly lower than the projection published in October 2015. Growth in advanced economies is revised by 0.2 percentage points in 2016 to 2.1 per cent, to continue through 2017. Growth in the US is expected to remain resilient owing to strengthening of the housing and labour markets. Growth in the euro area is expected to increase due to stronger private consumption supported by lower oil prices and easy financial conditions is expected to outweigh the weakening in net exports. Growth in Japan is also expected to consolidate in 2016, on the back of fiscal support, lower oil prices, accommodative financial conditions, and rising incomes.

Overall global economic activity remained subdued in 2015, as growth in emerging market and developing economies (EMDE) declined for the fifth consecutive year and recovery in advanced economies was modest. This is also attributable to the changing composition of the global economy and relative point contributions to global growth. The fall in the contribution of the EMDEs is not being made good by the advanced economies. A recent feature is that the Chinese economy is gradually slowing down and is transitioning from investment demand to consumption demand and from manufacturing to services. The concern over the spill overs of subdued global growth to other economies through trade channels and weaker commodity prices is manifest in diminishing confidence and increasing volatility in financial markets. In addition, a dual monetary policy—a gradual tightening in monetary policy in the US in the backdrop of its resilient recovery and easy monetary policy in several other major advanced economies has led to continued uncertainties and poses challenges for the year ahead. In the case of EMDEs, growth remained subdued at 4 per cent in 2015, but is projected to increase to 4.3 per cent in 2016 and 4.7 per cent in 2017. The slowdown and rebalancing of the Chinese economy, lower commodity prices, and strains in some large emerging market economies will continue to weigh on growth prospects in 2016–17. Assessments indicate that mixed inflation developments in EMDEs reflect the conflicting implications of weak domestic demand and lower commodity prices versus marked currency depreciations over the past year.

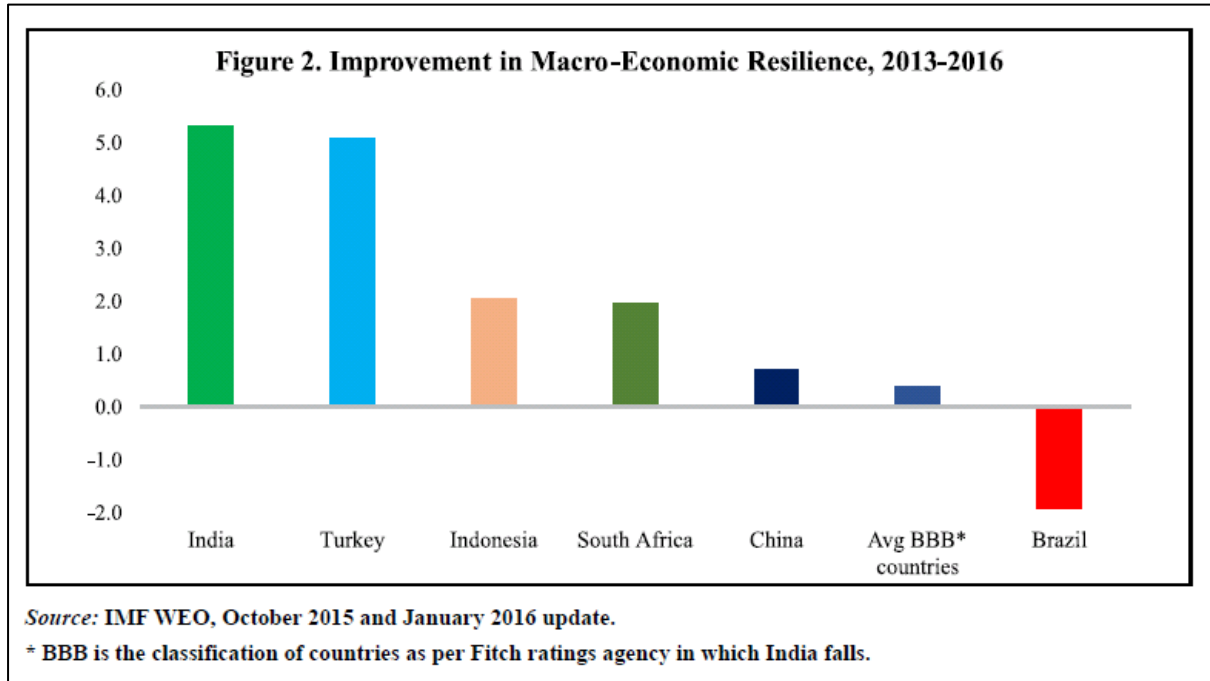
The 19 January WEO Update also indicated that India and the rest of emerging Asia are bright spots, albeit with some countries facing strong headwinds from China’s economic rebalancing and global manufacturing weakness. The IMF’s growth forecast for India is 7.5 per cent in 2016 and 2017 and this surpasses the projection of 6.3 per cent and 6.0 per cent respectively for China. The level of global economic activity has a significant and direct bearing on the growth prospects of the emerging economies through trade channels. As per the Update, world trade volume growth projections have been placed at 3.4 per cent and 4.1 per cent respectively for 2016 and 2017 lower by 0.7 percentage points to 0.5 percentage point respectively from WEO, October 2015. The World Bank’s Report on Global Economic Prospects (January 2016) also estimated that India will grow by a robust 7.8 per cent in 2016 and 7.9 per cent in the following two years. Compared to other major developing countries, the report maintained that India is well positioned to withstand near-term headwinds and volatility in global financial markets due to reduced external vulnerabilities, a strengthening domestic business cycle, and a supportive policy environment.

*(Source-Economic Survey 2015-16-Volume II; [www.indiabudget.nic.in](http://www.indiabudget.nic.in))*

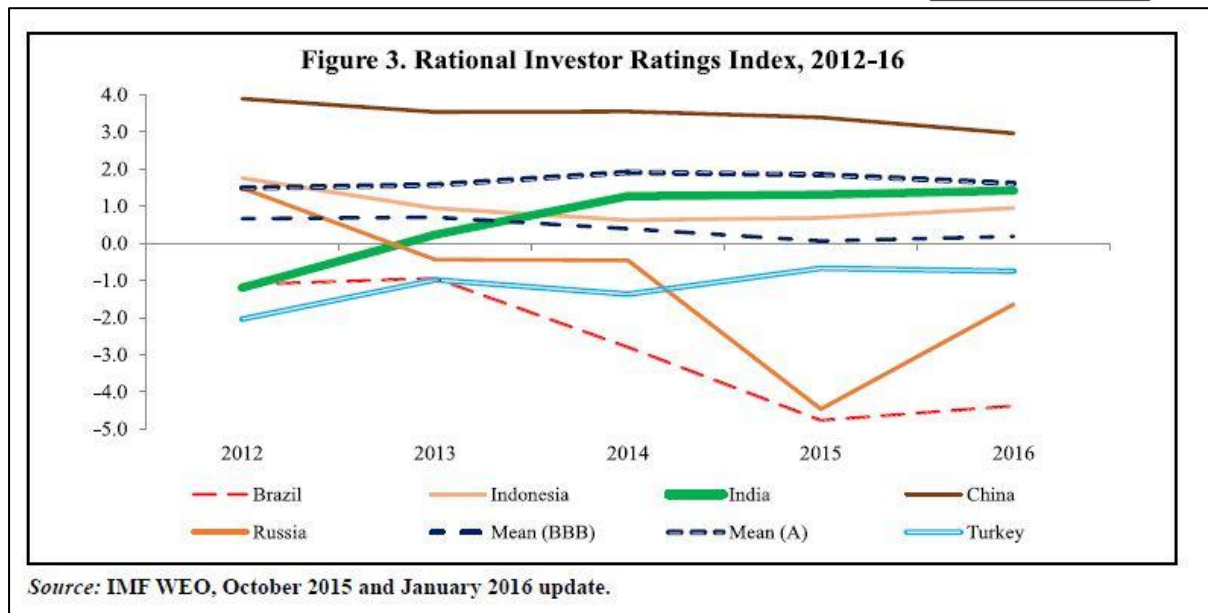
## **THE INDIAN ECONOMY**

The Indian economy has continued to consolidate the gains achieved in restoring macroeconomic stability. A sense of this turnaround is illustrated by a cross-country comparison. In last year’s Survey, we had constructed an overall index of macroeconomic vulnerability, which adds a country’s

fiscal deficit, current account deficit, and inflation. This index showed that in 2012 India was the most vulnerable of the major emerging market countries. Subsequently, India has made the most dramatic strides in reducing its macro-vulnerability. Since 2013, its index has improved by 5.3 percentage points compared with 0.7 percentage points for China, 0.4 percentage points for all countries in India’s investment grade (BBB), and a deterioration of 1.9 percentage points in the case of Brazil (Figure 2).



If macro-economic stability is one key element of assessing a country’s attractiveness to investors, its growth rate is another. In last year’s Survey we had constructed a simple Rational Investor Ratings Index (RIRI) which combined two elements, growth serving as a gauge for rewards and the macro-economic vulnerability index proxying for risks. The RIRI is depicted in Figure 3; higher levels indicate better performance. As can be seen, India performs well not only in terms of the change of the index but also in terms of the level, which compares favourably to its peers in the BBB investment grade and even its “betters” in the A grade<sup>1</sup>. As an investment proposition, India stands out internationally.



(Source-Economic Survey 2015-16-Volume I, [www.indiabudget.nic.in](http://www.indiabudget.nic.in))

## REVIEW OF MAJOR DEVELOPMENTS IN INDIAN ECONOMY

In the Advance Estimates of GDP that the Central Statistics Office (CSO) released recently, the growth rate of GDP at constant market prices is projected to increase to 7.6 per cent in 2015-16 from 7.2 per cent in 2014-15, mainly because private final consumption expenditure has accelerated. Similarly, the growth rate of GVA for 2015-16 is estimated at 7.3 per cent vis-à-vis 7.1 per cent in 2014-15. Although agriculture is likely to register low growth for the second year in a row on account of weak monsoons, it has performed better than last year. Industry has shown significant improvement primarily on account of the surprising acceleration in manufacturing (9.5 per cent vis-à-vis 5.5 per cent in 2014-15). Meanwhile, services continue to expand rapidly.

- Even as real growth has been accelerating, nominal growth has been falling, to historically low levels, an unusual trend highlighted in the Mid-Year Economic Analysis (MYEA), 2015-16.
- According to the Advance Estimates, nominal GDP (GVA) is likely to increase by just 8.6 (6.8) percent in 2015-16.
- In nominal terms, construction is expected to stagnate, while even the dynamic sectors of trade and finance are projected to grow by only 7 to 7 3/4 percent.
- Inflation remains under control The CPI-New Series inflation has fluctuated around 51/2 percent, while measures of underlying trends—core inflation, rural wage growth and minimum support price increases—have similarly remained muted. Meanwhile, the WPI has been in negative territory since November 2014, the result of the large falls in international commodity prices, especially oil. As low inflation has taken hold and confidence in price stability has improved, gold imports have largely stabilized, notwithstanding the end of a period of import controls
- Similarly, the external position appears robust. The current account deficit has declined and is at comfortable levels; foreign exchange reserves have risen to US\$351.5 billion in early February 2016, and are well above standard norms for reserve adequacy; net FDI inflows

have grown from US\$21.9 billion in April-December 2014-15 to US\$27.7 billion in the same period of 2015-16; and the nominal value of the rupee, measured against a basket of currencies, has been steady. India was consequently well-positioned to absorb the volatility from the U.S. Federal Reserve actions to normalize monetary policy that occurred in December 2015. Although the rupee has declined against the dollar, it has strengthened against the currencies of its other trading partners.

- The fiscal sector registered three striking successes: on-going fiscal consolidation, improved indirect tax collection efficiency; and an improvement in the quality of spending at all levels of government.
- Government tax revenues are expected to be higher than budgeted levels. Direct taxes grew by 10.7 per cent in the first 9 months (9M) of 2015-16. Indirect taxes were also buoyant. In part, this reflected excise taxes on diesel and petrol and an increase in the Swachh Bharat cess. The central excise duty collection from petroleum products during April to December 2015-16 recorded a growth of 90.5 per cent and stood at Rs.1.3 lakh crore as against Rs. 0.7 lakh crore in the same period last year. Tax performance also reflected an improvement in tax administration because revenues increased even after stripping out the additional revenue measures (ARMs). Indirect tax revenues grew by 10.7 per cent (without ARMs) and 34.2 per cent (with ARMs).
- The main findings are that a welcome shift in the quality of spending has occurred from revenue to investment, and towards social sectors. Aggregate public investment has increased by about 0.6 per cent of GDP in the first 8 months of this fiscal year, with contributions from both the Centre (54 per cent) and states (46 per cent).

(Source-Economic Survey 2015-16-Volume I, [www.indiabudget.nic.in](http://www.indiabudget.nic.in))

## DEVELOPMENTS IN THE CAPITAL MARKET

### PRIMARY MARKET

In 2015-16 (April-December), resource mobilization through the public and right issues has surged rapidly as compared to the last financial year. During 2015-16 (April- December), 71 companies have accessed the capital market and raised Rs.51,311 crore, compared to Rs.11,581 crore raised through 61 issues during the corresponding period of 2014-15.

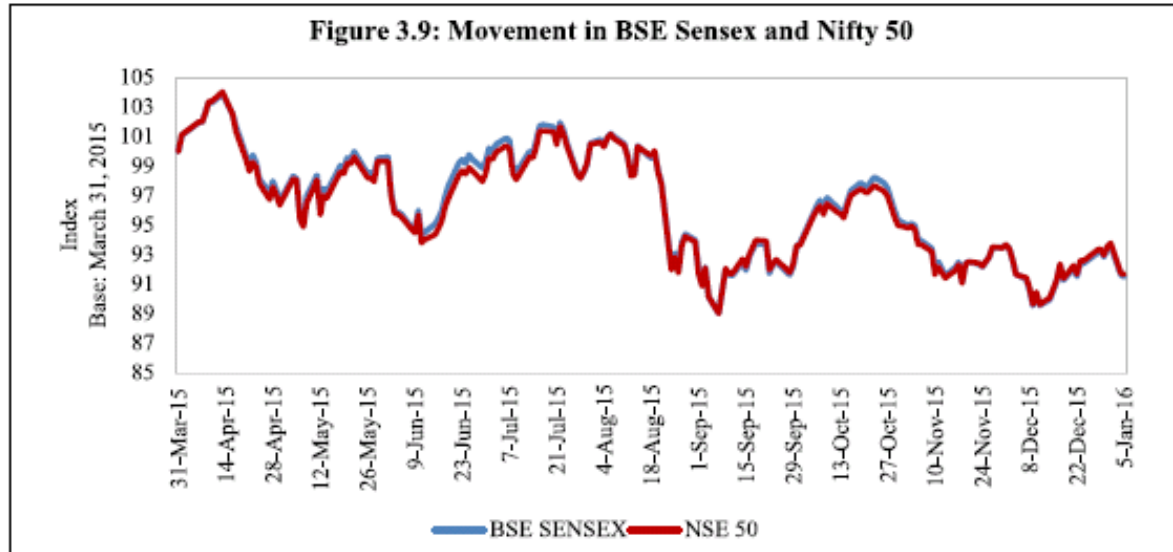
The small and medium enterprises (SME) platform of the stock exchange is intended for small and medium sized companies with high growth potential, whose post issue paid-up capital is less than or equal to Rs. 25 crore. During 2015-16 (April- December), 32 companies were listed on the SME platform, raising a total amount of Rs.278 crore as compared to Rs.229 crore raised through 28 issues in the corresponding period of 2014-15.

Resources mobilized by mutual funds during April-December 2015 also increased substantially to Rs.1,61,696 crore from Rs.87,942crore mobilized during the same period of the previous year.

### SECONDARY MARKET

During 2015-16 so far, the Indian securities market has remained subdued (Figure 3.9). The Bombay Stock Exchange (BSE) Sensex declined by 8.5 per cent (up to 5 January 2016) over end-March 2015, mainly on account of turmoil in global equity markets in August 2015 following slowdown in China and its currency devaluation and slump in stocks. On 4 January 2016, weak Chinese manufacturing data again led to a global sell-off which caused the BSE Sensex also to decline by 538 points (2.1 per cent).The downward trend in the Indian stock market was also guided by mixed corporate earnings for Q1 and Q2 of 2015- 16, FPIs' concern over minimum alternative tax (MAT), weakening of the

rupee against the US dollar, investor concern over delay in passage of the Goods and Services Tax (GST) Bill, uncertainty over interest rate hike by US Fed and selling by FPIs. However, the Indian equity market has been relatively resilient during this period compared to the other major EMEs. The Indian stock market withstood the US Fed increase in interest rates in December 2015.



Source: SEBI

(Source-Economic Survey 2015-16-Volume II, [www.indiabudget.nic.in](http://www.indiabudget.nic.in))

## INDUSTRIAL PERFORMANCE

The Index of Industrial Production (IIP) which provides quick estimates of the performance of key industrial sectors has started showing upward momentum (Figure 6.1). As per IIP, the industrial sector broadly comprising mining, manufacturing and electricity attained 3.1 per cent growth during April-December 2015-16 as compared to 2.6 per cent during the same period of 2014-15 due to the higher growth in mining and manufacturing sectors (Table 6.1). The mining, manufacturing and electricity sectors grew by 2.3 per cent, 3.1 per cent, and 4.5 per cent respectively during April-December 2015-16. The mining sector growth was mainly on account of higher coal production. The manufacturing sector was propelled by the higher production by the industry groups like furniture; wearing apparel, dressing and dyeing of fur; motor vehicles, trailers & semitrailers; chemicals and chemical products; refined petroleum products & nuclear fuel; and wood & products of wood. The growth in electricity is mainly contributed by higher growth in generation of thermal and nuclear sector.

In terms of use based classification, consumer durable goods have witnessed a remarkable growth at 12.4 per cent during April-December 2015-16. Basic goods and capital goods have registered 3.4 per cent and 1.7 per cent growth with intermediate goods by 1.9 per cent (Table 6.1).

The eight core infrastructure supportive industries, coal, crude oil, natural gas, refinery products, fertilizers, steel, cement and electricity that have a total weight of nearly 38 per cent in the IIP, registered a cumulative growth of 1.9 per cent during April-December 2015-16 as compared to 5.7 per cent during April-December 2014-15. Month-wise performance of the eight core sectors shows that the production of coal and fertilizers have increased substantially, while that of crude oil, natural gas and steel have mostly been negative. Refinery products, cement and electricity have attained moderate growth. Clearances for coal projects have facilitated production of coal. Crude oil and natural gas production declined because of a fall in production by Oil and Natural Gas Corporation



(ONGC), Oil India Limited (OIL) and also private/joint venture (JV) companies in different months. In electricity generation, while the thermal and nuclear sectors have registered higher growth, the hydro sector has not performed well.

Table 6.1: IIP-based Growth Rates of Broad Sectors/ Use-based Classification (in per cent)												
	Weight	2013-14	2014-15	2014-15				2015-16				
				Q1	Q2	Q3	Apr.-Dec.	Q1	Q2	Q3	Apr.-Dec.	
General	100.00	-0.1	2.8	4.5	1.3	2.0	2.6	3.3	4.8	1.5	3.1	
Sectoral												
Mining	14.16	-0.6	1.5	3.0	0.5	2.1	1.8	0.4	3.1	3.3	2.3	
Manufacturing	75.53	-0.8	2.3	3.9	0.4	1.1	1.8	3.7	4.7	0.9	3.1	
Electricity	10.32	6.1	8.4	11.3	9.4	9.4	10.0	2.3	6.8	4.4	4.5	
Use Based												
Basic goods	45.68	2.1	7.0	8.7	7.0	8.3	8.0	4.7	4.4	1.3	3.4	
Capital goods	8.83	-3.6	6.4	13.6	-0.5	3.2	5.1	2.0	13.4	-10.0	1.7	
Intermediate goods	15.69	3.1	1.7	3.1	1.6	0.8	1.8	1.6	2.2	1.9	1.9	
Consumer goods	29.81	-2.8	-3.4	-3.2	-5.4	-6.4	-4.9	2.5	2.7	6.8	4.0	
Consumer durables	8.46	-12.2	-12.6	-9.5	-15.5	-20.9	-15.2	3.7	11.9	23.4	12.4	
Consumer non-durables	21.35	4.8	2.8	1.4	2.3	3.2	2.3	1.7	-3.0	-1.6	-1.0	

Source: CSO

Figure 6.1 depicts three months moving average month-on-month (M-o-M) growth of the IIP, manufacturing and eight core industries. The growth in industrial production, manufacturing sector and the eight core sectors started picking up again in December 2015. It is expected that the uptick in growth rate will be maintained due to revival in manufacturing production.

While the overall IIP has shown recovery, there is variation in the performance of some of the major industries during April-December 2015. While some sectors like electricity, coal, fertilizers, cement and passenger cars have shown positive growth, sectors like steel and aluminium have shown negative growth during April-December 2015.

(Source-Economic Survey 2015-16-Volume-II, [www.indiabudget.nic.in](http://www.indiabudget.nic.in))

## MICRO SMALL AND MEDIUM ENTERPRISES SECTOR

With 3.6 crore units spread across the country, that employ 8.05 crore people, Micro, Small and Medium Enterprises (MSME) have a contribution of 37.5 per cent to the country's GDP. The sector has huge potential for helping address structural problems like unemployment, regional imbalances, unequal distribution of national income and wealth across the country. Due to comparatively low capital costs and their forward-backward linkages with other sectors, MSMEs will play a crucial role in the success of the Make in India initiative.

Realizing the importance of the MSME sector, the government has undertaken a number of schemes/programmes like the Prime Minister's Employment Generation Programme (PMEGP), Credit Guarantee Trust Fund for Micro and Small Enterprises (CGTMSE), Credit Linked Capital Subsidy Scheme (CLCSS) for Technology Up gradation, Scheme of Fund for Regeneration of Traditional Industries (SFURTI), and Micro and Small Enterprises- Cluster Development Programme (MSECDP) for the establishment of new enterprises and development of existing ones. Some of the

new initiatives undertaken by the government for the promotion and development of MSMEs, are as follows:

- **Udyog Aadhar Memorandum (UAM):** The UAM scheme, which was notified in September 2015 under section 8 of the MSME Development Act 2006, is a path-breaking step to promote ease of doing business for MSMEs. Under the scheme, MSME entrepreneurs just need to file an online entrepreneurs' memorandum to instantly get a unique Udyog Aadhaar Number (UAN). The information sought is on self-certification basis and no supporting documents are required. This marks a significant improvement over the earlier complex and cumbersome procedure.
- **Employment Exchange for Industries:** To facilitate match making between prospective job seekers and employers an employment exchange for industries was launched on June 15, 2015 in line with Digital India. More than 3.42 lakh job seekers have been registered on the portal as on December 30, 2015.
- **Framework for Revival and Rehabilitation of MSMEs:** Under this framework, which was notified in May 2015, banks have to constitute a Committee for Distressed MSME enterprises at zonal or district level to prepare a Corrective Action Plan (CAP) for these units.
- **A scheme for Promoting Innovation and Rural Entrepreneurs (ASPIRE):** ASPIRE was launched on March 16, 2015 with the objective of setting up a network of technology centres and incubation centres to accelerate entrepreneurship and promote start-ups for innovation and entrepreneurship in rural and agriculture based industry.

In addition, the government intends to provide more credit to MSME sectors, especially in the rural areas, focusing on skill development, encouraging entrepreneurial activities with optimistic mind set among rural youth and creating job opportunities among rural women, for high, inclusive and sustained industrial growth.

(Source-Economic Survey 2015-16-Volume II, [www.indiabudget.nic.in](http://www.indiabudget.nic.in))

## OUTLOOK FOR GROWTH

Real GDP growth for 2015-16 is expected to be in the 7 to 7<sup>3/4</sup> range, reflecting various and largely offsetting developments on the demand and supply sides of the Indian economy. Before analysing these factors, however, it is important to step back and note one important point. India's long-run potential GDP growth is substantial, about 8-10 percent. But its actual growth in the short run will also depend upon global growth and demand. After all, India's exports of manufactured goods and services now constitute about 18 percent of GDP, up from about 11 percent a decade ago.

Reflecting India's growing globalization, the correlation between India's growth rate and that of the world has risen sharply to reasonably high levels. For the period 1991-2002 this correlation was 0.2. Since then, the correlation has doubled to 0.42. In other words, a 1 percentage point decrease in the world growth rate is now associated with a 0.42 percentage point decrease in Indian growth rates.

Accordingly, if the world economy remains weak, India's growth will face considerable headwinds. For example, if the world continues to grow at close to 3 percent over the next few years rather than returning to the buoyant 4-4½ per cent recorded during 2003-2011, India's medium-term growth trajectory could well remain closer to 7-7½ per cent, notwithstanding the government's reform initiatives, rather than rise to the 8-10 per cent that its long-run potential suggests. In other words, in the current global environment, there needs to be a recalibration of growth expectations and consequently of the standards of assessment.



Turning to the outlook for 2016-17, we need to examine each of the components of aggregate demand: exports, consumption, private investment and government.

- To measure the demand for India's exports, we calculate a proxy-weighted average GDP growth rate of India's export partners. The weights are the shares of partner countries in India's exports of goods and services. We find that this proxy for export demand growth declined from 3.0 percent in 2014 to 2.7 per cent in 2015, which helps explain the deceleration in India's non-oil exports, although the severity of the slowdown—in fact, a decline in export volume—went beyond adverse external developments. Current projections by the IMF indicate that trading partner growth this demand will improve marginally this year to about 2.8 percent. But the considerable downside risks suggest that it would be prudent not to count on a big contribution to GDP growth from improving export performance.
- On the domestic side, two factors could boost consumption. If and to the extent that the Seventh Pay Commission (7th PC) is implemented, increased spending from higher wages and allowances of government workers will start flowing through the economy. If, in addition, the monsoon returns to normal, agricultural incomes will improve, with attendant gains for rural consumption, which over the past two years of weak rains has remained depressed.
- Against this, the disappearance of much of last year's oil windfall would work to reduce consumption growth. Current prospects suggest that oil prices (Indian crude basket) might average US\$ 35 per barrel next fiscal year compared with US\$ 45 per barrel in 2015-16. The resulting income gain would amount roughly equivalent to 1 percentage point of GDP – an 18 per cent price decline times a share of net oil imports in GDP of 6 percent. But this would be half the size of last year's gain, so consumption growth would slow on this account next year.
- According to analysis done by Credit Suisse, (non-financial) corporate sector profitability has remained weak, falling by 1 percent in the year to December 2015. This decline reflected a sharp deterioration in the financial health of the metals—primarily steel—companies, which have now joined the ranks of companies under severe financial stress. As a result, the proportion of corporate debt owed by stressed companies, defined as those whose earnings are insufficient to cover their interest obligations, has increased to 41 percent in December 2015, compared to 35 percent in December 2014.<sup>3</sup> In response to this stress, companies have once again been compelled to curb their capital expenditures substantially.
- Finally, the path for fiscal consolidation will determine the demand for domestic output from government. The magnitude of the drag on demand and output will be largely equal to the size of consolidation, assuming a multiplier of about 1.
- There are three significant downside risks. Turmoil in the global economy could worsen the outlook for exports and tighter financial conditions significantly. Second, if contrary to expectations oil prices rise more than anticipated, this would increase the drag from consumption, both directly, and owing to reduced prospects for monetary easing. Finally, the most serious risk is a combination of the above two factors. This could arise if oil markets are dominated by supply-related factors such as agreements to restrict output by the major producers.
- The one significant upside possibility is a good monsoon. This would increase rural consumption and, to the extent that it dampens price pressures, open up further space for monetary easing.

- Putting these factors together, we expect real GDP growth to be in the 7 to 7<sup>3/4</sup> per cent range, with downside risks because of on-going developments in the world economy. The wider range in the forecast this time reflects the range of possibilities for exogenous developments, from a rebound in agriculture to a full-fledged international crisis; it also reflects uncertainty arising from the divergence between growth in nominal and real aggregates of economic activity.

(Source-Economic Survey 2015-16-Volume I, [www.indiabudget.nic.in](http://www.indiabudget.nic.in))

## INDIA'S INCREASING IMPORTANCE TO GLOBAL GROWTH

Despite global headwinds and a truant monsoon, India registered robust growth of 7.2 per cent in 2014-15 and 7.6 per cent in 2015-16, thus becoming the fastest growing major economy in the world. As per the estimates of the International Monetary Fund (IMF), global growth averaged 3.1 per cent in 2015, declining from 3.4 per cent registered in 2014. While growth in advanced economies has improved modestly since 2013, the emerging economies have witnessed a consistently declining trend in growth rate since 2010. It is against this background that the recent Indian growth story appears particularly bright.

India has made striking progress in its contribution to the global growth of Gross Domestic Product (GDP) in Purchasing Power Parity (PPP) terms. PPP represents the number of units of a country's currency required to purchase the same amount of goods and services in the domestic market as the US dollar would purchase in the United States, thus adjusting for purchasing power differentials between currencies in relevant markets. India's contribution to global growth in PPP terms increased from an average of 8.3 per cent during the period 2001 to 2007 to 14.4 per cent in 2014. During the 1990s, the US's contribution to the global GDP growth in PPP terms was, on an average, around 16 percentage points higher than India's. The picture changed dramatically in 2013 and 2014 when India's contribution was higher than that of the US by 2.2 and 2.7 percentage points respectively. During 1991-2014, low growth in Japan (0.9 per cent annually) resulted in its low contribution (1.5 per cent) to global growth. India and China constitute 42.5 per cent and 53.2 per cent respectively of the total PPP measure of the lower-middle income countries and upper-middle income countries; and hence those country groups largely reflect India's and China's patterns.

The global economy—in particular the global growth powerhouse, China—is rebalancing, leading to an increasing role for India. After the onset of the multiple crises in different parts of the world, India's contribution has become much more valuable to the global economy.

India's share in world GDP has increased from an average of 4.8 per cent during 2001-07 to 6.1 per cent during 2008-13 and further to an average of 7.0 per cent during 2014 to 2015 in current PPP terms (IMF). India's resilience and current levels of reasonably strong growth should, thus, be appreciated in the light of its increasing contribution to global growth.

(Source-Economic Survey 2015-16-Volume II, [www.indiabudget.nic.in](http://www.indiabudget.nic.in))

## THIRD PARTY LOGISTICS (3PL) INDUSTRY: GLOBAL SCENARIO

### 3PL USAGE REFLECTS GLOBAL ECONOMIC TRENDS

Global markets continue to be impacted by volatility in many economies throughout the world, driving highly variable and sometimes sluggish demand for outsourced logistics services. **Figure 1** provides global 3PL revenues by region for 2011 and 2012 from Armstrong & Associates, plus a summary of percentage changes reported for 2011-2012 and 2010-2011.

As indicated, global 3PL revenues of \$676.9 billion (US dollars) reported for 2012 represent an increase of +9.9% over 2011. This represents the weighted-average of significant increases in Asia-Pacific (+23.6%) and Latin America (+12.4%), modest increases in North America (+ 6.7%) and Other Regions (+6.4%), and a small decrease in Europe (-2.6%). In comparison with the percentage growth in global 3PL revenues of +13.7% reported for 2010-2011, however, the +9.9% change from 2011 to 2012 represents a decrease of about 1/3 from the growth percentage reported in the previous year.

Latin America and Other Regions also saw slowing growth, from the robust +43.6% and +54%, reported respectively, in 2010-2011 to just +12.4% and +6.4% in 2011-2012. Overall, this reflects shifts in global economic activity and related freight movements that have caused some “cooling off” of the growth in 3PL revenues that was reported one year ago in some regions of the world. Global economic conditions may be responsible for the somewhat slower growth in 3PL revenues associated with emerging and developing markets.

According to Dr. William L. (Skip) Grenoble, Executive Director, Center for Supply Chain Research and Senior Research Associate for The Smeal College of Business, Penn State University, “Business and government organizations are highly aware of the added value that the effective use of logistics outsourcing can have on logistics and supply chain effectiveness.”

Figure 1: Global 3PL Revenues Rise for 2011-2012

Region	2011 Global 3PL Revenues (US\$Billions)	2012 Global 3PL Revenues (US\$Billions)	Percent Change 2011 to 2012	Percent Change 2010 to 2011
North America	\$ 159.9	\$ 170.6	+ 6.7%	+ 7.2%
Europe	160.4	156.2	- 2.6%	- 2.8%
Asia-Pacific	191.1	236.2	+ 23.6%	+ 21.2%
Latin America	39.5	44.4	+ 12.4%	+ 43.6%
Other Regions	65.2	69.4	+ 6.4%	+ 54.0%
<b>Total</b>	<b>\$ 616.1</b>	<b>\$ 676.9</b>	<b>+ 9.9%</b>	<b>+ 13.7%</b>

Source: Armstrong & Associates, 2013.

(Source: 2014 Third-Party Logistics Study: The State of Logistics Outsourcing [www.capgemini.com](http://www.capgemini.com))

### 3PL USER SPENDING PATTERNS ON LOGISTICS AND 3PL SERVICES

According to this year’s study results, 3PL users report an average of 44% of their total logistics expenditures are related to outsourcing. This compares with an average of 39% reported last year, and 42% reported in the previous year. Total logistics expenditures include transportation, distribution, warehousing and value-added services. Considering Armstrong & Associates’ estimated and projected increases to global 3PL revenues cited in **Figure 1**, these percentages support the finding that global markets for 3PL services continue to expand.

#### Increased Use of Outsourcing Outpaces Insourcing

One consistent finding throughout the 18 years of Annual 3PL Studies is a relatively predictable “ebb and flow” of outsourcing vs. insourcing in the 3PL marketplace. Sometimes customers increase their use of outsourced logistics services (either in total or in terms of individual activities outsourced), and

at other times they decide to insource some or all of their logistics needs. In general, however, movement toward increased outsourcing generally outpaces movement toward insourcing.

**Outsourcing:** 72% of shippers are increasing their use of outsourced logistics services this year, which is up slightly from the average reported in recent years. Slightly more, 78%, of 3PL respondents see an increase in outsourcing among their shippers.

**Insourcing:** Generally, insourcing remains less prevalent; 23% of shippers report they are returning to insourcing at least some of their logistics activities, while an average 36% of 3PLs say that some of their customers are returning to insourcing.

**Reducing or Consolidating 3PLs:** The on-going trend toward strategic sourcing by many shippers is evident in the number who report they are reducing or consolidating the number of 3PLs they use, an average of 56%. This is consistent with previous years' findings and provides continuing evidence that more than half of shippers place a priority on tightening up their rosters of 3PLs.

So while rates of change to outsourcing/insourcing appear to remain stable, the Armstrong & Associates data supports a key finding of this study: That 3PL user is generally increasing their use of outsourced logistics services.

(Source: 2014 Third-Party Logistics Study: The State of Logistics Outsourcing [www.capgemini.com](http://www.capgemini.com))

#### SHIPPER EXPERIENCES WITH 3PLS: MEASURES OF SUCCESS

Once again, a distinct majority (90%) of shippers report that their relationships with 3PLs generally have been successful. Interestingly, but predictably, an even higher percentage of 3PLs (97%) say their relationships with shippers have generally been successful.

**Figure 2** summarizes the tangible benefits shippers report from their use of 3PL services, including average improvements in order fill rate and order accuracy. The average logistics cost reduction reported by shippers was 11%; the average inventory cost reduction was 6%; and the average fixed logistics cost reduction was 23%. These figures are down modestly from those reported in last year's study; this is not unexpected, since both shippers and 3PLs have been working earnestly to attain these benefits.

As with past years, just over half of shipper respondents (55%, compared to 56% last year) report their use of 3PLs has led to year-over-year incremental benefits, while 91% of 3PLs say their customers' use of 3PL services has led to year-over-year benefits.

**Figure 2: 3PL Services Deliver Measurable Benefits**

Results		2013 Study	2014 Study
Logistics Cost Reduction		15%	11%
Inventory Cost Reduction		8%	6%
Logistics Fixed Asset Reduction		26%	23%
Order Fill Rate	Changed From	58%	66%
	Changed To	65%	68%
Order Accuracy	Changed From	67%	68%
	Changed To	72%	69%

Source: 2014 18<sup>th</sup> Annual Third-Party Logistics Study.

(Source: 2014 Third-Party Logistics Study: The State of Logistics Outsourcing [www.capgemini.com](http://www.capgemini.com))

### SHIFTING EXPECTATIONS IN SHIPPER - 3PL RELATIONSHIPS

In the five years that this study has surveyed 3PLs in addition to shippers, in most instances 3PLs rate their capabilities higher than shippers do. Although there are likely a number of reasons for this disparity, they do point to a need for more alignment among shipper and 3PL ratings on the key attributes and capabilities of 3PLs.

The news this year is that shippers and 3PLs have come into alignment in rating 3PLs' capabilities in openness, transparency and effective communication. The 2014 3PL Study survey showed 70% of shippers and 69% of 3PLs are satisfied with each others' openness, transparency and communication.

However, a difference still exists between 3PL and shipper ratings of agility and flexibility to accommodate current and future business needs and challenges. This year 99% of 3PLs feel their customers expect these qualities in their 3PLs, while only 66% of shipper respondents judge their 3PLs as sufficiently agile and flexible. This continuing gap suggests a further need for improvement.

For the past three years, this report has addressed the extent to which contemporary shipper-3PL relationships were moving up on the "maturity curve" in use of best practices and relationship-building initiatives. Two common themes of these discussions are "gain sharing" and "collaboration" in shipper- 3PL relationships. Recently, it has been unclear in which directions these initiatives have been headed, particularly through the recent recession. However, this year's study results reinforce the validity of these concepts as legitimate and useful elements of well-structured shipper-3PL relationships:

**“Gain sharing” between 3PLs and shippers:** Nearly half (47%) of shippers report having engaged in “gain sharing” arrangements with their 3PLs, while 60% of 3PL respondents indicate they have engaged in gain sharing. In recent years this report has characterized gain sharing as a sign of a more mature, evolved relationship. However, in light of the on-going variance in the reported rates of gain sharing, our current opinion is that while the use of gain sharing is a valuable element of many shipper-3PL relationships, there are other relationships where some variation of a more traditional “fee-for-service” model is preferred. Future research will continue to take a deeper dive into this topic.

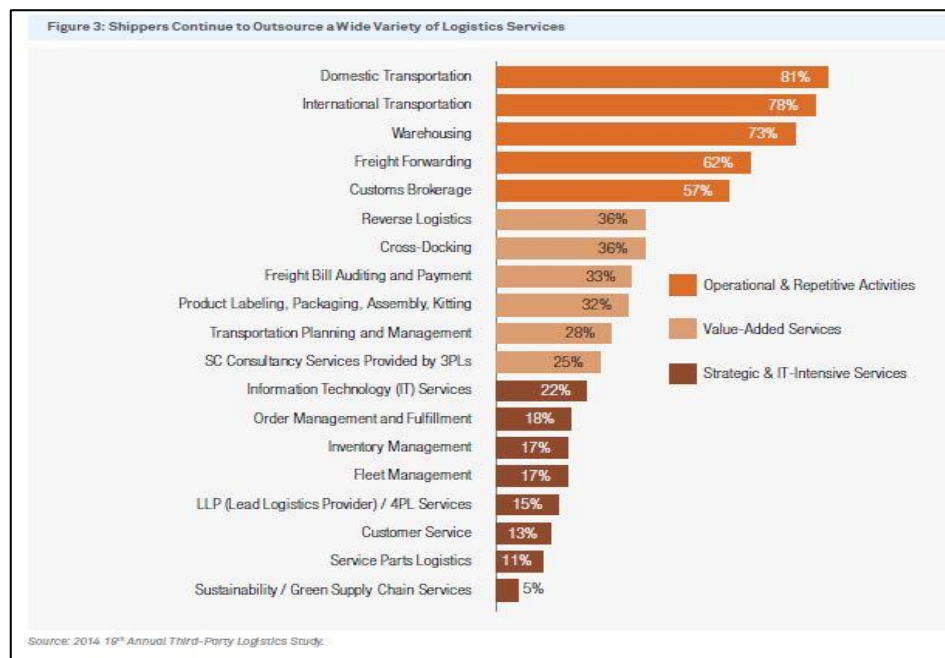


**Interest in collaborating with other companies, even competitors, to achieve logistics cost and service improvements:** Slightly more shippers (48% compared with 41% last year) express interest in collaborating with other companies, even competitors, to achieve logistics cost and service improvements. Substantially more 3PLs (70%) indicate they are engaging in this type of collaboration. As with gain sharing, it is likely that this approach is more suitable in certain types of shipper-3PL relationships than in others.

(Source: 2014 Third-Party Logistics Study: The State of Logistics Outsourcing [www.capgemini.com](http://www.capgemini.com))

### WHAT SHIPPERS OUTSOURCE AND WHAT 3PLS OFFER

**Figure 3** shows the percentages of shippers outsourcing specific logistics activities. The results reveal that, while the responses to this question tend to be very similar from one year to the next, there are some notable shifts:



- Again with this year’s study, the most frequently outsourced activities tend to be those that are more transactional, operational and repetitive. These include domestic and international transportation (81% and 78%, respectively), warehousing (73%), freight forwarding (62%), and customs brokerage (57%). Although these activities are sometimes regarded as common and routine, it is very important not to think of them as “commodities,” as today’s successful 3PLs need to be experts at delivering these in ways that are unique and highly differentiated from the customers’ point of view.
- The less-frequently reported activities indicated in **Figure 3** tend to be somewhat more strategic, customer-facing, and IT-intensive. Example activities include: IT services, supply chain consultancy services, order management and fulfillment, fleet management, customer service and LLP/4PL services. However, it’s encouraging to see that shippers indicate moderate increases in these logistics activities compared with results reported in the 2013 3PL Study.

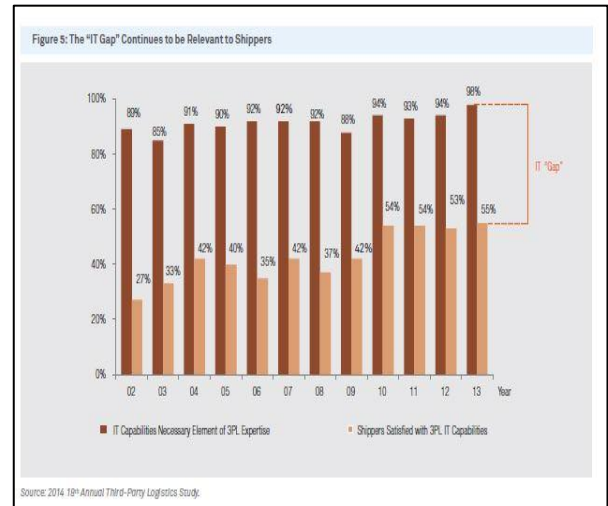
(Source: 2014 Third-Party Logistics Study: The State of Logistics Outsourcing [www.capgemini.com](http://www.capgemini.com))

### 3PL'S IT CAPABILITIES: THE BAR KEEPS RISING

Figure 4: Shippers Still Prioritize Execution-Oriented 3PL IT Capabilities

Information Technologies	Percentages Reported By			
	Shippers		3PLs	
	2013 Study	2014 Study	2013 Study	2014 Study
Transportation Management (Execution)	72%	75%	84%	81%
Transportation Management (Planning)	67	69	80	77
Electronic Data Interchange	68	78	79	76
Warehouse/Distribution Center Management	64	74	78	71
Web Portals for Booking, Order Tracking, Inventory, etc	59	62	72	75
Visibility (Order, Shipment, Inventory, etc.)	60	76	75	78
Global Trade Management Tool	43	51	42	38
Bar Coding	50	50	60	53
Transportation Sourcing	45	45	58	52
Customer Order Management	41	42	64	66
Supply Chain Planning	30	36	59	59
Collaboration Tools (SharePoint, Lotus Notes, etc)	32	43	41	46
Advanced Analytics and Data Mining Tools	26	34	39	42
Supply Chain Event Management	26	38	49	53
Network Modeling and Optimization	30	35	44	55
RFID	24	22	36	26
Yard Management	17	30	28	35

Source: 2014 18<sup>th</sup> Annual Third-Party Logistics Study.



Shippers' propensity to view 3PLs tactically rather than strategically is reflected in their views of 3PLs' IT capabilities. As seen in **Figure 4**, the IT capabilities shippers feel 3PLs must possess relate more so to execution oriented activities and processes such as transportation, warehouse/DC management, electronic data interchange, visibility, etc., while they assign lower importance to capabilities that support more strategic and analytical services.

For 12 years this study has tracked a measurable difference between shipper's opinions on whether they feel information technologies are a necessary element of 3PL expertise, and whether they are satisfied with their 3PLs' IT capabilities. We have referred to this as the "IT Gap." **Figure 5** reveals that over the long term, this gap has narrowed significantly. However, over the last three to four years the gap appears to have largely stabilized. This year 55% of shippers indicate they are satisfied with IT services provided by 3PLs, while 69% of the 3PLs feel their customers are satisfied with their IT capabilities.

(Source: 2014 Third-Party Logistics Study: The State of Logistics Outsourcing [www.capgemini.com](http://www.capgemini.com))

### KEY TAKEAWAYS: GLOBAL LOGISTICS INDUSTRY

Key findings about the Current State of the Market for the 2014 18th Annual 3PL Study include:

- Global markets continue to be volatile, driving highly variable and sometimes sluggish demand for outsourced logistics services. While aggregate global revenues for the 3PL sector continue to rise, Armstrong and Associates' figure of +9.9% average growth represents a decrease of about 1/3 from the percentage reported last year. Latin America and Other Regions also saw slowing of growth compared with last year.
- One consistent finding throughout the 18 years of Annual 3PL Studies is a relatively predictable "ebb and flow" of outsourcing vs. insourcing in the 3PL marketplace. Data from Armstrong & Associates supports a key finding of this study: That shippers in general are increasing their use of outsourced logistics services.
- Shippers report an average logistics cost reduction of 11%. The average inventory cost reduction was 6%, and the average fixed logistics cost reduction was 23%. These figures are



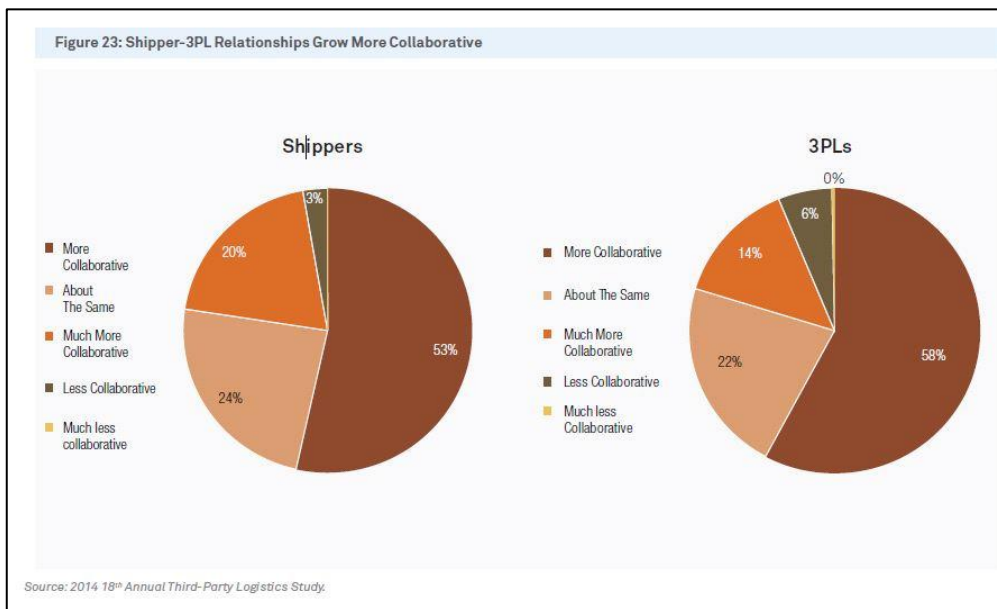
down modestly from those reported in last year’s study, but confirm the reasons 90% of shippers report that their relationships with 3PLs generally have been successful.

- Shippers and 3PLs are about equally satisfied (70% and 69%, respectively) with the openness, transparency and good communication in their relationships, and 66% of shipper respondents judge their 3PLs as sufficiently agile and flexible to meet future business challenges.
- Nearly one-half of shippers (47%) have engaged in “gain sharing” arrangements with their 3PLs, and a nearly equal percentage (48%) indicated they have collaborated with other companies, even competitors, to achieve logistics cost and service improvements. Variances in these results over the years suggest that, rather than reflecting levels of maturity, these approaches simply fit better with some shipper-3PL relationships than they do for others.
- Consistent with past studies, transactional, operational and repetitive activities tend to be the most frequently outsourced, in relatively stable numbers, but this year’s results suggest some modest increases in prevalence of outsourcing some activities that are strategic, customer-facing, and IT-intensive.
- For the past 12 years, this study has been tracking the “IT Gap,” which is defined as the difference between the percentage of 3PL users indicating that IT capabilities are a necessary element of 3PL expertise (98% in the current study), and the percentage of the same users who agree that they are satisfied with 3PL IT capabilities (55%). The results from this year’s study again confirm that the IT Gap is stabilizing to some extent, but the research supports the idea that 3PL IT capabilities are becoming increasingly important to shippers, and that the shipper satisfaction ratings are also increasing.

(Source: 2014 Third-Party Logistics Study: The State of Logistics Outsourcing [www.capgemini.com](http://www.capgemini.com))

**SHIPPER-3PL RELATIONSHIPS: COLLABORATION IS UP**

The majority of shippers and 3PLs say their relationships have grown more collaborative over the past three years, with shippers even more likely than 3PLs to say they are much more collaborative (Figure 23).



Several industry reports attribute the increase in collaboration to internal changes such as the new approaches to sourcing cited above, as well as external factors such as rising rates, capacity constraints and supply chain disruption.

Anecdotally, over the past half year some 3PLs report an increase in first-time outsourcing among companies previously using only internal resources. Likely, these are part of an on-going trend toward a net increase in logistics outsourcing documented in the Current State of the 3PL Market chapter. 3PLs attribute this to a new asset- and people-light approach resulting from the recession. Even as order activity increases, shippers are hesitant to commit capital and infrastructure to support it. Instead, they're shifting asset and people investment — and risk — to 3PLs.

So as a 3PL does more for a shipper - say, take over operations of their warehouse or fleet -this inherently demands more interaction among the two parties. Such intimate involvement in a shipper's day-to-day operations provides a 3PL with deep knowledge of that shipper's operations, and therefore ripe opportunity to perceive new opportunities for supply chain improvement.

Collaboration opens the door for more strategic relationships among shippers and 3PLs. In order to attain more highly functioning and cost effective supply chains, shippers need strong, lengthy and partner-focused relationships with their 3PLs and 4PLs.

These provide the foundation for innovation. As the industry matures and innovation becomes more difficult, the focus is shifting to growth via innovative relationships. In a sideways growth market, traditional routes to innovation, such as process improvements, improved execution and new services, do not deliver the payoffs they would in a higher growth economy. Instead, innovation must come through relationships, using tools such as gain sharing to share both risk and reward. As seen in the Current State of the Market chapter, 47% of shippers say they have used a gain sharing approach, and 68% agree that “3PLs provide us with new and innovative ways to improve logistics effectiveness.

Third-party logistics providers have been understandably concerned about the possibility that centralized procurement will lead to an increased prioritization of price over quality in 3PL selection. Shippers that can properly balance of cost and quality and strive for strategic, collaborative relationships with 3PLs stand to gain considerable strategic advantage.

(Source: 2014 Third-Party Logistics Study: The State of Logistics Outsourcing [www.capgemini.com](http://www.capgemini.com))

#### SHIPPER-3PL RELATIONSHIPS: THE KEY TAKEAWAYS

- The marketplace is still determining the degree to which shipper-3PL relationships have been altered as a result of the recession. The good news is that shippers continue to cite factors such as the ability to provide continuous improvement (55%), experience in the shipper's industry (49%) and established on-going relationship (42%) as important selection criteria.
- One new pattern is the increased reliance on centralized sourcing in 3PL selection. Nearly half of shippers (48%) and 61% of 3PLs say centralized procurement functions are playing more or much more of a role in the selection process compared with three years ago.
- Allaying those concerns somewhat is the finding that the majority of shippers and 3PLs say that their relationships have grown more collaborative over the past three years. Shippers that can strike the right balance in sourcing decisions and build strategic 3PL relationships set the stage for considerable strategic advantage.

(Source: 2014 Third-Party Logistics Study: The State of Logistics Outsourcing [www.capgemini.com](http://www.capgemini.com))

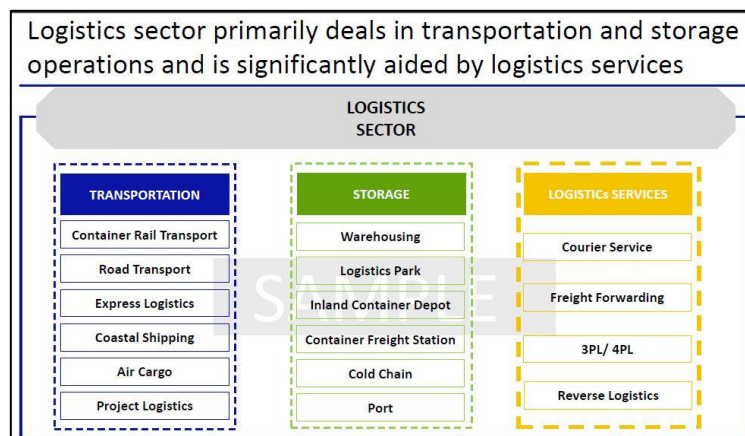
## INDIAN LOGISTICS INDUSTRY OVERVIEW

The Indian logistics industry was valued at an estimated US\$ 130 billion in 2012-13. It has grown at a CAGR of 16 % over the last five years. The industry comprises the following main segments:

- Freight and passenger transportation via road, rail, air and water
- Warehousing and cold-storage

The contribution from the movement of goods including freight transportation and storage is about 90 per cent. Aggregate freight traffic is estimated at about 2-2.3 trillion tonne kilometres. Road dominates the mode of freight transport mix and constitutes about 60 per cent of the total freight traffic. Rail and coastal shipping account for about 32 per cent and 7 per cent, respectively, while the share of inland waterways transportation and air is less than 1 per cent each.

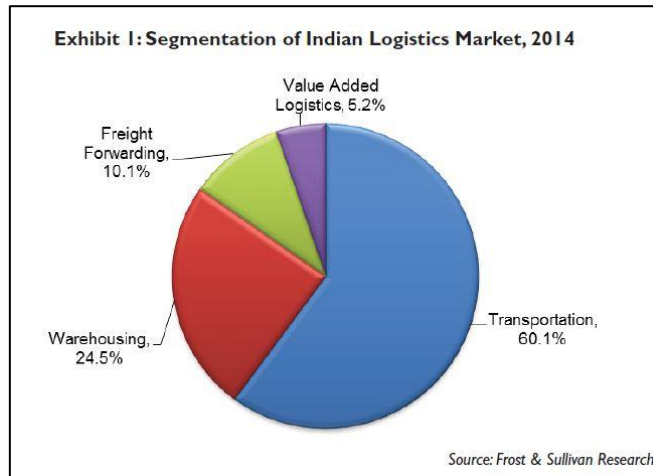
(Source: *Indian Logistics Industry: Gaining Momentum a Report on the Performance and Emerging Trends in the Indian Logistics Industry* **India Brand Equity Foundation**; [www.ibef.org](http://www.ibef.org))



(Source: *Logistics Services Market– India February 2015* [www.netscribes.com](http://www.netscribes.com))

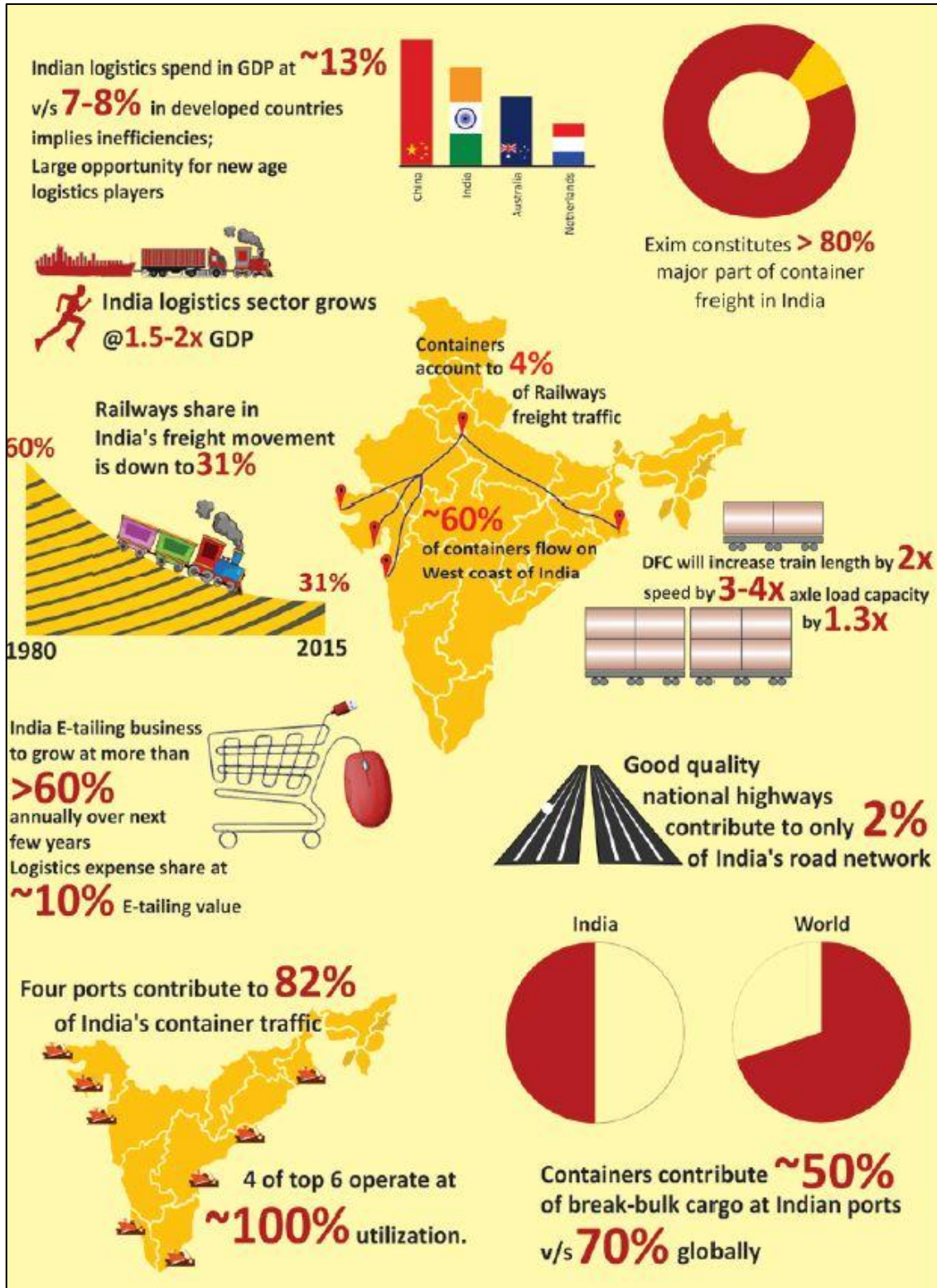
## INDIAN LOGISTICS MARKET SIZE AND SEGMENTATION

The Indian logistics market recorded revenues of about US \$104.10 billion in 2014, witnessing a growth of about 4.9 percent over the previous year. Transportation accounts for about 60percent of the market revenues.



(Source: *Mega Trends in the Indian Logistics Sector for 2015-16*, Frost & Sullivan Research [www.frost.com](http://www.frost.com))

**INDIAN LOGISTICS SECTOR – STATISTICAL OVERVIEW**



(Source: Motilal Oswal - Logistics Sector Update March 2015 [www.motilaloswal.com](http://www.motilaloswal.com) )



## LOGISTICS SERVICES MARKET - INDIA

- In India are emerging as a prominent sector in terms of contribution to national and states' incomes, trade flows, FDI inflows, and employment
- Logistics services forms an integral part of the overall functioning of the logistics sector
- Inbound logistics concentrates on purchasing and arranging inbound movements of materials, parts, and finished inventory from suppliers to manufacturing or assembly plants, warehouses or retail stores.
- Outbound logistics involves movement of final product and related information flows from the end of the production line to the end user.
- Reverse logistics is the process of moving goods from their typical final destination for the purpose of capturing value, or proper disposal, involving remanufacturing or refurbishing.
- An efficient logistics market would demand integration of services at all points and across all segments.
- Logistics services, an amalgamation of Courier, Freight, Third Party Logistics and Fourth Party Logistics, have significant business earning potential in the domestic market.
- Amongst the segments, courier market shows the maximum growth in terms of CAGR whereas freight forwarding has the largest market size value-wise.
- Third Party and Reverse logistics are emerging markets having huge market potential and scope for expansion

### Demand Drivers

- Global Trade Boom
- Rapid Economic Growth and FDI in Logistics
- Growth in Retail Sector
- Rise in e-Tailing
- Increased Demand for consumer Electronics and Durables
- Expansion of Auto and Auto Components Sector

### Challenges

- Poor Infrastructure
- Lack of Skilled Manpower
- Warehouse Space Deficit

### Government Initiatives

- FDI Regime – Sectors Pertaining to the Freight Forwarding Industry
- Development of the Dedicated Freight Corridor
- Shift to GST Tax Regime
- Shipbuilding Subsidy and Investments
- Government Road Building Programs
- Infrastructure Initiatives through Union Budget

(Source: Logistics Services Market– India February 2015 [www.netscribes.com](http://www.netscribes.com))

## **FREIGHT FORWARDING MARKET - INDIA**

- Freight forwarding market in India is poised to grow at a significant CAGR till 2018.
- In India, freight forwarding can be broadly categorized into Road, Rail, Air and Sea Freight
- India is expected to witness considerable growth in freight business provided freight companies diversify their business to other logistic segments
- Freight forwarding services form the most crucial link in the overall logistics value chain
- It accounts for significant % of the total logistics cost with transportation accounting for a maximum share followed by inventory and value-added services of the total freight forwarding segment
- Freight forwarding market in India has prospered owing to the exponential growth in international trade and is estimated to grow at a significant CAGR between 2013 and 2018.
- Broadly classified, the Indian freight forwarding market consists of four segments – *Rail, Road, Waterways and Airways* freight forwarding services.
- Sea freight forwarding and air freight forwarding are expected to witness higher growth rate than the other segments

### **Demand Drivers**

- Growth in International Trade
- Rapid Economic Growth and FDI in Logistics
- Improved Warehousing Infrastructure
- Diversification into Logistics Business
- Growth in Containerized Cargo
- Rising Competitiveness among Domestic Companies

### **Challenges**

- Stiff Competition from International Counterparts
- Rising Freight Costs
- Complex Operation
- Lack of Skilled Manpower
- Poor Infrastructure

### **Government Initiatives**

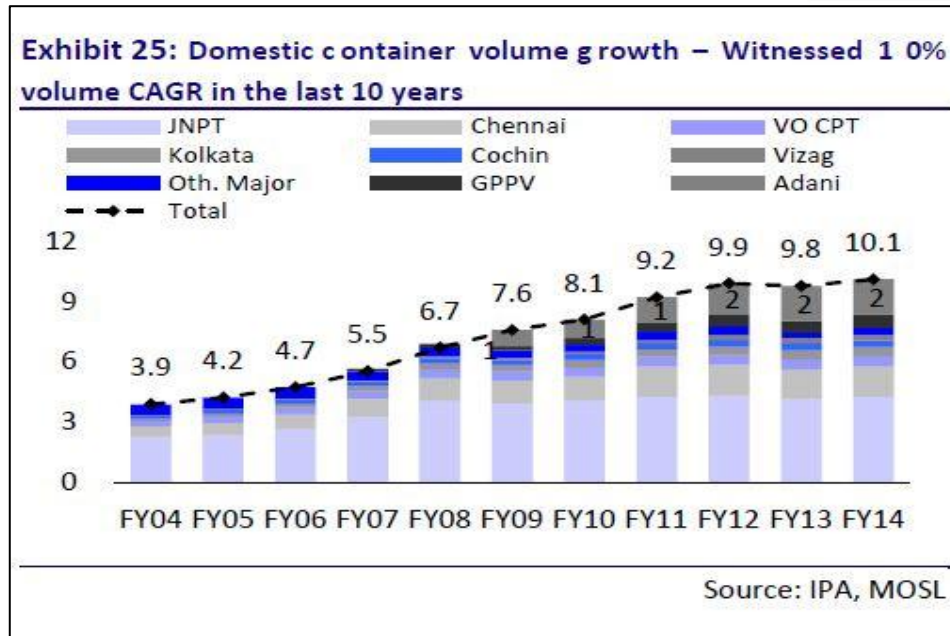
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- Government Road Building Programs
- Infrastructure Initiatives through Union Budget

(Source: *Freight Forwarding Market – India February 2015* [www.netscribes.com](http://www.netscribes.com))



## CONTAINER LOGISTICS (CFS & ICD) MARKET - INDIA

- Container cargo traffic is expected to grow substantially over the next five years owing to revival in international trade scenario
- CFS contributes to the maximum percentage of revenue in the container logistics market
- Container logistics market comprises of Container Haulage, CFS and ICD and Multimodal Transport Operator
- Provides various services : Cargo consolidation, distribution as well as custom clearance activities
- CFS and ICD market is an integral component of the logistics sector infrastructure.
- Growth in containerized cargo traffic has facilitated the development of container freight stations (CFS) and inland container depots (ICDs)
- CFS is largely unique to India and plays an important role in decongesting container traffic at ports, enhancing ports' operating efficiency.
- ICDs, also known as dry ports, cater to hinterland cargo traffic from various clusters owing to increased industrial activity.
- The slowdown in India's trade volume mostly affected the CFS & ICD market in the overall logistics sector mainly due to:
  - The large debt-funded infrastructure investment made in the sector
  - Rising competition
- However, as predicted by recent economic and commerce scenario, the industry is expected to grow in the next five years displaying a high single-digit growth rate on account of revival in international trade scenario post 2014-15.
- CFS and ICD generate about their maximum revenue from import operations followed by ground handling and transportation.
- Container cargo traffic is expected to grow substantially over the next five years owing to revival in international trade scenario
- CFS contributes to the maximum percentage of revenue in the container logistics market
- Container logistics market comprises of Container Haulage, CFS and ICD and Multimodal Transport Operator
- Provides various services : Cargo consolidation, distribution as well as custom clearance activities



(Source: Motilal Oswal Logistics Sector Update March 2015 [www.motilaloswal.com](http://www.motilaloswal.com) )

### Demand Drivers

- Growth in International Trade
- Growth in Containerized Cargo
- Improvement in Custom Clearance Activities
- Higher Margins in Comparison with Other Logistics Activities
- Construction of Dedicated Freight Corridor

### Challenges

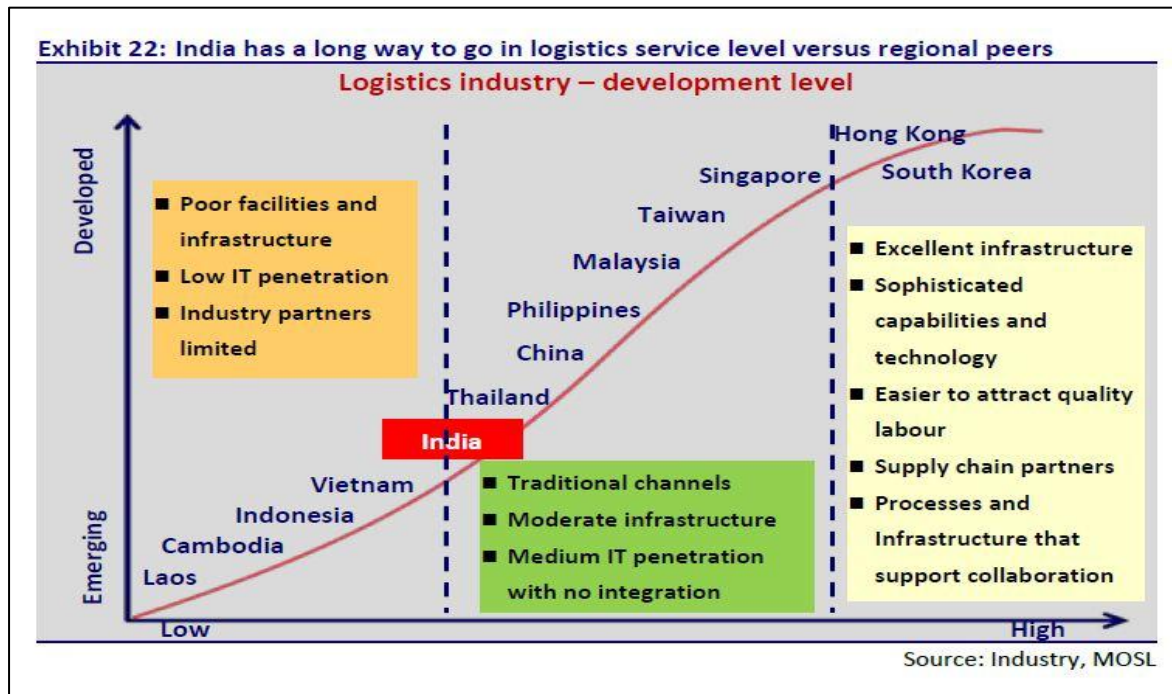
- Poor Infrastructure
- Rise in Freight Costs
- High Costs Entailed for the Development of a Facility
- Archaic Procedures for the Movement of Containerized Cargo

### Government Initiatives

- FDI Regime – Sectors Pertaining to the Logistics Industry
- Maritime Agenda – Vision 2020
- Capacity Expansion and Investment Opportunities along East Coast Ports
- Shipbuilding Subsidy and Investments
- Private Investment in Logistics Parks and FTWZs
- Container Terminal Privatization
- Investment Scenario at Major Ports
- Projects in Progress at JN Port

(Source: Container Logistics (CFS & ICD) Market – India February 2015 [www.netscribes.com](http://www.netscribes.com) )

## INDIAN LOGISTICS INDUSTRY – DEVELOPMENT LEVEL



(Source: Motilal Oswal - Logistics Sector Update March 2015 [www.motilaloswal.com](http://www.motilaloswal.com) )

## IMPACT OF GST ON LOGISTICS SERVICE PROVIDERS (LSPs)

In general, LSPs are likely to need restructuring of their assets and operations to create an optimal network and infrastructure for fulfilling changed operations of customers in the new scenario. LSPs serving any specific industry would have to realign their operations to match the restructuring of those respective industries.

At present, LSPs have warehouses located closer to the major distribution centers or manufacturing plants of key clients, even if the locations are logistically unviable. In post GST scenario, LSPs are expected to build large integrated warehouses in specific well connected 'central geographic locations in each region' which can be termed as logistically suitable locations.

Currently the transportation volumes are not uniformly distributed across the country for any LSP due to regulatory controls on goods transfer and usage of different LSPs for each region by the clients. The scenario of free-flowing movement of goods across the country due to GST would result in LSPs gaining larger volumes and nationwide contracts from clients.

In addition, currently most LSPs have a large share of medium sized trucks (8-16 ton carriers) in their fleet and a very low share of large truck-trailers or small trucks. To fulfil the large and long-distance consignments in the new scenario, LSPs would need a significantly larger share of heavy trucks (above 20 ton carriers), and also mini-trucks to fulfil last mile delivery efficiently.

### Expected Major Benefits and Challenges Due to GST

GST Based on the potential impact of GST, a few major benefits and challenges for the logistics sector as a whole has been listed below:

**Exhibit 4: Expected Major Benefits and Challenges for Logistics Sector Due to GST**

Major Benefits	Major Challenges
Primary and secondary distribution activities might get streamlined	Understanding the new tax structure could be highly challenging, especially for LSPs serving multiple user industries
Interstate movement will become simplified and presume importance	Obtaining / establishing regional distribution hub infrastructure in optimal locations could mean high investment burden / risk
Simplified distribution network with optimal regional warehousing hubs supported by satellite facilities	Need to revamp fleets, get new mix of vehicles etc., could mean a large investment burden / risk
Rationalization or revamp of transportation fleets	Matching the realignments in transport routes and volumes of goods would be major challenge
Immense scope for optimizations of costs	Will lead to national level competition for smaller companies which were protected earlier

*Source: Frost & Sullivan Research*

*(Source: Mega Trends in the Indian Logistics Sector for 2015-16, Frost & Sullivan Research [www.frost.com](http://www.frost.com))*

## OUR BUSINESS

### OVERVIEW

Incorporated in 2011, we are engaged in providing various logistic services such as NVOCC, shipping and freight forwarding, provision of yards for storage of empty containers, inland transport services, etc. We have certificate of registration of container code in accordance with ISO Standard 6346, Customs Conventions and BIC Registration terms for servicing our customers' requirements. In addition to the abovementioned logistic services, our Company is also engaged in trading and leasing of containers. We provide these services and products on worldwide basis and aim to emerge as a global logistics service solution provider. Our registered office is located at Mumbai and we have branch offices at Delhi, Kolkata, Chennai and Gandhi Dham. We also have associated with certain agents by entering into agency agreements for our NVOCC and container handling operations in Gulf, Upper Gulf, Far East and Indian sub continents.

Our promoter Mr. Abdul Khalik Chataiwala having a vast experience in international trade moved into container yard and container freight station services a decade ago. With a vision to acknowledge the Indian industry's need for competitive and quality logistic services, to provide superior service through clear, concise two-way communication, our Promoter formed Lancer Container Lines Limited in 2011 and within a short span of time, he took the Company to another level, crossing a turnover of Rs. 30 crores in 2015.

At present, our Company has more than 3,000 containers which are available for NVOCC operations. We also have a yard located at Panvel, which is spread over an area of 20,000 square meters and is mainly provided for storage of empty containers. We have now partnered with CARU Containers for DNV 2.7-1 offshore containers & basket in India. CARU Containers is an international market leader in maritime container selling and leasing and has global presence with its office in Europe, Asia, USA, etc. With this tie-up, we aim at expanding our global reach by adding diversity to our offshore portfolio.

Further, marketing plays a crucial role in our business and our Company has an efficient team of marketing professionals which forms part of our core strength. Our goal is to build relationships through our flexibility to meet the customer's changing needs. We believe in giving our customers "Total logistics solutions without limits". We constantly make an effort to add more value to our products and services, thereby providing ultimate customer satisfaction. It is our aim to meet the critical success factors of our customers by delivering end to end solutions in logistics to our customers.

**OUR SPECTRUM OF SERVICES**



**NVOCC**

Non vessel operating common carrier (NVOCC) means a cargo consolidator who does not own any vessel, but acts as a carrier legally by accepting required responsibilities of a carrier who issues his own bill of lading or airway bill. NVOCC and a freight forwarder perform similar activities except with some differences. Our Company generates its major revenue from NVOCC services. We operate with own as well as leased containers. With a corporate office at Mumbai, we have wide range of networks at major gateway ports and in land destinations. We also have branch offices at Delhi, Kolkata, Chennai and Gandhi Dham. We also have associated with certain agents by entering into agency agreements for our NVOCC and container handling operations in Gulf, Upper Gulf, Far East and Indian sub continents.

The process of NVOCC is divided into two parts: a. Before Export and b. After Export. The “Before Export” process is undertaken in India and is managed directly by us while “After Export” process is undertaken in importing country which is largely managed by our agents appointed. We have also joined hands with CARU Containers for DNV 2.7-1 offshore containers & baskets in India. CARU Containers is an international player in maritime container leasing and sales with wide global presence.

**Shipping & Freight Forwarding**

In addition to NVOCC, our Company also offers shipping and freight forwarding services, wherein we act as an intermediary between the client and various transportation services. We utilise established relations with carriers, in order to negotiate the best possible price to move shippers’ goods along the most economical route by working out various bids and choosing the most cost-effective, timely and reliable one. The personal approach by our professional team along with optimal use of technology has proved necessary for short communication lines and bundled information to act accordingly before, during or within all stages of shipment movements. These aspects also ensure that all specific needs of each individual client and their shipments are known by each person who is handling your shipment. We also deal with many global partners to render one stop shop solution to customers. We offer sea freight, air freight and trucking services. Our major comprehensive freight services include:

Sea Freight	Trucking Services
<ul style="list-style-type: none"> <li>• Project Logistics</li> <li>• Order and logistics management</li> <li>• Full container load/ less than container load</li> <li>• Warehousing &amp; distribution</li> <li>• Handling dangerous goods assignment</li> </ul>	<ul style="list-style-type: none"> <li>• Full Truck Loads</li> <li>• Less than Truck Loads</li> <li>• Finished Goods Distribution</li> <li>• Pick &amp; Pack</li> <li>• Merge in transit</li> <li>• Retail Distribution</li> </ul>



Sea Freight	Trucking Services
<ul style="list-style-type: none"> <li>• Heavy Haulage Services</li> <li>• Freight forwarder shipping</li> <li>• Customs clearance</li> <li>• Port cargo documentation</li> </ul>	<ul style="list-style-type: none"> <li>• Vendor Managed Inventory</li> <li>• Return Programs</li> </ul>

**Container Trading and Leasing**

Trading and leasing of containers is another aspect of our business. We offer a variety of equipment from our large and diverse fleet. We deal in many kind of shipping container, cargo container, storage container and customised containers. We are also equipped with transportation facilities for delivering these containers to the customers place. Our Company has also set up an independent depot to deal with the developing business of container trading and delivery. During the year ended March 31, 2015 our revenue from container trading and leasing contributed 8.39% to our total revenue from operations.

**Empty Container Yards**

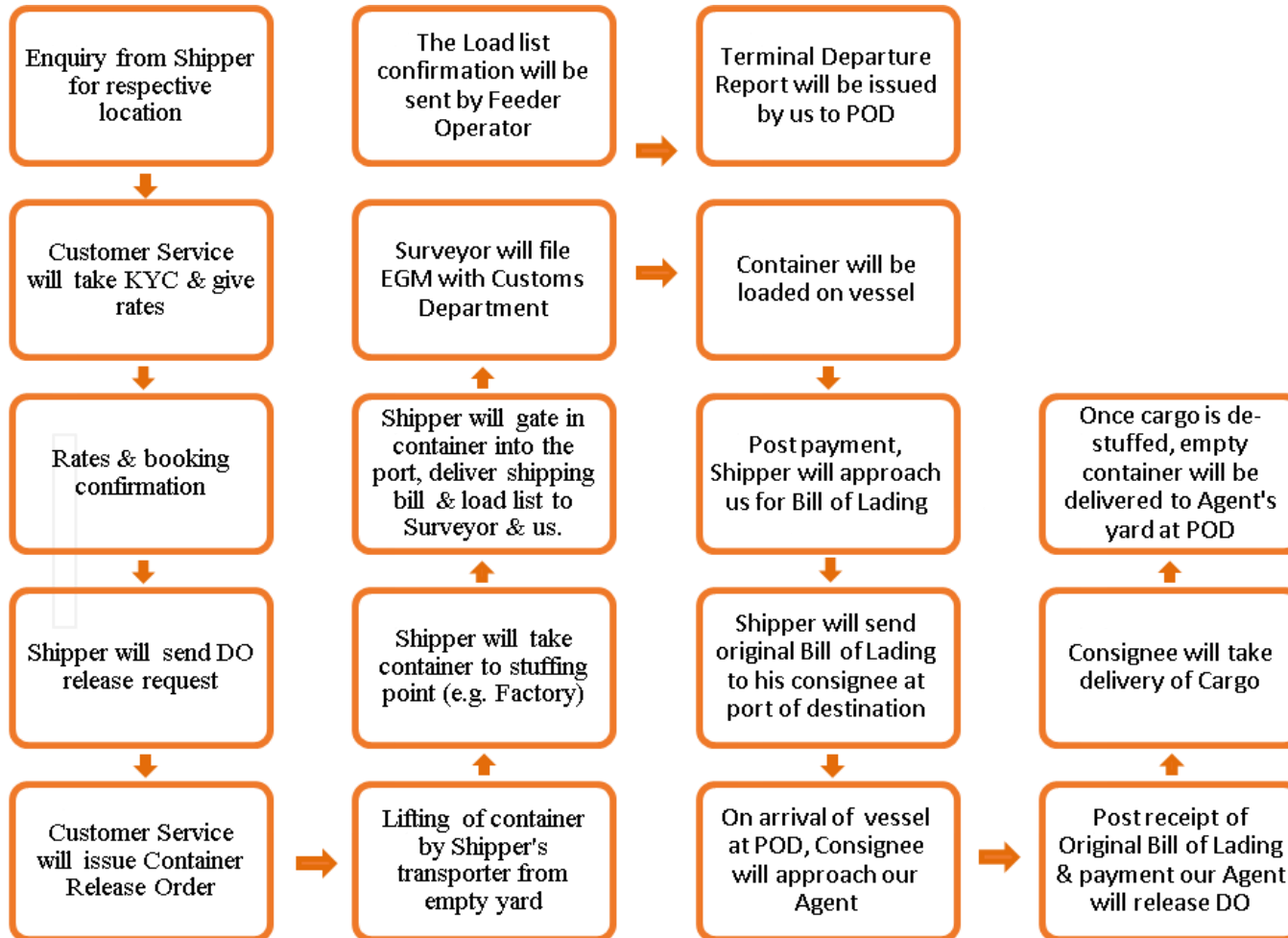
Our yard is located at Panvel and spread over an area of 20,000 square meters and is mainly provided for storage of empty containers. Apart from providing yards for storage of their empty containers, we also provide customers with other services in relation to these containers such as handling services, general container maintenance, refurbishment and repairs, container cleaning and decontamination, container modifications, etc.

**Inland Transport Services**

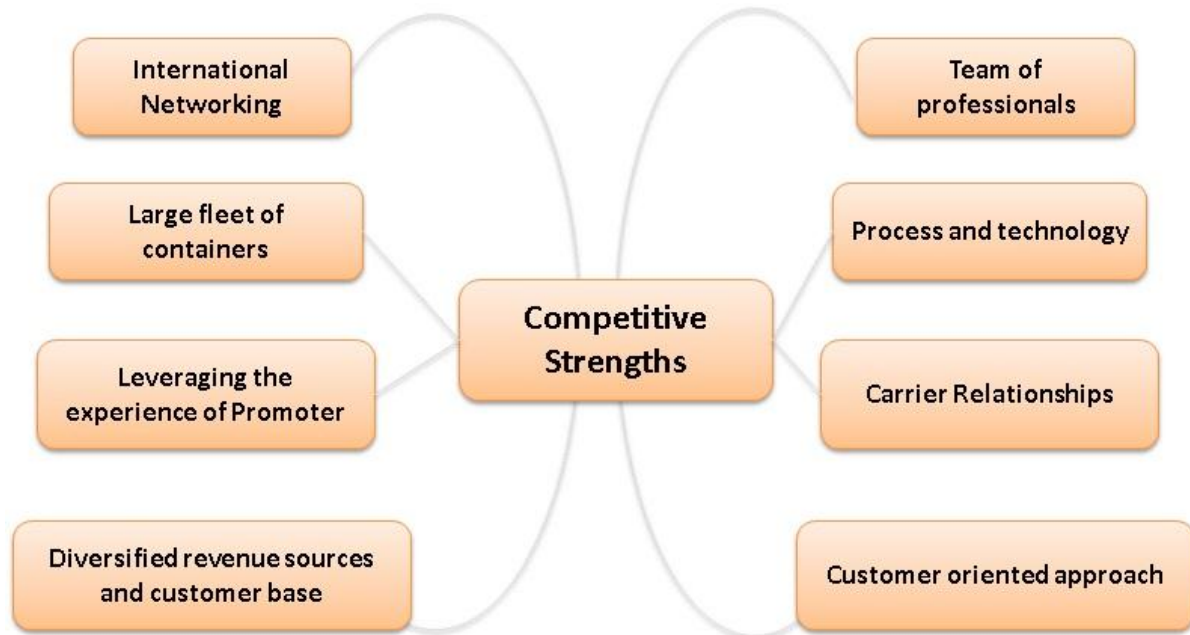
We provide standardized surface transportation services, with an assurance of safe handling of the goods. We aim to deliver the goods in flawless condition, thereby providing absolute satisfaction to our clients. Our service standards for land transport are precisely coordinated with the growing needs of industry and commerce. With our own fleet of container trailers, we specialize in transporting our customer's goods from place to place with an assurance of total safety.



**OUR LOGISTICS BUSINESS PROCESS - EXPORT**



## OUR COMPETITIVE STRENGTHS



### 1. Diversified revenue sources and customer base

Our Company offers a wide range of logistic and related services, making it a one stop logistic solution for customers. In addition to the regular logistic services, we also provide value added services to enhance our appeal to customers. We provide value added services such as refurbishing and repairs of containers, provision of yard for storage of empty containers, etc. Such range of services gives our customers the comfort of outsourcing a substantial quantum of their logistics management to us.

Further we serve a diverse mix of end markets across several industry sectors. In our industry, we serve a number of customers in the FMCG industry as well as in general commodities such as food, textiles, apparel, furniture, appliances, pharmaceutical products, rubber, plastics, metal and metal products, wood, glass, automotive parts and machinery. We believe that the high levels of customer retention and growth in the number of customers reflects the value proposition we provide and positions us for further growth.

### 2. Large fleet of containers

NVOCC service is one of the prime business of our Company. In addition to NVOCC, our company is also engaged in trading and leasing of containers. Currently we own more than 3,000 containers. Further we have also joined hands with CARU Containers for DNV 2.7-1 offshore containers & baskets in India. Our large fleet of containers enables us to cater to a larger number of customers and strengthen our market share as an NVOCC. We are also able to cater to customers with huge container load, thereby increasing our scope of services.

### 3. Leveraging the experience of Promoter

Our Promoter Mr. Abdul Khalik Chataiwala has a vast experience in international trade and moved into container yard and container freight station services a decade ago. With his vision and expertise, we have grown in a consistent and speedy manner from the time of our

incorporation in March 2011. We believe that his experience shall continue to contribute significantly to the growth of our operations.

#### **4. Team of professionals**

We have a dedicated and experienced management team who handle operations, quality management and deliverables. We constantly make an effort to improve and enhance technical competence of our employees and encourage them to deliver their best. Being a nationwide and international service provider, we also employ resources who can beat language barriers and serve the best to the customers.

#### **5. International Networking**

We have tapped markets across the countries by establishing a strong network with international agencies and logistic companies. These agents complement and enhance our capabilities to manage movements across geographies. We also have associated with certain agents by entering into agency agreements for our NVOCC and container handling operations in Gulf, Upper Gulf, Far East and Indian sub continents. We have also joined hands with CARU Containers for DNV 2.7-1 offshore containers & baskets in India. We aim to expand our global presence and scale new heights.

#### **6. Process and Technology**

Our Company has invested significant resources in technological capabilities and has developed a scalable technology system. We use process and technology to continuously improve our business operations and customer service. To keep a track on the process of our Logistic from procurement of order to door delivery of the client, we are developing online systems known as “INOVA” and “iTrade”.

#### **7. Carrier Relationships**

Airlines, shipping companies, transporters and other vendors are crucial to our business. Our strong relationships with most leading carriers enable us to negotiate favourable commercial terms and operational advantages for our clients.

#### **8. Customer oriented approach**

Customer satisfaction is one of our key success factors. We cater to various international and domestic customers across diverse product segments. We try to provide customer specific solutions and offer our services/products not in a standard but in a customized manner so as to best suit their requirements. Loyalty of our existing customer helps us to maintain a long term working relationship with our customers. Further our approach has also helped us in expanding our present customer base.

### **PLANT & MACHINERY**

Our Company does not own/require any plant and machinery/ equipment needed for logistics, except for Forklift and Crane for lifting and stacking of containers in our yard.

### **COLLABORATIONS**

As on date of the Prospectus, our Company has entered into an agreement with Caru Containers BV to commercialise offshore containers in accordance to DNV 2.7-1 in India.

Our Company has not entered into technical and financial agreements as on the date of the Prospectus.

## UTILITIES & INFRASTRUCTURE FACILITIES

Our registered office at Mumbai and our branch offices at various places of India, is well equipped with computer systems, internet connectivity, other communication equipment, security and other facilities, which are required for our business operations to function smoothly.

## HUMAN RESOURCE

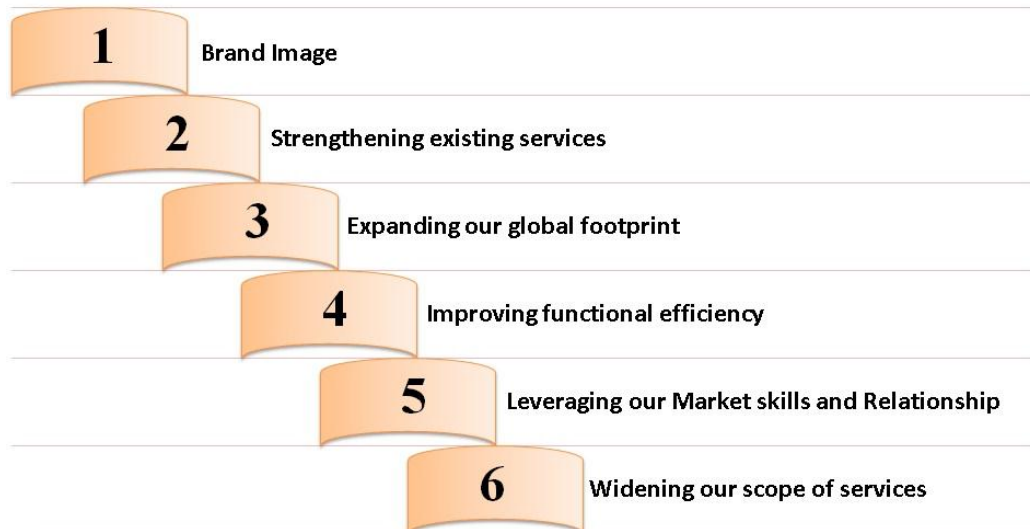
We believe that our employees are key contributors to our business success. We focus on attracting and retaining the best possible talent. Our Company looks for specific skill-sets, interests and background that would be an asset for its kind of business.

As on date of the Prospectus our Company had 66 employees. Our manpower is a prudent mix of the experienced and youth which gives us the dual advantage of stability and growth. Our work processes and skilled/ semi-skilled/ unskilled resources together with our strong management team have enabled us to successfully implement our growth plans.

### Department wise break up:

Department	No. of employees
Sales & Marketing	12
Operations & Management	43
Accounts & Finance	6
Administration	4
Legal & Secretarial	1

## BUSINESS STRATEGY



Our vision is to meet the critical success factors of customers and provide superior service through clear, concise two-way communication. The goal is to build relationships through our flexibility to meet our customer's changing needs. Our Company is implementing a business strategy with the following key components. Our strategy will be to focus on capitalizing on our core strengths and expanding the operations of our business. We intend to focus on our existing range of services and products with specific emphasis on the following factors as business and growth strategy:

**1. Brand image**

We would continue to associate ourselves with good quality customers and execute projects to their utmost satisfaction. We are highly conscious about our brand image and intend to continue our brand building exercise by providing excellent services to the satisfaction of the customers. We also intend to increase the visibility of our brand for which we have already undertaken quite a few initiatives such as having ads placed in local focused news-papers like EXIM India and placing the Lancer name on the containers.

**2. Strengthening existing services**

We believe quality service and products of global standards will be of utmost importance for customer retention and repeat-order flow. We try to strengthen our services by enhancing our skills. We intend to have close interaction with our customers in a bid to strengthen our relationships with them. We train our employees to consistently design and deliver customer focused solutions.

**3. Expanding our global footprint**

We have a good presence in countries across the globe through agent tie-ups and we intend to explore opening of branch offices abroad to enhance our network strength. Further we aim to expand our global presence by enhancing our existing international network and developing new networks. A strong container capacity and global foot print would help us in making a strong presence in the market. We intend to cater to the increasing demand of our existing customers by enhancing the distribution and supply reach in different parts of the world.

**4. Improving functional efficiency**

Our Company intends to improve operating efficiencies to achieve cost reductions to have a competitive edge over the peers. We believe that this can be done through continuous process improvement, customer service and technology development.

**5. Leveraging our market skills and relationship**

Leveraging our market skills and relationships 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. Our marketing team studies different industry verticals to identify supply chain inefficiencies and innovate strategies in areas in which we could add value and help the industry improve its competitiveness in the global market.

**6. Widening our scope of services**

We intend to become an integrated logistic services provider and offer customized logistic solutions by enhancing our scope of services. In near future, we aim to begin refrigerated container and warehousing services.

**COMPETITION**

The Industry in which we operate is unorganized and fragmented with many small and medium-sized Companies. Logistics being a global industry, we face competition from various domestic and international players. We compete with other service provider on the basis of service quality, price and reliability. Among listed companies, there are few large conglomerates such as All Cargo Logistics, offering NVOCC services.

We intend to continue competing vigorously to capture more market share and manage our growth in an optimal way.

## **END USERS**

The end users of logistic services can be broadly categorised into:

- Retail users and
- Institutional users

We cater to various international and domestic customers across diverse product segments. Our major clientele are companies engaged in import and export trade.

## **CAPACITY AND CAPACITY UTILISATION**

We majorly operate in logistic service industry and deal in containers trading/leasing, hence there does not exist any data relating to capacity and capacity utilisation.

## **EXPORT OBLIGATIONS, IF ANY**

As on the date of the Prospectus, our Company does not have any export obligation.

## **MARKETING**

The efficiency of the marketing and sales network is critical success of our Company. Our success lies in the strength of our relationship with our customers who have been associated with our Company. Our team through their vast experience and good rapport with clients owing to timely and quality delivery of service plays an instrumental role in creating and expanding a work platform for our Company. To retain our customers, our team, which comprises of people with vast experience regularly interacts with them and focuses on gaining an insight into the additional needs of customers. Further we also use services of our agents for marketing activities and creating business opportunities..

## **INSURANCE**

Our insurance policies are subject to customary exclusions and deductibles. We believe that our insurance coverage is adequate for our business needs and operations. We will continue to review our policies to ensure adequate insurance coverage maintained. We maintain insurance policies in respect of our operations. These policies insure our assets against standard fire and special perils, burglary, earthquake (Fire and Shock). We also maintain Marine Open Export Policy.

**LAND AND PROPERTY**
**I. Land & Property owned by the Company**

Sr. No.	Property Kind	Description of Property
1	Freehold Property	Unit/Shop No – 26 and 27, Ground Floor, Arenja Tower Co-Operative Housing Society Limited, Plot- 49,50 and 51, Sector 11, CBD Belapur, Navi Mumbai
2	Freehold Property	Shop No. 003, Ground Floor, Everest Co-Operative Housing Society Limited, Plot-29, Sector 2, Parsik Hill, CBD Belapur, Navi Mumbai
3	Freehold Property	Shop No. 16, Ground Floor, Everest Co-Operative Housing Society Limited, Plot-29, Sector 2, Parsik Hill, CBD Belapur, Navi Mumbai
4	Freehold Property	Shop No. 17, Ground Floor, Everest Co-Operative Housing Society Limited, Plot-29, Sector 2, Parsik Hill, CBD Belapur, Navi Mumbai
5	Freehold Property	Shop No. 18, Ground Floor, Everest Co-Operative Housing Society Limited, Plot-29, Sector 2, Parsik Hill, CBD Belapur, Navi Mumbai


**II. Land and Properties taken on Lease by the Company.**

Sr.No.	Location of the property	Document Date	Licensor/Lessor	Lease Rent/ License Fee (In Rs.)	Lease/License period		Purpose
					From	To	
1	Premises No.20, Crescent Park Street, T. Nagar, Chennai – 600 017	August 20, 2015	P.L. Sundari & S. Vijay Shri	Rs. 30,000/- per month	August 20, 2015	July 19, 2016	Company's Branch office at Chennai
2	Room No. 203, 2 <sup>nd</sup> Floor, 1 Cock Burn Lane, Kolkata – 700 016	May 19, 2015	Mr. Dharmendra Jain (HUF)	Rs. 15,000/- per month	June 1, 2015	30 <sup>th</sup> April, 2016	Company's Branch office at Kolkata
3	Office No. 17, Second Floor,	April 1, 2015	Smt. Hiral Patel	Rs. 18,634/- per month	April 1, 2015	March 31, 2017	Company's Branch office at



	Neelam Complex, Plot No. 298, Ward 12-B, Gandhidham- Kutch						Gandhidham
4	Office No. #212, 2 <sup>nd</sup> Floor, Ansal Tower. 38 Nehru Place, New Delhi – 110019	October 16, 2014	Mr. Hari Mohan Sharma and Mrs. Kusum Sharma	Rs. 59,000/- per month	November 1, 2014	October 31, 2017	Company's Branch office at New Delhi
5	Agricultural Land, Village Shirdhon, Tal: Panvel Dist: Raigad I] Survey No. 19, Hissa No. 1 , Area H.R.P.0-45-0 and p.k 0-05-4 II] Survey No. 20, Hissa No. 1c , Area H.R.P. 1-30-0 III] Survey No. 22, Hissa No. 1c , Area H.R.P. 1-20-0	June, 2011	Smt. Subhadrabai Sambhaji Thange  Shree Ganesh Sambhaji Thange  Shree Shekhar Sambhaji Thange  Shree Kailash Sambhaji Thange	Rs. 90,000/- per month	June, 2011	May, 2022	Container Yard

## INTELLECTUAL PROPERTY

- Our logo  is registered with the Registrar of Trademarks. This trademark is valid for a period of 10 years i.e. from July 26, 2012 upto July 26, 2022. However our Company is not in possession of the Trademark Registration Certificate. For further details, please refer to the section titled “*Risk Factors*” beginning on page 18 of this Prospectus.
- Our Company has been allotted Container prefix LCUU by BIC, France.

## **KEY INDUSTRY REGULATIONS AND POLICIES**

*The following description is a summary of certain sector specific Indian laws and regulations in India, which are applicable to the Company. The information detailed in this section has been obtained from publications available in the public domain. The regulations 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.*

*Except as otherwise specified in this Prospectus, the Companies Act, 1956 / the Companies Act, 2013, as may be applicable, taxation statutes such as the Income Tax Act, 1961 and other miscellaneous laws apply to the Company as they do generally to any other Indian company, and accordingly, have not been covered under this chapter. 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.*

### **APPROVALS**

For the purpose of the business undertaken by the Company, the Company is required to comply with various laws, statutes, rules, regulations, executive orders, etc., that may be applicable to the Company from time to time. The details of such approvals have more particularly been described, for your reference, in the section titled “Government and Other Statutory Approvals ” starting from page no. 224 of this Prospectus.

### **APPLICABLE LAWS AND REGULATIONS**

#### **Regulations pertaining to Logistics Industry**

##### ***The Multimodal Transportation of Goods Act, 1993***

The Multimodal Transportation of Goods Act, 1993, as amended from time to time, (“*MTG Act*”) came into force in India with effect from 02 April 1993. It is one of the principal legislation governing multimodal transportation of goods, from any place in India to a place outside India, on the basis of a multimodal transport contract and for matters connected therewith or incidental thereto. A multimodal transport contract is a contract under which a multimodal transport operator undertakes to perform or procure the performance of multimodal transportation against payment of freight. Multimodal transport is defined as carriage of goods, by at least two different modes of transport under the same contract, from the place of acceptance of goods in India to a place of delivery of the goods outside India.

Under the MTG Act, any person can provide the service of multimodal transportation only after obtaining a Certificate of Registration from the Competent Authority as defined in the MTG Act. The competent authority, on being satisfied that all the conditions under the MTG Act are complied with, grants a Certificate of Registration to the applicant which is valid for a period of 3 years and may be renewed from time to time for a further period of 3 years at a time.

##### ***The Indian Carriage of Goods by Sea Act, 1925***

The Indian Carriage of Goods by Sea Act, 1925, as amended from time to time, (“*COGSA*”) came into force in India with effect from September 21, 1925. The COGSA sets out rules in relation to and in connection with the carriage of goods by sea in ships, carrying goods from any port in India to any port whether in or outside India. It provides that every bill of lading, issued in India which contains or is evidence of any contract to which the rules apply, shall contain an express statement that it is to have effect subject to the provisions of the said rules. The rules also set out the responsibilities, liabilities and the rights and immunities of the carrier.

##### ***The Carriage by Road Act, 2007***

The Carriage by Road Act, 2007, as amended from time to time, (“*Carriage by Road Act*”) came into force in India with effect from September 29, 2007. It has been enacted to provide regulation for common carriers of goods by roads. The act states that no person shall engage in the business of

common carrier, after the commencement of the act, unless a certificate of registration has been granted to him.

The Carriage by Road Act mandates that every consignor shall execute a goods forwarding note (**GFN**) which would include a declaration about the value of the consignment and goods of dangerous and hazardous nature. Every common carrier is liable to the consignor for the loss or damage to any consignment in accordance with GFN.

### ***International Maritime Dangerous Goods Code***

The International Maritime Dangerous Goods Code, as amended, (“**IMDG Code**”) was developed as a uniform international code for the transport of dangerous goods by sea covering such matters as packing, container traffic and stowage, with particular reference to the segregation of incompatible substances. For the purposes of the IMDG Code, dangerous goods are classified into different classes, including, inter alia, explosives, gases, flammable gases, non-flammable and non-toxic gases, toxic gases, among others, based on the characteristics and properties of the substances, material and articles which would fall within each class or division and the IMDG Code provides for certain general provisions for each class or division. A list called as the ‘Dangerous Goods List’ lists individual dangerous goods along with the class and any specific requirements. Further, certain substances harmful to the marine environment have been identified as ‘marine pollutants’ in accordance with International Convention for the Prevention of Pollution from Ships, 1973, as modified by the Protocol of 1978. The classification as per the IMDG Code is required to be made by the shipper/consignor or by any appropriate authority as specified in the IMDG Code. In May 2002, the International Maritime Organization adopted the IMDG Code in a mandatory form and certain parts of the IMDG Code which continue to be recommendatory in nature are editorially expressed in the IMDG Code.

### **Labour Laws**

#### ***The Employees’ Provident Funds and Miscellaneous Provisions Act, 1952***

The Employees Provident Funds and Miscellaneous Provisions Act, 1952, as amended from time to time (**‘EPF Act’**), mandates provisioning for provident fund, family pension fund and deposit linked insurance in factories and other establishments for the benefits of the employees. The EPF Act applies to all establishments engaged in any industry specified in Schedule I (of the EPF Act) that employ 20 (twenty) or more persons and to any other establishment employing 20 (twenty) or more persons or class of such establishments which the Central Government may specify by a notification.

Under the EPF Act, the Central Government has framed the “Employees Provident Fund Scheme”, “Employees Deposit-Linked Insurance Scheme” and the Employees Family Pension Scheme”. Liability is imposed on the employer and the employee to contribute to funds mentioned above, in the manner specified in the EPF Act. There is also a requirement to maintain prescribed records and registers and filing of forms with the concerned authorities. The EPF Act also prescribes penalties for avoiding payments require to be made under the abovementioned schemes.

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

The Payment of Bonus Act, 1965, as amended from time to time (**‘Bonus Act’**), provides for payment of bonus based on profit or based on production or productivity, to persons employed in factories or in establishments employing 20 (twenty) or more persons on any day during an accounting year. It ensures that a minimum bonus is payable to every employee regardless of whether the employer has any allocable surplus in the accounting year in which the bonus is payable. Under the Bonus Act, the employer is bound to pay to every employee, in respect of the accounting year, a minimum bonus equal to 8.33% of the salary or wage earned by the employee during the accounting year or Rupees Hundred, whichever is higher. If the allocable surplus exceeds minimum bonus payable, then the employer must pay bonus proportionate to the salary or wage earned during that period, subject to

maximum of 20% of such salary or wage. Allocable bonus is defined as 67% of available surplus in the financial year, before making arrangements for the payment of dividend out of profit of the Company.

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

The Payment of Gratuity Act, 1972, as amended from time to time (***'Gratuity Act'***), provides for payment of gratuity, to an employee, at the time of termination of his services. Gratuity is payable to an employee on the termination of his employment after he has rendered continuous service for not less than five years: (a) on his/her superannuation; (b) on his/her retirement or resignation; (c) on his/her death or disablement due to accident or disease (in this case the minimum requirement of five years does not apply).

The Gratuity Act establishes a scheme for the payment of gratuity to employees engaged in establishments in which ten or more persons are employed or were employed on any day of the preceding twelve months and in such other establishments in which ten or more persons are employed or were employed on any day of the preceding twelve months, as the Central Government may specify by notification. The maximum amount of gratuity payable to an employee is Rupees Ten Lakh.

#### ***The Employees State Insurance Act, 1948***

The Employees State Insurance Act, 1948 (***"ESI Act"***) provides for certain benefits to employees in case of sickness, maternity and employment injury. All employees in establishments covered by the ESI Act are required to be insured, with an obligation imposed on the employer to make certain contributions in relation thereto. Employers of factories and establishments covered under the ESI Act are required to pay contributions to the Employees State Insurance Corporation, in respect of each employee at the rate prescribed by the Central Government. Companies which are controlled by the Government are exempt from this requirement if employees receive benefits similar or superior to the benefits prescribed under the ESI Act. In addition, the employer is also required to register itself under the ESI Act and maintain prescribed records and registers.

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

The Minimum Wages Act, 1948, as amended from time to time (***'Minimum Wages Act'***), was enacted to provide for fixing minimum rates of wages in certain employments. The consequences of failure to adhere to the minimum rates of wages fixed under the Minimum Wages Act is in the form of liability to prosecution and punishment in the form of imprisonment of up to six months and/or fines of up to Rupees Five Hundred. Further, employees having earned less than the minimum wage fixed are entitled to the payment of shortfall amounts, in addition to a compensation, which may extend up to ten times the shortfall amount.

#### ***The Payment of Wages Act, 1936***

The Payment of Wages Act, 1936, as amended from time to time (***'Wages Act'***) is aimed at regulating the payment of wages to certain classes of persons employed in certain specified industries and to ensure a speedy and effective remedy for them against illegal deductions or unjustified delay caused in payment of wages. It contains provisions in relation to the responsibility for payment of wages, fixing of wage periods, time of payment of wages, and maintenance of registers and records. It applies to the persons employed in a factory, industrial or other establishment or in a railway, either directly or indirectly, through a sub-contractor. Further, the Wages Act is applicable to employees drawing wages up to Rupees Eighteen Thousand per month.

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

The Maternity Benefit Act, 1961, as amended from time to time (***'Maternity Benefit Act'***), is aimed at regulating the employment of women in certain establishments for certain periods before and after child birth and for providing for maternity benefit and certain other benefits. It applies to every establishment being a factory, mine or plantation including any such establishment belonging to

government and to every establishment wherein persons are employed for the exhibition of equestrian, acrobatic and other performances. It also applies to every shop or establishment wherein ten or more persons are employed or were employed on any day of the preceding twelve months.

According to the Maternity Benefit Act, every woman is entitled to, and her employer is liable for, the payment of maternity benefit at the rate of the average daily wage for the period of her actual absence, including the period immediately preceding the day of her delivery, the actual day of her delivery and any period immediately following that day.

#### ***The Equal Remuneration Act, 1976***

The Equal Remuneration Act, 1976 as amended from time to time (***‘Remuneration Act’***) aims to provide for the payment of equal remuneration to men and women workers and for the prevention of discrimination, on the ground of sex, against women in the matter of employment and for matters connected therewith or incidental thereto. According to the Remuneration Act, no employer shall pay to any worker, employed by him/ her in an establishment, a remuneration (whether payable in cash or in kind) at rates less favourable than those at which remuneration is paid by him to the workers of the opposite sex in such establishment for performing the same work or work of a similar nature.

In addition, no employer shall for complying with the foregoing provisions of the Remuneration Act, reduce the rate of remuneration of any worker. No employer shall, while making recruitment for the same work or work of a similar nature, or in any condition of service subsequent to recruitment such as promotions, training or transfer, make any discrimination against women except where the employment of women in such work is prohibited or restricted by or under any law for the time being in force.

#### ***The Child Labour (Prohibition & Regulation) Act, 1986***

The Child Labour (Prohibition & Regulation) Act, 1986, as amended from time to time (***‘Child Labour Act’***) was enacted to prohibit the engagement of children below the age of fourteen years in certain specified occupations and processes and to regulate their conditions of work in certain other employments. No child shall be required or permitted to work in any establishment in excess of such number of hours, as may be prescribed for such establishment or class of establishments. Every child employed in an establishment shall be allowed in each week, a holiday of one whole day, which day shall be specified by the occupier in a notice permanently exhibited in a conspicuous place in the establishment and the occupier shall not alter the day so specified more than once in three months.

#### ***The Industrial Disputes Act, 1947***

The Industrial Disputes Act, 1947 as amended from time to time (***‘ID Act’***) provides the procedure for investigation and settlement of industrial disputes. When a dispute exists or is apprehended, the appropriate Government may refer the dispute to a labour court, tribunal or arbitrator, to prevent the occurrence or continuance of the dispute, or a strike or lock-out while a proceeding is pending. The labour courts and tribunals may grant appropriate relief including ordering modification of contracts of employment or reinstatement of workers. The Industrial Disputes Act provides for direct access for the workers to labour courts or tribunals in case of individual disputes and provided for the constitution of grievance settlement machineries in any establishment having twenty or more workers.

#### ***The Trade Union Act, 1926***

The Trade Union Act, 1926 as amended from time to time (***‘Trade Union Act’***) provides for registration of trade unions (including association of employers) with a view to render lawful organization of labour to enable collective bargaining. The Trade Union Act also confers certain protection and privileges on a registered trade union. It applies to all kinds of unions of workers and associations of employers and aims at regularizing labour-management relations.



No trade union shall be registered unless a minimum of seven workers engaged or employed in the establishment or industry with which it is connected are the members of such trade union on the date of making of application for registration. However, a trade union shall not be registered unless at least ten per cent, or one hundred of the workers, whichever is less, engaged or employed in the establishment or industry with which it is connected are the members of the Trade Union on the date of making of application for registration. The trade union so formed has the right to act for the individual and/or for collective benefit of workers at different levels.

### ***The Shops and Establishment Acts***

The Establishments are required to be registered under the provisions of local shops and establishments legislation applicable in the relevant states. The objective of the act, irrespective of the state, is to regulate the working and employment conditions of worker employed in shops and establishments including commercial establishments. The act provides 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.

### ***The Sexual Harassment of Women at Workplace (Prevention, Prohibition and Redressal) Act, 2013***

The Sexual Harassment of Women at Workplace (Prevention, Prohibition and Redressal) Act, 2013 as amended from time to time (***'SHWW Act'***) provides for the protection of women at work place and prevention of sexual harassment at work place. The SHWW Act also provides for a redressal mechanism to manage complaints in this regard. Sexual harassment includes one or more of the following acts or behaviour namely, physical contact and advances or a demand or request for sexual favors or making sexually coloured remarks, showing pornography or any other unwelcome physical, verbal or non-verbal conduct of sexual nature.

The SHWW Act makes it mandatory for every employer of a workplace to constitute an Internal Complaints Committee presided upon by a woman. It also provides for the manner and time period within which a complaint shall be made to the Internal Complaints Committee i.e. a written complaint is to be made within a period of three months from the date of incident. If the establishment has less than ten employees, then the complaints from employees of such establishments as also complaints made against the employer himself shall be received by the Local Complaints Committee constituted under section 6 of the SHWW Act.

### **Anti-Trust Laws**

#### ***The Competition Act, 2002***

The Competition Act, 2002, as amended from time to time (***'Competition Act'***) aims to prevent anti-competitive practices that cause or are likely to cause an appreciable adverse effect on competition in the relevant market in India. The Act prohibits anti-competitive agreements, abuse of dominant position and regulates combinations (mergers and acquisitions) with a view to ensure that there is no adverse effect on competition in the relevant market in India.

Under the Competition Act, the Competition Commission has powers to pass directions / impose penalties in cases of anti-competitive agreements, abuse of dominant position and combinations, provided the penalty is not more than ten per cent of the average turnover of the last three years

### **Intellectual Property Laws**

#### ***The Trade Marks Act, 1999***

The Trade Marks Act, 1999, as amended from time to time (***'Trademarks Act'***), governs the statutory protection of trademarks in India. Indian trademarks law permits the registration of trademarks for goods and services. Certification trademarks and collective marks are also registrable under the Trademarks Act. Applications for a trademark registration may be made for in one or more international classes. Once granted, trademark registration is valid for ten years unless cancelled. If not renewed after 10 years, the mark lapses and the registration for such mark must be obtained afresh. Registered trademarks may be protected by means of an action for infringement. The owner of



a registered trademark is *prima facie* regarded as the owner of the mark by virtue of the registration obtained.

## **Tax Laws**

### ***The Central Sales Tax Act, 1956***

The Central sales tax is levied on interstate sale of goods. The Central Sales Tax Act, 1956, as amended from time to time (*'Central Sales Tax Act'*) formulates principles for determining (a) when a sale or purchase takes place in the course of inter-state trade or commerce; (b) when a sale or purchase takes place outside a State and (c) when a sale or purchase takes place in the course of imports into or export from India. The Central Sales Tax Act provides for levy, collection and distribution of taxes on sales of goods in the course of inter-state trade or commerce and also declares certain goods to be of special importance in inter-State trade or commerce and specifies the restrictions and conditions to which state laws imposing taxes on sale or purchase of such goods of special importance are subject to. Sale is considered inter-state when the sale occasions movement of goods from one state to another or is effected by transfer of documents during their movement from one state to another. The liability to pay tax is on the dealer who sells the goods.

### ***Value Added Tax***

Value Added Tax (*'VAT'*) is a tax on the final consumption of goods or services. It is a multi-stage tax with the provision to allow input tax credit on tax at an earlier stage, which can be appropriated against the VAT liability on subsequent sale. This input tax credit in relation to any period means setting off the amount of input tax by a registered dealer against the amount of his output tax. The VAT liability of the dealer/manufacturer is calculated by deducting input tax credit from tax collected on sales during the payment period.

VAT is covered under entry 54 of the State List. Each state government has enacted its respective VAT act for levying and collecting VAT in their respective states. *The Maharashtra Value Added Tax Act, 2002 ('VAT Act')* is applicable to the establishments of the Company.

*The Maharashtra Value Added Tax Rules, 2005* which deals with the procedural aspects of the VAT Act is applicable to the Company.

### ***The Customs Act, 1962***

The Customs Act, 1962, as amended from time to time (*'Customs Act'*) regulates import of goods into and export of goods from India. Further, the Customs Act regulates the levy and collection of customs duty on goods in accordance with the Customs Tariff Act, 1975. Under the Customs Act, the Central Board of Customs and Excise (*CBEC*) is empowered to appoint, by notification, ports or airports as customs ports or airports.

The Customs duty is payable as a percentage of value which is known as assessable value or customs value. The value may be either value or tariff value as defined in the Customs Act. According to the Customs Act, the value of the imported goods and export goods shall be the transaction value of such goods i.e. the price actually paid or payable for the goods when sold for export to India for delivery at the time and place of import or export from India for delivery at the time and place of export where the buyer and seller of the goods are not related and price is the sole consideration for the sale. Any company requiring to import or export any goods is required to get itself registered under the Custom Act and obtain Importer Exporter Code number.

### ***The Maharashtra State Tax on Professions, Trades, Callings and Employments Act, 1975***

The Maharashtra State Tax On Professions, Traders, Callings And Employments Act, 1975 as amended from time to time (*'Professional Tax Act'*) provides the professional tax slabs in Gujarat and is applicable to persons who are either involved in any profession or trade. The professional tax payable under the Professional Tax Act by any person earning a salary or wage shall be deducted by

his employer from the salary or wages payable to such person before such salary or wages is paid to him, and such employer shall, irrespective of whether such deduction has been made or not when the salary and wage is paid to such persons, be liable to pay tax on behalf of such person. Every employer must obtain the registration under the Professional Tax Act from the assessing authority in the prescribed manner.

The Maharashtra State Tax on Professions, Trades, Callings and Employments Rules, 1975 deals with the procedural aspects of the Act and is applicable to the Company.

### ***Service Tax***

Service Tax refers to tax collected by the government of India from certain service providers for providing certain services. The person who pays service tax can be either a service provider or a service receiver or any other person who is responsible for providing certain services. The Service Tax came into effect in 1994 on certain services which are taxable under the section 65 of Finance Act, 1994. From the year 2012 onwards, all services, except the ones specified in the “negative list” under Section 66D of the Finance Act, 1995, become liable for Service Tax. Generally, the liability to pay service tax has been placed on the 'service provider'. However, in respect of the taxable services notified under the Section 68(2) of the Finance Act, 1994, the service tax shall be paid by such person and in such manner as may be prescribed at the rate specified in Sec.66 of the Act and all the provisions of Chapter-V of the Finance Act, 1994 shall apply to such person as if he is the person liable for paying the service tax.

### **Miscellaneous Laws**

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

The Micro, Small and Medium Enterprises Development Act, 2006 as amended from time to time (***MSMED Act***) seeks to facilitate the development of micro, small and medium enterprises. The MSMED Act provides that where an enterprise is engaged in rendering or providing services, the classification of an enterprise will be as follows:

- a. where the investment in equipment does not exceed Rupees Ten Lakhs, an enterprise shall be regarded as a micro enterprise;
- b. where the investment in equipment is more than Rupees Ten Lakhs but does not exceed Rupees Two Crores, an enterprise shall be regarded as a small enterprise;
- c. where the investment in equipment is more than Rupees Two Crores but does not exceed Rupees Five Crores, an enterprise shall be regarded as a medium enterprise.

The MSMED Act provides for the memorandum of micro, small and medium enterprises to be submitted by the relevant enterprises to the prescribed authority. The submission of the memorandum by micro and small and medium enterprises engaged in rendering services is optional. The MSMED Act defines a supplier to mean a micro or small enterprise that has filed a memorandum with the concerned authorities in accordance with Section 8 of the MSMED Act. The MSMED Act ensures that the buyer of goods or services makes payment for the goods supplied or services rendered to him immediately or before the date agreed upon between the buyer and supplier. The MSMED Act provides that the agreed period cannot exceed forty five days from the day of acceptance of goods or services. The MSMED Act also stipulates that in case the buyer fails to make payment to the supplier within the agreed period, then the buyer will be liable to pay compound interest at three times of the bank rate notified by the Reserve Bank of India from the date immediately following the date agreed upon. The MSMED Act also provides for the establishment of the Micro and Small Enterprises Facilitation Council (***Council***). The Council has jurisdiction to act as an arbitrator or conciliator in a dispute between the supplier located within its jurisdiction and a buyer located anywhere in India.

***The Foreign Trade (Development and Regulation) Act, 1992***

In India, the main legislation concerning foreign trade is the Foreign Trade (Development and Regulation) Act, 1992 (“FTA”). The FTA read along with relevant rules provides for the development and regulation of foreign trade by facilitating imports into, and augmenting exports from, India and for matters connected therewith or incidental thereto. As per the provisions of the Act, the Government:- (i) may make provisions for facilitating and controlling foreign trade; (ii) may prohibit, restrict and regulate exports and imports, in all or specified cases as well as subject them to exemptions; (iii) is authorised to formulate and announce an export and import policy and also amend the same from time to time, by notification in the Official Gazette; (iv) is also authorised to appoint a 'Director General of Foreign Trade' for the purpose of the Act, including formulation and implementation of the Export-Import (“EXIM”) Policy. FTA read with the Indian Foreign Trade Policy provides that no export or import can be made by a company without an Importer-Exporter Code number unless such company is specifically exempt. An application for an Importer-Exporter Code number has to be made to the office of the Joint Director General of Foreign Trade, Ministry of Commerce.

**GENERAL LAWS**

In addition to the above mentioned laws and policies, the provisions of the Indian Contract Act, 1872, the Specific Relief Act, 1963, the Consumer Protection Act, 1986, the Companies Act 1956 or the Companies Act, 2013 (*as may be applicable/amended/modified from time to time*), etc., is applicable to the business and activities of the Company.

**POLICES APPLICABLE**

***The Foreign Direct Investment***

Foreign investment in companies in the logistics industry is governed by the provisions of the Foreign Exchange Management Act, 1999 read with the applicable regulations. The Department of Industrial Policy and Promotion (“DIPP”), Ministry of Commerce and Industry has issued the Consolidated FDI Policy the (“**FDI Circular**”) which consolidates the policy framework on Foreign Direct Investment (“**FDI**”), with effect from May 12, 2015. The FDI Circular consolidates and subsumes all the press notes, press releases, and clarifications on FDI issued by DIPP till May 11, 2015. All the press notes, press releases, clarifications on FDI issued by DIPP till May 11, 2015 stand rescinded as on May 12, 2015. Further, the DIPP has issued a press note dated November 24, 2015 introducing a number of changes in the FDI policy. At present 100% (One Hundred Per Cent) FDI is permitted through the automatic route in the sector, in which the company operates.

## OUR HISTORY AND CERTAIN OTHER CORPORATE MATTERS

Our Company was incorporated as “Lancer Container Lines Private Limited” in Navi Mumbai, Maharashtra, as a private limited company under the provisions of the Companies Act, 1956 vide certificate of incorporation dated March 7, 2011 bearing Corporate Identification Number U74990MH2011PTC214448 issued by Registrar of Companies, Maharashtra at Mumbai. Our Company was converted in to public company *vide* fresh certificate of incorporation consequent upon conversion from private to public company dated July 16, 2015 issued by Registrar of Companies, Maharashtra at Mumbai. Our Corporate Identification Number is U74990MH2011PLC214448.

Abdul Khalik Chataiwala is the promoter of our Company.

Our Company is engaged in following activities:

1. NVOCC
2. Shipping & Freight Forwarding
3. Container Trading and Leasing
4. Empty Container Yard
5. Inland Transport Services

For further information regarding our business activities, our growth, standing with reference to prominent competitors, management, major suppliers and customers please refer the chapters “*Our Business*”, “*Our Industry*” and “*Our Management*” beginning on page no 129, 100 and 153 of the Prospectus respectively.

### CHANGE OF REGISTERED OFFICE

At the time of Incorporation, our Company’s Registered Office was situated at: 508, B-Wing, Kukreja Centre, Plot-13, Sector-11, CBD Belapur, Navi Mumbai – 400 614, Maharashtra, India. The details of changes in the address of our Registered Office are set forth below:

From	To	Effective Date	Reasons
508, B-Wing, Kukreja Centre, Plot-13, Sector-11, CBD Belapur, Navi Mumbai – 400 614, Maharashtra, India	201-202, B-Wing, Kukreja Centre, Plot-13, Sector-11, CBD Belapur, Navi Mumbai – 400 614, Maharashtra, India	March 15, 2011	Administrative Convenience
201-202, B-Wing, Kukreja Centre, Plot-13, Sector-11, CBD Belapur, Navi Mumbai – 400 614, Maharashtra, India	26/27, Arenja Tower CHS Ltd, Plot No.: 49/50/51, Sector-11, CBD Belapur, Navi Mumbai – 400 614, Maharashtra, India	November 29, 2013	Administrative Convenience

### KEY EVENTS AND MILESTONES IN THE HISTORY OF OUR COMPANY

Period	Events
March, 2011	Incorporation of our Company
May, 2011	Started NVOCC Division and Container Trading
June, 2011	Purchased Container Yard
May, 2012	Started Company’s Branch Office at Gandhidham, Kutch
May, 2012	Started Freight Forwarding Division
December, 2012	Started Inland Transport
October, 2013	Purchased new office at Arenja Towers in CBD Belpaur

Period	Events
February, 2014	Started Container Leasing
November, 2014	Started Company's Branch Office at New Delhi
June, 2015	Started Company's Branch Office at Kolkata
July, 2015	Conversion into Public Limited Company
August, 2015	Started Company's Branch Office at Chennai

### OUR MAIN OBJECTS

The main objects of our Company, as contained in our Memorandum of Association, are as set forth below:

*“To carry on the business of Freight Forwarding, Clearing, Shipping, NVOCC, Shipping Lines, Trading of Containers, Leasing of Containers, Manufacturing of Containers, Porta Cabins, Transportation, Fleet of Trucks, Trailers, Container Yard, CFS, Vessel operations, Rail siding, Empty Yard, Coastal business and Related Activities.”*

### AMENDMENTS TO THE MEMORANDUM OF ASSOCIATION

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

Date of Shareholder's Approval	Amendment
January 9, 2014	The Authorized share capital of Rs. 1,00,000 consisting of 1,000 Equity Shares of face value of Rs. 100 each was increased to Rs.5,00,00,000 consisting of 5,00,000 Equity Shares of face value of Rs. 100 each.
March 30, 2015	The Authorized share capital of Rs. 5,00,00,000 consisting of 5,00,000 Equity Shares of face value of Rs. 100 each as sub-divided into 50,00,000 Equity Shares of face value of Rs. 10 each.
June 15, 2015	Clause I of the Memorandum of Association of the Company changed to reflect changed name of the Company as “Lancer Containers Lines Limited” on conversion of the Company into a Public Company.
June 15, 2015	Amendment of Clause III (A) by insertion of new activities and replace the existing clause with new clause. The altered Clause III (A) states the main objects of the company as follows;  <i>“To carry on the business of Freight Forwarding, Clearing, Shipping, NVOCC, Shipping Lines, Trading of Containers, Leasing of Containers, Manufacturing of Containers, Porta Cabins, Transportation, Fleet of Trucks, Trailers, Container Yard, CFS, Vessel operations, Rail siding, Empty Yard, Coastal business and Related Activities.”</i>
December 21, 2015	Increase in Authorized Capital from Rs. 5,00,00,000 consisting of 50,00,000 Equity Shares of face value of Rs. 10 each to Authorized Capital of Rs. 7,00,00,000 consisting of 70,00,000 Equity Shares of face value of Rs. 10 each.

#### **HOLDING COMPANY OF OUR COMPANY**

Our Company has no holding company as on this date of filing of this Prospectus.

#### **SUBSIDIARY COMPANY OF OUR COMPANY**

There is no subsidiary of our Company as on this date of filing of this Prospectus.

#### **PROMOTERS OF OUR COMPANY**

The promoter of our Company is Abdul Khalik Chataiwala. For details, see “*Our Promoter and Promoter Group*” beginning on page 167 of this Prospectus.

#### **CAPITAL RAISING ACTIVITIES THROUGH EQUITY OR DEBT**

For details regarding our capital raising activities through equity and debt, refer to the chapter titled “*Capital Structure*” beginning on page 69 of this Prospectus.

#### **DETAILS OF PAST PERFORMANCE**

Our Company was incorporated in March, 2011. For details in relation to our financial performance since inception, including details of non-recurring items of income, refer to section titled “*Financial Statements*” beginning on page 176 of this Prospectus.

#### **INJUNCTIONS OR RESTRAINING ORDERS**

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

#### **MERGERS AND ACQUISITIONS IN THE HISTORY OF OUR COMPANY**

Our Company has not merged/amalgamated itself nor has acquired any business/undertaking, since incorporation.

#### **SHAREHOLDERS AGREEMENTS**

Our Company has not entered into any shareholders agreement as on date of filing of this Prospectus.

#### **OTHER AGREEMENTS**

Our Company has not entered into any agreements/arrangement except under normal course of business of the Company, as on the date of filing of this Prospectus.

#### **STRATEGIC/ FINANCIAL PARTNERS**

Our Company does not have any strategic/financial partner as on the date of filing of this Prospectus.

#### **DEFAULTS OR RESCHEDULING OF BORROWINGS WITH FINANCIAL INSTITUTIONS OR BANKS**

There have been no defaults or rescheduling of borrowings with financial institutions or banks as on the date of this Prospectus

#### **CONVERSION OF LOANS INTO EQUITY SHARES**

There have been no incident of conversion of loans availed from financial institutions and banks into Equity Shares as on the date of this Prospectus.

#### **CHANGE IN ACTIVITIES OF OUR COMPANY IN THE LAST FIVE YEARS**

Our Company was incorporated on March 7, 2011. Since incorporation, we have not changed the activities of our Company.

#### **STRIKES AND LOCKOUTS**

There have been no strikes or lockouts in our Company since incorporation.

#### **REVALUATION OF ASSETS**

Our Company has not re-valued its assets since incorporation and has not issued any Equity Shares including bonus shares by capitalizing any revaluation reserves.

#### **TIME AND COST OVERRUNS IN SETTING UP PROJECTS**

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

#### **NUMBER OF SHAREHOLDERS**

Our Company has 8 shareholders as on date of this Prospectus.



**OUR MANAGEMENT**

**BOARD OF DIRECTORS**

Under our Articles of Association we are required to have not less than 3 directors and not more than 15 directors, subject to the applicable provisions of the Companies Act. We currently have six directors on our Board.

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

Sr. No.	Name, Father's/Husband's Name, Designation, Address, Occupation, Nationality, Term and DIN	Date of Appointment as Director	Other Directorship
1.	<p><b>Name:</b> Abdul Khalik Chataiwala  <b>Age:</b> 52 years  <b>Father's Name:</b> Abdul Kadar Abdulla Chataiwala  <b>Designation:</b> Chairman and Managing Director  <b>Address:</b> 1<sup>st</sup> Floor, Plot No. 90, Sector 26, Parsik Hill, CBD Belapur, Navi Mumbai – 400614, Maharashtra, India  <b>Occupation:</b> Business  <b>Nationality:</b> Indian  <b>Term:</b> 5 years w.e.f. June 15, 2015 till June 14, 2020  <b>DIN:</b> 01942246</p>	<p>Appointment as Director on March 7, 2011    Appointment as Chairman and Managing Director on June 15, 2015</p>	<p><b>Public Limited Company – NIL</b>    <b>Private Limited Company – Peiko Premises Private Limited</b>    <b>Section 25 Company formed under Companies Act, 1956 - Raigad Chamber of Commerce and Industry</b></p>
2.	<p><b>Name:</b> Fauzan Chataiwala  <b>Age:</b> 18 years  <b>Father's Name:</b> Abdul Khalik Chataiwala  <b>Designation:</b> Executive Director  <b>Address:</b> Plot No. 90, Parsik Hill, Sector 26/27, CBD Belapur, Navi Mumbai – 400 614, Maharashtra, India  <b>Occupation:</b> Student  <b>Nationality:</b> Indian  <b>Term:</b> till the ensuing AGM  <b>DIN:</b> 07376603</p>	<p>Appointment as Additional Director on December 21, 2015</p>	<p><b>Public Limited Company – NIL</b>    <b>Private Limited Company – NIL</b></p>
3.	<p><b>Name:</b> Harish Parameswaran  <b>Age:</b> 41 years  <b>Father's Name:</b> Kylath Parmeswaran  <b>Designation:</b> Executive Director  <b>Address:</b> Nahur Villa, B wing, Flat No. 7, Pandit Madan Mohan Malviya Road, Mulund (West), Mumbai 400080, Maharashtra, India  <b>Occupation:</b> Service  <b>Nationality:</b> Indian  <b>Term:</b> till the ensuing AGM</p>	<p>Appointment as Additional Director on December 21, 2015</p>	<p><b>Public Limited Company – NIL</b>    <b>Private Limited Company – NIL</b></p>

Sr. No.	Name, Father's/Husband's Name, Designation, Address, Occupation, Nationality, Term and DIN	Date of Appointment as Director	Other Directorship
	DIN: 05249722		
4.	<p><b>Name:</b> Suresh Babu Sankara  <b>Age:</b> 56 years  <b>Father's Name:</b>  <b>Designation:</b> Independent Director  <b>Address:</b> A-403, 4<sup>th</sup> Floor, Jawahar Nagar CHS, Plot No. 49/3, Sector 19A, Nerul, Navi Mumbai 400706, Maharashtra, India  <b>Occupation:</b> Self Employed  <b>Nationality:</b> Indian  <b>Term:</b> 5 Years w.e.f. June 15, 2015 till June 14, 2020  <b>DIN:</b> 02154784</p>	Appointment as Independent director on June 15, 2015.	<p><b>Public Limited Company</b> – Nil  <b>Private Limited Company</b> – Raigad Chamber of Commerce and Industry</p>
5.	<p><b>Name:</b> Gajanand Harivilas Ruia  <b>Age:</b> 52 years  <b>Father's Name:</b> Harivilas Ruia  <b>Designation:</b> Independent Director  <b>Address:</b> Ruia House, C D Barfiwala Marg, Andheri East, Mumbai 400058 Maharashtra, India  <b>Occupation:</b> Self Employed  <b>Nationality:</b> Indian  <b>Term:</b> 5 Years w.e.f. August 21, 2015 till August 20, 2020  <b>DIN:</b> 07184834</p>	Appointment as Independent director on August 21, 2015	<p><b>Public Limited Company</b> - Nil  <b>Private Limited Company</b>- Nil</p>
6.	<p><b>Name:</b> Vijayshri Anup Krishnan  <b>Age:</b> 43 years  <b>Father's Name:</b> Jaisingh Dattatray Savant  <b>Designation:</b> Independent Director  <b>Address:</b> P 58/13, Baird Palace Delhi, Delhi Cantt, Delhi, 110010 Delhi, India  <b>Occupation:</b> Professional  <b>Nationality:</b> Indian  <b>Term:</b> 5 Years w.e.f. August 21, 2015 till August 20, 2020  <b>DIN:</b> 07258233</p>	Appointment as Independent Director on August 21, 2015	<p><b>Public Limited Company</b> - Nil  <b>Private Limited Company</b> – Nil</p>

## BRIEF BIOGRAPHIES OF OUR DIRECTORS

### 1. Abdul Khalik Chataiwala, Chairman and Managing Director

Abdul Khalik Chataiwala, aged 52 years is the Chairman and Managing Director of our Company with effect from June 15, 2015. He has been Director of our Company since incorporation. He has completed his graduation from University of Bombay, Diploma in Export-Import Management from India International Trade Centre, Bombay and Masters in Business Administration in Shipping Logistics from Adams Smith University of America, USA. Currently He is also serving as a president on the Board of Raigad Chamber of Commerce and Industry. He looks after business development and overall operations of our Company.

### 2. Fauzan Chataiwala, Executive Director

Fauzan Chataiwala, aged approximately 18, is the Executive Director of our Company with effect from December 21, 2015. He has completed Higher Secondary education and currently pursuing graduation studies. He has 2 years of experience in Import and Export business at our Company.

### 3. Harish Parameswaran, Executive Director

Harish Parameswaran, aged approximately 40, is the Executive director of our Company with effect from December 21, 2015. He has completed his Bachelor of Commerce from University of Mumbai and degree of Masters of Management Studies from Sydenham Institute of Management Studies and Research and Entrepreneurship Education. He looks after corporate finance activities of our company.

### 4. Suresh Babu Sankara, Independent Director

Suresh Babu Sankara, aged approximately 55, is the Independent Director of our Company with effect from June 15, 2015.

### 5. Gajanand Harivilas Ruia, Independent Director

Gajanand Harivilas Ruia, aged approximately 52, is the Independent Director of our Company with effect from August 21, 2015.

### 6. Vijayshri Anup Krishnan, Independent Director

Vijayshri Anup Krishnan, aged approximately 43 is the Independent Director of our Company with effect from August 21, 2015. She has completed her Bachelor of Science in Microbiology from University of Bombay and Post graduate Diploma Course in Medical Laboratory Technology from Modern College, Vashi, New Bombay. She has also attained an honours Diploma in Network Centered Computing from NIIT, Mumbai and Bachelor of Education from Shivaji University, Kolhapur.

## CONFIRMATIONS

As on the date of this Prospectus:

1. None of the Directors of the Company are related to each other within the meaning of section 2(77) of the Companies Act, 2013 except as mentioned below:

## FAMILY RELATIONSHIP BETWEEN DIRECTORS

Name of the Director	Name of the other Director	Family Relation
Abdul Khalik Chataiwala	Fauzan Chataiwala	Son

2. There are no arrangements or understandings with major shareholders, customers, suppliers or any other entity, pursuant to which any of the Directors or Key Management Personnel were selected as a Director or member of the senior management.

3. The Directors of our Company have not entered into any service contracts with our Company which provides for benefits upon termination of employment.
4. None of our Directors is/ was on the RBI List of willful defaulters.
5. None of our Directors is / was a Director in any listed Company, during the last five years from the date of filing of this Prospectus, whose shares have been / were suspended from being traded on the BSE and / or NSE.
6. Further, none of our Directors is / was a Director of any listed Company which has been / was delisted from any recognized Stock Exchange.
7. Our Company, Our 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.

#### REMUNERATION/COMPENSATION/COMMISSION PAID TO DIRECTORS

During the last financial year ended on March 31, 2015, our current director have been paid gross remuneration as follows

Name of Director	Amount(Rs in lakhs)	Remuneration/Compensation/Commission
Abdul Khalik Chataiwala	16.00	Remuneration

Further, none of the existing Directors except above have received any remuneration during the Financial Year 2014-15 as they were appointed after the closure of financial year 2014-2015.

#### TERMS AND CONDITIONS OF EMPLOYMENT OF OUR MANAGING DIRECTOR

Abdul Khalik Chataiwala is appointed as a Chairman and Managing Director of the company *vide* Shareholders resolution in the Extra Ordinary General Meeting held on June 15, 2015 at a remuneration of Rs.10,00,000/- per month. The agreement dated July 20, 2015 was entered between the Company and Abdul Khalik Chataiwala.

Remuneration	Rs. 10,00,000/- per month salary. Salary may revise periodically based on the recommendation of the Board of Directors or Nomination and Remuneration Committee, if any and may be increased subject to the provisions of the Companies Act, 2013.
Term	5 Years
Perquisites	<ul style="list-style-type: none"> <li>• Provident Fund &amp; Superannuation Fund</li> <li>• Gratuity payable at the rate of half month's salary for each completed year of service with a service of six months or more being treated a full year.</li> <li>• Encashment of leave at the end of tenure</li> </ul>
Reimbursements	<ul style="list-style-type: none"> <li>• Car with a driver for use on Company's Business</li> <li>• Actual Entertainment and travelling expenses incurred by the Managing Director in connection with the Company's business</li> </ul>

#### OTHER CONFIRMATIONS

As on the date on this Prospectus:

1. There is no contingent or deferred compensation payable to any Director, Whole-time Director, Managing Director or Manager which have/has accrued for this year and payable in current or any future period.

- No compensation was paid to Director, Whole-time Director, Managing Director or Manager pursuant to bonus or profit sharing plan.

### SHAREHOLDING OF OUR DIRECTORS IN THE COMPANY

As per the Articles of Association of our Company, a Director is not required to hold any qualification shares.

The following table details the shareholding of our Directors as on the date of this Prospectus:

Sr. No.	Name of the Director	No. of Equity Shares	% of Pre Issue Equity Share Capital	% of Post Issue Equity Share Capital
1.	Abdul Khalik Chataiwala	21,47,575	51.51%	37.62%
2.	Fauzan Chataiwala	65	Negligible	Negligible

### INTERESTS OF DIRECTORS

#### Interest in Promotion of the Company

Our Director, Abdul Khalik Chataiwala may be deemed to be interested to the extent of being promoter of our Company.

He may also be deemed to be interested to the extent of any dividend payable to him and other distributions in respect of the aforesaid Equity Shares held by him. For further details, refer to chapters titled “*Our Promoter and Promoter Group*” and Annexure XXIII of “*Related Party Transaction*” under the chapter “*Financial Statement as Restated*” beginning on page 167 and 176 of this Prospectus.

Our Executive Directors may be deemed to be interested to the extent of remuneration paid to them for services rendered as a Director of our Company and reimbursement of expenses payable to them. For details, see “Remuneration/Compensation of Directors” above. Further, our Non- Executive Directors are entitled to receive sitting fees for attending meetings of our Board within the limits laid down in the Companies Act, 2013 and as decided by our Board subject to Articles of Association. Further, except for as disclosed under shareholding of our Directors in our Company above no other Directors hold any Equity Shares in our Company. Our Directors are 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 Offer. Except as stated in the chapters “Our Management” and “*Related Party Transactions*” beginning on pages 153 and 174 respectively of this Prospectus and described herein above, our Directors do not have any other interest in the business of our Company.

Our Directors are not interested in the appointment of or acting as Underwriters, Registrar and Bankers to the Issue or any such intermediaries registered with SEBI.

### PROPERTY INTEREST

Except as stated/referred to in the heading titled “*Land and Property*” beginning on page 138 and chapter titled “*Related Party Transaction*” on page 174 of this Prospectus, our Directors have not entered into any contract, agreement or arrangements within a period of two years preceding the date of Prospectus in which the Directors are interested directly or indirectly and no payments have been made to them in respect of these contracts, agreements or arrangements or are proposed to be made to them. Further our Directors do not have any interest in any immovable property to be acquired by the Company except other wise disclosed in the heading titled “*Land and Property*” beginning on page 138 of this Prospectus.

### INTEREST IN THE BUSINESS OF OUR COMPANY

Save and except as stated otherwise in “*Related Party Transactions*” in the chapter titled “*Financial Statement as Restated*” beginning on page 176 of this Prospectus, our Directors do not have any other interests in our Company as on the date of this Prospectus.

### SHAREHOLDING OF DIRECTORS IN SUBSIDIARIES AND ASSOCIATE COMPANIES

Our Company does not have a subsidiary or associate Company as on date of filing of this Prospectus.

### CHANGES IN OUR BOARD OF DIRECTORS DURING THE LAST THREE YEARS

Following are the changes in directors of our Company in last three years prior to the date of this Prospectus.

Name	Date of Event	Nature of event	Reason
Ajish Ramakrishnan	September 4, 2013	Resignation	Resignation as Director
Vadakkath Manesh	November 7, 2013	Resignation	Resignation as Director
Mateen Dhavllarkar	March 18, 2014	Resignation	Resignation as Director
Swaminathan Nair	January 23, 2014	Appointment	Appointment as Director
Abdul Khalik Chataiwala	June 15, 2015	Change in Designation	Designated as Managing Director
Suresh Babu Sankara	June 15, 2015	Appointment	Appointment as Independent Director
Gajanand Harivilas Ruia	August 21, 2015	Appointment	Appointment as Independent Director
Vijayshri Anup Krishnan	August 21, 2015	Appointment	Appointment as Independent Director
Swaminathan Nair	December 21, 2015	Resignation	Resignation as Director
Balachander Mudaleyar	December 21, 2015	Resignation	Resignation as Director
Fauzan Chataiwala	December 21, 2015	Appointment	Appointment as Director
Harish Parameswaran	December 21, 2015	Appointment	Appointment as Director

### BORROWING POWERS OF THE BOARD

Pursuant to a special resolution passed at an Extra- Ordinary General Meeting of our Company held on October 18, 2014 and pursuant to provisions of Section 180(1)(c) of the Companies Act 2013 and other enabling provisions, if any, consent of the Company is hereby accorded to the Board of Directors of the Company for borrowing any sum or sums of moneys for and on behalf of the company from time to time notwithstanding that the sum or sums of moneys so borrowed together with moneys, if any already borrowed by the Company (apart from the temporary loans obtained from the bankers in the ordinary course of business) will or may exceed the aggregate of the paid up capital of the Company and its free reserves, provided that the total amount upto which the money(ies) may be borrowed shall not exceed Rs. 50 Crores (Rupees Fifty Crores) at any point of time on account of the principal.

## CORPORATE GOVERNANCE

In addition to the applicable provisions of the Companies Act, 2013 with respect to corporate governance, provisions of the SEBI Listing Regulations will also be applicable to our Company immediately upon the listing of the Equity Shares on the Stock Exchange. As on the date of this Prospectus, there are 6 Directors on our Board out of which one half are Independent Directors. Vijayshri Anup Krishnan is the Woman Director of our Company. Our Company is in compliance with the corporate governance norms prescribed under the Companies Act, 2013, particularly, in relation to appointment of Independent Directors to our Board and constitution of Board-level committees. Our Company undertakes to take all necessary steps to continue to comply with all the requirements of the SEBI Listing Regulations, the Equity Listing Agreements and the Companies Act, 2013.

### Board Level committees:

**In terms of the SEBI Listing Regulations and the Companies Act, 2013, our Company, has constituted the following Board-level committees:**

- A. Audit Committee
- B. Stakeholders Relationship Committee
- C. Nomination and Remuneration Committee

#### A) *Audit Committee*

Our Company has constituted an audit committee ("Audit Committee"), as per section 177 of the Companies Act 2013 and Regulation 18 of the SEBI Listing to be entered with SME, vide resolution passed at the meeting of the Board of Directors held on December 21, 2015.

The terms of reference of Audit Committee adheres to the requirements of Regulation 18 of the Listing Agreement, proposed to be entered into with the Stock Exchange in due course. The committee presently comprises the following three (3) directors.

Name of the Director	Status	Nature of Directorship
Suresh Babu Sankara	Chairman	Independent Director
Gajanand Harivilas Ruia	Member	Independent Director
Vijayshri Anup Krishan	Member	Independent Director

The Company Secretary and Compliance Officer of the Company would act as the Secretary to the Audit Committee.

The Audit Committee shall have following powers:

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

The Audit Committee shall mandatorily review the following information:

- a. Management discussion and analysis of financial condition and results of operations;
- b. Statement of significant related party transactions (as defined by the audit committee), submitted by management;
- c. Management letters / letters of internal control weaknesses issued by the statutory auditors;
- d. Internal audit reports relating to internal control weaknesses; and



- e. The appointment, removal and terms of remuneration of the Chief internal auditor shall be subject to review by the Audit Committee.
- f. Statement of deviations:
  - Quarterly Statement of deviation(s) including report of monitoring agency, if applicable, submitted to stock exchange(s) in terms of Regulation 32(1)
  - Annual statement of funds utilized for purpose other than those stated in the offer document/prospectus/notice in terms of Regulation 32(7)

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

The role of the Audit Committee not limited to but includes:

1. Oversight of the Company's financial reporting process and the disclosure of its financial information to ensure that the financial statement is correct, sufficient and credible.
2. Recommending to the Board, the appointment, remuneration and terms of appointment of the listed entity
3. Approval of payment to statutory auditors for any other services rendered by the statutory auditors
4. Reviewing, with the management, the annual financial statements before submission to the board for approval, with particular reference to:
  - i. Matters required to be included in the Director's Responsibility Statement to be included in the Board's report in terms of clause (c) of sub-section 3 of section 134 of the Companies Act, 2013;
  - ii. Changes, if any, in accounting policies and practices and reasons for the same;
  - iii. Major accounting entries involving estimates based on the exercise of judgment by management;
  - iv. Significant adjustments made in the financial statements arising out of audit findings;
  - v. Compliance with listing and other legal requirements relating to financial statements;
  - vi. Disclosure of any related party transactions;
  - vii. Qualifications in the draft audit report.
5. Reviewing, with the management, the half yearly financial statements before submission to the board for approval.
6. Reviewing, with the management, the statement of uses / application of funds raised through an issue (public issue, right issue, preferential issue, etc.), the statement of funds utilized for purposes other than those stated in the offer document/Prospectus /notice and the report submitted by the monitoring agency monitoring the utilization of proceeds of a public or rights issue, and making appropriate recommendations to the Board to take up steps in this matter.
7. Review and monitor the auditor's independence, performance and effectiveness of audit process.
8. Approval or any subsequent modification of transactions of the company with related parties;
9. Scrutiny of inter-corporate loans and investments;

10. Valuation of undertakings or assets of the company, wherever it is necessary;
11. Evaluation of internal financial controls and risk management systems;
12. Reviewing, with the management, performance of statutory and internal auditors, adequacy of the internal control systems
13. Reviewing the adequacy of internal audit function, if any, including the structure of the internal audit department, staffing and seniority of the official heading the department, reporting structure coverage and frequency of internal audit.
14. Discussion with internal auditors any significant findings and follow up there on.
15. Reviewing the findings of any internal investigations by the internal auditors into matters where there is suspected fraud or irregularity or a failure of internal control systems of a material nature and reporting the matter to the board.
16. Discussion with statutory auditors before the audit commences, about the nature and scope of audit as well as post-audit discussion to ascertain any area of concern.
17. To look into the reasons for substantial defaults in the payment to the depositors, debenture holders, shareholders (in case of non payment of declared dividends) and creditors.
18. To oversee and review the functioning of the vigil mechanism which shall provide for adequate safeguards against victimization of employees and directors who avail of the vigil mechanism and also provide for direct access to the Chairperson of the Audit Committee in appropriate and exceptional cases.
19. Call for comments of the auditors about internal control systems, scope of audit including the observations of the auditor and review of the financial statements before submission to the Board;
20. Approval of appointment of CFO (i.e., the whole-time Finance Director or any other person heading the finance function or discharging that function) after assessing the qualifications, experience & background, etc. of the candidate.
21. To investigate any other matters referred to by the Board of Directors;
22. Carrying out any other function as is mentioned in the terms of reference of the Audit Committee.

Explanation (i): The term "related party transactions" shall have the same meaning as contained in the Accounting Standard 18, Related Party Transactions, issued by The Institute of Chartered Accountants of India.

### **Meeting of Audit Committee and relevant Quorum**

The audit committee shall meet at least 4 times in a year and not more than 4 months shall elapse between 2 meetings. The quorum shall be either 2 members or one third of the members of the Audit Committee whichever is greater, but there shall be a minimum of 2 Independent Directors, who are members, present.

### **B) Stakeholder's Relationship Committee**

Our Company has constituted a shareholder / investors grievance committee ("**Stakeholders relationship Committee**") to redress complaints of the shareholders. The Stakeholders Relationship Committee was constituted vide resolution passed at the meeting of the Board of Directors held on December 21, 2015.

The Stakeholder's Relationship Committee comprises the following Directors:

<b>Name of the Director</b>	<b>Status</b>	<b>Nature of Directorship</b>
Suresh Babu Sankara	Chairman	Independent Director
Gajanand Harivilas Ruia	Member	Independent Director
Vijayshri Anup Krishan	Member	Independent Director

The Company Secretary and Compliance Officer of the Company would act as the Secretary to the Stakeholder's Relationship Committee.

The Stakeholders Relationship Committee shall oversee all matters pertaining to investors of our Company. The terms of reference of the Stakeholders Relationship Committee include the following:

1. Efficient transfer of shares; including review of cases for refusal of transfer / transmission of shares and debentures;
2. Redressal of shareholder's/investor's complaints;
3. Reviewing on a periodic basis the approval/refusal of transfer or transmission of shares, debentures or any other securities;
4. Issue of duplicate certificates and new certificates on split/consolidation/renewal;
5. Allotment and listing of shares;
6. Reference to statutory and regulatory authorities regarding investor grievances;
7. To otherwise ensure proper and timely attendance and redressal of investor queries and grievances;
8. Any other power specifically assigned by the Board of Directors of the Company

#### **Quorum for Stakeholders Relationship Committee**

The quorum necessary for a meeting of the Stakeholders Relationship Committee shall be 2 members or one third of the members, whichever is greater.

#### **C) Nomination and Remuneration Committee**

Our Company has constituted a Nomination and Remuneration Committee in accordance section 178 of Companies Act 2013. The constitution of the Nomination and Remuneration Committee was approved by a Meeting of the Board of Directors held on December 21, 2015.

The Nomination and Remuneration Committee comprises the following Directors:

<b>Name of Director</b>	<b>Designation in Committee</b>	<b>Nature of Directorship</b>
Suresh Babu Sankara	Chairman	Independent Director
Gajanand Harivilas Ruia	Member	Independent Director
Vijayshri Anup Krishan	Member	Independent Director

The Company Secretary and Compliance Officer of the Company would act as the Secretary to the Nomination and Remuneration Committee.

#### **The terms of reference of the Nomination and Compensation Committee are:**

- a. Formulation of the criteria for determining qualifications, positive attributes and independence of a director and recommend to the Board a policy, relating to the level and composition of remuneration of the directors, key managerial personnel and other employees;
- b. Formulation of criteria for evaluation of Independent Directors and the Board;
- c. Deciding on, whether to extend or continue the term of appointment of the independent director on the basis of report of performance evaluation of independent directors.
- d. Devising a policy on Board diversity;
- e. 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;

- f. Decide the salary, allowances, perquisites, bonuses, notice period, severance fees and increment of Executive Directors
- g. Define and implement the Performance Linked Incentive Scheme (including ESOP of the Company) and evaluate the performance and determine the amount;
- h. Decide the amount of commission payable to the Whole Time Directors;
- i. Review and suggest revision of the total remuneration package of the Executive Directors keeping in view the performance of the Company, standards prevailing in the industry, statutory guidelines etc.
- j. To formulate and administer the Employee Stock Option Scheme

**Quorum for Nomination and Remuneration Committee**

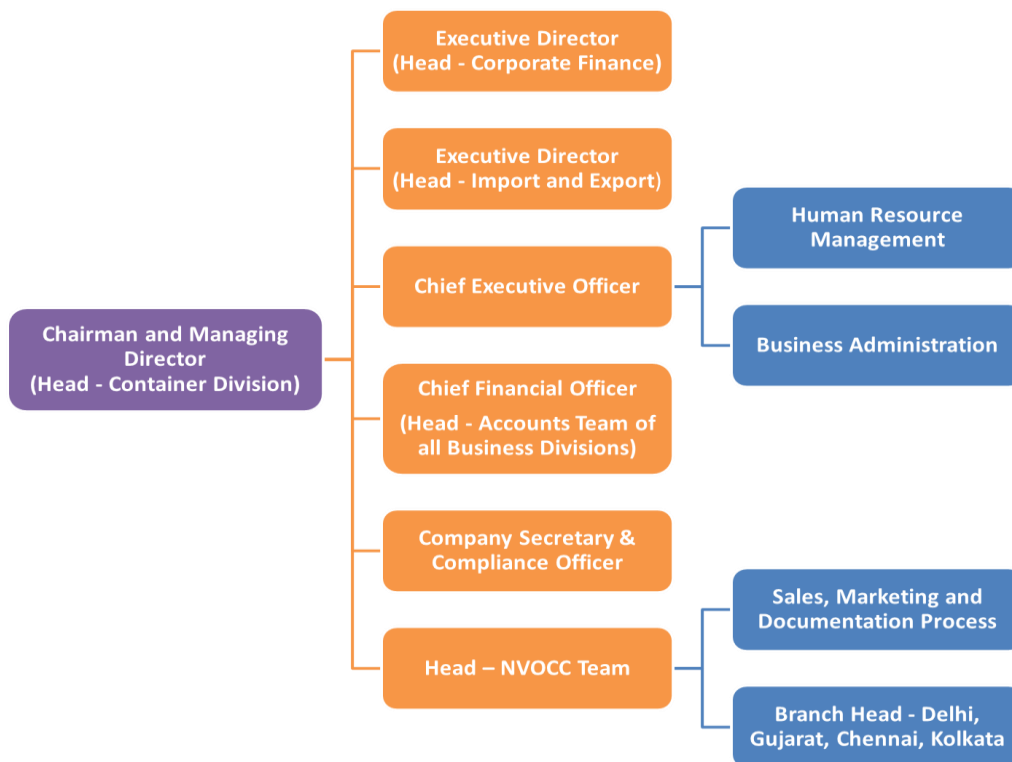
The quorum necessary for a meeting of the Nomination and Remuneration Committee shall be 2 members or one third of the members, whichever is greater.

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

We will comply with the provisions of the SEBI (Prohibition of Insider Trading) Regulations, 2015 as amended, post listing of our Company’s shares on the Stock Exchange.

Nirali Mehta, Company Secretary & Compliance Officer, is responsible for setting forth policies, procedures, monitoring and adhering to the rules for the prevention of dissemination of price sensitive information and the implementation of the code of conduct under the overall supervision of the Board.

**ORGANIZATIONAL STRUCTURE**



**KEY MANAGERIAL PERSONNEL**

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

**The details of our Key Managerial Personnel are set out below:**

**1. Abdul Khalik Chataiwala, Chairman & Managing Director**

Abdul Khalik Chataiwala, aged 52 years is the Chairman and Managing Director of our Company with effect from June 15, 2015. He has been Director of our Company since incorporation. He has completed his graduation from University of Bombay, Diploma in Export-Import Management from India International Trade Centre, Bombay and Masters in Business Administration in Shipping Logistics from Adams Smith University of America, USA. Currently He is also serving as a president on the Board of Raigad Chamber of Commerce and Industry. He looks after business development and overall operations of our Company.

**2. Narayan Kutty, Chief Executive Officer**

Narayan Kutty, aged approximately 69 years is the Chief Executive Officer of our Company with effect from January 1, 2015. He looks after Human Resource & Administration of our Company and assists the Directors in the day to day work.

**3. Deepak Sonar, Chief Financial Officer**

Deepak Sonar, aged approximately 46 is the Chief Financial Officer of our Company. He has completed his graduation in commerce. He is well experienced in field of Accounts and Finance department He heads the accounts and finance department of our Company.

**4. Nirali Mehta, Company Secretary and Compliance Officer**

Nirali Mehta, is the Company Secretary and Compliance Officer of our Company. She is a qualified Company Secretary and member of Institute of Company Secretaries of India.

**RELATIONSHIP BETWEEN KEY MANAGERIAL PERSONNEL**

None of our key managerial personnel are related to the each other within the meaning of Section 2 (77) of the Companies Act, 2013.

**RELATIONSHIP OF DIRECTORS AND PROMTERS WITH KEY MANAGERIAL PERSONNEL**

Except, Abdul Khalik Chataiwala and Fauzan Chataiwala, who are related as father and son, none of the directors and key managerial personnel are “related” to each other within the meaning of Section 2 (77) of the Companies Act, 2013.

**ARRANGEMENTS AND UNDERSTANDING WITH MAJOR SHAREHOLDERS, CUSTOMERS, SUPPLIERS**

None of our Key Managerial Personnel/ director have been appointed pursuant to any arrangements and understanding with our major shareholders, customers, suppliers or others.

**SHAREHOLDING OF THE KEY MANAGERIAL PERSONNEL**

Except as disclosed below, none of the Key Managerial Personnel hold any Equity Shares of our Company as on the date of this Prospectus.

Sr. No.	Name of Shareholder	No. of Shares held
1.	Abdul Khalid Chataiwala	21,47,575
2.	Narayan Kutty	5
3.	Deepak Sonar	5

**BONUS OR PROFIT SHARING PLAN OF THE DIRECTORS/ KEY MANAGERIAL PERSONNEL**

Our Company has not entered into any Bonus or Profit Sharing Plan with any of the Directors, Key Managerial Personnel.

### CONTINGENT AND DEFERRED COMPENSATION PAYABLE TO KEY MANAGERIAL PERSONNEL

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

### REMUNERATION/COMPENSATION PAID TO THE KEY MANAGERIAL PERSONNEL

During the last financial year ended on March 31, 2015, the Key Managerial Personnel have been paid gross remuneration as follows:

Name of Key Managerial Personnel	Amount (Rs in lakhs)	Remuneration/Compensation/Commission	Date of Appointment
Abdul Khalid Chataiwala	16.00	Remuneration	June 15, 2015
Narayan Kutty	1.80	Remuneration	January 05, 2015
Deepak Sonar	1.84	Remuneration	April 1, 2015

Further, none of the existing Key Managerial Personnel except above have received any remuneration during the Financial Year 2014-15 as they were appointed after the closure of financial year 2014-2015

### LOANS TO KEY MANAGERIAL PERSONNEL

The Company has not given any loans and advances to the Key Managerial Personnel as on the date of this Prospectus.

### INTEREST OF KEY MANAGERIAL PERSONNEL

The Key Managerial Personnel of our Company have interest in our Company to the extent of the remuneration or benefits to which they are entitled to as per their terms of appointment and reimbursement of expenses incurred by them during the ordinary course of business. Further Abdul Khalik Chataiwala may also deem to be interested to the extent of Equity Shares held by him and dividends payable thereon, if any.

Except as disclosed in this Prospectus, none of our key managerial personnel have been paid any consideration of any nature from our Company, other than their remuneration.

Except as stated in the chapters “Our Management” and “Related Party Transactions” beginning on pages 153 and 174 respectively of this Prospectus and described herein above, our key managerial personnel do not have any other interest in the business of our Company.

### CHANGES IN KEY MANAGERIAL PERSONNEL IN THE LAST THREE YEARS

The changes in the Key Managerial Personnel in the last three years are as follows:

Name of Managerial Personnel	Designation	Date of Event	Nature of Event
Narayan Kutty	Chief Executive Officer (CEO)	January 1, 2015	Appointment as Chief Executive Officer
Deepak Sonar	Chief Financial Officer (CFO)	April 1, 2015	Appointment as Chief Financial Officer
Abdul Khalid Chataiwala	Chairman and Managing Director	June 15, 2015	Appointment as Chairman and Managing Director
Nirali Mehta	Company Secretary and Compliance Officer	September 21, 2015	Appointment as Company Secretary and Compliance Officer

### ESOP/ESPS SCHEME TO EMPLOYEES

Presently, we do not have any ESOP/ESPS Scheme for employees.

**PAYMENT OR BENEFIT TO OUR OFFICERS (NON SALARY RELATED)**

Except as disclosed in the heading titled “*Related Party Transactions*” in the section titled “*Financial Statements as Restated*” beginning on page 176 of this Prospectus, no amount or benefit has been paid or given within the three preceding years or is intended to be paid or given to any of our officers except the normal remuneration for services rendered as officers or employees.



## OUR PROMOTER AND PROMOTER GROUP

### OUR PROMOTER

Our Company is promoted by Abdul Khalik Chataiwala.

**Brief profile of our individual Promoter is as under:**

	<p><b>Abdul Khalik Chataiwala, Promoter, Chairman &amp; Managing Director</b></p> <p>Abdul Khalik Chataiwala, aged 52 years is the Chairman and Managing Director of our Company with effect from June 15, 2015. He has been Director of our Company since incorporation. He has completed his graduation from University of Bombay, Diploma in Export-Import Management from India International Trade Centre, Bombay and Masters in Business Administration in Shipping Logistics from Adams Smith University of America, USA. Currently he is also serving as a President on the Board of Raigad Chamber of Commerce and Industry. He looks after business development and overall operations of our Company.</p> <p><b>Passport No:</b> L3486651  <b>Driving License:</b> MH43 20110002754  <b>Voters ID:</b> NA</p> <p><b>Address:</b> 1st Floor, Plot No. 90, Sector 26, Parsik Hill, CBD Belapur, Navi Mumbai – 400 614, Maharashtra, India</p> <p>For further details relating to Abdul Khalik Chataiwala, including terms of appointment as our Managing Director, other directorships and ventures promoted by him, please refer to the chapters titled “Our Management” and “Our Group Companies” beginning on pages 153 and 171 of this Prospectus.</p>
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### DECLARATION

Our Company confirms that the permanent account number, bank account number and passport number of our Promoter have been submitted to the Stock Exchange at the time of filing of this Prospectus with it.

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

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

### INTEREST OF PROMOTER

#### Interest in promotion of our Company

Our Promoter may be deemed to be interested in the promotion of the Company to the extent of the Equity Shares held by him and also to the extent of any dividend payable to him and other distributions in respect of the aforesaid Equity Shares. For further details, refer to chapter titled “Related Party Transactions” beginning on page 174 of this Prospectus.

**Interest in the property of our Company**

Our Promoter does not have any interest in any property acquired by our Company in a period of two years before filing of this Prospectus or proposed to be acquired by us as on date of filing the Prospectus with RoC.

**Interest as member of our Company**

As on date of this Prospectus, our Promoter holds 21,47,575 Equity Shares in our Company i.e. 51.51 % of the pre Issue paid up Equity Share capital of our Company. Therefore, our Promoter is interested to the extent of his shareholding and the dividend declared, if any, by our Company.

**Interest as a creditor of our Company**

As on the September 30, 2015, our Company has taken unsecured loans from the Promoter of our Company. For further details, refer to chapter titled “*Related Party Transactions*” beginning on pages 174 of this Prospectus.

**Interest as Director of our Company**

Except as given in the chapters titled “Our Management”, “Financial Statements” as Restated and “Capital Structure” beginning on pages 153, 176 and 69 of this Prospectus, our Promoter may deemed to be interested to the extent of remuneration, reimbursement of expenses payable to him for services rendered to us in accordance with the provisions of the Companies Act and in terms of agreement entered into with our Company, if any and AoA of our Company.

**Interest as Key Managerial Personnel of our Company**

Abdul Khalik Chataiwala is the Chairman and Managing Director of the Company and hence a Key Managerial Personnel of the Company and may deemed to be interested to the extent of remuneration, reimbursement of expenses payable to him for services rendered to us in accordance with the provisions of the Companies Act and in terms of agreement entered into with our Company, if any and AoA of our Company. For further details, please refer to chapters titled “Our Management” and “Related Party Transactions” beginning on page 153 and 174 respectively of this Prospectus.

**Interest in transactions involving acquisition of land**

Except as stated/referred to in the heading titled “Land and Property” beginning on page 138 of the Prospectus, our Promoter has not entered into any contract, agreement or arrangements in relation to acquisition of property, since incorporation in which the Promoter is interested directly or indirectly and no payments have been made to him in respect of these contracts, agreements or arrangements or are proposed to be made to him.

**Other Indirect Interest**

Except as stated in “Financial Statements” beginning on page 176 of this Prospectus, none of our sundry debtors or beneficiaries of loans and advances are related to our Promoter.

**Payment of benefits to our Promoter and Promoter Group during the last two years**

Other than in the normal course of business including any advances or commission paid and except as stated in “*Financial Statements*” beginning on page 176 of this Prospectus, there has been no payment of any amount of benefits to our Promoter or the members of our Promoter Group during the last two years from the date of the Prospectus nor is there any intention to pay or give any benefit to our Promoter or Promoter group as on the date of the Prospectus.

## OUR PROMOTER GROUP

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

### A. Individuals related to our Promoter:

Relationship with Promoters	Abdul Khalik Chataiwala
Father	Late Abdul Kadar Chataiwala
Mother	Khairunnisa Chataiwala*
Brother	Shahzad Chataiwala,* Abdul Gaffar Chataiwala*
Sister	Dr. Yasmin Chataiwala** Maimuna Zayed** Shaheen Chataiwala**
Spouse	Tarannum Chataiwala
Son	Fauzan Chataiwala
Daughter	Zohra Chataiwala Zoya Chataiwala
Spouse's Father	Late Mahboob Ur Rahman
Spouse's Mother	Fir Daus*
Spouse's Brother	Zafar Mehboob**
Spouse's Sister	Naziya Akram**

\*In context of the aforementioned persons, our Promoter vide letter dated January 27, 2016 has submitted that information related to business/financial interest held by the said relatives is not accessible for the purpose of disclosure in the Draft Prospectus/Prospectus. Therefore, the disclosures made in this Prospectus are limited to the extent of information that has been made available by our Promoter in relation to Promoter Group

\*\*The aforementioned persons are 'immediate relatives' of our Promoter but, as such, do not form part of the 'Promoter Group' of the Company. Moreover, the aforesaid relatives do not own shareholding in our Company and are also not involved in the business of our Company. Further our Promoter vide letter dated January 27, 2016 has submitted that information related to business/financial interest held by the said relatives is not accessible for the purpose of disclosure in the Draft Prospectus/Prospectus. Therefore, the disclosures made in this Prospectus are limited to the extent of information that has been made available by our Promoter in relation to Promoter Group

### In the case of our Individual Promoter: Abdul Khalik Chataiwala

Nature of Relationship	Entity
Any body corporate in which 10% or more of the equity share capital is held by the Promoter or an immediate relative of the promoter or a firm or Hindu Undivided Family in which the Promoter or any one or more of his immediate relative is a member	<ul style="list-style-type: none"> <li>Peiko Premises Private Limited</li> </ul>
Any body corporate in which a body corporate as mentioned above holds 10% or more, of the equity share capital	--

Nature of Relationship	Entity
Any HUF or firm in which the aggregate shareholding of the promoter and his immediate relatives is equal to or more than 10%	<ul style="list-style-type: none"> <li>• VAC Consultancy</li> <li>• Oriental Enterprise</li> <li>• Green Reality</li> </ul>

**Other persons included in promoter group**

Badoor Textiles LLC, Ashwamedh Enterprises Pvt. Ltd., Deepak Rajani, Deepak Sonar and Parakattil Narayanan Kutty are not relatives within the meaning of regulation 2(1)(zb) of ICDR Regulations but are considered for the purposes of shareholding of the Promoter Group under Regulation 2(1)(zb)(v) of ICDR Regulations.

**RELATIONSHIP OF PROMOTER WITH OUR DIRECTORS**

Promoter	Director	Relationship
Abdul Khalik Chataiwala	Fauzan Chataiwala	Father-Son

Except as disclosed above, our Promoter is not related to any of our Company’s Directors within the meaning of Section 2(77) of the Companies Act, 2013.

**CHANGES IN CONTROL**

Our Promoter Abdul Khalik Chataiwala is the original promoter of our Company. He joined the Company by subscribing to the Memorandum of the company. There has been no change in management or control of our Company since then.

For details on litigations and disputes pending against the Promoter and defaults made by him, please refer to the section titled “*Outstanding Litigation and Material Developments*” beginning on page 221 of this Prospectus.

## OUR GROUP COMPANIES

In accordance with the provisions of the SEBI (ICDR) Regulations, for the purpose of identification of ‘Group Companies’, our Company has considered companies as covered under the applicable accounting standards, being AS 18 and other companies as per the policy adopted by our Board

Based on the above, the following are our Group Companies:

- Peiko Premises Private Limited

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/entity is material in nature.

No equity shares of our Group Companies are listed on any Stock Exchange and it has not made any Public or Rights Issue of securities in the preceding three years.

### OUR GROUP COMPANIES

The details of our group Companies are mentioned below:

#### 1. Peiko Premises Private Limited

Peiko Premises Private Limited was incorporated under the Companies Act, 1956 on October 03, 1981. The registered office of the company is situated at Plot No. 90, Parsik Hill, Sector 26 & 27, CBD Belapur, Navi Mumbai, Maharashtra 400614.

#### The main objects of Peiko Premises Private Limited

1. To carry on the business in all branches of architecture and of builders, contractors, erectors, constructors of buildings, houses, apartments, structures or residential, offices, industrial, institutional or commercial or developers of co-operative housing societies, developers of housing schemes, townships, holiday resorts, hotels, motels and in particular preparing of building sites, constructing, reconstructing, erecting, altering, improving, enlarging, developing, decorating, furnishing and maintaining of structures, flats, houses, factories, shops, offices, garages, warehouses, buildings, works, workshops, hospitals, nursing homes, clinics, go-downs and other commercial, educational purposes for and conveniences to purchase for development, investment or for resale lands, houses, buildings, structures, and other properties of any tenure and any interest therein and purchase, sell and deal in free-hold ground rents and to make advances upon the security of lands, houses, structure and other property or any interest therein and to purchase, sell, lease, hire, exchange or otherwise deal in land and house property and other property whether real or personal and turn the same into account as may seem expedient.
2. To carry on business of building, erecting and constructing structures, buildings, houses or sheds including RCC works and other fixtures on lands and or building to convert and appropriate such lands into and for roads, streets, squares, gardens and other conveniences and to park, build, or construct surface metal or otherwise repair roads and carry on business of builders, constructors, contractors and road, repairers and of laying out, designing, constructing or building of dams, bands, canals, bridges and irrigation works.

#### Board of directors

The board of directors of Peiko Premises Private Limited as on the date of this Prospectus are as follows:

Name	Designation
Abdul Khalik Chataiwala	Director
Tarannum Chataiwala	Director

#### Shareholding pattern

Set forth below is the shareholding pattern of Peiko Premises Private Limited as on the date of this Prospectus.

Sr. No.	Name of shareholder	No. of equity shares	% of issued capital
1	Abdul Khalik Chataiwala	5,000	50.00
2	Tarannum Chataiwala	5,000	50.00
	<b>Total</b>	<b>10,000</b>	<b>100.00</b>

### Financial performance

The audited financial results of the company for the last three financial years are as follows:

*(Rs. in Lacs)*

Particulars	FY 2013	FY 2014	FY 2015
Equity Capital	1.00	1.00	1.00
Reserved & Surplus (excluding Revaluation Reserve)	-	(0.97)	(0.96)
Networth	(1.71)	(1.48)	(1.31)
Sales and Other Income	-	1.50	1.43
Profit/Loss after tax	(0.36)	0.07	0.06
Earnings per share- Basic & Diluted (in Rs)	(3.53)	0.68	0.63
Net Asset Value per equity share (in Rs)	(17.12)	(14.77)	(13.12)

### CONFIRMATIONS

Our Promoter and persons forming part of Promoter Group have confirmed that they have not been declared as wilful defaulters by the RBI or any other governmental authority and there are no violations of securities laws committed by them in the past and no proceedings pertaining to such penalties are pending against them. Additionally, none of the Promoter and persons forming part of Promoter Group has been restrained from accessing the capital markets for any reasons by SEBI or any other authorities. Except as disclosed in this chapter, none of our Group Company have negative net worth as of the date of the respective last audited financial statements.

### LITIGATION

For details on litigations and disputes pending against the Promoter and Group Companies and defaults made by them, please refer to the chapter titled, “Outstanding Litigations and Material Developments” on page 221 of this Prospectus.

### DISASSOCIATION BY THE PROMOTER IN THE LAST THREE YEARS

Except as disclosed below, Our Promoter has not disassociated himself from any of the companies during the last three years preceding the date of the Prospectus:

Sr. No.	Entity and nature of Entity	Date of disassociation
1.	Gaiwala Properties Private Limited	November 8, 2013
2.	Mahajan Real Infra Private Limited	January 27, 2014

#### **DEFUNCT / STRUCK-OFF COMPANY**

None of our Promoter or Promoter Group or Group Company has become defunct or struck – off in the five years preceding the filing of this Prospectus.

#### **NEGATIVE NET WORTH**

Except as disclosed in this chapter, none of our Group Companies have negative net worth as on the date of the Prospectus.

#### **INTEREST OF OUR PROMOTER AND GROUP COMPANIES AND ASSOCIATE COMPANIES**

Our Promoters and Group Companies are interested to the extent of their shareholding of Equity Shares from time to time, and in case of our Individual Promoters, also to the extent of shares held by their relatives from time to time, for which they are entitled to receive the dividend declared, if any, by our Company. Our Promoters may also benefit from holding directorship in our Company. Our Promoters may also be deemed to be interested to the extent of remuneration and / or reimbursement of expenses payable to them under the Articles / terms of appointment. As on the date of this Prospectus, our Promoters together hold 21,47,575 Equity Shares of our Company.

Except as stated hereinabove and as stated in “Related Party Transactions” under chapter titled “Financial Statements” and “Our Management” beginning on page 176 and 153 respectively of this Prospectus, we have not entered into any contract, agreements or arrangements during the preceding two years from the date of this Prospectus in which the Promoters are directly or indirectly interested and no payments have been made to them in respect of these contracts, agreements or arrangements which are proposed to be made to them.

Further, except as stated above and as stated otherwise under the paragraph titled “shareholding of our directors” in the chapter titled “Our Management” beginning on page 153 of this Prospectus; in “Annexure XXIII – Related Party Transactions” under chapter titled “Financial Statements” at the beginning on page no. 176 of this Prospectus, and under the paragraph titled “interest of directors” in the chapter titled “Our Management” beginning on page 153, paragraph titled “our properties” in the chapter titled “Our Business” beginning on page 129, our promoter do not have any other interests in our company as on the date of this prospectus.

Further, except as disclosed above and in the audited restated financial statements of our company under “Annexure XXIII – Related Party Transactions” under chapter titled “Financial Statements” beginning on page 176 of this Prospectus, our group companies and associates have no business interest in our company.

#### **COMMON PURSUITS**

Our Promoter is not interested as Partner, Director and/or Member in Our Group Companies which are involved in activities similar to those conducted by our Company.

#### **SALES/PURCHASES BETWEEN OUR COMPANY AND PROMOTER COMPANY & GROUP COMPANIES**

Other than as disclosed in the chapter titled “*Related Party Transactions*” on page 174 of this Prospectus, there are no sales/purchases between the Company and the Group Companies when such sales or purchases exceed in value in the aggregate 10 per cent of the total sales or purchases of the Company.

#### **PAYMENT OR BENEFIT TO OUR GROUP COMPANIES**

Except as stated in the chapter titled “*Related Party Transactions*” begining on page 174 of this Prospectus, there has been no payment of benefits to our Group Companies in financial year 2014-2015.



### **RELATED PARTY TRANSACTIONS**

For details on Related Party Transactions of our Company, please refer to Annexure XXIII of the restated financial statement under the section titled, “Financial Statements” beginning on page 176 of this Prospectus.

## **DIVIDEND POLICY**

Under the Companies Act, 2013, an Indian company pays dividends upon a recommendation by its Board of Directors and approval by a majority of the shareholders. Under the Companies Act, 2013 dividends may be paid out of profits of a company in the year in which the dividend is declared or out of the undistributed profits or reserves of the previous years or out of both.

Our Company does not have a formal dividend policy. Any dividends to be declared shall be recommended by the Board of Directors depending upon the financial condition, results of operations, capital requirements and surplus, contractual obligations and restrictions, the terms of the credit facilities and other financing arrangements of our Company at the time a dividend is considered, and other relevant factors and approved by the Equity Shareholders at their discretion. Our Company has not paid any dividend for the last three years.

Dividends are payable within 30 days of approval by the Equity Shareholders at the annual general meeting of our Company. When dividends are declared, all the Equity Shareholders whose names appear in the register of members of our Company as on the “record date” are entitled to be paid the dividend declared by our Company. Any Equity Shareholder who ceases to be an Equity Shareholder prior to the record date, or who becomes an Equity Shareholder after the record date, will not be entitled to the dividend declared by Our Company.

**SECTION V – FINANCIAL STATEMENTS**  
**FINANCIAL STATEMENTS AS RE-STATED**  
**Independent Auditor’s Report for the Restated Financial Statements of Lancer Container Lines**  
**Limited**

**The Board of Directors**  
**Lancer Container Lines Limited**  
26/17, Arenja Tower CHS Ltd,  
Sector- 11, CBD Belapur,  
Navi Mumbai – 400614  
Maharashtra

Dear Sirs,

1. We have examined the attached Restated Summary Statement of Assets and Liabilities of **Lancer Container Lines Limited**, (hereinafter referred to as “**the Company**”) as at September 30, 2015, March 31, 2015, 2014, 2013 and 2012, Restated Summary Statement of Profit and Loss and Restated Summary Statement of Cash Flow for the period / financial year ended on September 30, 2015, March 31, 2015, 2014, 2013 and 2012 (collectively referred to as the “**Restated Summary Statements**” or “**Restated Financial Statements**”) annexed to this report and initialled by us for identification purposes. These Restated 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) in SME Platform of BSE Limited (“**BSE**”).
2. These Restated Summary Statements have been prepared in accordance with the requirements of:
  - (i) Part I of Chapter III to the Companies Act, 2013 (“**the Act**”) read with Companies (Prospectus and Allotment of Securities) Rules 2014;
  - (ii) The Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations 2009 (“**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;
3. We have examined such Restated Financial Statements taking into consideration:
  - (i) The terms of reference to our engagements with the Company letter dated **January 27, 2016** 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 SME Platform of BSE Limited (“**IPO**” or “**SME IPO**”); and
  - (ii) The Guidance Note on Reports in Company Prospectus (Revised) issued by the Institute of Chartered Accountants of India (“**Guidance Note**”).
4. The Restated Financial Statements of the Company have been extracted by the management from the Audited Financial Statements of the Company for the year ended on March 31, 2015, 2014, 2013 and 2012 and special purpose Audited Financial Statements for the period ended September 30, 2015 which have been approved by the Board of Directors.
5. In accordance with the requirements of the Act, ICDR Regulations, Guidance Note and Engagement Letter, we report that:

- (i) The “**Restated Statement of Asset and Liabilities**” of the Company as at September 30, 2015, March 31, 2015, 2014, 2013 and 2012, examined by us, as set out in **Annexure I** to this report read with significant accounting policies in **Annexure IV** 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 Summary Statements to this Report.
  - (ii) The “**Restated Statement of Profit and Loss**” of the Company for the period / financial year ended on September 30, 2015, March 31, 2015, 2014, 2013 and 2012, examined by us, as set out in **Annexure II** to this report read with significant accounting policies in **Annexure IV** 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 Summary Statements to this Report.
  - (iii) The “**Restated Statement of Cash Flow**” of the Company for the period / financial year ended on September 30, 2015, March 31, 2015, 2014, 2013 and 2012, examined by us, as set out in **Annexure III** to this report read with significant accounting policies in **Annexure IV** 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 Summary Statements to this Report.
6. Based on our examination, we are of the opinion that the Restated 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/period to which they relate.
  - c) There are no extra-ordinary items that need to be disclosed separately in the accounts and requiring adjustments.
  - d) The following are the audit qualifications in the Audit Reports issued by the Statutory Auditors for the period / financial year ended on September 30, 2015, March 31, 2015, 2014, 2013 and 2012 which has been adjusted in this Restated Financial Statements of the Company.

**Audit Report for the year ended March 31, 2012**

- i. There are some Balances of Inter Department Transfer, but the Balance are not matching in the accounts of the departments, and also the same are appearing in the books as it is.*
- e) The following are the audit qualifications in the Audit Reports issued by the Statutory Auditors for the period / financial year ended on September 30, 2015, March 31, 2015, 2014, 2013 and 2012 which would not require adjustments in this Restated Financial Statements of the Company.

**Audit Report for the year ended March 31, 2012**

*i. Shrook has given money in foreign exchange as Loan to this Company, regarding this the information about RBI formalities are complied with or not are not given to us.*

**Companies (Auditors Report) Order, 2003 for the year ended March 31, 2012**

*Clause i (b) - The fixed assets have not been physically verified by the management during the year and there is no regular programme of verification which, in our opinion, is not reasonable having regard to the size of the company and nature of the assets.*

*Clause ii (a) – This is a service company, and company have inventory of Rs. 47,99,800/-. The physical verification of this inventory has not been made by the Company and also the Company does not have proper programme for physical verification of the inventory.*

*Clause iv – In our opinion and according to the information and explanations given to us, we found that there are not an adequate internal control procedures commensurate with the size of the company and the nature of its business for the purchase of inventory, fixed assets and also for the sale of goods. During the course of our audit, we have not observed any major weakness in internal controls. We want to say that the company have to improve on this controls to safeguard the interest of the company’s revenue.*

*Clause vii- In our opinion, the internal audit system of the company is not commensurate with its size and nature. We want to say that there was no internal audit done by the company for this year.*

**Audit Report for the year ended March 31, 2013**

- (i) *Qualification regarding unsecured loan from Shrook the comment given in the last audit report remains the same.*

**Companies (Auditors Report) Order, 2003 for the year ended March 31, 2013**

*Clause i (b) - The fixed assets have not been physically verified by the management during the year and there is no regular programme of verification which, in our opinion, is not reasonable having regard to the size of the company and nature of the assets.*

*Clause ii (a) – This is a service company, and company have inventory of Rs. 77, 89,950/- . The physical verification of this inventory has not been made by the Company and also the Company does not have proper programme for physical verification of the inventory.*

*Clause iv – In our opinion and according to the information and explanations given to us, we found that there are not an adequate internal control procedures commensurate with the size of the company and the nature of its business for the purchase of inventory, fixed assets and also for the sale of goods. During the course of our audit, we have not observed any major weakness in internal controls. We want to say that the company have to improve on this controls to safeguard the interest of the company’s revenue.*

**Companies (Auditors Report) Order, 2015 for the year ended March 31, 2015**

*Clause vii (a) The Company is regular in depositing undisputed statutory dues including provident fund, income-tax, sales tax, duty of customs, value added tax, material statutory dues applicable to it with the appropriate authorities except in few instances payments are delayed by 1 to 15 days.*

*Clause ii- According to the information and explanations given to us, the Management of the Company capitalized the opening inventory during the year. There is no closing inventory as on 31<sup>st</sup> March, 2015.*

7. Audit for the period ended on September 30, 2015 was conducted by **M/s SMD & Company Chartered Accountants**, for the financial year ended on March 31, 2015 was conducted by **M/s Surendra Parikh & Co, Chartered Accountants**, for the financial year ended on March 31, 2014 was conducted by **M/s R Soni & Co, Chartered Accountants** and for the financial year ended March 31, 2013 and 2012 was conducted by **M/s.Ramesh S Sawant & Co, Chartered Accountants** and accordingly reliance has been placed on the financial information examined by them for the said years. The financial report included for these years is based solely on the report submitted by them. Further financial statements for the period / financial year ended on September 30, 2015 and March 31, 2015 have been reaudited by us as per the relevant guidelines.

8. 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 September 30, 2015, March 31, 2015, 2014, 2013 and 2012 proposed to be included in the Draft Prospectus / Prospectus (“**Offer Document**”).

**Annexure of Restated Financial Statements of the Company:-**

1. Summary Statement of Assets and Liabilities, as Restated as ANNEXURE I;
2. Summary Statement of Profit and Loss, as Restated as ANNEXURE II;
3. Summary Statement of Cash Flow as Restated as ANNEXURE III;
4. Significant Accounting Policies as Restated in ANNEXURE IV;
5. Details of Details of Share Capital as Restated as appearing in ANNEXURE V to this report;
6. Details of Reserves and Surplus as Restated as appearing in ANNEXURE VI to this report;
7. Details of Long Term Borrowings as Restated as appearing in ANNEXURE VII to this report;
8. Details of Deferred Tax Assets / Liabilities as Restated as appearing in ANNEXURE VIII to this report;
9. Details of Other Long Term Liabilities as Restated as appearing in ANNEXURE IX to this report;
10. Details of Long Term Provisions as Restated as appearing in ANNEXURE X to this report;
11. Details of Short Term Borrowings As Restated as appearing in ANNEXURE – XI to this report;
12. Details of Trade Payables as Restated as appearing in ANNEXURE XII to this report;
13. Details of Other Current Liabilities as Restated as appearing in ANNEXURE XIII to this report;
14. Details of Short Term Provisions as Restated as appearing in ANNEXURE XIV to this report;
15. Details of Other Non Current Assets as Restated as appearing in ANNEXURE XV to this report;
16. Details of Inventories as Restated as appearing in ANNEXURE XVI to this report;
17. Details of Trade Receivables as Restated as appearing in ANNEXURE XVII to this report;
18. Details of Cash And Cash Equivalents as appearing in ANNEXURE XXVIII to this report;
19. Details of Short term Loans & Advances as Restated as appearing in ANNEXURE XIX to this report;
20. Details of Other Current Assets as Restated as appearing in ANNEXURE XX to this report;
21. Details of Revenue from Operations as Restated as appearing in ANNEXURE XXI to this report;
22. Details of Other Income as Restated as appearing in ANNEXURE XXII to this report;
23. Details of Related Party Transaction as Restated as appearing in ANNEXURE XXIII to this report;
24. Summary of Significant Accounting Ratios as Restated as appearing in ANNEXURE XXIV to this report;
25. Capitalisation Statement as at 30<sup>th</sup> September, 2015 as Restated as appearing in ANNEXURE XXV to this report;

26. Statement of Tax Shelters as Restated as appearing in ANNEXURE XXVI to this report;
27. Details of Reconciliation of Restated Profit as appearing in ANNEXURE XXVII to this report.
9. 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.
10. We have no responsibility to update our report for events and circumstances occurring after the date of the report.
11. In our opinion, the above financial information contained in Annexure I to XXVII of this report read with the respective Significant Accounting Policies and Notes to Restated Summary Statements as set out in Annexure IV 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.
12. Our report is intended solely for use of the management and for inclusion in the Offer Document in connection with the SME IPO. Our report should not be used, referred to or adjusted for any other purpose except with our consent in writing.

**For M/s Ramanand and Associates**  
**Chartered Accountants**  
**Firm Registration no. 117776W**

**(CA Ramanand Gupta)**

**Managing Partner**  
**Membership No.103975**

**Mumbai, February 5, 2016**



**STATEMENT OF ASSETS AND LIABILITIES AS RESTATED**

(Rs. in Lakhs)

Sr. No	Particulars	As at September 30, 2015	As at March 31,			
			2015	2014	2013	2012
	<b>EQUITY AND LIABILITIES</b>					
<b>1)</b>	<b><u>Shareholders Funds</u></b>					
	a. Share Capital	328.68	328.68	147.24	1.00	1.00
	b. Reserves & Surplus	119.49	81.03	52.91	18.70	1.28
<b>2)</b>	<b>Share Application Money Pending Allotment</b>	-	-	-	51.00	29.00
<b>3)</b>	<b><u>Non Current Liabilities</u></b>					
	a. Long Term Borrowings	1,945.50	1,073.33	632.87	188.77	228.76
	b. Deferred Tax Liabilities	-	-	-	0.15	0.57
	c. Other Long Term Liabilities	51.68	51.68	-	4.50	-
	d. Long Term Provisions	5.28	9.15	4.06	2.80	0.26
<b>4)</b>	<b><u>Current Liabilities</u></b>					
	a. Short Term Borrowings	12.60	89.54	22.48	35.34	-
	b. Trade Payables	568.47	441.70	437.54	316.25	15.26
	c. Other Current Liabilities	570.59	276.43	411.72	224.37	97.11
	d. Short Term Provisions	0.36	0.39	0.20	0.08	0.00
	<b>T O T A L</b>	<b>3,602.65</b>	<b>2,351.93</b>	<b>1,709.01</b>	<b>842.97</b>	<b>373.25</b>
	<b>ASSETS</b>					
<b>5)</b>	<b><u>Non Current Assets</u></b>					
	a. Fixed Assets					
	i. Tangible Assets	2,750.71	2,096.99	790.14	416.00	169.77
	i. Intangible Assets	-	-	1.53	1.53	-
	Less: Accumulated Depreciation	424.35	279.00	85.96	18.44	4.31
	ii. Capital Work in Progress	43.03	-	-	-	-
	<b>Net Block</b>	<b>2,369.39</b>	<b>1,817.99</b>	<b>705.71</b>	<b>399.09</b>	<b>165.46</b>
	b. Deferred Tax Assets (Net)	13.19	11.96	2.01	-	-
	c. Non-current Investments	-	-	-	-	-
	d. Long Term Loans & Advances	-	-	-	-	-
	e. Other Non Current Assets	100.35	30.46	18.04	22.34	18.00
<b>6)</b>	<b><u>Current Assets</u></b>					
	a. Inventories	-	-	368.53	77.90	48.00
	b. Trade Receivables	311.22	238.21	379.33	263.61	84.00
	c. Cash and Cash Equivalents	419.42	121.93	51.52	11.42	23.76
	d. Short Term Loans & Advances	80.90	13.43	99.00	21.57	17.98
	e. Other Current Assets	308.18	117.96	84.87	47.04	16.05
	<b>T O T A L</b>	<b>3,602.65</b>	<b>2,351.93</b>	<b>1,709.01</b>	<b>842.97</b>	<b>373.25</b>

**STATEMENT OF PROFIT AND LOSS AS RESTATED**

Sr. No.	Particulars	For the period ended September 30, 2015	For the year ended March 31,			
			2015	2014	2013	2012
<b>A</b>	<b>INCOME</b>					
	Revenue from Operations	2,081.47	3,041.52	2,213.90	2,062.18	547.56
	Other Income	4.26	0.61	2.15	-	-
	<b>Total Income (A)</b>	<b>2,085.73</b>	<b>3,042.13</b>	<b>2,216.05</b>	<b>2,062.18</b>	<b>547.56</b>
<b>B</b>	<b>EXPENDITURE</b>					
	Cost of Material Consumed	-	-	-	-	-
	Purchase of Stock in Trade	118.27	255.62	670.25	598.39	429.35
	Changes in inventories of finished goods, traded goods and work-in-progress	-	-	(290.63)	(29.90)	(48.00)
	Employee benefit expenses	179.17	221.07	160.66	175.94	94.71
	Finance costs	58.85	121.92	56.24	5.32	0.76
	Depreciation and amortisation expense	145.35	198.64	67.28	14.13	4.31
	Other Expenses	1,528.16	2,182.86	1,488.33	1,273.10	64.56
	<b>Total Expenses (B)</b>	<b>2,029.80</b>	<b>2,980.11</b>	<b>2,152.13</b>	<b>2,036.98</b>	<b>545.69</b>
<b>C</b>	<b>Profit before extraordinary items and tax</b>	<b>55.93</b>	<b>62.02</b>	<b>63.92</b>	<b>25.20</b>	<b>1.86</b>
	Extraordinary items	-	-	-	-	-
<b>D</b>	<b>Profit before tax</b>	<b>55.93</b>	<b>62.02</b>	<b>63.92</b>	<b>25.20</b>	<b>1.86</b>
	<i>Tax expense :</i>					
	(i) Current tax	18.70	29.96	22.00	8.21	0.35
	(ii) Deferred tax	(1.22)	(9.95)	(2.16)	(0.42)	0.57
	(iii) MAT credit	-	-	-	-	(0.35)
<b>E</b>	<b>Total Tax Expense</b>	<b>17.48</b>	<b>20.01</b>	<b>19.84</b>	<b>7.79</b>	<b>0.57</b>
<b>F</b>	<b>Profit for the year (D-E)</b>	<b>38.45</b>	<b>42.01</b>	<b>44.08</b>	<b>17.41</b>	<b>1.29</b>

**STATEMENT OF CASH FLOW AS RESTATED**

(Rs. in Lakhs)

Particulars	As at September 30, 2015	As at March 31, 2015	As at March 31, 2014	As at March 31, 2013	As at March 31, 2012
<b><u>Cash flow from operating activities:</u></b>					
Net Profit before tax as per Profit And Loss A/c	55.93	62.02	63.92	25.21	1.86
Adjusted for:					
Loss on sale of asset	-	2.73	-	-	-
Depreciation & Amortisation	145.35	198.64	67.52	14.13	4.31
Interest & Finance Cost	58.44	120.94	44.28	4.91	-
Interest income	-	(0.61)	(0.29)	-	-
<b>Operating Profit Before Working Capital Changes</b>	<b>259.72</b>	<b>383.72</b>	<b>175.43</b>	<b>44.25</b>	<b>6.17</b>
Adjusted for (Increase)/ Decrease:					
Trade Receivables	(73.01)	141.12	(115.73)	(179.61)	(84.00)
Inventories	-	368.53	(290.63)	(29.90)	(48.00)
Loans and advances	(67.47)	85.58	(77.44)	0.51	(11.59)
Other Current & Non Current Assets	(260.30)	(45.52)	(33.53)	(35.33)	(34.05)
Short-Term Provisions	(3.90)	5.28	1.37	2.61	0.26
Trade payables	126.76	4.16	121.29	300.99	15.26
Other Long Term Liabilities	294.16	(83.61)	182.85	131.75	97.12
<b>Cash Generated From Operations Before Extra-Ordinary Items</b>	<b>275.96</b>	<b>859.28</b>	<b>(36.37)</b>	<b>235.27</b>	<b>(58.84)</b>
Add:- Extra-Ordinary Items	-	-	-	-	-
<b>Cash Generated From Operations</b>	<b>275.96</b>	<b>859.28</b>	<b>(36.37)</b>	<b>235.27</b>	<b>(58.84)</b>
Direct Tax Paid	(18.50)	(29.96)	(31.87)	(12.30)	(6.39)
<b>Net Cash Flow from/(used in) Operating Activities: (A)</b>	<b>257.45</b>	<b>829.32</b>	<b>(68.24)</b>	<b>222.97</b>	<b>(65.23)</b>
<b><u>Cash Flow From Investing Activities:</u></b>					
Purchase of Fixed Assets	(696.75)	(1,316.39)	(374.14)	(247.76)	(169.77)
Sale of Fixed Asset	-	2.76	-	-	-
Interest income on loans & advances given	-	0.61	0.29	-	-
<b>Net Cash Flow from/(used in) Investing Activities: (B)</b>	<b>(696.75)</b>	<b>(1,313.03)</b>	<b>(373.86)</b>	<b>(247.76)</b>	<b>(169.77)</b>

Particulars	As at September 30, 2015	As at March 31, 2015	As at March 31, 2014	As at March 31, 2013	As at March 31, 2012
<b><u>Cash Flow from Financing Activities:</u></b>					
Proceeds From Share Capital	-	167.55	95.24	22.00	30.00
Proceeds from Long Term & Short term borrowings (net)	795.23	507.51	431.23	(4.64)	228.76
Interest & Financial Charges	(58.44)	(120.94)	(44.28)	(4.91)	-
<b>Net Cash Flow from/(used in) Financing Activities ( C )</b>	<b>736.79</b>	<b>554.12</b>	<b>482.20</b>	<b>12.45</b>	<b>258.76</b>
Net Increase/(Decrease) in Cash & Cash Equivalents (A+B+C)	297.49	70.41	40.10	(12.34)	23.76
Cash & Cash Equivalents As At Beginning of the Year	121.93	51.52	11.42	23.76	-
Cash & Cash Equivalents As At End of the Year	419.42	121.93	51.52	11.42	23.76

## **SIGNIFICANT ACCOUNTING POLICIES**

### **CORPORATE INFORMATION**

Lancer Container Lines Limited was incorporated in the year 2011. The first financial statements were prepared by the Company for the period from March 7, 2011 to March 31, 2012. The Company is into the business of Non Vessel Owning Common Carrier, Container Trading and leasing, Freight Forwarding, Transportation and Yard sector.

#### **A. Basis of preparation of Financial Statements:**

The restated summary statement of assets and liabilities of the Company as at September 30, 2015, March 31, 2015, 2014, 2013 and 2012 and the related restated summary statement of profits and loss and cash flows for the period / years ended September 30, 2015, March 31, 2015, 2014, 2013 and 2012 (herein collectively referred to as ('Restated Summary Statements')) have been compiled by the management from the audited financial statements of the Company for the period /years ended on September 30, 2015, March 31, 2015, 2014, 201 and 2012, approved by the Board of Directors of the Company. Restated Summary Statements have been prepared to comply in all material respects with the provisions of Part I of Chapter III of the Companies Act, 2013 read with Companies (Prospectus and Allotment of Securities) Rules, 2014, Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2009 ("the SEBI Guidelines") issued by SEBI and Guidance note on Reports in Companies Prospectus (Revised) issued by the Institute of Chartered Accountants of India. Restated Summary Statements have been prepared specifically for inclusion in the offer document to be filed by the Company with the SME Platform of BSE in connection with its proposed Initial public offering of equity shares. The Company's management has recast the financial statements in the form required by Schedule III of the Companies Act, 2013 for the purpose of Restated Summary Statements.

#### **B. Use of Estimates:**

The preparation of financial statements requires management to make estimates and assumptions that affect amounts in the financial statements and reported notes thereto. Actual results could differ from these estimates. Differences between the actual result and estimates are recognized in periods in which the results are known/ materialized.

#### **C. Fixed Assets:**

Fixed assets are stated at cost of acquisition or construction less accumulated depreciation and impairment loss, if any. The cost of an asset comprises of its purchase price and any directly attributable cost of bringing the assets to working condition for its intended use. Expenditure on additions, improvements and renewals is capitalized and expenditure for maintenance and repairs is charged to profit and loss account.

#### **D. Depreciation:**

Upto 31st March 2014, depreciation on fixed assets is provided on Written Down Value (WDV) at the rate and manner prescribed in schedule XIV of the Companies Act, 1956 over their useful life.

With effect from 1st April 2014, depreciation is provided on Written Down Value (WDV) on the balance useful life of asset as prescribed in schedule II of Companies Act 2013.

#### **E. Valuation of Inventories:**

Inventory of traded containers is valued at cost or net realizable value whichever is lower.

#### **F. Valuation of Investments:**

- i. Investments that are readily realizable and intended to be held for not more than a year are classified as current investments. All other investments are classified as long term investments.

- ii. Current Investments are carried at lower of cost and fair value determined on an individual investment basis.
- iii. Long-term investments are carried at cost. However, provision for diminution in value is made to recognize a decline other than temporary in the value of investments.

#### **G. Revenue Recognition:**

Revenue from service rendered is recognized as income on completion of service. Revenue from sale of goods is recognized as income when significant risks related to the goods are transferred to the buyer. Interest income is recognized on time proportion basis.

#### **H. Employee Benefits:**

##### **i. Short Term Employee Benefits:**

All employee benefits payable within twelve months of rendering of services are classified as short term benefits. Benefits include salaries, wages, awards, ex-gratia, performance pay, etc. and are recognized in the period in which the employee renders the related service. Liability on account of encashment of leave, Bonus to employee is considered as short term compensated expense provided on actual.

##### **ii. Post Employment Benefit :**

###### **a. Defined Contribution Plan:**

Provident fund is a defined contribution scheme established under a State Plan. The contributions to the scheme are charged to the profit & loss account in the year when the contributions to the fund are due.

###### **b. Defined Benefit Plan:**

Gratuity is recognized as an expense in the Statement of Profit and Loss for the year in which the employee has rendered services. The expense is recognized at the present value of the amount payable determined using actuarial valuation techniques. Actuarial gains and losses in respect of such benefits are charged to the Statement of Profit and Loss.

#### **I. Earning Per Share**

Basic earning per share is computed by dividing the net profit after tax for the year after prior period adjustments attributable to equity shareholders by the weighted average number of equity shares outstanding during the year. The weighted average number of equity shares outstanding during the year is adjusted for events, such as bonus issue and share split that have changed the number of equity shares.

#### **J. Taxation & Deferred Tax**

Provision for Current Tax is made in accordance with the provision of Income Tax Act, 1961. Deferred tax is recognized on timing differences between taxable & accounting income / expenditure that originates in one period and are capable of reversal in one or more subsequent period(s).

#### **K. Contingent Liabilities / Provisions**

Contingent liabilities are not provided in the accounts and are disclosed separately in notes on accounts.

## **L. Impairment Of Assets**

The company assesses at each balance sheet date whether there is any indication due to external factors that an asset or group of assets comprising a cash generating unit (CGU) may be impaired. If any such indication exists, the company estimates the recoverable amount of the asset. If such recoverable amount of the asset or the recoverable amount of the CGU, to which the asset belongs is less than the carrying amount of the asset or the CGU as the case may be, the carrying amount is reduced to its recoverable amount and the reduction is treated as impairment loss and is recognized in the statement of profit and loss. If at any subsequent balance sheet date, there is an indication that a previously assessed impairment loss no longer exists, the recoverable amount is re assessed and the asset is reflected at recoverable amount subject to a maximum of depreciated historical cost and is accordingly reversed in the statement of profit and loss.

### ***Presentation and disclosure of financial statements***

During the year ended 31 March 2012, the Revised Schedule VI notified under the Act, had become applicable to the Company, for preparation and presentation of its financial statements. Accordingly, the Company has prepared the financial statements for the year ended 31 March 2012 onwards in accordance with Revised Schedule VI of the Act. The adoption of Revised Schedule VI of the Act does not impact recognition and measurement principles followed for preparation of financial statements. However, it has significant impact on presentation and disclosures made in the financial statements.



**RESTATED STATEMENT OF SHARE CAPITAL**

**ANNEXURE – V**

*(Rs. in Lakhs)*

Particulars	For the period ended September 30, 2015	For the year ended March 31,			
		2015	2014	2013	2012
<b>SHARE CAPITAL :</b>					
<b>AUTHORISED:</b>					
Equity shares	500.00	500.00	500.00	1.00	1.00
	<b>500.00</b>	<b>500.00</b>	<b>500.00</b>	<b>1.00</b>	<b>1.00</b>
<b>ISSUED, SUBSCRIBED AND PAID UP:</b>					
Equity shares	328.68	328.68	147.24	1.00	1.00
<b>TOTAL</b>	<b>328.68</b>	<b>328.68</b>	<b>147.24</b>	<b>1.00</b>	<b>1.00</b>

**RECONCILIATION OF NUMBER OF SHARES OUTSTANDING AT THE END OF THE YEAR**

Particulars	For the period ended September 30, 2015	For the year ended March 31,			
		2015	2014	2013	2012
Equity shares at the beginning of the year / period	32,86,770	14,72,430	1,000	1,000	-
Add: Shares Issued during the year	-	7,18,750	1,46,243	-	1,000
Add: Bonus Shares Issued during the year	-	10,95,590	-	-	-
<b>Equity shares at the end of the year</b>	<b>32,86,770</b>	<b>32,86,770</b>	<b>1,47,243</b>	<b>1,000</b>	<b>1,000</b>

**Details of shareholders holding more than 5% of the aggregate shares in the company**

Particulars	As at September 30, 2015		As at March 31, 2015		As at March 31, 2014		As at March 31, 2013		As at March 31, 2012	
	No. of Shares Held	% of Holding	No. of Shares Held	% of Holding	No. of Shares Held	% of Holding	No. of Shares Held	% of Holding	No. of Shares Held	% of Holding
Abdul Khalik Chataiwala	14,57,520	44.35%	14,57,520	44.35%	84,368	57.30%	500	50.00%	500	50.00%
Balachander Mudaliyar	9,85,875	30.00%	9,85,875	30.00%	32,125	21.82%	500	50.00%	500	50.00%
Tarannum Chataiwala	5,51,250	16.77%	5,51,250	16.77%	30,750	20.88%	-	-	-	-
Badoor Textiles LLC	2,92,125	8.89%	2,92,125	8.89%	-	-	-	-	-	-

Note;

1. During the year 2014-15 Equity Shares of face value Rs 100 each were divided into 10 Equity Shares of face value Rs 10 each
2. During the year 2014-15 10,95,590 shares were issued as bonus shares in the ratio of 1 Share for every 2 shares held

**DETAILS OF RESERVES & SURPLUS AS RESTATED**

Particulars	For the period ended September 30, 2015	For the year ended March 31,			
		2015	2014	2013	2012
<b>PROFIT AND LOSS</b>					
Opening Balance	81.03	52.91	18.70	1.28	-
Add: Profit / (Loss) for the year / period	38.45	42.01	44.08	17.42	1.28
Less: Excess provision w/off	-	-	(9.87)		
Less: Utilised for issue of Bonus Shares	-	(13.89)	-	-	-
<i>Closing Balance</i>	119.49	81.03	52.91	18.70	1.28
<b>SECURITIES PREMIUM ACCOUNT</b>					
Opening Balance	-	-	-	-	-
Add: Premium received during the year	-	95.67	-	-	-
Less: Utilised for Bonus Shares issued	-	(95.67)	-	-	-
Closing Balance	-	-	-	-	-
<b>TOTAL</b>	<b>119.49</b>	<b>81.03</b>	<b>52.91</b>	<b>18.70</b>	<b>1.28</b>

**DETAILS OF LONG TERM BORROWINGS AS RESTATED**

**ANNEXURE VII**

(Rs. In Lakhs)

Particulars	For the period ended September 30, 2015	For the year ended March 31,			
		2015	2014	2013	2012
<b>Secured Loans</b>					
<b>-Term Loans</b>					
-From Banks	1157.75	268.31	362.33	61.00	-
<b>-Buyer's credit</b>	658.61	647.96	-	-	-
<b>-Vehicle Loan</b>					
-From Banks & NBFC	128.13	157.06	270.54	24.18	-
<b>Unsecured Loans</b>					
-From Directors & Related Parties	1.01	-	-	-	-
-From Others	-	-	-	103.59	228.76
<b>TOTAL</b>	<b>1,945.50</b>	<b>1,073.33</b>	<b>632.87</b>	<b>188.77</b>	<b>228.76</b>

**NATURE OF SECURITY AND TERMS OF REPAYMENT FOR LONG TERM BORROWINGS**

Nature of Security	Terms of Repayment
Foreign Currency Demand Loan is secured against entire movable fixed assets of the company (containers) procured out of term loan and collaterally secured by mortgage of commercial shops at Belapur and personally guaranteed by all directors	The loan is repayable in 72 instalments after a moratorium period of 12 months
The buyer's credit is primarily secured by first charge over the containers purchased through the funding of this facility and pari passu charges over the entire current assets of the Company present and future and exclusive charge by equitable mortgage of residential property located at Belapur and personally guaranteed by director and his relatives.	It is due for repayment on the completion of third year i.e. by 31.03.2018
Deutsche Bank loan is secured against home	The loan is repayable during the term of 180 month having EMI of Rs. 5,76,172 per month
Karnataka Bank Loan is secured against commercial premises situated at Belapur	The loan is repayable in 60 monthly instalments
Tata Capital Loan is secured against hypothecation of vehicle	The loan is repayable in 46 monthly instalments
ICICI Bank Loan is secured against hypothecation of vehicle	The loan is repayable in 47 monthly instalments
Axis Bank Loan is secured against hypothecation of vehicle	The loan is repayable in 47 monthly instalments
Axis Bank Loan is secured against hypothecation of vehicle	The loan is repayable in 41 monthly instalments
Tata Motors Finance Loan is secured against hypothecation of vehicle	The loan is repayable in 46 monthly instalments
Cholamandlam Loan is secured against hypothecation of vehicle	The loan is repayable in 47 monthly instalments

**DETAILS OF DEFERRED TAX (ASSETS)/LIABILITIES AS RESTATED ANNEXURE VIII**

*(Rs. in Lakhs)*

Particulars	For the period ended September 30, 2015	For the year ended March 31,			
		2015	2014	2013	2012
<b>DEFERRED TAX LIABILITY</b>					
Related to Fixed Assets	-	-	-	1.04	0.94
<b>DEFERRED TAX ASSET</b>					
Related to disallowances u/s 43B	1.78	2.98	1.34	0.89	0.08
Related to Unabsorbed Depreciation	-	-	-	-	0.29
Related to fixed Assets	11.41	8.98	0.67	-	-
<b>Deferred Tax Liability/(ASSET)(net) after adjustments</b>	<b>(13.19)</b>	<b>(11.96)</b>	<b>(2.01)</b>	<b>0.15</b>	<b>0.57</b>

**DETAILS OF OTHER LONG TERM LIABILITIES AS RESTATED ANNEXURE IX**

*(Rs. in lakhs)*

Particulars	For the period ended September 30, 2015	For the year ended March 31,			
		2015	2014	2013	2012
Deposit Received	51.68	51.68	-	4.50	-
<b>Total</b>	<b>51.68</b>	<b>51.68</b>	<b>-</b>	<b>4.50</b>	<b>-</b>

**DETAILS OF LONG TERM PROVISIONS AS RESTATED**

**ANNEXURE X**

*(Rs. in lakhs)*

Particulars	For the period ended September 30, 2015	For the year ended March 31,			
		2015	2014	2013	2012
Provision for Employee Benefits	5.28	9.15	4.06	2.80	0.26
<b>Total</b>	<b>5.28</b>	<b>9.15</b>	<b>4.06</b>	<b>2.80</b>	<b>0.26</b>

**DETAILS OF SHORT TERM BORROWINGS AS RESTATED**
**ANNEXURE XI**
*(Rs. in Lakhs)*

Particulars	For the period ended September 30, 2015	For the year ended March 31,			
		2015	2014	2013	2012
<b>Secured</b>					
- Bank Overdraft	12.60	89.54	22.48	35.34	-
<b>Total</b>	<b>12.60</b>	<b>89.54</b>	<b>22.48</b>	<b>35.34</b>	<b>-</b>

Primarily secured by first charge over the entire current assets of the Company, present and future and collateral secured by three commercial premises

**DETAILS OF TRADE PAYABLES AS RESTATED**
**ANNEXURE XII**
*(Rs. in Lakhs)*

Particulars	For the period ended September 30, 2015	For the year ended March 31,			
		2015	2014	2013	2012
Micro, Small and Medium Enterprises	-	-	-	-	-
Others	568.47	441.70	437.54	316.25	15.26
<b>Total</b>	<b>568.47</b>	<b>441.70</b>	<b>437.54</b>	<b>316.25</b>	<b>15.26</b>

\*The Company has not received any information from the suppliers regarding their status under MSME Act, 2006. Thus in the absence of relevant information all trade payables are classified as other than MSME trade payables

**DETAILS OF OTHER CURRENT LIABILITIES AS RESTATED**
**ANNEXURE – XIII**
*(Rs. in Lakhs)*

Particulars	For the period ended September 30, 2015	For the year ended March 31,			
		2015	2014	2013	2012
Current Maturities of Long Term Debts	212.23	204.68	187.19	65.16	-
Creditors for Capital Goods	-	-	-	-	-
Creditors for Expenses	87.19	27.30	-	17.64	14.05
Advance from Customers	73.78	29.88	224.53	138.25	82.94
Advance Share Application Money Received	173.91	-	-	-	-
Statutory Dues	23.48	14.57	-	3.32	0.12
<b>Total</b>	<b>570.59</b>	<b>276.43</b>	<b>411.72</b>	<b>224.37</b>	<b>97.11</b>

**DETAILS OF SHORT TERM PROVISIONS AS RESTATED**

**ANNEXURE XIV**

*(Rs. in Lakhs)*

Particulars	For the period ended September 30, 2015	For the year ended March 31,			
		2015	2014	2013	2012
Provision for Employee Benefits	0.36	0.39	0.20	0.08	0.00
Provision for Taxation	-	-	-	-	-
<b>Total</b>	<b>0.36</b>	<b>0.39</b>	<b>0.20</b>	<b>0.08</b>	<b>0.00</b>

**DETAILS OF OTHER NON CURRENT ASSETS AS RESTATED**

**ANNEXURE XV**

*(Rs. in lakhs)*

Particulars	For the period ended September 30, 2015	For the year ended March 31,			
		2015	2014	2013	2012
Deposits	30.35	30.46	18.04	22.34	18.00
Capital Advance	70.00	-	-	-	-
<b>Total</b>	<b>100.35</b>	<b>30.46</b>	<b>18.04</b>	<b>22.34</b>	<b>18.00</b>

**DETAILS OF INVENTORIES AS RESTATED**

**ANNEXURE-XVI**

*(Rs. in lakhs)*

Particulars	For the period ended September 30, 2015	For the year ended March 31,			
		2015	2014	2013	2012
Stock in Trade	-	-	368.53	77.90	48.00
<b>Total</b>	<b>-</b>	<b>-</b>	<b>368.53</b>	<b>77.90</b>	<b>48.00</b>



**DETAILS OF TRADE RECEIVABLES**

Particulars	For the period ended September 30, 2015	For the year ended March 31,			
		2015	2014	2013	2012
<u>Unsecured, Considered Good, unless otherwise stated</u>					
- Outstanding for more than Six Months	-	-	-	-	-
From Directors/ Promoter/ Promoter Group/Relatives of Directors and Group Companies	-	-	-	-	-
From Others	21.37	16.68	-	-	-
- Other Debts					
From Directors / Promoter / Promoter Group / Relatives of Directors and Group Companies	-	-	-	-	-
From Others	289.85	221.53	379.33	263.61	84.00
<b>Total</b>	<b>311.22</b>	<b>238.21</b>	<b>379.33</b>	<b>263.61</b>	<b>84.00</b>

**DETAILS OF CASH AND CASH EQUIVALENTS**

**ANNEXURE XXVIII**  
(Rs. in lakhs)

Particulars	For the period ended September 30, 2015	For the year ended March 31,			
		2015	2014	2013	2012
Cash In Hand	19.70	16.74	6.59	11.42	4.72
Balance with Bank	399.72	105.19	44.93	-	19.04
<b>Total</b>	<b>419.42</b>	<b>121.93</b>	<b>51.52</b>	<b>11.42</b>	<b>23.76</b>

**DETAILS OF SHORT TERM LOANS & ADVANCES**

**ANNEXURE- XIX**  
(Rs. in lakhs)

Particulars	For the period ended September 30, 2015	For the year ended March 31,			
		2015	2014	2013	2012
Loans and Advances to Other Parties	12.06	3.41	80.58	10.77	10.00
Loans and Advances to Related Parties	-	-	-	0.26	-
Balance with Revenue	-	2.98	10.13	0.06	1.59

Particulars	For the period ended September 30, 2015	For the year ended March 31,			
		2015	2014	2013	2012
Authorities					
Advance Tax, MAT & TDS (Net of Provision)	68.84	7.04	8.29	10.48	6.39
<b>Total</b>	<b>80.90</b>	<b>13.43</b>	<b>99.00</b>	<b>21.57</b>	<b>17.98</b>

**DETAILS OF OTHER CURRENT ASSETS AS RESTATED**

**ANNEXURE XX**

*(Rs. in lakhs)*

Particulars	For the period ended September 30, 2015	For the year ended March 31,			
		2015	2014	2013	2012
Prepaid Expenses	34.98	8.37	-	22.88	12.61
Advance to Suppliers	215.34	109.59	84.87	24.16	3.44
Fixed deposits	57.86	-	-	-	-
<b>TOTAL</b>	<b>308.18</b>	<b>117.96</b>	<b>84.87</b>	<b>47.04</b>	<b>16.05</b>

**DETAILS OF REVENUE FROM OPERATIONS AS RESTATED**

**ANNEXURE XXI**

*(Rs in lakhs)*

Particulars	For the period ended September 30, 2015	For the year ended March 31,			
		2015	2014	2013	2012
Sales of Traded Goods	239.89	255.20	450.90	688.19	468.31
Sales of Manufactured Goods	-	-	-	-	-
Sale of Services	1,841.58	2,786.32	1,763.00	1,373.99	79.25
Turnover in respect of products not normally dealt with	-	-	-	-	-
<b>Total</b>	<b>2,081.47</b>	<b>3,041.52</b>	<b>2,213.90</b>	<b>2,062.18</b>	<b>547.56</b>

**DETAILS OF OTHER INCOME AS RESTATED**

**Annexure XXII**  
*(Rs in lakhs)*

Particulars	For the period Ended September 30, 2015	For the Year Ended March 31, 2015	For the Year Ended March 31, 2014	For the Year Ended March 31, 2013	For the Year Ended March 31, 2012	Nature
Other Income	4.26	0.61	2.15	-	-	-
Net Profit Before Tax as Restated	55.93	62.02	63.92	25.21	1.86	-
<b>Percentage</b>	<b>7.62%</b>	<b>0.98%</b>	<b>3.37%</b>	<b>0.00%</b>	<b>0.00%</b>	
<b>Source of Income</b>						
Interest Income	-	-	0.29	-	-	Recurring and not related to business activity
Interest received on Income Tax Refund	-	0.61	-	-	-	Recurring and not related to business activity.
Discount	0.10	-	-	-	-	Recurring and related to business activity
Insurance Claim	0.27	-	-	-	-	Non Recurring and not related to business activity
Sundry Balance Written off	-	-	0.02	-	-	Recurring and related to business activity
Reversal of Gratuity	3.90	-	-	-	-	Recurring and related to business activity
Miscellaneous Income	-	-	1.85	-	-	Recurring and not related to business activity
<b>Total Other income</b>	<b>4.26</b>	<b>0.61</b>	<b>2.15</b>	<b>-</b>	<b>-</b>	

**RELATED PARTY TRANSACTION**

*(Rs in lakhs)*

Name	Relation	Nature of Transaction	Amount of Transaction upto Sept 30, 2015	Amount Outstanding as on 30.09.2015 (Payable)/ Receivable	Amount of Transaction in 2014-15	Amount Outstanding as on 31.03.15 (Payable)/ Receivable	Amount of Transaction in 2013-14	Amount Outstanding as on 31.03.14 (Payable)/ Receivable	Amount of Transaction in 2012-13	Amount Outstanding as on 31.03.2013 (Payable)/ Receivable	Amount of Transaction in 2011-12	Amount Outstanding as on 31.03.2012 (Payable)/ Receivable
Swaminathan Iyer	Director	Remuneration	4.39	-	9.00	-	4.75	-	-	-	-	-
Abdul Khalik Chataiwala	Director	Remuneration	59.89	-	14.75	-	12.00	-	0.87	-0.87	7.50	-
Balachandrar T Mudaliyar	Director	Remuneration	11.18	-	14.75	-	12.00	-	0.35	-0.35	6.80	-
Tarannum Chataiwala	Spouse of Director	Salary	2.89	-	3.00	-	2.40	-0.27	0.30	-0.30	-	-
		Loans given	-	-	-	-	-	-	0.26	0.26	-	-
Khairunnisa Chataiwala	Relative of Director	Loans taken	-	-	-	-	15.20	-	86.00	-	-	-
		Loans repaid back	-	-	-	-	15.20	-	86.00	-	-	-
Green Reality	Entity of Relative of Director	Loans taken	-	-	-	-	5.40	-	80.28	-	-	-
		Loans repaid back	-	-	-	-	5.40	-	80.28	-	-	-
Deepa S Nair	Spouse of Director	Salary	-	-	4.50	-	1.50	-	-	-	-	-
B. Geetha	Spouse of Director	Salary	4.39	-	3.00	-	-	-	-	-	-	-

**SUMMARY OF SIGNIFICANT ACCOUNTING RATIOS**

**ANNEXURE XXIV**

*(Rs. in lakhs)*

Particulars	For the period ended September 30, 2015	For the year ended March 31,			
		2015	2014	2013	2012
Restated PAT as per P& L Account (A)	38.45	42.01	44.08	17.42	1.28
Net Worth (B)	448.17	409.72	200.16	19.70	2.28
<b>Earning per share</b>					
Weighted Average Number of Equity Shares at the end of the Year	32.87	32.24	0.02	0.01	0.01
Add: Impact of split of shares as on March 30, 2015	-	-	13.25	0.09	0.09
Add: Impact of capitalisation of reserves on March 30, 2015	-	-	10.96	10.96	10.96
Total (C)	32.87	32.24	24.23	11.06	11.06
<b>Earnings Per Share (Basic &amp; Diluted)</b>	<b>1.17</b>	<b>1.30</b>	<b>1.82</b>	<b>1.58</b>	<b>0.12</b>
<b>Return on Net Worth (%)</b>	<b>8.58%</b>	<b>10.25%</b>	<b>22.02%</b>	<b>88.41%</b>	<b>56.19%</b>
<b>Net Asset Value</b>					
Outstanding number of Equity Shares at the end of the Year (D)	32.87	32.87	1.47	0.01	0.01
Add: Impact of split of shares as on March 30, 2015	-	-	13.25	0.09	0.09
Add: Impact of capitalisation of reserves on March 30, 2015	-	-	10.96	10.96	10.96
Total (E)	32.87	32.87	25.68	11.06	11.06
<b>Net Asset Value Per Share before Split and bonus (Rs)</b>	13.64	12.47	135.94	1,969.9	228.24
<b>Net Asset Value Per Share after Split and bonus (Rs)</b>	13.64	12.47	7.79	1.78	0.21
Nominal Value per Equity share (Rs.)	10.00	10.00	100.00	100.00	100.00

**1. Ratios have been calculated as below**

Basic and Diluted Earnings Per Share (EPS) (Rs.)  $\frac{\text{Restated Profit after Tax available to equity Shareholders}}{\text{Weighted Average Number of Equity Shares at the end of the year / period}}$

Return on Net Worth (%)  $\frac{\text{Restated Profit after Tax available to equity Shareholders}}{\text{Restated Net Worth of Equity Shareholders}}$

Net Asset Value per equity share (Rs.)  $\frac{\text{Restated Net Worth of Equity Shareholders}}{\text{Number of Equity Shares outstanding at the end of the year / period}}$

2. The figures for the period ended September 30, 2015 are not annualised.
3. During the year 2014-15 Equity Shares of face value Rs 100 were divided into 10 Equity Shares of face value Rs 10 each.
4. During the year 2014-15 10,95,590 shares were issued as bonus shares in the ratio of 1 Share for every 2 shares held.

**CAPITALIZATION STATEMENT AS AT SEPTEMBER 30, 2015**

**ANNEXURE – XXV**

*(Rs. in lakhs)*

<b>Particulars</b>	<b>Pre Issue</b>	<b>Post Issue</b>
<b>Borrowings</b>		
Short term debt (A)	12.60	12.60
Long Term Debt (B)	2,157.72	2,157.72
<b>Total debts (C)</b>	<b>2,170.32</b>	<b>2,170.32</b>
<b>Shareholders' funds</b>		
Equity share capital	328.68	570.94
Reserve and surplus - as restated	119.49	238.56
<b>Total shareholders' funds</b>	<b>448.17</b>	<b>809.50</b>
<b>Long term debt / shareholders funds</b>	4.81	2.67
<b>Total debt / shareholders funds</b>	4.84	2.68

**Note:**

1. The post-Issue debt is considered to be same as pre-Issue debt
2. The following allotments made after September 30, 2015 till date of Prospectus has also been taken into consideration while calculating Post Issue Shareholders' funds:
  - 8,47,070 equity shares allotted on October 09, 2015 of face value of Rs. 10 each issued at a premium of Rs. 10 per share.
  - 35,500 equity shares allotted on October 17, 2015 of face value of Rs. 10 each issued at a premium of Rs. 10 per share.
  - 60 equity shares allotted on January 27, 2016 of face value of Rs. 10 each issued at a premium of Rs. 10 per share.



**STATEMENT OF TAX SHELTER**

**ANNEXURE – XXVI**  
(Rs. in lakhs)

Particulars	For the period ended September 30, 2015	For the year ended March 31,			
		2015	2014	2013	2012
Restated Profit before tax (A)	55.93	62.02	63.92	25.21	1.86
Tax Rate (%)	30.90%	30.90%	30.90%	30.90%	30.90%
Tax at notional rate on profits	17.28	19.16	19.75	7.79	0.57
<b>Adjustments :</b>					
<b>Permanent Differences(B)</b>					
Expenses Disallowed	0.62	2.73	0.27	-	-
<b>Total Permanent Differences(B)</b>	0.62	2.73	0.27	-	-
<b>Income considered separately (C)</b>					
Interest Income	-	(0.61)	(0.29)	-	-
<b>Total Income considered separately (C)</b>	-	(0.61)	(0.29)	-	-
<b>Timing Differences (D)</b>					
Difference between tax depreciation and book depreciation	7.85	26.89	5.55	(0.32)	(3.04)
Difference due to expenses allowable/disallowable u/s 43B	(3.90)	5.32	1.45	2.61	0.26
<b>Total Timing Differences (D)</b>	<b>3.96</b>	<b>32.21</b>	<b>7.00</b>	<b>2.29</b>	<b>(2.78)</b>
<b>Net Adjustments E = (B+C+D)</b>	<b>4.58</b>	<b>34.33</b>	<b>6.98</b>	<b>2.29</b>	<b>(2.78)</b>
<b>Tax expense / (saving) thereon</b>	1.42	10.60	2.16	0.71	(0.86)
<b>Income chargeable under the head OTHER SOURCES (F)</b>					
Interest Income	-	0.61	0.29	-	-
<b>Total Income chargeable under the head OTHER SOURCES (F)</b>	-	0.61	0.29	-	-
<b>Deduction under Chapter VI-A (G)</b>					
Deduction u/s 80G	-	-	-	-	-
<b>Total Deduction under Chapter VI-A (G)</b>	-	-	-	-	-
Tax saving on b/fd losses	-	-	-	<b>0.29</b>	-
<b>Taxable Income/(Loss) (A+E+F+G)</b>	<b>60.51</b>	<b>96.96</b>	<b>71.19</b>	<b>27.50</b>	<b>(0.92)</b>
<b>Taxable Income/(Loss) as per MAT</b>	55.93	62.02	63.92	25.21	1.86
<b>Income Tax as returned/computed</b>	18.70	29.96	22.00	8.21	0.35
Tax paid as per normal or MAT	Normal	Normal	Normal	Normal	MAT

**RECONCILIATION OF RESTATED PROFIT**

**ANNEXURE XXVII**

*(Rs. in lakhs)*

<b>Adjustments for</b>	<b>Upto Sept-15</b>	<b>2014-15</b>	<b>2013-14</b>	<b>2012-13</b>	<b>2011-12</b>
Net profit/(Loss) after Tax as per Audited Profit & Loss Account	30.81	46.08	33.11	19.51	1.18
<b><u>Adjustments for:</u></b>					
Provision for Gratuity	3.90	(5.28)	(1.37)	(2.61)	(0.26)
Provision for Tax	0.00	(0.01)	5.49	-	(0.35)
MAT Credit	-	-	-	-	0.35
Deferred Tax	3.74	1.23	7.10	0.52	0.37
Depreciation	-	-	(0.24)	-	-
<b>Net Profit/(Loss) After Tax as Restated</b>	<b>38.45</b>	<b>42.01</b>	<b>44.08</b>	<b>17.42</b>	<b>1.28</b>

**Adjustments having impact on Profit**

**Note:**

**1. Provision for Gratuity**

The provision for gratuity has been done in all years / period covered for restatement as per Actuarial Valuation Report and provided in the respective year in which such liability has arisen as per AS 15: Employee Benefits.

**2. Provision for Current Tax**

The profit before tax has changed due to restatement of gratuity. Correspondingly the provision for Current Tax has been restated.

**3. MAT Credit**

The Company recognised MAT credit for the year ended March 31, 2011 as MAT Credit Entitlement.

**4. Deferred Tax**

Deferred tax asset has also been recognised for provision for gratuity. As a result the deferred tax asset / liability has undergone change.

**5. Depreciation**

Depreciation for the year ended March 31, 2014 has been over charged to the extent of Rs. 24,129/- which has now been reversed.

**Adjustments having no impact on Profit**

**Material Regrouping**

Appropriate adjustments have been made in the restated financial statements, wherever required, by reclassification of the corresponding items of income, expenses, assets and liabilities, in order to bring them in line with the groupings as per the audited financials of the Company for all the years and the requirements of the Securities and Exchange Board of India (Issue of Capital & Disclosure Requirements) Regulations 2009.

## **MANAGEMENT’S DISCUSSION AND ANALYSIS OF FINANCIAL CONDITION AND RESULTS OF OPERATION**

The following discussion of our financial condition and results of operations should be read in conjunction with our restated financial statements for the financial period ended September 2015 and for the financial years ended March 2015, 2014 and 2013 prepared in accordance with the Companies Act and Indian GAAP and restated in accordance with the SEBI ICDR Regulations, including the schedules, annexure and notes thereto and the reports thereon, included in the section titled “*Financial Statements*” on page 176 of this Prospectus.

Indian GAAP differs in certain material aspects from U.S. GAAP and IFRS. We have not attempted to quantify the impact of IFRS or U.S. GAAP on the financial data included in this Prospectus, nor do we provide reconciliation of our financial statements to those under U.S. GAAP or IFRS. Accordingly, the degree to which the Indian GAAP financial statements included in this Prospectus will provide meaningful information is entirely dependent on the reader’s level of familiarity with the Companies Act, Indian GAAP and SEBI ICDR Regulations.

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 set forth in “*Risk Factors*” and “*Forward-Looking Statements*” beginning on pages 18 and 17 of this Prospectus respectively.

Our Company was incorporated on March 07, 2011 and has completed more than four years since incorporation. The Management’s Discussion and Analysis of Financial Condition and Results of Operations, reflects the analysis and discussion of our financial condition and results of operations for the financial period ended September 2015 and for the financial years ended March 2015, 2014 and 2013.

### **OVERVIEW**

Incorporated in 2011, we are engaged in providing various logistic services such as NVOCC, shipping and freight forwarding, provision of yards for storage of empty containers, inland transport services, etc. We have certificate of registration of container code in accordance with ISO Standard 6346, Customs Conventions and BIC Registration terms for servicing our customers’ requirements. In addition to the abovementioned logistic services, our Company is also engaged in trading and leasing of containers. We provide these services and products on worldwide basis and aim to emerge as a global logistics service solution provider. Our registered office is located at Mumbai and we have branch offices at Delhi, Kolkata, Chennai and Gandhi Dham. We also have associated with certain agents by entering into agency agreements for our NVOCC and container handling operations in Gulf, Upper Gulf, Far East and Indian sub continents.

Our promoter Mr. Abdul Khalik Chataiwala having a vast experience in international trade moved into container yard and container freight station services a decade ago. With a vision to acknowledge the Indian industry’s need for competitive and quality logistic services, to provide superior service through clear, concise two-way communication, our Promoter formed Lancer Container Lines Limited in 2011 and within a short span of time, he took the Company to another level, crossing a turnover of Rs. 30 crores in 2015.

At present, our Company has more than 3,000 containers which are available for NVOCC operations. We also have a yard located at Panvel, which is spread over an area of 20,000 square meters and is mainly provided for storage of empty containers. We have now partnered with CARU Containers for DNV 2.7-1 offshore containers & basket in India. CARU Containers is an international market leader in maritime container selling and leasing and has global presence with its office in Europe, Asia, USA, etc. With this tie-up, we aim at expanding our global reach by adding diversity to our offshore portfolio.

Further, marketing plays a crucial role in our business and our Company has an efficient team of marketing professionals which forms part of our core strength. Our goal is to build relationships through our flexibility to meet the customer's changing needs. We believe in giving our customers "Total logistics solutions without limits". We constantly make an effort to add more value to our products and services, thereby providing ultimate customer satisfaction. It is our aim to meet the critical success factors of our customers by delivering end to end solutions in logistics to our customers.

### **SIGNIFICANT DEVELOPMENTS SUBSEQUENT TO THE LAST FINANCIAL PERIOD**

In the opinion of the Board of Directors of our Company, since the date of the last financial statements disclosed in this Prospectus, there have not arisen any circumstance that materially or adversely affect or are likely to affect the profitability of our Company or the value of its assets or its ability to pay its material liabilities within the next twelve months except as follows:

1. The shareholders, in their General Meeting held on September 30, 2015 approved and passed an ordinary resolution to authorize Board of Directors to issue and allot shares by way of right issue of 8,47,070 Equity Shares of Rs. 10/- each at a premium of Rs. 10/- per share for cash to shareholders. Consequently the shares were allotted on October 9, 2015.
2. The Board of Directors, in their Meeting held on October 17, 2015 approved and passed a resolution to issue and allot 35,500 Equity Shares of Rs. 10/- each at a premium of Rs. 10/- per share for cash to Abdul Khalik Chataiwala by way of further allotment.
3. The shareholders approved and passed a special resolution on December 21, 2015 to authorize the Board of Directors to raise funds by making an initial public offering.
4. The Board of Directors appointed Fauzan Chataiwala and Harish Parmeswaran as Executive Directors in their meeting held on December 21, 2015.
5. The Authorised Share Capital of the Company was increased from Rs. 5,00,00,000 divided into 50,00,000 Equity Shares to Rs. 7,00,00,000 divided into 70,00,000 Equity Shares of Rs.10 each on December 21, 2015.
6. Further allotment of 60 Equity shares of face value of Rs. 10 each at a premium of Rs 10 each was made to Fauzan Chataiwala on January 27, 2016.
7. Our Company has significantly reduced its transport division operations in the last quarter and has sold off the related vehicles since this segment was generating losses. However, the Company has not completely shutdown this activity and may expand the same if good opportunity arises.

### **FACTORS AFFECTING OUR RESULTS OF OPERATIONS**

Our business is subject to various risks and uncertainties, including those discussed in the section titled "*Risk Factors*" beginning on page 18 of this Prospectus. Our results of operations and financial conditions are affected by numerous factors including the following:

- Dependency on shipping lines
- Dependency on agents and other third parties
- Competition and price cutting from existing and new entrants
- Development of
- Credit availability
- Technological changes
- Rate of interest policies
- Economic and Demographic conditions

## DISCUSSION ON RESULT OF OPERATION

The following discussion on results of operations should be read in conjunction with the restated financial results of our Company for the financial period ended September 2015 and for the financial years ended March 2015, 2014, 2013 and 2012.

### OVERVIEW OF REVENUE & EXPENDITURE

#### Revenues

##### *Income from operations:*

Our principal component of revenue from operations is from logistic services such as NVOCC, shipping and freight forwarding, provision of yards for storage of empty containers, inland transport services, etc. In addition to the abovementioned logistic services, our Company is also engaged in trading and leasing of containers.

##### *Other Income:*

Our other income mainly includes interest income, reversal of excess provision made, miscellaneous income, etc.

(Rs. in Lakhs)

Particulars	For the period ended September 30, 2015	Till March 31,		
		2015	2014	2013
<b>Income</b>				
Revenue from Operations	2,081.47	3,041.52	2,213.90	2,062.18
As a % of Total Revenue	99.80%	99.98%	99.90%	100.00%
Other Income	4.26	0.61	2.15	-
As a % of Total Revenue	0.20%	0.02%	0.10%	-
<b>Total Revenue</b>	<b>2,085.73</b>	<b>3,042.13</b>	<b>2,216.05</b>	<b>2,062.18</b>

#### Expenditure

Our total expenditure primarily consists of direct expenditure i.e. cost of traded goods, changes in inventories of traded goods, employee benefit expenses, finance costs, depreciation and other expenses.

##### **Direct Expenditure**

Our direct expenditure includes cost of traded goods, custom duties and changes in inventories of traded goods, etc.

##### **Employee benefits expense**

Our employee benefits expense primarily comprise of salaries and wages expenses, director's remuneration, contribution to provident funds, gratuity expenses and staff welfare expenses.

##### **Finance costs**

Our finance costs include interest on term loan, cash credit facility, bank charges and commission, loan processing charges, foreign exchange fluctuation difference and other borrowing costs.

##### **Depreciation & Amortisation**

Depreciation includes depreciation on tangible assets like building, containers, vehicles, etc.

##### **Other Expenses**

Other expenses include the following:

- a. Direct expenses such as slot hire charges, PHC charges, operating expenses, agency handling fees, freight charges, etc.
- b. Administrative and other expenses such as communication expenses, legal & professional charges, rent expenses, travelling & conveyance, etc.

### Statement of profits and loss

The following table sets forth, for the fiscal years indicated, certain items derived from our Company's audited restated financial statements, in each case stated in absolute terms and as a percentage of total sales and/or total revenue:

(Rs. In Lakhs)

Particulars	For the period ended September 30, 2015	Till March 31,		
		2015	2014	2013
<b>Income</b>				
Revenue from Operations	2,081.47	3,041.52	2,213.90	2,062.18
As a % of Total Revenue	99.80%	99.98%	99.90%	100.00%
Other Income	4.26	0.61	2.15	-
As a % of Total Revenue	0.20%	0.02%	0.10%	-
<b>Total Revenue</b>	<b>2,085.73</b>	<b>3,042.13</b>	<b>2,216.05</b>	<b>2,062.18</b>
<b>Growth%</b>		<b>37.28%</b>	<b>7.46%</b>	<b>244.90%</b>
<b>EXPENDITURE</b>				
Purchase of stock in trade	118.27	255.62	670.25	598.39
As a % of Total Revenue	5.67%	8.40%	30.25%	29.02%
Changes in inventories of finished goods, traded goods and work-in-progress	-	-	(290.63)	(29.90)
As a % of Total Revenue	-	-	(13.11)%	(1.45)%
Employee benefit Expenses	179.17	221.07	160.66	175.94
As a % of Total Revenue	8.59%	7.27%	7.25%	8.53%
Finance costs	58.85	121.92	56.24	5.32
As a % of Total Revenue	2.82%	4.01%	2.54%	0.26%
Depreciation and amortisation expense	145.35	198.64	67.28	14.13
As a % of Total Revenue	6.97%	6.53%	3.04%	0.69%
Other Expenses	1,528.16	2,182.86	1,488.33	1,273.10
As a % of Total Revenue	73.27%	71.75%	67.16%	61.74%
<b>Total Expenses (B)</b>	<b>2,029.80</b>	<b>2,980.11</b>	<b>2,152.13</b>	<b>2,036.98</b>
As a % of Total Revenue	97.32%	97.96%	97.12%	98.78%
<b>Profit before exceptional extraordinary items and tax</b>	<b>55.93</b>	<b>62.02</b>	<b>63.92</b>	<b>25.20</b>
As a % of Total Revenue	2.68%	2.04%	2.88%	1.22%
Exceptional items	-	-	-	-
<b>Profit before extraordinary items and tax</b>	<b>55.93</b>	<b>62.02</b>	<b>63.92</b>	<b>25.20</b>
As a % of Total Revenue	2.68%	2.04%	2.88%	1.22%
Extraordinary items	-	-	-	-
<b>Profit before tax</b>	<b>55.93</b>	<b>62.02</b>	<b>63.92</b>	<b>25.20</b>



Particulars	For the period ended September 30, 2015	Till March 31,		
		2015	2014	2013
<b>PBT Margin</b>	2.68%	2.04%	2.88%	1.22%
Tax expense:				
(i) Current tax	18.70	29.96	22.00	8.21
(ii) Deferred tax	(1.22)	(9.95)	(2.16)	(0.42)
<b>Total Tax Expense</b>	<b>17.48</b>	<b>20.01</b>	<b>19.84</b>	<b>7.79</b>
<b>Profit for the period/ year</b>	<b>38.45</b>	<b>42.01</b>	<b>44.08</b>	<b>17.41</b>
<b>PAT Margin%</b>	<b>1.84%</b>	<b>1.38%</b>	<b>1.99%</b>	<b>0.84%</b>

## REVIEW OF SIX MONTHS ENDED SEPTEMBER 30, 2015

### INCOME

#### *Income from Operations*

Our income from operations was Rs. 2,081.47 lakhs which is about 99.80 % of our total revenue for the period of six months ended on September 30, 2015.

#### *Other Income*

Our other income was Rs. 4.26 lakhs which includes income like discount, insurance claim, reversal of gratuity expenses, etc.

### EXPENDITURE

#### *Direct Expenditure*

Our direct expenditure was Rs. 118.27 lakhs, which is 5.67% of our total revenue for the period of six months ended September 30, 2015. It includes expenses on account of purchase of stock in trade and custom duties paid thereon.

#### *Employee Benefits Expenses*

Our employee benefits expenses were Rs. 179.17 lakhs which was 8.59 % of our total revenue for the period of six months ended September 30, 2015 and comprised of salaries & wages, employee welfare expenses, director's remuneration, contribution to provident fund, gratuity expenses, etc.

#### *Finance Cost*

Our finance cost which consists of interest expenses, borrowing cost was Rs. 58.85 lakhs which is 2.82% of our total revenue for the period of six months ended September 30, 2015.

#### *Depreciation and amortisation*

Depreciation and amortisation expenses on tangible assets were Rs. 145.35 lakhs which is 6.97% of our total revenue for the period of six months ended September 30, 2015.

#### *Other Expenses*

Our other expenses were Rs. 1,528.16 lakhs which is 73.27% of our total revenue for the period of six months ended September 30, 2015. Other expenses include direct expenses such as slot hire charges, operating expenses, PHC charges, administrative and other expenses.

**Profit before Tax**

Our Profit before Tax was Rs. 55.93 lakhs which is 2.68% of our total revenue for the period of six months ended September 30, 2015.

**Net Profit**

Our Net Profit after Tax was Rs. 38.45 lakhs which is 1.84% of our total revenue for the period of six months ended September 30, 2015.

**COMPARISON OF FINANCIAL YEAR ENDED MARCH 31, 2015 WITH FINANCIAL YEAR ENDED MARCH 31, 2014**

**INCOME**

**Revenue from Operations**

(Rs. in lakhs)

Particulars	2014-15	2013-14	Variance in %
Revenue from Operations	3,041.52	2,213.90	37.38%

The operating income of the Company for the year ending March 31, 2015 is Rs. 3,041.52 lakhs as compared to Rs. 2,213.90 lakhs for the year ending March 31, 2014, showing an increase of 37.38%. The increase was due to increase in NVOCC operations.

**Other Income**

Our other income decreased by 71.63 % from Rs. 2.15 lakhs in FY 14-2015 to Rs. 0.61 lakhs in FY 2013-14.

**EXPENDITURE**

**Direct Expenditure**

(Rs. in lakhs)

Particulars	2014-15	2013-14	Variance in %
Purchase of Stock in Trade	255.62	670.25	(61.86)%
Changes in inventories of finished goods, traded goods and work-in-progress	-	(290.63)	(100.00)%
<b>Total</b>	<b>255.62</b>	<b>379.62</b>	<b>(32.66)%</b>

Our direct expenditure decreased from Rs. 379.62 lakhs in Financial Year 2013-2014 to Rs. 255.62 lakhs in Financial Year 2014-2015 showing an decrease of 32.66% over the previous year. This was mainly because of decline in trading of containers and increase usage of containers for NVOCC operations.

**Administrative and Employee Costs**

(Rs. In lakhs)

Particulars	2014-15	2013-14	Variance in %
Employee Benefit Expenses	221.07	160.66	37.60%
Other Expenses	2,182.86	1,488.33	46.67%

There is around 37.60% increase in employee benefit expenses from Rs.160.66 lakhs in financial year 2013-14 to Rs. 221.07 lakhs in financial year 2014-15 which was due to increase in number of employees and directors remuneration. Our other expenses increased by 46.67% from Rs. 1,488.33 lakhs in financial year 2013-14 to Rs. 2,182.86 lakhs in financial year 2014-15 which was mainly due to increase in direct expenses on account of increase in operations.

### Finance Charges

Our finance cost increased by 116.79% from Rs. 56.24 lakhs in FY 2013-14 to Rs. 121.91 lakhs in FY 2014-15. The increase was mainly due to increase in interest costs.

### Depreciation

Depreciation expenses for the Financial Year 2014-2015 have increased to Rs. 198.64 lakhs as compared to Rs. 67.28 lakhs for the Financial Year 2013-2014. The increase in depreciation was majorly due to increase in containers and change in rates of depreciation as per the Companies Act, 2013.

### Profit before Tax

(Rs. In lakhs)

Particulars	2014-15	2013-14	Variance in %
Profit Before Tax	62.02	63.92	2.97%

Profit before tax decreased by 2.97% from Rs. 63.92 lakhs in financial year 2013-14 to Rs. 62.02 lakhs in financial year 2014-15. The decrease in profits was mainly due to increase in depreciation and other expenses.

### Provision for Tax and Net Profit

(Rs. In lakhs)

Particulars	2014-15	2013-14	Variance in %
Taxation Expenses	20.01	19.84	0.86%
Profit after Tax	42.01	44.08	(4.70)%

Our profit after tax decreased by 4.70% from Rs. 44.08 lakhs in financial year 2013-14 to Rs. 42.01 lakhs in financial year 2014-15.

## COMPARISON OF FINANCIAL YEAR ENDED MARCH 31, 2014 WITH FINANCIAL YEAR ENDED MARCH 31, 2013

### INCOME

#### Income from Operations

(Rs. In lakhs)

Particulars	2013-14	2012-13	Variance in %
Revenue from Operations	2,213.90	2,062.18	7.36%

The operating income of the Company for the year ending March 31, 2014 is Rs. 2,213.90 lakhs as compared to Rs. 2,062.18 lakhs for the year ending March 31, 2013, showing an increase of 7.36%. The increase was due to increase in NVOCC and other logistic operations which was partially offsetted by decline in trading and leasing operations.

#### Other Income

Other income of our company for the year ending March 31, 2014 was Rs. 2.15 lakhs as compared to Rs. Nil for the year ending March 31, 2013. The company recorded interest and miscellaneous income for the year ending March 31, 2014.

### EXPENDITURE

#### Direct Expenditure

(Rs. In lakhs)

Particulars	2013-14	2012-13	Variance in %
Purchase of Stock in Trade	670.25	598.39	12.01%

Particulars	2013-14	2012-13	Variance in %
Changes in inventories of finished goods, traded goods and work-in-progress	(290.63)	(29.90)	872.01%
<b>Total</b>	<b>379.62</b>	<b>568.49</b>	<b>(33.22)%</b>

Our direct expenditure decreased to Rs. 379.62 lakhs in Financial Year 2013-2014 from Rs. 568.49 lakhs in Financial Year 2012-13 showing a decrease of 33.22% over the previous year. The decrease was due to decline in trading and leasing operations and increase in NVOCC operations.

### Administrative and Employee Costs

(Rs. In lakhs)

Particulars	2013-14	2012-13	Variance in %
Employee Benefit Expenses	160.66	175.94	(8.68)%
Other Expenses	1,488.33	1,273.1	16.91%

There is around 8.68% decrease in employee benefit expenses from Rs. 175.94 lakhs in financial year 2012-13 to Rs. 160.66 lakhs in financial year 2013-14. This slight decrease was due to reduction in salaries and wages. Our other expenses increased by 16.91% from Rs. 1,273.10 lakhs in financial year 2012-13 to Rs. 1,488.33 lakhs in financial year 2013-14. The increase was due to increase in direct expenses.

### Finance Charges

Our finance cost which consists of interest expenses, borrowing cost increased by 957.14% in FY 2013-14 compared to FY 2012-13. The increase was due to increase in borrowings.

### Depreciation

Depreciation expenses for the Financial Year 2013-14 have increased to Rs. 67.28 lakhs as compared to Rs. 14.13 lakhs for the Financial Year 2012-13. The increase in depreciation was due to increase in tangible assets.

### Profit before Tax

(Rs. In lakhs)

Particulars	2013-14	2012-13	Variance in %
Profit Before Tax	63.92	25.20	153.65%

Profit before tax increased by 153.65% from Rs. 25.20 lakhs in financial year 2012-13 to Rs. 63.92 lakhs in financial year 2013-14. The increase was in line with the increase in our business operations.

### Provision for Tax and Net Profit

(Rs. In lakhs)

Particulars	2013-14	2012-13	Variance in %
Taxation Expenses	19.84	7.79	154.69%
Profit after Tax	44.08	17.41	153.19%

Our profit after tax increased by 153.19% from Rs. 17.41 lakhs in financial year 2012-13 to Rs. 44.08 lakhs in financial year 2013-14. The increase was in line with the increase in our business operations.

**OTHER MATTERS**

**1. Unusual or infrequent events or transactions**

Except as described in this Prospectus, during the periods under review there have been no transactions or events, which in our best judgment, would be considered unusual or infrequent.

**2. Significant economic changes that materially affected or are likely to affect income from continuing operations**

Other than as described in the section titled “*Risk Factors*” beginning on page 18 of this Prospectus to our knowledge there are no known trends or uncertainties that have or had or are expected to have a material adverse impact on revenues or income of our Company 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**

Other than as disclosed in the section titled “*Risk Factors*” beginning on page 18 of this Prospectus to our knowledge there are no known trends or uncertainties that have or had or are expected to have a material adverse impact on revenues or income of our Company from continuing operations.

**4. Future relationship between Costs and Income**

Our Company’s future costs and revenues will be determined by global demand/supply situation, government policies and development in logistics sector.

**5. The extent to which material increases in net sales or revenue are due to increased sales volume, introduction of new products or services or increased prices**

Increase in revenue is by and large linked to increases in volume of business activity by the Company.

**6. Total turnover of each major industry segment in which the issuer company operates.**

The Company is operating in logistics Industry. Relevant industry data, as available, has been included in the chapter titled “*Our Industry*” beginning on page 100 of this Prospectus.

**7. Status of any publicly announced new products/projects or business segments**

Our Company has not announced any new projects or business segments, other than disclosed in the Prospectus.

**8. The extent to which the business is seasonal**

Our Company business is not seasonal in nature.

**9. Any significant dependence on a single or few suppliers or customers**

The % of Contribution of our Company’s customer and supplier vis a vis the total revenue from operations and gross traded goods cost respectively as March 31, 2015 is as follows:

	<b>Customers</b>	<b>Suppliers</b>
Top 5 (%)	5.37%	99.99%
Top 10 (%)	9.20%	91.46%

**10. Competitive Conditions**

We face competition from existing and potential organised and unorganized competitors which is common for any business. We have, over a period of time, developed certain competitive strengths which have been discussed in section titled “*Our Business*” on page 129 of this Prospectus.

## FINANCIAL INDEBTEDNESS

Our Company utilizes various credit facilities from bank and financial institutions, for conducting its business.

Set forth is a brief of our company's secured and unsecured borrowings, as on the date of this Prospectus from banks and financial institutions together with a brief description of certain significant terms of such financing arrangements.

### SECURED BORROWINGS

#### 1. Loan of Rs.34.42 Lakhs sanctioned from the Reliance Capital Limited vide Sanction letter dated April 27, 2015

Particulars	Description
Facility	Commercial Equipment
Sanctioned Amount	Rs. 34,42,000
Margin	Rs. 86,11,25
Interest Rate	15.15%
Period	47 months
Security	Secured through hypothecation

#### 2. Loan from the ICICI Bank Limited vide Credit arrangement letter dated October 10, 2014

Facility	Term Loan	Capex Letters of Credit (LC)	Buyer's Credit	Derivatives
Type	Rupee Term Loan	Foreign LC, Usance or sight	For purchase under Foreign LC, Usance or sight against LCs or Direct Import Bills and against import LCs of banks acceptable to the Bank in currencies like USD, Euro	Limit Derivatives for 1. ECB linked transactions / FCTL / Buyers Credit : Nil 2. Other Business Purpose – Rs 105 Lakhs
Limit	Rs. 700 Lakhs (i.e. 25% of the project cost of Rs. 875 lakhs)	Rs. 700 Lakhs	Rs 700 Lakhs or equivalent USD / Euro (sub-limit of Capex letters of credit)	Rs. 105 Lakhs
Sub-Limits	Nil	Buyer's Credit of Rs. 700 Lakhs	Term Loan of Rs. 656.25 lakhs	Nil
Purpose	To import containers or retirement of Capex Buyers Credit / Capex Letter of Credit	For import of containers and tools etc. as per the project req.	For import of container s/ For retiring Capex Letter of Credit.	To enter into forwards, swaps, options or other derivatives ("Contracts") with ICICI Bank to hedge interest rate

Facility	Term Loan	Capex Letters of Credit (LC)	Buyer's Credit	Derivatives
				or currency rate
Interest Rate /Commission / Pricing	<p>I-Base” &amp; “spread” + applicable interest tax or other statutory levy, if any on the principle amount of the loan remains outstanding each day</p> <p>The interest rate would change effective from the day the Bank revises I-Base and Spread</p> <p>As on date of sanction letter dated October 10,2014, I-Base is 10.00% p. a and spread is 3.00 % p.a.</p>	Commission - 1.25% p.a.	6 months Libor + 350 bps. Subjected to RBI and ICICI Bank internal guidelines.	Pricing - As per treasury rates
Tenor / Usance	<p>In case of LC or buyer's credit availed – 72 months (Moratorium of 6 months from the date of first disbursement)</p> <p>In case of LC or buyer's credit not availed – 36 months (Moratorium of 6 months from the date of first disbursement)</p>	Maximum usance period of 3 years (from the date of shipment / dispatch )	<p>A maximum of 3 years from the date of shipment in respect o direct bills. The final maturity of the of the BCs may be beyond the validity period, but within maximum usance period</p> <p>In case of BC extended against LC, a maximum of 3 years credit will be allowed from the date of shipping, include. the usance allowed under LC</p>	36 months
Security	<p><b><u>Collateral</u></b></p> <p>Exclusive charge over the assets being acquired through the funding of ICICI bank.</p> <p>Pari-passu charge over the entire current assets of the Company present and future</p> <p>Exclusive charge by equitable mortgage of residential property located at Plot No. 95, Sector 26/27, Parsik Hill, CBD Belapur, Navi Mumbai – 400614.</p>			



Facility	Term Loan	Capex Letters of Credit (LC)	Buyer's Credit	Derivatives
Guarantee	Unconditional and irrevocable personal guarantee of: Abdul Khalik Chataiwala Balachander Mudaliyar Tarannum Chataiwala Shahzaad Chataiwala			

**Key restrictive Covenants:-**

- The Company shall not undertake any new project or expansion without prior approval of ICICI Bank during the currency of ICICI Bank assistance
- The Company shall not invest / lend / extend advances to group or sister concerns without prior written approval of ICICI Bank
- The Company shall not issue corporate guarantee on behalf of its group/ sister concerns without prior approval of ICICI Bank

**3. Loan of Rs. 1000 lakhs from Axis Bank Limited vide Sanction letter dated December 6, 2013**

Facility	Overdraft (OD) limit under Business Mpower OD Scheme	Foreign Currency Demand Loan (FCDL) (sub-limit of OD Limit)	Term Loan (TL)	Foreign Currency Term Loan (FCTL) (Sub-limit of TL)
Limit	Rs. 5.00 Crore.	USD equivalent of Rs. 4.75 Crore (sub-limit of OD)	Rs. 5.00 Crore	USD equivalent of Rs. 5.00 Crore (sub-limit of TL)
Interest Rate (per annum)	Base Rate + 2.75 % p.a. i.e. 12.70 % p. a. payable at monthly rest	Libor + 600 BPS p.a. payable at monthly rest or as per rates applicable on the day of availment/rollover  The pricing shall be linked to 6 months USD Libor and As per Bank's extant guidelines (subject to availability of funds and approved by SME / Treasury Dept) at the time of availment / rollover	Base Rate + 3.00% i.e. presently 12.95% p.a. at monthly rest	The pricing shall be linked to 6 months USD Libor and As per Bank's extant guidelines (subject to availability of funds and approved by SME / Treasury Dept). The pricing approval shall be taken fir SME / treasury at the time of every disbursal in foreign currency. Interest will be serviced separately on monthly basis as and when debited

Facility	Overdraft (OD) limit under Business Mpower OD Scheme	Foreign Currency Demand Loan (FCDL) (sub-limit of OD Limit)	Term Loan (TL)	Foreign Currency Term Loan (FCTL) (Sub-limit of TL)
Repayment	On Demand		Principal repayment of 72 months after a moratorium period of 12 months from the date of first disbursement & interest to be collected as and when debited on monthly basis	Rollover after every 6 months
Period	One Year	12 months	84 months (including moratorium of 12 months)	6 months
Margin / Roll over	Nil	Roll over after every six (6) months	26.58 % by way of paid up capital & interest free unsecured loan	Roll over after every six (6) months
Purpose	General Business Purpose		For purchase 650 shipping containers	
<b>Security</b>				
Primary	Pari pasu first charge by way of hypothecation on the entire Current Assets of the company both, present and future shared with ICICI Bank for their exposure of Rs. 8.10 Cr.		Exclusive charge by hypothecation on the entire movable fixed assets (containers) procured out of our term loan.	
Collateral	Equitable Mortgage of the commercial Shop No. 12 & 13, Ground Floor, Kukreja Tower Premises CHS Ltd., Plot No. 13, Sector-11, CBD Belapur. Navi Mumbai – 400614, admeasuring 1325 sq. ft. standing in the name of Abdul Khalik Chataiwala.		Equitable Mortgage of the commercial shops No. 16, 17 and 18, Ground Floor, Everest Co-operative Housing Society Ltd. Plot No. 29, Sec – 26, Parsik Hill CBD, Belapur, Navi Mumbai – 400614, standing in the name of Lancer Containers Lines Private Limited.	
	Equitable Mortgage of the commercial Shop No. 26 & 27, Ground Floor, Arenja Tower CHS Ltd., Sector-11, CBD Belapur. Navi Mumbai – 400614, admeasuring 4430 sq. ft. standing in the name of Lancer Containers Lines Private Limited.			

Facility	Overdraft (OD) limit under Business Mpower OD Scheme	Foreign Currency Demand Loan (FCDL) (sub-limit of OD Limit)	Term Loan (TL)	Foreign Currency Term Loan (FCTL) (Sub-limit of TL)
	Equitable Mortgage of the commercial Office No. B-202, 2 <sup>nd</sup> Floor, Kukreja Tower Premises CHS Ltd., Sector-11, CBD Belapur. Navi Mumbai – 400614, admeasuring 275.23 sq. ft. standing in the name of Abdul Khalik Chataiwala and Tarannum Chataiwala.			
	Equitable Mortgage of the commercial Office No. B-203, 2 <sup>nd</sup> Floor, Kukreja Tower Premises CHS Ltd., Sector-11, CBD Belapur. Navi Mumbai – 400614, admeasuring 587.23 sq. ft. standing in the name of Abdul Khalik Chataiwala.			
Guarantee	<b>Personal Guarantee :</b> <ul style="list-style-type: none"> <li>• Abdul Khalik Chataiwala</li> <li>• Balachander T Mudaleyay</li> <li>• Tarannum Chataiwala</li> <li>• Swaminathan Rajan Nair</li> </ul>			

**Key restrictive covenants –**

Without Bank’s permission in writing, Company will not undertake following below steps:

- Conclude fresh secured borrowing arrangement with any other Bank of Financial Institutions, borrower or otherwise, not create any further charge over the fixed asset
- Undertake any expansion or fresh project or acquire fixed assets, while normal capital expenditure, e.g. replacement of parts can be incurred.
- Invests by way of share capital in or lend advance funds to or place deposits with any other concern. Normal trade credit or security deposits in the usual course of business or advances to employees etc. Are, however not covered by this covenant
- Formulate any scheme of amalgamation with any other borrower/firm/concern/company or any third party, except in the ordinary course of business
- Undertake guarantee obligations on behalf of any other borrower/ firm/ concern/ company or any third party, except in the ordinary course of business.
- Declare dividend for any year except out of profits relating to that year after making all the due and necessary provisions provided that no default had occurred in any repayment obligation and Bank’s permission obtained
- Make any repayment of the loans and deposits and discharge other liabilities except those shown in the funds flow statement submitted from time to time
- Make any substantial change in the management set-up
- Effect any major change in the capital structure

- Grant loans to promoters/ partners

**4. Loan of Rs 100 Lakhs from Deutsche Bank vide Sanction letter dated September 16, 2015**

Particulars	Description
Facility	Buyers Credit (BC)
Limit	100 Lakhs
Purpose	Working Capital Finance
Tenor	12 months
Security	<p><b>Primary Security:-</b> Hypothecation charge on Plant and Machinery</p> <p><b>Collateral –</b></p> <ol style="list-style-type: none"> <li>1. Mortgage by deposit of title deeds pertaining to Residential Property bearing Plot No. 90, Sector – 26, Parsik Hill, CBD Belapur, Navi Mumbai – 400614 held in the name of <b>M/s Peiko Premises Pvt. Ltd.</b> having residential address H No 1, Plot No 90, Sector 26, 27 Belapur Navi Mumbai 400614, subject to restrictions if any stipulated by the RBI.</li> <li>2. Fixed Deposits (FD) held with Deutsche Bank AG @ 15% Cash Margin for BC</li> </ol>
Securities Provider	<p>Primary Security – Lancer Container Lines Ltd</p> <p>Collateral -</p> <ol style="list-style-type: none"> <li>1. Residential Property – M/s Peiko Premises Pvt. Ltd</li> <li>2. Fixed Deposits – Lancer Container Lines Ltd</li> </ol>

*\*This loan is sanctioned but not utilised by the Company.*

**5. Loan of Rs 500 Lakhs from Deutsche Bank vide Sanction letter dated September 28, 2015**

Particulars	Description
Facility	Term Loan
Sanction Amount	500 Lakh
Purpose	Working Capital Finance
Tenor	180 months
Interest	11.25 p.a.
Security	<p><b>Primary Security:-</b> Hypothecation charge on Plant and Machinery</p> <p><b>Collateral –</b> Mortgage by deposit of title deeds pertaining to Residential Property bearing Plot No. 90, Sector – 26, Parsik Hill, CBD Belapur, Navi Mumbai – 400614 held in the name of <b>M/s Peiko Premises Pvt. Ltd.</b> having residential address H No 1, Plot No 90, Sector 26, 27 Belapur Navi Mumbai 400614, subject to restrictions if any stipulated by the RBI.</p>

**6. Loan of Rs 19.49 Lakhs from ICICI Bank vide Sanction letter dated January 13, 2014**

Particulars	Description
Facility	Vehicle loan
Sanction Amount	19.49 Lakhs
Purpose	Purchase of Mercedes

Particulars	Description
Tenor	48 months
EMI Amount	Rs. 51,000
Interest	10.76% p.a.
Security	Hypothecation of vehicle

### UNSECURED BORROWINGS

#### Unsecured Borrowings as on September 30, 2015

Sr. No	Name of Lender	Loan Amount (Rs. In Lakhs)
1.	Abdul Khalik Chataiwala	1.01
	<b>Total</b>	<b>1.01</b>

## **SECTION VI – LEGAL AND OTHER INFORMATION OUTSTANDING LITIGATION AND MATERIAL DEVELOPMENTS**

Except as stated in this section there are no outstanding: (i) criminal proceedings; (ii) actions by statutory/regulatory authorities; (iii) indirect and direct tax cases; and (iv) other material pending litigations, involving our Company, Directors, Promoters and Group Companies.

Our Board of Directors, in its meeting held on January 27, 2016 determined that any pending litigation where the amounts exceeds Rs. 5 lakhs individually, are considered as material pending litigation and accordingly are disclosed in this Prospectus. Further, dues owed by our Company to small scale undertakings and other creditors, which exceeds Rs 2 lakh as at September 30, 2015 have been considered as material dues for the purposes of disclosure in this Prospectus.

Unless stated to the contrary, the information provided below is as of the date of this Prospectus.

### **I. LITIGATIONS INVOLVING THE COMPANY/ ITS DIRECTORS/ PROMOTERS/ GROUP COMPANIES/ SUBSIDIARIES**

#### **i. Criminal Proceedings**

#### **IN THE COURT OF JUDICIAL MAGISTRATE OF FIRST CLASS PANVEL, AT PANVEL**

Mr. Abdul Khalid Abdul Kadar Chataiwala (“**Complainant**”) has filed petition in the Court of Judicial Magistrate of First Class, Panvel (“**Court**”) against Mr. Lalit C. Jobanputra (“**Accused No.1**”) and other two directors of M/s JWC Logistics Pvt. Ltd. Hereinafter known as (“**Accused No. 2**”) and (“**Accused No. 3**”) (collectively referred to as the “**Accused**”) under section 156(3) of the Criminal Procedure Code, 1973 for offences committed under sections 467,468,471 read along with section 34 of the Indian Penal Code, 1860. A brief narration of the facts of the case is as follows:

The Complainant and the Accused are directors of M/s. JWC Logistics Pvt. Ltd (“**Company**”) which was incorporated in the year 2004. The Complainant had purchased a plot of land on 29 April 1995 and three factories have been constructed on the said plot by him and his brother. The Complainant, who has known Accused No.1 since the past 20 years, was introduced by Accused No.1 to Accused No.2 and Accused No.3 for the purpose of a joint venture between the Complainant and the Accused. Thereafter, during the course of business of the Company, the Complainant sold the aforesaid plot of land to the Company in consideration for (i)Rs. 8,00,000 (Rupees Eight Lakhs Only); (ii)Agreement to allot 50% of the shareholding of the Company to the Complainant and; (iii) Induction of two of Complainant’s family members as directors of the Company. After the Company commenced its business activities in June 2006, it has been alleged by the Complainant that the Accused: (i) started suppressing the information as regards to the business and accounts; (ii) started misusing the said plot of land for illicit purposes of storing hazardous scrap material; (iii) surreptitiously applied for transfer of land and; (iv) have fraudulently submitted the Complainant’s resignation for removing his name. Thereafter, the Complainant approached the Panvel Police Station, but the Police did not initiate any action and hence he filed a complaint in the Court. Through an order dated 2 February 2010, the Court directed the Panvel Police Station to investigate the matter. It has been further alleged by the Complainant that the investigation has not been conducted in a proper manner by the Police and therefore the Complainant has prayed to direct the Panvel Police Station to conduct further investigation and other relief as the Court may deem fit.

Abdul Khalid Chataiwala has filed petition dated June 10, 2015 against the directors of said company in the High Court of Bombay under section 19 of Contempt of Court Act 1971 and the same is pending at pre-admission level.

**ii. Actions by statutory/regulatory authorities**

**Proceedings against our Company**

Our Company has voluntarily filed an application dated March 19, 2016 for compounding of offences for non-compliance under section 42 of the Companies Act, 2013 i.e. delay in allotment of shares within prescribed timeline and not opening a separate bank account for receipt of share application money. The said application is in process with the relevant authority.

**iii. Taxation**

Nil

**iv. Other pending litigations**

Nil

**OUTSTANDING DUES TO CREDITORS OF OUR COMPANY**

As on September 30, 2015 the Company does not owe a sum exceeding Rs. 2 lakh to any undertaking, except the following:

<b>Name of the Company</b>	<b>(Rs. In lakhs)</b>
Maritime Freight & Allied Services Private Limited	2.80
SSS Sai Shipping Services Private Limited	2.86
Ushdev International Limited	3.72
Master Marine Services Private Limited	4.44
Poseidon Shipping Agency Private Limited	23.56
Rcl Feeder Private Limited	14.78
Relay Shipping Agency Limited	74.13
Samudera Shipping Line (I) Private Limited	8.40
Shreyas Shipping & Logistics Limited	11.03
Sima Marine ( India ) Private Limited	36.94
Mundra International Container Terminal Private Limited	2.79
Gateway Rail Freight Limited	4.64
India Infrastructure & Logistics Private Limited	8.90
National Trades & Agencies	2.10
RKG International Fze	2.04
Sai Marine Surveyors	2.19
Seagull Maritime Agencies Private Limited	2.99
S.D.Enterprises	2.80

The details pertaining to net outstanding dues towards our Material Creditors shall be made available under investors' section on the website of our Company i.e. <http://www.lancermarine.in/> It is clarified that such details available on our website do not form a part of this Prospectus. Anyone



placing reliance on any other source of information, including our Company's website, <http://www.lancermarine.in/> would be doing so at their own risk.

There are no pending cases with such Material Creditors.

**MATERIAL DEVELOPMENTS OCCURRING AFTER LAST BALANCE SHEET DATE i.e. SEPTEMBER 30, 2015**

Except as described in this Prospectus, to our knowledge, there have been no material developments, since the date of the last audited balance sheet.

## **GOVERNMENT AND OTHER STATUTORY APPROVALS**

In view of the licenses / permissions / approvals / no-objections / certifications / registrations, (collectively ‘Authorisations’) listed below, our Company can undertake this Issue and our current business activities and to the best of our knowledge, no further approvals from any governmental or regulatory authority or any other entity are required to undertake this Issue or continue our business activities. Unless otherwise stated, these approvals are all valid as of the date of this Prospectus.

It must be distinctly understood that, in granting these approvals, the Government of India, the RBI or any other authority does not take any responsibility for our financial soundness or for the correctness of any of the statements made or opinions expressed in this behalf. For further details in connection with the regulatory and legal framework within which we operate, please refer to the chapter titled “Key Industry Regulations and Policies” on page 141 of this Prospectus.

### **Approvals for the Issue**

1. The Board of Directors, pursuant to resolution passed at its meeting held on December 21, 2015, has authorised the issue.
2. The shareholders of the Company, pursuant to a resolution dated December 21, 2015, have authorised the issue.
3. The in-principle approval from the Bombay Stock Exchange for the listing of our Equity Shares has been received pursuant to letter dated March 23, 2016.

### **Incorporation Details**

1. Certificate of Incorporation dated 7 March 2011, issued by Deputy Registrar of Companies, Mumbai in the name of “**Lancer Container Lines Private Limited**”.
2. Fresh Certificate of Incorporation Consequent upon Conversion from Private Company to Public Company issued on 16 July 2015 by the Registrar of Companies, Mumbai, in the name of **Lancer Container Lines Limited**.
3. The Corporate Identity Number (CIN) of the Company is U74990MH2011PLC214448.
4. The Company has entered into an agreement dated February 10, 2016 with the Central Depository Services (India) Limited (‘CDSL’) and the Registrar and Transfer Agent, who in this case is Bigshare Services Private Limited, for the dematerialization of its shares.
5. Similarly, the Company has also entered into an agreement dated March 02, 2016 with the National Securities Depository Limited (‘NSDL’) and the Registrar and Transfer Agent, who in this case is Bigshare Services Private Limited for the dematerialization of its shares.
6. The ISIN Number of the Company is INE359U01010.

### **APPROVALS/LICENSES/PERMISSIONS PROCURED TO CONDUCT THE BUSINESS**

Sl. No	Description	Authority	Registration Number	Date of Issue/ Application	Date of Expiry/ Status
1.	Professional Tax Enrolment Certificate (PTEC)	Professional Tax Officer, Raigad Dist., Navi Mumbai	99961843172P	18 January 2014	Perpetual

Sl. No	Description	Authority	Registration Number	Date of Issue/ Application	Date of Expiry/ Status
2.	Professional Tax Registration Certificate (PTRC)	Professional Tax Officer, Raigad Dist., Navi Mumbai	27730841264P	18 January 2014	Perpetual
3.	Permanent Account Number (PAN)	The Income Tax Department, Government of India.	AABCL9894R	7 March, 2011	Perpetual
4.	Certificate of Registration under The Maharashtra Value Added Tax Act, 2002	Sales Tax Office, Thane City Division, Mumbai	27730841264V	12 July, 2011	Perpetual
5.	Certificate of Registration under Rule5(1) of Central Sales Tax Act (Registration & Turnover) Rules, 1957	Sales Tax Office, Thane City Division, Mumbai	27730841264C	12 July, 2011	Perpetual
6.	Tax Deduction Account Number (TAN)	The Income Tax Department, Government of India.	MUML08205B	27 December 2013	Perpetual
7.	Certificate of Registration for Service Tax Code under the Finance Act, 1994 read with Service Tax Rules, 1994	Central Board of Excise and Customs	AABCL9894RSD001	5 May, 2011	Perpetual
8.	Certificate of Importer Exporter Code (IEC)	Additional Director General of Foreign Trade, Ministry of Commerce and Industry	0311011985	25 May 2011	N/A

**LABOUR RELATED APPROVALS/ LICENSE/REGISTRATIONS**

Sl. No	Description	Authority	Registration Number	Date of Issue/ Application	Date of Expiry/ Status
1.	Registration under Employees' Provident Funds and Miscellaneous Provision Act,1952	Regional Office, Employees Provident Fund Organization,	TH/VSH/0220114/000	N.A.	Perpetual


**MISCELLANEOUS APPROVAL/ LICENSES/REGISTRATIONS**

Sl. No	Description	Authority	Registration Number	Date of Issue/ Application	Date of Expiry/ Status
1.	Entrepreneurs' Memorandum (EM) for setting up Micro, Small, Medium Enterprise-Acknowledgement for Part-II	District Industries Centre, Thane	Form No: 19550 Entrepreneurs' Memorandum Number (Part-II): 27-021-22-01476	1 October, 2014	N/A
2.	Certificate of Registration of Container Code	Bureau International des Containers et du Transport Intermodal	LCUU – 1316	02 March, 2016	15 March, 2017
3.	Membership Certificate from Raigad Chamber of Commerce and Industry	Raigad Chamber of Commerce and Industry	Membership No. RCCI/404/A/2015	N/A	N/A
4.	Registration of the branch office at Delhi under the Delhi Shops & Establishment Act,1954	Department of Labour, Government of National Capital Territory of Delhi	Certificate No: 2015030595 Registration No:2015030595	10 June, 2015	2036
5.	Registration of the Mumbai office under the Bombay Shops & Establishment	Inspector of shops and establishments, Vashi, Navi Mumbai	Certificate No: 112562	9 May, 2015	2016

Sl. No	Description	Authority	Registration Number	Date of Issue/ Application	Date of Expiry/ Status
	Act, 1948				

**INTELLECTUAL PROPERTY RELATED APPROVALS/ REGISTRATION/ ASSIGNMENTS**

**Trademarks:**

Our logo  is registered with the Registrar of Trademarks. This trademark is valid for a period of 10 years i.e. from July 26, 2012 upto July 26, 2022. However our Company is not in possession of the Trademark Registration Certificate. For further details, please refer to the section titled “Risk Factors” beginning on page 18 of this Prospectus.

**APPROVALS/LICENSES TO BE RENEWED/APPLIED FOR:**

1. Renewal of Certificate of Registration under the Multimodal Transportation of Goods Act, 1993.
2. Renewal of Certificate of Registration under the Bombay Shops and Establishment Acts, 1948 for the branch office located at Kutch.
3. Application for Certificate of Registration under the West Bengal Shops and Establishment Acts, 1963 for the branch office located at Kolkata.
4. Registration under the Employee’s State Insurance Act, 1948.

## **OTHER REGULATORY AND STATUTORY DISCLOSURES**

### **AUTHORITY FOR THE ISSUE**

The Issue has been authorized by a resolution passed by our Board of Directors at its meeting held on December 21, 2015 and by the shareholders of our Company by a special resolution, pursuant to Section 62(1)(c) of the Companies Act, 2013 passed at the Extra-Ordinary General Meeting of our Company held on December 21, 2015 at registered office of the Company.

### **PROHIBITION BY SEBI, RBI OR OTHER GOVERNMENTAL AUTHORITIES**

None of our Company, our Directors, our Promoter, relatives of Promoter, our Promoter Group, and our Group Companies has been declared as wilful defaulter(s) by the RBI or any other governmental authority. Further, there has been no violation of any securities law committed by any of them in the past and no such proceedings are currently pending against any of them.

We confirm that our Company, Promoter, Promoter Group, Directors or Group Companies have not been prohibited from accessing or operating in the capital markets under any order or direction passed by SEBI or any other government authority. Neither our Promoter, nor any of our Directors or persons in control of our Company were or are promoter, director or person in control of any other company which is debarred from accessing the capital market under any order or directions made by the SEBI or any other governmental authorities.

None of our Directors is associated with the securities market in any manner, including securities market related business.

### **ELIGIBILITY FOR THIS ISSUE**

Our Company is eligible for the Issue in accordance with regulation 106M(1) and other provisions of chapter XB of the SEBI (ICDR) Regulations as the post issue face value capital does not exceed Rs. 1,000 lakhs. Our Company also complies with the eligibility conditions laid by the SME Platform of BSE for listing of our Equity Shares.

#### **We confirm that:**

1. In accordance with regulation 106(P) of the SEBI (ICDR) Regulations, this Issue will be hundred percent underwritten and that the LM will underwrite at least 15% of the total issue size. For further details pertaining to underwriting please refer to chapter titled “*General Information*” beginning on page 60 of this Prospectus.
2. In accordance with Regulation 106(R) of the SEBI (ICDR) Regulations, we shall ensure that the total number of proposed allottees in the Issue is greater than or equal to fifty, otherwise, the entire application money will be refunded forthwith. If such money is not repaid within eight days from the date our company becomes liable to repay it, then our company and every officer in default shall, on and from expiry of eight days, be liable to repay such application money, with interest as prescribed under section 40 of the Companies Act, 2013.
3. In accordance with Regulation 106(O) the SEBI (ICDR) Regulations, we have not filed any Offer Document with SEBI nor has SEBI issued any observations on our Offer Document. Also, we shall ensure that our LM submits the copy of the Prospectus along with a Due Diligence Certificate including additional confirmations as required to SEBI at the time of filing the Prospectus with Stock Exchange and the Registrar of Companies.
4. In accordance with Regulation 106(V) of the SEBI ICDR Regulations, the LM will ensure compulsory market making for a minimum period of three years from the date of listing of Equity Shares offered in the Issue. For further details of the market making arrangement see chapter titled “*General Information*” beginning on page 60 of this Prospectus.

5. The Company has Net Tangible assets of at least Rs. 3 crore as per the latest audited financial results.
6. The Net worth (excluding revaluation reserves) of the Company is at least Rs. 3 crore as per the latest audited financial results.
7. The Company has track record of distributable profits in terms of section 123 of Companies Act for at least two years out of immediately preceding three financial years and each financial year has a period of at least 12 months or has networth of Rs. 5 crore.
8. The distributable Profit, Net tangible Assets and Net worth of the Company as per the restated financial statements for the period ended September 30, 2015 and the year ended March 31, 2015, 2014 and 2013 is as set forth below:-

(Rs. In lakhs)

Particulars	September 30, 2015	March 31, 2015	March 31, 2014	March 31, 2013
Distributable Profits*	38.45	42.01	44.08	17.41
Net Tangible Assets**	2,450.63	1,543.88	837.07	266.93
Net Worth***	448.17	409.72	200.16	19.70

\* “Distributable profits” have been computed in terms section 123 of the Companies Act, 2013.

\*\* ‘Net tangible assets’ are defined as the sum of all net assets (i.e. non current assets, current assets less current liabilities) of our Company, excluding intangible assets as defined in Accounting Standard 26 (AS 26) issued by the Institute of Chartered Accountants of India

\*\*\* “Net Worth” has been defined as the aggregate of the paid up share capital, share application money (excluding the portion included in other current liabilities) and reserves and surplus excluding miscellaneous expenditure, if any

9. The Post-issue paid up capital of the Company shall be at least Rs. 3 Crore. The post-issue paid up capital of the Company shall be Rs. 570.93 lakhs.
10. The Company shall mandatorily facilitate trading in demat securities and has entered into an agreement with both the depositories.
11. The Company has not been referred to Board for Industrial and Financial Reconstruction.
12. No petition for winding up is admitted by a court or a liquidator has not been appointed of competent jurisdiction against the Company.
13. No material regulatory or disciplinary action has been taken by any stock exchange or regulatory authority in the past three years against the Company.
14. There has been no change in the promoter of the Company in the one year preceding the date of filing application to BSE for listing on SME segment.
15. The Company has a website [www.lancermarine.in](http://www.lancermarine.in) .

We further confirm that we shall be complying with all the other requirements as laid down for such an Issue under Chapter X-B of SEBI (ICDR) Regulations and subsequent circulars and guidelines issued by SEBI and the Stock Exchange.

As per Regulation 106(M)(3) of SEBI (ICDR) Regulations, 2009, the provisions of Regulations 6(1), 6(2), 6(3), Regulation 7, Regulation 8, Regulation 9, Regulation 10, Regulation 25, Regulation



26, Regulation 27 and Sub regulation (1) of Regulation 49 of SEBI (ICDR) Regulations, 2009 shall not apply to us in this Issue.

#### **DISCLAIMER CLAUSE OF SEBI**

**IT IS TO BE DISTINCTLY UNDERSTOOD THAT SUBMISSION OF THE OFFER DOCUMENT TO SECURITIES AND EXCHANGE BOARD OF INDIA 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 THIS ISSUE IS PROPOSED TO BE MADE OR FOR THE CORRECTNESS OF THE STATEMENTS MADE OR OPINIONS EXPRESSED IN THE OFFER DOCUMENT. THE LEAD MANAGER, PANTOMATH CAPITAL ADVISORS PRIVATE LIMITED HAS CERTIFIED THAT THE DISCLOSURES MADE IN THIS PROSPECTUS ARE GENERALLY ADEQUATE AND ARE IN CONFORMITY WITH THE SEBI (ISSUE OF CAPITAL AND DISCLOSURE REQUIREMENTS) REGULATIONS, 2009, IN FORCE THE TIME BEING. THIS REQUIREMENT IS TO FACILITATE INVESTORS TO TAKE AN INFORMED DECISION FOR MAKING AN INVESTMENT IN THE PROPOSED ISSUE.**

**IT SHOULD ALSO BE CLEARLY UNDERSTOOD THAT WHILE THE COMPANY IS PRIMARILY RESPONSIBLE FOR THE CORRECTNESS, ADEQUACY AND DISCLOSURE OF ALL RELEVANT INFORMATION IN THIS PROSPECTUS, THE LEAD MANAGER, PANTOMATH CAPITAL ADVISORS PRIVATE LIMITED, IS EXPECTED TO EXERCISE DUE DILIGENCE TO ENSURE THAT THE COMPANY DISCHARGES ITS RESPONSIBILITY ADEQUATELY IN THIS BEHALF AND TOWARDS THIS PURPOSE, THE LEAD MANAGER, PANTOMATH CAPITAL ADVISORS PRIVATE LIMITED, HAS FURNISHED TO STOCK EXCHANGE/SEBI A DUE DILIGENCE CERTIFICATE IN ACCORDANCE WITH THE SEBI (MERCHANT BANKERS) REGULATIONS, 1992.**

**“WE, THE UNDER NOTED LEAD MANAGER TO THE ABOVE MENTIONED FORTHCOMING ISSUE STATE AS FOLLOWS:**

- 1. WE HAVE EXAMINED VARIOUS DOCUMENTS INCLUDING THOSE RELATING TO LITIGATION LIKE COMMERCIAL DISPUTES, PATENT DISPUTES, DISPUTES WITH COLLABORATORS, ETC. AND OTHER MATERIAL IN CONNECTION WITH THE FINALISATION OF THE 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 IS IN CONFORMITY WITH THE DOCUMENTS, MATERIALS AND PAPERS RELEVANT TO THE ISSUE;**
  - B. ALL THE LEGAL REQUIREMENTS RELATING TO THE ISSUE AS ALSO THE REGULATIONS GUIDELINES, INSTRUCTIONS, ETC. FRAMED/ISSUED BY THE BOARD, THE CENTRAL GOVERNMENT AND ANY OTHER COMPETENT AUTHORITY IN THIS BEHALF HAVE BEEN DULY COMPLIED WITH; AND**
  - C. THE DISCLOSURES MADE IN THE 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, 1956, APPLICABLE PROVISIONS OF THE COMPANIES ACT, 2013, THE SECURITIES AND EXCHANGE BOARD OF INDIA (ISSUE OF CAPITAL AND DISCLOSURE REQUIREMENTS) REGULATIONS, 2009 AND OTHER APPLICABLE LEGAL REQUIREMENTS.**

- 3. WE CONFIRM THAT BESIDES OURSELVES, ALL THE INTERMEDIARIES NAMED IN THE 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 PROMOTER HAS BEEN OBTAINED FOR INCLUSION OF THEIR SPECIFIED SECURITIES AS PART OF PROMOTER'S CONTRIBUTION SUBJECT TO LOCK-IN AND THE SPECIFIED SECURITIES PROPOSED TO FORM PART OF PROMOTER'S 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 TILL THE DATE OF COMMENCEMENT OF LOCK-IN PERIOD AS STATED IN THE PROSPECTUS.**
- 6. WE CERTIFY THAT REGULATION 33 OF THE SECURITIES AND EXCHANGE BOARD OF INDIA (ISSUE OF CAPITAL AND DISCLOSURE REQUIREMENTS) REGULATIONS, 2009, WHICH RELATES TO SPECIFIED SECURITIES INELIGIBLE FOR COMPUTATION OF PROMOTER'S CONTRIBUTION, HAS BEEN DULY COMPLIED WITH AND APPROPRIATE DISCLOSURES AS TO COMPLIANCE WITH THE SAID REGULATION HAVE BEEN MADE IN THE PROSPECTUS.**
- 7. WE UNDERTAKE THAT SUB-REGULATION (4) OF REGULATION 32 AND CLAUSE (C) AND (D) OF SUB-REGULATION (2) OF REGULATION 8 OF THE SECURITIES AND EXCHANGE BOARD OF INDIA (ISSUE OF CAPITAL AND DISCLOSURE REQUIREMENTS) REGULATIONS, 2009 SHALL BE COMPLIED WITH. WE CONFIRM THAT ARRANGEMENTS HAVE BEEN MADE TO ENSURE THAT PROMOTER'S CONTRIBUTION SHALL BE RECEIVED AT LEAST ONE DAY BEFORE THE OPENING OF THE ISSUE. WE UNDERTAKE THAT AUDITORS' CERTIFICATE TO THIS EFFECT SHALL BE DULY SUBMITTED TO THE BOARD. WE FURTHER CONFIRM THAT ARRANGEMENTS HAVE BEEN MADE TO ENSURE THAT PROMOTER'S CONTRIBUTION SHALL BE KEPT IN AN ESCROW ACCOUNT WITH A SCHEDULED COMMERCIAL BANK AND SHALL BE RELEASED TO THE ISSUER ALONG WITH THE PROCEEDS OF THE PUBLIC ISSUE. – NOT APPLICABLE**
- 8. WE CERTIFY THAT THE PROPOSED ACTIVITIES OF THE ISSUER FOR WHICH THE FUNDS ARE BEING RAISED IN THE PRESENT ISSUE FALL WITHIN THE 'MAIN OBJECTS' LISTED IN THE OBJECT CLAUSE OF THE MEMORANDUM OF ASSOCIATION OR OTHER CHARTER OF THE ISSUER AND THAT THE ACTIVITIES WHICH HAVE BEEN CARRIED OUT UNTIL NOW ARE VALID IN TERMS OF THE OBJECT CLAUSE OF ITS MEMORANDUM OF ASSOCIATION. – COMPLIED TO THE EXTENT APPLICABLE**
- 9. WE CONFIRM THAT NECESSARY ARRANGEMENTS HAVE BEEN MADE TO ENSURE THAT THE MONEYS RECEIVED PURSUANT TO THE ISSUE ARE KEPT**

**IN A SEPARATE BANK ACCOUNT AS PER THE PROVISIONS OF SUB-SECTION (3) OF SECTION 40 OF THE COMPANIES ACT, 2013 AND THAT SUCH MONEYS SHALL BE RELEASED BY THE SAID BANK ONLY AFTER PERMISSION IS OBTAINED FROM ALL THE STOCK EXCHANGES MENTIONED IN THE PROSPECTUS. WE FURTHER CONFIRM THAT THE AGREEMENT ENTERED INTO BETWEEN THE BANKERS TO THE ISSUE AND THE ISSUER SPECIFICALLY CONTAINS THIS CONDITION – NOTED FOR COMPLIANCE**

- 10. WE CERTIFY THAT A DISCLOSURE HAS BEEN MADE IN THE PROSPECTUS THAT THE INVESTORS SHALL BE GIVEN AN OPTION TO GET THE SHARES IN DEMAT OR PHYSICAL MODE.- NOT APPLICABLE AS IN TERMS OF THE PROVISIONS OF SECTION 29 OF THE COMPANIES ACT, 2013, THE SHARES ISSUED IN THE PUBLIC ISSUE SHALL BE IN DEMAT FORM ONLY.**
- 11. WE CERTIFY THAT ALL THE APPLICABLE DISCLOSURES MANDATED IN THE SECURITIES AND EXCHANGE BOARD OF INDIA (ISSUE OF CAPITAL AND DISCLOSURE REQUIREMENTS) REGULATIONS, 2009 HAVE BEEN MADE IN ADDITION TO DISCLOSURES WHICH, IN OUR VIEW, ARE FAIR AND ADEQUATE TO ENABLE THE INVESTOR TO MAKE A WELL INFORMED DECISION.**
- 12. WE CERTIFY THAT THE FOLLOWING DISCLOSURES HAVE BEEN MADE IN THE PROSPECTUS:**
  - A. AN UNDERTAKING FROM THE ISSUER THAT AT ANY GIVEN TIME, THERE SHALL BE ONLY ONE DENOMINATION FOR THE EQUITY SHARES OF THE ISSUER AND**
  - B. AN UNDERTAKING FROM THE ISSUER THAT IT SHALL COMPLY WITH SUCH DISCLOSURE AND ACCOUNTING NORMS SPECIFIED BY THE BOARD FROM TIME TO TIME.**
- 13. WE UNDERTAKE TO COMPLY WITH THE REGULATIONS PERTAINING TO ADVERTISEMENT IN TERMS OF THE SECURITIES AND EXCHANGE BOARD OF INDIA (ISSUE OF CAPITAL AND DISCLOSURE REQUIREMENTS) REGULATIONS, 2009 WHILE MAKING THE ISSUE. – NOTED FOR COMPLIANCE**
- 14. WE ENCLOSE A NOTE EXPLAINING HOW THE PROCESS OF DUE DILIGENCE THAT HAS BEEN EXERCISED BY US IN VIEW OF THE NATURE OF CURRENT BUSINESS BACKGROUND OF THE ISSUER, SITUATION AT WHICH THE PROPOSED BUSINESS STANDS, THE RISK FACTORS, PROMOTER’S EXPERIENCE, ETC. – NOTED FOR COMPLIANCE**
- 15. WE ENCLOSE A CHECKLIST CONFIRMING REGULATION-WISE COMPLIANCE WITH THE APPLICABLE PROVISIONS OF THE SECURITIES AND EXCHANGE BOARD OF INDIA (ISSUE OF CAPITAL AND DISCLOSURE REQUIREMENTS) REGULATIONS, 2009, CONTAINING DETAILS SUCH AS THE REGULATION NUMBER, ITS TEXT, THE STATUS OF COMPLIANCE, PAGE NUMBER OF THE PROSPECTUS WHERE THE REGULATION HAS BEEN COMPLIED WITH AND OUR COMMENTS, IF ANY. – NOTED FOR COMPLIANCE**
- 16. WE ENCLOSE STATEMENT ON PRICE INFORMATION OF PAST ISSUES HANDLED BY MERCHANT BANKERS AS PER FORMAT SPECIFIED BY THE BOARD (SEBI) THROUGH CIRCULAR – DETAILS ARE ENCLOSED IN “ANNEXURE A”**
- 17. WE CERTIFY THAT PROFITS FROM RELATED PARTY TRANSACTION HAVE**

**ARISEN FROM LEGITIMATE BUSINESS TRANSACTIONS”. - COMPLIED WITH TO THE EXTENT OF THE RELATED PARTY TRANSACTIONS REPORTED IN ACCORDANCE WITH ACCOUNTING STANDARD 18 IN THE FINANCIAL STATEMENTS OF THE COMPANY INCLUDED IN THE PROSPECTUS**

**ADDITIONAL CONFIRMATIONS/ CERTIFICATION TO BE GIVEN BY MERCHANT BANKER IN DUE DILIGENCE CERTIFICATE TO BE GIVEN ALONG WITH OFFER DOCUMENT REGARDING SME EXCHANGE**

- (1) “WE CONFIRM THAT NONE OF THE INTERMEDIARIES NAMED IN THE 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 OFFERED THROUGH THIS ISSUE SHALL BE INFORMED THROUGH PUBLIC NOTICES/ ADVERTISEMENTS IN ALL THOSE NEWSPAPERS IN WHICH PRE-ISSUE ADVERTISEMENT AND ADVERTISEMENT FOR OPENING OR CLOSURE OF THE ISSUE HAVE BEEN GIVEN.**
- (3) WE CONFIRM THAT THE ABRIDGED PROSPECTUS CONTAINS ALL THE DISCLOSURES AS SPECIFIED IN THE SECURITIES AND EXCHANGE BOARD OF INDIA (ISSUE OF CAPITAL AND DISCLOSURE REQUIREMENTS) REGULATIONS, 2009. – NOTED FOR COMPLIANCE**
- (4) WE CONFIRM THAT AGREEMENTS HAVE BEEN ENTERED INTO WITH THE DEPOSITORIES FOR DEMATERIALISATION OF THE SPECIFIED SECURITIES OF THE ISSUER.**
- (5) WE CERTIFY THAT AS PER THE REQUIREMENTS OF FIRST PROVISIO TO SUB-REGULATION 4 OF REGULATION 32 OF SECURITIES AND EXCHANGE BOARD OF INDIA (ISSUE OF CAPITAL AND DISCLOSURE REQUIREMENTS) REGULATIONS, 2009, CASH FLOW STATEMENT HAS BEEN PREPARED AND DISCLOSED IN THE PROSPECTUS.**
- (6) WE CONFIRM THAT UNDERWRITING AND MARKET MAKING ARRANGEMENTS AS PER REQUIREMENTS OF REGULATION 106P AND 106V OF THE SECURITIES AND EXCHANGE BOARD OF INDIA (ISSUE OF CAPITAL AND DISCLOSURE REQUIREMENTS) REGULATIONS, 2009 HAVE BEEN MADE.**

**Note:**

The filing of this Prospectus does not, however, absolve our Company from any liabilities under section 34 and 36 of the Companies Act, 2013 or from the requirement of obtaining such statutory and other clearances as may be required for the purpose of the proposed Issue. SEBI further reserves the right to take up at any point of time, with the Lead manager any irregularities or lapses in the Prospectus.

All legal requirements pertaining to the Issue will be complied with at the time of registration of the Prospectus with the Registrar of Companies, Mumbai, in terms of Section 26, 30 and 32 of the Companies Act, 2013.

#### DISCLAIMER STATEMENT FROM OUR COMPANY AND THE LEAD MANAGER

Our Company, our Directors and the Lead Manager accept no responsibility for statements made otherwise than in this Prospectus or in the advertisements or any other material issued by or at instance of our Company and anyone placing reliance on any other source of information, including our website [www.lancermarine.in](http://www.lancermarine.in), would be doing so at his or her own risk.

#### Caution

The Lead Manager accepts no responsibility, save to the limited extent as provided in the Agreement for Issue Management entered into among the Lead Manager and our Company dated January 27, 2016, the Underwriting Agreement dated January 27, 2016 entered into among the Underwriter and our Company and the Market Making Agreement dated January 27, 2016 entered into among the Market Maker, Lead Manager and our Company.

Our Company and the Lead Manager shall make all information available to the public and investors at large and no selective or additional information would be available for a section of the investors in any manner whatsoever including at road show presentations, in research or sales reports or at collection centres, *etc.*

The Lead Manager and its associates and affiliates may engage in transactions with and perform services for, our Company and associates of our Company in the ordinary course of business and may in future engage in the provision of services for which they may in future receive compensation. Pantomath Capital Advisors Private Limited is not an 'associate' of the Company and is eligible to Lead Manager this Issue, under the SEBI (Merchant Bankers) Regulations, 1992.

**Investors who apply in this Issue will be required to confirm and will be deemed to have represented to our Company and the Underwriter and their respective directors, officers, agents, affiliates and representatives that they are eligible under all applicable laws, rules, regulations, guidelines and approvals to acquire Equity Shares and will not offer, sell, pledge or transfer the Equity Shares to any person who is not eligible under applicable laws, rules, regulations, guidelines and approvals to acquire Equity Shares. Our Company and the Lead Manager and their respective directors, officers, agents, affiliates and representatives accept no responsibility or liability for advising any investor on whether such investor is eligible to acquire Equity Shares.**

#### PRICE INFORMATION AND THE TRACK RECORD OF THE PAST ISSUES HANDLED BY THE LEAD MANAGER

For details regarding the price information and track record of the past issue handled by Pantomath Capital Advisors Private Limited, as specified in Circular reference CIR/MIRSD/1/2012 dated January 10, 2012 issued by SEBI, please refer "Annexure A" to this Prospectus and the website of the Lead Manager at [www.pantomathgroup.com](http://www.pantomathgroup.com)

#### DISCLAIMER IN RESPECT OF JURISDICTION

This Issue is being made in India to persons resident in India (including Indian nationals resident in India who are not minors, HUFs, companies, corporate bodies and societies registered under the applicable laws in India and authorized to invest in shares, Indian Mutual Funds registered with SEBI, Indian financial institutions, commercial banks, regional rural banks, co-operative banks (subject to RBI permission), or trusts under applicable trust law and who are authorized under their constitution to hold and invest in shares, public financial institutions as specified in Section 2(72) of the Companies Act, 2013, VCFs, state industrial development corporations, insurance companies registered with Insurance Regulatory and Development Authority, provident funds (subject to applicable law) with minimum corpus of Rs. 2,500 Lakhs, pension funds with minimum corpus of Rs. 2,500 Lakhs and the National Investment Fund, and permitted non-residents including FPIs,



Eligible NRIs, multilateral and bilateral development financial institutions, FVCIs and eligible foreign investors, provided that they are eligible under all applicable laws and regulations to hold Equity Shares of the Company. The Prospectus does not, however, constitute an invitation to purchase shares offered hereby in any jurisdiction other than India to any person to whom it is unlawful to make an offer or invitation in such jurisdiction. Any person into whose possession this Prospectus comes is required to inform himself or herself about, and to observe, any such restrictions. Any dispute arising out of this Issue will be subject to the jurisdiction of appropriate court(s) in Mumbai, Maharashtra, only.

No action has been, or will be, taken to permit a public offering in any jurisdiction where action would be required for that purpose, except that this Prospectus has been filed with BSE for its observations and BSE shall give its observations in due course. Accordingly, the Equity Shares represented hereby may not be offered or sold, directly or indirectly, and 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 since the date hereof or that the information contained herein is correct as of any time subsequent to this date.

The Equity Shares have not been, and will not be, registered, listed or otherwise qualified in any other jurisdiction outside India and may not be offered or sold, and applications may not be made by persons in any such jurisdiction, except in compliance with the applicable laws of such jurisdiction.

Further, each applicant where required agrees that such applicant will not sell or transfer any Equity Shares or create any economic interest therein, including any off-shore derivative instruments, such as participatory notes, issued against the Equity Shares or any similar security, other than pursuant to an exemption from, or in a transaction not subject to, the registration requirements of the Securities Act and in compliance with applicable laws, legislations and Prospectus in each jurisdiction, including India.

#### **DISCLAIMER CLAUSE OF THE SME PLATFORM OF BSE**

BSE Limited (“BSE”) has given vide its letter dated March 23, 2016 has given permission to this Company to use its name in this offer document as one of the stock exchanges on which this company’s securities are proposed to be listed on the SME Platform. 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 document; or
- ii. warrant that this Company’s securities will be listed or will continue to be listed on BSE; or
- iii. take any responsibility for the financial or other soundness of this Company, its promoter, its management or any scheme or project of this Company;

and it should not for any reason be deemed or construed that this offer document has been cleared or approved by BSE. Every person who desires to apply for or otherwise acquires 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.

## **FILING**

This Prospectus has not been filed with SEBI, nor will SEBI issue any observation on the Offer Document in term of Regulation 106(M)(3) of SEBI (ICDR) Regulations. However, a copy of the Prospectus shall be filed with SEBI at the SEBI Corporate Finance Department, Mumbai. A copy of the Prospectus, along with the documents required to be filed under Section 26 of the Companies Act, 2013 shall be delivered to the RoC situated at 100, Everest, Marine Drive Mumbai- 400002.

## **LISTING**

In terms of Chapter XB of the SEBI (ICDR) Regulations, there is no requirement of obtaining in-principle approval from SME Platform of BSE. However application will be made to the SME Platform of BSE for obtaining permission to deal in and for an official quotation of our Equity Shares. BSE will be the Designated Stock Exchange, with which the Basis of Allotment will be finalized.

The SME Platform of BSE has given its in-principle approval for using its name in our Prospectus vide its letter dated March 23, 2016.

If the permissions to deal in and for an official quotation of our Equity Shares are not granted by the SME Platform of BSE, our Company will forthwith repay, without interest, all moneys received from the applicants in pursuance of the Prospectus. If such money is not repaid within 8 days after our Company becomes liable to repay it (i.e. from the date of refusal or within 15 working days from the Issue Closing Date), then our Company and every Director of our Company who is an officer in default shall, on and from such expiry of 8 days, be liable to repay the money, with interest at the rate of 15% per annum on application money, as prescribed under section 40 of the Companies Act, 2013.

Our Company shall ensure that all steps for the completion of the necessary formalities for listing and commencement of trading at the SME Platform of the BSE mentioned above are taken within six Working Days from the Issue Closing Date.

## **CONSENTS**

Consents in writing of: (a) the Directors, the Promoter, the Company Secretary & Compliance Officer, Chief Financial Officer, the Statutory Auditors, the Peer Reviewed Auditors, the Banker to the Company; and (b) Lead manager, Underwriters, Market Makers, Registrar to the Issue, Banker(s) to the Issue, Legal Advisor to the Issue to act in their respective capacities have been obtained and will be filed along with a copy of the Prospectus with the RoC, as required under sections 26 of the Companies Act, 2013 and such consents shall not be withdrawn up to the time of delivery of the Prospectus for registration with the RoC. Our Peer Reviewed Auditors have given their written consent to the inclusion of their report in the form and context in which it appears in this Draft Prospectus/ Prospectus and such consent and report shall not be withdrawn up to the time of delivery of the Prospectus for filing with the RoC.

## **EXPERT TO THE ISSUE**

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

- Report of the Peer Reviewed Auditor on Statement of Tax Benefits.
- Report on Re-stated Financial Statement.

## **EXPENSES OF THE ISSUE**

The expenses of this Issue include, among others, underwriting and management fees, printing and distribution expenses, legal fees, statutory advertisement expenses and listing fees. For details of



total expenses of the Issue, refer to chapter “*Objects of the Issue*” beginning on page 90 of this Prospectus.

#### **DETAILS OF FEES PAYABLE**

##### **Fees Payable to the Lead Manager**

The total fees payable to the Lead Manager will be as per the Mandate Letter dated April 9, 2015 between our Company and the Lead Manager, the copy of which is available for inspection at our Registered Office.

##### **Fees Payable to the Registrar to the Issue**

The fees payable to the Registrar to the Issue will be as per the Agreement signed by our Company and the Registrar to the Issue dated January 27, 2016 a copy of which is available for inspection at our Registered Office. The Registrar to the Issue will be reimbursed for all out-of-pocket expenses including cost of stationery, postage, stamp duty and communication expenses. Adequate funds will be provided by the Company to the Registrar to the Issue to enable them to send refund orders or allotment advice by registered post/ speed post/ under certificate of posting.

##### **Fees Payable to Others**

The total fees payable to the Legal Advisor, Auditor and Advertiser, *etc.* will be as per the terms of their respective engagement letters if any.

#### **UNDERWRITING COMMISSION, BROKERAGE AND SELLING COMMISSION**

The underwriting commission and selling commission for this Issue is as set out in the Underwriting Agreement entered into between our Company and the Lead Manager. Payment of underwriting commission, brokerage and selling commission would be in accordance with Section 40 of Companies Act, 2013 and the Companies (Prospectus and Allotment of Securities) Rule, 2013.

#### **PREVIOUS RIGHTS AND PUBLIC ISSUES SINCE THE INCORPORATION**

We have not made any previous public issues since incorporation, and are an “Unlisted Issuer” in terms of the SEBI (ICDR) Regulations and this Issue is an “Initial Public Offering” in terms of the SEBI (ICDR) Regulations. For details of right issue made by our Company, please refer chapter titled “Capital Structure” on page 69 of this Prospectus.

#### **PREVIOUS ISSUES OF SHARES OTHERWISE THAN FOR CASH**

Except as stated in the chapter titled “*Capital Structure*” beginning on page 69 of this Prospectus, our Company has not issued any Equity Shares for consideration otherwise than for cash.

#### **COMMISSION OR BROKERAGE ON PREVIOUS ISSUES**

Since this is the initial public offer of the Equity Shares by our Company, no sum has been paid or has been payable as commission or brokerage for subscribing to or procuring or agreeing to procure subscription for any of our Equity Shares since our inception.

#### **PARTICULARS IN REGARD TO OUR COMPANY AND OTHER LISTED COMPANIES UNDER THE SAME MANAGEMENT WITHIN THE MEANING OF SECTION 370 (1B) OF THE COMPANIES ACT, 1956 WHICH MADE ANY CAPITAL ISSUE DURING THE LAST THREE YEARS**

None of the equity shares of our Group Companies are listed on any recognized stock exchange. None of the above companies have raised any capital during the past 3 years

### **PROMISE VERSUS PERFORMANCE FOR OUR COMPANY**

Our Company is an “Unlisted Issuer” in terms of the SEBI (ICDR) Regulations, and this Issue is an “Initial Public Offering” in terms of the SEBI (ICDR) Regulations. Therefore, data regarding promise versus performance is not applicable to us.

### **OUTSTANDING DEBENTURES, BONDS, REDEEMABLE PREFERENCE SHARES AND OTHER INSTRUMENTS ISSUED BY OUR COMPANY**

As on the date of this Prospectus, our Company has no outstanding debentures, bonds or redeemable preference shares.

### **STOCK MARKET DATA FOR OUR EQUITY SHARES**

Our Company is an “Unlisted Issuer” in terms of the SEBI (ICDR) Regulations, and this Issue is an “Initial Public Offering” in terms of the SEBI (ICDR) Regulations. Thus there is no stock market data available for the Equity Shares of our Company.

### **MECHANISM FOR REDRESSAL OF INVESTOR GRIEVANCES**

The Agreement between the Registrar and our Company provides for retention of records with the Registrar for a period of at least three year from the last date of dispatch of the letters of allotment, demat credit and unblocking of ASBA account to enable the investors to approach the Registrar to this Issue for redressal of their grievances. All grievances relating to this Issue may be addressed to the Registrar with a copy to the Compliance Officer, giving full details such as the name, address of the applicant, number of Equity Shares applied for, amount paid on application and the bank branch or collection centre where the application was submitted.

All grievances relating to the ASBA process may be addressed to the SCSB, giving full details such as name, address of the applicant, number of Equity Shares applied for, amount paid on application and the Designated Branch or the collection centre of the SCSB where the Application Form was submitted by the ASBA applicants.

### **DISPOSAL OF INVESTOR GRIEVANCES BY OUR COMPANY**

Our Company or the Registrar to the Issue or the SCSB in case of ASBA Applicant shall redress routine investor grievances within 15 working days from the date of receipt of the complaint. In case of non-routine complaints and complaints where external agencies are involved, our Company will seek to redress these complaints as expeditiously as possible.

We have constituted the Stakeholders’ Relationship Committee of the Board *vide* resolution passed at the Board Meeting held on December 21, 2015. For further details, please refer to the chapter titled “*Our Management*” beginning on page 153 of this Prospectus.

Our Company has appointed Nirali Mehta as Compliance Officer and she may be contacted at the following address:

**Nirali Mehta**  
**Lancer Container Lines Limited**  
26/27, Arenja Tower CHS Ltd,  
Plot No: 49/50/51, Sector -11,  
CBD Belapur,  
Navi Mumbai – 400 614  
Maharashtra, India  
**Tel:** +91 22 27566940/41/42  
**Fax:** +91 22 27566939  
**Email:** [secretarial@lancermarine.in](mailto:secretarial@lancermarine.in)  
**Website:** [www.lancermarine.in](http://www.lancermarine.in)

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 or unblocking of ASBA account, *etc.*

#### **CHANGES IN AUDITORS DURING THE LAST THREE FINANCIAL YEARS**

Following Changes in Auditors have been done in last three financial years

- M/s. SMD & Company, Chartered Accountant was appointed as auditors in place of M/s. Surendra Parikh & Co., Chartered Accountant with effect from August 21, 2015
- M/s. Surendra Parikh & Co, Chartered Accountant was appointed as auditors in place of M/s. Ramesh S Samant & Co., Chartered Accountants with effect from June 15, 2015.

#### **CAPITALISATION OF RESERVES OR PROFITS**

Save and except as stated in the chapter titled “*Capital Structure*” beginning on page 69 of this Prospectus, our Company has not capitalized its reserves or profits during the last five years.

#### **REVALUATION OF ASSETS**

Our Company has not revalued its assets since incorporation.

#### **PURCHASE OF PROPERTY**

Other than as disclosed in this Prospectus, there is no property which has been purchased or acquired or is proposed to be purchased or acquired which is to be paid for wholly or partly from the proceeds of the present Issue or the purchase or acquisition of which has not been completed on the date of this Prospectus.

Except as stated elsewhere in this Prospectus, our Company has not purchased any property in which the Promoter and/or Directors have any direct or indirect interest in any payment made there under.

#### **SERVICING BEHAVIOR**

There has been no default in payment of statutory dues or of interest or principal in respect of our borrowings or deposits.

## SECTION VII – ISSUE INFORMATION

### TERMS OF THE ISSUE

*The Equity Shares being issued and transferred are subject to the provisions of the Companies Act, 2013, SEBI (ICDR) Regulations, our Memorandum and Articles of Association, the SEBI Listing Regulations, the terms of the Draft Prospectus, the Prospectus, Application Form, the Revision Form, the Confirmation of Allocation Note and other terms and conditions as may be incorporated in the allotment advices and other documents/certificates that may be executed in respect of the Issue. The Equity Shares shall also be subject to laws as applicable, guidelines, notifications and regulations relating to the issue of capital and listing and trading of securities issued from time to time by SEBI, the Government of India, the Stock Exchange, the RBI, RoC and/or other authorities, as in force on the date of the Issue and to the extent applicable.*

*Please note that, in terms of SEBI Circular No. CIR/CFD/POLICYCELL/11/2015 dated November 10, 2015 All the investors applying in a public issue shall use only Application Supported by Blocked Amount (ASBA) facility for making payment.*

*Further vide the said circular Registrar to the Issue and Depository Participants have been also authorised to collect the Application forms. Investors may visit the official websites of the concerned stock exchanges for any information on operationalization of this facility of form collection by Registrar to the Issue and DPs as and when the same is made available.*

### **RANKING OF EQUITY SHARES**

The Equity Shares being issued in the Issue shall be subject to the provisions of the Companies Act, 2013 and the Memorandum and Articles of Association and shall rank *pari-passu* with the existing Equity Shares of our Company including rights in respect of dividend. The Allottees in receipt of Allotment of Equity Shares under this Issue will be entitled to dividends and other corporate benefits, if any, declared by our Company after the date of Allotment in accordance with Companies Act, 1956 and Companies Act, 2013 and the Articles. For further details, please refer to the section titled “*Main Provisions of Articles of Association*” beginning on page number 294 of this Prospectus.

### **MODE OF PAYMENT OF DIVIDEND**

The declaration and payment of dividend will be as per the provisions of Companies Act, SEBI Listing Regulations and recommended by the Board of Directors at their discretion and approved by the shareholders and will depend on a number of factors, including but not limited to earnings, capital requirements and overall financial condition of our Company. We shall pay dividend, if declared, to our Shareholders as per the provisions of the Companies Act, SEBI Listing Regulations and our Articles of Association. For further details, please refer to the chapter titled “*Dividend Policy*” on page 175 of this Prospectus.

### **FACE VALUE AND ISSUE PRICE PER SHARE**

The face value of the Equity Shares is Rs. 10 each and the Issue Price is Rs. 12 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 94 of this Prospectus. At any given point of time there shall be only one denomination for the Equity Shares.

### **COMPLIANCE WITH SEBI ICDR REGULATIONS**

Our Company shall comply with all requirements of the SEBI (ICDR) Regulations. Our Company shall comply with all disclosure and accounting norms as specified by SEBI from time to time.

### **RIGHTS OF THE EQUITY SHAREHOLDERS**

Subject to applicable laws, rules, regulations and guidelines and the Articles of Association, the Equity shareholders shall have the following rights:

- Right to receive dividend, if declared;
- Right to 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 offer for rights shares and be allotted bonus shares, if announced;
- Right to receive surplus on liquidation subject to any statutory and preferential claim being satisfied;
- Right of free transferability subject to applicable law, including any RBI rules and regulations; and
- Such other rights, as may be available to a shareholder of a listed public limited company under the Companies Act, 2013, the terms of the SEBI Listing Regulations and the Memorandum and Articles of Association of our Company.

For a detailed description of the main provisions of the Articles of Association relating to voting rights, dividend, forfeiture and lien and/or consolidation/splitting, please refer to the section titled “*Main Provisions of Articles of Association*” beginning on page number 294 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.

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 BSE from time to time by giving prior notice to investors at large. Allocation and allotment of Equity Shares through this Offer will be done in multiples of 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.

Allocation and allotment of Equity Shares through this Offer will be done in multiples of 10,000 Equity Share subject to a minimum allotment of 10,000 Equity Shares to the successful applicants.

#### **MINIMUM NUMBER OF ALLOTTEES**

The minimum number of allottees in this Issue shall be 50 shareholders. In case the minimum number of prospective allottees is less than 50, no allotment will be made pursuant to this Issue and the monies blocked by the SCSBs shall be unblocked within 6 days of closure of issue.

#### **JURISDICTION**

Exclusive jurisdiction for the purpose of this Issue is with the competent courts / authorities in Mumbai, Maharashtra, India.

**The Equity Shares have not been and will not be registered under the U.S. Securities Act or any state securities laws in the United States and may not be offered or sold within the United States or to, or for the account or benefit of, “U.S. persons” (as defined in Regulation S), except pursuant to an exemption from, or in a transaction not subject to, the registration requirements of the U.S. Securities Act and applicable U.S. state securities laws. Accordingly, the Equity Shares are being 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.**

#### **JOINT HOLDER**

Where two or more persons are registered as the holders of any Equity Shares, they shall be deemed to hold the same as joint – tenants with benefits of survivorship.

#### **NOMINATION FACILITY TO INVESTOR**

In accordance with Section 72 of the Companies Act, 2013 the sole applicant, or the 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 Applicant, as the case may be, the Equity Shares Allotted, if any, shall vest. A person, being a nominee, entitled to the Equity Shares by reason of the death of the original holder(s), shall be entitled to the same advantages to which he or she would be entitled if he or she were the registered holder of the Equity Share(s). Where the nominee is a minor, the holder(s) may make a nomination to appoint, in the prescribed manner, any person to become entitled to equity share(s) in the event of his or her death during the minority. A nomination shall stand rescinded upon a sale of equity share(s) by the person nominating. A buyer will be entitled to make a fresh nomination in the manner prescribed. Fresh nomination can be made only on the prescribed form available on request at our Registered Office or to the registrar and transfer agents of our Company.

Any person who becomes a nominee by virtue of the provisions of Section 72 of the Companies Act, 2013 shall upon the production of such evidence as may be required by the Board, elect either:

- a. to register himself or herself as the holder of the Equity Shares; or
- b. to make such transfer of the Equity Shares, as the deceased holder could have made.

Further, the Board may at any time give notice requiring any nominee to choose either to be registered himself or herself or to transfer the Equity Shares, and if the notice is not complied with within a period of ninety days, the Board may thereafter withhold payment of all dividends, bonuses or other moneys payable in respect of the Equity Shares, until the requirements of the notice have been complied with.

Since the Allotment of Equity Shares in the Issue will be made only in dematerialized mode there is no need to make a separate nomination with our Company. Nominations registered with respective depository participant of the applicant would prevail. If the investor wants to change the nomination, they are requested to inform their respective depository participant.

#### **PERIOD OF OPERATION OF SUBSCRIPTION LIST OF PUBLIC ISSUE**

<b>ISSUE OPENS ON</b>	March 31, 2016
<b>ISSUE CLOSES ON</b>	April 5, 2016

#### **MINIMUM SUBSCRIPTION**

This Issue is not restricted to any minimum subscription level. This Issue is 100% underwritten.

As per Section 39 of the Companies Act, 2013, if the “stated minimum amount” has not be subscribed and the sum payable on application is not received within a period of 30 days from the date of the Prospectus, the application money has to be returned within such period as may be prescribed. If our Company does not receive the 100% subscription of the offer through the Offer



Document including devolvement of Underwriters, if any, within sixty (60) days from the date of closure of the issue, our Company shall forthwith refund the entire subscription amount received. If there is a delay beyond eight days after our Company becomes liable to pay the amount, our Company and every officer in default will, on and from the expiry of this period, be jointly and severally liable to repay the money, with interest or other penalty as prescribed under the SEBI Regulations, the Companies Act 2013 and applicable law.

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 6 days of closure of issue.

Further, in accordance with Regulation 106(R) of the SEBI (ICDR) Regulations, our Company shall ensure that the minimum application size in terms of number of specified securities shall not be less than Rs.1,00,000/- (Rupees One Lakh) per application.

The Equity Shares have not been and will not be registered, listed or otherwise qualified in any other jurisdiction outside India and may not be 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.

#### **MIGRATION TO MAIN BOARD**

In accordance with the BSE Circular dated November 26, 2012, our Company will have to be mandatorily listed and traded on the SME Platform of the BSE 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 XB of the SEBI (ICDR) Regulations. Our Company may migrate to the Main Board of BSE from the SME Exchange on a later date subject to the following:

- If the Paid up Capital of our Company is likely to increase above Rs. 2,500 lakhs by virtue of any further issue of capital by way of rights issue, preferential issue, bonus issue etc. (which has been approved by a special resolution through postal ballot wherein the votes cast by the shareholders other than the Promoter in favour of the proposal amount to at least two times the number of votes cast by shareholders other than promoter shareholders against the proposal and for which the company has obtained in-principal approval from the Main Board), our Company shall apply to BSE for listing of its shares on its Main Board subject to the fulfilment of the eligibility criteria for listing of specified securities laid down by the Main Board.

OR

If the Paid up Capital of our company is more than Rs. 1,000 lakhs but below Rs. 2,500 lakhs, our Company may still apply for migration to the Main Board if the same has been approved by a special resolution through postal ballot wherein the votes cast by the shareholders other than the Promoter in favour of the proposal amount to at least two times the number of votes cast by shareholders other than promoter shareholders against the proposal.

#### **MARKET MAKING**

The shares offered through this Issue are proposed to be listed on the SME Platform of BSE (SME Exchange) with compulsory market making through the registered Market Maker of the SME Exchange for a minimum period of three years or such other time as may be prescribed by the Stock Exchange, from the date of listing of shares offered through the Prospectus. For further details of the market making arrangement please refer to chapter titled “*General Information*” beginning on page 60 of this Prospectus.

#### **ARRANGEMENT FOR DISPOSAL OF ODD LOT**



The trading of the equity shares will happen in the minimum contract size of 10,000 shares in terms of the SEBI circular no. CIR/MRD/DSA/06/2012 dated February 21, 2012. However, the market maker shall buy the entire shareholding of a shareholder in one lot, where value of such shareholding is less than the minimum contract size allowed for trading on the SME Platform of BSE.

**AS PER THE EXTANT POLICY OF THE GOVERNMENT OF INDIA, OCBS CANNOT PARTICIPATE IN THIS ISSUE.**

The current provisions of the Foreign Exchange Management (Transfer or Issue of Security by a Person Resident outside India) Regulations, 2000, provides a general permission for the NRIs, FIIs and foreign venture capital investors registered with SEBI to invest in shares of Indian companies by way of subscription in an IPO. However, such investments would be subject to other investment restrictions under the Foreign Exchange Management (Transfer or Issue of Security by a Person Resident outside India) Regulations, 2000, RBI and/or SEBI regulations as may be applicable to such investors..

The Allotment of the Equity Shares to Non-Residents shall be subject to the conditions, if any, as may be prescribed by the Government of India/RBI while granting such approvals.

**OPTION TO RECEIVE SECURITIES IN DEMATERIALIZED FORM**

In accordance with the SEBI ICDR Regulations, Allotment of Equity Shares to successful applicants will only be in the dematerialized form. Applicants will not have the option of Allotment of the Equity Shares in physical form. The Equity Shares on Allotment will be traded only on the dematerialized segment of the Stock Exchange. Allottees shall have the option to re-materialise the Equity Shares, if they so desire, as per the provisions of the Companies Act and the Depositories Act.

**NEW FINANCIAL INSTRUMENTS**

The Issuer Company is not issuing any new financial instruments through this Issue.

**APPLICATION BY ELIGIBLE NRIs, FPI'S REGISTERED WITH SEBI, VCF'S, AIF'S REGISTERED WITH SEBI AND QFI'S**

It is to be understood that there is no reservation for Eligible NRIs or FPIs or QFIs or VCFs or AIFs registered with SEBI. Such Eligible NRIs, FPIs, QFIs, VCFs or AIFs registered with SEBI will be treated on the same basis with other categories for the purpose of Allocation.

**RESTRICTIONS, IF ANY ON TRANSFER AND TRANSMISSION OF EQUITY SHARES**

Except for lock-in of the pre-Issue Equity Shares and Promoter's minimum contribution in the Issue as detailed in the chapter "*Capital Structure*" beginning on page 69 of this Prospectus, and except as provided in the Articles of Association, there are no restrictions on transfers of Equity Shares. There are no restrictions on transmission of shares and on their consolidation / splitting except as provided in the Articles of Association. For details please refer to the section titled "*Main Provisions of the Articles of Association*" beginning on page 294 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 Lead Manager do not accept any responsibility for the completeness and accuracy of the information stated hereinabove. Our Company and the Lead Manager are not liable to inform the investors of any amendments or modifications or changes in applicable laws or regulations, which may occur after the date of the 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.*

## ISSUE STRUCTURE

This Issue is being made in terms of Regulation 106(M)(1) of Chapter XB of SEBI (ICDR) Regulations, 2009, as amended from time to time, whereby, an issuer, whose post issue face value capital does not exceed ten crore rupees, shall issue specified securities to the public and propose to list the same on the Small and Medium Enterprise Exchange ("SME Exchange", in this case being the SME Platform of BSE). For further details regarding the salient features and terms of such an issue please refer chapter titled "*Terms of the Issue*" and "*Issue Procedure*" on page 240 and 248 of this Prospectus.

**Following is the issue structure:**

Public Issue of 15,40,000 Equity Shares of face value of Rs. 10/- each fully paid (the 'Equity Shares') for cash at a price of Rs. 12/- per Equity Share aggregating Rs. 184.80 Lacs ('the Issue') by our Company.

The Issue comprises a Net Issue to Public of 14,60,000 Equity Shares ('the Net Issue'), a reservation of 80,000 Equity Shares for subscription by the designated Market Maker ('the Market Maker Reservation Portion')

Particulars	Net Issue to Public*	Market Maker Reservation Portion
<b>Number of Equity Shares</b>	14,60,000 Equity Shares	80,000 Equity Shares
<b>Percentage of Issue Size available for allocation</b>	94.81% of Issue Size	5.19% of Issue Size
<b>Basis of Allotment/Allocation if respective category is oversubscribed</b>	Proportionate subject to minimum allotment of 10,000 equity shares and further allotment in multiples of 10,000 equity shares each.  For further details please refer to the section titled " <i>Issue Procedure–Basis of Allotment</i> " on page 248 of the Prospectus.	Firm allotment
<b>Mode of Application</b>	All the applicants shall make the application (Online or Physical) through the ASBA Process	Through ASBA Process only
<b>Minimum Application</b>	<b><u>For QIB and NII</u></b> Such number of Equity Shares in multiples of 10,000 Equity Shares such that the Application size exceeds Rs. 2,00,000  <b><i>For Retail Individual</i></b> 10,000 Equity shares	80,000 Equity Shares
<b>Maximum Application Size</b>	<b><u>For QIB and NII:</u></b>  For all other investors the maximum application size is the Net Issue to public subject to limits the investor has to adhere under the relevant laws and regulations as applicable.	80,000 Equity Shares of Face Value of Rs. 10 each

Particulars	Net Issue to Public*	Market Maker Reservation Portion
	<b><u>For Retail Individuals:</u></b> 10,000 Equity Shares	
<b>Mode of Allotment</b>	Compulsorily in Dematerialised mode.	Compulsorily in Dematerialised mode.
<b>Trading Lot</b>	10,000 Equity Shares	10,000 Equity Shares, however the Market Maker may accept odd lots if any in the market as required under the SEBI (ICDR) Regulations
<b>Terms of payment</b>	The Applicant shall have sufficient balance in the ASBA account at the time of submitting application and the amount will be blocked anytime within two day of the closure of the Issue.	

*\*50 % of the shares offered in the Net Issue to Public portion are reserved for applications whose value is below Rs. 2,00,000 and the balance 50 % of the shares are reserved for applications whose value is above Rs. 2,00,000.*

#### **WITHDRAWAL OF THE ISSUE**

In accordance with the SEBI (ICDR) Regulations, our Company, in consultation with Lead Manager, reserves the right not to proceed with this Issue at any time after the Issue Opening Date, but before our Board meeting for Allotment, without assigning reasons thereof. However, if our Company withdraws the Issue after the Issue Closing Date, we will give reason thereof within two days by way of a public notice which shall be published in the same newspapers where the pre-Issue advertisements were published.

Further, the Stock Exchange shall be informed promptly in this regard and the Lead Manager, through the Registrar to the Issue, shall notify the SCSBs to unblock the Bank Accounts of the ASBA Applicants within one Working Day from the date of receipt of such notification. In case our Company withdraws the Issue after the Issue Closing Date and subsequently decides to undertake a public offering of Equity Shares, our Company will file a fresh offer document with the stock exchange where the Equity Shares may be proposed to be listed. Notwithstanding the foregoing, the Issue is also subject to obtaining the final listing and trading approvals of the Stock Exchange, which the Company shall apply for after Allotment. In terms of the SEBI Regulations, Non retail applicants shall not be allowed to withdraw their Application after the Issue Closing Date.

#### **ISSUE PROGRAMME**

<b>ISSUE OPENS ON</b>	<b>March 31, 2016</b>
<b>ISSUE CLOSES ON</b>	<b>April 5, 2016</b>

Applications and any revision to the same (except that on the Issue Closing Date) will be accepted only between 10.00 a.m. and 5.00 p.m. (Indian Standard Time) during the Issue Period at the Application Centres mentioned in the Application Form. On the Issue Closing Date applications will be accepted only between 10.00 a.m. and 3.00 p.m. . Applications will be accepted during issue period on Working Days.

## ISSUE PROCEDURE

All Applicants should review the General Information Document for Investing in Public Issues prepared and issued in accordance with the circular (CIR/CFD/DIL/12/2013) dated October 23, 2013 notified by SEBI (the “General Information Document”) included below under section “**Part B – General Information Document**”, which highlights the key rules, processes and procedures applicable to public issues in general in accordance with the provisions of the Companies Act, 1956, the Securities Contracts (Regulation) Act, 1956, the Securities Contracts (Regulation) Rules, 1957 and the SEBI Regulations. The General Information Document has been updated to include reference to the Securities and Exchange Board of India (Foreign Portfolio Investors) Regulations, 2014, SEBI Listing Regulations and certain notified provisions of the Companies Act, 2013, to the extent applicable to a public issue. The General Information Document is also available on the websites of the Stock Exchange and the Lead Manager. Please refer to the relevant provisions of the General Information Document which are applicable to the Issue.

Please note that the information stated/covered in this section may not be complete and/or accurate and as such would be subject to modification/change. Our Company and the Lead Manager do not accept any responsibility for the completeness and accuracy of the information stated in this section and the General Information Document. Our Company and the Lead Manager would not be liable for any amendment, modification or change in applicable law, which may occur after the date of this 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 the Draft Prospectus and this Prospectus.

This section applies to all the Applicants, please note that all the Applicants are required to make payment of the full Application Amount along with the Application Form.

### FIXED PRICE ISSUE PROCEDURE

The Issue is being made under Regulation 106(M)(1) of Chapter XB of SEBI (Issue of Capital and Disclosure Requirements) Regulations, 2009 via Fixed Price Process.

Applicants are required to submit their Applications to the Application Collecting Intermediaries. In case of QIB Applicants, the Company in consultation with the Lead Manager may reject Applications at the time of acceptance of Application Form provided that the reasons for such rejection shall be provided to such Applicant in writing.

In case of Non Institutional Applicants and Retail Individual Applicants, our Company would have a right to reject the Applications only on technical grounds.

Investors should note that the Equity Shares will be allotted to all successful Applicants only in dematerialized form. Applicants will not have the option of being Allotted Equity Shares in physical form.

Further the Equity shares on allotment shall be traded only in the dematerialized segment of the Stock Exchange, as mandated by SEBI.

### APPLICATION FORM

Pursuant to SEBI Circular dated September 27, 2011 and bearing No. CIR/CFD/DIL/4/2011, the Application Form has been standardized. Also please note that pursuant to SEBI Circular CIR/CFD/POLICYCELL/11/2015 dated November 10, 2015 investors in public issues can only invest through ASBA Mode. The prescribed colours of the Application Form for various investors applying in the Issue are as follows:

Category	Colour of Application Form
Resident Indians and Eligible NRIs applying on a non-repatriation basis	White
Eligible NRIs, FVCIs, FIIs, their Sub-Accounts (other than Sub-Accounts which are foreign corporates or foreign individuals bidding under the QIB Portion), applying on a repatriation basis (ASBA )	Blue

Applicants shall only use the specified Application Form for the purpose of making an application in terms of the Prospectus. The Application Form shall contain information about the Applicant and the price and the number of Equity Shares that the Applicants wish to apply for. Application Forms downloaded and printed from the websites of the Stock Exchange shall bear a system generated unique application number.

Applicants are required to submit their applications only through any of the following Application Collecting Intermediaries

- i)* an SCSB, with whom the bank account to be blocked, is maintained
- ii)* a syndicate member (or sub-syndicate member)
- iii)* a stock broker registered with a recognised stock exchange (and whose name is mentioned on the website of the stock exchange as eligible for this activity) ('broker')
- iv)* a depository participant ('DP') (whose name is mentioned on the website of the stock exchange as eligible for this activity)
- v)* a registrar to an issue and share transfer agent ('RTA') (whose name is mentioned on the website of the stock exchange as eligible for this activity)

The aforesaid intermediaries shall, at the time of receipt of application, give an acknowledgement to investor, by giving the counter foil or specifying the application number to the investor, as a proof of having accepted the application form, in physical or electronic mode, respectively.

The upload of the details in the electronic bidding system of stock exchange will be done by:

For applications submitted by investors to SCSB:	After accepting the form, SCSB shall capture and upload the relevant details in the electronic bidding system as specified by the stock exchange(s) and may begin blocking funds available in the bank account specified in the form, to the extent of the application money specified.
For applications submitted by investors to intermediaries other than SCSBs:	After accepting the application form, respective intermediary shall capture and upload the relevant details in the electronic bidding system of stock exchange(s). Post uploading, they shall forward a schedule as per prescribed format along with the application forms to designated branches of the respective SCSBs for blocking of funds within one day of closure of Issue.

Upon completion and submission of the Application Form to Application Collecting Intermediaries, the Applicants are deemed to have authorised our Company to make the necessary changes in the Prospectus, without prior or subsequent notice of such changes to the Applicants.

In accordance with the SEBI (ICDR) Regulations, 2009 in public issues w.e.f. May 1, 2010 all the investors can apply through ASBA process and w.e.f May 02, 2011, the Non-Institutional applicants and the QIB Applicants have to compulsorily apply through the ASBA Process.

- 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, and Registrar to the Issue as mentioned in the Application Form. The application forms may also be downloaded from the website of BSE Limited i.e. [www.bseindia.com](http://www.bseindia.com).

#### **WHO CAN APPLY?**

In addition to the category of Applicants set forth under “*General Information Document for Investing in Public Issues – Category of Investors Eligible to participate in an Issue*”, the following persons are also eligible to invest in the Equity Shares under all applicable laws, regulations and guidelines, including:

- FPIs and sub-accounts registered with SEBI other than Category III foreign portfolio investor;
- Category III foreign portfolio investors, which are foreign corporates or foreign individuals only under the Non Institutional Investors (NIIs) category;
- Scientific and/or industrial research organisations authorised in India to invest in the Equity Shares.

#### **OPTION TO SUBSCRIBE IN THE ISSUE**

- a. As per Section 29(1) of the Companies Act, 2013 allotment of Equity Shares shall be in dematerialised form only.
- b. The Equity Shares, on allotment, shall be traded on the Stock Exchange in demat segment only.
- c. A single application from any investor shall not exceed the investment limit/minimum number of specified securities that can be held by him/her/it under the relevant regulations/statutory guidelines and applicable law.

#### **PARTICIPATION BY ASSOCIATED/ AFFILIATES OF LEAD MANAGER AND SYNDICATE MEMBERS**

The Lead Manager and the Syndicate Members, if any, shall not be allowed to purchase in this Issue in any manner, except towards fulfilling their underwriting obligations. However, the associates and affiliates of the Lead Manager and the Syndicate Members, if any, may purchase the Equity Shares in the Issue, either in the QIB Category or in the Non-Institutional Category as may be applicable to such Applicants, where the allocation is on a proportionate basis and such subscription may be on their own account or on behalf of their clients.

#### **APPLICATION BY INDIAN PUBLIC INCLUDING ELIGIBLE NRI'S APPLYING ON NON REPATRIATION**

Application must be made only in the names of individuals, limited companies or statutory corporations/institutions and not in the names of minors, foreign nationals, non residents (except for those applying on non repatriation), trusts, (unless the trust is registered under the Societies Registration Act, 1860 or any other applicable trust laws and is authorized under its constitution to hold shares and debentures in a company), Hindu undivided families, partnership firms or their nominees. In case of HUFs, application shall be made by the Karta of the HUF. An applicant in the Net Public Category cannot make an application for that number of Equity Shares exceeding the number of Equity Shares offered to the public. Eligible NRIs applying on a non-repatriation basis may make payments by inward remittance in foreign exchange through normal banking channels or by debits to NRE/FCNR accounts as well as NRO accounts.



## **APPLICATIONS BY ELIGIBLE NRI'S/RFPI's ON REPATRIATION BASIS**

Application Forms have been made available for eligible NRIs at our Registered Office and at the Registered Office of the Lead manager. Eligible NRI Applicants may please note that only such applications as are accompanied by payment in free foreign exchange shall be considered for Allotment under the reserved category. The eligible NRIs who intend to make payment through Non Resident Ordinary (NRO) accounts shall use the Forms meant for Resident Indians and should not use the forms meant for the reserved category. Under FEMA, general permission is granted to companies vide notification no. FEMA/20/2000 RB dated 03/05/2000 to issue securities to NRIs subject to the terms and conditions stipulated therein. Companies are required to file the declaration in the prescribed form to the concerned Regional Office of RBI within 30 days from the date of issue of shares for allotment to NRIs on repatriation basis. Allotment of equity shares to Non Resident Indians shall be subject to the prevailing Reserve Bank of India Guidelines. Sale proceeds of such investments in equity shares will be allowed to be repatriated along with the income thereon subject to permission of the RBI and subject to the Indian tax laws and regulations and any other applicable laws.

**As per the current regulations, the following restrictions are applicable for investments by FPIs:**

1. A foreign portfolio investor shall invest only in the following securities, namely- (a) Securities in the primary and secondary markets including shares, debentures and warrants of companies, listed or to be listed on a recognized stock exchange in India; (b) Units of schemes floated by domestic mutual funds, whether listed on a recognized stock exchange or not; (c) Units of schemes floated by a collective investment scheme; (d) Derivatives traded on a recognized stock exchange; (e) Treasury bills and dated government securities; (f) Commercial papers issued by an Indian company; (g) Rupee denominated credit enhanced bonds; (h) Security receipts issued by asset reconstruction companies; (i) Perpetual debt instruments and debt capital instruments, as specified by the Reserve Bank of India from time to time; (j) Listed and unlisted non-convertible debentures/bonds issued by an Indian company in the infrastructure sector, where 'infrastructure' is defined in terms of the extant External Commercial Borrowings (ECB) guidelines; (k) Non-convertible debentures or bonds issued by Non-Banking Financial Companies categorized as 'Infrastructure Finance Companies'(IFCs) by the Reserve Bank of India; (l) Rupee denominated bonds or units issued by infrastructure debt funds; (m) Indian depository receipts; and (n) Such other instruments specified by the Board from time to time.
2. Where a foreign institutional investor or a sub account, prior to commencement of these regulations, holds equity shares in a company whose shares are not listed on any recognized stock exchange, and continues to hold such shares after initial public offering and listing thereof, such shares shall be subject to lock-in for the same period, if any, as is applicable to shares held by a foreign direct investor placed in similar position, under the policy of the Government of India relating to foreign direct investment for the time being in force.
3. In respect of investments in the secondary market, the following additional conditions shall apply:
  - a) A foreign portfolio investor shall transact in the securities in India only on the basis of taking and giving delivery of securities purchased or sold;
  - b) Nothing contained in clause (a) shall apply to:
    - I. Any transactions in derivatives on a recognized stock exchange;
    - II. Short selling transactions in accordance with the framework specified by the Board;

- III. Any transaction in securities pursuant to an agreement entered into with the merchant banker in the process of market making or subscribing to unsubscribed portion of the issue in accordance with Chapter XB of the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2009;
  - IV. Any other transaction specified by the Board.
- c) No transaction on the stock exchange shall be carried forward;
  - d) The transaction of business in securities by a foreign portfolio investor shall be only through stock brokers registered by the Board; provided nothing contained in this clause shall apply to:
    - i. transactions in Government securities and such other securities falling under the purview of the Reserve Bank of India which shall be carried out in the manner specified by the Reserve Bank of India;
    - ii. sale of securities in response to a letter of offer sent by an acquirer in accordance with the Securities and Exchange Board of India (Substantial Acquisition of Shares and Takeovers) Regulations, 2011;
    - iii. sale of securities in response to an offer made by any promoter or acquirer in accordance with the Securities and Exchange Board of India (Delisting of Equity shares) Regulations, 2009;
    - iv. Sale of securities, in accordance with the Securities and Exchange Board of India (Buy-back of securities) Regulations, 1998;
    - v. divestment of securities in response to an offer by Indian Companies in accordance with Operative Guidelines for Disinvestment of Shares by Indian Companies in the overseas market through issue of American Depository Receipts or Global Depository Receipts as notified by the Government of India and directions issued by Reserve Bank of India from time to time;
    - vi. Any bid for, or acquisition of, securities in response to an offer for disinvestment of shares made by the Central Government or any State Government;
    - vii. Any transaction in securities pursuant to an agreement entered into with merchant banker in the process of market making or subscribing to unsubscribed portion of the issue in accordance with Chapter XB of the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2009;
    - viii. Any other transaction specified by the Board.
  - e) A foreign portfolio investor shall hold, deliver or cause to be delivered securities only in dematerialized form:

Provided that any shares held in non-dematerialized form, before the commencement of these regulations, can be held in non-dematerialized form, if such shares cannot be dematerialized.

Unless otherwise approved by the Board, securities shall be registered in the name of the foreign portfolio investor as a beneficial owner for the purposes of the Depositories Act, 1996.
4. The purchase of equity shares of each company by a single foreign portfolio investor or an investor group shall be below ten percent of the total issued capital of the company.

5. The investment by the foreign portfolio investor shall also be subject to such other conditions and restrictions as may be specified by the Government of India from time to time.
6. In cases where the Government of India enters into agreements or treaties with other sovereign Governments and where such agreements or treaties specifically recognize certain entities to be distinct and separate, the Board may, during the validity of such agreements or treaties, recognize them as such, subject to conditions as may be specified by it.
7. A foreign portfolio investor may lend or borrow securities in accordance with the framework specified by the Board in this regard.

No foreign portfolio investor may issue, subscribe to or otherwise deal in offshore derivative instruments, directly or indirectly, unless the following conditions are satisfied:

- (a) Such offshore derivative instruments are issued only to persons who are regulated by an appropriate foreign regulatory authority;
- (b) Such offshore derivative instruments are issued after compliance with 'know your client' norms:

Provided that those unregulated broad based funds, which are classified as Category II foreign portfolio investor by virtue of their investment manager being appropriately regulated shall not issue, subscribe or otherwise deal in offshore derivatives instruments directly or indirectly:

Provided further that no Category III foreign portfolio investor shall issue, subscribe to or otherwise deal in offshore derivatives instruments directly or indirectly.

A foreign portfolio investor shall ensure that further issue or transfer of any offshore derivative instruments issued by or on behalf of it is made only to persons who are regulated by an appropriate foreign regulatory authority.

Foreign portfolio investors shall fully disclose to the Board any information concerning the terms of and parties to off-shore derivative instruments such as participatory notes, equity linked notes or any other such instruments, by whatever names they are called, entered into by it relating to any securities listed or proposed to be listed in any stock exchange in India, as and when and in such form as the Board may specify.

Any offshore derivative instruments issued under the Securities and Exchange Board of India (Foreign Institutional Investors) Regulations, 1995 before commencement of SEBI (Foreign Portfolio Investors) Regulations, 2014 shall be deemed to have been issued under the corresponding provisions of SEBI (Foreign Portfolio Investors) Regulations, 2014.

The purchase of equity shares of each company by a single foreign portfolio investor or an investor group shall be below 10% of the total issued capital of the company.

An FII or its subaccount which holds a valid certificate of registration shall, subject to payment of conversion fees, be eligible to continue to buy, sell or otherwise deal in securities till the expiry of its registration as a foreign institutional investor or sub-account, or until he obtains a certificate of registration as foreign portfolio investor, whichever is earlier.

A qualified foreign investor may continue to buy, sell or otherwise deal in securities subject to the provisions of the SEBI (Foreign Portfolio Investors) Regulations, 2014, for a period of one year from the date of commencement of the aforesaid regulations, or until it obtains a certificate of registration as foreign portfolio investor, whichever is earlier.

## **APPLICATIONS BY MUTUAL FUNDS**

No Mutual Fund scheme shall invest more than 10% of its net asset value in equity shares or equity

related instruments of any single company provided that the limit of 10% shall not be applicable for investments in index funds or sector or industry specific funds. No Mutual Fund under all its schemes should own more than 10% of any company's paid-up share capital carrying voting rights.

With respect to Applications by Mutual Funds, a certified copy of their SEBI registration certificate must be lodged with the Application Form. Failing this, our Company reserves the right to accept or reject any Application in whole or in part, in either case, without assigning any reason thereof.

In case of a mutual fund, a separate Application can be made in respect of each scheme of the mutual fund registered with SEBI and such Applications in respect of more than one scheme of the mutual fund will not be treated as multiple applications provided that the Applications clearly indicate the scheme concerned for which the Application has been made.

The Applications made by the asset management companies or custodians of Mutual Funds shall specifically state the names of the concerned schemes for which the Applications are made.

#### **APPLICATIONS BY LIMITED LIABILITY PARTNERSHIP**

In case of Applications made by limited liability partnerships registered under the Limited Liability Partnership Act, 2008, a certified copy of certificate of registration issued under the Limited Liability Partnership Act, 2008, must be attached to the Application Form. Failing this, our Company reserves the right to reject any Application without assigning any reason thereof. Limited liability partnerships can participate in the Issue only through the ASBA process.

#### **APPLICATIONS BY INSURANCE COMPANIES**

In case of Applications made by insurance companies registered with the IRDA, a certified copy of certificate of registration issued by IRDA must be attached to the Application Form. Failing this, our Company reserves the right to reject any Application without assigning any reasons thereof.

The exposure norms for insurers, prescribed under the Insurance Regulatory and Development Authority (Investment) Regulations, 2000 (the 'IRDA Investment Regulations'), are broadly set forth below:

1. *Equity shares of a company:* The least of 10% of the investee company's subscribed capital (face value) or 10% of the respective fund in case of life insurer or 10% of investment assets in case of general insurer or reinsurer;

*The entire group of the investee company:* the least of 10% of the respective fund in case of a life insurer or 10% of investment assets in case of a general insurer or reinsurer (25% in case of Unit Linked Insurance Plans); and

2. *The industry sector in which the investee company operates:* 10% of the insurer's total investment exposure to the industry sector (25% in case of Unit Linked Insurance Plans).

#### **APPLICATIONS UNDER POWER OF ATTORNEY**

In case of Applications made pursuant to a power of attorney or by limited companies, corporate bodies, registered societies, FPI's, Mutual Funds, insurance companies and provident funds with minimum corpus of Rs. 2500 Lacs (subject to applicable law) and pension funds with a minimum corpus of Rs. 2500 Lacs, a certified copy of the power of attorney or the relevant resolution or authority, as the case may be, along with a certified copy of the Memorandum of Association and Articles of Association and/ or bye laws must be lodged along with the Application Form. Failing this, the Company reserves the right to accept or reject any Application in whole or in part, in either case, without assigning any reason thereof.

With respect to applications by VCFs, FVCIs, and FPIs, a certified copy of the power of attorney or the relevant resolution or authority, as the case may belong with a certified copy of their SEBI

registration certificate must be lodged along with the Application Form. Failing this, the Company reserves the right to accept or reject any application, in whole or in part, in either case without assigning any reasons thereof.

In case of Applications made pursuant to a power of attorney by Mutual Funds, a certified copy of the power of attorney or the relevant resolution or authority, as the case may be, along with the certified copy of their SEBI registration certificate must be lodged along with the Application Form. Failing this, the Company reserves the right to accept or reject any Application in whole or in part, in either case, without assigning any reason thereof.

In case of Applications made by insurance companies registered with the Insurance Regulatory and Development Authority, a certified copy of certificate of registration issued by Insurance Regulatory and Development Authority must be lodged along with the Application Form. Failing this, the Company reserves the right to accept or reject any Application in whole or in part, in either case, without assigning any reason thereof.

In case of Applications made pursuant to a power of attorney by FIIs, a certified copy of the power of attorney or the relevant resolution or authority, as the case may be, along with a certified copy of their SEBI registration certificate must be lodged along with the Application Form. Failing this, the Company reserves the right to accept or reject any Application in whole or in part, in either case, without assigning any reason thereof.

In case of Applications made by provident funds with minimum corpus of Rs. 25 crore (subject to applicable law) and pension funds with minimum corpus of Rs. 25 crore, a certified copy of certificate from a Chartered Accountant certifying the corpus of the provident fund/ pension fund must be lodged along with the Application Form. Failing this, the Company reserves the right to accept or reject any Application in whole or in part, in either case, without assigning any reason thereof.

#### **APPLICATIONS BY PROVIDENT FUNDS/PENSION FUNDS**

In case of Applications made by provident funds with minimum corpus of Rs. 25 Crore (subject to applicable law) and pension funds with minimum corpus of Rs. 25 Crore, a certified copy of certificate from a chartered accountant certifying the corpus of the provident fund/ pension fund must be lodged along with the Application Form. Failing this, the Company reserves the right to accept or reject any Application in whole or in part, in either case, without assigning any reason thereof.

The above information is given for the benefit of the Applicants. Our Company and Lead Manager are not liable for any amendments or modification or changes in applicable laws or regulations, which may occur after the date of the Prospectus. Applicants are advised to make their independent investigations and ensure that any single application from them does not exceed the applicable investment limits or maximum number of the Equity Shares that can be held by them under applicable law or regulation or as specified in the Draft Prospectus/ Prospectus.

#### **INFORMATION FOR THE APPLICANTS**

1. Our Company and the Lead Managers shall declare the Issue Opening Date and Issue Closing Date in the Prospectus to be registered with the RoC and also publish the same in two national newspapers (one each in English and Hindi) and in one regional newspaper with wide circulation. This advertisement shall be in the prescribed format.
2. Our Company will file the Prospectus with the RoC at least three days before the Issue Opening Date.

3. Any Applicant who would like to obtain the Prospectus and/or the Application Form can obtain the same from our Registered Office.
4. Applicants who are interested in subscribing to the Equity Shares should approach any of the Application Collecting Intermediaries or their authorised agent(s).
5. Applications should be submitted in the prescribed Application Form only. Application Forms submitted to the SCSBs should bear the stamp of the respective intermediary to whom the application form is submitted. Application Forms submitted directly to the SCSBs should bear the stamp of the SCSBs and/or the Designated Branch. Application Forms submitted by Applicants whose beneficiary account is inactive shall be rejected.
6. The Application Form can be submitted either in physical or electronic mode, to the Application Collecting Intermediaries. Further Application Collecting Intermediary may provide the electronic mode of collecting either through an internet enabled collecting and banking facility or such other secured, electronically enabled mechanism for applying and blocking funds in the ASBA Account.
7. Except for applications by or on behalf of the Central or State Government and the officials appointed by the courts and by investors residing in the State of Sikkim, the Applicants, or in the case of application in joint names, the first Applicant (the first name under which the beneficiary account is held), should mention his/her PAN allotted under the Income Tax Act. In accordance with the SEBI Regulations, the PAN would be the sole identification number for participants transacting in the securities market, irrespective of the amount of transaction. Any Application Form without PAN is liable to be rejected. The demat accounts of Applicants for whom PAN details have not been verified, excluding persons resident in the State of Sikkim or persons who may be exempted from specifying their PAN for transacting in the securities market, shall be “suspended for credit” and no credit of Equity Shares pursuant to the Issue will be made into the accounts of such Applicants.
8. The Applicants may note that in case the PAN, the DP ID and Client ID mentioned in the Application Form and entered into the electronic collecting system of the Stock Exchange by the Bankers to the Issue or the SCSBs do not match with PAN, the DP ID and Client ID available in the Depository database, the Application Form is liable to be rejected.

#### **METHOD AND PROCESS OF APPLICATIONS**

1. Applicants are required to submit their applications during the Issue Period only through the following Application Collecting intermediary
  - i)* an SCSB, with whom the bank account to be blocked, is maintained
  - ii)* a syndicate member (or sub-syndicate member)
  - iii)* a stock broker registered with a recognised stock exchange (and whose name is mentioned on the website of the stock exchange as eligible for this activity) (‘broker’)
  - iv)* a depository participant (‘DP’) (whose name is mentioned on the website of the stock exchange as eligible for this activity)
  - v)* a registrar to an issue and share transfer agent (‘RTA’) (whose name is mentioned on the website of the stock exchange as eligible for this activity)

The Issue Period shall be for a minimum of three Working Days and shall not exceed 10 Working Days. The Issue Period may be extended, if required, by an additional three Working Days, subject to the total Issue Period not exceeding 10 Working Days.



The Intermediaries shall accept applications from all Applicants and they shall have the right to vet the applications during the Issue Period in accordance with the terms of the Prospectus.

The Applicant cannot apply on another Application Form after applications on one Application Form have been submitted to Application Collecting intermediaries. Submission of a second Application Form to either the same or to another Application Collecting Intermediary will be treated as multiple applications and is liable to be rejected either before entering the application into the electronic collecting system, or at any point of time prior to the allocation or Allotment of Equity Shares in this Issue.

The intermediaries shall, at the time of receipt of application, give an acknowledgement to investor, by giving the counter foil or specifying the application number to the investor, as a proof of having accepted the application form, in physical or electronic mode, respectively.

2. The upload of the details in the electronic bidding system of stock exchange and post that blocking of funds will be done by as given below

For applications submitted by investors to SCSB:	After accepting the form, SCSB shall capture and upload the relevant details in the electronic bidding system as specified by the stock exchange(s) and may begin blocking funds available in the bank account specified in the form, to the extent of the application money specified.
For applications submitted by investors to intermediaries other than SCSBs:	After accepting the application form, respective intermediary shall capture and upload the relevant details in the electronic bidding system of stock exchange(s). Post uploading, they shall forward a schedule as per prescribed format along with the application forms to designated branches of the respective SCSBs for blocking of funds within one day of closure of Issue.

3. Upon receipt of the Application Form directly or through other intermediary, submitted whether in physical or electronic mode, the Designated Branch of the SCSB shall verify if sufficient funds equal to the Application Amount are available in the ASBA Account, as mentioned in the Application Form, and If sufficient funds are not available in the ASBA Account the application will be rejected.
4. If sufficient funds are available in the ASBA Account, the SCSB shall block an amount equivalent to the Application Amount mentioned in the Application Form and will enter each application option into the electronic collecting system as a separate application and generate a TRS for each price and demand option. The TRS shall be furnished to the ASBA Applicant on request.
5. The Application Amount shall remain blocked in the aforesaid ASBA Account until finalization of the Basis of Allotment and consequent transfer of the Application Amount against the Allotted Equity Shares to the Public Issue Account, or until withdrawal/failure of the Issue or until withdrawal/rejection of the Application Form, as the case may be. Once the Basis of Allotment is finalized, the Registrar to the Issue shall send an appropriate request to the Controlling Branch of the SCSB for unblocking the relevant ASBA Accounts and for transferring the amount allocable to the successful Applicants to the Public Issue Account. In



case of withdrawal / failure of the Issue, the blocked amount shall be unblocked on receipt of such information from the Registrar to the Issue.

## **TERMS OF PAYMENT**

The entire Issue price of Rs. 12/- 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 received by the Registrar to the Public Issue Bank Account . The balance amount after transfer to the Public Issue Account shall be unblocked by the SCSBs.

The Applicants should note that the arrangement with Bankers to the Issue or the Registrar is not prescribed by SEBI and has been established as an arrangement between our Company, the Bankers to the Issue and the Registrar to the Issue to facilitate collections from the Applicants.

### **Payment mechanism for Applicants**

The Applicants shall specify the bank account number in the Application Form and the SCSBs shall block an amount equivalent to the Application Amount in the bank account specified in the Application Form. The SCSB shall keep the Application Amount in the relevant bank account blocked until withdrawal/ rejection of the application or receipt of instructions from the Registrar to unblock the Application Amount. However, Non Retail Applicants shall neither withdraw nor lower the size of their applications at any stage. In the event of withdrawal or rejection of the Application Form or for unsuccessful Application Forms, the Registrar to the Issue shall give instructions to the SCSBs to unblock the application money in the relevant bank account within one day of receipt of such instruction. The Application Amount shall remain blocked in the ASBA Account until finalisation of the Basis of Allotment in the Issue and consequent transfer of the Application Amount to the Public Issue Account, or until withdrawal/ failure of the Issue or until rejection of the application by the ASBA Applicant, as the case may be.

Please note that pursuant to the applicability of the directions issued by SEBI vide its circular bearing number CIR/CFD/POLICYCELL/11/2015 dated November 10, 2015, all Investors are applying in this Issue shall mandatorily make use of ASBA facility.

## **ELECTRONIC REGISTRATION OF APPLICATIONS**

1. The Application Collecting Intermediary will register the applications using the on-line facilities of the Stock Exchange.
2. The Application Collecting Intermediary will undertake modification of selected fields in the application details already uploaded before 1.00 p.m. of the next Working day from the Issue Closing Date.
3. The Application collecting Intermediary shall be responsible for any acts, mistakes or errors or omission and commissions in relation to, (i) the applications accepted by them, (ii) the applications uploaded by them, (iii) the applications accepted but not uploaded by them or (iv) In case the applications accepted and uploaded by any Application Collecting Intermediary other than SCSBs, the Application form along with relevant schedules shall be sent to the SCSBs or the Designated Branch of the relevant SCSBs for blocking of funds and they will be responsible for blocking the necessary amounts in the ASBA Accounts. In case of Application accepted and Uploaded by SCSBs, the SCSBs or the Designated Branch of the relevant SCSBs will be re will be responsible for blocking the necessary amounts in the ASBA Accounts .

4. Neither the Lead Managers nor our Company, shall be responsible for any acts, mistakes or errors or omission and commissions in relation to, (i) the applications accepted by any Application Collecting Intermediaries, (ii) the applications uploaded by any Application Collecting Intermediaries or (iii) the applications accepted but not uploaded by the Application Collecting Intermediaries.
5. The Stock Exchange will offer an electronic facility for registering applications for the Issue. This facility will be available at the terminals of the Application Collecting Intermediaries and their authorized agents during the Issue Period. The Designated Branches or the Agents of the Application Collecting Intermediaries can also set up facilities for off-line electronic registration of applications subject to the condition that they will subsequently upload the off-line data file into the online facilities on a regular basis. On the Issue Closing Date, the Application Collecting Intermediaries shall upload the applications till such time as may be permitted by the Stock Exchange. This information will be available with the Lead Manager on a regular basis.
6. With respect to applications by Applicants, at the time of registering such applications, the Application Collecting Intermediaries shall enter the following information pertaining to the Applicants into in the on-line system:
  - Name of the Applicant;
  - IPO Name;
  - Application Form number;
  - Investor Category;
  - PAN (of First Applicant, if more than one Applicant);
  - DP ID of the demat account of the Applicant;
  - Client Identification Number of the demat account of the Applicant;
  - Numbers of Equity Shares Applied for;
  - Location of the Banker to the Issue or Designated Branch, as applicable, and bank code of the SCSB branch where the ASBA Account is maintained; and
  - Bank account number.
7. In case of submission of the Application by an Applicant through the Electronic Mode, the Applicant shall complete the above-mentioned details and mention the bank account number, except the Electronic Application Form number which shall be system generated.
8. The aforesaid intermediaries shall, at the time of receipt of application, give an acknowledgement to investor, by giving the counter foil or specifying the application number to the investor, as a proof of having accepted the application form, in physical or electronic mode, respectively. The registration of the Application by the Application Collecting Intermediaries does not guarantee that the Equity Shares shall be allocated / allotted either by our Company.
9. Such acknowledgment will be non-negotiable and by itself will not create any obligation of any kind.
10. In case of Non Retail Applicants and Retail Individual Applicants, applications would not be rejected except on the technical grounds as mentioned in the Prospectus. The Application Collecting Intermediaries shall have no right to reject applications, except on technical grounds.
11. The permission given by the Stock Exchanges to use their network and software of the Online IPO system should not in any way be deemed or construed to mean that the compliance with various statutory and other requirements by our Company and/or the Lead Manager are cleared or approved by the Stock Exchanges; nor does it in any manner warrant, certify or endorse the correctness or completeness of any of the compliance with the statutory and other requirements nor does it take any responsibility for the financial or other soundness of our Company, our

Promoter, our management or any scheme or project of our Company; nor does it in any manner warrant, certify or endorse the correctness or completeness of any of the contents of this Prospectus; nor does it warrant that the Equity Shares will be listed or will continue to be listed on the Stock Exchanges.

12. The Application Collecting Intermediaries will be given time till 1.00 P.M on the next working day after the Issue Closing Date to verify the PAN No, DP ID and Client ID uploaded in the online IPO system during the Issue Period, after which the Registrar to the Issue will receive this data from the Stock Exchange and will validate the electronic application details with Depository's records. In case no corresponding record is available with Depositories, which matches the three parameters, namely DP ID, Client ID and PAN, then such applications are liable to be rejected.
13. The details uploaded in the online IPO system shall be considered as final and Allotment will be based on such details for ASBA applications.

#### **ALLOCATION OF EQUITY SHARES**

1. The Issue is being made through the Fixed Price Process wherein 80,000 Equity Shares shall be reserved for Market Maker. 7,30,000 Equity Shares will be allocated on a proportionate basis to Retail Individual Applicants, subject to valid applications being received from Retail Individual Applicants at the Issue Price. The balance of the Net Issue will be available for allocation on a proportionate basis to Non Retail Applicants.
2. Under-subscription, if any, in any category, would be allowed to be met with spill-over from any other category or combination of categories at the discretion of our Company in consultation with the Lead Managers and the Stock Exchange.
3. Allocation to Non-Residents, including Eligible NRIs, Eligible 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 the SEBI Regulations, Non Retail Applicants shall not be allowed to either withdraw or lower the size of their applications at any stage.
5. Allotment status details shall be available on the website of the Registrar to the Issue.

#### **SIGNING OF UNDERWRITING AGREEMENT AND FILING OF PROSPECTUS WITH ROC**

- a) Our Company has entered into an Underwriting agreement dated January 27, 2016.
- b) A copy of the Prospectus will be filed with the RoC in terms of Section 26 of the Companies Act.

#### **PRE- ISSUE ADVERTISEMENT**

Subject to Section 30 of the Companies Act, 2013, our Company shall, after registering the Prospectus with the RoC, publish a pre-Issue advertisement, in the form prescribed by the SEBI Regulations, in: (i) English National Newspaper; (ii) Hindi National Newspaper; and (iii) Regional Newspaper, each with wide circulation.

#### **ISSUANCE OF ALLOTMENT ADVICE**

1. Upon approval of the Basis of Allotment by the Designated Stock Exchange.
2. The Lead Managers or the Registrar to the Issue will dispatch an Allotment Advice to their Applicants who have been allocated Equity Shares in the Issue.

The dispatch of Allotment Advice shall be deemed a valid, binding and irrevocable contract for the

Allotment to such Applicant.

## **GENERAL INSTRUCTIONS**

### ***Do's:***

- Check if you are eligible to apply;
- Read all the instructions carefully and complete the applicable Application Form;
- Ensure that the details about Depository Participant and Beneficiary Account are correct as Allotment of Equity Shares will be in the dematerialized form only;
- Each of the Applicants should mention their Permanent Account Number (PAN) allotted under the Income Tax Act, 1961;
- Ensure that the demographic details are updated, true and correct in all respects;
- Ensure that the name(s) given in the Application Form is exactly the same as the name(s) in which the beneficiary account is held with the Depository Participant.
- Ensure that you have funds equal to the Application Amount in your bank account maintained with the SCSB before submitting the Application Form to the respective Designated Branch of the SCSB;
- With respect to ASBA Applications ensure that the Application Form is signed by the account holder in case the applicant is not the account holder. Ensure that you have mentioned the correct bank account number in the Application Form;
- Ensure that you have requested for and receive a acknowledgement;
- All applicants should submit their applications through the ASBA process only.

### ***Dont's:***

- Do not apply for lower than the minimum Application size;
- Do not apply at a Price Different from the Price mentioned herein or in the Application Form
- Do not apply on another Application Form after you have submitted an Application to the Banker to of the Issue.
- Do not pay the Application Price in cash, by money order or by postal order or by stock invest;
- Do not send Application Forms by post; instead submit the same to the Selected Branches / Offices of the Banker to the Issue. . Do not fill in the Application Form such that the Equity Shares applied for exceeds the Issue Size and/ or investment limit or maximum number of Equity Shares that can be held under the applicable laws or regulations or maximum amount permissible under the applicable regulations;
- Do not submit the GIR number instead of the PAN as the Application is liable to be rejected on this ground.
- Do not submit incorrect details of the DP ID, beneficiary account number and PAN or provide details for a beneficiary account which is suspended or for which details cannot be verified by the Registrar to the Issue
- Do not submit Applications on plain paper or incomplete or illegible Application Forms in a colour prescribed for another category of Applicant

Do not make Applications if you are not competent to contract under the Indian Contract Act, 1872, as amended.

### **Instructions for Completing the Application Form**

The Applications should be submitted on the prescribed Application Form and in BLOCK LETTERS in ENGLISH only in accordance with the instructions contained herein and in the

Application Form. Applications not so made are liable to be rejected. Application Forms should bear the stamp of the Application Collecting Intermediaries. ASBA Application Forms, which do not bear the stamp of the Application Collecting Intermediaries, will be rejected.

SEBI, vide Circular No.CIR/CFD/14/2012 dated October 04, 2012 has introduced an additional mechanism for investors to submit Application forms in public issues using the stock broker ('broker) network of Stock Exchanges, who may not be syndicate members in an issue with effect from January 01, 2013. The list of Broker Centre is available on the websites of BSE i.e. [www.bseindia.com](http://www.bseindia.com) and NSE i.e. [www.nseindia.com](http://www.nseindia.com). With a view to broadbase the reach of Investors by substantially enhancing the points for submission of applications, SEBI vide Circular No.CIR/CFD/POLICY CELL/11/2015 dated November 10, 2015 has permitted Registrar to the Issue and Share Transfer Agent and Depository Participants registered with SEBI to accept the Application forms in Public Issue with effect from January 01, 2016. The List of RTA and DPs centres for collecting the application shall be disclosed is available on the websites of BSE i.e. [www.bseindia.com](http://www.bseindia.com) and NSE i.e. [www.nseindia.com](http://www.nseindia.com).

#### Applicant's Depository Account and Bank Details

Please note that, providing bank account details, PAN Nos, Client ID and DP ID in the space provided in the application form is mandatory and applications that do not contain such details are liable to be rejected.

Applicants should note that on the basis of name of the Applicants, Depository Participant's name, Depository Participant Identification number and Beneficiary Account Number provided by them in the Application Form as entered into the Stock Exchange online system, the Registrar to the Issue will obtain from the Depository the demographic details including address, Applicants bank account details, MICR code and occupation (hereinafter referred to as 'Demographic Details'). These Demographic Details would be used for all correspondence with the Applicants including mailing of the Allotment Advice. The Demographic Details given by Applicants in the Application Form would not be used for any other purpose by the Registrar to the Issue.

By signing the Application Form, the Applicant would be deemed to have authorized the depositories to provide, upon request, to the Registrar to the Issue, the required Demographic Details as available on its records.

### **SUBMISSION OF APPLICATION FORM**

All Application Forms duly completed shall be submitted to the Application Collecting Intermediaries

The aforesaid intermediaries shall, at the time of receipt of application, give an acknowledgement to investor, by giving the counter foil or specifying the application number to the investor, as a proof of having accepted the application form, in physical or electronic mode, respectively.

### **COMMUNICATIONS**

All future communications in connection with Applications made in this Issue should be addressed to the Registrar to the Issue quoting the full name of the sole or First Applicant, Application Form number, Applicants Depository Account Details, number of Equity Shares applied for, date of Application form, name and address of the Application Collecting Intermediary where the Application was submitted thereof and a copy of the acknowledgement slip.

Investors can contact the Compliance Officer or the Registrar to the Issue in case of any pre Issue or post Issue related problems such as non-receipt of letters of allotment, credit of allotted shares in the respective beneficiary accounts, etc.

## **DISPOSAL OF APPLICATIONS AND APPLICATION MONEYS AND INTEREST IN CASE OF DELAY**

The Company shall ensure the dispatch of Allotment advice, and give benefit to the beneficiary account with Depository Participants and submit the documents pertaining to the Allotment to the Stock Exchange within two working days of date of Allotment of Equity Shares.

The Company shall use best efforts to ensure that all steps for completion of the necessary formalities for listing and commencement of trading at SME Platform of BSE where the Equity Shares are proposed to be listed are taken within 6 working days from Issue Closing Date.

In accordance with the Companies Act, the requirements of the Stock Exchange and the SEBI Regulations, the Company further undertakes that:

1. Allotment and Listing of Equity Shares shall be made within 6 (Six) days of the Issue Closing Date;
2. The Company will provide adequate funds required for dispatch of Allotment Advice to the Registrar to the Issue.

## **IMPERSONATION**

*Attention of the Applicants is specifically drawn to the provisions of sub-section (1) of Section 38 of the Companies Act, 2013 which is reproduced below:*

*“Any person who—*

- (a) makes or abets making of an application in a fictitious name to a company for acquiring, or subscribing for, its securities; or
- (b) makes or abets making of multiple applications to a company in different names or in different combinations of his name or surname for acquiring or subscribing for its securities; or
- (c) otherwise induces directly or indirectly a company to allot, or register any transfer of, securities to him, or to any other person in a fictitious name,

*shall be liable for action under Section 447.”*

## **UNDERTAKINGS BY THE COMPANY**

We undertake as follows:

1. That the complaints received in respect of the Issue shall be attended expeditiously and satisfactorily;
2. That all steps will be taken for the completion of the necessary formalities for listing and commencement of trading at all the stock exchanges where the Equity Shares are proposed to be listed on sixth day from issue closure date. Working Days from the Issue Closing Date;
3. That the funds required for making refunds as per the modes disclosed or dispatch of allotment advice by registered post or speed post shall be made available to the Registrar to the Issue by us;
4. That our Promoter’s contribution in full has already been brought in;
5. That no further issue of Equity Shares shall be made till the Equity Shares offered through the Prospectus are listed or until the Application monies are refunded on account of non-listing, under-subscription etc.;



### **UTILIZATION OF THE ISSUE PROCEEDS**

The Board of Directors of our Company certifies that:

1. all monies received out of the Issue shall be transferred to a separate Bank Account other than the bank account referred to in Sub-Section (3) of Section 40 of the Companies Act, 2013;
2. details of all monies utilized out of the Issue referred above shall be disclosed and continue to be disclosed till the time any part of the Issue Proceeds remains unutilised, under an appropriate separate head in the balance sheet of our Company indicating the purpose for which such monies have been utilized;
3. details of all unutilized monies out of the Issue, if any, shall be disclosed under an appropriate separate head in the balance sheet of our Company indicating the form in which such unutilized monies have been invested; and
4. Our Company shall comply with the requirements of the SEBI Listing Regulations in relation to the disclosure and monitoring of the utilisation of the proceeds of the Issue.

Our Company shall not have recourse to the Issue Proceeds until the approval for listing and trading of the Equity Shares from all the Stock Exchanges where listing is sought has been received.

The Lead manager undertakes that the complaints or comments received in respect of the Issue shall be attended by our Company expeditiously and satisfactory.

### **EQUITY SHARES IN DEMATERIALIZED FORM WITH NSDL OR CDSL**

To enable all shareholders of the Company to have their shareholding in electronic form, the Company is in the process of signing the following tripartite agreements with the Depositories and the Registrar and Share Transfer Agent:

- a. Agreement dated March 2, 2016 among NSDL, the Company and the Registrar to the Issue;
- b. Agreement dated February 10, 2016 among CDSL, the Company and the Registrar to the Issue;

The Company's shares bear ISIN no INE359U01010.



## PART B

### GENERAL INFORMATION DOCUMENT FOR INVESTING IN PUBLIC ISSUES

*This General Information Document highlights the key rules, processes and procedures applicable to public issues in accordance with the provisions of the Companies Act, 2013 (to the extent notified and in effect), the Companies Act, 1956 (without reference to the provisions thereof that have ceased to have effect upon the notification of the Companies Act, 2013), the Securities Contracts (Regulation) Act, 1956, the Securities Contracts (Regulation) Rules, 1957 and the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2009. Bidders/Applicants should not construe the contents of this General Information Document as legal advice and should consult their own legal counsel and other advisors in relation to the legal matters concerning the Issue. For taking an investment decision, the Bidders/Applicants should rely on their own examination of the Issuer and the Issue, and should carefully read the Draft Prospectus/Prospectus before investing in the Issue.*

#### SECTION 1: PURPOSE OF THE GENERAL INFORMATION DOCUMENT (GID)

This document is applicable to the public issues undertaken *inter-alia* through Fixed Price Issues. The purpose of the “General Information Document for Investing in Public Issues” is to provide general guidance to potential Applicants in IPOs, on the processes and procedures governing IPOs, undertaken in accordance with the provisions of the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2009 (“**SEBI (ICDR) Regulations, 2009**”).

Applicants should note that investment in equity and equity related securities involves risk and Applicant should not invest any funds in the Issue unless they can afford to take the risk of losing their investment. The specific terms relating to securities and/or for subscribing to securities in an Issue and the relevant information about the Issuer undertaking the Issue; are set out in the Prospectus filed by the Issuer with the Registrar of Companies (“**RoC**”). Applicants should carefully read the entire Prospectus and the Application Form and the Abridged Prospectus of the Issuer in which they are proposing to invest through the Issue. In case of any difference in interpretation or conflict and/or overlap between the disclosure included in this document and the Prospectus, the disclosures in the Prospectus shall prevail. The Prospectus of the Issuer is available on the websites of stock exchanges, on the website(s) of the **LM(s)** to the Issue and on the website of Securities and Exchange Board of India (“**SEBI**”) at [www.sebi.gov.in](http://www.sebi.gov.in).

For the definitions of capitalized terms and abbreviations used herein Applicants may refer to the section “Glossary and Abbreviations”.

#### SECTION 2: BRIEF INTRODUCTION TO IPOs ON SME EXCHANGE

##### 2.1 INITIAL PUBLIC OFFER (IPO)

An IPO means an offer of specified securities by an unlisted Issuer to the public for subscription and may include an Offer for Sale of specified securities to the public by any existing holder of such securities in an unlisted Issuer.

For undertaking an IPO, an Issuer is *inter-alia* required to comply with the eligibility requirements of in terms of either Regulation 26(1) or Regulation 26(2) of the SEBI ICDR Regulations, 2009, if applicable. For details of compliance with the eligibility requirements by the Issuer, Applicants may refer to the Prospectus.

The Issuer may also undertake IPO under chapter XB of the SEBI (ICDR) Regulations, wherein as per,

- Regulation 106M (1): An issuer whose post-issue face value capital does not exceed ten crore rupees shall issue its specified securities in accordance with provisions of

this Chapter.

- Regulation 106M (2): An issuer, whose post issue face value capital, is more than ten crore rupees and upto twenty five crore rupees, may also issue specified securities in accordance with provisions of this Chapter.

The present Issue being made under Regulation 106M (1) of Chapter XB of SEBI (ICDR) Regulation.

## **2.2 OTHER ELIGIBILITY REQUIREMENTS**

In addition to the eligibility requirements specified in paragraphs 2.1, an Issuer proposing to undertake an IPO is required to comply with various other requirements as specified in the SEBI (ICDR) Regulations, 2009, the Companies Act, 1956 (the “Companies Act”), The Securities Contracts (Regulation) Rules, 1957 (the “SCRR”), industry-specific regulations, if any, and other applicable laws for the time being in force. Following are the eligibility requirements for making an SME IPO under Regulation 106M (1) of Chapter XB of SEBI (ICDR) Regulation:

- (a) In accordance with regulation 106(P) of the SEBI (ICDR) Regulations, Issue has to be 100% underwritten and the LM has to underwrite at least 15% of the total issue size.
- (b) In accordance with Regulation 106(R) of the SEBI (ICDR) Regulations, total number of proposed allottees in the Issue shall be greater than or equal to fifty, otherwise, the entire application money will be refunded forthwith. If such money is not repaid within eight days from the date the company becomes liable to repay it, than the Company and every officer in default shall, on and from expiry of eight days, be liable to repay such application money, with interest as prescribed under section 73 of the Companies Act, 1956
- (c) In accordance with Regulation 106(O) the SEBI (ICDR) Regulations, Company is not required to file any Offer Document with SEBI nor has SEBI issued any observations on the Offer Document. The Lead Manager shall submit the copy of Prospectus along with a Due Diligence Certificate including additional confirmations as required to SEBI at the time of filing the Prospectus with Stock Exchange and the Registrar of Companies.
- (d) In accordance with Regulation 106(V) of the SEBI ICDR Regulations, the LM has to ensure compulsory market making for a minimum period of three years from the date of listing of Equity Shares offered in the Issue.
- (e) The Issuer shall have Net Tangible assets of at least Rs. 3 crore as per the latest audited financial results.
- (f) The Net worth (excluding revaluation reserves) of the Issuer shall be at least Rs. 3 crore as per the latest audited financial results.
- (g) The Issuer should have a track record of distributable profits in terms of section 123 of Companies Act, 2013 for two out of immediately preceding three financial years or it should have net worth of at least Rs. 5 Crores.
- (h) The Post-issue paid up capital of the Issuer shall be at least Rs. 3 Crore..
- (i) The Issuer shall mandatorily facilitate trading in demat securities.
- (j) The Issuer should not been referred to Board for Industrial and Financial Reconstruction.
- (k) No petition for winding up is admitted by a court or a liquidator has not been appointed of competent jurisdiction against the Company.
- (l) No material regulatory or disciplinary action should have been taken by any stock exchange or regulatory authority in the past three years against the Issuer.

- (m) The Company should have a website.
- (n) There has been no change in the promoter of the Company in the one year preceding the date of filing application to BSE for listing on SME segment. Issuer shall also comply with all the other requirements as laid down for such an Issue under Chapter X-B of SEBI (ICDR) Regulations and subsequent circulars and guidelines issued by SEBI and the Stock Exchange.

As per Regulation 106(M)(3) of SEBI (ICDR) Regulations, 2009, the provisions of Regulations 6(1), 6(2), 6(3), Regulation 7, Regulation 8, Regulation 9, Regulation 10, Regulation 25, Regulation 26, Regulation 27 and Sub regulation (1) of Regulation 49 of SEBI (ICDR) Regulations, 2009 shall not apply to this Issue.

Thus Company is eligible for the Issue in accordance with regulation 106M (1) and other provisions of chapter XB of the SEBI (ICDR) Regulations as the post issue face value capital does not exceed Rs. 1,000 lakhs. Company also complies with the eligibility conditions laid by the SME Platform of BSE for listing of our Equity Shares.

### **2.3 TYPES OF PUBLIC ISSUES – FIXED PRICE ISSUES AND BOOK BUILT ISSUES**

In accordance with the provisions of the SEBI ICDR Regulations, 2009, an Issuer can either determine the Issue Price through the Book Building Process (“**Book Built Issue**”) or undertake a Fixed Price Issue (“**Fixed Price Issue**”). An Issuer may mention Floor Price or Price Band in the RHP (in case of a Book Built Issue) and a Price or Price Band in the Draft Prospectus (in case of a fixed price Issue) and determine the price at a later date before registering the Prospectus with the Registrar of Companies.

The cap on the Price Band should be less than or equal to 120% of the Floor Price. The Issuer shall announce the Price or the Floor Price or the Price Band through advertisement in all newspapers in which the pre-issue advertisement was given at least five Working Days before the Issue Opening Date, in case of an IPO and at least one Working Day before the Issue Opening Date, in case of an FPO.

The Floor Price or the Issue price cannot be lesser than the face value of the securities. Applicants should refer to the Prospectus or Issue advertisements to check whether the Issue is a Book Built Issue or a Fixed Price Issue.

### **2.4 ISSUE PERIOD**

The Issue shall be kept open for a minimum of three Working Days (for all category of Applicants) and not more than ten Working Days. Applicants are advised to refer to the Application Form and Abridged Prospectus or Prospectus for details of the Issue Period. Details of Issue Period are also available on the website of Stock Exchange(s).

### **2.5 MIGRATION TO MAIN BOARD**

In accordance with the BSE Circular dated November 26, 2012, our Company will have to be mandatorily listed and traded on the SME Platform of the BSE 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 XB of the SEBI (ICDR) Regulations. Our Company may migrate to the main board of BSE from the SME Exchange on a later date subject to the following

- (a) If the Paid up Capital of the Company is likely to increase above Rs. 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 Promoter in favour of the proposal amount to at least two times

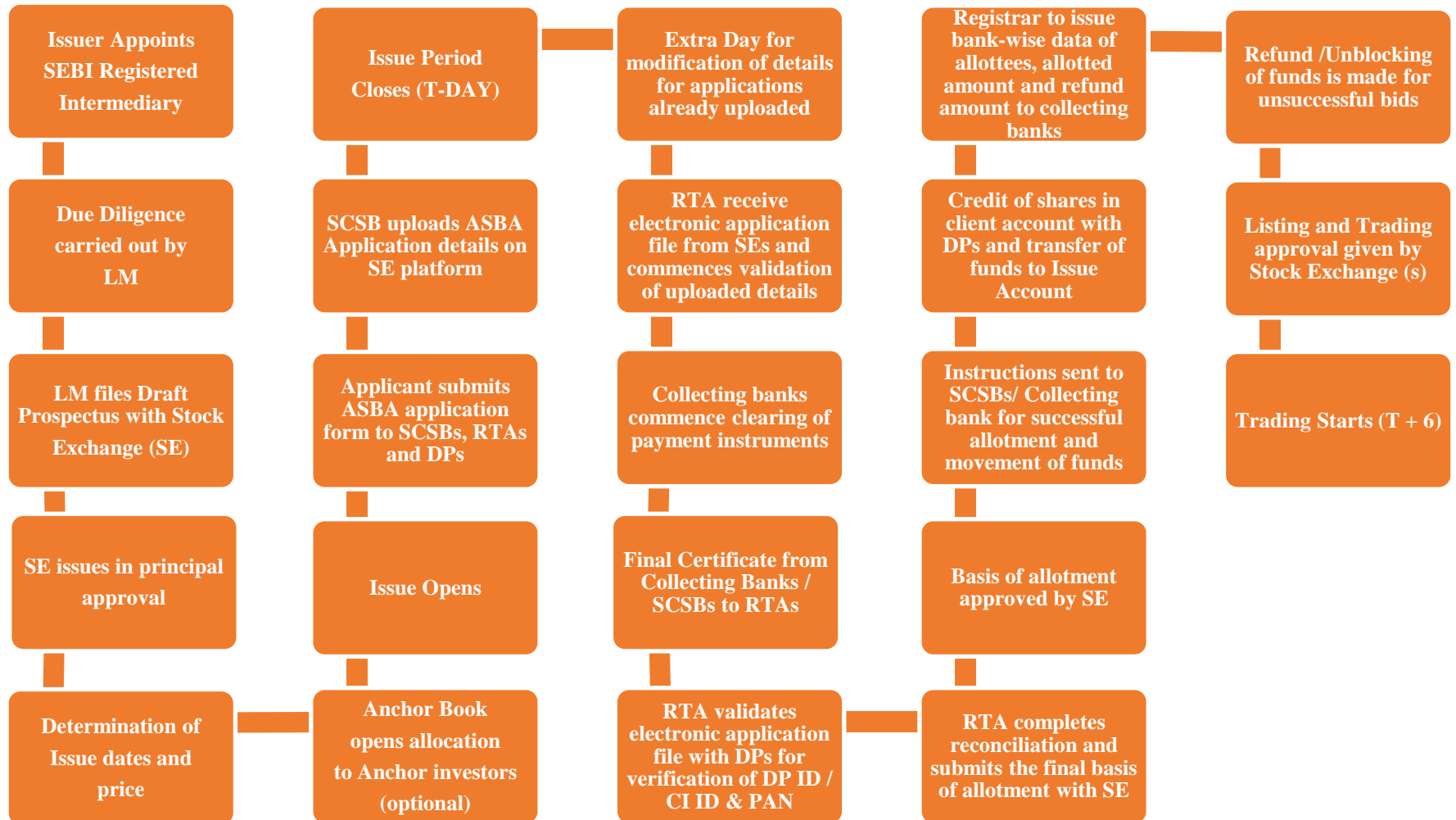
the number of votes cast by shareholders other than promoter shareholders against the proposal and for which the company has obtained in-principal approval from the main board), the Company shall apply to SE for listing of its shares on its Main Board subject to the fulfilment of the eligibility criteria for listing of specified securities laid down by the Main Board.

OR

- (b) If the Paid up Capital of the company is more than 10 crores but below Rs. 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 Promoter in favour of the proposal amount to at least two times the number of votes cast by shareholders other than promoter shareholders against the proposal.

## **2.6 FLOWCHART OF TIMELINES**

A flow chart of process flow in Fixed Price Issues is as follows



### **SECTION 3: CATEGORY OF INVESTORS ELIGIBLE TO PARTICIPATE IN AN ISSUE**

*Each Applicant should check whether it is eligible to apply under applicable law.* Furthermore, certain categories of Applicants, such as NRIs, FPIs and FVCIs may not be allowed to apply in the Issue or to hold Equity Shares, in excess of certain limits specified under applicable law. Applicants are requested to refer to the Prospectus for more details.

Subject to the above, an illustrative list of Applicants is as follows:

1. Indian nationals resident in India who are not incompetent to contract in single or joint names (not more than three) or in the names of minors as natural/legal guardian;
2. Hindu Undivided Families or HUFs, in the individual name of the Karta. The Applicant should specify that the application is being made in the name of the HUF in the Application Form as follows: Name of Sole or First applicant: XYZ Hindu Undivided Family applying through XYZ, where XYZ is the name of the Karta. Applications by HUFs would be considered at par with those from individuals;
3. Companies, Corporate Bodies and Societies registered under the applicable laws in India and authorized to invest in the Equity Shares under their respective constitutional and charter documents;
4. Mutual Funds registered with SEBI;
5. Eligible NRIs on a repatriation basis or on a non-repatriation basis, subject to applicable laws. NRIs other than Eligible NRIs are not eligible to participate in this Issue;
6. Indian Financial Institutions, scheduled commercial banks, regional rural banks, co-operative banks (subject to RBI permission, and the SEBI Regulations and other laws, as applicable);
7. FPIs other than Category III FPI; VCFs and FVCIs registered with SEBI
8. Limited Liability Partnerships (LLPs) registered in India and authorized to invest in equity shares;
9. State Industrial Development Corporations;
10. Trusts/societies registered under the Societies Registration Act, 1860, as amended, or under any other law relating to Trusts and who are authorized under their constitution to hold and invest in equity shares;
11. Scientific and/or Industrial Research Organizations authorized to invest in equity shares;
12. Insurance Companies registered with IRDA;
13. Provident Funds and Pension Funds with minimum corpus of Rs. 2,500 Lakhs and who are authorized under their constitution to hold and invest in equity shares;
14. Multilateral and Bilateral Development Financial Institutions;
15. National Investment Fund set up by resolution no. F. No. 2/3/2005-DDII dated November 23, 2005 of Government of India published in the Gazette of India;
16. Insurance funds set up and managed by army, navy or air force of the Union of India or by Department of Posts, India;
17. Any other person eligible to apply in this Issue, under the laws, rules, regulations, guidelines and policies applicable to them and under Indian laws

As per the existing regulations, OCBs cannot participate in this Issue.

### **SECTION 4: APPLYING IN THE ISSUE**

**Fixed Price Issue:** Applicants should only use the specified Application Form either bearing the stamp of Application Collecting Intermediaries as available or downloaded from the websites of the Stock Exchanges. Application Forms are available with the Branches of Collection Banks or

Designated Branches of the SCSBs, at the registered office of the Issuer and at the corporate office of LM. For further details regarding availability of Application Forms, Applicants may refer to the Prospectus.

Applicants should ensure that they apply in the appropriate category. The prescribed colour of the Application Form for various categories of Applicants is as follows:

<b>Category</b>	<b>Colour of the Application</b>
Resident Indian, Eligible NRIs applying on a non repatriation basis	White
NRIs, FVCIs, FPIs, their Sub-Accounts (other than Sub-Accounts which are foreign corporate(s) or foreign individuals applying under the QIB), on a repatriation basis	Blue
Anchor Investors (where applicable) & Applicants applying in the reserved category	Not Applicable

Securities Issued in an IPO can only be in dematerialized form in compliance with Section 29 of the Companies Act, 2013. Applicants will not have the option of getting the allotment of specified securities in physical form. However, they may get the specified securities rematerialised subsequent to allotment.

#### **4.1 INSTRUCTIONS FOR FILING THE APPLICATION FORM (FIXED PRICE ISSUE)**

Applicants may note that forms not filled completely or correctly as per instructions provided in this GID, the Prospectus and the Application Form are liable to be rejected.

Instructions to fill each field of the Application Form can be found on the reverse side of the Application Form. Specific instructions for filling various fields of the Resident Application Form and Non-Resident Application Form and samples are provided below.

The samples of the Application Form for resident Applicants and the Application Form for non-resident Applicants are reproduced below:



**R Application Form**

<b>COMMON APPLICATION FORM</b>	<b>LANCER CONTAINER LINES LIMITED - PUBLIC ISSUE - R</b>	<b>FOR RESIDENT INDIANS &amp; QIBs, ELIGIBLE NRI: APPLYING ON NON-REPATRIATION BASIS</b>
To, Lancer Group The Board of Directors LANCER CONTAINER LINES LIMITED Address: 26/27, Amrta Tower CHS Ltd, Plot No. 495051, Sector -11, CBD Belapur, Navi Mumbai - 400 614, Maharashtra, India. Contact Details: Tel. No.: +91 22 27566940/41/42. CIN No. U74990MH2011PLC214448		Application Form No. _____ Date : _____
<b>FIXED PRICE SME ISSUE</b> INE359U01010		
<b>BROKER'S / SCSB / DP / RTA STAMP &amp; CODE</b>	<b>SUB-BROKER'S / SUB-AGENT'S STAMP &amp; CODE</b>	<b>1. NAME &amp; CONTACT DETAILS OF SOLE/FIRST APPLICANT</b>
		Mr. / Ms. _____ _____ _____ Age _____ Address _____ _____ Email _____ Tel. No (with STD code) / Mobile _____
<b>SCSB / BANK BRANCH STAMP &amp; CODE</b>	<b>SCSB / BANK BRANCH SERIAL NO.</b>	<b>2. PAN OF SOLE/FIRST APPLICANT</b>
		_____
<b>3. INVESTOR'S DEPOSITORY ACCOUNT DETAILS</b> <input type="checkbox"/> NSDL <input type="checkbox"/> CDSL		<b>6. INVESTOR STATUS</b> <input type="checkbox"/> Individual(s) - IND <input type="checkbox"/> Non-Resident Indians (Non-Repatriation Basis) - NRI <input type="checkbox"/> Hindu Undivided Family* - HUF <input type="checkbox"/> Bodies Corporate - CO <input type="checkbox"/> Banks & Financial Institutions - FI <input type="checkbox"/> Mutual Funds - MF <input type="checkbox"/> National Investment Funds - NIF <input type="checkbox"/> Insurance Funds - IF <input type="checkbox"/> Insurance Companies - IC <input type="checkbox"/> Venture Capital Funds - VCF <input type="checkbox"/> Alternative Investment Funds - AIF <input type="checkbox"/> Others (Please Specify) - OTH
For NSDL enter 8 Digit DP ID followed by 8 Digit Client ID / For CDSL enter 16 Digit Client ID.		
<b>4. APPLICATION DETAILS</b> No. of Equity Shares of Rs.10/- each applied at the Issue Price i.e. at Rs. 12/- per share <sup>1&amp;2</sup>		<b>5. CATEGORY</b> <input type="checkbox"/> Retail Individual <input type="checkbox"/> Non-Institutional <input type="checkbox"/> QIB
(In Figures)	(In Words)	
<sup>1</sup> Please note that applications must be made in minimum of 10,000 shares and further multiples of 10,000 shares accordingly. <sup>2</sup> Please note that the trading of equity shares will be only in dematerialized mode on the SME Platform of BSE.		*HUF Should apply only through Karta (Application by HUF would be treated as per with individual)
<b>7. PAYMENT DETAILS</b> <b>PAYMENT OPTION : Full Payment</b>		
Amount Paid (Rs. in Figures) _____ (Rs. in words) _____		
ASBA Bank A/c No. _____ Bank Name & Branch _____		
I/WE (ON BEHALF OF JOINT APPLICANTS, IF ANY), HEREBY CONFIRM THAT I/WE HAVE READ AND UNDERSTOOD THE TERMS AND CONDITIONS OF THIS APPLICATION FORM AND THE ATTACHED FORM 2A AND THE GENERAL INFORMATION DOCUMENT FOR INVESTING IN THE PUBLIC ISSUE ("GID") AND HEREBY AGREE AND CONFIRM THE "INVESTOR UNDERTAKING" AS GIVEN OVERLEAF. I/WE (ON BEHALF OF JOINT APPLICANTS, IF ANY) HEREBY CONFIRM THAT I/WE HAVE READ THE INSTRUCTIONS FOR FILLING UP THE APPLICATION FORM GIVEN OVERLEAF.		
<b>8.A. SIGNATURE OF SOLE / FIRST APPLICANT</b> _____ Date: _____, 2016	<b>8.B. SIGNATURE OF ASBA BANK ACCOUNT HOLDER(S) (AS PER BANK RECORDS)</b> I/We authorize the SCSB to do all acts as are necessary to make the Application in the issue 1) _____ 2) _____ 3) _____	<b>BROKER / SCSB / DP / RTA STAMP</b> (Acknowledging upload of Application in Stock Exchange System)
TEAR HERE		
Lancer Group <b>LANCER CONTAINER LINES LIMITED - PUBLIC ISSUE - R</b> Acknowledgement Slip for Broker / SCSB / DP / RTA    Application Form No. _____		
DPID/CLID	_____	PAN _____
Received from Mr./Ms. _____ Address _____ Telephone / Mobile _____ E-mail _____	No. of Equity Shares applied for in Figures _____ in words _____ Amount Paid (₹ in figures) _____ ASBA Bank A/c No. _____ Drawn on (Name of Bank & Branch) _____	SCSB Branch Stamp & Signature _____
TEAR HERE		
<b>LANCER CONTAINER LINES LIMITED - PUBLIC ISSUE - R</b>	In Figures _____ In Words _____ No. of Equity Shares Amount Paid (Rs.) _____ ASBA Bank A/c No. _____ Bank & Branch: _____	Stamp & Signature of Broker / SCSB / DP / RTA _____ Name of Sole / First Applicant _____ <b>Acknowledgement Slip for Applicant</b> Application Form No. _____

**NR Application Form**

**COMMON APPLICATION FORM**      **LANCER CONTAINER LINES LIMITED - PUBLIC ISSUE - REVISION NR**      **FOR NRIs, FIIs, FVCI ETC. APPLYING ON A REPATRIATION BASIS**

Lancer Group  In The Board of Directors  
**LANCER CONTAINER LINES LIMITED**  
 Address: 26/27, Aneja Tower CHS Ltd, Plot No. 49/50/51, Sector -11, CBD Belapur, Navi Mumbai - 400 614, Maharashtra, India. Contact Details: Tel. No.: +91 22 2786940/41/42. CIN No. U74999MH2011PLC214448

**FIXED PRICE SME ISSUE**      Date: \_\_\_\_\_  
**INE359U01010**      Application Form No. \_\_\_\_\_

<b>BROKER'S / SCSB / DP / RTA STAMP &amp; CODE</b>	<b>SUB-BROKER'S / SUB-AGENT'S STAMP &amp; CODE</b>	<b>1. NAME &amp; CONTACT DETAILS OF SOLE/FIRST APPLICANT</b> Mr. / Ms. _____ Tel. No (with STD code) / Mobile _____
<b>SCSB / BANK BRANCH STAMP &amp; CODE</b>	<b>SCSB / BANK BRANCH SERIAL NO.</b>	
		<b>2. PAN OF SOLE/FIRST APPLICANT</b> _____
		<b>3. INVESTOR'S DEPOSITORY ACCOUNT DETAILS</b> <input type="checkbox"/> NSDL <input type="checkbox"/> CDSL For NSDL enter 8 digit DP ID followed by 8 digit Client ID / For CDSL enter 16 digit Client ID

**PLEASE CHANGE MY APPLICATION**       **PHYSICAL**

**4. FROM (as per last Application or Revision)**

Options	No. of Equity Shares applied (Application must be in multiples of 10000 equity shares) (In Figures)							Price per Equity Share (₹) (In Figures)											
								Issue Price			Discount, if any			Net Price					
	7	6	5	4	3	2	1	4	3	2	1	4	3	2	1	4	3	2	1
Option 1																			
(OR) Option 2																			
(OR) Option 3																			

**5. TO (Revised Application)**

Options	No. of Equity Shares applied (Application must be in multiples of 10000 equity shares) (In Figures)							Price per Equity Share (₹) (In Figures)											
								Issue Price			Discount, if any			Net Price					
	7	6	5	4	3	2	1	4	3	2	1	4	3	2	1	4	3	2	1
Option 1																			
(OR) Option 2																			
(OR) Option 3																			

**7. PAYMENT DETAILS**      **PAYMENT OPTION : Full Payment**

Amount Paid (Rs. in Figures) \_\_\_\_\_ (Rs. in words) \_\_\_\_\_


ASBA Bank A/c No. \_\_\_\_\_

Bank Name & Branch \_\_\_\_\_

I/WE (ON BEHALF OF JOINT APPLICANTS, IF ANY), HEREBY CONFIRM THAT I/WE HAVE READ AND UNDERSTOOD THE TERMS AND CONDITIONS OF THIS APPLICATION FORM AND THE ATTACHED FORM 2A AND THE GENERAL INFORMATION DOCUMENT FOR INVESTING IN THE PUBLIC ISSUE ("GID") AND HEREBY AGREE AND CONFIRM THE "INVESTOR UNDERTAKING" AS GIVEN OVERLEAF I/WE (ON BEHALF OF JOINT APPLICANTS, IF ANY) HEREBY CONFIRM THAT I/WE HAVE READ AND UNDERSTOOD THE TERMS AND CONDITIONS OF THIS APPLICATION FORM AND THE ATTACHED FORM 2A AND THE GENERAL INFORMATION DOCUMENT FOR INVESTING IN THE PUBLIC ISSUE ("GID") AND HEREBY AGREE AND CONFIRM THE "INVESTOR UNDERTAKING" AS GIVEN OVERLEAF

<b>8A. SIGNATURE OF SOLE / FIRST APPLICANT</b> Date: _____, 2016	<b>8B. SIGNATURE OF ASBA BANK ACCOUNT HOLDER(S) (AS PER BANK RECORDS)</b> I/We authorize the SCSB to do all acts as are necessary to make the Application in the issue 1) _____ 2) _____ 3) _____	<b>BROKER / SCSB / DP / RTA STAMP (Acknowledging upload of Application in Stock Exchange System)</b>
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TEAR HERE

Lancer Group  **LANCER CONTAINER LINES LIMITED - PUBLIC ISSUE - REVISION NR**      **Acknowledgement Slip for SCSB**      **Application Form No.**

DDPD / CLID \_\_\_\_\_ PAN \_\_\_\_\_

Additional Amount Paid (₹ in figures) \_\_\_\_\_ Bank & Branch \_\_\_\_\_

ASBA Bank A/c No. \_\_\_\_\_

Received from Mr./Ms. \_\_\_\_\_

Telephone / Mobile \_\_\_\_\_ Email \_\_\_\_\_

SCSB Branch Stamp & Signature \_\_\_\_\_

TEAR HERE

<b>LANCER CONTAINER LINES LIMITED - PUBLIC ISSUE - REVISION NR</b>	No. of Equity Shares	Option 1	Option 2	Option 3	Stamp & Signature of Broker / SCSB / DP / RTA	Name of Sole / First Applicant
	Issue Price					
	Additional Amount Paid (₹)					
	ASBA Bank A/c No.:					
	Bank & Branch:					

**Acknowledgement Slip for Applicant**

Application Form No. \_\_\_\_\_

#### **4.1.1 FIELD NUMBER 1: NAME AND CONTACT DETAILS OF THE SOLE/ FIRST APPLICANT**

Applicants should ensure that the name provided in this field is exactly the same as the name in which the Depository Account is held.

- (a) **Mandatory Fields:** Applicants should note that the name and address fields are compulsory and e-mail and/or telephone number/ mobile number fields are optional. Applicants should note that the contact details mentioned in the Application Form may be used to dispatch communications(including 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 favour of the Applicant whose name appears in the Application Form or the Revision Form and all communications may be addressed to such Applicant and may be dispatched to his or her address as per the Demographic Details received from the Depositories.
- (c) **Impersonation:** Attention of the Applicants is specifically drawn to the provisions of sub section (1) of Section 38 of the Companies Act, 2013 which is reproduced below:
- ‘Any person who:**
- **makes or abets making of an application in a fictitious name to a Company for acquiring, or subscribing for, its securities; or**
  - **makes or abets making of multiple applications to a Company in different names or in different combinations of his name or surname for acquiring or subscribing for its securities; or**
  - **otherwise induces directly or indirectly a Company to allot, or register any transfer of securities to him, or to any other person in a fictitious name,**
- Shall be liable for action under section 447 of the said Act.’**
- (d) **Nomination Facility to Applicant:** Nomination facility is available in accordance with the provisions of Section 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, **otherwise, the Application Form is liable to be rejected.**
- (b) Applicants should ensure that the beneficiary account provided in the Application Form is active.
- (c) Applicants should note that on the basis of DP ID and Client ID as provided in the Application Form, the Applicant may be deemed to have authorized the Depositories to provide to the Registrar to the Issue, any requested Demographic Details of the Applicant as available on the records of the depositories. These Demographic Details may be used, among other things, for sending allocation advice and for other correspondence(s) related to an Issue.
- (d) Applicants are, advised to update any changes to their Demographic Details as available in the records of the Depository Participant to ensure accuracy of records. Any delay resulting from failure to update the Demographic Details would be at the Applicants’ sole risk.

#### **4.1.4 FIELD NUMBER 4: APPLICATION DETAILS**

- (a) The Issuer may mention Price in the draft Prospectus. However a prospectus registered with RoC contains one price.
- (b) Minimum And Maximum Application Size

##### **i. For Retail Individual Applicants**

The Application must be for a minimum of 10,000 Equity Shares. As the Application Price payable by the Retail Individual Applicants cannot exceed Rs. 2, 00,000, they can make Application for only minimum Application size i.e. for 10,000 Equity Shares.

##### **ii. For Other Applicants (Non Institutional Applicants and QIBs):**

The Application must be for a minimum of such number of Equity Shares such 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 Issue Size. However, the maximum Application by a QIB investor should not exceed the investment limits prescribed for them by applicable laws. Under existing SEBI

Regulations, a QIB Applicant cannot withdraw its Application after the Issue Closing Date and is required to pay 100% QIB Margin upon submission of Application. In case of revision in Applications, the Non Institutional Applicants, who are individuals, have to ensure that the Application Amount is greater than Rs. 2, 00,000 for being considered for allocation in the Non Institutional Portion. Applicants are advised to ensure that any single Application from them does not exceed the investment limits or maximum number of Equity Shares that can be held by them under applicable law or regulation or as specified in the Prospectus.

- (c) **Multiple Applications:** An Applicant should submit only one Application Form. Submission of a second Application Form to either the same or to Application Collecting Intermediary and duplicate copies of Application Forms bearing the same application number shall be treated as multiple applications and are liable to be rejected.
- (d) Applicants are requested to note the following procedures may be followed by the Registrar to the Issue to detect multiple applications:
  - i. All applications may be checked for common PAN as per the records of the Depository. For Applicants other than Mutual Funds and FPI sub-accounts, Applications bearing the same PAN may be treated as multiple applications by an Applicant and may be rejected.
  - ii. For applications from Mutual Funds and FPI sub-accounts, submitted under the same PAN, as well as Applications on behalf of the PAN Exempted Applicants, the Application Forms may be checked for common DP ID and Client ID. In any such applications which have the same DP ID and Client ID, these may be treated as multiple applications and may be rejected.
- (e) The following applications may not be treated as multiple Applications:
  - i. Applications by Reserved Categories in their respective reservation portion as well as that made by them in the Net Issue portion in public category.
  - ii. Separate applications by Mutual Funds in respect of more than one scheme of the Mutual Fund provided that the Applications clearly indicate the scheme for which the Application has been made.
  - iii. Applications by Mutual Funds, and sub-accounts of FPIs (or FPIs and its sub-accounts) submitted with the same PAN but with different beneficiary account numbers, Client IDs and DP IDs.

#### **4.1.5 FIELD NUMBER 5: CATEGORY OF APPLICANTS**

- i. The categories of applicants identified as per the SEBI ICDR Regulations, 2009 for the purpose of Application, allocation and allotment in the Issue are RIIs, individual applicants other than RII's and other investors (including corporate bodies or institutions, irrespective of the number of specified securities applied for).
- ii. An Issuer can make reservation for certain categories of Applicants permitted under the SEBI (ICDR) Regulations, 2009. For details of any reservations made in the Issue, applicants may refer to the Prospectus.
- iii. The SEBI (ICDR) Regulations, 2009 specify the allocation or allotment that may be made to various categories of applicants in an Issue depending upon compliance with the eligibility conditions. For details pertaining to allocation and Issue specific details in relation to allocation, applicant may refer to the Prospectus.

#### **4.1.6 FIELD NUMBER 6: INVESTOR STATUS**



- (a) Each Applicant should check whether it is eligible to apply under applicable law and ensure that any prospective allotment to it in the Issue is in compliance with the investment restrictions under applicable law.
- (b) Certain categories of Applicants, such as NRIs, FPIs and FVCIs may not be allowed to apply in the Issue or hold Equity Shares exceeding certain limits specified under applicable law. Applicants are requested to refer to the Prospectus for more details.
- (c) Applicants should check whether they are eligible to apply on non-repatriation basis or repatriation basis and should accordingly provide the investor status. Details regarding investor status are different in the Resident Application Form and Non-Resident Application Form.
- (d) Applicants should ensure that their investor status is updated in the Depository records.

#### **4.1.7 FIELD 7: PAYMENT DETAILS**

- (a) Please note that, providing bank account details in the space provided in the Application Form is mandatory and Applications that do not contain such details are liable to be rejected.

##### **4.1.7.1 Payment instructions for Applicants**

- (a) Applicants may submit the Application Form in physical mode to the Application Collecting Intermediaries.
- (b) Applicants should specify the Bank Account number in the Application Form.
- (c) Applicants should ensure that the Application Form is also signed by the ASBA Account holder(s) if the Applicant is not the ASBA Account holder;
- (d) Applicants shall note that that for the purpose of blocking funds under ASBA facility clearly demarcated funds shall be available in the account.
- (e) From one Bank Account, a maximum of five Application Forms can be submitted.
- (f) Applicants applying directly through the SCSBs should ensure that the Application Form is submitted to a Designated Branch of a SCSB where the ASBA Account is maintained.
- (g) Upon receipt of the Application Form, the Designated Branch of the SCSB may verify if sufficient funds equal to the Application Amount are available in the ASBA Account, as mentioned in the Application Form.
- (h) If sufficient funds are available in the ASBA Account, the SCSB may block an amount equivalent to the Application Amount mentioned in the Application Form and may upload the details on the Stock Exchange Platform.
- (i) If sufficient funds are not available in the ASBA Account, the Designated Branch of the SCSB may not upload such Applications on the Stock Exchange platform and such Applications are liable to be rejected.
- (j) Upon submission of a completed Application Form each ASBA Applicant may be deemed to have agreed to block the entire Application Amount and authorized the Designated Branch of the SCSB to block the Application Amount specified in the Application Form in the ASBA Account maintained with the SCSBs.
- (k) The Application Amount may remain blocked in the aforesaid ASBA Account until finalisation of the Basis of allotment and subsequent transfer of the Application Amount against the Allotted Equity Shares, if any, to the Public Issue Account, or until withdrawal or failure of the Issue, or until withdrawal or rejection of the Application, as the case may be.
- (l) SCSBs applying in the Issue must apply through an ASBA Account maintained with any

other SCSB; else their Applications are liable to be rejected.

#### **4.1.8 Unblocking of ASBA Account**

- (a) Once the Basis of Allotment is approved by the Designated Stock Exchange, the Registrar to the Issue may provide the following details to the controlling branches of each SCSB, along with instructions to unblock the relevant bank accounts and for successful applications transfer the requisite money to the Public Issue Account designated for this purpose, within the specified timelines: (i) the number of Equity Shares to be Allotted against each Application, (ii) the amount to be transferred from the relevant bank account to the Public Issue Account, for each Application, (iii) the date by which funds referred to in (ii) above may be transferred to the Public Issue Account, and (iv) details of rejected/ partial/ non allotment ASBA Applications, if any, along with reasons for rejection and details of withdrawn or unsuccessful Applications, if any, to enable the SCSBs to unblock the respective bank accounts.
- (b) On the basis of instructions from the Registrar to the Issue, the SCSBs may transfer the requisite amount against each successful ASBA Application to the Public Issue Account and may unblock the excess amount, if any, in the ASBA Account.
- (c) In the event of withdrawal or rejection of the Application Form and for unsuccessful Applications, the Registrar to the Issue may give instructions to the SCSB to unblock the Application Amount in the relevant ASBA Account within 6 Working Days of the Issue Closing Date.

##### **4.1.8.1 Discount (if applicable)**

- (a) The Discount is stated in absolute rupee terms.
- (b) RIIs, Employees and Retail Individual Shareholders are only eligible for discount. For Discounts offered in the Issue, applicants may refer to the Prospectus.
- (c) The Applicants entitled to the applicable Discount in the Issue may make payment for an amount i.e. the Application Amount less Discount (if applicable).

##### **4.1.8.2 Additional Payment Instructions for NRIs**

The Non-Resident Indians who intend to block funds in their Non-Resident Ordinary (NRO) accounts shall use the form meant for Resident Indians (non-repatriation basis). In the case of applications by NRIs applying on a repatriation basis, payment shall not be accepted out of NRO Account.

#### **4.1.9 FIELD NUMBER 8: SIGNATURES AND OTHER AUTHORISATIONS**

- (a) Only the First Applicant is required to sign the Application Form. Applicants should ensure that signatures are in one of the languages specified in the Eighth Schedule to the Constitution of India.
- (b) If the ASBA Account is held by a person or persons other than the 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, unblocking of ASBA Account , 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, PAN, number of Equity Shares applied for, amount blocked on application.
  - ii. In case of ASBA applications, ASBA Account number in which the amount equivalent to the application amount was blocked.

For further details, Applicant may refer to the Prospectus and the Application Form.

#### **4.2 INSTRUCTIONS FOR FILING THE REVISION FORM**


- (a) During the Issue Period, any Applicant (other than QIBs and NIIs, who can only revise their application amount upwards) who has registered his or her interest in the Equity Shares for a particular number of shares is free to revise number of shares applied using revision forms available separately.
- (b) RII may revise/ their applications till closure of the Issue period or withdraw their applications until finalisation of allotment.
- (c) Revisions can be made only in the desired number of Equity Shares by using the Revision Form.
- (d) The Applicant can make this revision any number of times during the Issue Period. However, for any revision(s) in the Application, the Applicants will have to use the services of the SCSB through which such Applicant had placed the original Application.

A sample Revision form is reproduced below:

Other than instructions already highlighted at paragraph 4.1 above, point wise instructions regarding filling up various fields of the Revision Form are provided below:



**Revision Form – NR**

<b>COMMON APPLICATION FORM</b>		<b>LANCER CONTAINER LINES LIMITED - PUBLIC ISSUE - REVISION NR</b>		<b>FOR NRIs, FIIs, FVCI ETC. APPLYING ON A REPATRIATION BASIS</b>															
Lancer Group  The Board of Directors <b>LANCER CONTAINER LINES LIMITED</b> Address: 26/27, Azma Tower CHS Ltd, Plot No. 49/50/51, Sector -11, CBD Belapur, Navi Mumbai - 400 614, Maharashtra, India. Contact Details: Tel. No. +91 22 27569404/42, CIN No. U74999MH2011PLC214448		<b>FIXED PRICE SME ISSUE</b> Application Form No. <b>INE359U01010</b>		Date: _____															
<b>BROKER'S / SCSB / DP / RTA STAMP &amp; CODE</b>  <b>SCSB / BANK BRANCH STAMP &amp; CODE</b>		<b>SUB-BROKER'S / SUB-AGENT'S STAMP &amp; CODE</b>  <b>SCSB / BANK BRANCH SERIAL NO.</b>		<b>1. NAME &amp; CONTACT DETAILS OF SOLE/FIRST APPLICANT</b> Mr. / Ms. _____ _____ _____ Tel. No (with STD code) / Mobile _____															
				<b>2. PAN OF SOLE/FIRST APPLICANT</b> _____															
				<b>3. INVESTOR'S DEPOSITORY ACCOUNT DETAILS</b> <input type="checkbox"/> NSDL <input type="checkbox"/> CDSL For NSDL enter 8 digit DP ID followed by 8 digit Client ID / For CDSL enter 16 digit Client ID															
PLEASE CHANGE MY APPLICATION <input type="checkbox"/> <b>PHYSICAL</b>																			
<b>4. FROM (as per last Application or Revision)</b>																			
<b>Options</b>	No. of Equity Shares applied (Application must be in multiples of 10000 equity shares) (In Figures)							Price per Equity Share (₹) (In Figures)											
	7	6	5	4	3	2	1	4	3	2	1	4	3	2	1	4	3	2	1
Option 1																			
(OR) Option 2																			
(OR) Option 3																			
<b>5. TO (Revised Application)</b>																			
<b>Options</b>	No. of Equity Shares applied (Application must be in multiples of 10000 equity shares) (In Figures)							Price per Equity Share (₹) (In Figures)											
	7	6	5	4	3	2	1	4	3	2	1	4	3	2	1	4	3	2	1
Option 1																			
(OR) Option 2																			
(OR) Option 3																			
<b>7. PAYMENT DETAILS</b>						<b>PAYMENT OPTION : Full Payment</b>													
Amount Paid (Rs. in Figures) _____ (Rs. in words) _____																			
ASBA Bank A/c No. _____																			
Bank Name & Branch _____																			
I/WE (ON BEHALF OF JOINT APPLICANTS, IF ANY), HEREBY CONFIRM THAT I/WE HAVE READ AND UNDERSTOOD THE TERMS AND CONDITIONS OF THIS APPLICATION FORM AND THE ATTACHED FORM 2A AND THE GENERAL INFORMATION DOCUMENT FOR INVESTING IN THE PUBLIC ISSUE ("GID") AND HEREBY AGREE AND CONFIRM THE "INVESTOR UNDERTAKING" AS GIVEN OVERLEAF. I/WE (ON BEHALF OF JOINT APPLICANTS, IF ANY) HEREBY CONFIRM THAT I/WE HAVE READ AND UNDERSTOOD THE TERMS AND CONDITIONS OF THIS APPLICATION FORM AND THE ATTACHED FORM 2A AND THE GENERAL INFORMATION DOCUMENT FOR INVESTING IN THE PUBLIC ISSUE ("GID") AND HEREBY AGREE AND CONFIRM THE "INVESTOR UNDERTAKING" AS GIVEN OVERLEAF.																			
<b>7A. SIGNATURE OF SOLE/FIRST APPLICANT</b>		<b>7B. SIGNATURE OF ASBA BANK ACCOUNT HOLDER(S) (AS PER BANK RECORDS)</b>				<b>BROKER / SCSB / DP / RTA STAMP (Acknowledging upload of Application in Stock Exchange System)</b>													
Date: _____ 2016		I/We authorize the SCSB to do all such as are necessary to make the Application in the issue																	
		1) _____																	
		2) _____																	
		3) _____																	

TEAR HERE

<b>LANCER CONTAINER LINES LIMITED - PUBLIC ISSUE - REVISION NR</b>		<b>Acknowledgement Slip for SCSB</b>		Application Form No. _____	
DPID/CLID _____		PAN _____			
Additional Amount Paid (₹ in figures) _____		Bank & Branch _____		SCSB Branch Stamp & Signature	
ASBA Bank A/c No. _____					
Received from Mr./Ms. _____					
Telephone / Mobile _____		Email _____			

TEAR HERE

<b>LANCER CONTAINER LINES LIMITED - PUBLIC ISSUE - REVISION NR</b>	Option 1	Option 2	Option 3	Stamp & Signature of Broker / SCSB / DP / RTA	Name of Sole / First Applicant	
	No. of Equity Shares					
	Issue Price					
	Additional Amount Paid (₹)					
	ASBA Bank A/c No. _____					
Bank & Branch: _____						

**Acknowledgement Slip for Applicant**

Application Form No. \_\_\_\_\_

**4.2.1 FIELDS 1, 2 AND 3: NAME AND CONTACT DETAILS OF SOLE/FIRST APPLICANT, PAN OF SOLE/FIRST APPLICANT & DEPOSITORY ACCOUNT DETAILS OF THE APPLICANT**

Applicants should refer to instructions contained in paragraphs 4.1.1, 4.1.2 and 4.1.3.

**4.2.2 FIELD 4 & 5: APPLICATION REVISION ‘FROM’ AND ‘TO’**

- (a) Apart from mentioning the revised number of shares in the Revision Form, the Applicant must also mention the details of shares applied for given in his or her Application Form or earlier Revision Form.
- (b) In case of revision of applications by RIIs, Employees and Retail Individual Shareholders, such Applicants should ensure that the application amount should exceed Rs. 2,00,000/- due to revision and the application may be considered, subject to eligibility, for allocation under the Non-Institutional Category.

**4.2.3 FIELD 6: PAYMENT DETAILS**

- (a) Applicant may Issue instructions to block the revised amount in the ASBA Account, to Designated Branch through whom such Applicant had placed the original application to enable the relevant SCSB to block the additional application amount, if any.

**4.2.4 FIELDS 7: SIGNATURES AND ACKNOWLEDGEMENTS**

Applicants may refer to instructions contained at paragraphs 4.1.8 and 4.1.9 for this purpose.

**4.3 SUBMISSION OF REVISION FORM/ APPLICATION FORM**

**4.3.1 Applicants may submit completed application form / Revision Form in the following manner:-**

Mode of Application	Submission of Application Form
All Investors Application	To the Application Collecting Intermediaries

**SECTION 5: ISSUE PROCEDURE IN FIXED PRICE ISSUE**

**5.1 APPLICANTS MAY NOTE THAT THERE IS NO BID CUM APPLICATION FORM IN A FIXED PRICE ISSUE**

As the Issue Price is mentioned in the Fixed Price Issue therefore on filing of the Prospectus with the RoC, the Application so submitted is considered as the application form.

Applicants may only use the specified Application Form for the purpose of making an Application in terms of the Prospectus which may be submitted through Application Collecting Intermediaries and apply only through ASBA facility.

ASBA Applicants may submit an Application Form either in physical/electronic form to the Application Collecting Intermediaries authorising blocking of funds that are available in the bank account specified in the Application Form only (“ASBA Account”). The Application Form is also made available on the websites of the Stock Exchanges at least one day prior to the Issue Opening Date.

In a fixed price Issue, allocation in the net offer to the public category is made as follows: minimum fifty per cent to Retail Individual Investors; and remaining to (i) individual investors other than Retail Individual Investors; and (ii) other Applicants including corporate bodies or institutions, irrespective of the number of specified securities applied for. The unsubscribed portion in either of the categories specified above may be allocated to the Applicants in the other category.

## 5.2 GROUNDS OF REJECTIONS

Applicants are advised to note that Applications are liable to be rejected inter alia on the following technical grounds:

- Amount blocked does not tally with the amount payable for the Equity Shares applied for;
- In case of partnership firms, Equity Shares may be registered in the names of the individual partners and no firm as such shall be entitled to apply;
- Application by persons not competent to contract under the Indian Contract Act, 1872 including minors, insane persons;
- PAN not mentioned in the Application Form;
- GIR number furnished instead of PAN;
- Applications for lower number of Equity Shares than specified for that category of investors;
- Applications at a price other than the Fixed Price of the Issue;
- Applications for number of Equity Shares which are not in multiples of 10,000;
- Category not ticked;
- Multiple Applications as defined in the Prospectus;
- In case of Application under power of attorney or by limited companies, corporate, trust etc., where relevant documents are not submitted;
- Applications accompanied by Stock invest/ money order/ postal order/ cash/ cheque/ demand draft/ pay order;
- Signature of sole Applicant is missing;
- Application Forms are not delivered by the Applicant within the time prescribed as per the Application Forms, Issue Opening Date advertisement and the Prospectus and as per the instructions in the Prospectus and the Application Forms;
- In case no corresponding record is available with the Depositories that matches three parameters namely, names of the Applicants (including the order of names of joint holders), the Depository Participant's identity (DP ID) and the beneficiary's account number;
- Applications for amounts greater than the maximum permissible amounts prescribed by the regulations;
- Applications by OCBs;
- Applications by US persons other than in reliance on Regulation S or "qualified institutional buyers" as defined in Rule 144A under the Securities Act;
- Applications not duly signed by the sole/ first Applicant;
- Applications by any persons outside India if not in compliance with applicable foreign and Indian laws;
- Applications that do not comply with the securities laws of their respective jurisdictions are liable to be rejected;
- Applications by persons prohibited from buying, selling or dealing in the shares directly or indirectly by SEBI or any other regulatory authority;
- Applications by persons who are not eligible to acquire Equity Shares of the Company in terms of all applicable laws, rules, regulations, guidelines, and approvals;

- Applications or revisions thereof by QIB Applicants, Non Institutional Applicants where the Application Amount is in excess of Rs. 2,00,000, received after 3.00 pm on the Issue Closing Date , unless the extended time is permitted by BSE.
- Details of ASBA Account not provided in the Application form

For details of instructions in relation to the Application Form, Applicants may refer to the relevant section the GUID.

**APPLICANTS SHOULD NOTE THAT IN CASE THE PAN, THE DP ID AND CLIENT ID MENTIONED IN THE APPLICATION FORM AND ENTERED INTO THE ELECTRONIC APPLICATION SYSTEM OF THE STOCK EXCHANGES BY THE APPLICATION COLLECTING INTERMEDIARIES DO NOT MATCH WITH PAN, THE DP ID AND CLIENT ID AVAILABLE IN THE DEPOSITORY DATABASE, THE APPLICATION FORM IS LIABLE TO BE REJECTED.**

## **SECTION 6: ISSUE PROCEDURE IN BOOK BUILT ISSUE**

This being Fixed Price Issue, this section is not applicable for this Issue.

## **SECTION 7: ALLOTMENT PROCEDURE AND BASIS OF ALLOTMENT**

### **7.1 BASIS OF ALLOTMENT**

Allotment will be made in consultation with the SME Platform of BSE (The Designated Stock Exchange). In the event of oversubscription, the allotment will be made on a proportionate basis in marketable lots as set forth hereunder:

- (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; and
  - 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 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 or allocation shall be first adjusted against any category, where the allotted Shares are not sufficient for proportionate allotment to the successful Applicants in that category, the balance Shares, if any, remaining after such adjustment will be added to the category comprising Applicants applying for the minimum number of Shares. If as a result of the process of rounding off to the nearest multiple of 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, up



to 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 43 (4) of SEBI (ICDR) Regulations, as the retail individual investor category is entitled to more than fifty per cent on proportionate basis, the retail individual investors shall be allocated that higher percentage.
  - ii. The balance net offer of shares to the public shall be made available for allotment to
    - individual applicants other than retails individual investors and
    - other investors, including corporate bodies/ institutions irrespective of number of shares applied for.
  - iii. The unsubscribed portion of the net offer to any one of the categories specified in a) or b) shall/may be made available for allocation to applicants in the other category, if so required.

'Retail Individual Investor' means an investor who applies for shares of value of not more than Rs. 2,00,000/-. Investors may note that in case of over subscription allotment shall be on proportionate basis and will be finalized in consultation with BSE.

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.

## **7.2 DESIGNATED DATE AND ALLOTMENT OF EQUITY SHARES**

- (a) **Designated Date:** On the Designated Date, the SCSBs shall transfer the funds represented by allocation of Equity Shares into the Public Issue Account with the Bankers to the Issue.
- (b) **Issuance of Allotment Advice:** Upon approval of the Basis of Allotment by the Designated Stock Exchange, the Registrar shall upload the same on its website. On the basis of the approved Basis of Allotment, the Issuer shall pass necessary corporate action to facilitate the Allotment and credit of Equity Shares. Applicants **are advised to instruct their Depository Participant to accept the Equity Shares that may be allotted to them pursuant to the Issue.**

Pursuant to confirmation of such corporate actions, the Registrar will dispatch Allotment Advice to the Applicants who have been Allotted Equity Shares in the Issue.

- (c) The dispatch of Allotment Advice shall be deemed a valid, binding and irrevocable contract.
- (d) Issuer will ensure that: (i) the Allotment of Equity Shares; and (ii) initiate corporate action for credit of shares to the successful Applicants Depository Account will be completed within 4 Working Days of the Issue Closing Date. The Issuer also ensures the credit of shares to the successful Applicant's depository account is completed within one Working Day from the date of Allotment, after the funds are transferred from the Escrow Account to the Public Issue Account on the Designated Date.

## **SECTION 8: INTEREST AND REFUNDS**

### **8.1 COMPLETION OF FORMALITIES FOR LISTING & COMMENCEMENT OF TRADING**

The Issuer may ensure that all steps for the completion of the necessary formalities for listing and commencement of trading at all the Stock Exchanges are taken within 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 REFUND**

### **8.2.1 NON RECEIPT OF LISTING PERMISSION**

An Issuer makes an application to the Stock Exchange(s) for permission to deal in/list and for an official quotation of the Equity Shares. All the Stock Exchanges from where such permission is sought are disclosed in Prospectus. The Designated Stock Exchange may be as disclosed in the Prospectus with which the Basis of Allotment may be finalised.

If the permissions to deal in and for an official quotation of the Equity Shares are not granted by any of the Stock Exchange(s), the Issuer may forthwith repay, without interest, all moneys received from the Applicants in pursuance of the Prospectus.

If such money is not repaid within eight days after the Issuer becomes liable to repay it, then the Issuer and every director of the Issuer who is an officer in default may, on and from such expiry of eight days, be liable to repay the money, with interest at such rate, as prescribed under Section 73 of the Companies Act, and as disclosed in the Prospectus.

### **8.2.2 MINIMUM SUBSCRIPTION**

This Issue is not restricted to any minimum subscription level. This Issue is 100% underwritten. As per Section 39 of the Companies Act, 2013, if the “stated minimum amount” has not be subscribed and the sum payable on application is not received within a period of 30 days from the date of the Prospectus, the application money has to be returned within such period as may be prescribed. If the Issuer does not receive the subscription of 100% of the Issue through this offer document including devolvement of Underwriters within sixty days from the date of closure of the Issue, the Issuer shall forthwith refund the entire subscription amount received. If there is a delay beyond eight days after the Issuer becomes liable to pay the amount, the Issuer shall pay interest prescribed under section 73 of the Companies Act, 1956 (or the Company shall follow any other substitutional or additional provisions as has been or may be notified under the Companies Act, 2013).

### **8.2.3 MINIMUM NUMBER OF ALLOTTEES**

The Issuer may ensure that the number of prospective Allottees to whom Equity Shares may be allotted may not be less than 50 failing which the entire application monies may be refunded forthwith.

## **8.3 MODE OF REFUND**

**In case of ASBA Applications:** 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 ASBA Applicants**

In case of ASBA Applicants, the The Registrar to the Issue may instruct the controlling branch of the SCSB to unblock the funds in the relevant ASBA Account for any withdrawn, rejected or unsuccessful ASBA applications or in the event of withdrawal or failure of the Issue.

## **8.4 INTEREST IN CASE OF DELAY IN ALLOTMENT OR REFUND**

The Issuer may pay interest at the rate of 15% per annum /or demat credits are not made to Applicants or instructions for unblocking of funds in the ASBA Account are not dispatched within the 4 Working days of the Issue Closing Date.

The Issuer may pay interest at 15% per annum for any delay beyond days from the Issue Closing Date, if Allotment is not made.

## SECTION 9: GLOSSARY AND ABBREVIATIONS

Unless the context otherwise indicates or implies, certain definitions and abbreviations used in this document may have the meaning as provided below. References to any legislation, act or regulation may be to such legislation, act or regulation as amended from time to time.

Term	Description
Allotment/ Allotted	Allot/ The allotment of Equity Shares pursuant to the Issue to successful Applicants
Allottee	An Applicant to whom the Equity Shares are Allotted
Allotment Advice	Note or advice or intimation of Allotment sent to the Applicants who have been allotted Equity Shares after the Basis of Allotment has been approved by the designated Stock Exchanges
Anchor Investor	A Qualified Institutional Buyer, applying under the Anchor Investor Portion in accordance with the requirements specified in SEBI ICDR Regulations, 2009.
Anchor Investor Portion	Up to 30% of the QIB Category which may be allocated by the Issuer in consultation with the Lead Manager, to Anchor Investors on a discretionary basis. One-third of the Anchor Investor Portion is reserved for domestic Mutual Funds, subject to valid bids being received from domestic Mutual Funds at or above the price at which allocation is being done to Anchor Investors
Applicant/ASBA Applicant	Any prospective investor (including an ASBA Applicant) who makes an application pursuant to the terms of the Prospectus and the Application Form. In case of issues undertaken through the fixed price process, all references to an Applicant should be construed to mean an Bidder/ Applicant
Application	An indication to make an offer during the Issue Period by a prospective pursuant to submission of Application Form or during the Anchor Investor Issue Period by the Anchor Investors, to subscribe for or purchase the Equity Shares of the Issuer at a price including all revisions and modifications thereto.
Application Form	The form in terms of which the Applicant should make an offer to subscribe for or purchase the Equity Shares and which may be considered as the application for Allotment for the purposes of the Prospectus, whether applying through the ASBA or otherwise.
Application Collecting Intermediaries	<ul style="list-style-type: none"> <li>i) an SCSB, with whom the bank account to be blocked, is maintained</li> <li>ii) a syndicate member (or sub-syndicate member)</li> <li>iii) a stock broker registered with a recognised stock exchange (and whose name is mentioned on the website of the stock exchange as eligible for this activity) ('broker')</li> <li>iv) a depository participant ('DP') (whose name is mentioned on the website of the stock exchange as eligible for this activity)</li> <li>v) a registrar to an issue and share transfer agent ('RTA') (whose name is mentioned on the website of the stock exchange as eligible for this activity)</li> </ul>
Application Supported by Blocked Amount/(ASBA)/ASBA	An application, whether physical or electronic, used by Bidders/Applicants to make a Bid authorising an SCSB to block the Bid Amount in the specified bank account maintained with such SCSB
ASBA Account	Account maintained with an SCSB which may be blocked by such SCSB to the extent of the Bid Amount of the ASBA Applicant

<b>Term</b>	<b>Description</b>
ASBA Application	An Application made by an ASBA Applicant
Application Amount	The value indicated in Application Form and payable by the Applicant upon submission of the Application, less discounts (if applicable).
Banker(s) to the Issue/	The banks which are clearing members and registered with SEBI as Banker to the Issue with whom the Public Issue Account(s) may be opened, and as disclosed in the Prospectus and Bid cum Application Form of the Issuer
Basis of Allotment	The basis on which the Equity Shares may be Allotted to successful Applicants under the Issue
Issue Closing Date	The date after which the SCSBs may not accept any Application for the Issue, which may be notified in an English national daily, a Hindi national daily and a regional language newspaper at the place where the registered office of the Issuer is situated, each with wide circulation Applicants may refer to the Prospectus for the Issue Closing Date
Issue Opening Date	The date on which the SCSBs may start accepting application for the Issue, which may be the date notified in an English national daily, a Hindi national daily and a regional language newspaper at the place where the registered office of the Issuer is situated, each with wide circulation. Applicants/bidders may refer to the Prospectus for the Issue Opening Date
Issue Period	The period between the Issue Opening Date and the Issue Closing Date inclusive of both days and during which prospective Applicants (can submit their application inclusive of any revisions thereof. The Issuer may consider closing the Issue Period for QIBs one working day prior to the Issue Closing Date in accordance with the SEBI ICDR Regulations, 2009. Applicants may refer to the Prospectus for the Issue Period
Book Building Process/ Book Building Method	The book building process as provided under SEBI ICDR Regulations, 2009
Lead Manager(s)/Lead Manager/ LM	The Lead Manager to the Issue as disclosed in the Draft Prospectus/ Prospectus and the Bid Application Form of the Issuer.
Business Day	Monday to Friday (except public holidays)
CAN/Confirmation of Allotment Note	The note or advice or intimation sent to each successful Applicant indicating the Equity Shares which may be Allotted, after approval of Basis of Allotment by the Designated Stock Exchange
Client ID	Client Identification Number maintained with one of the Depositories in relation to demat account
Companies Act	The Companies Act, 1956 and The Companies Act, 2013 (to the extant notified)
DP	Depository Participant
DP ID	Depository Participant's Identification Number
Depositories	National Securities Depository Limited and Central Depository Services (India) Limited
Demographic Details	Details of the Bidders/Applicants including the Bidder/Applicant's address, name of the Applicant's father/husband, investor status, occupation and bank account details
Designated Branches	Such branches of the SCSBs which may collect the Bid cum Application Forms used by the ASBA Bidders/Applicants applying through the ASBA and a list of which is available on- <a href="http://www.sebi.gov.in/sebiweb/home/list/5/33/0/0/Recognised-Intermediaries">http://www.sebi.gov.in/sebiweb/home/list/5/33/0/0/Recognised-Intermediaries</a>
Designated Date	The date on which the amounts blocked by the SCSBs are transferred from

Term	Description
	the ASBA Accounts, as the case may be, to the Public Issue Account, as appropriate, after the Prospectus is filed with the RoC, following which the board of directors may Allot Equity Shares to successful
Designated Stock Exchange	The designated stock exchange as disclosed in the Draft Prospectus/Prospectus of the Issuer
Discount	Discount to the Issue Price that may be provided to Bidders/Applicants in accordance with the SEBI ICDR Regulations, 2009.
Draft Prospectus	The Draft Prospectus filed with the Designated stock exchange in case of Fixed Price Issues and which may mention a price or a Price Band
Employees	Employees of an Issuer as defined under SEBI ICDR Regulations, 2009 and including, in case of a new company, persons in the permanent and full time employment of the promoting companies excluding the promoter and immediate relatives of the promoter. For further details /Applicant may refer to the Prospectus
Equity Shares	Equity shares of the Issuer
FCNR Account	Foreign Currency Non-Resident Account
Applicant	The Applicant whose name appears first in the Application Form or Revision Form
FPI(s)	Foreign Portfolio Investor
Fixed Price Issue/ Fixed Price Process/Fixed Price Method	The Fixed Price process as provided under SEBI ICDR Regulations, 2009, in terms of which the Issue is being made
FPO	Further public offering
Foreign Venture Capital Investors or FVCIs	Foreign Venture Capital Investors as defined and registered with SEBI under the SEBI (Foreign Venture Capital Investors) Regulations, 2000
IPO	Initial public offering
Issue	Public Issue of Equity Shares of the Issuer including the Offer for Sale if applicable
Issuer/ Company	The Issuer proposing the initial public offering/further public offering as applicable
Issue Price	The final price, less discount (if applicable) at which the Equity Shares may be Allotted in terms of the Prospectus. The Issue Price may be decided by the Issuer in consultation with the Lead Manager(s)
Maximum RII Allottees	The maximum number of RIIs who can be allotted the minimum Application Lot. This is computed by dividing the total number of Equity Shares available for Allotment to RIIs by the minimum Application Lot.
MICR	Magnetic Ink Character Recognition - nine-digit code as appearing on a cheque leaf
Mutual Fund	A mutual fund registered with SEBI under the SEBI (Mutual Funds) Regulations, 1996
NECS	National Electronic Clearing Service
NEFT	National Electronic Fund Transfer
NRE Account	Non-Resident External Account
NRI	NRIs from such jurisdictions outside India where it is not unlawful to make an offer or invitation under the Issue and in relation to whom the RHP/Prospectus constitutes an invitation to subscribe to or purchase the Equity Shares
NRO Account	Non-Resident Ordinary Account
Net Issue	The Issue less Market Maker Reservation Portion

<b>Term</b>	<b>Description</b>
Non-Institutional Investors or NIIs	All Applicants, including sub accounts of FPIs registered with SEBI which are foreign corporate or foreign individuals, that are not QIBs or RIBs and who have Bid for Equity Shares for an amount of more than Rs. 2,00,000 (but not including NRIs other than Eligible NRIs)
Non-Institutional Category	The portion of the Issue being such number of Equity Shares available for allocation to NIIs on a proportionate basis and as disclosed in the Prospectus and the Application Form
Non-Resident	A person resident outside India, as defined under FEMA and includes Eligible NRIs, FPIs registered with SEBI and FVCIs registered with SEBI
OCB/Overseas Corporate Body	A company, partnership, society or other corporate body owned directly or indirectly to the extent of at least 60% by NRIs including overseas trusts, in which not less than 60% of beneficial interest is irrevocably held by NRIs directly or indirectly and which was in existence on October 3, 2003 and immediately before such date had taken benefits under the general permission granted to OCBs under FEMA
Offer for Sale	Public offer of such number of Equity Shares as disclosed in the RHP/Prospectus through an offer for sale by the Selling Shareholder
Other Investors	Investors other than Retail Individual Investors in a Fixed Price Issue. These include individual applicants other than retail individual investors and other investors including corporate bodies or institutions irrespective of the number of specified securities applied for.
PAN	Permanent Account Number allotted under the Income Tax Act, 1961
Prospectus	The prospectus to be filed with the RoC in accordance with Section 60 of the Companies Act 1956 read with section 26 of Companies Act 2013, containing the Issue Price, the size of the Issue and certain other information
Public Issue Account	An account opened with the Banker to the Issue to receive monies from the ASBA Accounts on the Designated Date
QIB Category Qualified Institutional Buyers or QIBs	The portion of the Issue being such number of Equity Shares to be Allotted to QIBs on a proportionate basis As defined under SEBI ICDR Regulations, 2009
RTGS	Real Time Gross Settlement
Refunds through electronic transfer of funds	Refunds through ASBA
Registrar to the Issue/RTI	The Registrar to the Issue as disclosed in the Draft Prospectus / Prospectus and Bid cum Application Form
Reserved Categories	Categories of persons eligible for making application under reservation portion
Reservation Portion	The portion of the Issue reserved for category of eligible Applicants as provided under the SEBI ICDR Regulations, 2009
Retail Individual Investors / RIIs	Investors who applies or for a value of not more than Rs. 2, 00,000.
Retail Individual Shareholders	Shareholders of a listed Issuer who applies for a value of not more than Rs. 2,00,000.
Retail Category	The portion of the Issue being such number of Equity Shares available for allocation to RIIs which shall not be less than the minimum bid lot, subject to availability in RII category and the remaining shares to be allotted on proportionate basis.
Revision Form	The form used by the Applicant in an issue to modify the quantity of Equity Shares in an Application Forms or any previous Revision Form(s)
RoC	The Registrar of Companies

<b>Term</b>	<b>Description</b>
SEBI	The Securities and Exchange Board of India constituted under the Securities and Exchange Board of India Act, 1992
SEBI ICDR Regulations, 2009	The Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2009
Self Certified Syndicate Bank(s) or SCSB(s)	A bank registered with SEBI, which offers the facility of ASBA and a list of which is available on <a href="http://www.sebi.gov.in/cms/sebi_data/attachdocs/1316087201341.html">http://www.sebi.gov.in/cms/sebi_data/attachdocs/1316087201341.html</a>
SME IPO	Initial public offering as chapter XB of SEBI (ICDR) Regulation
SME Issuer	The Company making the Issue under chapter XB of SEBI (ICDR) Regulation
Stock Exchanges/SE	The stock exchanges as disclosed in the Draft Prospectus/ Prospectus of the Issuer where the Equity Shares Allotted pursuant to the Issue are proposed to be listed
Self Certified Syndicate Bank(s) or SCSB(s)	A bank registered with SEBI, which offers the facility of ASBA and a list of which is available on <a href="http://www.sebi.gov.in/cms/sebi_data/attachdocs/1316087201341.html">http://www.sebi.gov.in/cms/sebi_data/attachdocs/1316087201341.html</a>
Specified Locations	Refer to definition of Broker Centers
Syndicate Member(s)/SM	The Syndicate Member(s) as disclosed in the Prospectus
Syndicate	The Book Running Lead Manager(s) and the Syndicate Member
Syndicate Agreement	The agreement to be entered into among the Issuer, and the Syndicate in relation to collection of the Bids in this Issue (excluding Application from ASBA Applicants)
Underwriters	The Lead Manager(s)
Underwriting Agreement	The agreement dated entered into between the Underwriters and our Company
Working Day	All trading days of stock exchanges excluding Sundays and bank holidays



## **RESTRICTIONS ON FOREIGN OWNERSHIP OF INDIAN SECURITIES**

Foreign investment in Indian securities is regulated through the Industrial Policy, 1991 of the Government of India and Foreign Exchange Management Act, 1999 (“**FEMA**”). While the Industrial Policy, 1991 prescribes the limits and the conditions subject to which foreign investment can be made in different sectors of the Indian economy, FEMA regulates the precise manner in which such investment may be made. Under the Industrial Policy, unless specifically restricted, foreign investment is freely permitted in all sectors of Indian economy up to any extent and without any prior approvals, but the foreign investor is required to follow certain prescribed procedures for making such investment.

The Government of India, from time to time, has made policy pronouncements on Foreign Direct Investment (“**FDI**”) through press notes and press releases. The Department of Industrial Policy and Promotion, Ministry of Commerce and Industry, of the Government of India (“**DIPP**”) has issued consolidated FDI Policy, which with effect from May 12, 2015, consolidates and supersedes all previous press notes, press releases and clarifications on FDI issued by the DIPP that were in force and effect as on May 12, 2015. Further, DIIP has issued a press note dated November 24, 2015 which introduces a few changes in the consolidated FDI Policy issued on May 12, 2015. The Government usually update the consolidated circular on FDI Policy once every Year and therefore, FDI Policy of 2015 will be valid until the DIPP issues an updated circular.

RBI has also issued Master Circular on Foreign Investment in India dated July 01, 2015. In terms of the Master Circular, 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 Circular. The Indian company making such fresh issue of shares would be subject to the reporting requirements, inter-alia with respect to consideration for issue of shares and also subject to making certain filings including filing of Form FC-GPR.

Under the current consolidated FDI Policy of 2015, foreign direct investment in micro and small enterprises is subject to sectoral caps, entry routes and other sectoral regulations. At present 100% foreign direct investment through automatic route is permitted in the sector in which our Company operates.

The transfer of shares between an Indian resident and a Non-resident does not require prior approval of FIPB or RBI, subject to fulfilment of certain conditions as specified by DIPP / RBI, from time to time. Such conditions include (i) the activities of the investee company are under the automatic route under the FDI Policy and the non-resident shareholding is within the sectorial limits under the FDI policy; and (ii) the pricing is in accordance with the guidelines prescribed by the SEBI/RBI. Investors are advised to refer to the exact text of the relevant statutory provisions of law before investing and / or subsequent purchase or sale transaction in the Equity Shares of Our Company.

**The Equity Shares have not been and will not be registered under the U.S Securities Act of 1933, as amended (“U.S. Securities Act”) or any state securities laws in the United States and may not be offered or sold within the United States or to, or for the account or benefit of, U.S. Persons (as defined in Regulation S of the U.S. Securities Act), 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 transaction in reliance on Regulation S under the U.S Securities Act and the applicable laws of the jurisdiction where those offers and sale occur. However 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 LM are not liable for any amendments or modification or changes in applicable laws or regulations, which may occur after the date of this Prospectus. Applicants are advised to make their independent**



investigations and ensure that the Applications are not in violation of the laws or regulations applicable to them.

**SECTION VIII – MAIN PROVISIONS OF ARTICLES OF ASSOCIATION**

Pursuant to Schedule II to the Companies Act and the SEBI Regulations, the main provisions of our Articles relating, inter alia, to voting rights, dividend, lien, forfeiture, restrictions on transfer and transmission of Equity Shares or debentures and/or on their consolidation/splitting are detailed below. Please note that each provision herein below is numbered as per the corresponding article number in our Articles and capitalized/defined terms herein have the same meaning given to them in our Articles

Sr. No	Particulars	
1.	No regulation contained in Table “F” in the First Schedule to Companies Act, 2013 shall apply to this Company but the regulations for the Management of the Company and for the observance of the Members thereof and their representatives shall be as set out in the relevant provisions of the Companies Act, 2013 and subject to any exercise of the statutory powers of the Company with reference to the repeal or alteration of or addition to its regulations by Special Resolution as prescribed by the said Companies Act, 2013 be such as are contained in these Articles unless the same are repugnant or contrary to the provisions of the Companies Act, 2013 or any amendment thereto.	<b>Table F Applicable.</b>
	<b>Interpretation Clause</b>	
2.	In the interpretation of these Articles the following expressions shall have the following meanings unless repugnant to the subject or context:	
	(a) "The Act" means the Companies Act, 2013 and includes any statutory modification or re-enactment thereof for the time being in force.	<b>Act</b>
	(b) “These Articles” means Articles of Association for the time being in force or as may be altered from time to time vide Special Resolution.	<b>Articles</b>
	(c) “Auditors” means and includes those persons appointed as such for the time being of the Company.	<b>Auditors</b>
	(d) "Capital" means the share capital for the time being raised or authorized to be raised for the purpose of the Company.	<b>Capital</b>
	(e) “The Company” shall mean LANCER CONTAINER LINES LIMITED	<b>Company</b>
	(f) “Executor” or “Administrator” means a person who has obtained a probate or letter of administration, as the case may be from a	<b>Executor or Administrator</b>

Sr. No	Particulars	
	Court of competent jurisdiction and shall include a holder of a Succession Certificate authorizing the holder thereof to negotiate or transfer the Share or Shares of the deceased Member and shall also include the holder of a Certificate granted by the Administrator General under section 31 of the Administrator General Act, 1963.	
	(g) "Legal Representative" means a person who in law represents the estate of a deceased Member.	<b>Legal Representative</b>
	(h) Words importing the masculine gender also include the feminine gender.	<b>Gender</b>
	(i) "In Writing" and "Written" includes printing lithography and other modes of representing or reproducing words in a visible form.	<b>In Writing and Written</b>
	(j) The marginal notes hereto shall not affect the construction thereof.	<b>Marginal notes</b>
	(k) "Meeting" or "General Meeting" means a meeting of members.	<b>Meeting or General Meeting</b>
	(l) "Month" means a calendar month.	<b>Month</b>
	(m) "Annual General Meeting" means a General Meeting of the Members held in accordance with the provision of section 96 of the Act.	<b>Annual General Meeting</b>
	(n) "Extra-Ordinary General Meeting" means an Extraordinary General Meeting of the Members duly called and constituted and any adjourned holding thereof.	<b>Extra-Ordinary General Meeting</b>
	(o) "National Holiday" means and includes a day declared as National Holiday by the Central Government.	<b>National Holiday</b>
	(p) "Non-retiring Directors" means a director not subject to retirement by rotation.	<b>Non-retiring Directors</b>
	(q) "Office" means the registered Office for the time being of the Company.	<b>Office</b>
	(r) "Ordinary Resolution" and "Special Resolution" shall have the meanings assigned thereto by Section 114 of the Act.	<b>Ordinary and Special Resolution</b>

Sr. No	Particulars	
	(s) "Person" shall be deemed to include corporations and firms as well as individuals.	<b>Person</b>
	(t) "Proxy" means an instrument whereby any person is authorized to vote for a member at General Meeting on Poll and includes attorney duly constituted under the power of attorney.	<b>Proxy</b>
	(u) "The Register of Members" means the Register of Members to be kept pursuant to Section 88(1) (a) of the Act.	<b>Register of Members</b>
	(v) "Seal" means the common seal for the time being of the Company.	<b>Seal</b>
	(w) "Special Resolution" shall have the meanings assigned to it by Section 114 of the Act.	<b>Special Resolution</b>
	(x) Words importing the Singular number include where the context admits or requires the plural number and vice versa.	<b>Singular number</b>
	(y) "The Statutes" means the Companies Act, 2013 and every other Act for the time being in force affecting the Company.	<b>Statutes</b>
	(z) "These presents" means the Memorandum of Association and the Articles of Association as originally framed or as altered from time to time.	<b>These presents</b>
	(aa) "Variation" shall include abrogation; and "vary" shall include abrogate.	<b>Variation</b>
	(bb) "Year" means the calendar year and "Financial Year" shall have the meaning assigned thereto by Section 2(41) of the Act.	<b>Year and Financial Year</b>
	Save as aforesaid any words and expressions contained in these Articles shall bear the same meanings as in the Act or any statutory modifications thereof for the time being in force.	<b>Expressions in the Act to bear the same meaning in Articles</b>
	<b>CAPITAL</b>	
<b>3.</b>	a) The Authorized Share Capital of the Company shall be such amount as may be mentioned in Clause V of Memorandum of Association of the Company from time to time.	<b>Authorized Capital.</b>

Sr. No	Particulars	
	<p>b) The minimum paid up Share capital of the Company shall be Rs.1, 00,000/- or such other higher sum as may be prescribed in the Act from time to time.</p>	
<p><b>4.</b></p>	<p>The Company may in General Meeting from time to time by Ordinary Resolution increase its capital by creation of new Shares which may be unclassified and may be classified at the time of issue in one or more classes and of such amount or amounts as may be deemed expedient. The new Shares shall be issued upon such terms and conditions and with such rights and privileges annexed thereto as the resolution shall prescribe and in particular, such Shares may be issued with a preferential or qualified right to dividends and in the distribution of assets of the Company and with a right of voting at General Meeting of the Company in conformity with Section 47 of the Act. Whenever the capital of the Company has been increased under the provisions of this Article the Directors shall comply with the provisions of Section 64 of the Act.</p>	<p><b>Increase of capital by the Company how carried into effect</b></p>
<p><b>5.</b></p>	<p>Except so far as otherwise provided by the conditions of issue or by these Presents, any capital raised by the creation of new Shares shall be considered as part of the existing capital, and shall be subject to the provisions herein contained, with reference to the payment of calls and instalments, forfeiture, lien, surrender, transfer and transmission, voting and otherwise.</p>	<p><b>New Capital same as existing capital</b></p>
<p><b>6.</b></p>	<p>The Board shall have the power to issue a part of authorized capital by way of non-voting Shares at price(s) premia, dividends, eligibility, volume, quantum, proportion and other terms and conditions as they deem fit, subject however to provisions of law, rules, regulations, notifications and enforceable guidelines for the time being in force.</p>	<p><b>Non Voting Shares</b></p>
<p><b>7.</b></p>	<p>Subject to the provisions of the Act and these Articles, the Board of Directors may issue redeemable preference shares to such persons, on such terms and conditions and at such times as Directors think fit either at premium or at par, and with full power to give any person the option to call for or be allotted shares of the company either at premium or at par, such option being exercisable at such times and for such consideration as the Board thinks fit.</p>	<p><b>Redeemable Preference Shares</b></p>

Sr. No	Particulars	
8.	The holder of Preference Shares shall have a right to vote only on Resolutions, which directly affect the rights attached to his Preference Shares.	<b>Voting rights of preference shares</b>
9.	<p>On the issue of redeemable preference shares under the provisions of Article 7 hereof, the following provisions-shall take effect:</p> <p>(a) No such Shares shall be redeemed except out of profits of which would otherwise be available for dividend or out of proceeds of a fresh issue of shares made for the purpose of the redemption;</p> <p>(b) No such Shares shall be redeemed unless they are fully paid;</p> <p>(c) Subject to section 55(2)(d)(i) the premium, if any payable on redemption shall have been provided for out of the profits of the Company or out of the Company's security premium account, before the Shares are redeemed;</p> <p>(d) Where any such Shares are redeemed otherwise then out of the proceeds of a fresh issue, there shall out of profits which would otherwise have been available for dividend, be transferred to a reserve fund, to be called "the Capital Redemption Reserve Account", a sum equal to the nominal amount of the Shares redeemed, and the provisions of the Act relating to the reduction of the share capital of the Company shall, except as provided in Section 55 of the Act apply as if the Capital Redemption Reserve Account were paid-up share capital of the Company; and</p> <p>(e) Subject to the provisions of Section 55 of the Act, the redemption of preference shares hereunder may be effected in accordance with the terms and conditions of their issue and in the absence of any specific terms and conditions in that behalf, in such manner as the Directors may think fit. The reduction of Preference Shares under the provisions by the Company shall not be taken as reducing the amount of its Authorized Share Capital</p>	<b>Provisions to apply on issue of Redeemable Preference Shares</b>
10.	<p>The Company may (subject to the provisions of sections 52, 55, 56, both inclusive, and other applicable provisions, if any, of the Act) from time to time by Special Resolution reduce</p> <p>(a) the share capital;</p>	<b>Reduction of capital</b>

Sr. No	Particulars	
	<p>(b) any capital redemption reserve account; or (c) any security premium account</p> <p>In any manner for the time being, authorized by law and in particular capital may be paid off on the footing that it may be called up again or otherwise. This Article is not to derogate from any power the Company would have, if it were omitted.</p>	
11.	<p>Any debentures, debenture-stock or other securities may be issued at a discount, premium or otherwise and may be issued on condition that they shall be convertible into shares of any denomination and with any privileges and conditions as to redemption, surrender, drawing, allotment of shares, attending (but not voting) at the General Meeting, appointment of Directors and otherwise. Debentures with the right to conversion into or allotment of shares shall be issued only with the consent of the Company in the General Meeting by a Special Resolution.</p>	<b>Debentures</b>
12.	<p>The Company may exercise the powers of issuing sweat equity shares conferred by Section 54 of the Act of a class of shares already issued subject to such conditions as may be specified in that sections and rules framed thereunder.</p>	<b>Issue of Sweat Equity Shares</b>
13.	<p>The Company may issue shares to Employees including its Directors other than independent directors and such other persons as the rules may allow, under Employee Stock Option Scheme (ESOP) or any other scheme, if authorized by a Special Resolution of the Company in general meeting subject to the provisions of the Act, the Rules and applicable guidelines made there under, by whatever name called.</p>	<b>ESOP</b>
14.	<p>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.</p>	<b>Buy Back of shares</b>
15.	<p>Subject to the provisions of Section 61 of the Act, the Company in general meeting may, from time to time, sub-divide or consolidate all or any of the share capital into shares of larger amount than its existing share or sub-divide its shares, or any of them into shares of smaller amount than is fixed by the Memorandum; subject nevertheless, to the</p>	<b>Consolidation, Sub-Division And Cancellation</b>



Sr. No	Particulars	
	provisions of clause (d) of sub-section (1) of Section 61; Subject as aforesaid the Company in general meeting may also cancel shares which have not been taken or agreed to be taken by any person and diminish the amount of its share capital by the amount of the shares so cancelled.	
16.	Subject to compliance with applicable provision of the Act and rules framed thereunder the company shall have power to issue depository receipts in any foreign country.	<b>Issue of Depository Receipts</b>
17.	Subject to compliance with applicable provision of the Act and rules framed thereunder the company shall have power to issue any kind of securities as permitted to be issued under the Act and rules framed thereunder.	<b>Issue of Securities</b>
	<b>MODIFICATION OF CLASS RIGHTS</b>	
18.	<p>(a) If at any time the share capital, by reason of the issue of Preference Shares or otherwise is divided into different classes of shares, all or any of the rights privileges attached to any class (unless otherwise provided by the terms of issue of the shares of the class) may, subject to the provisions of Section 48 of the Act and whether or not the Company is being wound-up, be varied, modified or dealt, with the consent in writing of the holders of not less than three-fourths of the issued shares of that class or with the sanction of a Special Resolution passed at a separate general meeting of the holders of the shares of that class. The provisions of these Articles relating to general meetings shall mutatis mutandis apply to every such separate class of meeting.</p> <p>Provided that if variation by one class of shareholders affects the rights of any other class of shareholders, the consent of three-fourths of such other class of shareholders shall also be obtained and the provisions of this section shall apply to such variation.</p>	<b>Modification of rights</b>
	(b) The rights conferred upon the holders of the Shares including Preference Share, if any of any class issued with preferred or other rights or privileges shall, unless otherwise expressly provided by the terms of the issue of shares of that class, be deemed not to be modified, commuted, affected, abrogated, dealt with or varied by the creation or issue of further shares ranking pari passu therewith.	<b>New Issue of Shares not to affect rights attached to existing shares of that class.</b>

Sr. No	Particulars	
19.	Subject to the provisions of Section 62 of the Act and these Articles, the shares in the capital of the company for the time being shall be under the control of the Directors who may issue, allot or otherwise dispose of the same or any of them to such persons, in such proportion and on such terms and conditions and either at a premium or at par and at such time as they may from time to time think fit and with the sanction of the company in the General Meeting to give to any person or persons the option or right to call for any shares either at par or premium during such time and for such consideration as the Directors think fit, and may issue and allot shares in the capital of the company on payment in full or part of any property sold and transferred or for any services rendered to the company in the conduct of its business and any shares which may so be allotted may be issued as fully paid up shares and if so issued, shall be deemed to be fully paid shares.	<b>Shares at the disposal of the Directors.</b>
20.	The Company may issue shares or other securities in any manner whatsoever including by way of a preferential offer, to any persons whether or not those persons include the persons referred to in clause (a) or clause (b) of sub-section (1) of section 62 subject to compliance with section 42 and 62 of the Act and rules framed thereunder.	<b>Power to issue shares on preferential basis.</b>
21.	The shares in the capital shall be numbered progressively according to their several denominations and except in the manner hereinbefore mentioned no share shall be subdivided. Every forfeited or surrendered share shall continue to bear the number by which the same was originally distinguished.	<b>Shares should be Numbered progressively and no share to be subdivided.</b>
22.	An application signed by or on behalf of an applicant for shares in the Company, followed by an allotment of any shares therein, shall be an acceptance of shares within the meaning of these Articles, and every person who thus or otherwise accepts any shares and whose name is on the Register shall for the purposes of these Articles, be a Member.	<b>Acceptance of Shares.</b>
23.	Subject to the provisions of the Act and these Articles, the Directors may allot and issue shares in the Capital of the Company as payment or part payment for any property (including goodwill of any business) sold or transferred, goods or	<b>Directors may allot shares as full paid-up</b>

Sr. No	Particulars	
	machinery supplied or for services rendered to the Company either in or about the formation or promotion of the Company or the conduct of its business and any shares which may be so allotted may be issued as fully paid-up or partly paid-up otherwise than in cash and if so issued, shall be deemed to be fully paid-up or partly paid-up shares as aforesaid.	
<b>24.</b>	The money (if any) which the Board shall on the allotment of any shares being made by them, require or direct to be paid by way of deposit, call or otherwise, in respect of any shares allotted by them shall become a debt due to and recoverable by the Company from the allottee thereof and shall be paid by him, accordingly.	<b>Deposit and call etc.to be a debt payable immediately.</b>
<b>25.</b>	Every Member, or his heirs, executors, administrators, or legal representatives, shall pay to the Company the portion of the Capital represented by his share or shares which may, for the time being, remain unpaid thereon, in such amounts at such time or times, and in such manner as the Board shall, from time to time in accordance with the Company's regulations, require on date fixed for the payment thereof.	<b>Liability of Members.</b>
<b>26.</b>	Shares may be registered in the name of any limited company or other corporate body but not in the name of a firm, an insolvent person or a person of unsound mind.	<b>Registration of Shares.</b>
	<b>RETURN ON ALLOTMENTS TO BE MADE OR RESTRICTIONS ON ALLOTMENT</b>	
<b>27.</b>	The Board shall observe the restrictions as regards allotment of shares to the public and as regards return on allotments contained in Sections 39 of the Act.	
	<b>CERTIFICATES</b>	
<b>28.</b>	(a) Every member shall be entitled, without payment, to one or more certificates in marketable lots, for all the shares of each class or denomination registered in his name or if the Directors so approve (upon paying such fee as provided in the relevant laws) to several certificates, each for one or more of such shares and the company shall complete and have ready for delivery such certificates within two months from the date of allotment, unless	<b>Share Certificates.</b>

Sr. No	Particulars	
	<p>the conditions of issue thereof otherwise provide, or within one month of the receipt of application for registration of transfer, transmission, sub-division, consolidation or renewal of any of its shares as the case may be. Every certificate of shares shall be under the seal of the company and shall specify the number and distinctive numbers of shares in respect of which it is issued and amount paid-up thereon and shall be in such form as the directors may prescribe or approve, provided that in respect of a share or shares held jointly by several persons, the company shall not be bound to issue more than one certificate and delivery of a certificate of shares to one of several joint holders shall be sufficient delivery to all such holder. Such certificate shall be issued only in pursuance of a resolution passed by the Board and on surrender to the Company of its letter of allotment or its fractional coupons of requisite value, save in cases of issues against letter of acceptance or of renunciation or in cases of issue of bonus shares. Every such certificate shall be issued under the seal of the Company, if any, which shall be affixed in the presence of two Directors or persons acting on behalf of the Directors under a duly registered power of attorney and the Secretary or some other person appointed by the Board for the purpose and two Directors or their attorneys and the Secretary or other person shall sign the share certificate, provided that if the composition of the Board permits of it, at least one of the aforesaid two Directors shall be a person other than a Managing or whole-time Director. Particulars of every share certificate issued shall be entered in the Register of Members against the name of the person, to whom it has been issued, indicating the date of issue.</p> <p>(b) Any two or more joint allottees of shares shall, for the purpose of this Article, be treated as a single member, and the certificate of any shares which may be the subject of joint ownership, may be delivered to anyone of such joint owners on behalf of all of them. For any further certificate the Board shall be entitled, but shall not be bound, to prescribe a charge not exceeding Rupees Fifty. The Company shall comply with the provisions of Section 39 of the Act.</p>	

Sr. No	Particulars	
	(c) A Director may sign a share certificate by affixing his signature thereon by means of any machine, equipment or other mechanical means, such as engraving in metal or lithography, but not by means of a rubber stamp provided that the Director shall be responsible for the safe custody of such machine, equipment or other material used for the purpose.	
<b>29.</b>	<p>If any certificate be worn out, defaced, mutilated or torn or if there be no further space on the back thereof for endorsement of transfer, then upon production and surrender thereof to the Company, a new Certificate may be issued in lieu thereof, and if any certificate 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, being given, a new Certificate in lieu thereof shall be given to the party entitled to such lost or destroyed Certificate. Every Certificate under the Article shall be issued without payment of fees if the Directors so decide, or on payment of such fees (not exceeding Rs.50/- for each certificate) as the Directors shall prescribe. Provided that no fee shall be charged for issue of new certificates in replacement of those which are old, defaced or worn out or where there is no further space on the back thereof for endorsement of transfer.</p> <p>Provided that notwithstanding what is stated above the Directors shall comply with such Rules or Regulation or requirements of any Stock Exchange or the Rules made under the Act or the rules made under Securities Contracts (Regulation) Act, 1956, or any other Act, or rules applicable in this behalf.</p> <p>The provisions of this Article shall mutatis mutandis apply to debentures of the Company.</p>	<b>Issue of new certificates in place of those defaced, lost or destroyed.</b>
<b>30.</b>	(a) If any share stands in the names of two or more persons, the person first named in the Register shall as regard receipts of dividends or bonus or service of notices and all or any other matter connected with the Company except voting at meetings and the transfer of the shares, be deemed sole holder thereof but the joint-holders of a share shall be severally as well as jointly liable for the payment of all calls and other payments due in respect of such share and for all incidentals thereof according to the Company's regulations.	<b>The first named joint holder deemed Sole holder.</b>

Sr. No	Particulars	
	(b) The Company shall not be bound to register more than three persons as the joint holders of any share.	<b>Maximum number of joint holders.</b>
31.	Except as ordered by a Court of competent jurisdiction or as by law required, the Company shall not be bound to recognise any equitable, contingent, future or partial interest in any share, or (except only as is by these Articles otherwise expressly provided) any right in respect of a share other than an absolute right thereto, in accordance with these Articles, in the person from time to time registered as the holder thereof but the Board shall be at liberty at its sole discretion to register any share in the joint names of any two or more persons or the survivor or survivors of them.	<b>Company not bound to recognise any interest in share other than that of registered holders.</b>
32.	If by the conditions of allotment of any share the whole or part of the amount or issue price thereof shall be payable by instalment, every such instalment shall when due be paid to the Company by the person who for the time being and from time to time shall be the registered holder of the share or his legal representative.	<b>Instalment on shares to be duly paid.</b>
	<b>UNDERWRITING AND BROKERAGE</b>	
33.	Subject to the provisions of Section 40 (6) of the Act, the Company may at any time pay a commission to any person in consideration of his subscribing or agreeing, to subscribe (whether absolutely or conditionally) for any shares or debentures in the Company, or procuring or agreeing to procure subscriptions (whether absolutely or conditionally) for any shares or debentures in the Company but so that the commission shall not exceed the maximum rates laid down by the Act and the rules made in that regard. Such commission may be satisfied by payment of cash or by allotment of fully or partly paid shares or partly in one way and partly in the other.	<b>Commission</b>
34.	The Company may pay on any issue of shares and debentures such brokerage as may be reasonable and lawful.	<b>Brokerage</b>
	<b>CALLS</b>	
35.	(1) The Board may, from time to time, subject to the terms on which any shares may have been	<b>Directors may make calls</b>

Sr. No	Particulars	
	<p>issued and subject to the conditions of allotment, by a resolution passed at a meeting of the Board and not by a circular resolution, make such calls as it thinks fit, upon the Members in respect of all the moneys unpaid on the shares held by them respectively and each Member shall pay the amount of every call so made on him to the persons and at the time and places appointed by the Board.</p> <p>(2) A call may be revoked or postponed at the discretion of the Board.</p> <p>(3) A call may be made payable by instalments.</p>	
36.	Fifteen days' notice in writing of any call shall be given by the Company specifying the time and place of payment, and the person or persons to whom such call shall be paid.	<b>Notice of Calls</b>
37.	A call shall be deemed to have been made at the time when the resolution of the Board of Directors authorising such call was passed and may be made payable by the members whose names appear on the Register of Members on such date or at the discretion of the Directors on such subsequent date as may be fixed by Directors.	<b>Calls to date from resolution.</b>
38.	Whenever any calls for further share capital are made on shares, such calls shall be made on uniform basis on all shares falling under the same class. For the purposes of this Article shares of the same nominal value of which different amounts have been paid up shall not be deemed to fall under the same class.	<b>Calls on uniform basis.</b>
39.	The Board may, from time to time, at its discretion, extend the time fixed for the payment of any call and may extend such time as to all or any of the members who on account of the residence at a distance or other cause, which the Board may deem fairly entitled to such extension, but no member shall be entitled to such extension save as a matter of grace and favour.	<b>Directors may extend time.</b>
40.	If any Member fails to pay any call due from him on the day appointed for payment thereof, or any such extension thereof as aforesaid, he shall be liable to pay interest on the same from the day appointed for the payment thereof to the time of actual payment at such rate as shall from time to time be fixed by the Board not exceeding 21% per annum but nothing in this Article shall render it obligatory for the Board	<b>Calls to carry interest.</b>



Sr. No	Particulars	
	to demand or recover any interest from any such member.	
41.	If by the terms of issue of any share or otherwise any amount is made payable at any fixed time or by instalments at fixed time (whether on account of the amount of the share or by way of premium) every such amount or instalment shall be payable as if it were a call duly made by the Directors and of which due notice has been given and all the provisions herein contained in respect of calls shall apply to such amount or instalment accordingly.	<b>Sums deemed to be calls.</b>
42.	On the trial or hearing of any action or suit brought by the Company against any Member or his representatives for the recovery of any money claimed to be due to the Company in respect of his shares, if shall be sufficient to prove that the name of the Member in respect of whose shares the money is sought to be recovered, appears entered on the Register of Members as the holder, at or subsequent to the date at which the money is sought to be recovered is alleged to have become due on the share in respect of which such money is sought to be recovered in the Minute Books: and that notice of such call was duly given to the Member or his representatives used in pursuance of these Articles: and that it shall not be necessary to prove the appointment of the Directors who made such call, nor that a quorum of Directors was present at the Board at which any call was made was duly convened or constituted nor any other matters whatsoever, but the proof of the matters aforesaid shall be conclusive evidence of the debt.	<b>Proof on trial of suit for money due on shares.</b>
43.	Neither a judgment nor a decree in favour of the Company for calls or other moneys due in respect of any shares nor any part payment or satisfaction thereunder nor the receipt by the Company of a portion of any money which shall from time to time be due from any Member of the Company in respect of his shares, either by way of principal or interest, nor any indulgence granted by the Company in respect of the payment of any such money, shall preclude the Company from thereafter proceeding to enforce forfeiture of such shares as hereinafter provided.	<b>Judgment, decree, partial payment motto proceed for forfeiture.</b>
44.	(a) The Board may, if it thinks fit, receive from any Member willing to advance the same, all or any part of the amounts of his respective shares beyond the sums, actually called up and	<b>Payments in Anticipation of calls may carry interest</b>

Sr. No	Particulars	
	<p>upon the moneys so paid in advance or upon so much thereof, from time to time and at any time thereafter as exceeds the amount of the calls then made upon and due in respect of the shares on account of which such advances are made the Board may pay or allow interest, at such rate as the member paying the sum in advance and the Board agree upon. The Board may agree to repay at any time any amount so advanced or may at any time repay the same upon giving to the Member three months' notice in writing: provided that moneys paid in advance of calls on shares may carry interest but shall not confer a right to dividend or to participate in profits.</p> <p>(b) No Member paying any such sum in advance shall be entitled to voting rights in respect of the moneys so paid by him until the same would but for such payment become presently payable. The provisions of this Article shall mutatis mutandis apply to calls on debentures issued by the Company.</p>	
	<b>LIEN</b>	
<b>45.</b>	<p>The Company shall have a first and paramount lien upon all the shares/debentures (other than fully paid-up shares/debentures) registered in the name of each member (whether solely or jointly with others) and upon the proceeds of sale thereof for all moneys (whether presently payable or not) called or payable at a fixed time in respect of such shares/debentures and no equitable interest in any share shall be created except upon the footing and condition that this Article will have full effect. And such lien shall extend to all dividends and bonuses from time to time declared in respect of such shares/debentures. Unless otherwise agreed the registration of a transfer of shares/debentures shall operate as a waiver of the Company's lien if any, on such shares/debentures. The Directors may at any time declare any shares/debentures wholly or in part to be exempt from the provisions of this clause.</p>	<b>Company to have Lien on shares.</b>
<b>46.</b>	<p>For the purpose of enforcing such lien the Directors may sell the shares subject thereto in such manner as they shall think fit, but no sale shall be made until such period as aforesaid shall have arrived and until notice in writing of the intention to sell shall have been served on such member or the person (if any) entitled by transmission to the shares and default</p>	<b>As to enforcing lien by sale.</b>

Sr. No	Particulars	
	<p>shall have been made by him in payment, fulfilment of discharge of such debts, liabilities or engagements for seven days after such notice. To give effect to any such sale the Board may authorise some person to transfer the shares sold to the purchaser thereof and purchaser shall be registered as the holder of the shares comprised in any such transfer. Upon any such sale as the Certificates in respect of the shares sold shall stand cancelled and become null and void and of no effect, and the Directors shall be entitled to issue a new Certificate or Certificates in lieu thereof to the purchaser or purchasers concerned.</p>	
<p><b>47.</b></p>	<p>The net proceeds of any such sale shall be received by the Company and applied in or towards payment of such part of the amount in respect of which the lien exists as is presently payable and the residue, if any, shall (subject to lien for sums not presently payable as existed upon the shares before the sale) be paid to the person entitled to the shares at the date of the sale.</p>	<p><b>Application of proceeds of sale.</b></p>
	<p><b>FORFEITURE AND SURRENDER OF SHARES</b></p>	
<p><b>48.</b></p>	<p>If any Member fails to pay the whole or any part of any call or instalment or any moneys due in respect of any shares either by way of principal or interest on or before the day appointed for the payment of the same, the Directors may, at any time thereafter, during such time as the call or instalment or any part thereof or other moneys as aforesaid remains unpaid or a judgment or decree in respect thereof remains unsatisfied in whole or in part, serve a notice on such Member or on the person (if any) entitled to the shares by transmission, requiring him to pay such call or instalment of such part thereof or other moneys as remain unpaid together with any interest that may have accrued and all reasonable expenses (legal or otherwise) that may have been accrued by the Company by reason of such non-payment. Provided that no such shares shall be forfeited if any moneys shall remain unpaid in respect of any call or instalment or any part thereof as aforesaid by reason of the delay occasioned in payment due to the necessity of complying with the provisions contained in the relevant exchange control laws or other applicable laws of India, for the time being in force.</p>	<p><b>If call or instalment not paid, notice may be given.</b></p>

Sr. No	Particulars	
<b>49.</b>	<p>The notice shall name a day (not being less than fourteen days from the date of notice) and a place or places on and at which such call or instalment and such interest thereon as the Directors shall determine from the day on which such call or instalment ought to have been paid and expenses as aforesaid are to be paid.</p> <p>The notice shall also state that, in the event of the non-payment at or before the time and at the place or places appointed, the shares in respect of which the call was made or instalment is payable will be liable to be forfeited.</p>	<b>Terms of notice.</b>
<b>50.</b>	<p>If the requirements of any such notice as aforesaid shall not be complied with, every or any share in respect of which such notice has been given, may at any time thereafter but before payment of all calls or instalments, interest and expenses, due in respect thereof, be forfeited by resolution of the Board to that effect. Such forfeiture shall include all dividends declared or any other moneys payable in respect of the forfeited share and not actually paid before the forfeiture.</p>	<b>On default of payment, shares to be forfeited.</b>
<b>51.</b>	<p>When any shares have been forfeited, notice of the forfeiture shall be given to the member in whose name it stood immediately prior to the forfeiture and an entry of the forfeiture, with the date thereof shall forthwith be made in the Register of Members.</p>	<b>Notice of forfeiture to a Member</b>
<b>52.</b>	<p>Any shares so forfeited, shall be deemed to be the property of the Company and may be sold, re-allotted, or otherwise disposed of, either to the original holder thereof or to any other person, upon such terms and in such manner as the Board in their absolute discretion shall think fit.</p>	<b>Forfeited shares to be property of the Company and may be sold etc.</b>
<b>53.</b>	<p>Any Member whose shares have been forfeited shall notwithstanding the forfeiture, be liable to pay and shall forthwith pay to the Company, on demand all calls, instalments, interest and expenses owing upon or in respect of such shares at the time of the forfeiture, together with interest thereon from the time of the forfeiture until payment, at such rate as the Board may determine and the Board may enforce the payment of the whole or a portion thereof as if it were a new call made at the date of the forfeiture, but shall not be under any obligation to do so.</p>	<b>Members still liable to pay money owing at time of forfeiture and interest.</b>

Sr. No	Particulars	
54.	The forfeiture shares shall involve extinction at the time of the forfeiture, of all interest in all claims and demand against the Company, in respect of the share and all other rights incidental to the share, except only such of those rights as by these Articles are expressly saved.	<b>Effect of forfeiture.</b>
55.	A declaration in writing that the declarant is a Director or Secretary of the Company and that shares in the Company have been duly forfeited in accordance with these articles on a date stated in the declaration, shall be conclusive evidence of the facts therein stated as against all persons claiming to be entitled to the shares.	<b>Evidence of Forfeiture.</b>
56.	The Company may receive the consideration, if any, given for the share on any sale, re-allotment or other disposition thereof and the person to whom such share is sold, re-allotted or disposed of may be registered as the holder of the share and he shall not be bound to see to the application of the consideration: if any, nor shall his title to the share be affected by any irregularity or invalidity in the proceedings in reference to the forfeiture, sale, re-allotment or other disposal of the shares.	<b>Title of purchaser and allottee of Forfeited shares.</b>
57.	Upon any sale, re-allotment or other disposal under the provisions of the preceding Article, the certificate or certificates originally issued in respect of the relative shares shall (unless the same shall on demand by the Company have been previously surrendered to it by the defaulting member) stand cancelled and become null and void and of no effect, and the Directors shall be entitled to issue a duplicate certificate or certificates in respect of the said shares to the person or persons entitled thereto.	<b>Cancellation of share certificate in respect of forfeited shares.</b>
58.	In the meantime and until any share so forfeited shall be sold, re-allotted, or otherwise dealt with as aforesaid, the forfeiture thereof may, at the discretion and by a resolution of the Directors, be remitted as a matter of grace and favour and not as was owing thereon to the Company at the time of forfeiture being declared with interest for the same unto the time of the actual payment thereof if the Directors shall think fit to receive the same, or on any other terms which the Director may deem reasonable.	<b>Forfeiture may be remitted.</b>
59.	Upon any sale after forfeiture or for enforcing a lien in purported exercise of the powers hereinbefore	<b>Validity of sale</b>

Sr. No	Particulars	
	<p>given, the Board may appoint some person to execute an instrument of transfer of the Shares sold and cause the purchaser's name to be entered in the Register of Members in respect of the Shares sold, and the purchasers shall not be bound to see to the regularity of the proceedings or to the application of the purchase money, and after his name has been entered in the Register of Members in respect of such Shares, the validity of the sale shall not be impeached by any person and the remedy of any person aggrieved by the sale shall be in damages only and against the Company exclusively.</p>	
60.	<p>The Directors may, subject to the provisions of the Act, accept a surrender of any share from or by any Member desirous of surrendering on such terms the Directors may think fit.</p>	<b>Surrender of shares.</b>
	<p><b>TRANSFER AND TRANSMISSION OF SHARES</b></p>	
61.	<p>(a) The instrument of transfer of any share in or debenture of the Company shall be executed by or on behalf of both the transferor and transferee.</p> <p>(b) The transferor shall be deemed to remain a holder of the share or debenture until the name of the transferee is entered in the Register of Members or Register of Debenture holders in respect thereof.</p>	<b>Execution of the instrument of shares.</b>
62.	<p>The instrument of transfer of any share or debenture shall be in writing and all the provisions of Section 56 and statutory modification thereof including other applicable provisions of the Act shall be duly complied with in respect of all transfers of shares or debenture and registration thereof.</p> <p>The instrument of transfer shall be in a common form approved by the Exchange;</p>	<b>Transfer Form.</b>
63.	<p>The Company shall not register a transfer in the Company other than the transfer between persons both of whose names are entered as holders of beneficial interest in the records of a depository, unless a proper instrument of transfer duly stamped and executed by or on behalf of the transferor and by or on behalf of the transferee and specifying the name, address and occupation if any, of the transferee, has been delivered to the Company along with the certificate relating to the shares or if no such share certificate is in existence along with the</p>	<b>Transfer not to be registered except on production of instrument of transfer.</b>

Sr. No	Particulars	
	<p>letter of allotment of the shares: Provided that where, on an application in writing made to the Company by the transferee and bearing the stamp, required for an instrument of transfer, it is proved to the satisfaction of the Board of Directors that the instrument of transfer signed by or on behalf of the transferor and by or on behalf of the transferee has been lost, the Company may register the transfer on such terms as to indemnity as the Board may think fit, provided further that nothing in this Article shall prejudice any power of the Company to register as shareholder any person to whom the right to any shares in the Company has been transmitted by operation of law.</p>	
<p><b>64.</b></p>	<p>Subject to the provisions of Section 58 of the Act and Section 22A of the Securities Contracts (Regulation) Act, 1956, the Directors may, decline to register—</p> <p>(a) any transfer of shares on which the company has a lien.</p> <p>That registration of transfer shall however not be refused on the ground of the transferor being either alone or jointly with any other person or persons indebted to the Company on any account whatsoever;</p>	<p><b>Directors may refuse to register transfer.</b></p>
<p><b>65.</b></p>	<p>If the Company refuses to register the transfer of any share or transmission of any right therein, the Company shall within one month from the date on which the instrument of transfer or intimation of transmission was lodged with the Company, send notice of refusal to the transferee and transferor or to the person giving intimation of the transmission, as the case may be and there upon the provisions of Section 56 of the Act or any statutory modification thereof for the time being in force shall apply.</p>	<p><b>Notice of refusal to be given to transferor and transferee.</b></p>
<p><b>66.</b></p>	<p>No fee shall be charged for registration of transfer, transmission, Probate, Succession Certificate and letter of administration, Certificate of Death or Marriage, Power of Attorney or similar other document with the Company.</p>	<p><b>No fee on transfer.</b></p>
<p><b>67.</b></p>	<p>The Board of Directors shall have power on giving not less than seven days previous notice in accordance with section 91 and rules made thereunder close the Register of Members and/or the Register of debentures holders and/or other security holders at such time or times and for such period or periods, not exceeding thirty days at a time, and not</p>	<p><b>Closure of Register of Members or debenture holder or other security holders.</b></p>



Sr. No	Particulars	
	exceeding in the aggregate forty five days at a time and not exceeding in the aggregate forty five days in each year as it may seem expedient to the Board.	
68.	The instrument of transfer shall after registration be retained by the Company and shall remain in its custody. All instruments of transfer which the Directors may decline to register shall on demand be returned to the persons depositing the same. The Directors may cause to be destroyed all the transfer deeds with the Company after such period as they may determine.	<b>Custody of transfer Deeds.</b>
69.	Where an application of transfer relates to partly paid shares, the transfer shall not be registered unless the Company gives notice of the application to the transferee and the transferee makes no objection to the transfer within two weeks from the receipt of the notice.	<b>Application for transfer of partly paid shares.</b>
70.	For this purpose the notice to the transferee shall be deemed to have been duly given if it is dispatched by prepaid registered post/speed post/ courier to the transferee at the address given in the instrument of transfer and shall be deemed to have been duly delivered at the time at which it would have been delivered in the ordinary course of post.	<b>Notice to transferee.</b>
71.	<p>(a) On the death of a Member, the survivor or survivors, where the Member was a joint holder and his nominee or nominees or legal representatives where he was a sole holder, shall be the only person recognized by the Company as having any title to his interest in the shares.</p> <p>(b) Before recognising any executor or administrator or legal representative, the Board may require him to obtain a Grant of Probate or Letters Administration or other legal representation as the case may be, from some competent court in India.</p> <p>Provided nevertheless that in any case where the Board in its absolute discretion thinks fit, it shall be lawful for the Board to dispense with the production of Probate or letter of Administration or such other legal representation upon such terms as to indemnity or otherwise, as the Board in its absolute discretion, may consider adequate</p> <p>(c) Nothing in clause (a) above shall release the</p>	<b>Recognition of legal representative.</b>

Sr. No	Particulars	
	estate of the deceased joint holder from any liability in respect of any share which had been jointly held by him with other persons.	
72.	The Executors or Administrators of a deceased Member or holders of a Succession Certificate or the Legal Representatives in respect of the Shares of a deceased Member (not being one of two or more joint holders) shall be the only persons recognized by the Company as having any title to the Shares registered in the name of such Members, and the Company shall not be bound to recognize such Executors or Administrators or holders of Succession Certificate or the Legal Representative unless such Executors or Administrators or Legal Representative shall have first obtained Probate or Letters of Administration or Succession Certificate as the case may be from a duly constituted Court in the Union of India provided that in any case where the Board of Directors in its absolute discretion thinks fit, the Board upon such terms as to indemnity or otherwise as the Directors may deem proper dispense with production of Probate or Letters of Administration or Succession Certificate and register Shares standing in the name of a deceased Member, as a Member. However, provisions of this Article are subject to Sections 72 of the Act.	<b>Titles of Shares of deceased Member</b>
73.	Where, in case of partly paid Shares, an application for registration is made by the transferor, the Company shall give notice of the application to the transferee in accordance with the provisions of Section 56 of the Act.	<b>Notice of application when to be given</b>
74.	Subject to the provisions of the Act and these Articles, any person becoming entitled to any share in consequence of the death, lunacy, bankruptcy, insolvency of any member or by any lawful means other than by a transfer in accordance with these presents, may, with the consent of the Directors (which they shall not be under any obligation to give) upon producing such evidence that he sustains the character in respect of which he proposes to act under this Article or of this title as the Director shall require either be registered as member in respect of such shares or elect to have some person nominated by him and approved by the Directors registered as Member in respect of such shares; provided nevertheless that if such person shall elect to have his nominee registered he shall testify his election by executing in favour of his nominee an instrument	<b>Registration of persons entitled to share otherwise than by transfer. (transmission clause).</b>

Sr. No	Particulars	
	of transfer in accordance so he shall not be freed from any liability in respect of such shares. This clause is hereinafter referred to as the 'Transmission Clause'.	
<b>75.</b>	Subject to the provisions of the Act and these Articles, the Directors shall have the same right to refuse or suspend register a person entitled by the transmission to any shares or his nominee as if he were the transferee named in an ordinary transfer presented for registration.	<b>Refusal to register nominee.</b>
<b>76.</b>	Every transmission of a share shall be verified in such manner as the Directors may require and the Company may refuse to register any such transmission until the same be so verified or until or unless an indemnity be given to the Company with regard to such registration which the Directors at their discretion shall consider sufficient, provided nevertheless that there shall not be any obligation on the Company or the Directors to accept any indemnity.	<b>Board may require evidence of transmission.</b>
<b>77.</b>	The Company shall incur no liability or responsibility whatsoever in consequence of its registering or giving effect to any transfer of shares made, or purporting to be made by any apparent legal owner thereof (as shown or appearing in the Register or Members) to the prejudice of persons having or claiming any equitable right, title or interest to or in the same shares notwithstanding that the Company may have had notice of such equitable right, title or interest or notice prohibiting registration of such transfer, and may have entered such notice or referred thereto in any book of the Company and the Company shall not be bound or require to regard or attend or give effect to any notice which may be given to them of any equitable right, title or interest, or be under any liability whatsoever for refusing or neglecting so to do though it may have been entered or referred to in some book of the Company but the Company shall nevertheless be at liberty to regard and attend to any such notice and give effect thereto, if the Directors shall so think fit.	<b>Company not liable for disregard of a notice prohibiting registration of transfer.</b>
<b>78.</b>	In the case of any share registered in any register maintained outside India the instrument of transfer shall be in a form recognized by the law of the place where the register is maintained but subject thereto shall be as near to the form prescribed in Form no.	<b>Form of transfer Outside India.</b>

Sr. No	Particulars	
	SH-4 hereof as circumstances permit.	
79.	No transfer shall be made to any minor, insolvent or person of unsound mind.	<b>No transfer to insolvent etc.</b>
	<b>NOMINATION</b>	
80.	<p>i) Notwithstanding anything contained in the articles, every holder of securities of the Company may, at any time, nominate a person in whom his/her securities shall vest in the event of his/her death and the provisions of Section 72 of the Act shall apply in respect of such nomination.</p> <p>ii) No person shall be recognized by the Company as a nominee unless an intimation of the appointment of the said person as nominee has been given to the Company during the lifetime of the holder(s) of the securities of the Company in the manner specified under Section 72 of the Act read with Rule 19 of the Companies (Share Capital and Debentures) Rules, 2014</p> <p>iii) The Company shall not be in any way responsible for transferring the securities consequent upon such nomination.</p> <p>iv) If the holder(s) of the securities survive(s) nominee, then the nomination made by the holder(s) shall be of no effect and shall automatically stand revoked.</p>	<b>Nomination</b>
81.	<p>A nominee, upon production of such evidence as may be required by the Board and subject as hereinafter provided, elect, either-</p> <p>(i) to be registered himself as holder of the security, as the case may be; or</p> <p>(ii) to make such transfer of the security, as the case may be, as the deceased security holder, could have made;</p> <p>(iii) if the nominee elects to be registered as holder of the security, himself, as the case may be, he shall deliver or send to the Company, a notice in writing signed by him stating that he so elects and such notice shall be accompanied with the death certificate of the deceased security holder as the case may be;</p> <p>(iv) a nominee shall be entitled to the same dividends and other advantages to which he</p>	<b>Transmission of Securities by nominee</b>

Sr. No	Particulars	
	<p>would be entitled to, if he were the registered holder of the security except that he shall not, before being registered as a member in respect of his security, be entitled in respect of it to exercise any right conferred by membership in relation to meetings of the Company.</p> <p>Provided further that the Board may, at any time, give notice requiring any such person to elect either to be registered himself or to transfer the share or debenture, and if the notice is not complied with within ninety days, the Board may thereafter withhold payment of all dividends, bonuses or other moneys payable or rights accruing in respect of the share or debenture, until the requirements of the notice have been complied with.</p>	
	<b>DEMATERIALISATION OF SHARES</b>	
<b>82.</b>	Subject to the provisions of the Act and Rules made thereunder the Company may offer its members facility to hold securities issued by it in dematerialized form.	<b>Dematerialisation of Securities</b>
	<b>JOINT HOLDER</b>	
<b>83.</b>	Where two or more persons are registered as the holders of any share they shall be deemed to hold the same as joint Shareholders with benefits of survivorship subject to the following and other provisions contained in these Articles.	<b>Joint Holders</b>
<b>84.</b>	(a) The Joint holders of any share shall be liable severally as well as jointly for and in respect of all calls and other payments which ought to be made in respect of such share.	<b>Joint and several liabilities for all payments in respect of shares.</b>
	(b) on the death of any such joint holders the survivor or survivors shall be the only person recognized by the Company as having any title to the share but the Board may require such evidence of death as it may deem fit and nothing herein contained shall be taken to release the estate of a deceased joint holder from any liability of shares held by them jointly with any other person;	<b>Title of survivors.</b>
	(c) Any one of two or more joint holders of a share may give effectual receipts of any dividends or other moneys payable in respect of share; and	<b>Receipts of one sufficient.</b>

Sr. No	Particulars	
	(d) only the person whose name stands first in the Register of Members as one of the joint holders of any share shall be entitled to delivery of the certificate relating to such share or to receive documents from the Company and any such document served on or sent to such person shall deemed to be service on all the holders.	<b>Delivery of certificate and giving of notices to first named holders.</b>
	<b>SHARE WARRANTS</b>	
85.	The Company may issue warrants subject to and in accordance with provisions of the Act and accordingly the Board may in its discretion with respect to any Share which is fully paid upon application in writing signed by the persons registered as holder of the Share and authenticated by such evidence (if any) as the Board may, from time to time, require as to the identity of the persons signing the application and on receiving the certificate (if any) of the Share and the amount of the stamp duty on the warrant and such fee as the Board may, from time to time, require, issue a share warrant.	<b>Power to issue share warrants</b>
86.	<p>(a) The bearer of a share warrant may at any time deposit the warrant at the Office of the Company and so long as the warrant remains so deposited, the depositor shall have the same right of signing a requisition for call in a meeting of the Company and of attending and voting and exercising the other privileges of a Member at any meeting held after the expiry of two clear days from the time of deposit, as if his name were inserted in the Register of Members as the holder of the Share included in the deposit warrant.</p> <p>(b) Not more than one person shall be recognized as depositor of the Share warrant.</p> <p>(c) The Company shall, on two day's written notice, return the deposited share warrant to the depositor.</p>	<b>Deposit of share warrants</b>
87.	(a) Subject as herein otherwise expressly provided, no person, being a bearer of a share warrant, shall sign a requisition for calling a meeting of the Company or attend or vote or exercise any other privileges of a Member at a meeting of the Company, or be entitled to receive any notice from the Company.	<b>Privileges and disabilities of the holders of share warrant</b>

Sr. No	Particulars	
	(b) The bearer of a share warrant shall be entitled in all other respects to the same privileges and advantages as if he were named in the Register of Members as the holder of the Share included in the warrant, and he shall be a Member of the Company.	
<b>88.</b>	The Board may, from time to time, make bye-laws as to terms on which (if it shall think fit), a new share warrant or coupon may be issued by way of renewal in case of defacement, loss or destruction.	<b>Issue of new share warrant coupons</b>
	<b>CONVERSION OF SHARES INTO STOCK</b>	
<b>89.</b>	The Company may, by ordinary resolution in General Meeting. a) convert any fully paid-up shares into stock; and b) re-convert any stock into fully paid-up shares of any denomination.	<b>Conversion of shares into stock or reconversion.</b>
<b>90.</b>	The holders of stock may transfer the same or any part thereof in the same manner as and subject to the same regulation under which the shares from which the stock arose might before the conversion have been transferred or as near thereto as circumstances admit, provided that, the Board may, from time to time, fix the minimum amount of stock transferable so however that such minimum shall not exceed the nominal amount of the shares from which the stock arose.	<b>Transfer of stock.</b>
<b>91.</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, participation in profits, voting at meetings of the Company, and other matters, as if they hold the shares for which the stock arose but no such privilege or advantage shall be conferred by an amount of stock which would not, if existing in shares, have conferred that privilege or advantage.	<b>Rights of stock holders.</b>
<b>92.</b>	Such of the regulations of the Company (other than those relating to share warrants), as are applicable to paid up share shall apply to stock and the words “share” and “shareholders” in those regulations shall include “stock” and “stockholders” respectively.	<b>Regulations.</b>
	<b>BORROWING POWERS</b>	



Sr. No	Particulars	
93.	<p>Subject to the provisions of the Act and these Articles, the Board may, from time to time at its discretion, by a resolution passed at a meeting of the Board generally raise or borrow money by way of deposits, loans, overdrafts, cash credit or by issue of bonds, debentures or debenture-stock (perpetual or otherwise) or in any other manner or from any person, firm, company, co-operative society, any body corporate, bank, institution, whether incorporated in India or abroad, Government or any authority or any other body for the purpose of the Company and may secure the payment of any sums of money so received, raised or borrowed; provided that the total amount borrowed by the Company (apart from temporary loans obtained from the Company's Bankers in the ordinary course of business) shall not without the consent of the Company in General Meeting exceed the aggregate of the paid up capital of the Company and its free reserves that is to say reserves not set apart for any specified purpose.</p>	<p><b>Power to borrow.</b></p>
94.	<p>Subject to the provisions of the Act and these Articles, any bonds, debentures, debenture-stock or any other securities may be issued at a discount, premium or otherwise and with any special privileges and conditions as to redemption, surrender, allotment of shares, appointment of Directors or otherwise; provided that debentures with the right to allotment of or conversion into shares shall not be issued except with the sanction of the Company in General Meeting.</p>	<p><b>Issue of discount etc. or with special privileges.</b></p>
95.	<p>The payment and/or repayment of moneys borrowed or raised as aforesaid or any moneys owing otherwise or debts due from the Company may be secured in such manner and upon such terms and conditions in all respects as the Board may think fit and in particular by mortgage, charter, lien or any other security upon all or any of the assets or property (both present and future) or the undertaking of the Company including its uncalled capital for the time being, or by a guarantee by any Director, Government or third party, and the bonds, debentures and debenture stocks and other securities may be made assignable, free from equities between the Company and the person to whom the same may be issued and also by a similar mortgage, charge or lien to secure and guarantee, the performance by the Company or any other person or company of any obligation undertaken by the Company or any</p>	<p><b>Securing payment or repayment of Moneys borrowed.</b></p>

Sr. No	Particulars	
	person or Company as the case may be.	
96.	Any bonds, debentures, debenture-stock or their securities issued or to be issued by the Company shall be under the control of the Board who may issue them upon such terms and conditions, and in such manner and for such consideration as they shall consider to be for the benefit of the Company.	<b>Bonds, Debentures etc. to be under the control of the Directors.</b>
97.	If any uncalled capital of the Company is included in or charged by any mortgage or other security the Directors shall subject to the provisions of the Act and these Articles make calls on the members in respect of such uncalled capital in trust for the person in whose favour such mortgage or security is executed.	<b>Mortgage of uncalled Capital.</b>
98.	Subject to the provisions of the Act and these Articles if the Directors or any of them or any other person shall incur or be about to incur any liability whether as principal or surely for the payment of any sum primarily due from the Company, the Directors may execute or cause to be executed any mortgage, charge or security over or affecting the whole or any part of the assets of the Company by way of indemnity to secure the Directors or person so becoming liable as aforesaid from any loss in respect of such liability.	<b>Indemnity may be given.</b>
	<b>MEETINGS OF MEMBERS</b>	
99.	All the General Meetings of the Company other than Annual General Meetings shall be called Extra-ordinary General Meetings.	<b>Distinction between AGM &amp; EGM.</b>
100.	(a) The Directors may, whenever they think fit, convene an Extra-Ordinary General Meeting and they shall on requisition of Members made in compliance with Section 100 of the Act, forthwith proceed to convene Extra-Ordinary General Meeting of the members	<b>Extra-Ordinary General Meeting by Board and by requisition</b>
	(b) If at any time there are not within India sufficient Directors capable of acting to form a quorum, or if the number of Directors be reduced in number to less than the minimum number of Directors prescribed by these Articles and the continuing Directors fail or neglect to increase the number of Directors to that number or to convene a General Meeting, any Director or any two or more Members of the Company holding not less than one-tenth	<b>When a Director or any two Members may call an Extra Ordinary General Meeting</b>

Sr. No	Particulars	
	of the total paid up share capital of the Company may call for an Extra-Ordinary General Meeting in the same manner as nearly as possible as that in which meeting may be called by the Directors.	
101.	No General Meeting, Annual or Extraordinary shall be competent to enter upon, discuss or transfer any business which has not been mentioned in the notice or notices upon which it was convened.	<b>Meeting not to transact business not mentioned in notice.</b>
102.	The Chairman (if any) of the Board of Directors shall be entitled to take the chair at every General Meeting, whether Annual or Extraordinary. If there is no such Chairman of the Board of Directors, or if at any meeting he is not present within fifteen minutes of the time appointed for holding such meeting or if he is unable or unwilling to take the chair, then the Members present shall elect another Director as Chairman and if no Director be present or if all the Directors present decline to take the chair then the Members present shall elect one of the members to be the Chairman of the meeting.	<b>Chairman of General Meeting</b>
103.	No business, except the election of a Chairman, shall be discussed at any General Meeting whilst the Chair is vacant.	<b>Business confined to election of Chairman whilst chair is vacant.</b>
104.	<p>a) The Chairperson may, with the consent of any meeting at which a quorum is present, and shall, if so directed by the meeting, adjourn the meeting from time to time and from place to place.</p> <p>b) No business shall be transacted at any adjourned meeting other than the business left unfinished at the meeting from which the adjournment took place.</p> <p>c) When a meeting is adjourned for thirty days or more, notice of the adjourned meeting shall be given as in the case of an original meeting.</p> <p>d) Save as aforesaid, and as provided in section 103 of the Act, it shall not be necessary to give any notice of an adjournment or of the business to be transacted at an adjourned meeting.</p>	<b>Chairman with consent may adjourn meeting.</b>
105.	In the case of an equality of votes the Chairman shall both on a show of hands, on a poll (if any) and e-voting, have casting vote in addition to the vote or votes to which he may be entitled as a Member.	<b>Chairman's casting vote.</b>

Sr. No	Particulars	
106.	Any poll duly demanded on the election of Chairman of the meeting or any question of adjournment shall be taken at the meeting forthwith.	<b>In what case poll taken without adjournment.</b>
107.	The demand for a poll except on the question of the election of the Chairman and of an adjournment shall not prevent the continuance of a meeting for the transaction of any business other than the question on which the poll has been demanded.	<b>Demand for poll not to prevent transaction of other business.</b>
	<b>VOTES OF MEMBERS</b>	
108.	No Member shall be entitled to vote either personally or by proxy at any General Meeting or Meeting of a class of shareholders either upon a show of hands, upon a poll or electronically, or be reckoned in a quorum in respect of any shares registered in his name on which any calls or other sums presently payable by him have not been paid or in regard to which the Company has exercised, any right or lien.	<b>Members in arrears not to vote.</b>
109.	Subject to the provision of these Articles and without prejudice to any special privileges, or restrictions as to voting for the time being attached to any class of shares for the time being forming part of the capital of the company, every Member, not disqualified by the last preceding Article shall be entitled to be present, and to speak and to vote at such meeting, and on a show of hands every member present in person shall have one vote and upon a poll the voting right of every Member present in person or by proxy shall be in proportion to his share of the paid-up equity share capital of the Company, Provided, however, if any preference shareholder is present at any meeting of the Company, save as provided in sub-section (2) of Section 47 of the Act, he shall have a right to vote only on resolution placed before the meeting which directly affect the rights attached to his preference shares.	<b>Number of votes each member entitled.</b>
110.	On a poll taken at a meeting of the Company a member entitled to more than one vote or his proxy or other person entitled to vote for him, as the case may be, need not, if he votes, use all his votes or cast in the same way all the votes he uses.	<b>Casting of votes by a member entitled to more than one vote.</b>
111.	A member of unsound mind, or in respect of whom an order has been made by any court having jurisdiction in lunacy, or a minor may vote, whether	<b>Vote of member of unsound mind and of minor</b>

Sr. No	Particulars	
	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.	
112.	Notwithstanding anything contained in the provisions of the Companies Act, 2013, and the Rules made there under, the Company may and in the case of resolutions relating to such business as may be prescribed by such authorities from time to time, declare to be conducted only by postal ballot, shall, get any such business/ resolutions passed by means of postal ballot, instead of transacting the business in the General Meeting of the Company.	<b>Postal Ballot</b>
113.	A member may exercise his vote at a meeting by electronic means in accordance with section 108 and shall vote only once.	<b>E-Voting</b>
114.	<p>a) In the case of joint holders, the vote of the senior who tenders a vote, whether in person or by proxy, shall be accepted to the exclusion of the votes of the other joint holders. If more than one of the said persons remain present than the senior shall alone be entitled to speak and to vote in respect of such shares, but the other or others of the joint holders shall be entitled to be present at the meeting. Several executors or administrators of a deceased Member in whose name share stands shall for the purpose of these Articles be deemed joints holders thereof.</p> <p>b) For this purpose, seniority shall be determined by the order in which the names stand in the register of members.</p>	<b>Votes of joint members.</b>
115.	Votes may be given either personally or by attorney or by proxy or in case of a company, by a representative duly Authorised as mentioned in Articles and as per provisions of the Act.	<b>Votes may be given by proxy or by representative</b>
116.	A body corporate (whether a company within the meaning of the Act or not) may, if it is member or creditor of the Company (including being a holder of debentures) authorise such person by resolution of its Board of Directors, as it thinks fit, in accordance with the provisions of Section 113 of the Act to act as its representative at any Meeting of the members or creditors of the Company or debentures holders of the Company. A person authorised by resolution as aforesaid shall be entitled to exercise the same rights and powers (including the right to vote by proxy) on behalf of the body corporate as if	<b>Representation of a body corporate.</b>

Sr. No	Particulars	
	it were an individual member, creditor or holder of debentures of the Company.	
<b>117.</b>	(a) A member paying the whole or a part of the amount remaining unpaid on any share held by him although no part of that amount has been called up, shall not be entitled to any voting rights in respect of the moneys paid until the same would, but for this payment, become presently payable.	<b>Members paying money in advance.</b>
	(b) A member is not prohibited from exercising his voting rights on the ground that he has not held his shares or interest in the Company for any specified period preceding the date on which the vote was taken.	<b>Members not prohibited if share not held for any specified period.</b>
<b>118.</b>	Any person entitled under Article 73 (transmission clause) to transfer any share may vote at any General Meeting in respect thereof in the same manner as if he were the registered holder of such shares, provided that at least forty-eight hours before the time of holding the meeting or adjourned meeting, as the case may be at which he proposes to vote he shall satisfy the Directors of his right to transfer such shares and give such indemnify (if any) as the Directors may require or the directors shall have previously admitted his right to vote at such meeting in respect thereof.	<b>Votes in respect of shares of deceased or insolvent members.</b>
<b>119.</b>	No Member shall be entitled to vote on a show of hands unless such member is present personally or by attorney or is a body Corporate present by a representative duly Authorised under the provisions of the Act in which case such members, attorney or representative may vote on a show of hands as if he were a Member of the Company. In the case of a Body Corporate the production at the meeting of a copy of such resolution duly signed by a Director or Secretary of such Body Corporate and certified by him as being a true copy of the resolution shall be accepted by the Company as sufficient evidence of the authority of the appointment.	<b>No votes by proxy on show of hands.</b>
<b>120.</b>	The instrument appointing a proxy and the power-of-attorney or other authority, if any, under which it is signed or a notarised copy of that power or authority, shall be deposited at the registered office of the company not less than 48 hours before the time for holding the meeting or adjourned meeting at which the person named in the instrument proposes to vote, or, in the case of a poll, not less	<b>Appointment of a Proxy.</b>

Sr. No	Particulars	
	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.	
121.	An instrument appointing a proxy shall be in the form as prescribed in the rules made under section 105.	<b>Form of proxy.</b>
122.	A vote given in accordance with the terms of an instrument of proxy shall be valid notwithstanding the previous death or insanity of the Member, or revocation of the proxy or of any power of attorney which such proxy signed, or the transfer of the share in respect of which the vote is given, provided that no intimation in writing of the death or insanity, revocation or transfer shall have been received at the office before the meeting or adjourned meeting at which the proxy is used.	<b>Validity of votes given by proxy notwithstanding death of a member.</b>
123.	No objection shall be raised to the qualification of any voter except at the meeting or adjourned meeting at which the vote objected to is given or tendered and every vote not disallowed at such meeting shall be valid for all purposes.	<b>Time for objections to votes.</b>
124.	Any such objection raised to the qualification of any voter in due time shall be referred to the Chairperson of the meeting, whose decision shall be final and conclusive.	<b>Chairperson of the Meeting to be the judge of validity of any vote.</b>
	<b>DIRECTORS</b>	
125.	Until otherwise determined by a General Meeting of the Company and subject to the provisions of Section 149 of the Act, the number of Directors (including Debenture and Alternate Directors) shall not be less than three and not more than fifteen. Provided that a company may appoint more than fifteen directors after passing a special resolution	<b>Number of Directors</b>
126.	A Director of the Company shall not be bound to hold any Qualification Shares in the Company.	<b>Qualification shares.</b>
127.	(a) Subject to the provisions of the Companies Act, 2013 and notwithstanding anything to the contrary contained in these Articles, the Board may appoint any person as a director nominated by any institution in pursuance of the provisions of any law for the time being in force or of any agreement.  (b) The Nominee Director/s so appointed shall not	<b>Nominee Directors.</b>



Sr. No	Particulars	
	<p>be required to hold any qualification shares in the Company nor shall be liable to retire by rotation. The Board of Directors of the Company shall have no power to remove from office the Nominee Director/s so appointed. The said Nominee Director/s shall be entitled to the same rights and privileges including receiving of notices, copies of the minutes, sitting fees, etc. as any other Director of the Company is entitled.</p> <p>(c) If the Nominee Director/s is an officer of any of the financial institution the sitting fees in relation to such nominee Directors shall accrue to such financial institution and the same accordingly be paid by the Company to them. The Financial Institution shall be entitled to depute observer to attend the meetings of the Board or any other Committee constituted by the Board.</p> <p>(d) The Nominee Director/s shall, notwithstanding anything to the Contrary contained in these Articles, be at liberty to disclose any information obtained by him/them to the Financial Institution appointing him/them as such Director/s.</p>	
128.	<p>The Board may appoint an Alternate Director to act for a Director (hereinafter called “The Original Director”) during his absence for a period of not less than three months from India. An Alternate Director appointed under this Article shall not hold office for period longer than that permissible to the Original Director in whose place he has been appointed and shall vacate office if and when the Original Director returns to India. If the term of Office of the Original Director is determined before he so returns to India, any provision in the Act or in these Articles for the automatic re-appointment of retiring Director in default of another appointment shall apply to the Original Director and not to the Alternate Director.</p>	<b>Appointment of alternate Director.</b>
129.	<p>Subject to the provisions of the Act, the Board shall have power at any time and from time to time to appoint any other person to be an Additional Director. Any such Additional Director shall hold office only upto the date of the next Annual General Meeting.</p>	<b>Additional Director</b>
130.	<p>Subject to the provisions of the Act, the Board shall have power at any time and from time to time to appoint a Director, if the office of any director</p>	<b>Directors power to fill casual vacancies.</b>

Sr. No	Particulars	
	appointed by the company in general meeting is vacated before his term of office expires in the normal course, who shall hold office only upto the date upto which the Director in whose place he is appointed would have held office if it had not been vacated by him.	
131.	Until otherwise determined by the Company in General Meeting, each Director other than the Managing/Whole-time Director (unless otherwise specifically provided for) shall be entitled to sitting fees not exceeding a sum prescribed in the Act (as may be amended from time to time) for attending meetings of the Board or Committees thereof.	<b>Sitting Fees.</b>
132.	The Board of Directors may subject to the limitations provided in the Act allow and pay to any Director who attends a meeting at a place other than his usual place of residence for the purpose of attending a meeting, such sum as the Board may consider fair, compensation for travelling, hotel and other incidental expenses properly incurred by him, in addition to his fee for attending such meeting as above specified.	<b>Travelling expenses Incurred by Director on Company's business.</b>
	<b>PROCEEDING OF THE BOARD OF DIRECTORS</b>	
133.	(a) The Board of Directors may meet for the conduct of business, adjourn and otherwise regulate its meetings as it thinks fit.  (b) A director may and the manager or secretary on the requisition of a director shall, at any time, summon a meeting of the Board.	<b>Meetings of Directors.</b>
134.	a) The Directors may from time to time elect from among their members a Chairperson of the Board and determine the period for which he is to hold office. If at any meeting of the Board, the Chairman is not present within five minutes after the time appointed for holding the same, the Directors present may choose one of the Directors then present to preside at the meeting.  b) Subject to Section 203 of the Act and rules made there under, one person can act as the Chairman as well as the Managing Director or Chief Executive Officer at the same time.	<b>Chairperson</b>
135.	Questions arising at any meeting of the Board of Directors shall be decided by a majority of votes and in the case of an equality of votes, the Chairman	<b>Questions at Board meeting how decided.</b>

Sr. No	Particulars	
	will have a second or casting vote.	
136.	The continuing directors may act notwithstanding any vacancy in the Board; but, if and so long as their number is reduced below the quorum fixed by the Act for a meeting of the Board, the continuing directors or director may act for the purpose of increasing the number of directors to that fixed for the quorum, or of summoning a general meeting of the company, but for no other purpose.	<b>Continuing directors may act notwithstanding any vacancy in the Board</b>
137.	Subject to the provisions of the Act, the Board may delegate any of their powers to a Committee consisting of such member or members of its body as it thinks fit, and it may from time to time revoke and discharge any such committee either wholly or in part and either as to person, or purposes, but every Committee so formed shall in the exercise of the powers so delegated conform to any regulations that may from time to time be imposed on it by the Board. All acts done by any such Committee in conformity with such regulations and in fulfilment of the purposes of their appointment but not otherwise, shall have the like force and effect as if done by the Board.	<b>Delegation of Powers to committee.</b>
138.	The Meetings and proceedings of any such Committee of the Board consisting of two or more members shall be governed by the provisions herein contained for regulating the meetings and proceedings of the Directors so far as the same are applicable thereto and are not superseded by any regulations made by the Directors under the last preceding Article.	<b>Committee Meetings how to be governed.</b>
139.	<p>a) A committee may elect a Chairperson of its meetings.</p> <p>b) If no such Chairperson is elected, or if at any meeting the Chairperson is not present within five minutes after the time appointed for holding the meeting, the members present may choose one of their members to be Chairperson of the meeting.</p>	<b>Chairperson of Committee Meetings</b>
140.	<p>a) A committee may meet and adjourn as it thinks fit.</p> <p>b) Questions arising at any meeting of a committee shall be determined by a majority of votes of the members present, and in case of an equality of votes, the Chairperson shall have a second or</p>	<b>Meetings of the Committee</b>

Sr. No	Particulars	
	casting vote.	
141.	Subject to the provisions of the Act, all acts done by any meeting of the Board or by a Committee of the Board, or by any person acting as a Director shall notwithstanding that it shall afterwards be discovered that there was some defect in the appointment of such Director or persons acting as aforesaid, or that they or any of them were disqualified or had vacated office or that the appointment of any of them had been terminated by virtue of any provisions contained in the Act or in these Articles, be as valid as if every such person had been duly appointed, and was qualified to be a Director.	<b>Acts of Board or Committee shall be valid notwithstanding defect in appointment.</b>
	<b>RETIREMENT AND ROTATION OF DIRECTORS</b>	
142.	Subject to the provisions of Section 161 of the Act, if the office of any Director appointed by the Company in General Meeting vacated before his term of office will expire in the normal course, the resulting casual vacancy may in default of and subject to any regulation in the Articles of the Company be filled by the Board of Directors at the meeting of the Board and the Director so appointed shall hold office only up to the date up to which the Director in whose place he is appointed would have held office if had not been vacated as aforesaid.	<b>Power to fill casual vacancy</b>
	<b>POWERS OF THE BOARD</b>	
143.	The business of the Company shall be managed by the Board who may exercise all such powers of the Company and do all such acts and things as may be necessary, unless otherwise restricted by the Act or by any other law or by the Memorandum or by the Articles required to be exercised by the Company in General Meeting. However no regulation made by the Company in General Meeting shall invalidate any prior act of the Board which would have been valid if that regulation had not been made.	<b>Powers of the Board</b>
144.	Without prejudice to the general powers conferred by the Articles and so as not in any way to limit or restrict these powers, and without prejudice to the other powers conferred by these Articles, but subject to the restrictions contained in the Articles, it is hereby, declared that the Directors shall have the following powers, that is to say	<b>Certain powers of the Board</b>

Sr. No	Particulars	
	(1) Subject to the provisions of the Act, to purchase or otherwise acquire any lands, buildings, machinery, premises, property, effects, assets, rights, creditors, royalties, business and goodwill of any person firm or company carrying on the business which this Company is authorised to carry on, in any part of India.	<b>To acquire any property , rights etc.</b>
	(2) Subject to the provisions of the Act to purchase, take on lease for any term or terms of years, or otherwise acquire any land or lands, with or without buildings and out-houses thereon, situate in any part of India, at such conditions as the Directors may think fit, and in any such purchase, lease or acquisition to accept such title as the Directors may believe, or may be advised to be reasonably satisfy.	<b>To take on Lease.</b>
	(3) To erect and construct, on the said land or lands, buildings, houses, warehouses and sheds and to alter, extend and improve the same, to let or lease the property of the company, in part or in whole for such rent and subject to such conditions, as may be thought advisable; to sell such portions of the land or buildings of the Company as may not be required for the company; to mortgage the whole or any portion of the property of the company for the purposes of the Company; to sell all or any portion of the machinery or stores belonging to the Company.	<b>To erect &amp; construct.</b>
	(4) At their discretion and subject to the provisions of the Act, the Directors may pay property rights or privileges acquired by, or services rendered to the Company, either wholly or partially in cash or in shares, bonds, debentures or other securities of the Company, and any such share may be issued either as fully paid up or with such amount credited as paid up thereon as may be agreed upon; and any such bonds, debentures or other securities may be either specifically charged upon all or any part of the property of the Company and its uncalled capital or not so charged.	<b>To pay for property.</b>
	(5) To insure and keep insured against loss or damage by fire or otherwise for such period and to such extent as they may think proper all	<b>To insure properties of the Company.</b>

Sr. No	Particulars	
	<p>or any part of the buildings, machinery, goods, stores, produce and other moveable property of the Company either separately or co-jointly; also to insure all or any portion of the goods, produce, machinery and other articles imported or exported by the Company and to sell, assign, surrender or discontinue any policies of assurance effected in pursuance of this power.</p>	
	<p>(6) To open accounts with any Bank or Bankers and to pay money into and draw money from any such account from time to time as the Directors may think fit.</p>	<p><b>To open Bank accounts.</b></p>
	<p>(7) To secure the fulfilment of any contracts or engagement entered into by the Company by mortgage or charge on all or any of the property of the Company including its whole or part of its undertaking as a going concern and its uncalled capital for the time being or in such manner as they think fit.</p>	<p><b>To secure contracts by way of mortgage.</b></p>
	<p>(8) To accept from any member, so far as may be permissible by law, a surrender of the shares or any part thereof, on such terms and conditions as shall be agreed upon.</p>	<p><b>To accept surrender of shares.</b></p>
	<p>(9) To appoint any person to accept and hold in trust, for the Company property belonging to the Company, or in which it is interested or for any other purposes and to execute and to do all such deeds and things as may be required in relation to any such trust, and to provide for the remuneration of such trustee or trustees.</p>	<p><b>To appoint trustees for the Company.</b></p>
	<p>(10) To institute, conduct, defend, compound or abandon any legal proceeding by or against the Company or its Officer, or otherwise concerning the affairs and also to compound and allow time for payment or satisfaction of any debts, due, and of any claims or demands by or against the Company and to refer any difference to arbitration, either according to Indian or Foreign law and either in India or abroad and observe and perform or challenge any award thereon.</p>	<p><b>To conduct legal proceedings.</b></p>
	<p>(11) To act on behalf of the Company in all matters relating to bankruptcy insolvency.</p>	<p><b>Bankruptcy &amp; Insolvency</b></p>

Sr. No	Particulars	
	(12) To make and give receipts, release and give discharge for moneys payable to the Company and for the claims and demands of the Company.	<b>To issue receipts &amp; give discharge.</b>
	(13) Subject to the provisions of the Act, and these Articles to invest and deal with any moneys of the Company not immediately required for the purpose thereof, upon such authority (not being the shares of this Company) or without security and in such manner as they may think fit and from time to time to vary or realise such investments. Save as provided in Section 187 of the Act, all investments shall be made and held in the Company's own name.	<b>To invest and deal with money of the Company.</b>
	(14) To execute in the name and on behalf of the Company in favour of any Director or other person who may incur or be about to incur any personal liability whether as principal or as surety, for the benefit of the Company, such mortgage of the Company's property (present or future) as they think fit, and any such mortgage may contain a power of sale and other powers, provisions, covenants and agreements as shall be agreed upon;	<b>To give Security by way of indemnity.</b>
	(15) To determine from time to time persons who shall be entitled to sign on Company's behalf, bills, notes, receipts, acceptances, endorsements, cheques, dividend warrants, releases, contracts and documents and to give the necessary authority for such purpose, whether by way of a resolution of the Board or by way of a power of attorney or otherwise.	<b>To determine signing powers.</b>
	(16) To give to any Director, Officer, or other persons employed by the Company, a commission on the profits of any particular business or transaction, or a share in the general profits of the company; and such commission or share of profits shall be treated as part of the working expenses of the Company.	<b>Commission or share in profits.</b>
	(17) To give, award or allow any bonus, pension, gratuity or compensation to any employee of the Company, or his widow, children, dependents that may appear just or proper, whether such employee, his widow, children or dependents have or have not a legal claim	<b>Bonus etc. to employees.</b>



Sr. No	Particulars	
	on the Company.	
	<p>(18) To set aside out of the profits of the Company such sums as they may think proper for depreciation or the depreciation funds or to insurance fund or to an export fund, or to a Reserve Fund, or Sinking Fund or any special fund to meet contingencies or repay debentures or debenture-stock or for equalizing dividends or for repairing, improving, extending and maintaining any of the properties of the Company and for such other purposes (including the purpose referred to in the preceding clause) as the Board may, in the absolute discretion think conducive to the interests of the Company, and subject to Section 179 of the Act, to invest the several sums so set aside or so much thereof as may be required to be invested, upon such investments (other than shares of this Company) as they may think fit and from time to time deal with and vary such investments and dispose of and apply and extend all or any part thereof for the benefit of the Company notwithstanding the matters to which the Board apply or upon which the capital moneys of the Company might rightly be applied or expended and divide the reserve fund into such special funds as the Board may think fit; with full powers to transfer the whole or any portion of a reserve fund or division of a reserve fund to another fund and with the full power to employ the assets constituting all or any of the above funds, including the deprecation fund, in the business of the company or in the purchase or repayment of debentures or debenture-stocks and without being bound to keep the same separate from the other assets and without being bound to pay interest on the same with the power to the Board at their discretion to pay or allow to the credit of such funds, interest at such rate as the Board may think proper.</p>	<p><b>Transfer to Reserve Funds.</b></p>
	<p>(19) To appoint, and at their discretion remove or suspend such general manager, managers, secretaries, assistants, supervisors, scientists, technicians, engineers, consultants, legal, medical or economic advisers, research workers, labourers, clerks, agents and servants, for permanent, temporary or special services as they may from time to time think fit, and to</p>	<p><b>To appoint and remove officers and other employees.</b></p>

Sr. No	Particulars	
	<p>determine their powers and duties and to fix their salaries or emoluments or remuneration and to require security in such instances and for such amounts they may think fit and also from time to time to provide for the management and transaction of the affairs of the Company in any specified locality in India or elsewhere in such manner as they think fit and the provisions contained in the next following clauses shall be without prejudice to the general powers conferred by this clause.</p>	
	<p>(20) At any time and from time to time by power of attorney under the seal of the Company, to appoint any person or persons to be the Attorney or attorneys of the Company, for such purposes and with such powers, authorities and discretions (not exceeding those vested in or exercisable by the Board under these presents and excluding the power to make calls and excluding also except in their limits authorised by the Board the power to make loans and borrow moneys) and for such period and subject to such conditions as the Board may from time to time think fit, and such appointments may (if the Board think fit) be made in favour of the members or any of the members of any local Board established as aforesaid or in favour of any Company, or the shareholders, directors, nominees or manager of any Company or firm or otherwise in favour of any fluctuating body of persons whether nominated directly or indirectly by the Board and any such powers of attorney may contain such powers for the protection or convenience for dealing with such Attorneys as the Board may think fit, and may contain powers enabling any such delegated Attorneys as aforesaid to sub-delegate all or any of the powers, authorities and discretion for the time being vested in them.</p>	<p><b>To appoint Attorneys.</b></p>
	<p>(21) Subject to Sections 188 of the Act, for or in relation to any of the matters aforesaid or otherwise for the purpose of the Company to enter into all such negotiations and contracts and rescind and vary all such contracts, and execute and do all such acts, deeds and things in the name and on behalf of the Company as they may consider expedient.</p>	<p><b>To enter into contracts.</b></p>

Sr. No	Particulars	
	(22) From time to time to make, vary and repeal rules for the regulations of the business of the Company its Officers and employees.	<b>To make rules.</b>
	(23) To effect, make and enter into on behalf of the Company all transactions, agreements and other contracts within the scope of the business of the Company.	<b>To effect contracts etc.</b>
	(24) To apply for, promote and obtain any act, charter, privilege, concession, license, authorization, if any, Government, State or municipality, provisional order or license of any authority for enabling the Company to carry any of this objects into effect, or for extending and any of the powers of the Company or for effecting any modification of the Company's constitution, or for any other purpose, which may seem expedient and to oppose any proceedings or applications which may seem calculated, directly or indirectly to prejudice the Company's interests.	<b>To apply &amp; obtain concessions licenses etc.</b>
	(25) To pay and charge to the capital account of the Company any commission or interest lawfully payable there out under the provisions of Sections 40 of the Act and of the provisions contained in these presents.	<b>To pay commissions or interest.</b>
	(26) To redeem preference shares.	<b>To redeem preference shares.</b>
	(27) To subscribe, incur expenditure or otherwise to assist or to guarantee money to charitable, benevolent, religious, scientific, national or any other institutions or subjects which shall have any moral or other claim to support or aid by the Company, either by reason of locality or operation or of public and general utility or otherwise.	<b>To assist charitable or benevolent institutions.</b>
	(28) To pay the cost, charges and expenses preliminary and incidental to the promotion, formation, establishment and registration of the Company.  (29) To pay and charge to the capital account of the Company any commission or interest lawfully payable thereon under the provisions of Sections 40 of the Act.	
	(30) To provide for the welfare of Directors or ex-Directors or employees or ex-employees of the	

Sr. No	Particulars	
	<p>Company and their wives, widows and families or the dependents or connections of such persons, by building or contributing to the building of houses, dwelling or chawls, or by grants of moneys, pension, gratuities, allowances, bonus or other payments, or by creating and from time to time subscribing or contributing, to provide other associations, institutions, funds or trusts and by providing or subscribing or contributing towards place of instruction and recreation, hospitals and dispensaries, medical and other attendance and other assistance as the Board shall think fit and subject to the provision of Section 181 of the Act, to subscribe or contribute or otherwise to assist or to guarantee money to charitable, benevolent, religious, scientific, national or other institutions or object which shall have any moral or other claim to support or aid by the Company, either by reason of locality of operation, or of the public and general utility or otherwise.</p>	
	<p>(31) To purchase or otherwise acquire or obtain license for the use of and to sell, exchange or grant license for the use of any trade mark, patent, invention or technical know-how.</p> <p>(32) To sell from time to time any Articles, materials, machinery, plants, stores and other Articles and thing belonging to the Company as the Board may think proper and to manufacture, prepare and sell waste and by-products.</p> <p>(33) From time to time to extend the business and undertaking of the Company by adding, altering or enlarging all or any of the buildings, factories, workshops, premises, plant and machinery, for the time being the property of or in the possession of the Company, or by erecting new or additional buildings, and to expend such sum of money for the purpose aforesaid or any of them as they be thought necessary or expedient.</p> <p>(34) To undertake on behalf of the Company any payment of rents and the performance of the covenants, conditions and agreements contained in or reserved by any lease that may be granted or assigned to or otherwise acquired by the Company and to purchase the reversion or reversions, and otherwise to</p>	

Sr. No	Particulars	
	<p>acquire on free hold sample of all or any of the lands of the Company for the time being held under lease or for an estate less than freehold estate.</p> <p>(35) To improve, manage, develop, exchange, lease, sell, resell and re-purchase, dispose off, deal or otherwise turn to account, any property (movable or immovable) or any rights or privileges belonging to or at the disposal of the Company or in which the Company is interested.</p> <p>(36) To let, sell or otherwise dispose of subject to the provisions of Section 180 of the Act and of the other Articles any property of the Company, either absolutely or conditionally and in such manner and upon such terms and conditions in all respects as it thinks fit and to accept payment in satisfaction for the same in cash or otherwise as it thinks fit.</p> <p>(37) Generally subject to the provisions of the Act and these Articles, to delegate the powers/authorities and discretions vested in the Directors to any person(s), firm, company or fluctuating body of persons as aforesaid.</p> <p>(38) To comply with the requirements of any local law which in their opinion it shall in the interest of the Company be necessary or expedient to comply with.</p>	
	<p><b>MANAGING AND WHOLE-TIME DIRECTORS</b></p>	
<p><b>145.</b></p>	<p>a) Subject to the provisions of the Act and of these Articles, the Directors may from time to time in Board Meetings appoint one or more of their body to be a Managing Director or Managing Directors or whole-time Director or whole-time Directors of the Company for such term not exceeding five years at a time as they may think fit to manage the affairs and business of the Company, and may from time to time (subject to the provisions of any contract between him or them and the Company) remove or dismiss him or them from office and appoint another or others in his or their place or places.</p> <p>b) The Managing Director or Managing Directors or whole-time Director or whole-time Directors so appointed shall be liable to retire by rotation. A Managing Director or Whole-time Director</p>	<p><b>Powers to appoint Managing/ Whole-time Directors.</b></p>

Sr. No	Particulars	
	<p>who is appointed as Director immediately on the retirement by rotation shall continue to hold his office as Managing Director or Whole-time Director and such re-appointment as such Director shall not be deemed to constitute a break in his appointment as Managing Director or Whole-time Director.</p>	
<p><b>146.</b></p>	<p>The remuneration of a Managing Director or a Whole-time Director (subject to the provisions of the Act and of these Articles and of any contract between him and the Company) shall from time to time be fixed by the Directors and may be, by way of fixed salary, or commission on profits of the Company, or by participation in any such profits, or by any, or all of these modes.</p>	<p><b>Remuneration of Managing or Whole-time Director.</b></p>
<p><b>147.</b></p>	<p>(1) Subject to control, direction and supervision of the Board of Directors, the day-to-day management of the company will be in the hands of the Managing Director or Whole-time Director appointed in accordance with regulations of these Articles of Association with powers to the Directors to distribute such day-to-day management functions among such Directors and in any manner as may be directed by the Board.</p> <p>(2) The Directors may from time to time entrust to and confer upon the Managing Director or Whole-time Director for the time being save as prohibited in the Act, such of the powers exercisable under these presents by the Directors as they may think fit, and may confer such objects and purposes, and upon such terms and conditions, and with such restrictions as they think expedient; and they may subject to the provisions of the Act and these Articles confer such powers, either collaterally with or to the exclusion of, and in substitution for, all or any of the powers of the Directors in that behalf, and may from time to time revoke, withdraw, alter or vary all or any such powers.</p> <p>(3) The Company's General Meeting may also from time to time appoint any Managing Director or Managing Directors or Whole-time Director or Whole-time Directors of the Company and may exercise all the powers referred to in these Articles.</p> <p>(4) The Managing Director shall be entitled to</p>	<p><b>Powers and duties of Managing Director or Whole-time Director.</b></p>

Sr. No	Particulars	
	<p>sub-delegate (with the sanction of the Directors where necessary) all or any of the powers, authorities and discretions for the time being vested in him in particular from time to time by the appointment of any attorney or attorneys for the management and transaction of the affairs of the Company in any specified locality in such manner as they may think fit.</p> <p>(5) Notwithstanding anything contained in these Articles, the Managing Director is expressly allowed generally to work for and contract with the Company and especially to do the work of Managing Director and also to do any work for the Company upon such terms and conditions and for such remuneration (subject to the provisions of the Act) as may from time to time be agreed between him and the Directors of the Company.</p>	
	<p><b>Chief Executive Officer, Manager, Company Secretary or Chief Financial Officer</b></p>	
<p><b>148.</b></p>	<p>a) Subject to the provisions of the Act,—</p> <p>i. A chief executive officer, manager, company secretary or chief financial officer may be appointed by the Board for such term, at such remuneration and upon such conditions as it may thinks fit; and any chief executive officer, manager, company secretary or chief financial officer so appointed may be removed by means of a resolution of the Board;</p> <p>ii. A director may be appointed as chief executive officer, manager, company secretary or chief financial officer.</p> <p>b) A provision of the Act or these regulations requiring or 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.</p>	<p><b>Board to appoint Chief Executive Officer/ Manager/ Company Secretary/ Chief Financial Officer</b></p>
	<p><b>THE SEAL</b></p>	
<p><b>149.</b></p>	<p>(a) The Board, if so resolved, may or may not provide a Common Seal for the purposes of the Company and if provided have power from</p>	<p><b>The seal, its custody and use.</b></p>



Sr. No	Particulars	
	<p>time to time to destroy the same and substitute a new Seal in lieu thereof and the Board shall provide for the safe custody of the Seal for the time being and the Seal shall never be used except by the authority of the Board or a Committee of the Board previously given.</p> <p>(b) The Company shall also be at liberty to have an Official Seal in accordance with of the Act, for use in any territory, district or place outside India.</p>	
150.	<p>The seal of the company shall not be affixed to any instrument except by the authority of a resolution of the Board or of a committee of the Board authorized by it in that behalf and except in the presence of any one directors and of the secretary or such other person as the Board may appoint for the purpose; and those director and the secretary or other person aforesaid shall sign every instrument to which the seal of the company is so affixed in their presence.</p>	<b>Deeds how executed.</b>
	<b>Dividend and Reserves</b>	
151.	<p>(1) Subject to the rights of persons, if any, entitled to shares with special rights as to dividends, all dividends shall be declared and paid according to the amounts paid or credited as paid on the shares in respect whereof the dividend is paid, but if and so long as nothing is paid upon any of the shares in the Company, dividends may be declared and paid according to the amounts of the shares.</p> <p>(2) No amount paid or credited as paid on a share in advance of calls shall be treated for the purposes of this regulation as paid on the share.</p> <p>(3) All dividends shall be apportioned and paid proportionately to the amounts paid or credited as paid on the shares during any portion or portions of the period in respect of which the dividend is paid; but if any share is issued on terms providing that it shall rank for dividend as from a particular date such share shall rank for dividend accordingly.</p>	<b>Division of profits.</b>
152.	<p>The Company in General Meeting may declare dividends, to be paid to members according to their respective rights and interests in the profits and may fix the time for payment and the Company shall comply with the provisions of Section 127 of the</p>	<b>The company in General Meeting may declare Dividends.</b>

Sr. No	Particulars	
	Act, but no dividends shall exceed the amount recommended by the Board of Directors, but the Company may declare a smaller dividend in general meeting.	
153.	<p>a) The Board may, before recommending any dividend, set aside out of the profits of the company such sums as it thinks fit as a reserve or reserves which shall, at the discretion of the Board, be applicable for any purpose to which the profits of the company may be properly applied, including provision for meeting contingencies or for equalizing dividends; and pending such application, may, at the like discretion, either be employed in the business of the company or be invested in such investments (other than shares of the company) as the Board may, from time to time, thinks fit.</p> <p>b) The Board may also carry forward any profits which it may consider necessary not to divide, without setting them aside as a reserve.</p>	<b>Transfer to reserves</b>
154.	Subject to the provisions of section 123, the Board may from time to time pay to the members such interim dividends as appear to it to be justified by the profits of the company.	<b>Interim Dividend.</b>
155.	The Directors may retain any dividends on which the Company has a lien and may apply the same in or towards the satisfaction of the debts, liabilities or engagements in respect of which the lien exists.	<b>Debts may be deducted.</b>
156.	No amount paid or credited as paid on a share in advance of calls shall be treated for the purposes of this articles as paid on the share.	<b>Capital paid up in advance not to earn dividend.</b>
157.	All dividends shall be apportioned and paid proportionately to the amounts paid or credited as paid on the shares during any portion or portions of the period in respect of which the dividend is paid but if any share is issued on terms providing that it shall rank for dividends as from a particular date such share shall rank for dividend accordingly.	<b>Dividends in proportion to amount paid-up.</b>
158.	The Board of Directors may retain the dividend payable upon shares in respect of which any person under Articles has become entitled to be a member, or any person under that Article is entitled to transfer, until such person becomes a member, in respect of such shares or shall duly transfer the same.	<b>Retention of dividends until completion of transfer under Articles.</b>

Sr. No	Particulars	
159.	No member shall be entitled to receive payment of any interest or dividend or bonus in respect of his share or shares, whilst any money may be due or owing from him to the Company in respect of such share or shares (or otherwise however, either alone or jointly with any other person or persons) and the Board of Directors may deduct from the interest or dividend payable to any member all such sums of money so due from him to the Company.	<b>No Member to receive dividend whilst indebted to the company and the Company's right of reimbursement thereof.</b>
160.	A transfer of shares does not pass the right to any dividend declared thereon before the registration of the transfer.	<b>Effect of transfer of shares.</b>
161.	Any one of several persons who are registered as joint holders of any share may give effectual receipts for all dividends or bonus and payments on account of dividends in respect of such share.	<b>Dividend to joint holders.</b>
162.	<p>a) Any dividend, interest or other monies payable in cash in respect of shares may be paid by cheque or warrant sent through the post directed to the registered address of the holder or, in the case of joint holders, to the registered address of that one of the joint holders who is first named on the register of members, or to such person and to such address as the holder or joint holders may in writing direct.</p> <p>b) Every such cheque or warrant shall be made payable to the order of the person to whom it is sent.</p>	<b>Dividends how remitted.</b>
163.	Notice of any dividend that may have been declared shall be given to the persons entitled to share therein in the manner mentioned in the Act.	<b>Notice of dividend.</b>
164.	No unclaimed dividend shall be forfeited before the claim becomes barred by law and no unpaid dividend shall bear interest as against the Company.	<b>No interest on Dividends.</b>
	<b>CAPITALIZATION</b>	
165.	<p>(1) The Company in General Meeting may, upon the recommendation of the Board, resolve:</p> <p>(a) that it is desirable to capitalize any part of the amount for the time being standing to the credit of any of the Company's reserve accounts, or to the credit of the Profit and Loss account, or otherwise available for distribution; and</p>	<b>Capitalization.</b>

Sr. No	Particulars	
	<p>(b) that such sum be accordingly set free for distribution in the manner specified in clause (2) amongst the members who would have been entitled thereto, if distributed by way of dividend and in the same proportions.</p> <p>(2) The sums aforesaid shall not be paid in cash but shall be applied subject to the provisions contained in clause (3) either in or towards:</p> <p>(i) paying up any amounts for the time being unpaid on any shares held by such members respectively;</p> <p>(ii) paying up in full, unissued shares of the Company to be allotted and distributed, credited as fully paid up, to and amongst such members in the proportions aforesaid; or</p> <p>(iii) partly in the way specified in sub-clause (i) and partly in that specified in sub-clause (ii).</p> <p>(3) A Securities Premium Account and Capital Redemption Reserve Account may, for the purposes of this regulation, only be applied in the paying up of unissued shares to be issued to members of the Company and fully paid bonus shares.</p> <p>(4) The Board shall give effect to the resolution passed by the Company in pursuance of this regulation.</p>	
<p><b>166.</b></p>	<p>(1) Whenever such a resolution as aforesaid shall have been passed, the Board shall —</p> <p>(a) make all appropriations and applications of the undivided profits resolved to be capitalized thereby and all allotments and issues of fully paid shares, if any, and</p> <p>(b) generally to do all acts and things required to give effect thereto.</p> <p>(2) The Board shall have full power -</p> <p>(a) to make such provision, by the issue of fractional certificates or by payment in cash or otherwise as it thinks fit, in case of shares becoming distributable in fractions; and also</p> <p>(b) to authorise any person to enter, on behalf of all the members entitled thereto, into an agreement with the Company providing for the allotment to them respectively, credited as fully paid up, of any further shares to which they may be entitled upon such capitalization,</p>	<p><b>Fractional Certificates.</b></p>

Sr. No	Particulars	
	<p>or (as the case may require) for the payment by the Company on their behalf, by the application thereto of their respective proportions, of the profits resolved to be capitalized, of the amounts or any part of the amounts remaining unpaid on their existing shares.</p> <p>(3) Any agreement made under such authority shall be effective and binding on all such members.</p> <p>(4) That for the purpose of giving effect to any resolution, under the preceding paragraph of this Article, the Directors may give such directions as may be necessary and settle any questions or difficulties that may arise in regard to any issue including distribution of new equity shares and fractional certificates as they think fit.</p>	
<b>167.</b>	<p>(1) The books containing the minutes of the proceedings of any General Meetings of the Company shall be open to inspection of members without charge on such days and during such business hours as may consistently with the provisions of Section 119 of the Act be determined by the Company in General Meeting and the members will also be entitled to be furnished with copies thereof on payment of regulated charges.</p> <p>(2) Any member of the Company shall be entitled to be furnished within seven days after he has made a request in that behalf to the Company with a copy of any minutes referred to in sub-clause (1) hereof on payment of Rs. 10 per page or any part thereof.</p>	<b>Inspection of Minutes Books of General Meetings.</b>
<b>168.</b>	<p>a) 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.</p> <p>b) No member (not being a director) shall have any right of inspecting any account or book or document of the company except as conferred by law or authorised by the Board or by the company in general meeting.</p>	<b>Inspection of Accounts</b>
	<b>FOREIGN REGISTER</b>	

Sr. No	Particulars	
169.	The Company may exercise the powers conferred on it by the provisions of the Act with regard to the keeping of Foreign Register of its Members or Debenture holders, and the Board may, subject to the provisions of the Act, make and vary such regulations as it may think fit in regard to the keeping of any such Registers.	<b>Foreign Register.</b>
	<b>DOCUMENTS AND SERVICE OF NOTICES</b>	
170.	Any document or notice to be served or given by the Company be signed by a Director or such person duly authorised by the Board for such purpose and the signature may be written or printed or lithographed.	<b>Signing of documents &amp; notices to be served or given.</b>
171.	Save as otherwise expressly provided in the Act, a document or proceeding requiring authentication by the company may be signed by a Director, the Manager, or Secretary or other Authorised Officer of the Company and need not be under the Common Seal of the Company.	<b>Authentication of documents and proceedings.</b>
	<b>WINDING UP</b>	
172.	<p>Subject to the provisions of Chapter XX of the Act and rules made thereunder—</p> <p>(i) If the company shall be wound up, the liquidator may, with the sanction of a special resolution of the company and any other sanction required by the Act, divide amongst the members, in specie or kind, the whole or any part of the assets of the company, whether they shall consist of property of the same kind or not.</p> <p>(ii) For the purpose aforesaid, the liquidator may set such value as he deems fair upon any property to be divided as aforesaid and may determine how such division shall be carried out as between the members or different classes of members.</p> <p>(iii) The liquidator may, with the like sanction, vest the whole or any part of such assets in trustees upon such trusts for the benefit of the contributories if he considers necessary, but so that no member shall be compelled to accept any shares or other securities whereon there is any liability.</p>	
	<b>INDEMNITY</b>	
173.	Subject to provisions of the Act, every Director, or Officer or Servant of the Company or any person	<b>Directors' and others right to</b>

Sr. No	Particulars	
	(whether an Officer of the Company or not) employed by the Company as Auditor, shall be indemnified by the Company against and it shall be the duty of the Directors to pay, out of the funds of the Company, all costs, charges, losses and damages which any such person may incur or become liable to, by reason of any contract entered into or act or thing done, concurred in or omitted to be done by him in any way in or about the execution or discharge of his duties or supposed duties (except such if any as he shall incur or sustain through or by his own wrongful act neglect or default) including expenses, and in particular and so as not to limit the generality of the foregoing provisions, against all liabilities incurred by him as such Director, Officer or Auditor or other officer of the Company in defending any proceedings whether civil or criminal in which judgment is given in his favor, or in which he is acquitted or in connection with any application under Section 463 of the Act on which relief is granted to him by the Court.	<b>indemnity.</b>
<b>174.</b>	Subject to the provisions of the Act, no Director, Managing Director or other officer of the Company shall be liable for the acts, receipts, neglects or defaults of any other Directors or Officer, or for joining in any receipt or other act for conformity, or for any loss or expense happening to the Company through insufficiency or deficiency of title to any property acquired by order of the Directors for or on behalf of the Company or for the insufficiency or deficiency of any security in or upon which any of the moneys of the Company shall be invested, or for any loss or damage arising from the bankruptcy, insolvency or tortuous act of any person, company or corporation, with whom any moneys, securities or effects shall be entrusted or deposited, or for any loss occasioned by any error of judgment or oversight on his part, or for any other loss or damage or misfortune whatever which shall happen in the execution of the duties of his office or in relation thereto, unless the same happens through his own dishonesty.	<b>Not responsible for acts of others</b>
	<b>SECRECY</b>	
<b>175.</b>	(a) Every Director, Manager, Auditor, Treasurer, Trustee, Member of a Committee, Officer, Servant, Agent, Accountant or other person employed in the business of the company shall, if so required by the Directors, before entering upon his duties, sign a declaration	<b>Secrecy</b>



Sr. No	Particulars	
	<p>pleading himself to observe strict secrecy respecting all transactions and affairs of the Company with the customers and the state of the accounts with individuals and in matters relating thereto, and shall by such declaration pledge himself not to reveal any of the matter which may come to his knowledge in the discharge of his duties except when required so to do by the Directors or by any meeting or by a Court of Law and except so far as may be necessary in order to comply with any of the provisions in these presents contained.</p>	
	<p>(b) No member or other person (other than a Director) shall be entitled to enter the property of the Company or to inspect or examine the Company's premises or properties or the books of accounts of the Company without the permission of the Board of Directors of the Company for the time being or to require discovery of or any information in respect of any detail of the Company's trading or any matter which is or may be in the nature of trade secret, mystery of trade or secret process or of any matter whatsoever which may relate to the conduct of the business of the Company and which in the opinion of the Board it will be inexpedient in the interest of the Company to disclose or to communicate.</p>	<p><b>Access to property information etc.</b></p>

## SECTION IX – OTHER INFORMATION

### MATERIAL CONTRACTS AND DOCUMENTS FOR INSPECTION

The following contracts (not being contracts entered into in the ordinary course of business carried on by our Company or contracts entered into more than two (2) years before the date of filing of this Prospectus which are or may be deemed material have been entered or are to be entered into by our Company. These contracts, copies of which will be attached to the copy of the Prospectus will be delivered to the RoC for registration and also the documents for inspection referred to hereunder, may be inspected at the Registered Office of our Company located at 26/27, Arenja Tower CHS Ltd, Plot No: 49/50/51, Sector -11, CBD Belapur, Navi Mumbai – 400 614 India from date of filing the Prospectus with RoC to Issue Closing Date on working days from 10.00 a.m. to 5.00 p.m.

#### Material Contracts

1. Issue Agreement dated January 27, 2016 between our Company and the Lead Manager.
2. Agreement dated January 27, 2016 between our Company and Bigshare Services Private Limited, Registrar to the Issue.
3. Underwriting Agreement dated January 27, 2016 between our Company and Underwriter viz. Lead Manager.
4. Market Making Agreement dated January 27, 2016 and amendment to Market Making Agreement dated March 10, 2016 between our Company, Market Maker and the Lead Manager.
5. Agreement dated January 27, 2016 amongst our Company, the Lead Manager, Banker to the Issue and the Registrar to the Issue.
6. Tripartite agreement among the NSDL, our Company and Registrar to the Issue dated March 2, 2016.
7. Tripartite agreement among the CDSL, our Company and Registrar to the Issue dated February 10, 2016]

#### Material Documents

1. Certified true copy of the Memorandum and Articles of Association of our Company including certificates of incorporation.
2. Resolution of the Board dated December 21, 2015 authorizing the Issue
3. Special Resolution of the shareholders passed at the EGM dated December 21, 2015 authorizing the Issue.
4. Statement of Tax Benefits dated February 5, 2016 issued by our Peer Reviewed Auditor M/s Ramanand and Associates, Chartered Accountants.
5. Report of the Peer Reviewed Auditor, M/s.Ramanand and Associates, Chartered Accountants, February 5, 2016 on the Restated Financial Statements for the period ended September 30, 2015 and for the financial year ended as on March 31, 2015, 2014, 2013 & 2012 of our Company.
6. Consents of Promoter, Directors, Company Secretary and Compliance Officer, Chief Financial Officer, Chief Executive Officer Statutory Auditors, Peer Reviewed Auditors, Legal Advisor to the Issue, the Lead Manager, Registrar to the Issue, Underwriter, Market Maker, Bankers to the Issue to act in their respective capacities.
7. Copy of approval from BSE Limited *vide* letter dated March 23, 2016, to use the name of BSE in this offer document for listing of Equity Shares on SME Platform of BSE Limited.
8. Due Diligence Certificate dated February 9, 2016 from Lead Manager to BSE Limited.
9. Copy of the agreement dated July 20, 2015 for appointing Mr Abdul Khalik Chataiwala as Managing Director of our Company

None of the contracts or documents mentioned in this Prospectus may be amended or modified at any time without reference to the shareholders, subject to compliance of the provisions contained in the Companies Act and other relevant statutes.

**DECLARATION**

We, the under signed, hereby certify and declare that, all relevant provisions of the Companies Act and the rules, regulations and guidelines issued by the Government of India or the regulations / guidelines issued by SEBI, as the case may be, have been complied with and no statement made in the Prospectus is contrary to the provisions of the Companies Act, the Securities and Exchange Board of India Act, 1992 or rules made there under or regulations / guidelines issued, as the case may be. We further certify that all the disclosures and statements made in the Prospectus are true and correct.

Signed by all the Directors of our Company

<b>Name and designation</b>	<b>Signature</b>
<b>Mr. Abdul Khalik Chataiwala</b> <i>Chairman &amp; Managing Director</i>	Sd/-
<b>Mr. Fauzan Chataiwala</b> <i>Executive Director</i>	Sd/-
<b>Mr. Harish Parmeswaran</b> <i>Executive Director</i>	Sd/-
<b>Mr. Gajanand Harivilas Ruia</b> <i>Independent Director</i>	Sd/-
<b>Mr. Suresh Babu Sankara</b> <i>Independent Director</i>	Sd/-
<b>Mr. Vijayshri Anup Krishnan</b> <i>Independent Director</i>	Sd/-

Signed by Chief Financial Officer and Company Secretary & Compliance Officer of the Company

Sd/-

Sd/-

**Mr. Deepak Sonar**

**Ms. Nirali Mehta**

Chief Financial Officer

Company Secretary & Compliance Officer

Place: Mumbai

Date: March 23, 2016

**Annexure A**
**DISCLOSURE OF PRICE INFORMATION OF PAST ISSUES HANDLED BY PANTOMATH CAPITAL ADVISORS PRIVATE LIMITED**

Sr. No	Issue Name	Issue Size (Cr)	Issue Price (Rs.)	Listing date	Opening price on listing date	+/- % change in closing price, [+/- % change in closing benchmark]- 30th calendar days from listing	+/- % change in closing price, [+/- % change in closing benchmark]- 90th calendar days from listing	+/- % change in closing price, [+/- % change in closing benchmark]- 180th calendar days from listing
1.	Supreme (India) Impex Limited	7.87	60.00	March 31, 2015	62.00	4.17% (-3.65%)	15.83% (-2.03%)	16.33% (-3.69%)
2.	Filtra Consultants and Engineers Limited	3.11	42.00	April 15, 2015	42.80	2.38% (-5.12%)	1.19% (-3.01%)	-8.93% (-5.18%)
3.	Ambition Mica Limited	4.29	40.00	July 14, 2015	45.00	11.25% (-1.37%)	42.50% (-3.68%)	43.75% (-11.12%)
4.	Jiya Eco-Products Limited	4.58	19.00	July 16, 2015	21.75	46.84% (-2.00%)	30.00% (-5.86%)	26.58% (-13.23%)
5.	M.D. Inducto Cast Limited	17.23	27.00	July 16, 2015	28.10	48.33% (-2.00%)	85.19% (-5.86%)	68.15% (-13.23%)
6.	Majestic Research Services and Solutions Limited	1.428	12.75	July 16, 2015	14.00	225.10% (-2.00%)	274.90% (-5.86%)	622.75% (-13.23%)
7.	Mangalam Seeds Limited	5.70	50.00	August 12, 2015	55.00	15.20% (-6.87%)	65.10% (-5.98%)	44.50% (-11.72%)
8.	Sri Krishna Constructions (India) Limited	11.34	45.00	October 01, 2015	39.90	-2.22% (1.66%)	-0.89% (-1.00%)	NA
9.	Patdiam Jewellery	5.0046	38.00	October 16,	43.00	61.84% (-5.34%)	63.03% (-8.97%)	NA

Sr. No	Issue Name	Issue Size (Cr)	Issue Price (Rs.)	Listing date	Opening price on listing date	+/- % change in closing price, [+/- % change in closing benchmark]- 30th calendar days from listing	+/- % change in closing price, [+/- % change in closing benchmark]- 90th calendar days from listing	+/- % change in closing price, [+/- % change in closing benchmark]- 180th calendar days from listing
	Limited			2015				
10.	Vidli Restaurants Limited	1.31	10	February 15, 2016	12.00	149.50 % (9.37%)	NA	NA

Sources: All share price data is from [www.bseindia.com](http://www.bseindia.com) and [www.nseindia.com](http://www.nseindia.com)

Note:-

1. The BSE Sensex and CNX Nifty are considered as the Benchmark Index
2. Prices on BSE/NSE are considered for all of the above calculations
3. In case 30<sup>th</sup>/90<sup>th</sup>/180<sup>th</sup> day is not a trading day, closing price on BSE/NSE of the next trading day has been considered
4. In case 30<sup>th</sup>/90<sup>th</sup>/180<sup>th</sup> days, scrips are not traded then last trading price has been considered.
5. As per SEBI Circular No. CIR/CFD/DIL/7/2015 dated October 30, 2015, the above table should reflect maximum 10 issues (Initial Public Offers) managed by the lead manager. Hence, disclosures pertaining to recent 10 issues handled by the lead manager are provided.

**SUMMARY STATEMENT OF DISCLOSURE**

Financial year	Total no. of IPO	Total funds raised (Rs. Cr)	Nos of IPOs trading at discount on 30 <sup>th</sup> Calendar day from listing date			Nos of IPOs trading at premium on 30 <sup>th</sup> Calendar day from listing date			Nos of IPOs trading at discount on 180 <sup>th</sup> Calendar day from listing date			Nos of IPOs trading at premium on 180 <sup>th</sup> Calendar day from listing date		
			Over 50%	Between 25-50%	Less than 25%	Over 50%	Between 25-50%	Less than 25%	Over 50%	Between 25-50%	Less than 25%	Over 50%	Between 25-50%	Less than 25%
13-14	*1	6.855	-	-	-	-	1	-	-	-	-	-	1	-
14-15	**5	56.844	-	-	-	-	-	5	-	-	-	-	2	3
15-16	***9	54.01	-	-	1	2	2	4	-	-	1#	2	3	-

\*The scripts of Si. Vi. Shipping Corporation Limited was listed on March 6, 2014.

\*\*The scripts of Women's Next Loungeries Limited, Ultracab (India) Limited, Momai Apparels Limited, Jet Infracore Limited and Supreme(India) Impex Limited were listed on April 21, 2014, October 10, 2014, October 16, 2014, November 25, 2014, and March 31, 2015.

\*\*\*The Scripts of Filtra Consultants and Engineers Limited, Ambition Mica Limited, Jiya Eco Products Limited, M.D. Inducto Cast Limited, Majestic Research Services and Solutions Limited, Mangalam Seeds Limited, Sri Krishna Constructions (India) Limited, Patdiam Jewellery Limited and Vidli Restaurants Limited were listed on April 15, 2015, July 14, 2015, July 16, 2015, July 16, 2015, July 16, 2015, August 12, 2015, October 01, 2015, October 16, 2015 and February 15, 2016 respectively.

# The Scripts of Sri Krishna Constructions (India) Limited and Patdiam Jewellery Limited and Vidli Restaurants Limited have not completed 180 calendar Days from Listing date.